

H1N1 vaccine boosts Serum Institute topline

09 June 2011 | News



RANK 2

Serum Institute of India is riding high on its success of H1N1 vaccine but is facing stiff competition in the overall vaccine sector

Revenue **1,041 crore**

Serum Institute of India

Chairman

Dr CS Poonawalla

Business

Manufacturing and marketing of lifesaving immunologicals

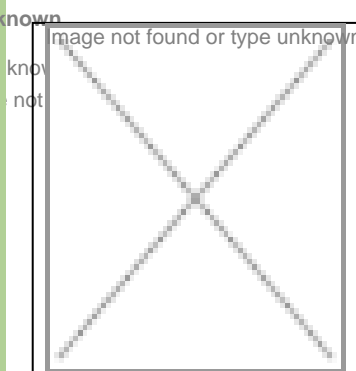
Start-up Year: 1966

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Serum Institute of India (SII) clocked total sales revenue of an estimated 1,041 crore for FY 2010-11 with a growth of 22.47 percent as compared to 850 crore in 2009-10. The launch of its H1N1 vaccine helped the company witness an increase in its revenue during the year. Competition and pricing pressure in the vaccine sector continue to drag

SII successfully launched its indigenously developed intranasal H1N1 vaccine under the brand name, Nasovac. With this launch, SII became the third manufacturer in the country to market vaccines against swine flu, the other two companies being Cadila Healthcare (VaxiFlu-S) and Sanofi Aventis (whose vaccines were imported by the Indian Government). Presently, the manufacturing facility of the company has a production capacity of 50 million doses of the swine flu vaccine. The company received an order from the Government of India to the tune of 10 crore

vaccines.

In March 2011, the Bill and Melinda Gates Foundation announced that it would fund a part of SII's clinical trial for rotavirus vaccines and pneumococcal vaccines. These vaccines will be sold globally at half the

price of vaccines sold by big-wigs such as GSK and Merck. Last year, the company also launched its EPO product into the market, thus finally setting foot in the growing recombinant therapeutics segment.

In the past, SII's products have been supplied to international health agencies like the WHO, UNICEF, PAHO and also to more than 140 countries across the globe. Its vaccines are being used in the national immunization programs of several countries. One of them is the HIB vaccine, an indigenously manufactured product launched in March 2007. SII supplied this vaccine to the Global Alliance for Vaccines and Immunization (GAVI), Pan American Health Organization (PAHO) and UNICEF. The vaccine is available under the brand name, SiiHIB Pro.

Since its inception, SII has invested significantly in R&D and its efforts are yielding results. Notable successes made by the company are: pilot production of measles vaccine on human diploid cells; industrial column chromatography and affinity chromatography for separation of immunoglobulins; monitoring of quality of vaccines in the field; clinical trials of new products and clinical trial of human diploid rabies vaccine.

The company has a partnership with Syracuse University, wherein the former awarded a grant of ~~₹1.06 crore (\$250,000)~~ to a team of researchers led by Robert Doyle, to develop new oral vaccines against tetanus and rotavirus to treat a severe form of diarrhea that affects children worldwide.

SII also set up the Serum Bio Pharma Park, India's first biotech special economic zone (SEZ), in 2006. The Park is adjoining the company's existing manufacturing unit and is a sector-specific SEZ meant for biotechnology and pharmaceutical firms. The premises has already been prequalified by the WHO.