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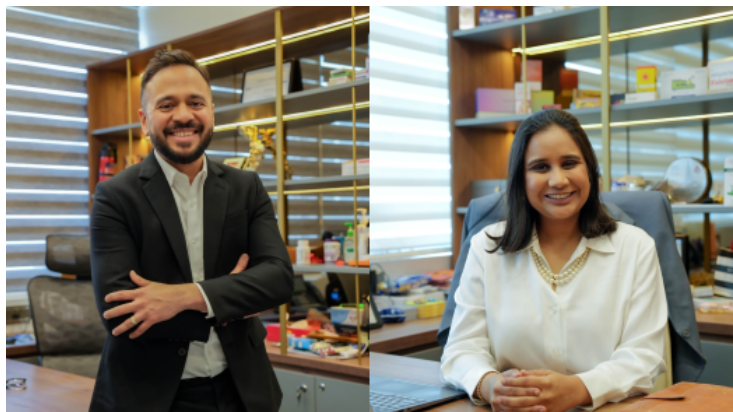
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HAB Pharma plans to sustain a competitive edge as the market for GLP-1 therapies expands

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HAB Pharmaceuticals & Research, with manufacturing units in Mumbai and Dehradun aims to scale its revenues to Rs 2,500- Rs 3,000 crore by 2030, driven by expanded manufacturing capacity, strengthened R&D capabilities, and a focus on off-patent molecules and complex dosage forms. Additionally, the company is commissioning two new manufacturing plants- a sterile facility focused on semaglutide, prefilled syringes, injectables, vials, and lyophilised products, and a fully automated closed-loop oral solid dosage (OSD) plant. Both plants are expected to commence commercial production by August 2026. Amidst these developments, Urvee Garg and Saurabh Agarwal, Directors at HAB Pharma, spoke to BioSpectrum India about the company's broader growth strategy in the evolving pharmaceutical landscape.



HAB Pharmaceuticals has set a target of Rs 3,000 crore revenue by 2030. What will be the key growth drivers?

Saurabh Agarwal: HAB Pharma's revenue growth toward Rs 3,000 crore by 2030 will be driven by expanded manufacturing capacity, strengthened R&D capabilities, and portfolio diversification, including high-value speciality generics, semaglutide therapies, and phytochemical-based products. The company has invested in two major new plants, designed to expand production capacity and support future growth, and has also acquired a large existing facility in Dehradun of approximately 44,000 sq feet, which is planned for further development.

Among upcoming products, Vonoprazan is a notable addition; this proton pump inhibitor demonstrates promising clinical results, delivering significantly higher patient relief compared to existing alternatives, positioning HAB to be among the first companies to manufacture it post-patent expiry. Beyond individual molecules, HAB Pharma is strategically leveraging innovations such as GLP-1 therapies, which have shown potential to address obesity-related and metabolic health issues.

Export expansion into emerging and semi-regulated markets, strategic CDMO partnerships, and patient-focused delivery formats will further contribute to growth. In addition, HAB's emphasis on cost-efficient operations, regulatory readiness, and speed-to-market for complex formulations ensures that its expansion is sustainable, enabling the company to combine affordability with innovation while scaling globally.

Which therapeutic areas will define HAB Pharma's next phase of growth?

Saurabh Agarwal: HAB Pharma's next growth phase will focus on metabolic care (semaglutide, bempedoic acid), GI Drugs (Vonoprazon), CNS and pain management (dofasitinib, topical gels), ophthalmology, critical care, and speciality generics including biologics and monoclonal antibodies. These segments leverage the company's formulation expertise, advanced delivery technologies, and export-focused distribution, balancing high-demand chronic care with differentiated therapies. This strategic focus positions HAB to expand both its domestic presence and international footprint while continuing to innovate in areas of high clinical and market relevance.

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What will be the key strategic plans when it comes to R&D, expansion and manufacturing for the Indian market in the next five years?

Urvee Garg: Over the next five years, HAB Pharma intends to expand R&D infrastructure, focusing on complex generics, peptide-led innovation, and advanced delivery systems. We are building an R&D plant in Vasai, near our existing plant. This manufacturing growth will include new sterile injectable blocks, automated OSD plants, and segregated beta-lactam/cephalosporin facilities. The strategy encompasses scaling the domestic branded portfolio, strengthening export operations, and selectively expanding CDMO services. By investing in digitalised quality management and compliance systems, HAB aims to improve regulatory efficiency, ensure rapid market entry, and maintain a future-ready, scalable infrastructure for both domestic and international markets.

HAB Pharmaceuticals has officially completed its strategic merger with sister company Signature Phytochemical Industries and become a Rs 600 crore integrated pharma entity. How do you see this merger impacting HAB Pharmaceuticals' capabilities in developing and delivering pharmaceutical and phytochemical-based products?

Urvee Garg: The strategic merger with Signature Phytochemical Industries has consolidated HAB Pharma's manufacturing and R&D capabilities, creating an integrated entity valued at Rs 600 crore. This integration expands capacity for tablets, capsules, creams, and specialised formulations, streamlines operations, and strengthens governance. The merged entity benefits from improved operational efficiency, accelerated development pipelines, and enhanced export readiness, particularly for speciality drugs for respiratory, autoimmune, and chronic conditions. By combining expertise, HAB is now better positioned to innovate, scale, and deliver a broader range of pharmaceutical and phytochemical-based products.

How does HAB Pharma plan to strengthen its regulatory affairs capabilities to ensure faster approvals while maintaining compliance?

Urvee Garg: HAB Pharma is proactively enhancing its regulatory affairs capabilities by aligning all manufacturing facilities with WHO-GMP, cGMP, ISO 9001, PIC/S standards, and aspiring EU-GMP compliance. Dedicated regulatory teams ensure adherence to market-specific requirements and facilitate faster approvals in key export countries such as Nigeria, Uganda, and Iraq. The commissioning of new automated oral solid dosage and sterile injectable plants standardises processes, strengthens documentation, and enables consistent quality monitoring, allowing HAB to introduce complex and high-value molecules like semaglutide efficiently while maintaining rigorous compliance and safety standards.

HAB plays a pivotal role in facilitating access to high-quality, affordable healthcare in emerging markets and has a strong presence in markets such as Nigeria, Afghanistan and Yemen. What strategies have HAB adopted to make advanced therapies more affordable and accessible in low- and middle-income markets?

Saurabh Agarwal: HAB Pharma's presence in emerging markets is underpinned by a multi-pronged access strategy that combines cost-efficient domestic manufacturing, market-tailored product adaptation, and partnerships with local distributors. The company leverages tiered pricing and flexible packaging, ensuring therapies are affordable and readily available in low- and middle-income regions. By integrating CDMO capabilities and maintaining robust supply chain planning, HAB ensures timely delivery of essential medicines, while investing in patient-centric delivery formats such as oral jellies, aerosols, and Bag-on-Valve systems to facilitate broader access.

You have interest in semaglutide-based therapies. How does HAB plan to differentiate its offerings and sustain its position in an increasingly crowded metabolic care landscape?

Saurabh Agarwal: In the metabolic care segment, HAB Pharma differentiates itself by combining formulation innovation with patient-centric distribution. Its strategy emphasises access beyond metropolitan areas, targeting Tier II and last-mile geographies where affordability and availability are critical. Significant R&D investment in semaglutide ensures high-quality, bioequivalent, and differentiated formulations, allowing HAB to compete on both efficacy and accessibility. The new sterile facility enhances capacity and regulatory readiness, positioning HAB to sustain a competitive edge as the market for GLP-1 therapies expands.

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