



## SAMARTH LIFE SCIENCES

### ADDING LIFE TO YOUR LIFE

*Samarth is an innovative Life Sciences firm that researches, develops, manufactures, & markets a broad range of life-saving critical care drugs. Its vision is to emerge as an innovative premier Health Care firm by delivering quality products to the medical fraternity with the highest level of operational excellence*

**E**stablished in 1963, over the years it evolved with an increasingly focused approach in defined therapeutic areas. It currently operates in the therapeutic areas of Critical Care, Anaesthesia, Gastroenterology, Oncology, Ophthalmology, Urology, IVF and Gynaecology, and Animal Healthcare. Samarth is gaining global footprints with export to 70 countries and plans to strengthen its presence across all continents for better access to affordable, quality medicines.

### CUSTOMER-CENTRIC ORGANIZATION

Its journey has been satisfying in its endeavour of 'adding life to life' and extending its portfolio from niche, unique, and exclusive offerings to a portfolio with a focus on specialties. It has a wide spectrum of operations comprising therapy specialties, corporate hospitals, and Animal Health business. It always

aims to deliver differentiated products to customers. It understands the customer needs with a seamless process of customer feedback which becomes the foundation for developing communication & building our brand strategies. It works as a cohesive team across all the functions. The whole process of meeting the customer needs does not rest only with the sales and marketing team but gets interwoven between various functions working towards a common purpose.

### ROOTED IN ETHICS

The enduring trust earned over the long heritage of 58 years is based on deep-rooted values which stem from the five pillars.

- 1. In-House Manufacturing** as 85% of products are manufactured in-house to offer consistent & high-quality medicines as per global standards.
- 2. Reliable Quality** in every dose it delivers to its customers and consumers with detailed attention to high-quality raw

material & robust manufacturing processes.

- 3. Evidence-based Medical Information** to benefit the patients the most. It has a dedicated team of Doctors, to help the medical fraternity in making informed decisions.
- 4. Uncompromised safety** since the patient always comes first for Samarth. It monitors safety at each step from manufacturing to delivery.
- 5. Customer First:** It communicates with the customer and listens to their needs to evolve customer-centric plans.

### STRIVING FOR EXCELLENCE

While its manufacturing capabilities have been its core strength, it is now strengthening its foray into Biotechnology. It started with isolating & purifying biological molecules from their natural sources like tissue sources and natural microbes. As a natural progression, it has started working on the r-DNA technology, which reduces dependency on scarce natural sources as well as providing desired safe products, as engineered by it. The rapid strides that Samarth is making in product development can be seen by its plan to start an anti-cancer facility & Plasma Fractionation facility. It is setting up a new state-of-the-art anti-cancer facility, built in compliance with PICS guidelines and a Biotech facility in Malaysia for manufacturing bio-similars by r-DNA technology.