

A CASE STUDY

Deep Dive into Global & Indian API Market

Experts Provide Insight into Pharma API Space Before Acquisition

CHALLENGE

A leading global private equity firm conducting due diligence on an asset in the Indian API (active pharmaceutical ingredient) industry sought insights into the current dynamics and competitive landscape of the global and Indian markets. They also needed insights into the technical nuances spanning sourcing and inventory, production, manufacturing, and supply.

THE GLG APPROACH

Tapping into its vast healthcare network, GLG identified experts in North America, Europe, and Asia who guided the client through the various market dynamics and cost benchmarking, with a deep dive into individual pharmaceutical molecules and their respective use cases, as well as future growth.

OUTCOME

GLG helped facilitate 35 phone consultations, providing the client with an in-depth analysis of the industry and the needed API insights. Following the diligence process, the firm successfully closed the deal, acquiring a controlling stake in the asset.

FEATURED PRODUCTS



GLG Calls



GLG Integrated Insights

GLG healthcare experts and custom recruited API specialists from North America, Europe and Asia gave a comprehensive analysis of the market with specific insights into the different API segments for the successful acquisition of an asset.

Why GLG?

Project Support

The diligence process involved on-site support at the client firm, taking a granular view of the pharmaceutical API market across the board to deliver the required insights in a timely manner.

Custom Recruiting

GLG engaged experts from its current network, while others from the API buying and supplying space were custom-recruited to offer strategic technical and commercial insights.

Project Breadth

Engaged experts came from diverse roles spanning manufacturing, sourcing, plant operations, sales excellence, and human resources to provide insights for informed benchmarking.

[Learn more](#)

As the world's insight network, GLG connects clients to the subject-matter experts who can provide real-world insights to make informed decisions. Our team of professionals work with you to create a tailored approach that identifies, assesses, and answers your questions on your timeline. We bring the power of insight to every great professional decision

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