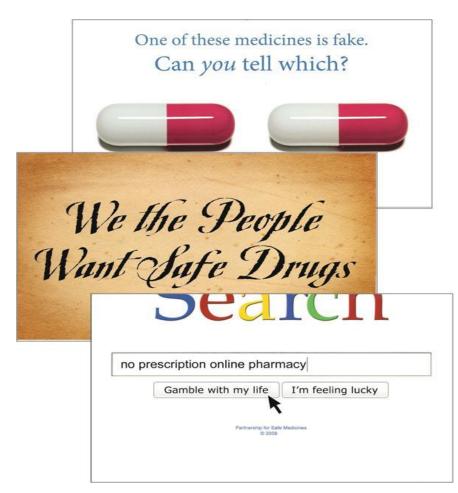




"Importance of Consumer Education and Awareness in Curbing Counterfeiting" By Bejon Misra, Founder, Partnership for Safe Medicines (PSM) India

www.safemedicinesindia.in

World Anti-Counterfeiting Day 13th June 2012, New Delhi, INDIA





A Public Health Group Initiative:
committed to the safety of
prescription drugs and protecting
consumers against Spurious,
counterfeit, falsified, substandard
or otherwise unsafe medicines



Just One unsafe Medicine Threatens Patient Safety... we all must work together to educate and to help protect patients around the globe

OBJECTIVES:

To integrate spurious with counterfeit, substandard, falsified and unsafe medicines as per the existing laws

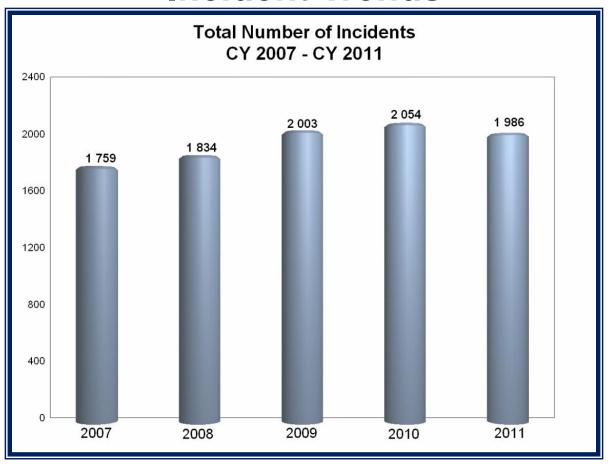
To adopt modern technology from around the world to empower and enable consumers to access safe medicines

To ensure Consumer Safety prevails over profit by engaging all the stakeholders



PSM India was born on 6th September 2010 on Access to Safe Medicines as a Consumer Right

Incident Trends*



3.3% decline in pharmaceutical crime incidents

Incident Totals



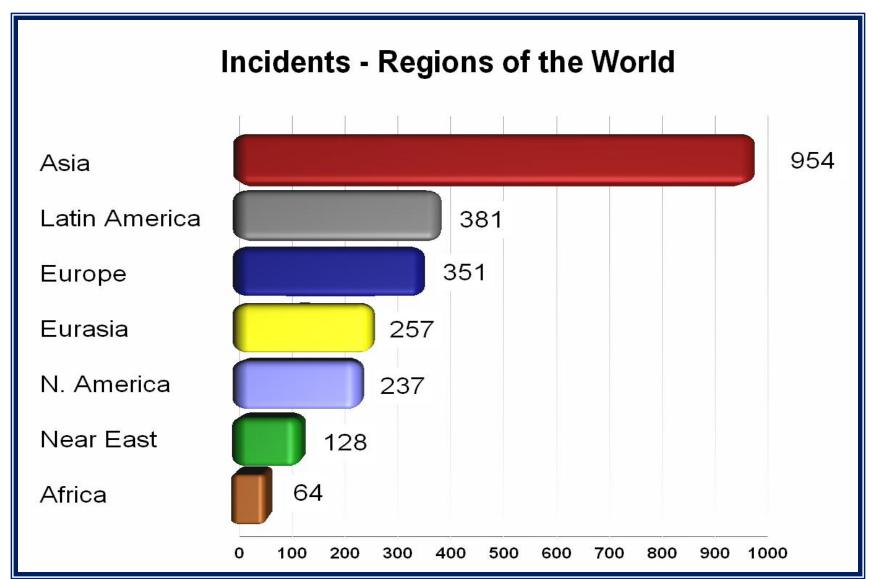
| Number of Incidents | | | |
|---------------------|-------|-------|-------|
| CY 2009 – CY 2011 | | | |
| | 2009 | 2010 | 2011 |
| Counterfeit | 1,693 | 1,735 | 1,628 |
| Diversion | 245 | 278 | 325 |
| Theft | 65 | 41 | 33 |
| Total | 2,003 | 2,054 | 1,986 |

Incident Trends

- •1,986 incidents 3.3% decline
- 1,628 counterfeiting incidents 6.2% decline
- 325 illegal diversion incidents 17% increase
- 33 major theft incidents 20% decline



Incidents by Region*



What is being counterfeited?



- > All therapeutic categories are counterfeited
- ➤ Most frequent genito-urinary, antiinfective and cardiovascular
- **>12% injectable v. 7% in CY 2010**
- >532 different products counterfeited (10% decline from CY 2010)



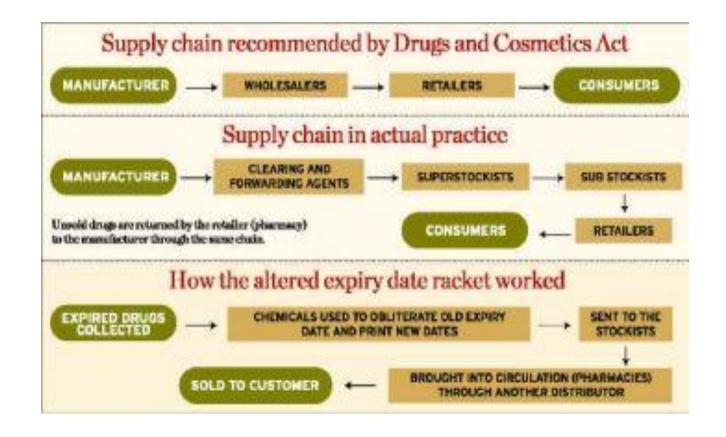
Use of sophisticated technologies for fakes



(Source: Howard Zucker, "Combating Counterfeit Drugs: Building Effective Collaboration" WHO Presentation at Conference of Rome, February 2006)



Recent trends in Counterfeiting...



The Expired drugs racket in Tamilnadu



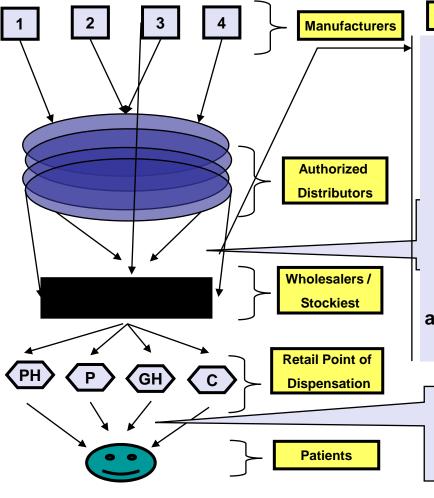
Challenges and needs of the CONSUMER

- Protection and its integrity in the market place have always been an increasing challenge to the Product Owner & Regulator
- While the primary objective of protection is to provide secure means of eliminating its illegal duplication, it also is essentially oriented to facilitate the safety and efficacy of the product and above all the safety and well being of consumer
- Protection is also essential for a sustained business growth for the product
- A wide range of technologies have been researched and developed for enabling product protection and its integrity
- These technologies can be classified as well as categorized for a better understanding of their right and judicious use

Drug Duplication and its channelization



The pharmaceutical supply chain is complex and multi level. Duplicators take advantage of this complex value chain



Counterfeiters

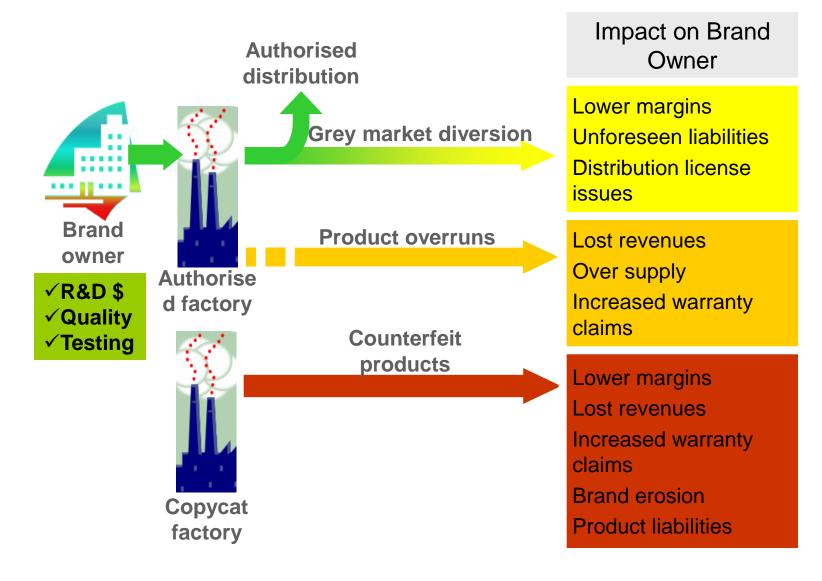
- have become experts at taking advantage of weak spots in this complex supply chain to inject their illicit substances.
- resell or "launder" diverted drugs into various points in the distribution chain where they are then bought and re-sold.
- Counterfeiters
- Often intervene as a legitimate stakeholder in the drug distribution network
- produce or obtain a volume of fakes, relabeled or adulterated product

and create fictitious purchase and sale transactions.

The supply chain ends with multiple end points where drugs are obtained by patients. These end points include pharmacies, hospitals, clinics, physician offices, nursing homes, and government institutions.



What we need to Address? A Multi pronged Threat





The ideal characteristics of a technology for delivering fool-proof solution to counter spurious drugs should be:

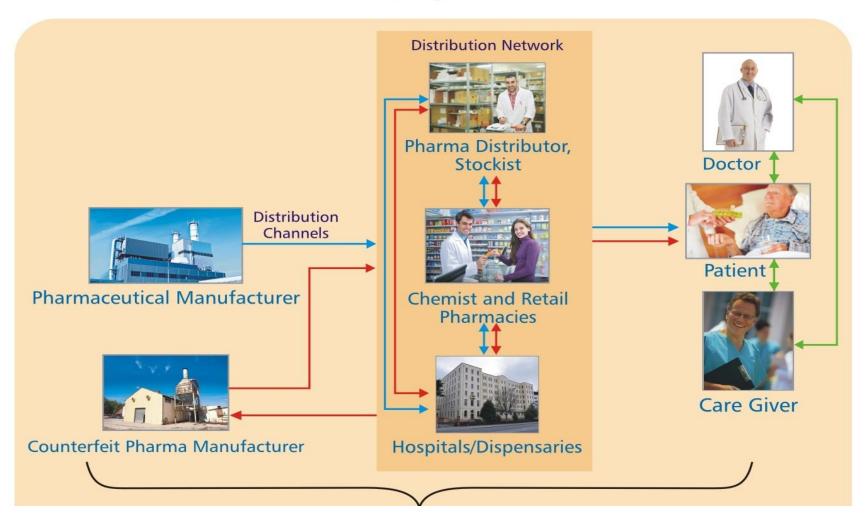
- clone proof.
- Simple to use front end, with high technology on back end.
- Consistency and accuracy.
- Checks and verifications at all points and all times.
- Empowering all stake holders, including the Enforcement Agencies, to do real time identification, authentication and Track-n-Trace.
- Capability of integration to existing processes.
- Discerning features.
- Ease of deployment.
- Commercially viable.
- Protection of PRIVACY.
- Capable for use / integration to meet imminent and implied needs (Patient compliance etc.).



PSM India's Technology Roadmap for Patient Safety Initiative

Securitizing medical products beyond Point of Sale - 'Point of Origin to Point of Use'

'A Paradigm Shift'





Summary Points - 2011

- 1,986 incidents 3.3% decline
- 1,628 counterfeiting incidents 6.2% decline
- 124 countries impacted up 11%
- 532 different products counterfeited
- Incidents with counterfeit injectable up 5%
- 1,311 arrests increase of 14%



Way Forward For India

TASK/S: How To Connect and Empower Consumers:



More than 900 million consumers connected on mobile in India

More than 1 billion consumers connected on Television/Radio

What to Communicate and how to communicate?

DESIRED OUTCOME

- >How to Procure Safe Medicines from Secured Sources
- >Educate Consumers to Report
 Adverse Reactions from Medicines
- >Create Champions as
 Whistleblowers to Report Unethical
 Practices and Expose the Culprits