

## Media Coverage

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### Toikkaa Pharma plans EOU in Ahmedabad

Setting its sights on becoming a Rs 500-crore turnover company by 2012, Ahmedabad-based Troikkaa Pharma is set to strengthen its focus on export markets. The company is planning to set up an Export-Oriented Unit (EOU) at Sanand near Ahmedabad to manufacture critical care injectables, tablets and topical preparations. Its current facility in Dehradun will also see expansion this year. The new unit at Sanand will come up over an area of 75 acres for which land has already been acquired. The plant would begin operations from February 2009. Close to Rs 120 crore will be invested in the new unit, which will be funded through internal accruals. "Exports form nearly 60 percent of our revenues. We are looking at newer export markets like Brazil, Mexico, South Africa, Columbia, Thailand and Philippines," said Ketan Patel, MD of Troikkaa Pharma. The company is expecting a 40 per cent push to its top line and bottom-line in the coming years on account of exports. The turnover for the year 2007-2008 is expected to touch Rs 105 crore. The company has a manufacturing plant at Ahmedabad apart from Dehradun. The Dehradun plant, which was set up with an investment of Rs 21 crore to manufacture injectables, tablets and topical preparations, will see an investment of close to Rs 17 crore for capacity expansion. At present, the company garners around 50 per cent of its revenues from pain management products, 25 per cent from Cardiology and rest from gynecology among others. The recent recognition received for its in-house research and development facility from the Department of Scientific and Industrial Research would aid the company financially. "The R&D unit of Troikkaa would be eligible for corporate tax exemptions against the expenditure incurred on R&D. This would help enhance manufacture and export of innovative products," said Patel.

The R&D centre currently focuses on manufacturing high quality critical care injectables, tablets and topical preparations through proprietary technology platforms like Lipisol (which enables an oily formulation become water miscible), Matrix (sustained release of small amounts of active ingredient in controlled manner over an extended period of time from the tablet) and others.

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