



Empresario'10

**Nominations for**

**NITIE Empresario Entrepreneurship Awards 2010**



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

## Most Inspiring Entrepreneur of the Year 2010

Entrepreneurs		Sector
1	<b>Mr. Habil Khorakiwala</b> , Founder & Chairman, <b>Wockhardt Ltd.</b>	Biotechnology & Pharmaceutical
2	<b>Mr. CK Ranganathan</b> , Founder & Managing Director, <b>CavinKare</b>	FMCG
3	<b>Mr. Deepak Puri</b> , Founder & Managing Director, <b>MoserBaer India Ltd.</b>	Computer Hardware Manufacturing
4	<b>Mr. Rana Kapoor</b> , Managing Director & CEO, <b>Yes Bank Limited</b>	Banking
5	<b>Dr. Anji Reddy</b> , Founder & Chairman, <b>Dr. Reddy's Lab</b>	Pharmaceutical
6	<b>MR. R.C. Juneja</b> , Chairman & CEO, <b>Mankind Pharma</b>	Pharmaceuticals



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

## Start-up Entrepreneur of the Year 2010

Entrepreneurs		Sector
1	<b>Mr. Deep Kalra</b> , Founder & CEO, <b>MakeMyTrip (India) Pvt Ltd</b>	IT Sector
2	<b>Mr Sameer Gehlot</b> , Co-Founder & CEO, <b>Indiabulls.com</b>	Financial Services & Real Estate
3	<b>Dr. Vikram Akula</b> , Founder & CEO, <b>SKS Microfinance</b>	Microfinance
4	<b>Mr. M Thiagarajan</b> , Founder & CEO, <b>Paramount Airways</b>	Aviation
5	<b>Mr. V. G. Siddhartha Hegde</b> , Founder & Chairman, <b>Café Coffee Day</b>	Restaurants
6	<b>Mr. Rajdeep Sardesai</b> , Co-Promoter & Editor-in-Chief, <b>CNN-IBN</b>	Communication and Entertainment



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

## **Brief Profiles of the Nominees for** **Most Inspiring Entrepreneur**



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. CK Ranganathan,**  
**Founder & CMD, CavinKare**

Age: 50

Sector: FMCG

Awards & Accolades:

- **"Entrepreneur of the Year Award"** by the Economic Times in 2004
- Honored with '**Distinguished Services Award**' by Advertising Association of India.
- Awarded '**Lifetime Achievement Award**' by Rotary Club.

About the company:

- A business which was started with only with Rs 15,000 in 1983.
- CavinKare Group has crossed a turnover of 8819 million INR in 2009-2010.
- First company to launch Floral Shampoo variants.
- Ranked No. 3 in terms of Market share in the Shampoo Industry.
- Largest selling brand of hair wash powder.
- Overall No. 2 position in the Fairness Cream Market.
- CavinKare has the best new Brand success ratio in the FMCG Industry in India.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. Habil Khorakiwala**

**Founder & Chairman, Wockhardt Limited**

Age: 68

Sector: Biotechnology and Pharmacy

- A Masters degree in Pharmaceutical Science from Purdue University, USA.
- An Advanced Management Programme from Harvard Business School, USA.

Awards & Accolades :

- Elected as the FICCI president in Feb 2007.
- Ernst & Young Entrepreneur of the Year Award in Healthcare & Lifesciences (Year 2004).
- The Giants 2003 Award for outstanding contribution to business and industry.
- Lifetime Achievement Award by the International Medical Integration Council in 2003.
- Award for 'Excellence as Top CEO' for the year 2002 from the Institute of Marketing & Management (IMM), New Delhi.
- Lifetime Achievement Award by the Indian Analytical Instruments Association (ANACON) for his 'Contributions in Research and Industry'.
- Shiromani Vikas Award for his 'Outstanding and Inspiring Contribution towards National Development' in 1992, at the hands of Mother Teresa.
- Lifetime achievement award from Express Pharma.

About the company:

- Wockhardt was founded in early 1960s.
- Pharmaceutical and Biotechnology Company that has grown by leveraging two powerful trends impacting the world of medicine - globalization and biotechnology.
- Wockhardt's market presence covers formulations, biopharmaceuticals, nutrition products, vaccines and active pharmaceutical ingredients (APIs).
- An annual turnover of US\$ 650 million, and a market capitalization of over \$ 1 billion.
- 15 manufacturing plants in India, UK, Ireland, France and US.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. Deepak Puri**

**Founder & Managing Director, Moser Baer India Ltd**

Age: 63

Sector: Optical Storage Media manufacturing.

Awards & Accolades:

- LMA (Ludhiana Management Association) Vardhman Award for Entrepreneur of the Year 2002.
- Dataquest IT Man of the Year Award 2003.
- NMA Leadership Award 2003 on Mr. Deepak Puri, Managing Director, Moser Baer
- Corporate Role Model and Lifetime Achievement Award on the occasion of the Sixth International Business Summit Indbush 2004 by Centre of International Business., Amity Business School, Noida
- Global Industry Leader Award" from Optical Disc Systems in 2005.
- Indira Awards for Marketing Excellence and awarded "CEO of the Year 2006"
- PHDCCI – Distinguished Entrepreneurship Award' 06

About the company:

- India-based company, founded in New Delhi in 1983, with nearly two decades' experience in removable data storage
- Among the top three media manufacturers in the world
- #1 in the fast-growing India market
- Lowest-cost manufacturer of optical media in the world
- Focused on optical and magnetic data storage media
- Services the requirements of all the leading storage media brands in the world.
- Revenue growing at 5-year CAGR of 42%
- Business Standard 'Most Innovative Company of the Year Award' 07'
- ELCINA - DUN& BRADSTREET Awards, 2006 - 07 in the categories, Quality, R&D and Business Excellence



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**MR. R.C. Juneja**

**CEO & Chairman, Mankind Pharma**

Age: 55

Sector: Pharmaceuticals

- Mr. R.C. Juneja started his career in 1974 with Kee Pharma as Medical Representative.
- In 1983 he started his own company Bestochem in Partnership.
- In 1994, he withdrew his ownership from Bestochem and in 1995 incepted Mankind Pharma with his younger brother Mr. Rajeev Juneja.

Awards & Accolades:

- His company was named "Emerging Company of the Year" at the Pharma Excellence Awards.
- Awarded by Indian Express Pharma Pulse for "Overall Best Performance" in 2005
- It is among the top 5 fastest growing Pharma companies of India as per ORG-IMS.
- 1<sup>st</sup> rank all over India as per Prescription/Doctor/Month in 2008.

About the Company:

- Under Mr. R.C. Juneja's Mankind has metamorphotized from Rs.53 lacs to Rs.920 crores in a small span of 14 years.
- He revolutionized the whole Indian Pharmaceutical market and inspired others to follow the trend of "providing quality medicine at an economical price".
- Mankind has a comprehensive network of 52 C&F agents & 6000 Stockists in India.
- Mankind has out-performed the Indian Pharmaceutical industry by growing at the rate of 60% year after year.
- Mankind has achieved a turnover of Rs.920 Cr in the fiscal year 2008-09.
- Mr. Juneja is considered one of the most distinguished business leader for his business acumen and entrepreneurial spirit.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Dr. Anji Reddy**

**Founder & Chairman, Dr Reddy's Lab**

Age: 68

Sector: Pharmaceutical

- Graduated from the local high school and went on to get his first Bachelor of Science degree from A.C. College at Guntur in 1958.
- holds a B.Sc.-Tech in Pharmaceuticals and Fine chemicals from Bombay University
- PhD in chemical engineering from the National Chemical Laboratory, Pune (1969).
- He served in the state-owned Indian Drugs and Pharmaceuticals Limited (1969-1975), was founder and managing director of Uniloids Ltd (1976-1980) and Standard Organics Limited (1980-1984), before founding Dr Reddy's Labs in 1984.

Awards & Accolades:

- Sir PC Ray award, twice conferred on him by the Indian Chemical Manufacturers Association (1984, 1992)
- Federation of Asian Pharmaceutical Associations (FAPA)'s FAPA-Ishidate Award for Pharmaceutical Research in 1998.
- He was voted Businessman of the Year by India's leading business magazine Business India in 2001.
- The CHEMTECH Foundation bestowed on him the Achiever of the Year award in 2000 and the Hall of Fame award in 2005.
- In 2001, he was awarded the **Padma Shri**.

About the Company:

- Dr. Reddy's - Fourth in India on the Environment, Social Governance Index.
- Strong IP, Regulatory and Analytical skills are evident in the 84 US DMFs we have filed, the highest in India and second highest in the world.
- Becomes No.1 pharmaceutical company in India in turnover and profitability.
- Revenues touch USD 1 Billion in December 2006.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. Rana Kapoor**

**Managing Director & CEO, Yes Bank Ltd**

Age: 54

Sector: Banking

An MBA degree from Rutgers' University in New Jersey, U.S.A. and a Bachelor's degree in Economics (Honors) from the University of Delhi.

Experience:

Prior to establishing YES BANK in 2004, he was the **Chief Executive Officer and Managing Director of Rabo India Finance**. Prior to that, Mr. Kapoor was the **General Manager and Head: ANZ Grindlays' Investment Bank (ANZIB)** in India for a period of two years (1996- 1998). Mr. Kapoor also spent 16 years (1980 – 1996), at Bank of America where he managed corporate, government and institutional clients.

Awards & Accolades:

- Mr. Kapoor is a **member of the Government of India's Board of Trade**.
- He is a member of the **CII National Council** and a member of the **FICCI Executive Committee**.
- He is an active member of several leading chambers of commerce like CII, FICCI, IMC, TERI, BCCI, ICC, etc.
- Mr Kapoor was awarded the 'Start- up Entrepreneur of the Year 2005' at the Ernst & Young Entrepreneur of the Year Awards by an eminent jury.
- Mr. Kapoor was awarded the CEO's Award by the Chairman of Bank of America the highest professional recognition for consistent, performance excellence.

About the Company:

- YES BANK is the only Greenfield license awarded by the RBI in the last 14 years, associated with the finest pedigree investors
- YES BANK has fructified into a "full service" commercial Bank that has steadily built Corporate and Institutional Banking, Financial Markets, Investment Banking, Corporate Finance, Business and Transaction Banking, Retail and Wealth Management business lines across the country, and is well equipped to offer a range of products and services to corporate and retail customers.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

## **Brief Profiles of the Nominees for** **Best Startup Entrepreneur**



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. Deep Kalra**

**Founder & CEO, MakeMyTrip (India) Pvt. Ltd.**

Age:

Sector: Travel

- Bachelors Degree in Economics from St. Stephen's College, Delhi
- PGDM Indian Institute of Management, Ahmedabad

Awards & Accolades:

- Galileo Express TravelWorld Awards: Best OTA in India 2007
- SATTE's " Young Achiever of the Year" award for his contribution to the online travel business
- Deep is a Charter Member of TiE and serves as a Board Member of TiE's New Delhi Chapter
- Active member of various industry forum like CII, IMA and IAMAI

About the Company:

- MakeMyTrip.com is rated as India's #1 Travel Website
- Since its inception in 2000, MakeMyTrip.com has carved a niche for itself.
- Company enjoys a 45% market share and is targeting to break even by December 2008
- MakeMyTrip.com commands a 4% share of this NRI market, which is pegged at Rs. 4500 crore
- It acquired 1 million customers in 2007
- MakeMyTrip.com is also the proud recipient of the "Emerging India Award" presented by ICICI Bank & CNBC-TV18
- The company is on track to achieve sales of \$400M in the f.y.e. March 2009



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. Vikram Akula**

**Company & Designation: SKS MicroFinance, Founder & CEO**

Age: 38

Sector: Microfinance, Micro-Insurance, Education

- B.A. from Tufts, an M.A. from Yale & has a Ph.D. from the University of Chicago.
- Former management consultant with McKinsey & Company. He has over a decade of work and research experience in microfinance.

Awards & Accolades:

- **Sand Hill Foundation's Social Entrepreneurship Award 2006.**
- MIT Technovators Award 2006.
- **Social Entrepreneur of the Year 2006**, World Economic Forum's India Economic Summit.
- **Ernst & Young Entrepreneur of the Year Start Up Award 2006.**
- Named TIME Magazine's Top 100 List of Most Influential People 2006.

About the Company:

- **Established in 1998**
- Present in 11 states, around 6000 villages.
- **SKS has lent over 3.2 billion rupees, has provided loans to nearly 350,000 poor women, and has benefited approximately 1.5 million individuals.**
- Has 1200 full-time staff.
- Has led to sustained organization growth rates of 300%.
- To mitigate hardship, SKS Microfinance also provides emergency loans at no interest and also mandates loan insurance at 1% of the loan amount for the member and her husband.
- Good practices have led to a 98% on-time repayment rate since its inception.
- Those with access to SKS services improved their economic well-being by 11% annually. Thus, a family will exit poverty within four to six years.
- SKS Microfinance Pvt., Ltd. is a profitable company with a return on Assets of 3.3% and the Return on Equity was 23.9%. SKS Microfinance transitioned from a not-for-profit in 2005 to a for-profit in 2006.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. M. Thiagarajan**

**Paramount Airways, Managing Director**

Age: 49

Sector: Aviation

- A business management graduate, he entered the family business as a third generation entrepreneur and established his own Paramount Mills before starting the aviation business.

Awards & Accolades:

- 'International Arch of Europe Award'
- 'Young Visionary Award' by the Public Relations Council of India.

About the Company:

M Thiagarajan, a pilot, was just 27 when he floated Paramount Airways, based out of Madurai, which launched commercial flights on October 19, 2005. This makes Thiagarajan the youngest airline CEO in the world.

Paramount Airways- Promoted by Mr. M.Thiagarajan, a Business Management graduate and a qualified pilot with a passion for aviation. Mr. Thiagarajan hails from an illustrious Industrial family from South India that has been pioneers in the field of textile. He is also the Managing Director of M/s. Paramount Mills (P) Ltd., a leading textile manufacturing and exporting company that has a global market presence.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. Sameer Gehlaut**

**Founder & CEO, Indiabulls**

Age:

- Sameer Gehlaut completed his Mechanical Engineering from IIT Delhi in 1995.

Sector: Stocks and Real Estate

Awards & Accolades:

- India's youngest self made billionaire at just 34 years of age.
- Awarded at the 11th Rajiv Gandhi Awards function at Mumbai in 2008.
- Indiabulls has been conferred the status of a "Business Superbrand" by The Brand Council, Superbrands India.
- Indiabulls Financial is also part of CLSA's model portfolio of 30 Best Companies in Asia.
- Indiabulls Securities Limited is the first brokerage house to be assigned the highest rating BQ - 1 by CRISIL.

About the Company:

- Established in 2000, in less than 10 years the group has become one of the leading financial services and real estate companies.
- Indiabulls are the pioneers in the online brokerage business segment.
- The group's business interests include real estate, consumer finance, mortgages, retail and power.
- Indiabulls Real Estate is transforming 14 million sqft in 16 cities into premium quality, high-end commercial, residential and retail spaces.
- Indiabulls Securities possesses state of the art trading platform, best broking practices and is the pioneer in trading product innovations.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. V. G. Siddhartha Hegde**

**Founder & Chairman, Café Coffee Day**

Age:

Sector: Restaurants

- He has a Masters in Economics from Mangalore University
- Joined JM Morgan Stanley in Bombay as a Management Trainee.
- He started his coffee trading company ABC in 1993, with Rs 60 million turnover.

Awards & Accolades:

- V.G. Siddhartha was awarded the 'Entrepreneur of the year' – 2003 by The Economic Times.

About the company:

- Mr. Siddhartha's business interests spreads across Coffee retailing, Plantations, Real estate, Venture Capital and Financial Services.
- His coffee growing and trading company Amalgamated Bean Company(ABC) has an annual turnover of Rs 25 billion.
- exports about 28,000 tonne of coffee annually, sells another 2,000 tonne locally for about Rs 350 million each year
- Café Coffee Day (CCD) pioneered the café concept in India in 1996.
- Café Coffee Day is the largest organized retail café chain in India with cafes functioning in every nook and corner of the country.
- Popularly known as Coffee Day, it's a Rs. 750 crore, ISO 9002 certified company.
- Today Café Coffee Day is the largest cafe retail chain in India – with 915 cafes in 135 cities
- He also holds Board Seats in GTV, Mindtree, Liquid Krystal, Way2Wealth and Ittiam.
- Mr. Siddhartha also founded Global Technology Ventures Ltd. in 2000, a company that identifies, invests and mentors Indian companies engaged in cutting edge technologies.



**National Institute of Industrial Engineering**  
Established as a Government of India project with UN assistance through ILO  
Vihar Lake, P.O. NITIE, Mumbai -400 087



# Empresario

**Mr. Rajdeep Sardesai**

**Co-Promoter & Editor-in-Chief, CNN-IBN**

**Founder, Global Broadcast News (GBN)**

Age: 44

Sector: Communication and Entertainment

- MA, LLB, University College, Oxford .
- BA (Hons) in Economics, St Xaviers College, Mumbai.
- Rajdeep Sardesai entered television journalism in 1994 as Political Editor.
- He later quit NDTV to start his own company, Global Broadcast News (GBN) in 2005.

About the Company:

- The network broadcasts 24 hours a day.
- The network models most of its programming similar to that of CNN in the United States, with current event talk programs mixed with news reports.
- It is one of the first news channel in India to have the concept of "Citizen Journalist" where any person can send in his report to the channel which is aired in a separate section.
- The flagship evening program, India at 9, is usually broadcasted daily on CNN Pipeline, although is not simulated (except during breaking news events, such as the 11 July 2006 Mumbai train bombings).