



A COMPREHENSIVE SYNOPSIS ON EXPORT OF INDIAN PHARMACEUTICALS

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ABSTRACT

Indian pharmaceutical industries export activity has significantly increase after COVID. Since, India's new regulations on medicinal items were implemented, the hike in export intensity has been accompanied by an increase in necessity intensity of Indian pharmaceutical firms. A highly investigated area of international business is analysing the success elements of export performance. In the context of a growing country like India, the major goal of this research article is to identify the factors that influence export performance. Indian pharmaceutical business, which is thought to have great export potential in the years to come, is one of the 50 firms that are taken into consideration in the research. Answer based online quiz is used for data observation, analysis and conclusion. Following a discussion of the required information, a Google Form was created and the questionnaire was distributed by pharmaceutical industrial email Address. The distribution of these 50 participants resulted in a tentative decision of 27 participants. The systematic examination of the data gathered demonstrates that the participants were aware of and knowledgeable about export in certain pharmaceutical industries. its shows that most of Indian pharmaceutical industry adhere to WHO GMP standards, as well as the country's ability to export goods to domestic and foreign markets through its own entity. Examples of these products include pharmaceutical formulations such as tablets, capsules, syrups, and powder, as well as bulk drugs and intermediates.

Keywords: WHO-World Health Organization Good manufacturing practice, WTO-World Trade Organization, FTP-Foreign Trade Policy, DGFT-Directorate General Trade of India

INTRODUCTION: [1-3]

In the list of the global pharmaceutical industry's emerging markets, India's pharmaceutical sector has the most potential. The Indian pharmaceutical industry has an opportunity to increase the export potential for Indian pharmaceutical products because of India comply to the WTO agreement.

Exports are goods and services produced in one country but provided to purchasers in another. Exports and imports make up international trade. Exports are important in market democracies because they provide people and businesses with access to a bigger market for their goods. One of the most important functions of diplomatic efforts and international relations with governments for the benefit of all parties is to encourage economic commerce by promoting exporters.

A trade barrier is any legislative provision, rule, policy, or other action intended to protect domestic products from international competition or unnaturally boost the export of specific domestic products. The most fundamental barriers to foreign trade are those put in place by governments that restrict, limit, or obstruct the interchange of goods and services internationally. Exporters receive incentives as payment for bringing in foreign money, as well as to help with the costs and infrastructure-related challenges

they encounter. Several export incentives are easily available by the government through the Directorate General of Foreign Trade, according to India's Foreign Trade Policy (FTP) 2015-20, as amended and extended through September 2021. (DGFT).

METHODOLOGY: [4-6]**Statement of the study**

A comprehensive synopsis on export of Indian pharmaceuticals, which was done to assess knowledge of the industrial area for their concept of export.

Objectives

1. To examine data on pharmaceutical export to various levels.
2. to investigate export awareness in the pharmaceutical sector.

Research methodology

The research design is descriptive and empirical. The researcher uses this type of survey to determine export of Indian pharmaceuticals knowledge in pharmaceutical field. For data analysis online surveys are used for receiving data.

Methods study design and sample

This was a cohort study with individuals randomly selected from various pharmaceutical industries. The samples were selected from the industrial area. Participants were given a Google form with 13 quiz questions about Export to complete in order to conduct this survey.

Data collection tool

Data were gathered through the use of an online quiz question. After discussing the necessary information, the questionnaire was created in Google Forms and distributed by e-mail. This form was distributed to 50 individuals, with a tentative number of 27 participants chosen. The questionnaire was designed with the feasibility of participants in consideration, so that they did not have to fill out the same questionnaire to determine how satisfied they were with the survey's information (Table 1).

Ethical issues

The Parul Institute of Pharmacy & Research, Parul University, Vadodara, Gujarat, accepted the study protocol. Participants were guaranteed of the confidentiality of personal data, their participation was voluntary, and there were no conflicts of interest. Because such surveys are not approved by many

industries, participants from the pharmaceutical industry have been assured of confidentiality.

Sources of information

Primary data was the most important information source for this research. Primary data was gathered using an online quiz questionnaire that included a rating scale and closed-ended questions that were clearly written and primarily aimed at attaining the study's objectives. By considering the relevance and responsibilities of export, it is clear that this is a highly valuable profession. In this research paper we conducted survey titled with "A COMPREHENSIVE SYNOPSIS ON EXPORT OF INDIAN PHARMACEUTICALS".

Statistical analysis

Data analysis tools are carried out by tabulating the received data in an appropriate manner to allow for interpretation.

Table 1: Questionnaire of Survey

Que. No.	Question	Options
1.	Mention No. and name of countries are you exported for?	Subjective
2.	How many pharmaceutical products exported from your unit?	Subjective
3.	Are you doing export by your own entity or with the help of 3rd party?	a.) own entity b.) 3 rd Party
4.	Are you follow GMP?	a.) YES b.) NO
5.	Are you certified by WHO GMP?	a.) YES b.) NO c.) Other
6.	If you have multiple units of manufacturing, then export is conducted by only one unit or multiple units?	a.) One Unit b.) Multiple Unit
7.	Are you responsible for which type of pharmaceutical exporting?	a.) Drug formulations and biologics b.) Bulk drugs and intermediate

		c.) Surgical d.) Aayush and herbal products e.) Injectable Devices f.) Pharmaceutical Formulations-Tablets, Capsules, Syrups, Powers.
8.	Which type of export are you doing?	a.) International export b.) Domestic export c.) Both
9.	What experience you have in this export field?	Subjective
10.	Minimum time duration for conformation of your goods?	Subjective
11.	Percentage rejection rate of your goods?	Subjective
12.	Are you creating any type of contract or agreements for export goods?	a.) YES b.) NO
13.	Suggest difficulties which are face during export	Subjective

RESULT AND DISCUSSION:

The 50 participants in this study were chosen at random. We received responses from 27 interested participants after a one-month survey. Hence, out of 50 participants, we collated all data from 27 participants from various Pharmaceutical Industries.

This data was divided by industrial export method. This data is sufficient to understand and calculate the probable percentage of Indian export at domestic as well as foreign level. Research showed that Indian pharmaceutical firms mostly export to the domestic market, Europe, the United States, Canada, Dubai, and the rest of the world.

Exports are goods and services that are made in one nation and offered to customers in another. Imports and exports together make up global commerce. Countries frequently usually seek out external markets around the globe for commerce, allowing for greater revenue

and transactional possibilities, as opposed to limiting themselves within their own geographic borders (**Table 2**).

Names of countries where Indian pharmaceutical products export around the world:

There were a total 50 pharmaceutical industries from which 27 were received interested participants answers. we can multiply 27 by 100 to determine the percentage count.

Example: for Nepal, Total number of pharmaceutical industries is 50, Receive answer from 27 pharmaceutical industries and count is 6 so find out % count

$$27 \dots = 100$$

$$6 \dots = n\%$$

$$N = 6 \times 100 / 27 = 22.22\%$$

Other countries are shown below **Table 3**.

Export by Own entity or 3rd party:

Among all pharmaceutical industries 80.08% were own entity and 38.05% were 3rd party export (**Figure 2**).

What about Good Manufacturing Practices standards:

100% pharmaceutical company in India complies with the GMP standards for exporting products (Figure 3).

Certified by WHO GMP:

According to certified by WHO GMP, the Indian pharmaceutical industries are distributed as 88.09% are certified by WHO GMP, 3.7% are USFDA 510(K), CE, EAR, ISO 13485 CERTIFICATE, FREE SALE CERTIFICATE (Figure 4).

Distribution of export goods based on One unit or Multiple unit:

Based on multiple units of manufacturing, 63.00% of export is conducted by multiple units and 37.00% of export is only one unit (Figure 5).

Type of pharmaceutical goods for exporting

India majorly exports 66.07% of drug formulations & biologicals, 29.06% of Bulk drugs and intermediate, 07.04% of Surgical, 03.07% of Ayush and herbal products, 03.07% of Injectable Devices, 03.07% of Pharmaceutical Formulations- Tablets, Capsules, Syrups, Powders, of the total pharmaceuticals exports (Figure 6).

Type of export:

Indian pharmaceutical industries majorly export their goods with 14.08% of international export, 11.1% of Domestic export, and 74.15% follow both type of export (Figure 7).

Minimum time duration of conformation of goods:

This export survey received 27 responses, whereas this question received just 17. In which 13 responses are in numerical format, while the rest are in descriptive format. As a result, based on 13 replies, we can calculate the rejection rate as a percentage (Table 4) (Figure 8).

Percentage rejection rate:

This export survey received a total of 27 responses, while this question received just 17 responses. Hence, based on 17 responses, we can determine the rejection rate as a percentage (Table 5) (Figure 9).

Create any type of contract or agreements:

In Indian pharmaceutical industries, 88% generate contracts or agreements for export goods, while the remaining 12% do not generate contracts or agreements for export goods (Figure 10).

Table 2: Response count particulars

Question No.	% of Response	
3.	a. own entity	80.8%
	b. 3 rd Party	38.5%
4.	a. YES	100%
	b. NO	00.00%
5.	a. YES	88.98%
	b. NO	00.00%
	c. Other	11.1%

6.	a. One Unit	37%
	b. Multiple Unit	63%
7.	a. Drug formulations and biologics	66.7%
	b. Bulk drugs and intermediate	29.6%
	c. Surgical	7.4%
	d. Aayush and herbal products	3.7%
	e. Injectable Devices	3.7%
	f. Pharmaceutical Formulations-Tablets, Capsules, Syrups, Powers	3.7%
8.	a. International export	14.8%
	b. Domestic export	11.1%
	c. Both	74.1%
12.	a. YES	88%
	b. NO	12%

Table 3: Countries wise % count for Indian export goods.

No.	Country's name	%
1)	Domestic States	22.22%
2)	Nepal	11.11%
3)	Saudi Arabia	11.11%
4)	Bangladesh	7.40%
5)	USA	33.33%
6)	Japan	11.11%
7)	Europe	37.03%
8)	Brazil	18.51%
9)	Canada	22.22%
10)	Germany	3.70%
11)	Sri Lanka	11.11%
12)	Philippines	11.11%
13)	Maldives	7.40%
14)	Thailand	3.70%
15)	Panama	7.40%
16)	Venezuela	11.11%
17)	Dominican Republic	11.11%
18)	Singapore	3.70%
19)	Peru	14.81%
20)	New Zealand	7.40%
21)	Indonesia	11.11%
22)	United Arab Emirates	14.81%
23)	Malaysia	3.70%
24)	UK	11.11%
25)	Australia	7.40%
26)	Colombia	7.40%
27)	Chile	7.40%
28)	China	7.40%
29)	Russia	3.70%
30)	Denmark	3.70%
31)	Myanmar	3.70%
32)	ROW	25.92%

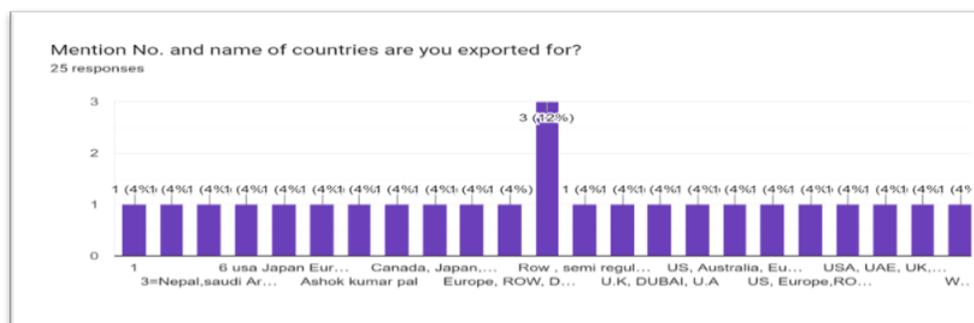


Figure 1: Names of countries where Indian pharmaceutical products export around the world.

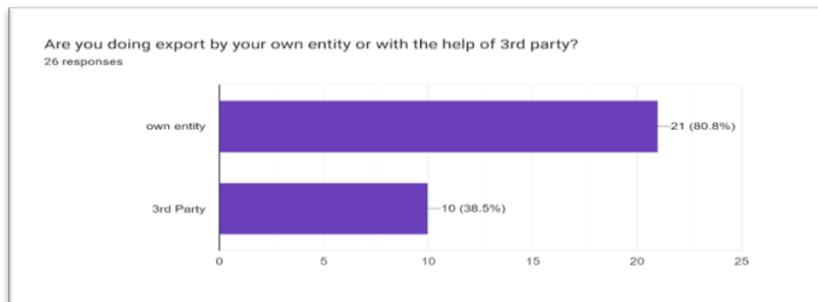


Figure 2: Comparisons based on export by Own entity or 3rd party

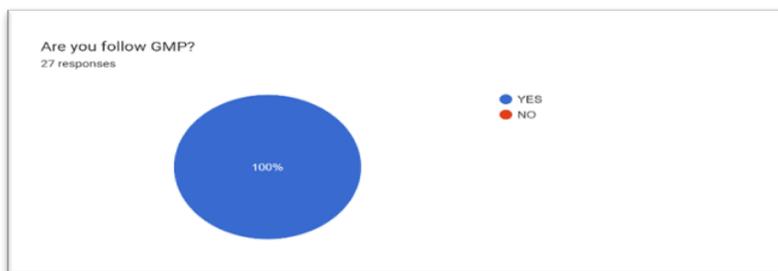


Figure 3: Comparisons based on Good Manufacturing Practices standards

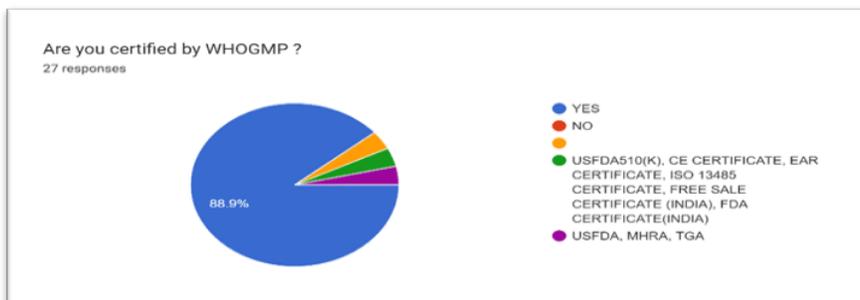


Figure 4: Comparisons based on Certified by WHOGMP

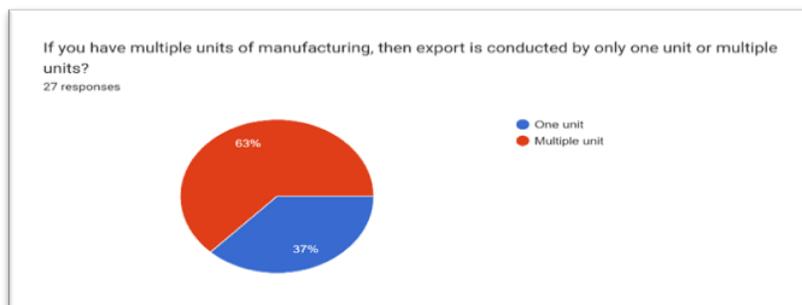


Figure 5: Distribution based on One unit or Multiple unit

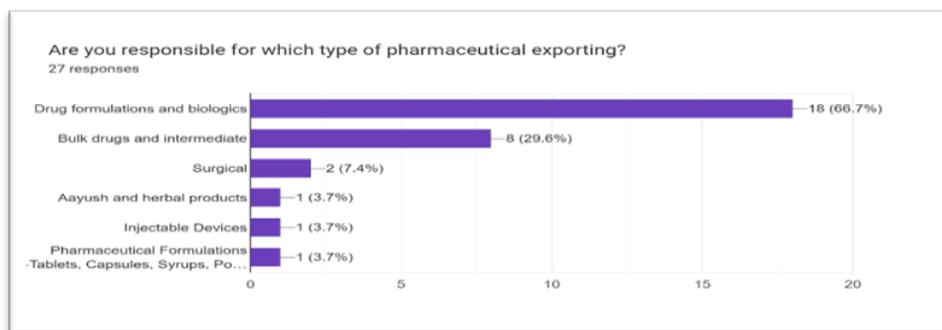


Figure 6: Type of pharmaceutical goods for exporting

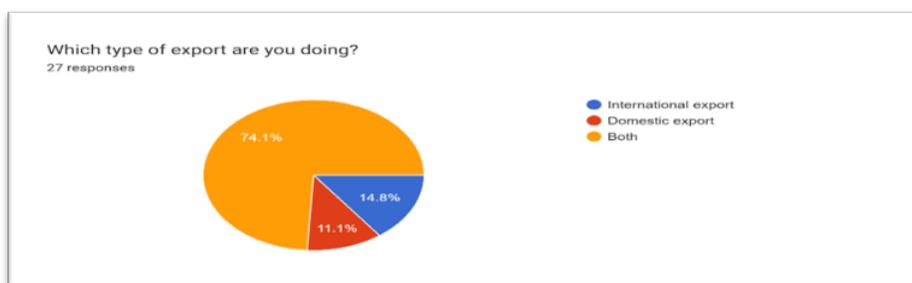


Figure 7: Type of export

Table 4: Minimum time duration of conformation of goods

No.	Time duration
1)	1 Year
2)	1-2 Days
3)	10 Days
4)	10 Days
5)	2 Months
6)	2-3 Weeks
7)	3 Days
8)	3 Months
9)	45Days
10)	6 Months
11)	60 Days
12)	7 Days
13)	Approx 1-2 Year
14)	depends on vendor
15)	depends on order
16)	depends on region
17)	depends up on require of market
Mean	3-4 Months



Figure 8: Minimum time duration of conformation of goods

Table 5: Percentage rejection rate

No.	Percentage rejection rate
1.	2%
2.	12%
3.	0%
4.	10%
5.	0%
6.	5%
7.	1%
8.	0.1%
9.	8%
10.	35%
11.	0%
12.	1%
13.	2%
14.	1%
15.	0%
16.	4%
17.	5%
Total	5%

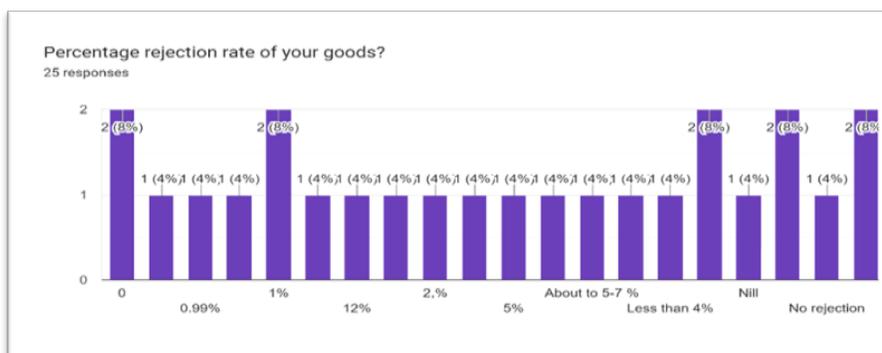


Figure 9: Percentage rejection rate

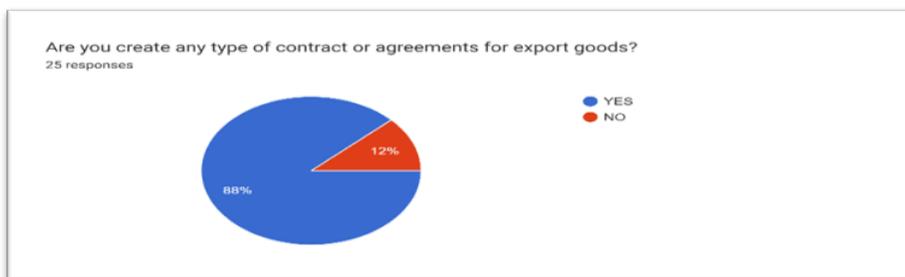


Figure 10: Create any type of contract or agreements

CONCLUSION:

The Indian Pharmaceutical Industry has grown significantly in recent years and now occupies a significant position in the world's pharmaceutical market. One of the manufacturing sector's high-performing knowledge-based industries is the Indian pharmaceutical business. The European Union and the United States were India's largest importers of medicines. The following nations to moderate pharmaceutical imports are Domestic states, Canada, the United Arab Emirates, Brazil, the United Kingdom, Nepal, the Philippines, Sri Lanka, Indonesia, the Dominican Republic, Saudi Arabia, Japan, Venezuela, Panama, Peru, and the ROW. Thailand, Singapore, Malaysia, Myanmar, Russia, Denmark, Germany, Australia, Colombia, China, Chile, Maldives, New Zealand, and Bangladesh are among the countries with fewer pharmaceutical imports. With 100% fulfilment of Throughout the export procedure, 5% of Indian pharmaceutical industries are rejected. India majorly exports pharmaceutical formulations, biologicals and minorly export intermediate, bulk drugs, surgical, Aayush - herbal products, injectable devices, pharmaceutical formulations-tablets, capsules, syrups, and powders with the help of 80.08% of their own entity in both domestic and international markets with the

meantime duration of 3-4 months. For their export, Export agreements are frequently highly strategic, with nations exchanging them to ensure that their own nation can not only import the products it needs but can also distribute. While export this type of pharmaceutical products licensing issues, storage issues, and occasionally not properly covered transportation vehicles. transportation facilities, packaging sizes, and increased documentation Care, urgent price confirmation, completion of the documentation, Modification of Foreign Trade Policy Launching new export promotion programmes, parenteral items are not sufficiently protected by box packing, falling behind schedule for export such challenges are faced. Throughout which 5% products get rejected.

ACKNOWLEDGMENTS:

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