

RPG Life looks abroad for marketing tie-ups

Our Bureau
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WITH a view to pushing its bulk drugs and immuno-suppressant products overseas, RPG Life Sciences is eyeing marketing and distribution tie-ups with foreign companies, a top company official said. The RPG Group company is eyeing the European market for both its bulk drugs and immuno-suppressants, RPG Life Sciences' managing director, Ajit Singh Chouhan told PTI here on Sunday. "We have just inked a cooperation pact with Poland's Polpharma, to develop and manufacture Active Pharmaceutical Ingredients (APIs) and in the management of the supply chain of select high-value APIs like clopidogrel bisulphate," Mr Chouhan said.

The tie-up will help the RPG

Group company push its products in Europe. Both the companies will buy products from each other and sell them in their respective strong markets. "Both aim to commercialise each other's products. We will also share joint technologies. While RPG's clopidogrel will be marketed by Polpharma in Europe, the RPG company is exploring about 30 of the Polish company's APIs for distribution in India and the Latin American markets," he said.

The company is in talks for marketing tie-ups for selling its products in Germany, Greece and Poland and "some tie-ups are likely to fructify over the next three months", he said.

Meanwhile, the company clocked a 22% growth in its net sales at ₹50.66 crore in Q2 FY11 as against ₹41.43 crore in the year-ago period.