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What is your primary area of focus currently? Please tell us about the achievements of Eli Lilly in last one year?

Our focus has been mainly on diabetes, oncology and osteoporosis. Diabetes continues to be our core area as its product portfolio brings 70 percent of revenues to the company. We are committed to making life better for people living with diabetes and have been working to meet the needs of people with diabetes beyond medicines as well.

We launched a insulin delivery Eli Lilly is planning to launch new medication formulation for diabetes by this year end (2015). Besides that, we are also working on an oncology medicine and hope to launch it by late next year (2016) or early following year (2017).

Overall our revenues are growing in double digit. We are pleased with the performance of our portfolio. The insulin and analogs have been key business accelerators. We have been grown by more than 20 percent in the last fiscal and expect that to continue in the coming time with introduction of newer products over the period of time.

Is market is performing as per your expectations?

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The diabetes market has been growing since last 5-6 years. There are close to 65 million diabetes patients here. As the economic development happens, more populations are getting aware about the disease. This is leading to consultations with doctors and thus medications. Therefore, the market potential in India is vast.

However, along with medication, we have lot of education tools as well. We understand that medication can be of use only to some extent. Our educative material consists of software as well as dedicated programmes to reach out to all stakeholders.

Given the focus of present government on Make in India campaign, are you planning to jump in at some stage?

We are always open to explore all the opportunities and are not averse to the idea. Infact, some of the insulin products marketed by us by is produced in India in partnership with another reputed company. We will participate whenever there is appropriate opportunity.

What are your expectations from the NCD Summit 2015 held by Eli Lilly with CII?

We are pleased with this summit. This is the 3rd year and the purpose is much broader. Lilly has committed 30 million dollars and we have been involved India, Mexico, Brazil and South Africa. The objective is to find innovative solutions for managing various lifestyle diseases including diabetes. The idea is to bring together all stakeholders including doctors, governments, NGOs and companies like us on a single platform to find and share best practices. We always go back after the summit to implement recommendations.

Are you looking at any strategic partnerships in India?

As you know, we have been in partnership with Glenmark and Lupin for osteoporosis and insulin related portfolios respectively. And we are open to more meaningful business partnerships.