

News / Story reproduced with thanks:- **Economic Times**

Indian immunological plans to build new manufacturing plant

Direct link to the News/Story:-

Growing Demand Prompts Expansion

Trushna Udgirkar
HYDERABAD

INDIAN Immunologicals (IIL) plans to invest around Rs 150 crore to build a manufacturing plant on the outskirts of Hyderabad.

The new facility will have a manufacturing capacity of seven million doses of human rabies vaccine, 30 million doses of Brucellosis vaccine and a formulations divisions for injectables and tablets in the vet segment.

"The facility will be complete in three phases by mid-2011. It will, however, take another six months for the validations to be complete, after which the productions would begin," K V Balasubramaniam, managing director, Indian Immunologicals, told ET.

The wholly-owned subsidiary of the National Dairy Development Board has lined up expansion plans to enhance its production capacity keeping in view the growing demand for both animal and human vaccines.

The company currently has two manufacturing plants in Hyderabad and one in Ooty, which is a single product plant.

The Indian animal health industry is pegged at Rs 2,000 crore, exclusive of the feed segment. Of this, the total veterinary vaccine market is Rs 450 crore. In the large-animal market — cattle, sheep and canine — which accounts for Rs 250 crore, the company has almost half of the market share. It, however, does not plan to foray into the poultry and swine vaccine segment.

The animal-vaccine major, which entered into the human-vaccine space around a decade ago, also plans to strengthen its R&D activities in DPT, Hepatitis A and chikungunya, among other vaccines.

On the veterinary front, it is working towards developing recombinant tick vaccine, recombinant canine parvovirus and contraceptive vaccine.

"We hope to launch new vaccines



in the coming year for Japanese encephalitis and pentavalent vaccines in the human health category along with anti-tick vaccines," Mr Balasubramaniam said. The Hyderabad-headquartered company had earlier tied up with pharma major Pfizer to market its foot and mouth disease (FMD) vaccine in east Asian countries, and is open to tie up with more partners for marketing its own brand vaccines in other countries

The company also plans to focus more on its retail initiatives — Abhaya clinics, Abhaya Shoppe (a vaccine-on-call service) and Abhaya mart (for corporate hospitals and organised retail outlets). This would include ramping up Raksha vet centres — a pilot initiative with 200 franchisee veterinary outlets — to 1,500 centres across the country in another couple of years. It would also add 500 Abhaya clinics in a year's time.

IIL posted a turnover of Rs 260 crore during the previous financial year, of which around Rs 40 crore were from export of vaccines like human rabies and foot & mouth disease to markets like Turkey, Egypt and South Africa. This year, it hopes to achieve a turnover of Rs 400 crore.