



## **“Emergence of Drug Discovery collaboration opportunities in India: A case study from Aurigene’s experience”**

### **Abstract**

After India’s compliance with the WTO requirements for product patents in 2005, the industry has expected many changes; but the emergence of Drug Discovery collaborations, a form of the Business of Science, has been a very unexpected offshoot.

Drug Discovery activities in India have been very limited until recently, with most pharma companies focused on API and Generics businesses. However, process chemistry has been a traditional strength, leading to opportunities for Med Chem outsourcing activities in a big way in India. But such of those companies that have kept a focus on Drug Discovery, and have patiently built the capabilities and technologies in this area, have seen a rapid emergence of opportunities to collaborate with Large and Medium-sized pharma companies.

In a remarkably short period of time, these collaborations are turning into high-value opportunities that are rewarding innovation capabilities that exist in India.

The discussion will focus on the emergence of these opportunities, and Aurigene's experience over a period of time with such transformational changes in the industry.

### **About the presenter**

CSN Murthy is a Chemical Engineer from IIT, Madras, and an MBA from IIM, Bangalore. He started his career with India's first venture capital company TDICI (now ICICI Ventures). He was an entrepreneur for a few years, after which he worked as the COO of Gland Pharma Limited, Hyderabad, and later with Dr. Reddy's Laboratories Ltd. at Hyderabad. He is the CEO of Aurigene, an independent subsidiary of Dr. Reddy's, for the last 5 years. Aurigene currently runs about 20 integrated Drug Discovery programs from target to IND, and has a team of over 400 scientists in its sites at Bangalore and Hyderabad