

MPTs: An industry perspective

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The 'good'

- Strong and developed pharmaceutical industry
- Not restricted to India alone
- APIs cost effectively
- High quality formulations
- Large manufacturing capacities
- 'Mini busters' (not blockbusters)
- Willing to take risks (?)
- Private sector
- 'Dry pipeline' of products



The 'bad'

- Return on investment
- Lack of interaction between industry, academia and government research bodies
 - Past record
- How good is it?
 - Effectiveness and safety
- Risk averse
- Lack of expertise in drug development
 - device + drug
- Why isn't any pharma working on this?



The bad (cont'd)

- Regulatory pathway
 - Scientific and clinical issues
 - Which regulatory agency?
 - Ethical issues
 - Public sector
 - Who will buy it?
 - Government agencies
 - Funders
 - Pharmacies
 - How it will be marketed?
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- Competition

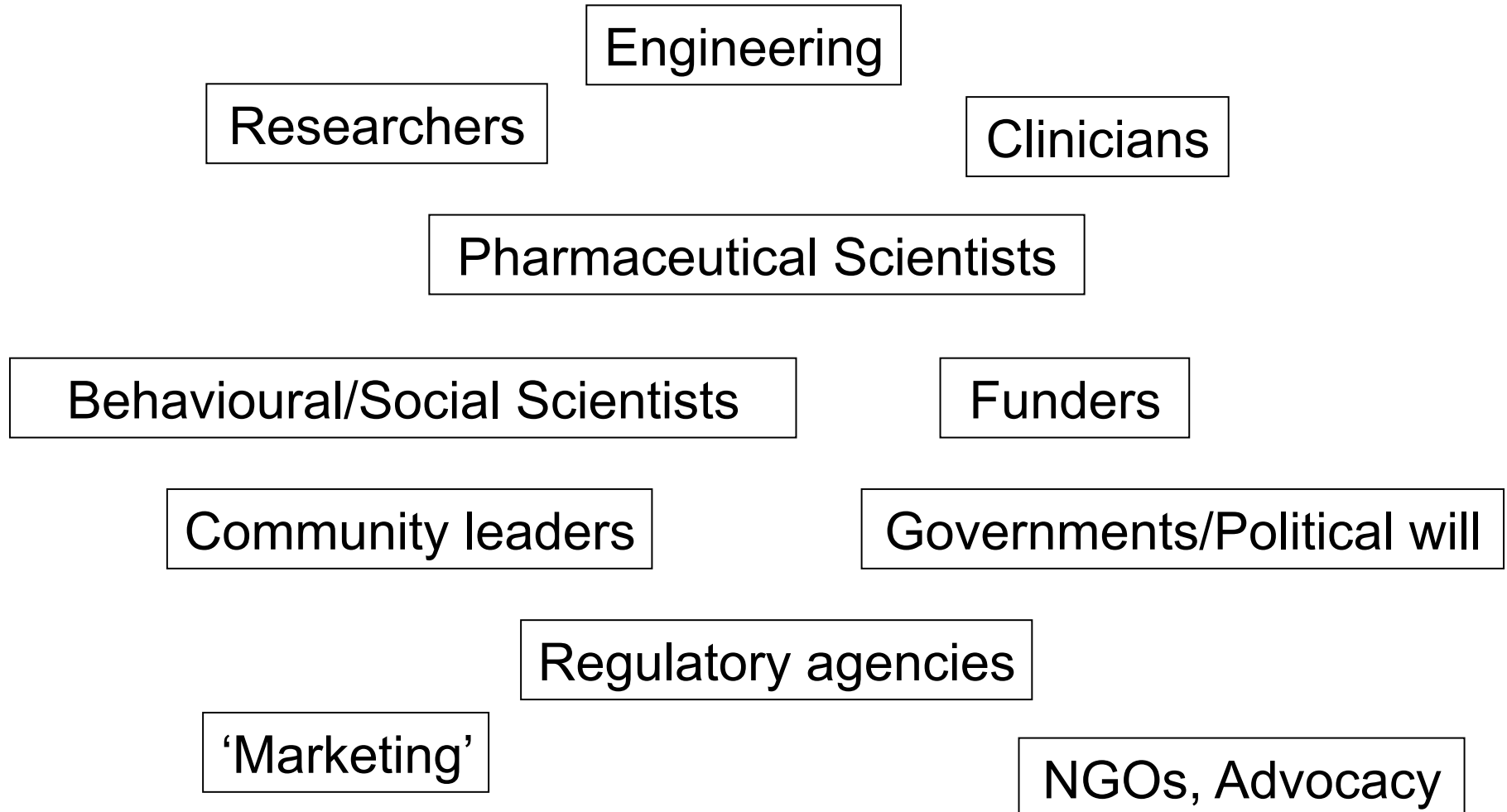


The ugly

- Intellectual property (IP)
- Timelines (industry gets impatient)
- Changing priorities over time
 - Predictability
 - Heart disease, cancer, chronic lung disease and CNS problems will not go away
- Wide range of disciplines involved



Challenges: MPTs involves multiple disciplines



Opportunities

- To make a difference
- Responsibility
- Commercial
- Scientific – helps develop certain skills and technologies
- Innovative generic (combinations)
 - ARVs/other drugs
 - With traditional Indian products
- *Business model?*

Some of Cipla's projects



- Pediatric HIV formulations
- Anti malarial drugs (with DNDi): FDC of artesunate and mefloquine
- Microbicide gels (tenofovir)
- Emergency contraception

