

Most Immediate

No.35022/12/2016-PI-III
Government of India
Ministry of Chemicals & Fertilizers
Department of Pharmaceuticals

Shastri Bhawan, New Delhi
Dated the 25th May, 2016

To

Pharmexcil, FICCI, CII, ASSOCHAM, PHD Chamber, IPA, IDMA, BDMA, FOPE,
OPPI, AIMED, CIPI

Subject:- Indian Pharma Awards - 2016

Sir(s)/Madam(s),

I am directed to refer to this Department's letter of even number dated the 4th May, 2016 forwarding therewith categories/indicators for India Pharma Awards and to say that certain conditions as mentioned in column "**Relevant information/ Documents to be furnished/Relevant Remarks**" for the following Categories of Awards have been revised:-

- i) Category 5 - India Pharma SME Company of the Year Award
- ii) Category 6 - India Pharma SME Bulk Drug Company of the Year Award
- iii) Category 10 - India Medical Devices Company of the Year Award
- iv) Category 11 - India Pharma Export Company of the Year Award
- v) Category 12 - India Pharma Bulk Drug Export Company of the Year Award:
- vi) Category 13 - India Pharma SME export company of the Year Award
- vii) Category 14 - India Pharma Medical Devices export company of the Year Award

2. Revised conditions are attached herewith. There is no change in the conditions of other categories of Awards. You are requested to disseminate the same amongst members of your organizations. The last date for receipt of nominations is 30th September, 2016.

Encl: As above

Yours faithfully,

(Raj Kumar)
Under Secretary to the Government of India
Tel: 23071162
E-mail: uspi3-pharma@nic.in

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Copy to:-

Director(NIC) - for uploading the same on the Website of Department of
Pharmaceuticals

Copy (along with enclosures) also to:-

PS to Hon'ble Minister(C&F), PS to Hon'ble MOS(C&F), PSO to Secretary(Pharma),
Consultant to SS&FA, Consultant to JS(SP), Consultant to JS(AA), PA to EA,
Consultant to Dir(AKC), Consultant to Dir(JT), DS(DK), DS(MKB), DS(IFD), US(BK),
US(AKJ), US(SK), US(AKK), US(SRM), US(AKS), Consultant(VKT), Consultant(DNM)

(Reference: letter No. 35022/12/2016-PI-III dated 25th May, 2016)**Revised conditions for India Pharma Awards****Category 5 - India Pharma SME Company of the Year Award:**

	Criteria	Indicators	Relevant information/ Documents to be furnished (existing conditions)	Relevant information/ Documents to be furnished (proposed to be revised)
1	2	3	4	5
a.	Increase in Sales over previous year in % terms (40% weightage) .	Highest of all entries received to have full marks and others proportionate	<ul style="list-style-type: none"> The Company should provide a valid copy of SSI Registration with the respective State Directorate of Industries/Public Authority. Audited sales figures for the last 2 financial years, duly certified by Company Secretary. 	Same as col 4
b.	Increase in total R&D expenditure over previous financial year in % terms (30% weightage)	Highest of all entries received to have full marks and others proportionate	Audited figures of expenditure on R&D in last 2 financial years, duly certified by Company Secretary.	Same as col 4
c.	Sales of NLEM drugs as % of total Sales (30% weightage)	Highest of all entries received to have full marks and others proportionate	List of Bulk Drugs, together with item wise production and sales, which are used in production of NLEMs, for the last 2 years.	List of NLEM drugs with item-wise production and audited sales figures for the last 2 years duly certified by Company Secretary

A one page brief about the company along with name of important products being produced

Category 6 - India Pharma SME Bulk Drug Company of the Year Award:

	Criteria	Indicators	Relevant information/ Documents to be furnished (existing conditions)	Relevant information/ Documents to be furnished (proposed to be revised)
1	2	3	4	5
a.	Increase in Sales in % terms over previous year (40% weightage)	Highest of all entries received to have full marks and other proportionate	<ul style="list-style-type: none"> Copy of valid SSI Registration granted by the respective State Directorate of Industries/Public Authority. Company Secretary/CA certified figures of total investment made towards plant and machinery as on date may also be indicated. 	<ul style="list-style-type: none"> Copy of valid SSI Registration granted by the respective State Directorate of Industries/ Public Authority. Company Secretary/ CA certified figures of total investment made towards plant and machinery as on date may also be indicated. Audited sales figures for the last 2 financial years,

				duly certified by Company Secretary/ CA.
b.	Percentage sale of Bulk Drugs for use in NLEM drugs as % of total Sales (30% weightage)	Highest of all entries received to have full marks and others proportionate	List of Bulk Drugs, together with itemwise production and sales, which are used in production of NLEMs, for the last 2 years.	List of Bulk Drugs, together with itemwise production and sales, which are used in production of NLEMs, for the last 2 years, duly certified by Company Secretary/CA
c.	Increase in R&D expenditure over previous financial year in % terms (30% weightage)	Highest of all entries received to have full marks and others proportionate	Expenditure on R&D made for the purpose of development for bulk drugs/ NCEs for the last 2 financial years, duly certified by Company Secretary.	Same as col 4

A one page brief about the company along with name of important products being produced

Category 10 - India Medical Devices Company of the Year Award

	Criteria	Indicators	Relevant Remarks (existing conditions)	Relevant Remarks (proposed to be revised)
1	2	3	4	5
a.	Sales Turnover increase (50% weightage) in %	- Percentage growth in Sales turnover over previous year. Highest of all entries received to have full marks and others proportionate	<ul style="list-style-type: none"> Give details of the Medical Devices and their sales during the last 3 years, duly certified by Company Secretary. Contents of different Medical Devices produced in terms of value of content achieved. 	<ul style="list-style-type: none"> Give details of the Medical Devices and their sales during the last 2 years, duly certified by Company Secretary. Contents of different Medical Devices produced in terms of value of content achieved.
b.	R&D expenditure as a % of Sales (50% weightage)	- Percentage R&D expenditure on Sales turnover - Highest of all entries received to have full marks and other proportionate	<ul style="list-style-type: none"> R&D expenditure in terms of percentage of sales incurred during the last 3 years, duly certified by Company Secretary. Audited figures of expenditure on R&D in last 3 years, duly certified by Company Secretary. 	<ul style="list-style-type: none"> R&D expenditure in terms of percentage of sales incurred during the last 2 years, duly certified by Company Secretary. Audited figures of expenditure on R&D in last 2 years, duly certified by Company Secretary.

A one page brief about the company along with name of important products being produced

Category 11 - India Pharma Export Company of the Year Award:

	Criteria	Indicators	Relevant Remarks (existing conditions)	Relevant Remarks (proposed to be revised)
1	2	3	4	5
a.	Growth in export turnover over previous year in % terms (50% Weightage)	Highest of all entries received to have full marks and others proportionate	Details of Pharma products exported to various countries in terms of quantity and value for all formulations, duly certified by Company Secretary.	Same as col 4 above
b.	Exports as percentage of total Sales (50% Weightage)	Export as percentage of total sales	Value of export percentage for the last 3 years, duly certified by Company Secretary.	% of export to total sales of the Company for the last 3 years, duly certified by Company Secretary.

Category 12 - India Pharma Bulk Drug Export Company of the Year Award:

	Criteria	Indicators	Relevant Remarks (existing conditions)	Relevant Remarks (proposed to be revised)
1	2	3	4	5
a.	Growth in export turnover over previous year in % terms (50% Weightage)	Percentage revenue growth in exports turnover previous year	Details of Pharma products exported to various countries in terms of quantity and value for Bulk Devices, duly certified by Company Secretary.	Details of Bulk Drug exported to various countries in terms of quantity and value for Bulk Drugs certified by Company Secretary.
b.	Exports as percentage of total sales (50% Weightage)		The Company should provide us a valid copy of SSI Registration with the respective State Govt. Deptts.	% of export to total sales of the Company for the last 3 years, duly certified by Company Secretary.

A one page brief about the company along with name of important products being exported

Category 13 - India Pharma SME export company of the Year Award:

	Criteria	Indicators	Relevant Remarks (existing conditions)	Relevant Remarks (proposed to be revised)
1	2	3	4	5
a.	Growth in export turnover over previous year in % terms (50% Weightage)	Percentage revenue growth in exports turnover previous year	Product-wise and country-wise figures of export in terms of quantity and value both for formulations and Bulk Devices, duly certified by Company Secretary.	<ul style="list-style-type: none"> • Copy of valid SSI Registration granted by the respective State Directorate of Industries/Public Authority. • Company Secretary/CA

				<p>certified figures of total investment made towards plant and machinery as on date may also be indicated.</p> <ul style="list-style-type: none"> Product-wise and country-wise figures of export in terms of quantity and value both for formulations and Bulk Drugs, duly certified by Company Secretary.
b	Exports as percentage of total sales (50% Weightage)		Value of export percentage for last 3 years, duly certified by Company Secretary.	% of export to total sales of the Company for the last 3 years, duly certified by Company Secretary.

A one page brief about the company along with name of important products being exported

Category 14 - India Pharma Medical Devices export company of the Year Award

	Criteria	Indicators	Relevant Remarks (existing conditions)	Relevant Remarks (proposed to be revised)
1	2	3	4	5
a.	Growth in export turnover over previous year in % terms (50% Weightage)	Percentage revenue growth in exports turnover previous year	Details of Pharma products exported to various countries in terms of quantity and value for Medical Devices.	Details of Medical Devices exported to various countries in terms of quantity and value for Medical Devices, duly certified by Company Secretary.
b	Exports as percentage of total sales (50% Weightage)		The Company should provide us a valid copy of SSI Registration with the respective State Govt. Deptts.	% of export to total sales of the Company for the last 3 years, duly certified by Company Secretary.

A one page brief about the company along with name of important products being exported