

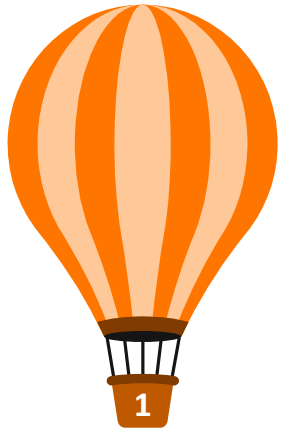


***Zuventus***  
***Healthcare Ltd.***

*Dedicated to bring Joy and Jubilation in  
peoples' Lives*

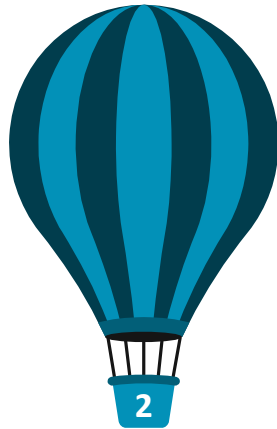


# JOURNEY SO FAR.....



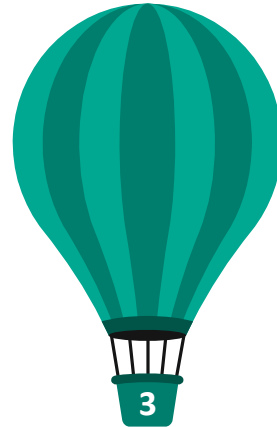
**2002**

Incepted on *16th July 2002* by Mr. P.K. Guha-  
Managing Director and  
CEO



**2006 - 2007**

In *April 2006*, we crossed  
'100 crore' turnover &  
Subsequently within 18  
months i.e. in September  
2007 we have crossed  
'200 crore'



Acknowledged by  
ORG IMS as "Fastest  
Growing Pharma  
Company" into Top  
100, Top 50 and now  
Top 30 in Indian  
Pharma Industry



**2011**

In *June 2011*,  
Manufacturing Unit in  
Jammu started



**2017**

In *March 2017*,  
formulation plant at  
Sikkim started  
In *Nov 2017*,  
production unit at  
Bangalore started

# SNAPSHOT

.On 1st August 2002 started its operation in Pan India with 400 sales force.

Achieved turnover (MAT) of over 2000 Crores within 20 years

Zuventus is ranked 7th in the Directly Covered market and overall ranked 23rd amongst the leading pharmaceutical companies\*

3 Manufacturing Facilities - Jammu, Sikkim and Bangalore

Total No. of HQs - 326

Total manpower – 3000 (Aprox.)

24 CNF Agents & 3 Central Warehouse

DSIR approved, Advanced Formulation R & D - Pune

# VISION



*“To bring joy and jubilation in peoples lives by becoming a global healthcare provider through research based innovative products with superior profiles”*

# MISSION



To be at Top Ten Pharma House within five years

To become No.1 in the segment of “Anti Infective”

To establish leadership or strong challenger brands in the areas of

- Anti- infective
- Nutritional
- Cardiovascular
- Pain Management
- Respiratory, Hepatology & Gastroenterology Segment
- Vaccines

To make significant contribution towards a Anaemia Free India

Supporting scientific and academic activities of medical fraternity through latest updates.



World Class Quality



Felicitating Performers



Emphasis on Training



Keeping Fit

# CORPORATE PHILOSOPHY

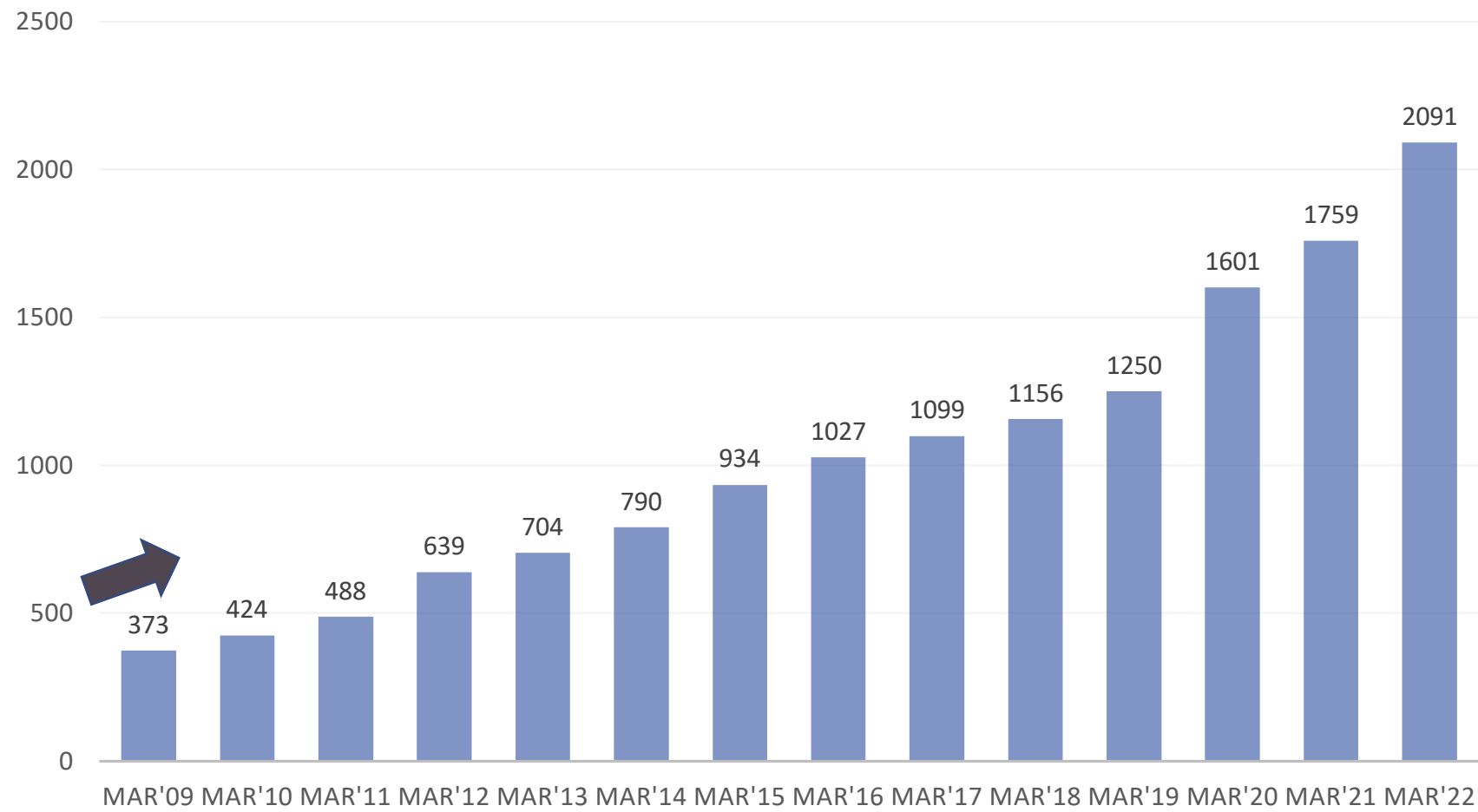


Bonding as a Family

*Working, Playing & Bonding... Together*

# ZUVENTUS PHENOMENAL PROGRESS

ZUVENTUS SALES – MAT value (in Rupees Crores)



# VALUES



# MANUFACTURING UNIT

Zuventus today has strong manufacturing capabilities



## Jammu

The plant is capable of manufacturing injections, tablets and dry syrups.

WHO GMP qualified

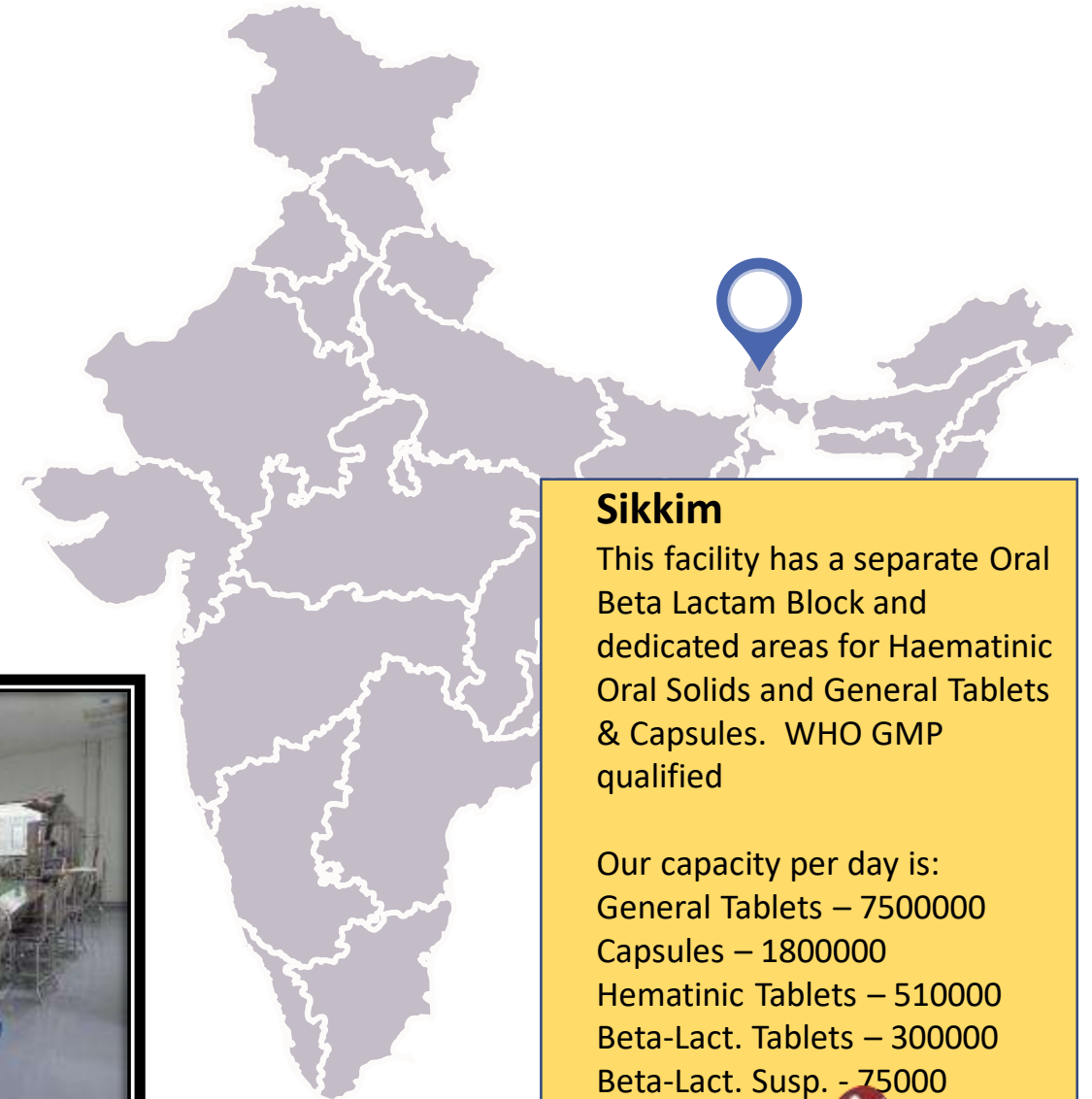
Our Plant capacity

6,35,200 Tablet/Day

72,000 Vials/Day

16000 bottles/day

# MANUFACTURING UNIT



## Sikkim

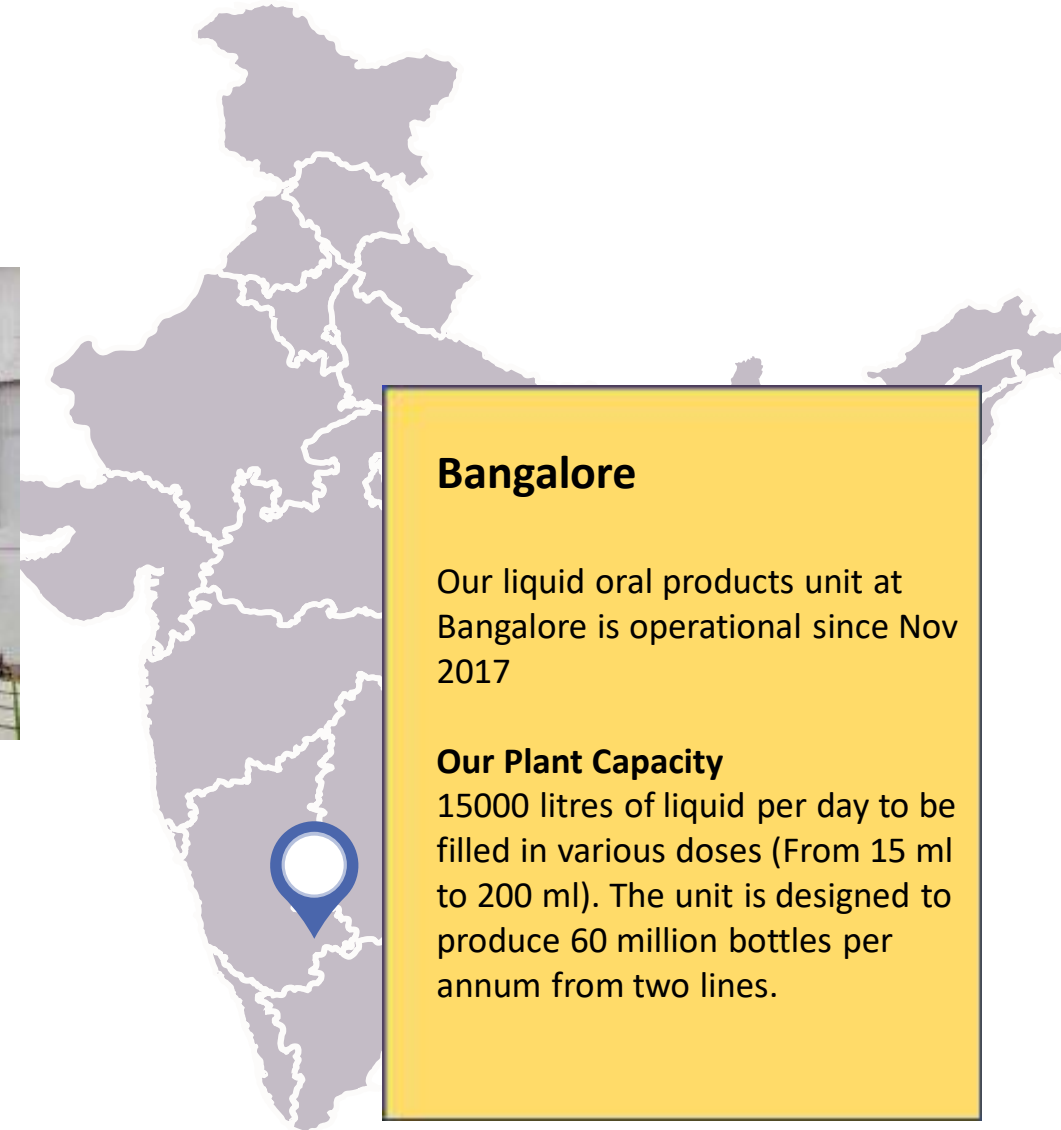
This facility has a separate Oral Beta Lactam Block and dedicated areas for Haematinic Oral Solids and General Tablets & Capsules. WHO GMP qualified

Our capacity per day is:

- General Tablets – 7500000
- Capsules – 1800000
- Hematinic Tablets – 510000
- Beta-Lact. Tablets – 300000
- Beta-Lact. Susp. - 75000



# MANUFACTURING UNIT



## Bangalore

Our liquid oral products unit at Bangalore is operational since Nov 2017

### Our Plant Capacity

15000 litres of liquid per day to be filled in various doses (From 15 ml to 200 ml). The unit is designed to produce 60 million bottles per annum from two lines.

# ADVANCED FORMULATION R&D- PUNE



Working on advanced Platforms including Nano Technology & Bio-availability enhancing systems

- Latest Processing equipment for cutting edge technology in place
- SprayDac Technology
- Efnotech Technology

Empowered through more than 100 Scientific Fraternity

## ZUVENTUS HEALTHCARE LIMITED



PILOT BATCH SEMISOLID



PILOT BATCH INJECTION



PILOT BATCH LIQUID ORALS



PILOT BATCH CAPSULE

# BUSINESS UNIT

1	<b>HEALTHCARE (Athena &amp; Florina)</b>	Antibiotics Cold& Cough Gynaec Pedia Nutritional Cardiac
2	<b>GROMAXX</b>	Gastro Respiratory Hepato
3	<b>ODENEA</b>	Pain Nutritional Antibiotics
4	<b>LIFESTYLE</b>	Cardiac Diabetic
5	<b>GENERIA</b>	Generic Business
6	<b>INSTITUTIONAL BUSINESS</b>	Government Orders, Tenders

# Maxtra<sup>®</sup>

Drops  
Syrup  
Tablet

Phenylephrine 5mg & Chlorpheniramine Maleate 2mg / 1ml of Drop / 5ml of Syrup  
Phenylephrine 10mg & Chlorpheniramine Maleate 4mg / Tab

**Maximum Relief & Extra Comfort**

# Feronia<sup>®</sup>-XT

Ferrous Ascorbate equivalent to elemental iron 100mg + Folic Acid 1.5mg/Tablet  
Ferrous Ascorbate equivalent to elemental iron 30mg/5ml Suspension  
Ferrous Ascorbate equivalent to elemental iron 10mg + Folic Acid 100mcg/1ml Drop  
**Tablets / Suspension / Drops**

**Designed to Ensure Maximum Hb Rise**

# Bevon<sup>®</sup>

Capsules / Suspension / Drops

*True friend* for a healthy life

# Eslo<sup>®</sup>

1.25  
2.5  
5

S(-) Amlodipine Tablets

**Amlodipine... Chirally tuned!**

# Zostum<sup>®</sup>

Cefoperazone + Sulbactam 2:1/1:1

**Designed for Safety & Surety**

# AUGPEN<sup>®</sup>

375mg  
625mg  
1gm

Amoxicillin + Clavulanic Acid

Tablets

**The Platinum Standard Co-amoxyclav**



**Lornit**<sup>®</sup> Tablets  
Syrup  
(L-ornithine L-aspartate)  
Liver's Own *Protector*

**Zosa**<sup>™</sup> Tablets  
**DSR**  
**L**  
Esomeprazole 40 mg Tablets  
Esomeprazole 40 mg enteric coated pellets & Domperidone 30 mg SR Pellets Capsules  
Esomeprazole 40 mg (GR) & Levosulpiride 75 mg (PR) Capsules  
— **Z class PPI for Z class Relief** —

**Nukast**<sup>®</sup>  $\frac{10}{4}$  Syrup  
Tablets  
Levocetirizine 5 mg + Montelukast 10 mg | Levocetirizine 2.5 mg + Montelukast 4 mg  
Par excellence in allergy management

**Cortimax**<sup>™</sup> 6/12 mg  
24/30 mg  
Deflazacort Tablets  
**Maximizes Control**

**Maxiliv**<sup>®</sup> Injection  
Tablets  
Glutathione 600mg Injection IV/IM / Glutathione 500mg Tablets  
Maximizes Liver **Detoxification**

**Gutclear**<sup>®</sup>  $\frac{200}{100}$   
Lactitol 10 gm / 15 ml Syrup  
Clears the Gut, Clears the Concern



**MYOTOP**® <sup>150</sup>  
<sup>450 SR</sup>  
<sup>DSR</sup>  
<sup>P</sup>

Tolperisone Tablets

*Stops Spasm, Maintains the Drive* 

**C Tax-O**®

Cefixime 200mg / 100 DT / Drops / Dry Syrup / Forte Dry Syrup

**Reliable Performer.... Hence, Always Trusted**

**Ancool**®

Aluminium Hydroxide 300mg + Magnesium Hydroxide 150mg + Simethicone 125mg + Oxetacaine 10mg/5ml

*The Superior Anesthetic... Antiflatulent... Antacid*

**TENDOFIRM**®

Collagen (Type I, Type II, Type V, Type X) 200 mg +  
Chondroitin Sulfate 100 mg + Hyaluronic Acid 75 mg

**Capsules**

*Relieves, Repairs & Reforms*

**Setolac**® **300 ER**

S(+)-Etodolac 300mg Prolonged Release Tablets

*Sets Inflammation, for Pain Free Movements*

**Tibrolin**®

Trypsin 48mg + Bromelain 90mg + Rutoside 100mg Tablets

*Enhances Healing, Accelerates Recovery*

**Eucalmin**® **Sofgel**

Calcium Carbonate 500 mg + Eicosapentaenoic Acid (EPA) 180 mg + Docosahexaenoic Acid (DHA) 120 mg  
+ Methylcobalamin 1500 mcg + Folic Acid 400 mcg + Boron 1.5 mg + Calcitriol 0.25 mcg

**Normalizes Calcium & Minerals... Restores Quality of Life**



**Bevon-CD** <sup>®</sup> *Sofgels*  
THE LIFELONG COMPANION

**KIMET** <sup>®</sup> **XL**  $\frac{12.5}{25}{50}$   
S(-) Metoprolol Succinate Extended Release Tablets  
 Chirally Pure... More **CARDIOSELECTIVE**

**EFNOCAR** <sup>®</sup>  $\frac{20}{40}$

*Efonidipine Hydrochloride Ethanolate 20/40 mg Tablets*

The *Incomparable CCB* with *Extra Ordinary Care*

**Fibricor** <sup>®</sup>

*Ibutilide Fumarate 0.1mg/ml Injection*

*Restores Rhythm... Rejoices Life!*



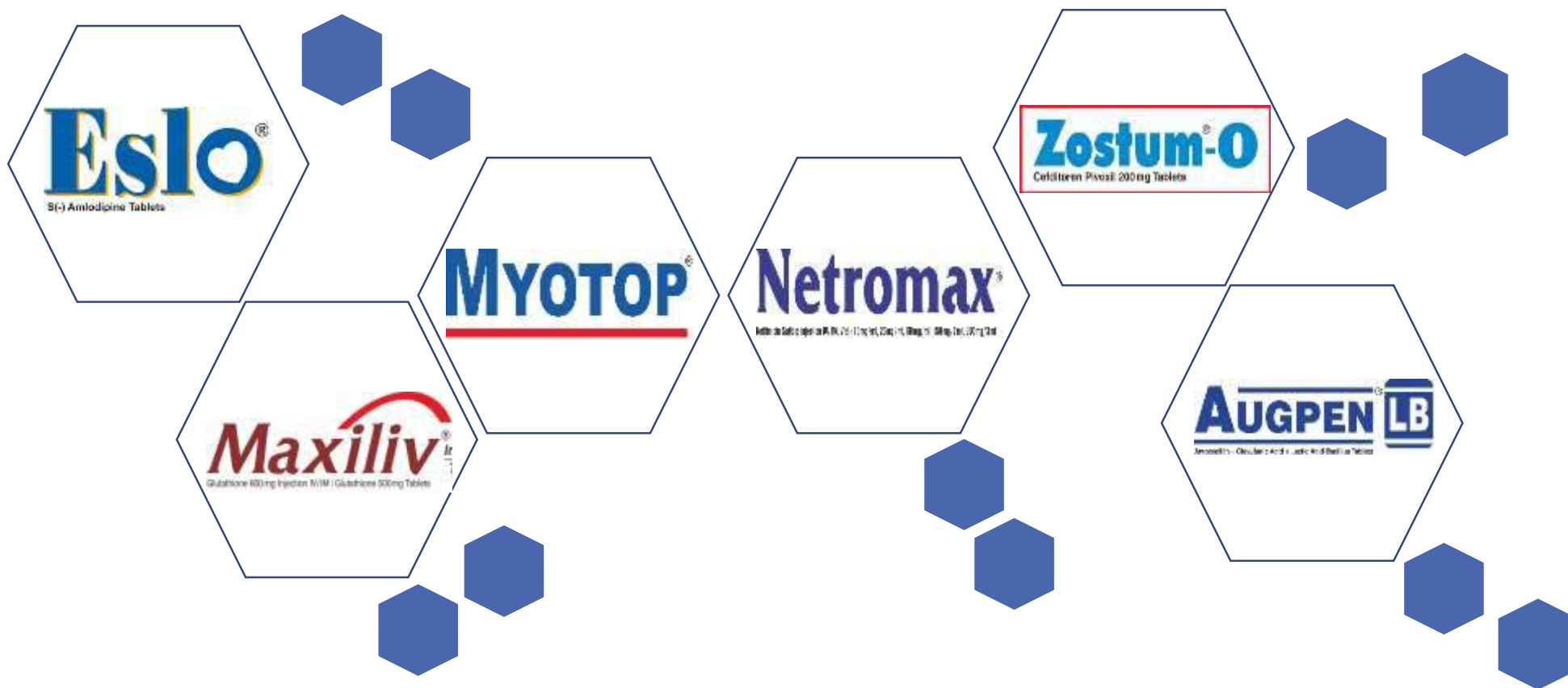
# OUR MEGA BRANDS

BRANDS	CONTENT	MAT MAR'22 (Rs Crs)
BEVON	MULTI-VITAMIN	220
MAXTRA	ANTI-COLD	186
ZOSTUM	CEFDITOREN PIVOXEL	180
ESLO	S-AMLODIPINE	128
FERONIA	FERROUS ASCORBATE	89
AUGPEN	CO-AMOXCYCLAV	82
MEROTEC	MEROPENEM	69

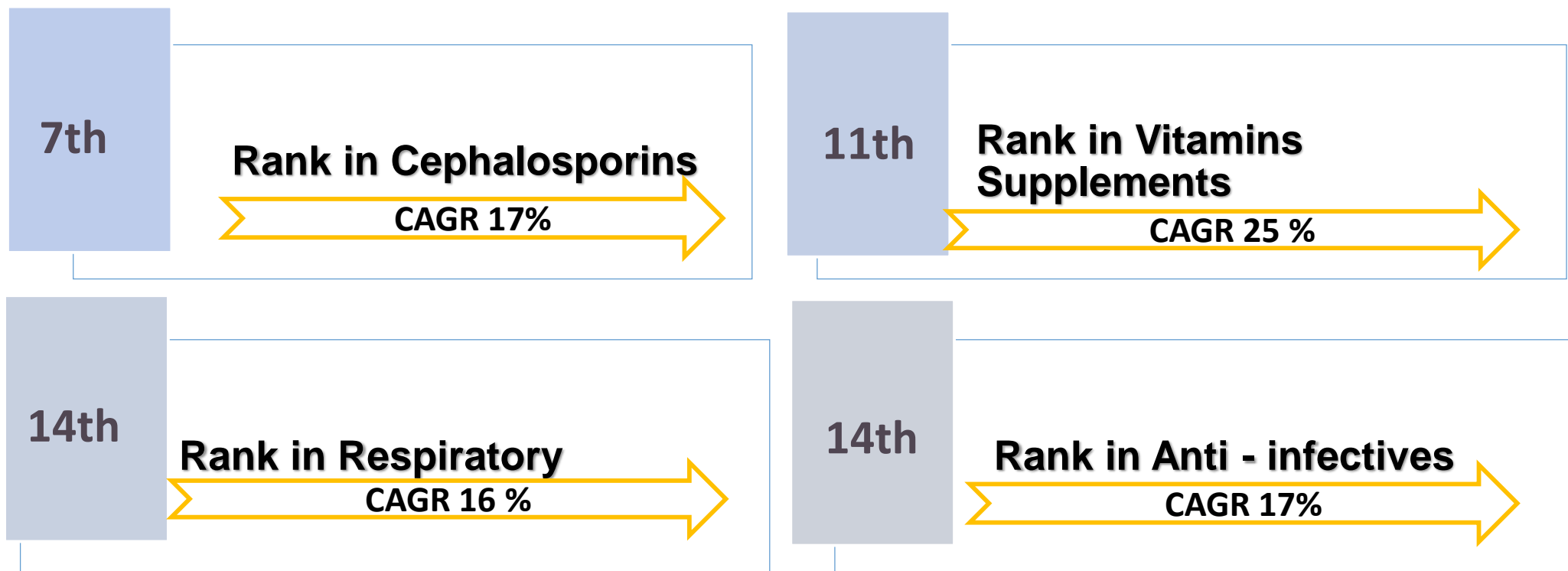
Source: AIOCD AWACS MAT MAR'22



# In Select Molecule Market



# LEADERS IN CHOSEN THERAPY



Source: AIOCD AWACS MAT MAR'22

# DCGI: ZUVENTUS FIRST TIME LAUNCHES

UPTO  
2015

- 12 FTLs

2015-2019

- 4 FTLs

# OUR AWARDS



# OUR AWARDS



**Best Launch Award  
for FERONIA D3**



**Business Leadership Award**



**Mr P K Guha  
awarded with  
Rajiv Gandhi  
Shiromani  
Award**



**Dynamic  
Entrepreneur of  
the year**



**India's Emerging Pharma Company  
of the year**



**India's Revolutionary Pharma  
Company of the year**



**Award for launch of  
HILO**

# Active Presence in Medical Conferences:

**APICON** Association of Physicians of India Conference

**AICOG** All India Congress of Obstetrics and Gynecology

**PEDICON** Annual Conference of the Indian Academy of Pediatrics

**ENTCON** International Conference on Ear Nose and Throat

**IOACON** Indian Orthopedic Association Conference

**CSI** Cardiological Society of India

# Strong relationship with Medical fraternity



# Career Path



# Journey from Medical Representative to CEO

- Mr. P. K. Guha - Zuventus Healthcare Ltd.
- Mr. Gracias Saldhana – Glenmark
- Mr. R.C. Juneja - Mankind Pharma

# JD for Medical Representative:

- Arranging appointments with Doctors and Pharmacists which may include pre-arranged appointments or regular calling.
- Meet the number of Doctor & Chemist call per day as decided by respective divisions as per company policy.
- Making presentations (detailing) to Doctors, Specialists during the call.
- Do Chemist survey to ensure availability of products.
- Regular follow up with Doctors, Specialists and Hospital Doctors etc.
- Ensure 100% implementation of strategy & campaigns.
- Facilitating medical conferences
- Ensure proper distribution of samples & promotional scientific materials to selected Doctors.
- Building & maintaining positive working relationships with Chemist & Stockist.
- Achieving monthly Sales target for the territory.
- Complying with systems & process as per timelines described in Company policy.
- Regularly attending company meetings, product launch and briefings.
- Ensure on time payment collection, sales and stock data from stockist.
- Regular follow with Stockist for monitoring their sales and booking of order.
- Monitor competitor activity and competitors' products.



# EMPLOYEE BENEFITS

**Group Term Policy**

**Group Mediclaim Policy**

**Gratuity**

**GPAIP**

**Marriage Gift Cheque**

**Rewards & Recognition**

The Group Term Life Insurance acts as a benefit policy that offers a worldwide coverage which provides protection to its employees against any accidental or natural Death.

In the event of death of a member (employee) from any cause, provided that this shall occur while the assurance in respect of such member shall be in force, an amount determined in accordance with the Policy Schedule shall be paid.

**Sum assured per employee - INR 10,00,000/-**

**Eligibility criteria:**

- All existing full time employees and new joiners are covered under the policy
- Employees on probation, intended to become permanent employees upon satisfactory completion of their probationary period .

**Group Term Policy**

**Group Mediclaim Policy**

**GPAIP**

**Gratuity**

**Marriage Gift Cheque**

**Rewards & Recognition**

We have tie-up with ICICI Lombard Health Insurance for Group Mediclaim Insurance Policy.

The sum insured is Rs. 5,00,000/- per employee. This floater policy covers employee, his/her spouse + 2 children and in case of unmarried employee only himself/herself is covered.

Under ICICI Mediclaim policy cashless and reimbursement facility is provided for Hospitalization.

The bills relevant to hospitalization should be submitted to the insurance company within 30 days from the date of discharge from the Hospital.

Group Term Policy

Group Medclaim Policy

GPAIP

Gratuity

Marriage Gift Cheque

Rewards & Recognition

The Purpose of Group Personal Accident Policy is to provide fixed compensation for death and permanent disablement resulting from accidental bodily injury.

**Scope & coverage:**

Every permanent employee irrespective of their coverage under ESIC is covered under a GPAIP.

**Benefits:**

- Death resulting from accident.
- Permanent Total Disablement: total and irrecoverable loss which result solely and directly from an Injury Ex: loss of eyes, two entire hands, two entire feet
- Permanent Partial Disablement: irrecoverable loss that doesn't go away even after recovery, and person will be unable to perform duties in full capacity

**Group Term Policy**

**Group Mediclaim Policy**

**GPAIP**

**Gratuity**

**Marriage Gift Cheque**

**Rewards & Recognition**

Under the group Gratuity Scheme, the company has created a trust for funding the gratuity upon retirement of a member or death whilst in service or upon retirement owing to ill- health or incapacitation after having attained five years of service with Zuventus.

The benefits payable as per rules for each completed year of service.

Zuventus has an unlimited policy, i.e. based on the basic salary applicable and years of service at the time of retirement or separation, his gratuity is not restricted to Rs.20,00,000/-. For any disbursal beyond Rs. 20,00,000/- applicable taxes will be charged.

Zuventus treats each and every employees as family member. We provide gift cheque on the auspicious occasion of marriage in their life.

The concerned employee needs to forward his/her marriage invitation card to Head office to avail this benefit.

Group Term Policy

Group Mediclaim Policy

GPAIP

Gratuity

Marriage Gift Cheque

Rewards & Recognition

Wedding gift amount for HO

Grades	Amount (Rs.)
Manager & above Sr. PM & above	Rs. 7,500/-
Upto Asst Manager Upto PM	Rs. 5,000/-

Wedding gift amount for Field

Grades	Amount (Rs.)
ABM & above	Rs. 7,500/-
BO/ME/TM	Rs. 5,000/-

Group Term Policy

Group Medclaim Policy

GPAIP

Gratuity

Marriage Gift Cheque

Rewards & Recognition

# Zuventus-Arise Employee Recognition Portal

## A Social HR Platform

Empowers Employee Engagement, Reward & Recognition  
Aligned towards Company Goals & Values

**ARISE**  
AWARENESS & PROUDNESS IN INNOVATION, BUSINESS & EXCELLENCE

Group Term Policy

Group Mediclaim Policy

GPAIP

Gratuity

Marriage Gift Cheque

Rewards & Recognition



### **Purpose**

To recognize employee performance which are worth an accolade

### **Scope & Coverage**

ARISE means Awarding & Recognizing Innovation, Success & Excellence. It is online Reward and Recognition platform. All permanent employees are covered under this policy

### **Eligibility**

No individual can get more than 4 Spot Awards in a FY

Spot Award – 800 Reward Points (Each Reward point is equivalent to 1 INR)

This award can be conferred to an employee at any time, for their exemplary performance in achieving company targets

# Awards presented on Foundation Day

Group Term Policy

Group Mediclaim Policy

GPAIP

Gratuity

Marriage Gift Cheque

Rewards & Recognition

## Best HO Employee Award

- Secretarial Assistance
- Executive Cadre
- Middle Level Management
- Senior Level Management
- Marketing
- Best Launched Brand

Employees as well as Family members are recognized. Employee's Children who score excellent in their academics are also awarded Best Academic Performance Award.

# Cheerful Moments at Zuventus

We are energetic and enthusiastic not only in case of leaving our footprints in Pharma market but also when it comes to employee's life, we celebrate each and every festivals as a family.

We also celebrate each and every performance achievements of our employees

We are proud to be a part of Zuventus family because we have Fun @ Work culture.

# Outbound Training



# DIWALI Celebration @ Office



# CHRISTMAS Celebration @ Office



# SPORTS DAY Celebration



# WOMEN'S DAY Celebration @ Office



# FOUNDATION DAY Celebration



# FOUNDATION DAY Celebration



# NAVRATRI Celebration @ Office





***Zuventus***  
***Healthcare Ltd.***

*Dedicated to bring Joy and Jubilation in  
peoples' Lives*

