

ACCESS TO PHARMA ACCESS

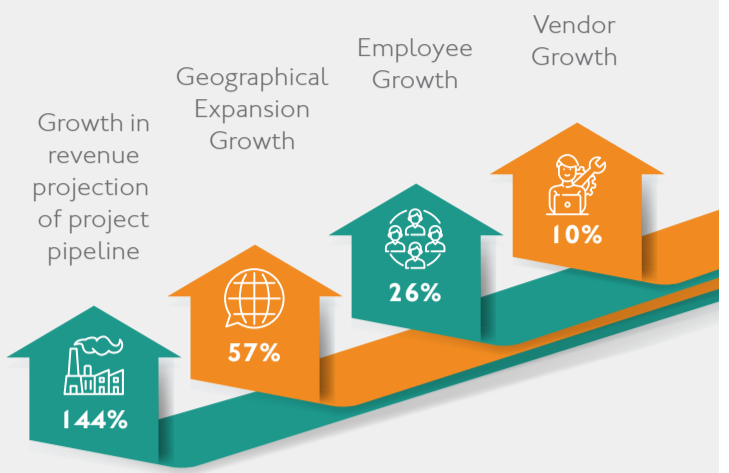
FUTURE POSITIVE - A year in review

PHARMA ACCESS 2.0 - When Pharma Access introduced its new brand identity, we had envisioned not just a logo makeover but also a strategic reorientation. A year later, we are taking stronger strides towards our business goals and scaling more success. At the onset of 2018, Pharma Access is geared for growth and expanding its reach in terms of:

- + Growth in revenue projection of project pipeline: 144%
- + Geographical Expansion Growth: 57%
- + Employee Growth: 26%
- + Vendor Growth: 10%

That's how we are together with you in realizing your growth story.

A year in review



PharmaXChange

GST AND PHARMA - THE SPOTLIGHT

GST is an indirect tax levied on the supply of goods and services or any value addition. The Goods and Service Tax Act was passed in the Indian Parliament on 29th March 2017 and came into effect on 1st July 2017. GST is one indirect tax encompassing the entire nation. The implementation of the Goods and Services Tax (GST) is expected to be a game-changer for the Indian Pharmaceuticals industry. Following are the key highlights following the GST implementation:

- + It will lead to tax-neutral inter-state transactions between two dealers
- + Reducing the dependency on multiple states and increasing the focus on regional hubs
- + Expected to result in an efficient supply chain management, which is expected to reduce its cost considerably
- + The cost of technology and investment is expected to reduce on account of tax credit which can be availed now on the duties levied on import of costly machinery and equipment.

As the Indian government was setting infrastructure in place to roll out GST landmark taxation reform in July of 2017, Pharma Access was ahead of time having implemented company-wide ERP systems. These systems not only helped the company in smooth transition to new taxation regime but also in setting up best global practices in place that would reduce overheads and project outlay. Stay connected to read more about our ERP systems in the next issue of Pharma Connect!

BIG Pharma Centrestage



2018 - THE YEAR OF NEW PHARMA POSSIBILITIES

The Pharma sector in India is driven by changing market dynamics and government policies or budget allocation has not been very promising for the sector. Many reputed companies are combating the challenges of the sector by price erosion in generics, and buyer consolidation in their biggest global market, the US.

The strategic growth approach for 2018 is going to be: Moving up the value chain in terms of developing niche technologies, unique formulations and hard to replicate products, and gearing up for massive change in consumer behaviour.

The IBEF Pharma sectorial report for December 2017 state that, driven by the increasing consumer spending, rapid urbanisation, and raising health-care standards among others will lead the Indian pharmaceutical market size to grow to US\$ 100 billion by 2025.

This entails that the Pharma companies align their growth strategies and production capabilities towards optimizing their manufacturing strengths. Effective business planning will help companies meet their strategic goals, and recognizing opportunities for innovation will provide the basis for the success roadmap of 2018.

At Pharma Access, we provide new-age turnkey solutions that give a competitive edge to the Pharmaceutical companies and help them combat the market challenges effectively.

BREAKING NEWS!

Algerian Pharma manufacturer **MERINAL** signs 20 million euro deal with **PHARMAACCESS** during **Meghreb Pharma Expo 2017!**



PHARMA ACCESS - OVER 17 YEARS OF DELIVERING EXCELLENCE TO THE PHARMACEUTICAL SECTOR

