

Most Immediate

No.35022/12/2016-PI-III

Government of India

Ministry of Chemicals & Fertilizers

Department of Pharmaceuticals

Shastri Bhawan, New Delhi

Dated the 6th May, 2016

To

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

Subject:- Indian Pharma Awards - 2016

Sir(s)/Madam(s),

I am directed to say that Government of India, Ministry of Chemicals & Fertilizers, Department of Pharmaceuticals has decided to confer 2nd India Pharma Awards - 2016 during "India Pharma 2017" and "India Medical Device 2017". 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, 2016. No nomination will be accepted after the last date.

Yours faithfully,

sd/-

(Raj Kumar)

Under Secretary to the Government of India

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Copy also to:-

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

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.	Own manufacturing turnover as Percentage of total sales (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, 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 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

Contd..p/2

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 3 years.

3. India Pharma Company of the Year Award:

	Criteria	Indicators	Relevant information/ Documents to be furnished.
a.	Increase in Sales in % over previous year. (50% weightage)	- Highest of all entries received to have full marks and others proportionate	Audited sales figures for the last 2 financial years, duly certified by Company Secretary.
b.	Increase in total R&D expenses over previous year in % terms. (50% 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.

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

4. 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 2 financial years, duly certified by Company Secretary
c.	Increase in R&D expenditure 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.

5. India Pharma SME Company of the Year Award:

	Criteria	Indicators	Relevant information/ Documents to be furnished
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 Bulk Drugs, together with item wise production and sales, which are used in production of NLEMs, for the last 2 years.

6. India Pharma SME 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 other proportionate	<ul style="list-style-type: none"> • Copy of valid SSI Registration granted by the respective State Directorate of Industries/Public Authority. • Company Secretary/CA certified figures of total investment made towards plant and machinery as on date may also be indicated.
b.	Percentage sale of Bulk Drugs for use in NLEM drugs as % 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, which are used in production of NLEMs, for the last 2 years.
c.	Increase in R&D expenditure over previous financial year in % terms (30% weightage)	Highest of all entries received to have full marks and others proportionate	Expenditure on R&D made for the purpose of development for bulk drugs/ NCEs for the last 2 financial years, duly certified by Company Secretary.

7. India Pharma Innovation of the Year Award:

	Criteria	Indicators	Relevant information/ Documents to be furnished
a.	<p>Number of patents files and commercialised during the last 3 financial years</p> <p>1) No. of product patents filed - 20%</p> <p>2) No. of product patents granted- 20%</p> <p>3) No. of product patents commercialised- 20%</p> <p>4) No. of products i.e. new therapeutic molecules patented - 20%</p> <p>5) Percentage of patents /innovations commercialised during the last 3 financial years pertaining to NLEMs. (20% weightage)</p>	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.

8. India Pharma R&D Achievement Award

	Criteria	Indicators	Relevant information/ Documents to be furnished
a.	% Annual Growth in R&D Expenditure as % of Sales over previous year. (60% weightage)	<ul style="list-style-type: none"> Cumulative growth over last 2 financial years Highest of all entries received to have full marks and others proportionate 	Figures of R&D expenditure for the last 2 financial years, in absolute terms as well as growth rate, achieved over the previous financial year.
b.	Total R&D expenditure in the last year (40% weightage)	Highest of all entries received to have full marks and others proportionate	

9. 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	

10 India Medical Devices Company of the Year Award

	Criteria	Indicators	Relevant Remarks
a.	Sales Turnover increase (50% weightage) in %	- 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 during the last 3 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 3 years, duly certified by Company Secretary. • Audited figures of expenditure on R&D in last 3 years, duly certified by Company Secretary.

11. India Pharma Export Company of the Year Award:

	Criteria	Indicators	Relevant Remarks
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)	Export as percentage of total sales	Value of export percentage for the last 3 years, duly certified by Company Secretary.

12. Indian Pharma Bulk Drug Export Company of the Year Award:

	Criteria	Indicators	Relevant Remarks
a.	Growth in export turnover over previous year in % terms (50% Weightage)	Percentage revenue growth in exports turnover previous year	Details of Pharma products exported to various countries in terms of quantity and value for Bulk Devices, duly certified by Company Secretary.
b	Exports as percentage of total sales (50% Weightage)		The Company should provide us a valid copy of SSI Registration with the respective State Govt. Deptts.

13. Indian Pharma SME export company of the Year Award:

	Criteria	Indicators	Relevant Remarks
a.	Growth in export turnover over previous year in % terms (50% Weightage)	Percentage revenue growth in exports turnover previous year	Product-wise and country-wise figures of export in terms of quantity and value both for formulations and Bulk Devices, duly certified by Company Secretary.
b	Exports as percentage of total sales (50% Weightage)		Value of export percentage for last 3 years, duly certified by Company Secretary.

14. Indian Pharma Medical Devices export company of the Year Award

	Criteria	Indicators	Relevant Remarks
a.	Growth in export turnover over previous year in % terms (50% Weightage)	Percentage revenue growth in exports turnover previous year	Details of Pharma products exported to various countries in terms of quantity and value for Medical Devices.
b.	Exports as percentage of total sales (50% Weightage)		The Company should provide us a valid copy of SSI Registration with the respective State Govt. Deptts.

15. Indian Pharma PSU of the Year Award

	Criteria	Indicators	Relevant Remarks
a.	Increase in Sales in % over previous year. (80% weightage)	- Highest of all entries received to have full marks and others proportionate	Audited sales figures for the last 2 financial years, duly certified by Company Secretary.
b.	Increase in operating profits over previous year in % terms. (20% weightage)	- Highest of all entries received to have full marks and others proportionate	Audited figures of operating profits of 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

Note:

- Definition of MSME will be the standard definitions
- Comparisons would be made based on audited results of the Financial Year 2015-16 and previous years
- Unaudited results would not be considered for evaluation
