



Ranbaxy Laboratories Limited

Differential Pricing & Financing of Essential Drugs



Ranbaxy Today...

- **India's largest pharmaceutical company - amongst top 100 in the world, and 9th generic player in the world**
- **Global turnover for 2000 \$ 505 million**
- **Branded pharmaceuticals, generics and APIs**
 - **5% market share in India**
 - **about 12 % of country's pharmaceutical exports**



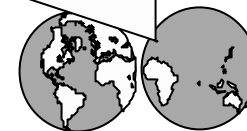
Ranbaxy Today...

International

- **Products sold in over 40 countries; manufacturing operations in 6 countries including India**
- **Employs about 7000 people, 17% of non Indian origin**
- **Expanding portfolio of international subsidiaries, joint ventures, affiliates and alliances**









Ranbaxy Laboratories Limited

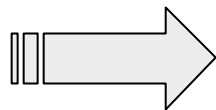
- **A responsible international player**
- **Cost effective drug development but at the same time a lot of R&D work**
- **Cost competitive quality manufacturing**



Ranbaxy Laboratories Limited

Non infringing patent and regulatory framework

In order to comply with patent and regulatory constraints not only in API but also in BIO-EQUIVALENT generic products



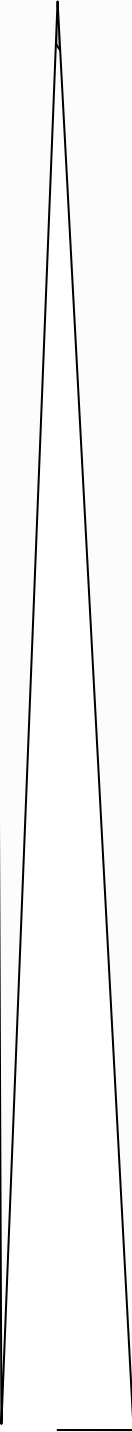
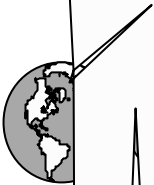
Cost implications





Ranbaxy Laboratories Limited

-





Ranbaxy Laboratories Limited

The mission:

**To become a research based international
pharmaceutical company**

The goal