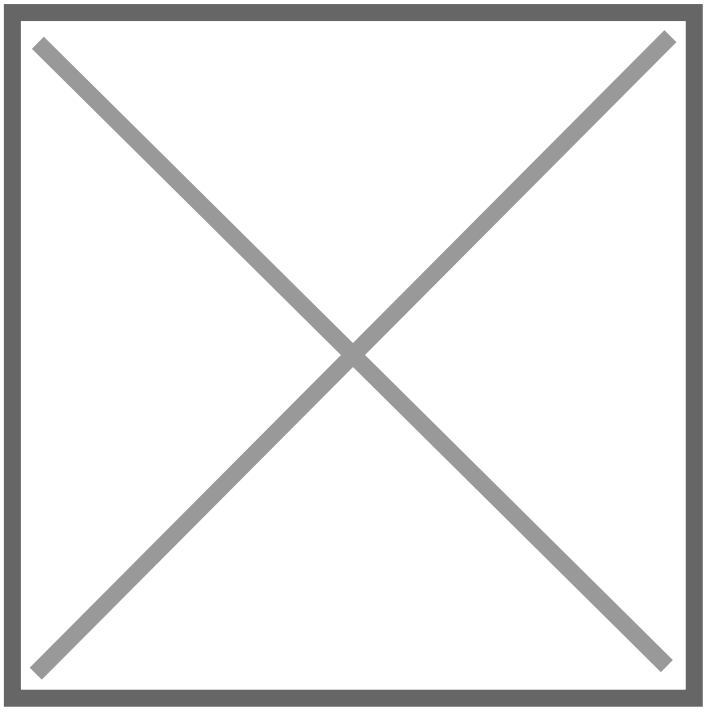


12. Indian Immunologicals

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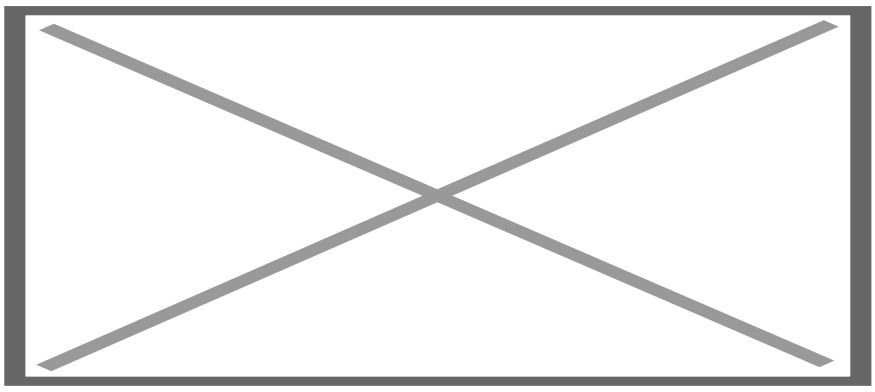
CEO: KV Balasubramaniam

Surging Ahead

Indian Immunologicals has grown at the rate of 27.6 percent in the animal vaccine market

I ndian Immunologicals Ltd (IIL) has been doing well in the animal vaccines segment with a growth rate of 27.6 percent and sales reaching Rs 72.38 crore in 2004-05.

Of the total sales turnover of Rs 81.48 crore in 2004-05, IIL's biotech sales contributed Rs 72.38 crore against last year's biotech contribution of Rs 56.7 crore. IIL's total sales turnover for 2003-04 stood at Rs 65.76 (including Rs 56.7 crore from biotechnology products) against Rs 54.67 crore (Rs 46.13 crore) in 2002-03 and Rs 36.66 crore (Rs 26.52 crore) in 2001-02.



Considering the market potential IIL has been making investments in infrastructure in the last few years. From Rs 11.74 crore in 2002-03, it has increased its investments to Rs 50.24 crore in 2004-05, an increase of about Rs 17 crore over last year's investments on infrastructure. In addition to this, IIL has also doubled its investments on R&D up from Rs 2.78 crore in 2003-04 to Rs 4.05 crore in 2004-05. Similarly it increased its head count by 103 last year from 514 in 2003-04 to 617 in 2004-05. Of them, 28 people are into research and 314 are in sales. So far it has filed seven international patents on novel combination DNA rabies vaccine. One patent has been granted so far.

Indian Immunologicals, a new entrant in the human biological market, is a wholly owned subsidiary ofÂ the National Dairy Development Board (NDDB). IIL was set up in 1983, under the "Operation Flood" program to meet the growing demand for Foot and Mouth Disease (FMD) vaccine in India. NDDB has a equity of Rs 9 crore in IIL, the first and only veterinary biological unit in India to obtain both ISO 9002 and
Good Manufacturing Practices (GMP) certification as per World Health Organization (WHO) GMP guidelines. IIL has a set up modern plant at Hyderabad with technology from the UK-based Wellcome Foundation. This plant has an installed production capacity of 25 million quadrivalent doses of FMD vaccine that makes it the second largest plant in the world.

Indian Immunologicals is one of the top 10 animal health companies in the world and is a key player in veterinary biologicals, manufactures a wide range of veterinary biologicals, animal health products and feed additives required by the veterinary profession. IIL's range of products fall under following categories biologicals, dewormers, general formulations, diagnostics and other group. Its products conform to the standards laid down under the Indian/British Pharmacopoeia (veterinary). Apart from domestic sales, IIL also exports its products, especially vaccines, to several countries in Asia, Middle East, Africa and Cyprus in Europe. Recognizing the volume of exports to a large number of countries, it bagged the second best exporter award in the commodity group Drugs Pharmaceuticals and Chemicals for the year 1999-2000.

To reach the larger farmers' base across the country Indian Immunologicals has divided its domestic operations into three strategic business units: Institution (government, co-operatives/milk-unions), Livestock and Petlife, the last two SBU's focus on prescription and retail markets while the former caters to institutional business. IIL has distribution points at 16 locations in India. This is supported by a network of stockists and retailers.Â

Indian Immunologicals not only offers veterinary products to farmers but has also adopted many innovative methods to educate veterinarians, extension workers, and farmers on vaccination through interacting and audio-visual techniques.Â