



## PHARMACEUTICALS EXPORT PROMOTION COUNCIL

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### **Zydus, Abbott sign pact for generics**

Direct link to the News/Story:-

<http://www.thehindubusinessline.com/2010/05/12/stories/2010051251850200.htm>

Zydus Cadila and Abbott entered into an agreement where the latter will licence 24 branded generics of Zydus products in 15 emerging markets.

The agreement includes an option for additional 40 products to be included over the term of the collaboration.

The products will be manufactured by Zydus Cadila for Abbott in India and the product launches are expected to take place in 2012, said a company spokesperson without disclosing financial terms.

“In this alliance we see tremendous opportunity to participate in multiple ways in a market that is growing and expanding rapidly. Building on our mutual strengths we are creating a considerable competitive advantage for value creation for both partners over the long term,” said Mr Pankaj Patel, Chairman and Managing Director, Zydus.

The collaboration includes medicines for pain, cancer, cardiovascular, neurological and respiratory diseases. The partnership is expected to leverage Abbott's emerging markets infrastructure, recently strengthened with the acquisition of Solvay Pharmaceuticals; to commercialise Zydus' products.

“The Zydus agreement complements Abbott's established products strategy, augmenting this business with a broad portfolio of branded generics,” said Mr Olivier Bohuon, Executive Vice-President, Pharmaceutical Products Group, Abbott.

Pharmaceutical sales in emerging markets are expected to grow at three times the rate of developed markets and account for 70 per cent of the industry's growth over the next several years, according to a release. Currently, branded generics account for 25 per cent of the global pharmaceutical market.