

## Reliance Life Sciences rides on biosimilar wave

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RLS is all set to establish itself as the leader in the

# RANK 5

Indian biosimilars' sector. It has an exhaustive biosimilars' pipeline and would

490 crore

### Reliance Life Sciences

President & CEO

Mr K V Subramaniam

Business

Research initiatives in medical, plant and industrial biotechnology

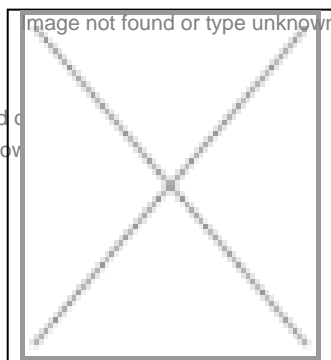
Start-up Year: 2002

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Reliance Life Sciences (RLS) is a research-driven biotechnology-led life sciences organization that is part of Mukesh Ambani's Reliance Industries. The firm clocked an annual sales revenue of 490 crore in 2010-11 as compared to 450 crore in 2009-10. Founded in 2002, RLS operates in medical, plant and industrial

RLS has the largest pipeline of biosimilars and markets five biosimilar products in India, including ReliFeron, ReliPoietin, ReliGrast, MIRel and FostiRel. RLS is planning to launch two biosimilars in the Indian market during 2011

manufacturing capacity, product and market volumes.

RLS's UK-based subsidiary, Reliance GeneMedix, is focusing on developing and marketing biosimilars in the European markets. Reliance GeneMedix Ireland's EPO product, Epostim, is currently in its clinical programme and the company is running validation programmes for regulatory submissions.

Apart from biosimilars, RLS also develops and markets (both in India and overseas), five plasma protein products namely ReliSeal, AlbuRel, ImmunoRel HemoRel and ReliPlasma. In novel proteins' discovery, RLS made progress in its siRNA and fusion proteins' programs for anti-cancer and anti-viral indications and expects to move them into pre-clinical development in 2011.

In the specialty pharmaceutical business, RLS launched two APIs in India and in semi-regulated markets. The company had two DMFs filed for foratinib and capecitabine in US. RLS expanded its API manufacturing facility and commissioned a new oncology formulations facility. RLS plans to further strengthen its specialty pharmaceuticals portfolio in 2011 with additional APIs and formulated products, apart from filing ANDAs for two oncology products. In the regenerative medicine area, RLS expanded its cord blood banking business and introduced a stem cell therapy for conjunctival disorders, apart from progressing clinical trials for stem cell therapies in neurology and wound management.

Throwing light on the company's game plan in the global landscape, Mr KV Subramaniam, president, RLS, told BioSpectrum that, "We are currently pursuing a multi-pronged strategy for entering the global markets for our products and services. This includes direct presence in the markets as well as entering into partnerships. RLS considers exports as an important part of its growth agenda over the next three-to-five years."

Today, biopharmaceuticals has a 70 percent share in RLS' overall business, which includes, biosimilars, plasma proteins and novel proteins. The emerging markets would be the key growth region for RLS' global strategy over the next three years. "These markets are growing at a faster pace as compared to developed markets (like US and EU)," adds Mr Subramaniam.

In the coming years, the company is looking to venture in to Russia and other CIS nations.