

# **Investment Opportunity – High-Growth Pharmaceutical Business Seeking Strategic Partners**

# Executive Summary

## Pharma Growth Opportunity

A fast-growing pharmaceutical manufacturer founded in the mid-1990s, this company specializes in the development, production, and marketing of proprietary branded pharmaceutical products in all dosage form. With a legacy spanning three decades, it operates out of two modern, GMP- and ISO 9001:2015-certified facilities in Northern India and is now actively seeking strategic investors or acquirers to fuel its next phase of growth.

**Registered Address:** Industrial Area, Phase II, Near Passport Office, Chandigarh

**Plant Address:** Tehsil Nalagarh, Sai Road, Baddi, Himachal Pradesh

**Valuation Expectation:** 100 Crores

## Key Highlights

- 30+ years of operational excellence
- End-to-end in-house development of branded formulations
- Export presence in multiple international markets; 33% of revenue derived from exports
- The company is presently operating in 18 states. It plans to expand its operation throughout the country
- The company wants to increase its franchisee base from 250 to 400



# Manufacturing and Products

## World-Class Manufacturing Ecosystem

- The company operates two fully-owned, internationally compliant manufacturing facilities in a tax-incentivized region. These units follow WHO-GMP and Schedule 'M' standards and are staffed by 225+ skilled employees.

## Facility Capabilities

- Located in a pollution-free industrial hub with efficient logistics
- Approved by FDA Himachal Pradesh and aligned with global regulatory frameworks



## Diverse Therapeutic Portfolio

The company offers branded pharmaceutical products across 10+ therapeutic areas:

- Cardiovascular & Respiratory Systems
- Neuro-Muscular & Genitor urinary Systems
- Antibiotics & Chemo therapeutics
- Vitamins, Minerals, and Immunology-related drugs

## Upcoming Initiatives

- Machinery upgrades to meet MNC-level standards
- Launch of online marketing for cosmetic vertical via proprietary platform
- Assisting to establish New Pharmaceutical Plants in countries like Afghanistan, Turkey etc. and supplying them required machinery and materials

# Strategic Direction and Business Model

## Commercial Footprint & Distribution Strategy

The company has implemented a cost-efficient and highly scalable franchisee network marketing model. This model empowers qualified pharmaceutical professionals and stockists with high margins and localized accountability, creating an engaged and performance-driven ecosystem.

Growth Strategy	Competitive Edge
Expand franchisee network from 250 to 400+ partners	High franchisee stickiness due to lucrative margins and sales support
Tap into rural markets with high-potential old molecules	Lean cost structure due to minimal in-house sales force
Deepen export reach into Southeast Asia, Africa, and Latin America	Integrated leadership with decades of pharma industry experience
Enhance operational efficiencies and reduce cost-per-unit through tech-enabled manufacturing	Stable and replicable model with high potential for scaling in emerging and regulated markets

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