

TARGET TRANSCEND TRUMP

ILLNESS TO WELLNESS



INZIDER

SEPTEMBER, 2025 | ISSUE 17

FOR INTERNAL CIRCULATION ONLY



Editor's Note

THE TTT SPIRIT



Ms. Priyanka Thakur

"The Spirit of Target, Transcend, Triumph"

Every journey begins with a single step. What makes that step truly meaningful is the direction we choose, the courage with which we walk, and the determination that carries us forward. This year, our theme "Target, Transcend, and Triumph" is more than a phrase - it is a reflection of our shared spirit, our aspirations, and our commitment to grow together.

We believe that every small triumph is a stepping stone toward greater success. Growth and elevation are not just milestones - they are part of a continuous journey that inspires us to rise above limitations and reach new horizons.

In this issue, we are delighted to share milestones that belong to all of us - the celebration of nine remarkable years of Inzpera, the elevation within our organisation, voices of our new joiners, inspiring stories of team members completing five years, valuable stakeholder perspectives, and cherished memories that remind us of the bonds we have built along the way. Each story is a reflection of resilience, togetherness, and the spirit that defines Inzpera.

We invite you to walk through these pages with us, and to savour this issue one page at a time.



Amit Gill
(ABA – Delhi)

Building Success Brick by Brick: A Five-Year Reflection

The past five years have reinforced a powerful truth: there are no shortcuts to success. Hard work, consistency, and resilience form the foundation of lasting achievements. Every challenge brought an opportunity to learn and grow, shaping not only professional skills but also personal strength. Through this journey, I have embraced values-integrity, excellence, and a long-term vision-as guiding principles.

Since joining Inzpera in August 2020, my journey has been marked by consistent progress and remarkable achievements. What started with a territory worth just ₹18,000 has grown into ₹7.5 lakh in monthly sales. A proud milestone was Gurgaon crossing ₹5 lakh in sales, a target once envisioned with mentor. This achievement proved that with determination, vision, and teamwork, even the most ambitious goals can be reached.

Looking ahead, I aspire to step into larger leadership roles, mentor upcoming talent, and contribute further to Inzpera's growth story. I am deeply grateful to my mentors and colleagues for their invaluable guidance, dedication that has made every milestone possible. My message to them is simple yet inspiring: *"Believe in yourselves, focus on the basics, and keep working hard-every effort counts."*

As I reflect on five memorable years with Inzpera, I celebrate not just achievements, but also the journey of growth, resilience, and shared success. With a clear vision and renewed energy, I look forward to shaping the future—together.



Pramod Singh
(Manager – SCM, Mumbai)

I Have Miles to Go Before I Sleep...Literally! *(travelling to Kandivali is a long journey)*

Completing five years at Inzpera has been a journey of resilience, learning, and growth. Joining during the challenging time of COVID-19 was not easy, but the support and encouragement of every individual helped me adapt and progress. Inzpera's vibrant culture, driven by young and ambitious minds with a **"DIL MANGE MORE"** spirit, has been a constant source of energy and inspiration.

The resilience and determination ingrained in Inzpera's DNA have not only strengthened the organization but also shaped my personal and professional growth. I am grateful to the management for believing in me from day one, despite limited years of my experience at the time. Every opportunity, every challenge, and every piece of guidance has become a stepping stone toward building confidence, skills, and character.

Even today, I consider myself a learner, eager to acquire new skills and climb higher in my professional journey. With gratitude for the past and hunger for the future, I carry forward the spirit of growth and perseverance. As Robert Frost's timeless words remind me: *"I have miles to go before I sleep."*



Kajal Gupta
(Ludhiana)

A Journey of Growth & Grit

I began my journey with Inzpera in 2019, working tirelessly to establish the company's presence in every doctor's chamber. Within just a few months, doctors began recognizing and trusting Inzpera.

Then came 2020 and COVID - a challenging time both professionally and personally. Yet, guided by Inzpera's vision, the team adapted with fresh ideas and OTC launches, ensuring growth even in the toughest phase.

Along the way, I embraced valuable lessons - from seniors, teammates, and even from those often overlooked, like security guards. I discovered that true connection begins with respect for everyone.

As an SBA, I proudly earned the title "Main Hoon Inzpera" and was recognized as Best Team Player. Later, excelling in the ADC process, I continue to sharpen my leadership skills, gain wider exposure, and learn the power of taking feedback positively.

Today, as a new Manager, my vision is clear:

To add greater value to the company

To transform weak territories into strong performers

To build lasting trust with doctors

☑ My message to colleagues is simple yet powerful:

Be patient. Work with dignity. Give your best with consistency. Success always follows dedication.



Vinay Tiwari
(Mumbai)

Turning Vision into Impact

I joined Inzpera as a key account Executive in Western Mumbai. Adapting to a new culture and proving myself was challenging, but it pushed me to grow both personally and professionally.

As a key account Executive, I gained valuable insights into business and customer needs. My six-month stint in the Derma Portfolio Task Force helped me convert many customers by addressing their pain points with empathy and solutions. This experience reinforced the importance of smart planning, disciplined execution, and proactive problem-solving.

The ADC program was another turning point. Its fairness and transparency, with an external jury and no internal involvement, gave me a platform to showcase my abilities and understand my strengths and areas of improvement.

Today, as a Manager, I am focused on mentoring SBAs, building their confidence, and driving team success. My vision is to strengthen territories, create milestones, and stand out not only for numbers but also for values and impact.

☑ "Believe in your growth journey, ". "Every effort counts. Challenges are opportunities in disguise - with the right mindset, they become stepping stones to success."



Pasupuleti Manjunadha
(Karnataka)

I am a part of the '*Ghar vapsi*' clan of Inzpera. My first stint began in 2019 in Bengaluru's buzzing Kormangala HQ. After a short break in 2021, I was fortunate to be welcomed back to Inzpera in January 2024. The road upon return wasn't as smooth as I thought, we faced challenges related to distributor, vacancies, and low sales. With the support of my colleagues, we together turned things around in three months—achieving 135% of our budget from Jan 2024 to Mar 2025. My area's secondary sales grew from 2.7L to 7L. I also attended ADC in April 2025 and earned a promotion within 1 year 3 months. From initial days of being a first-time manager, I was focused on learning new markets, recruitment, and strengthening teamwork. By leveraging my old relationships and building new ones, I secured key conversions and contributed to steady growth.

My goal is to continue learning, achieve Karnataka's budget consistently, and grow into higher roles while contributing to Inzpera's success.

My success mantra is "if we focus on the basics—calls, product knowledge, and coverage—we can achieve any target. With consistency, we can all reach new heights.

Inzpera Turns 9: From a Spark of an Idea to a Movement of Impact

Birthdays aren't just about growing older—they're about growing wiser, stronger, and more grateful for the people who walk alongside us. Inzpera's 9th Foundation Day is one such moment. It's a pause to reflect on our journey, celebrate how far we've come, and look forward with renewed energy.

From an Idea to a Movement

Back in 2016, we started with a simple but bold idea: to shift the focus of healthcare from illness to wellness. What began as a spark of curiosity has now grown into a movement—powered by innovation, courage, and an unwavering commitment to *Healthy Habits. Happier Lives.*

Over the years, Inzpera has launched several industry-firsts—solutions that go beyond products. Each one carries a story of reimagining healthcare, of asking “what if” and daring to build the answer.

Lessons That Shaped Us

Our path hasn't been without hurdles. But every challenge sharpened us, every setback taught us, and every win reminded us why we started. True to the saying, “*A smooth sea never made a skilled sailor,*” we've grown stronger through the journey.

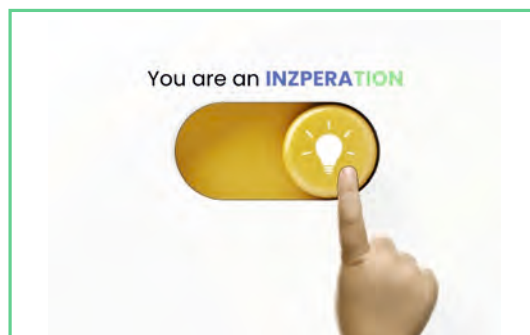
This growth is not ours alone. It belongs to our customers, who placed their trust in us, and to our incredible team—Inzpera's real ambassadors—who live and breathe our vision every day.

Celebrating with Heart: Customer Connectweek 3.0

This year, our Foundation Day was more than a celebration—it was a conversation with the people who matter most. Through Customer Connect week 3.0, we chose gratitude over grandeur. Instead of gifts, we shared planting kits and cards—a small

gesture with a big message of growth and sustainability.

And it wasn't just symbolic. Every head office team member stepped out to meet customers personally, living our belief that *customer service is not a department—it's who we are.*



The Road Ahead

Nine years down, and we're just getting started. Inzpera's story has never been just about products—it's about people, passion, and purpose. With gratitude for the journey so far and excitement for what lies ahead, we step into our next chapter—committed to making every life we touch healthier and happier.



Adarsh Jain



Driving Awareness & Engagement in Atopic Dermatitis!

As part of our continued efforts to strengthen the skin health portfolio, the Skinspection Camp initiative was launched with a clear objective – to create awareness among patients, encourage doctor engagement, and build stronger equity for our dermatology brands.

Each camp was designed to provide patients with a simple yet impactful screening to determine parameters related to skin health. A specially developed Skinspection Camp booklet, featuring 10 easy-to-answer questionnaire on AD symptoms, was shared with patients. In addition, a moisture meter that gave instant interpretation of the skin moisture levels made the camps more interactive and engaging. Our team conducted the camps and provided patients with a one-page report post-screening. This helped doctors to interpret the results and

diagnose skin conditions. Each ABA successfully conducted two camps each month, screening between 50-100 patients per camp, that resulted into screening for 900+ patients across the country in a month's time.

Encouraged by the success of the initial round, the Skinspection Camps will continue on monthly basis. With growing participation from doctors and patients, we aim to scale up this initiative further to maximize patient engagement and overall brand visibility in the AD segment.



Dhanashree Sawant



Dr Manisha (MD DCH)

Neonatologist & Consultant Pediatrician
Ovum hospital, Bengaluru

"I'm truly impressed by the level of professionalism, innovation, and dedication that this company demonstrates. From exceptional customer service to a commitment to quality and continuous improvement, it's clear that the organization values both its clients and employees. Their ability to adapt to changing markets while staying true to their mission is admirable, and they consistently set a high standard within their industry. It's inspiring to see a company that not only achieves great results but does so with integrity and vision."



Dr. Pavan Jadhav

MBBS, MD (Paed)
Consulting Paediatric & Neonatologist, Pune

"I have been associated with Inzpera products for the past six years, during which they have consistently introduced innovative solutions that create a meaningful impact. Their products have shown excellent acceptance, especially among pediatric patients, reflecting both quality and trust. It has been a rewarding experience to be part of this journey with Inzpera."



Dr Jayachandra Rajagopal B (MD DCH)

Neonatologist & Consultant Pediatrician
Cloudnine Hospital & KVH hospital, Bengaluru

"As a pediatrician, my priority is always the well-being of my young patients, and I appreciate working with companies that share that commitment and Inzpera is one of them in my top 3 companies. I've been consistently impressed by the dedication this company shows toward developing safe, effective, and child-friendly solutions."

Their formulations are thoughtfully designed not just to treat conditions, but to make the experience easier for both children and parents. From taste-masked medications like Tasiron which gives wonderful results make my practice easy. Only suggestions if Inzpera can bring back old withdrawn products."

Reflecting on Our Partnership Journey: Millenium Distributors & Inzpera



"Three years ago, when we first embarked on this partnership, our monthly sales stood at zero. It was a challenging beginning, but

what carried us forward was a strong belief in your products and the value of our collaboration.

Through consistent effort, shared commitment, and mutual trust, we are proud to share that our monthly sales have now reached ₹4.5 lakh. This milestone is not just a number – it reflects the quality and reliability of your products, as well as the strength of our partnership.

Our association has enriched our portfolio and strengthened our capabilities, enabling us to bring more value to the market. The timely support we receive is a true reflection of the trust and importance you place in this relationship.

As we celebrate this progress, we also look ahead with confidence and excitement. Together, we aim to achieve even greater milestones and continue building on the foundation of success we've established."

Sincerely,

Shitiz Sukhija

Team Millennium – Delhi

Celebrating a Journey of Partnership and Growth: GP Pharmaceuticals & Inzpera



"We take immense pride in being the first stockist of Inzpera in Amritsar, a relationship that has now flourished for the past eight years. It has truly been a wonderful journey with equally wonderful people.

From the very beginning, Rahul has stood out with his sincerity and consistency, qualities he has upheld throughout these years. To us, the soul of Inzpera is reflected in its marketing team – their genuineness and dedication mirror the company's true spirit.

We have also had the pleasure of working closely with Sajjan ji, Gurvinder, and Smita ji, each of whom has been extremely gentle, approachable, and deeply committed to their work. Their passion has further strengthened our association with Inzpera.

As for Inzpera itself, it has always been a source of brilliant ideas, wonderful products, and an inspiring team. We feel privileged to be part of this journey and look forward to witnessing Inzpera grow by leaps and bounds in the years to come."

Regards

GP pharmaceuticals

What our customers have to say:



"We're thrilled to share the success story of our friend Rajendra Sanwariya who use to meet us on Yashodra medical store very frequently... At our previous health camp, his hemoglobin level was 6.5 mg/dl. Dr. RK Verma recommended Tasiron syrup, 10ml daily. After taking 4 syrups, his hemoglobin level increased to 8.3 mg/dl at today's camp! This remarkable improvement showcases our Quality and team's dedication and effective treatment. Kudos to Dr. Verma and our team"

“Roots and Wings: Coming Back Stronger to Inzpera”

In the dynamic landscape of healthcare and pharmaceuticals, change is constant. Professionals often explore new horizons, chasing growth and fresh challenges. Yet, amid this journey, many come to realize that true fulfilment lies not only in opportunity but also in the culture that nurtures them, the collaboration that empowers them, and the values that guide them.

Inzpera has long stood as more than just a workplace—it is a community bound by innovation, integrity, and a spirit of togetherness. This very essence has inspired several of our colleagues to return and begin their second innings with us, let us hear from the latest ‘Ghar vapsi’ community



Pirappa Kamble
(ROM)

My first innings at Inzpera gave me valuable experience and skills that shaped my career. The challenges I faced taught me the importance of perseverance, adaptability, and continuous learning—lessons that remain the foundation of my journey.

Coming back to Inzpera feels like a true ghar vapsi. It is more than just a workplace—it’s a family bound by trust, ambition, and the spirit of collaboration. What truly sets Inzpera apart is its vibrant culture that values people as much as performance. The organization’s commitment to science-backed innovation and development of unique products has earned it immense respect in the market. For me, this respect is not only external but also internal, reflected in the way colleagues support, encourage, and celebrate each other’s growth. This is the culture that called me back—a culture

where passion meets purpose. The new innings come with a new responsibility as I now manage new markets than my previous stint.

This new phase is not just a continuation but a chance to renew, recharge, and rekindle my enthusiasm for work. With a growth mindset, commitment, and openness to learning, I look forward to making my second inning a true success story—one driven by collaboration, passion, innovation, and the shared vision of achieving great things together at Inzpera.



Gulshan Kumar
(Punjab)

“Back to Inzpera: Committed to Growth”

I am fortunate to be back at Inzpera for my second innings in a new terrain of Pathankot. During my first innings with Inzpera I was based at Jalandhar as a fresh, energised just out of college individual ambitious to find career path away from home.

Leaving Inzpera was one of the tough decision I had to make due to health reasons and family needs. Yet, my heart always remained connected to the company. As soon as I became aware that I can be closer to home and contribute to Inzpera, I had no second thought and jumped to take the opportunity. I am more determined than ever to contribute and achieve in my second inning.

This second innings is about more than continuity—it’s about elevating impact. My focus is to drive science-backed innovation, strengthen collaboration, and ensure my work delivers real value to customers and stakeholders.

I believe that when culture is strong, possibilities are endless.



Prashant Kumar Meena
(Delhi)

A Second Inning, A Stronger Resolve

I am truly excited to begin my second inning with Inzpera. My decision to return stems from the deep bond I share with the company's vision and values. This phase is an opportunity to contribute with greater focus, enhanced experience, and renewed energy.

My goal is to strengthen my team spirit, drive sustainable growth, and introduce fresh ideas that help organization move forward. The road ahead will bring both challenges and opportunities-especially in such a competitive market-but I believe with teamwork, resilience, and clear strategies, every challenge can be transformed into success.

I believe my return is not just about me-it's about adding confidence, support, and momentum to organization's collective journey. My message to my colleagues and peers is simple: let's stay positive, work as one team, and keep striving for excellence. Together, we can make our next chapter at Inzpera even more impactful and inspiring.



Dharani Rajendra
(ROTN)

"The Dawn of a New Innings"

I am happy to rejoin Inzpera. Being a fresher, Inzpera was my very first company when I started in August 2024, and it has always been close to my heart.

Though I had to leave due to health issues, I chose to return because of the culture and the supportive environment that Inzpera offers. It truly feels like the right place to grow, learn, and contribute.

I look forward to making the most of my second inning here with renewed energy and commitment.



- * Our theme of the year is TARGET TRANSCEND TRIUMPH which is beautiful, but it will remain incomplete without one more T that is THANKFULNESS
- * In Q-1 Punjab. Prodigies did a fairly good job. But few of the team mates they did beyond the targets, to tell them thanks in PP Style we planned some different surprises for Satyam & Atul.
- * To give a surprise to Satyam we called his parents Mr. Alok Sachan & Mrs. Anju Sachan, separately in the meeting. This was not just a surprise for Satyam; this was also our way to say thanks and pay our gratitude to all the families of our

Teammates with whose support they work in the field in a passionate way.

- * Satyam was stunned when he saw them in review meeting. And when I introduced them and clarified the reason why they were there. He got emotional and having tears in his eyes.
- * They both were very much happy to be there. They blessed all the team members also gave their wishes for Inzpera.

**-Sajjan Kumar
(Punjab Prodigies).**



Lalit Vyas
(ZBA – North Central)

Lalit comes with truck load of experience and is responsible for the youngest team of Inzpera – the North Central Zone. With his experience and care Rajasthan, Gujarat and MP teams are been guided well and are on the path of growth.

Lalit joined Inzpera as a ZBA, and he feels proud to take on this new responsibility with a new team and area.

We wish Lalit and team a successful journey with a lots of sweets and savories from all the states he is running through!



Deepak Soni
(ABA – Rajasthan)

Deepak joined Inzpera Healthsciences as an Area Business Ambassador to contribute to a company that truly stands at the intersection of innovation, wellness, and impact. What inspired him most is Inzpera's mission of shifting healthcare from illness treatment to wellness creation-through differentiated, science-backed products, especially in pediatric and lifestyle health. For him, it's more than meeting targets-it's about building

ownership, teamwork, and accountability in the field. Looking ahead, Deepak aspires to grow into larger responsibilities, from managing bigger regions to shaping new launches, while staying fully aligned with Inzpera's mission of creating science-backed wellness solutions.



Rambabu Kanchi
(ABA – Hyderabad)

He joined Inzpera to be part of an innovative healthcare organization dedicated to addressing unmet medical needs with differentiated, science-backed solutions. Inspired by our vision of making a meaningful impact on patients' lives, he strives to drive growth, build strong stakeholder relationships, and ensure Inzpera products reach those who need them most.

As an Area Manager, he feels proud to lead his team, achieve business goals, and strengthen partnerships with healthcare professionals. This role not only motivates him to deliver results but also prepares him for larger responsibilities as he grows into a stronger leader and contribute to Inzpera's long-term success.



T G Balaji
(ABA – Chennai)

T G Balaji expresses his gratitude for being part of Inzpera, an organization whose values resonate deeply with his own. With a visionary outlook, inspiring actions, uplifting presence, and unwavering diligence, he continues to contribute meaningfully to the company's growth. He firmly believes that targets are not just numbers but milestones to be surpassed with passion, determination, and the right mindset.



Nikhil Bohare
(ABA – Vidarbha)

He is excited to be welcomed on board and take up new challenges. He believes the organization has provided him with an excellent opportunity in a short span of time, for which he feels truly grateful. Since joining, his journey has been full of new learnings—mentoring fresh candidates with daily tasks, adding new prescribers through conversions, and strengthening relationships with existing valued customers. With a strong commitment to leveraging his skills, he is keen to support his team and contribute meaningfully to Inzpera's growth.



Vijender Gaddam
(ABA – Hyderabad)

He joined Inzpera to pursue both career and financial growth in alignment with the organization's vision. The work environment here is empowering, providing the freedom to take ownership and make decisions that drive results. Looking ahead, he aspires to step into the next level of responsibility within the next two years, contributing further to Inzpera's success.



**“Engaging Minds, Building Trust:
Inzpera at Aditya Birla Memorial
Hospital PCMC Conference”**

**“Strengthening Strategies, Building
Futures – All India Managers Gathering”**



Inzpera at Nagarcon



**UP team, Rajesh with Dr. Ashutosh
Verma – Paediatrician & National
Spokesperson Samajwadi Party**



UP team, Rajesh with Dr. Neeraj Bora, Founder and Managing Director Sewa Hospital and Research Centre & MLA UP Assembly, Lucknow



UP team, Rajesh with Dr. Pradeep Sharma – former HOD Anatomy KGMU, Lucknow



Bangalore Team, Rajesh with Dr. Purushothama Reddy, Aayush Hospsital, Bengaluru.



"Rajesh with the Dynamic Bengaluru Team"

"Cake Attack in Progress: Gowtham Didn't See It Coming!"



"Celebrating Milestones, Creating Memories – Punjab Prodigies."



**"Bridging Science & Service –
Rajasthan CME Success Story"**

**Sharma Ji's Chai Outshines Our
Official Agenda!"**





**"Team Spirit + Sweet Moments =
Yogesh & Sachin's Birthday Bash!"**

**"ROTN Team celebrating
Success, One Slice at a Time!"**



Sunil's house warming ceremony



**Satyam's Parents with Punjab
Prodigies Team.**





Anbumani's house warming ceremony

Reviewing Success – Telangana Team.



Representing Inzpera at Kongu Pedicon.

At Rattan Pharmaceutical, Gurgaon with Mr. Rakesh & Vinod Mittal.





"United We Stand, Divided We Snack!"



"From Office Talks to Table Talks"



**"Festive Spirit in Full Bloom –
Ganeshotsav at Mumbai HO"**





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