

Most Immediate

No.35024/28/2017-IC
Government of India
Ministry of Chemicals & Fertilizers
Department of Pharmaceuticals

Shastri Bhawan, New Delhi
Dated the 31 July, 2017

To

Pharmexcil, FICCI, CII, ASSOCHAM, PHD Chamber, IPA, IDMA, BDMA, FOPE,
OPPI, AIMED, MTaI, CIPI

Subject:- 3rd India Pharma/Medical Device Awards

Sir(s)/Madam(s),

I am directed to say that Government of India, Ministry of Chemicals & Fertilizers, Department of Pharmaceuticals has decided to confer **3rd India Pharma/Medical Device Awards** during the currency of India Pharma 2018 & India Medical Device 2018 on 15 February, 2018 at Bengaluru. The categories/indicators for these Awards are listed in the Annexure, which is attached herewith. You are requested to disseminate the same amongst members of your organizations. Separate nominations for each category (along with supporting documents) may be sent to the undersigned. The last date for receipt of nominations is 30th September, 2017. No nomination will be accepted after the last date.

Encl:- As above

Yours faithfully,



(H.K. Mallick)

Under Secretary to the Government of India

Tel: 23383392

Email:-hk.mallick@nic.in

Copy to:- Director(NIC)- for uploading the same on the Website of Department of Pharmaceuticals

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Copy (along with enclosures) to:-

Chairman(NPPA), CMD(KAPL), CMD(IDPL), MD(BCPL), MD(HAL), MD(RDPL),
CEO(BPPI)

Copy (along with enclosures) also to:-

PS to Hon'ble Minister(C&F), PS to Hon'ble MOS(C&F), PSO to Secretary(Pharma),
Consultant to AS&FA, Consultant to JS(SP), PS to JS(RT), PA to EA, Consultant to
Director(S K G), Consultant to Dir(JT), DS(DK), DS(MKB), DS(IFD), US(BK), US(SK),
US(PK), US(SKJ), US(PSU)

Criteria/Indicators for India Pharma Awards**1. Overall India Pharma Excellence Award:**

| | Criteria | Indicators | Relevant information/ Documents to be furnished. |
|----|--|---|--|
| a. | Sales Turnover Growth in % (25% weightage) | <ul style="list-style-type: none"> - Cumulative growth over last 3 years i.e. % increase in sale in Year 3 as compared to Year 1. - Highest of all entries received to have full marks and others proportionate | Audited sales' figures for the last three financial years, duly certified by Company Secretary. |
| b. | Turnover of manufacturing in own plants as a Percentage of total turnover (25% weightage) | <ul style="list-style-type: none"> - Highest of all entries received to have full marks and others proportionate | Audited figures on itemwise production in terms of quantity and value for different Pharma products manufactured in their own manufacturing facilities, in the previous year duly certified by Company Secretary |
| c. | Percentage of Sales of NLEMs vis-a-vis total Sales of Pharma products (20% weightage) | <ul style="list-style-type: none"> - Highest of all entries received to have full marks and others proportionate | Audited figures of sales of NLEMs for last financial year, duly certified by Company Secretary |
| d. | Number of products launched in the last year (10% weightage) | <ul style="list-style-type: none"> - Highest of all entries received to have full marks and others proportionate | List of products launched in the last year, duly certified by the Company Secretary. |
| e | Percentage of expenditure on R&D vis-a-vis total Annual Sales turnover averaged over 3 years (20% weightage) | <ul style="list-style-type: none"> - Highest of all entries received to have full marks and others proportionate | Audited figures of expenditure on R&D incurred as a % of total sales, during last 3 financial years, duly certified by Company Secretary |

A one page brief about the company along with name of important products being produced and its therapeutic significance

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2. India Pharma Leader Award:

| | Criteria | Indicators | Relevant information/ Documents to be furnished. |
|----|--|---|--|
| a. | Citizen of India engaged in Pharma manufacturing | <ul style="list-style-type: none"> - Should be a trend setter in Pharma Sector. - Should have made significant contribution to growth & welfare of Indian Pharma Industry, both in tangible and intangible terms (The Jury to decide) | <ul style="list-style-type: none"> • Name of individual being nominated. • His/Her detailed bio-data. • His/Her specific achievements and contribution to the development of Pharma Industry. |

A one page brief about the company along with name of important products being produced and its therapeutic significance. An individual conferred this award shall not be considered for next 5 years.

3. India Pharma Bulk Drug Company of the Year Award :

| | Criteria | Indicators | Relevant information/ Documents to be furnished |
|----|--|---|--|
| a. | Increase in Sales in % terms over previous year (40% weightage) | - Highest of all entries received to have full marks and others proportionate | The Company should indicate item-wise production and sales of Bulk Drugs in last 2 financial years duly certified by Company Secretary. |
| b. | Sales of Bulk Drugs, for use in manufacture of NLEM drugs as percentage of total Sales (30% weightage) | - Highest of all entries received to have full marks and others proportionate | List of Bulk Drugs, together with itemwise production and sales figures, which are used in production of NLEMs, for the last financial year, duly certified by Company Secretary |
| c. | Increase in R&D expenditure on bulk drugs as Percentage over the previous financial year (30% weightage) | Highest of all entries received to have full marks and others proportionate | Expenditure on R&D related to Bulk Drugs for the last 2 financial years, duly certified by Company Secretary. |

A one page brief about the company along with name of important products being produced and its therapeutic significance

Category 4 - India Pharma SME Company of the Year Award:

| | Criteria | Indicators | Relevant information/ Documents to be furnished |
|----|---|---|---|
| 1 | 2 | 3 | 4 |
| a. | Increase in Sales over previous year in % terms (40% weightage). | Highest of all entries received to have full marks and others proportionate | <ul style="list-style-type: none"> The Company should provide a valid copy of SSI Registration with the respective State Directorate of Industries/Public Authority. Audited sales figures for the last 2 financial years, duly certified by Company Secretary. |
| b. | Increase in total R&D expenditure over previous financial year in % terms (30% weightage) | Highest of all entries received to have full marks and others proportionate | Audited figures of expenditure on R&D in last 2 financial years, duly certified by Company Secretary. |
| c. | Sales of NLEM drugs as % of total Sales (30% weightage) | Highest of all entries received to have full marks and others proportionate | List of NLEM drugs with item-wise production and audited sales figures for the last year duly certified by Company Secretary |

A one page brief about the company along with name of important products being produced and its therapeutic significance

Company which comes under Micro, Small and Medium Enterprises Development (MSMED) Act, 2006 would be treated as MSME Company. In this regard, the company shall submit a valid copy of SSI Registration with the respective State Directorate of Industries/Public Authority.

5. India Pharma Innovation of the Year Award:

| | Criteria | Indicators | Relevant information/ Documents to be furnished |
|----|---|---|--|
| a. | Number of patents files and commercialised during the last 3 financial years 1) No. of product patents filed - 25% 2) No. of product patents granted- 25% 3) No. of product patents commercialised- 25% 4) Percentage of patents /innovations commercialised during the last 3 financial years pertaining to NLEM drugs. (25% weightage) | Highest of all entries received to have full marks and others proportionate | <ul style="list-style-type: none"> No. of process and products patents filed during the last 3 financial years, duly certified by Company Secretary. No. of patents commercialised by the Company during the year, duly certified by Company Secretary. No. of patents assigned to other entities in India and overseas, duly certified by Company Secretary. |

A one page brief about the company along with name of important products being produced and its therapeutic significance

6. India Pharma Corporate Social Responsibility (CSR) Programme of the Year Award:

| | Relevant information/ Documents to be furnished |
|--|--|
| - Details of CSR activities undertaken | <ul style="list-style-type: none"> • Details of activities undertaken under Corporate Social Responsibility • Total expenditure incurred on these activities for the last 3 years, duly certified by Company Secretary. • Geographical coverage of the CSR activities and approximate impact on the number of people. |
| - To be Judged by Jury | |

A one page brief about the company along with name of important products being produced and its therapeutic significance

Category 7 - India Medical Devices Company of the Year Award

| | Criteria | Indicators | Relevant information/ Documents to be furnished |
|----|---|--|---|
| 1 | 2 | 3 | 4 |
| a. | Sales Turnover increase in % over previous year (50% weightage) | <ul style="list-style-type: none"> - Percentage growth in Sales turnover over previous year. - Highest of all entries received to have full marks and others proportionate | <ul style="list-style-type: none"> • Give details of the Medical Devices and their sales turnover during the last 2 years, duly certified by Company Secretary. • Contents of different Medical Devices produced in terms of value of content achieved. |
| b. | R&D expenditure as a % of Sales (50% weightage) | <ul style="list-style-type: none"> - Percentage R&D expenditure on Sales turnover - Highest of all entries received to have full marks and other proportionate | <ul style="list-style-type: none"> • R&D expenditure in terms of percentage of sales incurred during the last year, duly certified by Company Secretary. • Audited figures of expenditure on R&D in last year, duly certified by Company Secretary. |

A one page brief about the company along with name of important products being produced

Category 8 - India Pharma Formulation Export Company of the Year Award:

| | Criteria | Indicators | Relevant information/ Documents to be furnished |
|----|---|---|--|
| 1 | 2 | 3 | 4 |
| a. | Growth in export turnover over previous year in % terms (50% Weightage) | Highest of all entries received to have full marks and others proportionate | Details of Pharma products exported to various countries in terms of quantity and value for all formulations, duly certified by Company Secretary. |
| b | Exports as percentage of total Sales (50% Weightage) | Highest of all entries received to have full marks and others proportionate | Figures of export to total sales of the Company for the last year, duly certified by Company Secretary. |

A one page brief about the company along with name of important products being produced and its therapeutic significance

Category 9- India Pharma Medical Devices Export Company of the Year Award

| | Criteria | Indicators | Relevant information/ Documents to be furnished |
|----|---|---|---|
| 1 | 2 | 3 | 4 |
| a. | Growth in bulk drug export turnover over previous year in % terms (50% Weightage) | Highest of all entries to have full marks and other proportionate | Details of Medical Devices exported to various countries in terms of quantity and value for Medical Devices for the last 2 years duly certified by Company Secretary |
| b | Exports as percentage of total sales (50% Weightage) | Highest of all entries received to have full marks and others proportionate | Figures of export to total sales of the Company for the last year, duly certified by Company Secretary. |

A one page brief about the company along with name of important products being exported

Note:

- Definition of MSME will be as per Micro, Small and Medium Enterprises Development (MSMED) Act, 2006.
- Comparisons would be made based on audited results of the Financial Year 2016-17 and previous years
- Unaudited results would not be considered for evaluation
- No company would be conferred an Award in 2 categories in the same year. In case such a situation arises, the award appearing first in the list of Awards would be conferred and the second award would be given to the applicant with the next highest marks.
- The same category of award would not be conferred to the same company for 2 years in succession.
