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Span Diagnostics

Founder and Chairman
 Dr Pradip Desai

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Business: Provider of diagnostic, instruments & clinical chemistry products

Start-up Year: 1976

Address: 173- B ,New industrial Estate, Udhna, Surat – 394210, Gujarat

Tel: +91-261-2277211

Fax: +91-261-2279319, 2665757

Website: www.span.co.in

Span Diagnostics clocked an estimated revenue of 92.53 crore for FY 2010-2011, as against 78.98 crore for 2009-10. The company, which has been supplying to India's national programmes for AIDS and malaria since the past eight years, achieved tender sales worth 28 crore from the Indian government during the past year. Span currently houses three businesses namely, the diagnostic reagent business, the instruments business and exports, and boasts of a joint venture with Japan-based, Nihon Kohden corporation. The company is looking to modernize its plant by investing 12 crore over a period of one-and-half years. The company expects to grow at a rate of 17 to 20 percent in 2011, following which, Span anticipates hitting a growth rate of 25 to 30 percent. This confidence is due to the launch of a number of products by 2012 along with an increase in export sales. Span is looking to achieve a turnover of 1,000 crore by 2020.

Revenue: ₹92.53 crore*ound or type unknown



Aventis Pharma

MD
Dr Shailesh Ayyangar

Business: Marketing of biotech products

Start-up Year: 1956

Address: Aventis House, 54/A, Sir Mathuradas, Vasanji Road, Andheri East, Mumbai-400093

Tel: +91-22-28278000 **Fax:** +91-22-28370939

Website: www.aventispharmaindia.com

Revenue: ₹90 crore*ound or type unknown

Aventis Pharma clocked an estimated sales of ₹90 crore in FY 2010-11 when compared with ₹68.34 crore in FY 2009-10. The company has consolidated its position in the growing insulin market with its star product Lantus, which has a market share of 10.24 percent, showing a growth of nearly 30 percent. Other insulin brands including Amaryl and Apidra witnessed a growth of 29 percent and 100 percent respectively. During the FY, the company sold off its entire shareholding in the joint venture company, Chiron Behring Vaccines Private to Novartis Pharma for ₹100.7 crore. The company reduced the price for its monocomponent insulin, Lantus, by 2.8 percent as per the direction from the National Pharmaceutical Pricing Authority (NPPA) from ₹2,439.27 for a 10 ml vial of Lantus 100 IU/ml to ₹2,370.49. The company also has several community service initiatives like the SOS Children's villages, Childline, the Akansha Foundation, Voluntary Health Association of Goa and the Joy of Giving.



Novartis Vaccines

Country Head, India
Mr Masood Alam

Business: Healthcare, vaccines and diagnostics

Start-up Year: 2006

Address: Novartis India Limited, Sandoz House, 8th floor, Shivsagar Estate, Dr Annie Besant Road, Worli, Mumbai - 400 018, India

Tel: +91-22-24958804, 24951074

Fax: +91-22-2495 2624

Website: www.novartis.in

Revenue: ₹89.65 crore*ound or type unknown

In the FY 2010-2011, the vaccine business of Novartis in India clocked ₹89.65 crore. In India, Novartis and Aventis Pharma had a 51:49 joint venture in Chiron Behring Vaccines, in which the former had marketing rights of the later's anti-rabies vaccine, Rabipur, in India. However in December 2010, Aventis Pharma sold off its 49 percent stake in the joint venture to Novartis Vaccines and Diagnostics (NV&D) for around ₹100 crore. Novartis Vaccines and Diagnostics division's portfolio includes some prominent influenza and meningitis vaccines and travel vaccines. In the first half of 2010, the division globally completed the distribution of A(H1N1) vaccine. Now, work has started for developing pre-pandemic vaccines that would provide protection to the global population against possible future pandemics.



Ajeet Seeds

MD
Mr Sameer Mulay

Business: Research, production, processing and marketing of hybrid seeds

Start-up Year: 1986

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Ajeet Seeds, a producer and processor of hybrid cottonseeds in India, generated a revenue of ₹87.5 crore in 2010-11. The company received approval from the Genetic Engineering Approval Committee (GEAC), Government of India, for the sale of Bollgard I (Ajeet 33, Ajeet 155, Ajeet 177), Ajeet 901 (HxB), ACH 21 (Arya 21 Bt) and Bollgard II (Ajeet-11, Ajeet 155, Ajeet 33), ACH 177 (Arya 177 BG II, Ajeet 111), ACH 5 (Arya 21 BG II) cotton hybrids in Central, South and North zones in 2006. The company has developed its own genetic resources of hybrid seeds in cotton, jowar, bajra, maize, chilli, okra and pigeon pea. The company has established a wide network of 400 distributors, 3,000 dealers and more than 30,000 seed growers throughout India. The company is also involved in the

Address: Tapadia Terraces, 2nd Floor, Adalat Rd, Aurangabad- 43100
Tel: +91-240-2333933 Fax: +91-240-2333335
Website: www.ajeetseed.co.in
Revenue: 87.5 crore



Haffkine Bio-Pharmaceutical Corporation

MD
Mr P R Sabde

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Business: Production and supply of biopharmaceutical products

Start-up Year: 1975

Address: Acharya Donde Marg, Parel, Mumbai - 400012

Tel: +91-22-24129320 **Fax:** +91-22-24168578
Website: www.vaccinehaffkine.org

Revenue: 86 crore

Haffkine Bio-Pharmaceutical Corporation (HBPCL) is engaged in the manufacture and supply of a wide range of products comprising bacterial and viral vaccines, antisera, toxoids injectables, disinfectants, ointments, injectables, syrups and mixtures. The firm clocked an annual sales revenue of 86 crore for 2010-11 against last year's 168.98 crore. The firm's total group turnover, comprising Haffkine Ajintha Pharmaceuticals and Antitoxin and Sera is over 100 crore. The Antitoxin and Sera (ATS) department of HBPCL is located at Pimpri, near Pune, and it is engaged in the manufacture of antiserum against tetanus, diphtheria, gas gangrene, snake and scorpion venoms. The ATS operates on 75 acres of land with a total strength of 400 equines. HBPCL has supplied oral polio vaccines to UNICEF and the Government of India. The company is also planning to build manufacturing facilities complying with the WHO's GMP standards for DTP/pentavalent vaccine.