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LordsMed & Hindustan Antibiotics to distribute affordable rapid antigen kits for multiple diseases

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LordsMed targets Rs 75 crore revenue within six months



LordsMed, the global healthcare division of Lord’s Mark Industries, has entered into a distribution partnership with Hindustan Antibiotics Limited (HAL), a leading public sector drug manufacturer.

The healthcare company will manufacture high-quality rapid antigen test kits at its ICMR approved facility at Vasai, near Mumbai, and distribute those kits in government healthcare centres across India at an affordable rate- 10 percent less than the average market rates. The broadening of the distribution network is part of LordsMed's goal of facilitating early-stage healthcare intervention and generating Rs 75 crore in revenue in six months.

LordsMed has deployed top-notch German technologies to manufacture an extensive range of rapid test kits for detecting malaria, cardiovascular disease, hepatitis C virus (HCV), HIV, syphilis, hepatitis B surface antigen (HBsAg), dengue, typhoid, COVID-19, chikungunya, ovulation, and pregnancy.

The company has developed a robust R&D team comprised of experienced microbiologists and doctors and has emerged as the only in vitro diagnostic (IVD) kit manufacturing company in India, working to roll out saliva-based diagnostic solutions for a range of diseases. The company has successfully carried out trials of its saliva-based diagnostics kits for diabetes and liver diseases.

Commenting on the partnership with HAL, Sachidanand Upadhyay, MD & CEO, Lord’s Mark Industries, said, “The distribution partnership with HAL will help us reach out to all parts of the country cities including metros, Tier -1, 2 and 3 cities and rural areas with our affordable and advanced rapid antigen test kits. Our goal is to gain first-mover advantage by launching advanced saliva-based diagnostics solutions. The larger goal is to play our role in making India*atmanirbhar* (self-reliant) in diagnostics kit manufacturing”.

LordsMed has plans to set up a manufacturing unit in Gujarat by 2023 and another facility in Lucknow by 2024 to further boost its manufacturing capabilities and serve the growing market demand. The company also has plans to expand its exports to all countries in Africa and Europe.