

INTERNAL PRODUCT MONOGRAPH: TELMISARTAN

Brand Name: TelMiGuard™

Molecule: Telmisartan

Therapy Area: Cardiovascular (Hypertension)

Status: Cash Cow (Stable)

Document Owner: Cardiovascular Business Unit

1. Product Overview

Telmisartan is an Angiotensin II Receptor Blocker (ARB) used for the treatment of essential hypertension and cardiovascular risk reduction. It is AstraGen's flagship cardiovascular product.

Current Indications:

- Treatment of essential hypertension.
- Cardiovascular risk reduction in patients unable to take ACE inhibitors.

2. Supply Chain & Manufacturing Status

- **Manufacturing Site:** Hyderabad Facility (Unit IV).
- **API Inventory Status:** Balanced.
 - Production is running at 92% capacity utilization.
 - Just-in-Time (JIT) inventory management is effective; no surplus issues.

3. Commercial Performance (Q2 2025)

- **Revenue Trend:** +2.1% YoY (Stable).
- **Market Dynamics:** The market is saturated with multiple generic players, but TelMiGuard maintains a loyal prescription base due to bioequivalence quality and supply reliability.
- **Competition:** Fierce price competition from Chinese API suppliers has eroded margins slightly, but volume remains high.

4. Lifecycle Management

- **Combination Products:** Launch of Telmisartan + Amlodipine fixed-dose combination (FDC) is scheduled for Q1 2026.
- **Regulatory:** No major safety signals or label updates pending.

5. Strategic Recommendation

Maintain: Continue current strategy. Focus marketing spend on the upcoming FDC launch. No immediate need for repurposing or radical innovation.

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