

India Pharma Retail Industry Analysis and Trends 2023

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Abstracts

Indian pharma retail market is expected to grow in near future as aging and growing population, rising income levels, and emerging medical conditions and emergence of new diseases help increase the demand for various medicines.

As per NAVADHI Market Research, the Indian pharma retail industry (except online pharmacy and hospital pharmacy) will be worth USD 21.35 billion and will have a market share of 64.36% in India's pharmaceuticals market by 2023. The growth in this market is predicted on the basis of various factors like market drivers, current and upcoming trends, current growth pattern, and market challenges.

This growth is fueled by the growing and ageing population in India. More than 6% of Indian population is above 65 years of age and this number is expected to rise by 2023. Apart from ageing and rising population the improvements in purchasing power and access to quality healthcare and pharmaceuticals to poor and middle-class families is also driving the growth of Indian pharma industry. Indian people spend 64.21% of their health expenditure from out-of-pocket of which pharmaceuticals spend accounts for 51.67%. Other factors which are expected to contribute in the growth of Indian pharmaceuticals market are initiatives by Government of India like Pradhan Mantri Bhartiya Jan Aushadhi Pariyojana and Pradhan Mantri Jan Arogya Yojana (PMJAY). In 2018, Government of India launched the world's largest public healthcare scheme Ayushman Bharat Yojana or Pradhan Mantri Jan Arogya Yojana (PMJAY) under National Health Protection Scheme (NHPS) which aims to provide free healthcare coverage of up to INR 0.5 million to around 100 million people. Also, under the aegis of Pradhan Mantri Bhartiya Jan Aushadhi Pariyojana the Government of India has set up Jan Aushadhi Kendra (pharmacy stores) which provide quality medicines at affordable prices. These factors are expected to increase the access of pharmaceuticals to more

people in world's second most populous nation leading to growth of pharma retail market in India. Brick and mortar pharma retail stores are typically located in proximity of hospitals, clinics and residential areas which enables easy accessibility to consumers as often they supply time-sensitive medicines for patients.

On the other hand, The Indian Pharma retailing space is largely unorganized in nature with a few players like Apollo, MedPlus, Trust etc. in the organized pharma retailing space. Since the sector sales are driven by sales volumes, achieving economies of scale becomes difficult if only a small percentage of the industry is organized. With major chunk of the industry being unorganized, implementing an efficient distribution system will not be possible which in turn will result in wastage of time and resources. In addition, Pharma retail in rural India has largely remained unaddressed due to which a major chunk of the market remains underserved.

Also aggressive drug price control mechanism like Government mandated drug price controls using drug price control order (DPCO) which is an order issued by the Government of India under Section 3 of the Essential Commodities Act, 1955 empowering it to fix and regulate the prices of essential bulk drugs and their formulations have incased margin pressure for pharma retail companies in India.

As India's online pharmacy and hospital pharmacy market matures, it is expected to eat into the market share of traditional brick and mortar pharma retail market. Also government operated Jan Aushadhi Kendra (pharmacy stores) are expected to give tough competition to traditional pharma retail stores which can affect their profit margins.

Spanning over 88 pages and 56 exhibits, "India Pharma Retail Industry Analysis and Trends 2023" report provides in-depth analysis for the Indian pharma retail market for the year FY2018 to FY2023, including market structure, market trends, market constraints and industry drivers.

This report includes detailed company profiles including their position in Indian pharma retail market value chain, financial performance analysis, business strategy and SWOT analysis for 6 key players in Indian pharma retail market namely: Apollo Pharmacy, MedPlus Health Services Pvt. Ltd., Zydus Wellness Limited, 98.4 Degree (Global Healthline Pvt. Ltd.), Trust Chemists & Druggists Ltd and Emami Frank Ross Ltd.

Scope of the India Pharma Retail Industry Analysis and Trends 2023 Report

This report provides detailed information about Indian brick and mortar pharma retail (pharmacy) market including future market forecasts up to 2023.

This report identifies the need for focusing on Indian pharmaceuticals market

The report identifies the growth drivers and inhibitors for Indian pharma retail market.

This report provides information about policies related to pharmaceuticals industry in India.

This report provides information about industry associations and government bodies related to Indian pharmaceuticals industry.

The report identifies various risks associated with Indian pharma retail market.

This report has detailed profiles 6 key players in Indian pharma retail market covering their position in pharma retail value chain, business strategy, financial performance, future forecasts and SWOT analysis.

This report provides PESTEL (political, economic, social, technological, environmental and legal) analysis for Indian pharmaceuticals market.

This report provides Porter's Five Forces analysis for Indian pharma retailmarket.

This report provides SWOT (strengths, weakness, opportunities and threats) analysis for Indian pharma retail market.

This report provides information about future trends in Indian pharma retail market.

Contents

1. EXECUTIVE SUMMARY

Scope of the India Pharma Retail Industry Analysis and Trends 2023 Report
Research Methodology

2. INTRODUCTION OF INDIAN PHARMACEUTICALS MARKET

Key Product Terms Used in Pharmaceuticals Industry
Pharmaceuticals
Innovative Drugs
Orphan Drugs
Generic Drugs
Commodity Generic Drugs
Branded Generic Drugs
Biologics
Biosimilars
Over-the-counter (OTC) Drugs
Active Pharmaceutical Ingredients (APIs)
Excipients
Research and Development (R&D) Phases of Pharmaceuticals Industry
Industry-Wise Research and Development (R&D) Investment
Phase Wise Research and Development (R&D) Investment in Pharmaceuticals Industry
Indian Pharmaceuticals Industry Value Chain Analysis

3. NEED FOR INDIAN PHARMACEUTICALS MARKET

3.1 Rising & Ageing Population
3.2 Increasing Income Levels of Poor & Middle-Class Families
3.3 Drug Security

4. FORECAST FOR PHARMA RETAIL MARKET IN INDIA 2023

4.1 Forecast for Pharma Retail Market in India 2018-2023
4.1.1 Forecast for India Pharma Retail Market 2018-2023

5. GROWTH DRIVERS AND INHIBITORS FOR INDIA PHARMA RETAIL MARKET

6. POLICIES RELATED TO PHARMACEUTICALS INDUSTRY IN INDIA

6.1 Central Government Policies

- 6.1.1 Essential Commodities Act 1955
- 6.1.2 Drugs and Cosmetics Act 1940 (As amended in June 2005)
- 6.1.3 National Pharmaceutical Pricing Policy 2012
- 6.1.4 Drug Price Control Orders (DPCO)
- 6.1.5 Drug Policy 1986
- 6.1.6 Pharmaceutical Policy - 2002

6.2 Guidelines related to Marketing in Indian Pharmaceuticals Industry

7. INDUSTRY ASSOCIATIONS RELATED TO INDIAN PHARMACEUTICALS MARKET

- 7.1 Indian Drug Manufacturers' Association (IDMA)
- 7.2 Indian Pharma Machinery Manufacturers Association (IPMMA)
- 7.3 Indian Pharmaceutical Association (IPA)
- 7.4 Organisation of Pharmaceutical Producers of India (OPPI)
- 7.5 Association of Indian Medical Device Industry (AIMED)

8. GOVERNMENT BODIES RELATED TO INDIAN PHARMACEUTICALS MARKET

- 8.1 Department of Pharmaceuticals
- 8.2 Ministry of Chemicals & Fertilizers
- 8.3 National Pharmaceutical Pricing Authority (NPPA)

9. PROFILE OF KEY PLAYERS IN INDIAN PHARMA RETAIL MARKET

9.1 Apollo Pharmacy

- 9.1.1 Company Profile
- 9.1.2 Apollo Pharmacy in Pharma Retail Value Chain
- 9.1.3 Apollo Pharmacy: Financial Information
- 9.1.4 Apollo Pharmacy: Business Strategy
- 9.1.5 SWOT Analysis of Apollo Pharmacy
 - Strengths
 - Weaknesses
 - Opportunities
 - Threats

9.2 MedPlus Health Services Pvt. Ltd.

9.2.1 Company Profile

9.2.2 MedPlus Pharmacy Limited in Pharma Retail Value Chain

9.2.3 MedPlus Health Services Pvt. Ltd.: Business Strategy

9.2.4 SWOT Analysis of MedPlus Health Services Pvt. Ltd.

Strengths

Weaknesses

Opportunities

Threats

9.3 Zydus Wellness Limited

9.3.1 Company Profile

9.3.2 Zydus Wellness in Pharma Retail Value Chain

9.3.3 Zydus Wellness: Financial Performance

9.3.4 Zydus Wellness Business Strategy

9.3.5 Zydus Wellness: SWOT Analysis

Strengths

Weaknesses

Opportunities

Threats

9.4 98.4 Degree (Global Healthline Pvt. Ltd.)

9.4.1 Company Profile

9.4.2 98.4 Degree in Pharma Retail Value Chain

9.4.3 98.4 Degree: Business Strategy

9.4.4 SWOT Analysis of 98.4 Degree

Strengths

Weaknesses

Opportunities

Threats

9.5 Trust Chemists & Druggists Ltd

9.5.1 Company Profile

9.5.2 Trust Chemists & Druggists Ltd in Pharma Retail Value Chain

9.5.3 Trust Chemists & Druggists Ltd: Business Strategy

9.5.4 SWOT Analysis of Trust Chemists & Druggists Ltd

Strengths

Weaknesses

Opportunities

Threats

9.6 Emami Frank Ross Ltd.

9.6.1 Company Profile

9.6.2 Emami Frank Ross Ltd. in Pharma Retail Value Chain

9.6.3 Financial Performance of Emami Frank Ross Limited

9.6.4 Emami Frank Ross Ltd : Business Strategy

9.6.5 SWOT Analysis of Emami Frank Ross Ltd.

Strengths

Weaknesses

Opportunities

Threats

10. RISKS ASSOCIATED WITH INDIAN PHARMA RETAIL INDUSTRY

10.1 Credit Risks

10.2 Policy Risk

10.3 Technical Risk

11. ANALYSIS OF INDIA PHARMA RETAIL MARKET

11.1 PESTLE Analysis of India Pharmaceuticals Market

11.2 Porter's Five Forces Analysis of India Pharma Retail Market

Threat of New Entrants

Threat of Substitutes

Bargaining Power of Suppliers

Bargaining Power of Buyers

Competitive Rivalry

11.3 SWOT Analysis of Indian Pharma Retail Industry

Strengths

Weaknesses

Opportunities

Threats

12. FUTURE TRENDS IN INDIAN PHARMA RETAIL MARKET

Notes

Company Information

List Of Exhibits

LIST OF EXHIBITS

- Exhibit 2.1 Research and Development Phases of Pharmaceuticals Industry
- Exhibit 2.2 Industry-Wise Research and Development Investment in Comparison to Net Sales (in %)
- Exhibit 2.3 Phase-Wise Research and Development Investment in Pharmaceuticals Industry
- Exhibit 2.4 Indian Pharmaceuticals Industry Value Chain Analysis
- Exhibit 3.1 India Population Forecast 2016-2023 (in millions)
- Exhibit 3.2 Purchasing Power Parity Based Per Capita GDP Forecast for India 2016-2023 (in USD)
- Exhibit 4.1 Segment-wise Market Share of Indian Pharma Retail (Pharmacy) Market in 2017 (in %)
- Exhibit 4.2 Population Forecast for India 2016-2023 (in millions)
- Exhibit 4.3 Forecast for India Pharma Retail Market 2018-2023 (in USD billion)
- Exhibit 4.4 Forecast for India Pharma Retail Market 2018-2023 (in %)
- Exhibit 5.1 Growth Drivers and Inhibitors for Pharma Retail (Pharmacy) Market in India
- Exhibit 7.1 Key information of IDMA
- Exhibit 7.2 Contact details of IDMA
- Exhibit 7.3 Key information of IPMMA
- Exhibit 7.4 Contact details of IPMMA
- Exhibit 7.5 Key Information of IPA
- Exhibit 7.6 Contact details of IPA
- Exhibit 7.7 Key information of OPPI
- Exhibit 7.8 Contact details of OPPI
- Exhibit 7.9 Contact information for AIMED
- Exhibit 9.1 Key Information of Apollo Pharmacy
- Exhibit 9.2 Contact Information of Apollo Pharmacy
- Exhibit 9.3 Apollo Pharmacy in Pharma Retail Value Chain
- Exhibit 9.4 Apollo Pharmacy Revenue (in INR billion)
- Exhibit 9.5 Year wise Apollo Pharmacy Revenue Growth (in %)
- Exhibit 9.6 Estimated Apollo Pharmacy Revenue (in INR bn)
- Exhibit 9.7 SWOT Analysis of Apollo Pharmacy
- Exhibit 9.8 Key Information of MedPlus Health Services Pvt. Ltd.
- Exhibit 9.9 Contact Information of MedPlus Health Services Pvt. Ltd.
- Exhibit 9.10 MedPlus Health Services Pvt. Ltd. in Pharma Retail Value Chain
- Exhibit 9.11 SWOT Analysis of MedPlus Health Services Pvt. Ltd

- Exhibit 9.12 Key information of Zydus Wellness Limited
- Exhibit 9.13 Contact Information Zydus Wellness Limited
- Exhibit 9.14 Zydus Wellness in Pharma Retail Industry Value Chain
- Exhibit 9.15 Zydus Wellness Limited Revenue (in INR bn)
- Exhibit 9.16 Year Wise Zydus Wellness Limited Revenue Growth (in %)
- Exhibit 9.17 Estimated Zydus Wellness Ltd. Revenue (in INR bn)
- Exhibit 9.18 SWOT Analysis of Zydus Wellness Limited
- Exhibit 9.19 Key Information of 98.4 Degree (Global Healthline Pvt. Ltd.)
- Exhibit 9.20 Contact Information of 98.4 Degree (Global Healthline Pvt. Ltd.)
- Exhibit 9.21 98.4 Degree in Pharma Retail Industry Value Chain
- Exhibit 9.22 SWOT Analysis of 98.4 Degree (Global Healthline Pvt. Ltd.)
- Exhibit 9.23 Key information - Trust Chemists & Druggists Ltd
- Exhibit 9.24 Contact information - Trust Chemists & Druggists Ltd
- Exhibit 9.25 Trust Chemists & Druggists Ltd in Pharma Retail Industry Value Chain
- Exhibit 9.26 SWOT Analysis of Trust Chemists & Druggists Ltd
- Exhibit 9.27 Key Information of Emami Frank Ross Ltd.
- Exhibit 9.28 Contact Information of Emami Frank Ross Ltd.
- Exhibit 9.29 Emami Frank Ross Ltd. In Pharma Retail Industry Value Chain
- Exhibit 9.30 Emami Frank Ross Ltd. Revenue (in INR bn)
- Exhibit 9.31 Year wise Emami Frank Ross Ltd. Revenue Growth (in %)
- Exhibit 9.32 Estimated Emami Frank Ross Ltd. Revenue (in INR bn)
- Exhibit 9.33 SWOT analysis of Emami Frank Ross Limited
- Exhibit 11.1 PESTEL Analysis of the Indian Pharmaceuticals Industry
- Exhibit 11.2 Porter's Five Forces Analysis for India Pharma Retail Market
- Exhibit 11.3 SWOT Analysis of Indian Pharma Retail Industry

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