

## Press Release

### RELIANCE CLINICAL RESEARCH SERVICES EXPANDS TO USA

Mumbai, India, April 26, 2007

Reliance Life Sciences, part of Reliance Group, India's largest private sector enterprise, today announced the incorporation of a US entity in Delaware, USA. Reliance Clinical Research Services Pvt. Ltd. (RCRS) is a subsidiary of Reliance Life Sciences. The global leadership team for clinical research and molecular diagnostics services is headquartered in Newtown, Pennsylvania, with the mission of developing opportunities for efficient development of drug candidates.

Founded four years ago, RCRS is a full-service development organization offering preclinical to phase 4 services to a global client base across the pharmaceutical, biopharmaceutical and medical devices world. RCRS expects to grow this entity substantially over the next few years, with acquisitions in new regions, new services and improved scientific and technology platforms.

Providing a perspective on this development, Mukesh Ambani, Chairman of the Reliance Group said, "Expansion of clinical research services into USA is an important step in creating a global footprint for the life sciences initiative of Reliance. It also provides Reliance Life Sciences a platform to make a mark in the global effort to develop drug candidates in an efficient manner."

According to K.V. Subramaniam, President and Chief Executive Officer of Reliance Life Sciences, the parent company of RCRS, said, "Most of our contracts today are coming from the U.S., Europe and Japan. We have conducted over 120 trials to date, ranging from Phase 1 studies, Phase 2 to 4 studies and bioavailability and bioequivalence studies. Almost all clients are coming back to do follow up work in later stage trials. As far as therapeutic areas are concerned, we have done more oncology, neurology and vaccine studies than any other area, but we are increasingly winning contracts for studies in cardiology.

Unparalleled access to treatment naïve patient populations, qualified staff, and cost-effective trial structures provide a unique selling proposition for RCRS. This combination of advantages is now



attracting projects from all over the world, as well as repeat business. The disease populations that can be accessed in India are quite similar to those in Europe and in North America, with one major difference. Since the CRO business in India has only recently begin to grow, the competition for patients is not a potential stumbling block. Hence the speed at which patients can be enrolled in clinical trials is a strong asset. “One in four potential customers now contract with Reliance, in line with industry 'win' rates, and that within 30 - 45 days contract awards are finalized,” said K.V. Subramaniam.

James Utterback, Newtown, PA based President and CEO of RCRS, described India as a developing country with a medical infrastructure that is robust and fully Westernized, where English is universally spoken and where physician training requirements are equally as rigorous as those in the U.S. or Europe. He indicated that cost arbitrage, the ability to find trained staff at a positive cost advantage compared to other CROs, also a key competitive difference, is filling the pipeline of potential trial contracts.

“When we talk to potential trial sponsors, the first questions they have are about risk. They ask how they will know if our trials will pass muster; will go well; and how they can depend on staff a world away from theirs. Our response is this: There's no difference doing a clinical trial here than in any other part of the world, and we've invested in quality assurance, from training and certifying staff to SOPs to make sure that no standards are compromised,” Utterback said.

“Our customers are typically those that want more 'horsepower' for their trial, either in terms of more patients or enrolling faster than planned. If they are new to RCRS, we urge them to audit us prior to engaging us. Other than the 'first-in-man' studies with new chemical entities that the Indian government restricts us from doing, we have the capabilities and in fact, are completing studies that range from bioequivalence and bioavailability work through to post-marketing Phase 4 trials.

“Frequently, our work with a client begins in the earlier stages of clinical development, but it's not infrequent to have a client come to us to do local registration studies for India as well as add patient populations for large global registrations. In fact, looking at our book of business today, I'd say there really is no difference between the kind of work we get from local, India-based companies and from those based in the U.S., Europe, Israel or Japan,” Subramaniam commented.

RCRS says ongoing trials are being conducted for potential oncology, metabolic disease and lipid lowering indications, among others, with no real constraints in any single therapeutic area.



## **About Reliance Life Sciences**

Reliance Life Sciences was incorporated in January 2001 as part of a continuing effort by the Reliance Group to diversify beyond its global leadership in the materials and energy value chain and more importantly, to invest in India's businesses of the future. RLS is focused on biotechnology solutions that are cost-effective and sustainable and that contribute to improving standards of living.

Reliance Life Sciences is developing one of the most diversified and integrated research-led, biotechnology-based life sciences initiatives in the world. Since its founding in 2001, Reliance Life Sciences has focused on developing business opportunities in biopharmaceuticals, pharmaceuticals, regenerative medicine, molecular diagnostics, clinical research services, biofuels, biopolymers, biochemicals, plant tissue culture and plant metabolic engineering.

Reliance Life Sciences is headquartered in Mumbai, India, on a 20 acre campus with research, pre-clinical research, clinical research and manufacturing facilities across medical, plant and industrial biotechnology.

## **About Reliance Clinical Research Services (RCRS)**

RCRS is a core component of what RLS envisions as a diversified, integrated, global life sciences company. RCRS is a full-service, clinical research services organization offering preclinical to phase 4 services to pharmaceutical, biotechnology and medical device companies all over the world. Services include preclinical studies, BA/BE studies, Phase I studies, Phase 2 to 4 studies, Project Management, Clinical Operations, Data Management, Biostatistics, Regulatory Affairs, Quality Assurance, Training, Medical Writing, Protocol Review, Pharmacovigilance, Medical Consultancy, and Clinical Trials supplies management. By the end of 2007, RCRS will have a staff of over 500, located predominantly in Mumbai and Bangalore, in addition to functional leaders located in the US and EU.