

ANNUAL REPORT 2011



# TAJ

TAJ GROUP  
PHARMACEUTICAL  
BUSINESS



TAJ PHARMACEUTICALS INDIA



TAJ PHARMA GROUP



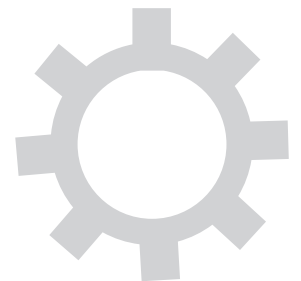


**TAJ**

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PHARMACEUTICAL  
BUSINESS

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TAJ PHARMACEUTICALS INDIA



ANNUAL REPORT





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Taj has been consistently launching new products, which includes not only first time launches but also line extensions of existing brands. more...

PHARMA BUSINESS



WORLDWIDE



**Welcome to the Taj Pharmaceuticals Limited India. We would like to give you an overview of Taj Pharmaceuticals Limited in India: our background, organization, products, core belief and prospects.**







# Environmental Stewardship



## A matter of course for Taj Pharmaceuticals

Taj Pharmaceuticals has long been aware that only a financially successful company can be active in environmental and social areas and that financial success only results if it acts in an environmentally and socially responsible manner. In this context, we consider sustainable development to mean a long-term process designed to meet the needs of current and future generations.

Safety and environmental protection are two important invariables amid changing values. Thus, the assurance of safety and environmental protection is not only required by law but constitutes an obligation and at the same time a key success factor in all our business dealings.







INDIA  
 TAJ PHARMACEUTICALS LIMITED  
**CNS** Introducing new **5** products  
 for Central Nervous System (CNS) disorders .  
 >>> Products for Central Nervous System Disorders <<<

PHARMABUSINESS



WORLDWIDE

TAJ PHARMACEUTICALS INDIA



Life Saving Drugs



>>> **Products for Central Nervous System Disorders** <<<

Introducing new CNS Drugs for Treating Psychiatric and neurological disorders Taj Pharmaceuticals Limited, India is dedicated to the development of pharmaceuticals new drugs for the treatment of diseases of the Central Nervous System.

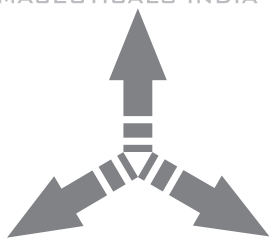
Introducing new 5 products for Central Nervous System (CNS) disorders .

- Mebrasil® CIV (brand of mephobarbital tablets, USP)
- Rematal® CII Sodium Solution (pentobarbital sodium injection, USP)
- Pegarin® (ethotoin tablets, USP)
- Vegarin® (vigabatrin) Tablets & Oral Solution
- Zepan® CIV (clorazepate dipotassium)
- Tetrazin ® (tetrabenazine) Tablets

Taj Pharmaceuticals Limited, focuses on providing severely ill patient populations with innovative and effective therapies that satisfy unmet medical needs. Products for conditions such as Acute Intermittent Porphyrria etc.



Note: This site contains medical information that is intended for doctors or medical practitioner only and is not meant to substitute for the advice provided by a medical professional. Always consult a physician if you have health concerns. Use and access of this site is subject to the terms and conditions as set out in our Privacy Policy and Terms of Use.  
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## DISCLAIMER



**THIS PRESENTATION IS NOT AN ADVERTISEMENT OF SECURITIES IN ANY JURISDICTION.**

**NOT FOR RELEASE, DIRECTLY OR INDIRECTLY, IN THE UNITED STATES OF AMERICA, AUSTRALIA, CANADA OR JAPAN.**

This document includes statements that are, or may be deemed to be, “forward-looking statements”. These forward-looking statements can be identified by the fact that they do not only relate to historical or current events. Forward-looking statements often use words such as “anticipate”, “target”, “expect”, “estimate”, “intend”, “expected”, “plan”, “goal” believe”, or other words of similar meaning. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances, a number of which are beyond Company's control. As a result, actual future results may differ materially from the plans, goals and expectations set out in these forward-looking statements. Any forward-looking statements made by or on behalf of the Company speak only as at the date of this announcement. Save as required by any applicable laws or regulations, the Company undertakes no obligation publicly to release the results of any revisions to any forward-looking statements in this document that may occur due to any change in its expectations or to reflect events or circumstances after the date of this document. The securities referred to herein have not been and will not be registered under the US Securities Act of 1933, as amended (the "Securities Act"), and may not be offered or sold in the United States or to US persons unless the securities are registered under the Securities Act, or an exemption from the registration requirements of the Securities Act is available. No public offering of the securities will be made in the United States. This communication is being distributed only to and is directed only at (a) persons outside the United Kingdom, (b) persons who have professional experience in matters relating to investments, i.e., investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order"), and (c) high net worth companies, unincorporated associations and other bodies to whom it may otherwise lawfully be communicated in accordance with Article 49 of the Order (all such persons together being referred to as "relevant persons"). The securities are available only to, and any invitation, offer or agreement to subscribe, purchase or otherwise acquire such securities will be available only to or will be engaged in only with, relevant persons. Any person who is not a relevant person should not act or rely on this communication or any of its contents.







# TAJ PHARMACEUTICALS LIMITED

## INTRODUCTION

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Life - It is the underlying purpose of everything we do at Taj pharmaceuticals Ltd. We are committed to developing a distinguished branded pharmaceuticals business. A purpose that defines our R & D strategy of discovering & developing innovative products that improve the quality of life. we are one of the fast growing company in India & abroad.

We manufacture various types of medicines that includes- : Diabetic care products, Insulin, Delivery system, Growth hormones, Food and Nutraceuticals, All types of Surgical equipments & Life Saving drugs.

We also leads emphasis to all types of country drugs like- Ayurvedic, Herbal Products, etc. Here you will find complete solution for regular health & personal care, body care & skin care requirements.

Our key focus areas for growth include major Therapeutic Segments like Cardiovascular, CNS, Cancer, Aids, inflammatory & Ophthalmology. Having defined a branded products portfolio, We are actively looking for Marketing Firms/ Distributors / Agents with complimentary skills, People who can extend the reach of our brands & / or for whom we can extend the reach of their brands. Quality has always been a strong part of

Taj Pharmaceuticals proposition. Care is taken to ensure a high level of quality in our products and services.

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## ABOUT US



### Taj Pharma committed to the standards of ethics and integrity

We are totally committed to improving the safety and wellbeing of all people who work with us, or come into contact with our operations and products.

#### Introduction - Business Opportunities with TAJ PHARMACEUTICALS LTD

TAJ PHARMACEUTICALS LTD. (Pharmaceuticals Inc.) is a product-driven pharmaceutical company with diversified expertise. While TPL is relatively new to the US market, it is by no means a new player.

As a wholly owned subsidiary of TAJ PHARMACEUTICALS LTD.

Our product development and manufacturing capability, teamed with our ability to market products in many global markets, makes TPL an attractive business ally. A key part of our business strategy is to collaborate with partners with complementary skills - "A Win-Win" strategy that strengthens the position of our partners as well as TPL.

TPL has already experienced commercial success penetrating the US health care market, and looks forward to enhanced growth and future business opportunities through collaboration and strategic alliances.



Tell your doctor immediately if any of these unlikely but serious side effects occur: mental/mood changes (e.g., depression), numbness/tingling/swelling of the hands or feet, persistent cough, unusual vaginal discharge/burning/itching/odor, unusually stiff muscles, pain/redness/swelling of the arms or legs, vision changes, bone pain, bone fracture, signs of infection (e.g., fever, chills, persistent sore throat).

**Note :** This product information is intended only for residents of the India. Taj Pharmaceuticals Limited, medicines help to treat and prevent a range of conditions—from the most common to the most challenging—for people around the world.

#### Information for Health Care Professionals

\*\*\* Please consult local Prescribing Information for any product before use. This website is an international information resource for healthcare professionals with an interest in disease management. This website is not intended to replace the advice of a qualified healthcare professional. Above brand is a trademark of the Taj group of companies (Taj Pharmaceuticals Limited).mental/mood changes (e.g., Depression), numbness/tingling/swelling of the hands or feet, persistent cough, unusual vaginal discharge/burning/itching/odor, unusually stiff muscles, pain/redness/swelling of the arms or legs, vision changes, bone pain, bone fracture, signs of infection(e.g., fever, chills, persistent sore throat).







API Development and Production  
Dosage Form Development and Manufacturing  
Contract Manufacturing  
Sales and Marketing  
Marketing Strategies  
Licensing

## API Development and Production

For those who want to manufacture their own product or brand, without the time and costs associated with developing the API (Active Pharmaceutical Ingredient), We can provide the API, eliminating this step from your process. The key advantages of using our backwardly integrated system are:

Ensuring continuity of supply  
Ensuring consistent quality of product  
Competitive costs  
Resources to respond in a timely fashion to meet demand

## Dosage Form Development and Manufacturing

We experience as a global manufacturer makes us aptly suited to take on the complex process of solid or liquid dosage form development. At TAJ PHARMACEUTICALS LTD., we continually reverse engineer to improve upon our development process, enhancing the yield, with a focus on cost efficiencies.

## Contract Manufacturing

To expand your product line with minimum investment, TAJ PHARMACEUTICALS LTD. provides "LOCK KEY" manufacturing services including API and dosage form development, to allow you to focus on marketing and selling the product. This is an efficient way to increase your product line and profit margins, while taking advantage of TAJ PHARMACEUTICALS LTD.' manufacturing experience and expertise.





## Sales and Marketing

We has set itself apart in the marketplace by the rapid growth of its product line, its willingness to emulate complex drug formulations, and its core competencies in anti-infective, gastrointestinal, cardiovascular and analgesics arenas.

TAJ PHARMACEUTICALS LTD. has a commercial advantage as many of the high-profit branded drugs with expiring patents over the next few years are in the categories where we has proven its expertise.

TPL has a self-contained marketing group that works to co-market products (the same chemical under different brands), and co-promote products (the same brand name carried by two different companies). TPL has marketed their services out to other companies, as they perform all of the steps in the pharmaceutical process - from development and manufacturing to distribution and sales. TPL's commitment to quickly expanding the breadth and depth of their product line has been key to their success in the marketplace.

## Marketing Strategies

Our Marketing Strategies as emphasized by the name is the department which is focused primarily on developing and establishing different strategies for the promotion/distribution of Branded/Generic as well as the OTC products for TPL.

One of the key tasks for the department is to identify/look out for various opportunities in different markets or channels of distribution and to pursue those opportunities developing and establishing new relationships in the market. Managed Care / Internet marketing are few of the key areas that the department is looking to introduce into their ever expanding products portfolio.

The department is headed by DR.C.R.BHATT and together with his team they are dedicated to strive and promote TPL products into the new expanding market horizon.

## Licensing

TPL prides itself on taking a creative, mutually beneficial approach to licensing arrangements. By being open to both outward and inward licensing opportunities, TPL fulfills unmet needs in the marketplace





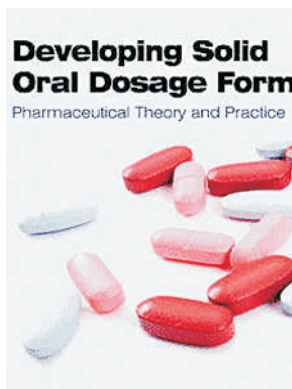
## Dosage & Development

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Taj Pharmaceuticals Ltd., is one of the fastest growing global pharmaceutical companies and the only pharmaceutical company with increased growth in both market share and sales. Taj Pharmaceuticals Ltd., offers a wide range of healthcare products through its sixteen Health care & animal care divisions.

Pharma developing company taj pharmaceuticals We believe this targeted portfolio best meets the challenges and opportunities in a dynamically changing healthcare environment. The Taj Pharmaceuticals Division is a leader in the discovery, development, manufacture, and marketing of prescription medicine. Our goal is to provide a broad portfolio of innovative, effective and safe products and services to patients through healthcare professionals around India & the world.







## Sales and Marketing



The success of this venture will depend not merely on the quality and variety of services and features that we present to you, but your active participation at virtually every page of this doctor-centric portal. "Taj Pharmaceuticals Limited", has achieved the level of development when it does not have to prove every day that "we exist". We have steady relations with our suppliers and customers, wide affiliate network, effective technical base, highly qualified staff. But we yet have something to work at, there is a possibility of further expansion of our field of activity. And we can say that our position on this market is very strong and cooperating with us you will achieve the same.

“Our **MARKETING**  
PROGRAMS OPEN  
GREAT  
PERSPECTIVES”






To earn trust, every day.

## COMPANY PROFILE



Keep Your Heart  
Healthy



### The Beginnings

With a basket including personal care, health care and other products, TAJ GROUP has set up Group Companies across the world that can manage its businesses more efficiently. Given the vast range of products, sourcing, production and marketing have been divested to leading group companies that conduct their operations independently.

Our company clear vision to bring Ayurveda to society in a contemporary form and to unravel the mystery behind the 5,000 year old system of medicine. This included referring to ancient ayurvedic texts, selecting indigenous herbs and subjecting the formulations to modern pharmacological, toxicological and safety tests to create new drugs and therapies. We export API, branded formulations and generic formulations to over 14 countries. Our inherent strength lies in identifying relevant API and formulations, and selling them at affordable prices across the world. All this has been possible because of our innovative and sustained marketing efforts. We are all set to spread our wings further and touch more lives across the globe.



**Taj Pharmaceuticals Limited**  
Working For Healthier World™ INDIA



Building a Medical Home for patients and families.



## Healthy Environment

As a responsible corporate citizen espoused to the cause of a better quality of life, Taj Pharmaceuticals accords high priority to Safety, Health and Environment. We are committed to protecting the environment we operate in, and ensuring the health and safety of our employees and stakeholders.

## Our Mission

Our mission is to become the recognized leader in accelerating discovery and development of novel, small molecule drug therapies. The innovative application of our proprietary computational lead drug design technology provides the opportunity to substantially compress the time and cost of drug development and have a dramatic impact on important disease states.

Taj Pharmaceuticals products can broadly be categorized into four main ranges

Pharmaceutical  
Personal Care  
Well-being  
Animal Health

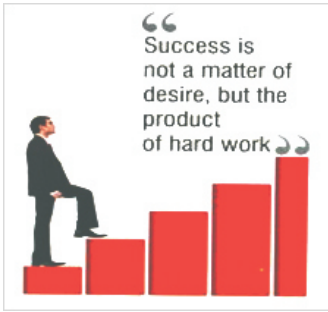
## Medicines

The medicinal range broadly classified into four categories

Children's Health  
Men's Health  
Women's Health  
General Health



**Taj Pharmaceuticals Limited**  
Working For Healthier World™ INDIA



*“Every human being is the author of his own health or disease”! -*



(MR. A. K. Singh)  
Chief Executive Officer

## CEO - Message

Taj Pharmaceuticals Limited is committed to earning the trust of doctors, patients and customers every day. Our colleagues worldwide believe that trust is not easily granted, and that is the reason we focus each day on becoming a champion for our stakeholders.

During the past ten years, Taj Pharmaceuticals Group has been building a new kind of health care company. Throughout Taj Pharma Group (India), there's a desire to build long-term relationships with our stakeholders based on mutual confidence. This is evident in many ways. Our scientists are earning trust through the discovery and development of innovative, science-based medicines and services that improve the health and well-being of people around the world. Our sales professionals, marketing teams, colleagues working at our plants and others throughout the organization at all levels of responsibility take each day as a fresh opportunity to earn trust.





## Directors - Message



I am very pleased to welcome you to Taj Pharmaceuticals, one of the world's leading research-based healthcare companies.

At Taj Pharmaceuticals, we are dedicated to innovating healthcare. All our efforts are directed towards developing novel solutions for major unmet medical needs. Over the years, our search for better ways of maintaining and restoring health has resulted in a steady stream of pioneering therapeutic and diagnostic products and services.

Taj Pharmaceuticals is the global leader in diagnostics and one of the world's top ten pharmaceutical companies. We play a leading role in therapeutic areas such as cancer, virology and transplantation. The combined strengths of our diagnostics and pharmaceuticals businesses, coupled with expertise in the emerging genetic sciences, equip us to develop integrated healthcare solutions and therapeutic approaches tailored to individual patients' needs. Taj Pharmaceutical's products and services address the entire healthcare spectrum, from screening for genetic risk factors, to preventing, diagnosing and treating disease, and monitoring the treatment response.

We deliver a unique contribution to better healthcare. We aim to reduce suffering and improve health and quality of life of people all around the world. At Taj Pharmaceuticals, we have pursued this mission with patience, dedication, imagination and skill, for over a century. Our vision is to develop targeted medicines and diagnostic tools that combine to offer patients, physicians and payers better, safer, more cost-effective healthcare.

Once again, welcome to Taj Pharmaceuticals, a great company that is translating a great vision into reality - We Innovate Healthcare.

**Ms. Priyanka Singh**

Export Director



## Board of Directors

Director's List	Post	Appointment	Working Period
Dr. R. K. Singh	Chairman	Since Incorporation	10 Years
<u>Mr. A. K. Singh</u>	CEO	10/03/2009	5 Years
Dr. Ajay Sodi	Director	Since Incorporation	10 Years
Mr. Ashwini. Singh	Director	10/03/2009	5 Years
Smt. S.R. Singh	Director	Since Incorporation	10 Years
Ms.P. Singh	Export Director	15/01/2007	5 Years
Mr. S. Kr. Singh	Director	12/12/2009	4 Years

Joint Ventures Directors			
Dr. M.R.Bhalla (Canada)	Executive Director	2004	2012
Joules Adams (London)	Executive Director	2004	2012
A.L. Majid ( France )	Executive Director	2005	2012
S.K. Venkitaramanan (Moscow)	Executive Director	2003	2012

## Committee Member of Designation

28 February 2011

A	Finance & Investment Committee
B	Audit & Corporate Governance Committee
C	Remuneration Committee
D	Presidium/Nomination Committee
E	Non-Executive Member
F	Executive Member
A +	Committee Chairman





## Executive Committee

Position	Name, year of birth
<b>Corporate Executive Committee</b>	
<b>Group CEO</b>	<b>Mr. A.K.SINGH</b>
General Manager	Mr. Subhash Chandra Jaiswal) (1948)
Chief Financial Officer	Dr. Hussain (1953)
Research	Mr.Mohan Khetan (1947)
Corporate Services and Human Resources	Dr. Pushpit Bullar (1954)
<b>Permanent Participants</b>	
Head Global Pharma Development	Mr. Burmal Stewart (1945)
Head Pharma Partnering	Mr.Mohanty Shreedrhan(1967)
Head of Taj Pharmaceuticals Diagnostics' business area Diabetes Care	Mr.A.R.Jamwal (1955)
Head Global Corporate Communications	Mr.Shantanu Singh
President and CEO, Gyns	Dr. Osman Shau (1947)
<b>Secretary to the Corporate Executive Committee</b>	
Head Chairman's Officer	Mr. A.K. Kohli (1978)

22 August 2011

Get Your Blood Pressure Checked



**Taj Pharmaceuticals Limited**  
Working For Healthier World™ INDIA



## Corporate Governance



Taj Pharmaceuticals is committed to all its shareholders and strives to serve the diverse interests of customers, employees, shareholders and holders of Taj Pharmaceuticals nonvoting equity securities in a balanced fashion. This commitment is reflected in our operating businesses' focus on value creation, in a management culture that conforms to modern standards of corporate governance and in our Taj Group's policy of communicating transparently.

A series of documents and corresponding details are made available to all key stakeholder groups: shareholders, employees, customers, suppliers and the general public.





## Annual General Meeting



The Annual General Meeting has been held on 26 February 2011.

Minutes: German / English

Dividend for 2011: English / German / French

Media Release

Invitation: English / German / French



The next Annual General Meeting of the Taj Pharmaceuticals Group will tentatively be held on 28 March 2012.



Meeting Hall At Mauritius.



**Auditors of Taj Pharmaceuticals Ltd and Group Auditors:**  
**M/S KHANDAWAL & ASSOCIATES**  
Chartered Accountant



## Corporate Principles



These are the guiding principles which embody our vision of the company we strive to be: an innovative company which enjoys the pride of its employees and deserves the lasting trust of its partners.

### Mission:

Our aim as a leading healthcare company is to create, produce and market innovative solutions of high quality for unmet medical needs. Our products and services help to prevent, diagnose and treat diseases, thus enhancing people's health and quality of life. We do this in a responsible and ethical manner and with a commitment to sustainable development respecting the needs of the individual, the society and the environment.

### Values:

#### Service to Patients and Customers

A prime objective of Taj Pharmaceuticals is to meet the patients' and customers' needs for high quality products and services. This implies identifying and solving their problems and anticipating their future needs by maintaining close contacts with them and listening to what they say. Our commitment includes full respect for patients' individual rights.



**Taj Pharmaceuticals Limited**  
Working For Healthier World™ INDIA



*Respect for  
the Individual*

**TAJ**  
TAJ GROUP  
PHARMACEUTICAL  
BUSINESS



## Respect for the Individual

We believe that the success of our company depends on the combined talents and performance of dedicated employees. For this reason, we want:

- ➔ to build respect for the individual into all our work by ensuring that all members of the organization understand their responsibility to respect each other's rights and dignity;
- ➔ our people to develop their talents and make optimal use of their abilities and potential and to encourage information-sharing and open dialogue;
- ➔ to provide recognition based on performance and contribution to Taj Pharmaceutical's success;
- ➔ to promote diversity and equal opportunities;
- ➔ everyone in the organization to work under optimal conditions of health and safety.

## Commitment to Responsibility

We want to meet high standards of performance and corporate responsibility in all our activities and we apply our Corporate Principles in our dealings with business partners. We are committed to selecting, developing and promoting employees and managers with self-drive and empathy who:

- ➔ combine professional competence with a leadership style that motivates people to high performance;
- ➔ have an open mind and a sense of urgency, understand the needs of the company and have the courage to question conventional wisdom;
- ➔ have the flexibility required to broaden their experience;
- ➔ live these corporate principles in their decisions and actions.



**Taj Pharmaceuticals Limited**  
Working For Healthier World™ INDIA





## Commitment to Performance

We aim to continuously create value for our stakeholders and to achieve sustainable, high profitability. We do this in order to maintain our commitment to research, to ensure our growth and independence, to provide employment opportunities, to cover risks and to pay an attractive return on invested capital.

## Commitment to Society

We want to maintain high ethical and social standards in our business dealings, in our approach to medical science, in our efforts to protect the environment and ensure good citizenship. We will maintain these standards by adherence to local, national and international laws and co-operating with authorities and in proactively communicating with the public. We support and respect the human rights within the sphere of our influence. We recognize the need to work in partnership with our stakeholders, regularly seeking their views and taking them into account.

## Commitment to the Environment

As part of our commitment towards sustainable development we proactively seek to employ new, more sustainable technologies and processes and to minimize our impact on the environment.

## Commitment to Innovation

Innovation across all aspects of our business is key to our success. Being active in high-technology fields, we must recognize new trends at a very early stage and be open to unconventional ideas. We see change as an opportunity and complacency as a threat. We therefore encourage everywhere in the company the curiosity needed to be open to the world and new ideas.

## Continuous Improvement

We are committed to benchmarking our principles and achievements against the industry and best practice; this includes transparent reporting. We will continue to put in place directives and processes that enable us to implement each of our Corporate Principles.

## Entry into Force

The Taj Pharmaceuticals Corporate Principles of 1990 were reviewed, amended and adopted by the Corporate Executive Committee on January 14, 2003, and approved by the Board of Directors on February 24, 2003.

The amended Taj Pharmaceuticals Corporate Principles enter into force on February 25,



**Taj Pharmaceuticals Limited**  
Working For Healthier World™ INDIA

## Employment Policy

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Taj Pharmaceutical's Corporate Principles express our conviction that our company's success depends on the talent and performance of dedicated employees. In adopting the present policy, Taj Pharmaceuticals commits itself to the employment practices set out in this Directive which also defines the company's expectations towards its current and future employees.

Taj Pharmaceuticals strives to be a company that enjoys the pride of its employees by offering an innovative, ethical, growth-oriented and challenging workplace with the expectation that everybody contributes to the results and shares in the success of the company.

We are committed to promoting mutual respect, trust and integrity. We believe each employee is entitled to fair, courteous and dignified treatment during the hiring process, while employed and at the end of employment. Taj Pharmaceuticals takes suitable measures to ensure that the rights of employees within the company are adequately protected.

The practices set out in this policy are general and establish a uniform minimum standard to be applied by all Taj Pharmaceuticals companies and employees.





## Recruitment, Promotion and Development of Talent

We recruit and promote people based on their suitability for the position and potential to make future contributions.

We recognize the value that employees create for the company. Taj Pharmaceuticals takes appropriate action to gain the benefit of effective and efficient knowledge sharing within and across work teams.

Taj Pharmaceuticals also provides on-going training and development. Each local site has its own policy on training, aligned to local needs and labour laws. We also provide global training programmes in a variety of areas, such as people management and leadership.

The annual performance appraisal provides an opportunity to discuss development.

## Communication

We consider information-sharing and open communication as key for achieving our goals. All employees have the right and are encouraged to actively communicate with superiors and colleagues. Two-way communication is also an essential part of regular and informal feedback and performance reviews.

## Remuneration

We remunerate according to the skills, performance and experience of our employees based on local competitive conditions. We also offer benefits in accordance with local market practices. We provide our employees with benefits to help prevent and protect against illness and injuries at work. We also support our employees in building financial provisions for their retirement in accordance with local labour and social security laws and market practices.







## Diversity

Taj Pharmaceuticals connects people. We recognize that the diversity of our people is a source of strength. The differing backgrounds, culture, language and ideas of our people help us to maintain a competitive edge through innovation.

## Prohibition of Discrimination

Taj Pharmaceuticals does not tolerate discrimination in the workplace based on gender, race, age, colour, religion, marital status, sexual orientation, national origin, disability or any other characteristics protected by applicable laws where Taj Pharmaceuticals operates.

## No Acceptance of Harassment

We do not tolerate any mental, physical or sexual harassment or any other infringement that violates an employee's right to dignity and respect in the workplace. In the case of harassment, the responsible Taj Pharmaceuticals superior has to ensure its termination and assess the appropriate action to be taken. Employees are encouraged to report any instance of harassment to their supervisor or HR manager immediately.

## Forced and Child Labour

Taj Pharmaceuticals is against all forms of forced and compulsory labour. Taj Pharmaceuticals does not accept the employment of children except under circumstances that protect their welfare and as permitted by law.

## Health, Safety and Environmental Protection

Taj Pharmaceuticals is committed to protecting the health and safety of its employees and others potentially affected by Taj Pharmaceutical's activities. Equally, Taj Pharmaceuticals employees must comply with health, safety and environmental protection regulations in force at Taj Pharmaceuticals.





## Freedom of Affiliation

We respect the right of all employees to join any legally recognised employee association and will comply with any laws relating to employee representation. Wherever there is an employee representation, we strive to maintain an open dialogue with these delegations.

## Employer's Expectations

All employees should respect Taj Pharmaceutical's corporate values and principles. They are expected to be committed to Taj Pharmaceuticals, to behave ethically and within the law and to treat fellow employees with mutual trust and respect.

Our people are expected to conduct the company's business with honesty and integrity and in a professional manner that fosters the company's reputation. Taj Pharmaceuticals employees handle confidential information with due care and skill, acting in the interests of Taj Pharmaceuticals.

Employees are to seek advice and direction when the requirements of the law or of good business practice appear unclear.

All Taj Pharmaceuticals companies have individually to ensure that this employment policy is properly implemented in their local employment practices and will ensure that all local policies are developed and communicated to meet the minimum standards. In determining the appropriate local employment practice, they assess the prevailing parameters and inform all employees accordingly.

Our Corporate Compliance Officer is charged with upholding the Taj Pharmaceuticals Corporate Principles around the globe and in this function also supervises the implementation of this Directive. The Corporate Compliance Officer reports directly to the Board of Directors.

## Entry into Force

This Employment Policy was adopted since the incorporation of our Prestigious organization.





# Company History



**Taj Pharmaceuticals Limited**  
Working For Healthier World™ INDIA



## History



The founder of Taj Pharmaceuticals, Dr. R. K. Singh, is a pioneering entrepreneur who is convinced that the future belonged to branded pharmaceutical products. He is among the first to recognise that the industrial manufacture of standardised medicines would be a major advance in the fight against disease.

This led him to found Taj Pharmaceuticals Ltd. in India & Abroad. From the very beginning, Dr. R. K. Singh attached great importance to product information as the link between the pharmaceutical manufacturer and doctors, pharmacists and patients. Shortly after the foundation of the company, affiliates were opened in Mauritius, Malaysia, Dubai, Moscow, England, France, the US, Great Britain and Russia.

Since then, Taj Pharmaceuticals has grown into one of the world's leading healthcare companies and one of the most important India.



## TAJ PHARMA MANUFACTURING



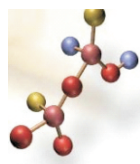
With our world class technology, we have built systems that meet the most stringent international manufacturing standards. Expert quality teams ensure that systems and processes remain in compliance with the latest standards and international markets.

Our plants hold approvals from the FDA.

<u>Pharmaceuticals Manufacturing Plants / Units</u>	<u>Manufacturing Details /Capacity</u>
<u>Tablet and Capsule Plant / Unit</u>	<u>Pharmaceuticals Manufacturing</u>
<u>API Plant / Unit</u>	<u>API Manufacturing</u>
<u>Chemical Plant / Unit</u>	<u>Chemical Manufacturing</u>
<u>Soft Gelatin Unit / Plant</u>	<u>Soft Gelatin Manufacturing</u>
<u>Agro Plant / Unit</u>	<u>Agro Manufacturing</u>

**Formulation**

We make specialty formulations across a range of dosage forms- oral, injectable and delivery system based.

**API**

We make specialty API's including peptides, steroids, hormones and anticancer at internationally approved world-class sites.

**Quality Policy**

Regularly updated systems, procedures and an expert team support a stringent quality policy.







Our facility has been approved by WHO-GMP and several international regulators across the semi-regulated markets. It caters to the bulk of the demand for solid orals, liquid orals, and external creams and powders across markets in Asia, Africa, Middle East, Russia and Latin America.

The company is presently expanding this facility and building a dedicated export oriented unit to cater to growth in demand for its exclusive generics (4600), solid orals, semi-solid and liquid orals range of formulations in semi-regulated markets.

## manufacturing

**Test Equipment and Facilities :** The manufacturing facilities are based in Valsad, (Gujarat), Sarigam (Daman and Diu) and Raigad (Puna Expressway, Maharashtra) and operated by Taj Pharmaceuticals Ltd.

In our quest to be the leading manufacturer in the pharmaceutical industry and a Generics player of global standing; we aspire to meet and excel the highest industry standards. To this end, on the manufacturing front, we have designed and engineered our production facilities to the most rigorous benchmarks and according to the world standards.





We have a modern FDA facility for the production of sterile powder formulations, non-sterile oral formulations and active pharmaceutical ingredients.

Taj Pharmaceuticals proposition. Care is taken to ensure a high level of quality in our products and services.



**Some other features of our facility:**

- \* Modern QA, QC, Microbiological and PD Lab supported with high-tech equipment.
- \* Fully automated with electronically controlled operating system as per Good Automated Manufacturing Practice guidelines.
- \* Sophisticated Effluent Treatment Plant (ETP) with a capacity of 100,000 liters per day.
- \* Conforms to international environmental, health & safety regulations





#### Vision

"Our vision is to be a leading pharmaceutical company in India and to become a significant global player by providing high quality, affordable and innovative solutions in medicine and treatment. "



Our facility consistently meets and exceeds our own stringent quality assurance standards, administered by an Internal Quality Assurance team reporting directly to the Managing Director, as well as those imposed by regulatory bodies. IQ /OQ / PQ validations have been completed on all equipment to which these apply.

In addition, we are a registered drug manufacturing facility with an impressive inspection record. All our manufacturing sites are WHO-GMP approved.

Our expertise APIs (CTD & formulation dossiers) will help us further enhance our own product range as well as the size and diversity of our toll / contract manufacturing business segment.

Modern methods like aqueous coating, tablet packing in combi-packs etc., are implemented in the manufacturing process.

The Sarigam plant is the ONLY plant in the world producing all the effective ranges of Anti-tuberculosis formulations namely Ethambutol Hydrochloride (B.P.), Rifampicin (B.P.), Isoniazid (B.P.), Pyrazinamide (B.P.), Rifampicin-Isoniazid (B.P.), Rifampicin-Isoniazid-Pyrazinamide (B.P.), Ethionamide (B.P.) and Prothionamide (B.P.) - all in Tablet form. Production of bulk actives such as Ethambutol, Rifampicin and Pyrazinamide are also undertaken at Valsad, Gujrat (India).

R & D activity is a continuous on-going process and the R & D Division at Sarigam has been duly approved by the Department of Scientific and Industrial Research, (DSIR), Government of India.

The Raigad Plant, which is involved in Fermentation activity has been suitably up-graded and manufactures products like - Lovastatin, Simvastatin, DMCTC, Gentamycin, Sisomycin, etc., The Plant also exclusively manufactures a veterinary product range for a foreign multinational, - in addition Taj Pharma India is the only manufacturer of this product in the world.



## MISSION



“We will discover, develop and successfully market pharmaceutical products to prevent, diagnose, alleviate and cure diseases”.

We shall provide total customer satisfaction and achieve leadership in chosen markets, products and services across the globe, through excellence in technology, based on world-class research and development.



## VISION

“Our vision is to be a leading pharmaceutical company in India and to become a significant global player by providing high quality, affordable and innovative solutions in medicine and treatment.”







## Quality Control - Manufacturing Setup



Manufacturing and Facilities : The manufacturing facilities are based in Valsad (Gujarat) and Raigad (Raigarh, Maharashtra) and operated by Taj Pharmaceuticals Ltd and its subsidiaries.

In our quest to be the leading manufacturer in the pharmaceutical industry and a CRAMS player of global standing; we aspire to meet and excel the highest industry standards. To this end, on the manufacturing front, we have designed and engineered our production facilities to the most rigorous benchmarks.

We have a modern fda facility for the production of sterile powder formulations, non-sterile oral formulations and active pharmaceutical ingredients.

Some other features of our facility:

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## Medicines Manufacturer



Taj Pharma in Mumbai is the capital city of India, has a powerful element of social responsibility inscribed in its' values and its' concern for the society beyond its' business motives. Alleviation of the sufferings of mankind, availability of the medicines to all at affordable price without any discrimination and continued efforts to improve the quality of the medicines are our values and mission.

### **Taj Pharma is an ideal choice for forming sustainable relationships in the fields of :**

- International business.
- Marketing tie-up.
- Contract manufacturing in to international standards.
- Distribution tie-ups with a range of over 500 products (and growing).

### **In short we are,**

- Driven by a vision to alleviate suffering.
- Pharma not with just a Healing Touch but a vision.
- Committed to complete customer care.

### **We are committed to**

- Make health affordable to all.
- Allow access to the best.
- Employ well researched Modern Technology.
- Seamless delivery of Products & Services of International Standards.
- Strive for disease free and healthy millennium.

### **We are offering**

- Latest products and many more...
- Dedicated Units for the Production of various medicines.
- Expertise in a Wide Range of Pharma Services.
- Exporting of products to all over world.

### **We have Recognition from**

- Drug Control Department, India
- Directorate General of Health Services, India

### **We are into**

- Concentrated research in Generics, Drug discovery & Development



## Taj Pharma (Active Pharma Ingredients)



Taj Pharma is a company in India, engaged in the manufacturing ACTIVE PHARMA INGREDIENTS, DRUG INTERMEDIATES with an excellent track record in Domestic as well as International Market.

In fact 60% of our revenue is generated by way of Exports to EUROPE, USA, CHINA and MIDDLE EAST Production Facilities.

The organization boasts of a sophisticated equipment and technology that combine to provide maximum flexibility and comprehensive manufacturing capabilities.

**Taj Pharamceuticals API Manufacturing**

Please Visit to see Our Complete API List - [www.tajapi.com](http://www.tajapi.com)

**Taj Pharma API List**

Product	Therapeutic Category	Specifications	CAS No.
<u>Acamprosate</u>	Alcoholism	BP / EP	[77337-73-6]
<u>Calcium</u>	Treatment		
<u>Alendronate</u>	Antiosteoporosis	EP	[121268-17-5]
<u>Sodium</u>			
<u>Amitriptyline</u>	Antidepressant	USP	[50-48-6]
<u>Anastrozole</u>	Antineoplastic	PN	[120511-73-1]
<u>Atomoxetine Hcl</u>	Antidepressant	PN	[82248-59-7]
<u>Balsalazide</u>	Antiinflammatory	PN	[82101-18-6]
<u>Bicalutamide</u>	NSAID	USP	[90357-06-5]
<u>Budesonide</u>	Antiinflammatory Steroid	BP / EP	[51333-22-3]
<u>Bupropion Hcl</u>	Antidepressant	BP / EP / USP	[31677-93-7]
<u>Calcitonin</u>	Antiosteoporosis	BP	[47931-85-1]
<u>Capecitabine</u>	Antineoplastic	PN	[154361-50-9]
<u>Carbamazepine</u>	Antiepileptic	BP	[298-46-4]
<u>Carboplatin</u>	Anticancer	BP / EP / USP	[41575-94-4]
<u>Carisoprodol</u>	Muscle Relaxant	USP	[78-44-4]
<u>Carvedilol</u>	Antihypertensive	BP / EP	[72956-09-3]
<u>Cefuroxime</u>	3rd Generation	EP	[64544-07-6]
<u>Axetil</u>	Cephalosporin		
<u>Cisplatin</u>	Anticancer	EP / USP	[15663-27-1]
<u>Citalopram Hbr.</u>	Antidepressant	USP	[59729-32-7]





Please Visit to see Our Complete API List - [www.tajapi.com](http://www.tajapi.com)

### Taj Pharma API List

<u>Clomipramine Hcl</u>	Antidepressant	BP / EP	[17321-77-6]
<u>Clonazepam</u>	Antiepileptic	EP / USP	[1622-61-3]
<u>Clopidogrel Bisulfate</u>	Antithrombotic	USP	[135046-48-9]
<u>Danazol</u>	Androgen Derivative	USP	[17230-88-5]
<u>Desloratadine</u>	Antihistaminic	PN	[100643-71-8]
<u>Desmopressin Monoacetate</u>	Vasopressin Analogue	EP	[62288-83-9]
<u>Divalproex Sodium</u>	Antiepileptic	PN	[76584-70-8]
<u>Dobutamine Hcl</u>	Cardiovascular	EP / USP	[49745-95-1]
<u>Donepezil</u>	Antialzheimer	PN	[120014-06-4]
<u>Dothiepin Hcl</u>	Antidepressant	BP / EP	[897-15-4]
<u>Entacapone</u>	Antiparkinsons	PN	[130929-57-6]
<u>Eptifibatid</u>	Antithrombotic	PN	[188627-80-7]
<u>Escitalopram HBr</u>	Antidepressant	PN	[128196-01-0]
<u>Eszopiclone</u>	Hypnotic	PN	[138729-47-2]
<u>Finasteride</u>	Antialopecia Agent	PN	[98319-26-7]
<u>Flurbiprofen</u>	NSAID	BP / EP / JP	[5104-49-4]
<u>Fluticasone Propionate</u>	Antiallergic	BP / EP	[80474-14-2]
<u>Fluvoxamine Maleate</u>	Antidepressant	BP / EP	[61718-82-9]
<u>Fosphenytoin Sodium</u>	Antiepileptic	USP	[92134-98-0]

#### Note :

1. ALL THE MATERIAL ARE PROVIDED ACCORDING TO BP/USP/EP.
2. NONE OF THE PRODUCTS WILL BE SUPPLIED TO COUNTRIES IN WHICH THIS COULD BE IN CONFLICT WITH THE EXISTING PATENTS. HOWEVER THE FINAL RESPONSIBILITY LIES WITH THE BUYER





## TAJ PHARMA GENERICS



Taj Pharma is one of the largest generic pharmaceutical company in India. We hold top positions in different established markets worldwide and are building a strong presence in many emerging generics markets.

Today, we market more than 500 barded and 4600 generics compositions to consumers in more than 40 countries and territories across the globe. Our products cover a vast array of therapeutic categories, and we offer an extensive range of dosage forms and delivery systems including oral solids, controlled-release, steriles, injectables, topicals, liquids, transdermals, semi-solids and high-potency products.

At Taj Pharma, we are always ready to meet the challenges of the dynamic global pharmaceutical industry with its numerous and wide-ranging issues – from complex research, development and regulatory conditions to rapidly changing consumer demands.

Our Generics portfolio offers over 1500 products in the major therapeutic areas of gastro-intestinal, cardiovascular, pain management, oncology, anti-infectives, paediatrics and dermatology. Brands like Alzocum®, Benacof, Wallbrurate®, Coversec, Cadrol, Humogen and Merokem enjoy leadership positions in several key markets, including India, Russia & other countries.

Our deep customer relationships, quality medicines and consistently delivered promise make us a trusted brand across the world.

We have capitalized on every opportunity to bring our high-quality products to more people around the world. A synchronized supply chain that leverages our strong product development capabilities, state-of-the-art manufacturing and vertical integration with our own APIs has created a creditable track record of successful launches.

generic medicines

Our generics offerings deliver quality at cost-effective prices in the highly regulated markets of the United States, UK and other Asian countries



**GENERICS**   
 ARE POWERFUL MEDICINE



## New Products



PRODUCT NAME (NEW GENERICS )		
Raloxifene HCL Terbinafine HCL Orlistat Immune Globulin Intravenous (Human)	60 mg - 30 tablets 250 mg - 15 tablet 60mg- 20 Capsules 6g / 1 bottle of lyophilized powder and 200 ml reconstitution fluid	Sex Hormones Antifungal Anti-Obesity
<b>Other Ethical Products</b> Botulinum toxin type A	100 Units - 1 vial / lyophilized powder for injection	Muscle Relaxant
Fosinopril Sodium Quetiapine Fumarate Escitalopram Oxalate Olanzapine	20 mg / 40mg - 30 tablets 25mg/ 50mg/100mg/200 mg/300mg - 60 tablets 5 mg/ 10mg/ 20 mg - 30 tablets 2.5mg /5mg/ 7.5mg/10mg/ 15 mg / 20mg - 30 tablets	Cardiology CNS CNS CNS
Levetiracetam Duloxetine Hydrochloride Esomeprazole Magnesium Atorvastatin Calcium/ Fenofibrate	250mg / 500 mg/ 750 mg/ 1000 mg - 100 tablets 30mg / 60 mg - 30 tablets 20 mg - 15 Enteric Coated tablets	CNS CNS Anti-Ulcer Lipid Lowering
Pregabalin Orlistat Paracetamol / Codeine phosphate hemihydrate Rosuvastatin Calcium Methylprednisolone Hemisuccinate	75 mg / 100MG / 150 MG - 30 capsules 120mg- 20 Capsules 400mg/20mg - 20 Scored Tablets 10 mg - 30 Film Coated Tablets 40 mg / 1 Vial Powder for Solution for Injection (IM-IV)	CNS Anti-Obesity Narcotic Analgesic Lipid Lowering Corticosteroid
Bisoprolol Fumarate Clomifene Citrate Montelukast Sodium Capecitabine Bisoprolol Fumarate /Hydrochlorothiazide Bisoprolol Fumarate /Hydrochlorothiazide Oseltamivir Phosphate	10 mg / 30 Film Coated tablets 50mg - 10 Tablets 5 mg / 10MG - 30 Chewable Tablets 500 mg - 60 Film Coated Tablets 5mg/ 12.5mg - 30 Film Coated tablets 10mg / 25mg - 30 Film Coated tablets 12mg/ml Powder for Oral Suspension 1 Bottle 75ml	Cardiology Sex Hormones Respiratory System Oncology Cardiology Cardiology
Cefepime Hydrochloride Meropenem Trihydrate Isoflurane Sevoflurane Recombinant Human Erythropoietin Iron Sucrose	500 mg / 10mg/ 1 vial plus 10ml water for injection 500mg – 1 Vial Injectable 100ml / 1 bottle 250ml / 1 bottle 2000 IU - Injectable 1ml 20mg/ml=100mg / Solution for IV Injection 5x5ml Ampoule	Anti Infective Anti Infective Anesthesiology Anesthesiology Anti-Anaemic Anti-Anaemic
Finasteride Clomifene Citrate Fexofenadine Hydrochloride Polygeline Immune Globulin Intravenous (Human) Immune Globulin Intravenous (Human) Gemcitabine HCL	5 mg - 30 Film Coated Tablets 50mg - 5 Tablets 120mg / 189 MG - 15 Film Coated Tablets 3.50% IV infusion solution 1x500ml bottle 12g / 100ml Solution for infusion 6g / 50ml Solution for infusion 200 mg / 1 Vial Injection	Urology Sex Hormones Respiratory System Other Ethical Products Other Ethical Products Other Ethical Products Oncology





Gemcitabine HCL	1000 mg / 1 Vial Injection	Oncology
Imatinib Mesylate	100 mg - 120 Capsules	Oncology
Bicalutamide	50 mg / 30 Film Coated tablets	Oncology
Anastrozole	1mg - 30 Film Coated Tablets	Oncology
Paracetamol / Dextropropoxyphene Hydrochloride	400mg/30mg - 20 Capsules	Non Narcotic Analgesic
Ezetimibe	10mg / 30 tablets	Lipid Lowering
Fenofibrate	160 mg - 30 Film Coated Tablets	Lipid Lowering
Fenofibrate	145 mg - 30 Film Coated Tablets	Lipid Lowering
Mycophenolate Mofetil	500 mg / 50 Film Coated tablets	Immuno-Suppressive
Glimepiride	4mg / 6MG - 30 tablets	Diabetes
Glimepiride / Metformin Hydrochloride	1mg - 250mg / 30 Film Coated tablets	Diabetes
Glimepiride / Metformin Hydrochloride	2mg - 500mg / 30 Film Coated tablets	Diabetes
Becaplemin (rhPDGF)	0.01% / 15g Gel	Diabetes
Becaplemin (rhPDGF)	0.01% / 7.5g Gel	Diabetes
Glibenclamide	5mg - 100 Scored tablets	Diabetes
Glibenclamide	5mg - 30 Scored tablets	Diabetes
Metformin HCL Extended Release / Glibenclamide500/	2.5 mg - 30 Film Coated tablets	Diabetes
Metformin HCL Extended Release / Glibenclamide	500/5 mg / 30 Film Coated tablets	Diabetes
Metformin HCL	850mg / 30 Film Coated tablets	Diabetes
Metformin HCL Extended Release	500 mg / 30 Film Coated Extended Release tablets	Diabetes
Metformin Hydrochloride	750 mg / 30 Film Coated Extended Release tablets	Diabetes
Metformin HCL Extended Release	1000 mg / 30 Film Coated Extended Release tablets	Diabetes
Pioglitazone Hydrochloride	15mg / 30 mg / 30 tablets	Diabetes
Methylprednisolone Hemisuccinate	120 mg / 1 Vial Powder for Solution for Injection (IM-IV)	Corticosteroid
Filgrastim(rG-CSF)	30MU=300µg / Injectable 1ml	Immunostimulants
Sertraline HCL	50 mg / 20 Film Coated tablets	CNS
Vigabatrin	500mg - 60 Comprime pellicules	CNS
Topiramate	25 mg/ 50mg/ 100mg/ 200mg / 60 Film Coated tablets	CNS
Venlafaxine HCL	37.5 mg / 20 Extended Release capsules	CNS
Venlafaxine HCL	75 mg / 20 Extended Release capsules	CNS
Venlafaxine HCL	150 mg / 20 Extended Release capsules	CNS
Clopidogrel Hydrogen Sulphate	75 mg - 30 tablets	Cardiology
Furosemide Sodium	20mg - 5x2ml Ampoules	Cardiology
Furosemide Sodium	250mg - 5x25ml Ampoules	Cardiology
Furosemide Sodium	40mg - 20 tablets	Cardiology
Furosemide Sodium	500mg - 20 tablets	Cardiology
Clopidogrel Hydrogen Sulphate	300 mg - 30 Film Coated Tablets	Cardiology
Telmisartan	40 mg/ 80mg / 30 tablets	Cardiology
Telmisartan / Hydrochlorothiazide	80mg/ 12.5mg 30 Tablets	Cardiology
Pentoxifylline	400 mg - 20 Modified Release Film Coated Tablets	Cardiology
Pentoxifylline	400 mg - 100 Modified Release Film Coated Tablets	Cardiology
Ramipril	1.25mg / 2.5MG / 5MG / 10MG / - 28 tablets	Cardiology
Ramipril / Hydrochlorothiazide	5mg - 25mg / 28 Tablets	Cardiology
Ramipril / Hydrochlorothiazide	2.5mg - 12.5mg / 28	Cardiology
Rabeprazole Sodium	10 mg / 20MG / 30 Enteric Coated Tablets	Anti-Ulcer
Oseltamivir Phosphate	75mg - 10 capsules	Antiviral
Valaciclovir Hydrochloride	500mg / 50 Film Coated tablets	Antiviral



## New Generics



Generic Name	Dosage Form	Therapeutic Category
● Aceclofenac Inj. 150 mg	Liquid Injections	NSAID
● Acetazolamide for Inj. USP 500mg/vial	Powder/Lyophilised Inj.	Carbonic anhydrase inhibitor
● Aciclovir for Inj. USP 250mg/vial & 500mg/vial	Powder/Lyophilised Inj.	Antiviral
● Alprostadil for Inj. 5mcg, 10mcg, 20mcg & 40mcg	Lyophilised Injections	Prostaglandin
● Amphotericin-B for Inj. BP 50mg/vial & 100mg/vial	Lyophilised Injections	Antifungal antibiotic
● Atracurium Inj. 50 mg/5 ml & 25 mg/2.5ml	Liquid Injections	Skeletal muscle relaxant
● Azithromycin for Inj. 500mg/vial	Powder/Lyophilised Inj.	Antibacterial antibiotic
● S-Bupivacaine Inj. 2.5mg/ml, 5mg/ml, 7.5mg/ml	Liquid Injection	Surgical Anaesthetic
● Capreomycin Inj. 500 mg	Lyophilised Injections	Antitubercular antibiotic
● Dobutamine for Inj. USP 250mg/vial	Liquid / Lyophilised Inj.	Cardiac Tonic
● Esomeprazole Sodium Powder for Inj. 40mg/vial	Lyophilised Injections	Proton pump inhibitor
● Famotidine Inj. 20mg/vial & 40mg/vial	Lyophilised Injections	Anti-ulcer
● Glycopyrolate + Neostigmine Methylsulphate Inj. 5ml	Liquid Injections	Synthetic anticholinergic
● Glycopyrolate Inj. 0.2 mg/1ml	Liquid Injections	Synthetic anticholinergic
● Hydrocortisone Sodium Succinate Inj. 100mg, 200mg, 500mg	Powder/Lyophilised Inj.	Adrenocortical steroid.
● Ketamine Hydrochloride Inj. 100mg / 2ml	Liquid Injections	General anaesthetic
● S-Ketamine Inj. 5mg/ml & 25mg/ml	Liquid Injections	General anaesthetic
● Lansoprazole for Inj. 30mg/vial	Lyophilised Injections	Proton pump inhibitor
● Levofloxacin Lactate for Inj. 100mg, 200mg, 500 mg/vial	Lyophilised Injections	Antibiotic agent
● Lornoxicam for Inj. 8mg/vial	Lyophilised Injections	NSAID
● Prednisolone Sodium Phosphate Inj. USP 30mg/1 ml	Liquid Injections	Corticosteroid
● Methylprednisolone Sodium Succinate for Inj. USP 40mg/vial, 80mg/vial, 125mg/vial, 500mg/vial, 1gm/vial	Powder/Lyophilised Inj.	Glucocorticoid
● Midazolam Inj. 1mg/1 ml & 5 mg/1 ml	Liquid Injections	General anaesthetic
● Nicergoline Inj. 4mg/vial	Lyophilised Injections	Cerebral activator
● Nicorandil for Inj. 2 mg/vial & 48mg/vial	Lyophilised Injections	Anti-anginal
● Neostigmine Inj. 0.5 mg/1 ml & 2.5 mg/5ml	Liquid Injections	anticholinergic
● Olanzapine Inj. 10 mg/vial	Lyophilised Injections	Anti-psychotic
● Omeprazole for Inj. 40 mg/vial	Powder/Lyophilised Inj.	Proton pump inhibitor
● R-Ondansetron Hydrochloride Tablets 2 mg	Tablets	Anti-emetic







● R-Ondansetron Inj. 2 mg/ml	Liquid Injections	Anti-emetic & anti nauseants
● Pantoprazole for Inj. 40 mg/vial	Powder/Lyophilised Inj.	Proton pump inhibitor
● S-Pantoprazole Tablets 20 mg	Tablets	Proton pump inhibitor
● Pancuronium Bromide Inj. 2 mg/1 ml	Liquid Injections	Neuromuscular blocking agent
● Pentamidine Isethionate Inj. 200 mg/vial	Powder/Lyophilised Inj.	Antiprotazoal
● Pralidoxime Chloride for Inj. USP 1gm/vial	Powder/Lyophilised Inj.	Antidote for nervine poisoning
● Rabeprazole Sodium for Inj. 20mg/vial	Powder/Lyophilised Inj	Proton pump inhibitor
● Rifampicin for Inj. 150 mg/vial, 600mg/vial	Lyophilised Injections	Antituberculosis
● Ropivacaine Inj. 2mg/ml, 5 mg/ml ,7.5mg/ml & 10mg/ml	Liquid Injections	General anaesthetic
● Rocuronium Bromide Inj. 50 mg/ 5ml	Liquid Injections	Neuromuscular blocking agent
● Sodium Para aminosaliclylate for Inj. 13.49 gm/bottle	Powder Injections	Anti bacterial tuberculostatic
● Succinylcholine Chloride Inj. USP 100mg, 500 mg/ vial	Powder/Lyo./Liquid Inj.	Neuromuscular blocking agent
● Thiopentone Sodium for Inj. 500 mg & 1 gm / Vial	Powder/Lyophilised Inj.	General anaesthetic
● Vitamin B Complex (Vit. B1, Vit. B6,Hydroxocobalamine) Inj.	Lyophilised Injections	Multivitamin
● Multivitamin Inj. for Adults	Lyophilised Injections	Multivitamin
● Vancomycin Hydrochloride Sterile USP 500mg/vial, 1gm/vial	Powder/Lyophilised Inj.	Antibiotic antibacterial
● Vecuronium Bromide for Inj. 4mg/vial & 10mg/vial	Lyophilised Injections	Neuromuscular blocking agent
● Voriconazole for Inj. 20mg/vial	Lyophilised Injections	Antifungal



## PRODUCTS

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Providing products and services to treat and monitor diseases is at the core of Taj Pharmaceutical's activities in all major therapeutic areas. Our product range makes it possible to offer real improvements to doctors, hospitals and patients.

For many of these areas and the corresponding indications, Taj Pharmaceuticals has provided a large range of therapeutic options. Please view a selection of major prescription drugs by accessing the current Selected Products overview.

Taj Pharmaceuticals is one of the world's leading innovation-driven healthcare groups. Its core businesses are pharmaceuticals and diagnostics. Taj Pharmaceuticals is number one in the global diagnostics market and is the leading supplier of pharmaceuticals for cancer and a leader in virology and transplantation. As a supplier of products and services for the prevention, diagnosis and treatment of disease, the Group contributes on a broad range of fronts to improving people's health and quality of life. Taj Pharmaceuticals employs roughly 65,000 people in 150 countries.





TAJ PHARMACEUTICALS INDIA



# Reliable & Affordable Medications

## Friendly & Professional, Focused on YOU!

### Taj Pharma Group

*Taj Group is spreading its footprint globally through excellence and innovation. Taj group is focused on a clutch of priority countries, which are expected to be of strategic importance in the years ahead. The regions are Middle East, Sri Lanka, UK, China, the Netherlands, Germany, South Africa, members of the Gulf Cooperation Council, Brazil, Vietnam, Thailand and Taiwan.*

## Pharma Technology



### Taj Pharmaceuticals Limited Manufacturing Details:

Taj Pharmaceuticals Limited firmly believes that quality can not be talked into a product, but has to exist inherently. Its efforts towards realizing world-class quality standards.

Taj Pharmaceuticals Limited's rapid growth and expansion in the international and domestic markets led to the commencement of a new formulations manufacturing facility at Baddi, Himachal Pradesh, in the last quarter of 2010-11. The upcoming facility, built to world-class standards, will have capacity to manufacture 2100 mn tablets and shall become operational in JN 15.

Investment of around 2.35 million USD is also being made to augment the API capacity in Taj Pharmaceuticals Limited's existing plant at Maharashtra. This will ensure supply of quality API for supply of formulations to the regulated markets, especially USA and EU.

An organisations' capabilities and intent are strongly reflected in the product it manufactures. In other words, the manufacturing competencies and facilities echo truly, the R&D extent and the ability to implement it for the best of the market it targets.

Taj Pharmaceuticals Limited's manufacturing strengths have established it as a producer of world-class generics, branded generics and a major supplier of its range of Active Pharmaceutical Ingredients. Taj Pharmaceuticals Limited has world-class manufacturing facilities in seven countries namely China, Ireland, India, Malaysia, Nigeria, USA and Vietnam. Its overseas facilities are designed to cater to the requirements of the local regulatory bodies of that country while the Indian facilities meet the requirements of all International Regulatory Agencies. Some of the agencies such as MCA-UK, MCC-Sout Africa, FDA-USA and TGA-Australia, have audited and approved Taj Pharmaceuticals Limited's manufacturing facilities for the compliance with international. Good Manufacturing Practices and have registered its products for safety, quality and efficacy. Taj Pharmaceuticals Limited exports raw materials, intermediates, prescription drugs, OTC products and veterinary products. Taj Pharmaceuticals Limited also offers technology for products and processes. Technical know-how/fees received during the year 2004-05 amounted to Rs.415 million. Taj Pharmaceuticals Limited's manufacturing facilities have been approved by the following regulatory authorities:

Taj Pharmaceuticals proposition. Care is taken to ensure a high level of quality in our products and services.



Note: This site contains medical information that is intended for doctors or medical practitioner only and is not meant to substitute for the advice provided by a medical professional. Always consult a physician if you have health concerns. Use and access of this site is subject to the terms and conditions as set out in our Privacy Policy and Terms of Use. © Copyright 2011 Taj Pharma Group (India). All rights reserved.








Taj Pharmaceutical's pioneering approach to healthcare innovation enables us to deliver significant benefits to patients as well as to healthcare providers and systems. In our vision of the future, therapies will be available for many of today's untreatable diseases, it will be possible to optimize drug efficacy and safety, and effective strategies will be in place for preventing disease. Early diagnosis and improved new treatments will significantly reduce the need for expensive surgical operations and long hospital stays.

While this vision is an aspiration for the future, Taj Pharmaceuticals has begun pioneering the path, with a wide range of products and services available to:

- determine disease predisposition
- provide health information that can be acted upon to prevent or delay the onset of illness
- diagnose disease
- treat numerous diseases and conditions
- monitor the progress of therapy

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 <h3>Allopathic</h3> <p>Generally, allopathic medicine refers to the broad category of medical practice that is sometimes called Western medicine. <a href="#">More..</a></p>	 <h3>Injections</h3> <p>Injection (medicine), it is a method of putting liquid into the body with a syringe and a hollow needle that punctures the skin. <a href="#">More..</a></p>
 <h3>HIV</h3> <p>Human immunodeficiency virus (HIV) is a lentivirus (a member of the retrovirus family) that causes acquired immunodeficiency syndrome (AIDS). <a href="#">More..</a></p>	 <h3>OTC (Over The Counter)</h3> <p>With all the choices of over-the-counter (OTC) products available in the marketplace it is increasingly difficult to select the proper product(s) for you and your family. <a href="#">More..</a></p>
 <h3>Ayurvedic-&amp;Herbals</h3> <p>Ayurveda describes massage as one of the best way to remain healthy. Apart from daily massage, it prescribes many other massages to heal and rejuvenate the body. <a href="#">More..</a></p>	 <h3>Generic Medicines</h3> <p>A generic drug (generic drugs, short: generics) is a drug which is produced and distributed without patent protection. The generic drug may still have a patent on the formulation but not on the active ingredient. <a href="#">More..</a></p>



## Regulatory Compliance



Food and Drug Administration (FDA), USA

Medicines and Healthcare products Regulatory Agency (MHRA), UK

Therapeutic Goods Administration (TGA), Australia

Medicines Control Council (MCC), South Africa

National Institute of Pharmacy (NIP), Hungary

Pharmaceutical Inspection Convention (PIC), Germany

World Health Organization (WHO)

Department of Health, Canada

State Institute for the Control of Drugs, Slovak Republic

ANVISA, Brazil

Taj Pharmaceuticals Limited is a company selling research medicines herb worldwide. The combination of the GMP certified to manufacture Indian herbal medicine and GMP certified to produce western medicine gives this company has the capabilities and has further strengthened the Golden Pharma Pvt. Ltd. Company's resources, and has given the company the ability to offer the quality products and create innovative solutions for new products development.

Manufacturing Capacities ::	Formulation Qty. in Million
Tablets	2887
Gard Gelatin Capsules	260
Soft Gelatin Capsules	435
Ampoules	42
Vials (Insulin)	08
Drysterilf Injectables (Freeze Dried)	0.1







# TAJ PHARMA GROUP BRANDS

**ALZOCUM<sup>®</sup>**  
Alprazolam 0.25 /1 mg

FOR EXPORT ONLY  
**PHEDRAX<sup>™</sup>**  
(Ephedrine Hydrochloride)  
15mg, 30mg & 60mg Tablets

**Altrol<sup>™</sup>** 1 mg  
anastrozole

**Fenacor<sup>™</sup>** 160mg  
fenofibrate tablets & 200mg

Exports Only (ADHD)  
**ADDROL<sup>™</sup> ER**  
methylphenidate HCl  
Extended-Release Tablets  
Each extended-release tablet for once-a-day oral administration contains 18, 27, 36, or 54 mg of methylphenidate HCl USP

Tablets  
**LIBTRAX<sup>™</sup>**  
chloridiazepoxide +  
clidinium bromide  
5/2.5mg

5 mg - 10 mg  
**Coversec<sup>™</sup>**  
Perindopril Tablets

For chronic heart failure (CHF)  
**ADROL<sup>™</sup>**  
Bisoprolol Fumarate

**MEROKEM<sup>™</sup> I.V**  
1000mg  
Meropenem Injection

HIV Infection  
**INTRAVIR<sup>™</sup>**  
(Etravirine) 100mg  
Tablets

NEW  
**Benacof<sup>®</sup>**  
ADVANCE FORMULA  
Dextromethorphan 7.5 mg,  
Pseudoephedrine 15 mg/5 mL

LORAVAN is used to treat anxiety disorders.  
**LORAVAN<sup>™</sup>**  
Lorazepam 2 mg

Gastro-resistant  
**PRILOSID<sup>™</sup>**  
Omeprazole Capsules

NRX Only  
**METERRA<sup>™</sup>**  
(Isidexamfetamine  
dimesylate) Capsule

For IV Infusion/IM Use  
**LITOCIN<sup>™</sup>**  
(oxytocin) Injection, USP

**Wallbrurate<sup>®</sup>** 333MG  
145MG CR  
SODIUM VALPROATE & VALPROIC ACID TABLETS

**FETRASIL<sup>™</sup>**  
(Sibutramine Hydrochloride Monohydrate)

HGH/IGF1 Amino Acid Sequence HGH  
**Humogen<sup>®</sup>**  
[somatropin (rDNA origin) for injection]  
Human Growth Hormone  
Available as: 4 I.U./116 I.U.

**ACOMSLIA<sup>™</sup>**  
20 mg Tablets  
rimonabant

Once Daily  
**ALTRAM<sup>™</sup>**  
Tramadol Hcl Tablets

**BENACOLD<sup>™</sup> -DX**  
Dextromethorphan Hydrobromide 10 mg Chlorpheniramine Maleate 2mg,  
Menthyl 1mg, / Phenylpropanolamine Hydrochloride 12.5 mg.

**Sylenol<sup>™</sup>**  
[acetaminophen] Tablets/Syrup

1 DEZROL LA 24 HOURS  
**Dezrol<sup>™</sup> LA**  
tolterodine tartrate  
extended release capsules

**Metherlin<sup>®</sup>**  
(methylergonovine  
maleate) Tablets, USP  
0.2 mg

**Azeed<sup>®</sup>**  
Azithromycin USP Tabs./Syrup

**TEFAQUINE<sup>™</sup>**  
Quinine Sulphate 300 mg tablets

**ASCARDILL<sup>™</sup>**  
Aspirin 75mg/150mg + Glycine 37.5/75mg

A promising molecule for treating  
Anastrozole 1 mg tablets  
**Itrol<sup>™</sup>** 1 mg  
anastrozole

FAST SOOTHING  
**PRILOSID<sup>™</sup>**  
Omeprazole Capsules IP

Amylase 62.5 mg+ Pepsin 20 mg/10 ml  
**DIZICUM<sup>™</sup>**  
LIQUID

During Allergic & Dry Cough  
**COCOREX<sup>®</sup>**  
CPM + Codeine

NEW  
**Ascodyl<sup>®</sup>** 100 ml.

Perfumed  
Fungicidal, Bactericidal & Trichomonacidal  
**GYNASAFE<sup>™</sup>**  
Vaginal Suppositories  
Clindamycin 100 mg & Clotrimazole 100 mg Soft Gel Capsules

During Cold & Cough  
**Benacof<sup>®</sup>**  
Diphenhydramine +  
Ammonium Chloride + Citrate

Rx  
**Artemotial<sup>™</sup>**  
α-β Arteether 150 mg & Arachis Oil Inj.

Cefixime USP as Trihydrate 50 mg  
**TROXIM-O<sup>™</sup>**  
DRY SYRUP

Cefixime Dispersible Tablets  
**TROXIM<sup>™</sup>** 100 DT  
200DT

**Fruitomin<sup>™</sup>**  
GROWTH PROMOTING FORMULA

Rx  
**LIPIROL<sup>®</sup>**  
Atorvastatin Calcium 10 mg / 20 mg tablets

**DIABANERVE<sup>™</sup>**  
Mecobalamin, Alpha Lipoic Acid with Vitamins Capsules

**MEXOQUINE<sup>™</sup>**  
Mefloquine HCL 250 mg tablet



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**Alfuzin**  
alfuzosin Hcl 10 mg  
Extended Release Tablets

**DECA-DURALIN**<sup>TM</sup>  
Nandrolone decanoate 25MG / 50MG

**AMLACE**<sup>TM</sup> 5 mg  
Amlodipine Tablets

**CETRILIN-A**<sup>TM</sup>  
Cetirizine Dihydrochloride + Pseudoephedrine  
+ Ambroxol Tablets

**CETRILIN**<sup>TM</sup>  
Cetirizine Dihydrochloride Tablets

**BLOOD DONER**<sup>TM</sup> Capsule  
Carbonyl Iron, Vitamin B12, Folic Acid,  
Zinc Sulphate, Monohydrate

Levonorgestrel Tablet  
Emergency Contraceptive Pill  
**G-pill**<sup>TM</sup>  
1 Tablet

**MEROKEM**<sup>TM</sup> i.v.  
1000mg  
Against gram (+ve) & Gram (-ve), Aerobic and Anaerobic Pathogenic Bacteria

**FETRASIL**<sup>TM</sup>  
(Sibutramine Hydrochloride Monohydrate)

**MIFEBORT**<sup>TM</sup>  
Mifepristone 200 mg Tablets

Methyl Prednisolone Sodium Succinate 1 gm  
**SU-Medrol**  
Injection  
Success On Crucial Time



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# TAJ PHARMA GROUP

## Taj Pharmaceuticals Limited

- ⚙ Taj Agro Products
- ⚙ Taj Housing
- ⚙ Taj Industries
- ⚙ Taj Hospitals
- ⚙ Taj Active Ingredients
- ⚙ Taj Lifesciences
- ⚙ Taj Drugs
- ⚙ Taj Exports

Working For Healthier World™ INDIA

\*\*\* Taj Group is spreading its footprint globally through excellence and innovation in different industrial sectors.

Taj group is focused on a clutch of priority countries, which are expected to be of strategic importance in the years ahead. The regions are Middle East, Sri Lanka, UK, China, the Netherlands, Germany, South Africa, members of the Gulf Cooperation Council, Brazil, Vietnam, Thailand and Taiwan.



Taj Pharmaceuticals Limited is committed to earning the trust of doctors, patients and customers every day. Our colleagues worldwide believe that trust is not easily granted, and that is the reason we focus each day on becoming a champion for our stakeholders.

During the past ten years, Taj Pharmaceuticals Group has been building a new kind of health care company. Throughout Taj Pharma Group (India), there's a desire to build long-term relationships with our stakeholders based on mutual confidence. This is evident in many ways. Our scientists are earning trust through the discovery and development of innovative, science-based medicines and services that improve the health and well-being of people around the world. Our sales professionals, marketing teams, colleagues working at our plants and others throughout the organization at all levels of responsibility take each day as a fresh opportunity to earn trust.

All of this takes hard work, sharp execution, integrity and transparency on the part of Taj Pharmaceuticals Group colleagues. Our global team is working to sustain and expand innovative new treatments. We're determined to do our part to increase access to better health care for all people. And, we are focused on becoming the best in three key strategic areas: people, products and processes.

We're beginning to see the results of our efforts, but believe the best is yet to come. The test of being a true champion is to never give up and to passionately strive for even better outcomes. From our perspective as a health care company, that means helping people around the world live better and live longer.



## GROUP OF COMPANIES



### Taj Group of Companies already working in different sector:-

Taj Pharmaceuticals Ltd.

Taj Agro International.

Taj Life Sciences Pvt Ltd.

Taj housing Architect Ltd.

Taj Films (P) Ltd.

All individuals who are successful in gaining an offer of employment or students selected for internship or training with Taj Group of Companies, whether directly or indirectly, are always required to go through a formal selection process.

It has been observed that such fraudulent communications originate from fictitious and misleading e-mail addresses that the use of English is poor and that, at some stage, payment is requested. We recommend that you do not respond to such unsolicited propositions and/or offers from people with whom you are unfamiliar. Do not make any sort of payment. If you do receive such proposals, we advise you to contact the local police and provide them with any and all information that you may have from the senders, such as email addresses, phone/fax details, etc.

Taj Pharmaceuticals Ltd.

Mumbai

INDIA





## AFRICA



### West Africa: A future of shared roles in pharmaceutical development

West Africa is a region with about 250 million people, comprising of Nigeria, Ghana, Cote D Voire, Togo, Niger among others. The sub-region is almost a third of the whole of Africa. The West Africa Pharmaceutical Industry consists of Manufacturers and Importers of pharmaceutical. Imports of pharmaceutical finished products accounts for over 60% of the pharmaceutical industry.

There is a strong presence of pharmaceutical manufacturers in the sub-region, there are currently over 200 active manufacturers of pharmaceutical in West Africa. According to IMS forecast, Nigeria's Pharma business is worth about \$2.5 billion serving 150 million Nigerians. The pharmaceutical market in West Africa has been growing at between 5% - 7% annually. The market is expected to rise steadily in the next few years.

#### Highlights:

1. Global Pharma Market Scenario
2. Challenges and Opportunities of West African Pharma Industry
3. Strategic Alliances and M & A in the Pharma Industry
4. Distribution / Logistics in the pharmaceutical industry
5. Active raw ingredients for pharmaceutical production
6. Pharmaceuticals for special diseases







## ASIA PACIFIC



→ The **pharmaceutical industry** has emerged as a major sector of the world economy only during the second half of the 20th Century. Today, it is a 350 billion dollar industry spread across mainly in three continents namely North America, Europe and parts of Asia. Almost 47 percent of the world pharmaceutical market is controlled by North America, followed by Europe with a market share of 24 percent. Japan alone has a market share of 16 percent in Asia. Rest of the pharmaceutical market is in South East Asia, Latin America, Africa and Australia. Growth of pharmaceutical industry has taken place in South East Asia only during the last 15 years. India, China and South Korea have now been recognised as the leading players in South East Asian region producing and exporting a large number of bulk drugs and some quantum of dosage forms to the developed world. India emerged as key supplier of several bulk drugs to the US and European markets during the second half of eighties.

→ Asian Journal of Pharmaceutics (AJP) is peer-reviewed, quarterly, open access journal published under the auspices of TIFAC-CORE in Green Pharmacy and B R Nahata College of Pharmacy, India.

→ AJP publishes reviews (comprehensive and short), original research papers and technical notes on the topics of pharmaceutics, biopharmaceutics, industrial pharmacy, pharmacy practice, clinical and hospital pharmacy. There is no fee for submission, processing, or publication of manuscripts.

**Bibliographic listings:**

→ The journal is indexed with Caspur, DOAJ, EBSCO Publishing's Electronic Databases, Excerpta Medica / EMBASE, Expanded Academic ASAP, Genamics JournalSeek, Google Scholar, Health & Wellness Research Center, Health Reference Center Academic, Hinari, Index Copernicus, OpenJGate, SCOLOAR, SIIC databases, Ulrich's International Periodical Directory





## EUROPE



The Outlook for Pharmaceutical Markets in Northern Europe is a unique collection of management reports from Espicom Business Intelligence. Each report provides individual and highly-detailed analysis of each market, looking at the key regulatory, political, economic and corporate developments in the wider context of market structure, service and access. The reports are available individually, or as a discounted collection.

Highlights from the region:

**DENMARK** Due to the presence of Novo Nordisk, Denmark is a major global supplier of insulin in retail form. This has resulted in a long standing balance of trade surplus. Imports and exports have experienced double-digit growth since 2000. The balance of trade surplus was in excess of US\$3.3 billion in 2004. Parallel imported products constitute 10.2% of pharmaceuticals consumed in the primary sector, with a third of respiratory drugs being parallel imported.

Although companies are free to set their own prices, products will only be reimbursed at the level of the lowest generic drug in each class unless it can be shown that there is a distinct therapeutic benefit. The government hopes that this will limit the number of 'me-too' products that would previously have been reimbursed.

**SWEDEN** The Swedish pharmaceutical market represents approximately 14.1% of total healthcare expenditure and 1.2% of GDP. The market is expected to increase at a rate of 4.6% per year at current dollar prices over the next few years, to be worth in excess of US\$5.4 billion by 2011.

As is common with other western European countries, Sweden has an advanced healthcare system which is partially privately funded. As a percentage of GDP, health expenditure is above the European average.

**NORWAY** Although Norway is not part of the European Union, the process for pharmaceutical registration has been aligned to EU regulations. The relative ease of entry to the Norwegian market has enabled foreign companies to set up manufacturing plants, especially since the increased transparency in the pharmaceutical pricing structure.

Since generic substitution was established in 2001, generic drugs have been able to gain an increasing share of the market, in terms of value and volume. In 2005, generics had 30.5% of sales and 54.2% of the market by volume.

**LITHUANIA** Around 80% of the Lithuanian pharmaceutical market is supplied by imports. In 2004, Germany, Latvia and Belgium were the leading suppliers, accounting for almost 50% of imports. The value of imports has increased every year since 1999





## MIDDLE EAST



The pharmaceutical and biotechnology markets of the Middle East countries that are currently valued at more than \$12 billion are forecasted to boom in the near future, reported Pharma Times.

### Suppliers to this Sector

- ➔ Bürkert Fluid Control Systems  
From the control room to the downstream processing ...
- ➔ Almac
- ➔ STARLIMS solutions for the pharmaceutical and life ...
- ➔ Parenteral Drug Association  
The Parenteral Drug Association (PDA) is the lead ...

### Suppliers Free White Papers

- ➔ QCM-D Study of Molecular Conformational Effects on Protein - DNA Interactions  
dbbc82e9-09dd-4870-b123-77fa280e034fQCM-D Study of Molecular Conformational Effects on Protein - DNA Interactions  
Q-Sense Quartz Crystal Microbalance with Dissipati ...

According to PharmaTimes, the introduction of mass health insurance, liberalization initiatives and the Middle East governments's desire to become self-sufficient in pharmaceuticals production may herald a prospective future for the global drug makers. Increased access to generics and innovative new medicines due to spread of health insurance and rise in chronic diseases are also believed to create wide opportunities of growth in the middle east pharma market.

The Middle East pharmaceutical market is expected to grow around 10%-15% annually compared to less than 5% a year growth predicted in the mature markets of the US and Europe. Initiatives like offering free zones to overseas firms, including 100% ownership and tax benefits, to set up within developments such as Saudi Arabia's \$534 million King Fahd Medical City in Riyadh and the Dubai Biotechnology and Research Park, are expected to fuel rapid growth in the region's overall market for biotechnology products.





## THAILAND

The **Thailand Pharmaceuticals and Healthcare Report** has been researched at source and features the latest available data and forecasts to end-2013 covering drugs and healthcare expenditure, the prescription, OTC and generics markets, and foreign trade; company rankings and competitive landscapes including multinational and national drugs companies; and analysis of latest industry news, trends and regulatory developments.

Business Monitor International's **Thailand Pharmaceuticals and Healthcare Report** provides industry professionals, market investors and corporate and financial services analysts with independent forecasts and competitive intelligence on the Thai pharmaceutical and healthcare industry.

### Key Benefits of Report

- **Benchmark BMI's Independent 5-year Pharmaceutical and Healthcare Industry Forecasts on Thailand** to test other views – a key input for successful budgeting and strategic business planning in the Thai pharmaceutical and healthcare market.
- **Target Business Opportunities & Risks in the Thai Pharmaceutical and Healthcare Sector** through our reviews of latest industry trends, regulatory changes and major deals, projects and investments in Thailand.
- **Exploit The Latest Competitive Thai Pharmaceutical and Healthcare Intelligence & company SWOTS** on your competitors and peers through company rankings by sales, market share and ownership structure – includes multi-national and national companies in Thailand.

### Coverage

#### Executive Summary & Industry SWOT

An at-a-glance perspective on latest regulatory developments, key forecast indicators and major corporate developments, covering the prescription, OTC and generics markets. The SWOT outlines strategic factors which affect BMI's forecast analysis, and taken together with BMI's Economic and Business Environment SWOTS, give a complete overview of market climate.

#### Market Summary

Outline of market characteristics, growth factors, leading therapeutic segments and a competitiveness of the market.

#### Regulatory Regime

Guide to and analysis of country intellectual property developments and pricing & reimbursement issues, which constitute the regulatory make-up of the market.

#### Industry Developments

Focus on government healthcare reforms, epidemiological trends, company M&As, product launches, market entries, FDI activity, R&D and patent legislation.



## BANGLADESH



➡ This in-depth pharmaceutical market report is ideal for executives wanting to understand the key drivers in pharmaceutical markets and have access to a wealth of statistical data. Each report opens with an outlook section that provides analysis of the market, 5-year market forecasts, national data projections, market outlook and key developments such as regulation, pricing/reimbursement, intellectual property, health facilities and government policy. The report also provides extensive background information, population trends, health status, health expenditure, organisation & administration, hospital services, medical personnel, healthcare development, market access information, trade data for raw materials and finished products and essential industry contacts. Included with the report are 3 free quarterly updated outlook reports, enabling you to keep up to date with market developments for a year.

### Executive Summary

➡ Bangladesh is one of the ten most populous countries in the world. It is also one of the poorest. Access to even the most basic of healthcare provision remains sub-standard, despite the ongoing efforts of the government, aided by considerable international assistance. Adequate secondary or tertiary care is beyond the reach of all but a very few people. Government hospitals are often little more than clinics, and suffer from severe shortages of trained staff. There is a growing private hospital sector, largely based in Dhaka, which caters for the well-off. It is in the private sector where the most advanced services are located, and where almost all pharmaceutical demand is found.



Given the country's lack of spending power, the pharmaceutical market, at US\$ 682 million, remains tiny in comparison with the size of the population. Pharmaceutical spending is amongst the lowest in the world in per capita terms. Steadily improving economic performance, combined with a general determination to boost the quality of healthcare, should lead to modest, if unspectacular, market growth. An increase in investment in Bangladesh by multinational pharmaceutical manufacturers is also anticipated to stimulate the sector. The revised National Drug Policy was introduced in 2005 with the hope of attracting foreign multinational investment and revitalising the health sector in the long term. In addition the emergence of Beximco, the leading domestic manufacturer, offers encouraging signs for the future, although the company did experience a marginal decline in turnover in 2007. The market is dominated by cheap, locally produced generic drugs used for the treatment or prevention of basic illnesses and conditio







NORTH AMERICA



### Nearly 1,000 Medicines in Development For Diseases Primarily Affecting Women

A new report reveals that America's pharmaceutical research and biotechnology companies are testing nearly 1,000 new medicines for diseases that disproportionately affect women. These include exciting new medicines for female-specific cancers, arthritis, diabetes and autoimmune diseases, among others.

#### MEDICINES IN DEVELOPMENT



### Record Number of Medicines Being Developed to Treat Causes of Cancer

Responding to President Obama's call for "a cure for cancer in our time," PhRMA delivered a new report showing America's pharmaceutical research and biotechnology companies are testing a record 861 new cancer medicines and vaccines.

#### KNOW THE FACTS



### Prescription Medicines Account for Only One-Tenth of Every Health Care Dollar

While the use of prescription medicines is growing because of the increased role medicines play in treating disease and helping patients to live longer, healthier lives, the cost of prescription medicines represents just over 10 cents of every health care dollar spent in the United States.





## Latin America/ Caribbean

▶▶ Mexico is the second largest economy, in terms of GDP and population in Latin America.

▶▶ Mexico is the Latin American giant in foreign trade, accounting for almost 40 per cent of the total trade of the region. Manufactured product

▶▶ After having gone through various crises, Mexico's economy has now stabilised and is healthy with strong fundamentals.

▶▶ Inflation and primary lending rates are in single-digit. The Government has been following fiscal discipline and has kept current account deficit below 2 per cent.

▶▶ Mexico is a member of the Organisation for Economic Cooperation and Development (OECD). That means its investment practices and business regulations are generally the same as those of the developed OECD countries.



▶▶ Mexico is an energy-surplus country; it is one of the largest producers and exporters of crude oil. Mexico produces 3.25 million bpd (barrels per day) and is among the top four oil exporters to the US. Mexico also has rich deposits of gold, silver, copper, iron and zinc.



▶▶ Manufactured products account for 89 per cent of total exports, petroleum 8 per cent and agro-products 2.4 per cent. This makes Mexico different from the rest of Latin American countries, which mainly export raw materials and commodities. Mexico exports more than one million vehicles annually. It is the main maker of television sets in North America with an annual production of 25 million units. It is a major supplier of textiles to the US.

▶▶ After Canada, Mexico was the largest trading partner of the US until China replaced it in 2006. US accounts for 91 per cent of Mexico's exports and 62 per cent of its imports.

▶▶ Mexico is a member of NAFTA , which includes USA and Canada.

▶▶ 30% of GDP of Mexico is dependent on USA through exports and remittances. There are 12 million Mexicans in USA sending back 23 billion dollars a year.

▶▶ Mexico has signed the maximum number of free trade agreements (FTAs). It has FTAs with 33 countries and has preferential market access to 850 million consumers, including European Union, Latin American countries, Israel, Korea and Japan.

▶▶ There are a number of assembly units, called as maquiladoras, in the border with USA. Taking advantage of the NAFTA, these units assemble products for exports to USA





## RUSSIA

### Russian pharmaceutical market – overview

▶ Last year, the Russian pharmaceutical market expanded at an unprecedentedly high rate of 35%, much higher than the US, West European and Central and East European pharma markets. This growth was chiefly boosted through the Beneficiary Drug Provision Programme, launched last year. Also important was the fast development of pharmacy chains and the continued high rate of medicine counterfeiting.

▶ Overall market performance In 2005 the Russian pharmaceuticals market was worth approx. \$9bn in consumer prices and \$7.2bn in wholesaler prices, according to the DSM Group, a company monitoring the Russian pharma market. The market recorded high 35% year-on-year growth in consumer prices, representing a staggering jump in comparison with the neighbouring Poland whose pharma market expanded by a little over 7% last year.

▶ At the end of Q1 2006, the Russian pharma market reached \$1.48bn, up 18% year-on-year. According to DSM forecasts, the Russian pharma market may be worth \$10bn by the end of this year, growing by 10% in comparison with 2005.

▶ According to Aidar Ishmukhametov, the chairman of the board of directors of Remedium, a group of firms analysing the Russian pharma market, post-Soviet markets can be characterised by low medicinal costs, low packaging costs, rapidly developing pharmaceutical chains and a large assortment of medicines still well-known from the Soviet period. According to Remedium, the Russian pharma market expanded by 43% to \$6.5bn in 2005.

▶ However, one of the most serious problems in Russia is the continued counterfeiting of medicines, mostly antibiotics, which are being sold also through private pharmacies. Sales of false medicines remain high. Although, it is said that there are less counterfeit preparations on the market, i.e. around 20% less last year than in 2004, their value in 2005 was estimated at \$300m.

### Market growth drivers

▶ One of the most important factors driving Russian drug market growth has been the governmental Beneficiary Drug Provision Programme (DLO), introduced last year in compensation for the cancellation of certain social welfare benefits. Under the programme, over 14m Russians (mostly retirees) are provided with medicines subsidised by the federal budget. Last year, sales of pharmaceuticals available under the DLO contributed as much as 20% of the abovementioned total market growth of 35%. According to the Russian Ministry of Health and Social Development, last year the DLO segment's value amounted to approx. \$1.37bn in consumer prices and \$1.27bn in wholesale prices, equalling approx. 15% of market value. In total, 154m beneficiary prescriptions were written in 2005.

▶ It is worth noting that the average price per pack of DLO drugs was over six times higher than the average price of a drug unit sold in the retail segment, according to the DSM Group (\$6.3 vs. \$1). This has made the programme drugs very attractive to companies on the Russian pharma market, despite delays in payment from the State and the fact that the State pays for them at below their commercial value. According to the DSM Group, all pharma distributors participating in the DLO significantly increased sales. There were over 90 companies entitled to dispense medicines under the DLO.



## NEW ZEALAND



### New Zealand Pharmaceuticals

New Zealand Pharmaceuticals (NZN) is leading the way for the biotechnology industry development in New Zealand. It manufactures and exports pharmaceutical intermediates and diagnostics products for the world's leading pharmaceuticals and biotechnology companies. It also produces a range of dietary supplements.

#### Pharmaceutical Intermediates and Ingredients

NZN produces a range of bulk pharmaceutical intermediates and pharmaceutical ingredients for supply to pharmaceutical and biotechnology companies worldwide.

#### Microbiological Media and Fermentation Ingredients

NZN manufactures several refined bile products that are used as selective inhibitory agents in bacteriological media. These include the sodium salts of bile acids, which are supplied to biotech and media companies worldwide. Peptones manufactured from New Zealand origin raw materials are also available.

#### Dietary Supplements

NZN manufactures a range of dietary supplement ingredients under GMP conditions.

#### Feed Ingredients

NZN cosmetic ingredients are supplied in bulk to cosmetic companies and include antioxidants, anti-aging, moisture retention and skin whitening products.







## The Taj Pharmaceutical Industry



The British Pharmaceutical Industry Since 1851 T.A.B. Corley Centre for International Business History, University of Reading

**Britain's Pharmaceutical Industry**, like its petroleum industry, is one which possesses a national comparative advantage both technologically and in the balance of overseas trade; yet it is not easy to delineate. Until quite recently, some member companies also made ranges of different products such as foodstuffs, household goods and heavy chemicals. Moreover, many producers in the UK are subsidiaries of overseas pharmaceutical corporations. Even so, the companies involved do form a recognisable industry, competing among themselves in the field of high-technology health care.

The outlines of such an industry began to emerge in the 1930s but became far more distinct after 1948 when the **National Health Service (NHS)** was set up. Official policies of actively encouraging the technological leaders – foreign as well as British – at the expense of the less adventurous followers, through its pricing and clinical testing rules for prescription drugs, allowed these comparative advantages to be built up. Vigorous competition flourishes also in marketing and in distribution to retail chemists and to other outlets for both ethical drugs and 'over the counter' remedies.

This article outlines some of the principal changes that have taken place from 1851 onwards in the systems of manufacture and distribution of these medicines. It also addresses the question of how and why the transformation occurred from low- to high-technology production, from small to large scale, and from dependence on imports of advanced drugs to a high degree of self-sufficiency at home.



### Lancaster's Summary

Pharma Mix combines pharmaceutical experience with cutting edge new media technology to produce creative, cost-effective solutions for pharmaceutical brands.

- ▶▶ Online advisory boards to shape strategy
- ▶▶ Interactive and "sticky" patient and healthcare professional websites
- ▶▶ Meeting organisation using online technologies delivering professional events
- ▶▶ International webconferencing for medical events
- ▶▶ Market Access tools for European market entry

Cost effectiveness combines with professionalism, delivery and creativity to ensure that Pharma Mix projects always make you smile.

We are an independent, full service medical communications agency that strives to amaze clients whether within the pharmaceutical industry, professional bodies or clinical institutions.

- ▶▶ We specialise in developing integrated communications programmes designed to support your branded products and professional service programmes
- ▶▶ We target, communicate with and influence your key customer groups, both face to face and through the use of innovative new media solutions
- ▶▶ We help develop and manage your key selling messages - from creation and endorsement through to delivery





## Therapeutic Index

### Analgesic and Anti-inflammatory Products

Andrology Products

Antiallergics

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Immunosuppressants

Iron Chelator

Nasal Preparations

Nutritional Supplements

Oncocare Products

Respiratory Drugs

Smoking Cessation Therapy

Surfactant

Urological Products

**Note:** This information is intended only for residents of the **India**. Taj Pharmaceuticals Limited, medicines help to treat and prevent a range of conditions—from the most common to the most challenging—for people around the world.

### Information for Health Care Professionals

\*\*\* Please consult local Prescribing Information for any product before use. This website is an international information resource for healthcare professionals with an interest in disease management. This website is not intended to replace the advice of a qualified healthcare professional. Above brand is a trademark of



## Product Innovation



Refined fermentation process development strategies have geared up microbes as a sustained source of future drugs. Dr H Sivaramkrishna, President and Dr Girish Mahajan, Group Head, Anti-infective Screening & Prokaryote Isolation, Department of Natural Products, Taj Pharmaceuticals Limited illustrate the pre-eminence of microbes in the pharma industry focusing on three prominent areas: anti-microbial (anti-bacterial and anti-fungus), anti-cancer and anti-diabetic drugs.

Today, microbiology is a major participant in the global pharmaceutical and nutraceutical industry. The microbes keep on producing novel metabolites as they move into the diverse ecological units. From the biologically active compounds that have been obtained so far from microbes, 45 percent are produced by actinomycetes, 38 percent by fungi and 17 percent by unicellular bacteria. However, the development of resistance in microbes and tumour cells has become a major problem and requires much research effort to combat it.

Microbes have always been a better resource for getting lead molecule with novel scaffold to overcome any such limitation of existing drugs.



### Mini medicine making factories

The versatility of microbial drugs is gigantic. Secondary metabolites of microbes are exceedingly important to our health and nutrition. These metabolites have tremendous economic importance. Per se the anti-infective market amounts to almost \$62.5 billion and includes about 166 anti-biotics and derivatives such as the -lactam peptide antibiotics, the macrolide polyketide erythromycin, tetracyclines, aminoglycosides, daptomycin, and others. Additional rudimentary pharma products produced by microorganisms are anti-diabetic drugs, hypocholesterolemic agents, enzyme inhibitors, immunosuppressants, herbicides, antihelmintics, biopesticides and anti-tumour compounds, some having markets of over \$1 billion per year (Table 1). Microbial products comprising of actinomycetes, fungi and myxobacteria continued to play a highly significant role in the drug discovery and development process. The power of the microbial culture in the competitive world of commercial synthesis can be appreciated by the fact that even simple molecules (ie L-glutamic acid and L-lysine), are made by fermentation rather than by chemical synthesis. Most natural products are made by fermentation technology. Owing to technical improvements in screening programmes, and separation and isolation techniques, the number of natural compounds discovered exceeds one million by end of 2005. Of these five percent have a microbial origin. Of all the reported natural products, approximately 20-25 percent show biological activity, and of these, approximately 10 percent have been obtained from microbes. Furthermore, from these biologically active compounds, which have been obtained so far from microbes, 45 percent are produced by actinomycetes, 38 percent by fungi and 17 percent by unicellular bacteria.

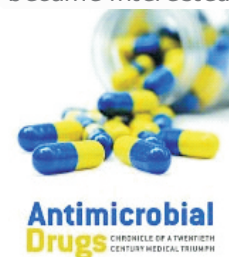




Although, microbes are remarkably superior in presenting us with an amazing array of precious drugs, wild strains usually produce them in low amount, usually few micrograms to milligrams per litre of culture broth. The fermentation microbiologist, however, desires an 'extravagant' strain, which will overproduce and excrete the desired compound that can be isolated and marketed. During the screening stage, the microbiologist searches for microbes with weak regulatory mechanisms. Once a desired strain is found, a strain improvement programme is taken up to improve yields of desired products by modification of culture conditions, mutation and other molecular biology techniques. Thousand-fold increases have been recorded for small metabolites. Such refined fermentation process development strategies geared up microbes as sustained source of future drugs. To illustrate the preeminence of microbes in pharma industry we have focused on three prominent areas anti-microbial (anti-bacterial and antifungals), anti-cancer and anti-diabetic drugs.

### Anti-microbial drugs

The eon of the drugs from microbes began in 1928, when Alexander Fleming discovered in a petri-plate seeded with a bacteria named *Staphylococcus aureus*, that a compound produced by a mould killed the bacteria. "When I woke up just after dawn on September 28, 1928, I certainly didn't plan to revolutionise all medicine by discovering the world's first antibiotic, or bacteria killer," Fleming would later say, "But I guess that was exactly what I did." Ernst Chain and Howard Florey became interested in his work, and isolated, characterised active compound from it. The mould, classified as *Penicillium notatum*, produced an active agent that was named penicillin. By history gramicidin, the first clinically tested antibiotic, was the first natural antibiotic discovered through a deliberate, systematic search for antibacterial compounds by René Dubos. This discovery helped revive the stalled interest in penicillin and launched the era of antibiotics. Later, penicillin was used as a potent antibacterial compound during World War II. Streptomycin, the first antibiotic remedy for tuberculosis, was first isolated from an actinobacterium *Streptomyces griseus* in 1943 by Albert Schatz, a graduate student, in the laboratory of Selman Abraham Waksman at Rutgers University. Chloramphenicol, a broad spectrum antibiotic was originally isolated from the soil microbe *Streptomyces venezuelae* in 1947. The tetracyclines are a large family of antibiotics produced by many species of streptomycetes, which were discovered as natural products by Benjamin Minge Duggar and first described in 1948. Tetracycline was then discovered by Lloyd Conover in the research departments of Pfizer<sup>13,14</sup>.



Many small molecule drugs were approved in the antibacterial area from the beginning of 2003 to 2008. These included daptomycin which was launched as Cubicin by Cubist Pharmaceuticals in 2003, which was produced by *Streptomyces roseosporus*. It was the first of a new class of cyclic lipopeptides. It has been approved by FDA for the treatment of infections caused by MRSA and other Gram positive pathogens<sup>15</sup>. Wyeth had their modified tetracycline derivative, tigecycline, approved as a drug designed to overcome the tetracycline resistance pump in pathogenic bacteria. Recently launched Doripenem (Doribax, Johnson & Johnson) is a distant analogue of a carbapenem called theinamycin. The latter was produced by *Streptomyces cattleya*. Ceftobiprole (BAL5788) is the first, broad-spectrum, anti-MRSA fourth generation cephalosporin antibiotic with activity against a range of difficult-to-treat gram-positive and gram-negative hospital and community-acquired pathogens including methicillin-resistant *S aureus* (MRSA) and *Pseudomonas aeruginosa*<sup>16</sup>. In 2008 Ceftobiprole was licensed from and co-developed with Basilea Pharmaceutica. Janssen-Cilag will market ceftobiprole in Switzerland under the trade name Zevtera.

Fungal infections range from superficial conditions of the skin (e.g ringworm and athlete's foot) and nails (onychomycoses) to disseminated life threatening diseases. Serious invasive fungal infections caused by *Candida* spp, *Cryptococcus neoformans*, *Aspergillus* spp, *Pneumocystis carinii* and





*Histoplasma capsulatum*, represent an increasing threat to human health. The prevalence of these systemic fungal infections has increased significantly during the past two decades. For nearly 30 years since 1955, amphotericin B, a polyene antibiotic (produced by *Streptomyces nodosus*), was the sole drug available to control serious fungal infections. To overcome its nephrotoxicity and solubility issues it has been marketed in different formulation brands such as Amphotec, Abelcet, Ambisome, fungisome, fungisome etc. Even today in the crowd of new antifungals this microbial product has unique market position. In the past decade in the antifungal area, of the five drugs approved, four were azoles and the semisynthetic echinocandin derivative, anidulofungin (microbial derived), which was approved for use in the US in early 2006. Micafungin (trade name Mycamine) is another echinocandin antifungal drug developed by Astellas Pharma and gained approval in the European Union in April, 2008. Discovery of echinocandins stemmed from studies on papulacandins isolated from a fungal strain of *Papularia sphaerosperma*.

Thus microbes have remained as consistent sources for new antimicrobial agents overcoming new snags and challenges.

### Anti-cancer drugs

The second area where microbial drugs are very successful in making their unremitting influence is as cancer chemotherapeutic agents. The discovery of actinomycin has led to venture into microbial world in the quest for anticancer compounds. Among the approved products deserving special attention are actinomycin D, anthracyclines (daunorubicin, doxorubicin, epirubicin, pirirubicin and valrubicin), bleomycin, mitosanes (mitomycin C), anthracenones (mithramycin, streptozotocin and pentostatin), enediynes (calcheamycin), taxol and epothilones. Actinomycin A, was the first antibiotic isolated from actinomycetes, *Actinomyces antibioticus* (now *Streptomyces antibioticus*) by Waksman and Woodruff. Despite the toxicity, however, it has served well against Wilms tumour in children. The anthracyclines are some of the most effective antitumour compounds developed, and are effective against more types of cancer than any other class of chemotherapy agents. They are used to treat a wide range of cancers, including leukaemia, lymphomas, and breast, uterine, ovarian and lung cancers. Their main adverse effects are heart damage (cardiotoxicity), which considerably limits their usefulness, and vomiting.



The first anthracycline discovered was daunorubicin (daunomycin) in 1966, which is produced naturally by *Streptomyces peucetius*. Doxorubicin (adriamycin) was developed in 1967. Another anthracycline, epirubicin approved by the FDA in 1999, is favoured over doxorubicin in some chemotherapy regimens as it appears to cause fewer side effects. Epirubicin is primarily used against breast and ovarian cancer, gastric cancer, lung cancer and lymphomas. Valrubicin is a semisynthetic analog of doxorubicin approved as a chemotherapeutic drug in 1999 and is used to treat bladder cancer. Bleomycin is a non-ribosomal glycopeptide microbial metabolite produced as a family of structurally related compounds by the bacterium *Streptomyces verticillus*. It was first reported by Umezawa et al<sup>19</sup> in 1966, and FDA approved it in 1973. Mitosanes are composed of several mitomycins that are formed during the fermentation of *Streptomyces caespitosus*. Although the mitosanes are excellent antitumour agents, they have limited utility owing to their toxicity. Mitomycin C was approved by the FDA in 1974, showing activity against several types of cancer (lung, breast, bladder, anal, colorectal, head and neck), including melanomas and gastric or pancreatic neoplasms<sup>20</sup>. Mithramycin (plicamycin) is an antitumour cum antibacterial aromatic polyketide produced by *Streptomyces argillaceus*. It is one of the classical chemotherapy drugs used in the treatment of testicular cancer, disseminated neoplasms and hypocalcaemia. Streptozotocin, a glucosamine-nitroso-urea, is a microbial metabolite with antitumour properties. It is produced by *Streptomyces achromogenes*. It is toxic to cells by causing damage to DNA, although other





mechanisms may also contribute. The compound is selectively toxic to the  $\beta$ -cells of the pancreatic islets. In 1982, FDA granted approval for streptozotocin as a treatment for pancreatic islet cell cancer.

Pentostatin (deoxycoformycin), a purine analogue is an anticancer drug produced by *S. antibioticus*. It interferes with the cell's ability to process DNA.

The FDA granted approval for pentostatin in 1993. Calicheamicins are highly potent antitumour microbial metabolites of the enediyne family produced by *Micromonospora echinospora*. Their antitumour activity is apparently due to the cleavage of double-stranded DNA. They are highly toxic, but it was possible to introduce one such compound into the clinic by attaching it to an antibody that delivered it to certain cancer types selectively. This ingenious idea of the Wyeth Laboratories avoided the side effects of calicheamicin. It was approved by the FDA for use in patients over the age of 60 years with relapsed AML who are not considered candidates for standard chemotherapy.

Taxol (paclitaxel) is reported to be produced by the endophytic fungi *Taxomyces andreanae* and *Nodulisporium sylviforme*. This compound inhibits rapidly dividing mammalian cancer cells by promoting tubulin polymerisation and interfering with normal microtubule breakdown during cell division. In 1992, taxol was approved for refractory ovarian cancer, and today it is used against breast and advanced forms of Kaposi's sarcoma. Taxol sales amounted to \$1.6 billion in 2006 for Bristol Myers-Squibb, representing 10 percent of the company's pharma sales and its third largest selling product. The epothilones are macrolides originally isolated from a myxobacterium, *Sorangium cellulosum*. This microbial product fuelled the hunt for novel class of microbes for drugs discovery. They have mode of action similar to taxol. Moreover, they are generally five to 25 times more potent than taxol in inhibiting cell growth in cultures. Five analogs are now undergoing investigation as candidate anticancer drugs, and their preclinical studies have indicated a broad spectrum of antitumour activity, including taxol-resistant tumour cells. One epothilone, ixabepilone, was approved in October 2007 by the FDA for use in the treatment of aggressive metastatic or locally advanced breast cancer no longer responding to currently available chemotherapies. The discovery of Salinosporamide A (NPI-0052) showed that the best has yet to come in cancer area. It is a novel anticancer compound from marine actinomycetes, *Salinispora tropica*. Salinosporamide A is a potent proteasome inhibitor used as an anticancer agent and it had recently entered phase I human clinical trials for the treatment of multiple myeloma only three years after its discovery.

### Anti-diabetic drugs

Actinomycetes are reported to produce potent anti-diabetic molecules, which target various glucosidase enzymes. Acarbose (produced by *Actinoplanes* strain SE 50) is an oral alpha-glucosidase and alpha-amylase inhibitor that was first launched by Bayer in Switzerland in 1989 for the oral treatment of type II diabetes mellitus. It is currently marketed in various countries worldwide, including the US, the UK, Canada, France, Germany, Italy and Japan. After intensive clinical development, acarbose (brand name Glucobay) was introduced into the market in Germany in 1990 for the treatment of diabetes and has since been successfully marketed in Europe and Latin America. In 1996, acarbose was introduced in the US under the brand name Precose.

Voglibose is an alpha-glucosidase inhibitor used for lowering post-prandial blood glucose levels in people with diabetes mellitus. It is produced and marketed in India by trade name Volix (Ranbaxy Labs) and Vocarb (Glenmark). It is produced by the actinomycete species, *Streptomyces hygrosopicus* subspecies *limoneus*.







isolated from the fermentation broth of *Streptomyces hygroscopicus* subspecies *limoneus*. It has more potent  $\alpha$ -glucosidase inhibitory activity against porcine intestinal sucrase, maltase and isomaltase than valienamine, validamine and hydroxyvalidamine which were reported as building blocks of validamycins and microbial oligosaccharide  $\alpha$ -glucosidase inhibitors. It is under preclinical development at Sikaqaku, Tokyo, Japan.

Tendamistat (produced by *Streptomyces tendae* 4158 and *Streptomyces lividans*) is an extracellular polypeptide containing 74 amino acids, shows significant biological activity as an  $\alpha$ -amylase inhibitor and has shown prominent application in treatment of diabetes mellitus. Due to its resistance against most hydrolytic enzymes, Tendamistat would be orally available for diabetes mellitus treatment. However, its immunogeneity could prevent its further development. It is still under development at sanofi-aventis, Paris. Nojirimycin (produced by several strains of *Bacillus*, *Streptomyces*), a potent inhibitor of both  $\alpha$ - and  $\beta$ -glucosidases of different origins, Adiposin-1 (isolated from *Streptomyces calvus*), inhibitor of human  $\alpha$ -amylase are few more examples of potential anti-diabetic compounds from microbes, with many more still at discovery stage.

In addition to being the source for such number of new molecules which are effective in different therapeutic areas, recent studies have shown that soil bacteria are so friendly to human being that, they alter the behaviour in a way similar to the effect of anti-depressants. A study published in Neuroscience in 2007, says levels of serotonin in brain were boosted by bacteria just as anti-depressants.

The representative data in three major therapeutic areas unanimously suggests that microbes form an importunate resource for discovering and developing new drugs that address the unmet medical needs of the masses. The concept has been exemplified by the recent discovery of a novel potent anti gram positive lead PM181104 by Taj Pharmaceuticals which has been isolated from an actinobacterium obtained from marine sponge<sup>34</sup>. PM181104 is under late toxicological studies at PLSL. Though one of the youngest research organisation, PLSL maintains the largest collection of diverse industrially important microbes (about 44,000 strains) and library of their extracts (about 43,000 extracts), and a state-of-the-art facility to develop drugs from microbes. Many promising leads from microbes and their semi-synthetic derivatives are in pre-clinical pipeline in anti-infective, anti-cancer, anti-diabetes and anti-inflammation area.



## Divisions



### Taj Pharma Concentrating our efforts

Taj Pharmaceuticals Ltd., is one of the fastest growing global pharmaceutical companies and the only pharmaceutical company with increased growth in both market share and sales. Taj Pharmaceuticals Ltd., offers a wide range of healthcare products through its sixteen Health care & animal care divisions.

We believe this targeted portfolio best meets the challenges and opportunities in a dynamically changing healthcare environment. The Taj Pharmaceuticals Division is a leader in the discovery, development, manufacture, and marketing of prescription medicine. Our goal is to provide a broad portfolio of innovative, effective and safe products and services to patients through healthcare professionals around India & the world.

#### TAJ PHARMACEUTICALS DIVISIONS



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## Taj, Focused on Healthcare

Health and Fitness has now become one of the major concerns. Earlier humans used to hunt for their living, due to which their body had to undergo a lot of physical exercise. This made life active and alert. Now, life has become more simple and easy. Everything we need is just a phone call away. This easy life has restricted humans to do that bit of physical exercise which is required to keep the body fit and healthy. We get instant, spicy and variety of food which lose their nutrition during the process.

How do we ensure that we have all that we need to have a healthy living? This is a big question among everyone. We need proper nutrition and a fit and healthy body. Good Health is all that one craves for. Becoming healthier and fitter though not very difficult needs dedicated efforts.



### Taj Pharma Health Kiosk

The Taj Pharmaceuticals Health Kiosk is an exciting, entertaining way to find out more about health and disease. A wealth of examples illustrate how healthy organs function and how diseases develop.

Taj Pharmaceuticals Health Kiosk explains:

- ❖ Type 2 diabetes
- ❖ Cardiovascular disease
- ❖ Osteoporosis
- ❖ Cancer
- ❖ Overweight
- ❖ HIV/AIDS
- ❖ Influenza
- ❖ Hepatitis C



The Taj Pharmaceuticals Health Kiosk will take you a journey through the human body, providing an inside look at the processes of life and offering breathtaking views of how our body works. You will see a beating heart, watch insulin being released from the pancreas, look at the chromosomes inside a cell, examine the composition of bone in the spine and see witness flu viruses invading the membranes lining the upper respiratory system.

Experience all this and start your interactive journey with the Taj Pharmaceuticals Health Kiosk.

# Healthy Dieting & Weight Loss

Natural weight loss is easy with a little help



## Fitness Tips



### Fitness Tips



Still if you are in the middle of a severe business schedule you should preserve your each day Fitness exercise tips schedule. Every day exercises are mandatory for maintain sound health and body. An anyone who is physically healthy cans effort in a refreshed method both in the home and workplace. Present are various simple movements and free hand exercises that can be trained every day in an easier and suitable method. Learn about a little each day from Fitness exercise tips.

Every day Fitness Exercise tips are helpful for the workplace goes as healthy as the persons who live in home. You preserve achieve numerous residence keeping chores like washing utensils, cooking dishes, cleaning rooms and decorating interiors. Every one these workings involve lots of exercise even as you are at home. Agriculture is also a good Fitness exercise foe citizens at home.

Even as watching televisions instead of lying back on the sofa couch sit directly or practice cycling on your still bicycle even as watching television. After lunch and dinner do not just go to the bed for sleep. Instead receive a little walk in your garden or in the nearby park. You preserve as well accept the habit of leaving for a walk or for a jog with your sweet pet in the morning.

Though you are on your workplace park your cars and vehicle at a slam space from the office and arrive at the office building by feet. Instead of using the elevator walk up the staircase. This resolve helps you to decrease calorie a lot and improve the blood circulation of the body. Although you are on the effort position you can turn your skull gradually clock wise and anti clockwise. This is a high-quality exercise for the shoulder.

You preserve also practice several free hand exercise that make easy movement of the hands, legs, knee joints, ankles and shoulders. A few free hand Fitness exercises can be trained even as you are at the workplace too. You preserve also execute Fitness exercises tips during different exercising equipments. These exercising equipments considered on higher technologies are perfect for weight losses, weight gains and protection of sound health and body.



escape to better  
health  
and longer  
life





## RESEARCH AND DEVELOPMENT



Our scientists are working hard to discover new ways of treating and preventing diseases.

Our success depends on a vibrant and productive R&D function. To this end, we have established an innovative R&D structure that encourages creativity and facilitates the accelerated discovery and development of new medicines.



External collaborations :

We also build collaborations and links with other research groups, biotechnology companies and academic institutions to help develop transformative scientific concepts.



## Vision and Strategy of R & D



At Taj Pharmaceuticals our goal is to create innovative drugs and diagnostic tools for the medicine of tomorrow. Rapid progress in the sciences is providing crucial insights into the underlying molecular mechanisms of disease, opening up new ways for prevention, diagnosis and therapy. With the expertise in Diagnostics and Pharmaceuticals, Taj Pharmaceuticals is best placed to capture the value from the Healthcare Revolution.

The future will be shaped by fundamental paradigm shifts ushering in a new era of more effective medicine. Diagnosis, prevention and treatment will be linked more closely than ever before in integrated strategies offering patients and healthcare providers highly focused, individualised care. We are confident that, with our outstanding workforce, cutting-edge science and state-of-the-art technology base, we can meet tomorrow's needs for integrated healthcare solutions.



## Areas of Research

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Global R&D activities are focused on areas of high unmet medical need. Our highly skilled people discover and develop innovative medicines addressing prevention, diagnosis and therapy to offer physicians and patients integrated healthcare solutions. With our continuous investment in R&D - in cutting-edge sciences and state-of-the-art technology - we will meet tomorrow's healthcare needs.

## Product Pipelines

Our product pipeline is a uniquely broad spectrum of innovative solutions for healthcare needs of the future. Projects address all stages of prevention, diagnosis and treatment of disease as well as well being to enhance quality of life.

## Pharmacognosy

### WHAT IS PHARMACOGNOSY?

Pharmacognosy is the study of drugs of natural origin.

The term comes from two Greek words: "pharmakon" meaning drug or medicine, and "gnosis" meaning knowledge. The American Society of Pharmacognosy defines pharmacognosy as "the study of the physical, chemical, biochemical and biological properties of drugs, drug substances or potential drugs or drug substances of natural origin as well as the search for new drugs from natural sources".

Plant preparations are said to be medicinal or herbal when they are used to promote health beyond basic nutrition.

The study of drugs from plants includes the subjects of botany, chemistry and pharmacology.

Botany includes the identification (taxonomy), genetics, and cultivation of plants.

Chemical characterization of includes the isolation, identification and quantification of constituents in plant materials.

Pharmacology is the study of the biological effects that the chemicals in medicinal plants have on cell cultures, animals and humans.

The renaissance of herbal medicine in this country creates a demand for studies in the field of pharmacognosy. From a practical perspective this includes:

- \* quality control (identity, purity, consistency)
- \* efficacy (therapeutic indications, clinical studies, pharmacological investigations)
- \* safety (adverse reactions, drug interactions, contraindications, precautions)



# Formulation Development

Industry insiders share the scoop on trends and hot topics

## Formulation Development



Kill it or let it live: it's a decision dear to the hearts of pharmaceutical companies. The earlier a compound can be killed, or proved ineffective, the better. Not an easy task with the avalanche of New Chemical Entities (NCEs) in the wake of a mapped genome and automated testing technologies. Enter formulation development, always an important step in the drug development process, now even more crucial to a compound's lifecycle.

As pharmaceutical companies continue to focus on R&D and commercialization, drug development is being farmed out to contract providers. This is nothing new; it's been happening for years, but contract providers aren't just dealing with Big Pharma anymore. Emerging biotech companies lack drug development capabilities, giving more business to a burgeoning pharma and biopharma outsourcing industry.

Having worked with pharma companies for years, the drug development contract service providers were more than ready to take on new business. By the late 1990s, these companies had become experts at small molecule formulation development. Companies that performed preformulation and regular formulation development services could tell their clients when to "kill" a compound and when to let it survive, offering key money- and time-saving decisions.



New automated technologies, as well as the biotechnology industry, have created a mountain of new drug targets waiting to be sifted through. Now, however, in addition to small molecule drug targets, formulation development is a puzzle that applies to large molecule protein and peptide drug targets. This presents a whole new set of complications never seen before.

The biggest problem facing formulation development providers is solubility. Ask anyone in the industry, and this is the first response. Each person contacted for this article mentioned it, cutting me off before I could finish my question about hot topics in formulation development. Large molecule targets are water insoluble and formulators are working hard to tackle that problem.

Ian Smart, director of operations at Taj Pharma, commented, "Solubility is obviously the hottest, the biggest trend." He added, "Biotechnology companies are usually very difficult because they tend to look at different types of molecules. They are looking at large molecules that tend to have solubility problems. If you've got solubility problems then it's difficult to get that product released. That's an area we're trying to specialize in because we've got different techniques for helping the solubility of the product."

Elsie Melsopp, Ph.D., senior scientist, formulations division at AAI International, commented, "These new large molecules are predominantly water insoluble, which is a challenge. It is difficult to do conventional preformulation studies on these molecules and develop the right formulation for the clinic. A lot of our clients come to us with these types of molecules."





with a small molecule become much more difficult with these larger molecules that, rather than being synthesized, are biological products. They are purified from some fermentation source or other biologic source. The levels and types of impurities are different, the types of characterizations are different, the analytical techniques are different and, sometimes, not directly amenable to regulations written with small molecules in mind."

Recently, the FDA placed the review of drugs that come from living organisms into the same unit that handles chemical-derived therapies. The biologics unit has lagged behind the agency's drug unit over the years. While the agency's drug unit has halved its approval time over the last couple decades, the biologics segment languished. Industry insiders are hoping this move will speed up the approval process while making the two types of review processes more consistent. Not an easy task. Making sure batches are consistent is a lot easier for small molecule drugs than it is for biologics. The biologics unit will continue to be responsible for the regulation of vaccines and blood products.

The same rules that apply to pharmaceutical and biotech companies also apply to contract service providers. In addition, however, a company such as AAI not only has to follow FDA requirements, but those of its clients as well. Service providers have to stay on top of regulatory changes, sometimes informing their clients that what may have passed as compliance a few years ago, may not work today. Regulations will eventually catch up to new technology and new molecules.

The FDA is constantly trying to keep up with innovation. New process analytical techniques are coming from the agency to establish online process analytical testing. Dr. Melsopp commented, "Some companies are doing typical in-process blend and bulk product testing, as well as on-line. In order to stay competitive, contractors and companies have to start thinking about process analytical technologies and to put them in place during manufacturing."

Another hot area of formulation development is early stage preformulation and the benefits of it. This goes back to the idea of trying to kill compounds early. Although it may take more time in the long run, doing some initial work can help the critical decision as to whether a compound goes on to the next step or not. Dr. Aggarwal said, "We've seen examples where companies haven't done enough exploration at the initial stages of different formulation options and therefore end up with something that dies later in the process."

Although the amount of preformulation done for compounds varies from project to project, factors such as time (the most valuable thing to drug companies) and money (the second most valuable thing) dictate how much initial work is done. In the best of all possible worlds, a company with ample time and money should spend both on preformulation, according to Dr. Ingallinera.





powder filling in order to make the product. You look at various methods of sterilization, and evaluate whether or not the product can withstand the heat or the radiation or other attributes of sterilization during preformulation. Considering these variables at a very early stage allows you to develop a better formulation."

Preformulation services are not the only things sponsors are looking for from contract providers. Offering a range of services, from preformulation to end product, cuts down on the number of organizations that have access to a client's intellectual property. Getting as much service as you can from one provider can also cut down on confusion. Dr. Ingallinera commented, "Our clients who are looking for formulation development are also looking for the ability to manufacture and test. They like 'one-stop-shopping'."





## Collaborations



➤ One hall-mark of research at Taj Pharmaceuticals is our longstanding and ongoing tradition of working with outside scientists. Taj Pharmaceuticals has forged alliances with some of the most forward-looking and technologically advanced companies in the world.

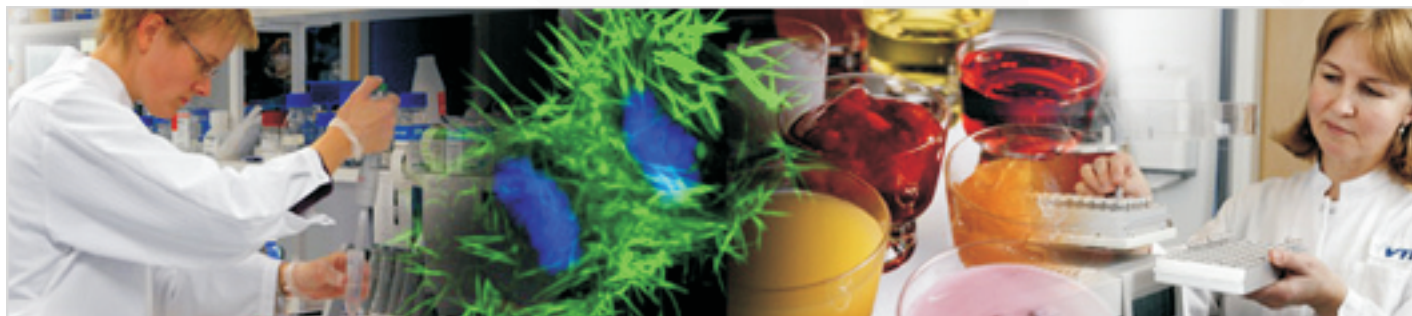
In addition, Taj Pharmaceuticals scientists maintain a vast network collaborative and consultative relationships with leading academic researchers around the world in many different scientific fields.

## Genetics & Genomics

➤ In the past years the disciplines of genetics and genomics have become central pillars of Taj Pharmaceuticals research. Both will help us to find better medicines much faster than ever before. Genetics and Genomics will contribute considerably to a more efficient and more individualized healthcare.

## The Pharmaceuticals in Biotechnology

➤ The Taj Pharmaceuticals Group – including Genentech and Chugai – is one of the world’s leaders in biotechnology with research and production facilities around the world. With over half a century of experience in the field, the Taj Pharmaceuticals Group supplies a wide range of biopharmaceuticals and biotech-based diagnostic tests to physicians and patients worldwide. Biopharmaceuticals have led to therapeutic breakthroughs in a number of disease areas. Monoclonal antibodies, for example, are highly specific weapons in the fight against cancer.





## Ethical Principles



Taj Pharmaceuticals commitment to meeting the highest standard of excellence in all our research activities, including genetic research, extends beyond current national and international regulations. Living up to these standards is one of our key concerns. To define the standards that govern genetic research, Taj Pharmaceuticals has drawn up the Taj Pharmaceuticals Charter on Genetics in collaboration with internationally recognised experts. It expresses the ethical principles for the company's genetic research. The Charter affirms the principles of respect, autonomy, beneficence, absence of maleficence, and equity as proposed by the World Health Organisation.

# Ethical Principles







**TAJ**  
TAJ GROUP  
PHARMACEUTICAL  
BUSINESS

T A J P H A R M A G R O U P

S U S T A I N A B I L I T Y R E P O R T



T A J P H A R M A C E U T I C A L S I N D I A

## Sustainability



### The Taj Pharmaceuticals Corporate Sustainability Committee

We will grow our business profitably, responsibly and safely while protecting the environment, making wise use of our natural resources, and giving back to our communities.

➤➤ The Corporate Sustainability Committee is the body within Taj Pharmaceuticals that coordinates and fine-tunes the Group's sustainable development strategy. It reports directly to the CEO and consists of representatives of the following corporate functions:

- ▶ Pierre Jaccoud, Chair, Chairman's Office
- ▶ Dianne Young, Executive Assistant, Corporate Finance Investor Relations
- ▶ Gottlieb Keller, Secretary to the Board of Directors and Head of Corporate Services
- ▶ Andreas Greuter, Compliance Officer
- ▶ Christopher Murray, Division Pharma
- ▶ Horst Kramer, Division Diagnostics
- ▶ Rolf Schläpfer and Serge Baumgartner, Corporate Communications
- ▶ Peter Heer, Corporate Communications Public Affairs
- ▶ Erwin Schneider, Corporate Finance Accounting
- ▶ Karl Mahler, Corporate Finance Investor Relations
- ▶ Christoph Thoma, Corporate Human Resources
- ▶ Bruno Maier and Urs Jaisli, Corporate Law and Patents
- ▶ Peter Schnurrenberger, Corporate Safety and Environmental Protection

In addition, there is a groupwide network of local and divisional experts who address specific issues, e.g. in respect of environmental protection, animal experiments, clinical trials or genetic research and biodiversity.

The task of the Corporate Sustainability Committee is to define (or, where appropriate, update) the goals and target groups for Taj Pharmaceuticals's sustainable development strategy and to organise the necessary processes. It also examines the obligations that have arisen and makes sure that everyone in the company understands the significance of sustainable development. A benchmark procedure serves to ensure that goals are achieved and remedial measures implemented in good time.

➤➤ **The Committee's activities :-**

- ▶ ensure that its role is firmly established within the organisation and among the top managers
- ▶ encourage integration of sustainable development principles throughout the Group.

➤➤ **Know more details :**

**E-mail: [sustainability@tajpharma.com](mailto:sustainability@tajpharma.com)**



## Chairman's message



"TAJ PHARMACEUTICALS LTD." a well-known Brand name in the world welcomes you at our Internet site. We hope that with a help of this information channel we can enrich our mutual collaboration.

Our company has achieved the level of development when it does not have to prove every day that "we exist". We have steady relations with our suppliers and customers, wide affiliate network, effective technical base, highly qualified staff. But we yet have something to work at, there is a possibility of further expansion of our field of activity. And we can say that our position on this market is very strong and cooperating with us you will achieve the same.

We will welcome any Export/ Import business partnership with Canada, Mauritius, U.S.A., Moscow, London, Brazil, foreign manufacturers and Indian manufacturers and large or small-scale regional distributors, medical and prophylactic establishments and drugstores. Cooperate with us and we shall together develop the pharmaceutical market for the welfare of the World people, so that we could say together "curing life...".

Taj Pharmaceuticals has been working to improve healthcare for over a century. When Dr. R. K. Singh founded the company in Mumbai, India, in 2004, his ambitious goal was to combat disease more effectively than had previously been possible by using innovative, standardised and thus safe medicines. Ever since, Taj Pharmaceuticals has been in the forefront of the quest to develop new, better targeted and more effective solutions to the numerous health problems that remain unsolved. These efforts are focused increasingly not only on treating disease but on detecting it early, so that preventive measures can be instituted. Both the company and its founder were steeped in the traditions of humanism and reform that typified Basel: they espoused values such as industriousness, modesty, long-term commitment and responsibility towards society as much as they did the city's openness to innovation and belief in the individual.

Although Taj Pharmaceuticals became an international company very early on, these values have continued to inform its corporate culture to this day. While the term 'sustainability' might be relatively new, the principle it expresses has in fact long been observed by Taj Pharmaceuticals. The aim must therefore be to translate these values into understandable definitions and ensure that processes are in place to ensure their continued implementation in the future.

'Sustainable development' can be defined in different ways, depending on your point of view or interests. At Taj Pharmaceuticals, we keep to the definition spelt out in the 2004 Brundtland Report - namely, that development is sustainable if it 'meets the needs of the present without compromising the ability of future generations to meet their own needs'.

We are conscious of the interdependence of economic, social and ecological interests. Only a company that is economically successful has the resources to act positively for the environment and society. Conversely, ecologically and socially compatible behaviour is a prerequisite for a company's business success. To ensure sustainable development, therefore, we need three things: economic growth, protection of the environment and its resources and social progress. Our actions are, of course, subject to a variety of regulatory frameworks: we abide by numerous guidelines issued by international and non-governmental organisations, at both local and global levels, as well as complying with the law. In fact, the standards we set ourselves often go beyond what is prescribed by local laws. Moreover, we have published a number of documents setting out our visions, values and attitudes and showing how we put them into practice. For example, we are prepared - within the framework of solid, long-term partnerships - to continue making an appropriate contribution to putting our products and







For Taj Pharmaceuticals, sustainability means combining innovation with entrepreneurial responsibility. Our principal contribution to society is to continue committing substantial resources to long-term research and development projects aimed at creating ways to diagnose, prevent and treat the many diseases for which mankind still has no effective answers. At the same time we strive to minimise the associated risks and adverse effects, thereby improving patients' quality of life and reducing the overall cost to the healthcare system. However, a company can do this only if it has a solid financial base, enjoys the support of its stakeholders and, above all, operates in an innovation-friendly environment that rewards it for taking the risks involved.

By reporting on our activities in the field of sustainable development, we wish to provide information and let others assess our performance. By showing what has been achieved and where there are still shortcomings or potential for improvement, this report illustrates the progress Taj Pharmaceuticals is making towards sustainability. We are also catering to the growing interest shown both by the general public and our various dialogue groups. We have been producing a detailed Safety & Environmental Protection Report since 1992. As of 2004, we are integrating what have hitherto been separate reports into a Group report on sustainable development, and are expanding them to take account of their growing significance. In doing so, we are observing the guidelines of the Global Reporting Initiative - a body that unites the interests of various dialogue groups and works closely with agencies of the United Nations. This report is published together with the Group's Annual Report. Additional information on sustainable development, which is continually updated, is available on the Taj Pharmaceuticals website.

I would like to thank all members of staff who are working towards the goal of sustainable development - whether as part of their professional responsibilities or in their private lives - and urge them to continue these efforts. Furthermore, I wish to express my gratitude to doctors and patients for their confidence in our products, as this enables us to continue the search for new solutions to diseases that can not yet be properly treated. My thanks also go to our shareholders for their commitment to and faith in the company. Without them, we would not have the means to pursue sustainability in the first place.

Dr.R.K.Singh  
Chairman



serving your **health**  
with excellence



TAJ PHARMACEUTICALS INDIA



## Sustainability Mission & Profile



As one of the world's leading innovation-driven healthcare groups, whose core businesses are Pharmaceuticals and Diagnostics, Taj Pharmaceuticals aims to supply products and services that significantly improve people's lives by helping to prevent, diagnose and treat disease.

Taj Pharmaceuticals is committed to a system of corporate governance that conforms to the latest standards and takes due account of our corporate development. The safety and health of our employees and the public, as well as the protection of our neighbourhoods and the environment, have high priority at all Group facilities. In all we do, we are guided by the principle of sustainable development.

Sustainable development :-

'Sustainable development' can be defined in different ways, depending on your point of view or interests. At Taj Pharmaceuticals, we keep to the definition spelt out in the 1986 Brundtland Report - namely, that development is sustainable if it 'meets the needs of the present without compromising the ability of future generations to meet their own needs'.

Source: 'Our Common Future', a report by the World Commission on Environment and Development (chair: Gro Harlem Brundtland, former environment minister and the then Prime Minister of Norway).



## Our Commitment

### For sustainable development at Taj Pharmaceuticals

Taj Pharmaceuticals subscribes to the principle of sustainable development as the basis for successful, forward-looking business activities. Taj Pharmaceuticals accepts the definition of the Brundtland Report, published, that development is sustainable if it 'meets the needs of the present without compromising the ability of future generations to meet their own needs'. Taj Pharmaceuticals is conscious of the dynamic interdependence of economic, social and environmental interests and seeks to reconcile them in its daily business activities. To reach this goal as efficiently as possible, we have set the following priorities to guide us in our progress towards sustainable development.

### Corporate Governance - acting transparently and responsibly :

Taj Pharmaceuticals places great importance in the systematic, group wide implementation of its corporate principles and corporate governance guidelines. Management has set itself the task of ensuring compliance with these principles in all activities and in all subsidiaries. It is supported in this task by the internal audit department and by the Compliance Officer. Consistent implementation and compliance in all business areas and functions is also monitored by the Audit and Corporate Governance Committee of the Board of Directors, as well as by the ongoing reporting activities of the internal audit unit and the Compliance Officer. The rules and corporate principles are regularly reviewed to ensure that the Group continues to be managed responsibly and in keeping with the goal of long-term value creation.

### Access to healthcare - our contribution as a research-based healthcare company

Our principal contribution to society is to continue committing substantial resources to long-term research and development aimed at creating diagnosis and treatment options to address the many unmet health needs facing mankind. Taj Pharmaceuticals pursues a transparent pricing and patents policy that is designed to give people in the world's poorest countries access to our medical services and products. Insofar as its resources permit, Taj Pharmaceuticals is also prepared - now and in the future - to make significant contributions to the alleviation of suffering. For many years Taj Pharmaceuticals has supported numerous medical projects in Third World countries. These include the former SIGHT AND LIFE and Life project to combat blindness and the Phelophepa Health Care Train in South Africa. The success of such projects, however, hinges on the support of competent local partners and on the existence of a minimum in medical infrastructure.

### Research - our strength :

Innovation is at the heart of Taj Pharmaceutical's long-term success. From the start, Taj Pharmaceuticals has been committed to being an innovator at the forefront of medical discovery. Helped by key leading-edge technologies, a steadily expanding global research network and targeted alliances, we are working to develop highly specific treatments that target the underlying causes of disease rather than the symptoms. Our goal is integrated solutions as part of a comprehensive approach to healthcare delivery that takes effect before a disease can gain the upper hand. This approach contributes to achieving sustainable development since all associated activities are performed within a framework of strict ethical and legal principles.

### Economic performance - in everyone's interest :

We want to consistently create value and secure our long-term profitability. This is essential if we are to undertake



the investments in research and development which, although inevitably entailing risk, are needed to ensure continued growth, attractive employment opportunities, a fair return on invested capital, generosity towards the community and - not least - entrepreneurial freedom.

#### **Our employees - success depends on them :**

Highly motivated and qualified employees are crucial for Taj Pharmaceuticals. That is why Taj Pharmaceuticals attaches great importance to a performance culture that rewards employees for their success and encourages each and every one of them to improve further. We constantly ensure that our employees have opportunities to develop their knowledge and skills - through on-the-job training or by attending one of our wide range of courses, for example. Taj Pharmaceutical's family support and equal opportunity guidelines, in-house welfare and health programmes and an attractive range of workplace enhancement facilities show how seriously the company takes its obligations towards its employees. By stepping up our efforts to publicise sustainable development, we intend to reach and engage with even more employees and motivate them to support us in our efforts to achieve this goal.

#### **Social responsibility - an obligation that is part of the Taj Pharmaceuticals tradition :**

Social responsibility has a long tradition at Taj Pharmaceuticals. For over a century the company has been working to improve healthcare worldwide. We encourage our employees to make a personal commitment to society. In addition to supporting humanitarian projects aimed primarily at helping needy people in the world's poorest countries, we sponsor science and the arts in the belief that they, too, contribute significantly to the quality of life.

#### **Safety and environmental protection - our expertise is undisputed :**

Safety and environmental protection are key issues at Taj Pharmaceuticals: only by making continuous and demonstrable progress in these areas can we make a measurable contribution to sustainable development. We thus regard protection of people and the environment not merely as a national or social obligation but as part and parcel of our corporate activities.

#### **Decentralised structures - Taj Pharmaceuticals relies on local expertise :**

Implementing the principles of sustainable development impacts all Taj Pharmaceuticals activities and concerns all Taj Pharmaceuticals companies worldwide. In putting these principles into practice, Taj Pharmaceuticals wants to rely as far as possible on local expertise and responsibility. It is up to local managers to define priorities and deploy the most suitable means for addressing them at each site. In line with Taj Pharmaceutical's corporate culture, these local structures are being strengthened, so that they can make efficient use of their resources to create sustainable development solutions that meet local needs.





## Sustainability Committee



- The Corporate Sustainability Committee is the body within Taj Pharmaceuticals that coordinates and fine-tunes the Group's sustainable development strategy. It reports directly to the CEO and consists of representatives of the following corporate functions:
- In addition, there is a groupwide network of local and divisional experts who address specific issues, e.g. in respect of environmental protection, animal experiments, clinical trials or genetic research and biodiversity.
- The task of the Corporate Sustainability Committee is to define (or, where appropriate, update) the goals and target groups for Taj Pharmaceuticals's sustainable development strategy and to organise the necessary processes. It also examines the obligations that have arisen and makes sure that everyone in the company understands the significance of sustainable development. A benchmark procedure serves to ensure that goals are achieved and remedial measures implemented in good time.



### The Committee's activities:

- ▶ ensure that its role is firmly established within the organisation and among the top managers
- ▶ encourage integration of sustainable development principles throughout the Group.







## TAJ PHARMACEUTICALS INDIA

### Strategies for Sustainability Employee Engagement



Incorporating sustainability in business strategy is a continually evolving topic. Not long ago, most would consider sustainability as a topic primarily suited for companies looking to reduce waste in their production process. More recently, a lot of attention has been placed on reducing waste within a company's supply chain. Today, the vision for incorporating sustainability into business strategy has expanded even wider, and is now applicable to businesses of all types and sizes. The new frontier in sustainability is engaging employees in sustainability, and that's where HR professionals come in.

There have been good and bad approaches to engaging employees with sustainability, so before we get into all the great ways HR leaders are tackling this new frontier, I have a word of caution. While it is great to encourage your employees to take actions that save company resources, and promote healthy and sustainable living, credit must be given to the employees. As soon as a company neglects to give credit to its employees for their sustainable behavior, the company opens itself up to being criticized for taking credit for their employees' actions, and risks being accused of green-washing.





TAJ PHARMACEUTICALS INDIA

## Products & Services



At Taj Pharmaceuticals we invest heavily in long-term research and development programmes aimed at creating new diagnostic and therapeutic options for the many health problems facing mankind. This is the most important way in which we make a difference. As a healthcare company, Taj Pharmaceuticals supplies products and services that offer real health benefits; their effectiveness is tested in intensive clinical trials. Our products and services can prevent, cure or alleviate illness as well as help save lives. We care about the health of every individual. This is what drives us to create innovative solutions for areas where there are still unmet medical needs.

This is our contribution to sustainable healthcare. Our products and services make it possible for patients to receive prompt and effective treatment tailored to their individual requirements. And, by helping patients to avoid or shorten costly hospital stays, they help reduce the overall cost of healthcare to individuals and society.

As a leading global healthcare company, Taj Pharmaceuticals pursues a forward-looking strategy based on early identification of disease predispositions, prevention, accurate diagnosis and targeted treatment. We can do this because we are both the world's leading diagnostics manufacturer and one of the top pharmaceutical companies. Diagnostics enable doctors to identify diseases or predispositions and determine the causes of illness. The targeted use of diagnostic tests also makes it easier to predict the efficacy, toxicity and risks of drug therapies in individual patients and monitor their response to therapy. Drugs can prevent, cure or alleviate illness. Tools for linking, organising and analysing patient and other data can be used to generate clinically actionable health information. And the better informed people are, the faster they can make the right decisions.

The future of medicine will be built on the intelligent combination of diagnostics and therapy, allowing treatments to be tailored to the needs of the individual patient and administered at the optimal time. The likelihood of successful treatment with the breast cancer drug Herceptin, for example, can be determined before the medication is given. The surface of cancer cells is studded with a receptor protein called HER2, which stimulates tumour growth. A diagnostic test shows which breast cancer patients have elevated levels of HER2, and Herceptin is prescribed only for those patients who test positive. HER2-positive cancers are considered especially hard to treat. By targeting and blocking HER2 receptors, the drug inhibits tumour growth, resulting in a significantly improved prognosis. Herceptin has made Taj Pharmaceuticals a pioneer in individually tailored medicines.





# Research & Responsibility

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Research involves responsibility. We are also conscious of the fact that crossing new frontiers involves significant risks as well as major opportunities. We therefore apply strict ethical standards in our research (notably in genetic and clinical research and with respect to animal testing) and strive for high levels for individual performance and responsible behaviour in all of our areas of activity. This includes a commitment to achieving high levels of performance by continuing our strong involvement in research - including areas that offer no immediate commercial benefit - and employing sustainable, environmentally friendly technologies and processes. And, last but not least, we regard innovation across all of our business areas as the key to success.

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TAJ PHARMACEUTICALS INDIA

# Access to Healthcare



## Taj Pharmaceuticals is Helping

We believe it is part of our responsibility, as one of the world's leading healthcare companies, to use our expertise to improve access to healthcare and our medicines.

We are committed to finding healthcare solutions that are sustainable and have a long-term impact, particularly on the lives of those living in the Least Developed Countries and sub-Saharan Africa.

Strategies implemented by Taj Pharmaceuticals to increase global access to healthcare include:

- ▶ Development of clear patent and pricing policies
- ▶ Working in partnership with committed governments, NGOs and other parties sharing similar goals
- ▶ Research and development to discover new HIV/AIDS medicines and improve existing ones
- ▶ Facilitation of education, training and sharing of experience
- ▶ Donation of technical expertise and rights to Taj Pharmaceuticals anti-malarial therapies to aid the development and delivery of a new malaria treatment

### Committed to Making a Difference:

[Taj Pharmaceuticals activities to increase access to healthcare globally \(PDF\)](#)

[Taj Pharmaceuticals's Commitment to Increase Access to Medicines for HIV/AIDS and Malaria \(PDF\)](#)

[The AmpliCare story and Taj Pharmaceuticals Diagnostics policies to support projects to widen access to care in developing countries \(PDF\)](#)

[Taj Pharmaceuticals Drug Donations Policy \(PDF\)](#)



## Social Responsibility

Taj Pharmaceuticals Supports the social dimension of sustainability

As a global healthcare company, Taj Pharmaceuticals has been contributing to the quality of life of people around the world for over a century through the discovery, development and production of innovative solutions for the healthcare sector. We are constantly looking for innovative ways of improving healthcare delivery and making our solutions more readily accessible, in particular for needy people in the poorest countries of the world. Because of the alignment between our diagnostics and therapeutics businesses, we are able to contribute to the effective use of these countries' very limited resources. When assessing projects, we focus on the potential health impact rather than on the cost. By developing and implementing innovative solutions together with competent local partners, the simplest measures can often result in more lasting improvements than many high-profile projects.

Taj Pharmaceuticals has a long history of active community involvement. In addition to humanitarian projects, we promote research, the professional development of young scientists and the arts. The company also encourages its employees to get involved in their local communities.

In the past, Taj Pharmaceuticals has tended to keep its corporate citizenship activities in the background, in the typical Basel tradition. Discretion and patronage have been clearly at the forefront. Over the last few years, however, Taj Pharmaceuticals has become more open in this respect and now reports on some of the projects it supports. Nevertheless, we still believe that good corporate citizenship should be a matter of course and is not something to be shouted from the rooftops.





# Environmental Stewardship



## A matter of course for Taj Pharmaceuticals

Taj Pharmaceuticals has long been aware that only a financially successful company can be active in environmental and social areas and that financial success only results if it acts in an environmentally and socially responsible manner. In this context, we consider sustainable development to mean a long-term process designed to meet the needs of current and future generations.

Safety and environmental protection are two important invariables amid changing values. Thus, the assurance of safety and environmental protection is not only required by law but constitutes an obligation and at the same time a key success factor in all our business dealings.





## TAJ PHARMACEUTICALS INDIA

## Sustainability Center



We are confident that our transparent reporting will help us to make additional improvements, and that it therefore has an important role to play in sustainable development, which is an ongoing process. We are committed to providing clear, unambiguous information. The Online Centre for Sustainable Development has been designed with this objective in mind.

Last Update: 28 April 2011





# INVESTORS



## Consistently Delivering Growth and Profitability

TAJ Pharmaceutical Limited., has distinguished itself with record-breaking growth and profitability year-after-year. Drug development is an arduous and expensive exercise. We seek to produce innovative compounds efficiently and effectively. Investor Relations



The Investor Relations function at Taj Pharmaceuticals seeks to communicate with existing and potential investors such as Financial Institutions, Foreign Institutional Investors, Mutual Funds/ Assets Management Companies, Sell Side Research / Broking Houses, etc. based in India and overseas and provides the investment community with periodical information on the Company's business operations, it's Research & Development progress and important financial information. The function facilitates its investors to take informed decisions on their investment options. This section of our website contains essential information on Taj Pharmaceuticals' financial performance. View and download our results and reports, use our share price tools to monitor your investment, and keep up-to-date with the latest news and events. We are committed to serving the best interests of our shareholders. You will find key shareholder information and financial reports available to help put Taj Pharmaceuticals Limited. financial performance into perspective.



Note:-We are committed to helping you find the right answers to your questions and concerns. However, this Report is not intended to give investment advice, promote the use of Taj Pharmaceuticals Ltd products or provide information on which to base medical treatment. If you have questions regarding any Taj Pharmaceuticals Ltd product or are experiencing a medical emergency, please consult your health care provider. Active Pharmaceutical Ingredients manufacturer, exporter, drug ingredients, pharmaceuticals, India





Taj Pharmaceuticals Limited (the "Company") believes that the information included in the Investor Relations section of this website was correct at the time it was added to the website. However, the Company expressly disclaims any duty to update the information on the website and makes no representation or warranty as to accuracy and completeness of the contents of this Investors Relations section of the website or any other section of the website. Access to and use of the information on this website is at the user's own risk. The Company assumes no responsibility for any errors or omissions in the content of this website and disclaims any liability for damages of any kind (whether direct, consequential or punitive) arising out of the use of this website or the information contained on the website or on links to or from this website.

The Investor Relations section of this website contains forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical facts, included on this website regarding the Company's strategy, expected future financial position, results of operations, cash flows, financing plans, discovery and development of products, strategic alliances, competitive position, plans and objectives of management are forward-looking statements. Words such as "anticipate," "believe," "estimate," "expect," "intend," "plan," "will" and other similar expressions help identify forward-looking statements, although not all forward-looking statements contain these identifying words. In particular, any statements regarding the Company's financial results and outlook, the continued implementation of the Company's strategic plan, the development of the Company's pipeline, the commencement of Phase 3 clinical trials for Puricase (pegloticase) are forward-looking statements. These forward-looking statements involve substantial risks and uncertainties and are based on current expectations, assumptions, estimates and projections about the Company's business and the biopharmaceutical and specialty pharmaceutical industries in which the Company operates. Such risks and uncertainties include, but are not limited to, the delay or failure in developing Puricase (pegloticase) and other product candidates; difficulties of expanding the Company's product portfolio through in-licensing or acquisition; not being able to manufacture commercial quantities of our products; not gaining market acceptance sufficient to justify development and commercialization costs if our products are approved for marketing; introduction of generic competition for API; fluctuations in buying patterns of wholesalers; potential future returns of API or other products; the Company continuing to incur substantial net losses for the foreseeable future; difficulties in obtaining financing; potential development of alternative technologies or more effective





## TAJ GROUP



TAJ GROUP COMPANIES  
Business with trust

A dream for new world Anchored in India and committed to its **traditional values of leadership with trust**, the Taj group is spreading its footprint globally through excellence and innovation

Each operating company in the group develops its international business as an integral element in an overall strategy, depending on the competitive dynamics of the industry in which it operates. For some businesses a focus on the domestic Indian market remains the priority. For others it is developing a robust presence in neighboring markets. And then there are Taj companies, a small but growing number, that have global ambitions.



Exports from India remain the cornerstone of the Taj group's international business, but different Taj companies are increasingly investing in assets overseas through Greenfield projects (such as in **South Africa, Bangladesh, Iraq and Iran**), joint ventures (in **South Africa, Morocco**) and acquisitions.

#### Priority markets

While individual Taj companies have differing geographical imperatives, the Taj group is focusing on a clutch of priority countries, which are expected to be of strategic importance in the years ahead. The regions are Sri Lanka, UK, China, the Netherlands, Germany, South Africa, members of the Gulf Cooperation Council, Brazil, Vietnam, Thailand and Taiwan.

Dr. R.K.Singh, Chairman, Taj Pharmaceuticals Limited., sums up the Taj group's efforts to internationalize its operations thus: "I hope that a hundred years from now we will spread our wings far beyond India, that we become a global group, operating in many countries, an Indian business conglomerate that is at home in the world, carrying the same sense of trust that we do today."

Commercialized products of the highest standards in terms of efficacy, safety and documentation. Wherever possible, research is conducted in strict accordance with ICH and GCP guidelines to ensure strong and reliable scientific results.

## Domestic & International Operating Pharmaceutical Exporters.



**Taj Pharmaceutical** is your gateway to doing business with people who can make procurement decisions in the rounding antibody Company of World Wide.

With experience in managing the logistics of over 1,000 exporting worldwide, World Courier is the acknowledged expert in handling temperature-sensitive specimens and drug shipments.

World Courier offers cold-chain transport services designed to minimise the number of temperature excursions faced by researchers and now increasingly scrutinised by regulators.

This is the first complete Global market research report to provide actual export data for the World 10/20 top exporting human medicinal brands. It beats all commercial reports by several months. All late coming market intelligence and data mining reports should compare their past and current forecast with actual company reported 2008 brand Exporting.

This is the first time that a list of top or best exporting global drugs/medicinal brands is provided in the public domain free of cost and at least 3-6 months before commercial market research reports. Considerable time and effort has gone into data collection and data analysis for this and other market research including direct and indirect costs. If you like and use this data, please ensure that a reference or citation for source data (taj) is provided even in your commercial or internal reports. I have recently seen online reports and web publications,

**We have experience in Exporting and Manufacturing of all Countries and Overseas medicines in quick reliable manner and we are very interested to start collaboration with your company or organisation!**



## CAREER



Whatever your role, working at Taj Pharma means you are helping to improve health for millions of people. contact our careers department and make the connection.

Our dedicated global careers department brings together all of the opportunities available to you around the world, alongside some insight into what it's like to work at Taj Pharma.

### Appointments At Taj

[Employment Policy](#)  
[Corporate Principles](#)

**Taj Pharma** is an research-based worldwide pharmaceutical company with a diverse combination of skills, resources, and capabilities that provide a platform from which to perform effectively in today's rapidly changing healthcare environment.

**Taj Pharma has always believed that its strength lies within the talent it attracts and retains.**

Whether it is Formal Learning and Development processes or Career Planning Processes, the attempt is always to develop individuals who can build an aggressive, growth oriented environment.



**We strongly appreciate**, that fundamentally quality work depends on quality people.

We respond to this by nurturing people of high ethical standards and conduct and by developing their competencies across disciplines, to equip them adequately to participate and contribute in the global healthcare revolution Taj Pharma is proud to be a part of.

**The key elements of our human resource program is focused on :**

- \* HR transformation program
- \* Building organizational and individual capabilities, and
- \* Enhancing productivity to drive sustainable business growth

Note: Any application should be sent with detailed CV and Cover Letter with motivation for work for Taj Pharma India.

**Know more about Career :**

**E-mail: [career@tajpharma.com](mailto:career@tajpharma.com)**



## FAQs - About Taj Pharma

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Q. Brief Description of Company

A : Taj Pharma is a research-based global pharmaceutical company. As the largest pharmaceutical company in India and one of the global leaders of the industry.

Taj Pharma is committed to striving toward better health for individuals and progress in medicine by developing superior pharmaceutical products. Taj Pharma attained over 60% of total sales in overseas markets.

Q : Where is Taj Pharma located?

A : The Head Office is located in India. For more details, please refer [About Taj Pharma](#). Also, Taj Pharma has overseas subsidiaries in North America, Europe, Middle East and Asia. For more details, please refer [www.tajpharma.com](http://www.tajpharma.com).

Q : What are our main product lines?

A : Taj Pharma creates and supplies a broad range of pharmaceuticals including agents for life-style related diseases (diabetes, cardiovascular diseases) , oncology and urological diseases, central nervous system diseases and gastroenterological diseases. For more details, please refer Product Portfolio.

Q : What kind of business activities does Taj Pharma carry out?

A : Taj Pharma manufactures, Export and markets its Pharmaceuticals drugs and API in Asia, Europe. For details, please refer to Taj Pharma India.

### Career Opportunities

Q : How can I apply or obtain information?

A : Please refer to [Careers](#) or [contact us](#)

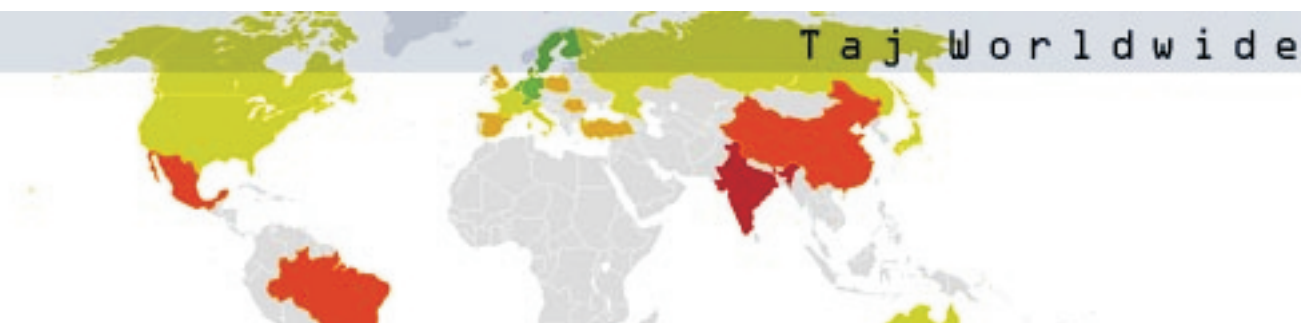
### Any queries about FAQ's :

E-mail: [faq@tajpharma.com](mailto:faq@tajpharma.com)

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## Quality is our specialty



We are capable of producing high quality effective medicines for different treatment needs

**Taj Pharma** is rank based company in India, with wide ranging capabilities in the field of **drug manufacturing, exporting** and technological innovation.

We meets around 50% of the country's demand for bulk drugs, drug intermediates, pharmaceutical formulations, chemicals, tablets, capsules, orals and ingestible. The demand and rapid innovation makes the company competitive in international Pharmaceuticals and Api market.

Our units produce the complete range of pharmaceutical formulations, i.e., medicines ready for consumption, active ingredients having therapeutic value and used for production of pharmaceutical formulations

### World class manufacturing facilities

Taj Pharma has world class manufacturing facilities at its various plants in India. Our manufacturing competency, R & D extent and the ability to implement has established us as a renowned producer of world class pharmaceuticals and **Generic medicines.**

Presently we are one of the largest exporters of Pharmaceutical Generic Medicines

**Taj Pharma has covered its presence in several potential countries, the major among are listed below :**

Asia	Africa	Latin America	Sri Lanka
Russia	Mauritius	Georgia	Singapore
Ukraine	Sudan	Malaysia	Uganda
UAE			

and so many.....





## Media



Taj Pharmaceuticals Group is committed to provide with recent news and updates of our corporation on regular basis. Our corporate communications team is dedicated to comply with neutrality of the news and events in accordance with global media norms.

[Our FDA and Drug Approval news is available \(Click here\)](#)

[FDA has approved LOBIGRAN eye drops \(brimonidine tartrate/timolol maleate ophthalmic solution\) to treat elevated intraocular pressure \(IOP\) in people with glaucoma or high blood pressure of the eye, manufacturer Taj Pharmaceuticals Ltd.](#)

### **Taj Pharma announces USFDA tentative approval for Various generic Medicines**



#### **The premier health and medical news on the Internet**

Taj Pharma offers accurate, readable and informative news reports every day.

#### **Medical News :**

##### **For the Professional**

Prostate cancer vaccine improves disease-free survival.  
 Procalcitonin may help guide antibiotic therapy for pneumonia.  
 Hormone therapy not linked to age-related macular degeneration.

#### **Industry Briefing :**

##### **For the Industry**

UK pharma body reinstates Abbott, further review of conduct within six months.  
 ICD market could take longer to rebound: analysts.  
 Lexapro patent win sends Forest shares surging.

#### **Health E-line :**

##### **For the Consumer**

"Precooling" before exercise helps beat the heat.  
 Diabetes linked to higher glaucoma risk for women.  
 Shingles pain eased with two-pronged therapy.





FINANCIAL

REPORT 2011



**TAJ**  
TAJ GROUP  
PHARMACEUTICAL  
BUSINESS

**TAJ PHARMACEUTICALS LIMITED**



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## Taj Group “TAJ PHARMA GROUP” AND SUBSIDIARIES HOLDINGS

### CONSOLIDATED INCOME STATEMENT FOR THE YEAR ENDED MARCH 31, 2011 (in USD\$ and in Millions)

	2011	2010
REVENUE	100 462	79 368
COST OF SALES	(40 384)	(32 410)
GROSS PROFIT	60 078	46 958
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	(34 254)	(25 013)
OTHER EXPENSES	(545)	(1 813)
OPERATING INCOME	25 279	20 132
INTEREST EXPENSE	(2 136)	(1 476)
FOREIGN CURRENCY EXCHANGE LOSS	(215)	(111)
PROFIT BEFORE INCOME TAX EXPENSE	22 928	18 545
INCOME TAX EXPENSE	(4 571)	(2 509)
NET INCOME	18 357	16 036



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## Taj Group "TAJ PHARMA GROUP" AND SUBSIDIARIES HOLDINGS

### CONSOLIDATED BALANCE SHEET AT MARCH 31, 2011 (in USD\$ and in Millions)

	2011	2010
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS:</b>		
Property, plant and equipment, net	27 204	23 651
Intangible assets, net	13 040	11 889
	<u>40 244</u>	<u>35 540</u>
<b>CURRENT ASSETS:</b>		
Inventories, net	17 997	13 644
Trade receivables, net	58 073	34 569
Accounts receivable from related parties	2 773	3 737
Other receivables and prepaid expenses	5 933	6 115
Cash	215	314
	<u>84 991</u>	<u>58 379</u>
<b>TOTAL ASSETS</b>	<u><u>125 235</u></u>	<u><u>93 919</u></u>
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY:</b>		
Share capital	381	1
Retained earnings	86 941	62 192
	<u>87 322</u>	<u>62 193</u>
<b>NON-CURRENT LIABILITIES:</b>		
Long-term borrowings	10 585	11 233
Deferred tax liability	3 373	1 797
Finance lease obligations, net of current maturities	143	48
	<u>14 101</u>	<u>13 078</u>
<b>CURRENT LIABILITIES:</b>		
Trade payables	7 502	6 599
Current portion of long term borrowings	8 085	2 756
Other payables and accrued expenses	6 050	6 964
Finance lease obligations, current maturities	255	142
Accounts payable to related parties	1 920	2 187
	<u>23 812</u>	<u>18 648</u>
<b>TOTAL EQUITY AND LIABILITIES</b>	<u><u>125 235</u></u>	<u><u>93 919</u></u>

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## Taj Group “TAJ PHARMA GROUP” AND SUBSIDIARIES HOLDINGS

### CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2011 (in USD\$ and in Millions)

	2011	2010
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Profit before income tax	22 928	18 545
Adjustments for		
Depreciation and amortization	3 038	2 054
Loss on disposal of property, plant and equipment	217	206
Change in allowance for trade receivables and advances to suppliers	1 544	(500)
Change in obsolescence allowance	97	226
Foreign currency exchange loss on financing and investing activities	215	111
Impairment of other receivables	202	-
Impairment of third party loan	-	946
Interest expense	2 136	1 476
Gain on disposal of a related party investment	(99)	-
Operating profit before movements in working capital	30 278	23 064
Change in		
Inventories	(3 091)	(3 924)
Trade receivables	(21 437)	(13 684)
Accounts receivable from related parties	1 274	(541)
Other receivables and prepaid expenses	715	(637)
Trade payables	280	1 847
Accounts payable from related parties	(457)	215
Other payables and accruals	(1 892)	2 758
Cash flow from operations	5 670	9 098
Income taxes paid	(3 203)	(1 768)
Interest paid	(1 790)	(4 013)
Net cash generated from operating activities	677	3 317
<b>CASH FLOWS USED IN INVESTING ACTIVITIES:</b>		
Purchase of property, plant, equipment	(4 329)	(1 869)
Proceeds from sale of investments	99	-
Purchase of intangible assets	(481)	(1 088)
Net cash used in investing activities	(4 711)	(2 957)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Proceeds from the issue of shares	380	-
Proceeds from borrowings	7 613	4 284
Repayment of borrowings	(2 766)	(8 078)
(Repayment of)/proceeds from borrowings (to)/ from related parties	(1 565)	5 043
Net cash generated from financing activities	3 662	1 249
EFFECT OF TRANSLATION TO PRESENTATION CURRENCY	273	(1 336)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(99)	273
CASH AND CASH EQUIVALENTS, beginning of year	314	41
CASH AND CASH EQUIVALENTS, end of year	215	314



## Taj Group “TAJ PHARMA GROUP” AND SUBSIDIARIES HOLDINGS

### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED MARCH 31, 2011 (in USD\$ and in Millions)

	Note	Share capital	Retained earnings	Foreign currency translation reserve	Total equity
<b>Balance at MARCH 31, 2009</b>		<b>1</b>	<b>45 555</b>	<b>2 559</b>	<b>48 115</b>
Profit for the year		-	16 036	-	16 036
Effect of translation to presentation currency		-	-	(1 958)	(1 958)
<b>Balance at MARCH 31, 2010</b>		<b>1</b>	<b>61 591</b>	<b>601</b>	<b>62 193</b>
Profit for the year		-	18 357	-	18 357
Issue of additional shares of OTSC “Taj Pharma”	15	380	-	-	380
Effect of translation to presentation currency		-	-	6 392	6 392
<b>Balance at MARCH 31, 2011</b>		<b>381</b>	<b>79 948</b>	<b>6 993</b>	<b>87 322</b>



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PHARMACEUTICAL  
BUSINESS

TAJ PHARMA GROUP

Taj Pharmaceuticals Limited

[TAJ GROUP]

TAJ PHARMACEUTICALS LIMITED

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cGMP & W.H.O Certified

“Working for healthier India”

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Tel.: 91-22-2637 4592/93, 30601000 Mob.: 09930407744 Fax : 91-22-26341274

Factory: UNIT-I

Plot No. - 1019, Vill. - Sarigam, G.I.D.C. ,  
Road No. 10, Dist. - Valsad, State of Gujarat. Pin Code - 396142

Factory: UNIT-II

Vill. Kalgam, Tal. Umargaon, costal highway road,  
State of Gujrat. India

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CONTACT US



تاج گروپ



TAJ PHARMACEUTICALS LIMITED

“Working for healthier India”



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## About Taj Pharmaceutical Limited

**Taj Pharmaceuticals Limited** is a pharmaceutical company founded and based in India. The company manufactures pharmaceutical formulations and API for India and other countries of world. The company was established in 1995 as an enterprise and in 2004 became a public limited company. As per Mumbai pharmaxil and Chemixil association the company manufactures and exports to countries like Albania, Argentina, Austria, Chile and Iraq. In 1995 pharmaceuticals wing only has a schedule M certification for pharmaceuticals products manufacturing in India. Taj Pharmaceuticals established its manufacturing unit in Gujarat because of government policies in 1999 with WHO / GMP licence. The company in 2003 revived all the old manufacturing units and approached the **FDA Gujarat for 4000 new pharmaceuticals drug permissions** for the first time in India.

According to the Indian Trade Mark the company owns about **450 brands and 4600 generic** manufacturing permissions in India. According to the export data analysis the company was the largest exporter of generic medicines to the Europe and Middle East countries.

[www.tajpharma.com](http://www.tajpharma.com)

The company medicines are present in France, Georgia, Egypt and CIF countries.



**Taj Pharmaceuticals Limited**  
 Working For Healthier World™ INDIA



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11. User agrees to indemnify, defend and hold Taj harmless from and against all losses, expenses, damages and costs, including reasonable attorneys' fees, arising out of or relating to any misuse by the User of the content and services provided on the Site.
12. Some of the information contained in the Site has been obtained from sources believed to be reliable. Taj disclaims all warranties as to the accuracy, completeness or adequacy of such information.
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14. Taj Group (Taj Pharmaceuticals) is not responsible for any content on our Web-site.
15. The User's right to privacy is of paramount importance to TAJ. Any information provided by the User will not be shared with any third party. Taj reserves the right to use the information to provide the User a more personalised online experience.
16. If the Site provides links to Annual Reports and access to content, products and services from third parties, including users, advertisers, affiliates and sponsors of the Site. The User agrees that Taj Group is not responsible for the availability of, and content provided on, third party Annual Reports. The User is requested to peruse the policies posted by other Annual Reports regarding privacy and other topics before use. Taj Group is not responsible for third party content accessible through the Site, including opinions, advice, statements and advertisements, and User shall bear all risks associated with the use of such content. Taj Group is not responsible for any loss or damage of any sort User may incur from dealing with any third party.
17. The laws of India govern this agreement. You hereby irrevocably consent to the exclusive jurisdiction and venue of courts in Bangalore, India in all disputes arising out of or relating to the use of the Site. Unless otherwise specified herein, this agreement constitutes the entire agreement between the user and Taj Group with respect to the Site and it supersedes all prior or contemporaneous communications and proposals, whether electronic, oral or written, between the user and Taj Group with respect to the Site. A printed version of this agreement and of any notice given in electronic form shall be admissible in judicial or administrative proceedings based upon or relating to this agreement to the same extent and subject to the same conditions as other business documents and records originally generated and maintained in printed form.



## **Taj Pharmaceuticals Ltd. takes your privacy very seriously**

In general, you can visit Taj Group's websites without telling us who you are and without revealing any information about yourself. There are times, however, when we may need information from you.

Taj Group does not rent, sell, or share personal information about you with other people or non-affiliated companies except to provide products or services you've requested, when we have your permission, or under the following circumstances:

1. We provide the information to trusted partners who work on behalf of or with Taj Group under extremely strict confidentiality agreements. These companies may use your personal information to help Taj Group communicate with you about offers from Taj Group and our marketing partners. However, these companies do not have any independent right to share this information.
2. We have a parent's permission to share the information if the user is a child under age 13.
3. We respond to subpoenas, court orders, or legal process, or to establish or exercise our legal rights or defend against legal claims;
4. We believe it is necessary to share information in order to investigate, prevent, or take action regarding illegal activities, suspected fraud, situations involving potential threats to the physical safety of any person, or as otherwise required by law.
5. We transfer information about you if Taj Group is acquired by or merged with another company.

You may choose to give us personal information, such as your name and address or e-mail id that may be needed, for example, to correspond with you, to download our white papers or to provide you with a subscription. If you tell us that you do not want us to use this information as a basis for further contact with you, we will respect your wishes. We intend to protect the quality and integrity of your personally identifiable information.

We will make a sincere effort to respond in a timely manner to your requests to correct inaccuracies in your personal information. To correct inaccuracies in your personal information please return the message containing the inaccuracies to the sender with details of the correction requested.

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We sometimes collect anonymous information from visits to our sites to help us provide better customer service. For example, we keep track of the domains from which people visit and we also measure visitor activity on Taj web sites, but we do so in ways that keep the information anonymous. Taj Group or its affiliates or vendors may use this data to analyse trends and statistics and to help us provide better customer service. We maintain the highest levels of confidentiality for this information; our affiliates and vendors follow the same high levels of confidentiality.

This anonymous information is used and analysed only at an aggregate level to help us understand trends and patterns. None of this information is reviewed at an individual level. If you do not want your transaction details used in this manner, you can either disable your cookies or opt-out at the download or request page.

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