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“Exports will remain a significant part of the business, with continued expansion across Africa and other international markets”

11 October 2026 | Views

Mumbai-based Kilitch Drugs has made significant strides in its expansion and production capabilities. The company has commenced nutraceutical manufacturing at its new plant in Village Maldev, Raigad, Maharashtra, a few months ago. This expansion is part of a broader strategy to diversify its product portfolio and strengthen its market presence in the nutraceutical segment. At iPHEX 2026, held from 7 to 9 September 2026 at Bharat Mandapam, New Delhi, featuring over 900 Indian pharma and healthcare companies and attracting more than 50,000 domestic visitors, Bhavin Mehta, Whole - Time Director, Kilitch Drugs & Vice Chairman, Pharmexcil, spoke in detail with BioSpectrum about the company's growth plans in India and internationally.

**What are the key highlights for the company in 2026?**

For Kilitch Drugs, 2026 has been a year of continued growth, capacity expansion and portfolio diversification. The company recorded consolidated revenue from operations of Rs 235.47 crore in FY2025-26, compared with Rs 198.32 crore in the previous year. In Q1 FY2026-27, standalone revenue from operations stood at Rs 40.91 crore, with a PAT of Rs 5.05 crore.

A key development has been the commencement of the Nutraceutical Manufacturing Block at the Khopoli facility in Maharashtra. The expansion is expected to strengthen capacity across nutraceuticals, injectables, ophthalmics and cartridges filling line for Semaglutide filling, while supporting domestic and international demand.

What is the company's current product portfolio and how is it expanding across India and international markets?

Kilitch Drugs has a diversified portfolio spanning sterile injectables, parenterals, cephalosporins, beta-lactams, ophthalmic and nasal products, oral solid dosage forms, analgesics, anti-bacterials, nutraceuticals, OTC products and medical devices.

Its nutraceutical portfolio includes effervescent products under the ROIVIT range. The company is also expanding its capabilities across differentiated dosage formats and nutritional products.

Its manufacturing footprint across India and Ethiopia provides a platform to serve diverse product categories and international markets, with continued focus on product registrations, regulatory approvals and market development.

What are the major plans for new launches, technologies, investments and partnerships in 2027?

In 2027, the focus will be on greater utilisation of the expanded manufacturing capacity, strengthening the product pipeline and identifying opportunities in differentiated dosage formats, particularly nutraceuticals.

Kilitch will also continue to build on its Single-Pot Vacuum Granulation process (VT) Technology, a single-pot vacuum granulation process for effervescent formulations that integrates mixing, granulation, vacuum drying, cooling and blending within one enclosed vessel. The company will evaluate new product opportunities, technology-led manufacturing improvements and strategic partnerships to support international growth.

What is the revenue target for FY2026-27, particularly across exports and domestic business?

Kilitch expects to maintain its growth momentum in FY2026-27, building on consolidated revenue of Rs 235.47 crore in FY2025-26. Exports will remain a significant part of the business, with continued expansion across Africa and other international markets through new registrations and deeper market presence. The domestic business is expected to grow on the back of nutraceuticals, CMO partnerships and new product introductions.

The newly commissioned capacity, including the nutraceutical block and the general injectable line starting production in Q3/Q4, will be a key driver of growth. The company will stay focused on sustainable, profitable growth.

How does Kilitch ensure quality and regulatory compliance across international markets?

Quality and regulatory compliance remain central to Kilitch's operations. The company follows established quality systems across its manufacturing facilities, supported by quality assurance, documentation, regulatory processes and ongoing monitoring.

As Kilitch expands across international markets, it continues to focus on meeting country-specific regulatory requirements and maintaining the quality standards required for its product registrations and approvals.

What role do innovation and technology play in product development and manufacturing?

Innovation plays an important role in both product development and manufacturing at Kilitch. A key example is its VT Technology, a single-pot vacuum granulation process developed for effervescent formulations. It combines mixing, granulation, vacuum drying, cooling and blending in a single enclosed vessel, helping minimise moisture exposure and support uniform granules, stability and reliable dissolution.

The company will continue to use technology to improve process control, consistency, productivity and scalability across its product portfolio.

What are the biggest opportunities and challenges for Indian pharma globally, and how is Kilitch addressing them?

Indian pharma continues to see opportunities across generics, sterile products, injectables, complex formulations, nutraceuticals and contract manufacturing. At the same time, companies need to navigate evolving regulations, pricing pressures, geopolitical developments and supply-chain requirements.

For Kilitch, the approach is centred on portfolio diversification, manufacturing capacity expansion and development of differentiated capabilities. Its presence across multiple product categories and manufacturing locations provides greater flexibility to serve international markets and support long-term growth.

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