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Top 20 Series: Rank 7: Eli Lilly retains its stronghold

14 October 2015 | Features | By BioSpectrum Bureau

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Organization: Eli Lilly and Company (India) Pvt Ltd
MD: Mr Edgard Olaizola
Bioscience Revenue: Rs 516.98 crore

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Â The well-established marketing set up at Gurgaon in India has helped Eli Lilly to maintain its growth pace. The company caters to the patients suffering from diabetes, cancer, sepsis, osteoporosis, cardiovascular disorders and growth hormone deficiency. The major products from its biotech stable include human insulin (Huminsulin), human insulin analogues (Humalog), human growth hormone (Humatrope), teriparatide (Forteo); ReoPro (Abciximabmonoclonal antibody) and in oncology segment, there are Almita and Gemcite.

During the fiscal year, 2014-15 the company has garnered an estimated bioscience revenue of Rs 516.98 crore (BioSpectrum estimates) as compared to Rs 430.82 crore in previous fiscal. The growth was around 20 percent which it expects to repeat in the current financial year as well. Overall, anti-diabetes product range contributes nearly 70 percent of the Lilly India's revenue. Having introduced its HumaPen SAVVIO, an innovative insulin delivery pen in 2014, the company has plans to launch its new diabetes formulation by the end of 2015.

Besides known as a renowned brand in market, Eli Lilly has played an efficient role in fulfilling the corporate social responsibility. In October 2014, the company published details of its long-standing technology transfer
program to increase the global supply of medicines for multi-drug resistant tuberculosis (MDR-TB). Begun in 2003, the effort included Lilly donating manufacturing technology and know-how for two antibiotics to pharmaceutical manufacturers in China, India, Russia and South Africa - all MDR-TB 'hot spots'. It also served as the foundation for the Lilly MDR-TB Partnership, the company's largest-ever philanthropic effort. After close consultation with global TB experts, Lilly embarked on a novel approach: transferring its manufacturing technology and know-how for capreomycin and cycloserine free of charge to seven manufacturers. In India, the technology transfer of second line drug cycloserine has been completed with Shasun Chemicals and Drugs, Chennai.

In light of the growing incidence of diabetes, Lilly in association with the Confederation of Indian Industry (CII), released a National White Paper on "Synergizing Efforts in Diabetes Care at the Tertiary Level" at the 3rd edition of the National NCD Summit 2015. Held on August 12, the summit aimed at creating a national level platform to strengthen public health strategies for comprehensive diabetes management specifically at tertiary level. Speaking exclusively with BioSpectrum, Mr Edgard Olaizola, MD, Eli Lilly India, mentioned, "Our focus has been mainly on diabetes as its product portfolio brings 70 percent of revenue to the company."