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## Executive Summary

PAC Med Biotech is an innovative new company that develops strategic business alliances with foreign companies who wish to tap into the huge Indian marketplace. Our primary focus is the pharmaceutical, biotechnology, and diagnostics sectors. We provide full turnkey services to small- and medium-sized companies who wish to distribute their products in the Indian subcontinent.

### Our Services

PAC Med Biotech is a full service *foreign-hosting* company based in India. The singular focus of PAC Med Biotech is to bring our client's products or services to a marketplace of over one billion people.

PAC Med Biotech has established collaborative relationships with a large network of Indian partners. Our services are tailor-made to the needs of each client and include coordinating any of the following on a full turnkey basis.

- clinical research trials and validation studies
- market research
- product registration, patent filing, trademark protection
- contract manufacturing for at FDA-approved facilities
- importing pharmaceutical, biotech, and diagnostics products
- setting up distribution channels in India
- coordinating sales and marketing activities
- handling all regulatory and legal matters in India

### Why India?

India represents an extremely lucrative market for new and innovative products in the life sciences and health care sector. The sheer population, now in excess of one billion, is just one of the factors. The steady growth in wealth and prosperity among a broad segment of the Indian population now means that international companies not only have a vast population base to work with, but one that is increasingly demanding the very best and latest developments in cutting-edge health care products, devices, and services from abroad.

An important aspect of Indian demographics is that the upper economic segment is almost entirely situated in densely populated cities, thereby making the geographic footprint extremely favourable for new product introduction. Recent trends and developments in the political and business climate in India have also created an explosive sense of opportunity. The liberalization of the Indian economy along with reforms in business practice, patent protection, and international access now offer foreign companies and their products a more favorable reception than ever before.

### The PAC Med Advantage

PAC Med Biotech has established a unique business model that provides a format for our clients to enter into India on their own terms. The PAC Med Biotech approach is to provide our clients with an opportunity to bring their product(s) into India without having to establish their own presence. At the outset, we establish a partnership with the foreign company to serve as their operational arm or agent. All key decisions are made in consultation with and approval from the parent company. We then execute our mandate in collaboration with our partners in India.

Our model offers an entirely different approach in that we operate on an additive principle, where all operational and financial control begins with our client and is then executed by PAC Med Biotech at the Indian end. This scenario is analogous to a company establishing a branch inside India but without the steep investment and myriad problems that it would face.

*PAC Med Biotech does not charge any consultancy fees for its services. We operate on a royalty-recovery model that takes effect only if we can successfully launch a venture in India.*