

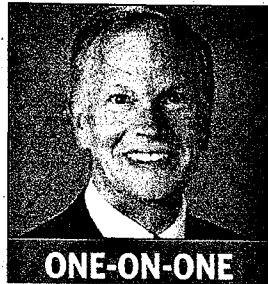
'Indian plant will beat what we have in US'

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New Delhi: Close on the heels of Prime Minister Narendra Modi's "Make in India" call, global health giant Abbott is setting up a Rs 450-crore plant for manufacturing nutrition products in Jhagadia, Gujarat. In an interview to TOI, executive VP John C Landgraf talks about company's plans and potential of the Indian market. Excerpts:

What is your assessment of the business potential in India?

When I look at India, the potential is incredible. In the last two decades our sales here have gone up tremendously. We set up operations 102 years ago in India. We acquired the Piramal business and now we are the largest pharmaceutical compa-



ONE-ON-ONE

John C Landgraf
EXECUTIVE VP, ABBOTT

ny in all of India. The nutritional business excites and we believe the potential of the nutritional business in India is very great. If you look at the population and the dynamics of the economy, India just sets itself up as being one of our key top two markets in the world.

How does India compare with

other emerging markets for your business?

By the sheer population and the population growth, it is probably in a class of its own. We cover the spectrum from infants, young children but then the ageing population too in India. I don't think there is probably any market in the emerging market segment that has the potential that India has. For me, it is very important and that's why we put research and development here — that's why we put manufacturing here because of its potential.

What is the investment that you have made in the Gujarat plant? Are there any expansion plans?

The investment was about Rs 450 crore. This is a significant investment. There will be

about 400 employees. It is state-of-the-art. Lots of time, people wonder, because of India, is it less quality of a plant? The answer is no. In fact, the plant in India is more advanced than any plant we have in the US.

We have the no-touch system, there is advanced technology with regards to manufacturing process control, we test every raw material coming. This is a world-class plant in India. As far as building and growing, we typically don't speculate on what it could be. Every plant that we ever built — they have gone through four-five expansions. Every five or seven years, we add on. If I look at India, I say the likelihood of us expanding the plant is very great. Sometime in the reasonable future, we will expand and build another plant.

Company