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### Siro Clinpharm

Founder & Chairman  
Dr Gautam Daftary

**Business:** Offers clinical Trials services

**Start-up Year:** 1996

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**Address:** DIL Premises, Ground Floor, Swami Vivekanand Rd, Near Tatwagyan Vidyapeeth, Ghodbhunder Rd, Thane (W)- 400607

**Tel:** +91-22-25848000

**Fax:** +91-22-25848475

**Website:** www.siroclinpharm.com

SIRO Clinpharm Private Limited (SIRO), clocked an estimated sales revenue of 202 crore for FY 2010-11 when compared with 150 crore in 2009-10. During early 2011, the CRO announced the launch of its operations in Malaysia and also announced strategic alliances with CROs in South Korea and Taiwan in 2010. The company is in the process of evaluating Philippines and Thailand amongst other Asian countries for expanding its clinical operations. SIRO has strategic alliances and partnerships with several firms such as Clingene, Pfizer and with Fisher Clinical services. SIRO is a member of Bundesverband Medizinischer Auftragsinstitute, the German Federal Association of Contract Research Organizations. SIRO's laurels include, conducting over 130 clinical trails, recruiting over 20,000 clincial trial subjects, passing over 240 audits by sponsor QA teams and working on USFDA, EMEA, UK MHRA, Korean FDA WHO Health Canada and DCGI submissions.

Revenue:  202 crore



## Cadila Healthcare

CEO  
Pankaj R Patel

**Business:** Biologics and diagnostics

**Start-up Year:** 1995

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**Address:** Cadila Healthcare Ltd., Zydus Tower, Satellite Cross Roads, Ahmedabad - 380015, Gujarat, INDIA

**Tel:** +91-79-26868100 **Fax:** +91-79-26862365

**Website:** www.zyduscadila.com

Revenue:  190.59 crore

Cadila Healthcare clocked biotech revenues worth 190.59 crore for FY 2010-11 as compared to the previous fiscal's revenue of  147.48 crore. Presently, the firm has 15 biosimilars and two novel products in its pipeline. The company is also looking at biobetters for the future growth and has dedicated 120 scientists for this purpose. Zydus Cadila acquired Italy-based, Etna Biotech, and the firm's Zydus Research Center (ZRC), has been working on strategic research collaboration with Prolong Pharmaceuticals, US, and Karo Bio, Sweden and Eli Lilly. Zydus Cadila has made swift progress on NME research and has 12 INDs in various stages of clinical trials and several more INDs in pre-clinical evaluation. The company also signed an agreement with Bayer HealthCare, in January 2011, to set up a joint venture company, Bayer Zydus Pharma, for the sales and marketing of pharmaceutical products in India.



## Tulip Group

CEO  
Dr Dilip Tripathi

**Business:** Manufacture and marketing of in vitro Diagnostic reagents and kits

**Start-up Year:** 1988









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**Address:** Gitanjali, Tulip Block, Dr Antonio Do Rego Bagh, Alto Santacruz, Bambolim Complex Post Office, Goa - 403 202, INDIA

**Tel:** (0832) 2458546-51 **Fax:** (0832) 2458544

**Website:** www.tulipgroup.com

Revenue:  185.63 crore

Tulip Group of companies clocked a total revenue of  185.63 crore for FY 2010-11 as against  182.48 crore in FY 2009-10. Revenues from domestic sales for FY 2010-11 were  128.23 crore, while the firm reported exports worth  57.40 crore. During the fiscal, the company made investments worth  89.25 crore, including  1.67 crore in R&D,  20.25 crore in infrastructure and  30.01 crore on manpower. The group has on its rolls a total staff of 1,033 people and consists of several individual companies such as Tulip Diagnostics, Microexpress, Orchid Biomedical Systems, Qualpro Diagnostics, Zephyr Biomedicals, Coral Clinical Systems, BioShields, Tulip Marketing, Crest Biosystems and Lilac Medicare. It also has marketing alliances with companies like Monobind, US; Orgentec, Germany and TOSOH, Japan. The company's products are distributed across 55 countries, it has a sales team of 325 personnel, has a customer base of over 15,000 and has 300 distributors.





## GlaxoSmithKline Pharmaceuticals

CEO  
Dr Hasit Joshipura

**Business:** Sales of vaccines and biologicals

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GlaxoSmithKline (GSK) Pharmaceuticals, an affiliate of GlaxoSmithKline Biologicals, headquartered in Rixensart, Belgium, clocked an estimated sales of  163 crore in 2010-11 as compared to  123.34 crore in 2009-10. Today, GSK has a market share of 20 percent in the total Indian private vaccine segment. Vaccines contributed to nine to 10 percent of its total sales in the current year and in the coming years the company is looking at a growth of around 15 percent from its vaccines product portfolio. GSK

India has 14 vaccines in its product basket, including Boostrix (tetanus toxoid, reduced diphtheria toxoid and acellular pertussis vaccine, adsorbed) and Cervarix, (human papillomavirus vaccine (types 16 and 18)) among others. The company's vaccine facility in Nasik, Maharashtra

**Start-up Year:**

2001

**Address:** Dr Annie Besant Road, Worli, Mumbai-40030**Tel:** +91-22-24959205 **Fax:** +91-22-24914863**Website:** www.gsk-india.com**Revenue:**  163 crore**Monsanto India**Managing Director  
Mr Amitabh Jaipuria**Business:** Production and sale of herbicides, hybrid seeds and pesticides**Start-up Year:** 1949

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**Address:** Ahura Centre, 5th Floor, 96, Mahakali Caves Road, Andheri (East), Mumbai -400 093**Tel:** +91-22-28246450 **Fax:** +91-22-26902121**Website:** www.monsantoindia.com**Revenue:**  161 crore

Monsanto India clocked revenue sales of  161 crore in FY 2010-11 as against  142.4 crore in 2009-10. Monsanto has been selling Bt cotton hybrids in India for the last five years under Monsanto Holdings Private Limited (MHPL). MHPL is focused on marketing Paras cotton hybrid seeds with Bollgard and Bollgard Bt cotton technologies and Seminis vegetable hybrid seeds. It was estimated that the company sold about 18 lakh packets of Bollgard during the 2010 kharif season, which is an increase of two lakh as compared to the same period in the last year. Monsanto has launched Project SHARE (Sustainable Harvest Agriculture, Resources, Environment), a sustainable yield initiative with an NGO called the Indian Society of Agribusiness Professionals (ISAP), to improve the socio-economic conditions of 10,000 small-marginal corn and cotton farmers in 1,100 villages in Andhra Pradesh, Maharashtra and Rajasthan within four years.