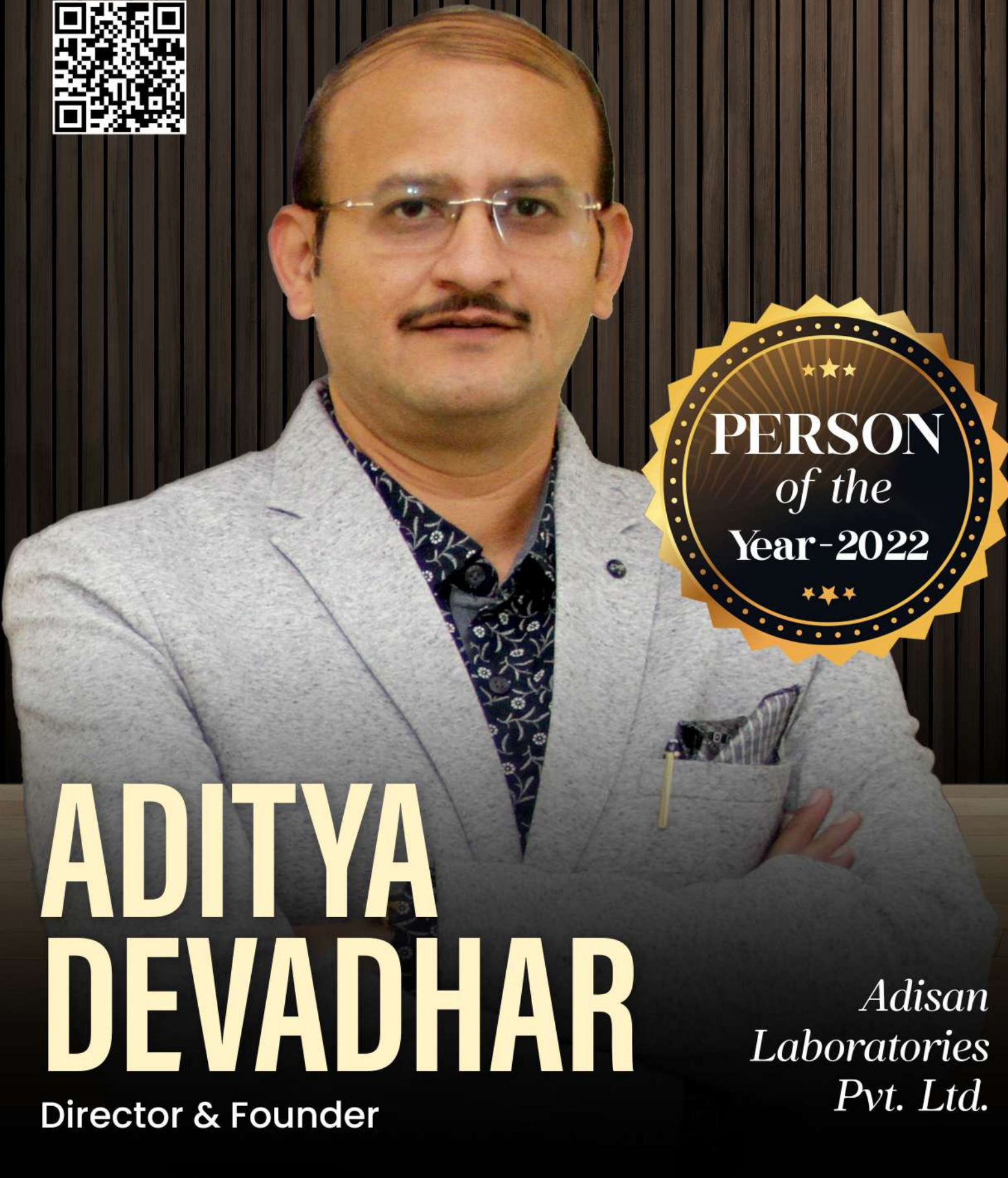


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*Accelerating Businesses*



# ADITYA DEVADHAR

Director & Founder

*Adisan  
Laboratories  
Pvt. Ltd.*



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*Founder and Director*

**Adisan Laboratories  
Pvt. Ltd.**







AN ISO 9001:2008 GMP CERTIFIED COMPANY **ADISAN**  
Laboratories Pvt. Ltd.

**C**ourageous and ambitious, Aditya Devadhar is the Managing Director of Adisan Laboratories and the founder of Adisan Pet Foods. And as he says-

"Progress for us has never been a dream; it has always been a distant reality, and once one milestone is achieved, there is always another one waiting to be crossed"

With this belief in mind, Adisan Laboratories was founded in 2008, manufacturing Veterinary medicines. Adisan Laboratories quickly became a leader in its business segment, but like any entrepreneur, they have always wanted to push the company to greater heights. Taking a path less traveled, Adisan expanded into various new segments like External Preparations for veterinary use, disinfectants for poultry, oral syrups, suspensions, Pour on and Spot on products, etc. Their brilliant team under Aditya's leadership has overcome challenge after challenge to bring Adisan to a new level of recognition. And with the support of its

team and clients, Adisan is confident in achieving milestones of excellence for years to come.

#### ABOUT ADISAN LABS

Started with only one unit in 2008, today the organization facilitates 3 separate units- one for Pharma, one for feed supplement manufacturing, and one for Pet foods manufacturing. Adisan Laboratories, located in Pune, Maharashtra, has been granted GMP certification by FDA Maharashtra and accredited as ISO 9001:2015 certified Company. Adisan Laboratories has two separate wings; one produces External solutions in liquid forms along with disinfectants in liquid and powder form and another for liquid oral form. ADISAN has diversified into liquid and powder feed supplements, milking machinery cleaners, and Hygiene Products. ADISAN has introduced PET FOOD BRAND 'GOBBLEZ' through its sister company ADISAN PET FOODS, which recently entered the Maharashtra and Goa markets.

#### EARLY ROOTS

Established as a partnership firm, Adisan Laboratories later changed its constitution to a private limited company. Started in 2008 on 3500 sq. ft. rented premises in Pune with just 3 products and one manufacturing section, today Adisan owns 35000 sq. ft. premises and offers more than 100 products within three different manufacturing sections- Liquid oral, Liquid External, and Powder External). Adisan Laboratories supplies ectoparasiticides, poultry disinfectants, and oral liquids to veterinary companies such as Bayer, Novartis, Elanco India, Elanco Thailand, Nutreco Vietnam, De Laval, etc. With the guidance and consistent efforts put in by Aditya Devadhar, Adisan was recently awarded as one of the Top 10 Veterinary Medicine manufacturers 2022 by Industry outlook.

#### THE LEADING LIGHT

Aditya Devadhar has been successfully managing this entire organization despite being a commerce graduate with no prior tech experience. He has also handled clients across the

globe that possesses extensive technical expertise. He draws guidance and support from colleagues from various multinationals. For several years, the company has been successfully meeting all the requirements and standards set by multinational companies. Adisan has primarily focused on B2B business and has been a regular supplier to multinationals for the last decade.

#### SUI-GENERIS FEATURES

Its uniqueness lies in its strategic location, different units for oral and external forms, well-equipped quality lab, compliant C-GMP documentation, B2B business model, and proactive and supportive approach toward customer needs. Adisan started manufacturing liquid external applications for veterinary use. Within ten years, the company has come to a level wherein it supplies to the top pharmaceutical giants And exports to various countries through their esteemed customers, including Thailand, Russia, Bhutan, Singapore, Ethiopia, Kenya, Sri Lanka, West Indies, Nepal, Senegal, Uzbekistan, Rwanda, Afghanistan,





Vietnam, and Azerbaijan. A huge part of this is an outcome of Aditya's love and passion for traveling; his keenness to go to exhibitions all around the world where he learns about new Products and the same products that are developed and introduced in India. Additionally, he has traveled the globe and has even been to and audited manufacturing facilities in China and Russia.

## WORK ETHICS

Aditya's vision and understanding of business have led to the turnover of ADISAN from USD 60,000 to USD 3.5 million per annum in a short span. Aditya's perseverance towards quality and positive approach towards the up-gradation of a facility as per C-GMP has earned myriad rewards over the time. Aditya Devadhar's ethical approach has led to the addition of more international customers and businesses, which has helped the company to grow. It has provided more options in terms of products to its customers. It has brought the product range of Adisan from 10 products to more than 100 in just ten years.

## 'QUALITY SERVICE'- A LEADING BUZZ-WORD

Customers who can market products in domestic and export markets and register the product quickly in export markets are vital to the company's success. Multinational customers expect strict C-GMP guidelines to be adhered to and that their systems be updated at all times to meet changing regulatory requirements. One of the main objectives of Adisan is to keep upgrading itself to meet the international standards set by key players. Adisan assures and delivers quality products, as each member of Adisan is committed to improving the quality of processes or services. Adisan has an in-house QC laboratory with state-of-the-art equipment and micro lab and QA systems to check for quality at each step. To meet quality standards, Adisan has developed a quality policy stating that they will

ucts, services, and delivery schedules and will continually enhance the effectiveness of their quality management system. To achieve the policy, Adisan has set several objectives, including:

- Every member of Adisan is committed to improving the Quality, whether in process or services.
- Quality improvement is a continuous ongoing process with always scope for more.

Significant achievements:

- Adisan believes in cost control without sacrificing quality. Cost control can be achieved with improved efficiency and with the involvement of all concerned.
- And by periodically assessing customer and regulatory requirements and upgrading products, processes, and services.

## POST PANDEMIC STRETEGEM

Despite a drop in demand in a few sectors, many other markets could still show promising growth. Fewer vet visits and veterinary medicines during the pandemic led to a steep increase in transport prices and a shift of the market to Indian manufacturers due to anti-China sentiments.

Additionally, India is an agricultural country, and the vet business in India will always grow. As a result of the temporary closure of manufacturing sites, export bans, and increased demand for veterinary medicine, several countries have experienced supply disruption and shortages of veterinary medicines. Due to lockdowns and online education, most parents having one child have adopted pets, which increased the demand for pet products. It may be a new trend in the future to have home education and work from home, which will lead to an increase in the Pet Medicine and Food business.



## PRESENT INDUSTRY SCENARIO

Indian culture is consistently acknowledged for its harmonious nature between humans and non-humans. People have carried the culture with magnificent changes over the years and spread awareness about veterinary healthcare. The Indian veterinary healthcare market is projected to register a CAGR of 7.98% during the forecast period, with revenue of approximately USD 1,083.13 million in 2020 and expected to reach USD 1,697.15 million by 2026. Adisan Laboratories is a significant veterinary medicine manufacturing company with significant potential to produce quality products to keep pets/animals healthy.

## FUTURE STEPS

With an optimistic vision, Aditya Devadhar evaluated the potential for Adisan Laboratories to become a significant domestic pet food manufacturer in India (through its sister company, Adisan Pet Foods) and has the vision to start a manufacturing unit outside the country. Furthermore, the company looks forward to gaining WHO GMP Certification, OINTMENT manufacturing, BOLUS Manufacturing, 100 Cr Topline, Exporting to 50 countries, and filing IPO in 2026.