

PUBLICATION : THE ECONOMIC TIMES (ET)

EDITION : NEW DELHI

DATE : 21ST MARCH 2009, PAGE NO. : 5

Avesthagen rejigs ops

Nina Mehta
MUMBAI

AVESTHAGEN, Bangalore-based R&D driven biotechnology company, has restructured its operations into four independent profit and loss (P&L) entities as it wants these units to take care of their own financial requirement. Some of its subsidiaries will be brought under these P&Ls.

The existing areas of the company's business namely bionutrition, bioagri and biopharma will be three P&Ls while the fourth one will be the diagnostics and drug discovery work which Avesthagen wants to get into.

Viloo Morawala Patell, chairperson and managing director of Avesthagen told ET: "We are seeing a lot of interest in various players wanting to fund specific projects so we have restructured each unit into a self-sufficient entity. Avesthagen will now just be the parent or umbrella company for all these P&Ls."

The move is aimed at the P&Ls raising their own finance and deliver the goods. "We are also cleaning up the organisation and hiring people," she said. It has 450 employees, down from its earlier number of 650. Ms Patell said some employees left on their own.

The bionutrition P&L will include marketing subsidiary Good Earth while bioagri P&L will comprise of the seeds company Atash and agri-related R&D. The drug discovery P&L

Inks R&D agreement with Chilean co Uxmal

Bangalore: Avesthagen on Friday said it has entered into a strategic alliance with a Chilean biotechnology company Uxmal. The alliance will promote research and development of bioactives for commercialisation and use in food, healthcare and cosmetics. Avesthagen also announced that it will setting up its office in Santiago, Chile. Avesthagen will use Latin American medicinal plants for its research.— **Our Bureau**

will focus on the Avesthagenome project and work on cancer stem cells. The company has already filed a patent for one of the markers in breast cancer and will shortly be publishing a paper in science journal 'Nature'. The biopharma P&L is working on developing biosimilars in collaboration with Indian generic major Cipla.

Avesthagen has four molecules in the biopharma segment which are in pre-clinical stage. These are in therapy areas of cancer, auto-immune and anaemia.

PUBLICATION : ECONOMIC TIMES (HINDI) (ET-H)
EDITION : NEW DELHI
DATE : 21ST MARCH 2009, PAGE NO. : 6

अवेस्थाजेन ने यूक्समैल के साथ की रणनीतिक साझेदारी

बंगलुरु: भारत की प्रमुख बायोटेक्नोलॉजी फर्म अवेस्थाजेन लिमिटेड ने चिली की बायोटेक फर्म यूक्समैल एसए के साथ रणनीतिक साझेदारी की है। इस साझेदारी से कंपनी को रिसर्च और बायोटेक से जुड़ी गतिविधियों को बढ़ाने में मदद मिलेगी। इसके अलावा अवेस्थाजेन ने सीडियागो के बिजनेस स्कूल ऑफ यूनिवर्सिटी के वेंचर लैब में अवेस्थाजेन लैटम की स्थापना की घोषणा कर अपने अंतरराष्ट्रीय विस्तार की ओर कदम बढ़ाया है। ये दोनों फर्म मिलकर लैटिन अमेरिकी इकाइयों के बायोइनफार्मेटिक प्लेटफार्म के लिए बायो गतिविधियों और टिश्यू कल्चर के क्षेत्र में काम करेंगी। इस समझौते के बारे में अवेस्थाजेन के सीएमडी विल्लू मौरवाला पटेल ने बताया, 'हम अपनी विशेषज्ञता का इस्तेमाल रिसर्च और विकास से जुड़ी गतिविधियों को आगे बढ़ाने में करेंगे। यह दोनों फर्मों के लिए फायदेमंद होगा।'

Avesthagen in global foray with Chilean JV

fe Bureau

Chennai, Mar 20

Avesthagen, which is engaged in systems biology with major focus on bioactives, biosimilars and biopharmaceuticals, has forayed into the global market organically by floating a joint venture with Chile-based bio technology company, Uxmal SA, to develop new molecules and tissue culture. Avesthagen has also lined up plans to sell bioactives in the Latin American market.

An agreement towards this was signed by both the companies in Chennai on Friday.

Addressing a press conference, Viloo Morawala Patell, founder, chairman and managing director, Avesthagen, said, "It's time for the company to generate revenues out of its major developments across all spectrums. We are eyeing companies across the globe to licence our developments and products so that they can be marketed in a big way. We are ready with at least 8 to 10 products – bioactives and biosimilars – which can be used in functional and healthy food items and pre-clinical trials."

Stepping stone

- ▶ Avesthagen has forayed into the Chilean market to develop new molecules and tissue culture
- ▶ It will offer technology and R&D expertise to its Chilean JV
- ▶ Avesthagen will also transfer at least four of its bioactives to the JV



As part of this exercise, the company has entered into a strategic alliance with Uxmal to float a joint venture company in Chile called Avesthagen Latam SpA. Avesthagen will initially hold 75% and the remaining 25% will be with Uxmal. Based on the developments and taking into consideration commercial aspects, shareholding will be equalised between the partners, Patell added.

As per the agreement, both the companies will work towards development of new bioactives and tissue culture on the bioinformatics platform based on Latin American medicinal plants.

"Avesthagen will offer technology and R&D expertise to the JV which will set up a lab to develop new bioactives and tissue culture based products," she said.

Avesthagen will also transfer at least four of its bioactives to the JV. The new company will market it in the Latin American market.

"The joint venture is tapping food companies to sell these bioactives which are used in functional foods and help in curing cardiovascular disease, bone loss, diabetes, weight management and blood sugar," said Parag Shah, chief executive officer of biotritition division.

PUBLICATION : **THE HINDU BUSINESS LINE (HBL)**
EDITION : **NEW DELHI**
DATE : **21ST MARCH 2009, PAGE NO. : 2**

Avesthagen floats joint venture with Chilean company

To develop bioactives for commercial applications

Our Bureau
Chennai, March 20

Avesthagen has set up Avesthagen Latam SpA in joint venture with a Chilean-based biotech company, Uxmal S.A, to promote research and development of bioactives for commercialisation.

The new company will be based at Santiago in Chile and Avesthagen will hold 75 per cent of the company.

Addressing a press conference, Dr Villoo Morawala Patell, Chairman and Managing Director, Avesthagen, said the joint venture would develop and commercialise functional foods based on bioactives developed by Avesthagen and from Latin American medici-

nal plants. The objective would be to develop bioactives and tissue culture of a specific plant species for commercial applications and production of bioactives globally, she said.

INVESTMENT

About \$6 million (around Rs 30 crore) investment is expected to be made in the joint venture in the next five to six years.

In the first year, about \$3.6 million (about Rs 17 crore) would be invested in infrastructure, of which 40 per cent will be funded by the Chilean Government and the rest will be shared by both the partners.

Mr Manuel Gidekel, Ma-

naging Director, Uxmal S.A, said with this alliance, the company expects to scale up research and development in agro-biotechnology, nutraceuticals, nutritional food and commercialise technology development in various markets.

Dr Patell said the company had faced difficulty in funding. The company had planned to tap the capital market in November 2008, which did not happen. Avesthagen needed about Rs 600 crore in November.

"We have arranged for the funding. It Early research is funded by the government; and R&D and operational expenses are met by bank funding," she said.

PUBLICATION : THE ASIAN AGE (AA)

EDITION : NEW DELHI

DATE : 21ST MARCH 2009, PAGE NO. : 16

Indian bio-tech co inks JV with Chilean firm

AGE CORRESPONDENT

CHENNAI

March 20: Bengaluru-based biotech firm Avesthagen on Friday announced a joint venture with the Chilean bio-tech company Uxmal to enter the South American markets.

The joint venture firm, Avesthagen Latam SpA will promote research and development of bioactives for commercialisation and use in functional foods, health-care and cosmetics for the Chilean and subsequently, other South American mar-

kets. Avesthagen and Uxmal will share a 75-25 per cent stake in the company.

"This joint venture will be the gateway for Avesthagen to tap the large emerging, Latin American markets. Our focus will be on developing our research and development capabilities and translating them into products with global appeal," said Dr Villoo Patell, chief managing director, Avesthagen.

The companies will be investing \$6 million in the joint venture over the next six years. "Initially, we will

be developing bioactives for commercial use in the local markets of Chile. We have already set up an R&D centre at Santiago. During the first year of operations, \$3.8 million will be invested, of which about 40 per cent will be obtained from the Chile government in the form of grants," Dr Patell added.

As a part of the joint venture, the two companies will be collaborating for bioactive and tissue culture for the development of bioinformatics platform-based on Latin American medicinal plants.