

Zydus acquires six brands from MSD

Adds brands in the men's health, women's health, cardiovascular and wound management segments to its strong brand portfolio

Ahmedabad, December 28, 2016

Zydus Cadila, an innovation-driven global pharmaceutical company announced that its wholly owned subsidiary company Zydus Healthcare Limited (“Zydus”) has acquired six brands from MSD and its subsidiaries. The brands are DECA-DURABOLIN, DURABOLIN, SUSTANON, MULTILOAD, SICASTAT and AXETEN range, which fall in the men's health, women's health, wound management and cardiovascular therapy segments, respectively. The deal includes transfer of distribution and commercialization rights and assignment of trademarks of all the six brands to Zydus Healthcare Limited in India. As a part of the deal, Organon (India) Private Limited, one of the legal subsidiaries through which MSD operates its business in India has also transferred the distribution and commercialization rights for DECA-DURABOLIN and DURABOLIN to Zydus for Nepal. Financial details of the deal remain undisclosed.

Speaking on the development, Chairman of Zydus Healthcare Limited, Dr. Sharvil Patel said, “We have a longstanding association with MSD in India and value them as a partner. The brands with their strong equity are a perfect addition and complement our core business and brands. We look at this as a great opportunity to strengthen our core offerings to create value and growth.” The group is ranked 4th in the Indian pharmaceutical market (Source: AWACS, MAT, November, 2016).

The strategic brands' acquisition will strengthen Zydus' portfolio in key therapeutic segments. The brands DECA-DURABOLIN and DURABOLIN are amongst the widely prescribed drugs for the treatment of osteoporosis, muscle wasting and management of negative nitrogen balance. SUSTANON is the best-known form of injectable testosterone in the men's health segment and is used as a testosterone replacement therapy by general practitioners, consultant physicians and andrologists. The acquired portfolio had clocked sales of Rs.840 Mn in 2015.

Among other acquired brands, MULTILOAD, an IUD device is expected to widen the offerings in women's contraceptives. AXETEN is a well-known antihypertensive brand and SICASTAT is used in wound management. With its large field force and wider reach, Zydus expects to make available and grow these brands significantly over the next few years.

About Zydus:

Zydus Cadila is an innovative, global pharmaceutical group that discovers, develops, manufactures and markets a broad range of healthcare therapies, including small molecule drugs, biologic therapeutics, vaccines, APIs, Animal Health and Wellness Products. The group employs over 19,500 people worldwide, including 1200 scientists engaged in R & D, and is dedicated to creating healthier communities globally. For more information, please visit www.zyduscadila.com

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