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9. Biological E

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9. Biological E



Rank 9

Phenomenal growth

Established in 1953 and based out of Hyderabad, Biological E (BE) has built a strong and balanced product pipeline that includes a range of vaccines marketed primarily within emerging markets. The company supplies several essential and lifesaving drugs to UNICEF, central and state government hospitals, public sector undertakings, the Indian armed forces and the domestic retail market.

Over a period of time, the company has consolidated its financial performance remarkably. During FY 2012-13, BE recorded total biotech revenues of Rs 353 crore as compared to the FY 2011-12 period when it had grossed Rs 98 crore. It is phenomenal growth rate of more than 250 percent over the last fiscal year. The company's product development efforts are driven by an internationally experienced management team through strategic partnerships with leading biotechnology and pharmaceutical companies and research institutes around the world.

In another major development, GAVI Alliance in April 2013 signed a supply agreement with BE, according to which it will receive the latter's five-in-one vaccine for just $1.19 per dose, as compared to the 2012 weighted average price of $2.17. UNICEF, an alliance partner, managed the tender process for GAVI, which saw agreements made with Biological E and four other companies.

In September 2012, BE launched the county's first indigenous vaccine, JEEV, to prevent Japanese Encephalitis. Priced at `985, the vaccine filled a huge unmet medical need. At the moment, there is no strong anti-viral therapy for this (Japanese Encephalitis) except for a vaccine that the government imports from China and its supply is limited. The vaccine will be made in Hyderabad and that the technology has been obtained from Austrian vaccine maker Intercell.

Company: Biological E
Business: Vaccines and Pharmaceuticals
Revenue: 2013 `353 crore