Industries Commissionerate,
Government of Gujarat
GoG-AMA Centre for International Trade

ON CAMPUS

Celebrating 70 AMAzing Years

AHMEDABAD MANAGEMENT ASSOCIATION®

EXPORT OPPORTUNITIES IN MEDICAL & PHARMACEUTICAL INDUSTRY

SUMMARY

The global medical and pharmaceutical industry presents massive growth paths for exporters, particularly from India—often dubbed the "Pharmacy of the World". Powered by a robust $30.5+ billion annual export base, the sector is aggressively shifting from a high-volume generic framework to high-value innovations. Under strategic blueprints like the QuRATE framework and localized Government support, the industry aims to hit a massive $350B to $450B in export value in the next 20 Years.

CONTENTS

- Growth- 2047: Medical and Pharmaceutical Industry
- India as a Pharmacy Hub
- Current International Demand
- Segments to Focus
- How to Setup/Expand Business - Merchant Exporter / Manufacturing Exporter
- How to reduce Import dependency?
- Core Regulatory and Documentation
- Entry/Expansion Routes for New/Existing Exporters
- Leveraging Free Trade Agreements (FTAs)
- Suitable Countries
- Custom Procedure & Taxes
- Major Hurdles in Industry
- Government Support

FOR WHOM

Existing and aspiring Exporters, Importers, Consultants, MSME Owners & Staff, Entrepreneurs, Export Managers & Executives, Consultants, Agents & Brokers, Management Students & Faculties.

DATE & TIME : **Thursday, November 26, 2026 | 10.00 AM to 1.00 PM**

PROGRAMME FEE : **Rs. 500/- (including 18% GST) (Lunch included)**

FACULTY : **Mr. Rajan Trivedi** holds a Bachelor's degree in Commerce and Law, Diploma in Labour Law and Practice from Gujarat University, as well as Master diploma in E-Commerce from Chennai. He also holds accomplished Certificates in Export-Import from leading institutions. Mr. Rajan has 25+ years of rich experience as Exporter and also professional experience in Sales & Marketing and Training. He is a Proprietor of Dagdusheth Impex - an Import and Export firm at Gandhinagar. He is also managing an entrepreneurship firm named Connect Coherence working in the field of training & development. His core vision is to develop and uplift individuals' personal & professional expertise.

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For enquiries and nominations, please reach us at:
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