

# **Omeprazole Market - Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By End-Use Application (Duodenal Ulcer, Gastric Ulcer, Gastroesophageal Reflux Disease, Erosive Esophagitis, and Others), By Sales Channel (Direct Sale and Indirect Sale) By Region and Competition, 2020-2035F**

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## **Abstracts**

Global Omeprazole Market was valued at 21.56 Thousand Tonnes in 2024 and is expected to reach 38.65 Thousand Tonnes by 2035 with a CAGR of 5.55% during the forecast period.

The Global Omeprazole Market is experiencing significant growth, driven by the increasing prevalence of gastroesophageal reflux disease (GERD), peptic ulcers, and other acid-related gastrointestinal disorders. Omeprazole, a proton pump inhibitor (PPI), is widely used to reduce stomach acid production, offering relief to patients suffering from conditions such as heartburn and Zollinger-Ellison syndrome. The market is expanding due to the rising global burden of digestive health issues, driven by factors such as unhealthy dietary habits, increased consumption of fast food, and a growing aging population susceptible to gastrointestinal disorders. Additionally, the widespread availability of omeprazole in over-the-counter (OTC) and prescription formulations has contributed to its increased adoption among consumers seeking effective and affordable treatment options.

North America and Europe hold a significant share of the market, owing to a high prevalence of GERD and strong healthcare infrastructure supporting the use of PPIs. Meanwhile, emerging markets in Asia-Pacific, including China and India, are witnessing

rapid growth due to rising healthcare awareness, an expanding middle-class population, and increased healthcare spending. The market is characterized by the presence of several key pharmaceutical players engaged in product innovation, generic competition, and strategic partnerships to expand their market reach. However, the market faces challenges such as the potential side effects of long-term omeprazole use, including kidney disease and nutrient malabsorption, which have raised concerns among healthcare providers and regulatory bodies. The increasing trend toward self-medication and e-commerce platforms further fuels market growth, providing consumers with easy access to omeprazole products. Additionally, ongoing research and development efforts aimed at enhancing formulation efficiency and minimizing side effects are expected to shape the future of the Global Omeprazole Market. Overall, the market is poised for steady growth, supported by rising healthcare needs and expanding global access to affordable gastrointestinal treatments.

## Key Market Drivers

### Rising Prevalence of Gastrointestinal Disorders

The rising global prevalence of gastrointestinal disorders is one of the most significant drivers for the growth of the omeprazole market. Gastroesophageal reflux disease (GERD), peptic ulcers, and other acid-related gastrointestinal conditions have become widespread in recent years, primarily due to modern lifestyles, poor dietary habits, and high stress levels. GERD, characterized by chronic acid reflux, has reached epidemic proportions, particularly in developed regions like North America and Europe, where unhealthy eating patterns, high-fat diets, and alcohol consumption are more common. According to the World Gastroenterology Organisation, gastroesophageal reflux disease (GERD) is characterized by symptoms severe enough to negatively impact an individual's quality of life, or by injuries and complications resulting from the backward flow of stomach contents into the esophagus, oropharynx, and/or respiratory tract. Symptoms induced by reflux, erosive esophagitis, and long-term complications can severely affect daily activities, work productivity, sleep, and overall quality of life. The Montreal definition of GERD describes 'troublesome symptoms' as moderate to severe symptoms occurring on one or more days per week. With a prevalence of 20% in the US, GERD significantly impacts both the economy and quality of life. It can be triggered by intrinsic or structural mechanisms that disrupt the esophagogastric junction, exposing the esophagus to acidic stomach contents. Common symptoms include heartburn, regurgitation, chest discomfort, tooth erosions, persistent cough, asthma, and laryngitis. Additionally, the aging population is more prone to developing these conditions due to weakened digestive systems.

As GERD and peptic ulcers can lead to severe discomfort, complications, and a decrease in the quality of life, omeprazole, a proton pump inhibitor (PPI), has become one of the most prescribed medications to provide relief. Omeprazole works by suppressing gastric acid production, which alleviates symptoms such as heartburn, regurgitation, and stomach pain. The global demand for omeprazole is therefore expanding as more patients are diagnosed with these disorders, driving both prescription and over-the-counter (OTC) sales. Furthermore, the increasing number of individuals opting for omeprazole to prevent recurrence of these conditions is increasing the drug's market footprint. In emerging economies, the rising awareness of gastrointestinal disorders coupled with expanding healthcare access is contributing to the growing consumption of omeprazole. With healthcare infrastructure improving and rising disposable incomes in countries like China and India, a significant portion of the population is seeking treatments for digestive issues. Consequently, the prevalence of gastrointestinal diseases is expected to keep growing, driving the ongoing demand for omeprazole across various global markets. The increasing emphasis on digestive health and awareness of treatment options will continue to drive the market for omeprazole forward.

### Increasing Self-medication and OTC Adoption

The trend of increasing self-medication, along with the growing popularity of over-the-counter (OTC) medications, is a significant factor boosting the global omeprazole market. As healthcare costs rise and individuals seek more convenient and affordable options for treating common health issues, many consumers are turning to OTC drugs for conditions like heartburn and acid reflux. These conditions, which are commonly associated with lifestyle factors such as stress, poor eating habits, and obesity, are widespread, prompting people to seek quick relief without consulting a healthcare provider. Omeprazole has become a go-to option for these consumers due to its proven effectiveness in treating acid-related gastrointestinal disorders. With its availability in OTC formulations, omeprazole provides consumers with easy access to a treatment that can be used to manage symptoms of acid reflux, indigestion, and occasional heartburn. This availability in a non-prescription format is one of the major drivers of market growth, particularly in regions with higher consumer awareness and access to OTC medications, such as North America and Europe.

The increasing preference for self-medication is further amplified by digital platforms, where consumers can easily purchase OTC omeprazole online. E-commerce growth and the rise of digital health platforms make it easier for people to access omeprazole,

especially in regions where physical pharmacies may be scarce or hard to reach. Furthermore, consumer-driven trends like the desire for quicker relief and more direct control over one's health are shaping the demand for such medications. As more individuals engage in self-care, the market for OTC omeprazole continues to expand, making it more accessible and popular among the general population. This trend is expected to continue as more people opt for self-medication for common ailments.

### Aging Population

The growing aging population is another significant driver propelling the global omeprazole market. As individuals age, they are more likely to experience gastrointestinal issues, particularly acid reflux, heartburn, and peptic ulcers. These conditions are often exacerbated by natural physiological changes that occur with aging, such as reduced gastric acid secretion, slower digestion, and decreased motility of the esophagus. According to the United Nations Population Fund (UNFPA) India, the country's elderly population is experiencing a decadal growth rate of 41%, with the proportion of elderly individuals expected to double to over 20% of the total population by 2050. The 2023 India Ageing Report by UNFPA predicts that by 2046, the elderly population will likely exceed the number of children aged 0 to 15 years in the country.

Older adults are also more likely to take medications that can trigger or worsen acid reflux, such as pain relievers, blood pressure medications, and anti-inflammatory drugs. As a result, the elderly population is more vulnerable to gastrointestinal disorders, leading to an increased demand for effective treatment options like omeprazole. Omeprazole is frequently prescribed to older adults due to its safety profile and efficacy in managing these conditions. Proton pump inhibitors like omeprazole are considered one of the most effective treatments for acid reflux and peptic ulcers, and their long-term safety has made them a preferred choice for older patients who need to manage these chronic issues. With the rapid growth of the elderly population worldwide, particularly in developed regions like Europe, North America, and parts of Asia, the demand for omeprazole is expected to rise steadily.

In addition, the elderly often require long-term treatment for chronic conditions, including gastrointestinal disorders, which means that medications like omeprazole are increasingly prescribed for extended periods. The aging demographic also tends to have multiple comorbidities that require polypharmacy, further contributing to the demand for proton pump inhibitors. As the aging population expands globally, the global omeprazole market is expected to see sustained growth, driven by the ongoing healthcare needs of the elderly.

## Key Market Challenges

### Regulatory and Compliance Challenges

The Global Omeprazole Market faces significant regulatory and compliance challenges due to the complex and evolving nature of pharmaceutical regulations across different regions. Omeprazole, being a widely used proton pump inhibitor (PPI), is subject to rigorous oversight by regulatory bodies such as the U.S. Food and Drug Administration (FDA), European Medicines Agency (EMA), and others. These agencies require manufacturers to meet strict safety, efficacy, and manufacturing standards. Any changes in regulations or new compliance requirements can delay product approvals or increase operational costs, especially for manufacturers looking to enter new markets. In September 2024, the U.S. Food and Drug Administration issued a warning to consumers, advising against the use or purchase of certain products marketed as dietary supplements. One of these products, in particular, has been associated with an increased number of adverse event reports since a previous warning issued over the summer. FDA laboratory tests found that the products, named Umary and Amazy, contain undeclared drug ingredients, specifically diclofenac and omeprazole. The FDA has cautioned that NSAIDs (non-steroidal anti-inflammatory drugs) like diclofenac can elevate the risk of cardiovascular events, including heart attack and stroke, as well as cause serious gastrointestinal issues such as bleeding, fatal perforation of the stomach and intestines, and ulceration. Omeprazole, a proton pump inhibitor (PPI), is commonly used to treat stomach acid-related disorders.

For instance, in some regions, stringent rules surrounding over-the-counter (OTC) sales of omeprazole have been imposed, with specific requirements on labeling, packaging, and marketing. Additionally, any new findings related to the long-term use of PPIs, such as potential adverse effects on kidney function or cardiovascular health, can lead to regulatory scrutiny and necessitate changes in prescribing guidelines or packaging instructions. These changes can disrupt the market by lowering the demand for the product or triggering costly recalls. Furthermore, companies involved in the manufacture and sale of omeprazole must maintain continuous monitoring of their products for compliance with Good Manufacturing Practices (GMP), which requires significant resources. Navigating these regulatory hurdles can be especially challenging for smaller players in the market.

### Price Pressure from Generic Competition

As a widely prescribed medication, omeprazole faces significant pressure from generic drug manufacturers, which has led to a reduction in the product's price in many markets. After the expiration of patents, generic alternatives flood the market, often at much lower prices than branded versions. This has created a highly competitive pricing environment, where market players must find ways to stay competitive without sacrificing profit margins. Generic competition is particularly challenging in developed markets like the United States and Europe, where the price sensitivity of both consumers and healthcare providers is high. While branded versions of omeprazole can command a premium, the availability of generic options leads to a shift in consumer preference towards lower-cost alternatives. Pharmaceutical companies offering branded omeprazole must adapt by focusing on strategies such as differentiation through packaging, marketing, and enhanced formulations (e.g., extended-release forms). However, such efforts can be costly and may not fully counteract the erosion of market share caused by generics. Moreover, countries with robust healthcare systems often encourage the use of generics as part of their efforts to control overall healthcare expenditure, thus pushing the prices of both branded and generic versions of omeprazole further down.

### Growing Consumer Awareness of Side Effects

Another challenge impacting the Global Omeprazole Market is the growing consumer awareness regarding the potential side effects associated with long-term use of PPIs. Omeprazole, like other PPIs, has been linked to a range of adverse effects, including an increased risk of bone fractures, kidney disease, and gastrointestinal infections. As awareness of these risks spreads, especially through online platforms and patient advocacy groups, there is growing reluctance among patients and healthcare providers to prescribe omeprazole for prolonged periods. In response, many patients are seeking alternative treatments or turning to other medications that have fewer long-term risks, which may reduce the demand for omeprazole. Moreover, healthcare providers, increasingly aware of the potential side effects, are reassessing their prescribing practices and may hesitate to prescribe PPIs for conditions where non-PPIs could be effective. As a result, pharmaceutical companies are under pressure to address safety concerns through additional clinical trials or reformulations, which may increase the cost and complexity of doing business in the market.

### Key Market Trends

#### Technological Advancements in Drug Delivery

Technological advancements in drug delivery systems are playing a crucial role in enhancing the effectiveness and patient compliance of omeprazole, thereby driving its market growth. As pharmaceutical research continues to evolve, new formulations of omeprazole with advanced drug delivery mechanisms are emerging. Innovations such as controlled-release capsules, sustained-release tablets, and delayed-release formulations are improving the bioavailability and therapeutic effect of omeprazole, making it a more attractive option for both patients and healthcare providers. For instance, delayed-release formulations are designed to protect omeprazole from being broken down by stomach acid before it reaches its site of action in the small intestine. This improves the drug's effectiveness and minimizes side effects, such as gastric irritation, which can occur with traditional formulations. These advancements in drug delivery have led to improved patient compliance, as the new formulations allow for less frequent dosing and more effective symptom control over an extended period.

Moreover, these advanced formulations of omeprazole are tailored to meet specific patient needs, such as for individuals who require long-term acid suppression or those who have difficulty swallowing pills. These innovations not only improve the overall treatment experience but also contribute to the ongoing popularity of omeprazole as a preferred treatment for acid-related disorders. As pharmaceutical companies continue to invest in improving drug delivery technologies, omeprazole is likely to remain a dominant choice for managing acid reflux and related conditions.

### Expanding Access to Healthcare in Emerging Markets

Expanding access to healthcare in emerging markets is a key factor driving the growth of the omeprazole market. As the middle class in regions such as Asia-Pacific, Latin America, and parts of Africa grows, so does the demand for effective and affordable healthcare services. According to IBEF data, cumulative inflows into sectors such as hospitals and diagnostic centers, as well as medical and surgical appliances, reached US\$ 10.26 billion and US\$ 3.28 billion, respectively, during the period from April 2000 to March 2024.

Improved healthcare infrastructure, increased healthcare spending, and greater access to medications have contributed to higher consumption of drugs like omeprazole in these regions. In many emerging markets, gastrointestinal disorders like GERD and peptic ulcers are becoming more common due to rapid urbanization, changing diets, and stressful lifestyles. With healthcare systems improving, individuals in these regions are seeking effective treatments for their gastrointestinal conditions. A study titled 'Estimation of the National Surgical Needs in India by Enumerating the Surgical

Procedures in an Urban Community Under Universal Health Coverage' was published in the National Library of Medicine journal in September 2020. In the study, an average of 4,624 surgeries were performed annually within the study population. After standardization, the national estimate was 3,646 surgeries per year per 100,000 individuals in India. Adjusting for rural and urban demographic variations, the annual surgical estimates were 3,640 for rural areas and 3,763 for urban areas per 100,000 population. Gender-based estimates indicated 1,729 surgeries per year per 100,000 men and 1,916 for women. The highest number of surgeries, accounting for 18.8% (688 surgeries), was observed among individuals aged 30–39 years. These findings highlight demographic and geographic variations in surgical healthcare utilization across India.

Omeprazole, being a widely recognized and affordable option, is becoming increasingly accessible to populations in these regions. Pharmaceutical companies are also expanding their distribution networks to cater to this rising demand, ensuring that omeprazole is available in both prescription and OTC formats.

In addition, regulatory changes in several emerging markets are making it easier for patients to access medications like omeprazole without needing a prescription, further contributing to its widespread use. Governments and health organizations are also increasing awareness of digestive health, leading to more individuals seeking treatment for acid-related conditions. As healthcare access continues to improve and awareness rises, the demand for omeprazole is expected to continue growing in emerging markets, further driving the global market expansion.

## Segmental Insights

## Sales Channel Insights

The Indirect Sale channel was dominating the Global Omeprazole Market in terms of sales. Indirect sales involve the distribution of omeprazole through intermediaries such as wholesalers, pharmacies, and retail chains, which then sell the product to end consumers. This sales channel has gained significant traction due to its wide reach and convenience for both consumers and manufacturers. Pharmacies and drugstores, both physical and online, are the primary points of access for consumers purchasing omeprazole. These establishments stock a variety of omeprazole formulations, including both prescription and over-the-counter (OTC) versions, making it easily accessible for a wide demographic of patients suffering from conditions like GERD, duodenal ulcers, and gastric ulcers. Moreover, wholesalers play a crucial role in ensuring the distribution of omeprazole to a large number of retail outlets, further



increasing its availability.

The rise of e-commerce has also contributed to the growth of indirect sales, with consumers increasingly turning to online platforms to purchase OTC omeprazole for convenience. The ability to easily compare prices and purchase medications from home has made this channel particularly appealing, especially in developed markets where online pharmacies are well-established.

## Regional Insights

The North America region was the most dominating in the Global Omeprazole Market. This dominance is primarily driven by the high prevalence of gastrointestinal disorders such as Gastroesophageal Reflux Disease (GERD), gastric ulcers, and duodenal ulcers, which are commonly treated with omeprazole. The widespread use of proton pump inhibitors (PPIs) like omeprazole in both prescription and over-the-counter (OTC) forms contributes significantly to the market share in North America, particularly in the United States. In addition to the high demand for omeprazole, the North American market benefits from well-established healthcare infrastructure, extensive healthcare access, and high consumer awareness about available treatments for digestive issues. The availability of omeprazole in OTC formats allows for easy consumer access, further boosting its consumption across a broad demographic. The prevalence of obesity and other lifestyle factors that contribute to GERD also enhances the market growth for omeprazole in this region.

Furthermore, North America is home to several pharmaceutical giants involved in the production and distribution of omeprazole, which helps strengthen the market position of the region. The region's advanced regulatory framework, along with continuous research and development, ensures the availability of high-quality, effective medications.

## Key Market Players

Dr. Reddy's Laboratories Inc

Sandoz AG

Perrigo Company Plc.

Astrazeneca Plc

Amneal Pharmaceuticals, Inc

Mylan N.V.

Apotex, Inc.

Watson Co., Ltd..

Santarus Inc.

### Report Scope:

In this report, the Global Omeprazole Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Omeprazole Market, By End-Use Application:

Duodenal Ulcer

Gastric Ulcer

Gastroesophageal Reflux Disease

Erosive Esophagitis

Others

Omeprazole Market, By Sales Channel:

Direct Sale

Indirect Sale

Omeprazole Market, By Region:

North America

United States

Canada

Mexico

Europe

France

United Kingdom

Italy

Germany

Spain

Asia-Pacific

China

India

Japan

Australia

South Korea

South America

Brazil

Argentina

Colombia

Middle East & Africa

South Africa

Saudi Arabia

UAE

### Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Global Omeprazole Market.

### Available Customizations:

Global Omeprazole market report with the given market data, TechSci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

### Company Information

Detailed analysis and profiling of additional market players (up to five).

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