

3rd International Conference and Exhibition on **Biowaivers, Biologics & Biosimilars**

October 27-29, 2014 Hyderabad International Convention Centre, Hyderabad, India

Commercial opportunities in biosimilars

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Biosimilars have been in the market for years driven by early products such as recombinant insulin and Human Growth Hormone. European approval of biosimilar GCSF and Erythropoietin combined with approval for many products in India, China and other emerging markets has driven the expectation of a large market opportunity for biosimilars. Many companies have entered the space ranging from major international pharmaceutical and biopharmaceutical companies to start-up companies in emerging markets. The talk will outline the market opportunity in both developed and developing/emerging markets and highlight key elements required for building a success biosimilar business including; selection of therapeutic areas for development, determining the best customer segments for commercialization, developing robust clinical and regulatory plans, defining the patient experience and ensuring market access.

Biography

Steven Lehrer is a proven business leader having 25 years of experience in commercializing multiple life science technologies. During this period, he started and built businesses in both small and large companies. Steve has extensive international experience in leading businesses, creating alliances / partnerships in several world areas. After having completed his bachelors in Science from University of Maryland, Steve went on to earn an MBA from the renowned Harvard School of Business. Steve has worked in Proctor and Gamble, McKinsey and Monsanto during the initial years of his career before embarking onto a career helping set up and build business in biotechnology for numerous organisations across the globe.

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