

AAA Vibes



FROM THE DIRECTOR'S DESK



Amit Anand Khanna
Director - Operations

ॐ श्री गणेशाय नमः

Dear All,

After successfully achieving our targets in the past financial year and celebrating that success across strategies, policies, and teamwork, we now step into Q1 with renewed purpose. As the saying goes, **“Well begun is half done”-a strong start lays the foundation for extraordinary outcomes.**

Q1 is not just a beginning, but a decisive launchpad toward our ₹100 crore milestone. With a goal-oriented mindset, full energy, and unwavering support from every team member, I am confident we will

not only meet our targets but also create a meaningful surplus for the coming quarters.

Let us move forward with dedication, perseverance, and professionalism that define AAA Pharma. **Let's go all out, leave no stone unturned, and set the tone for a remarkable year ahead.**

Wishing everyone success and strength as we begin this journey together.

Warmest Regards
Amit Anand Khanna



Ankit Anand Khanna
Director - Finance



Celebrating 76 Cr Milestone & Marching Towards 100 Cr

Dear Team,

Closing the last financial year at ₹76 Cr is not just an achievement-it is a reflection of your relentless efforts, discipline, and commitment to excellence. Every milestone carries the story of your persistence, your belief, and your ability to deliver when it matters most.

This achievement has given us more than numbers-it has given us confidence. Confidence that we are capable of thinking bigger, aiming higher, and achieving what once seemed beyond reach. As we step into the new financial year, our **₹100 Cr target** stands as the next benchmark of excellence. It will demand sharper execution, stronger intent, and an unwavering focus from all of us.

In Rashmirathi, when Krishna offers Karna a different path, he firmly stands by his commitment:

“मित्रता का ऋण चुकाना है, दुर्योधन का साथ निभाना है।”

(“I must honor my bond; I will stand by Duryodhana.”) This reflects the spirit we need-once committed to our goal, there is no looking back.

जैसे प्रभु श्रीराम ने अंगद पर विश्वास जताया, वैसे ही हमें भी अपने सामर्थ्य पर विश्वास रखना है- “तुममें वह शक्ति है जो असंभव को संभव बना सकती है।”

Let this year be about stepping forward with that confidence-taking ownership, pushing limits, and delivering beyond expectations.

76 was proof. 100 is destiny.

Let's go all out and make it happen.



Sunil Mehra
Sales Head - India

This is not just a new year-it's our moment of legacy. The 100 Cr mission is not a target; it's a statement of who we are becoming.

Mediocrity has no place here. We will think bigger, act faster, and execute with ruthless consistency. **Every call we make, every doctor we convert, every number we deliver-will reflect our hunger to win.**

Momentum is built daily, not occasionally.

120% is not an exception-it's our discipline.

We will outwork, outlearn, and outperform-because that's our standard.

This year, we don't wait for success-we create it.

Together, with fire in our hearts and focus in our actions, we make 100 Cr not a dream-but a certainty.

Dear Friends,

Last time we spoke about our vision of 100 Cr. Today, it's not about possibility-it's about consistency and speed of execution.

Performance must become our identity, not an effort.

Keeping in mind the way you have been performing, I am sure that the coveted goal will not only be reached but will be breached !!

Ask yourself daily:
Am I executing the plans?

Am I spending meaningful time with the customer?
Am I looking for new opportunities?

Remember-100 Cr is not just a target, it's a mindset.

Do you remember Steve Jobs' famous advice, "Stay Hungry, Stay Foolish", that to remain open to learnings and accomplishments, and to take risks and embrace failure.

The goal is clear. The time is now. Let's deliver.



Subhashish Mazumdar
Product Consultant & Trainer



Charu Khanna
Director - HR



Samiksha Khanna
Director - Admin

Dear Team,
Welcome to 1st edition of AAA vibes 2026-27 inspired by our new theme - **NEWS: North, East, West, South.**

This edition celebrates the spirit, diversity, and strength of every zone that together shape our collective journey. Much like the four directions that guide us each region contributes its own energy, perspective, and purpose to the organization's success.

While last year reflected the rhythm of seasons and quarterly milestones,

this year opens a fresh chapter focused on connection, inspiration, and shared aspirations.

Through these pages, we celebrate teamwork, achievements, and stories that bring us closer as one organization.

May this newsletter spark fresh ideas, renewed motivation, and pride in the official what we want to built together.

Here's to another year of progress, passion, purpose, and endless possibilities.



Madhav Gautam
ZBM - North

"Success is never accidental; it is built through discipline, consistency, and persistent effort."

I believe that strong values, teamwork, and a focused mindset are the true foundation of achieving ambitious goals.

The North Zone's journey reflects dedication, resilience, and the determination to perform beyond expectations. As we move into the new financial year, our focus remains on strengthening our market presence, deepening customer relationships, and maintaining a result-oriented approach.

Aligned with the vision of Lakshya 100, this year represents a shared commitment toward achieving the company's 100 Crore milestone.

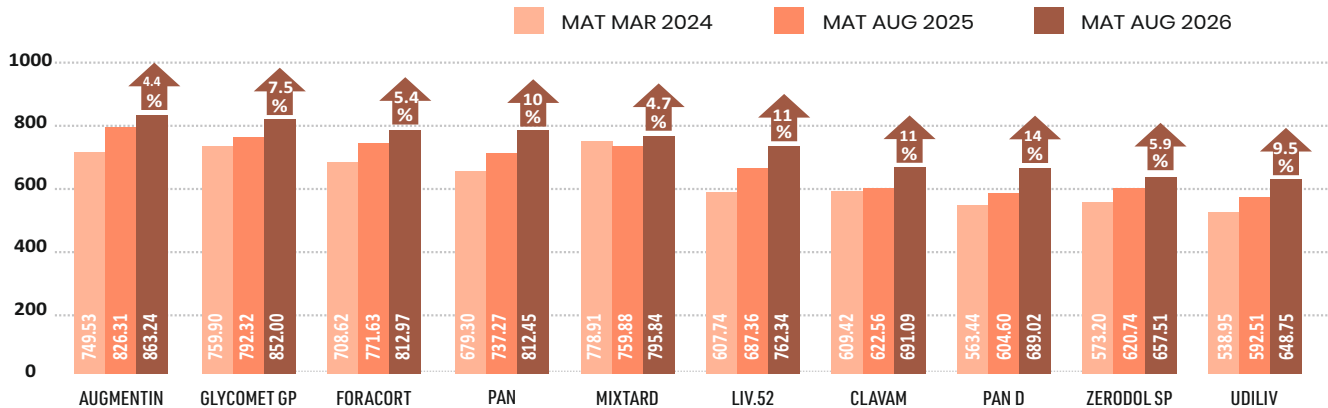
Every effort, conversion, and market interaction brings us closer to this objective.

Let us continue supporting one another, embracing challenges, and moving forward with confidence. Together, the North Zone can transform goals into achievements and contribute meaningfully toward lasting organisational success.

INDIAN PHARMA MARKET UPDATES

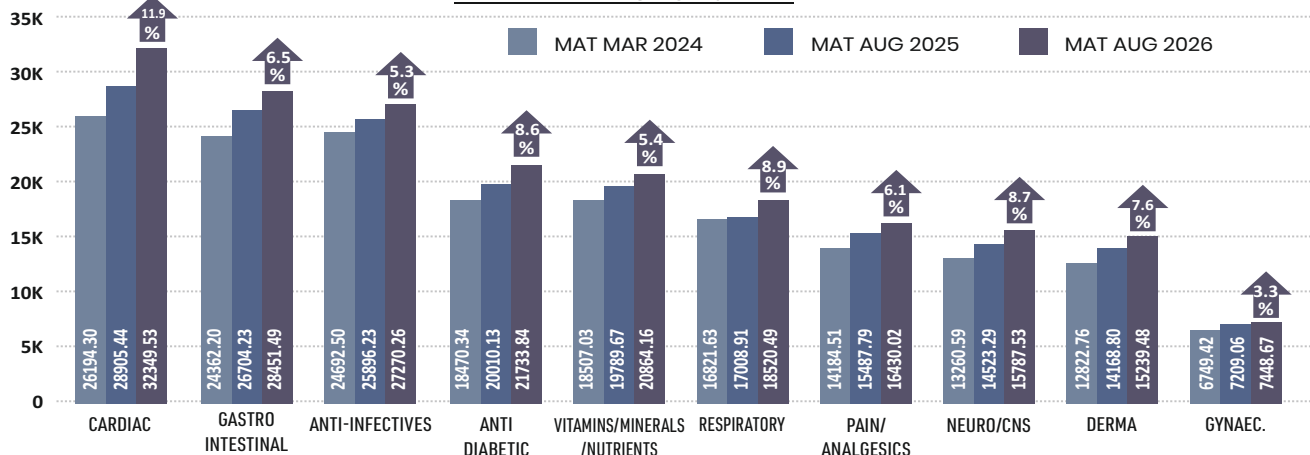
BRAND-WISE GROWTH

* Values in Crores



THERAPY-WISE GROWTH*

Values in Crores



TOP PERFORMER OF THE ZONE TBM/KAM

NORTH



NITIN KUMAR
KAM - MORADABAD

EAST



PARTHA SARKAR
TBM - BARASAT

WEST



KHUSHAL BACHAV
TBM - NASHIK

SOUTH



RAKESH E B
KAM - BANGALORE

TOP PERFORMER OF THE ZONE ABM/SR. ABM

NORTH



VIJAY YADAV
SR. ABM - LUDHIANA

EAST



MALAY GHOSH
ABM - BARASAT

SOUTH



VENKATESH GUPTA
SR. ABM - BANGALORE

BRAND SUPERNOVA

MAGNORATE



JILAJEET YADAV
ABM - DELHI



MILAN DAS
TBM - BHUBANESWAR



AYUSH PATHAK
KAM - GURGAON

KRONUZ



ROHIT SINGLA
TBM - BATHINDA



CHITIRALA SRINIVAS
RBM - AP & Telengana



GOBINDA MOHARANA
TBM - CUTTACK

EDNEM-S



DINESH DAGAR
TBM - FARIDABAD



ADITYA NATH
SR. RBM - CHHATTISGARH & BIHAR



VIKAS CHAUHAN
TBM - FARIDABAD

MICAGIN



RAJESH KUMAR
RBM - FARIDABAD



BALRAM KUMAR
ABM - DELHI



DIPANJAN GHOSH
KAM - KOLKATA

MED ALERTS

INDUSTRY DEVELOPMENTS

1 Experimental Drug Shows Promise in Reversing Osteoarthritis

A novel experimental therapy has shown the ability to reverse osteoarthritis in animal models within weeks, indicating a major breakthrough in joint disease treatment. The drug, delivered via a slow-release injection, stimulates regeneration of cartilage and bone tissue. Unlike current treatments that mainly provide symptomatic relief, this approach targets structural repair. The therapy is still in preclinical stages, with further studies required before human trials.

Reference: ScienceAlert, April 2026 Reference: ScienceAlert, April 2026

3 Microbiome-Based Cancer Detection

New AI-driven microbiome analysis allows non-invasive detection of colorectal cancer. This approach may reduce dependence on invasive procedures like colonoscopy. Early detection can significantly improve survival rates. It also supports development of screening tools for population-level cancer prevention. Microbiome diagnostics are emerging as a key pillar in oncology.

References:
 · ScienceDaily (March 2026): Microbiome & cancer detection
 · Cancer Research Journal (2026): Gut microbiota biomarkers

5 Gut-Brain Axis Breakthrough

Emerging research links gut microbiota with neurological diseases like ALS and dementia. The mechanism involves immune and inflammatory pathways. This opens potential for microbiome-targeted therapies.

Future treatments may include probiotics, microbiota transplant, and metabolic modulation. This is a major advancement in neuro-gastroenterology.

References:
 · ScienceDaily (March 2026): Gut-brain research
 · Nature Microbiology (2026)

2 Brain Waste Clearance Discovery

Researchers identified a new brain fluid drainage pathway, improving understanding of toxin clearance. This breakthrough may explain mechanisms behind Alzheimer's and neurodegeneration. It opens doors for early diagnosis and targeted therapies. Further research suggests this pathway could be modulated therapeutically to slow disease progression. This discovery may redefine neurocritical care approaches.

References:
 · ScienceDaily (March 2026): Brain clearance system discovery
 · Nature Neuroscience (2026): Glymphatic system advancements

4 GLP-1 Drugs Expanding Beyond Diabetes

GLP-1 receptor agonists are now showing benefits in cardiovascular, renal, and liver diseases. This marks a shift toward multi-system therapeutic applications. These drugs are becoming a cornerstone in chronic disease management.

Ongoing trials suggest potential benefits in inflammation and metabolic syndrome, broadening indications further. A single drug class is transforming multiple specialties.

References:
 · Washington Post Health Report (March 2026)
 · New England Journal of Medicine (2026): GLP-1 trials

6 Antibiotics May Worsen Inflammation, Making Infections Harder to Treat

New research suggests that some antibiotics may unintentionally worsen infections by triggering bacteria to release inflammatory particles. These microscopic vesicles can increase inflammation in the body, potentially complicating recovery. The effect varies by antibiotic type, with certain drugs (like those targeting bacterial cell walls) causing higher release of these particles. While antibiotics remain essential for treating infections, this finding highlights the need for more targeted and cautious use.

Reference: ScienceAlert, April 2026

ANNUAL MEET 2026-27



ANNUAL MEET 2026-27



The Diamond Club Goa Trip



EVENTS & ACTIVITIES



ISCCM CRITICARE 2026, CHENNAI



PULMOCARE, ALIGARH



IPSC, HYDERABAD



ACPM MEDICAL COLLEGE, DHULE

★ *The Debutants* ★



Abhishek Verma
Assistant Manager - Admin



Brajesh Kumar
KAM - Ahmedabad



Faraday Vyshak
ABM - Calicut



G Anil Kumar
ABM - Vijaywada



Jadav Piyush
ABM - Ahmedabad



Laliwala Monil
RBM - Gujarat



Lalji Tiwari
TBM - Patna



Nagaraj
TBM - Bangalore



Nayakapu Pramod
ABM - Hyderabad



Nisha H Kachave
KAM - PCMC



Rupak Sen
ABM - Siliguri



Sameer Joshi
Institutional Manager



Shubham P Kasture
KAM - Akola



Thadeus K A
KAM - Kochi



Tufail Ahmed
Sr. ABM - Chennai



Vikas R Narwade
ABM - Pune

★ *Birthdays* ★

Durga Nand Jha
RBM - Bihar

01 Jan

Shashank Sharma
KAM - Noida

06 Feb

Mule Balkrishna
TBM - Solapur

17 Mar

Manish Kumar
Accounts Executive

11 Jan

Ravindra Singh
ABM - Mumbai

08 Feb

Soumen Maity
KAM - Kolkata

20 Mar

Lalji Tiwari
TBM - Bihar

18 Jan

Pankaj Sharma
Sr. MIS Executive

25 Feb

Aditya Nath
Sr. RBM - Chhattisgarh & Bihar

31 Mar

Gobinda Moharana
TBM - Cuttack

21 Jan

Abhishek Pandey
TBM - Delhi

07 Mar

Amarendra Kalita
TBM - Guwahati

31 Mar

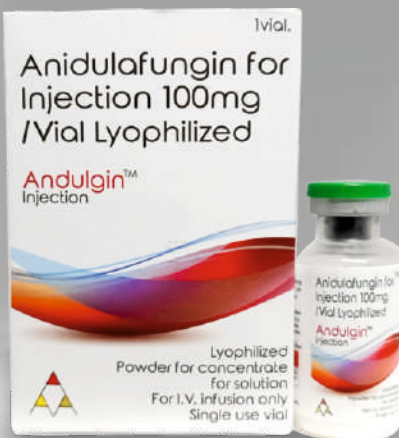
Thadeus K A
KAM - Cochin

23 Jan

Dharshan Kumar
ABM - Bangalore

17 Mar

BRAND SPOTLIGHT



Andulgin[®]

Anidulafungin 100 mg Injection

Targeted Echinocandin Therapy for Invasive Candidiasis

Molecule Overview

ANDULGIN contains Anidulafungin, a **semi-synthetic echinocandin** with potent activity against *Candida* spp., including azole-resistant strains.

Mechanism of Action

- Selective inhibition of β -(1,3)-D-glucan synthase
- Depletion of glucan \rightarrow loss of fungal cell wall integrity
- Results in fungicidal activity against *Candida* spp.

Pharmacokinetic Advantages

- **Non-hepatic degradation** (slow chemical breakdown)
- No involvement of **CYP450 system**
- **No dose adjustment** in hepatic or renal impairment
- Low interpatient variability

Clinical Indications

- **Candidemia**
- **Invasive candidiasis** (intra-abdominal, ICU-associated)
- Empirical therapy in high-risk critically ill patients

Dosage & Administration

- **Loading Dose:** 200 mg IV Day 1
- **Maintenance Dose:** 100 mg IV once daily
- IV infusion with controlled rate

Clinical Relevance in ICU

- Rapid fungicidal activity \rightarrow early fungal clearance
- Effective against azole-resistant *Candida* spp.
- Minimal drug interactions \rightarrow suitable in polypharmacy settings

Safety Profile

- Well tolerated in clinical use
- Low hepatotoxicity risk
- Occasional mild infusion-related reactions