

Data Analysis Report for Pharmaceutical Medicines Export to Myanmar: Financial Year 2023-24

Summary:

This report provides an analysis of pharmaceutical medicines exports to Myanmar in the financial year 2023-24. The analysis includes data on product types, quantities, prices, market share, export channels, and regulatory compliance.

Introduction:

The pharmaceutical industry plays a crucial role in global trade, with exports to countries like Myanmar contributing to revenue growth. This report aims to analyze the export dynamics of pharmaceutical medicines to Myanmar during the financial year 2023-24. Understanding market trends and regulatory requirements is essential for Indian pharmaceutical companies seeking to expand their presence in Myanmar.

The purpose of this report is to provide insights and analysis regarding the export of pharmaceutical medicines to Myanmar during the specified time period. The report aims to:

- **Evaluate Export Performance:** Assess the performance of pharmaceutical exports to Myanmar in terms of quantity, sales value, and market trends.
- **Identify Key Products:** Identify the pharmaceutical products that are most commonly exported to Myanmar, including their quantities, sales values, and market demand.
- **Understand Market Dynamics:** Gain insights into the dynamics of the pharmaceutical market in Myanmar, including demand trends, competitive landscape, and market share analysis.
- **Support Decision Making:** Provide information to support strategic decision-making processes for pharmaceutical companies, exporters, policymakers, and stakeholders involved in the Myanmar market.

Data Source and Methodology:

The data for this analysis was sourced from export records and shipment details provided by Indian pharmaceutical companies. Methodological approaches included quantitative analysis of export volumes, values, product categories, and pricing information.

Schema of Data:

The data table contains information about pharmaceutical exports to Myanmar. Here's a breakdown of each field:

- **Indian_port:** The Indian port from which the shipment originates. It is a VARCHAR (100) type.
- **Mode_of_shipment:** The mode of shipment, such as sea (SEA), air (AIR), or inland container depot (ICD). It is a VARCHAR (5) type.
- **Date:** The date of shipment. It is of DATETIME type.
- **HS_code:** The Harmonized System (HS) code, a standardized numerical method for classifying traded products. It is an INT type.

- **Description:** A brief description of the pharmaceutical product. It is a VARCHAR (255) type.
- **Quantity:** The quantity of the product being exported. It is a DOUBLE type.
- **Unit:** The unit of measurement for quantity, such as Numbers (NOS) It is a VARCHAR (5) type.
- **Rate_INR:** The rate of the product in Indian Rupees (INR). It is a DOUBLE type.
- **Rate_INV:** The rate of the product in the invoice currency. It is a DOUBLE type.
- **Currency:** The currency used for the transaction. It is a VARCHAR (5) type.
- **Amount_INV:** The total amount in the invoice currency. It is a DOUBLE type.
- **FOB_INR:** The Free On Board (FOB) price in Indian Rupees (INR). It is a DOUBLE type.
- **Exporter:** The company or entity exporting the product. It is a VARCHAR (50) type.
- **Importer:** The company or entity importing the product. It is a VARCHAR (100) type.
- **Importer_Country:** The country to which the product is being imported. It is a VARCHAR (50) type.
- **Generic_Name:** The generic name of the pharmaceutical product. It is a VARCHAR (50) type.

This schema provides a structured way to store and retrieve data related to pharmaceutical exports to Myanmar, facilitating analysis and reporting.

```
mysql> describe myanmardata;
```

Field	Type	Null	Key	Default	Extra
indian_port	varchar(100)	YES		NULL	
mode_of_shipment	varchar(5)	YES		NULL	
Date	datetime	YES		NULL	
HS_code	int	YES		NULL	
description	varchar(255)	YES		NULL	
quantity	double	YES		NULL	
Unit	varchar(5)	YES		NULL	
Rate_INR	double	YES		NULL	
rate_INV	double	YES		NULL	
Currency	varchar(5)	YES		NULL	
Amount_INV	double	YES		NULL	
FOB_INR	double	YES		NULL	
Exporter	varchar(50)	YES		NULL	
Importer	varchar(100)	YES		NULL	
Importer_Country	varchar(50)	YES		NULL	
Generic_Name	varchar(50)	YES		NULL	

16 rows in set (0.01 sec)

Sample Data:

```
mysql> select * from myanmardata limit 1 \G;
***** 1. row *****
      indian_port: DHANNAD ICD (INDHA6)
mode_of_shipment: ICD
      Date: 2023-04-01 00:00:00
      HS_code: 30049099
description: VOLIBO 0.3 TABLTS(VOGLIBOSE TABLETS 0.3M
quantity: 270
      Unit: PCS
      Rate_INR: 492.592
      rate_INV: 6.02
      Currency: USD
      Amount_INV: 1625.4
      FOB_INR: 133000
      Exporter: STALLION LABORATORIES PVT LTD
      Importer: MYIT MAHAR TRADING CO., LTD
Importer_Country: MYANMAR
      Generic_Name: VOGLIBOSE
1 row in set (0.00 sec)
```

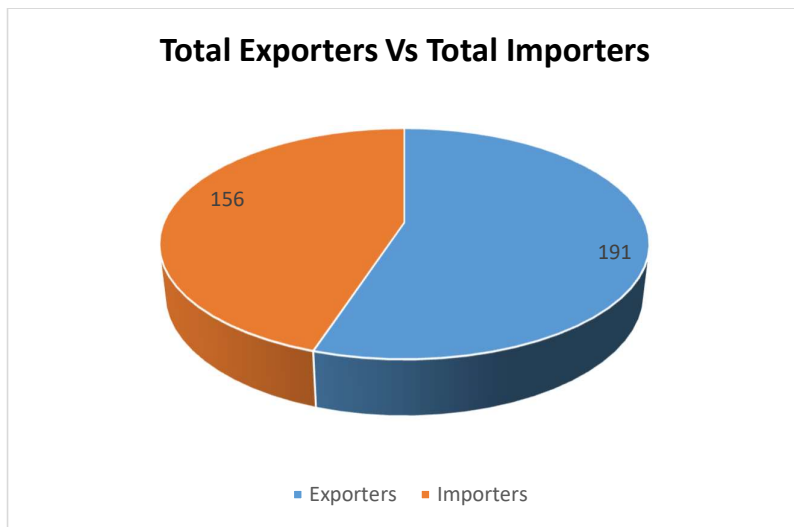
Total Products:

```
mysql> select count(distinct(generic_name)) from myanmardata;
+-----+
| count(distinct(generic_name)) |
+-----+
|                               104 |
+-----+
1 row in set (0.01 sec)
```

Following are the Names of product (Generic Names)

VOGLIBOSE, LOSARTAN, METFORMIN, ATORVASTATIN, ESCITALOPRAM, CIPROFLOXACIN + OFLOXACIN, ZIDOVUDINE, PANTOPRAZOLE, PREGABALIN, TOPIRAMATE, CETIRIZINE, AZITHROMYCIN, OFLOXACIN, DICLOFENAC, AMOXICILLIN, TADALAFIL, AMPICILLIN + CLOXACILLIN, CHLORZOXAZONE, GLICLAZIDE, AMLODIPINE, ROSUVASTATIN, FLUCONAZOLE, NEVIRAPINE, LINEZOLID, DOMPERIDONE, CITICOLINE, OMEPRAZOLE, RABEPRAZOLE, SILDENAFIL, ALBENDAZOLE, ACECLOFENAC, LEVOCETIRIZINE, MELOXICAM, LAMIVUDINE + ZIDOVUDINE, ONDANSETRON, DUTASTERIDE, LAMIVUDINE, CLOPIDOGREL, TELMISARTAN, ETORICOXIB, LAMOTRIGINE, TELMISARTAN + HYDROCHLOROTHIAZIDE, ESOMEPRAZOLE + OMEPRAZOLE, LORATADINE, PARACETAMOL, METRONIDAZOLE, DICLOFENAC + CHLORZOXAZONE, LEVOFLOXACIN + OFLOXACIN, PIRACETAM, TACROLIMUS, AMOXICILLIN + CLOXACILLIN + FLUCLOXACILLIN, DIPHENHYDRAMINE, HYDROCHLOROTHIAZIDE, LANSOPRAZOLE, ORNIDAZOLE, EFAVIRENZ, AMPICILLIN, DAPAGLIFLOZIN, IVERMECTIN, CLOXACILLIN + FLUCLOXACILLIN, DOMPERIDONE + PANTOPRAZOLE, AMPICILLIN + SULBACTAM, ENTECAVIR, MONTELUKAST, RANITIDINE, GLIMEPIRIDE, FENOFIBRATE, TAMSULOSIN, PIOGLITAZONE, GLIMEPIRIDE + METFORMIN, ITRACONAZOLE, METOPROLOL, ERYTHROMYCIN, PARACETAMOL + CHLORZOXAZONE, ATENOLOL, RAMIPRIL, AMLODIPINE + TELMISARTAN, SULBACTAM, LISINAPRIL, NEBIVOLOL, GUAIFENESIN, DICLOFENAC + PARACETAMOL, CARBIDOPA, BETAHISTINE, CETIRIZINE + MONTELUKAST, PHENYLEPHRINE, ATORVASTATIN + FENOFIBRATE, SERRATIOPEPTIDASE, TRAMADOLHYDROCHLORIDE + PARACETAMOL, CILNIDIPINE, DOMPERIDONE + OMEPRAZOLE, DOMPERIDONE + RABEPRAZOLE, CHLORPHENIRAMINE, LOSARTAN + HYDROCHLOROTHIAZIDE, SITAGLIPTIN, DUTASTERIDE + TAMSULOSIN, SEVELAMER, ACECLOFENAC + PARACETAMOL, PARACETAMOL + CAFFEINE, VALSARTAN, RABEPRAZOLE + ACECLOFENAC, FEBUXOSTAT, AMOXICILLIN + POTASSIUMCLAVULANATE, CILNIDIPINE + TELMISARTAN

Total Importers Vs Total Exporters:



```
mysql> select count(distinct(exporter))
-> from myanmardata;
+-----+
| count(distinct(exporter)) |
+-----+
| 191 |
+-----+
1 row in set (0.01 sec)
```

```
mysql> select count(distinct(importer))
-> from myanmardata;
+-----+
| count(distinct(importer)) |
+-----+
| 156 |
+-----+
1 row in set (0.01 sec)
```

Export Analysis:

Total pharmaceutical exports to Myanmar in 2023-24 amounted to 230115654 units with a total value of 2,771,092,317 INR.

```
mysql> select sum(quantity)
-> from myanmardata;
+-----+
| sum(quantity) |
+-----+
| 230115654.21200013 |
+-----+
1 row in set (0.01 sec)
```

Total Quantity exported in the financial year 2023-24

```
mysql> select sum(fob_inr)
-> from myanmardata;
+-----+
| sum(fob_inr) |
+-----+
| 2771092316.6785817 |
+-----+
1 row in set (0.01 sec)
```

Total Sales done in the financial year 2023-24

Product Analysis:

A. Among the top exported products (Sales wise) were:

1. AMLODIPINE - 227,687,241 INR
2. AMOXICILLIN - 196,781,040 INR
3. AMPICILLIN + CLOXACILLIN - 176,580,699 INR
4. LOSARTAN - 148,487,546 INR
5. ATORVASTATIN - 140,659,501 INR

```
mysql> select Generic_name, sum(fob_inr)
-> from myanmardata
-> group by Generic_name
-> order by sum(fob_inr) desc
-> limit 5;
```

Generic_name	sum(fob_inr)
AMLODIPINE	227687240.60306495
AMOXICILLIN	196781039.63598004
AMPICILLIN; CLOXACILLIN	176580698.76994005
LOSARTAN	148487546.3360565
ATORVASTATIN	140659501.3945

5 rows in set (0.01 sec)

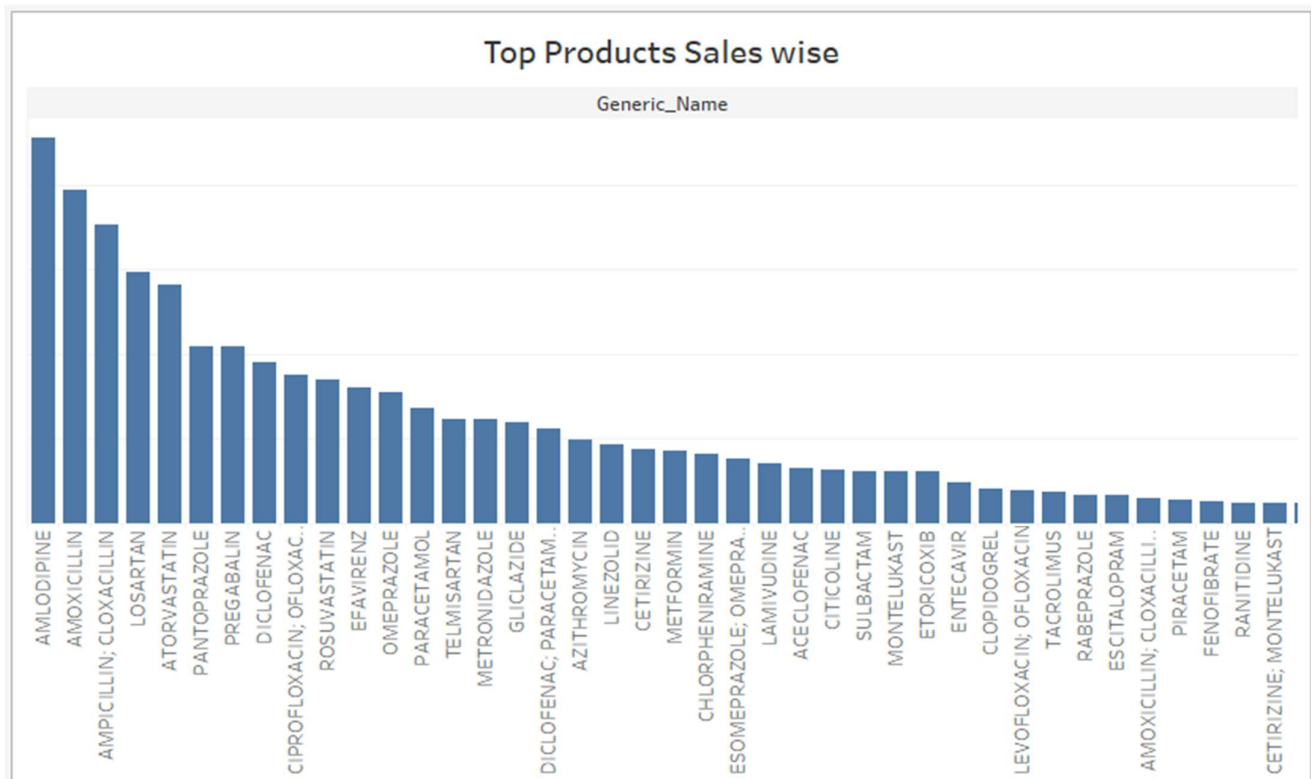
The SQL query retrieves the top 5 pharmaceutical Products (generic names) exported to Myanmar based on their total sales value (FOB_INR).

The top generic name exported to Myanmar is AMLODIPINE, with the highest total sales value, followed by AMOXICILLIN, AMPICILLIN; CLOXACILLIN, LOSARTAN, and ATORVASTATIN.

These generic names represent commonly prescribed medications used to treat various medical conditions, such as hypertension, bacterial infections, and cardiovascular diseases.

The leading generic names belong to different therapeutic categories, including Antihypertensive (AMLODIPINE, LOSARTAN), antibiotics (AMOXICILLIN, AMPICILLIN; CLOXACILLIN), and lipid-lowering agents (ATORVASTATIN).

This diversity suggests a broad range of medical conditions being addressed by pharmaceutical exports to Myanmar, reflecting the country's healthcare priorities and disease burden.



B. Among the top exported products (Quantity wise) were:

```
mysql> select Generic_name, sum(quantity)
-> from myanmardata
-> group by Generic_name
-> order by sum(quantity) desc
-> limit 5;
```

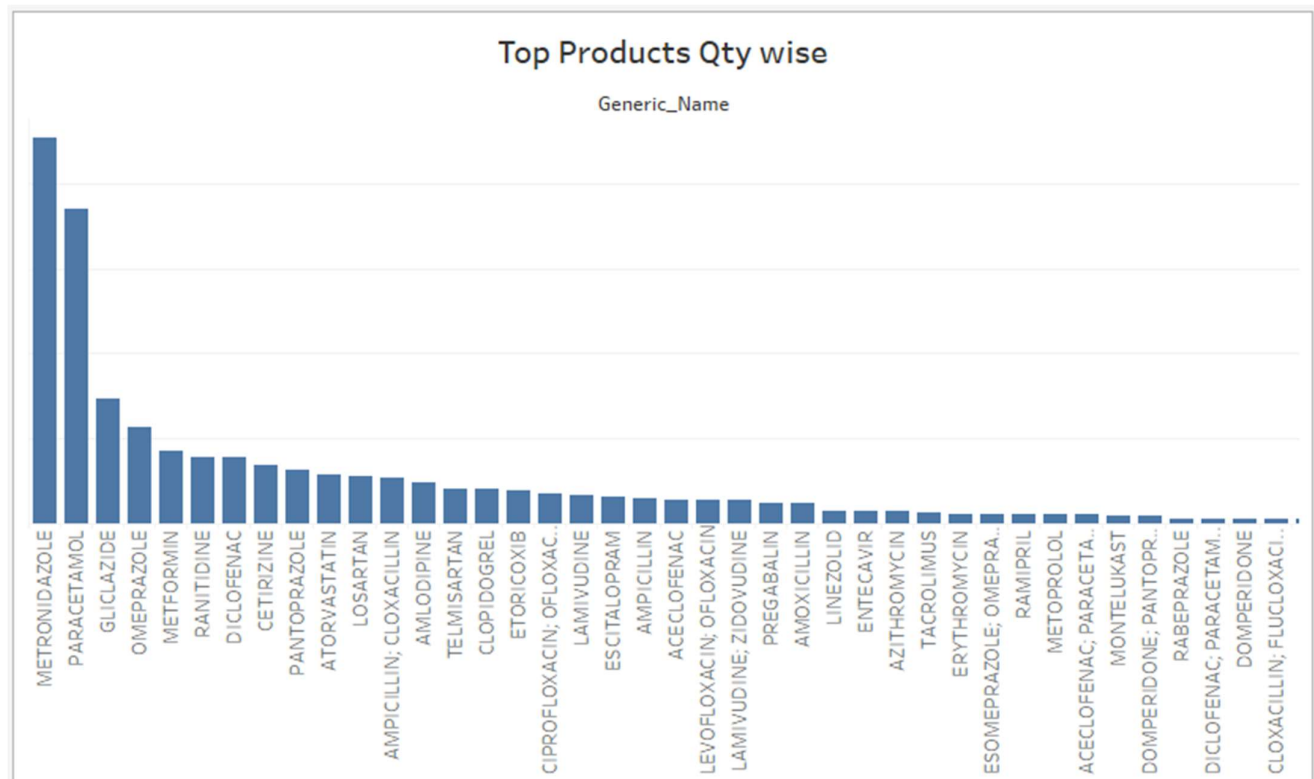
Generic_name	sum(quantity)
METRONIDAZOLE	45348635
PARACETAMOL	37016243
GLICLAZIDE	14654485
OMEPRazole	11357932
METFORMIN	8571704

5 rows in set (0.01 sec)

1. METRONIDAZOLE - 45,348,635 Nos
2. PARACETAMOL - 37,016,243 Nos
3. GLICLAZIDE - 14,654,485 Nos
4. OMEPRazole - 11,357,932 Nos
5. METFORMIN - 8,571,704 Nos

The SQL query retrieves the top 5 pharmaceutical generic names exported to Myanmar based on the total quantity of units shipped.

The top generic name exported to Myanmar, based on quantity, is METRONIDAZOLE, with the highest total quantity of units shipped, and followed by PARACETAMOL, GLICLAZIDE, OMEPRazole, and METFORMIN.



These products accounted for the majority of exports, indicating their popularity and demand in the Myanmar market.

Market Share Analysis:

A. Top Exporters Sales wise:

```
mysql> select Exporter, sum(`fob_inr`) as Total_Sales from myanmardata
-> group by Exporter order by Total_Sales desc limit 5;
```

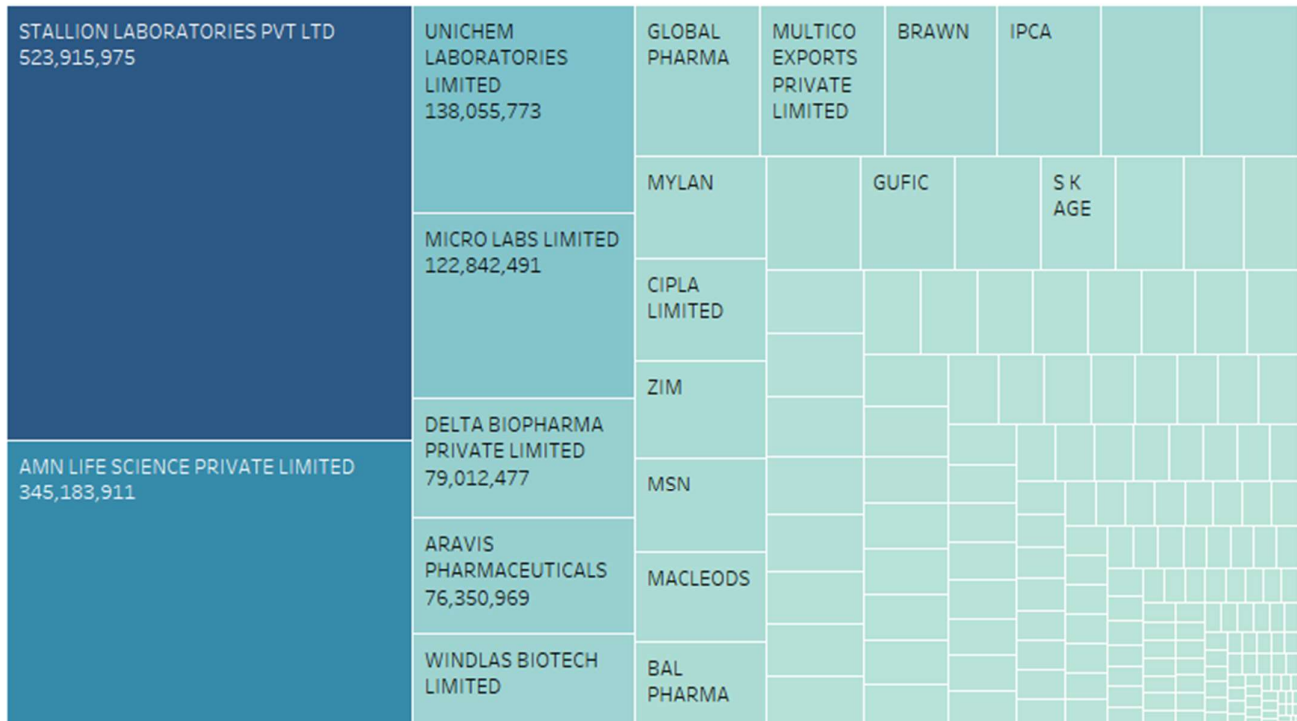
Exporter	Total_Sales
STALLION LABORATORIES PVT LTD	523915974.782
AMN LIFE SCIENCE PRIVATE LIMITED	345183910.8934199
UNICHEM LABORATORIES LIMITED	138055772.7905565
MICRO LABS LIMITED	122842491.054
DELTA BIOPHARMA PRIVATE LIMITED	79012477.31100002

5 rows in set (0.01 sec)

The SQL query retrieves the top 5 exporters of pharmaceutical products to Myanmar based on their total sales value (FOB_INR).

The top exporter, STALLION LABORATORIES PVT LTD, has the highest total sales value, followed by AMN LIFE SCIENCE PRIVATE LIMITED, UNICHEM LABORATORIES LIMITED, MICRO LABS LIMITED, and DELTA BIOPHARMA PRIVATE LIMITED.

These exporters play a significant role in supplying pharmaceutical products to Myanmar, indicating strong business capabilities and market presence.



B. Top Importers Sales wise:

```
mysql> select importer, sum(fob_inr)
-> from myanmardata
-> group by importer
-> order by sum(fob_inr) desc
-> limit 3;
```

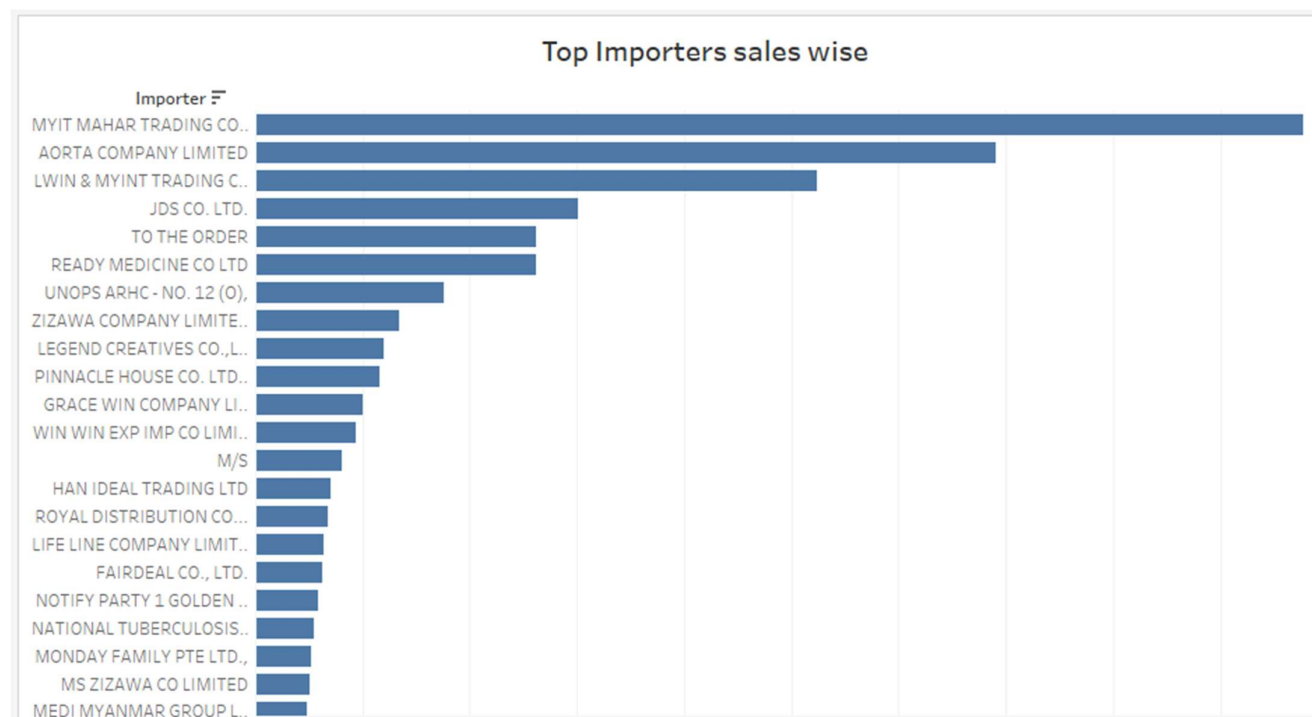
importer	sum(fob_inr)
MYIT MAHAR TRADING CO., LTD	488446861.808
AORTA COMPANY LIMITED	345183910.8934199
LWIN & MYINT TRADING COMPANY LTD	262257478.60755664

3 rows in set (0.01 sec)

The provided SQL query retrieves the top 3 importers of pharmaceutical products based on their total FOB (Free On Board) value, aggregated across all transactions.

The top importer, MYIT MAHAR TRADING CO., LTD, accounts for the highest total FOB value, followed by AORTA COMPANY LIMITED and LWIN & MYINT TRADING COMPANY LTD.

These importers play a significant role in the pharmaceutical trade between India and Myanmar, indicating strong business relationships and consistent demand for pharmaceutical products.



Monthly Total Sales Distribution:

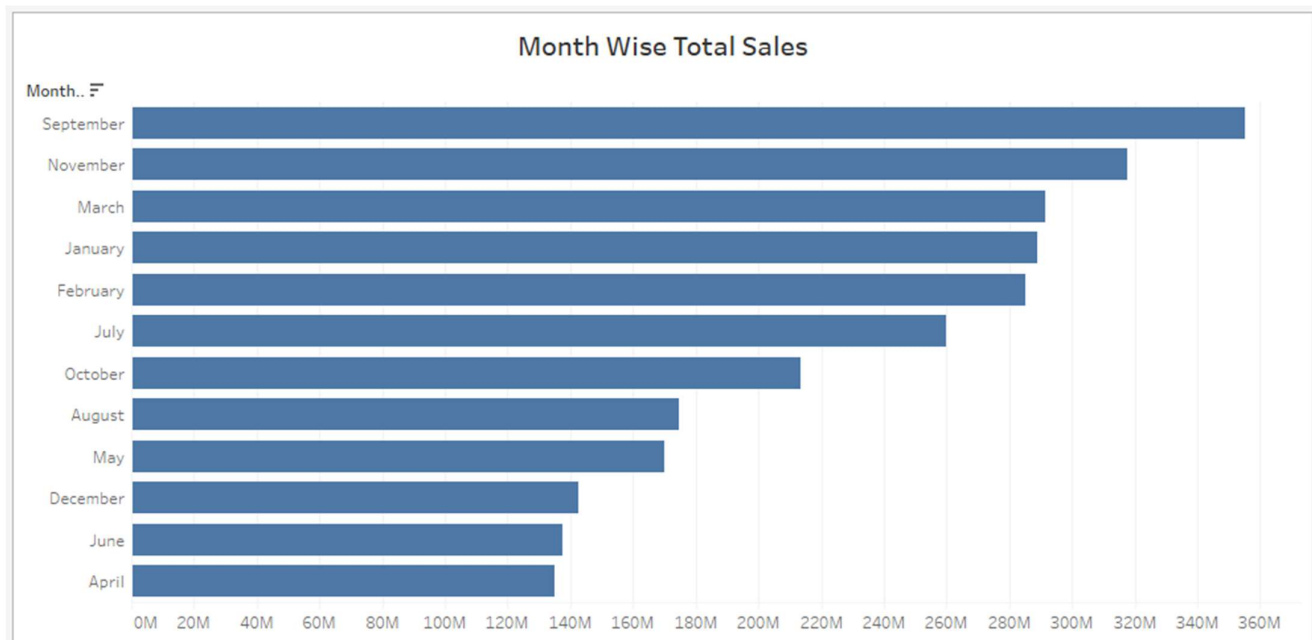
```
mysql> select month(date) as month_no, round(sum(`fob_inr`)) as Total_sales from myanmardata
-> group by month_no order by Total_sales desc;
```

month_no	Total_sales
9	355135981
11	317641763
3	291514413
1	288805114
2	285289118
7	259706212
10	213645456
8	174704444
5	169806619
12	142420511
6	137310685
4	135112000

12 rows in set (0.01 sec)

The provided SQL query retrieves the total sales of pharmaceutical products exported to Myanmar, aggregated by month, and ordered by total sales in descending order.

The total sales vary across different months, ranging from approximately \$135 million to over \$355 million. Month 9 (September) has the highest total sales, followed by month 11 (November) and month 3 (March).



Export Channels and Modes of Shipment:

The majority of exports were shipped via sea, indicating cost-effectiveness and reliability. Air shipments were also utilized for time-sensitive products. Improving logistics efficiency and exploring alternative shipment channels could further optimize export operations.

```
mysql> select mode_of_shipment, count(mode_of_shipment)
-> from myanmardata group by mode_of_shipment
-> order by count(mode_of_shipment) desc;
```

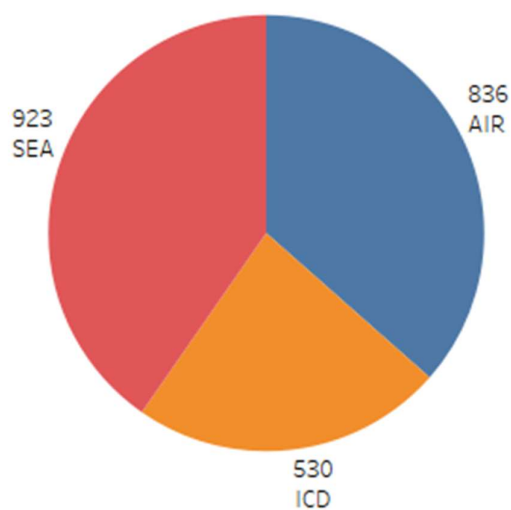
mode_of_shipment	count(mode_of_shipment)
SEA	923
AIR	836
ICD	530

3 rows in set (0.01 sec)

The provided SQL query presents a count of shipments categorized by mode of shipment (SEA, AIR, and ICD).

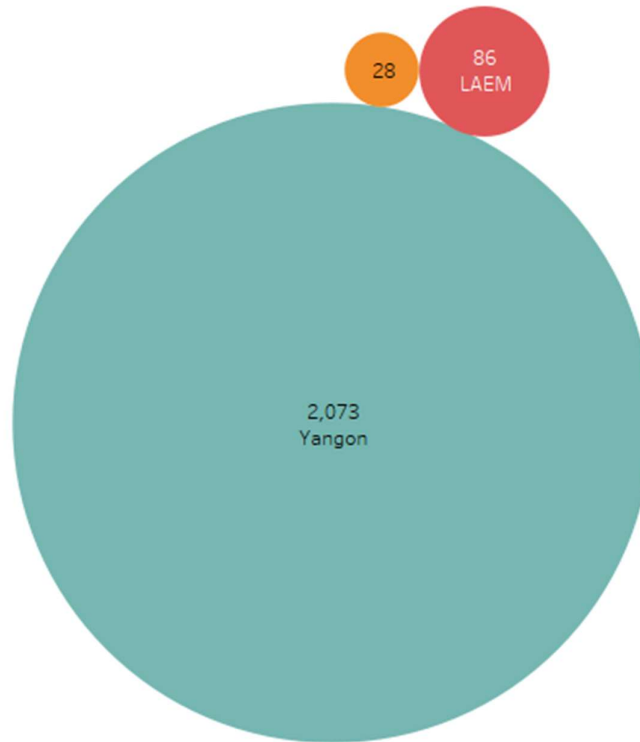
The data shows that shipments to Myanmar are predominantly made via sea, with a count of 923 shipments. Air shipments are the next most common mode, with 836 shipments recorded. Shipments via Inland Container Depot (ICD) are comparatively lower, with a count of 530 shipments.

The higher count of sea shipments suggests that it is the preferred mode of transportation for exporting pharmaceutical products to Myanmar. Sea shipments are often chosen for their cost-effectiveness and suitability for transporting large quantities of goods over longer distances.



Geographical Analysis:

Exports were distributed across various regions in Myanmar, with Yangon emerging as the primary destination. Understanding regional demand patterns can help companies tailor their marketing and distribution strategies to specific regions.



Thanking You,

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