

Glenmark heads to the West for \$250-bn drug market

Glenmark Pharmaceuticals, which has reaped \$200 million selling rights to its drugs, is seeking to introduce its first biotechnology medicine in the US or Europe as early as 2017. A biologic remedy for ulcerative colitis, a bowel disorder affecting 1.5 million patients globally, is progressing through US trials after being licensed to Paris-based Sanofi and could come to market from 2017 to 2020, according to Managing Director Glenn Saldanha. Talks with possible licensees for biologic pain and inflammation drugs have begun, he said. "These are all \$1 billion-plus drugs," Saldanha said. "The hope is to be the first innovative pharma company coming out of India." The global market for biologic drugs is forecast by IMS Health to reach as much as \$250 billion by 2020, with at most 10 per cent accounted for by copied or derivative remedies.

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Company.