

**GOVERNMENT OF INDIA
MINISTRY OF HEALTH AND FAMILY WELFARE
DEPARTMENT OF HEALTH AND FAMILY WELFARE**

**LOK SABHA
UNSTARRED QUESTION NO. 4160
TO BE ANSWERED ON 13TH DECEMBER, 2019**

HLL LIFECARE LIMITED

**4160. SHRI SHRINIWAS PATIL:
SHRI KULDEEP RAI SHARMA:
SHRI SUNIL DATTATRAY TATKARE:
DR. AMOL RAMSING KOLHE:**

Will the Minister of **HEALTH AND FAMILY WELFARE** be pleased to state:

- (a) whether HLL Lifecare Limited is supplying its products to different States in the country and if so, the details thereof along with the quantum of sales during each of the last three years and the current year;
- (b) whether there are any liaison agents or distributors to do business with respective State Governments and if so, the quantum of commission paid to them and the value additions offered by them;
- (c) whether HLL Lifecare is having a full time Director Marketing, if so, the details thereof;
- (d) the reasons for engaging agents by HLL Lifecare to do business with State Governments; and
- (e) whether the HLL Lifecare will consider offering discounts to States instead of paying commission to agents to retain competitive edge in the market, if so, the details thereof?

ANSWER

**THE MINISTER OF STATE IN THE MINISTRY OF HEALTH AND
FAMILY WELFARE
(SHRI ASHWINI KUMAR CHOUBEY)**

- (a): HLL Lifecare Limited (HLL) manufactures and markets various products in different states. The quantum of sales of various products/services provided by the Company is at **Annexure**.
- (b): HLL engages various distributors upon the need of the business and as per the requirements of the trade channels. HLL does not engage liaison agents to do business with the State Governments. Expenses incurred by the service providers for delivery, re-distribution, handling, installation, training etc only are reimbursed.
- (c): Shri T Rajasekar, is holding the position of Director(Marketing) in HLL Lifecare Ltd.
- (d): HLL does not engage agents to do business with State Governments.
- (e): Does not arise.

Annexure

HLL BUSINESS FOR THE LAST THREE YEARS AND CURRENT YEAR 2019-20

Year	(Rs. in Lakhs)				
	CBD*	HCD*	WHD*	VBD*	HCS*
2016-17	8,095.74	7,164.28	13,720.25	1,052.42	3,366.62
2017-18	6,690.19	7,795.71	11,571.33	1,102.13	8,423.35
2018-19	5,737.93	9,587.04	9,143.00	1,386.25	22,726.42
2019-20**	2,326.26	4,380.85	8,777.46	1,094.33	16,346.73

** Sales figures as on 30/11/2019.

*CBD- Consumer Business Division (Markets various contraceptives/sanitary napkins)

*HCD- Hi Care Division (Distribution of Hospital Products like Blood Bags, Sutures etc)

*WHD- Women Health Care Division (Focuses on product under gynaec portfolio like antenatal products etc.)

*VBD- Vending Business Divison (Sanitary Napkin Vending Machines & Incinerators)

*HCS- Healthcare Services (Provide medical diagonostic services)