

LEO MAVELY

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Founder and CEO
AXIO BIOSOLUTIONS

It's a bloody business, but Mavely is on the good side of it. He sells proprietary emergency blood clotting pads to military and paramilitary forces, and last year expanded to West Asia and Britain. In 2016, Axio set up a factory in Ahmedabad, with an initial capacity of 250,000 units that can be expanded up to 500,000. Mavely says the company has so far sold 1.3 lakh units of its easy-to-peel haemostatic (bleeding reduction) pads. The company is now seeking a U.S. Food and Drug Administration clearance to sell its products there, and has set up a global headquarters in Boston, Massachusetts, to drive the expansion. Apart from selling to defence forces, the company has also launched haemostatic products for the cardiovascular and dental segments. "We have also come up with a kit for the automotive segment and are in talks with cab aggregators and vehicle manufacturers to include it with their offerings," he says.



SHIVAKUMAR GANESAN

Co-founder and CEO
EXOTEL

Last year was a busy one for Ganesan and Exotel. It was the year the cloud telephony services provider expanded to Singapore, Malaysia, and Indonesia. The company plans to invest \$10 million over the next two years to develop the Southeast Asian market. Meanwhile, back home, Exotel set up Exotel Labs in March. Business-wise, it's been a good year, with the number of calls powered by Exotel zooming to 1.2 billion, from 0.5 billion the previous year. Its customer base has expanded to cover 1,000 brands.



KAUSHAL DUGAR

Founder
TEABOX

A history buff who had considered politics once, Dugar is equally passionate about tea. Not all his investors share this love. They just saw a good business idea and put money on the table; Ratan Tata, an early investor, told Dugar: "I'm more of a coffee drinker." Dugar's four-year-old venture, Teabox, curates and sells fine teas to customers across the world. The U.S. is its largest market. The volumes it deals in are small [Teabox has so far sold 100,000 kg across 250 varieties of tea], but margins go as high as 1,000%.