

## India is recognized as one of the global manufacturing destinations'

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Datwyler Sealing Solutions develops, designs and manufactures solutions for injectable packaging and drug delivery systems. This 100 year old organization has a global manufacturing footprint on three continents, and sales in over 100 countries.

Datwyler Sealing Solutions has been present in India since 2010 and the firm is rapidly expanding its footprint in India. In an interview with us Mr. Rahul Dev, Vice President, Datwyler India tells us more about its operations in India. Edited excerpts:

#### **1. Please introduce Datwyler Healthcare. What is the focus of your work and what are some of your core priorities?**

The Datwyler Group is listed in the Swiss Stock Exchange and has celebrated its 100-year-anniversary at the end of 2015. Within the health care division, Datwyler develops, designs and manufactures high-quality solutions for injectable packaging and drug delivery systems which enables customers to create a safer medical environment. We are a leading partner to global pharmaceutical companies and the global number two for closure solutions for injectable medicines, as we produce 15 billion components for health care products each year.

In the Indian market, we are presently focusing on high-end rubber formulations for products like plunger stoppers, Lyo, serum stoppers and customized rubber stoppers. Our latest investment in India through the commencement of the FirstLine facility in Satara (Maharashtra) underlines this focus.

#### **2. Could you please provide us with an overview of the structure of the Datwyler operations?**

The Datwyler Group is a focused industrial supplier with leading positions in global and regional market segments. With its technological leadership and customised solutions, the Group delivers added value to customers in the markets served. Datwyler concentrates on markets that offer opportunities to create more value and sustain profitable growth. The Sealing Solutions division is a leading supplier of custom sealing solutions to global market segments, such as the health care, automotive, civil engineering and consumer goods industries. We have a global manufacturing footprint on three continents and sell our products in over 100 countries. Globally, the division has a workforce of more than 5,500 employees.

### **3. What was the rationale behind setting up an office in India?**

India's pharmaceutical and biotech markets are evolving rapidly and within the last years, they were able to gain traction from global manufacturers, suppliers and customers. The country is also being recognized as one of the global manufacturing destinations. Our new facility in Satara makes a great business case for us as we look at catering to global markets. Datwyler Sealing Solutions is one of the leading producers of closure solutions for injectable and vial medicines. The company's products are supplied to the world's leading pharmaceutical and biotechnology companies to support their efforts towards safe and effective drug delivery for a healthier world.

### **4. Please tell us about Datwyler Healthcare's operations in India.**

Datwyler Sealing Solutions has been present in India since 2010. With our operations, we are dedicated to guaranteeing the highest levels of quality and safety, and continue to make investments aimed at meeting global regulatory requirements. Recently, we have announced the construction of our most advanced manufacturing facility: FirstLine. The new facility at the Datwyler India site in Satara, Maharashtra is part of the company's commitment to India and the Asian markets. Spread over an area of 24,000 m<sup>2</sup>, the facility will be integrated in the existing premise and will start to operate in 2017. The plant has been delivering commercial supplies to customers worldwide since 2013. The site also offers additional 24,000 m<sup>2</sup> for future growth.

The most complex rubber components produced at the FirstLine site belong to the Omniflex family of vial and syringe components. They prevent any interaction with the drugs due to their total fluoropolymer coating. These components are exclusively manufactured at the Datwyler FirstLine sites.

### **5. What products make up the largest fraction of the company output?**

In the health care segment, the largest fraction of the company's output is generated by the following three products: Stoppers for blood collection devices, stoppers for vials and plungers for prefill syringes.

### **6. The packaging industry is in continuous evolution and to remain competitive you have to constantly create technological innovation. How do you achieve such competitiveness given this industry characteristic?**

Datwyler has invested a significant amount of money into R&D in the past and will continue to do so in the future. We also place great importance on direct contact to our customers in order to understand their requirements and develop our products in line with their needs. Our dedicated teams provide our customers with expert knowledge in materials, surface treatments, and simulation for innovative sealing solutions. Furthermore, Datwyler always aims for new innovations and a future-oriented working approach.

### **8. What is your international expansion strategy?**

Presently Datwyler is expanding in India. The company has also purchased ten additional acres adjacent to the plant for future growth.

### **9. How has Datwyler evolved from its founding in 1915 to its current role?**

Major changes have taken place in the industry in general, and particularly in the packaging component industry that we are operating in. First, there is an increasing globalization of the industry. Our customers are becoming more global and are expecting us as their supplier to cater to their ever changing needs, large or little. Datwyler has long understood this concept, which is why, for instance, the company diversified into rubber for pharmaceutical application approximately 50 years ago. As a result of these developments, Datwyler has become a global player itself. Considerable and constant investments are made to improve our global manufacturing footprint and keep the company's leading position in the market.