

75  
आज़ादी का  
अमृत महोत्सव



**INVEST  
MADHYA  
PRADESH**

GLOBAL INVESTORS SUMMIT

[www.invest.mp.gov.in](http://www.invest.mp.gov.in)



# Pharmaceuticals, Medical Devices & Healthcare



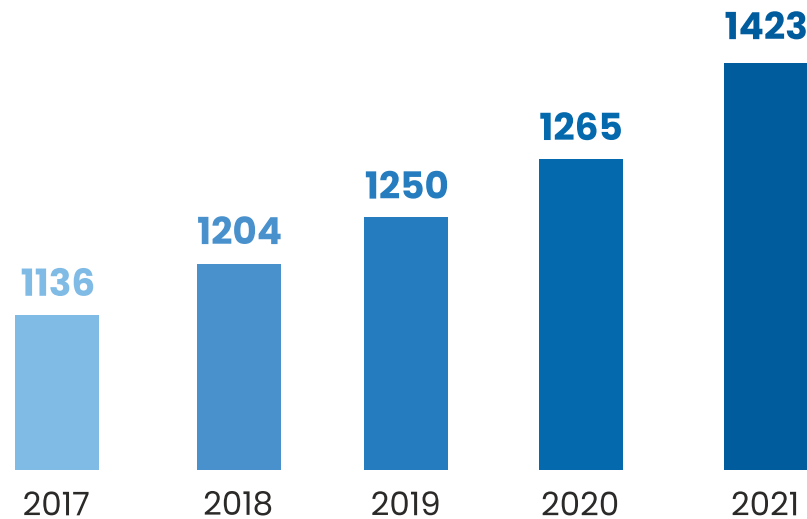
# MADHYA PRADESH THE FUTURE READY STATE



# Global Pharmaceutical Industry Overview

- ▶ Pharma revenues worldwide reached **\$1.42 Trillion** in 2021 due to the market's rapid growth over the previous two decades.
- ▶ The United States has the largest pharmaceutical market in the world.
- ▶ Immunology, oncology and neurology are the fastest-growing therapy areas and are expected to be the main sources of growth through 2026.

Global pharmaceutical sales (Values in US\$ Billion)



Source: Statista: [shorturl.at/uJQV2](https://shorturl.at/uJQV2)



# Indian Pharma Industry Overview

- ▶ India ranks **3rd** Worldwide for production by volume and the largest provider of generic drugs globally.

---
- ▶ Home to more than **3000** Pharma companies

---
- ▶ Leading vaccine manufacturer globally

---
- ▶ India exports pharmaceutical products to more than **200 countries** with USA, UK, South Africa, Russia and Nigeria being top 5 export destinations



**Source:** <https://www.investindia.gov.in/sector/pharmaceuticals>



# Madhya Pradesh: Conducive Facilitation Ecosystem

## Ease of Doing Business

**ONDLS** - Grant of license & GMP, GLP, Non-Conviction, Performance, Free sale certificate

**TEST LICENSE** integrated in already existing drug manufacturing license

**Timelines under PSGA** for major services

**Online user manual and application tracking facility**

## Invest Portal

**46 Services** of 12 departments are integrated with the NSWS

GIS Based Allotment of Land

**Deemed Approval** provisions have been implemented

<https://fdamp.mponline.gov.in/portal/home.aspx>

<https://invest.mp.gov.in/>

# Pharma Ecosystem in Madhya Pradesh

01

Presence of large pharma clusters and **more than 270 pharma units** in the state

05

**More than 1,00,000** people employed in Pharma Sector

02

**39 API/ Bulk Drug manufacturing units** present in the state

06

**Peaceful labour force at competitive labour rate**

03

Presence of **50+ of WHO-GMP, USFDA compliant** units

07

**Thriving pharmaceuticals industry with units across the value chain**

04

**5 Commercial Airports and 6 ICDs** to ensure smooth logistics

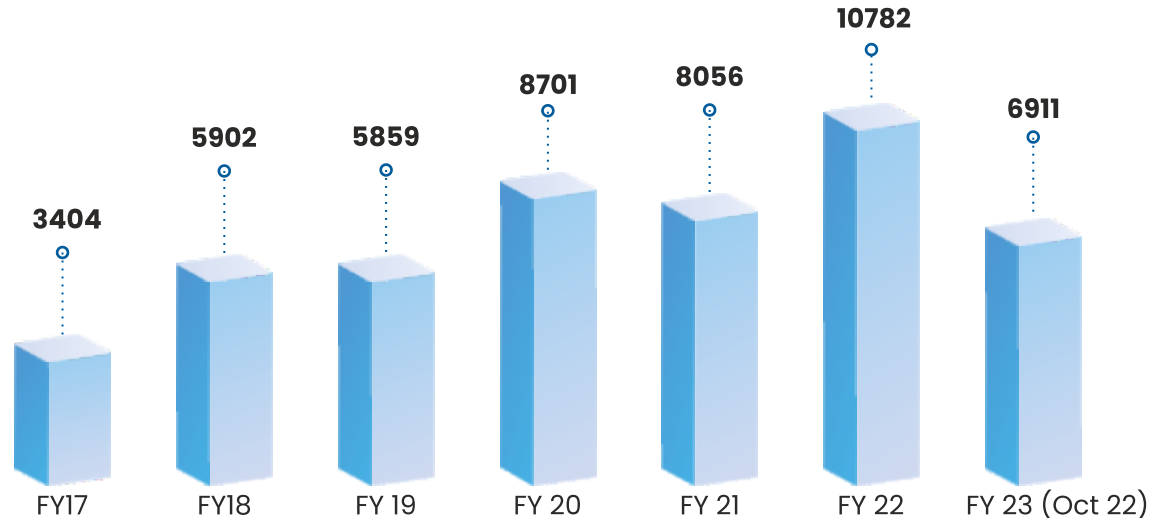
08

**250 Pharmacy Institutes** in the state

# Pharma Export from Madhya Pradesh

- ▶ Pharma accounts for **17%** of exports from Madhya Pradesh in FY-2021 and **21%** in FY 2022
- ▶ State Pharmaceutical to **160+ Countries** and major export destinations are US, UK, Russia, Netherlands, Germany and Brazil.
- ▶ Ranked **4th** amongst Indian states in Pharmaceuticals Exports in FY 2021-22

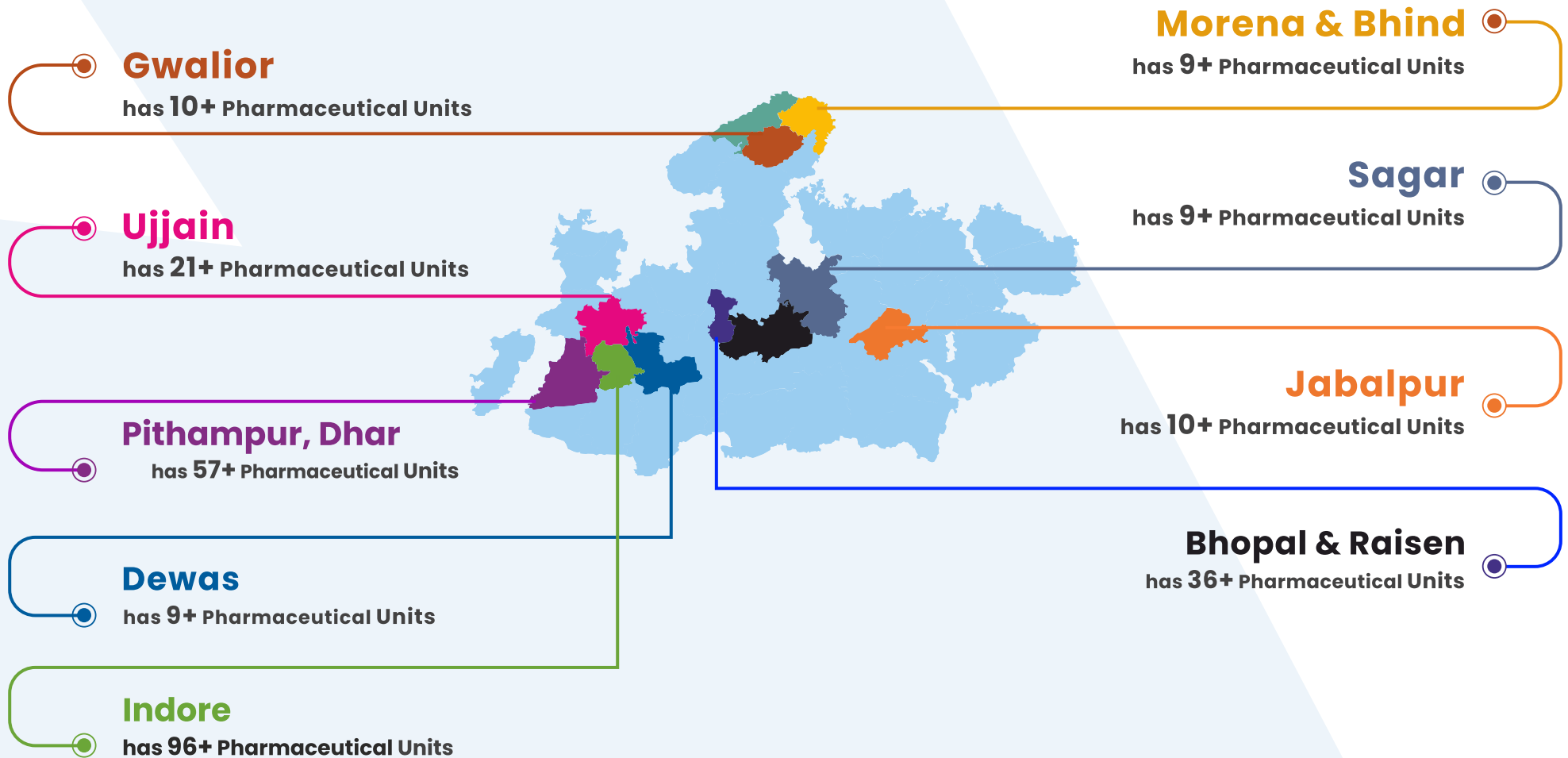
## Exports (In Rs Cr) of Drug Formulations and Biologicals from Madhya Pradesh



DGCIS data



# Presence of Pharma Cluster in Madhya Pradesh





# Presence of Top Pharmaceutical Companies in the State



# Industrial Promotion Policy 2014

## Key Highlights for Pharma Sector

- ▶ Investment Promotion Assistance **40% to 10%** of investment in P&M ranging from **Rs. 10 Cr** to Rs. **1500 Cr**

Benefits to **Export oriented** units:  
(25% - 100%): 1 - 1.2 times

**Incentive on Employment** generation:  
(100-2500 employees): 1 - 1.5 times

- ▶ **Infrastructure Development Assistance @50%**  
upto Rs. **1 Cr** each for power, water and approach road to the site (private /undeveloped Govt. Land.)

- ▶ **Electricity duty exemption** for 5 to 10 years for new High Tension (HT) connection by a DISCOM

- ▶ **Green Industrialization** for establishing ETP/STP **@50%** with a maximum limit of Rs. 1 Cr

- ▶ **Patent charges** Reimbursement **@100%** upto Rs. **5 Lacs**

- ▶ **Power Tariff Rebate** on new HT connection **@Rs. 1/-** per unit

- ▶ **2 Years slack period** from date of production to comply Gross Supply Value Multiple

**Customized package available for investment for all mega scale industrial units**

# Medical Devices Park, Vikram Udyogpuri in Madhya Pradesh



**Excellent Connectivity to Key Industrial Hubs**

### Connectivity to Key Locations

- 14 KM Ujjain
- 18 KM Dewas
- 15 KM Ujjain Railway Station
- 55 KM Indore Airport
- 45 KM Indore
- 81 KM Pithampur Dry dock port (\*CCI)
- 18 KM NH 3 (Agra Bombay Road)
- 85 KM Delhi-Mumbai Expressway

# Medical Devices Park, Vikram Udyogpuri in Madhya Pradesh

**360** Acres  
Medical Devices Park

**133** Saleable  
plots ranging from  
0.5 Acres to over 5 Acres



- Industrial Plot
- Green & Open Area
- Plot Boundary
- Existing Water Body
- Existing-Substation, STP & SS-1
- Common Infrastructure Facility
- Warehouse
- Plug and Play Manufacturing
- Parking
- Existing Road
- Proposed Road
- Commercial
- Public-Semipublic
- Future Expansion

# Medical Devices Ecosystem in MP

## Availability of Raw material

Home to 2 Plastic parks  
Presence of a thriving Engineering Industry

## Ease of Logistics

Delhi Mumbai Express-way within 100 Km and AB Road within 20 Km of Medical Devices Park ensuring smooth logistics

## Common Infrastructure Facility

Prototyping, 3-D printing facilities, tool rooms, being made available at subsidized costs at Medical Devices Park at VUL

## Existing Industries

250+ units producing small parts of medical devices including display screens, thermal controllers, medical beds etc.

20+ Medical Devices Units operational in the state



# Incentives offered to Units in Medical Devices Park

## Incentives on Investment

### ▶ Investment Subsidy

Upto **40%** Investment Promotion Subsidy with impetus on employment generation and additional benefits to Export oriented units

---

### ▶ Interest Subvention

**5%** on term loan with an annual capping of Rs. 10 Cr for 10 years

---

### ▶ Exemption of Stamp Duty and Registration Charges

## Attractive Land and Utility Rates

### ▶ Land Premium - Rs.1/sqmt

---

### ▶ Development Charges - Rs.20.00/sqmt/annum for 33 years

---

### ▶ Power - Rs.4.36/KWH

---

### ▶ Water - Rs.25.00/KL

---

### ▶ Park Maintenance - Rs.8.00/sqmt/annum

---

### ▶ Warehouse Charges - Rs.90.00/sqmt/ month



# Healthcare Infrastructure in Madhya Pradesh

## Abundant Human Resource

**23 Medical Colleges**

**15 Dental Education colleges**

**Over 300 Nursing Colleges**

## Healthcare Facilities

**526 Government Healthcare Facilities (upto CHCs)**

**2,158 Private Nursing Hospitals and Clinics**

**8,000 + Private Clinics Established**

## Major Players in Healthcare Services



# Health sector Investment Promotion Scheme



## CAPITAL SUBSIDY

Up to **50%** Capital Investment subsidy on establishing multi or super speciality hospital with maximum limit of INR 10 Cr



## LAND REBATES

Land at Concessional rates up to **75%** for Multi and Super Speciality Hospitals and Stand Alone Health Care Centres\*



## EXPANSION ASSISTANCE

Existing Multi or Super Speciality Hospitals who will increase current number of beds by 50% and existing Medical Colleges who will increase initial number of seats for admission by **50%**.



## SKILL DEVELOPMENT ASSISTANCE

**25%** of actual expenditure subject to maximum limit of ₹ 25,000 for skill development training of nursing and para-medical staff

\* Subsidies and concessions vary subject to type of hospital and the district in which hospital/ colleges are located and dependent on the criteria set in Health Sector Investment Promotion Scheme 2020.

# Opportunities for Healthcare, Pharmaceuticals and Medical Devices Investment in MP

## ► Healthcare Services

- Hospitals and Super Speciality Hospitals
- Diagnostic Centres
- Tele Health Services and Healthcare Start Ups
- Geriatric Care Centres
- Maternal and Child Healthcare facilities

## ► Pharmaceuticals

- Parenteral Drugs (LVP &SVP)
- Contract Manufacturing & Research
- APIs and KSMs
- High End Drugs and Biosimilars
- Cosmetics and Beauty Products
- Vaccines & rDNA products

## ► Medical Devices

- Medical Imaging Devices
- Medical Implants
- Electro Medical Devices
- Medical Devices Component manufacture
- Medical Consumables







## Contact Us

### Public Health and Family Welfare Department

**Additional Chief Secretary, Health**

4th Floor, Vallabh Bhavan, Bhopal (MP)

Phone: 0755 - 2708890

Email: acshealth@mp.gov.in

**Commissioner Health,**

**Directorate of Health Services,**

6th, Floor, Satpuda Bhawan Bhopal (MP)

Phone: 0755-2441071

Email: commrhealth@mp.gov.in

### Department of Industrial Policy and Investment Promotion

**Principal Secretary, Department of  
Industrial Policy and Investment Promotion**

D-204, Vallabh Bhawan-3,

Mantralaya Bhopal (M.P.)

Phone: +91 755 2708661

Mail: pscomnind@mp.gov.in

**Managing Director, MP Industrial  
Development Corporation Ltd. MPIDC**

21, Arera Hills Bhopal - 462001, M.P (India)

+91-755-2575618, 2571830

md@mpidc.co.in

ORGANISED BY



NATIONAL PARTNER

B20 India Secretariat



Confederation of Indian Industry

KNOWLEDGE PARTNER



FOR DETAILS ON GIS, LOG ON TO:

**Invest.mp.gov.in**