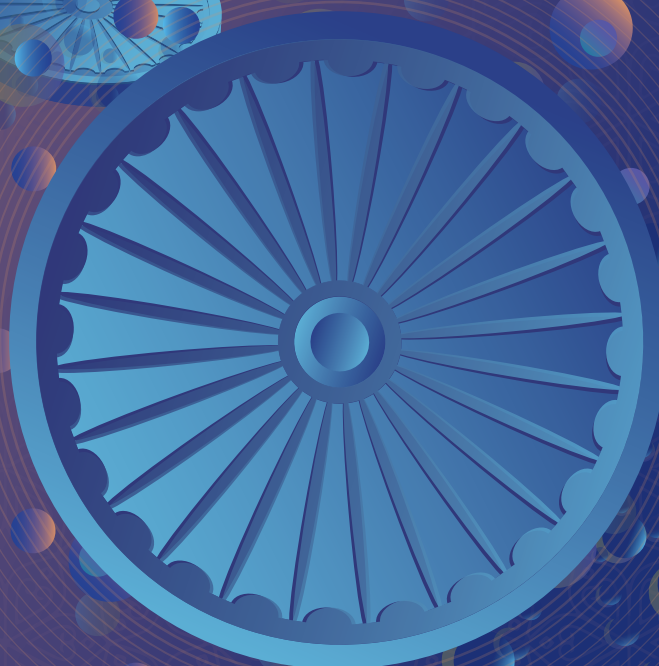




# GLOBAL BUSINESS REPORTS

INDUSTRY EXPLORATIONS



## INDIA PHARMACEUTICALS 2019



Regulations and Markets - Geographic Clusters - Generics and Formulations - APIs, Excipients and Intermediates  
Services and Equipment - Innovation and Specialization



## Krishna Kanumuri

CEO  
SAI LIFE SCIENCES

Sai Life Sciences delivers advanced Discovery, Contract Development and Manufacturing Solutions, through a broad suite of expert capabilities across the molecular lifecycle.

**Sai Life Sciences has been in existence for two decades now. What are some of the milestones that have marked the company's development over the years?**

For a company that started in a small laboratory with two fume hoods, we've come a long way in our quest of bringing new medicines to life! Over the past two decades, we have supported several innovator pharma and biotech customers discover, develop and manufacture innovative new medicines, and make the lives of patients better. Sai Life Sciences is today one of the fastest growing contract research and manufacturing organizations. Over the past five to six years, we have grown consistently at CAGR of 15%. This is equally divided into three main segments, namely discovery, clinical development and commercial manufacturing. Today we focus on contract research and development, as well as manufacturing. We are on an upward growth trend, as illustrated by our clients, who are seven out of the top 10 pharma companies in the world. Our focus is entirely international, with the United States, Europe and Japan as the three main markets. Backed by our investors TPG Capital and HBM Partners, we are making significant investments in augmenting our R&D and manufacturing capabilities.

**How does Sai Life Sciences maintain its strong track record in quality control?**

Sai Life Sciences' core objective is to set benchmarks in two key aspects: quality and safety. 60% of our quality systems are online based, and hence paperless. The goal is to be have paperless manufacturing by the end of the year. Our plants are almost fully automated and thus very well documented. Our technology is latest generation. However, the biggest aspect that sets us apart is the training that we provide to our employees. It is our priority to make sure the attitude to quality is ingrained closely with the people on the shop floor. Finally, we take safety very seriously as well. To put it differently, Sai is doing things above and beyond what any Indian CDMO is doing.

**What are the trends in the uptake of the biotech sector and what potential do you see in this space moving forward?**

Services such as discovery to early phase development will be driven primarily by the biotech players, which is where innovators are crowding in. The uptake of the biotech sector is a very important trend in the market. Our entire Discovery business has been built around biotech for the last 20 years, so we could say we are benefiting from this trend. However, mid stage and late stage development continue to be primarily pharma driven.

**Sai is also committed to reducing green house emissions, or increasing the percentage of women workers. Could you elaborate on the company's alignment with social and environmental goals?**

The reason why we have been able to achieve the scale we are at now and sustain the growth we've experienced is our long-term vision and our values, which we put above all else. We have stood by our commitment to integrity & transparency, publishing all data and making it available to public domain. Diversity is a very important part of our recruitment philosophy, and we seek to build diversity proactively, not only in terms of gender, but also in terms of regional representation. If we see too much of the same, we are concerned that we lose effectiveness as a company, which is why we choose not to be a bystander and take active steps to achieve our vision for the company.

**What is your vision for the company's development in five years from now?**

Sai Life Sciences is undergoing major transformation. Right now, we are playing with the big boys of global manufacturing. We used to be a niche player in the market, and now, just to place our growth on a scale, over the period from 2016 to 2020, our company is quadrupling in capacity. This capacity, combined with our proven track record and commitment to building long-term partnerships, will no doubt make Sai Life Sciences the partner of choice for large pharma and small biotech in bringing new medicines to life. ■