

AN INTRODUCTION TO

Accelerator Group Knowledge Report:

India's Value Proposition in the Global CRO Industry –

An Insight into new strategic trends

January 2007

Clinical research has evolved from providing limited preclinical and clinical trial services in the 1970s to a full-service industry today that encompasses broader relationships with clients, covering the entire drug development process, including preclinical safety evaluation, pharmacology, study design, clinical trial management, data collection, statistical analysis, product support, and regulatory services. Pharmaceutical companies are now using drug development services companies not only to cover gaps in capacity, but also to increase their skills base, help to control costs, and reduce drug development timelines.



The industry has started evolving towards a full-service model. Smaller, niche CROs are transforming or merging into organizations that are more focused on offering a complete range of services; from the earliest stages of development through post-approval research.

A large network of global companies is now looking at India as a potential center of knowledge, skill, and resource base, to synergize capabilities and create a scenario for global research & trials to be conducted in a country that is well equipped with the necessary requirements. Indian CROs are operating various business models to collaborate in strategic partnerships with pharmaceutical companies throughout the world. The trend towards CRO acquisitions is also accelerating as several international pharma companies are said to be considering India for strategic investments. In turn, full service Indian CROs are also acquiring offshore to expand their CRO services globally and to strengthen their relationship network in the global market, which has the highest concentration of pharmaceutical and biotech companies.

This Knowledge Report explores the significance of India in the new paradigm of a global CRO industry. It highlights the potential this industry offers for improved commercial interactions between India and rest of the world. It discusses the current size and estimated size in 2010, the key players in this industry in India and the emerging business models as Clinical Research Organization industry takes a rapid leap in India. The document also discusses trends in inorganic growth strategies, including analysis of mergers and acquisitions, adopted by Indian CROs. Finally, we present our outlook for the sustained growth and continuous investments in this industry.

This publication is a starting point for a discussion to highlight the tremendous investment potential in the CRO Industry in India. Accelerator Group remains committed to assist all stakeholders in benefiting from developments in this industry.

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