

## Profiles - Haffkine Bio-pharmaceutical

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MD: P R Sabde

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### Commendable turnaround

Its portfolio of oral polio vaccines contributed to 90 percent of its business and the company has achieved 100 percent growth

Maharashtra state government-owned, Haffkine Bio-pharmaceutical has realized that high priority to quality compliance norms is the secret formula to success, especially when it comes to sensitive products such as human vaccines. "Haffkine might be a public sector company, but today we are independent and run like any corporate company competing with the same set of private players in the market," quips a top official from the company. A commendable fact is that unlike other public sector companies, Haffkine is not funded by the state government.

The efforts have definitely reaped its fruits as the company has seen an exponential growth for fiscal 2011-12 compared to the previous fiscal's turnover. Haffkine has clocked revenues of 175.7 crore from vaccines alone as against 86 crore in 2010-11, with 90 percent of business coming from its oral polio vaccines. Huge orders from the Government of India and the UNICEF attributed to this growth. Says P R Sabde, managing director, Haffkine Biopharmaceuticals, "We are a company that has survived the test of time. Our vaccines have shown a growth of 100 percent over the past one year. In 2011-12, around 340 million doses of Haffkine's polio vaccines were supplied and in the coming year too it would be a similar target."

A high point in Haffkine's achievements is the fact that the company has streamlined all its efforts and emphasis in revamping and upgrading its manufacturing facilities in tune with international quality norms. Huge investments have been made towards this initiative. Sabde highlights, "The amount invested for revamping the oral polio WHO commissioned facility is around 9 crore."

The next 12 months will see the company running a race against time. It is gearing up for ambitious and large scale orders both for the Government of India and UNICEF. The company has a tender of 90 million doses of vaccines to be supplied to the Government of India by October 2012 and during the same period, it has a tender from the UNICEF to supply 140 million doses of oral polio vaccines. Again, between September-October 2012, there is a tender of 450 million doses and between January to May 2013, it has a tender to supply 300 million doses to the Government of India. "It is a challenge but I am confident that given our mission and expertise, we can meet these targets," concludes Sabde.

| Key Achievements  | Performance highlights  | Key strategy initiatives   | Future plans  |
|---|---|--|---|
| <ul style="list-style-type: none"> <li>• Huge jump in revenues due to orders from UNICEF and Govt agencies.</li> <li>• As of March 31, 2012, a total of 1,70,35,900 vials of trivalent oral polio vaccine and bivalent oral polio vaccines were manufactured which amounted to a total of 171 crore.</li> </ul> | <ul style="list-style-type: none"> <li>• Polio vaccines constitutes 90 percent of business and has shown a growth of 100 percent over the past one year.</li> <li>• In 2011-2012, around 340 million doses of Haffkine's polio vaccines were supplied.</li> </ul> | <ul style="list-style-type: none"> <li>• Upgradation for its DTP vaccines facility. Project cost is approximately, 170 crore.</li> <li>• The Tablet and capsule facility will be commissioned in 6-12 months.</li> </ul> | <ul style="list-style-type: none"> <li>• Haffkine has tenders for supply of 230 million doses of OPV by October and 750 million doses till March 2013.</li> </ul> |