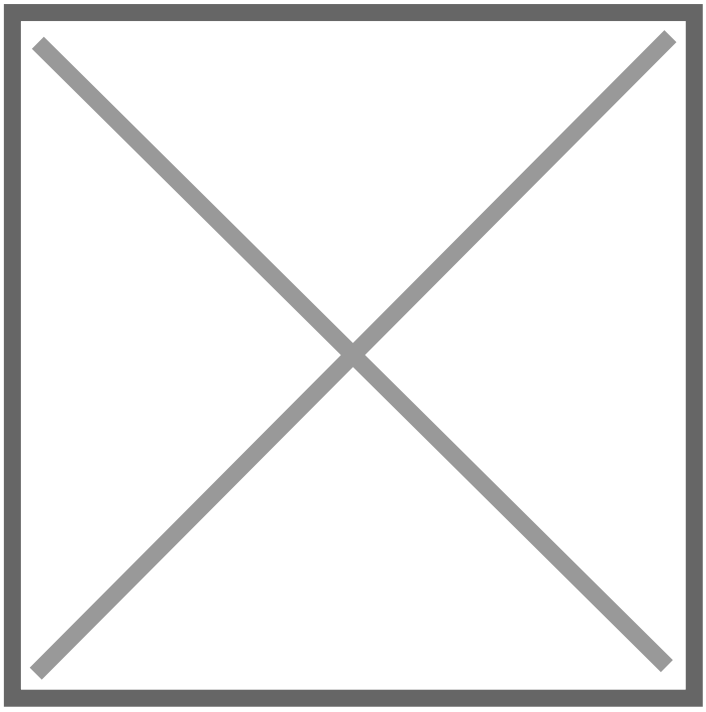
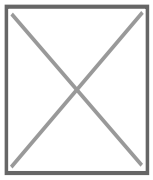
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Dr Reddy's Laboratories

Vice Chairman and CEO
Mr G V Prasad

41

Business: Biopharmaceuticals

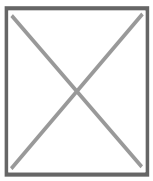
Start-up Year: 1984

Address: 7-1-27, Ameerpet, Hyderabad-500016

Tel: +91-40-23731946
Fax: +91-40-23731955
Website: www.drreddys.com

Revenue: ₹82.5 crore*

The total biotech revenue of Dr Reddy's Laboratories in FY 2010-11 has grown to ₹82.5 crore from ₹62.5 crore in FY 2009-10. The company sells three biologic products, including Grafeel, Peg-grafeel (generic Filgrastim) and Reditux (generic Rituximab) and has 11 biosimilars in various stages of development and commercialization. Peg-grafeel, which was launched in May 2011, is priced at ₹8,865, thus representing a breakthrough in the pricing of this complex molecule. The company has a fully integrated biosimilar development team including R&D, clinical operations, medical affairs and global pharmacovigilance and has a WHO certified cGMP manufacturing facility. Its core businesses are pharmaceutical services and active ingredients, generics and proprietary products. Dr Reddy's completed the acquisition of GlaxoSmithKline's (GSK) US-based oral penicillin facility in Bristol, Tennessee on Nov 23, 2010 and has got rights for the sale of Augmentin and Amoxil brands in the US.



Anthem Biosciences

CEO
Mr Ajay Bharadwaj

42

Business: Discovery services, nutritional products, enzymes

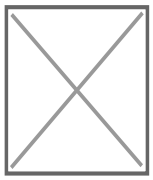
Start-up Year: 2007

Anthem Biosciences, a Bangalore-based discovery research alliance partner (DRAP) dedicated to supporting research efforts in the discovery of new compounds by pharmaceutical, biotechnology, specialty chemicals, agriculture chemicals and material science companies, registered a growth of 47.17 percent in 2010-11 as its revenue touched ₹ 78 crore. In 2009-10, the company reported revenue worth ₹53 crore. Anthem Biosciences has adopted several business models like full time equivalent (FTE) and project basis, depending on the complexity of the task and project. This has helped the company witness a significant growth since its inception in 2007. Presently, Anthem employs more than 200 people. Apart from modern, well equipped laboratories, the company has a cGMP kilo lab and a versatile GMP pilot plant. In the field of discovery research, the firm provides

Address: 49, Canara Bank Road, Bommasandra Industrial Area Phase I,
Hosur Road, Hebbagodi, Bangalore – 560037

Tel: +91-80-66724000
Fax: +91-80-266724020
Website: www.anthembio.com

Revenue: ₹78 crore



Wyeth India (now a subsidiary of Pfizer India)

MD
Mr Kewal Handa

43

Business: Biologics, animal healthcare products & consumer healthcare

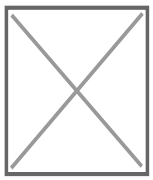
Start-up Year: 2003

Address: Level 6&7, Platina, Plot no C-59, 'G' Block, Bandra-Kurla Complex, Bandra East, Mumbai -400098

Tel: +91-22-24935211
Website: www.wyethindia.com

Revenue: ₹73.35 crore*

Wyeth India, a subsidiary of Pfizer India, clocked an estimated revenue of ₹73.35 crore. In 2010, Prevenar 13 (manufactured by Wyeth and marketed by Pfizer) was launched in India, as advanced pneumococcal conjugate vaccine for infants and young children. However, the price of this advanced product is the same as its predecessor, Prevenar 7-₹3,800 for a single dose. Presently, Prevenar 13, has been launched in 30 countries and registered in 98 countries. Wyeth has been in talks with the Indian Government to include the vaccine in the National Immunization Programme. It has a strong presence in oral contraceptives, folic acid, depilatory cream, hormone therapy and invasive pneumococcal vaccines. Enbrel, a breakthrough treatment for rheumatoid arthritis; Rapamune, an immuno suppressant for the prevention of rejection after renal transplant, and Tygacil, the world's first glycilcycline antibiotic, are among internationally known products launched by Wyeth in India.



Rossari Biotech

Director
Mr Sunil Chari

44

Business: Production and marketing of industrial enzymes

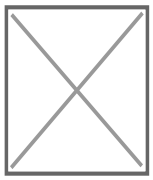
Start-up Year: 1997

Address: 401 Omega, Main St, Hiranandani Gardens, Powai, Mumbai - 400076

Tel: +91-22-25709200 / 01
Fax: +91-22-25709210
Website: www.rossari.com

Revenue: ₹72 crore*

Rossari Biotech clocked an estimated total revenue sales of ₹72 crore in FY 2010-11 as compared to ₹ 55.38 crore in 2009-10. It is an ISO 9001: 2000 company and manufactures enzymes for textile processing, high concentrates and standard formulations of neutral cellulose, acid cellulose, engineered acid cellulose amylases, high temperature stable amylases and multizyme formulations for bioscouring, wool and silk processing and print washing. It exports its products to several countries including, Sri Lanka, Bangladesh, UAE, Australia, Malaysia, Kenya, New Zealand, Jordan, China, Venezuela and Nepal. Rossari's new product range includes Flameshield, Fragma, Hydrogard, Snocool and Fabshield. Rossari set up an R&D center for biotechnology at Navi Mumbai to explore the potential of new molecules and manufacture new products as well as to optimize the processes. It has entered into collaborations with firms and is looking at nutraceuticals as a potential growth area.



Ocimum Biosolutions

Ocimum Biosolutions witnessed a decline in its revenue
from ₹76 crore in 2009-10 to ₹65 crore in 2010-11. Ocimum offers solutions spanning bioresearch design and execution data analytics and insights; laboratory, sample and data management; and integrated solutions. Ocimum received funds worth ₹36.12 crore from its existing shareholders, in order to cater to the growing demand for its

CEO Ms Anu Acharya	
45	**Business:** Bioinformatics tools and services
	Start-up Year: 2000
Address: 6th Floor, Reliance Classic Road No. 1, Banjara Hills, Hyderabad - 500 034	
Tel: +91-40-66986700 **Fax:** +91-40-66627205 **Website:** www.ocimumbio.com	
Revenue: 62 crore	