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Pushing the boundaries of the possible

Constant innovation has seen **Manish Doshi (Founder & MD, Envision Scientific)** carve a niche for himself and his organization

Envision Scientific has delivered some eye-catching innovations, could you tell us more about this?

>> Envision Scientific and Concept Medical are group companies founded by me, operating in the field of cardiovascular devices and drug delivery platform technologies which can be used in many areas of health care. We have some eye-catching innovations in the field of cardiovascular disease treatments; Nanocarrier Drug Delivery platforms, Peripheral Vascular disease treatment, solution to Erectile Dysfunction and improvement in process of Renal Transplant.

At present our four major innovative products are in the market in various countries, which have been derived from proprietary and patented technologies which are as mentioned below:



ABLUMINUS DES-:

This is an innovative and next generation Drug Eluting Stent (DES) System with Abtubular Coating. Surface Coating and Drug Delivery happens to and from stent surface and exposed parts of balloon. This is the first kind of DES in the world and it is designed by learning best DES available in the market and their limitations.

In Abluminus DES-, we have applied to include Diabetic Patients and Acute-MI Patients treatment to bring as ON-LABEL or include in IFU as indicated for use, to EU competent authority on basis of product design and clinical outcomes of last 3 years for this particular indications.

MAGICTOUCH:

This is a Sirolimus Coated Balloon Catheter to treat coronary artery disease. This is the world's first Sirolimus Coated Balloon with Nano-carrier Coating Technology. To treat coronary artery disease when stent cannot be placed or recommended for certain artery like small vessel, bifurcation lesion or In-stent restenosis (when stent comes back with blockage) to avoid another stent there by metal.

FOCUS np:

FOCUS np is Nano-carrier based Sirolimus Eluting Stent System and which is polymer free. This is a patented and proprietary product and which is the first DES in the world with Nano-carrier drug deliv-



ery. It has active drug delivery from balloon stent and this stent is developed to eliminate thrombus problem because of polymer and shorten the duration of DAPT.

RENTOUCH:

This is a Tacrolimus Coated Balloon Catheter and has been developed to facilitate Renal Transplant. When one body's kidney is transplanted to another body, there is always rejection and to reduce rejection patients are prescribed tacrolimus pills, which they have to take for 6 to 8 months and during rejection renal artery gets narrowed. We have developed tacrolimus systemic drug delivery through balloon which has to be used immediately after transplant and then tacrolimus pills are not required to be taken by the patient. This product is under clinical evaluation.

All innovations have been secured by wide patent portfolio and more than 13 patents are granted from USA and many patents are granted from Japan, Europe, Australia, China, Israel, South Africa and many more major countries.

Gujarat has a proud history of encouraging entrepreneurship, tell us more about your entrepreneurial journey.

>> During my first entrepreneurial venture, we were looking to diversify and received an inquiry to cut stainless steel tubes. Further analysis revealed that this tiny part is a stent and it is a life saving device that costs just Rs. 200, but is sold at Rs. 60,000 to 80,000. What's more, this was totally imported into India and so, with the help of a visionary business partner, we designed the first Indian stent in 1999.

By 2004, I was CEO & President of the Company and we were operating in more than 30 countries. But in 2007, due to some disputes with the Chairman, I had to leave the previous Company. Then with the help of KOLs and good friends, I started off Envision Scientific in India for DES and

Concept Medical in USA for Drug Coated Balloons.

I had learnt from the mistakes in my previous company and we decided to protect all our technologies, products & logos by filing Patents, Trademarks and Registered Marks in major countries. We launched R&D facility in 2009 and were awarded Top Patent Driven Company of India for the last 2 years. Last year, we got EU approval for two of our innovative products and now we have a distribution network in more than 60 countries and in many more countries our registration and regulatory approvals process are going on.

We would like to become the first Indian company to enter the US market and we have started the USFDA process also by preparing application for IDE approval. This journey will continue...

If you had to describe the DNA of Envision Scientific, what would you boil it down to?

>> DNA of Envision Scientific Group company is ability to innovate, advancing innovation, disruptive way of thinking and thereby do research & development.

Our DNA is reflected in more than 35 Patents granted across the Globe and out of them 13 are from the USA. This confirms we are having innovative technologies and products. Our passion is to bring something new to the world. We adopted a mission of "Advancing Innovation" and we cultivated the culture to evaluate existing best products available in the market and learning the limitations of them and work on to address and develop technologies to solve those limitations which become our scope of primary technologies and products.

Envision Scientific's roots in intensive R&D have stood it in good stead, could you tell us about the facilities currently in place?

>> Envision Scientific is known for its scope of working as R&D and manufacturing company. To facilitate R&D and production activities, we have created highest level of certifications and probably being a medical device company, we are the only company in India who has such kind of certifications. We have two facilities, one is R&D Unit and the other is a Production Unit. We have R&D Facility that is recognized and approved by DSIR (Department of Scientific & Industrial Research) and our all facilities are ISO - 9001, ISO-13485, ISO-50001, ISO-50002, ISO 18001, ISO -17025 and GMP as well as GLP. Our production facility is also built as per USFDA guide lines.

Leisure is serious business

Rajeev Reddy (Chairman and MD, Country Club India) has tapped into a latent human need to unwind and built an empire upon it

Hospitality and leisure travel is taking off in a big way in India, and Country Club is at the forefront of this. Tell us more about the rise to prominence of Country Club.

>> Thanks to global connectivity things have become much simpler. And today, because of the rise in the economic conditions of India, people are willing to spend more and travel more. Even if you look at the airports, they are setting up a standard equal to that of international airports. There is lot of inbound and outbound travel. Country club has played a key role by being a leader in the holiday and clubbing industry and though we do have our own properties, we are also associated with some global chains and this gives people a chance to travel abroad at a very nominal cost.



plans are very big.

If you could offer a piece of advice to a budding entrepreneur, what would it be?

>> Follow your heart. Don't ever give up. Don't do anything only for money. Cheers!



Through your entrepreneurial journey, you have faced several challenges that you have overcome. What would you say was your sternest test?

>> As an entrepreneur I don't think anything is a challenge. It's only your state of mind. As long as you are will-

ing to adapt yourself to the changing global scenario and the changing mindsets of people you will emerge a leader. The answer lies here itself. It's all about how you react to a particular situation.

Country Club has also gone international, with much success. What are the growth plans in the pipeline?

>> London is our next target and other countries to follow. Future is set to unfold in a very big way. Our overseas



A pioneering tale of excellence

Mostafa Kamal (Chairman and Managing Director, Meghna Group of Industries) talks to us about the building blocks of his success story

You have been at the forefront of an incredible entrepreneurial journey. If you had to give aspiring entrepreneurs one nugget of wisdom from your learning's, what would that be?

>> To be a successful entrepreneur one must have the desperation with a never-say-die attitude to realize his dream.

I would suggest that the aspiring entrepreneurs be optimistic, but also realistic. You must cherish a dream deep in your heart and give your fullest for



- FC account for non-residents; FC loan available
- Resident visa and citizenship upon amount of investment

What comes across as touching is not only your commitment to building businesses, but helping the needy and giving back to society. Tell us about the philanthropic initiatives undertaken by the Meghna Group.

>> It is my father who has been an inspiration all along. He always inspired me to engage myself in various voluntary socioeconomic activities. To do something for those lagging behind, to do something for those who are in need of help. After I became solvent, I started donating new clothes to the poor as jakat during Eid. After a year or two, I realised that my father was not too excited about the idea of donating clothes. It did not satisfy his philanthropic drive. One day he called me and said, "Son, I think your duty towards humanity doesn't end with donating some clothes. Try to do something for their education. If you can earn more, try to save some money. Do something so that they can get education."

My father never thought that one day I would be solvent enough to establish school, college and madrasa in our locality.

I have established Al-Hajj Noor Miah Degree College, Mostafa Kamal High School, Al-Hajj Ayesha Noor Welfare Foundation, Kankapaith Primary School and Buddin Primary School.

We have a strong commitment towards corporate social responsibilities. Besides business and profit, Meghna Group of Industries has been carrying out social activities for the development of health and sports sectors for decades. Meghna Group is proud to be a member of the Board of Trustees of Central Hospital and Barakah General Hospital and is involved with Bangladesh Cricket Board as well as Mohammedan Sporting Club, which demonstrate our commitment in these two fields.

Meghna Group of Industries regularly patronises different cricket events of Bangladesh Cricket Board. Its flagship brand "Fresh Drinking Water" is the official drinking water of the PCB.

During various natural disasters, Meghna Group has come forward with humanitarian assistance for the affected people at home and abroad.



the fulfillment of your dream. At the same time, formal education and knowledge as well as practical experience of the business you are wishing to venture into is important.

Never stop learning. Learn from everything. Learn from your success and your failure too. Never lose much of your sleep over financial success. With an unwavering attitude to your goal, carry on with your hard work. Financial success will automatically follow. Economic development should be a natural step in the progress of your business venture, because you should be able to contribute to the advancement of the country through your business activities.

The Meghna Economic Zone (MEZ) is the first private sector economic zone of Bangladesh. What was the rationale behind its creation, and how has it been developing?

>> With the blueprint for a planned Industrialization & Unemployment Alleviation in the country through job creation, the Bangladesh government has permitted Meghna Group of Industries to set up a Private Economic Zone.

The Meghna Industrial Economic Zone (MIEZ) is the first private sector economic zone in Bangladesh. We are looking for long-term investors who would be willing to set up and develop their businesses in the MIEZ. We ensure all the benefits that an EZ can possibly offer to prospective industries, and we are ready to be a strong and reliable partner.

We can provide one-stop services of land lease, government permission

and certificates, territory cleaning and safe traffic. Investors will enjoy very lucrative fiscal and non-fiscal incentives, among other things.

Economic Zone Incentives: Fiscal

- Tax Holiday: 1st, 2nd and 3rd year: 100%; 4th year: 80%; 5th year: 70%; 6th year: 60%; 7th year: 50%; 8th year: 40%; 9th year: 30%; and 10th year: 20%
- Duty-free import of raw materials, construction materials, capital machineries, finished goods; EZ is custom bonded
- Exemption on dividend tax and capital gain tax
- Full repatriation of capital and profit
- 80% exemption of VAT on utility services; 100% exemption on export duty
- Exemption of customs duty on import of two vehicles (within 5th year)
- Relief from double taxation
- 50% income tax exempted on salary of IT-related expatriates (5 years), 100% on royalty and technical fees
- Share transfer allowed
- Re-investment of remittable dividend considered as new FDI
- Various others

Economic Zone Incentives: Non-fiscal

- No ceiling on FDI
- 100% backward Linkage industries RM to sale to EOF in DTA allowed
- 20% sale of finished products to DTA
- Sub-contracting with DTA allowed

The maharaja of poultry

Balaji Rao (MD, Venky's India) has helped drive Venky's success as they ventured into uncharted territory

With diverse interests, the Venkys has grown into the largest fully integrated poultry group in Asia. Talk to us about this rise to prominence.

>> The seeds for this phenomenal growth - not only of Venky's, but that of the Indian poultry industry as a whole - were sown by the Late Padmashri Dr. B.V. Rao, when he established Venkateshwara Hatcheries in 1971. He had a dream - and he was committed to it as his mission in life - to make India the No.1 country in poultry in the world. With his vision, planning and commitment, he changed the face of Indian Poultry Industry, and in the process, brought hope, light and prosperity into the lives of millions of poultry farmers and others dependent on poultry industry in our country.



Since then he never looked back, and in the following three and half decades, he devoted his life for the growth and modernization of India's poultry industry, transforming it from a backyard activity into a scientific and vibrant industry driven by technology, making it one of the most powerful engines of growth of rural economy in India, that supports the livelihood of over 5.0 million people and contributes Rs.1,00,000 crores to the GNP. As a result, India is now the second largest egg producer and the third largest broiler producer in the world.

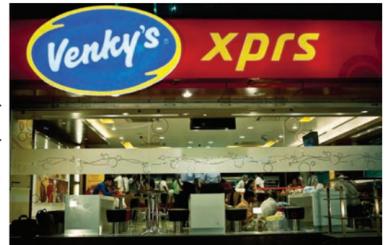
Thanks to the vision, meticulous planning and un-tiring efforts of Dr. B.V. Rao, spanning a period of over four decades, India has emerged as the only country in the world, other than USA, which has the technologies and capabilities to produce every essential input required for successful poultry farming - such as, Pure line Research and Breeding farms, manufacture of a wide range of vaccines and medicines, Specific Pathogen Free eggs, equipment for farm and hatchery automation, egg processing and poultry processing, a unique institute for imparting theoretical and practical, hands-on-the-job training to entrepreneurs in poultry industry (Dr. B.V. Rao Institute of Poultry Management and Technology) and a nation-wide network of regional/satel-

lite laboratories and technical service centers, located at more than 100 poultry pockets all over the country, providing technical services and guidance to the farmers round-the-clock, free of charge.

This combination of modern production technologies, world-class health care and technical services and scientific training in farm management, have enabled our industry to achieve high productivity levels, matching and often surpassing the best in the world.

Venky's global aspirations have also seen you'll take up sports ownership. What was the rationale behind this move?

>> Venky's and the VH Group as a whole, is a major player in the poultry industry, which is synonymous with good health and nutrition. Sports is another field which is closely related and identified with good health. Thus, there is an inherent synergy between the two.



before we can feel that Dr. B.V. Rao's dream of making India the No.1 country in the world of poultry is fulfilled. Having said that, I think that the significant diversification into other FMCG products like Home and Personal Hygiene products, Medical Nutrition and Sports Nutrition Products, Companion Animal Health Care Products, Livestock products, and of course the acquisition of the Blackburn Rovers Football Club - are all important milestones in our journey.

Lastly, if you had to offer any words of wisdom to aspiring entrepreneurs, what would that be?

>> An entrepreneur should choose an industry or a field where his passion leads him - not choose some field just because it looks profitable. And once you choose an industry, devote yourself entirely and be committed to it. Sometimes, you may encounter challenges that look insurmountable, but if you love your industry and work your way up sincerely and honestly, success is sure to follow.