

Prioritizing Generic Drug development pipeline – The top Fifty Opportunities

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Abstracts

Product Selection is one of the most crucial aspects of growth strategy for a generic company or an Active Pharmaceutical Ingredient manufacturing company. This 100 page report essentially drills down to 50 drugs, whose peak sales potential is in excess of \$500m by the time they reach their patent expiries. The Top 50 Para IV opportunities are structured into 5 tiers, with Top 10 opportunities classified as Tier 1. The report will have a detailed description of our assessment of the Tier 1 opportunities, summary description of our assessment of Tier 2 products and a list for rest of the products structured as Tier 3, 4 and 5 based on their significance. The cumulative sales potential of the top 10 drugs discussed in this report exceeds \$25b, while due to the impact of therapeutic substitution, post patent expiry should the volume should go up. The Top 50 molecules are either recently approved or are in late stage development / Filed but with significantly success probability (>90%).

The methodology used while selecting the products was.

The product with peak sales potential > \$500million are selected and the following factors have been considered in the determination of peak sales potential

Existing Clinical profile / therapeutic value compared to marketed drugs

Anticipated competition in the therapy and the likelihood of competition scoring over the existing best in class drugs

Anticipated Clinical studies, which will further strengthen the clinical positioning and help label expansion of the drug within the class

The impact of therapeutic substitution post patent expiry, which depends on the upcoming competition and the availability of other generic substitutes

The products selected span across four therapy areas

Cardiovascular

Cancer

Infectious Disease

Respiratory

Nephrology

Inflammatory

Central Nervous System

Metabolic Disorders

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