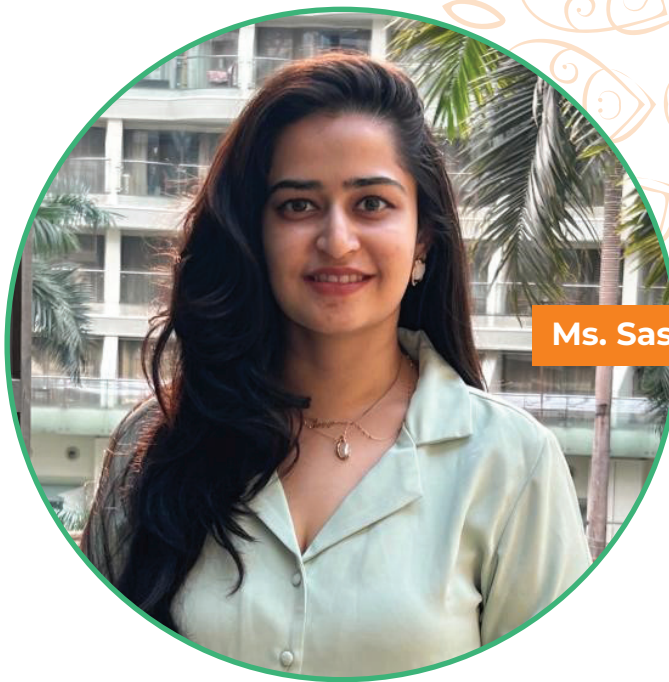


INZIDER

NOV, 2024 | ISSUE 15

FOR INTERNAL CIRCULATION ONLY





Ms. Sashreeka Nachane

“Never underestimate the power of kindness, empathy, and compassion in your interaction with others.” - Mr. Ratan Tata

As we embrace the vibrant spirit of Diwali, a festival that symbolizes the triumph of light over darkness and good over evil, it is a wonderful time to reflect on our core values at Inzpera Healthsciences. Our commitment to innovation, integrity, and compassion mirrors the essence of this festive season, reminding us of the importance of community, collaboration, and the positive impact we strive to create in the lives of others.

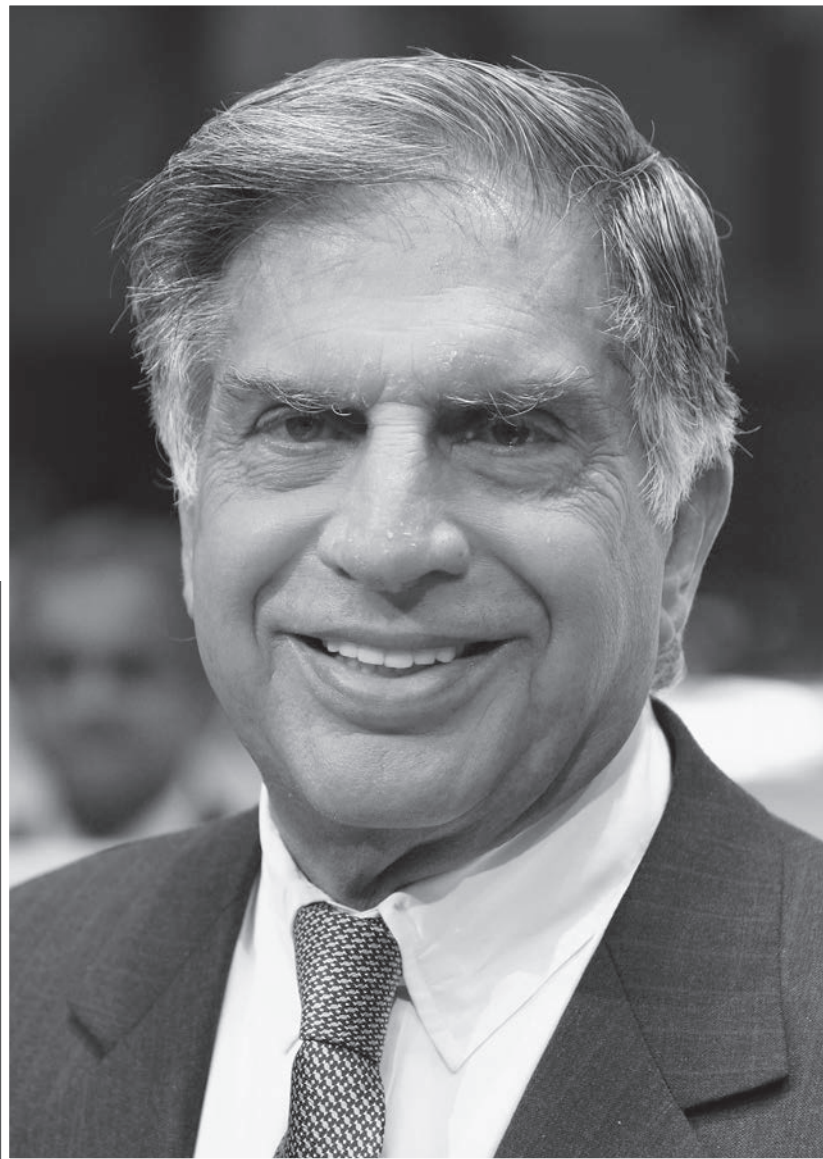
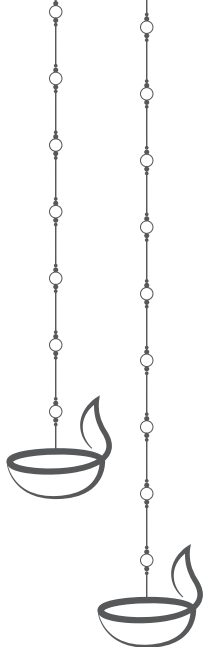
Festive season brings together families and friends, illuminating our homes and hearts. It's a time to celebrate the rich diversity of Indian traditions, from the joyous exchange of sweets to the mesmerizing displays of lights that adorn our surroundings. Just as these festivities unite us in celebration, Inzpera thrives on the collective strength and creativity of our diverse team. Together, we are dedicated to advancing healthcare solutions that enhance the well-being of patients across the country.

As we celebrate this joyous festive season, let us all pause for a moment to remember Padma Vibhushan Ratan Tata and express our heartfelt gratitude. His exemplary leadership, vision, and unwavering commitment to social responsibility continue to inspire us all. His legacy of compassion and integrity serves as a guiding light for our endeavors at Inzpera.

May this festive season bring you joy, prosperity, and the warmth of togetherness. Let us carry the spirit of this festival into our work, fostering a brighter future for all.

Season's Greetings to ALL!





WE PROMISE TO KEEP YOUR LEGACY ON...

**Padma Vibhushan
Ratan N Tata**

Chairman Emeritus, Tata Sons
28th Dec, 1937 – 9th Oct, 2024

"Apart from values and ethics which I have tried to live by, the legacy I would like to leave behind is a very simple one – that I have always stood up for what I consider to be the right thing, and I have tried to be as fair and equitable as I could be."

– Mr. Ratan Tata

His death has sparked a flood of tributes worldwide, honoring not just his extraordinary accomplishments but also the principles that defined his life—kindness, modesty, and a deep commitment to serving others. The state funeral, marked by the Indian flag over his coffin and prayers from religious leaders of various faiths, reflected the love and respect he garnered from individuals of all backgrounds.

A Leader Distinguished by Integrity

Mr. Tata was a leader who distinguished himself in a world often centered on self-interest. As the chairman of Tata Group, one of the largest and most esteemed companies globally, he prioritized societal benefit over personal wealth. Despite overseeing a \$100 billion conglomerate, his personal net worth remained below a billion dollars. For Tata, true success was measured not by personal riches but by his capacity to contribute to society. His enduring legacy is reflected in the lives he positively impacted, the communities he enhanced, and the principles of generosity and accountability that he instilled within the Tata Group.

The Ethos of Philanthropy

Under Mr. Tata's stewardship, an impressive 66% of Tata Group's profits were allocated to charitable endeavors, encompassing education, healthcare, scientific advancement, and numerous initiatives aimed at enhancing lives. This approach was not merely a corporate strategy; it embodied Tata's profound belief that the effectiveness of any organization should be evaluated by its contributions to society. By March 2024, Tata Group's cumulative donations reached an astounding \$102 billion, a testament to the family's unwavering commitment to effecting positive change.

Empathy During Adversity

Tata's spirit of compassion and service was especially prominent in times of crisis. Following the 2008 Mumbai terror attacks at the Taj Mahal Palace Hotel, Tata ensured that all affected employees and guests received the necessary care and support. Furthermore, during the COVID-19 pandemic, Tata Steel declared that the families of employees who succumbed to the virus would continue to receive their salaries and benefits until the employee would have turned 60. These acts of kindness exemplify Tata's dedication to prioritizing people, irrespective of the challenges faced.

A Legacy Rooted in Service

While Mr. Tata may not have amassed significant personal wealth throughout his life, he is mourned by a billion individuals today. His legacy imparts the crucial lesson that true success lies not in accumulation but in contribution. He demonstrated that effective leadership is characterized not by personal gains but by the service rendered to others. Reflecting on Mr. Tata's life inspires a commitment to lead with intention, leverage business as a force for good, and establish a legacy that transcends mere financial achievement. Tata exemplified that the true measure of leadership is not found in personal accolades or wealth but in the positive influence one imparts on the world. He was more than a business luminary—he was a symbol of integrity, compassion, and humanity. Rest in peace, Ratan Sir. Your legacy will continue to inspire, and the world remains profoundly grateful for your contributions.



Mr. Nitin Udagde

Celebrating Five Years: Mr. Nitin's Inspiring Journey at Inzpera

As we celebrate milestones within our team, we take a moment to highlight Mr. Nitin's remarkable five-year journey at Inzpera. Reflecting on his experiences, he shares insights into his growth, challenges, and aspirations for the future.

Five Years of Influence and Growth

Throughout his tenure, Mr. Nitin has focused on building strong relationships with doctors, successfully encouraging them to recognize the value of prescribing Inzpera products. His commitment to influence and collaboration has not only propelled his own success but has also significantly contributed to the achievements of our team.

Lessons Learned: Embracing Challenges

Mr. Nitin acknowledges that the path has not been without challenges. However, he views these obstacles as valuable opportunities for growth. Each experience has taught him essential lessons in communication and scientific knowledge, reinforcing the belief that mistakes are stepping stones to improvement. With the support of his colleagues and mentors, he has navigated these hurdles and emerged even stronger.

The Joy of Responsibility

Today, Mr. Nitin embraces his role with enthusiasm and a profound sense of responsibility. He is grateful that his dream of making a significant impact in the pharmaceutical industry has come true. His excitement is matched by a strong awareness of the responsibilities he carries for his team and the company as a whole.

Looking Ahead: Future Goals at Inzpera

Mr. Nitin is filled with ambition and determination as he aims to take on greater responsibilities, whether that involves managing teams, engaging with chemists, or collaborating with doctors and stockists. His vision is to continue driving success for Inzpera while fostering an environment of learning and growth for those around him.





Ms. Kajal Gupta

Shining Bright: Ms. Kajal's Five-Year Journey of Achievement at Inzpera

As we celebrate the milestones within our team, we proudly spotlight Ms. Kajal, who has dedicated five remarkable years to Inzpera. Her journey is a testament to passion, resilience, and a commitment to excellence.

A Passion for Excellence

Reflecting on her time at Inzpera, Kajal shares how she has approached her work with enthusiasm and joy. She has consistently achieved her tasks and targets, driven by a genuine love for her role as SBA. This passion has been the cornerstone of her success and has inspired those around her to strive for excellence.

Lessons Learned Through Challenges

Kajal acknowledges that her journey has come with its share of challenges, but she has embraced these moments as opportunities for growth. Key lessons learned during her tenure include:

- **Staying Calm and Positive:** Maintaining composure in difficult situations has helped her navigate challenges effectively.
- **Building Connections:** Kajal emphasizes the importance of connecting with

customers on a personal level and fostering strong relationships with her teammates.

- **Active Listening:** She believes that being an attentive listener has enriched her interactions and collaborations.

These insights have not only shaped her professional development but have also contributed to a supportive team culture at Inzpera.

Celebrating Five Years of Commitment

As she reflects on her five years with the organization, Kajal feels a deep sense of pride and accomplishment. She aims to inspire her female colleagues by demonstrating that success and growth are attainable in this profession. Kajal is committed to continuing her efforts in generating revenue for Inzpera and reaching out to customers in remote areas to expand the impact of her products.

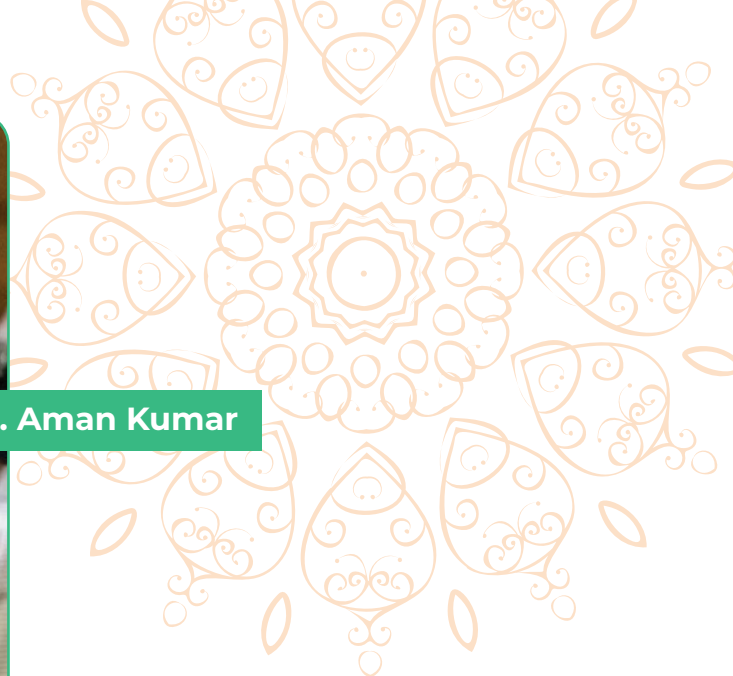
A Thrilling Future Ahead

Kajal envisions a future filled with new challenges that she is eager to tackle with her positive attitude and infectious smile. She looks forward to ongoing learning and is determined to make an even greater impact at Inzpera.

Kajal's inspiring story is a reminder of the dedication and resilience that define our team. We celebrate her achievements and look forward to witnessing her continued contributions to Inzpera.



Mr. Aman Kumar



Joining Inzpera: A Journey of Growth and Opportunity

Fuelling Ambition Through Learning and Growth

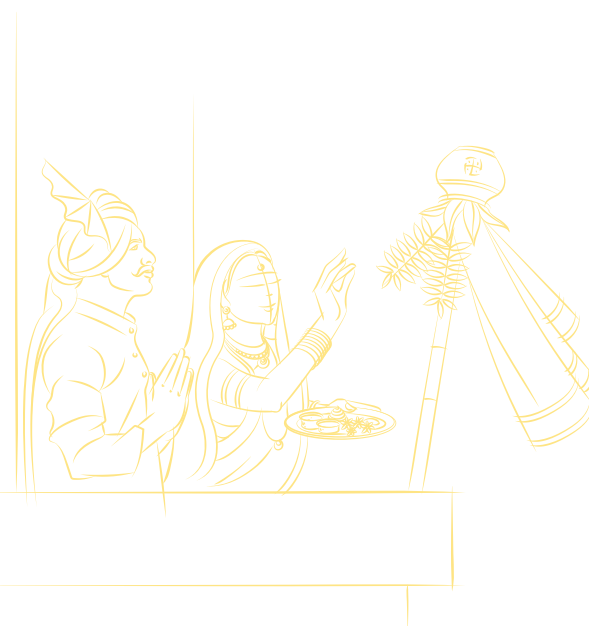
Aman chose to join Inzpera because of the abundant opportunities for learning, training, and development. Here, career growth is firmly based on performance, allowing individuals to thrive within a talented team dedicated to ensuring the production and distribution of quality products. Inzpera also promotes a healthy work-life balance, recognizing employees' efforts through awards, programs, and attractive incentives. The motivation to achieve targets is further enhanced by the fantastic financial rewards that come with success.

Overcoming Hurdles with Strong Mentorship

As a new member of the team, Aman encountered various challenges in the field during his initial days. However, he found unwavering support from his seniors. Mentorship from his ABM, Shyam Bhardwaj, RBM, Gaurav Sharma, and ZSM, Sachin Gupta, has been invaluable. They have guided him in conducting surveys at chemists and detailing in doctors' chambers, helping him navigate the complexities of his role.

Charting a Path to Success and Advancement

With a solid foundation now established at Inzpera, Aman is excited about the countless opportunities for growth and learning that lie ahead. The benefits of working at Inzpera, coupled with exceptional salaries, contribute to high job satisfaction and a strong sense of achievement. He recognizes that hard work can lead to promotions, as exemplified by his ABM, RSM, and ZSM, who advanced in just 3-4 years. Aman is eager to follow in their footsteps and make his mark within the company.





Mr. Gurvinder Singh

A Vision for Success: Mr. Gurvinder's Path at Inzpera

Shaping Success Through Growth and Opportunity

At Inzpera, Gurvinder believes he can shape a bright future for himself. The company offers numerous opportunities for learning, development, and career growth, which are essential for personal and professional advancement. The motivation provided by Inzpera is significant, as the organization actively recognizes and appreciates employees' efforts. Additionally, the good incentives and awards further enhance the work experience, encouraging a culture of excellence.

Navigating Obstacles with Support and Guidance

While working at Inzpera, Gurvinder encounters various challenges. However, with the support of his ABA and RBA, managing these challenges becomes much more manageable. He appreciates how senior colleagues provide guidance, helping him to navigate difficulties and continue moving forward in his role.

Empowered for a Brighter Tomorrow

Gurvinder envisions a bright future at Inzpera, where he is eager to learn and grow. He is confident that with strong performance, he will have opportunities to advance within the company. The potential for growth inspires him to strive for excellence every day.



Mr. Arun Sharma

Spotlight on Mr. Arun Sharma: Resilience and Innovation

A Vision for Change

Mr. Arun Sharma joined Inzpera in July 2020, motivated by its unique mission to revolutionize the pharmaceutical industry by making medicine both tasty and healthy. With a strong educational background in chemistry and quality control, Arun recognized Inzpera as a newly launched health science company under the esteemed TATA brand, which offered a fresh approach with its innovative products.

Overcoming Challenges

Joining during the peak of COVID-19 presented significant challenges. Meeting with doctors was difficult, but Arun proactively engaged with medical staff to promote Inzpera's offerings as a dedicated medical representative. His perseverance paid off as he consistently achieved his targets each quarter. Recently, despite facing an accident that resulted in fractures in both hands, Arun demonstrated remarkable determination by continuing to meet his goals, showcasing his unwavering commitment to the company.

A Bright Future Ahead

Arun's journey at Inzpera highlights the immense opportunities for individual growth and development within the organization. His spirit of resilience and dedication serves as an inspiration to his colleagues, reinforcing Inzpera's culture of pushing through challenges. With a promising future ahead, Arun is poised to continue contributing significantly to Inzpera's success.

NAVIGATING THE BIOTIC DILEMMA: INZPERA PARTNERS WITH TAP FOR INSIGHTFUL CME ON ANTIBIOTIC STEWARDSHIP

10



Inzpera Healthsciences Limited (A Subsidiary of Tata Industries Limited), in collaboration with the **Thane Academy of Paediatrics (TAP)**, organized an **engaging Childhood Made Easy (CME) session titled “The Biotic Dilemma – For Life.”** The program addressed the practical challenges of antibiotic use in daily practice.

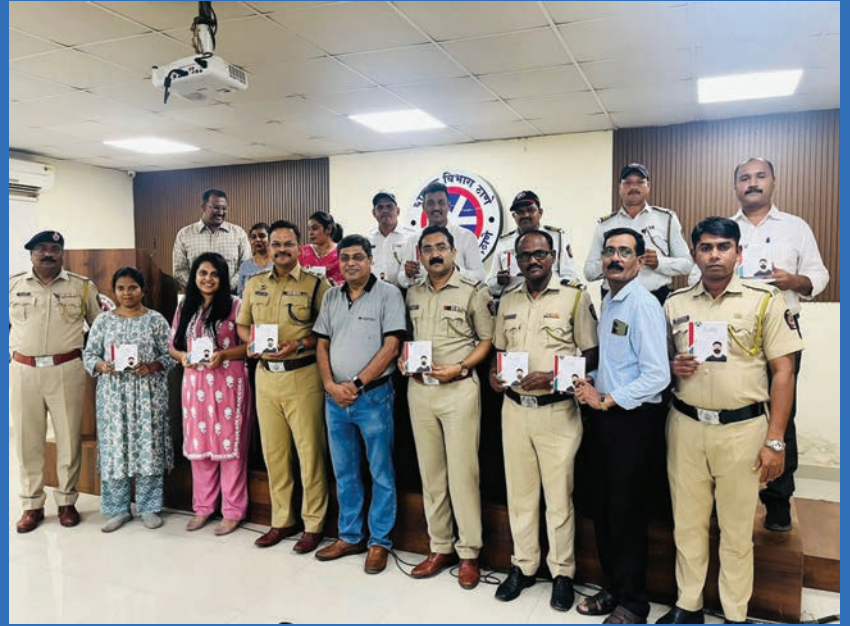
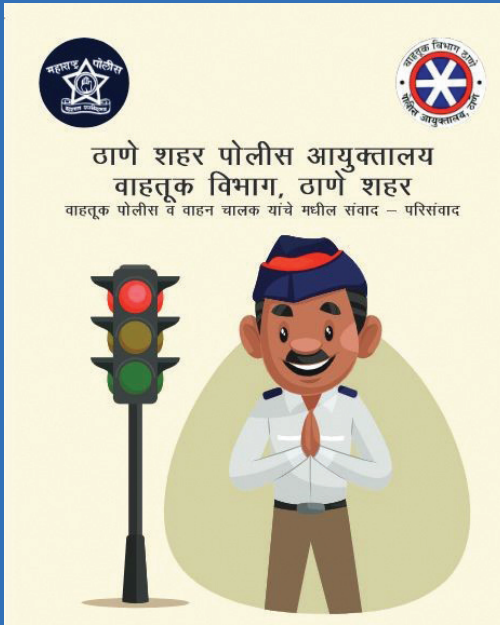
The session began with **Dr. Bakul Parekh**, who discussed the social determinants influencing antibiotic use and ways to address these influences. Following this, **Dr. Prakash Vaidya** shared invaluable insights on antibiotic therapy through a variety of compelling case studies, emphasizing the importance of rational and judicious antibiotic use in everyday practice. **Dr. Sridhar Ganapathy** concluded the session with a comprehensive overview of the pivotal role of probiotics and the selection of appropriate probiotics in the context of escalating antibiotic resistance.

The event provided an enriching learning experience for attendees and paediatricians across the country who connected virtually. The remarkable success of this session was made possible through the steadfast support and guidance of **Dr. Praveen Gokhale** and the knowledgeable speakers.

We believe this is just the first of many impactful scientific programs that Inzpera aims to conduct across diverse regions to promote balanced and effective antibiotic use in child health management.



THE THANE CITY TRAFFIC-POLICE DRIVE



Inzpera Healthsciences Limited (A Subsidiary of Tata Industries Limited) is proud to contribute to the Thane **Traffic Police Department** by providing a Communication & Explanatory Guide on Traffic Rules Violation to traffic cops. This guide will facilitate the Traffic Police in effectively communicating and explaining rules to offenders. We extend our gratitude to **Mr. Ashutosh Dumbare (Commissioner of Police, Thane)**, **Dr. Dnyaneshwar Chavan (Joint Commissioner of Police, Thane)**, and **Dr. Vinay Kumar Rathod (Deputy Commissioner of Police, Traffic)** for giving us an opportunity to be part of this initiative. Inzpera also contributed to the health and well-being of traffic police by **providing Juski® Reusable Face Masks**.

A Word of Praise from Dr. Jayalakshmi Natrajan



We are thrilled to share some encouraging words from Dr. Jayalakshmi Natrajan, who has recognized Inzpera's commitment to innovation in the pharmaceutical industry.

"Inzpera has very innovative products, being the first to introduce them to the market. The products deliver excellent outcomes concerning patients' illnesses," she stated.

Dr. Jayalakshmi Natrajan also extended her best wishes for our continued success, saying, "Wish Inzpera good luck," and highlighted our role as "an inspiration to others."

Such positive feedback reinforces our mission to provide high-quality healthcare solutions and motivates us to continue our efforts in advancing patient care.



Feedback from Bawa Pharmacy: A Testament to Inzpera's Innovation

We are pleased to share some insightful feedback from a valued partner at Bawa Pharmacy. The pharmacist highlighted Inzpera's commitment to quality and innovation, stating, "Inzpera has very good and innovative products. Patients nowadays are purchasing some of your brands like Curkey and Tasiron for years."

This recognition of our products underscores the trust and satisfaction of our customers. The pharmacist further encouraged us to "maintain this uniqueness in the market" and wished us all the very best in our endeavours.

Such endorsements reinforce our dedication to providing effective healthcare solutions, and we are grateful for the continued support of our partners in the field.

Pediatric Praise: Dr. Natarajan's Enthusiastic Support for Inzpera

We are excited to share the enthusiastic feedback from Dr. Natarajan, a senior paediatrician in Salem, who recently expressed his admiration for Inzpera during a 20-minute discussion.

Dr. Natarajan praised our deep understanding of the gaps in paediatric practice, highlighting the innovative concepts behind our products. He enthusiastically discussed specific offerings, noting how Curkey has become a go-to solution for patients presenting with sore throats. "I ask the patient to take one pastille and sit for some time to see the magic," he shared.

He also commended Bowmuv, stating that it represents significant progress in treatment, emphasizing the shift from PEG to maintenance therapy. Dr. Natarajan expressed his frustration with other companies that offer gimmicks rather than genuine solutions, saying, "When Inzpera comes, they put our grey cells to work, and it's always good to discuss and learn more about our products."

Grateful for our approach, he appreciated that Inzpera does not indulge in gifts, stating that this integrity has made him a strong advocate for our brand. He frequently shares his positive experiences with other doctors, admitting that some might joke that Inzpera has "bought" him due to his unwavering support.

Dr. Natarajan actively prescribes our products, including Curkey, Imki, Bowmuv, Tasiron, Tep-AD Lotion, and Skidel, further solidifying Inzpera's reputation in paediatric care.

We are thankful for Dr. Natarajan's support and insights, which reinforce our commitment to providing innovative healthcare solutions.



Mr. Thangaraj

A Warm Welcome Back to Inzpera

We are delighted to have Thangaraj rejoin the Inzpera family and are grateful for the opportunity to work together once again.

Since returning, Thangaraj has reconnected with customers who have expressed their belief that Inzpera is the perfect fit for his career. This sentiment resonates not only with him but also with his family.

At Inzpera, Thangaraj has discovered meaningful work each day, feeling confident in promoting products that genuinely benefit Healthcare Professionals and their patients. The innovative nature of our offerings aligns with his commitment to health and wellness.

One of the standout features of our organization is our “Team of Doers” at the leadership level, which empowers Thangaraj to equip himself effectively without the distractions of unnecessary drama.

With a vibrant team spirit, everyone at Inzpera is continually reaching new milestones and setting higher benchmarks, fostering an environment of growth and success.

Thangaraj truly loves working at Inzpera, and we are excited to see all that he will accomplish as part of our team!



Mr. Manjunadha

Back to Inspire: Mr. Manjunadha's Return to Inzpera!

We are excited to welcome back Mr. Manjunadha, who initially worked with Inzpera from August 2019 to October 2021. After leaving to care for his father during a health crisis, he demonstrated his unwavering commitment to family. Before joining Inzpera, he gained valuable experience at MSN Lab in 2015 and Signutra in 2017.

Upon reapplying, he received offers from renowned companies like Pfizer, GSK, and Mankind, yet his heart was set on returning to Inzpera. He cherishes the “uniqueness of the brands” and views the organization as a family. The warmth and support from colleagues and directors played a significant role in his decision to rejoin; he describes his coworkers as “beautiful people” who genuinely care for each other like family members.

Mr. Manjunadha also expressed gratitude for the thoughtful outreach he received during his battle with COVID-19, with team members, including directors, checking in on him. He values Inzpera's strong work culture and is eager to contribute once again to a team that fosters collaboration and support. We look forward to seeing his positive impact as he re-embarks on his journey with us!

**Mr. Gowtham**

A Heartfelt Commitment to Inzpera

We are proud to highlight the inspiring words of Gowtham, one of our dedicated team members, who expresses a deep appreciation for Inzpera and the core values it upholds. His passion and loyalty to the company reflect a strong sense of ownership and pride in being part of this remarkable organization.

Gowtham finds inspiration in how Inzpera cultivates an environment that promotes an entrepreneurial spirit, encourages scientific discussions, and prioritizes the delivery of quality products. His commitment to excellence is a testament to why he chose to rejoin our team—the satisfaction and love for Inzpera are evident in his words.

He takes pride in sharing his experiences at Inzpera with friends and family, embodying the spirit of our community. We are excited to see the continued growth and success of our team members as we journey together.

**Mr. Vigneshwaran**

Welcome Home, Vigneshwaran: Let's Drive Change Together!

We are thrilled to announce the return of Vigneshwaran to the Inzpera team! After stepping away in 2020-2021 due to family commitments, he spent time exploring entrepreneurial ventures and gaining invaluable experience in the pharmaceutical industry. His journey has equipped him with fresh insights and a renewed passion for our mission.

Vigneshwaran is back, inspired by our commitment to product recognition and innovation. He understands the challenges we face in engaging healthcare professionals, especially regarding pricing. However, his determination to showcase the innovative features of our products will undoubtedly pave the way for deeper connections with doctors.

Recently, he had a successful meeting with Dr. Yuvashri, a dermatologist in Salem, where he highlighted our derma and pediatric products. Her enthusiastic feedback is a testament to Vigneshwaran's ability to convey the value of our offerings.

With his belief that the pharmaceutical industry is the safest place for growth, we are excited to see how his expertise will help elevate Inzpera's presence in the market. Please join us in giving a warm welcome back to Vigneshwaran!

**Mr. Gowri Shankar**

Back in Action: Welcoming Gowri Shankar to the Team!

We are thrilled to welcome back Mr. Gowri Shankar, who is rejoining our team after two years. Reflecting on his previous experience at Inzpera, he finds that the core values he cherished—recognition, acceptance, and equality—remain as strong as ever.

Mr. Gowri Shankar appreciates the positive work environment at Inzpera, noting that it allows him to sleep peacefully at night without the stress and frustration often associated with other workplaces. He believes that a healthy work culture is essential for overall well-being, and he feels that Inzpera truly embodies this principle.

We are excited to have him back with us and look forward to his valuable contributions to our vibrant community!



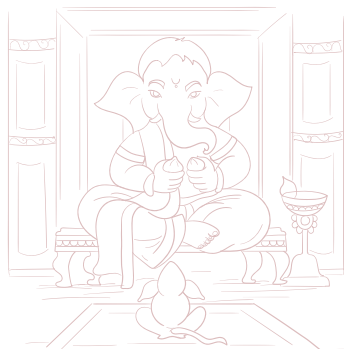
Mr. B. Venkatesh

Celebrating Mr. Venkatesh: A Welcome Return

Mr. Venkatesh originally left Inzpera in May 2022, seeking better opportunities amidst financial challenges. However, his admiration for the company's unique work culture and product offerings led him to rejoin the team on September 3rd. A former colleague reached out to inform him of an opening, and he seized the opportunity to return to a workplace he values deeply.

Since rejoining, Venkatesh has already made a significant impact by achieving a secondary sales target of ₹1 lakh, showcasing his dedication and expertise. He believes that Inzpera's products stand out in the market, offering unique solutions that are unmatched by competitors.

Looking ahead, Venkatesh sees substantial potential for growth in the Kadapa and Nellore regions, where he aims to expand his responsibilities and move towards a managerial role. His journey exemplifies resilience and a commitment to excellence, making him a valuable asset to the Inzpera family. We are thrilled to have him back and look forward to witnessing his continued success and contributions to the company.



Mr. Rajamohan

Spotlight on Mr. Rajamohan: A Dedicated Return

Mr. Rajamohan initially joined Inzpera from January to April 2023 before stepping away due to personal reasons. However, he recognized the unique focus Inzpera places on genuine secondary sales and decided to rejoin the team on June 10, 2024. This commitment reflects his belief in the company's mission and product integrity.

Since his return, Rajamohan has appreciated the well-structured distribution system, allowing him to concentrate on building relationships with doctors as a medical representative. He expresses gratitude for the supportive environment, particularly thanking Mr. Siva Krishnan for his guidance and excellent team coordination.

Rajamohan takes pride in his work and has successfully established valuable contacts within the medical community. His ambition is clear: he aims to ascend to a managerial position within a year. While one of his main challenges involves convincing doctors to prescribe products that are priced higher than competitors, he consistently pushes through, achieving set targets with determination and resilience.

Mr. Rajamohan's dedication and strategic approach exemplify the spirit of Inzpera, and we look forward to supporting his continued growth and success in the organization.

INZPERA'S STRATEGIC EXPANSION: LAUNCHING TASIRON 30MG IN UAE AND CELEBRATING GROWTH MILESTONES IN TANZANIA



As we move forward in FY'25, we are excited to share some important updates that highlight our ongoing efforts to expand Inzpera's global presence and impact.

First, we are thrilled to announce the upcoming launch of Tasiron 30mg Tablets in the UAE. This launch, in collaboration with our overseas partner, represents a significant step in our strategy to diversify and grow our international portfolio. By partnering with well-established local players, we aim to build a profitable and sustainable business in the region. This move aligns with our long-term vision of expanding our footprint and enhancing our product offerings in key international markets.

In addition to the upcoming UAE launch, we are proud to report a 42% increase in secondary sales in Tanzania this quarter, underscoring our continued success in the region. Our team's hard work and commitment, led by Abhijit Deshpande, who is now based in Dar-es-Salaam, have been instrumental in this achievement. Abhijit and his team have ensured the successful introduction of a wide range of our products, including Tasiron, Curkey Pastilles and Syrup, and Imki Syrup.

We also took a moment to celebrate the dedication of healthcare professionals in Tanzania during Nurse's Day. Our team in Dar-es-Salaam had the honor of cutting a cake with the nurses at Tegeta hospital in appreciation of their tireless efforts in patient care. This small but heartfelt gesture was a reminder of the incredible work done by healthcare providers and the important role they play in improving patient outcomes.

Within the Tasiron portfolio, we've now launched the full range, from drops and sachets to 15mg and 30mg tablets, targeting iron deficiency across various age groups. The Tasiron 30mg Tablets are especially focused on addressing critical health needs in women, particularly during key life stages—puberty, pregnancy, pre-menopause, and post-menopause. Iron supplementation during these phases is essential to managing fatigue, anemia, and hormonal fluctuations, improving women's overall health and well-being.

It is important to note that Tasiron 30mg has so far been launched exclusively in international markets, with a strong emphasis on educating healthcare professionals. We've strategically targeted physicians, gynaecologists, and dermatologists to ensure that our products meet the specific needs of each specialty. Additionally, our promotional strategy is underpinned by literature-based support, reinforcing the critical role of iron in addressing common health issues like anemia.

As part of our commitment to ethical promotion, we are using e-leaflet literature to engage with healthcare professionals and ensure that our communications remain transparent and responsible. This digital approach not only informs but also educates healthcare providers and patients about the importance of iron supplementation and how our products can help improve their quality of life.

Moreover, we are proud to have supported a cancer awareness campaign at Teba Hospital in Tanzania, in partnership with a local healthcare provider. This initiative focused on raising awareness of cancer and its impact on families while providing essential resources for those affected. Our product portfolio—particularly Tasiron, Curkey, and Imki—has proven to be a valuable resource in managing some of the symptoms associated with cancer treatments, offering much-needed relief and support to patients.

In summary, our ongoing expansion into the Middle East and African markets

is showing positive results, and the upcoming launch of Tasiron 30mg Tablets in the UAE marks an exciting milestone for our global growth strategy. With a strong sales outlook in Tanzania and a commitment to ethical, patient-focused practices, Inzpera is well on its way to becoming a key player in the international healthcare landscape.

We look forward to sharing more updates and milestones as we continue to expand our reach and make a meaningful impact on patients' lives worldwide.





A journey of a thousand miles begins with a single step...

The first steps for a long journey were initiated by Jayaraj and Anish, inspired, motivated and guided by Pradeep Kumar. The 3 enterprising individuals made a perfect blend of youth, vigor and experience. With their experience in sales & marketing of Vaccines and superspecialty pharmaceutical products, made a humble beginning by launching Lifeon in the year 2013 with focus on distributing vaccines to hospitals and clinics across Cochin. As this venture started picking momentum, another 4 with similar thoughts joined hands to support and the core group became a group of 7. This group of 7, a blend of experience & youth coupled with sky high ambitions & zeal to be leaders in whatever they do paved the way for a year-on-year growth not only in terms of business and profits but also expansions geographically.

Thus, what started as a small business operated from a single room in Edapally, Cochin named Lifeon Medkochi is now the Lifeon group, headquartered at Cochin with 2 verticals of business catering to vaccines, speciality medicines, hospital supplies and healthcare devices having branches at Thrissur, Calicut, Trivandrum, Kottayam and Palakkad and will be soon launching branches at Kannur and Kollam. This has given Lifeon the envious position of being the only speciality pharmaceutical distributor in

Kerala with its reach across the nook and corner to service any customer within less than 3 hours of placing a requirement.

Lifeon focussed on 2 uncompromising Practices right from Day One – To maintain excellence in Cold Chain till the product reaches the end user and to deliver the stocks within 24 hours of receipt of order even to the distant/ remote markets. This commitment for assured cold chain and on time delivery over the years made Lifeon not only the most dependable distribution channel partner in Kerala for almost all major vaccine companies but also the Distributor of Choice for all leading health care institutions across Kerala.

Currently the Lifeon group with 2 business verticals and 7 branches has more than 60 people working across Kerala with a single-minded pursuit for excellence and together to achieve more, grow and prosper.

Apart from being the authorized distributors for major vaccine manufacturers like Glaxo Smithkline, Pfizer, Sanofi India, Serum Institute of India, MSD, Abbott Vaccines, Panacea Biotech, Zydus Vaccines, Dr Reddys, Bharat Biotech, Biological E, Indian Immunologicals & Novo Medisciences, we are also the authorized distributors

of Mankind Pharma, Abbott Specialties, Inzpera, Pfizer Specialties, Plasmagen Biosciences, X'Mars Research, Samarth Life Sciences, Wockhardt Insulins, Zydus Ostivia, KAPL etc. Getting appointed in Kerala as the exclusive channel partner of Grifols, USA is a real shot in the arm for us.

In the last 10 years, Lifeon has won many coveted awards not only for our sales performance but also for the high standards of cold chain management and on time delivery of goods.

In addition to the above, we have formed a HealthTech Startup in 2022 by name Medzivot Private Limited. Through this initiative, our endeavour is to offer Technology Solutions to Health Challenges, and we are committed to add value to Organizations with Novel Products, as we realize that technology-based products will be the next big growth segment in Pharma Sector. We are also exploring the possibilities to market AI based Solutions in

the health sector. Philips Avent, Galderma, Aveeno, Monitra Health, Comfort In, Ayusynk BT enabled stethoscopes, Spandan ECG etc are few companies we are dealing with this arm of our business.

In a highly competitive market what differentiates Lifeon from the rest is the fact that we just don't stop by distributing what we have but we create newer markets by generating demand for the products. Our experience of having worked in the field and meeting specialists across varied specialities gives us an edge over our competitors to discuss and promote products in our basket and this has been the fulcrum on which we have built our business year on year with commendable growths.

Lifeon aspires to be a 100 Cr company by the end of 2024 and the biggest strength of Lifeon has been our associates and adding value for them through our services is not merely a job or business for us but Priority.





Ms. Sashreeka Nachane
Executive Projects

We are excited to welcome Sashreeka, who joined Inzpera in July. Motivated by a desire to be part of an organization that values innovation, she is inspired by Inzpera's commitment to enhancing human well-being through science and impactful products.

As a new joiner, Sashreeka feels both excited and responsible in her role. She recognizes the importance of her contributions and is dedicated to working alongside our talented team to fulfil our mission.

Looking to the future, Sashreeka envisions a bright path ahead. She is eager to embrace new challenges, grow professionally, and contribute to the ongoing success of Inzpera. We look forward to seeing the meaningful impact she will make as part of our community.



Ms. Dhanashree Sawant
Product Manager

We are thrilled to introduce Dhanashree, who recently joined our team after discovering Inzpera through a former colleague. Excited by our mission, she was delighted to have her application shortlisted, allowing her to become part of our organization. One of the unique perks of her role is its proximity to her home, making the office feel like a natural extension of her living space.

As she embarks on this new journey, Dhanashree is already recognizing that Inzpera is not just another pharmaceutical company. Here, we focus on promoting science rather than just selling products, which adds an exciting dimension to her work.

Looking ahead, Dhanashree is eager to contribute to our commitment to innovation and continuous improvement. She envisions a bright future at Inzpera and is motivated to be part of a team that challenges the status quo and embraces change.



Ms. Priyanka Thakur
Executive International Business

Priyanka joined Inzpera looking at the organisations core values and their innovative approach amalgamated with purposeful mission that projects towards flourishing pre-eminent healthsciences prescription portfolio intended for human well-being. She has 4 years of relevant experience and finds her position Executive – IB enthralling and looks forward to contributing to organisations advancement by utilising all acquired skill sets.



Mr. Gaurav Sharma
Product Executive

When Gaurav began his job search, he sought a company where he could truly invest his time and energy. Inzpera captured his attention, and after reaching out to his references, he was thrilled to receive nothing but positive feedback about the company's culture, people, and products.

Upon joining, Gaurav quickly discovered that his experience at Inzpera is about enjoyment as much as it is about responsibility. With the support of colleagues like Rajesh and Jay, he feels energized and motivated in his role as a Product Executive. This position not only allows him to embrace the fun side of marketing but also offers ample opportunities for learning and growth.

Looking ahead, Gaurav envisions a bright future in his role. He appreciates the vibrant atmosphere of the Inzpera team and feels the enthusiasm that surrounds him. Excited to be part of this journey, he is ready to contribute to the company's success.



LIFE AT INZPERA



Rajesh addressing students in campus recruiting drive



Induction for new joiners



Product training in action



Getting to know each other



Celebrating b'days the Inzpera way



New sales team charged to conquer the market after thorough training



LIFE AT INZPERA



Rewarding the best



Welcomes are always special



Anmol enthraling with his singing



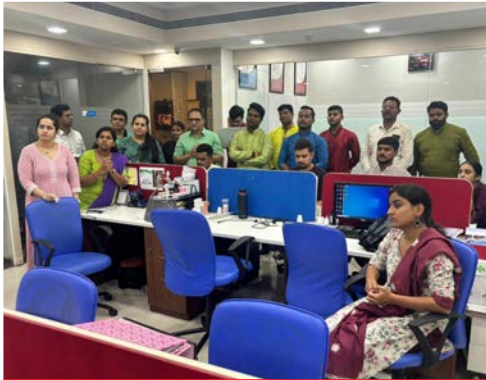
Sachin motivating his team by sharing best examples



All attention while learning



LIFE AT INZPERA



HO, intense focus even for online session



ABAs sharpening skills with trainer Nani



Healthy habits, Happier lives



Busy knowing each other



Mr. Amit Vasistha, CEO Mygalf, inspiring Inzperians towards good health



With North zone colleagues at North BBM



South Zone BBM: Bangalore



Adiyogi with Adarsh & Gowtham!



LIFE AT INZPERA



TATA Industries Leadership Team at #Connect 24



Making the office more colorful



New induction training



Remembering Rational Antibiotic Day with leading clinicians



Dressed up in festive fervour

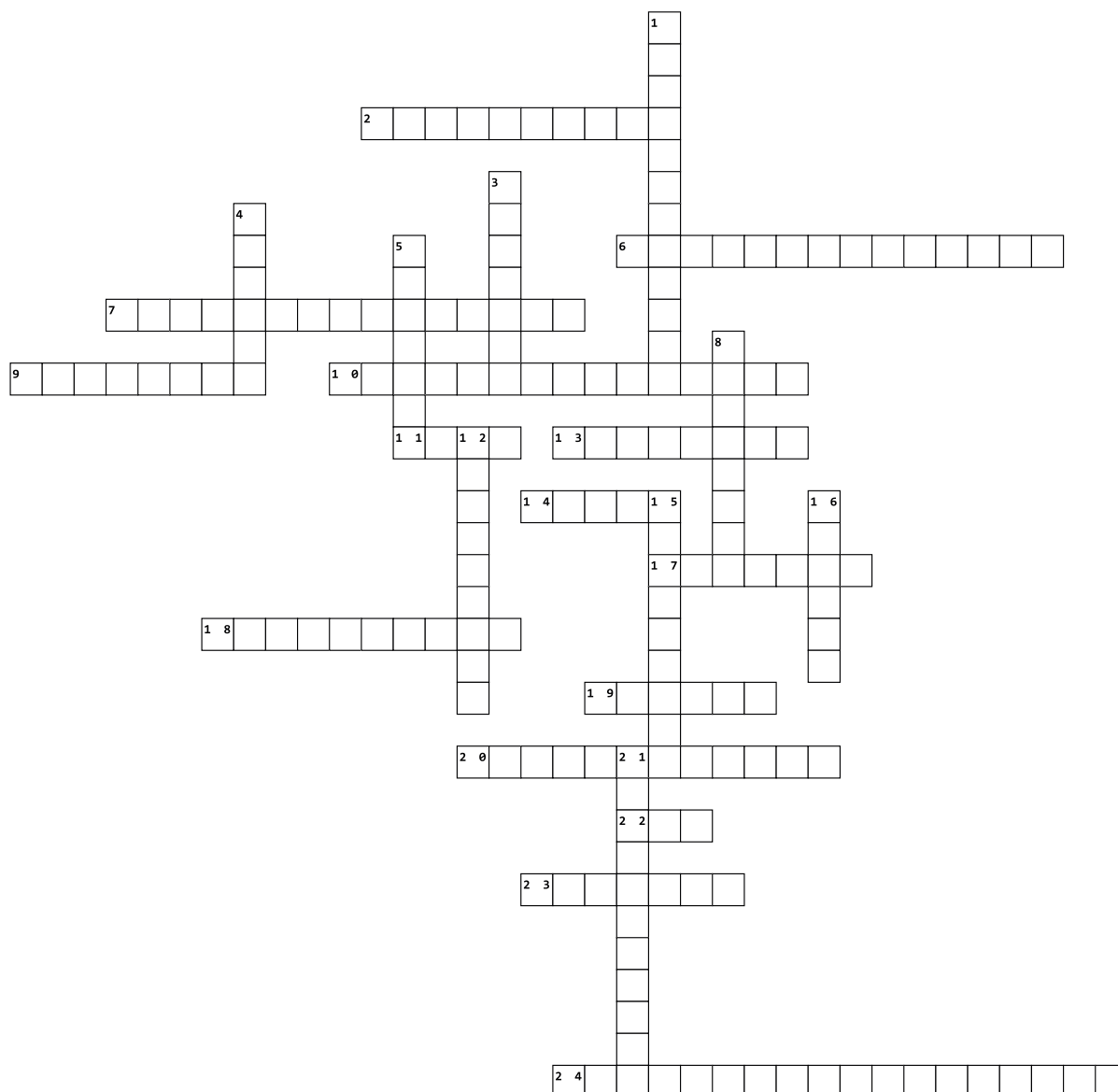


CME at KEM Hospital



More training....

PUZZLE



ACROSS

2. This person is an expert in foot and ankle health
6. This barrier to health is based on a person's ability to reads and understand health information.
7. This persons job is to help identify issues with muscles and then help bodies move better
9. A dimension of health focusing on the body and its systems
10. A program that uses a logo to let people know that a product is asthma friendly
11. This barrier to health is based on how much money a person has
13. A place where specialist doctors work
14. Health conditions that are short term
17. Carrying excessive body weight in the form of fat
18. A health promotion organisation that assist people with their mental health
19. A dimension of health focusing on the health of the mind
20. This persons job is to listen to patients and then assist them with their emotional and mental health
22. An organisation that assists people who have been in a road accident
23. This is where a pharmacist works
24. This organisation promotes healthy eating and exercise

DOWN

1. This includes conditions such as depression and anxiety
3. Where you go to have your teeth checked
4. A dimension of health focusing on interactions and community participation
5. Health conditions that are long term
8. This barrier to health is based on how far you live from health resources
12. A dimension of health focusing on ideas, beliefs, values and ethics that are in the minds of people
15. A dimension of health focusing on how people express their feelings
16. The swelling of the airways, making it hard to breathe
21. Where you go to have your eyes checked

NOTE

NOTE

