

# Sakshi Excellence Awards 2019-20

## CATEGORY: BUSINESS PERSON OF THE YEAR

Name of the Winner: DR. SATYANARAYANA CHAVA

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Organization: Laurus Labs, Launch Year: 2005 | Location: Hyderabad

## PROFILE:

Dr. Satyanarayana Chava, Founder & CEO of Laurus Labs and is a scientist turned entrepreneur. He has been the author of as many as 150 patents – a remarkable achievement for the CEO of a fast-growing Indian pharmaceutical company. Dr.Chava completed his PhD in 1992 from Andhra University and then earned a Management Degree from the prestigious ISB. Starting out as a young researcher at Ranbaxy Laboratories, he consciously expanded the breadth of his expertise to understand the entire pharmaceutical industry value chain—especially the R&D and Intellectual Property areas along with manufacturing. This combination of scientific and manufacturing expertise enabled him to quickly rise through the ranks at Matrix Laboratories—a start-up when he joined to become its COO in just 8 years after joining the company.

Soon turning to become one of the most respected leaders in the Indian pharmaceutical industry, Dr.Chava started Laurus Labs in 2005. From the very beginning, he built a company that is distinguished for its innovation. Most companies start with manufacturing and then expand to R&D, but he started with R&D first—a risky bet for any pharmaceutical entrepreneur.

## ACHIEVEMENTS:

- Shaping a one-of-a-kind company that competes with the best in the world. Today, Laurus is known for its knowledge and expertise as much as it is known for its growth and profitability.
- At the beginning of 2007, the company had 350 people in R&D and just 10 in manufacturing. Ensuring that the firm's organization's culture stood on the three pillars of Respect, Reward & Retain, Dr. Chava focused on developing APIs for complex ARV drugs, where APIs constitute 70-75% of the drug's cost – much higher as compared to the 20 to 35% of the cost for other drugs.
- Such ambition coupled with determination to deliver results has ensured Laurus to grow at a breathtaking speed – a 5-year CAGR of 15% while enjoying high profitability.
- Dr. Chava has been featured in the Forbes magazine, Bloomberg and has also been a speaker at previous year's India Summit organized by the Economist.