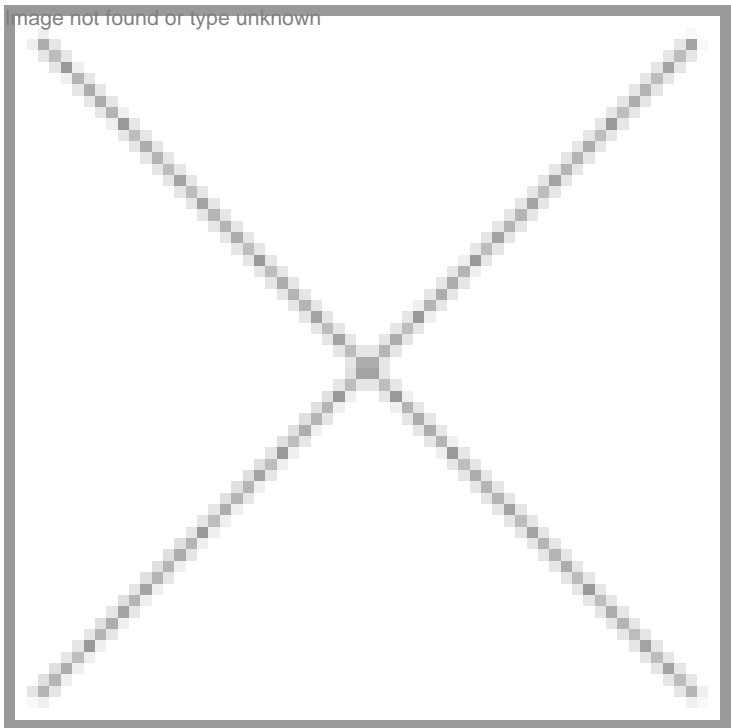


## "We are now looking to bring in the recombinant business to India" - Raj K Sachdev, manager, technical operations, Baxter Healthcare Corp.

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### **How is Baxter faring in India? What are your India plans?**

Baxter has some of its units in India. And we are now looking to bring in the recombinant business to India. And we are trying to get hold of some clients for contract manufacturing, who can basically make some drugs at our facility.

### **How do you foresee the growth of Indian biotech industry?**

We are doing well with whatever products that are being marketed in India. And this is only improving. That India is a growing market for biotech is not necessarily true only for Baxter but for all biotech companies in the Western world. Eventually, this will turn out to be the most sought-after place for clinical trials and R&D work. The trickle has started and there's more to be tapped.

### **With concerns raised by companies on India's preparedness to meeting the global standards, what kind of work can the Indian companies target for?**

Right now India can fare well in generic drug manufacturing. Several countries smaller than India like Israel are operating in this space. The expertise is here, and India can make them at a lot cheaper rate. When talking about the regulatory practices, more and more companies are gearing up to meet the standards and since generic drugs don't have any IP being involved, this is a good thing to strike the chord. As the cost of healthcare has gone up drastically in the US and across the world, it would be specially good for India to manufacture these drugs.