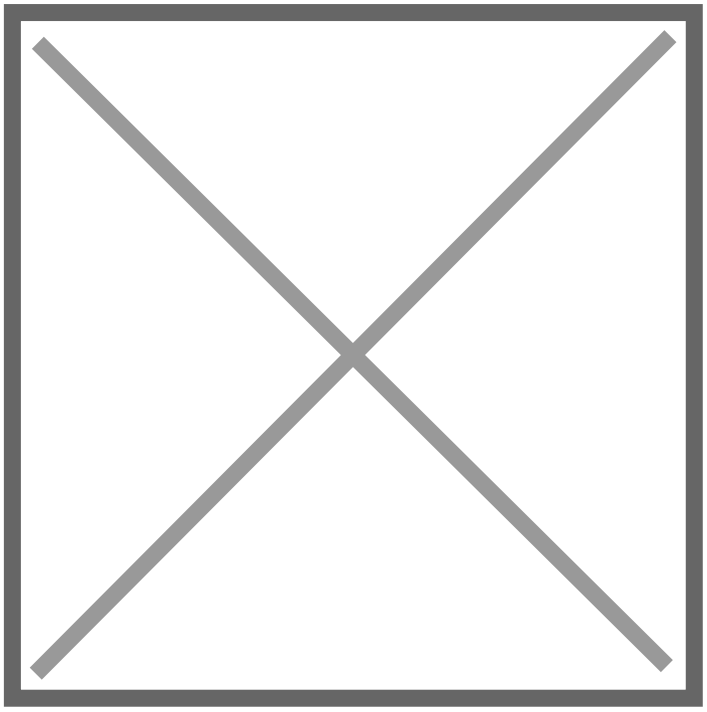
BioSpect
the business of Bi
24 years of leveraging the business of Bio
www.biospectrumindia.co

Rides on innovation to maintain steady growth

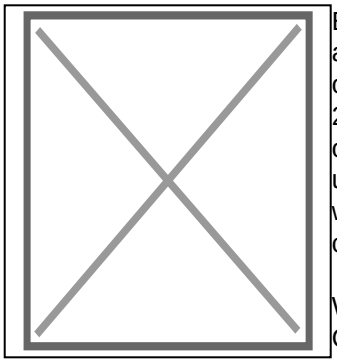
09 June 2011 | News



RANK 20

204 crore
Eli Lilly
CMD
Sandeep Gupta
Business
Solutions in diabetes, oncology, osteoporosis and growth hormones
Start-up Year: 1993
Address: Plot No-92, Sector 32, Institutional Area, Gurgaon-122001
Tel: +91-124-2823000
Fax: +91-124-2823012
Website:www.lillyindia.co.in

Eli Lilly sustained a consistent growth in the past year and has doubled its Indian business operations during the last five years



Eli Lilly, which established its Indian operations in 1993 as a joint venture with Ranbaxy Laboratories, clocked revenue of 204 crore for the year 2010. Since its divestiture in 2001, the company emerged as one of the most admired organizations in terms of its focus on scientific selling, unique bouquet of products and services, professional working environment and relentless focus on ethics and compliance.

With the help of a well established marketing set up at Gurgaon, India, Lilly provides innovative answers to the needs of patients of diabetes, cancer, sepsis, osteoporosis, cardiovascular disorders and growth hormone deficiency.

Lilly has won numerous accolades in the past. It was ranked among top 25 companies in the “Best Employers in India” survey by Hewitt Associates in 2003. Eli Lilly also made it to the top 10 “Best Companies to Work for in India” in Business Today-Mercer-TNS survey 2008.

Lilly was was also ranked the 2nd best company to work for under ‘Biotech & Pharmaceutical’ category in 2008: survey by Great Places to Work Institute, US. Lilly has an unique distinction of being the only pharmaceutical company in this list.
Lilly was also recognized for its work in the field of pharma ad biotechnology by the Delhi Government, which felicitated Lilly India with a special “Award for Excellence” in 2010.

Lilly has seven products in its biotech stable, including Human Insulin (Huminsulin); human insulin analogues (Humalog), Human Growth Hormone (Humatrope), Teriparatide (Forteo); drotrecogin alfa (Xigris), reopro (Abciximab-monoclonal antibody) and exenatide (Byetta).
Overall, the firm’s anti-diabetes’ product range contributes roughly 60 percent of the Lilly India revenue. In October, 2010, Eli Lilly and Company launched a cardiovascular product called Effient (Prasugrel) in India.

Effient is an oral antiplatelet (OAP) agent that has been approved for patients with acute coronary syndrome (ACS), who have undergone angioplasty procedures.
The company also launched Humalog KwikPen, a pre-filled pen that contains Humalog (Insulin Lispro, rDNA origin) brand of

insulins in April 2010. Humalog KwikPen requires less force to administer the injection, provides users with a smoother injection experience and is conveniently lighter and shorter than other pre-filled pens.

On the corporate social responsibility (CSR) front, the company continues to work on the global ‘Lilly MDR-TB Partnership’, which was first announced in 2003 to confront multidrug-resistant (MDR) tuberculosis.

Since then, this unique public-private partnership, with a total expenditure of nearly $135 million, has mobilized 25 partners on the five continents to tackle the scourge of TB and multidrug-resistant (MDR) tuberculosis. The partnership has adopted a multi-pronged approach in India and works in close coordination with the National TB Control Program in India.