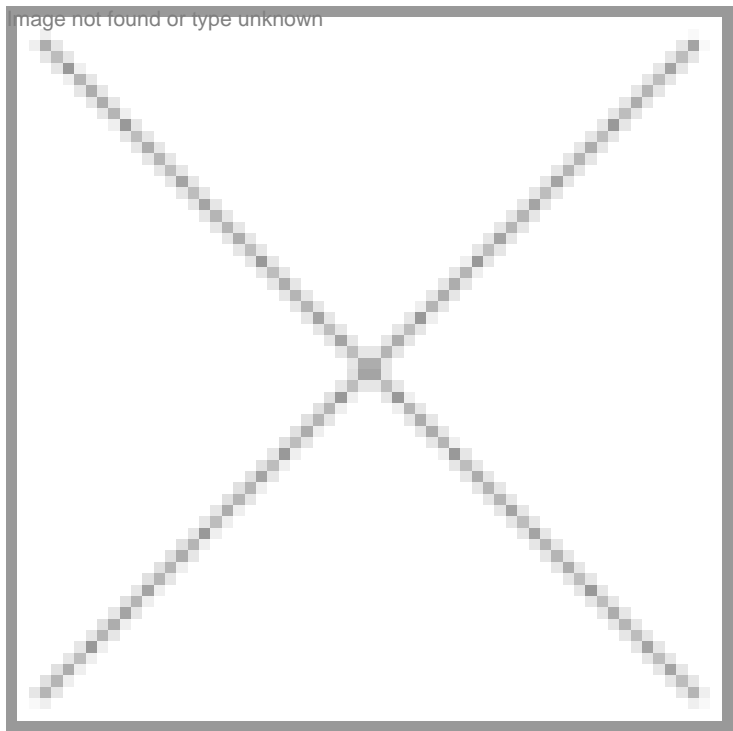


Veteran in veterinary biologicals

14 June 2010 | News

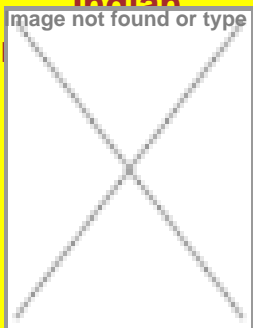
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Indian

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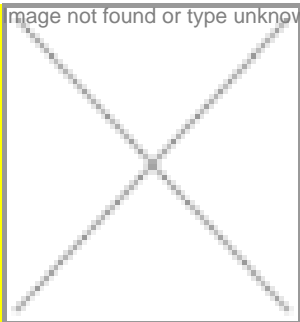
Head:

KV Balasubramaniam

Business:

Manufacturer of animal and

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Startup Year:

1983

Address:

Road No.44, Jubilee Hills,
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+91-40-55512425

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Website:

www.indimmune.com

Indian Immunologicals Limited (IIL) posted a biotech sales turnover of Rs 272.87 crore in FY 2009-10 as against Rs 231.46 crore in FY 2008-09. The growth rate of the biotech revenue of the company has dropped last year to 17.89 percent from 34 percent. The drop was because of the sluggish growth of the animal biologics market in 2009. Domestic animal health sales accounted for Rs 115.20 crore (42 percent), human health products Rs 41.30 crore (15 percent).

IIL is today the market leader in veterinary biologics in India and operates one of the largest plants in the world for veterinary vaccines. It is also the third largest animal health player in India with the largest selling brand "Raksha FMD vaccine. Besides maintaining a leading position in veterinary business, IIL has emerged as a major player in the human vaccine market in India, holding the fourth position in the Indian human vaccines market. Its main focus has been on the pediatric segment and human rabies

IIL's unique marketing channels such as Abhay Clinics (one stop vaccination centers) and Abhay Shoppe (vaccine on call service) have helped it create a strong retail presence. IIL is also a major supplier of vaccines to India's large Universal Immunization Program. Many of its products enjoy strong patronage from veterinarians and as a result, occupy the top slots in market share. IIL has a range of vaccines for cattle, sheep and canine segments. IIL exports its products to over 35 countries in Middle East, Asia and also to FAO.

It has invested over Rs 150 crore for R&D. IIL's R&D efforts are directed at new technologies in vaccines and biologics. The research center, with a cumulative investment of Rs 7.30 crore is housed in a 1,600 sq.m facility with BSL Level 3 safety and has 50 scientists working on several platform technologies to develop conventional and recombinant proteins, monoclonal antibodies and plant cell derived proteins. IIL R&D activities.

IIL's future plans include introduction of recombinant FMD, Brucellosis, Tick, PPR, Canine Parvo and rabies vaccines, apart from conventional vaccines for blue tongue, infectious bovine rhinotracheitis (IBR) and leptospirosis in the animal health market; and hepatitis B, haemophilus influenza type B, human papilloma virus, Japanese encephalitis and combination paediatric vaccines in the human health market. IIL is building new manufacturing facilities for animal vaccines, animal health formulations and human vaccine in Hyderabad at a cost of Rs 131.50 crore and these facilities will be completed

To continue to do well in biologics space IIL plans to enter into veterinary health services, and animal and human bio-therapeutic and diagnostic products, apart from enlarging its current product range in animal and human vaccines.