



GLENN SALDANHA

CHAIRMAN AND MANAGING DIRECTOR

Accolades:

- ▶ 'EY Entrepreneur of the Year 2017' in Life Sciences & Healthcare category, India
- ▶ 'India Pharma Leader Award 2015' by Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Government of India
- ▶ 'Best CEO: Pharma & Healthcare (mid-sized companies)' by Business Today 2014
- ▶ 'Top 50 CEOs in India' by Entrepreneur Magazine in 2014
- ▶ 'Swiss Ambassador's Award for Exceptional Innovation' – Embassy of Switzerland, 2012
- ▶ 'Top 30 Youth Icons of India' 2012 – Hindustan Times
- ▶ 'Young Business Leader of the Year' by UK Trade & Investment, 2009

As the Chairman and Managing Director of Glenmark Pharmaceuticals Ltd., Glenn Saldanha oversees the entire operations of the organization.

Following higher education and a stellar career stint with some of the leading global organizations in the US, Glenn returned to India in 1998 with an ambition to create something unique. Recognizing the enormous opportunity in the Indian Pharmaceutical Industry, he joined Glenmark and took over the operations as the CEO. During his tenure, Glenmark has been transformed into a truly innovation-driven global organization with revenue in excess of INR 12,300 crores (USD 1.6 billion) and operations in more than 80 countries across all major regions including the US, India, Europe, Asia, Africa, Latin America and RCIS. Glenmark has also established itself among the Top 100 bio-pharmaceutical companies globally* (as per the Top 100 Companies ranked by Pharmaceutical Sales, 2020, by In Vivo/Scrip 100). Presently, around 65% of Glenmark's total turnover comes from the overseas operations.

- ▶ India's second most Valuable CEO – Business World, December 2008
- ▶ '21 leaders to watch out for in the 21st Century' – Business Today, January 2008

Past Experience:

- ▶ Joined Eli Lilly's global marketing team soon after graduation
- ▶ Last assignment with PricewaterhouseCoopers USA
- ▶ As consultant at PWC, he worked with Rhone Poulenc Rhorer, Bristol Myers Squibb, Astra Merck and Smith Kline Beecham

Educational Qualifications:

- ▶ Bachelor's degree in Pharmacy from Mumbai University
- ▶ MBA from Leonard Stern School of Business, New York University

During his tenure, the biggest achievement for Glenmark has been its ability to discover global best-in-class or first-in-class molecules catering to unmet medical needs, thus positioning Glenmark as a leader in drug discovery. Glenmark has managed to strike eight out-licensing deals in innovative R&D with big pharmaceutical companies. Presently, Glenmark has a diverse pipeline with several compounds in various stages of clinical development primarily focused in the therapeutic areas of oncology, respiratory, and dermatology. Glenn's vision is to discover, develop and take to market, India's first innovative drug for the entire world.

Glenn holds a bachelor's degree in Pharmacy from Mumbai University and holds an MBA from Leonard Stern School of Business, New York University. Prior to Glenmark, he has worked with Eli Lilly, USA and PricewaterhouseCoopers, USA.

Glenn was recognized as the 'EY Entrepreneur of the Year 2017' in Life Sciences & Healthcare category, India. In 2014, he was conferred with 'Best CEO: Pharma & Healthcare (mid-sized companies)' by Business Today. Also in the same year he was among the ranking of 'Top 50 CEOs in India' by Entrepreneur Magazine. He was also conferred with the 'Swiss Ambassador's Award for Exceptional Innovation' – Embassy of Switzerland in 2012 and was among the 'Top 30 Youth Icons of India' 2012 by Hindustan Times.