

ASSET AND SERVICE MANAGEMENT IN  
THE TRANSPORTATION INDUSTRY

# YN AYUSH

PRESENTATION 2025

GLOBAL TRADE

# 01

Welcome

**Yunnan Ayush  
Trading Co. Ltd.**

Simplifying Pharmaceutical Trade Across Borders





Your Partner in  
Pharmaceutical  
Trade.

**Yunnan Ayush Trading Co. Ltd. (云南艾旭进出口贸易有限公司)** is a Kunming-based company dedicated to simplifying pharmaceutical trade between India, China, and international markets. Founded by Dr. Devendar Ponnamp, who brings over 15 years of experience in the API and pharmaceutical industries, the company bridges the gap between suppliers and buyers with efficiency and trust.

With company registration now completed in Kunming, Yunnan Ayush Trading Co. Ltd. is fully equipped to handle the import and export of APIs, intermediates, and fine chemicals. **We offer comprehensive solutions, including sourcing, quality assurance, regulatory support, and consulting, tailored to the needs of our clients.**

Who  
we are?





**Yunnan Ayush Trading Co. Ltd.**

# Bridging between India & China

**Yunnan Ayush Trading Co. Ltd** is a leading supplier in pharma material industry of China.

We are **bridging pharmaceutical trade** between Indian and China.

# A Brief Company Overview



## Introduction to Yunnan Ayush Trading Co. Ltd.

- **Company Overview:** Yunnan Ayush Trading Co. Ltd. operates at the intersection of Indian and Chinese pharmaceutical markets, specializing in the import and export of Ayurvedic and traditional medicines, thus enhancing healthcare accessibility in both countries.
- **Mission and Vision:** The company's mission centers around the promotion of holistic health solutions derived from traditional practices, while the vision focuses on fostering sustainable trade links, ensuring quality, and enhancing trust between Indian and Chinese stakeholders.
- **Founder's Background:** The founder complements an extensive background in pharmaceutical sciences with experience in cross-border trade, boosting the company's credibility and strategic positioning within the industry.

## Strategic Goals and Objectives

## Our Path Forward

## Our Objectives

- **Short-term Goals:** In the immediate future, our focus is on establishing a robust supply chain and fostering vital relationships with stake holders, Including suppliers and regulatory bodies.
- **Long-term Goals:** Our long-term vision is to create a pan-Asian network of health care products rooted in traditional practices. emphasizing personalized medicine and sustainability in our business model.
- **Target Markets:** Identifying specific regional markets with high demand for Ayurvedic and traditional medicinal products and strategically positioning our offerings to capitalize on these opportunities.

## Our Goals

Strategically outlining our goals allows Yunnan Ayush Trading Co. Ltd. to chart a purposeful path forward. In the short term, our priority lies in building an effective supply chain and stakeholder network. Over the long term, as we strive to become a key player in pan-Asian healthcare, we are committed to aligning our offerings with market demands while prioritizing sustainability.





# Our Team

The company founded by acclaimed leader Dr. Devendar Ponnam, we bring more than 15 years of expertise to the table. Our operations in Kunming, China, uniquely position us to bridge Indian and Chinese markets, specifically focusing on the seamless import and export of APIs. This specialized knowledge enables us to navigate complexities effectively, ensuring streamlined operations.



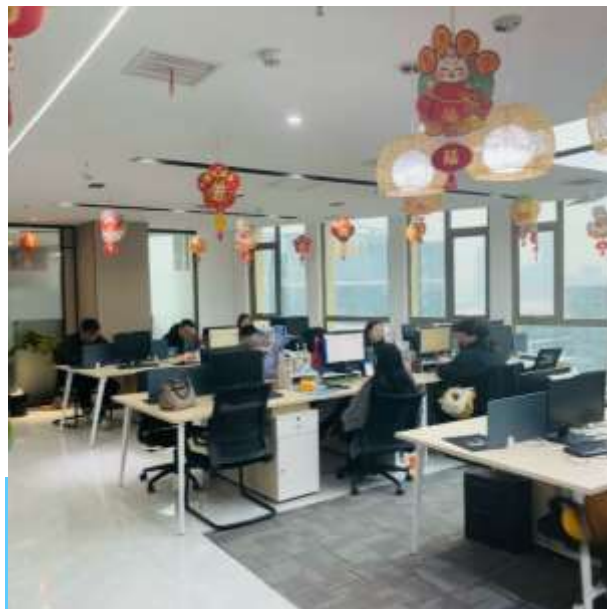
## Industry-Leading Professional Team

**Dr. Devendar Ponnam** is PhD in Organic Chemistry with 15 years of research experience (Industrial & Post-Doc) and got the Post Doc Research scholar from CCNU. The team of experts led by him is the cornerstone of our high quality services and our industry-leading professionalism.

## Experienced Operating Team

**Hector Zeng** has nearly 20 years of successful business investment and trade management experience and owns Kunming NORSYEE mobile power product factory and several hotels. His years of business experience has given his team access to a wide range of government, business cooperation and branding resources in China, as well as the operational security of our company's trade services.





# Our Creative Team

Our mission is clear; we strive to deliver seamless trading services that enhance the overall efficiency of pharmaceutical operations. Looking forward, we envision ourselves as a trusted partner in the pharmaceutical sector, promoting innovation and collaboration not just between Indian and China, but on a global scale. This commitment to building strong relationships is foundational to our approach.



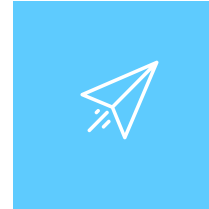
# Company Registration and Licensing Process

## Essential Steps for Compliance



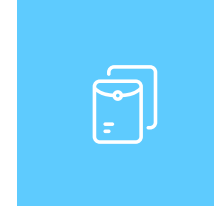
### Steps In the Registration Process

The foundational steps include market research to identify compliance requirements submitting necessary documentation, and acquiring legal approvals from relevant authorities to operate legally.



### Importance of Export Licenses

Export licenses are critical for ensuring that products meet the safety and quality standards mandated by both exporting and importing countries, thus facilitating smooth global trade operations.



### Timeline for Completion

The registration and licensing process can be time-consuming often spanning several months, depending on the complexity of regulations and the thoroughness of documentation provided.

# 02

## What We Offer?



# What We Offer?

- **Trading Services:** Specialized in the import/export of APIs to ensure a robust supply chain.\*
- **Sourcing Solutions:** We connect clients with reliable suppliers to meet their exact pharmaceutical needs.\*
- **Quality Assurance:** Our offerings comply with international standards, ensuring high-quality products.\*
- **Regulatory Support:** Expert guidance in navigating complex regulatory environments for compliance.\*
- **Consulting Services:** Providing valuable market insights to enhance decision-making.

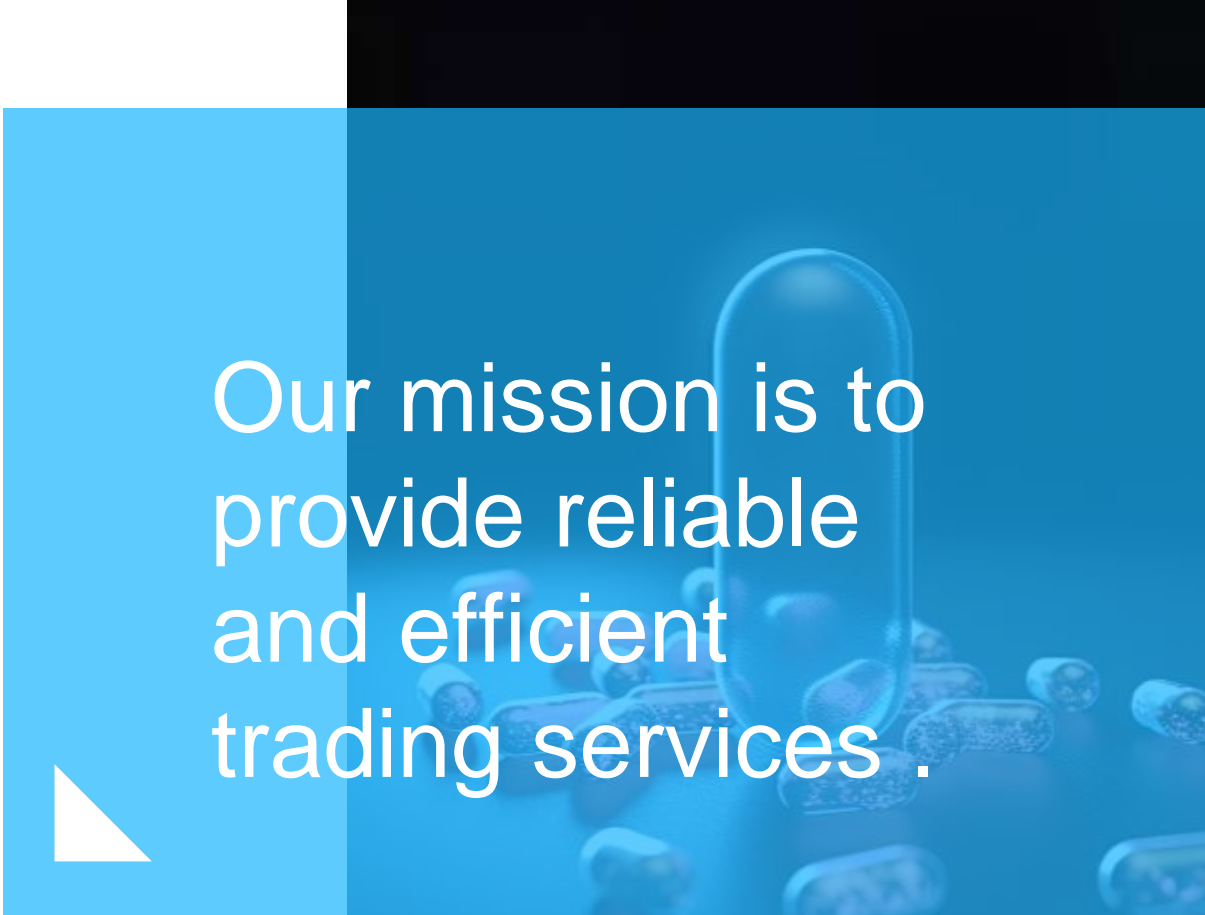


At Yunnan Ayush Trading, we pride ourselves on a diverse range of services. From specialized trading of APIs to ensuring that our clients have access to reliable sourcing and quality assurance, we embody comprehensive pharmaceutical solutions. Our regulatory support is particularly crucial in today's complex market landscape, while our consulting services empower clients with critical market insights.



# Something About YN Ayushi

Our mission is to provide reliable and efficient trading services while maintaining the highest quality standards. We cater to pharmaceutical companies, chemical manufacturers, CROs, and global traders, fostering smooth collaboration and market growth. Join us in shaping the future of seamless pharmaceutical trade.



Our mission is to  
provide reliable  
and efficient  
trading services .

# The Pharmaceutical Trade Landscape

- **Current Trends in Pharmaceutical Trade:** The pharmaceutical trade today is witnessing transactions becoming increasingly digitized, with a growing emphasis on sustainable practices and regulatory compliance, particularly in response to global health crises.
- **Key Players in India and China:** An assortment of pharmaceutical companies, from established multinationals to innovative startups, which are leveraging collaborative partnerships and technological advancements to capture market share across borders.
- **Market Opportunities and Challenges:** While opportunities abound in terms of rising demand for traditional medicines and increasing health awareness challenges such as regulatory complexities and competitive rivalry necessitate a strategic approach.

Navigating  
Current Trends  
and Key  
Players.

# What we will do?

## Removing Barriers to Collaboration

### ➤ **Logistics and Supply Chain Management**

A well-structured logistics strategy that encompasses warehousing, transportation, and distribution, thereby facilitating timely delivery and reducing operational costs.

### ➤ **Cultural Considerations**

Recognizing and respecting cultural nuances, including negotiation styles and business practices, are crucial for fostering trust and operational synergy between Indian and Chinese businesses.

### ➤ **Regulatory Compliance**

A proactive approach to navigating complex regulatory frameworks in both countries ensures swift adaptation to any operational changes and sustains compliance.

## Our Best

### Simplifying Trade Between India and China

Effectively simplifying trade necessitates addressing logistics, cultural contexts, and regulatory compliance. By establishing efficient supply chain management practices, we can enhance operational fluidity. Moreover, a nuanced understanding of cultural differences facilitates stronger relationships and builds a foundation for ongoing collaboration, while robust regulatory adherence safeguards against potential pitfalls.



# What we will do?

## Leveraging Technology In Trade



## Innovative Solutions for Efficiency

- Role of APIs in Trade: APIs serve as vital conduits for seamless information exchange among trading partners, streamlining processes such as order management and inventory control, thereby enhancing operational efficiency.
- Digital Platforms for Trading: Utilizing advanced digital platforms facilitates real-time transaction monitoring and data sharing, empowering stakeholders with insights that enhance decision-making.
- Data Management and Analytics: Implementing robust data management practices allows for extensive analysis, yielding insights into market trends, consumer behaviors, and operational efficiencies that can inform strategic decisions.

# What we will do?

**Building robust relationships with stakeholders** is essential for sustainable growth in the pharmaceutical sector. By prioritizing proactive networking, we can forge key alliances with regulators and industry peers. Engaging suppliers and buyers fosters loyalty and drives operational success, while exploring collaborative initiatives allows us to leverage collective strengths and maximize impact.



## Importance of Networking



Establishing solid networks with key industry players and regulatory authorities fortifies trust and opens avenues for collaboration and shared learning.



## Engaging with Suppliers and Buyers



Targeted outreach and consistent engagement with both suppliers and buyers build long-term relationships that are critical for operational success and market penetration.



## Collaborative Opportunities



Exploring joint ventures and collaborative projects with local partners creates synergistic opportunities that capitalize on regional strengths.



*Building relationships with stakeholders*

# 03

## What We Offer?





# Challenges and Solutions

## Common Challenges Faced:

The pharmaceutical trade landscape is fraught with challenges, including regulatory hurdles, market access obstacles, and maintaining product quality across borders.

## Proposed Solutions:

Implementing technology driven solutions, such as automated compliance tools, can diminish regulatory risks and enhance efficiency; fostering strong supplier relations also ensures product quality.

## Case Studies of Successful Navigation:

Analyzing successful case studies where businesses have overcome similar challenges will provide insights and model strategies that can be adapted and adopted.

Navigating the pharmaceutical trade landscape involves confronting various challenges. From regulatory complexities to maintaining quality, these hurdles require innovative solutions. By leveraging technology and learning from success stories within the industry, Yunnan Ayush Trading Co. Ltd. can identify actionable strategies to mitigate risks and enhance overall operational efficacy.

Navigating  
Complexities

# Future Outlook for Yunnan Ayush Trading Co. Ltd.

The future for Yunnan Ayush Trading Co. Ltd. is bright, with promising growth projections driving by rising demand for Ayurvedic product.

Our strategic expansion plans include targeting new markets and forming vital partnerships that enhance our distribution capabilities.

Ultimately, we aspire to become an industry leader associated with quality and ethics, promoting health and well-being.

## Growth Projections



Forecasts indicate a robust growth trajectory for the pharmaceutical trade, particularly in the realm of traditional and Ayurvedic medicines, driven by increasing consumer demand and health consciousness.

## Expansion Plans



Strategic plans for expanding into untapped markets across Asia are underway, focusing on establishing regional partnerships and enhancing distribution channels.

## Vision for the Future



Our future vision encompasses becoming a leading name in Cross-border pharmaceutical trading, recognized for quality products and ethical practices fostering health and well-being regionally and globally.



***STRATEGIZ  
ING FOR  
GROWTH***



## Encouragement for Partnerships

We invite stakeholders to engage with us, fostering partnerships that can drive innovation and enhance market presence.

## Sharing the Message

Help us spread the word about our mission and market opportunities, encouraging a broader network of stakeholders to join our cause.



## Contact Information

Get in touch with us for inquiries, collaboration opportunities, or further clarification about our offerings and initiatives.

# Our Best

## Encouragement for Partnerships

As we seek to navigate the complexities of the pharmaceutical trade, we call upon potential partners and stakeholders to join us on this journey. By collaborating, we can enhance collective capacities while pounding the pavements toward achieving our mission. We encourage you to share our story and to reach out to us for further discussions on how we can work together.



# Who We Serve?

- **Pharmaceutical Companies:** Meeting the unique requirements of pharmaceutical firms, ensuring compliance and quality.
- **Chemical Manufacturers:** Supporting chemical producers with essential ingredients and regulatory guidance.
- **Contract Research Organizations:** Working alongside CROs to supply APIs and facilitate research and development.
- **Global Traders:** Connecting global trade networks for efficient pharmaceuticals supply chain management.



Our target clientele extends across a diverse array of sectors, including pharmaceutical companies, chemical manufacturers, and contract research organizations. We also engage with global traders to create a comprehensive pharmaceutical supply chain network, ensuring an efficient flow of products and services.

# 04

## Why Choose US?



# Why Choose Us?

- **Industry Expertise:** Our extensive experience ensures informed decision-making and operational.\*
- **Robust Network:** A well-established network of trusted suppliers and buyers bolsters our trading potency.\*
- **Multilingual Skills:** Our multilingual team enables effective communication across diverse markets.\*
- **Quality Commitment:** A steadfast commitment to high quality and efficiency sets us apart.\*
- **Personalized Solutions:** Tailored solutions based on specific client needs contribute to impactful outcomes.\*



Why partner with Yunnan Ayush Trading? We bring a wealth of industry experience, extensive networks, and multilingual capabilities that facilitate smooth operations across borders. Above all, we prioritize quality and efficiency in every interaction, tailoring solutions to meet each client's unique needs.



## Guaranteed Quality, On-Time Delivery



### Established Leadership

Yunnan Ayush Trading Co. Ltd. was founded by Dr. Devendar Ponnamm, a distinguished professional in the pharmaceutical sector.



### Strategic Location

Operating from Kunming, China, we leverage the geographic and economic benefits to connect Indian and Chinese markets effectively.



### Experience and Expertise

With over 15 years of extensive experience, we have developed deep insights into the complexities of the pharmaceutical trade.



### Operational Focus

Our primary focus lies in streamlining the import and export of Active Pharmaceutical Ingredients (APIs), optimizing each step for cost-effectiveness and speed.





Numerous  
industry-leading  
brand resources



Alfa Aesar



Supelco<sup>®</sup>  
Analytical Products



aladdin<sup>®</sup>  
阿拉丁<sup>®</sup>



ThermoFisher  
SCIENTIFIC

CATO<sup>®</sup>  
CATO Research Chemicals Inc.

## Main trade



### ☐ Chemical Reagents

- |  |  |  |  |
|--|--|--|--|
| <input type="checkbox"/> Anhydrous Reagents      | <input type="checkbox"/> Basic Inorganic Reagents        | <input type="checkbox"/> Building Blocks         | <input type="checkbox"/> Catalytic Agent           |
| <input type="checkbox"/> Chemicals For Textile   | <input type="checkbox"/> Chiral Chemical Reagents        | <input type="checkbox"/> Chromatography Reagents | <input type="checkbox"/> Determination Of Metals   |
| <input type="checkbox"/> Diagnostic Reagent      | <input type="checkbox"/> Foundation Of Organic Chemistry | <input type="checkbox"/> General Reagents        | <input type="checkbox"/> Green Chemistry           |
| <input type="checkbox"/> Grignard Reagent        | <input type="checkbox"/> High Purity Reagents            | <input type="checkbox"/> Isotopic Reagent        | <input type="checkbox"/> Lithium Reagent           |
| <input type="checkbox"/> Organometallic Reagents | <input type="checkbox"/> Reagents In Organic Synthesis   | <input type="checkbox"/> Solvent                 | <input type="checkbox"/> Special Chemical Reagents |
| <input type="checkbox"/> Specialty Chemicals     | <input type="checkbox"/> Super dry solvent               |  |  |

### ☐ Pharmaceutical Raw Materials

- |   |  |   |   |
|---|--|---|---|
| <input type="checkbox"/> Amino Acid And Derivatives | <input type="checkbox"/> Aminoglycoside              | <input type="checkbox"/> Anesthesia                   | <input type="checkbox"/> Anti Parasitic Drugs   |
| <input type="checkbox"/> Antipyretic Analgesics     | <input type="checkbox"/> Cardiovascular System Drugs | <input type="checkbox"/> Central Nervous System Drugs | <input type="checkbox"/> Cephalosporins         |
| <input type="checkbox"/> Chloromycetin              | <input type="checkbox"/> Digestive System Drugs      | <input type="checkbox"/> Herbal Extract               | <input type="checkbox"/> Hormones               |
| <input type="checkbox"/> Inorganic Synthetic Drugs  | <input type="checkbox"/> Large Ring Lactone          | <input type="checkbox"/> Lincomycin                   | <input type="checkbox"/> Natural Chemical Drugs |
| <input type="checkbox"/> Organic Synthetic Drugs    | <input type="checkbox"/> Other Anti Infective Drugs  | <input type="checkbox"/> Other Western Medicines      | <input type="checkbox"/> Penicillin             |
| <input type="checkbox"/> Raw Material Medicines     | <input type="checkbox"/> Respiratory System Drugs    | <input type="checkbox"/> Sulfonamides                 | <input type="checkbox"/> Tetracycline           |
| <input type="checkbox"/> Veterinary Medicine        | <input type="checkbox"/> Vitamins                    |   |   |

### ☐ Intermediate

- |  |   |   |  |
|--|---|---|--|
| <input type="checkbox"/> Dye Intermediates   | <input type="checkbox"/> Flavors And Fragrances | <input type="checkbox"/> Liquid Crystal Intermediates | <input type="checkbox"/> Medicine Intermediate |
| <input type="checkbox"/> Other Intermediates | <input type="checkbox"/> Pesticide Intermediate | <input type="checkbox"/> Synthetic Materials          |  |

- |  |   |  |   |
|--|---|--|---|
| <input checked="" type="radio"/> Organic Ingredients | <input checked="" type="radio"/> Inorganic Chemicals  | <input checked="" type="radio"/> Biological Chemical   | <input checked="" type="radio"/> Natural Products     |
| <input checked="" type="radio"/> Materials Science   | <input checked="" type="radio"/> Analytical Chemistry | <input checked="" type="radio"/> Food & Feed Additives | <input checked="" type="radio"/> Catalyst & Auxiliary |
| <input checked="" type="radio"/> Surfactants         | <input checked="" type="radio"/> Pesticide Chemistry  | <input checked="" type="radio"/> Flavor & Fragrance    | <input checked="" type="radio"/> Dyestuffs & Pigments |
| <input checked="" type="radio"/> Adhesives           | <input checked="" type="radio"/> Rubber And Plastics  | <input checked="" type="radio"/> Paint & Coatings      | <input checked="" type="radio"/> Daily Chemical       |
| <input checked="" type="radio"/> Petrochemicals      | <input checked="" type="radio"/> Minerals             | <input checked="" type="radio"/> Lab Supplies          | <input checked="" type="radio"/> Chemical Equipment   |
| <input checked="" type="radio"/> Technical Service   |   |  |   |



# Collaboration Opportunities

Collaboration is at the core of our strategy. We continuously seek partnerships and joint ventures with manufacturers and pharmaceutical firms that align with vision. By fostering long-term alliances, we aim to create a robust, sustainable network that fuels growth and innovation in the pharmaceutical trade.

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- **Manufacturing Partnerships:** Creating sustainable partnerships with manufacturers to enhance our service offerings.
- **joint Ventures:** Exploring joint ventures with pharmaceutical companies to innovate and expand market reach.
- **Long-term Alliances:** Building enduring alliances that focus on mutual growth and success in the pharmaceutical trade.



# Please Contact Us



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consectetur ac



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consectetur ac







The background is a complex digital collage. It features a city skyline at night with illuminated skyscrapers. Overlaid on this is a network diagram consisting of glowing blue nodes connected by thin white lines. In the center, there is a semi-transparent blue rectangular area containing a white silhouette of two hands shaking. The word "THANKS" is written in white, bold, sans-serif capital letters across the handshake.

THANKS