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From 200 sq ft to Rs. 500 Crore: Sunil Agarwal's Mission to Democratize Healthcare



Mr. Sunil Agarwal, Mr. Anil Agarwal & Mr. Sashreek Agarwal

From a modest 200 sq ft office in Kolkata to a Rs 500 crore diversified healthcare powerhouse, Sunil Agarwal's story is one of grit, vision, and a relentless pursuit of accessible healthcare. In this exclusive conversation with Forbes India – East Rising, the Managing Director of Eskag Group shares how his company is shaping India's healthcare landscape, from pharmaceuticals and hospitals to global innovations in drug delivery systems.

Q: Eskag Group has a significant footprint in India's healthcare sector. How do your diverse verticals strengthen the nation's healthcare infrastructure ?

A: Eskag Group today stands on four strong pillars.

Eskag Pharma Pvt. Ltd. is a pharmaceutical manufacturing company, our foundation, producing quality, affordable medicines for millions.

West Bengal Chemical Industries Limited (WBCIL), our API division, drives innovation through WHO-GMP certified plants and advanced R&D. Vetnova, our animal healthcare arm, supports rural economies with specialized animal feed.

Eskag Sanjeevani Hospitals, our most human-facing vertical operates four hospitals across West Bengal. Through a Public-Private Partnership (PPP) model, we deliver 1.24 lakh free dialysis sessions every year, ensuring that life-saving care reaches even those at the bottom of the pyramid.

Together, these verticals form an ecosystem that addresses healthcare access from molecule to marketplace and from patients to communities.

Q: Your hospital chain, Eskag Sanjeevani, seems central to your mission. How does it align with the national goal of accessible healthcare ?

A: Eskag Sanjeevani today runs four multi-speciality hospitals at Baghbar, Baranagar, Khardaha & Dainhat with NABH and NABL Accreditation treating millions annually. What sets us apart is our inclusive model—patients walk in with access, not obstacles, because

affordability is never a barrier.

We also operate over 150 PPP dialysis centres under the PM National Dialysis Programme, delivering free dialysis to thousands, along with PPP-based diagnostic and imaging services across the India. By blending hospitals, insurance-backed access & public-private partnerships, we've proven that affordability and excellence in healthcare can go hand in hand.

For us, hospitals are not just centers of treatment, they are gateways of access for every stratum of society.

Q: Products that tackle national health challenges have long-lasting impact. How does your flagship brand, SUVIDA, fit into this vision ?

A: SUVIDA is not just a pill—it's empowerment. As a birth-control solution designed for India, it addresses both health and financial challenges supporting the Government's Family Planning Programme. Through monthly awareness programs, we reach over 10,000 women across West Bengal. We listen, engage and build trust. Today, 2.5 million women take SUVIDA every day. That number represents not just success for a product but freedom, dignity, and healthier futures for families.

Q: Looking ahead, how is Eskag positioning itself in the global market for advanced drug delivery systems ?

A: The future belongs to smarter drug delivery. At WBCIL, our R&D team has pioneered **Liposomal API Technology** a game changer for bioavailability and efficacy. We've already secured **14 patents**, including for liposomal iron API. We also won the **National IP Award 2024** as India's top MSME in patent filing & commercialization.

Building on this, we are preparing to launch nutraceutical and cosmeceutical brands that will carry Indian innovation to global shelves. This is where science meets scalability and we believe it will set Eskag Group apart in the years to come.

Q: As the leader of a multi-faceted conglomerate, how do you balance ambition with personal well-being ?

A: For me, work and life aren't separate—they're intertwined through passion. If you enjoy what you do, balance comes naturally.

Every day feels like a fresh beginning, filled with new lessons and people. That philosophy keeps me grounded.

Our motto says it best: *"For The People, By Our People."*



Production Facility of WBCIL at Dahej, Gujrat