

## A SUCCESSFUL ENTERPRISE

In 2010, Bio Products Laboratory Limited (BPL) was delighted to win the prestigious Queen's Award for Enterprise in the 'International Trade' category.

For over 60 years, BPL has been involved in the processing of human plasma. We are now widely recognised as a leading biopharmaceutical manufacturer of therapeutic plasma proteins and we are one of the largest suppliers of intravenous immunoglobulin to the NHS. With this background of achievement, BPL's philosophy is to continue to invest in research, development, technology and manufacturing methods to ensure high-quality products are delivered to all patients.

BPL has built a lasting reputation amongst our customers for product safety — the overriding priority at all times. This means BPL ensures that the UK, and other international regulatory standards, are fully met through our rigorous quality systems and our application of high standards at every stage of the process.

### The business

BPL was built as the national fractionator and is owned by the UK government. We have been involved in the processing of human plasma since 1950 when BPL was first established as part of the Lister Institute by the Medical Research Council. BPL started processing plasma to make albumin in 1954 and then FVIII and immunoglobulins (antibodies) in the 1970s for NHS patients.

BPL's manufacturing facility, built in 1987, was designed to provide self-sufficiency of plasma products for both England and Wales. In the past, this plant has produced enough plasma proteins to meet half the needs for clotting factors used to treat blood disorders, such as haemophilia. Today, this facility meets the needs of patients requiring regular antibody treatment to protect them from infection. Proteins that were surplus to NHS requirements have been exported to more than 45 countries over the past 20 years.

BPL has developed two world-class products in-house and has more than doubled its production output. This has enabled BPL to serve its NHS customers and to expand its export operations from £7mn in 2003/4 to £54mn in 2009/10.

### Specific therapies

BPL extracts proteins from human blood plasma using complex fractionation, purification and viral inactivation processes.

Therapeutic proteins extracted include:

- Immunoglobulins; antibodies that circulate in the blood. They provide protection from diseases by binding to foreign proteins — for instance, the proteins that are present on infectious viruses or bacteria — inhibiting activity and forming large complexes that are rapidly cleared from the circulation
- Albumin: human albumin is used for the restoration and maintenance of circulating blood volume.
- Coagulation (clotting) factors

These therapies are used to treat patients with a variety of conditions, including suppressed immune systems, neurological diseases and haemophilia.

BPL also extracts specific immunoglobulin antibodies, which are used to protect against rabies, tetanus, hepatitis B, Haemolytic Disease of the New Born and varicella zoster (chicken pox).

### Worldwide contacts

BPL is a global service providing plasma-related products and support to over 45 markets around the world, with a strong presence in South America and the Middle East. BPL has worked closely with markets such as Brazil to bring treatment and care to Brazilian haemophilia and immune deficient patients.

More recently, BPL obtained a license from the Food and Drug Administration (FDA) to market our new intravenous immunoglobulin product in the United States of America and received orphan drug status in Europe and the USA for our novel products in development. BPL offer high product quality in terms of viral safety and purity as well as assured continuity of plasma product supply and donor traceability to provide safe and continuous treatment to patients around the world with chronic, life-threatening conditions.

BPL recognise the value of the products we produce for the patients who depend on them, and our professional national and international teams take a 'hands on' approach to customer care, providing support and help to ensure the delivery of the best possible medical care to the patient.

The international managers meet regularly with government representatives and hospital administrators throughout the world and have an in-depth knowledge of medical systems, procedures and customer requirements, which form the basis of the strong relationships they forge with customers and colleagues.

### Innovation underpinned by research

With commitment to both current and future patient care, BPL's investment in research and development has led to general recognition of its being a highly innovative organisation.

Currently, a team of graduates and post-doctorate researchers is engaged in a wide variety of tasks ranging from the development of new plasma products to making further safety improvements and pursuing a major evaluation programme of viral inactivation and removal.

With this dedication, BPL has grown into a modern technically advanced organisation that not only manufactures plasma products of assured quality and safety but also knows the values of professionalism, experience and reliability.

### Going greener

BPL's manufacturing processes require large amounts of energy and water and, with the considerably expanded new facility, we are increasingly aware of our environmental responsibilities. To this end, we employed a full-time environmental manager and is working closely with the Carbon Trust. In doing this, we were able to reduce energy consumption by 6 per cent and carbon emissions by 13 per cent in real terms. This achievement was acknowledged by a Mayor of London Green500 Gold Award and classification as a Carbon Trust Standard Bearer in 2009.

### Looking ahead

BPL's mission is to continue to supply high quality plasma-derived products to a growing global market by investing in the latest research, technology and manufacturing methods and by delivering ongoing and responsive support to health professionals throughout the world. When coupled to the drive and ambition to become a world-renowned organisation, BPL makes a great British asset.

**Mark Webster, Chief Executive, Bio Products Laboratory Limited**

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**Mark Webster**  
Chief Executive



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*a commitment for life*

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