

Indoco enters into a marketing and sales alliance with DSM, a € 9 billion Company

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Indoco announced the signing of an agreement with DSM for commercial cooperation for eight Active Pharmaceutical Ingredients (APIs). Indoco and DSM have agreed to form a strategic alliance, wherein DSM shall be marketing and selling the APIs manufactured by INDOCO.

In line with Indoco's strategy, this agreement paves the way for Indoco to expand its presence in markets across the globe for APIs and enables Indoco to leverage its product development and cGMP (current Good Manufacturing Practices) compliant manufacturing capabilities.

Mr. Suresh G. Kare, Chairman & Managing Director, Indoco Remedies Ltd., commented, "Today in the era of alliances and partnerships, organizations are coming together to penetrate and capture a larger share of the potential opportunities in the market place. Indoco is active in forging such alliances and this one with DSM is a step in that direction. This alliance offers a great opportunity to expand our global presence with a well established partner like DSM." Founded in 1947, Indoco Remedies Limited is one of the leading manufacturers of APIs and Finished Dosages in India for various therapeutic classes. USDMFs (US Drug Master Files), CoS (Certificate of Suitability) applications and DMFs (Drug Master Files) have been filed by Indoco for some APIs and the Company has been seeking to expand supplies to major markets worldwide, including European and US generic and branded pharmaceutical companies.

Alexander Wessels, President and Chief Executive Officer, DSM Pharmaceutical Products (DPP) stated, "This is a step in our announced strategy to accelerate growth via partnerships and expansion in Asia to build a product portfolio alongside our custom manufacturing operations, supplying access to high demand treatments. It allows DPP to build a competence base in India" The Indoco alliance is anchored in DSM's API business, DSM Pharma Chemicals, headquartered in Austria. DSM Pharmaceutical Products is a Business Group of Royal DSM N.V. and is a global science-based company active in health, nutrition and materials. DSM's 22,000 employees deliver annual net sales of about € 9 billion. The company is listed on NYSE Euronext.

Indoco preferred DSM for this strategic alliance based on DSM's longstanding pharmaceutical customer contacts and presence in markets worldwide combined with their deep commitment to quality.

[About DSM](#)