

India biopharma revenues rise to \$2.5 bn

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Biopharma accounts for 62% of Indian biotech industry



Rank	Company	Region	Revenue in \$ million 2011-12	Revenue in \$ million 2010-11
1	Serum Institute of India	West	348	218
2	Biocon	South	341	310
3	Reliance Life Sciences*	West	141	103
4	NovoNordisk*	South	132	97
5	Panacea Biotech*	North	78	194
6	Bharat Biotech	South	66	55
7	Bharat Serums and Vaccines*	West	61	47
8	Eli Lilly*	North	59	43
9	Indian Immunologicals	South	57	56
10	Sanofi Pasteur India*	West	53	34
11	GloxoSmithKline*	West	52	37
12	Haffkine Bio-Pharmaceutical	West	36	18
13	Sanofi India (Formerly Aventis Pharma)*	West	34	19
14	Concord Biotech	West	30	26
15	Pfizer (Wyeth India)*	West	21	15
16	Biological E	South	20	52
17	Novartis Vaccines	West	20	19
18	Dr Reddy's Laboratories*	South	18	14
19	Cadila Healthcare	West	12	11
20	Bharat Immunologicals & Biologicals	North	10	—

BioSpectrum-ABLE 2012 Survey

The

domestic biopharmaceuticals business saw a significant rise in its revenues to \$1.3 billion during 2011-12, accounting for 51 percent share of the total revenue. Revenues made from export of biopharmaceuticals were to the tune of \$1.2 billion, comprising mainly of statins and vaccines. The growth in domestic market is mainly attributed to the increase in the sales of vaccines in the private sector, therapeutics, diagnostics and statins. The private sector vaccines market has recorded a growth of about 25 percent. The statins and therapeutics market too registered a similar growth.

Government procurement for immunization programs has seen an increase during 2011-12. It spent about \$140 million for pulse polio immunization program and about \$115 million for routine immunization schemes in 2011-12. During the same period, close to 2.5 crore pregnant women and children were covered under different immunization programs. Therapeutics, vaccines and diagnostics formed the backbone of the growth story, each contributing significantly to the revenue.

The Indian [local therapeutics market](#) for March 2012 was estimated to reach \$700 million (including insulin-\$250 million, Heparins-\$70 million, Gonadotrophins-\$50 million, Hepatitis-B vaccine-\$200 million), while the statins market stood at \$125

Genetic Engineering Approval Committee approved 20 recombinant clinical trials to be conducted in India.

Beneficiaries under immunization program 2011-12

Target group	Antigen	No of beneficiaries (\$ million)
Pregnant women	Tetanus Toxoid	22.9
Children	BCG	23.4
	DPT third dose	22.1
	OPV third dose	21.1
	Measles	21.9
	Hepatitis B third dose	10.7
	JE vaccine	1.2

Source: Ministry of Health and Family Welfare

Moreover, the [vaccines sector in India](#), which is a major supplier of

vaccines to UNICEF, within the biopharma space witnessed a continued growth in 2011-12, with companies like Haffkine

Biopharmaceutical and Serum Institute recording high growth of 100 percent and 60 percent respectively. Also, the animal vaccine market, which is about \$60-to-70 million, registered a 15 percent .

Furthermore, the [diagnostics market in India](#) also witnessed 20 percent growth, which is the faster than any country in the world (the growth in the US being only one-to-two). Lets hope that by looking at the scope of growth in the various domains of the biopharma sector, the government takes further steps to provide encouragement to this sector.