

# **Active Pharma Ingredients (API)**

**Global Market Estimated to Reach US\$ 21.9 billion by 2023: Investment Opportunity for Startups and Entrepreneurs**

***Medications, Drugs and Pharmaceuticals, Cephalexin Monohydrate, Ampicilin Trihydrate, Ibuprofen***

**Manufacturing Plant, Detailed Project Report, Profile, Business Plan, Industry Trends, Market Research, Survey, Manufacturing Process, Machinery, Raw Materials, Feasibility Study, Investment Opportunities, Cost and Revenue, Plant Economics, Production Schedule, Working Capital Requirement, Plant Layout, Process Flow Sheet, Cost of Project, Projected Balance Sheets, Profitability Ratios, Break Even Analysis**

# Introduction

Active Pharmaceutical Ingredients are portions of any drug, which are active. Thus, depending on the drugs administered dosage, the reactions and results differ. Certain drugs are comprised of more than one kind of API. APIs of good quality are essential for the manufacture of effective and safe medicines. Manufacturers use certain standards to determine how strong the API is in each drug. However, the standard can vary widely from one brand to another. One brand might use one test, another a different one.

On the basis of type of manufacturers of active pharmaceutical ingredient, the market can be categorized as in-house active pharmaceutical ingredient manufacturing and active pharmaceutical contract manufacturing. The in-house active pharmaceutical ingredient manufacturing leads the active pharmaceutical ingredient market by type of manufacturer category. In addition, the in-house manufacturing is continuously witnessing decline in the segment due to reduced profitability and high research and development cost. On the basis of type of active pharmaceutical ingredient, the market can be categorized as biological active pharmaceutical ingredients, and synthetic chemical active pharmaceutical ingredients.

An active ingredient (AI) is the substance in a pharmaceutical drug or a pesticide that is biologically active. The similar terms active pharmaceutical ingredient (API) and bulk active are also used in medicine, and the term active substance may be used for pesticide formulations. Some medications and pesticide products may contain more than one active ingredient. A dosage form: the API, which is the drug itself; and an excipient, which is the substance of the tablet, or the liquid the API is suspended in, or other material that is pharmaceutically inert. Drugs are chosen primarily for their active ingredients.

The Indian pharmaceutical industry also needs to take advantage of the recent advances in biotechnology and information technology. The future of the industry will be determined by how well it markets its products to several regions and distributes risks, its forward and backward integration capabilities, its R&D, its consolidation through mergers and acquisitions, co-marketing and licensing agreements.



Image courtesy of Apsara

# Uses and Applications

API like Cephalexin is used to treat a number of infections including: otitis media, streptococcal pharyngitis, bone and joint infections, pneumonia, cellulitis, and urinary tract infections. It may be used to prevent bacterial endocarditis. Amoxicillin is used in the treatment of a number of infections, including acute otitis media, Streptococcal pharyngitis, pneumonia, skin infections, urinary-tract infections, Salmonella, Lyme disease, and chlamydia infections. It is also used to prevent bacterial endocarditis in high-risk people who are having dental work done, to prevent strep pneumococcus infections in those without spleens, and for both the prevention and the treatment of anthrax.

Ibuprofen is used primarily for fever, pain, dysmenorrhea and inflammatory diseases such as rheumatoid arthritis. It is also used for pericarditis and patent ductus arteriosus.

## Market Survey

The demand for pharmaceutical products in India is significant and is driven by low drug penetration, rising middle-class & disposable income, increased government & private spending on healthcare infrastructure, increasing medical insurance penetration etc.

India based pharmaceutical companies are not only catering to the domestic market and fulfilling the countrys demands, they are also exporting to around 220 countries. They are exporting high quality, low cost drugs to countries such as the US, Kenya, Malaysia, Nigeria, Russia, Singapore, South Africa, Ukraine, Vietnam, and more. India has the world's third largest active pharmaceutical ingredients (API) for the industry valued at a little less than USD 2 bn. Top 5 API producers account for approximately 6.5 %. The growth has been driven by many factors, such as legislative reforms, growth in contract manufacturing and outsourcing, value added foreign acquisitions and joint ventures and India's acu-men and expertise in reverse engineering of patented drug molecules.



India has, in the meantime, been trying to comply with the World Trade Organization's Trade Related Intellectual Property Agreement (TRIPs) obligations.

Production of active pharmaceutical ingredients is a highly sophisticated and technically demanding process. The global active pharmaceutical ingredient market is surging due to the increased demand for pharmaceutical drugs, which in turn is driven by aging population, increasing prevalence of chronic diseases such as cancer, diabetes, cardiovascular, neurological and infectious diseases among others. The global Active Pharmaceutical Ingredient market for was valued at US\$ 12.9 bn in 2014 and is estimated to reach US\$ 21.9 billion by 2023 at a CAGR of 6.3% from 2015 to 2023.

# Reasons for buying the report:

- **This report helps you to identify a profitable project for investing or diversifying into by throwing light to crucial areas like industry size, market potential of the product and reasons for investing in the product**
- **This report provides vital information on the product like it's characteristics and segmentation**
- **This report helps you market and place the product correctly by identifying the target customer group of the product**

- **This report helps you understand the viability of the project by disclosing details like machinery required, project costs and snapshot of other project financials**
- **The report provides a glimpse of government regulations applicable on the industry**
- **The report provides forecasts of key parameters which helps to anticipate the industry performance and make sound business decisions**

# Our Approach:

- Our research reports broadly cover Indian markets, present analysis, outlook and forecast for a period of five years.
- The market forecasts are developed on the basis of secondary research and are cross-validated through interactions with the industry players
- We use reliable sources of information and databases. And information from such sources is processed by us and included in the report

## Scope of the Report

The report titled “Market Survey cum Detailed Techno Economic Feasibility Report on Active Pharma Ingredients (API)” provides an insight into the Active Pharma Ingredients market in India with focus on uses and applications, Manufacturing Process, Process Flow Sheets, Plant Layout and Project Financials of Active Pharma Ingredients project. The report assesses the market sizing and growth of the Indian Active Pharma Ingredients Industry. While expanding a current business or while venturing into new business, entrepreneurs are often faced with the dilemma of zeroing in on a suitable product/line. And before diversifying/venturing into any product, they wish to study the following aspects of the identified product:

- **Good Present/Future Demand**
- **Export-Import Market Potential**
- **Raw Material & Manpower Availability**
- **Project Costs and Payback Period**

**We at NPCS, through our reliable expertise in the project consultancy and market research field, have demystified the situation by putting forward the emerging business opportunity in the Active Pharma Ingredients sector in India along with its business prospects. Through this report we have identified Active Pharma Ingredients project as a lucrative investment avenue.**

# Few Indian Major Players are as under

- Cipla
- Ranbaxy Lab
- Dr Reddy's Labs
- Sun Pharma
- Lupin Ltd
- Aurobindo Pharma
- Piramal Health
- Cadila Health
- Matrix Labs
- Wockhardt

# Project at a Glance

| PROJECT AT A GLANCE            |             |               |               | (Rs. in lacs)               |             |               |               |
|--------------------------------|-------------|---------------|---------------|-----------------------------|-------------|---------------|---------------|
| COST OF PROJECT                |             |               |               | MEANS OF FINANCE            |             |               |               |
| Particulars                    | Existing    | Proposed      | Total         | Particulars                 | Existing    | Proposed      | Total         |
| Land & Site Development Exp.   | 0.00        | 90.00         | 90.00         | Capital                     | 0.00        | 239.54        | 239.54        |
| Buildings                      | 0.00        | 166.30        | 166.30        | Share Premium               | 0.00        | 0.00          | 0.00          |
| Plant & Machineries            | 0.00        | 447.50        | 447.50        | Other Type Share Capital    | 0.00        | 0.00          | 0.00          |
| Motor Vehicles                 | 0.00        | 10.00         | 10.00         | Reserves & Surplus          | 0.00        | 0.00          | 0.00          |
| Office Automation Equipments   | 0.00        | 87.50         | 87.50         | Cash Subsidy                | 0.00        | 0.00          | 0.00          |
| Technical Knowhow Fees & Exp.  | 0.00        | 50.00         | 50.00         | Internal Cash Accruals      | 0.00        | 0.00          | 0.00          |
| Franchise & Other Deposits     | 0.00        | 0.00          | 0.00          | Long/Medium Term Borrowings | 0.00        | 718.61        | 718.61        |
| Preliminary& Pre-operative Exp | 0.00        | 3.00          | 3.00          | Debentures / Bonds          | 0.00        | 0.00          | 0.00          |
| Provision for Contingencies    | 0.00        | 40.00         | 40.00         | Unsecured Loans/Deposits    | 0.00        | 0.00          | 0.00          |
| Margin Money – Working Capital | 0.00        | 63.85         | 63.85         |                             |             |               |               |
| <b>TOTAL</b>                   | <b>0.00</b> | <b>958.15</b> | <b>958.15</b> | <b>TOTAL</b>                | <b>0.00</b> | <b>958.15</b> | <b>958.15</b> |



# Project at a Glance

| Year | Annualised |       | Book Value | Debt  | Dividend  | Retained Earnings |       | Payout | Probable Market Price | P/E Ratio   | Yield Price/ Book Value |
|------|------------|-------|------------|-------|-----------|-------------------|-------|--------|-----------------------|-------------|-------------------------|
|      | EPS        | CEPS  | Per Share  |       | Per Share | Per Share         |       |        |                       | No.of Times |                         |
|      | Rs         | Rs    | Rs         | Rs    | Rs        | %                 | Rs    | %      | Rs                    |             | %                       |
| 1-2  | 10.56      | 14.90 | 20.56      | 24.00 | 0.00      | 100.00            | 10.56 | 0.00   | 10.56                 | 1.00        | 0.00                    |
| 2-3  | 14.18      | 17.96 | 34.74      | 18.00 | 0.00      | 100.00            | 14.18 | 0.00   | 14.18                 | 1.00        | 0.00                    |
| 3-4  | 17.80      | 21.09 | 52.53      | 12.00 | 0.00      | 100.00            | 17.80 | 0.00   | 17.80                 | 1.00        | 0.00                    |
| 4-5  | 21.34      | 24.22 | 73.88      | 6.00  | 0.00      | 100.00            | 21.34 | 0.00   | 21.34                 | 1.00        | 0.00                    |
| 5-6  | 24.79      | 27.31 | 98.67      | 0.00  | 0.00      | 100.00            | 24.79 | 0.00   | 24.79                 | 1.00        | 0.00                    |

# Project at a Glance

| Year    | D. S. C. R.       |            |         | Debt / –<br>Deposits<br>Debt | Equity<br>as–<br>Equity | Total Net<br>Worth | Return<br>on Net<br>Worth | Profitability Ratio |        |       |                         |              | Assets<br>Turnover<br>Ratio | Current<br>Ratio |
|---------|-------------------|------------|---------|------------------------------|-------------------------|--------------------|---------------------------|---------------------|--------|-------|-------------------------|--------------|-----------------------------|------------------|
|         | Individual        | Cumulative | Overall |                              |                         |                    |                           | GPM                 | PBT    | PAT   | Net<br>Contrib<br>ution | P/V<br>Ratio |                             |                  |
|         | (Number of times) |            |         | (Number of times)            |                         | %                  | %                         | %                   | %      | %     |                         | %            |                             |                  |
| Initial |                   |            |         | 3.00                         | 3.00                    |                    |                           |                     |        |       |                         |              |                             |                  |
| 1–2     | 1.95              | 1.95       |         | 1.17                         | 1.17                    | 2.19               |                           | 14.65%              | 9.39%  | 6.39% | 1044.50                 | 26.38%       | 2.60                        | 1.21             |
| 2–3     | 2.39              | 2.16       |         | 0.52                         | 0.52                    | 1.22               |                           | 15.76%              | 11.26% | 7.35% | 1174.52                 | 25.42%       | 2.56                        | 1.58             |
| 3–4     | 2.91              | 2.39       | 2.91    | 0.23                         | 0.23                    | 0.76               |                           | 16.50%              | 12.59% | 8.07% | 1341.26                 | 25.40%       | 2.43                        | 1.97             |
| 4–5     | 3.54              | 2.64       |         | 0.08                         | 0.08                    | 0.50               |                           | 17.01%              | 13.54% | 8.61% | 1508.00                 | 25.39%       | 2.26                        | 2.37             |
| 5–6     | 4.30              | 2.91       |         | 0.00                         | 0.00                    | 0.35               |                           | 17.34%              | 14.22% | 9.00% | 1674.74                 | 25.37%       | 2.08                        | 3.26             |

# Project at a Glance

## BEP

|                                     |        |
|-------------------------------------|--------|
| BEP – Maximum Utilisation Year      | 5      |
| Cash BEP (% of Installed Capacity)  | 39.92% |
| Total BEP (% of Installed Capacity) | 43.52% |

## IRR, PAYBACK and FACR

|                                               |             |
|-----------------------------------------------|-------------|
| Internal Rate of Return .. ( In %age )        | 45.56%      |
| Payback Period of the Project is ( In Years ) | 2.814 Years |
| Fixed Assets Coverage Ratio ( No. of times )  | 13.357      |

# Major Queries/Questions Answered in the Report?

- 1. What is Active Pharma Ingredients industry ?**
- 2. How has the Active Pharma Ingredients industry performed so far and how will it perform in the coming years ?**
- 3. What is the Project Feasibility of a Active Pharma Ingredients Plant ?**
- 4. What are the requirements of Working Capital for setting up a Active Pharma Ingredients plant ?**

- 5. What is the structure of the Active Pharma Ingredients Business and who are the key/major players ?**
- 6. What is the total project cost for setting up Active Pharma Ingredients plant ?**
- 7. What are the operating costs for setting up a Active Pharma Ingredients plant ?**
- 8. What are the machinery and equipment requirements for setting up a Active Pharma Ingredients plant ?**

- 9. Who are the Suppliers and Manufacturers of Plant & Machinery for setting up a Active Pharma Ingredients plant ?**
- 10. What are the requirements of raw material for setting up a Active Pharma Ingredients plant ?**
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- 12. What is the Manufacturing Process and Formulations of a Active Pharma Ingredients plant ?**

- 13. What is the total size of land required for setting up a Active Pharma Ingredients plant ?**
- 14. What will be the income and expenditures for a Active Pharma Ingredients plant ?**
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# Who are we?

- *One of the leading reliable names in industrial world for providing the most comprehensive technical consulting services*
- *We adopt a systematic approach to provide the strong fundamental support needed for the effective delivery of services to our Clients' in India & abroad*

# What do we offer?

- *Project Identification*
- *Detailed Project Reports/Pre-feasibility Reports*
- *Market Research Reports*
- *Business Plan*
- *Technology Books and Directory*
- *Industry Trend*
- *Databases on CD-ROM*
- *Laboratory Testing Services*
- *Turnkey Project Consultancy/Solutions*
- *Entrepreneur India (An Industrial Monthly Journal)*

# How are we different ?

- *We have two decades long experience in project consultancy and market research field*
- *We empower our customers with the prerequisite know-how to take sound business decisions*
- *We help catalyze business growth by providing distinctive and profound market analysis*
- *We serve a wide array of customers , from individual entrepreneurs to Corporations and Foreign Investors*
- *We use authentic & reliable sources to ensure business precision*



# Our Approach

Requirement collection

Thorough analysis of the project

Economic feasibility study of the Project

Market potential survey/research

Report Compilation

# Who do we serve?

- *Public-sector Companies*
- *Corporates*
- *Government Undertakings*
- *Individual Entrepreneurs*
- *NRI's*
- *Foreign Investors*
- *Non-profit Organizations, NBFC's*
- *Educational Institutions*
- *Embassies & Consulates*
- *Consultancies*
- *Industry / trade associations*

# Sectors We Cover

- *Ayurvedic And Herbal Medicines, Herbal Cosmetics*
- *Alcoholic And Non Alcoholic Beverages, Drinks*
- *Adhesives, Industrial Adhesive, Sealants, Glues, Gum & Resin*
- *Activated Carbon & Activated Charcoal*
- *Aluminium And Aluminium Extrusion Profiles & Sections,*
- *Bio-fertilizers And Biotechnology*
- *Breakfast Snacks And Cereal Food*
- *Bicycle Tyres & Tubes, Bicycle Parts, Bicycle Assembling*

# Sectors We Cover *Cont...*

- *Bamboo And Cane Based Projects*
- *Building Materials And Construction Projects*
- *Biodegradable & Bioplastic Based Projects*
- *Chemicals (Organic And Inorganic)*
- *Confectionery, Bakery/Baking And Other Food*
- *Cereal Processing*
- *Coconut And Coconut Based Products*
- *Cold Storage For Fruits & Vegetables*
- *Coal & Coal Byproduct*

# Sectors We Cover *Cont...*

- *Copper & Copper Based Projects*
- *Dairy/Milk Processing*
- *Disinfectants, Pesticides, Insecticides, Mosquito Repellents,*
- *Electrical, Electronic And Computer based Projects*
- *Essential Oils, Oils & Fats And Allied*
- *Engineering Goods*
- *Fibre Glass & Float Glass*
- *Fast Moving Consumer Goods*
- *Food, Bakery, Agro Processing*

# Sectors We Cover *Cont...*

- *Fruits & Vegetables Processing*
- *Ferro Alloys Based Projects*
- *Fertilizers & Biofertilizers*
- *Ginger & Ginger Based Projects*
- *Herbs And Medicinal Cultivation And Jatropha (Biofuel)*
- *Hotel & Hospitality Projects*
- *Hospital Based Projects*
- *Herbal Based Projects*
- *Inks, Stationery And Export Industries*

# Sectors We Cover *Cont...*

- *Infrastructure Projects*
- *Jute & Jute Based Products*
- *Leather And Leather Based Projects*
- *Leisure & Entertainment Based Projects*
- *Livestock Farming Of Birds & Animals*
- *Minerals And Minerals*
- *Maize Processing(Wet Milling) & Maize Based Projects*
- *Medical Plastics, Disposables Plastic Syringe, Blood Bags*
- *Organic Farming, Neem Products Etc.*

# Sectors We Cover *Cont...*

- *Paints, Pigments, Varnish & Lacquer*
- *Paper And Paper Board, Paper Recycling Projects*
- *Printing Inks*
- *Packaging Based Projects*
- *Perfumes, Cosmetics And Flavours*
- *Power Generation Based Projects & Renewable Energy Based Projects*
- *Pharmaceuticals And Drugs*
- *Plantations, Farming And Cultivations*
- *Plastic Film, Plastic Waste And Plastic Compounds*
- *Plastic, PVC, PET, HDPE, LDPE Etc.*



# Sectors We Cover *Cont...*

- *Potato And Potato Based Projects*
- *Printing And Packaging*
- *Real Estate, Leisure And Hospitality*
- *Rubber And Rubber Products*
- *Soaps And Detergents*
- *Stationary Products*
- *Spices And Snacks Food*
- *Steel & Steel Products*
- *Textile Auxiliary And Chemicals*

# Sectors We Cover *Cont...*

- *Township & Residential Complex*
- *Textiles And Readymade Garments*
- *Waste Management & Recycling*
- *Wood & Wood Products*
- *Water Industry(Packaged Drinking Water & Mineral Water)*
- *Wire & Cable*

# Contact us

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