



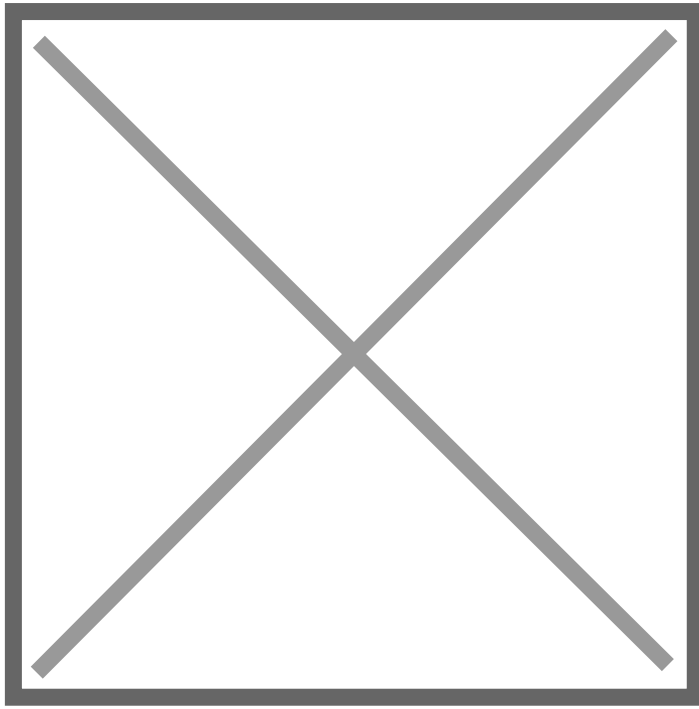
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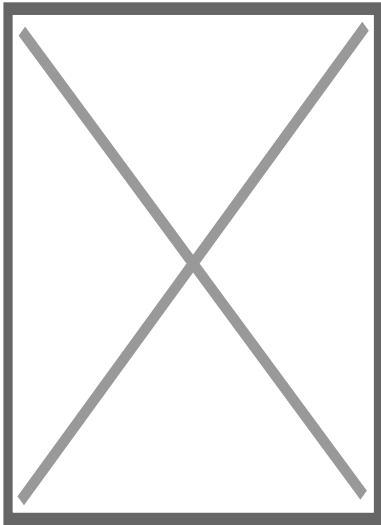
Animal Health Specialist

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Indian Immunologicals Ltd (IIL) has bagged the distinction of being the largest exporter of veterinary biologicals in Asia.



Indian Immunologicals Ltd (IIL)

Business: Manufacturer of animal and human biologicals

CEO: KV Balasubramaniam

Biotech Revenue: Rs 157.90 crore

Start-up Year: 1983

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Indian Immunologicals Ltd (IIL) is a wholly owned subsidiary of National Dairy Development Board (NDDB), established in 1983 with the objective of making Foot & Mouth Disease (FMD) vaccine available to farmers at an affordable price. It has been in the forefront of FMD research in the country for the past few years and has a modern plant at Hyderabad, with an installed production capacity of 25 million quadrivalent doses of FMD vaccine, which is the largest in Asia and the second largest in the world. The technical know-how for the production of Raksha Foot and Mouth Disease vaccine was obtained from the UK-based Wellcome Foundation. Research applied to preventive veterinary medicine has led to various developments. Such landmarks have been the introduction of theileriosis vaccine, rabies tissue culture vaccine, and oil adjuvant FMD vaccine and combined canine vaccines.

During 2006-07, IIL registered a significant growth in sales of 55 percent, thanks to strong growth in its veterinary retail business and the human vaccine business. IIL is the largest veterinary biologicals company serving the cattle, sheep and canine markets. IIL is also the third animal health player in the domestic animal health market. IIL's FMD vaccine Raksha continues to be the largest selling brand in the domestic animal health market with sales of Rs 49 crore. Its anti-rabies vaccine in the human market under the brand name Abhayrab is now a Rs 50-crore product.

IIL also carries on its shoulders the social responsibility of providing affordable vaccination. Its mission of "immunity made affordable with technologically superior biologicals" reflects the philosophy of the organization and the manner in which access to immunization would be delivered by the company.

A major unmet need in the livestock market in India is access to affordable vaccines for the small and marginal farmers. To this end, IIL has re-positioned itself as a vaccination service provider instead of a mere vaccine manufacturer. IIL has undertaken two major initiatives in the animal health and human health markets. The company has set up a network of Raksha Vaccination Centers under its Operation Pratirodh program to carry out affordable vaccination services at the doorstep of farmers, delivered by veterinary practitioners who work on franchisee basis. Extension work for the same is done by IIL's marketing personnel. In recognition of IIL's work in its Operation Pratirodh program, it won the inaugural "Animal Pharm Excellence Award 2006" in the category of Corporate Social Responsibility. Animal Pharm is a prestigious journal covering the international animal health industry and is published from the UK.

IIL's entry into the human market was also using a similar concept of providing vaccination service to dog bite victims through the Abhay Clinic network. IIL operates a facility in Ooty to manufacture Abhayrab, India's first purified vero cell tissue culture rabies vaccine for use in human beings this vaccine. The plant was set up in 1998 on the specific request of the Government of India so that the country could phase out the use of the older and unsafe sheep brain vaccine (also termed nerve tissue vaccine - NTV)) with the modern tissue culture vaccine. Incidentally, IIL is the second company in the world to launch the purified vero cell rabies vaccine (PVRV).

A dog bite victim at the Abhay Clinic (AC) obtains professional service of a qualified medical practitioner who is equipped to assess the category of the bite, use the appropriate vaccine and immunoglobulin combination along with proper wound toiletry and ensure that the dog bite victims are protected against the dreaded rabies disease. IIL carries out extension programs to educate patients about rabies and ensures proper cold chain delivery of the vaccine. Above all, the patient obtains the vaccination service, not merely vaccine, at a highly affordable price. IIL's AC network is strong with 2,200 Abhay Clinics across India and continues to grow.

IIL does not sell its human vaccines to traditional trade channels, thanks to its Abhay Clinic programs. It has commitment to supply vaccines to the government run rabies vaccination clinics at low prices, thus serving a large section of the community. However, for its newer vaccines namely Hepatitis B, Measles, DPT, TT, IIL has engineered the concept of Abhay Shoppe, a dedicated network of vaccine dealers who are able to deliver vaccines to dispensing doctors, "on call", at affordable prices. The Abhay Shoppe network is a novel concept and is now growing in strength.

IIL is a socially conscious, research driven and farmer oriented organization. It has developed a strong pipeline of products, both for animal and human health. During the year, IIL entered into several research collaborations and among them, the main ones are: Institute of Cytology and Preventive Oncology for HPV vaccine; International Livestock Research Institute, Kenya for Tick vaccines; Institute for Molecular Biology and Applied Ecology, Germany for development of plant based vaccines; National Health Research Institute, Taiwan for Japanese Encephalitis virus vaccine; Harvard Medical School and Fina Biosolutions LLC, USA for Polysaccharide vaccines; Centre Hospitalier Universitaire Vaudios, Switzerland for HPV oral vaccine.

IIL is today among the fastest growing biotechnology companies in India serving its mandate of providing affordable immunity and exploiting modern biotechnology to the benefit of the people in India and the developing world. It has research collaborations with several reputed national and international institutes. To name a few: Thomas Jefferson Medical School, USA - Monoclonal antibodies; Onderstepoort Veterinary Institute, South Africa - FMD antigens; Institute of Animal Health, UK - FMD Epidemiology; Indian Veterinary Research Institute - PPR vaccine; Veterinary Technologies Corporation, USA - Brucellosis vaccine; Institute of Cytology and Preventive Oncology - HPV vaccine; And Centre for Disease Control (CDC), USA - Hepatitis A, Rabies. IIL's value proposition is "affordable immunity with technologically superior biologicals".