

TT Connect Initiative

DYNAMIC DOERS

The Enterprising Entrepreneurs...



From a chair-space in a 200 sq. ft shop, to employing over 2,500 people today, the success story of Eskag Pharma is rooted in a simple philosophy – ‘For the People, by our People’.

In conversation with Mr Sunil Kumar Agarwal, MD, Eskag Pharma, brother Mr Anil Kumar Agarwal and son Mr Sashreek Agarwal

provide premium dialysis services on a pan-India basis. Today, we have more than 250 centres performing over 10 lakh dialyses for 10,000 patients. In fact, none of the facilities were shut even during the pandemic. Also, all our dialysis centres are monitored on a 24x7 basis at our headquarters, through constant surveillance.

Our third vertical is **West Bengal Chemical Industries**, having a dedicated R&D team constantly innovating to churn out new products. Here, we have more than 300 loyal customers and export to 25 countries.

In all, we provide 360-degree pharmaceutical solutions through APIs, formulation medicines and healthcare services.

safety and health.

Q. What is the R&D competency of the Company?

The Company has set up a strong and dedicated R&D wing working closely with the IPR - Cell. Today, we have 5 products patented, namely Ferric Citrate, Ferric Carboxymaltose, Iron Isomaltoside, Ferric Derisomaltose and Enclomiphene Citrate, and a few more are in the pipeline.

We also have plans to file more patents and develop a number of new products as per demand and eventually decrease the dependency of API imports from China.

Q. Finally, what would be your core strength in business?

Undoubtedly, my family. My brother Anil leads all the 4 WHO-GMP certified factories and maintains international standards to produce formulations par excellence to meet export demands.

He played a pivotal role to upgrade and strengthen the manufacturing units to continue production uninterrupted even during the pandemic.

My son Sashreek has been initiated into the business, and is taking up the mantle with much responsibility.

Q. Is Suvida – your flagship product, the biggest homegrown brand?

You could say so yes. The oral contraceptive pill has been consumed by 25 lakh women in the last 25 years. It empowers women to take their own decision to have a child.

Our constant endeavour is to spread awareness on the concept of family planning and educate women on using contraceptives, for their

your Group companies.

Eskag Pharma has 4 WHO-GMP certified formulation plants in Haridwar and markets products all over India as well as exports to several countries. Its core strength is the production of Oral Contraceptive Pills (OCP).

Eskag Sanjeevani started by providing healthcare services from 2004 with a 50-bed hospital in Baghbazar, Kolkata. Today the vertical operates 3 more hospitals, in Baranagar, Khardah and Dainhat.

Moreover, we have partnered with various State governments to

your vision?

I was resolved to grow our Company. When we bought our first factory, I pooled in my own savings. I have always believed in funding our ventures by ourselves, and the confidence to build on this drives us ahead.

I was determined to succeed, even when others told me that I would burn my fingers. I have a clear road map for the future. I am determined to transform knowledge into competency and economic growth.

Q. Tell us more about

value creation.

I firmly believe in my people. I say that the human resource is the real asset. Their transformation is the best profit for the Company.

In fact, I have many employees today who have worked with us for over 25 years, right since our inception. In the last 3 years, we have given employment to more than 1,500 people, and in the next 5 years, we will appoint 5,000 personnel.

Q. How did you make up your mind to found Eskag? What was

am far behind and am constantly looking to innovate and explore new opportunities.

Q. What, according to you, would be value creation?

I had always wanted to become a doctor, but today, we employ over 50 doctors at Eskag Sanjeevani. That for me is

When I was 27 years old, I bought my first factory manufacturing tablets. It was a turning point in my life. We had ventured into manufacturing from trading. In the next 4 years, we bought one more factory.

Today, Eskag has expanded into three verticals, catering to all healthcare needs. But I always feel that this is not enough. I think I



From L to R: Mr. Sunil Kr. Agarwal, Mr. Sashreek Agarwal, Mr. Anil Kr Agarwal

Q. How would you define your journey as an entrepreneur?

I was initiated into the business from a very young age. My father died in a plane crash in 1971, when I was 9 years old. So as soon as I passed my Class 10 examinations, due to financial constraints, I joined our company the very next day.