

Glenmark Generics launches first four products in UK market

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Glenmark Generics (Europe) Ltd (GGEL), Glenmark Generics Limited's (GGL) UK subsidiary has launched its first four products in the United Kingdom.

This is the first time GGEL has launched products in its own livery in the UK. All these products will be sold directly by the UK subsidiary and through it's own front end. This will increasingly supplement the revenue stream for GGEL which has traditionally relied on Dossier Licensing and Third Party Commercial Supplies to leading generic companies operating in Europe.

Of the four products launched, Topiramate Tablets (25mg, 50mg, 100mg, 200mg) was launched on September 24, 2009 which was day-1 of patent expiry in the UK market (IMS market size: Euro 21 million). The other products launched include Nebivolol 5mg tablets (IMS market size : Euro 6.8 million), Perindopril tablets (2mg, 4mg, 8mg) (IMS market size : Euro 88 million) and Mometasone ointment 0.1% (30gms, 100gms) (IMS market size Euro 3.5 million). Glenmark is the only company marketing the generic product in the UK market for Mometasone ointment while for Perindopril, the launch is an addition to third party business existing since last year when the product was launched

Terrance Coughlin, chief executive officer, Glenmark Generics Limited commented "We are delighted to now have our direct presence in the UK market. We have invested in developing infrastructure and getting the team in place for the long term implementation of our strategy for the Europe generic market. We will continue to expand our product range in the coming months by developing products where we are vertically integrated and also develop products & packs that will help with patient compliance to therapeutic regimes."