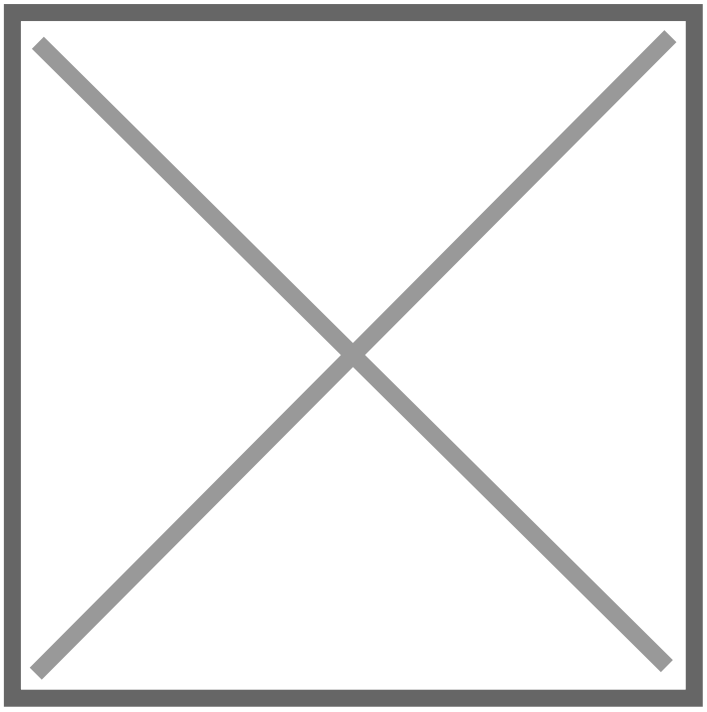
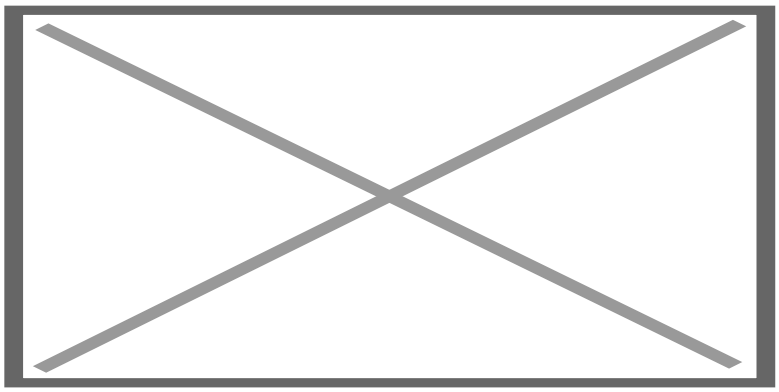
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## Biomedical Model

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**Biomedical Model**

*BD India provides a host of products and services for the life sciences market, accelerating biomedical discovery.*

Becton Dickinson India, a wholly owned subsidiary of the US-based Becton Dickinson and Company (BD), provides laboratory equipment, medical supplies, devices, diagnostics and solutions for biotechnology research to the Indian industry.

During 2005-06, the total turnover of BD India was Rs 218.5 crore, while the biotech business turnover for the same fiscal was Rs 113.9 crore. The company is a prominent player in the immunology and cell analysis sector. Its Immunocytometry systems provide flow cytometry solutions for research and clinical use with applications for immune function, vaccine research, infectious disease, and oncology. During the year, the company's flow cytometer and cell analysis reagents segment has grown considerably. Till date, in India, BD has supplied about 250 flow cytometers and has captured nearly 90 percent of the market.

Increased stem cell research, stem cell sorting and AIDS (CD4) monitoring have been the key drivers behind the increased life sciences revenue of BD in the country. Generous research allocations both in the private and public sector, clinical research organizations, biopharma companies has helped in fueling the life sciences business of the company.

With better acceptance of technology in the industry, BD's products are finding an increasing market. The company is also considering a long term partner of choice for AIDS monitoring and cancer management in the country. This year, once again, nearly 100 percent of AIDS monitoring was done by the National AIDS Control Organization (NACO) on BD systems. In fact, The Clinton Foundation, spearheading a global drive against AIDS, has tied up with BD for AIDS monitoring in India, Cambodia, South Africa, Malaysia among other countries. The AIDS monitoring in India has been one of the success stories

of this alliance.

The worldover, BD's operations consist of three segments: BD Biosciences, BD Medical and BD Diagnostics. The biosciences segment provides integrated systems, products and services for a variety of applications in life sciences. The major products are flow cytometry systems for cell analysis, monoclonal antibodies for biomedical research, molecular biology reagents for the study of genes, cell growth and screening products and labware products, while the major products in the diagnostics segment are clinical and industrial microbiology products, sample collection products, specimen management systems, hematology instruments and other diagnostic systems, including immunodiagnostic test kits. This segment also includes consulting services and customized and automated bar-code systems. The company's medical segment provides hypodermic products, specially designed devices for diabetes care, prefillable drug delivery systems, infusion therapy products, elastic support products and thermometers. This segment also includes disposable scrubs, specialty needles and surgical products. The company has a manufacturing facility in the country, a highly automated plant at Bawal, Haryana. This facility produces disposable needles, syringes and catheters.

BD India has an efficient support staff consisting of scientific advisors, application scientists and engineers for value added services to its customers. It has offices in Bangalore, Calcutta, Mumbai, Delhi and Gurgoan. In the future, BD India will have a major focus in the stem cell, clinical diagnostics/tools market and AIDS monitoring segment.