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6.Reliance Life Sciences

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Rank 6

On a scale up mode

Of the different segments that Reliance Life Sciences (RLS) operates in, including regenerative medicine, molecular medicine, cord blood banking, APIs and more, biopharmaceuticals showed the maximum growth. RLS has followed a strategy of developing products first for the Indian market, followed by ROW markets and, eventually, to developed markets. Mr KV Subramaniam, president and CEO, Reliance Life Sciences, says, "For biosimilars, we are looking to form partnerships or licensing deals with other companies to target specific markets and allow for mutual growth. During this year, we signed several out-licensing deals for biosimilars and pharmaceutical products with companies across the globe. We can be a global player in biosimilars in the years to come." The company also received 12 overseas product registrations during the year.

The biopharmaceuticals portfolio consists of plasma proteins, which have grown significantly, biosimilars, and recombinant proteins. RLS has the only manufacturing facility in South Asia that produces a broad portfolio of plasma proteins. Eight new products were launched during FY 2012-13.

An in-house CRO currently handles an equal amount of internal projects as well as those commissioned from other institutes. Other emerging departments include regenerative medicine and molecular medicine, which are set to play a bigger role in the future.

RLS has a strong pipeline of products in the categories of oncology formulations, stem cell therapies and tissue engineered products as well. Other emerging areas of research at RLS include novel proteins, especially fusion proteins and novel monoclonal antibodies, siRNA molecules for treatment of dengue and cancer, some of which are their long term projects. Research is also being conducted in other poorly researched disorders such as brain stroke, incontinence, and more. During the past year, 10 biopharmaceutical products entered advanced clinical development phase.

Company: Reliance Life Sciences
Business: Biopharmaceuticals, pharmaceuticals, clinical research services, regenerative medicine and molecular medicine services
Revenue: 2013 `535 crore (estimates)