

BSV seeks partners to enter regulated markets

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RANK 18

Revenue of 226 crore

Bharat Serums & Vaccines

CMD

Mr Bharat Daftary

Business

R&D, manufacturing and marketing of biologicals

Start-up Year: 1971

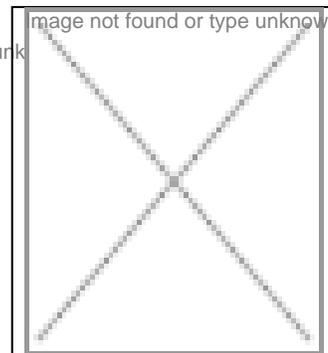
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Bharat Serums is extremely focussed on research and has invested seven percent of its turnover in research and development in 2010-11



Bharat Serums and Vaccines (BSV) recorded total biotech revenues worth 226 crore for FY 2010-11 as compared to 175 crore in 2009-10. The company manufactures and markets biological, pharmaceutical and biotechnology products and has a portfolio of over 25 brands, including plasma derivatives, monoclonals, equine antitoxins and serums cardiovascular, antimicrobials, antifungals, anaesthetics and hormones. Over the years, BSV has put a lot of emphasis on its R&D operations, both in India and overseas. BSV has also undertaken significant R&D activities with focus on biopharmaceuticals, novel drug

cts.

The company invested around seven percent of its turnover in R&D, which is at par with international firm's R&D expenditure. The research activities of the company have been recognized by the Department of Scientific and Industrial Research, Government

BSV holds a significant market share in India for plasma derivatives. The product portfolio of the firm includes Tetglob (human tetanus hyper immune globulin, Vinobulin (anti-Rho immunoglobulin gamma IV), Bharglob (intravenous immune serum globulin), Histoglob (histamine plus normal

serum immunoglobulin), Rhoclone (anti Rho-D immunoglobulin injection), equine antitoxins/antisera ASVS-Asia (polyvalent snake antitoxin – Asia), ASVS-Africa, polyvalent snake antitoxin – Africa equirab, rabies immunoserum 1000 I U, AGGS, mixed gas gangrene antitoxin and thymogam anti-thymocyte globulin.

BSV is targeting the regulated markets for its products through technology licensing, in order to secure growth in the future. Since the company has quite a few potential products in its portfolio, it is now looking for alliances with partners for marketing and distribution of similar products. By following this model of business alliances and strategic partnerships, it can significantly reduce the time required to commercialize these products globally.

BSV is presently looking for partners who can complement its product development skills with the expertise and resources in getting the products registered in regulated markets.

In April 2010, Piramal Healthcare Limited, acquired BSV's injectible anaesthetic products business. The former signed a definitive agreement to acquire Bharat Serum's injectible anaesthetic products business including, Propofol, bupivacaine and atracurium besylate. The acquisition provides Piramal an immediate entry into the Propofol market, the world's largest selling injectible anaesthetic. As per IMS, the total market size of Propofol is approximately \$825 million. The market for the product excluding the European, US and Japanese region is approximately \$250 million. BSV also received funding from Malaysian investment firm, OrbiMed, which would help facilitate the next stage of growth.

Recently, BSV entered into a licensing agreement with a large European company for an anti-infective product. BSV is in exploratory discussions with pharmaceutical companies for collaboration in commercializing Docetaxel in markets throughout the world.