

# Marck Biosciences eyes LatAm mkts Bags Brazilian ANVISA Approval

TIMES NEWS NETWORK

**Ahmedabad:** Sterile liquid parenterals and blow fill seal maker Marck Biosciences Ltd has announced plans to enter the Latin American market following approval from ANVISA of Brazil the Brazilian authorities for exports from its manufacturing facility at Kheda near Ahmedabad.

While the company will roll out its Latin American foray beginning with Brazil, it is also targeting other markets like Argentina, Chile, Columbia, Mexico, Peru and Venezuela as part of its plans to cross the Rs 100-crore turnover mark in 2008-09, a company communiqué said.

According to the company, while Brazil's dry powder injections and oncology injectibles market provides strong opportunities through alliances with Brazilian pharma majors in the diluents segment, Brazil's small volume parenterals market constitutes two-thirds of the entire \$10 million sterile formulations market.

"We seek to capture major share by direct export initiatives and business outsourcing options," Marck Biosciences man-

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aging director Bhavesh Patel said in a statement.

"With the ANVISA approval and the large SVP capacity, we are now uniquely positioned to be the outsourcing partners of choice to well established Brazilian as well as other Latin American pharma companies," Patel added.

Following the Brazilian ANVISA approval, the company is now in the process of registering diluents, ophthalmics and formulations in Chile, Peru, Equidor and Venezuela, where it has put in place a distribution network.

Marck, which was set up in 1996, has a presence in four continents and 40 countries with plans to reach 60 countries before the end of this year.