

IIHMR UNIVERSITY, JAIPUR
EVENT OUTCOME REPORT
Master Class Episode 35

“Master Class Episode 35”
Topic: - Mergers & Acquisitions in Pharmaceutical Industry
Date: 23 rd July 2021 from 04.00 PM to 05:00 PM
Venue: - IIHMR University, Jaipur
Speaker: - Mr. Vikram Mali, Head Merger and Acquisition, Cipla, Mumbai, Maharashtra
Number of participants: - 127
Introduction: - This session featured: Mr. Vikram Mali, Head Merger and Acquisition, Cipla, Mumbai, India. The event was moderated by Dr. Saurabh Kumar Banerjee, Dean - SPM, IIHMR University, Jaipur and the Session was welcomed by Dr. P.R. Sodani, President, IIHMR University, Jaipur.
<p>Objective:</p> <p>The primary objective of Mergers & Acquisitions (M&A) in the pharmaceutical industry is to strategically strengthen companies’ competitive positions by combining resources, expanding product portfolios, and accelerating innovation.</p>
<p>Salient Novel Points Covered:</p> <p>Shift Toward Acquiring Biotech and Specialty Firms</p> <ul style="list-style-type: none"> • Pharma companies increasingly target smaller biotech startups and niche specialty firms with innovative therapies, especially in gene therapy, immunotherapy, and personalized medicine. <p>Focus on Digital Health and Technology Integration</p> <ul style="list-style-type: none"> • Recent M&As often include digital health platforms, AI-driven drug discovery companies, and health data analytics firms to boost tech capabilities. <p>Strategic Portfolio Rationalization</p> <ul style="list-style-type: none"> • Companies are divesting non-core or underperforming assets to focus M&A on high-growth, high-value therapeutic areas. <p>Rise of Cross-Border Deals</p> <ul style="list-style-type: none"> • Increasing globalization is driving more international M&A activity, allowing companies to enter emerging markets and access new patient populations. <p>Growing Importance of Real-World Evidence (RWE) and Data Assets</p> <ul style="list-style-type: none"> • M&A targets increasingly include firms with valuable patient data repositories and capabilities in real-world data analysis to support regulatory and commercial strategies. <p>Increased Use of Collaborative Deals and Joint Ventures</p> <ul style="list-style-type: none"> • Beyond outright acquisitions, companies engage in co-development, licensing, and joint ventures to share risks and costs.

Role:**Accelerating Innovation and Product Development**

- M&A enables rapid access to novel drug candidates, advanced technologies, and R&D capabilities, shortening time to market for new therapies.

Expanding Market Access and Global Footprint

- Through acquisitions, companies gain immediate entry into new geographical markets and patient populations, enhancing global presence.

Enhancing Competitive Positioning

- M&A helps companies strengthen their market share, diversify product lines, and reduce vulnerability to competition.

Achieving Cost Synergies and Operational Efficiency

- Combining manufacturing, supply chain, and administrative operations reduces costs and improves profitability.

Challenges and Opportunities:**Challenges:****1. Regulatory and Antitrust Hurdles**

- Stringent regulatory reviews and antitrust laws can delay or block deals, especially large mergers that may reduce market competition.

2. Cultural Integration Issues

- Merging different corporate cultures often leads to employee resistance, loss of key talent, and reduced operational efficiency.

3. Valuation Difficulties and Overpayment Risks

- Accurately valuing pipeline assets, intellectual property, and future revenues is complex, sometimes resulting in overpayment.

4. Complex Due Diligence Processes

- Thorough evaluation of scientific, financial, legal, and regulatory aspects requires significant resources and expertise.

Opportunities:**1. Access to Innovative Technologies and Therapies**

- M&A enables quick acquisition of cutting-edge biotech innovations, digital health solutions, and advanced therapeutics.

2. Expansion into New Markets and Segments

- Companies can gain footholds in emerging markets and diversify into specialty or rare disease areas.

3. Cost Savings through Synergies

- Combining operations often leads to significant savings in manufacturing, R&D, marketing, and administrative expenses.

4. Strengthened Pipeline and Product Portfolio

- M&A can fill gaps in pipelines, accelerate late-stage product launches, and reduce reliance on single products.

Q &A and Interactive Discussion:

An interactive session on Mergers & Acquisitions in Pharmaceutical Industry was engaging, informative, and participatory to keep the audience involved while delivering valuable insights.

Future Scope:

Increased Focus on Biotech and Specialty Pharma Deals
Integration of Digital Health and Data-Driven Assets
Expansion in Emerging Markets and Niche Therapeutic Areas
Use of Advanced Analytics for Deal Sourcing and Integration

IIHMR UNIVERSITY

Master Class
Episode 35

Mergers and Acquisitions in Pharmaceutical Industry

📅 Friday, July 23, 2021
🕒 04:00 PM - 05:00 PM (INDIA) 🇮🇳

SPEAKER
Mr. Vikram Mali
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