

# **Anti-Counterfeit Pharmaceutical Packaging Market**

Global Industry Analysis, Size, Share, Growth, Trends Historical Analysis and Forecast Analysis 2022-2027



### **MARKET TAXONOMY**



### **Packaging Format**

Bottes & Jars

Vials & Ampoules

Blisters

Trays

Pouches & Sachets

Others (Tubes, Syringes, etc.)

**Emerging Segment: Blisters** 



### **End Applications**

Pharma & Biological

Medical & Supplies

Gloves

Scissors

Syringes & Needles

**Surgical Tapes** 

Others

Medical Equipment

Surgical

Therapeutic

Diagnostic

Emerging Segment: Medical & **Supplies** 



### **Technology**

**RFID** 

Security Inks & Coatings

**Security Seals** 

Holograms

Mass Encryption

Barcode

Mass Serialization

**Emerging Segment: RFID** 



**By Region** 

North America

Asia Pacific

Latin America Middle East & Africa

Europe

**Emerging Segment:** Asia Pacific

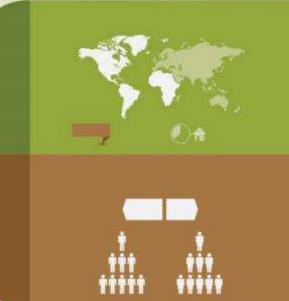




Section 01

# **Executive Summary**





### **Anti-Counterfeit Pharma Packaging Market**

**Executive Summary** 

The rampant counterfeiting of drugs has pushed the pharma producers to opt for secure solutions. Anti-counterfeiting packaging is one of the measures that pharma manufacturers are relying on. Pharmaceutical companies have been incorporating anti-counterfeit solutions with their product packages with the technologies such as barcode, security inks & seals, etc.

These effective

measures considered by pharma companies resulted to give fillip to the market across the globe.

Anti-Counterfeit
Pharmaceutical
Packaging
Market

Value CAGR (2019-27)

### BY PACKAGING FORMAT

Penetration of "Smart Packaging" to gain traction among the packaging format particularly for pharmaceuticals, enabling ease and convenience for the consumers, therefore, driving the anti-counterfeit pharma packaging market during the forecast period. Bottles segment is anticipated to have prominent market share in terms of value in 2019. Whereas blisters are estimated to register more than quarter of the total market during the forecast period.

### BY TECHNOLOGY



Security Inks & Coatings

- Security Seals
- Holograms
- Mass Encryption

More than **XX%** of the total market is occupied by the mass encoding technology.

This can be primarily attributed to rising regulation norms in India and China regarding pharmaceutical counterfeiting and governments in the region mandating bar codes for serialization.

### MARKET VALUE

Estimated Market Value of Anti-counterfeit Technology Market

XX US\$ Bn (2022)

XX US\$ Bn

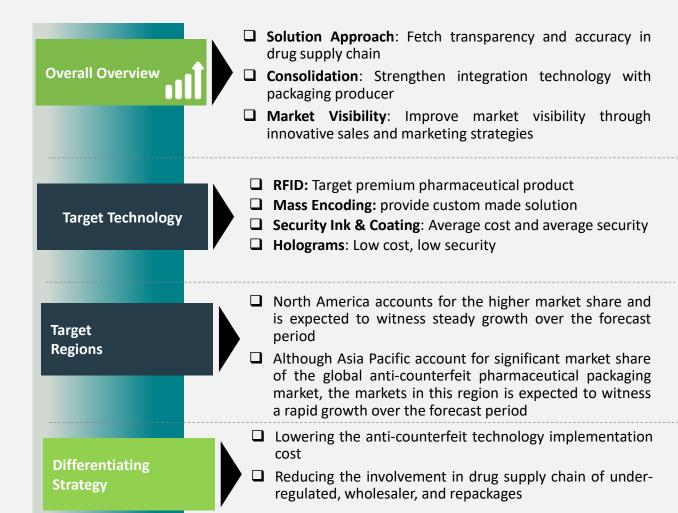
Estimated Market Value of Anticounterfeit Pharmaceutical Packaging Market

> XX US\$ Bn (2022) XX US\$ Bn (2027)



### **FMI Analysis and Recommendations**







Source: FMI, 2022 5

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Section 02

## **Market Introduction**





### **Anti-Counterfeit Pharmaceutical Packaging: Definition**

The false representation in pharmaceutical product in relation to its identity or source is known as counterfeiting and the steps taken for prevention are termed anti-counterfeit. In order to maintain the integrity of the original manufacturer's packaging throughout the supply chain, brand owners are adopting security solutions called anti-counterfeiting pharmaceutical packaging. Anti-counterfeit packaging applies directly on the product, its container, packaging, or labeling. It provides an assurance that the packaging code applied by the original manufacturer is unchanged and the product is free from counterfeiting.

The scope of this report includes various technologies such as RFID tags, security seals, security inks & coatings, holograms & mass encryption methods. Mass encryption methods are further segmented into barcodes and mass serialization. Whereas technologies used on pharmaceutical packaging formats includes blisters, bottles, vials & ampoules, etc.



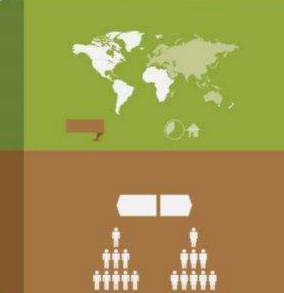




Section 03

# **Market Background**

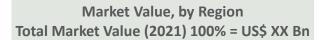


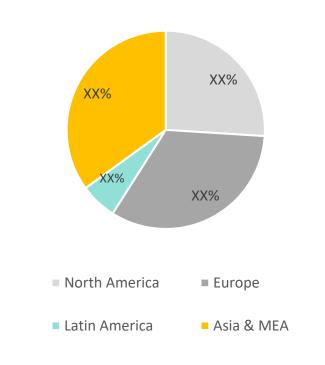


### **Global Packaging Industry: Overview**

#### **KEY TAKEAWAYS**

- ☐ The Global Packaging industry was valued at **US \$ XX billion in 2021.**
- ☐ The Food & Beverage industry held a prominent share of the global packaging market, followed by the pharmaceutical industry.
- Recent trends influencing the global market are focus of consumers on wellness, macroeconomic factors such as the increase in the disposable income of the middle class, and environmental impact.
- Rigid and flexible plastics are gaining more prominence as compared to other types.
- → Among the various regions, the Asia Pacific region represents a significant growth opportunity.
- At the same time, more developed regions are experiencing substantial business and demographic modifications that will transform value chains in the segment.
- ☐ In terms of material type, rigid packaging makes extensive use of paper & paperboard due to an increase in global shipping needs and demand for containers for the transportation of materials and products across borders.







Source: FMI, 2022 28

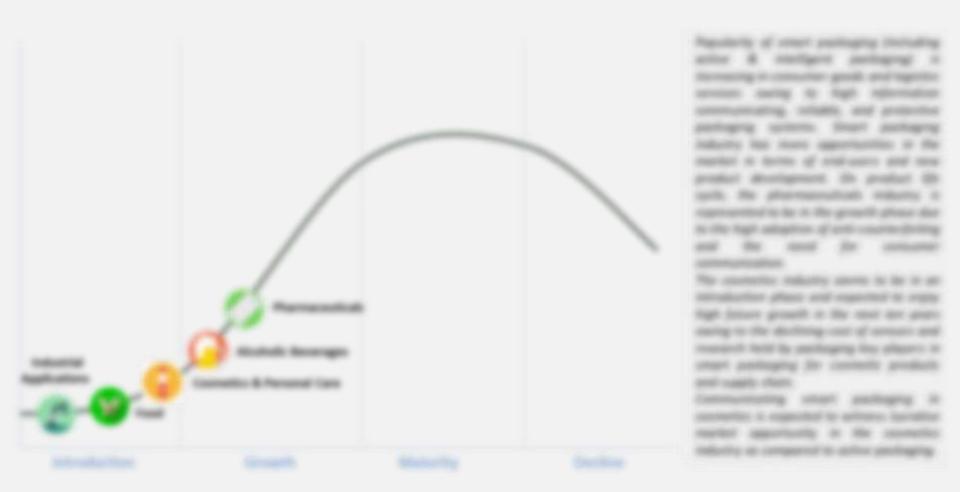
### **Functions of Active, Smart & Intelligent Packaging**





### **Product Life Cycle: Active, Smart & Intelligent Packaging**

Active, smart & intelligent packaging for cosmetics is still in an introduction phase with minimal applications



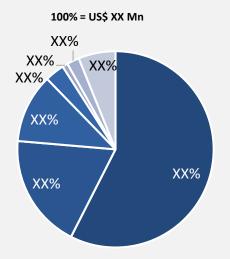


### Global Active, Smart, and Intelligent Packaging Market Overview

#### Global Active, Smart, and Intelligent Packaging Market Outlook

- The global active, smart, and intelligent packaging market was estimated to be valued at US\$ XX Mn in 2022, which is expected to reach US\$ XX Mn by the end of 2026.
- The North American region is estimated to dominate the global industry with a market share of approximately XX%, during the forecast period.
- North America, followed by Europe, occupies the second spot in the global active, smart, and intelligent market, in terms of both, revenue and consumption.
- Key drivers noticed in the active, smart, and intelligent market are high demand for longer shelf life foods and increasing consumer awareness and inclination towards smart packaging solutions.
- The global active, smart, and intelligent packaging market is estimated to grow at a CAGR of more than XX%, during the forecast period (2018-2026).

Global Active, Smart, and Intelligent Packaging Market 2021 by End Use



- Food
- Beverages
- Pharmaceuticals
- Industrial & Chemicals
- Cosmetics & Personal Care

31

- Agriculture
- Others



### **Anti-Counterfeit Pharmaceutical Packaging Market: Macroeconomic Indicators**





### **Anti-Counterfeit Pharmaceutical Packaging Market: Value Chain**

## Raw Material/ Component supplier (By Technology)

- 3M track & track solution
- ATL Security label & system
- EDAP
- Sicpa security solution
- U-NICA group
- Tagsys

## Raw Material supplier (By Packaging Format)

- · Corning Incorporated
- Schott AG
- Nipro Corporation
- Pegasus Industrial Specialties Inc.

Profitability Margin – XX%-XX%

**Profitability** 

Margin -

XX%-XX%

#### **Technology provider**

- Alpvision
- Authentix
- Avery Dennison RFID
- Alien Technology



#### **End Use Applications**

#### **Packaging Manufacturers**

- Gerresheimer AG
- Ardagh Group S.A.
- Nipro Corporation
- West Pharmaceutical Services, Inc.
- Stevanato Group (Ompi)

Profitability

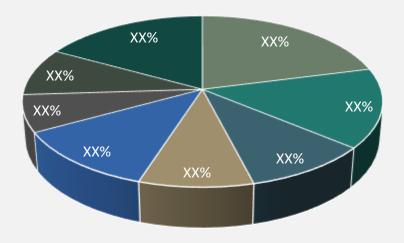
Margin –

XX%-XX%

- Pharma & Biological
- Medical & Supplies
- Medical Equipment



# Global Anti-counterfeit Pharmaceuticals Packaging Market: Overview – Most Counterfeited Pharmaceutical Drugs, 2021



- Antibiotics
- Cancer Drugs

Cardiovascular

ED Medications

Alimentary

central nurvous system

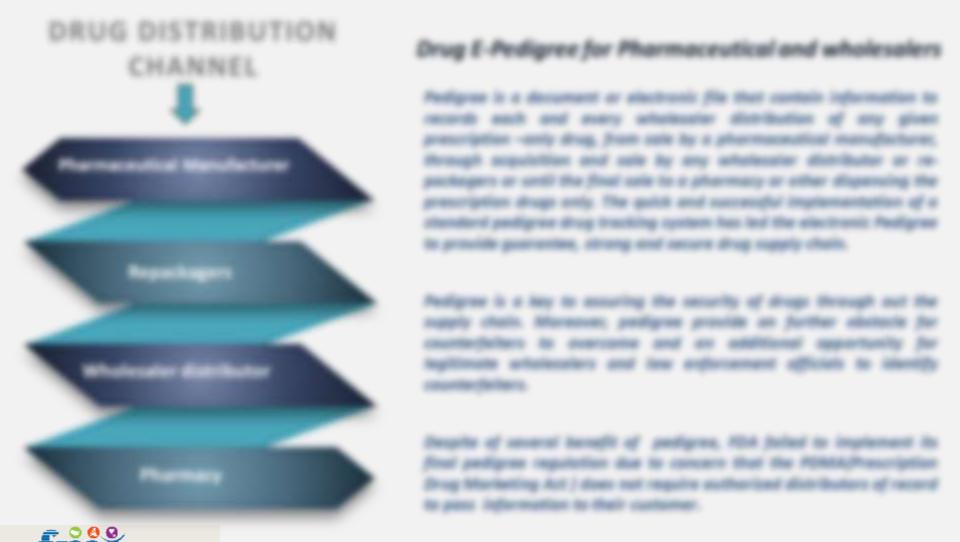
Anti infection

Others

- Counterfeited medicine are fake medicine, it may be contaminated or contain wrong ingredient. It is estimated that XX-XX% of worldwide medicine are counterfeited.
- These counterfeited medicine annually generate US\$ XX billion(as per World Customs Organization) market worldwide out of total fake drugs, XX% of all fake drugs are of Antibiotics.
- The high cost of cardiovascular drugs are attacking the counterfeited and the its fake drugs is account for XX% of overall fake drugs. XX% of central nervous system and anti infection medicine are fake.
- Cancer treatment is also costly due to high price of its drugs, XX% of theses drugs are found counterfeited



### **Drug E-Pedigree for Pharmaceutical**

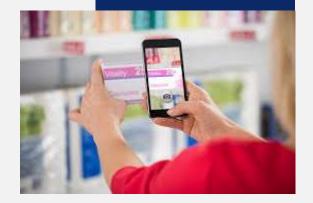


Source: FMI, 2022 35

### **Global Anti-Counterfeit Pharmaceutical Packaging Market: Drivers (1/2)**

A large portion of pharmaceutical formulations available in the market get counterfeited. The counterfeited pharmaceutical products affect both patients as well as pharma companies with their brand reputation. More than 30% of the total pharmaceutical products in developing markets are counterfeited, and approximately 15% drugs sold across several sales channel in developed markets are fake. The rampant counterfeiting of drugs pushed the pharma producers to opt for secure solutions. Anti-counterfeiting packaging is one of the measures that pharma majors are relying upon. The company has been incorporating anti-counterfeit solutions with its product packages. However, with advancement in the technology, pharmaceutical manufacturers are also integrating new and innovative options with conventional solutions such as integrating authentication overt features with covert elements, forensics, and track & trace elements. Tier II pharma companies also prefer similar approaches. These effective measures considered by pharma companies resulted in the sudden increase in demand for anti-counterfeit pharmaceutical packaging across the globe.

With Advancement in Technology,
Pharmaceutical
Manufacturers
Integrate Innovative
Options





#### **Global Anti-Counterfeit Pharmaceutical Packaging Market: Drivers (2/2)**

Policy and Regulatory Landscape Paving Way for Anti-counterfeit Packaging





#### **Global Anti-Counterfeit Pharmaceutical Packaging Market: Restraints (1/2)**

and product offerings are available in a wide range in terms of price and

stagy is high. Due to it, the manufacturer ignore the safety and security of the

counterfelt is generally small and legal penalties for counterfelters are

s perceive counterfeiting as less important than violent crimes and crimes

physical property, even though economic demage and health risks are high ophisticated technology for copying legitimate labels and packaging in now

also low in most countries, hence, there is a growing involvement of organized crime

complexity. Notework, a system-wide implementation may not be feasible for a

reduct and decide on cost saving. It is unlikely that any one solution would be

oprists for all applications, as the cost may not be affordable in develo

developing country. The cost involved in implementing the poli-counterfe

s. The high cost of BFID may hamper the companies from in

**High-cost of Implementing Anti-counterfeiting** 

**Lack of Criminal Sanction against Counterfeiting** 

in counterfelt medicines, Lack of criminal sanction against counterfe

dable. This facilitates the distributors of the fals products.

aging the fake producer to grow in the market, (per enforceme

High Implementing Cost of Technology and Low Penalties Against Counterfeiting Challenging the Growing Market



unterfelling measures.

#### **Global Anti-Counterfeit Pharmaceutical Packaging Market: Restraints (2/2)**

#### **Patients are Self Prescribing**

Opting for Pharma
Products without
Prescription
Encouraging
Counterfeiting of Drugs





#### **Global Anti-Counterfeit Pharmaceutical Packaging Market: Opportunities (1/2)**

tion adherence. In 2011, a series of reals in Egypt found counterfelt life on this wedness of millions of dollars and represent a criminal network feeding

ati from different application area of the company, which help the

in around the world - including the FSA, the British Medicines and

ed revenue from counterfelling and Bloit replication. The o

none how to best being the drug distribution cyclers calls for the pail

to put holistic tracking model in place. The clear intention of the

**Lifestyle Drugs Offering Significant Growth Potential** 

Increasing Demand for Lifestyle Drugs Offering Significant Growth

Pharma Companies' Initiatives against Counterfeit

others across the Middle East.

Initiatives Taken by Key Manufacturer against Counterfeit Drugs



Source: FMI, 2022 40

#### **Global Anti-Counterfeit Pharmaceutical Packaging Market: Opportunities (1/2)**

Advancement in Technologies Expected to Boost Global Anticounterfeit Pharmaceutical Packaging Market **Technological Advancement Aiding the Anti Counterfeit Packaging** 



#### **Global Anti-Counterfeit Pharmaceutical Packaging Market: Trends (1/2)**

**Approach Toward Secured Electronic Track and Trace** 

For secure copply of drug from the reprofesturer to end user, one of the lay requirements the ability to trace, collidate, and serify the authoritity of the drug at each and every stap of the copply chain. In electronic track and trace technology, each unit is serialized and allows building the drug pedigree. These pedigrees include information about the

pad the cas of technology in manufacturing and packaging of the

to a traditional printed har code. This allows the technology to serve as covert, heat-no

turers, distributions, and any subolesselv who handles the drug. This presention

miles 2011, the Provident of the U.S. opposite audito has 113-14. No has contains

ii. A new innovative technology "micro tag" have been develop by one of the US-box, which is an adible micro-tag for identification, authoritization, brand prote

atures, these codes can be associated with a wide varieties of information.

is bar codes. These can also be used for electronic components, industrial parts, fool

**Edible Micro tags and Proprietary Reader Technology** 

go in tracing product at any stage and reducing counterfeiting

Growing Demand for Innovative and Secure Packaging and Brand Protection Expected to Give Market Growth



n, and a range of consumer goods.

Source: FMI, 2022 42

#### **Global Anti-Counterfeit Pharmaceutical Packaging Market: Trends (2/2)**

Growing Demand for Innovative and Secure Packaging and Brand Protection Expected to Give Market Growth

#### **Mobile Phone Readable Tags**

ise means for creating a tag that is practically impo-







### **Market Forecast**



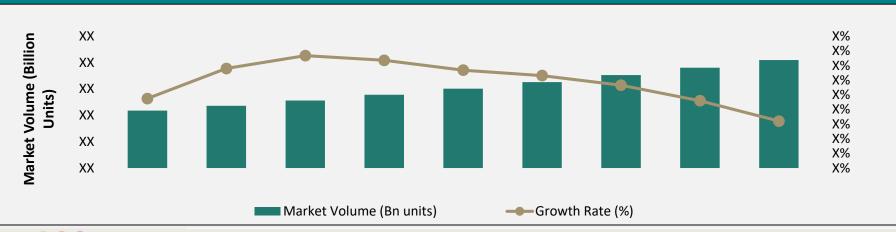


## Anti-Counterfeit Pharma Packaging Market: Volume & Value Forecast, Incremental \$ Opportunity and Y-o-Y growth (2019 – 2027)

#### Anti-Counterfeit Pharma Packaging Value Projection (US\$ Bn) and Growth Rate (2019 – 2027)



#### Anti-Counterfeit Pharma Packaging Market Volume Projection (Bn Units) and Growth Rate (2019 – 2027)





## Global Anti-counterfeit Pharmaceuticals Market Demand Analysis 2014-2021, and Forecast 2022-2027

Global Anti-counterfeit Pharmaceuticals Market Value (US\$ Bn) and Absolute \$ Opportunity (US\$ Bn)



Absolute \$ Opportunity (US\$ Mn) between Winning & Loosing Components



#### **Key Takeaways**

- ☐ Figures above indicates global anti-counterfeit pharmaceuticals market value (US\$ Mn) and absolute \$ opportunity (US\$ Mn) during 2014H-2027F
  - > The global anti-counterfeit pharmaceuticals market is expected to represent a total incremental opportunity of US\$ XX Bn by the end of 2027.
  - > By considering basis point share during (2022-2027), bottles & jars, vials & ampoules, trays, and pouches & sachets segments are estimated to be the losing components in global anti-counterfeiting pharmaceuticals market; whereas, blisters, and others (tubes, syringes, etc.) segments are expected to cumulatively create an incremental opportunity of US\$ 34.1 Bn by the end of 2027.



#### **Anti-counterfeit Pharmaceuticals Packaging Market: Pricing**

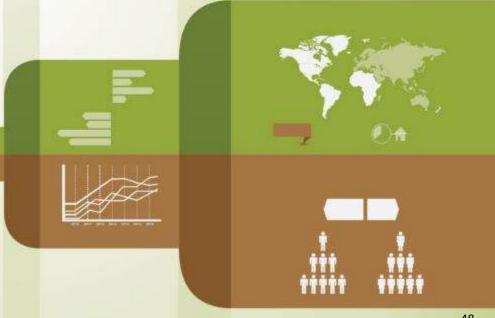
Regional Pricing Analysis, by Packaging Format (2021A)







# Global Anti-counterfeit Pharmaceuticals Packaging Market Analysis By Packaging Formats



#### Global Anti Counterfeit Pharma Packaging Market Analysis, by Packaging Format

Bottles segment is anticipated to outpace other segments



Figure Market Insights

#### Global Anti Counterfeit Pharma Packaging Market, by Packaging Format

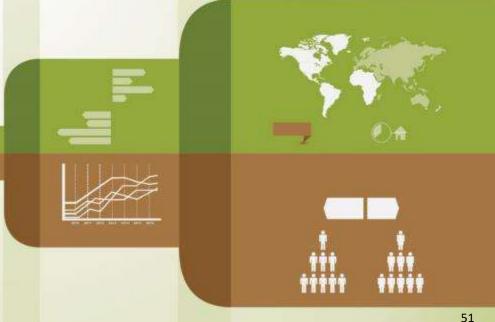




Source: FMI, 2022 50



## Global Anti-counterfeit Pharmaceuticals Packaging **Market Analysis By Technology**



#### Global Anti Counterfeit Pharma Packaging Market Analysis, by Technology





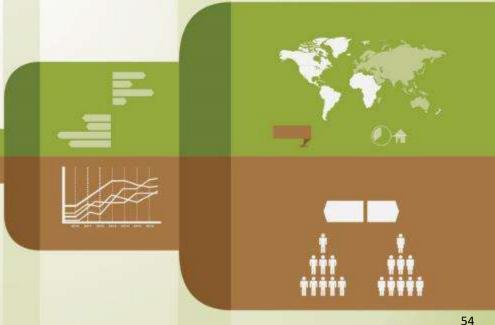
#### Global Anti Counterfeit Pharma Packaging Market, by Technology







## Global Anti-counterfeit Pharmaceuticals Packaging **Market Analysis By End Use Applications**



#### Global Anti Counterfeit Pharma Packaging Market Analysis, by End Use Applications







#### Global Anti Counterfeit Pharma Packaging Market, by End Use Applications





#### Global Anti Counterfeit Pharma Packaging Market, by Medical Supplies





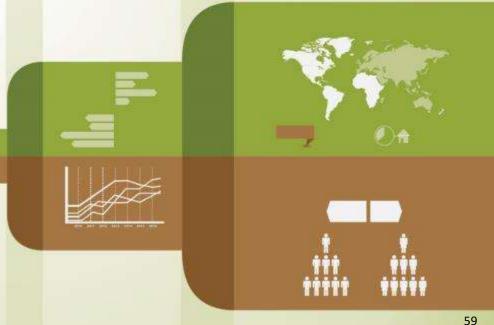
#### Global Anti Counterfeit Pharma Packaging Market, by End Use Applications







## Global Anti-counterfeit Pharmaceuticals Packaging **Market Analysis By Regions**



#### Global Anti Counterfeit Pharma Packaging Market Analysis, by Region





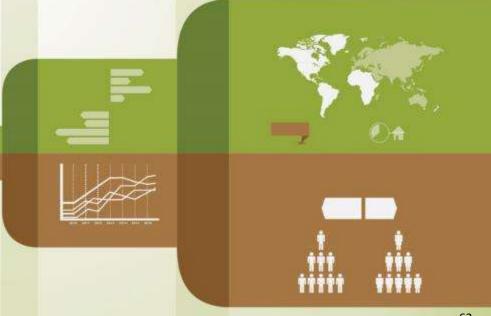
#### Global Anti Counterfeit Pharma Packaging Market, by Region







## North America Anti-counterfeit Pharmaceuticals Packaging Market Analysis



#### North America Anti Counterfeit Pharma Packaging Market: Snapshot

North America represents more than quarter of the total market share in terms of value in 2019







#### North America Anti Counterfeit Pharma Packaging Market, by Country





#### North America Anti Counterfeit Pharma Packaging Market, by Packaging Format





#### North America Anti Counterfeit Pharma Packaging Market, by End Use Applications



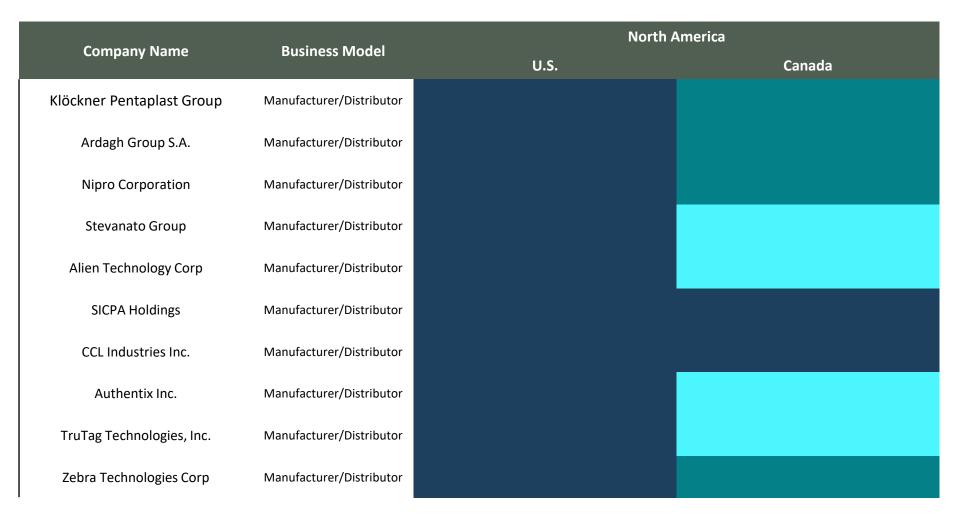


#### North America Anti Counterfeit Pharma Packaging Market, by Technology





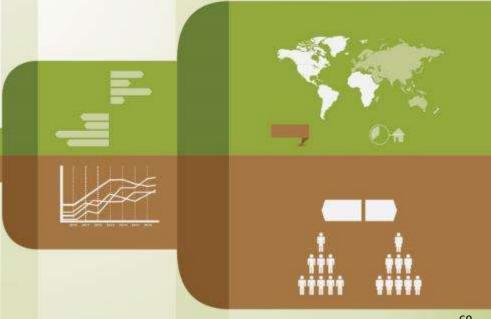
#### **Regional Intensity Mapping: North America**





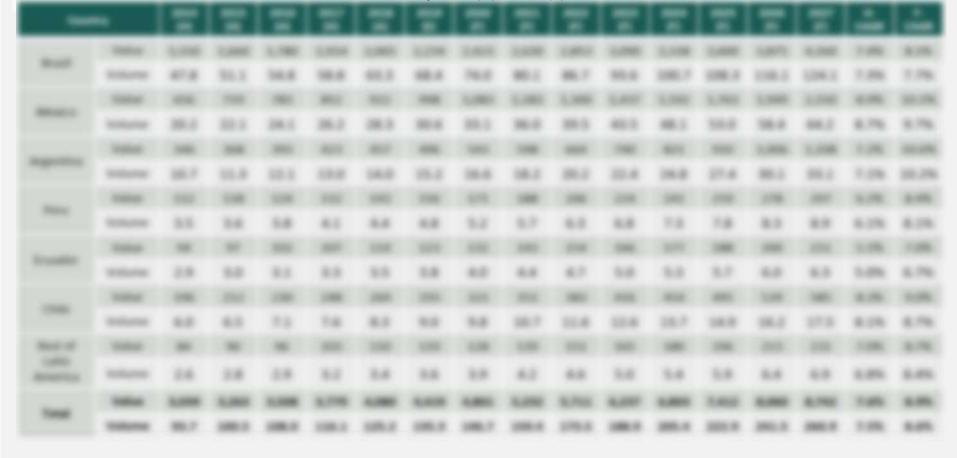


### Latin America Anti-counterfeit Pharmaceuticals **Packaging Market Analysis**



#### Latin America Anti Counterfeit Pharma Packaging Market, by Country

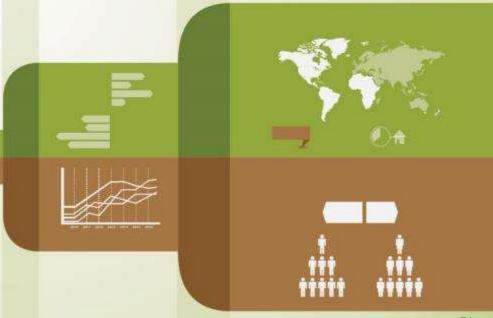
Table 08: Latin America Anti Counterfeit Pharma Packaging Market Value (US\$ Mn) and Volume (Bn Units), Historical & Forecast, by Country, 2014 (H) – 2027 (F)





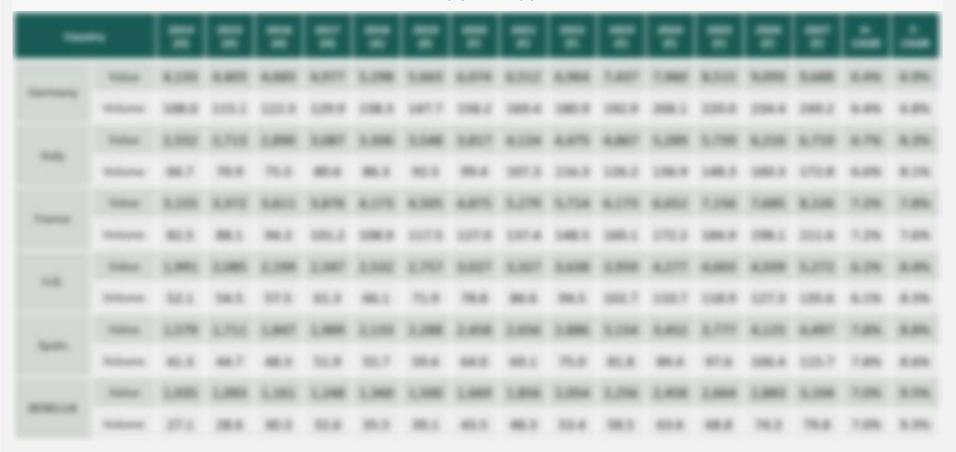


# **Europe Anti-counterfeit Pharmaceuticals Packaging Market Analysis**



#### **Europe Anti Counterfeit Pharma Packaging Market, by Country**

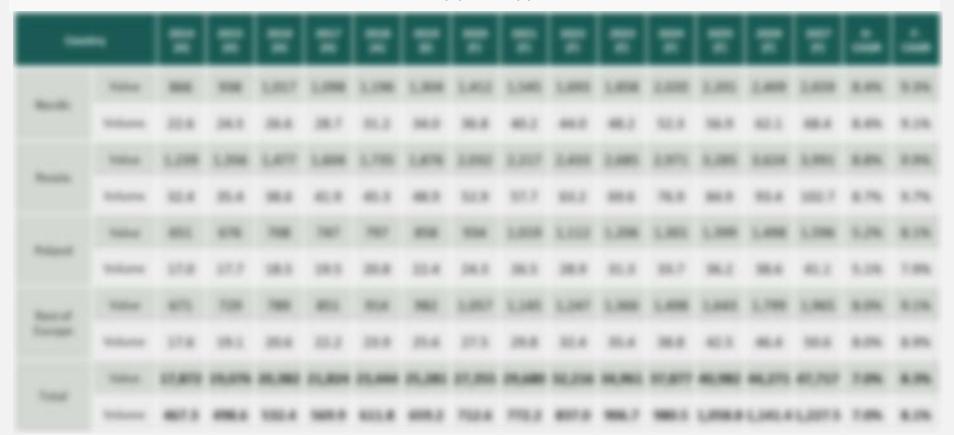
Table 11: Europe Anti Counterfeit Pharma Packaging Market Value (US\$ Mn) and Volume (Bn Units), Historical & Forecast, by Country, 2014 (H) – 2027 (F)





## **Europe Anti Counterfeit Pharma Packaging Market, by Country**

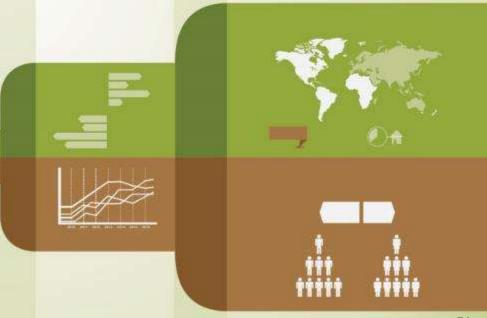
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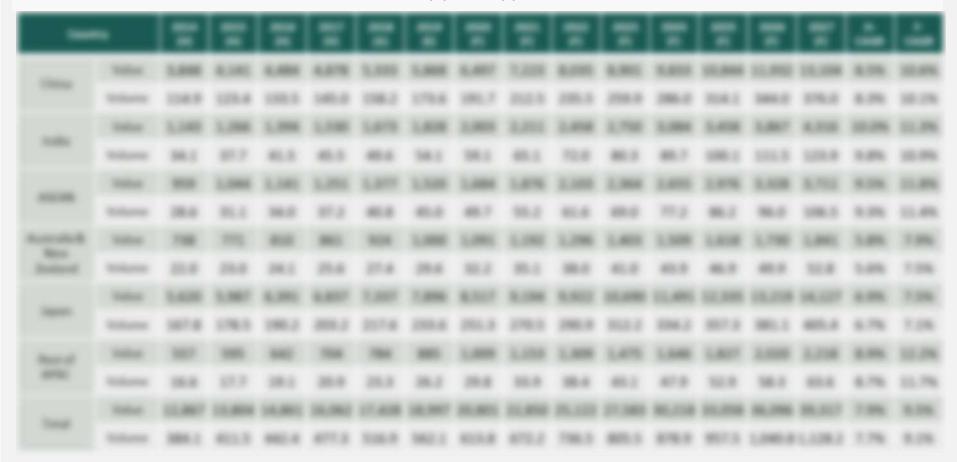


# APAC Anti-counterfeit Pharmaceuticals Packaging Market Analysis



## **APAC Anti Counterfeit Pharma Packaging Market, by Country**

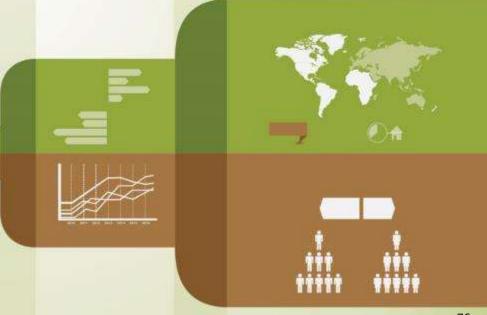
Table 14: APAC Anti Counterfeit Pharma Packaging Market Value (US\$ Mn) and Volume (Bn Units), Historical & Forecast, by Country, 2014 (H) – 2027 (F)





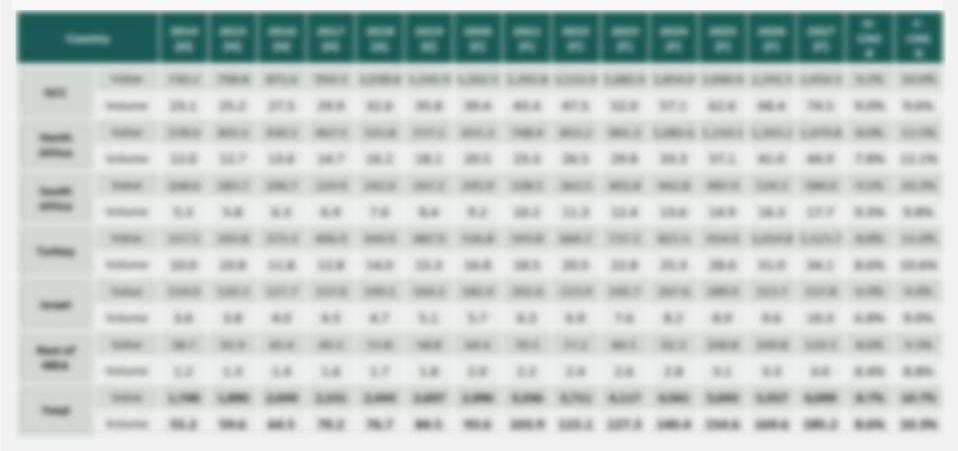


# MEA Anti-counterfeit Pharmaceuticals Packaging Market Analysis



## MEA Anti Counterfeit Pharma Packaging Market, by Country

Table 17: MEA Anti Counterfeit Pharma Packaging Market Value (US\$ Mn) and Volume (Bn Units), Historical & Forecast, by Country, 2014 (H) – 2027 (F)

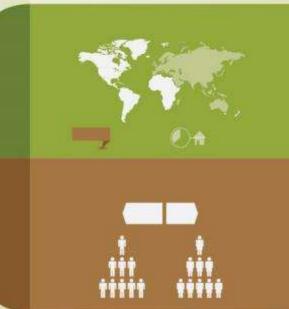






## **Market Structure Analysis**





## **Company Share Analysis (2021A)**

Company Share by Packaging Formats	
Company Name	Market Share (100%= US\$ XX Bn)
Schott AG	~X% - X%
Gerresheimer AG	~X% - X%
Klockner Pentaplast Group	~X% - X%
Ardagh Group S.A	~X% - X%
West Pharmaceutical Services, Inc.	~X% - X%
Nipro Corporation	~X% - X%
Rest of Players	~X% - X%
Company Share by Technology	
Company Name	Market Share (100%= US\$ XX Bn)
3M	~X% - X%
Avery Dennison Corp.	~X% - X%
Alien Technology	~X% - X%
Authentix	~X% - X%
SICPS Holdings	~X% - X%
Rest of Players	~X% - X%





## **Competition Analysis**



## **Technology Mapping**





Source: FMI, 2022 81

## **Company Dashboard**

Future Market Insights



## **Alpvision SA: Company Profile**



Company Name Alpvision SA



Established 2001



Headquarter

Switzerland



Revenue (2021)

~US\$ 5-8 Mn



**Employee Strength** 



**Key Management** 

Fred Jordan (CEO)



Website

www.alpvision.com

Source: Company Website

### **COMPANY DESCRIPTION**

- Alpvision is an evolving company in digital technologies for product authentication and counterfeit protection.
- The company caters mainly to the industries such as Pharmaceuticals, Tobacco, Government, Footwear, and Wine & Spirits.
- > The company offers its digital invisible anti-counterfeit and product authentication solutions to major globally recognized companies.
- Alpvision's digital invisible technologies can be functional to a variety of branded products, ranging from cartons, blisters, labels, leaflets, and INKS to molded parts, such as bottles and caps, and electrical appliances.
- Alpvision currently protects millions of value documents worldwide from forgery, tampering, and counterfeiting.



## **Alpvision SA: Key Developments**

AlpVision joined IACC (International Anti-Counterfeiting Coalition)

Recently released version 2.0 of the Brand Monitoring System (BMS) will allow the companies to control and monitor their brand protection activities.

AlpVision release overt brand protection security features based on 3D topography.

AlpVision launched Cryptoglyph that is applicable to metallic closures

### **Product Portfolio**

#### **Industries Served**

**Pharmaceuticals** 

**Tobacco** 

Wine & Spirits

**Other Industries** 

### **Solutions Offered**

**Brand Protection** 

**Document Security** 

**Custom Services** 

### **Geographic Presence**





## Alpvision SA: SWOT Analysis & Strategic Overview

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- The products are accepted by International Anti-Counterfeiting Coalition (IACC).
- Cryptoglyph is the prominent product, giving competitive edge over its competitors.

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- Lesser penetration in the global market.
- Limited technically advanced product basket.

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 With increase in imitated medical, consumer, and others products across the global market, the company can target the emerging countries who are majorly affected by the copied products.



 Market leaders leading with the latest technology have enough potential to acquire the companies.

### STRATEGIC OVERVIEW

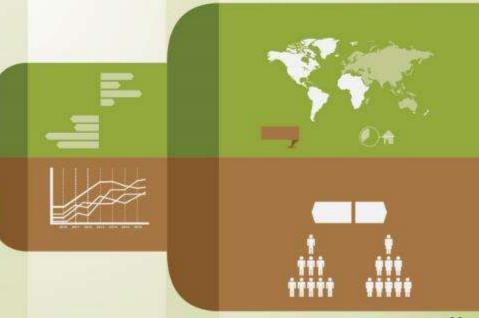
Alpvision is evolving with time by implementing latest technology to help its customer better

➤ Implementation of Artificial Intelligence (AI), especially in fingerprint approach, validates multipart objects such as consumer appliances, or essential items like wood/ leather.





## **Assumptions and Acronyms Used**



## **Assumptions & Acronyms Used**

### **Assumptions**

- ☐ The analysis of value & volume by anti-counterfeit pharma packaging source segment is the quantitative equivalent of anti-counterfeit pharma packaging market.
- ☐ Inflation has not been considered to arrive at market revenue at subsequent levels of market segmentation
- ☐ Weighted average prices in US\$/Unit have been considered for each anti-counterfeit pharma packaging source per ton to arrive at market size
- ☐ Market splits by packaging formats and preference of have been deduced from survey and primary research
- ☐ At instances, the market shares may not arrive to the total due to rounding off.

### Acronyms

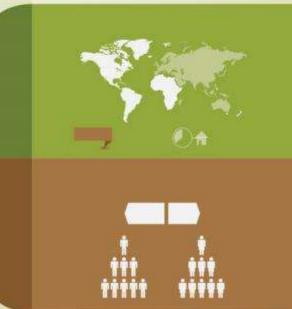
Abbreviation	Description
CAGR	Compound Annual Growth Rate
Mn	Million
Bn	Billion
MEA	Middle East and Africa
EMEA	Europe, Middle East & Africa
Y-o-Y	Year on Year
FAO	Food and Agriculture Organization





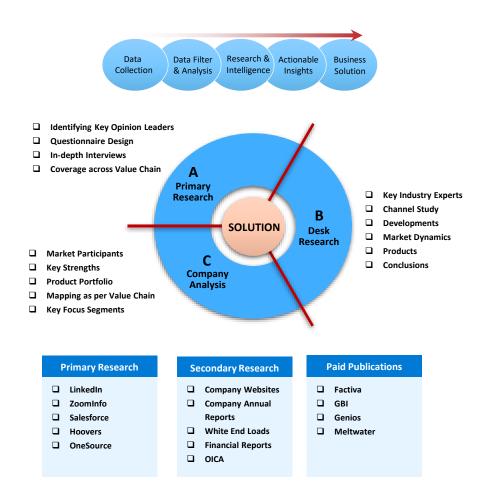
## **Research Methodology**





## Research Methodology (1/2)







## Research Methodology (1/2)

## Secondary Research

- ☐ Anti-counterfeit pharma packagingSales & Forecast across Geographies
- ☐ anti-counterfeit pharma packaging Sales Volumes and Historical Trends
- ☐ Global anti-counterfeit pharma packaging Market Trends across Geographies
- ☐ Global anti-counterfeit pharma packaging Market
  Overview by Key Manufacturers
- ☐ Global anti-counterfeit pharma packaging Market Growth Projections
- ☐ Global anti-counterfeit pharma packagingMarket Growth Projections
- ☐ Average Pricing Trend Based on packaging format
- Key anti-counterfeit pharma packaging Manufacturers
   Portfolio
- Comparison among various anti-counterfeit pharma packaging source, anti-counterfeit pharma package inggrade, End-user industry
- ☐ Consumer preference

### **Key Sources Referred**

- ☐ Industry Association Publications
- Annual Reports, Publications, Presentations of anti-counterfeit pharma packaging manufacturers
- ☐ World Bank, IMF, EPA, trademap, Packaging Digest, Pack World, FPA, UN Comtrade and Government Websites

### **Primary Research**

- Present and Future Scenario
- Major Drivers, Restraints, Trends and Opportunities in anti-counterfeit pharma packaging Market
- ☐ Key Challenges Faced by Manufacturers and Customers
- ☐ Key Winning Strategies Followed by anticounterfeit pharma packaging Manufacturers
- ☐ Market Segmentation Criterion

+

- Anti-counterfeit pharma packaging formats, technology, end use applications. End-user industry Volume/Value Split
- ☐ Market Scenario in Developed and Developing Economies
- ☐ Anticipated Growth Projections

### **Key Sources**

- ☐ Industry Experts and Association Members
- ☐ Raw material Suppliers
- ☐ anti-counterfeit pharma packaging Manufacturers & Distributors

### **Data Analysis**

- ☐ End Use Industry growth and Market Forecast during the forecast period
- Macroeconomic factor analysis
- Average consumption of anticounterfeit pharma packaging market Historical Trend Analysis

### **Market Size**

- ☐ Market Volume (Bn Units) and Value (US\$ Mn) Estimation
- Average Country Prices by packaging formats. Utilized to Arrive at Revenue Estimate
- ☐ Factor Analysis Made for Projections
- ☐ CAGR and Y-o-Y Growth Used to Arrive at Market Projections

### **Data Reporting**

- Qualitative Data & Facts
- Quantitative Data
- Market Dynamics













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