

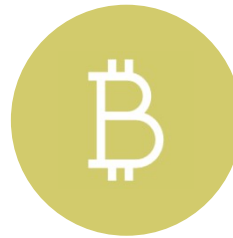
***P. D. Polychem Pvt. Ltd.***



***Honouring Commitments***



Over 45 Years Of  
Experience



\$23.80 Million company



Headquartered  
@ New Delhi, India



Presence In  
India | China | Europe | Canada

# INTRODUCTION

# PILLARS OF PDPPL



## Kapil Rastogi (C.E.O.)

A Technocrat with over 24 years of management expertise; Founder of PDPPL; A Visionary with mission of achieving heights never touched before

## Sanjay Gupta (Business Head)

Experience of more than 32 years of Sourcing in Pharmaceutical Industry. Associated for over 13 Years with PDPPL

## Shyam Saxena (Chief Technical Officer)

Chemical Engineer | Business Analyst | Manufacturing Excellence Expert | Black Belt in Lean Six Sigma with 14 years of industry experience.

## Anish Sadana (A.G.M., Business Development)

Master's in Business with over 17 years of experience in Sales, Marketing and Business Development. A strong 14 years association with PDPPL.

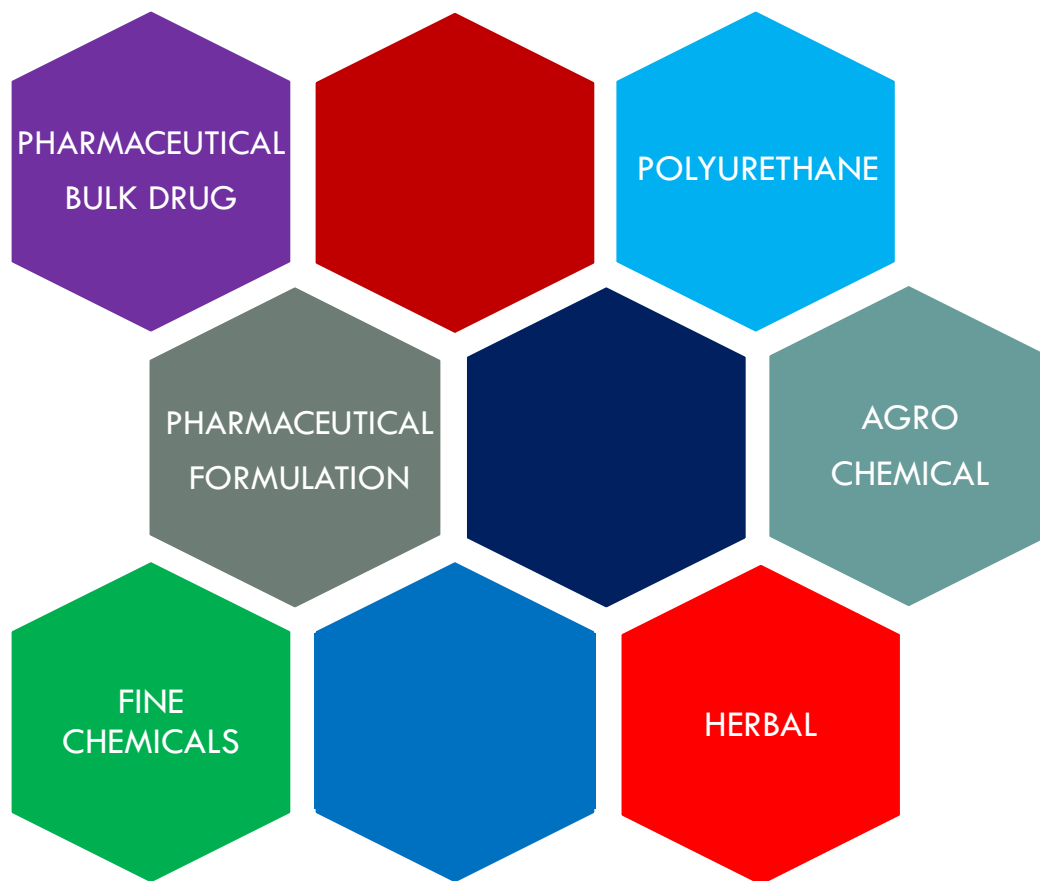
## Sanjay Dewan (Sr. Manager – Business Development)

24 years of experience; Dedicated pharmaceutical industry exposure of 16 years. International exposure | Industry expert

## Qi Qiong (Director – Business Development, China)

Major in Pharmacy with over 12 years of core marketing experience in Pharmaceutical Industry. Motivation & Association with PDPPL since 2009, an association of 12 years

# INDUSTRIES WE CATER



# SCOPE OF BUSINESS

## Representation | Trading | Indenting

- Industrial Solvents
- Speciality Chemicals
- API's
- Pharma Intermediates
- Herbal Extracts
- Essential Oils
- Agrochemical Intermediates

## Contract Manufacturing

## Contract Research & Development

## Registrations of API'S

# GROUP - ESTABLISHMENTS

**1975**

**Paintachem**

Established by Late Sh. N K Rastogi was meant for retail sale of chemicals

**1985**

**Perfectchem**

Established by Late Sh. N. K . Rastogi was meant for wholesale of chemicals in bulk lots

**1997**

**Polychem**

Established by Mr. Kapil Rastogi (Second Generation) with an aim to take the existing business to next level and cater the chemicals to big Industries

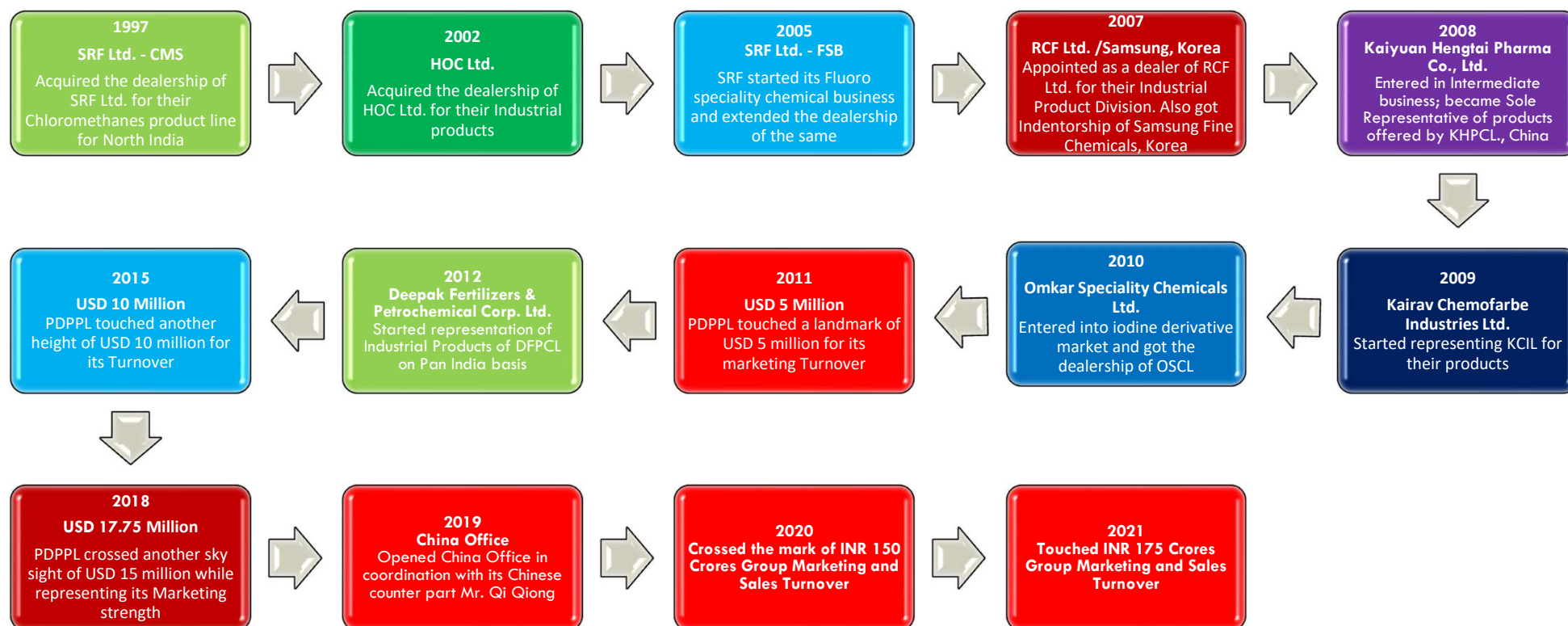
**2001**

**P. D. Polychem Pvt. Ltd.**

Incorporated from Polychem to form an independent entity with a vision of management to become a Corporate, catering the needs of Industries



# MILESTONES — P. D. POLYCHEM PVT. LTD



# PARTNERS IN PROGRESS





## PARTNERS IN PROGRESS



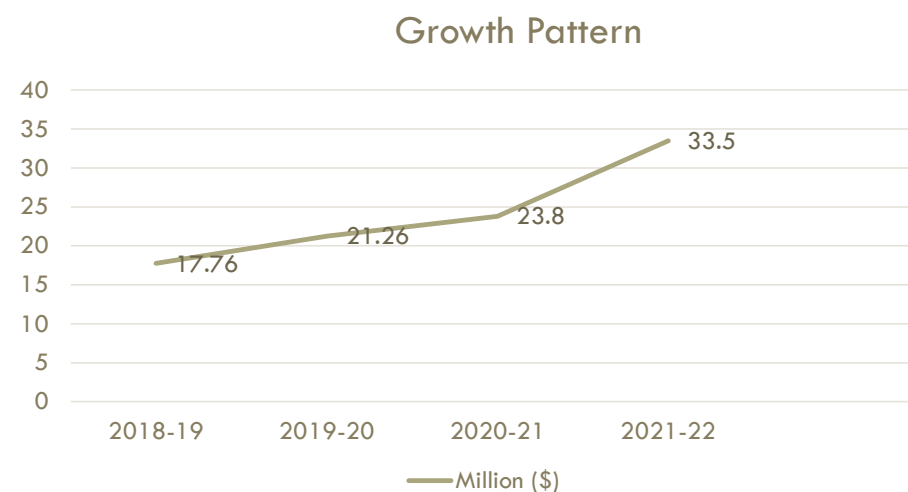
# PARTNERS IN PROGRESS



& Many More...

# FINANCIAL PERFORMANCE

Group Marketing Turnover/ Financial Year	In Million (USD)	In Crores (INR)
2018-19	17.76	124
2019-20	21.26	151
2020-21	23.80	175
2021-22 (Target)	33.50	250



# WHAT MAKES US SPECIAL



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More Than 45 Years Of Market Presence;

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A Strong Background Of A Technocrat Entrepreneur ;

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Backed With The Expertise Of A Professionally Managed & Dedicated Team;

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Committed & Motivated Team To Offer The Customers, High-performance Material Solutions Through Innovative Technologies And Responsiveness;

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Underlying Commitment To Provide Prompt, Ethical Service Coupled With Integrity, Competence, Dedication And Reliability;

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Ever Ready Team To Take On New Challenges;

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Provide Value Added Services To The Clientele;

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An Envious Position In The Industry;

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Achieving Instinct For The Aimed Target.

# CORE STRENGTH

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Cross-functional Organization; Visionary & Active Facilitators; Highly Experienced Professional Management Team

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Entrepreneurial Culture; Strong Financial Acumen; Clear & Transparent Accountability

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Dedicated To Every Aspect Pertinent To Sales; Excellence In Networking And Execution

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Knowledge Of Market Trends; Creating Unmatched Value By Understanding Customers' Requirement; Close Customer Contact; Adaptation To Respective Customer Needs

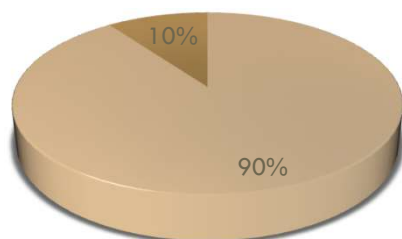
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Creating Solutions Through Active Listening And Collaborative Account Planning; Helping In Solving Complex Supply Chain Problems

## MARKETING PERFORMANCE

### A SUCCESS STORY (ONE OF MANY)

**Ticagrelor Intermediates  
Market Share**



■ Kaiyuan Hengtai Pharma Co., Ltd. ■ Competitors

In 2009, Kaiyuan Hengtai Pharma Co., Ltd. was planning to launch Ticagrelor project in India market; a market new to all of us.

They were looking for an extended arm, an identity which could be face of Hengtai in India; a representative who could promote their product; who could understand the need of the manufacturer, its goals and its principals.

Kaiyuan Hengtai trusted P. D. Polychem Pvt. Ltd. to be their exclusive agent in India.

Say it “a team” or “a family”, Hengtai & PDPPL worked together hand-in-hand with a common goal to capture India market.

Both the companies shared common interest, vision & goal.

With passage of time both the companies grew exponentially and became market leaders for Ticagrelor.

#### **Conclusion:**

**Ticagrelor Market Share from India was achieved for over 90% for all the intermediates**

# ASPIRATION

A  
*Morally & Ethically Motivated  
\$ 1.5 Billion  
Global Marketing Company*



# SUCCESS STATEMENT

*"We Honour,*

*What we commit*

*We commit,*

*What we can Honour".*