

## Products promote efficiency

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Rank: 5

Organization: West Pharmaceutical Services

Country manager & Director India: Mr Alagu Subramaniam

Bioscience Revenue: Rs 200 crore

West Pharmaceutical Services is a leading manufacturer of packaging components and delivery systems for injectable drugs and healthcare products. The company is headquartered in Exton, Pennsylvania, USA, and supports its customers from locations in North and South America, Europe, Asia and Australia. West's 2014 sales of \$1.42 billion reflect the daily use of approximately 110 million of its components and devices, which are designed to improve the delivery of healthcare to patients around the world.

In 2014-15, the company recorded estimated revenue of Rs 200 crore compared to Rs 186 crore last year. Working by the side of its customers from concept to patient, West creates products that promote efficiency, reliability and safety of the world's pharmaceutical drug supply. In July 2014, West dedicated its manufacturing plant in the Sri City Special Economic Zone (SEZ) in Southern India, where the company intends to expand its growing primary packaging for injectable medicines business.

In October 2014, it announced plans for a new facility in Waterford, Ireland, designed to meet growing demand for its proprietary insulin packaging systems and advanced finishing operations for high-value closure systems. Recently, the groundbreaking event took place at Waterford. Additionally, capacity was also added to its Kinston, North Carolina (USA) and Scottsdale, Arizona (USA) facilities in 2014.

West supports customers with advanced production technologies, expertise in global regulatory compliance and an ever-growing knowledge base of drug product testing, development and delivery. It also supports patients with high-quality products that are intended to address the challenges they face today-at-home administration of medicine, safety, dosing accuracy and the importance of being adherent with medicines.

The company, however, remains tight-lipped about divulging its future plans publicly. In February 2015, West announced the availability of a new sterile drug vial seal, the Flip-Off PlusRU seal. Part of West's Flip-Off seal product family, these new and ready-to-use seals help pharmaceutical and biopharmaceutical manufacturers protect the safety and integrity of their drug products while meeting regulatory requirements for increased drug cleanliness and safety.

Dr Donald E Morel Jr, chairman of the board and CEO, announced his intention to retire after leading the company for 12 years. His successor, Mr Eric Green began as the new CEO on April 15, 2015. The company expects sales in 2015 will be led by high value products designed for biologic drugs, rising sales of proprietary drug delivery devices, and requirements for on-going programs using Daikyo Crystal Zenith containers and the SmartDose electronic wearable injector. Vaccines and therapeutics are important segments for West, and contract research for its future growth.