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scaling your business? How did you overcome these challenges?

- Need for Biosafety level 2 vaccine R & D Labs involving Capex - Set up BSL2 with CSR funds in state owned incubation centre.
- Access to commercial scale vaccine manufacturing facility with high CAPEX requirement - Got into a strategic collaboration with an established large firm.
- R & D of Vaccines is high cost and time consuming - Sustaining R & D investments with revenues from Consulting and Licensing vertical.

Enable prowess & proficiency across the full Vaccine development and manufacture life cycle & value chain - The 4 vertical strategy of Technivent enables the same.

Business sustainability is becoming increasingly crucial for startups. How do you plan to ensure the sustainability of your business?

By setting up a one of its kind facility in the world - Global Collaborative for Medical Counter measures, which would -

- Enable global centers of translational research excellence (Oxford, Imperial, NIH etc) collaborate with us & take their early stage research across the development stage upto commercialization without licensing it out early.
- Enable LMIC's have access to : Optimized, Compliant, cost

effective, validated, regulatory approved technology packs for Vaccine manufacturing with Infrastructure support for brownfield and greenfield projects. (This is a very unique proposition which is the need of the hour. Applicable to Human and Veterinary Vaccines).

- Use of the above approach effectively would : augment indigenous pipeline portfolio, enable local vaccine manufacturing across low middle countries with compliance and cost effectiveness at key endpoints.

What are the key milestones or targets that Technivent aims to achieve in the next 5 years?

- Have a robust indigenously developed innovative & affordable portfolio of : Vaccines, Diagnostics & Biotherapeutics for dreaded infectious diseases impacting Humans & Animals with focus on AMR.
- While doing so focus on Decarbonizing manufacture & supply chain of the above.
- Ensure that GCMC starts creating the desired impact of enabling local manufacture of Medical countermeasures across LMICs.

What makes Technivent Lifecare's business model unique?

A 4 vertical model which has enabled us -

- Remain bootstrapped with zero Debts & EBIDTA >25% YOY from year 2 of inception.
- Scale consistently & have a blue ocean strategy for the future.

The 4 verticals go as : Vertical 1 - Global advisory & consulting for Vaccine capacity & infra building (early & sustainable revenues), Vertical 2- Licensing In & Out of approved/late stage vaccines for LMICs (mid stage revenues), Vertical 3- Indigenous Vaccine R & D strategic portfolio with IP secured (Late stage revenues), Vertical 4 - Setting up - Global collaborative centre for Medical Countermeasures (GCMC) which would be an Indigenous commercial scale development & manufacture facility for validated & approved Tech packs + global vaccine infra manufacturing support (enable a prolonged growth stage - Blue Ocean).

Technivent has been in operation since 2016, what are some of the challenges you have faced in