



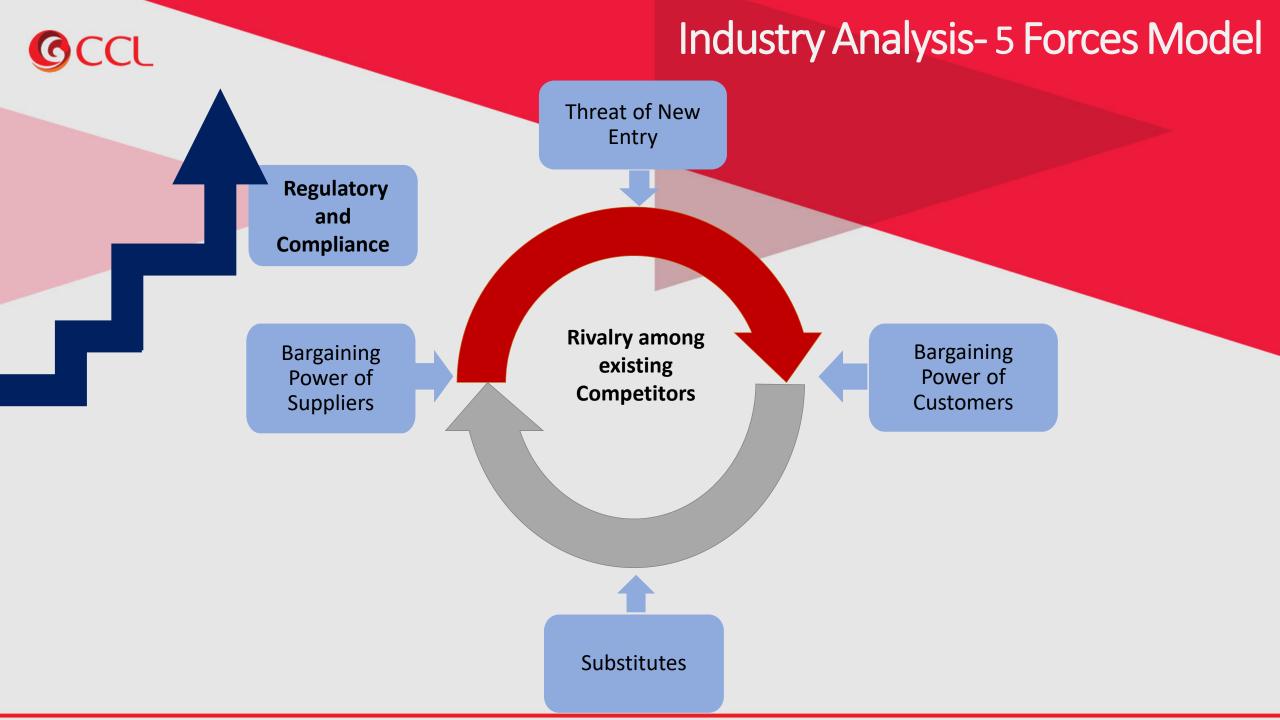
Increasing Exports (market access) &

Patient access through Strategic Alliances

Dr. Shahzad Khan









Contribution of Pharmaceutical Industry in society

Access to medicines
 Pharmaceutical products play

 an important role in healthcare.

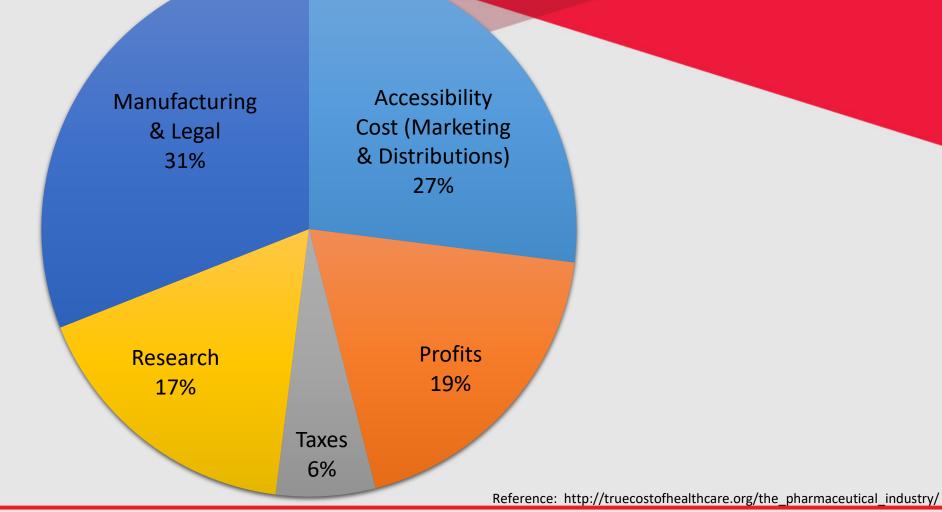
 Along with well-trained and
 motivated health professionals,
 medicines are among the most
 effective ways to prevent,
 alleviate and cure disease

The primary function of the pharmaceutical corporations is to create value by discovering and producing effective medicines, vaccines and services that improve patients' well-being, and can be sold in markets at a profit. As well as increasing shareholder value



Pharmaceutical Industries Worldwide

Proportional Allocation of Revenue 2011-2018





Challenges for Pharmaceutical Industries

Accessibility Cost

Marketing & Distribution

*Access to more than 100,000 registered Medical Practitioners

Multi Channel Distribution

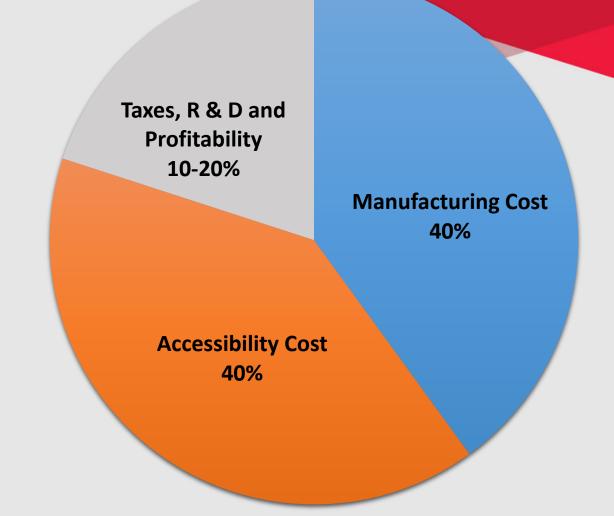
*Access to 45,000-50,000 retail drug outlets

Compliance

Manufacturing Excellence



Expenses of Pakistan Pharmaceutical Industries

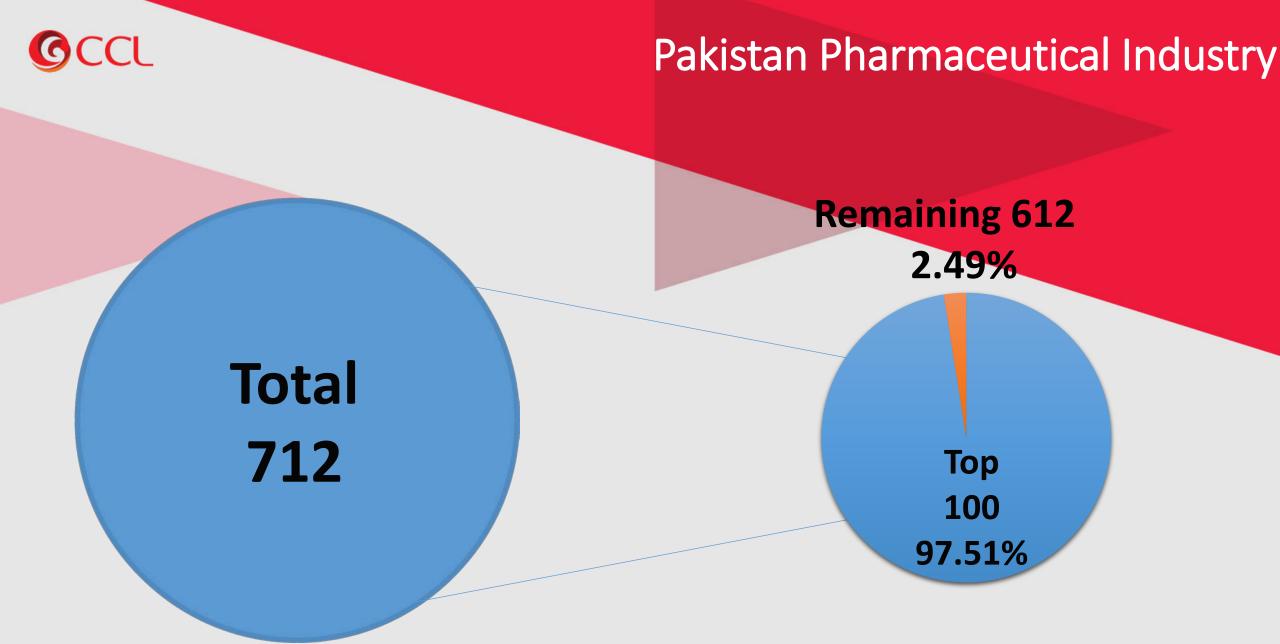




Challenges requiring Strategic Alliance



September 2014 – Deloitte Switzerland





Pharmaceutical Export Market

Cost of Distribution

Cost of
Regulatory
& Legal
Affairs

Cost of Branded generic: Marketing



Transactional Relationship





Acquisition





Collaborative Relationship/Strategic Alliance





A smaller organization is more successful in Alliance







Global Regulatory Harmonization



Elutozumab - Immuno-Oncology









Venclexta - Oncology



Merck KGaA, Darmstadt, Germany was mentioned in the news

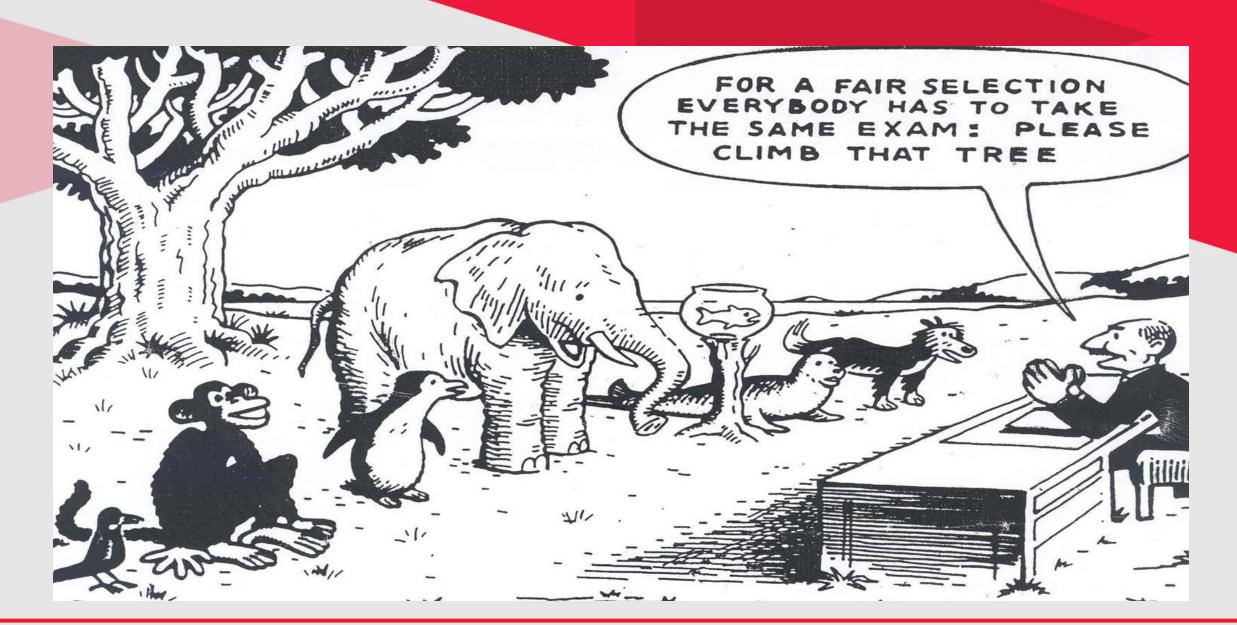


Pfizer, Merck KGaA's Bavencio posts first-in-class bladder cancer win

fiercepharma.com



Playing on Strengths





Playing on Strengths













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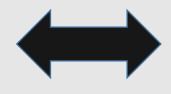






Sharing the Competencies through Strategic Alliances In Cambodian Market

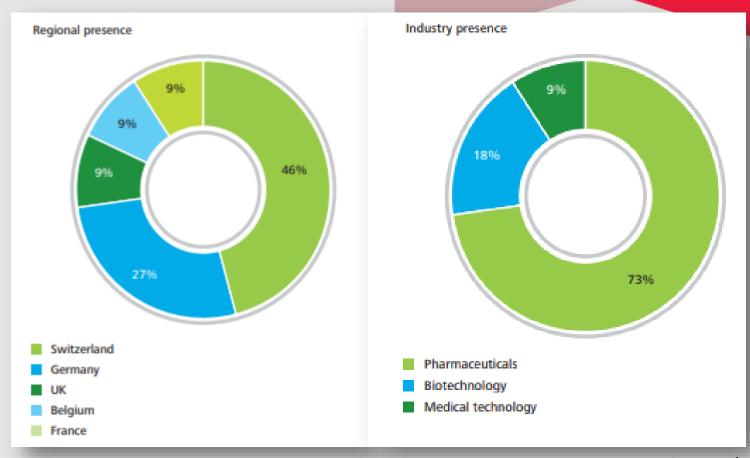






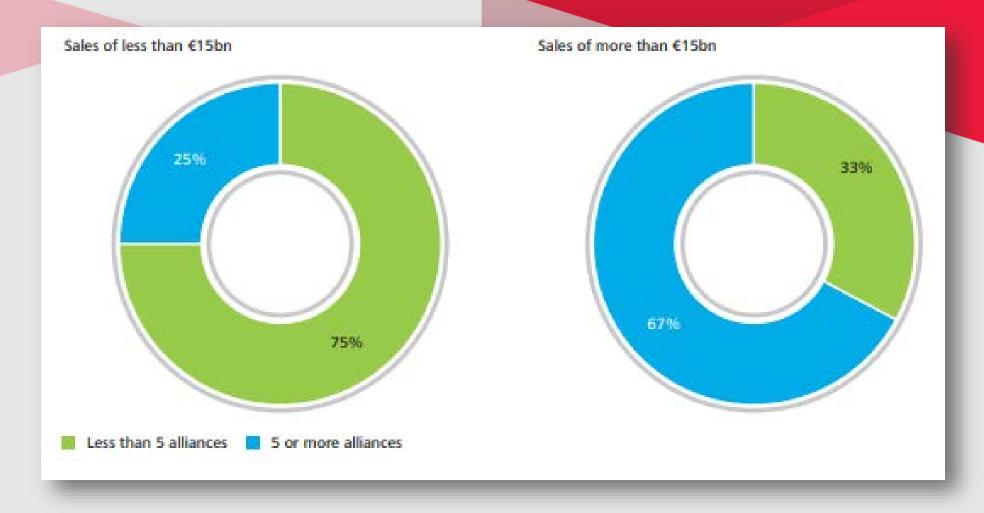
Our dream, a healthier society





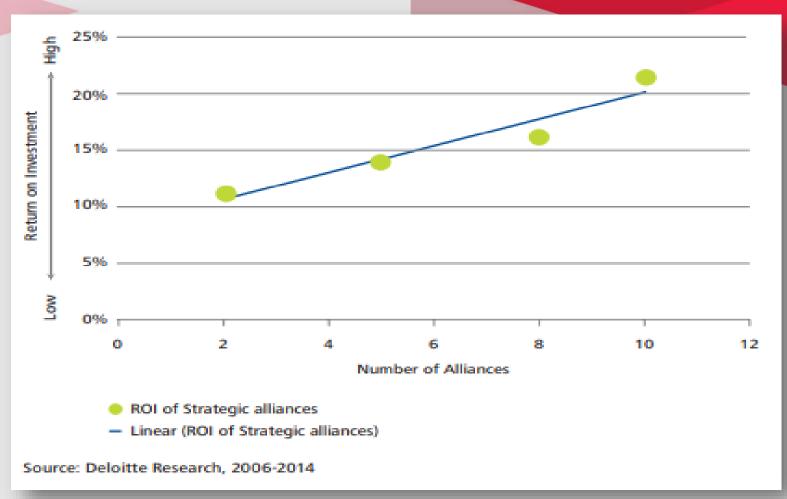


Size Matters





ROI and Strategic Alliance





Global Strategic Alliance Map





Thank you