

Biotech Industry – Global Outlook and India’s Role in the Biotech World
Remarks prepared for Honorable James C. Greenwood
President & CEO, BIO
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Thank you. I am pleased to be here today representing the Biotechnology Industry Organization.

Thank you to Dr. Chandru and the executive council of ABLE for your kind invitation.

We are proud that ABLE is a member of BIO and that so many ABLE members have attended the BIO International Convention, BIO Investor Forum, and our other meetings.

ABLE does an outstanding job of representing the Indian biotechnology sector. BIO is very committed to strengthening our ties with ABLE and to helping you make India’s industry stronger.

BIO and ABLE share a common mission of helping the biotechnology sector thrive and bring the benefits of biotechnology innovation to as many people as possible.

Our companies are hard at work on solutions to some of the world’s most critical challenges. The vision of the biotechnology industry is very simple: we want to heal, fuel, and feed the world.

Every year 40 million people worldwide die prematurely from chronic and infectious diseases including cancer, cardiovascular disease, stroke, diabetes, Alzheimer’s, and other deadly conditions.

This includes millions in the developing world who succumb to HIV, tuberculosis, malaria and other neglected diseases.

Our entire planet confronts major environmental challenges, including the pressing need to respond to global climate change by reducing our emissions of greenhouse gases from the burning of fossil fuels.

We also have the urgent responsibility to feed a world in which 850 million people go to bed hungry every day -- while knowing that by 2050, the world’s farmers must double food production to feed a projected global population of more than 9 billion people.

How do we save this sick, hungry and polluted planet?

We save it by the work that you do every day.

We do it by increasing our understanding of disease at the cellular, genetic, and molecular level, so that we can predict, prevent and pre-empt deadly illnesses that attack our loved ones without mercy.

We do it by developing enzymes that can break down wood chips and plant stalks into sugars we can use to make cleaner, greener industrial processes and a new generation of advanced biofuels.

And we do it by harnessing plant and animal genetics to develop higher yielding crops and food animals that help farmers become more productive and promote sustainable agriculture.

We truly envision a world free of disease, free of hunger, and free of pollution. And so every day the men and women of our companies leave their homes in the morning and go to work to turn that vision into reality.

More and more of that visionary work is happening here in India. In a relatively short time, India has emerged as a major presence in the global biotech industry.

The more than 350 companies of India's \$2.5 billion industry grew the sector at an average 30 percent annually for five consecutive years -- and even grew 18 percent last year against the background of the global financial crisis. That's an impressive performance by any standard.

Several areas of strength help drive that growth.

India is a key link in the global supply chain for the world's major biopharmaceutical firms.

India has become the world's largest maker of vaccines.

In bio-agriculture, India recently surpassed China as the largest producer of bt-cotton.

And India has huge opportunities in the bio-fuels and bio-industrial sectors.

These and other areas of growth have brought more and more U.S. and other Western companies and investors to India's door. Many BIO member companies are actively seeking new or expanded partnerships with Indian firms.

At the same time, Indian firms are expanding their own scope and reach abroad. Cross-border deals involving Indian firms are very much a two-way street -- with more than 30 alliances in each of the past three years, and at least 17 so far this year.

These include a Biocon-Mylan worldwide biosimilars deal and a Biocon joint venture with Amylin to produce diabetes treatments; Lupin acquiring rights for the high cholesterol treatment Antara from U.S.-based Oscient Pharmaceuticals; and Jubilant and Astra-Zeneca teaming up to develop neurology therapies, among others.

We saw this mutual interest reflected in BIO's 2009 Business Forum, with participation by more than a dozen Indian firms, including Advinus, Avesthagen, Dr. Reddy's, Orchid, Strand Life Sciences, and Syngene.

Together, these firms scheduled more than 300 meetings at the forum with more than 100 international companies.

We expect the size and number of Indian alliances will continue to grow.

Up to \$25 billion worth of innovator biologics will lose patent protection by 2016. In response, many companies are looking to diversify into generics and biosimilars. They are looking to India for partners, given the industry's well-developed leadership in those segments.

Companies also want to enhance their vaccine portfolios. Again, they are coming to India. The Sanofi-Aventis deal to acquire Shantha is the most dramatic example.

Outside firms are also coming to access India's manufacturing and clinical capabilities and its rapidly growing domestic market -- while Indian firms look at U.S. licensing opportunities and the potential opening of the U.S. biosimilars market.

Another important driver of cross-border alliances is the strategic decision by many Indian firms to move up the value chain to produce their own innovator products.

In the health sector, Indian firms are developing novel biotech treatments for cancer, diabetes, and other conditions.

In agri-bio, India may soon see approval the first bt-vegetable crop, the pest-resistant Bt-brinjal. This will create new opportunities for India's farmers and mark a major global milestone for safe and nutritious biotech crops.

India is also innovating in bio-energy, with experiments using advanced biofuels to power trains and buses and with plans to meet more of India's energy needs with bio-diesel derived from the jatophra bush.

I have to agree with Biocon India Chairperson Dr. Kiran Mazumdar-Shaw, who has stated that moving India toward an "innovative" culture is a priority for Indian biotech's continued growth.

I also share her confidence that India is moving in the right direction and that the Indian biotech sector's prospects have never looked brighter.

As is true in many areas, India has followed its own path in developing its biotech sector. Each of our countries has unique conditions of culture and economy.

But regardless of the country or region -- whether in the U.S. or Europe, the Asian-Pacific, or here in India -- certain elements core elements appear to be necessary to sustain an innovation-rich economy.

They include, funding for basic research and early stage development; a flexible technology transfer mechanism; a science based, transparent regulatory system; and strong intellectual property protections.

India's recently approved National Biotechnology Development Strategy (NDBS) incorporates all of these ingredients and includes a strong focus on another key requirement, science education and worker training.

The NDBS effort to increase R&D funding and create regional centers of excellence, incubators and biotech hubs is excellent.

NBDS also has a strong recognition of the importance of technology transfer and IP, building on the door opened by the milestone Patent Act of 2005.

The government has wisely recognized that intellectual property protection is critical for India's biotechnology industry to reach its full potential.

If India continues to strengthen protection of intellectual property, increase flexibility in technology transfer from the public sector, and gives attention to the recommendations of the revised Mashelkar report, these steps will accelerate the growth of India's biotech sector.

In the United States, it is also challenging to maintain an environment that supports innovation.

Many of you are interested in what is happening with health care reform in the U.S. and with the status of a pathway for biosimilars in the United States. BIO is closely engaged in both of these debates.

Reforming America's health care system is a top domestic priority for President Obama. Leaders in the U.S. Congress hope to pass health care reform bill by the end of the year, but there are still many outstanding issues to be decided.

Changes in the U.S. policy environment will create both challenges and opportunities for the biotech industry, including here In India.

With these developments in mind, BIO members are eager to increase their engagement with India's industry.

BIO wants to be a resource to help India's biotech community build these relationships.

Earlier I mentioned our Business Forum. One thing BIO does very well is producing high-quality partnering events that bring together companies and investors in a focused and efficient way.

I know some of you have participated in these events, but traveling to the U.S., Europe, or Japan may not be convenient for many companies. So BIO is coming to you.

We are proud to be joining with ABLE to hold our newest global partnering event in India next year. The BIO India Partnering Conference will be held in Hyderabad on September 21-22, 2010.

During the conference, we will facilitate one-on-one meetings between Indian companies and potential partners, along with networking and informational sessions. We are excited to collaborate with ABLE to provide this opportunity for the industry.

I also invite each of you to attend the 2010 BIO International Convention in Chicago, May 3rd to May 6th.

The BIO International Convention is the largest annual gathering for our industry, with more than 15,000 biotech leaders from dozens of countries expected to attend.

The convention will include our full Business Forum and more than 300,000 square feet of exhibits and pavilions by companies, countries, and regions.

For the last three years, India has had one of the largest delegations at the convention. India has had a major pavilion since 2006.

We were honored to receive Dr. Bhan of the Department Of Biotechnology and Dr. Singh, the Drugs Controller General, at the 2009 meeting in Atlanta.

In 2010, we will welcome another outstanding delegation from India. I look forward to seeing you there.

In years to come, Indian biotechnology will add to your country's prosperity, create new career opportunities for India's young people, and improve the quality of life for all Indians.

BIO and its members look forward to a lasting partnership with our Indian colleagues, as we work together to heal, fuel and feed this world we all share.