Indian Pharmaceutical Market Quarterly Insights – Q2 2023(Apr-Jun)

Report Release Date: Sept 2023
Dataset: TSA June 2023

Market reflected growth of 9% in Q2 2023

- Overall IPM market size: **₹205K Cr.** (MAT Jun)**; ₹ 51K Cr** (Q2 Jun 2023)
- Growth in Sales Value Previous Period Growth (PPG): **11%** (MAT)**; 9%** (Q2 2023)
- Chronic TAs growth of **10%** (Q2 2023) outperformed Acute TAs growth of **8%** (Q2 2023)

- Amongst **Chronic TAs, Cardiac** registered growth of **10%** (PPG) and led in terms of absolute incremental value, followed by **Chronic Respiratory 14%** (PPG) and **Neuro / CNS**
- **9%** (PPG) **.**
- **Antineoplast, Pain, Uro, Hormones** also registered double digit growth

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- **Anti-infectives** led the growth for Acute TAs with a growth of **11%** (PPG) followed by **Pain Acute** growth of **10%** (PPG)
- **Gastro,Respiratory Acute, VMN** and **Derma** also grew in single digits

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- Relative performance: **Indian Pharma** Cos grew faster at **9%** (PPG) compared to **MNCs** which grew at **6%** (PPG) for **Q2 2023**
- Intas, Mankind, Cipla & Macleods reflected good growths among Top Indian Pharma Co's while Abbott, GSK, Astrazeneca reflected good growths among Top MNC Pharma Co's

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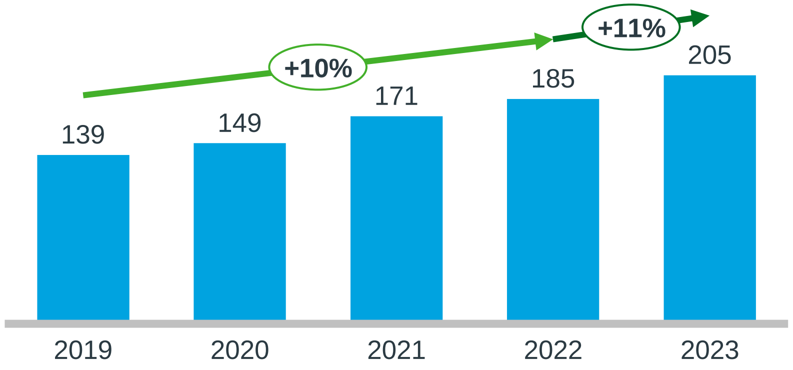
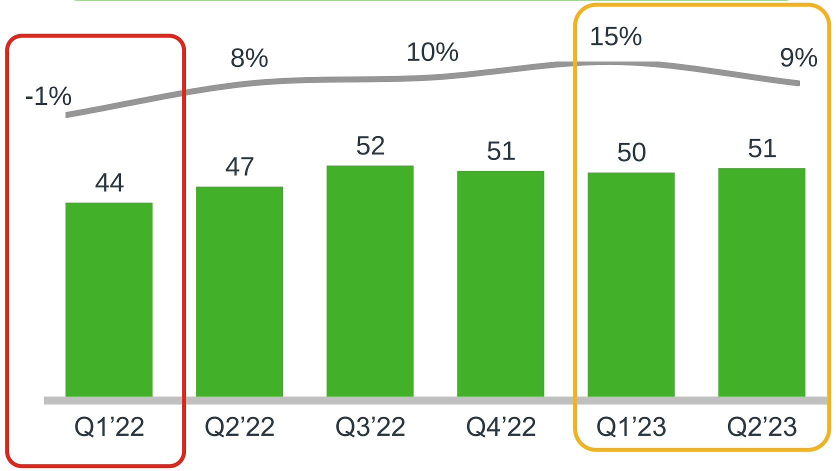
- Number of **new launches** have increased by **32%** in 2023 as compared to 2022

MAT Progress, *Val ₹ '000 Cr.*



QTR Progress, *Val ₹ '000 Cr.*



MAT Jun 2023 vs. MAT Jun 2022 as well as Qtr. Apr- Jun 2023 vs. Qtr. Apr- Jun 2022 growth
Source: IQVIA TSA Jun 2023

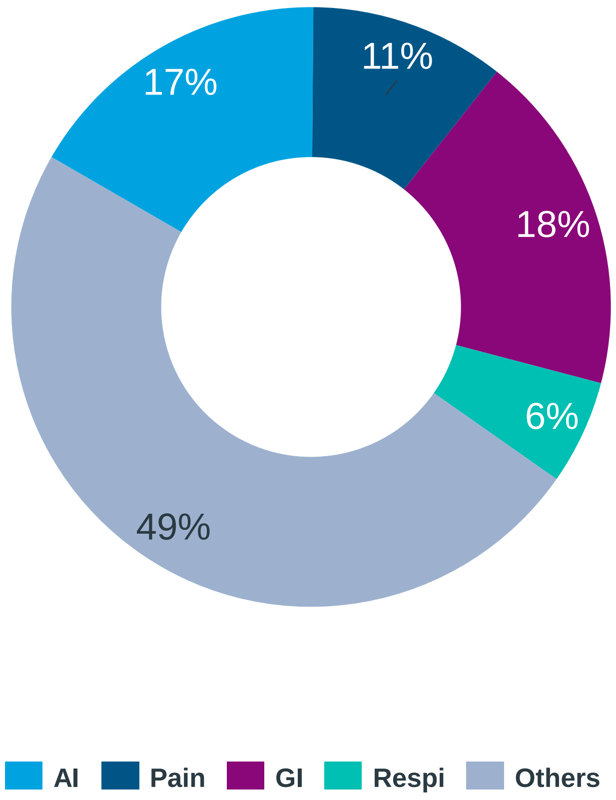
Acute market grew at 8% majorly due to growth from AI, Pain & Resp therapies

Anti-Infectives

- *Previous period growth:* Value: **11%;** Unit: **-1%**
  Sequential quarter growth: Value: **-11%;** Unit: **-11%**
- Cephalosporins, which contributes ~**44%** of total AI therapy, grew by **-11%** (PPG) growth. Macrolides and Carbapenems grew at **20%** (PPG) and **16%** (PPG) respectively.
- Azithromycin contributing to ~**61%** of Macrolides grew at **15%** (PPG)
- Ampicillin/Amoxycillin market grew at **6%** (PPG)
- Carbapenems showed growth of **20%** (PPG) majorly due to Meropenem 19% (PPG) and Faropenem **26%** (PPG)

Respiratory (Acute)

- *Previous period growth:* Value**: 8%**; Unit: **-2%**
  Sequential quarter growth: Value: **-37%**; Unit: **-35%**
- Cough preparations contributing **~50%** of total therapy sales have shown growth of **14%** PPG. Levosalbutamol & comb market grew at **13%** PPG
- Cold Preparations degrew at **-3%** (PPG) majorly due to Cold Prep Liq market which degrew at **-9%** PPG
- Antihistamines, systemic reflected growth of **3%** (PPG)



Pain

- *Previous period growth:* Value**: 10%**; Unit: 1%
  Sequential quarter growth: Value: **5%;** Unit: **-1%**
- Antirheumatic, Nonsteroidal market which contributes to **44%** of Pain market reflected growth of **8%** (PPG)
- Anti-Pyretics amongst largest categories grew at **13%** (PPG),while muscle relaxants amongst smaller ones grew of **9%** (PPG)
- Paracetamol Oral Solids have shown double digit growth of **34%** (PPG) whereas Para Liquids have shown degrowth of -3% (PPG)

Gastro - Intestinal

- *Previous period growth:* Value**: 5%**; Unit: **-4%**
  Sequential quarter growth: Value: 12%; **Unit**: **13%**
- Antipeptic ulcerants and Laxatives both grew at **7%** (PPG)
- Pantoprazole+Domperidone and Rabeprazole+Domperidone continue to grow at **6%** (PPG) each

MAT Jun 2023 vs. MAT Jun 2022 as well as Qtr. Apr- Jun 2023 vs. Qtr. Apr- Jun 2022 growth
Source: IQVIA TSA Jun 2023

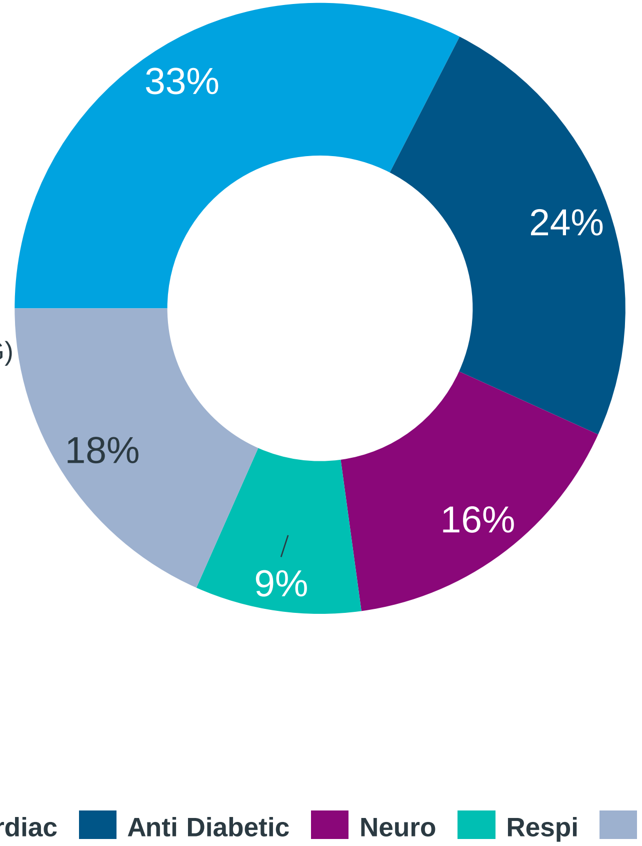
Chronic therapies also displayed growth of 10% (PPG)

Cardiac

- *Previous period growth:* Value**:** **10%**; Unit: **2%**
  Sequential quarter growth: Value: **3%**; Unit: **3%**
- Statins grew at **11%** (PPG) & Hypotensives grew at **12%** (PPG). They together contribute **~39%** of TA sales
- Other Cardiac therapies viz. Hypotensive Diuretics,Betablockers ARB have registered single digit growth
- Anticoagulants grew by **13%** (PPG) majorly due to Ticagrelor and Apixaban both growing at **27%** & **31%** respectively (PPG).
- Enoxaparin which contributes to **28%** reflected growth of **15%** (PPG)

Respiratory (Chronic)

- *Previous period growth: Value:* **14%** and *Unit*: **9%**
  Sequential quarter growth: Value: **-20%** and Unit**: -34%**
- The inhalation prep market continued to show good growth of **16%** pulling up the overall Chronic Resp market growth
- Montelukast and comb market grew at **12%** (PPG)
- Bilastine+Montelukast showed exceptional growth of **34%** (PPG)



Anti-Diabetes

- *Previous period growth*: Value: **7%; **Unit: **2%**
  Sequential quarter growth: Value: **6%** Unit: **5%**
- Glimepiride + Metformin (Traditional Oral Anti-Diabetes) has shown single digit growth of **7%** (PPG)
- Glimipiride+Metformin+Voglibose has reflected growth of **8%** (PPG)
- Both Vildagliptin and Vildagliptin & comb degrew at **-20%** & **-5%** (PPG) respectively
- Insulin market showed single digit growth of **4%** (PPG)

Neuro / CNS

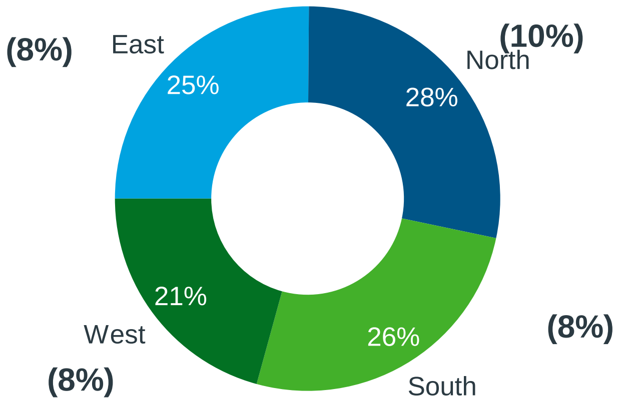
- *Previous period growth:* Value: **9%; **Unit: **-1%**
  Sequential quarter growth: Value: **5%** Unit **4%**
- Anti-Depressant and Anti-Epileptics, which together constitute **51%** of the TA, grew at **9%** & **8%** (PPG) respectively
- Gabapentin + Nortriptylin within Antiepileptics has shown high growth of **16%** (PPG) and Brivaracetam showed fastest rate of growth of **50%** (PPG)

MAT Jun 2023 vs. MAT Jun 2022 as well as Qtr. Apr- Jun 2023 vs. Qtr. Apr- Jun 2022 growth
Source: IQVIA TSA Jun 2023

North and South zones continue to be highest contributing zones. Extra Urban market & Metros grew at 8% & 10% respectively. Class 1 market showed 9% growth

Zonal Dynamics

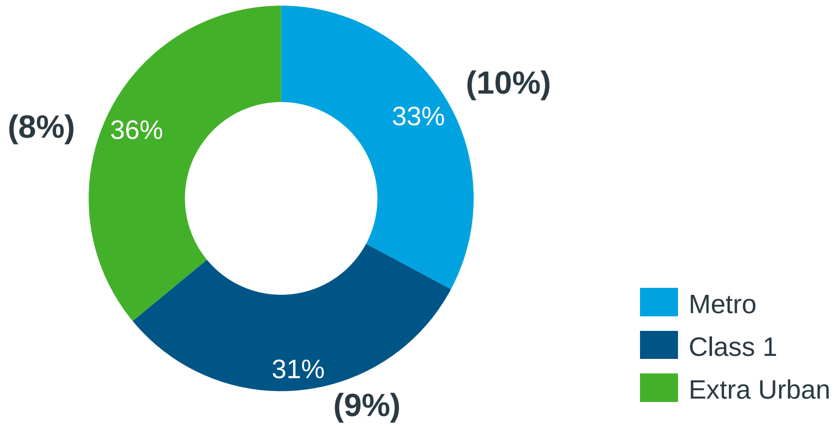
Qtr. Apr - Jun 23: ₹ 51K Cr., QOQ Gr (9%)



- **North & South** are leading zones by contribution; North growing at **10%** PPG and South at **8%** PPG with most incremental coming from Delhi, Uttar Pradesh, Telangana, Karnataka ,Punjab and Tamil Nadu.
- **East zone's** growth of **8%** was driven by Assam, Jharkhand, West Bengal and Chattisgarh,Whereas Bihar & Orissa grew at **7%** (PPG)
- **West zone** showed growth of **8%** due to Maharashtra, & Madhya Pradesh regions growing in double digit. However, Gujarat & Mumbai grew in single digit
- Amongst the top 15 regions, **Uttar Pradesh** (**7%** PPG), **Maharashtra** (**10%** PPG), **West Bengal** (**10%** PPG), **Karnataka** (**9%** PPG), Delhi (**19%** PPG)., **Telangana** (**16%** PPG), **Madhya Pradesh** (**10%** PPG), **Gujarat** (**9%** PPG) were the top growing regions.

Town Class Analysis

Qtr. Apr - Jun 23 : ₹ 51K Cr., QOQ Gr (9%)



- **Extra Urban** reflected growth of **8%** PPG
- **Metros** and **Class 1** both grew at **10%** PPG and **9%** PPG respectively
- **Metros** indicated higher growths primarily led by **Delhi** (**19%** PPG), **Hyderabad** (**16%** PPG), **Bangalore** (**15%** PPG), **Pune** (**17%** PPG), **Ahmedabad** (**14%** PPG) ,**Agra** (**23%** PPG) and **Nagur** (**14%** PPG)

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Thank You

To learn more about Market drivers, current and emerging trends, current growth patterns, and market challenges contact us here