

## Vivimed hopes to bring 15-20 ANDA products in three years

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VIVIMED Labs, which counts investors like Kitara Capitals and Jacob Ballas Fund, is keen to grow its API business strongly and hopes to bring about a pipeline of 15 to 20 products in the US generics market.

"We forayed into the ANDA (abbreviated new drug application) only in August last year and already have one product to get out of our door and four products in the pipeline. What determines growth in the API segment of business is how many DMFs (drug master files) are you in a position to file. The real numbers from this segments will show on balance sheet only in 2017," Santosh Varliwar, MD of the company told FC.

The firm now has three business verticals — APIs, formulations and specialty chemicals. For the fiscal that recently ended, it hopes to tap revenues of around Rs 1,400 crore. "If you look at it now we get two thirds of our business from the pharma segments and the rest from the specialty chemicals segment. But before 2011, we got two thirds from specialty chemicals," he said.

After an acquisition spree, according to Varalwar, this is the time for some integration. "The last few years we have re-focused quite a bit on the pharma segment which was seen in the form of inorganic growth. The Actavis acquisition, especially, helped us get into the US generics market," he said.

In the last two to three years Vivimed also focused on custom manufacturing services at its Spanish facility and also has three to five products in this segment. In 2011 the firm had acquired a pharma APIs and intermediates manufacturer Uquifa for \$55 million with operations in Spain and Mexico.

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