Strides Shasun Ltd: Video interview with MD - Mr Arun Kumar

As part of Axis Capital’s endeavor to provide unmatched corporate access to our institutional investors, we interviewed Mr. Arun Kumar, Executive Vice Chairman & MD of Strides Shasun Ltd. In this tête-à-tête, we have tried to capture – 1) the company’s strategy (of creating a differentiated business model with “difficult to operate” theme), 2) its journey from Version 1.0 to Version 2.0 (selling and acquiring businesses in the past 5-6 years) 3) the next milestones (to optimize profitability across businesses) and 4) the views on some recent industry issues (USFDA etc.)

Key questions addressed in the interview
- Company’s philosophy and vision
- Key milestones for next 3-5 years; revenue/ margin outlook
- Re-entering Australia in a leadership position
- Growth outlook in Africa market
- Shasun’s merger ensures strong back-end
- US: Approvals/ filings momentum picking up
- US channel consolidation: Challenge or opportunities for new entrants
- Biotech R&D unit to be spun off in FY17
- Financial parameters used for acquisitions
- Rationale for exiting CRAMS business
- Succession planning at company
- Industry views – Niches to become commodities?
- Industry views – Increasing USFDA instances in India?
- Key attributes admired in other companies

* Note: Best viewed in Google Chrome
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<tr>
<td>HOLD</td>
<td>Between 10% and -10%</td>
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<tr>
<td>SELL</td>
<td>Less than -10%</td>
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