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### Pre Event Brief

## USAIC Summit sets stage for 'bold, innovative' partnerships

This year's US-India BioPharma & Healthcare Summit, scheduled for May 14 in Massachusetts, USA, promises to continue the efforts of the USA-India Chamber of Commerce (USAIC), a bilateral Chamber of Commerce aimed at promoting and facilitating trade and investment between the US and India. As Karun Rishi, President of the USA-India Chamber of Commerce, commented, "The positive side of current economic downturn is the likely growth in discovery research business between India and the US. Many US companies sitting on the fence will be compelled to seriously consider integrating India in their global R&D strategy. This is the time for Indian companies to ramp up their capacity and quality standards."

According to Dr. Martin Mackay, Co-Chair of the US-India BioPharma & Healthcare Summit and President Global R&D, Pfizer, "Pfizer has a network of research partners in biotech companies, academic institutions, hospitals and contract research organisations (CROs). This global network includes scientific collaborations with Indian researchers and dozens of planned and ongoing clinical studies in India. As part of Pfizer strategies to grow the business in emerging markets and pursue the best science, our R&D organisation is leveraging the capabilities of this network to assist with drug discovery and development. Pfizer also is exploring opportunities to expand the scale and scope of clinical trials in India."

Added Hari Bhartia, Co-Chair of the US-India BioPharma & Healthcare Summit and Managing Director of Jubilant Organosys, "As we see the pressure to reduce healthcare costs and find innovative solutions to unmet needs build up, the necessity to leverage the global intellectual enterprise takes centre stage. Over the years India has emerged as a preferred destination for the development of knowledge based industry. The pharmaceuticals and life sciences industry in particular has revolutionised the ways of doing business through alliances and collaborations between large innovator companies and Indian research boutiques and integrated pharma players."

According to Mackay: "In emerging markets such as India, we seek to reach more patients than ever before with Pfizer medicines. To do so, we will develop bold and innovative partnerships in all parts of the business, including R&D. Scientific talent and medical expertise are important to our ability to access biomedical innovation across a range of therapeutic areas. Continued strengthening of intellectual property protection will remain a key factor in R&D investment decisions."



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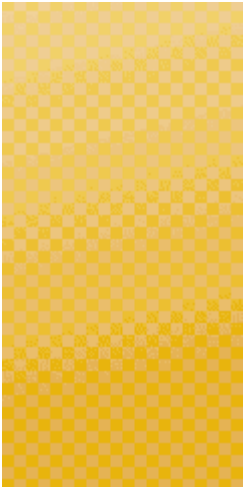
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Private sector hospitals in India can play an important role in capacity building to provide healthcare to Indian masses. Just providing services will not be enough. Hospitals in India will have to integrate research in their business model. This will

create a great opportunity for everyone involved in the discovery process and will ultimately benefit the patients added Dr. Naresh Trehan, Co-Chair of the Summit and Chairman of Global Health.

Rishi pointed out that with the Obama administration's strong interest in healthcare, we see a huge opportunity for the US and Indian companies to work together to create affordable and high quality drugs for everyone in the world. Stem cells research is also getting strong support and as some Indian companies are doing cutting edge work in this area, industry friendly policies in both countries can help create solutions to cure diseases by leveraging stem cell technologies.

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