Goa — A Popular Destination for Pharmaceutical Companies

The state of Goa in India has become a favorite spot for pharmaceutical companies to set up their production sites. Even multinationals like Novartis, Hoechst Marion Roussel, Procter & Gamble and Merck have chosen this state. There are several reasons for this including a five-year tax exemption for new industrial undertakings. Besides this, Goa’s reliable telecommunication services, pollution-free atmosphere, and availability of literate staff is an added advantage. Companies which manufacture remedies based on traditional medicine also favor this state as a large variety of commercially important medicinal plants can be found here.

Zeneca Licenses Seroquel to Fujisawa

Zeneca Pharmaceuticals and Fujisawa Pharmaceutical Co. Ltd. have recently signed an exclusive agreement concerning the licensing of Seroquel — the new ‘atypical’ anti-psychotic drug, researched and developed by Zeneca. According to the agreement, which was signed in Japan, Seroquel will be licensed to Fujisawa. Zeneca also confirms that the New Drug Application (JNDA) for Seroquel has been submitted for approval to the Japanese MHW (Ministry of Health and Welfare) on 28th December 1998.

Western, Japanese Pharma Cos. to Form Alliances at BIOPartnering Asia Conference

US and European pharmaceutical companies are taking advantage of the upcoming 2nd Annual BIOPartnering Asia Conference to seek new alliances with potential Japanese pharmaceutical companies. The conference, to be held at the Four Seasons Hotel in Tokyo from 9–10 March 1999, is organized by California-based Technology Vision Group LLC and Washington D.C.-based Biotechnology Industry Organization, in collaboration with the Japan Health Sciences Foundation and the Japan BioIndustry Association.

The conference has been hailed as a very cost-effective way for bioscience companies to meet potential Japanese partners. It also gives Western companies the valuable opportunity to expand their presence in the Asian market and learn how best to benefit from new business opportunities in the region. The first annual conference boasted a turnout of 246 delegates representing 140 companies, including 23 Japanese pharmaceutical companies. Registration for the current conference is still open. BIOPartnering Asia Online, a special password-protected Internet product, allows registered companies to post their company profiles to help in setting up private meetings prior to their actual arrival in Japan.

BIOPartnering Asia is sponsored by Arthur Anderson; Jones, Day Reavis & Pogue; Sumitomo Bank Ltd.; BioCentury Publications; California Trade and Commerce Agency; Nature Biotechnology; PR Newswire; and the Scottish Enterprise Biotechnology Group.