

We are planning to focus more on domestic market for 2015-2016'

November 27, 2015 | Opinion | By BioSpectrum Bureau

We are planning to focus more on domestic market for 2015-2016'



Can you introduce your company to our readers?

We are located in Benniu Town, Changzhou City. We were founded in 1990 and mainly produce API and Pharmaceutical Intermediates. We have two manufacturing facilities, one is in Changzhou, Jiangsu and the other one is in Yancheng, Jiangsu; and our APIs are approved by USFDA, EDQM, CFDA and got the EU GMP certificate and Chinese GMP certificate. We export around 80 percent of our products all over the world. We are ISO 9001 and ISO 14001 certified company. Over 400 people are employed at our company with 15% staff on R&D. Our technology advantages include High pressure catalytic hydrogenation, High pressure hydrogenolysis reaction (commercial: 10.0Mpa), Heck, Suzuki, Negishi, Sonogashira, Aromatic heterocyclic synthesis, Rearrangement reaction, Chiral resolution, Cryogenic reaction (commercial: -78°C and -196°C) and Grignard reaction.

Who are your major customers and what are your revenues for 2014-15?

We deal with all multinational brands like Merck, Pfizer, J&J and others which in Global 500. Our revenues were at \$80 million for 2014-2015 with a growth rate of around 20% every year.

What are the challenges are opportunities you see in your sector?

We mainly provide APIs for generic medicines. We face a few challenges, mainly we need to deal with several countries and policies differ from each and we need to understand that and work on it. Second challenge is the competition. There are several companies internationally who are into same products as ours. challenge and opportunity exist simultaneously. We are exploring newer markets in the coming days and looking to tap into the rich domestic market.

What are your plans for 2016?

We are planning to focus more on domestic market for 2015-2016. On export market, we may enter India and South Africa next year. At the same time, we are going to keep focusing on custom manufacturing on preparation and APIs and OEM.