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Laborate Pharma's Aqualab achieves Rs 100 Cr worth revenue, eyes Rs 250 Cr for FY 25-26

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Aqualab is preparing to expand into new categories, add facilities, adopt digital channels



Aqualab, the Direct-to-Retail division of Haryana-based Laborate Pharmaceuticals India Ltd, has crossed the Rs 100 crore revenue mark within three years of launch and now expects to touch Rs 250 crore by FY 25–26. The growth has been driven by an expanding portfolio of over 800 SKUs and a network of 500+ retail stockists, with Tier-II and Tier-III markets contributing a rising share of sales.

Since its inception in 2022, the division has reported consistent year-on-year growth, moving from Rs 76 crore in FY 2022–23 to Rs 108 crore in FY 2023–24, Aqualab has focused on ensuring affordability and last-mile access, enabling its medicines to reach smaller towns alongside metropolitan centres.

“We are now targeting Rs 250 crore by FY 25–26, with non-metro markets expected to contribute 42% of incremental growth. Expanding therapeutic categories and strengthening last-mile delivery will remain our key focus areas,” said Arpit Bhatia, Managing Director, Laborate Pharmaceuticals.

Aqualab is preparing to expand into new categories, add facilities, adopt digital channels, and explore exports, consolidating its position in India’s retail pharma landscape.

Laborate’s WHO, GMP, and EU GMP-certified facilities have provided Aqualab with the infrastructure to scale rapidly while maintaining international quality standards. The company operates modern plants with advanced manufacturing and quality control systems, enabling compliance with stringent benchmarks.