BioSpect
the business of Bi
24 years of leveraging the business of Bio
www.biospectrumindia.co

Top 20 Series: Rank 4: Syngene: Moving up the value chain

13 October 2015 | Features | By BioSpectrum Bureau

Top 20 Series: Rank 4: Syngene: Moving up the value chain



Organization: Syngene International Ltd
CEO: Mr Peter Bains
Bioscience Revenue: Rs 842.7 crore

Â

Syngene, with an employee strength of over 2,600, plans to invest up to $200 million towards capacity augmentation in its discovery services (discovery chemistry and discovery biology), developmental services (formulation and biologics or large molecules development) and cGMP drug substance manufacturing. The company's total bioscience revenue in FY2014-15 stood at `842.7 crore. Syngene registered 23 percent growth. Syngene serves over 220 clients including eight of the global top 10 pharma companies.

The year also saw the amalgamation of subsidiary Clinigene International into Syngene, which provides clinical research and clinical trial services. It also forayed into commercial manufacturing.

Its main growth drivers stemmed from expanded and extended on-going client collaborations, increase in the number of new client engagements, and expanded service offerings across its integrated service platform.

As one of the leading India-based contract research organizations, Syngene extended its contract with BristolMyers Squibb (BMS) till 2020. It cleared the USFDA audit for the manufacturing facility and clinical services with no observations. It also started operations at the newly commissioned Stability Center in Bangalore.
As biopharmaceutical companies and other clients outsource more of their value-added R&D functions to focus on core competencies such as brand management, marketing and sales, CROs, including those is Asia, are moving up the value chain.

Syngene has a unique and flexible business model to engage with global customers. A key feature of its business framework is its plug-and-play model. The company is building an integrated discovery and development continuation to provide both horizontal and vertical integration opportunities.

Â

Historically, India has offered a significant cost advantage and skilled personnel. However, as pharmaceutical companies outsource more R&D functions, outsourcing to India is increasingly seen as a strategic move to garner quality and value, rather than just a tactical decision to lower costs.

The company has also acquired 40 acres in Mangalore SEZ with co-developer status to support commercial manufacturing requirements of pharmaceutical and agrochemical clients. Listing of Syngene was one of the major stepping stones for the company this year.