

K.Krishnam Raju – A Profile

K.Krishnam Raju, Chairman, Krisani Group, is a well-known early stage investor based in Hyderabad. His passion for business strategy and financial management convinced him that he could pursue his passion by completing his Chartered Accountancy. He completed his Chartered Accountancy in 1989 and practiced Chartered Accountancy from 1990-95, when he decided that he could nurture his interests keenly by incubating early-stage companies and providing key inputs related to business evolution and strategic management enabling start-ups to reach critical scale at their operational level by optimising their resources.

As a firm believer in prudent financial management and long-term strategic management, he strives to create a culture that not only focuses on maximisation of profitability but one that strives to optimise and compound stakeholder value by blending business with social responsibility and nation building. His strategic planning blends the virtues of judicious financial planning by evolving suitable business models based on global business environment, project execution while maintaining unmatched respect for global best practices and corporate governance.

Over the past nearly three decades, Mr.Krishnam Raju has channelised his energies into helping provide strategic as well as management insights by adopting to companies his uniquely developed insights that are generically termed as 'fulcrum investment philosophy' to areas related to agro-industry, financial services, information technology, biotech-oriented healthcare, infrastructure and international trade related consultancy solutions and services. It is imperative to note that these insights go beyond the traditional accountancy related practices. Instead, they enable an organisation to focus on core competencies that will enable them to initially grow judiciously by optimising their available resources while laying the foundation to build an elaborate superstructure that would enable the organisation to grow exponentially at an opportune time.

A critical component of Mr.Krishnam Raju's endeavour to building viable business in present globally competitive industry usually starts with designing a viable capital structure and other important financial as well as management architecture.

In early 2002, in order to pursue his interest in helping aspiring entrepreneurs build successful business, he established the Krisani Group, which would take up the challenge to build successful organisations by implementing this Fulcrum Investment Philosophy, which would blend Angel investing with mentoring for young entrepreneurs.

Among half a dozen companies that, he has helped build by providing a combination of risk-capital at the early stage of the company's , he has directly involved and funded in the following companies .

- M/S Centre for Stem Cell Sciences (www.clrdols.com), a stem cell research, therapy and advanced diagnostics company based in Hyderabad.
- M/s KrisaniBio Sciences Private Limited (www.krisanibio.com) and is the most recent company in the Krisani Group that advances the Chairman's vision of creating cutting edge companies which are able to retain competitive advantages, while encouraging stakeholder and shareholder betterment while advancing knowledge that advances the way we live and work.
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- Krisani Bio is an innovative biopharmaceutical company incorporated in 2009 and located in Hyderabad focusing on design, develop and commercialise innovative therapeutic molecules on pro drug concept model (NMEs) to treat significant life-threatening diseases like Wilson Disease (Liver Cirrhosis), NASH (Fatty Liver), Nephropathic Cystinosis (Gentic disorder), Huntington Disease(Neuro related), Cardiovascular Diseases which can provide multiple benefits to patients, caregivers and consumers.
- Krisani Bio's business model mainly focus on design the molecules, protection of the associated intellectual property (patents) and develop up to advanced pre-clinical stage then leverages its assets for strategic collaboration or partnering with multinational pharmaceutical companies to further development and recognize value or out-license the clinical candidate and set milestones and royalties, thereby meeting projected revenues.
- By maintaining a lean infrastructure and working collaboratively with others, including leading academic researchers, clinical centers, contract research organisations and contract manufacturing organizations, we are able to efficiently and cost effectively advance multiple programs in parallel. As the product development programs at Krisani Bio continue to advance and mature, the company intends to establish strategic alliances and collaborations in certain areas with leading pharmaceutical companies. The primary objective of such partnerships is to accelerate product development efforts and to maximize stakeholder value.
- Krisani Bio has identified novel product candidates in a number of disease areas including Wilson Disease, Cardiovascular Diseases, Neuropathic Pain, NASH and Neurodegenerative diseases and advanced into pre-clinical trials in a portfolio of five product candidates targeting multiple diseases. The company is currently working on five therapeutic areas and had filed national and international patents with the USPTO, IPO and World Wide within a short duration. As on date Krisani Bio got sanctioned 3 US patents, 2 Japan Patents, 2 Australian Patents and one Singapore Patent in different areas as mentioned above.