



FREDUN PHARMACEUTICALS LIMITED

Fredun Medhora
Managing Director

Take us through the journey of Fredun Pharmaceuticals since its inception.

Fredun Pharmaceuticals Ltd, which is one of the listed companies of Fredun Group, was founded by a team of technocrats with a combined experience in the industry of 100+ years.

Founded in the year 1989 and started production through its own manufacturing location in 1994, FPL has come a very long way in the last 27 years.

During its infancy it started as a contract manufacturer for various global MNCs such as Knoll and Abbot and local MNCs such as Cipla, Glenmark, USV, Tata Pharma etc.

It then started exporting from 1996 after receiving its WHO cGMP to East Africa. In the following years FPL has added 43 countries and a vast list of over 430 products.

Now with an annual capacity to produce 7 billion tablets, 1.3 billion capsules and 80 million tubes annually, FPL can boast as one of the largest capacity producers in the country.

What are some of the company's key products and offerings?

The company has a spectacular range of products ranging from the latest Anti Retro Viral medicines to newest anti-

diabetic drugs in the market at the same time the capability to produce mass scale generics.

This mix of quality, specialty and volume is rare and that is what separates us from the peers.

Tell us about the company's global presence. Which new markets does the company seek to enter in the near future?

FPL is predominantly in Africa and South East Asia along with a strong presence in Srilanka. However, it is foraging strong in markets such as the GCC, CIS and Latem group of countries. Our new products from the nutra and veterinary range will be the torch bearers for these markets.

What are some of the company's key ESG initiatives in recent years?

As a company we believe in Compassionate Healthcare. This means that the product which we provide not only helps the indication for which it is consumed but also ensures that a vast majority of the population in the country we are selling can consume it. Through our own Fredun Fondation, a lot of underprivileged children are helped and taught various skills which will empower them to be self-sufficient and independent.

What is the company's outlook over the next 3-5 years?

The next 5 years are very crucial for the company and we forecast a strong CAGR of over 25% year on year for the next 5 years. We also aim to add products which are unique and almost 340+ registrations across many countries will come through in the next 24 months. This will fuel our growth further and ensure that our position as one of the leading exporters of pharmaceutical products to those countries is maintained. Economies of scale that will be breached this year for our new expanded manufacturing blocks will propel us to far greater heights as well.