



A TRIBUTE TO THE RESILIENCE OF THE HUMAN BODY



**ZENITH
DRUGS LTD.**

KEEPING HOPES ALIVE



UNDERSTANDING THE DNA OF MODERN MEDICINE

This presentation provides an overview of Zenith Drugs Limited. It is not investment advice, and independent professional guidance is recommended. Information may include data from public sources that haven't been independently verified, and no guarantees are made regarding accuracy or reliability.

Certain sections may contain forward-looking statements based on management's estimates, subject to risks and uncertainties. Actual outcomes may differ. While expectations are reasonable, we do not guarantee future results or performance.



INDEX

FOR TIFYING THE RESILIENCE
OF THE HUMAN SPIRIT

LEADERSHIP
MESSAGE

COMPANY
OVERVIEW

FINANCIAL
SUMMARY

THE
JOURNEY

VALUE
CHAIN

PRODUCT
BASKET

FACILITY
OVERVIEW

DISTRIBUTION
NETWORK

REVENUE
BREAKDOWN

INTERNATIONAL
MARKETS

STRATEGIC
PARTNERSHIPS

CERTIFICATIONS &
ACCREDITATIONS

A WORD FROM THE STALWARTS



Technical Taskmaster with 2+ decades in pharmaceutical business management, guiding Zenith in qualitative, cost- efficient products. A visionary ensuring sustainable YoY growth, overseeing Zenith's complete functioning and manufacturing.

Compliance Champion with 2+ decades in pharmaceutical manufacturing and corporate compliance. Managing government compliances and tender performance, he propels Zenith's multifold growth in institutional business, maintaining strong document obligations.

Marketing Maestro with 2+ decades of Indian market expertise, the backbone of Zenith's marketing, promotion, and customer relations. Steering corporate strategy and brand promotion, his foresight drives new projects and optimizes supply chains.

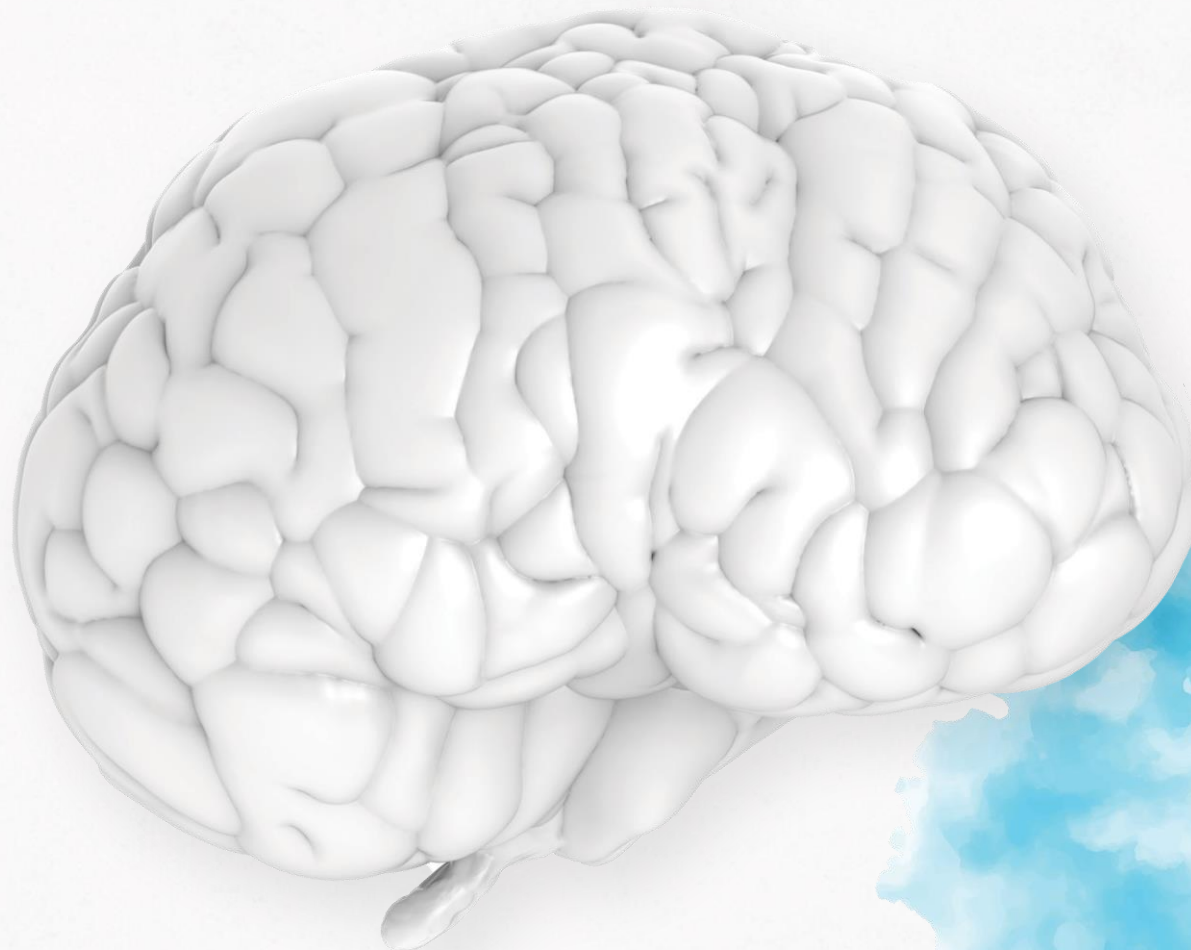


Mr. Sandeep Bhardwaj
Managing Director

Mr. Ajay Singh Dassundi
Executive Director

Mr. Bhupesh Soni
Executive Director





THE BRAIN CHILD FORMED FROM PHILOSOPHY

Established in 2000 in Indore, Zenith Drugs is a premier pharmaceutical manufacturing and trading company specializing in branded, generic, and OTC products. As the first pharmaceutical company set to be listed on the NSE, Zenith Drugs offers world-class generics and formulations, including ORS Powder, Liquid Orals, Ointments, Liquid Externals, and Capsules, all developed with a focus on safety, efficacy, and affordability. The company operates a state-of-the-art, WHO-GMP certified manufacturing facility, utilizing advanced technologies. Zenith Drugs is one of the largest ORS sachet manufacturers in Central India, supplying trusted partners like Ajanta Pharma, Micro Labs, May & Baker, Kopran, and 18 Indian states.

POISED TO **SERVE HUMANITY**

MISSION

Enhance global well-being through affordable medicines and innovative drug delivery systems.

VISION

To be the world's preferred pharmaceutical company with high standards of regulatory compliance and cutting-edge technology.



Established
2000

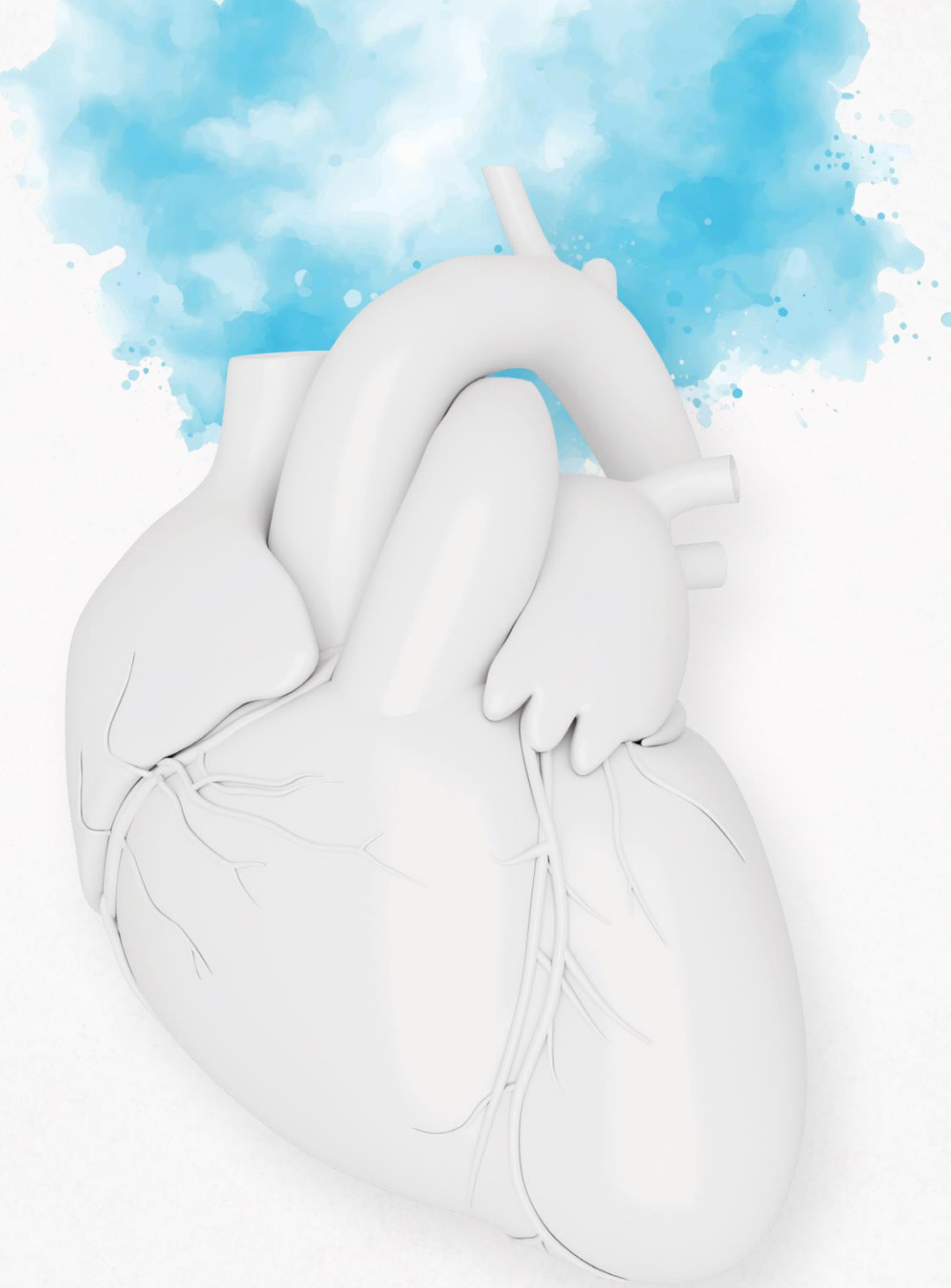


Location
Indore, India



Experience
Over 24 years





OUR HEART, OUR FINANCIALS

Certifications: WHO-GMP compliant,
ISO Specialisation: Affordable medicines
including ORS Powder, Liquid Orals,
Ointments, Liquid Externals & Capsules.

FY2023-24 Revenue:

₹ **131.62 Cr.**

FY2024-25 Revenue:

₹ **134 Cr.**

Expected Turnover: Over

₹ **180 Cr to 200 Cr.**

by 2026

Significant Revenue Contributions:



Liquid Orals:
39.31%



Ointments:
24.92%



ORS:
22.28%



OUR BREATH, OUR PRODUCT CATEGORIES



ORS Powder:
22% revenue
contribution

Key Products:
Zenith ORS,
Koplyte ORS



Liquid Oral
Solutions:
39% revenue
contribution

Key Products:
Hungrykop Syrup
Biozen Multivitamin
Syrup



Lotions & Liquid
External Solutions:
4% revenue
contribution

Key Products:
Poviz® Solution,
Bioscaby Lotion



Ointments
& Creams:
25% revenue
contribution

Key Products:
POVIZ Ointment,
ClobetolGM Cream



Capsules:
9% revenue
contribution

Key Products:
BIO-Omi Capsule,
Cold-Time Capsule



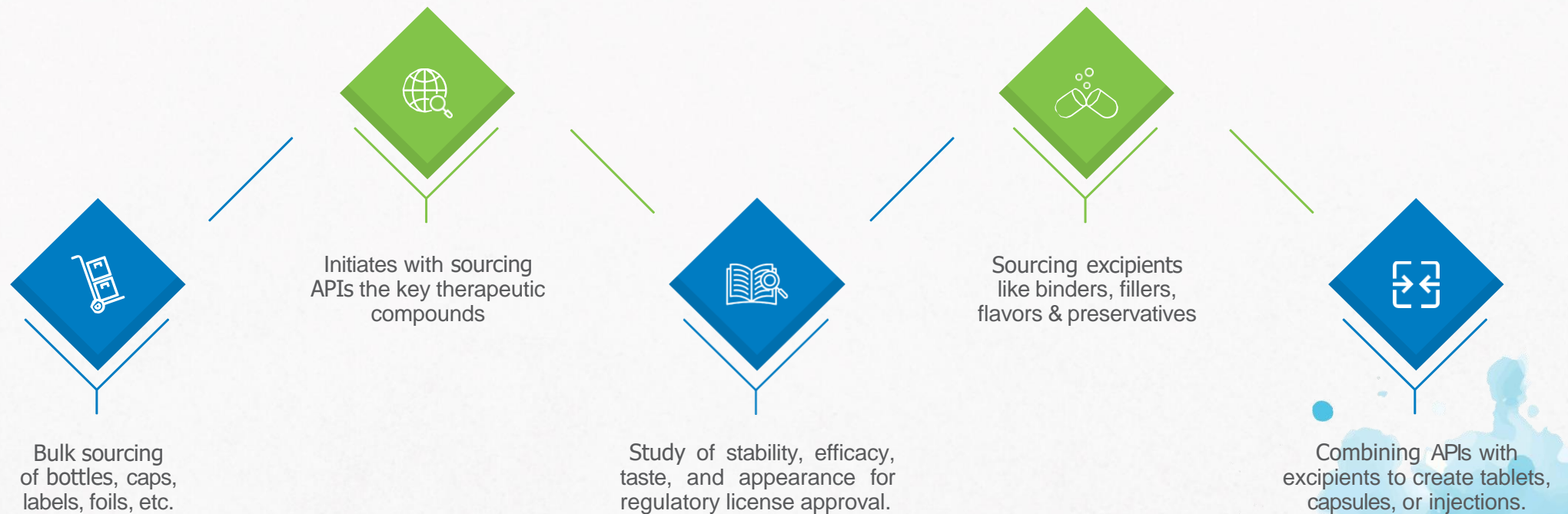
Tablets:
30% revenue
contribution

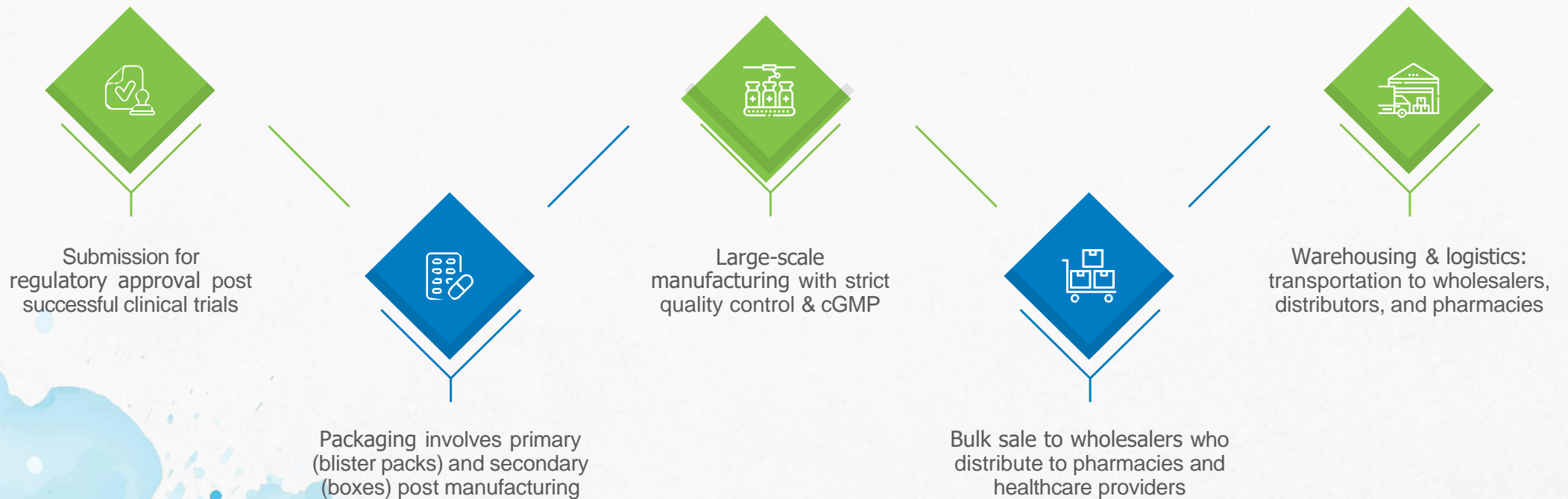
Key Products:
Biocin-500 Tablets,
Bionac Plus Tablets
Acecloran Plus
Tablets.

THE ZENITH JOURNEY



END-TO-END VALUE CHAIN CRAFTING EXCELLENCE FROM SOURCING TO DELIVERY





PRODUCT BASKET



POWDER

ORS: A vital electrolyte solution designed to restore and maintain hydration levels.



LIQUIDS

Liquid Oral: Liquid syrup providing a reliable source of essential iron for nutritional support

External Liquid: Innovative liquid formulas for targeted external relief



SOLIDS

Capsules: Convenient oral dosage forms for accurate & essential medications.

Tablets: Compact and easy-to-swallow oral dosage forms, ensuring precise and consistent medication delivery.



SEMI-SOLIDS

Ointment & Creams: Specialized topical solutions providing soothing relief and treatment for skin issues.





The background image shows a pharmaceutical manufacturing facility. A worker in a white cleanroom suit, hood, and blue face mask is visible in the foreground, looking down. To the left, there is large industrial machinery with a funnel-like structure. The background is filled with more industrial equipment and pipes. The entire image has a blue color cast and is decorated with white paint splatter effects.

STATE-OF-THE-ART MANUFACTURING FACILITY WITH HIGHLY ADVANCED PROCESSING CAPABILITIES

Zenith's cutting-edge facility in Indore produces over 250 molecules & 780 SKU's.

Dedicated units for Capsules, Tablets, Dry Powder and topical formulation including Ointments, Creams, Gels, Liquid Oral, and Solutions.

CREATORS
OF PRODUCTS
THAT PORTRAY
UNPRALLELED
QUALITY

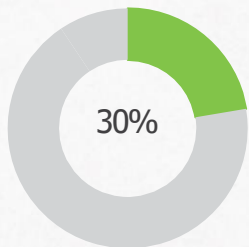


THE ZENITH PRODUCT CATEGORIES

Estimated category wise contribution for FY 2025-26

TABLETS

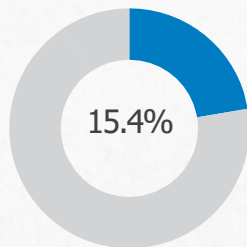
MANUFACTURING
3000 MILLION UNITS
PER MONTH



Expected Share
in revenue FY
2025-26

ORS ORAL REHYDRATION SOLUTION

MANUFACTURING
15 MILLION UNITS
PER MONTH

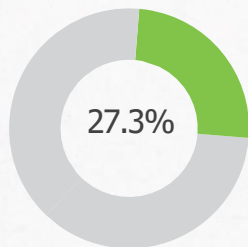


Share
in revenue
FY 2025-26

Zenith Drugs Limited is one
of the largest manufacturers
of ORS powders across
India

LIQUID ORAL SOLUTIONS

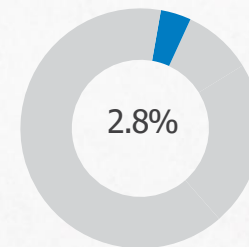
MANUFACTURING
4 MILLION UNITS
PER MONTH



Share
in revenue
FY 2025-26

LOTIONS & LIQUID EXTERNAL SOLUTIONS

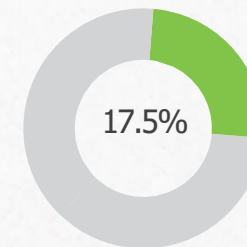
MANUFACTURING
1.5 MILLION UNITS
PER MONTH



Share
in revenue
FY 2025-26

OINTMENT & CREAM

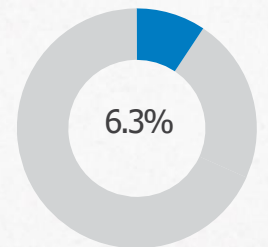
MANUFACTURING
4.8 MILLION UNITS
PER MONTH



Share
in revenue
FY 2025-26

CAPSULES

MANUFACTURING
30 MILLION CAPSULES
PER MONTH



Share
in revenue
FY 2025-26

THE ZENITH ADVANTAGE

High barrier to entry for other players

Stringent regulatory compliance & WHO-GMP certificate, intellectual property, extensive industry expertise, specialized knowledge and strong distribution network is required.



Strategic alliances with supplier & robust supply chain network

Strategic partnerships with multiple suppliers secure a diverse and stable supply chain. Long-term contracts and bulk purchasing ensure favorable pricing and mitigate supplier power.

Driving Innovation through R&D

Continuous emphasis on R&D fosters product innovation, strong brand recognition and a diversified product range reduce the likelihood of customers opting for alternatives.



Distinctive Competitive Edge

Cost-efficient production, constant F&D (formulations and development), diverse product range, efficient supply chain, global reach, strong sales and marketing differentiates us from rivals.





KEY USP - INTEGRATED APPROACH TO **MANUFACTURING & MARKETING**

Streamlined Operations

In-house manufacturing and marketing ensure seamless control over the product lifecycle, minimizing complexities for efficient operations & enhanced productivity



Quality Control

Direct influence on manufacturing processes ensures. Zenith's products meet the highest quality standards pre-market. This commitment fosters customer trust and sets Zenith apart from competitors.



Speed to Market

Integrating manufacturing and marketing allows Zenith to swiftly bring products to market. Once ready for production, marketing team promptly launches promotional activities.



Key Strength

Zenith's key strength lies in its integrated manufacturing and marketing approach, establishing a formidable position in the pharmaceutical industry.



DRIVING MARKET PRESENCE WITH DYNAMIC DISTRIBUTION AND **SALES NETWORK**

50+ DISTRIBUTORS & **6000+** STOCKISTS



Network Structure:

State-wise C&F/Super Distributors

District-wise Stockists

Retailers Across Pharma Industry



Sales Team Impact:

National Head-led Sales Team

Supported by Zonal, Regional,
and Territory Managers

Dynamic and Talented Individuals



Pan-India Presence:

Strong presence across all states of India

Achieved through a comprehensive
distribution strategy

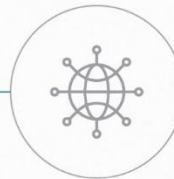


ECONOMIES OF SCALE AS A MARKETING STRATEGY FOR ZENITH



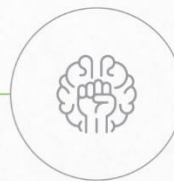
Cost-efficient Marketing

Operating at a larger scale spreads fixed marketing costs over large volume of products, reducing avg marketing cost per unit & allowing competitive pricing while maintaining profitability



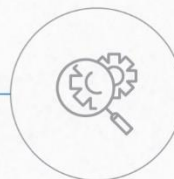
Enhanced Distribution Network

Economies of scale drive Zenith's distribution network expansion, reaching new markets and customers for improved accessibility, convenience, and sales growth



Negotiating Power

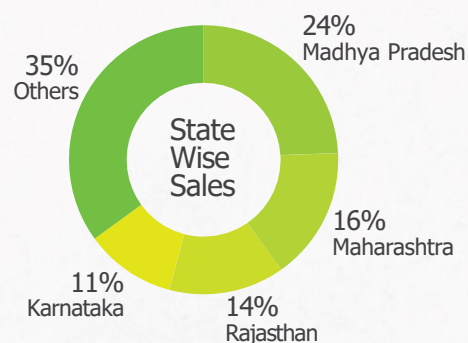
Economies of scale enhances negotiation power with supplier, securing favorable terms like discounts and better distribution arrangements and preferential treatment



Research & Development Investments

Able to allocate significant portion of its resources to R&D due to economies of scale, thus fostering innovation and meeting evolving customer needs.

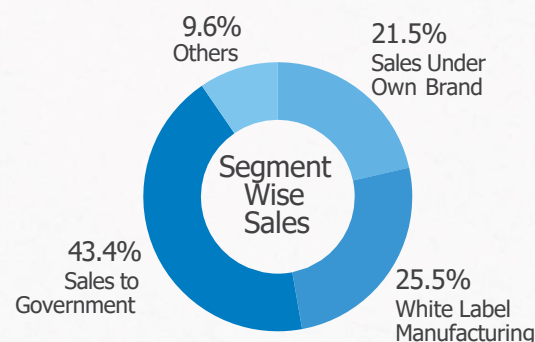
REVENUE SEGMENTS



Madhya Pradesh leads with **24%**, reflecting strong position in its home state.

Rajasthan secures **16%**, indicating successful market penetration and regional growth

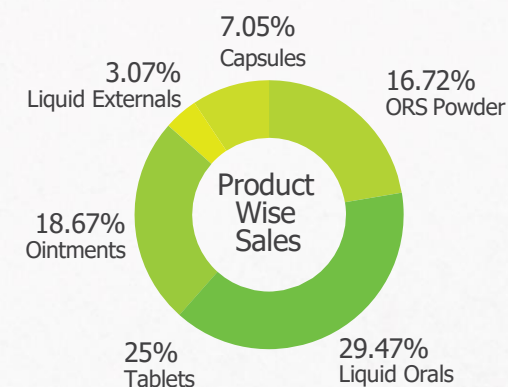
Maharashtra contributes **14%**, highlighting a significant presence in key western markets



Sales to Government at **43.36%**, highlighting a substantial contribution to overall revenue

White Label Manufacturing sales at **25.50%** signify strategic collaborations

Sales under Own Brand stands at **21.54%**

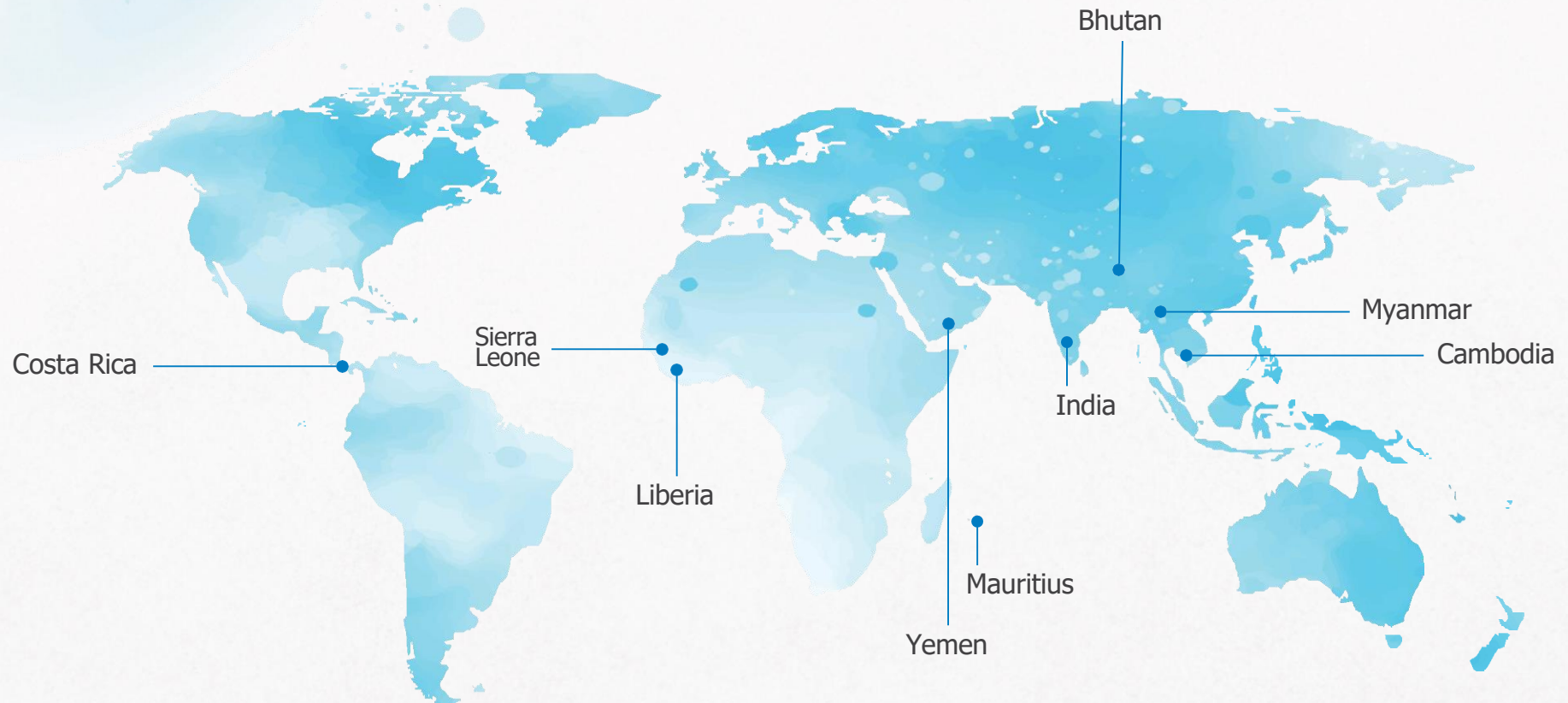


Liquid Orals lead with **29.47%**, showcasing strong market demand

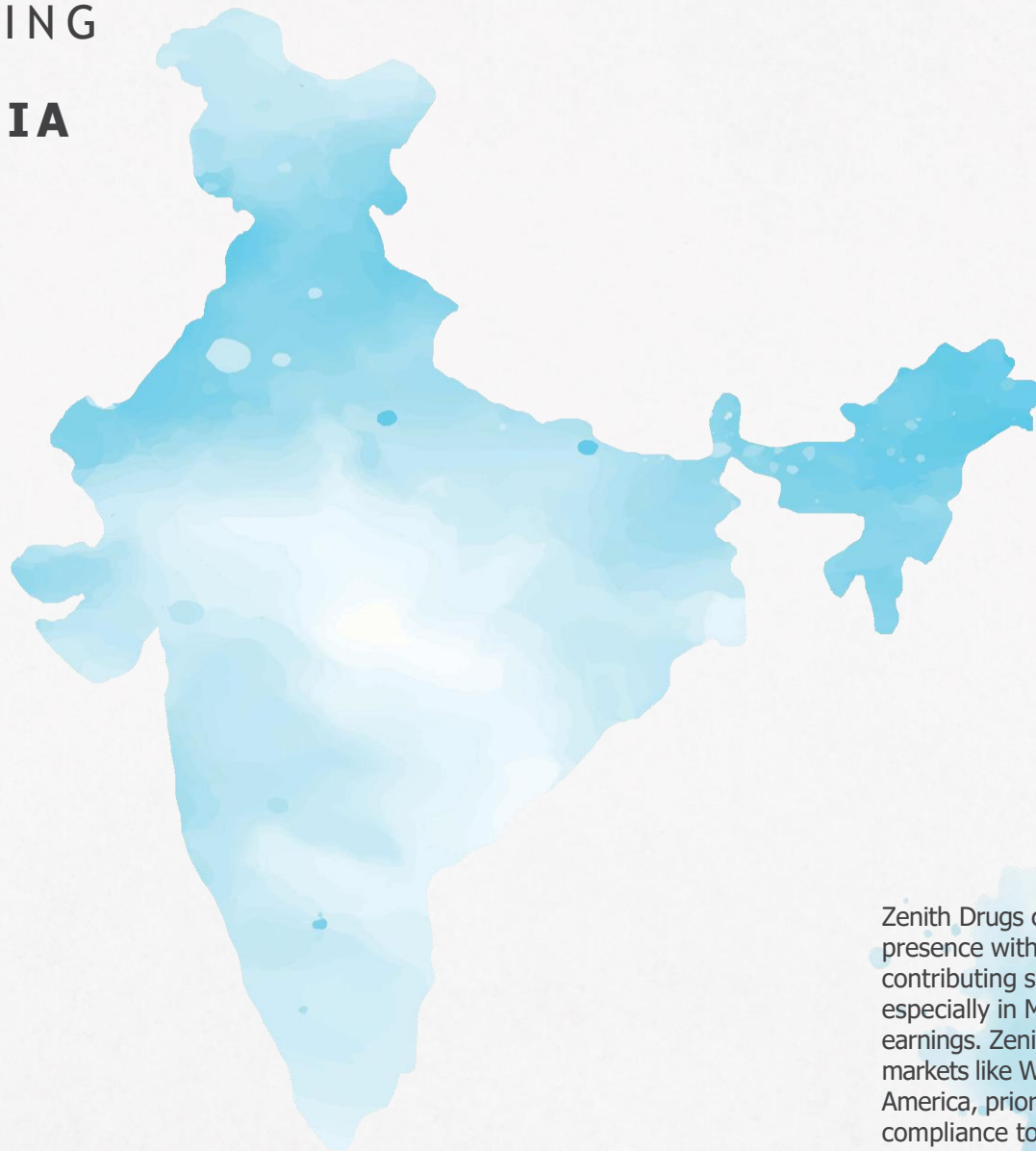
Ointments maintain a steady market presence at **18.67%**

ORS remain robust at **16.72%**

COMMANDING A **DOMESTIC** AND **GLOBAL** PRESENCE



STRENGTHENING PRESENCE **ACROSS INDIA**



Zenith Drugs commands a strong domestic and global presence with operations in over 20 states in India, contributing significantly to the company's revenue, especially in Madhya Pradesh, which accounts for 24% of earnings. Zenith is focused on expanding into target markets like West and East Africa, Southeast Asia, and Latin America, prioritizing easy market entry and regulatory compliance to streamline its operations abroad.



CREATORS
OF PRODUCTS
**THAT ADD VALUE
AND WELLNESS
TO LIFE**


**ZENITH
DRUGS LTD.**
KEEPING HOPES ALIVE

Dosage: The dose range for rosuvastatin calcium tablets in adults is 5 to 40 mg orally once daily. The usual starting dose is 10 to 10 mg once daily. The usual starting dose in adult patients with homozygous familial hypercholesterolemia is 10 mg once daily. The maximum rosuvastatin calcium tablets dose of 40 mg should be used only for those patients who have not achieved their LDL-C goal utilizing the 10 mg dose [see Warnings and Precautions]. Rosuvastatin calcium tablets can be administered as a single dose at any time of day, with or without food. The tablet should be swallowed whole. When initiating rosuvastatin calcium tablets therapy or switching from another HMG-CoA reductase inhibitor therapy, the appropriate rosuvastatin calcium tablets starting dose should first be utilized, and only then titrated according to the patient's response and individualized goal of therapy.

METGEN 01
मेटजेन 01

Warning:

15 x 1


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Metformin Tablet IP 500 mg
+ Glimipramid IP 1 mg

METGEN 01

मेटजेन 01

Indications:

- Hypertriglyceridemia
- Type III Hyperlipoproteinemia
- Homozygous Familial Hypercholesterolemia

Each Film Coated Tablet Contains Rosuvastatin Calcium USP
equivalent to 10 mg of Rosuvastatin



STRATEGIC ALLIANCES AND COLLABORATIONS

50+ Contract Manufacturing Partners



Government Supplies



Committed to regulatory compliance ensuring high standards and credibility in every product.

WHO GMP Complaint

LMHRA
Certification

GLP
Certificate

ISO 9001:2015
Certified



CREATORS OF PRODUCTS THAT RADIATE THE ESSENCE
OF CONSTANT RESEARCH & DEVELOPMENT



**ZENITH
DRUGS LTD.**

KEEPING HOPES ALIVE

Zenith Group Of Companies





**ZENITH
DRUGS LTD.**

KEEPING HOPES ALIVE

**THANK YOU FOR
BEING PART
OF OUR LEGACY**

ZENITH DRUGS LIMITED

(A WHO-GMP Certified Company)

Manufacturing, Plant & Export: 72/5, Muradpura (Orangpura) Dhar Road, Near Kalaria, Indore - 453001 (MP) INDIA

Sales Office: 29/3,29/4,29/5, Talawali Chanda, Near Panchwati Colony, Lasudia Mori, Dewas Naka, Indore - 453771 (MP) INDIA

Email: marketing@zenithdrugs.com, info@zenithdrugs.com | Website: www.zenithdrugs.com

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