



Technologies for Pharma & Healthcare

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Rohto Pharma (India) Pvt. Ltd

AGENDA

1. Social Issues
2. Rohto Pharmaceutical
3. SastaSundar.com
4. Technologies



India - Population




1		中華人民共和国	1,357,946,313
2		インド	1,224,514,327
4		インドネシア	239,870,937
5		ブラジル	194,946,470
6		パキスタン	173,593,383
8		バングラデシュ	148,692,131
10		日本	126,535,920
13		ベトナム	87,848,445
26		ミャンマー	47,963,012
32		ケニア	40,512,682
34		ポーランド	38,276,660
41		ネパール	29,959,364
54		スリランカ	20,859,949

India – Annual Auto Sales

年間自動車販売台数



<2017年>

順位	国名	単位：台	注
1	 中国	29,122,531	
2	 米国	17,583,842	
3	 日本	5,238,888	
4	 インド	4,017,539	
5	 ドイツ	3,811,246	
6	 イギリス	2,955,182	
7	 フランス	2,604,942	
8	 ブラジル	2,238,915	

▶ cf: All over Africa sold around 1.6m vehicle in 2016

India – Population Growth



Rang ↕	Country ↕	Number of births 2015–2020 ↕
1	 India	126,120
2	 China ^[1]	81,730
3	 Nigeria	36,906
4	 Pakistan	27,226
5	 Indonesia	24,412
6	 United States	20,603
7	 Democratic Republic of the Congo	17,158
8	 Ethiopia	16,477
9	 Bangladesh	15,286
10	 Brazil	14,479

India – Domestic Air Passengers

<2017年>



順位	国名	単位：千人
1	 米国	849,403
2	 中国	551,235
3	 アイルランド	153,538
4	 イギリス	151,867
5	 インド	-- 以下会員限定 --
6	 日本	データを全て見るには ?
7	 ドイツ	--
8	 インドネシア	--
9	 トルコ	--
10	 ブラジル	--

India GDP-2018



Rank	Country	GDP (Nominal) (\$ Bil)		2023	Rank	Growth %	GDP per capita (Nominal) (\$)	
		2018	% Share				2018	Rank
1	United States	20,413	23.3	24,537	1	2.27	62,152	9
2	China	14,093	16.1	21,574	2	6.86	10,088	72
3	Japan	5,167	5.9	5,962	3	1.71	40,849	25
4	Germany	4,212	4.8	5,272	4	2.51	50,842	17
5	United Kingdom	2,936	3.4	3,477	7	1.79	44,177	23
6	France	2,925	3.3	3,586	6	1.85	44,934	21
7	India	2,848	3.3	4,663	5	6.74	2,135	142
8	Italy	2,182	2.5	2,554	9	1.47	35,914	27
9	Brazil	2,139	2.4	2,717	8	0.98	10,224	71
10	Canada	1,799	2.1	2,434	10	3	48,466	20










Social Issues – Healthcare & Pharma

- ▶ Accessibility to Medicines
- ▶ Fake Medicines
- ▶ Accessibility to Doctors
- ▶ Accessibility to Diagnostics
- ▶ Affordability to Medication
- ▶ Healthcare or Sick Care
 - ▶ Education for Sickness–Preventive Life Style



Healthcare Reality - Comparisons

						
Country	Population (in cr)	Doctors Per Lakh	Beds Per Lakh	Nurses Per Lakh	Pharmacies Per Lakh	Healthcare spend per capita (USD) (2014)
US	32.14	260	325	1,005	21	9,403
Australia	2.38	270	415	969	23	6,031
Germany	8.17	350	845	1,148	25	5,411
Canada	3.58	220	350	1,056	29	5,292
France	6.65	347	745	945	34	4,959
UK	6.51	250	410	978	18	3,935
Japan	12.70	210	1,405	425	42	3,703
Italy	6.07	435	415	59	30	3,258
Spain	4.64	330	355	511	46	2,658
Brazil	20.78	210	255	656	47	947
China	137.12	155	240	168	33	420
India	131.10	70	90	105	65	75

ns per
Capita:

Lesser
Doctors,
Nurses,
Beds.

Many
Pharmacies.

Lower
spendings
on

Who we are? ROHTO?



Japan's No.2 OTC Pharma Co.

Company Name:	Rohto Pharmaceutical Co., Ltd.
Headquarters:	Osaka, Japan
Founded:	February 22, 1899
Consolidated Sales:	JPY171 Billion (Japan:58%, Asia:31%) <> INR 107 Billion / USD1.54 Billion (as of March 2018)
	Listed on Tokyo Stock Exchange 1st Section
No. of Employees:	1,400 <Japan Only> 6,448 <Worldwide> (as of March 2018)
Core Business:	Manufacturer and Marketer of Pharmaceuticals, Cosmetics, and Other Healthcare Products
Sales Area	Product Sales over 120 countries world wide



Global Bases of Rohto-Mentholatum Group



Global No.1 Seller of OTC Eyedrops



**RECORD
HOLDER**



The most selling OTC eye care brand in the world

As of 10 Jun 2014

US\$ million, Rate: 1US\$=101.7



ROHTO Cooling Eye Drops



NEVER SAY NEVER
ROHTO

No. **1** GLOBAL OTC EYE CARE BRAND*

ROHTO[®]

COOLING EYE DROPS

ICY FRESH

DRY-AID

FOR DRY & TIRED EYES

Hydroxypropyl Methyl Cellulose
Ophthalmic Solution USP



A Cooling Drop To
Help Hydrate And Reduce
Discomfort In Eyes

No. **1** GLOBAL OTC EYE CARE BRAND*

ROHTO[®]

COOLING EYE DROPS

ICY CLEAR

REDNESS RELIEF

FOR RED & TIRED EYES

Tetrahydrozoline
Hydrochloride
Ophthalmic Solution USP



A Cooling Drop
To Relieve
Discomfort In Eyes

Deep Heat – UK No.1 Pain Relief

DEEP HEAT™
PAIN RELIEF HEAT THERAPY **RUB**
UK's No. 1* Brand

DEEP HEAT™
PAIN RELIEF HEAT THERAPY **RUB** 25g

DEEP HEAT™
PAIN RELIEF HEAT THERAPY **RUB** 45g

Rohto Global

*UK's No. 1 heat brand by sales value as per IRI data for 52 weeks ending 15th April 2017

OXY Men's Grooming Range

OXY
ONLY FOR MEN
オキシ

Removes dirt and impurities and delivers ultimate cooling sensation

Removes blackheads and delivers soft & smooth skin

Removes 99%** pimple causing germs & gives oil-free smoothness

Removes dead skin cells, delivers lighter skin tone and nourishes skin

Bamboo Charcoal works as an anti-pollution agent, helping in absorbing excessive oil, giving an oil-free, smooth look

**DON'T JUST FACE WASH
FACE BOOST**

#BEYOUROWNCELEBRITY

**FACE WASH
ONLY FOR MEN**

** In vitro testing against P. acnes bacteria.

Acnes – Japan's No.1 Acne Care

Japan's
No. 1st
acne care
brand



Rohto Global

#TOTALACNECONTROL



Moisturizing
Face Wash

Skin Soothing
Gel

Moisturizing
Cream

Oil Control
Anti Acne Soap

Adv. Oil Control
Anti Acne Soap

Mentho-Cool
Face Wash

Whitening
Face Wash

Purifying
Face Wash

Soothing
Toner

Clearing
Point Gel

The Proud Investor and Supporter of



Digital Network.....of Healthcare

health & happiness



Social Issues – Healthcare & Pharma

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ASSOCHAM Paper

(The Associated Chambers of Commerce of India)

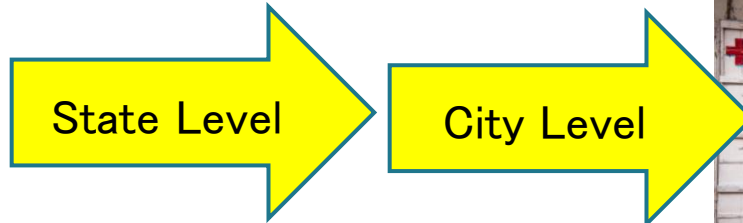
Industry body ASSOCHAM wrote in the paper “Fake and Counterfeit Drugs In India –Booming Biz” that fake drugs constitute US\$ 4.25 billion of the total US\$ 14–17 billion of domestic drugs market.^[14] **Around 25 per cent of India’s drugs are fake, counterfeit or substandard^[15].** If the fake drugs market grows at the current rate of 25%, it will cross US\$ 10 billion mark by 2017. Trade in fake drugs is driven **caused by lack of adequate regulations, shortage of drug inspectors and a lack of lab facilities to check purity of drugs. Other key factors include storage of spurious drugs by the chemists, weaknesses in drug distribution system, lack of awareness among consumers and lack of law enforcement.**^[14]



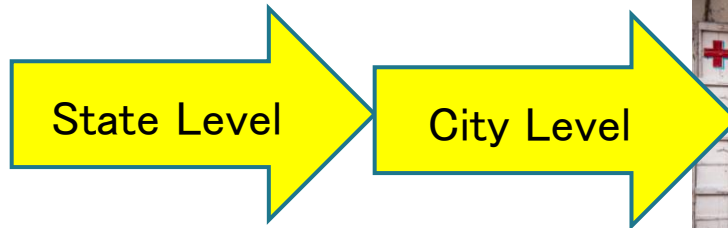
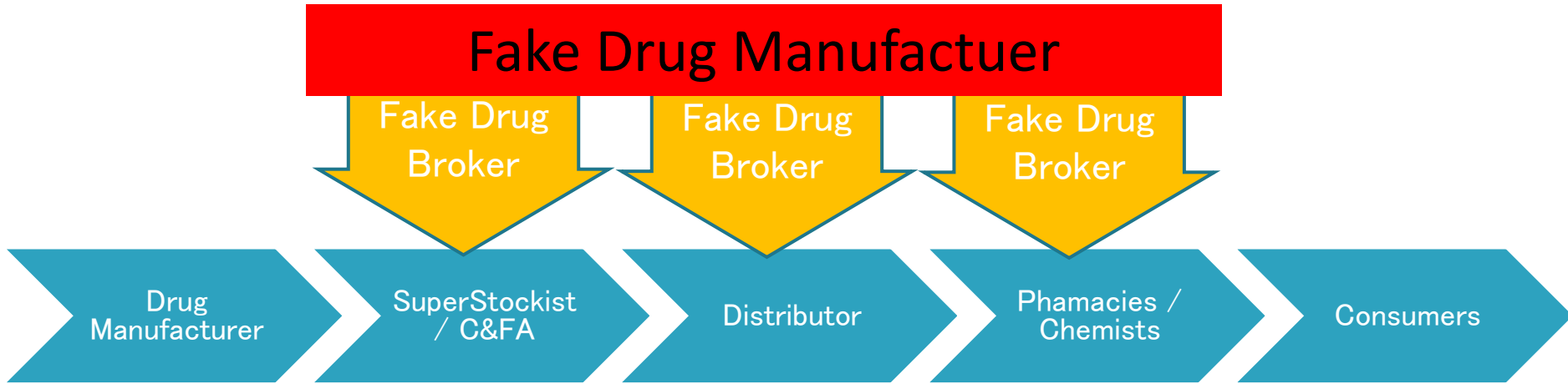
Why Fake Drugs in the Market?



1. Long and Complicated Distribution



2. Lucrative Business



E-Commerce Pharmacy – Model 3

▶ Central Warehousing & Franchise model



Market Place : xxx.com



Types of E-com Pharmacy

	Warehouse & Franchise Model	Pharmacies Alliance Model	Chain Store Online Model
Pharmacy	Franchisee	Contracted	Own
Pharmacy Characteristics	Local Owner, Franchise brand	Local Owner	Chain Brand
Store Inventory	No	Yes	Yes
Fake	No	Unavoidable	Unavoidable
Inventory	Central Warehouse	Store	Store
Delivery	Next Day Guarantee	Up to Inventory	Up to Inventory
Variety	All	Up to Inventory	Up to Inventory
Customer Control	Highly Manageable	Not Manageable	Lowly Manageable
Major Names	SastaSundar	1mg, Pharomeasy, Medlife, mChemist, HealthKart, Merapharmacy,	NetMeds, Medplusmart.com, Buydrug.in, Easymedico

Technologies offer Values

We call it the Twin Colour Value where "Red is Common" and "Blue is Unique"
The combined value gives delighted experience to the consumer



From West Bengal to Pan India



- ▶ Genuine Medicine guaranteed
- ▶ Long Tail Inventory – All the drug available
- ▶ Next Day Delivery via Own Pharmacy
- ▶ Discount by Streamlining Distribution
- ▶ Service all over West Bengal



The Power of Networking



**Digital Network.....
.....of Healthcare**

health & happiness



Technologies with Data



Genuine Medicine



Diagnostic Tests



Doctor

Online Consultation
Appointment



Heal @ home

Physiotherapy
Nursing Service
Elder Care



Counselling & Information

Health Article,
Video & Infographics
Symptoms Checker
Medicine Info and
Substitute
Health Tools
DNAVITA
Health Profile
Weight Loss and
Diet Counselling



Shop by Category

Herbal and Ayurvedic
Products
Health Drinks &
Packaged Foods
Wellness Products
Beauty Care Products
Daily household
Products
Gift Happy Box
Personalised Health
Supplements

**Personal
Health Record**

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SastaSundar.com



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₹**1,150**

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wallet
Get Cashback

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Doctor's Appointment
Get the care you need

OUR SPECIALITIES



GENERAL PHYSICIAN



RCT EXPERT



LAPAROSCOPIC SURGEON



CONSERVATIVE DENTISTRY



ENT, HEAD AND NECK CANCER SPECIALIST



CONSULTANT PEDODONTIST

You don't need Medicine if your Diet has **Balanced Nutrition**

Create your DNAVITA Health Profile for FREE
to Know the deficiencies in your diet.

START NOW



YANA DIET IS A **HOLISTIC DIET PLAN** TO
REDUCE MEDICINE AND **LOSE WEIGHT.**

IT IS NOT ABOUT EATING LESS
BUT EATING RIGHT.

Why Choose YANA Nutrition Plan?

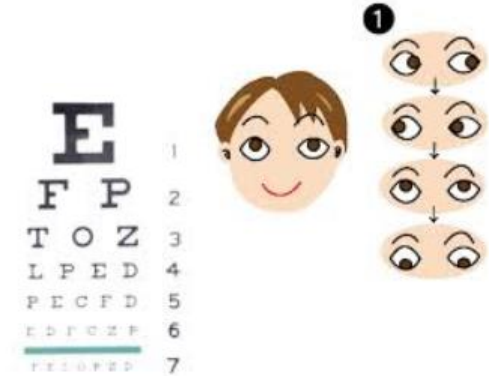
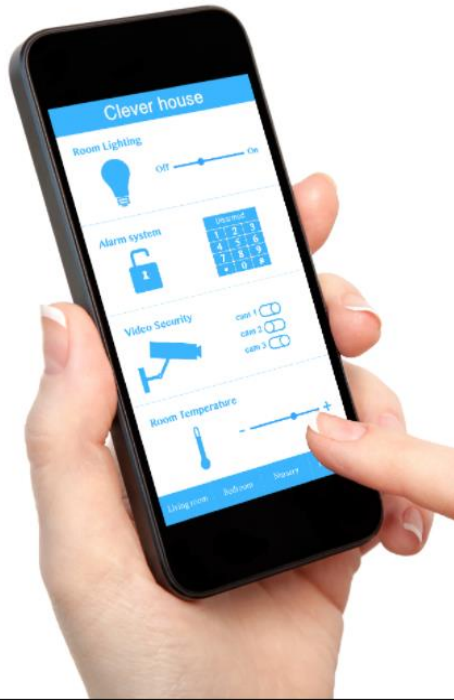
With the right diet, Overweight, Obesity, Lifestyle Diseases can be reversed and your daily medicines can be reduced! YANA Diet helps you to achieve balanced nutrition by eating seasonal, local, natural and fresh. Overweight, Obesity, Lifestyle Diseases can be reversed and your daily medicines can be reduced, with the right diet,! YANA Diet helps you to achieve balanced nutrition by eating seasonal, local, natural and fresh.



Connecting Remote Areas with Doctors



Apps for Eyecare with the team of AIIMS BioDesign Lab



Technology for Health & Happiness



SastaSundar.com

**Digital Network.....
.....of Healthcare**

health & happiness

