

**Dear friends,**

I deem it a privilege to be sharing my thoughts with all the members of BDMA. We have an active organization that promotes and serves as a common forum for formulating views on all matters concerning the growth of the bulk drug industry in the country.

We as an industry are committed to healthier life and have Immensely contributed to the fast track growth of the pharmaceutical sector. Indeed, all our members should be proud that Indian pharmaceutical industry is respected globally and are considered at par with the best in the world.

We have done well if we see the progress from several perspectives. We as an industry offer very good products and services; our technological competence and use of latest equipments have added to our capabilities; our exports have grown year-on-year; we have become net foreign exchange earners and have been generating trade surplus; we have some of the best skilled and intellectual resource working in the industry. I believe we have strong foundations to move to the next level.

I am aware, members of the BDMA (I) and my colleagues in the industry have been striving to build on this platform. Several of the pharmaceutical companies have worked hard and demonstrated fast tracked growth. I believe our good days have only just begun.

We have done well so far and we can do much more. Having done a lot of hard work, I would look forward to a larger slice of the global pharma business for India. All of us need to take the momentum forward and gain market share, especially in the premium markets.

This is also the time, to reflect and examine if there are pockets of inadequacies in our manufacturing systems and processes. If we have to take larger share of the global markets, we need to benchmark ourselves with the best in the world. We need to be offering consistently better products, and be considered as the source for pharmaceutical products.

In my estimate, there are as yet pockets of Indian manufacturing sector that need to be improved. While most of the manufactures in the country have been sensitive and have attempted to maintain highest standards, there are as yet a significant number of manufacturers who have encountered observations from customers and authorities.

In my estimate, there are three areas that have at times hurt Indian industry in the past; quality assurance, regulatory compliance as well as environment, health and safety (EHS). It is for the industry players to introspect, examine and satisfy themselves that their systems and processes are not only up to compliance standards, but would add to the value that they bring to the customers and consumers.

Across the world, there is a heightened focus on these three aspects and it is for each one of us to not only add to the contribution that we make as Indian pharmaceutical industry. but also reassure all concerned that Indian industry excels in whatever it does. Indeed, we owe it to our employees and the society. We owe it to the patients who we serve, wherever they may be. Improving their health is good for our business as well as for our reputation.

Our commitment and responsibility to protecting the environment, health and safety of our colleagues and the communities where we operate will bring continuous improvements in our performance, maintain safe and sound manufacturing operations and contribute to the common effort to protect the natural and workplace environment. I believe we would as an industry reduce our risk perception and enhance the relationships with our customers.

I request all members of BDMA to play the leadership role and approach these three areas with conscientiousness, take a proactive stance and bring a new tommorrow for all of us. BDMA would provide necessary platform by exploring available resources within us as well as by hiring competent agencies in above areas. In the ultimate analysis every member would help enhance the reputation of the entire industry.

My best wishes to all of you



**K. Nithyananda Reddy**  
**President**

