

Kaushik Chaturvedi - Chairman, Halewood Laboratories



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In the words of Founder and Chairman Kaushik Chaturvedi, Halewood Labs' success since its foundation in the early 1980s can be put down to three key factors: vision and commitment, family and cultural values, and quality and innovation. Chaturvedi describes the company's journey up to this point and what is next for one of India's leading formulation companies.

How did this journey start out for you?

Well, it all started with a dream. When I was working as a junior chemist in the injectable department of another company, I had this vision of having my own factory. I remember keeping empty ampoules in my showcase as a symbol of that dream. After five years of service, I opened a medical store in Mumbai. But the real turning point came in 1985 when I noticed a product, sodium-free salt, which was not available in the market despite the demand from patients with conditions like hypertension. Feeling sorry, I decided to manufacture and market it. To do that, I moved to Ahmedabad and purchased a health unit in 1984, and that's where the journey really began.

The early years were tough, as is typical with any new business. I would spend Monday through Thursday in Ahmedabad, where my business was located, and then travel back to Mumbai where my family lived for the weekends. I kept up this routine for almost ten years. But through hard work and dedication, I was able to establish Halewood. My sons, Kruti and Sanchit, joined the business

while they were still in college, and I made sure they were fully committed to the business from the start.

We're about to inaugurate a new manufacturing unit for Halewood, which will be a state-of-the-art facility with international certifications like US FDA approval. My sons and their spouses, who are highly educated and skilled professionals themselves, have been instrumental in growing the business. We're also proud of our innovation in products like ORS ready-to-drink in Tetra Pak, which we've patented and are manufacturing for 28 companies nationwide. It's been a remarkable journey, and we're excited about the future.

How do you see the Indian pharmaceutical industry evolving, given the growth it's experienced?

I believe the Indian pharmaceutical industry is on a path of continuous growth. As people's lifestyles change, they are more prone to various diseases, and the only solution to these ailments is medicine. Additionally, in India, there's a strong emphasis on quality, and many companies, including mine, are investing in state-of-the-art facilities to meet international standards. Gujarat, in particular, has emerged as a leader in the pharmaceutical sector due to supportive government policies and infrastructure. So, overall, I see a bright future for the industry.

And what about the future of your company, Halewood Laboratories and its strategy?

The future of Halewood is incredibly promising. Despite facing health challenges, I consider myself to be just 24 years old, having undergone a heart transplant from a donor who was 18. With my sons Kruti and Sanchit fully involved, and with clear goals in mind, I envision Halewood becoming one of the top ten pharmaceutical companies in India within the next decade.

Halewood Laboratories is primarily a formulation company, producing a wide range of products like tablets, capsules, syrups, ointments, and more. We export to 52 countries globally while also serving the vast Indian market. With increasing demand and a focus on quality, Indian pharmaceutical companies like ours are gaining recognition worldwide. I'm confident that Halewood will continue to grow, potentially reaching revenues of 2000 crores, given our commitment as a family-run business and the dedication of our team. We reinvest our earnings back into the company, and with the support of our team, we're poised for substantial growth. And not just for Halewood, but I believe the future looks bright for the entire pharmaceutical industry in

India.

What drives the success of family-run businesses like Halewood in India?

Well, in India, family values are deeply ingrained in our culture. The close-knit bonds we share within our families extend to our businesses as well. For instance, my sons and I share not just a business relationship but a familial one, living together and sharing meals. This creates a strong sense of trust and commitment, which is invaluable in business. When there's mutual respect and a shared vision, the business naturally flourishes.

Our family values, such as respect, integrity, and unity, are the foundation of our business. Over the years, we've realized that quality is paramount, especially in the pharmaceutical industry. Indian companies like ours offer both quality and affordability, which is a winning combination. Additionally, government support for healthcare initiatives ensures that our products reach those who need them the most, further bolstering our business.

While business strategies and market dynamics are crucial, it's our commitment to quality and our family values that truly set us apart.

What legacy do you hope to leave for Halewood Pharmaceuticals?

Retirement isn't in my vocabulary. I plan to keep working until I can't anymore. As for Halewood, I envision it reaching every corner of the world. We're already in 45 countries, and with our new world-class unit, I aim to expand to over 180 countries. It's ambitious, but that's the direction we're headed in.

Halewood is more than just a pharmaceutical company; it's a symbol of quality, innovation, and commitment. We've built a reputation for excellence, and I want the world to see us as a trusted provider of healthcare solutions. Our goal is to make a difference in people's lives, no matter where they are.

Can you pinpoint some of the secrets to your success?

Success, in my opinion, boils down to focus and conscience. We've poured our hearts and souls into building Halewood, never losing sight of our goals. And when it comes to our employees,

they're not just workers; they're valued members of our family. We've created a culture of trust, respect, and accountability, ensuring that everyone feels invested in the company's success.

We're committed to delivering the highest quality products and making a positive impact globally.

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