

Hester Biosciences Limited

A dedicated Animal Health Company since 1997

Better health for human beings through healthier animals

Revenue

1 April 2015 - 31 March 2016 Revenue INR Mn

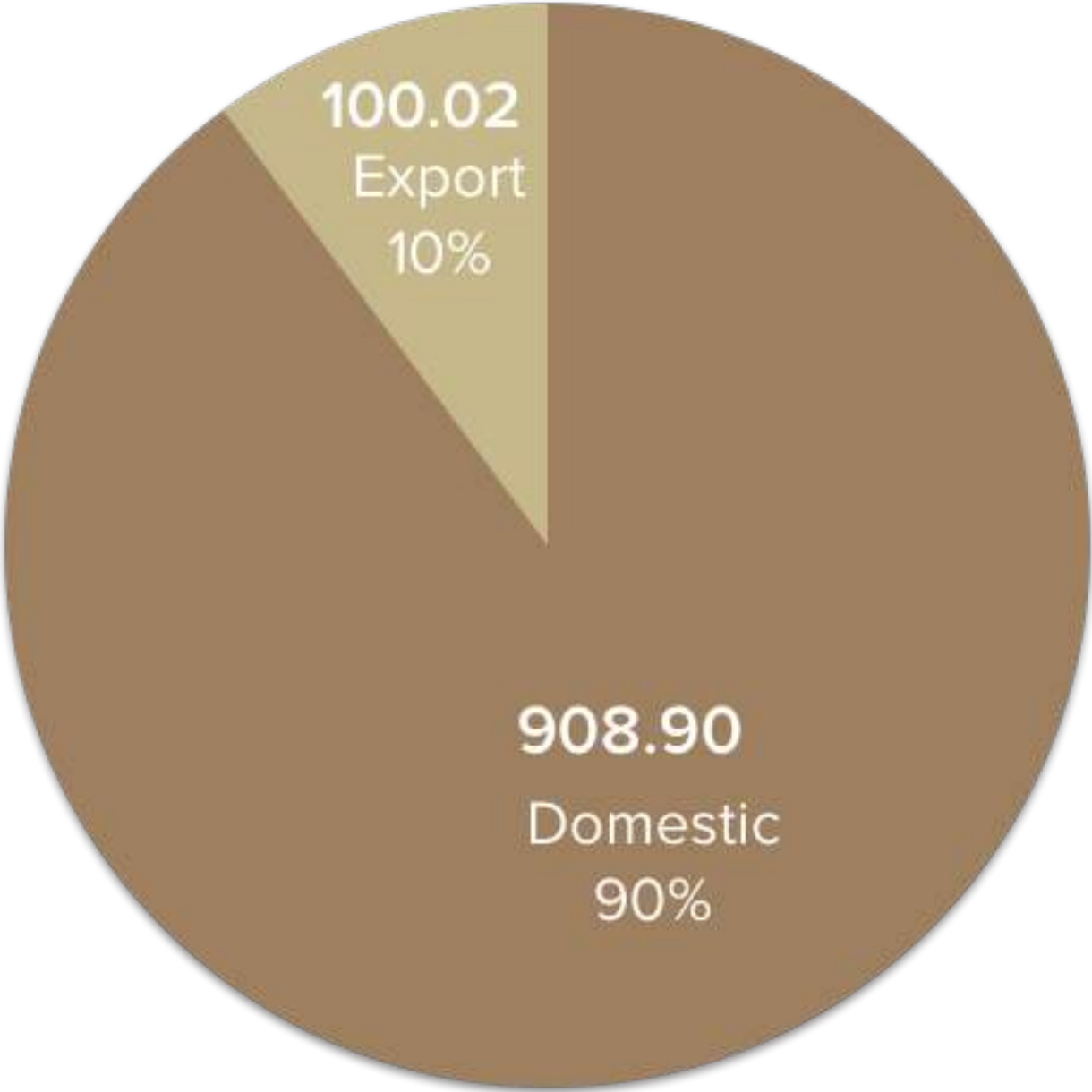
Poultry

Vaccines	881.27	87%
Health Products	33.71	3%

Large Animal

Vaccines	21.29	2%
Health Products	72.65	8%

Total	1008.92	100%
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Large Animal - Buffalo, Sheep, Goat, Cattle, Swine

Vaccines - Live and Inactivated

Poultry

Newcastle

Infectious Bronchitis

Infectious Bursal

Reo

Fowl Pox

Marek's

Coryza

Fowl Cholera

EDS

MG

IBH

Fowl Typhoid (Salmonella)

LAH

PPR

Goat Pox

Brucella Abortus (September 2016)

Classical Swine Fever (November 2016)

Haemorrhagic Septicaemia (November 2016)

Black Quarter (November 2016)

Theileria Annulata (?)



Health Products

Poultry

Drugs

- Anti Infective

Feed Supplement

- Growth Tonic
- Toxin Binder
- Water Sanitiser
- Herbal Supplement

Disinfectants

- Farms and Equipment
- Water Sanitiser

LAH

Drugs

- Anti Infective
- Anti Parasite
- NSAIDs
- Anthelmintic

Feed Supplement

- Growth Tonic
- Mineral Mixture
- Fertility Supplement
- Bypass Fat

Disinfectants

- Udder Management
- Farms and Equipment



Certifications

- WHO GMP
- Good Laboratory Practices (GLP)
- ISO 9001:2008
- ISO 14001:2004
- OHSAS 18001:2007
- Government (DSIR) approved R&D Unit



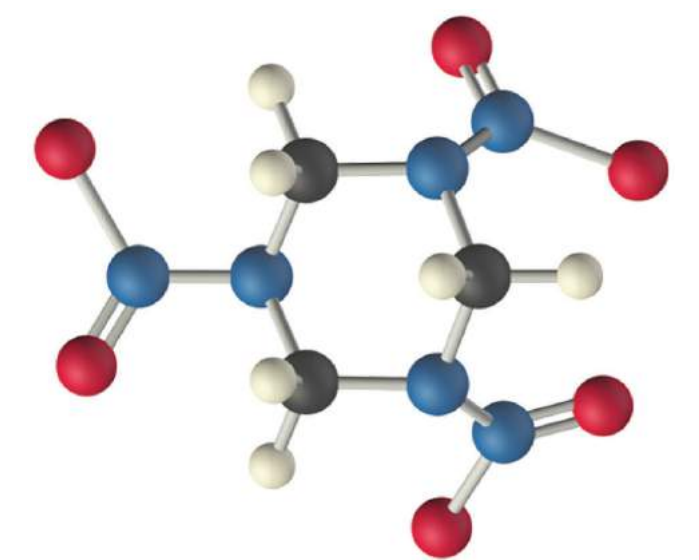
R&D Projects

Commercialised Projects

- Adaptation of acquired technologies
- Infectious Bursal Disease vaccine
- Thermo stable Newcastle Disease vaccine
- Freeze dried probiotic for poultry

On Going Projects

- **Monitoring of animal diseases - Geographical surveillance**
Isolation → Identification → Characterisation
- **New generation recombinant vaccines**
- **Animal Disease Diagnostic Kits**
- **PPR Vaccine**
Intranasal delivery
Thermostable vaccine
- **Development of Bio molecules**



Team Profile

Qualification	Number
Ph.D	6
M. V. Sc.	3
B. V. Sc.	1
M. Sc.	34
B. Sc.	43
MBA	22
Pharmacist	6
Engineer	5
Chartered Accountant	2

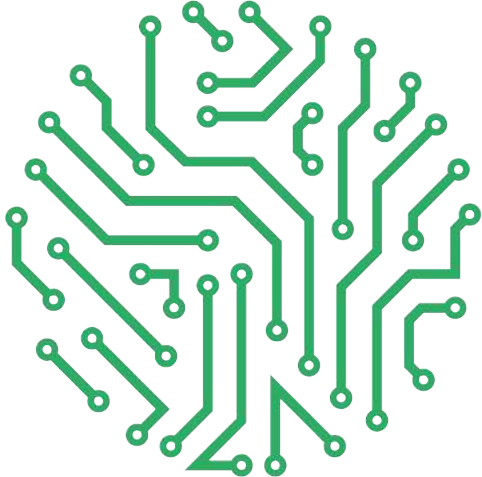
263

employees across functions



Strengths

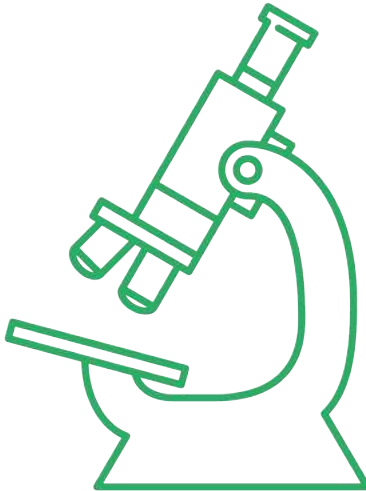
Access to changing technologies



World class infrastructure



Strong in-house R&D capabilities



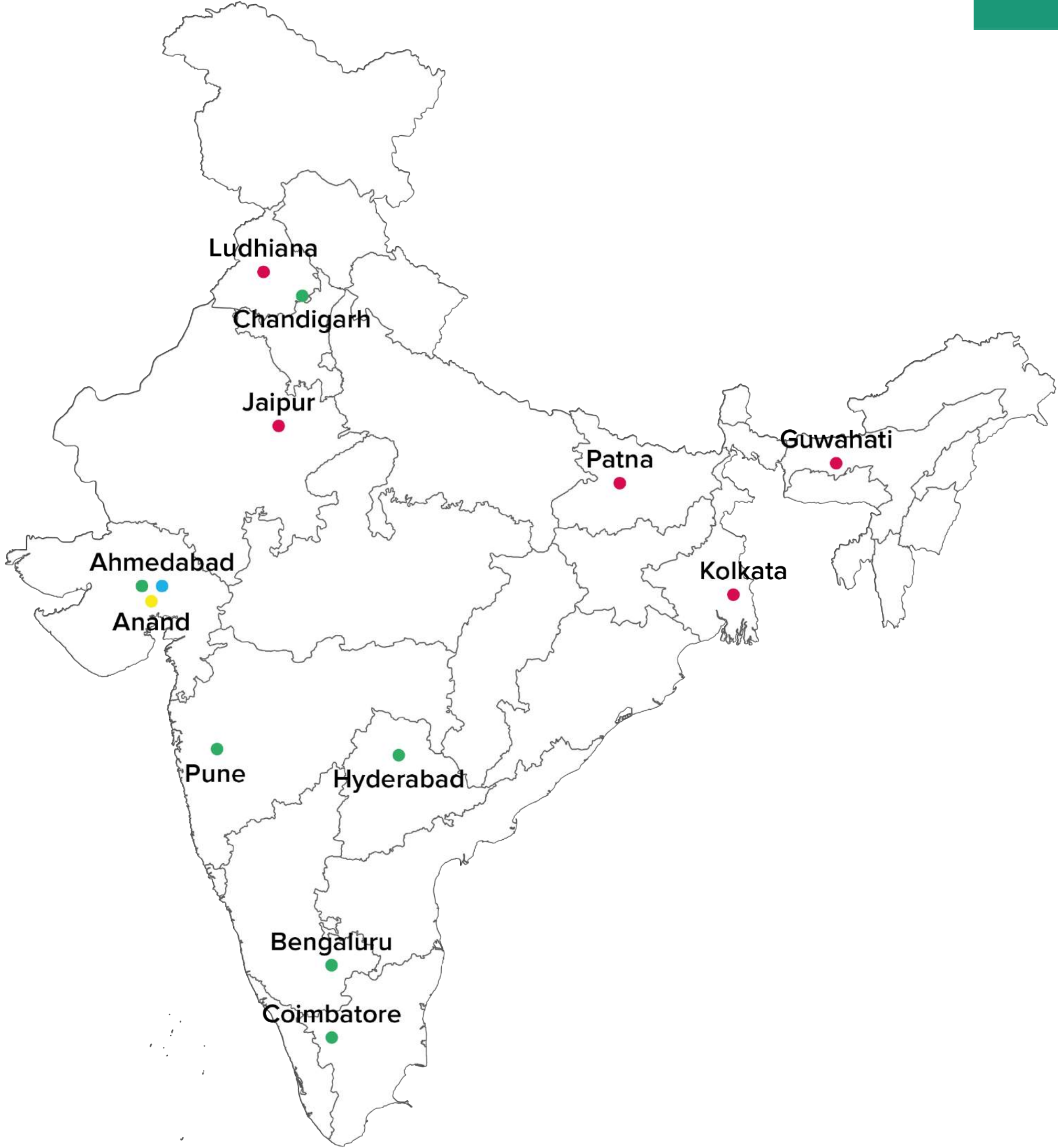
Low attrition rate



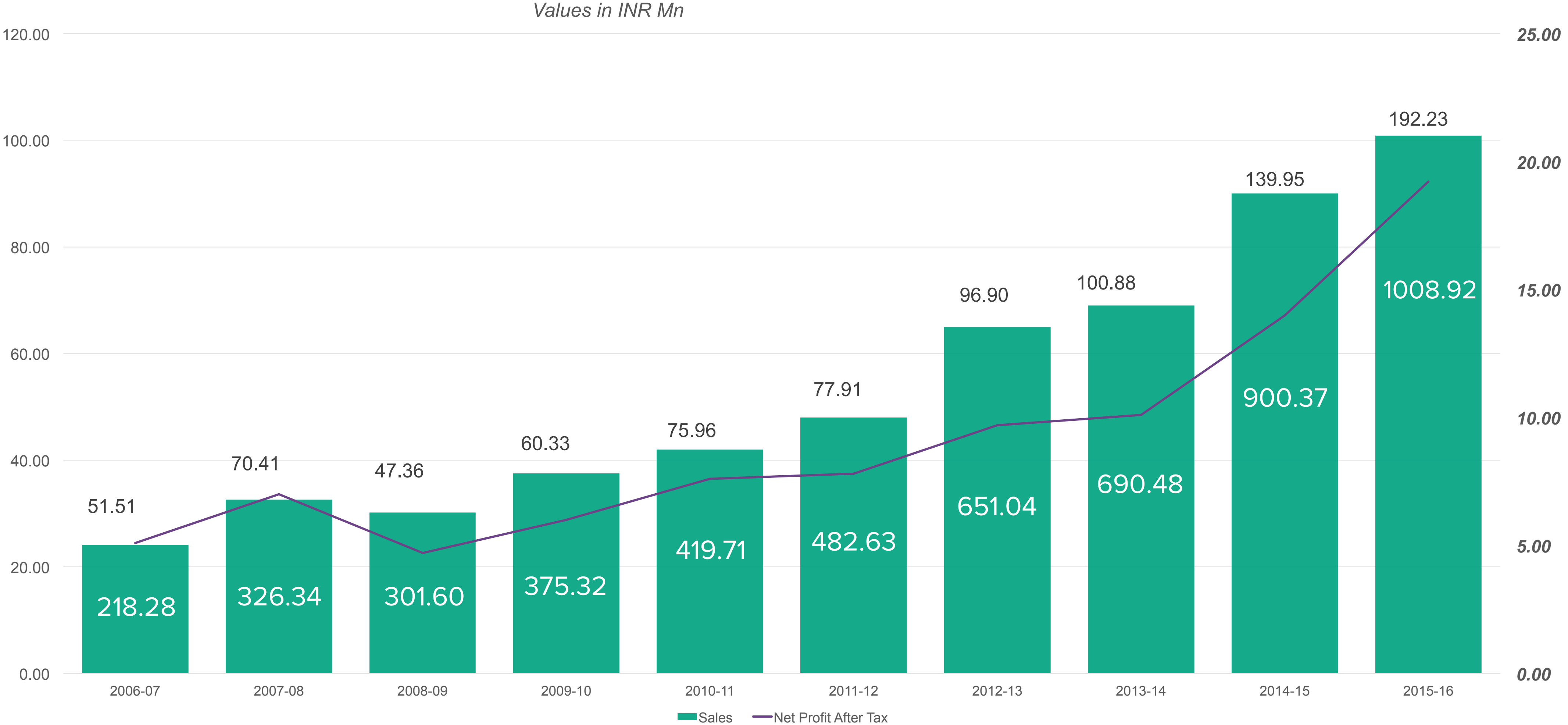
India Infrastructure

Land Area	92,800 m ²
Production	10,500 m ²
QC	2,600 m ²
R&D Unit	2,700 m ²
Animal Testing	2,000 m ²
Ongoing Construction	4,500 m ²

	Type of Infrastructure	Number
●	C&F Agent	5
●	Manufacturing Unit	1
●	Diagnostics Lab	1
●	Hester Stock Point	6



Financial Performance



Global Presence – Current & Future



Way Ahead for Hester

Striving to become a Global Animal Health Company:

- Developing new generation vaccines through in house R&D
- Increasing product range and geographical territory
- Engaging into Joint Ventures in emerging markets

Initiatives in the pipeline:

- Creation of an International marketing & distribution network
- Capacity Expansion

Long Term Plans:

- Vaccines manufacturing project in Africa



Nepal Project



Objectives

- Complement the INDIAN range of Animal Vaccines
- Address the AFRICAN demand
- Make NEPAL self sufficient in Animal Vaccines
- Work with the government for control of animal diseases

Accreditation

BILL & MELINDA
GATES *foundation*

PO Box 23350
Seattle, WA 98102, USA
V 206.709.3100
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www.gatesfoundation.org

HESTER

18th October 2015

Mr. Rajiv Gandhi,
CEO and Managing Director,
Hester Biosciences Limited,
1st Floor, Pushpak Complex,
Panchavati Circle,
Motilal Hirabhai Road,
Ahmedabad,
Gujarat 380006,
India

Dear Rajiv;

On behalf of the Bill and Melinda Gates Foundation, I am writing to thank you and colleagues at Hester Biosciences for the great work you are doing to improve livestock health globally and lift people's lives, particularly in the developing world.

I am delighted I had the opportunity to visit your facilities in Ahmedabad earlier this year where I was truly impressed by the company's achievements under your leadership. It is no surprise that Hester is successful and is growing given the talent, commitment and passion of your leadership team combined with the superior performance and loyalty you are able to command from your employees. I am thankful to have had the privilege to meet your team and see the high quality facilities and operations firsthand. I am also grateful for your wonderful hospitality during my visit which I thoroughly enjoyed.

On a personal note, I am humbled at the opportunity to know you, understand your vision and witness your leadership. I am truly excited about Hester's ambition to transform livestock health, particularly in the hitherto difficult segments of the market in Asia and Africa. I would like to acknowledge GALVmed for identifying Hester and we appreciate the opportunity to partner with Hester directly and through GALVmed.

Once again, thank you for your amazing hospitality during my visit to your offices in Ahmedabad. I wish you and Hester Biosciences every success in your endeavors and look forward to collaborating in your efforts in Asia and Africa.

With very best wishes,



Samuel J. Thevasagayam BVMSc(Hons), PhD, MBA, CBiol, FRSB.
Deputy Director, Agriculture Development (Livestock)

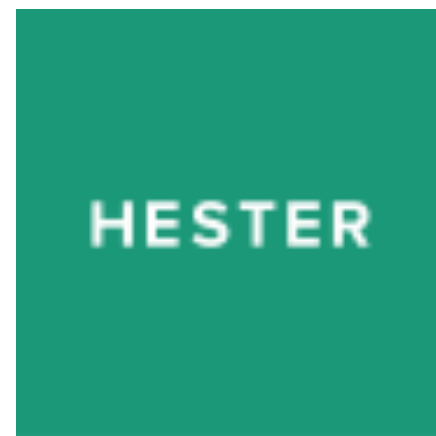












Hester Biosciences Limited

A Proven Past & A Promising Future