

# 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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