

India Pharma

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SEPTEMBER, 2022

STERILE PRODUCT MANUFACTURING
COMPANIES

Outlook

Ashai D Patel

Atish D Patel

INJECTCARE PARENTERALS

*Expanding India's reach
in the Global Sterile
Injectables Market*

₹150





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**GENERIC MEDICINES
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The market for sterile injectables was valued at US\$ 357.4 billion in 2018 and is anticipated to grow at a CAGR of 7.3% from 2019 to 2027. Although a few of the big names are involved, very few provide end-to-end manufacturing solutions on a contract basis to clients.

Inject Care Parenterals is one such manufacturing company that provides complete sterile manufacturing solutions to its clients. Having served as a reputable enterprise in the field of dry powder β -lactum & Cephalosporin Injectables, Inject Care Parenterals Pvt, Ltd is rightfully a pioneer in this field.

Here are the highlights from our recent interaction with Inject Care Parenterals team.



How do you see the market opportunities at hand for Inject Care Parenterals in the current scenario? What are the major factors driving the growth of this market?

With very few dedicated contract manufacturers in this specialized line, we feel the opportunities are endless. With GMP requirements taking the forefront across markets now, we believe that being a regulatory-approved facility gives us an edge, and rightfully so!

What are the major factors driving the growth of this market?

Generic medicines and quality health care are increasingly important for every country's sustenance agenda as well as the acceptance of India as the pharmacy of the world.

What are the major expectations of clients from the players in this segment? How have you been meeting those expectations?

In this extremely competitive market, pricing scrutiny is a constant and so are shorter lead times. Clients are always looking for the highest quality products and with almost nonexistent TATs, only a company like ours can suit their demands. We are one of the very few dedicated high-volume production capacity units in India. And with a singular aim of being a well-rounded 'service provider', we can give them a stress-free experience for their production demands. This gives them ample time and opportunities to utilize their time to concentrate on expanding into new markets, in line with their core competencies.

Tell us how the company has positioned itself in the industry today. What are the major factors that set you apart from other players in this segment?

As "A Partner for the Quality Conscious," Inject Care Parenterals prides itself on being able to offer large volume products while upholding high-quality standards. We take pride in ourselves for keeping abreast of all the recent GMP standards, by making the right investment of time, training, and money. This gives us the rightful advantage of being

one of the most preferred and one of the only businesses in the contract manufacturing space that manufactures Beta Lactam Dry Powder Injectables in a specialized facility. With a monthly production capacity of 12 million vials on a single shift, Inject Care flourishes on large-scale production of these goods. Thanks to economies of scale, high-volume manufacturing allows us to maintain low costs while providing the best possible customer service.

How has the company been leveraging technology? Also, walk us through the overall infrastructure in place. Shed light on the range of products and highlight the company's USPs

Technology is essential to this sector and is a foundation of any modern manufacturing facility which helps keep up with consumer demand. It is vital to use the right technology to record data in real-time to comply with regulatory standards. Four Dry Powder Beta Lactam Manufacturing Lines for Penicillin and Cephalosporin make up ICP's infrastructure. Three million vials can be produced on each line in a single shift each month. All 4 lines are completely automated. Our product line consists of cephalosporin items like Ceftriaxone Injection, Cefotaxime Injection, and Cefuroxime Injection to mention a few, as well as penicillin products like Ampicillin Injection, Benzathine Penicillin Injection, Amoxicillin Injection, and more.

Tell us about the overall journey of the company. Illustrate the growth and what is the future roadmap. How is the company gearing up for the same?

ICPs commercial Production began in 2005. After our family took over the entire business in 2009, we have slowly but steadily grown from a modest single-digit business to constantly clocking in revenues upwards of 100 crores year on year for the last few years.

The business started by focusing solely on Alembic Ltd. and Biochem Ltd. Over the next few years, when we began providing end-to-end manufacturing solutions- the revenue model changed to a P2P business. Our portfolio now consists of MNCs and Indian Businesses and we regularly participate in International tenders.

Sun Pharma, Pfizer, Bliss GVS, and Medrich Ltd. are a few of our other clientele. Over 50% of our revenues come from exports. Many countries in Africa and Southeast Asia are served by us. We are simultaneously stepping up our R&D initiatives in anticipation of the EU approval through an EU-affiliated country and are hoping to get approved latest by March 2023. We are constantly striving to expand to newer regions, and one day hope to reach every corner of our planet. **PO**



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Proudly Presents

INJECT CARE PARENTERALS

As
TOP 10
STERILE PRODUCT
MANUFACTURING COMPANIES
2022

In appreciation of its exceptional diligence and inimitable approach to fulfill the end-to-end requirements of the customers.

Sudhakar Singh

Sudhakar Singh
Managing Editor
India Pharma Outlook