



LINOPINION PUBLIC RELATIONS

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### **Avesthagen targets Rs 1K cr**

**NEW DELHI:** Biotechnology firm Avesthagen said on Sunday it is aiming at a turnover of Rs 1,000 crore and plans to invest around Rs 700 crore, which is to be raised through an IPO in 2010, over the next five years. "From 2011 onwards when the company's biosimilars (generic version of patented biotech drugs) will hit the market, revenues are expected to shoot and by 2014 it should cross Rs 1,000 crore," Avesthagen CMD Viloo Morawala Patell said. The company has already invested over €40 million raised from private investors.

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### अगले पांच साल में अवेस्ताजेन को कारोबार

### 1,000 करोड़ रुपए पर पहुंचने की उम्मीद

नई दिल्ली: जैव प्रौद्योगिकी कंपनी अवेस्ताजेन को अगले पांच साल में 1,000 करोड़ रुपए के कारोबार की उम्मीद है और उसने करीब 700



करोड़ रुपए के निवेश की योजना बनाई है। इसके लिए वह अगले साल आईपीओ लाएगी। अवेस्ताजेन की प्रेसिडेंट एवं प्रबंध निदेशक विल मोरवाला पटेल ने कहा, '2011 से जब कंपनी के बायोसिमिलर्स (पेटेंट की हुई बायोटेक दवा की जेनेरिक किस्म) बाजार में आएंगी तो आय में बढ़ोतरी होगी और 2014 तक यह 1,000 करोड़ पर पहुंच जाएगा।' साल 2001 में परिचालन शुरू करने वाली बंगलुरु की यह

कंपनी निजी निवेशकों के जुटाए गए चार करोड़ यूरो का पहले ही निवेश कर चुकी है। उन्होंने कहा कि 1,000 करोड़ रुपए के कारोबार के लिये कंपनी अगले पांच साल में 700 करोड़ रुपए का निवेश करेगी।



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### **अवेस्ताजेन को 1,000 करोड़ के कारोबार की उम्मीद**

नई दिल्ली : जैव प्रौद्योगिकी कंपनी अवेस्ताजेन को अगले पांच साल में 1,000 करोड़ रुपये के कारोबार की उम्मीद है। कंपनी ने करीब 700 करोड़ रुपये के निवेश की योजना बनाई है। इसके लिए वह अगले साल आईपीओ लाएगी। अवेस्ताजेन की अध्यक्ष एवं प्रबंध निदेशक विलू मोरावाला पटेल ने बताया कि 2011 में जब कंपनी की पेटेंट की हुई बायोटेक दवा की जेनेरिक किस्म बाजार में आएगी तो उसकी आय में बढ़ोत्तरी होगी। साल 2001 में परिचालन शुरू करने वाली बेंगलूरु की यह कंपनी निजी निवेशकों से जुटाए गए चार करोड़ यूरो पहले ही निवेश कर चुकी है।

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# Avesthagen plans Rs 700 cr IPO

PRESS TRUST OF INDIA

New Delhi

BIOTECHNOLOGY firm Avesthagen on Sunday said it is aiming a turnover of Rs 1,000 crore and plans to invest around Rs 700 crore, which is to be raised through an IPO in 2010, over the next five years.

“From 2011 onwards when the company’s biosimilars (generic version of patented biotech drugs) will hit the market, revenues are expected to shoot and by

2014 it should cross Rs 1,000 crore,” Avesthagen chairman and managing director Villoo Morawala Patell said.

The Bangalore-based company, which started its operations in 2001, has already invested over 40 million euros raised from private investors. “We are targeting a turnover of Rs 100 crore in the current fiscal, which would primarily come from licensing deals and revenues are expected to cross Rs 250 crore in the



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next fiscal,” she said. Patell said in order to achieve the Rs 1,000-crore turnover it will invest Rs 700 crore over a period of five years.

Avesthagen would primarily use the money in developing and marketing 40 products, which are in different stages of development, she added.

Asked about the sourcing of the fund, Patell disclosed that the company would raise the money through IPO, scheduled for early next year.

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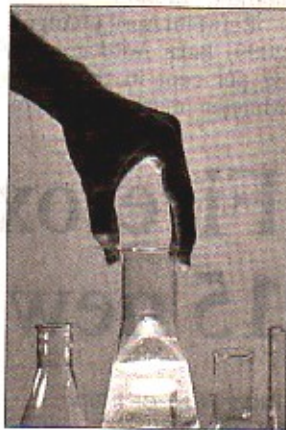
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## Avesthagen to rope in JV partner for its SBU

RAGHUVIR BADRINATH  
Bangalore 9 October

Avesthagen, the Bangalore-based life sciences firm, is understood to be finalising a joint venture at one its four strategic business units (SBU). The joint venture partner from abroad is expected to announce its plans to develop one of the product lines under an SBU.

Avesthagen has four strategic business units — biopharmaceuticals, bionutrition, bioagriculture and science, and innovation. It is hoping to touch a topline of Rs 100 crore by end of the fiscal.

Viloo Morawala Patell — founder, chairperson and man-

aging director, Avesthagen declined to comment on the move to go in for a joint venture partner.

Avesthagen is an integrated systems biology platform company that focuses on the convergence of food, pharma and population genetics leading to predictive, preventive, personalised healthcare. Avesthagen employs over 650 people and continues to build integrated, systems biology approach of capabilities, infrastructure and technology that allows for and facilitates 'cross talk' between numerous disciplines for solutions.

The business model of the company is to combine IP and product development for long term sustainable revenue gener-

ation and value addition, with R and D services, and collaborative research programmes for/with other parties to generate revenue streams and market focus.

The promoters hold 32 per cent while a clutch of external investors ranging from the Tata Group, Godrej, Danone, ICICI Venture, Cipla, funds from Fidelity, Groupe Limagrin and New York Life Management India Fund are investors in the company and many of its product lines. Avesthagen recently announced that it intends to revive its IPO plans next year. According to Avesthagen, the IPO proceeds will be used to commercialise 40 products which are in the various stages of their development.

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