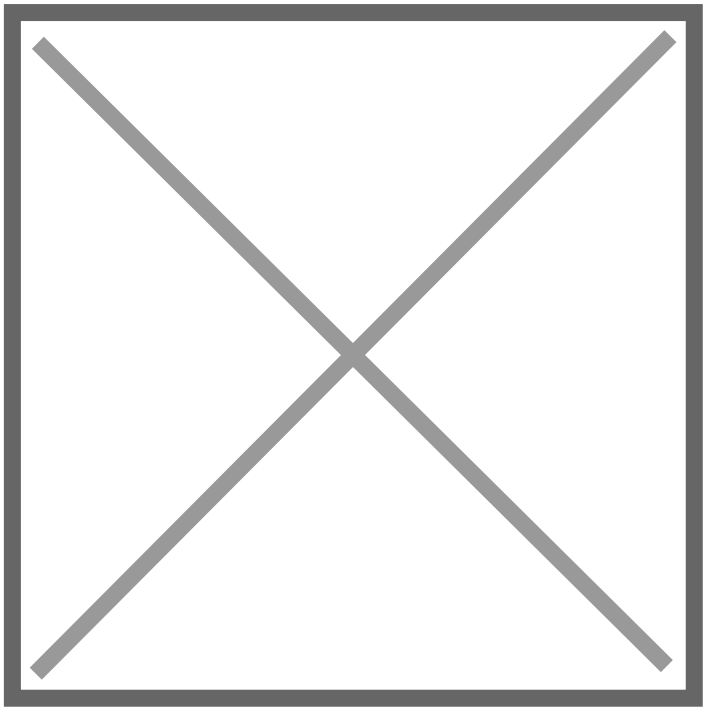
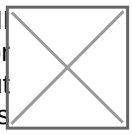
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"The Indian market potential is much higher than what we heard from out side,"`

05 October 2004 | News



Craig Jack, president, Nalge Nunc International



It was for the first time that Craig Jack, president of the US-based Nalge Nunc Interational (NNI) visited India. NNI is one of the leading players in the global labware market and its products have been there in the Indian market for more than a decade through Genetix. In an exclusive interview with BioSpectrum, Jack shares his feedback about the Indian research market. His first actual experience interacting with the Indian biotech research industry was very interesting and seems full of prospects, he narrated.

W hich market segment would be your business priority here?

India is shaping up to become the hub of biotech activity in the region. There has been a lot of activity in biopharma research. And the Indian pharma industry is poised to take a good ride on the biopharma industry. Further, business is also moving at a high pace in this direction. So we are looking at this segment quite aggressively.

What was the basic agenda of your much-awaited business trip to India?

The primary purpose of this trip was to explore the market. After hearing a lot of things about this market, we were very curious to peep into India for strengthening the business. I would like to comment that the Indian market potential is much higher than what we heard from out side. I covered almost all the regions of India including the North, South and West-which I see as the most vibrant.

What are your plans for India?

We are committed to the Indian market very religiously and are satisfied with the business relationship with Genetix Biotech Asia Pvt Ltd (Genetix). So, we are looking forward to sustain such good relations with our Indian marketing partners, Genetix. As regards to further strengthening of our presence, we have visited the industry and explored some hot areas within India. Now I have to submit my report to my senior coleagues and only then we can say anything.

Customization is the order of the day. Are you contemplating offering customized products here?

Yes, we have plans to offer customized products that would cater to the needs of the Indian researchers. For doing this, we always keep on interacting with our customers, getting their feedback on our products. Genetix is doing a great job for us.

How big is your business from India?

A major chunk of our business comes from the US market. It accounts for nearly 80 percent of our total business. The rest comes from outside the US market. The Asia-pacific region contributes to about 10 percent of the total business. Though the percentage of Indian business is lesser in such a scenario, we expect a good growth in the coming years. As per business reports, the Indian biotech research market is expected to double its revenues in the next two to three years.

Faiz Askari in New Delhi