BOARD OF DIRECTORS



Mr. Sanjeev Jain and Mr. Sandeep Jain have travelled a long distance since they first entered the pharmaceutical trading business in 1984, starting their entrepreneurial journey with a 55 sq ft shop in Delhi.

The two young men (Sanjeev was 18 and Sandeep was 16) set up the foundations of their business, along with their father, Mr. D.C. Jain. A decade later, in 1994, they set up their first manufacturing unit, at Bhiwadi in Rajasthan.

The business began with its own line of products but later ventured into contract manufacturing. The turning point was in 2004, when, thanks to some investor-friendly government policies, the Jain brothers set up a contract manufacturing plant in Haridwar, Uttarakhand.

That is when Akums was established, and since then there has been no looking back. The Jain brothers have set a new trend in the Indian pharmaceutical industry as the pioneers of the contract manufacturing model, making critical life-saving drugs accessible to millions of people across dozens of low-income and middle-income countries in Asia, Africa, Latin America and even Europe. But for these affordable medicines, millions of people in these regions would have no recourse to curative or palliative healthcare.

Even as other companies followed and sought to adopt a similar strategy, Akums has been ahead of the curve, becoming one of the largest and fastest-growing pharmaceutical contract manufacturers in India.

SANJEEV JAIN

Managing Director, Akums Group

Mr. Sanjeev Jain was the principal force behind founding Akums, and ranks among the pioneers of the Indian pharma sector. Mr. Jain is known as a visionary leader and mentor. He has been guiding not just Akums but the industry as a whole to greater heights over the last decade and a half.

A people person, he has more than three decades of experience in the field of pharmaceuticals sales and marketing. He has received multiple industry awards, including the prestigious Dynamic Entrepreneur Award at the 6th Annual Pharmaceutical Leadership Summit & Business Leadership Awards in 2014.

Under his leadership, Akums has made several national and foreign collaborations. His innovative ideas in product development, patents, and customer retention have helped the company chart new growth paths over the year.



Managing Director, Akums Group

Mr. Sandeep Jain has been the force behind setting up Akums' state-of-the-art world-class facilities. He has had a key role in making contract manufacturing the most viable industry model.

He has been associated with several leading trade and industry bodies and has advocated the cause of the Indian pharmaceutical sector. In 2013-14, he was the president of the Uttarakhand state council of the Confederation of Indian Industry (CII). The same year, he also headed the state's Association of Pharmaceutical Manufacturers.

He has also served as the chairman of the Chamber of Commerce and Industry, Uttarakhand and has been a member of the managing committee of the PHD Chamber of Commerce and Industry and the vice-chairman of the Foundation of Pharma Entrepreneurs (FOPE).

NAND LAL KALRA Independent Director

A former career bureaucrat, Mr. Kalra spent 36 years in the elite Indian Revenue Service (IRS), and held various important positions. He now heads the audit committee of the company, as its chairman.

From 2005-12, Mr. Kalra was a member of the Income Tax Appellate Tribunal, where he delivered several landmark judgements. Before that, Mr. Kalra served as the assistant commissioner, deputy commissioner, joint commissioner and additional commissioner in the income tax department and has served across the country.

Mr. Kalra, who has worked actively to extend financial help to underprivileged children, has an excellent academic record. He earned a Bachelor of Science degree from Kurukshetra University with a gold medal. He holds a masters in science from Panjab University and a law degree from Jodhpur University.







12 AKUMS ANNUAL REPORT 2022-23 1 13

BOARD OF DIRECTORS



DR. AMIT VARMA
Non-Executive Director

Dr. Varma is a managing partner at Quadria Capital, one of the leading healthcare-focused private equity firms. He serves on the Akums board as a representative of Quadria, which invested in Akums in 2019.

Dr. Varma has more than two decades of extensive experience in mergers and acquisitions, strategic investments and operational leadership. He has significant board-level experience in the healthcare industry and is himself a renowned physician. He has, in the past, led international expansion initiatives of Fortis Healthcare and its affiliated companies.

Dr. Varma is a Doctor of Medicine from Delhi University and also holds a fellowship in critical care from the University of Pittsburgh.



14

KEWAL HANDA Independent Director

Mr. Handa is a veteran of the pharmaceutical industry in India. He headed Pfizer India as managing director and country manager from 2005 to 2012. Before Pfizer, he was also the managing director at Wyeth Ltd.

After leaving Pfizer, Mr Handa joined Samarth Life Sciences as President. He went on to serve as the non-executive chairman on the board of Union Bank of India, one of the most prominent government-owned lenders. Mr. Handa recently also joined the board of merchant payments firm BharatPe as an independent director.

Mr. Handa has diverse experience in finance, commercial, strategy, business development, M&A, banking, corporate affairs. He is also experienced across sectors like engineering and consumer in companies like Schrader Scovill, Hindustan Unilever Limited, and State Industrial Investment Corporation of Maharashtra. Mr. Handa has wide experience in markets like the US, Southeast Asia, Africa, Bangladesh, and Sri Lanka.

One of Mr. Handa's key focus areas is building a diverse organisation. He has driven various teams to hire and retain women colleagues in management and most importantly in sales positions – an initiative unheard of in the Indian pharmaceutical industry. He has managed this by sensitization and by developing women-friendly policies. These initiatives are now case studies and were showcased at a ministerial roundtable held in Turkey.

Mr. Handa is a qualified management accountant and company secretary, and has a master's degree in commerce.

MATANGI GOWRISHANKAR Independent Director

Ms. Gowrishankar comes with a wide range of experience across different domains.

Besides Akums, she is currently an independent director on the boards of several prominent companies including Cyient, Gabriel India, Greenlam Industries, Arohan Financial Services, Ashv Finance, Intellecap Advisory Services, Altum Credo Home Finance and Premium Transmission.

In the past, Ms. Gowrishankar has served on the boards of BP India Services, the holding company of oil and gas major BP in India, and subsidiaries of Cummins India.

Not only has she led teams both in India and outside, she has also been an executive coach to the top leadership at BP plc and other companies.

Ms. Gowrishankar has been a strategic human resources advisor to companies like Safari Industries, FlyNava Technologies, Quantum Consumer Solutions, BP Global Solutions India and Cornerstone India, to name a few. She was also heading the group HR council for the Aavishkaar Group.

She holds a postgraduate degree in personnel management and industrial relations from the prestigious XLRI, Jamshedpur, and a bachelor of arts in sociology from Stella Maris College, Chennai.



Whole-Time Director

Mr. Rathore is a three-decade old veteran of the pharmaceutical industry. He is an accomplished, outcome-driven executive with a proven track record in leading challenging initiatives, with emphasis on strategic planning, manufacturing, engineering, quality assurance, project development, budget management and human resources.

Mr. Rathore has, over the years, shown tremendous leadership ability and has extensive experience in managing pharmaceutical plants as per international standards.

Mr. Rathore holds a master's degree in pharmacy and a postgraduate diploma in management from Rajasthan University.

Before Akums, Mr. Rathore worked with companies like Bal Pharma, Tirupati Zion Medicare, Micro Labs, Scott-Edil Pharmacia, Nicholas Piramal, Lupin and Torrent Pharma.





AKUMS ANNUAL REPORT 2022-23 | 15