

INTERNSHIP REPORT

Leader Biomedical India Project Management

Dissertation Submitted to



The IIHMR University, Jaipur
for the partial fulfillment for the award of the degree of

Master of Business
Administration (MBA) in
Pharmaceutical
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Leader Biomedical – Company Profile

Overview

Leader Biomedical is a global medical devices and biomaterials company founded in 2014, with its global headquarters in Amsterdam, Netherlands, and regional operations across India (Bangalore), China (Shanghai), Brazil, and more . The company specializes in developing and distributing orthopaedic implants, allografts, synthetic bone void fillers, bone cements, and advanced technologies in dental, spine, joint-care, sports medicine, and wound healing .

Global Presence & Operations

- Europe HQ (Amsterdam): Central hub for compliance, finance, HR, regulatory affairs, and EMEA market strategy .
 - India (Bangalore): Sales & marketing center for the South Asian market .
 - China (Shanghai) and Brazil (São Paulo): Expanded operations to cater to growing biomaterials demand in emerging markets .
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Core Technologies & Products

- Proprietary eCOO® Technology: Employs supercritical CO₂ for the decellularization of allografts, maintaining structural and biological integrity for superior clinical outcomes .
 - OSTEOmycin®: The only antibiotic-impregnated allograft processed via eCOO® Technology .
 - Complementary offerings include orthopaedic implants, bone cements (like PMMA), adhesion-control gels, and pulse lavage systems .
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Business Model & Distribution

Leader Biomedical employs a hybrid model combining own ventures and a strong distributor/OEM network, serving over 40 global markets . It also offers contract manufacturing (CMO & OEM) leveraging in-house technologies.

Strategic Alliances & Expansion

- BioTiss Austria Partnership: Joint development of eCOO® Technology, enhancing tissue allograft processing capabilities .
 - Continual expansion in Brazil, establishing Inovações Biológicas Comercial LTDA to localize biomaterials production .
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Corporate & Finance (India)

- Operates in India under Leader Biomedical And Surgicals India Pvt Ltd, established in 2015 (CIN U33110KA2015FTC079805), with registered capital of ₹2.40 Cr and paid-up capital of ₹2.31 Cr .
 - Listed as a foreign company subsidiary, with directors including Praveen Singhal and Basil Babychan .
 - Financials show some instability, with a 66.8% revenue decline and 146% drop in profitability (FY2021), but efforts to strengthen local market operations are ongoing .
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Vision & Mission

- Vision: To lead in providing innovative biomaterials and surgical implants, enhancing access to next-generation health technologies globally .
 - Mission: To improve global healthcare access through advanced technologies, especially in high-growth and emerging markets .
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Summary

Leader Biomedical is positioned at the forefront of biomaterial innovation, with standout eCOO® Technology and a growing presence across key global markets. They balance R&D, manufacturing, and strategic partnerships to deliver advanced medical solutions—while continuing to stabilize and expand their footprint, particularly in India and Brazil.