

# 10<sup>TH</sup> CII INDUSTRIAL INTELLECTUAL PROPERTY AWARDS 2024

## INDIA'S LEADING IP DRIVEN ORGANISATIONS



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Published by Confederation of Indian Industry (CII), The Mantosh Sondhi Centre; 23, Institutional Area, Lodi Road, New Delhi 110003, India, Tel: 91 11 45771000; Email: [info@cii.in](mailto:info@cii.in); Web: [www.cii.in](http://www.cii.in)

# Contents

<b>S.No</b>	<b>Organization Name</b>	<b>Page No.</b>
1	Amity University	7
2	Apollo Tyres Ltd	9
3	Arrow Greentech Ltd	11
4	Bharat Forge Ltd	13
5	Biocon Biologics Ltd	15
6	Blu Cocoon Digital Pvt Ltd	17
7	Bright Lifecare Pvt Ltd	19
8	Centre For Development of Telematics (C-DOT)	21
9	CEAT Ltd	23
10	Celagenex Research India Pvt Ltd	25
11	CSIR-Indian Institute of Chemical Technology	27
12	CSIR-National Chemical Laboratory	29
13	Dr. Reddy's Laboratories Ltd	31
14	Endurance Technologies Ltd	33
15	Forbes Marshall	35
16	Gennova Biopharmaceuticals Ltd	37
17	Havells India Ltd	39
18	Indian Institute of Technology Madras	41
19	Indian Institute of Technology Roorkee	43
20	India Nippon Electricals Ltd	45
21	Indian Oil Corporation Ltd	47
22	Kumaraguru College of technology	49
23	Lucas TVS	50
24	Mahindra & Mahindra Ltd	51
25	Matter Motor Works Pvt Ltd	53
26	Meril Life Sciences Pvt Ltd	55
27	Mist Ressonance Engg Pvt Ltd	57



# Meril Life Sciences Pvt Ltd



More to Life

## About the Company

Founded in 2006 by the Bilakhia Group, Meril has swiftly emerged as a leader in India's medical device industry. The company's vision is closely aligned with the "Make in India" initiative, aiming to reduce India's reliance on imported medical devices by manufacturing high-quality products domestically. Meril initially focused on cardiology, orthopedics, and in-vitro diagnostics, later expanding its offerings to include neurology, ENT, and AI-driven robotics for medical applications. Today, Meril operates in over 150 countries, with a presence in global markets through 33 subsidiaries, positioning itself as a significant global player in the medical device sector.

## R&D Structure

Innovation is at the heart of Meril's success. Since its inception, the company has invested heavily in research and development (R&D) through DSIR-approved facilities. With over 100 patents granted, Meril has developed pioneering medical devices, including Temporary Ventricular Assist Devices (TVAD) and vascular closure systems. These innovations have not only improved patient outcomes but also reduced the cost of life-saving treatments globally. Meril's R&D commitment has earned it several national and international awards, further solidifying its reputation as an innovation-driven company.

## Best Practices

Meril is a prime example of the "Make in India" vision, with state-of-the-art manufacturing facilities focused on producing world-class medical devices within India. These facilities

are central to reducing India's dependency on imports, particularly in the cardiovascular segment. Meril has captured over two-thirds of the Transcatheter Aortic Valve Replacement (TAVR) market in India, making critical treatments more affordable for patients.

## Training and Empowerment of Healthcare Professionals

Meril is also deeply committed to the education and skill development of healthcare professionals. The company's Vapi Academy, the largest medical training center in India, along with 12 other academies worldwide, provides state-of-the-art training in advanced medical technologies. These academies are equipped with live surgical simulators and robotic systems, allowing healthcare practitioners to learn modern surgical techniques. Through continuous training, Meril has empowered over 10,000 healthcare professionals, contributing significantly to India's medical workforce and creating job opportunities in the sector.

## Manufacturing Excellence and Global Leadership

Meril's adherence to international manufacturing standards has been crucial in its rise to global leadership. The company's manufacturing facilities are designed to meet the stringent regulatory requirements of over 150 countries. Nearly 90% of Meril's TAVR heart valves are exported internationally, cementing its position as a global leader in cardiovascular care. These advancements in manufacturing have also contributed to the development of specialized skills within India, further enhancing the country's healthcare infrastructure.





### Shaping the Future of Healthcare

As Meril continues to innovate and expand, its focus on R&D, self-reliance, and global outreach positions it to shape the future of healthcare. By making advanced medical treatments more accessible and affordable, especially in emerging markets, Meril is not only strengthening India's healthcare system but is also playing a key role in global healthcare innovation.

### Chronology of Meril's Milestones

- **2006:** Meril was founded by the Bilakhia Group, entering the medical device sector.
- **2008-2013:** Expanded into orthopedic implants and in-vitro diagnostics.

- **2016:** Launched its first Transcatheter Aortic Valve Replacement (TAVR), revolutionizing cardiac care in India.
- **2021:** Scaled up production of heart valves and stents, capturing significant market share domestically and internationally.
- **2024:** Continues to lead the industry with innovations in AI robotics and new product lines in neurology and ENT.

Through its continuous innovation, commitment to training, and focus on self-reliance, Meril is set to remain a key player in the global medical device industry, shaping the future of healthcare worldwide.





## Confederation of Indian Industry

The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering Industry, Government and civil society, through advisory and consultative processes.

CII is a non-government, not-for-profit, industry-led and industry-managed organization, with around 9,000 members from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 365,000 enterprises from 294 national and regional sectoral industry bodies.

For more than 125 years, CII has been engaged in shaping India's development journey and works proactively on transforming Indian Industry's engagement in national development. CII charts change by working closely with Government on policy issues, interfacing with thought leaders, and enhancing efficiency, competitiveness, and business opportunities for industry through a range of specialized services and strategic global linkages. It also provides a platform for consensus-building and networking on key issues.

Through its dedicated Centres of Excellence and Industry competitiveness initiatives, promotion of innovation and technology adoption, and partnerships for sustainability, CII plays a transformative part in shaping the future of the nation. Extending its agenda beyond business, CII assists industry to identify and execute corporate citizenship programmes across diverse domains including affirmative action, livelihoods, diversity management, skill development, empowerment of women, and sustainable development, to name a few.

For 2024-25, CII has identified "Globally Competitive India: Partnerships for Sustainable and Inclusive Growth" as its Theme, prioritizing 5 key pillars. During the year, it would align its initiatives and activities to facilitate strategic actions for driving India's global competitiveness and growth through a robust and resilient Indian industry.

With 70 offices, including 12 Centres of Excellence, in India, and 8 overseas offices in Australia, Egypt, Germany, Indonesia, Singapore, UAE, UK, and USA, as well as institutional partnerships with about 300 counterpart organizations in almost 100 countries, CII serves as a reference point for Indian industry and the international business community.

### Confederation of Indian Industry

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