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### What are some key milestones that demonstrate your company's adaptability in recent years?

- Achieving the INR 1000cr mark with PBT of about 40% consistently for the past two years is a significant achievement for IIL.
- Capacity enhancement of facilities e.g., Anti-rabies filling capacity augmentation, new viral antigen facility development, automation of filling lines etc.,
- Manufacturing of India's first indigenously produced Hepatitis-A vaccine
- Standardization of eCommerce business, building digital assets etc., are the major growth enabling milestones.

### How has your company fostered innovation to expand its reach and drive growth, and what role has globalization played in this evolution?

Purposed only for Foot & Mouth Disease Vaccine, today's IIL is a ONE

HEALTH vaccine company catering to both animals and humans. We have capabilities to manufacture a variety of vaccines. Besides being the largest manufacturers of FMD and Anti-rabies vaccines, we are the only manufacturers of vaccines against Theileriosis and canine vaccines in India. We also focus on vaccines for neglected diseases e.g., Porcine Cysticercosis, Kyasanor Forest Disease etc., IIL's response during pandemics and epidemic outbreaks has always been very quick. Case examples are the augmentation of COVAXIN drug substance manufacturing (for COVID19) and repurposing of Goat Pox vaccine for Lumpy Skin Disease.

Our uniquely designed virtual marketing officers have facilitated "NO CONTACT" promotion of our products during COVID19 pandemic. Today, our eMOz (e-Marketing Officers) are ready to scale up and pose a challenge for the Marketing Executives in terms of their selling capabilities.

**Role of Globalization:** Globalization has facilitated the cross-border exchange of science and technology. IIL has several national and international collaborations with scientific institutions and knowledge centers. Our coworking with Griffith University, Australia, for COVID vaccines, development of vaccines for Measles-Rubella with the support of Polyvac, Vietnam, indigenous

manufacturing of Hepatitis-A vaccine etc., are the lead examples for the impact of globalization on vaccine development.

### What are your company's key strategic priorities for driving sustainable growth for your customers and stakeholders?

IIL focuses on embracing the research, development and manufacturing technologies for development of vaccines for more species. We are currently working towards launch of Infectious Bovine Rhinotracheitis vaccine in the next 2 months. Fish vaccines are expected to be launched within a span of 12-18 months. We are working on Mastitis vaccine, yet another disease of substantial economic importance for our country. Poultry vaccines and feline vaccine segments are on our agenda. ■