

March 25, 2003

Drug discovery boutique set up

Three Indian Pharmaceuticals companies, the Chennai-based Shasun Chemicals and Drugs Ltd, the Hyderabad-based Suven Pharmaceuticals Ltd and the Mumbai-based Innovasynth Technologies Ltd have joined hands in a strategic partnership to provide drug discovery to distribution services to pharmaceuticals companies. US-based \$100 million Austin Chemical Inc will act as a logistics and marketing arm of this alliance.

Business for this alliance could originate at any level and the partners propose to present a single face to global pharmaceutical majors, as a one-stop solution provider that can handle close to 95 percent of the entire discovery to distribution process.

Venkat Jasti, managing director, Suven Pharma said, "It is a first-of-its-kind alliance in the Indian Pharmaceuticals Industry."

Don Butler, chief scientific officer, Austin Chemical, would work with the chemists in the alliance to develop innovative chemistry and processes. The Chicago-based Austin Chemical already has separate collaborative arrangements with Shasun Chemicals and Innovasynth Technologies.

Shasun Chemicals specialises in bulk drugs and formulations. Suven Pharma addresses the pre-clinic and clinical testing end of the business. It has been focusing on contract research and manufacturing services and has lined up a Rs. 40 crore new investment to build world-class manufacturing and research facilities. Innovasynth coems with its domain strength in contract R & D and manufacturing. Innovasynth, the former chemical division of India Organic Chemicals Ltd, has earned a reputation of being a supplier of various protected Nucleosides. The Rs. 35-crore company has a presence in the field of pharmaceuticals, perfumes, agrochemicals and fine speciality chemicals. The alliance is in the processes of developing systems that would help integrate personnel, capacities and capabilities to offer a wide range of products and services, FTE's (Full Time Equivalents) in the discovery and early stage development of new chemical entities for clinical studies, and to conduct pre-clinical and clinical trials leading to the manufacture, supply and distribution of drugs. The alliance would comprise 200 scientists and a 1,000-member support team. The alliance will always focus on technology-based small pharmaceuticals and bio-pharma firms in Europe and the US to help the accelerate their drug development efforts through cost effective services. (Business Standard)

3 Indian pharmas form alliance

Three Indian Pharmaceutical companies, Shasun Chemicals and Drugs Ltd, Suven Pharmaceuticals Ltd, and Innovasynth Technologies Ltd, have joined together to form an alliance to service the needs of global life science companies in collaboration with the US based Austin Chemical Company. Top executives of the companies told reporters on Monday that the alliance would primarily focus on offering drug development services ranging from discovery to distribution to pharma majors across the world. (The Times of India)

Desi pharma trio ally for new patent regime

WITH India becoming a signatory to WTO and the new patent regime slated to become a reality by 2005, at least three Indian pharma companies have come together and have roped in the \$ 100 million marketing company - Austin Chemical Company - to promote their services in drug development.

The three Indian companies in the alliance include :Shasun Chemicals, Suven Pharmaceuticals, and Innovasynth Technologies. "We would focus on leveraging individual core competency skills and share resources to provide the global life science industry a comprehensive platform of services," Mr Venkat Jasti, managing director of Suven Pharmaceuticals, said.

The alliance promises to focus on offering drug development services from discovery through distribution. "Shasun strenght lies in API's, our expertise lies in drug discovery till Intermediary stage; and Innovasynth's has skills in speciality chemicals," he said.

The members of alliances are in the process of developing systems that would help integrate personnel, capacities , and capabilities to offer a wide range of products and services which include: development of new NCS's for clinical trials, and ultimately offer commercial product manufacture, supply, and distribution.

" The alliance would help rationalise capital investment, share resources among members without breach of intellectual property and retain individual indentity," he said. (The Economic Times)

Life sciences alliance formed — 3 pharma cos tie up with US firm

THREE Indian pharmaceutical companies - Shasun Chemicals and Drugs Ltd, Innovasynth Technologies (India) Ltd and Suven Pharmaceuticals Ltd - have joined with Austin Chemical Company of the US to form what they call the `Life Sciences Alliance' that will service the needs of global life sciences companies right from drug development to distribution.

The alliance, according to the members, is expected to help the members jointly offer their services whenever a global pharmaceutical company scouts around to outsource some of its activities. For instance, if a global company approaches any of the alliance member and wants it to do some work in which the latter does not have the required expertise, the alliance member could always refer it to another member who has this capability. At the same time, the members will retain their individual identities. Such alliances are common in the West, according to the members.

According to alliance members, the alliance has been formed to take advantage of the impending compliance to intellectual property regime by 2005, when outsourcing of drug development activities is expected to increase.

Announcing the formation of the alliance, the members told a news conference here today that the individual companies would work towards leveraging their core competencies and sharing resources to provide the life science industry a comprehensive platform of services.

Mr Venkat Jasti, Managing Director, Suven Pharmaceuticals, said that instead of the individual companies expanding indiscriminately, they would network their capabilities with Austin Chemical Company representing the alliance in the US and scouting for business opportunities.

Mr Sri Mosur, Vice-President, Global Strategic Business Development, Austin Chemical Company, said that the alliance would offer advantages like cost effective services, dedicated capacities, diverse capabilities, and comprehensive global regulatory support. The alliance would leverage on core competencies, optimise capital, and would support drug development services in a collaborative mode.

A statement issued on the occasion said that the members of the alliance were in the process of developing systems that would help integrate personnel, capacities and capabilities to offer a wide range of products and services including discovery support services, conduct pre-clinical and clinical trials in India, offer late stage product development, all of which would be supported by global regulatory compliance.

The alliance would work to develop uniform quality systems, technical and project management teams to facilitate comprehensive services.

To a question, the alliance members said there was a possibility of more members being roped in.

The Chennai-based Shasun Chemicals specialises in active pharmaceutical ingredients and their intermediates, the Hyderabad-based Suven Pharmaceuticals in contract research and manufacturing, and the Mumbai-based Innovasynth Technologies on custom synthesis and contract process R&D. (The Business Line)

3 cos. forge alliance with U.S. firm

Three pharmaceutical companies have come together to forge a grand alliance with a U.S. firm to form an enlarged platform to serve the needs of global life science outfits in a cost-effective and non-compete way.

The three Indian firms that have come together to form the 'Life Sciences Alliance' with Austin Chemical Company of the U.S. are: Shashun Chemicals and Drugs, Suven Pharmaceuticals and Innovasynth Technologies (India).

The alliance will encompass research, development and manufacturing activities. It will focus on providing the entire spectrum of drug development services — from discovery to distribution and the like.

The alliance comes even as the Indian pharmaceutical industry is gearing to confront the new intellectual property regime that will come into force by 2005.

Though these companies have come on a common canvas, the key to the success of this alliance is their individual core competence and how best they are able to leverage it by co-sharing and optimally using their resources.

Austin is expected to play the role of a facilitator in integrating their services under a common platform.

The alliance was announced at a hurriedly convened press conference here today and attended by top brass of the three Indian firms and Don Butler, Chief Scientific Officer of Austin.

The alliance is projected as the first sure step towards integrating services that will establish speed, quality and value and recognition of the networking capabilities of the Indian companies.

The member firms are now developing systems that would help integrate personnel, capacities and capabilities. The objective is to offer a host of services and products, fully supported by global regulatory compliance.

The alliance will enable the local companies to take advantage of the 'outsourcing' opportunities the global life science outfits see in India. This sort of alliance, they argue, will also avoid unnecessary investment and competition by laying much story by the complementary role.

The alliance could be enlarged to include more if warranted. (The Hindu)

3 drug firms join hands

Three Indian pharmaceutical companies - Shasun Chemicals and Drugs, Suven Pharamceuticals, and Innovasynth Technologies - have joined together to form an alliance to service the needs of global life science companies in collaboration with the US-based Austin Chemical Company.

Announcing this here on Monday, top executives of the companies told reporters that the alliance would focus on offering drug development services ranging from discovery to distribution to global pharma majors.

"The members would work towards leveraging on individual core competence and share resources to provide the global life science industry a comprehensive platform of service," Sri Mosur, vice-president, (global strategic business development), Austin Chemical Company, said.

The range of services planned to be offered to global pharmaceutical companies by the alliance included research support, manufacturing base, clinical and toxicological studies, co-marketing, global distribution and technical licensing.

In the long run, the alliance would consider acquisition of foreign drug brands, they said, adding the alliance is a first step towards preparing for an era of intellectual property compliance post 2005. (The Deccan Chronicle)