



ICPA's journey in its debut year

INTERNATIONAL CONTRACT PHARMA ASSOCIATION

incorporated on August 13, 2021

under the Companies Act, 2013 (18 of 2013).

NEW DELHI - INDIA

<https://incophas.org/>

ICPA - Aim



ICPA aims to serve contract service providers in the pharma/biotech/medical devices sectors. Our goal is to enable our members deliver services, products and solutions seamlessly across the globe. This will be achieved by articulating our members' perspective for navigating local and international systems to help them meet their societal responsibilities and business goals.

ICPA's first year

ICPA would like to share summary information on its first year activities. The following slides depict.

- ICPA page Follower statistics
- Webinar on CRISPR in Dec 2021
- Various networking Events supported by ICPA during 2022
- Sessions during 'India Unlimited' event in San Diego June 14 2022
- Analysis of comparative social outreach of various associations
- ICPA Plans for 2023

We hope to do much more in 2023 and beyond with the support of companies and look forward to it. We invite you to become a member of ICPA.

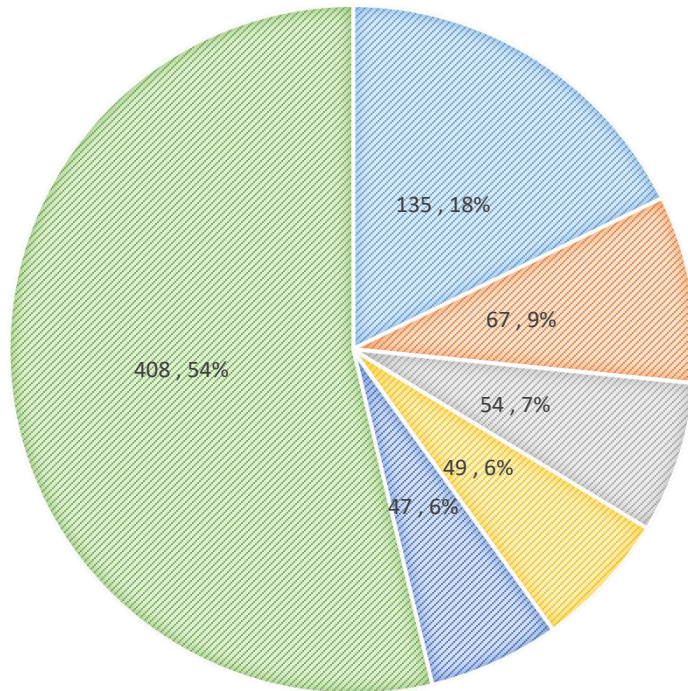
ICPA followers

The [ICPA LinkedIn page](#) gained 784 followers till Oct 31, 2022



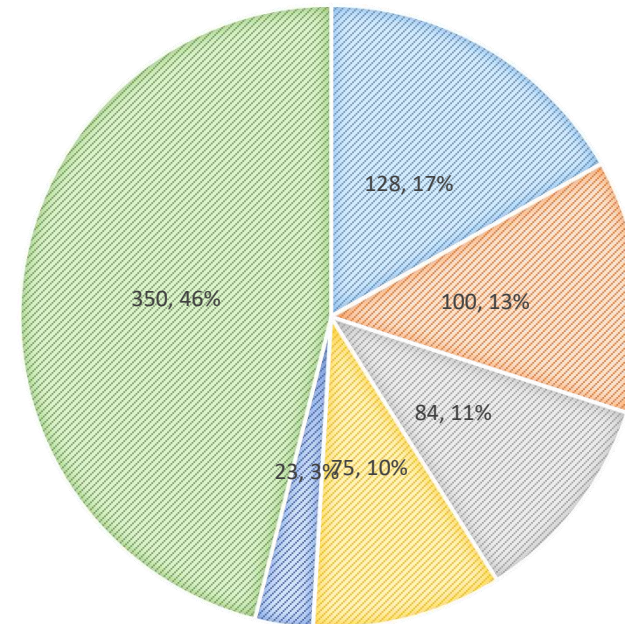
MAIN LOCATIONS

■ Bangalore ■ Hyderabad ■ Mumbai ■ Delhi ■ Ahmedabad ■ Rest



DOMAIN

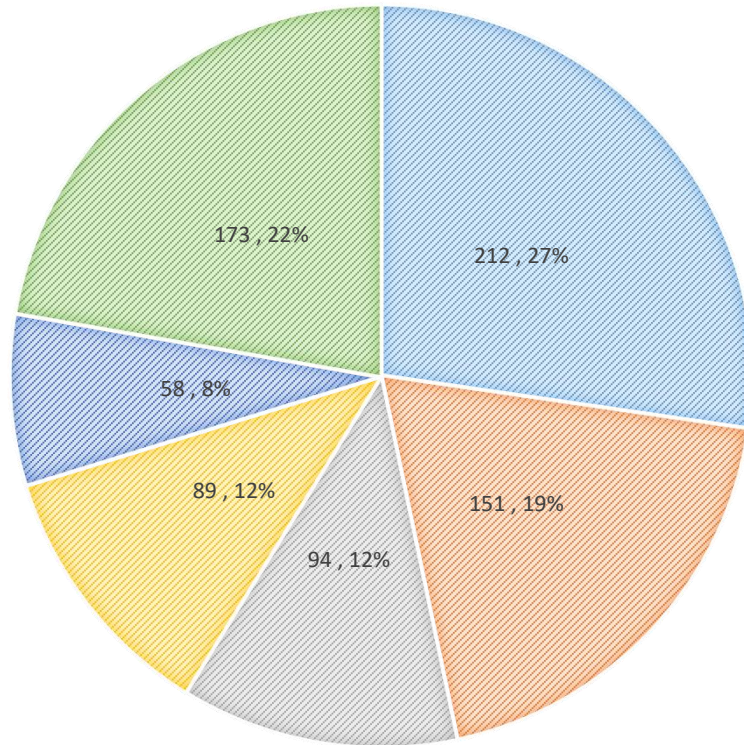
■ Business Development ■ Quality Assurance ■ Research ■ Operations ■ Sales ■ others



Followers

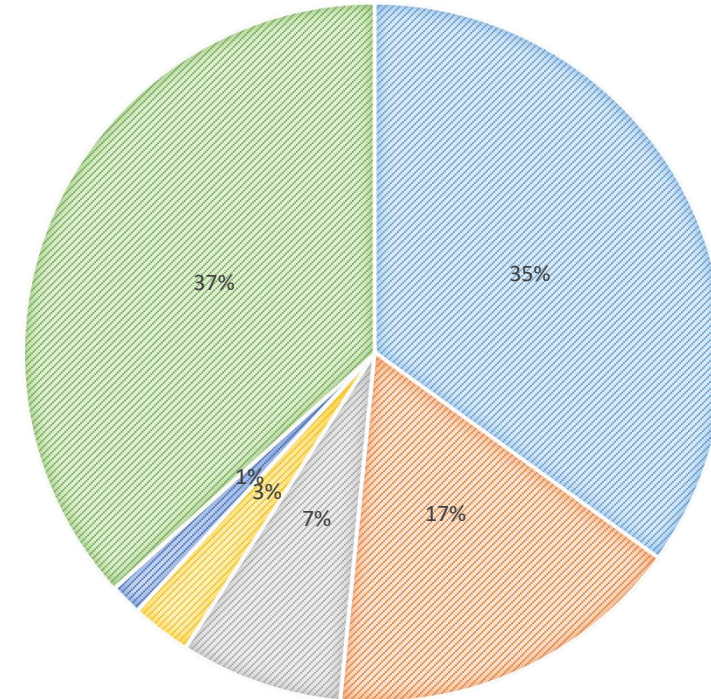
EXPERIENCE

■ Senior ■ VP/CXO ■ Director ■ Entry ■ Manager ■ others



VISITORS

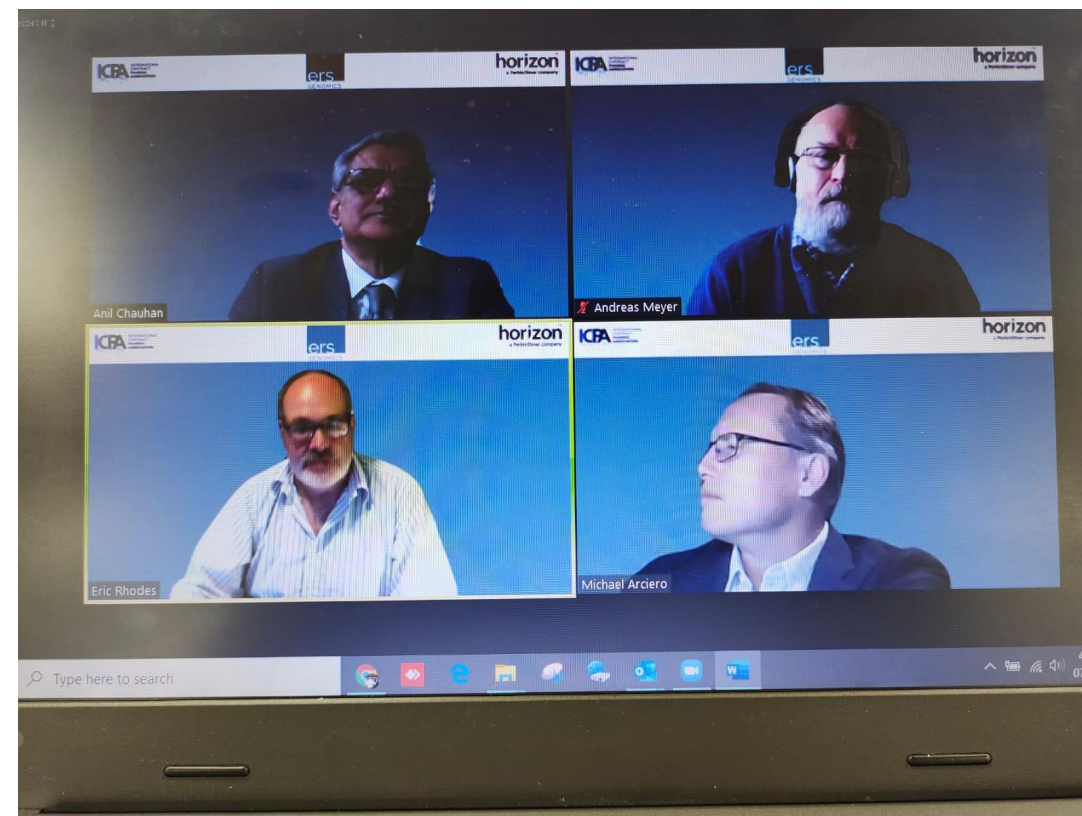
■ Pharmaceuticals ■ Biotechnology ■ Research
■ Info Tech & Services ■ Intern. Trade & Develop. ■ Others



Activities - webinar

ACTUALIZATION OF CRISPR TECHNOLOGIES FOR GROUND LEVEL BENEFITS - EARLY LEARNINGS & WAY FORWARD

- Dec 7 2021 ERS Genomics webinar.
- Eric Rhodes CEO ERS Genomics
- Michael Arciero VP IP & Commercial Development ERS Genomics
- Andreas Meyer FAS Team Member, Horizon Discovery
- Sanjay Kalia Scientist Dept of Biotechnology
- Anil Chauhan, Director ICPA



Activities - enabling outreach Europe

- ICPA supported BioEurope Spring 2022 Virtual and BioEurope 2022 Leipzig events.
- ICPA signed a 3 year agreement to support Eurasante for 4 key events - MedFit, BioFit, AgeFit and NutrFit.



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MedFIT
Fostering Innovation in MedTech

The European partnering event for innovation partnerships and investment rounds in the MedTech, Diagnostic and Digital Health sectors

Hybrid Format
September 20th & 21st, 2022
9 in-person Grenoble, France
September 28th, 2022
100% online

6th EDITION



SAVE THE DATE

NutrEvent
The European meeting place for innovation in Food, Feed, Nutrition and Health

Hybrid Format
October 4th & 5th, 2022
IN-PERSON | Nantes, France
October 11th, 2022
100% ONLINE

8th EDITION



BioFit
The leading European partnering event for early-stage deals and investment rounds in the Life Sciences field

Hybrid Format
November 29th - 30th, 2022
IN-PERSON | STRASBOURG
December 7th - 8th, 2022
100% ONLINE

11th EDITION



SAVE THE DATE

AgeingFit
Fostering Innovation for Healthy Ageing

The European event fostering innovation for well-being in older age

March 6th & 7th 2023
Lille, France

ICPA - in great company at BIO EUROPE - Leipzig Oct 23-25, 2022



Activities - outreach US & other international markets

Anil Chauhan initiated & coordinated the DBT supported India Pavilion with BBC at BIO International San Diego in June 13-16 2022. **This was the first physical BIO edition after June 2019.**

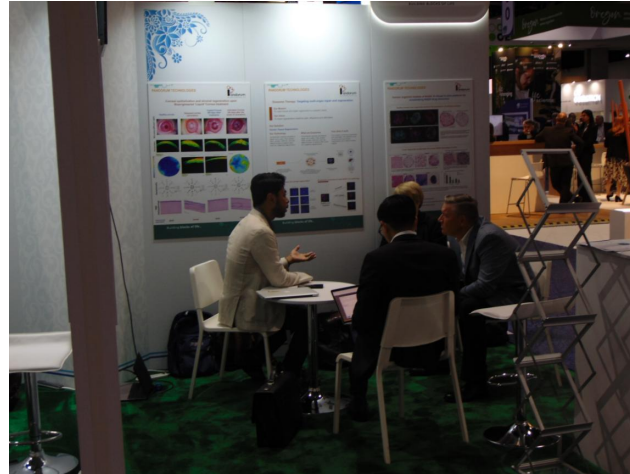
10 organizations exhibited at the India Pavilion. Another 10 exhibited in other locations in the venue. All 20 exhibitors reported a high level of interest by attendees.

Additionally 10 companies attended the BIO for partnering.

Approx 60 attendees from 30 Indian companies attended BIO.



snap shot - India pavilion exhibitors at BIO 2022

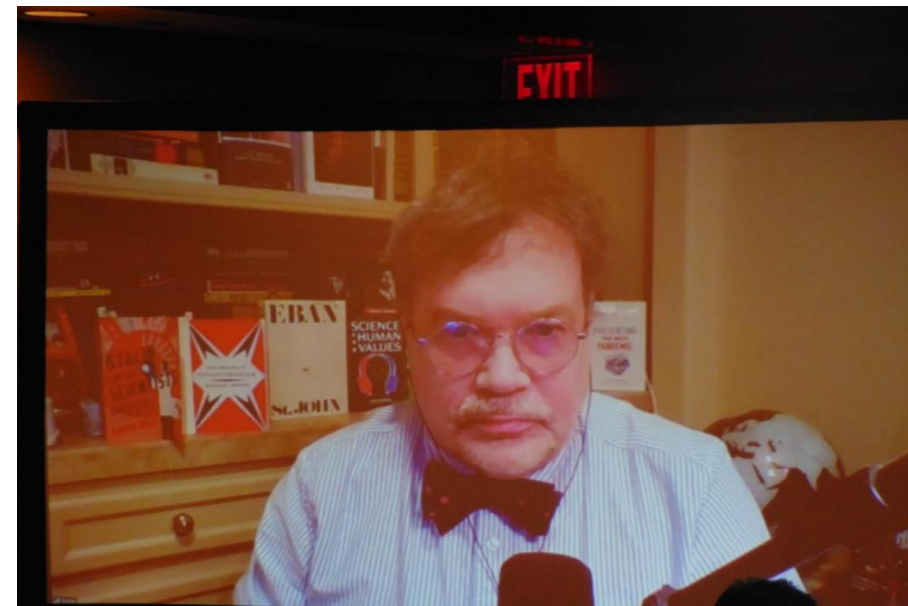


India unlimited event San Diego June 14 2022

Session on Biopharmaceuticals & Vaccines

Dr. Peter Hotez - a leading authority on Vaccines joined the panel discussion virtually. He appreciated India for producing COVID vaccines on a large scale. He advised India to fact find and remove bottlenecks to harmonize its regulatory processes so that its Vaccines are released faster for global usage, He stated that currently Vaccines have to be approved by WHO for which there is a long waiting period. He was optimistic about India's future role and encouraged India to play a more proactive role.

Dr. Cyrus Karkaria (Lupin), Tuhin Bhowick (Pandorum), Aviruk Chakraborty (Archeron) outlined India's increasing competitiveness in Biosimilars, Stem Cell & RM and BIO IT. Panel was moderated by Stephen Sammut - Wharton School of Business.



India unlimited event SanDiego June 14 2022

Session on CDMOs

- Dinakar Saran (PwC Boston)
- Shubra Ranjan Chakrabarti (BIRAC)
- Anurag Bagaria (Kemwell)
- Alex (Syngene)
- Dr. Sapna Y S (Bioneds)
- The considered view of the panel was that India is growing in importance and going forward given the China plus one hedging strategy of many International companies Indian CDMOs are likely to see increased business. India's pandemic response has created a positive perception about India's capabilities.
- On the matter of reports of some Nations wanted to increase on-shoring manufacturing to their own countries it was felt that it would happen to a limited amount and the cost advantage especially for small /medium companies by out sourcing to India would be very hard to ignore.
- The panel appreciated steps taken by Government of India to facilitate Infrastructure by the PLI schemes for the Pharma/Biotech sector.



Current followers & growth of associations in 12 months ending Oct 31 2022

Source LinkedIn



	Total	Growth
International Assoc.	67,355	24%
Pharma	34,448	97%
MNCs - India	3,029	71%
Biotech	4,073	29%
ICPA	784	new

Except the International Association all others are based in India.

Total posts & engagements of various associations -past 12 months - ending oct 31 2022

Source LinkedIn

	Engagements	Posts	Engagements per follower
Pharma	18,070	250	0.53
International Assoc.	10,638	336	0.16
MNCs - India	3,855	135	1.27
ICPA	862	151	1.1
Biotech	704	34	0.17

Good engagement on ICPA's 151 posts on LinkedIn in past 12 months - till Oct 31, 2011

Maximum impression of a post 32,777

Maximum clicks 1687

Maximum Reactions 733

Maximum CTR 35%

ICPA in 2022

ICPA was fortunate to have close to 800 followers from various cities in India and abroad.

Business development, quality, research and operations from Pharma and Biotech industries were well represented.

ICPA, with a steady stream of posts managed a good presence on social media (LinkedIn) as compared with other well established associations.

With multiple tieups ICPA followers received favorable registration rates at several International events.

The India Pavilion at BIO US San Diego June 2022 was coordinated by BBC & supported by DBT. ICPA Director facilitated Indian companies and organizations in showcasing their strengths

ICPA organized sessions - virtual and physical - on important topics were appreciated by attendees.

With its limited resources ICPA did well in 2022 and looks forward to doing better in 2023.

ICPA in 2023



- ✓ Increase Followers & Members
- ✓ Form ICPA committees for providing industry inputs on important policy issues to national and international government / non-government agencies
- ✓ Continue International outreach through events like BIO US, BioEurope, BioEurope Spring & increase engagement with International organizations
- ✓ Organize workshops on Business Development through partnering
- ✓ Organize sessions in important events to focus on out-sourcing opportunities, new technologies and other areas of interest
- ✓ Hire resources to enable increased engagement and activities leading to increased Visibility for ICPA and its members
- ✓ Increase interaction and coordination with other like-minded associations & Stakeholders

We thank you for going through the slide deck. ICPA hopes to achieve much more in 2023 and beyond with the support of your Organization as our member. We invite you to become a member of ICPA.

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ICPA



**INTERNATIONAL CONTRACT PHARMA ASSOCIATION was incorporated on
August 13, 2021 under the Companies Act, 2013 (18 of 2013).**

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