

Amoxicillin Market Research Report

Overseas Market of Amoxicillin Based on Official Trade Data

Contents

- 1. Introduction**
- 2. Market Characteristics**
 - a. Market Size
 - b. Growth
- 3. Market Segments**
 - a. Generics vs. Branded
 - b. Dosage Forms
- 4. Largest Markets**
- 5. Brand Tracking**
- 6. Country Analysis**
 - a. South Africa
 - b. Nigeria
 - c. Myanmar
 - d. Sri Lanka
 - e. Netherlands
 - f. Yemen
 - g. Madagascar
 - h. Uganda
 - i. UAE
- 7. Overseas Buyers of Amoxicillin**
- 8. Indian Suppliers of Amoxicillin**
- 9. Data Tables**

Table 1	Export Shipment Records (2008-09) (Source: Customs)
Table 2	Amoxicillin Export Stat - 2003-2008 (Source: DGCIS)
Table 3	Export by Country (Source: Min. of Comm.)
Table 4	Largest Markets of Amoxicillin
Table 5	Segment Analysis (All markets)
Table 6	Brand Analysis (All markets)
- 10. References**

1. Introduction

Amoxicillin (CAS 26787-78-0) is a semi-synthetic penicillin belonging to β -lactam group. It was discovered by scientists at Beecham Research Laboratories (US Patent 3,192,198 - Beecham 1965) (*Ref 1). Its patent been long expired, there are large number of generic and branded formulations available in the market. It has a distinct HS code (30041030).

Amoxicillin is used to treat many different types of infections caused by bacteria, such as ear infections, bladder infections, pneumonia, gonorrhea, and E. coli or salmonella infection.

Amoxycillin Formulations

Amoxicillin is available in mainly two forms

- Amoxicillin trihydrate as capsules, tablets, dry syrup, oral suspension etc. for oral use
- Sodium salt for intravenous administration

Amoxicillin Combinations

Amoxicillin is susceptible to degradation by β -lactamase-producing bacteria, and so may be given with clavulanic acid to decrease its susceptibility.

Amoxicillin is also sometimes used together with another antibiotic called clarithromycin to treat stomach ulcers caused by Helicobacter pylori infection. This combination is sometimes used with a stomach acid reducer called lansoprazole (Prevacid).

Present Status

In spite of availability of many new generation antibiotics - Amoxicillin is still very popular. Its one of the most common antibiotics prescribed for children. Amoxicillin stands 5th in '2008 Top 200 generic drugs by total prescriptions' as compiled by SDI/Verispan and reported in 'Drug Topics' (*Ref 2).

Export of amoxicillin has been growing for last 6 years at very healthy rate. However, older antibiotics like Ampicillin/Amoxycillin are likely to lose market shares to new cephalosporins and quinolones as more people are developing resistance to the older drugs.

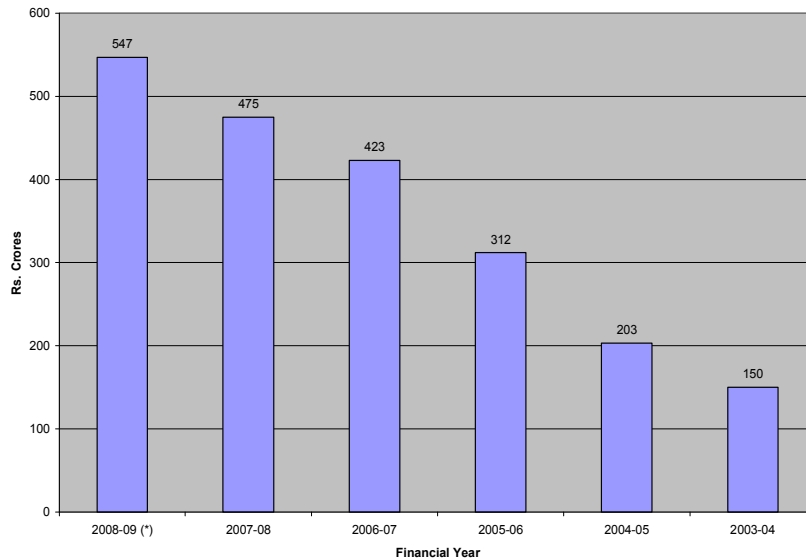
One can find authentic consumer related information such as dosage, side effects, contra indications etc. on at Drugs (*Ref 3)

2. Market Size and Growth

Overseas market of amoxicillin for 2008-09 is estimated to be Rs. 547 crores (USD 118 million)(*).

Total sale of all amoxicillin formulations at the end of March' 2004 was Rs. 150 crores (USD 33 million). Since then, the market has been growing at a very healthy rate of 24% CAGR (Compounded Annual Growth Rate).

Table -2 Export Growth of Amoxicillin CAGR 24%



Source: DGCIS

* Official figure for amoxicillin export for full year 2008-09 is not yet available. We have estimated 2008-09 figure by extrapolating April-Dec' 2008 export data, as published by DGCIS.

3. Market Segments

Generics occupy 34% of all export sales while branded formulations account for whopping 66%. There are many brands of amoxicillin available in market. We have found 123 different brands of amoxicillin from export shipment records during 2008-09.

By dosage form, the market segments identified are:

- Capsules (77.46%)
- Syrup + Suspension (8.95%)
- Tablets (6.11%)
- Powder + Sachet (4.32%)
- Injection (1.70%)
- Dry Syrup (1.19%)
- Gel (0.27%)

By combining above two segment analyses, one may conclude that branded capsules is the largest market segment.

Market Segments of Amoxicillin (%)

Period: 2008-09

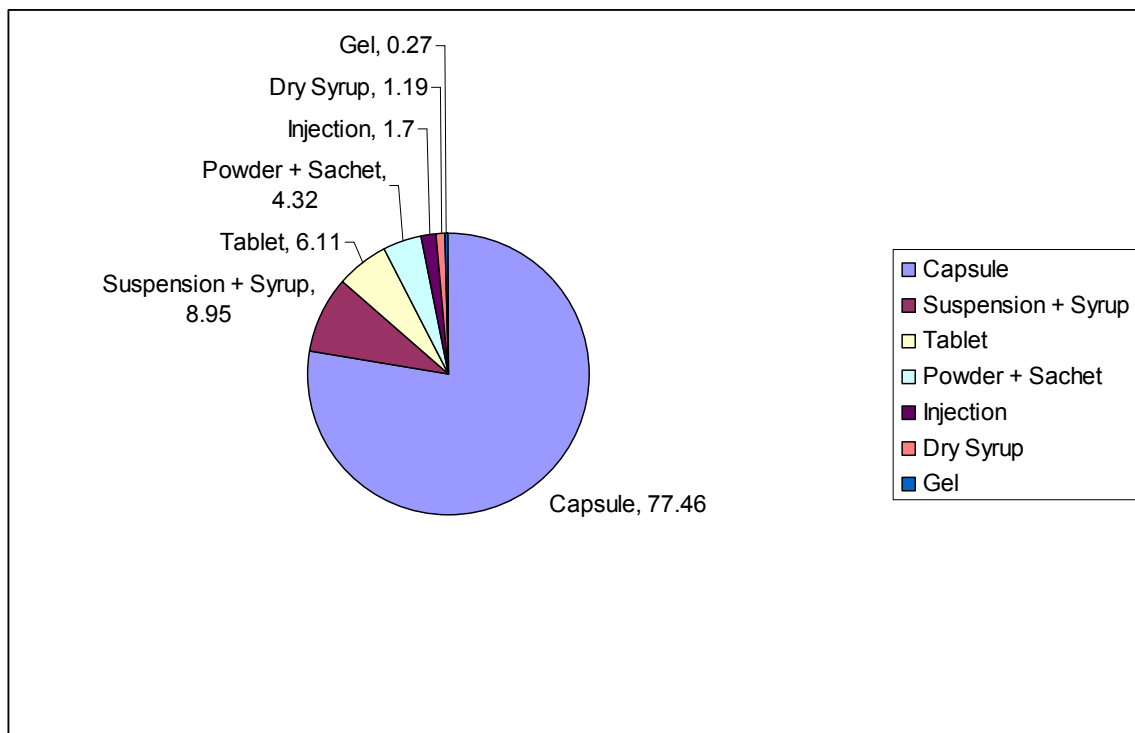


Table – 5

Source: Export Import Shipment Records

Note: All figures in % Market Share

4. Largest Markets

10 countries account for 49% export of Amoxicillin. South Africa, Nigeria, Myanmar, Sri Lanka and Netherlands are top 5 export markets of Amoxicillin, as per analysis of shipment records collected from 18 major seaports, airports and dryports.

South Africa emerges as the largest market, accounting for 11.19% market share (2008-09) by value. Nigeria, Myanmar and Sri Lanka follows in quick succession. Africa and Middle east are the largest regional markets.

Largest Export Markets of Amoxicillin (% Market)

Fin. Year 2008-09

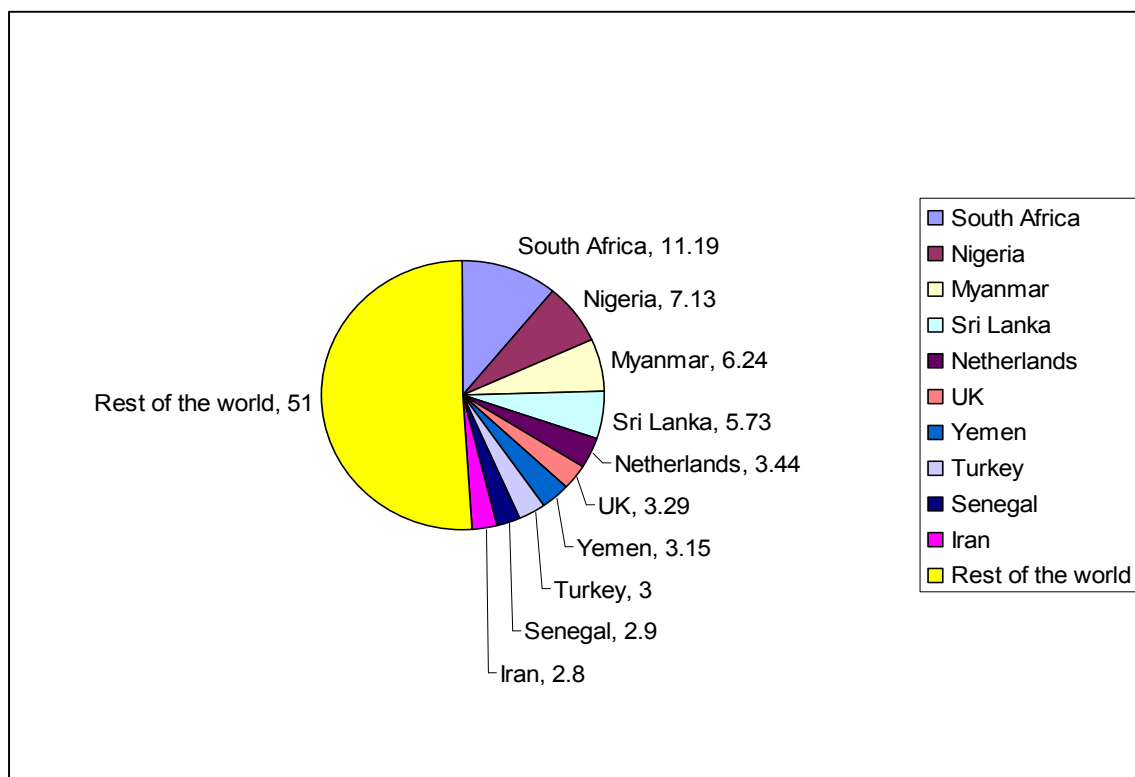


Table – 4

Source: Export Import Shipment Records

5. Brand Tracking

Generics account for 34% export market while about 123 brands of various amoxicillin formulations occupy rest 66%.

5 brands account for 30% market share while next 5 brands occupies another 10% market. Thus top 10 brands account for 40% market share, generics occupy 34% market and rest of the market is divided among 113 smaller brands.

Amoxicillin Brand Tracking (% Market Share)

Fin. Year 2008-09

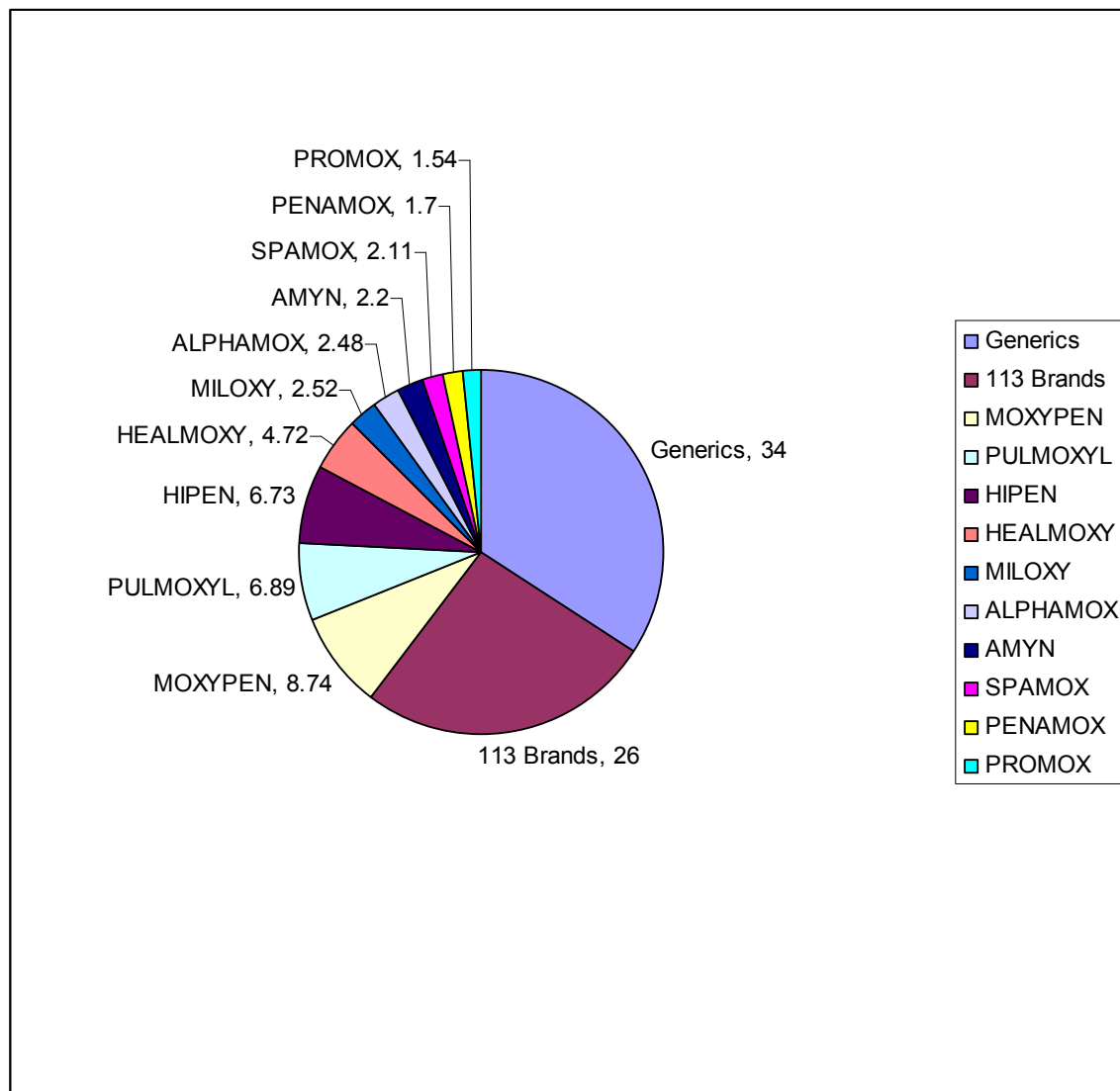


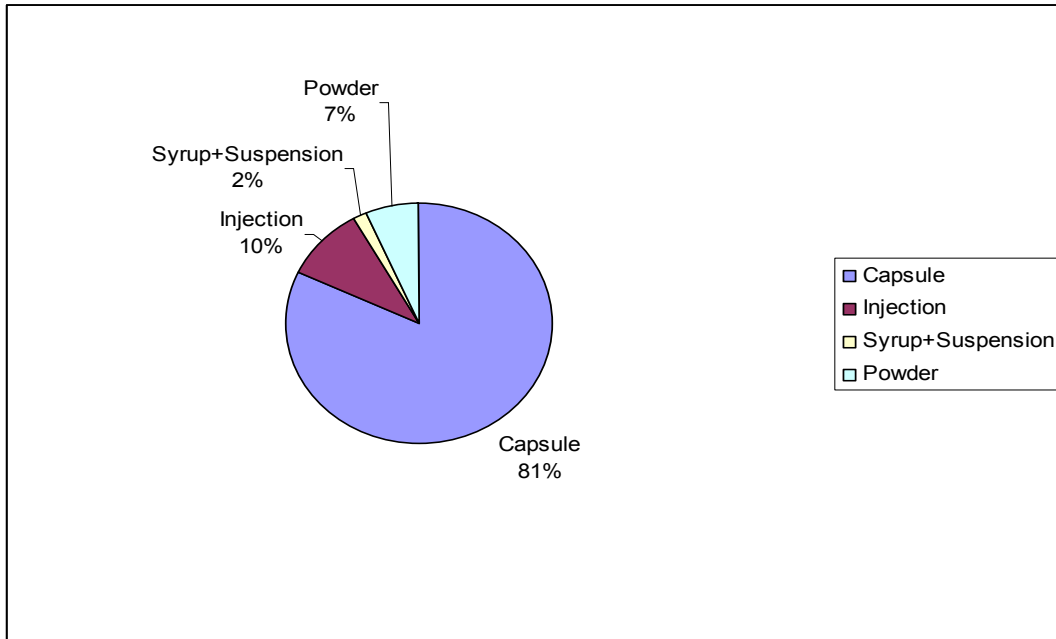
Table – 6

Source: Export Import Shipment Records

6. Market Analysis - South Africa

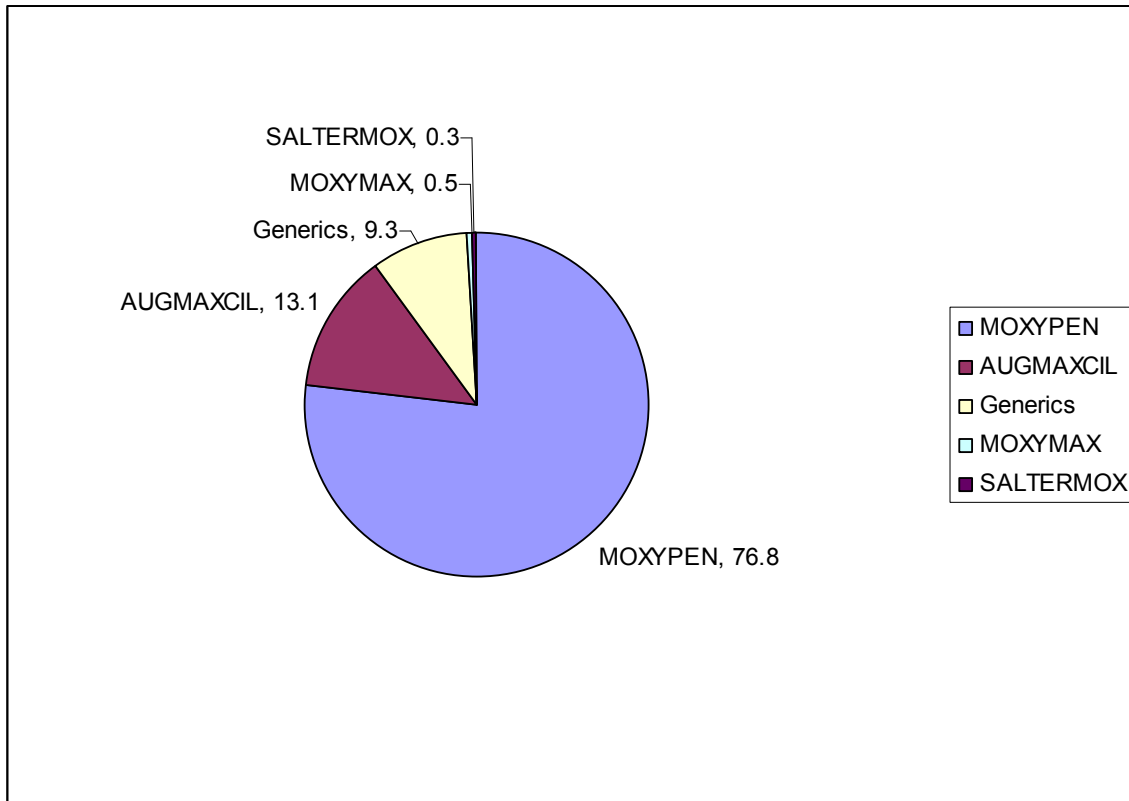
South Africa Market – Segment Analysis

Fin Year 2008-09



Source: Export Import Shipment Records

South Africa Market - Brand Analysis



Source: Export Import Shipment Records

6. Market Analysis – Other Countries

- j. Nigeria
- k. Myanmar
- l. Sri Lanka
- m. Netherlands
- n. Yemen
- o. Madagascar
- p. Uganda
- q. UAE

Available in Full Report

7. Overseas Buyers of Amoxicillin

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8. Indian Exporters of Amoxicillin

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9. Data Tables

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10. References

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2. (Source:
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4. Amoxicillin.com