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Glenmark: Bright future in the UK and beyond

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<http://economictimes.indiatimes.com/news/news-by-industry/healthcare/biotech/pharmaceuticals/Glenmark-Bright-future-in-the-UK-and-beyond/articleshow/5585839.cms>

With its global headquarters in Mumbai, pharmaceutical group Glenmark does business in over 60 countries around the world. This includes having a

direct presence in five European countries: the UK, the Czech Republic, Slovakia, Poland and Romania. The company focuses particularly on developing proprietary drugs (novel chemical entities and biological entities) as well as generic drugs across the categories of solid oral dose products, dermatological creams and ointments.

Glenmark Generics's European Headquarters is based in Hatfield in the UK. Not only is this the primary centre for the company's sales and marketing, but it also houses a business development team, licensing and regulatory operations for its generic drugs. Glenmark has an R&D facility for clinical trials at the Oxford Science and Business Park. This is the only exclusive clinical R&D facility of an Indian company in an overseas destination.

The UK was a natural place for Glenmark to use as a stepping stone into Europe. The business environment is familiar for Indian companies and it is easy to get to grips with how the local market is structured. The UK has key resources that companies need to set up, including a strong pool of talent and a supportive regulatory framework. Crucially for Glenmark, the UK is one of the top five generic drugs markets in Europe, and the local market for generic drugs has come a long way in recent years.

"The UK is a very promising market and we see great potential for Glenmark there," says Rahul Garella, Senior Vice President of Glenmark Generics. "We will continue to expand our geographical reach and our network of clients within the UK and Europe. We have several products at the approval stage which are due to be launched this year, and will continue to add more products to our portfolio. The long standing two-way interaction between the UK and India is a crucial part of our success in Europe. We see a bright future for our company, both in the UK and Europe as a whole."