

KNOW YOUR DISTRIBUTOR

Distributors play a leading role in pharmaceutical industry by distributing some life-saving drugs even in the remotest corner of the country. We have 55 Distributors all over the country. The main functions of the Distributor is procuring, purchasing, holding, storing, billing, supplying, or movement of pharmaceutical products, with the exception of the dispensing or providing pharmaceutical products directly to stockist or institutional supply. They usually also provide a range of services (such as product information, estimates, technical support, after-sales services) to their customers. Distributors support to the company to find out a cost effective solution for effective decision making. For sustaining in this competitive market, pharmaceutical distributors are trying hard to build a reliable and cost-efficient distribution system. A distributor for Vision is an upholder of the Company's ideas and philosophy. In simple words, Distributor reflects image of the company in outside the world.

DISTRIBUTOR : ABHYUDAYA PHARMACEUTICALS

LUCKNOW - UTTAR PARDESH

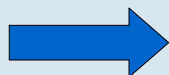


Mr. Pankaj Jain
Managing Partner

Our Distributor M/s Abhyudaya Pharmaceuticals is situated in Center Lucknow (Uttar Pradesh). Abhyudaya Pharmaceuticals as Distributor associated with us since year 2004. Parent Group as business interest in Medical equipment , Electronics , Paints & FMCG Goods apart of Pharma. The Distributor is very well renowned group in the rejoin of its operations.

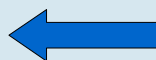
Nature of Firm

The Nature of the Firm is Partnership and in this partnership there are three partners named as Mr. Pankaj Jain , Smt. Jolly Pathak & Smt. Shikha Jain. In this partnership Mr. Pankaj Jain is Managing Partner of the firm. The firm Abhyudaya Pharmaceuticals is distributor for Venus Remedies Ltd. , Herbals (APS) Pvt. Ltd. & Solumiks herbaceuticals Ltd and is C&F for ANABIOSIS MEDISCIENCES LTD (AHMADABAD) , BALSAM PHARMA (AHMADABAD) , BURNET PHARMACEUTICALS PVT. LTD (KOLKATA), EDEN REMEDIES PVT. LTD (DELHI), PLENTEOUS PHARMACEUTICALS LTD (DELHI), QASAR HEALTHCARE PVT.LTD (A DIV. OF EAST INDIA) (KOLKATA), SEARCH PHARMA PVT. LTD (GURGAON), TRIPLE GEM HEALINGS PVT. LTD (DEHRADUN), WELCURE DRUGS & PHARMACEUTICALS LTD (DELHI)



Mrs. Jolly Pathak
Partner
Abhyudaya Pharmaceutical

Mrs. Shikha Jain
Partner
Abhyudaya Pharmaceutical



Staff & Working Area

Abhyudaya Pharmaceuticals has team of 20 employees out of which 14 are staff members and 6 are workers. The Staff members have access to the computer system to manage the business. The premises of the firm are spread over 30000 Sq. feet area with office and warehouse space.



Coverage Area

Distributor is covering complete market of Uttar Pradesh and is giving its services to 150 locations of stockists across the U.P which is approved by Venus Remedies Limited.



Business Volume

The overall volume of Business of the Distributor is Rs. **30 Cr.** The breakup of the business is as follow:-

Particulars	Value (In Cr.)
Distribution	: 20.00 Crore.
C & F	: 10.00 Crore.



Association With Venus Remedies Limited

Abhyudaya Pharmaceuticals is having the Distribution of Venus Remedies limited in Uttar Pradesh for all segment (Mark IIID , Saaransh & CCD Departments).

Key Person :



Mr. Neeraj Singh is the key person who is managing the transaction part i.e. Billing , Accounting of the VRL Company.

WareHouse Incharge : Mr. Santosh Singh



Warehouse activities look after under Supervision of Mr. Santosh Singh such as Receiving and dispatches of goods, Checking of transit as well as shelf breakage and damage stocks.



Handling Breakage/Expiry Goods



Distributor is also handling the breakage and expiry of goods at his godown as per guidelines of company and AIOCD (All India organization of Chemists and Druggists Association). Distributor check and verify the breakage & expiry goods and returned the same to the company on monthly basis after settlement of stockist's claim.



About Storage Condition :

Distributor is maintaining the proper storage condition as per specific guidelines of the company for life-saving drugs. Distributor have following tools and techniques to maintain the storage condition which is mentioned below :



Abhyudaya Pharmaceutical has Fridge/deep Freezer for storage below 25 degree Distributor have also silent Genset & Inverter set for electricity back up .

Meeting Area

A meeting is a gathering of two or more people that has been convened for the purpose of achieving a common goal through verbal interaction, such as sharing information . Distributor also reserved a meeting room in his premises and organize the meeting on monthly basis for his staff for more better services and take the necessary action against upcoming challenges.



Mode of Supply:-

Distributor have different mode of transport for supply of goods.

1. Within city he is using own Mahindra Pick up to maintain fastest supply of goods.
2. For intra city he is using the reputed mode of transport i.e Lori Roadways, Flying Golden Transporter, Jhansi Golden Transporter.

With above said mode of transport Distributor ensure to delivery of goods within 48 hours.





We truly appreciate our Distributor M/s Abhyudaya Pharmaceuticals – Lucknow (Uttar Pradesh) for his prompt and accurate services as per guidelines of the company.