



**Anand Bagaria** is the managing director of Pro Bio-Tech Industries and Nimbus International Co, one of Nepal's leading agro-business enterprises.

Anand started to export handicrafts from Nepal when staying in India. He was unable to make money from the venture. After he finished his engineering course in the US, he came back to Nepal and his options were either to go for further studies or get in to business. While considering his choices, his father put together some resources to start a ball-point pen manufacturing company. The venture sustained a great loss eventually, but with that came a lot of learning.

Trial and error finally led to success after Anand created Nimbus. The company started as a distributor for Nepal-made consumer products, ventured into the animal nutrition business in 2000 and began exporting poultry feed supplements to India. The company's move into the livestock business was not exactly planned: Anand bought five tonnes of poultry feed supplement from a European firm, after being convinced by a dealer that the product had a good market in India. It took off, and now Nimbus's factory, with a fixed investment of Rs 150 million, produces 50,000 tonnes of livestock feed annually and provides direct employment to 250 people.