RISHIKESH EXPORTS

UNLEASHING NEXT-GEN PHARMA WITH SMART & SUSTAINABLE EXECUTION

Pharma Turnkey Project Consultants play a pivotal role in transforming visionary ideas into fully operational, regulatory-compliant manufacturing units. With the global pharmaceutical market projected to exceed $1.6 trillion by 2030, investors, ranging from seasoned MNCs to new entrants, are increasingly seeking expert partners who can deliver holistic, future-ready solutions. These consultants offer end-to-end services including conceptual design, detailed engineering, equipment selection, utility planning, validation, and regulatory compliance, ensuring that clients meet stringent global standards without cost overruns. Rishikesh Exports stands out in this space by offering comprehensive, tailor-made turnkey solutions under one roof, backed by global experience across 17+ countries, unmatched transparency, and a commitment to 100 percent client satisfaction.

Established with a clear vision to deliver comprehensive engineering solutions, the company began its journey by catering to the daily consumable requirements of its customers. Initially constrained by financial limitations and the need to build credentials, it quickly evolved, earning trust and taking on larger assignments. Within a few years, Rishikesh Exports transitioned from supplying consumables to manufacturing specialized equipment such as dryers, granulators, mixers, and reactors, eventually graduating to assembling equipment and executing full-fledged Turnkey Projects.

The company operates across four primary verticals including Healthcare & Pharma, Food, Power & Energy, and Utilities. In the healthcare domain, it caters to pharmaceuticals, cosmetics, nutraceuticals, and herbal extract sectors. The food segment involves specialized projects in sugar, coconut, and instant tea, while spice and essential oil extractions are categorized under herbal and pharmaceutical applications due to their medicinal value. The power and energy vertical focuses on process industry solutions such as boilers, turbines, biogas generation, and effluent management. Complementing these is the Utilities division, which provides critical support through consumables and spares, maintaining customer engagement and honoring the company's foundational roots.

"We have been export-focused since the beginning, with over 90 percent of our revenue coming from global markets, helping boost foreign exchange earnings. Our strong focus on quality, innovation, and customer needs has made us a trusted

Prashant Lolage
Managing Partner
Avinash Shahane
Managing Partner

engineering partner across countries", informs Prashant Lolage, Managing Partner, Rishikesh Exports.

Integrated Turnkey Solutions

Rishikesh Exports has established itself as a distinguished LSTK (Lump Sum Turnkey) and EPC (Engineering, Procurement, and Consulting) solution provider, offering a comprehensive, integrated approach to project execution across its key verticals. The company's turnkey model is designed to provide end-to-end support, beginning right from design and conceptualization. This initial stage involves a high-level understanding of client objectives, site area requirements, basic investment estimates, and output projections, helping stakeholders at top decision-making levels visualize project viability. Once the initial framework is agreed upon, the company undertakes detailed engineering, including process flow diagrams, plant layouts, utility planning (like HVAC systems, boilers, compressors, and more), and lab setups, along with precise cost estimations.

What sets Rishikesh Exports apart is its commitment to minimizing exclusions and ensuring full project transparency. While most EPC players leave significant gaps in scope, often leading to cost overruns or delays, the company ensures a well-defined deliverable structure, excluding only essentials like land, civil works, and local approvals. The transparency and on-time delivery have helped the company build long-standing global relationships, with repeat orders from over 17 countries in Southeast Asia, the Middle East, and Africa.

Particularly in the pharmaceutical vertical, Rishikesh Exports brings unmatched depth by integrating engineering with formulation, analytical stability, validation, and regulatory compliance, areas often managed separately by multiple vendors. "We offer all these competencies under one roof to eliminate inter-vendor conflicts and execution delays. This integrated approach is especially critical in high-regulation segments like oncology, MDI/DPI, and sterile manufacturing, where precision and compliance are paramount", asserts Prashant.

> **WE ENSURE SYNCHRONIZED COORDINATION ACROSS DEPARTMENTS AND DELIVER TURNKEY PROJECTS WITHIN BUDGET AND TIMELINES BY SIMPLIFYING COMPLEX EXECUTIONS**

Tackling Real-World Challenges

Implementing turnkey pharmaceutical projects comes with inherent complexities, and Rishikesh Exports addresses these challenges with a pragmatic and deeply integrated approach. "Despite thorough planning through URS, design qualifications, and technical documentation, real-time project execution often reveals afterthoughts and unforeseen modifications, either during FAT, SAT, or post-installation. We not only anticipate such scenarios but also address them with flexibility and minimal burden on the client", adds Prashant.

A significant advantage lies in the company's in-house manufacturing capabilities, unlike many consultants who rely entirely on outsourced equipment. This dual role as engineering expert and manufacturer enhances quality control, delivery timelines, and overall execution efficiency. Common on-ground challenges include unreported changes in site civil works, regulatory non-compliance, and substandard material use, such as outdated asbestos panels in cleanrooms, which pose critical risks to GMP adherence. The company often encounters ill-informed choices made in the name of cost-saving, such as replacing boiler systems with non-viable electric heating or implementing non-compliant water lines. Despite these issues, Rishikesh Exports maintains its commitment to quality, often accommodating last-minute changes without escalating costs.

Integrating Sustainability Through Technology

Rishikesh Exports ensures that the facilities are technologically advanced, sustainable, and adaptable to future industry shifts. Its turnkey projects are engineered with modular designs and smart automation systems including PLC, SCADA, and HMI controls. These systems offer precision, real-time data monitoring, and process standardization, laying the foundation for seamless integration of emerging technologies like Artificial Intelligence (AI), Machine Learning (ML), IoT, and Building Information Modeling (BIM). Such technologies are pivotal in enhancing production efficiency, traceability, and predictive maintenance.

In parallel, Rishikesh Exports places a strong emphasis on sustainability. From zero liquid discharge (ZLD) solutions and waste-to-energy systems to solar rooftop integration and energy-efficient process designs, every project is structured to minimize environmental impact and operational costs. In a landscape that is evolving at an unprecedented pace, Rishikesh Exports stands out by delivering solutions and services that are not only ready for today but built for tomorrow. PO

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PHARMA TURNKEY PROJECT CONSULTANTS

2025

In appreciation of its exceptional diligence and inimitable approach to fulfill the end-to-end requirements of the customers.

Sudhakar Singh

Sudhakar Singh
Managing Editor
India Pharma Outlook