



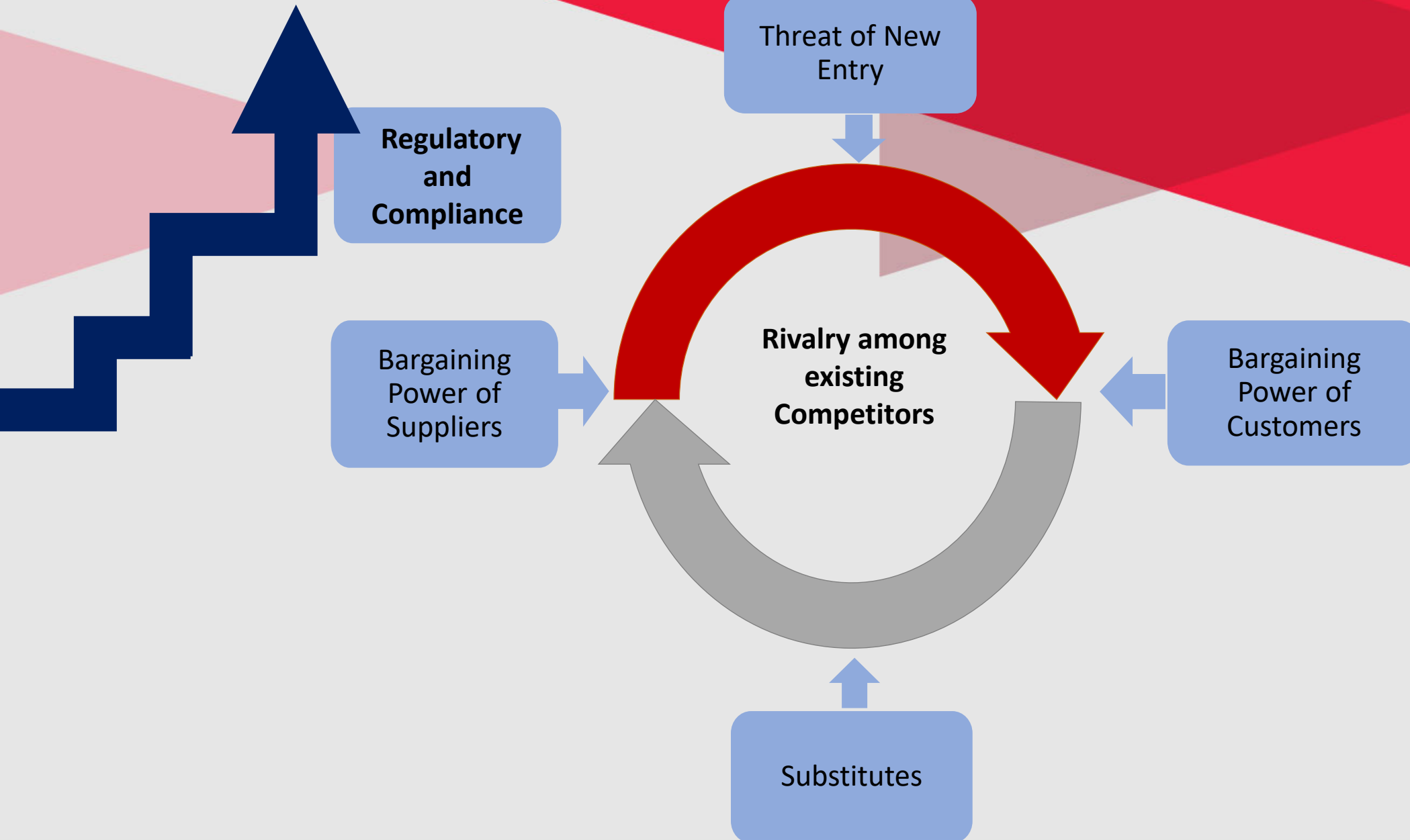
ENABLING  
HEALTHY,  
HAPPY LIVES

# **Increasing Exports (market access) & Patient access through Strategic Alliances**

Dr. Shahzad Khan



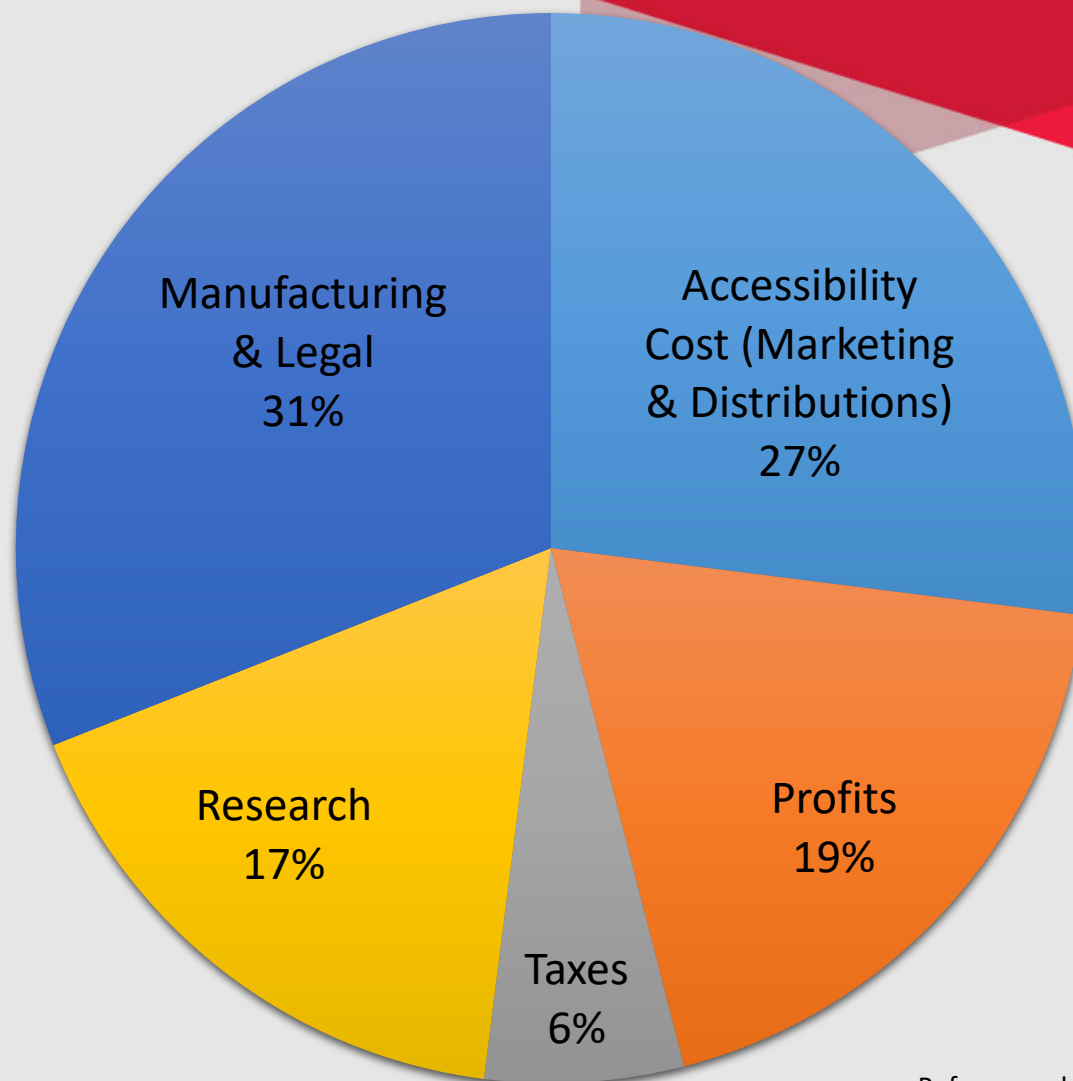




- Access to medicines  
Pharmaceutical products play an important role in healthcare. Along with well-trained and motivated health professionals, medicines are among the most effective ways to prevent, alleviate and cure disease

- 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

## Proportional Allocation of Revenue 2011-2018

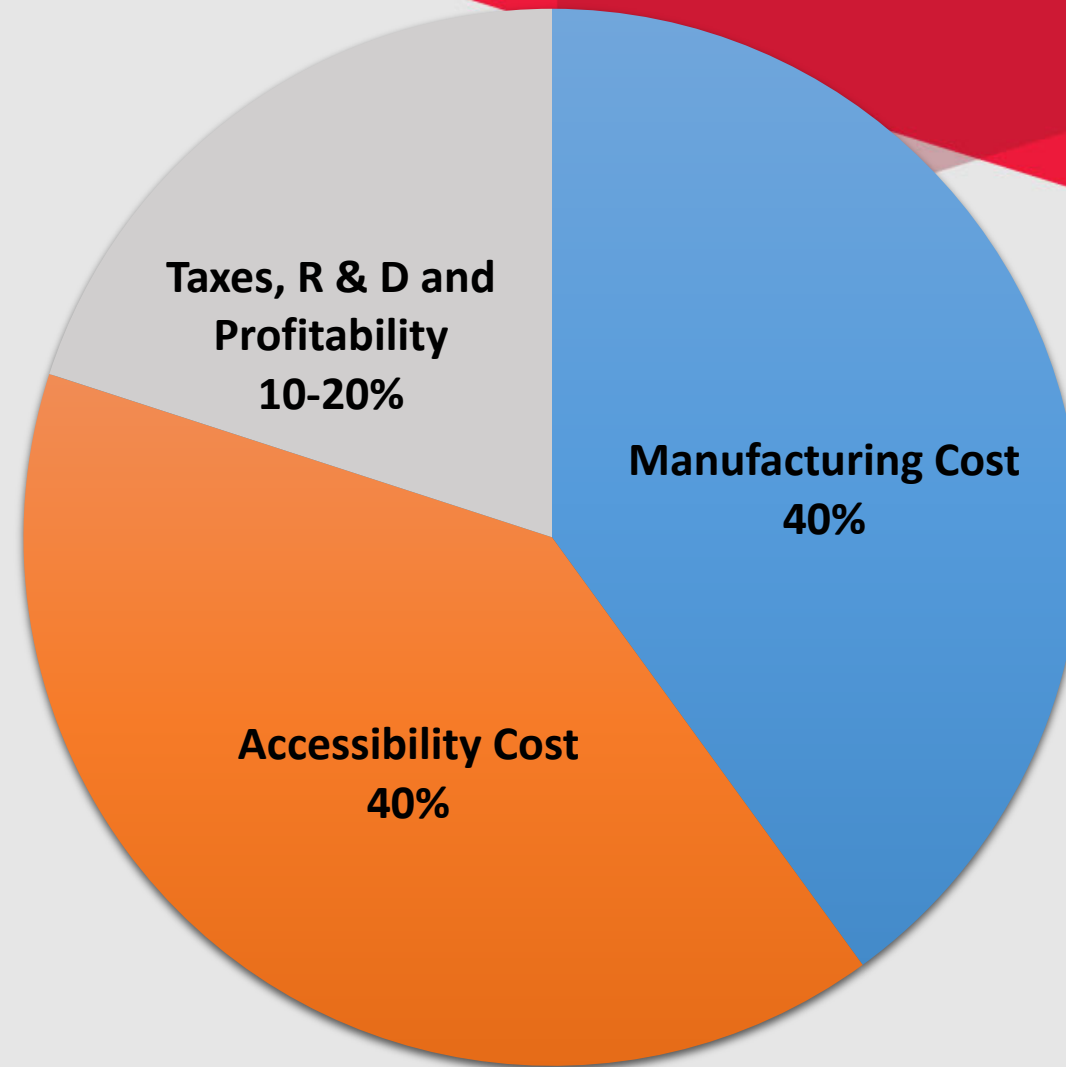


# Challenges for Pharmaceutical Industries



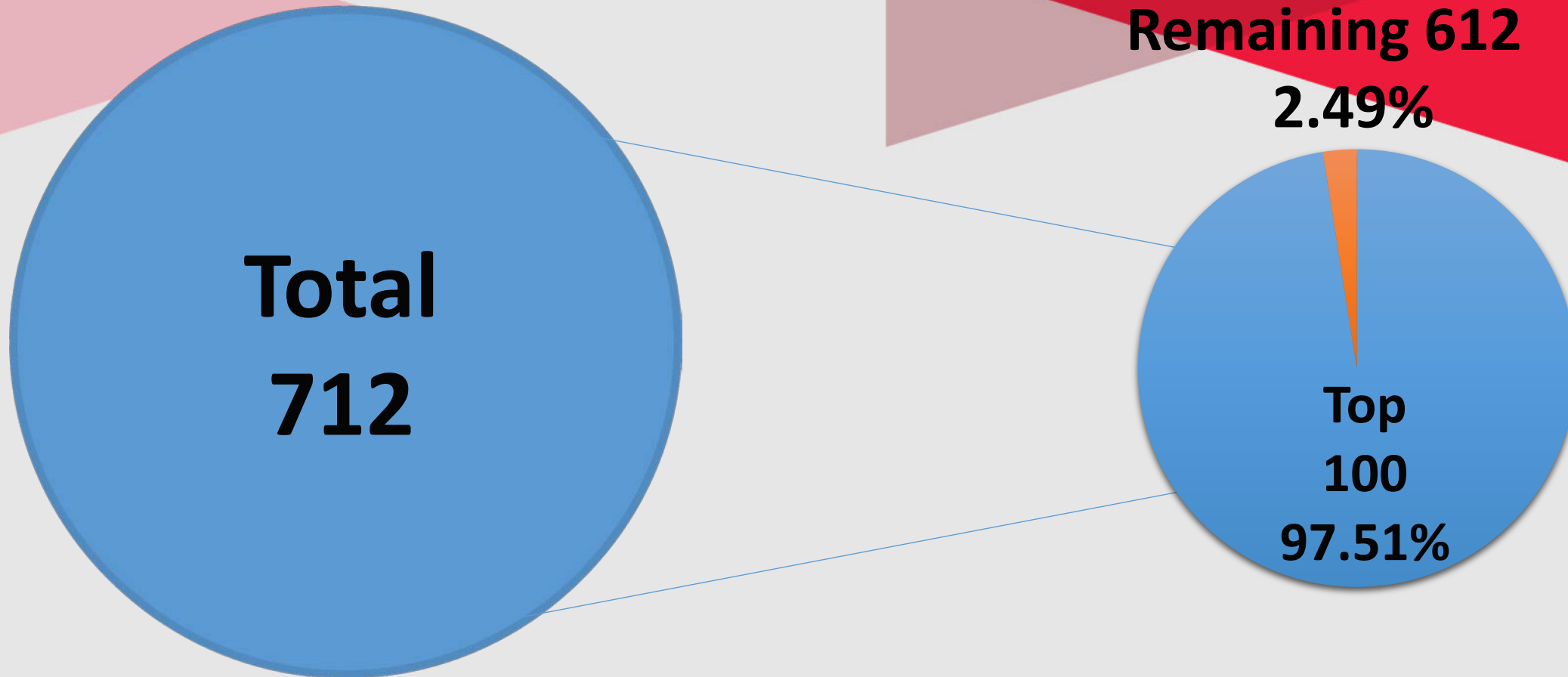


# Expenses of Pakistan Pharmaceutical Industries











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Nadeem Baig

Writer:  
Khalil-ur-Rehman Qamar

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## Global Regulatory Harmonization



## Elutozumab - Immuno-Oncology



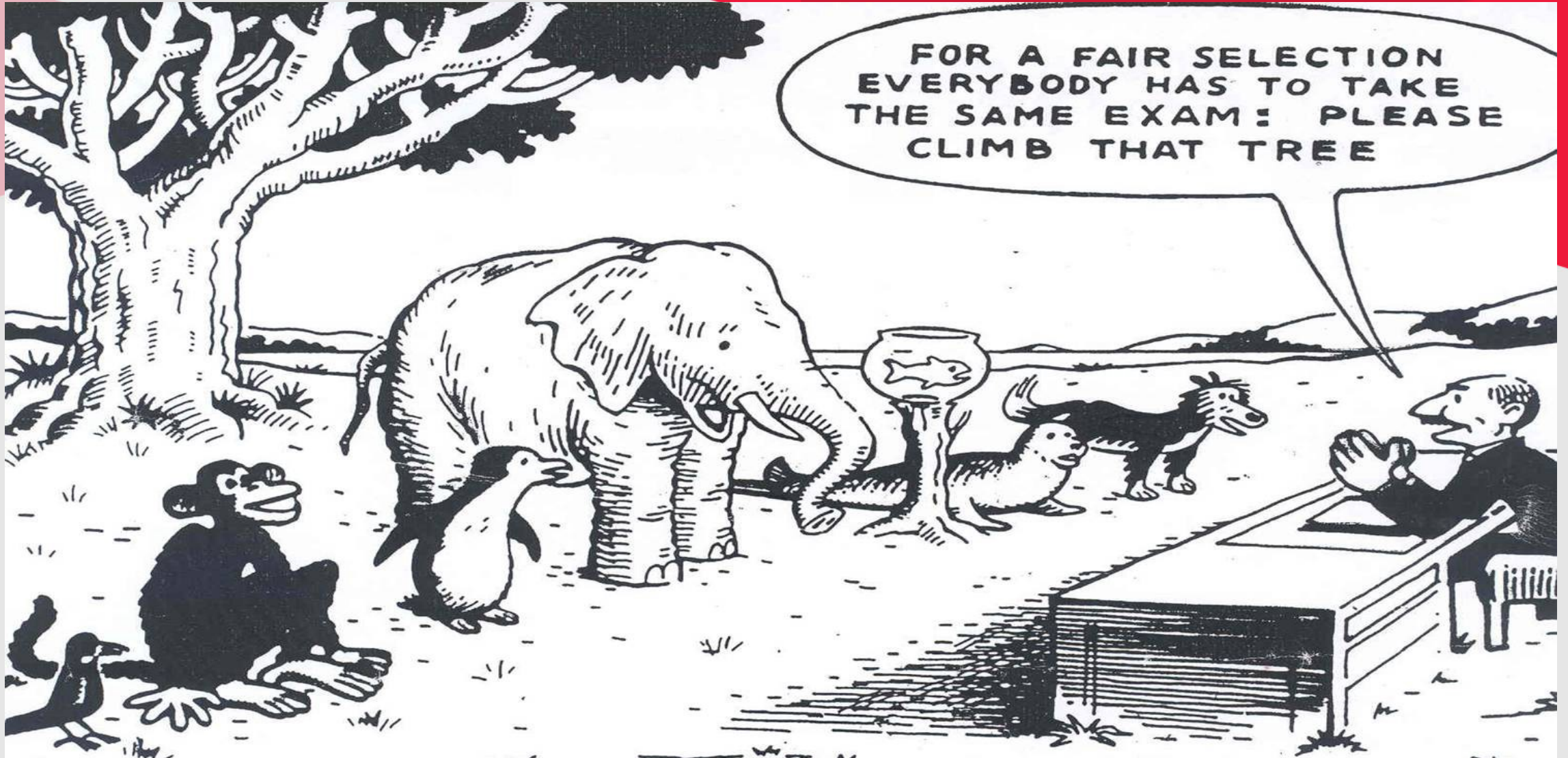
## Venclexta - Oncology

**Merck KGaA, Darmstadt, Germany was mentioned in the news**



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

[fiercepharma.com](http://fiercepharma.com)





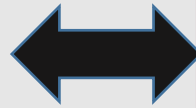
## TOLL PARTNERS



**SEARLE**





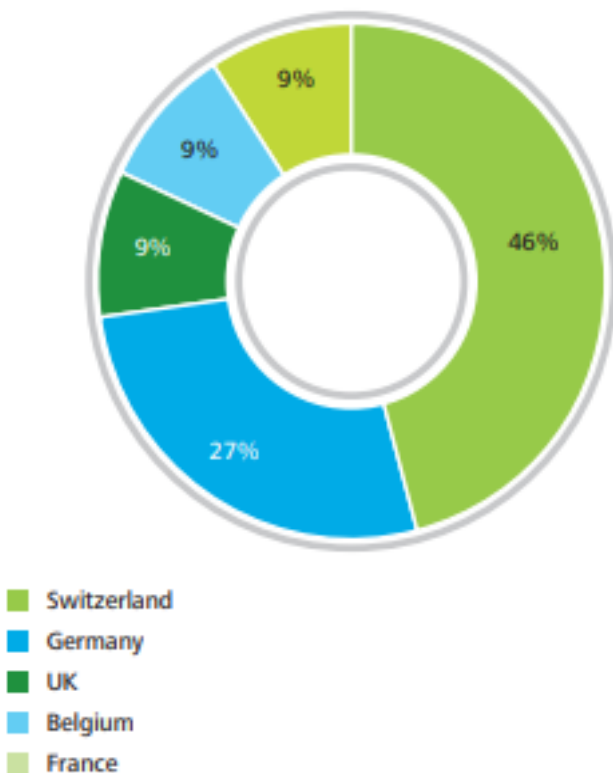




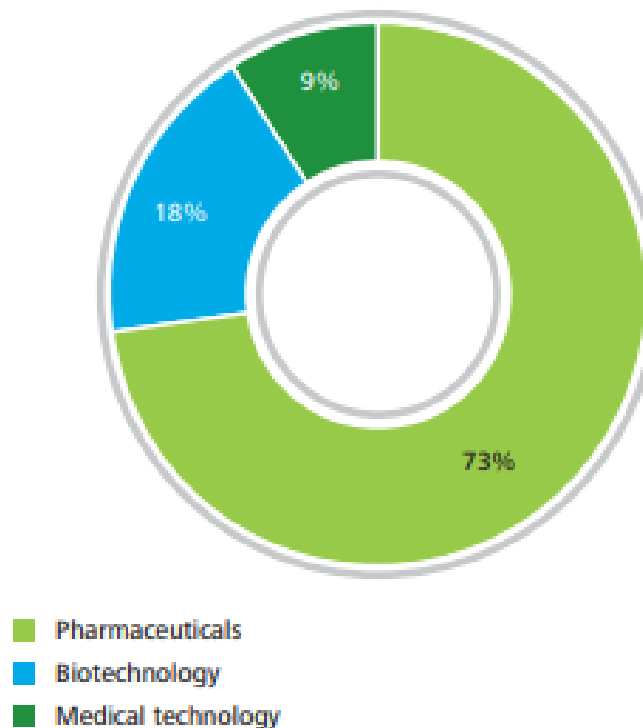
# Sharing the Competencies through Strategic Alliances In Cambodian Market



Regional presence

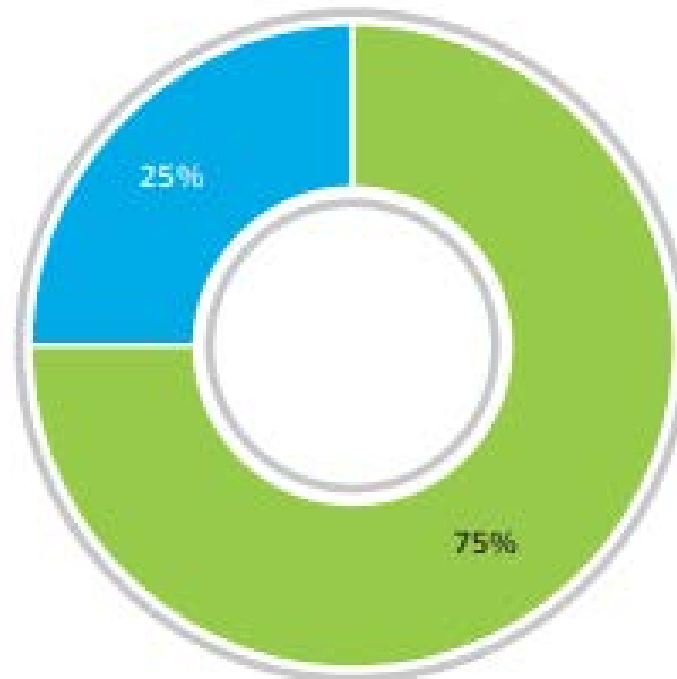


Industry presence



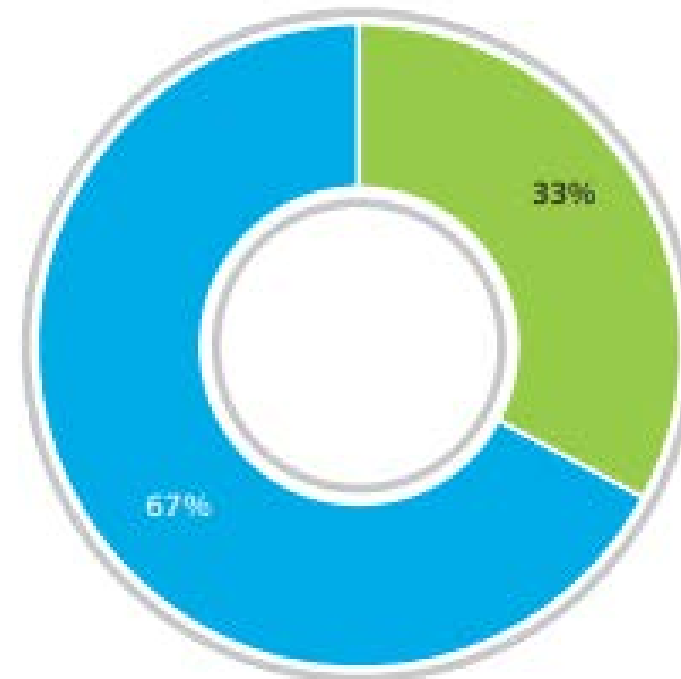
# Size Matters

Sales of less than €15bn



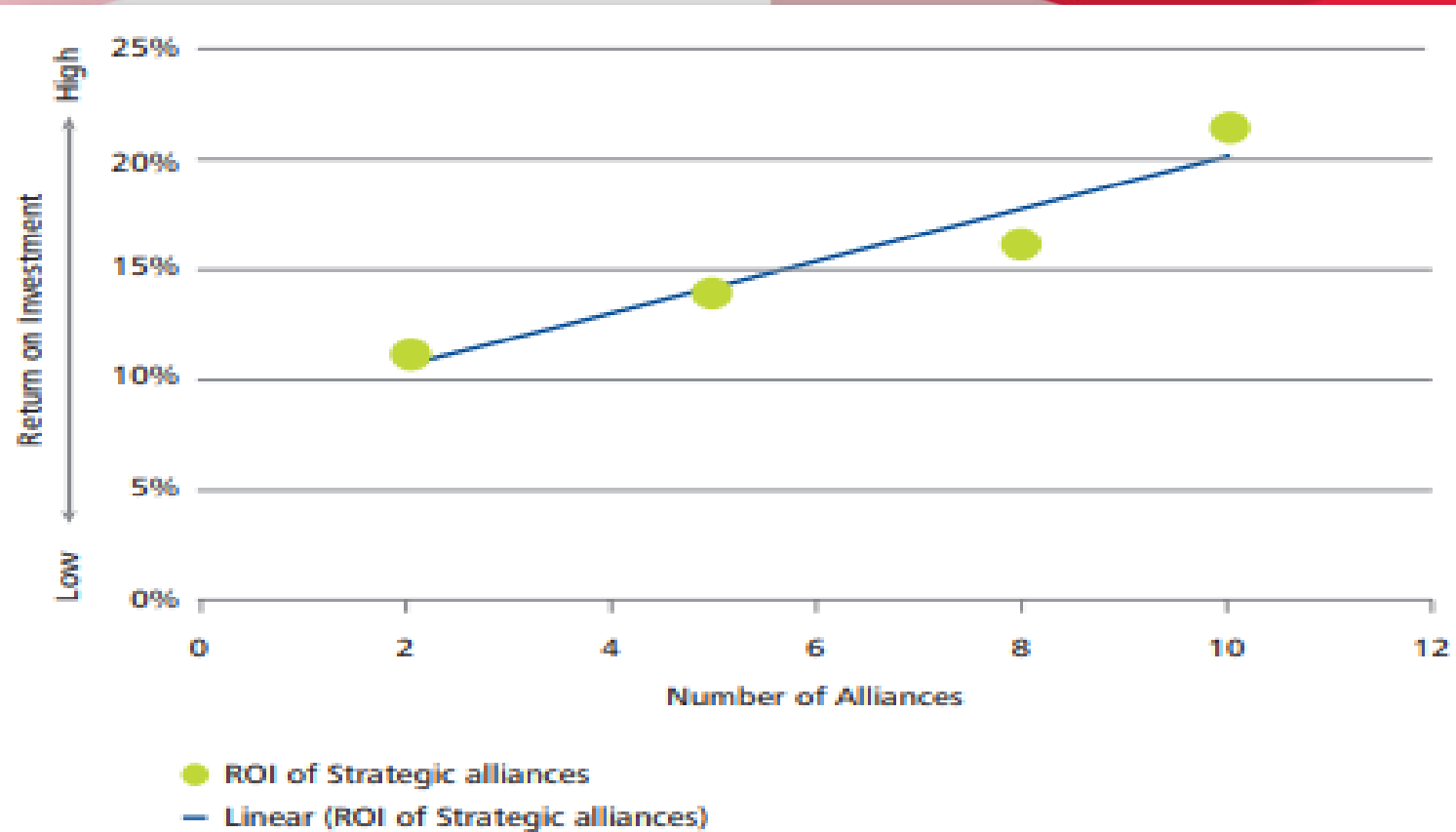
■ Less than 5 alliances ■ 5 or more alliances

Sales of more than €15bn

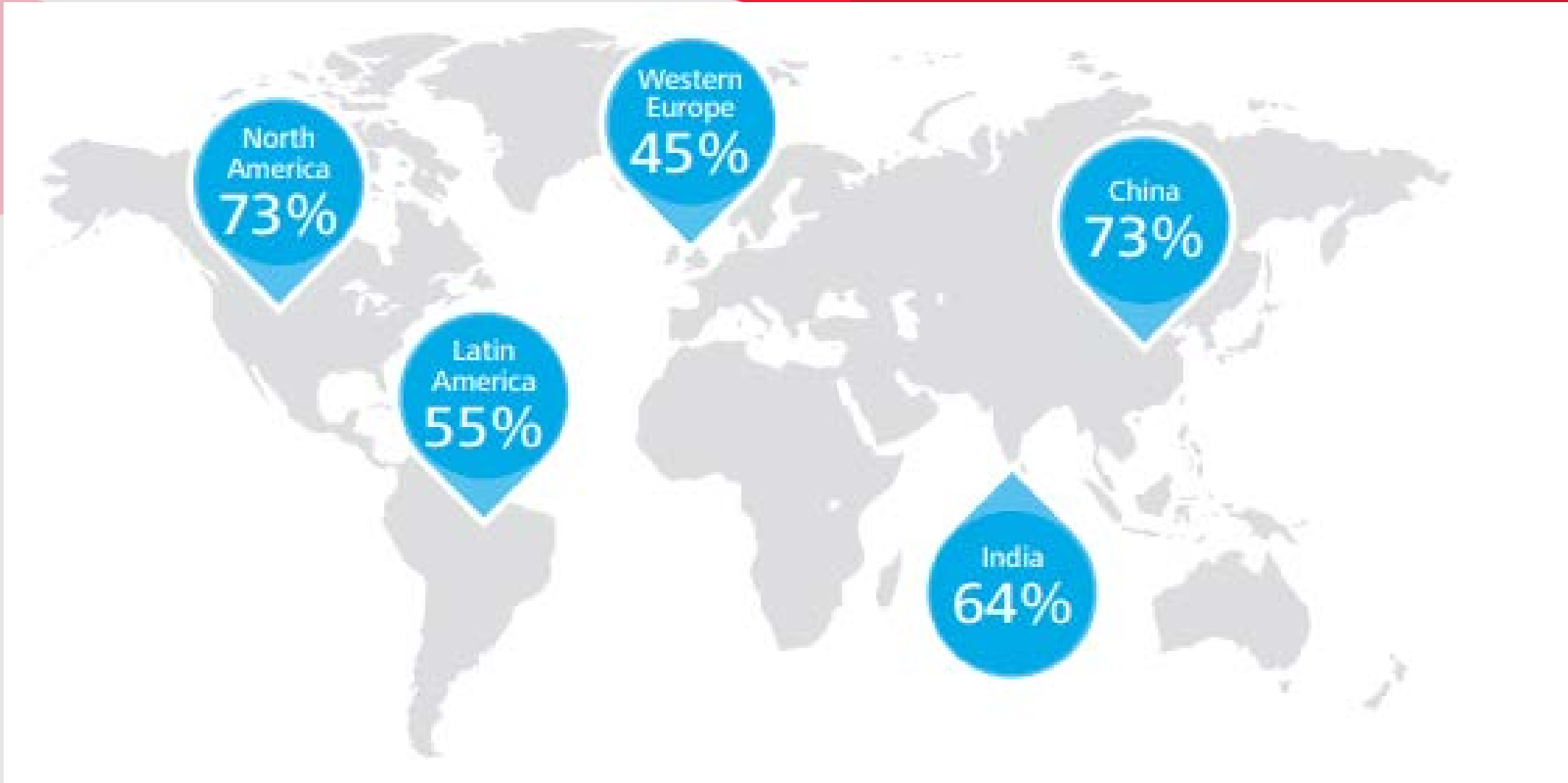




# ROI and Strategic Alliance



Source: Deloitte Research, 2006-2014



Thank you