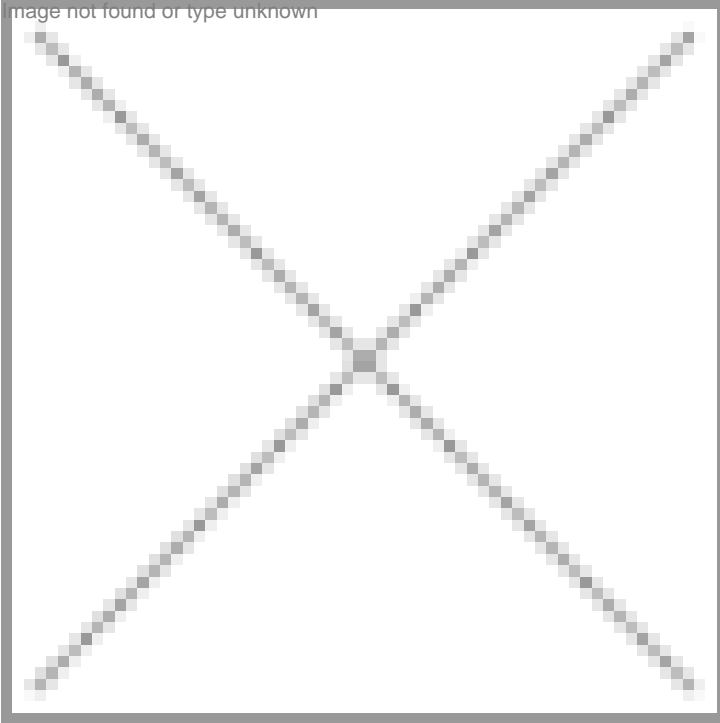


Value Enhancer in Biotech

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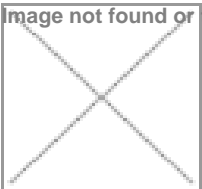
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Rank 9.....Bharat Serums and Vaccines

Revenue: 79.68 crore

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Bharat Serums and Vaccines (BSV), started by Dr Vinod G Daftary, is a fast-growing biopharmaceutical firm focusing on research in Novel Drug Delivery Systems (NDDS) and equine products.

Since its inception in 1971, BSV has worked ceaselessly to research, develop, manufacture and market specialized biological, pharmaceutical and biotechnology products.

BSV is investing about seven percent of its total revenue in R&D infrastructure including high quality laboratory facilities, experienced research scientists and personnel. Its R&D activities have been granted recognition by the Department of Scientific and Industrial Research. The University of Bombay has also granted recognition to its R&D laboratory as a center for postgraduate and doctoral research in microbiology, applied biology and biochemistry. It also got the approval and accreditations from the World Health Organization (WHO) and the Drug Controller General of India (DGCI) to manufacture pharmaceutical products.

BSV has distinct R&D divisions working extensively on NDDS and biotechnology. The thrust of R&D in the previous years has been on NDDS, especially injectibles, in the areas of anesthesia, anti-fungals and oncology. In biotechnology, its teams have been working on developing new generation recombinant therapeutics that replaces the traditional plasma products, which are in short supply worldwide.

Business: Diagnostics, human health and vaccines

BSV manufactures and markets plasma, pharma and biotechnology products. It was primarily set up to export plasma derivatives to the US, Europe and Japan. Today, BSV has developed considerable market strengths in the domestic markets through its portfolio of niche primary line, life saving injectibles. It remains focused on ascending the value chain in the manufacturing and marketing of biological, pharmaceutical and biotechnology products and is committed to enhancing the sales of these products. BSV has a portfolio of 25 brands, most of them having the potential for marketing in the global market. Exports would continue to propel its growth in the coming years.

The Group has promoted ventures in clinical research, diagnostics and therapeutic enzymes through other associate ventures, namely Siro Clinpharm Private Limited, an early entrants in the contract clinical research business in India; Advy Chemical, a partnership firm, founded to develop, manufacture and market bulk immuno-diagnostic reagents such as polyclonal antibodies, antigens, calibrators and controls; and Mucos Pharma (India) Private Limited, a joint venture between Mucos Pharma GmbH & Co., Germany and the Daftary family, which manufactures and markets specialized therapeutic enzyme products developed by Mucos, Germany.

2003-04	79.68
2002-03	58

The sales turnover of the company for the year 2002-03 stood at Rs 72.37 crore. The company has been doing well in terms of its financial results by improving the sales from Rs 46.41 crore in 2000-01 and Rs 57.34 crore in 2001-02. In 2003-04 it has introduced streptokinase, urokinase, low molecular weight heparin, anti rabies serum and anti thymocyte globulin. Its sales from biotech/biological products were Rs 79.68 crore of the total sales of Rs 86.20 crore.