

## Suven Life Sciences ropes in global contract research industry veteran

Suven Life Sciences, a pioneer in **CRAMS** and now a thought leader in India based Collaborative Research and **Drug Discovery and Development Support Services (DDDSS)** for the Global Life Sciences industry, has hired **Nayan Nanavati**, a senior executive of **Paraxel Corp**, USA.

**Paraxel** is one of the world's leading Contract Research Organizations with annual revenues exceeding \$ 650 million. In his most recent position as a Vice President of peri and post-approval clinical research at PAREXEL International, Mr. Nanavati was instrumental in conceptualizing and establishing a new business unit within its Clinical Research Services group. Under his leadership, PAREXEL was successful in gaining a market leadership position in North America in a very short span of little over two years.

Prior to his stint at Paraxel, Mr. Nanavati served in the pharmaceutical industry for 14 years. At Novo Nordisk Pharmaceutical Inc., U.S.A., he served as a Head of Women's Healthcare Division for North America. During his tenure at Novo Nordisk, Mr. Nanavati and his team were successful in obtaining approvals for three new drugs for global marketing. Mr. Nanavati holds a Master of Science degree in Immunology from India, Master of Science degree in Medical Technology from University of Maryland and did his post-graduate work in infectious diseases Immunology at Johns Hopkins University.

**Mr. Nanavati** brings to Suven Life Sciences, two decades of cross border experience in the Life Sciences industry, and will be the **President and COO of Suven Life Sciences USA LLC**. He will be based in the USA, and will drive Global business development and sales for Suven. Suven Life Sciences USA LLC is playing a key role in showcasing the strengths of Suven Life Sciences, through its comprehensive lab facilities, and is currently targeting small and mid sized U.S biotech and pharma companies for marketing Suven's **DDDSS**.

**Mr. Venkat Jasti, Vice Chairman & CEO of Suven Life Sciences**, said that he was excited by this new addition to Suven's Management team. He said that now the team at Suven Life Sciences was complete, and the delivery and R&D teams in India and the business development group in the USA would work together to make the vision of Collaborative Research and **DDDSS** a reality. Also, with India on the threshold of integrating with the Global IP regime, intellectual property related issues would no longer be a limitation. The infrastructure for delivering world-class services in the context of **DDDSS** and Collaborative Research is now in place, with the Discovery Biology lab being commissioned a few weeks ago. The company is already generating revenues from **DDDSS** and is confident that its performance in this domain would be very robust once the IP protection becomes a reality.

Suven Life Sciences, which is a pioneer in **CRAMS**, is now broadening its footprint by focusing on Collaborative Research and **DDDSS**. It has made significant investments in R&D- both revenue and capital in the past few years. The R&D expenditure for FY 2003 was Rs 988 lakhs and for FY 2004 was Rs 1044 lakhs, which was 22% and 20.41% of annual revenues, respectively.