

Our R&D capabilities extend beyond product sourcing. We collaborate with clients in the **development and improvement of pharmaceutical, nutraceutical, herbal and cosmetic formulations.**

Our services include :

- Pharmaceutical formulation development
- Nutraceutical formulation development
- Herbal formulation development
- Cosmetic formulation development
- Composition development
- Analytical method development
- Standardization
- Stability studies
- Bioavailability / bioequivalence study coordination
- Product optimization
- Taste-masking and specialized dosage form development

Our technical team works with clients to develop products that offer the desired balance of **quality, efficacy, stability, manufacturability and commercial viability.**

Research & Development Services

HVAC & Cleanroom Solutions

We also provide **HVAC design and execution services for pharmaceutical manufacturing facilities.**

Our services include :

- HVAC system design
- HVAC installation and execution
- Cleanroom doors
- Cleanroom panels
- Cleanroom systems
- Pharmaceutical facility HVAC solutions

Our approach is based on understanding the client's manufacturing process, facility requirements and applicable regulatory expectations before designing the system.

Why Choose Emkay Sales Corporation?

✓ One Source. Multiple Solutions.

Our extensive product portfolio and supplier network allow overseas clients to consolidate their procurement requirements through **a single reliable Indian partner.**

✓ Pharmaceutical Experience

Our business is supported by a pharmaceutical legacy dating back to **1936**, giving us deep understanding of pharmaceutical manufacturing, products and industry requirements.

✓ Extensive Supplier Network

We work with a network of established manufacturers and suppliers across pharmaceutical, nutraceutical, cosmetic, machinery and laboratory-equipment segments.

✓ Customized Solutions

We understand that every market has different requirements. We therefore work with clients on customized products, packaging, documentation, pricing and sourcing requirements.

✓ Competitive Pricing

Our sourcing network enables us to identify suitable manufacturers and negotiate competitive commercial terms while maintaining the required quality standards.

✓ Documentation & Compliance

We understand the importance of proper documentation in international pharmaceutical trade and coordinate the required technical, commercial and regulatory documentation based on the product and destination market.

✓ Long-Term Partnerships

We believe international business is built on trust, transparency, consistency and long-term relationships rather than individual transactions.

- OUR VISION -

To become a trusted global sourcing and supply partner for pharmaceutical, healthcare and allied industries by connecting international customers with India's manufacturing capabilities, expertise and competitive advantages.

- OUR COMMITMENT -

At Emkay Sales Corporation, we are committed to delivering :

- **Quality products.**
- **Competitive pricing.**
- **Reliable sourcing.**
- **Complete support.**
- **Timely execution.**
- **Long-term partnerships.**



75+
YEARS
PHARMACEUTICAL
LEGACY.

Our flagship group company, **The Varma Pharmacy Pvt. Ltd., was established in 1936**

and has a long-standing reputation in the manufacture of pharmaceutical skin creams and ointments, Ayurvedic and herbal products, nutraceuticals and cosmetics.

With decades of pharmaceutical experience and an extensive network of manufacturers and suppliers across India, Emkay Sales Corporation serves as **a single-source partner for international buyers seeking reliable pharmaceutical, healthcare and allied products from India.**

We work with importers, distributors, marketing companies, hospitals, healthcare organizations and government agencies across international markets.

- OUR CORE STRENGTH -

Our key strength is our ability to **source, evaluate and supply a wide range of healthcare products from reliable Indian manufacturers**, according to the specific requirements of our clients.

- WE ASSIST OUR INTERNATIONAL PARTNERS WITH -



Product sourcing and vendor identification



Competitive price negotiations



Product and manufacturer evaluation



Private-label and contract manufacturing



Regulatory and technical documentation



Customized product development



Export documentation and coordination



Pharmaceutical machinery and laboratory equipment sourcing



End-to-end procurement support



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Our objective is simple : **to provide quality products at competitive prices, backed by dependable service, documentation and timely delivery.**

We supply a comprehensive range of pharmaceutical formulations, APIs and OTC products manufactured by established Indian manufacturers.

Dosage Forms

- Tablets
- Capsules
- Oral liquids
- Suspensions
- Ointments and creams

- Small-volume parenterals / injections
- Large-volume parenterals
- Sterile eye drops
- Ear drops
- Mouth-dissolving oral strips
- Other specialized dosage forms



Pharmaceutical Products

Therapeutic Categories



Our product portfolio covers a wide range of therapeutic segments, including :

- Analgesics and antipyretics
- Anti-infectives and antibiotics
- Antimalarials
- Antivirals
- Anti-HIV products
- Oncology products
- Cardiovascular products
- Anti-diabetic products
- Gastrointestinal and antacid products
- Anti-allergic products
- Cough and cold preparations
- Dermatology products
- Ophthalmic and otic products
- Gynaecology products
- Vaccines
- Vitamins, minerals and supplements
- Other specialized pharmaceutical products

Products can be supplied under **our own brands, established third-party brands, or the customer's own brand/private label**, according to applicable regulatory requirements.

APIs and Pharmaceutical Ingredients

We assist clients in sourcing pharmaceutical active ingredients and other essential raw materials from reliable Indian manufacturers.

Our sourcing network enables us to offer products based on the client's requirements for:

- Quality
- Manufacturer credentials
- Regulatory documentation
- Packaging
- Quantity
- Destination-market requirements
- Competitive pricing

Nutraceuticals & Herbal Products



We offer a broad range of nutraceutical and herbal products, including :

- Vitamins and minerals
- Herbal / Botanical nutraceuticals formulations
- Multi ingredient Nutritional supplements
- Combination products
- Novel nutraceutical formulations
- Customized/private-label products

We also support clients with **composition development, formulation development, standardization and analytical development** for nutraceutical and herbal products.

Our portfolio includes a wide range of herbal, cosmetic and cosmeceutical products, including:

- Skin-care products
- Hair-care products
- Anti-aging formulations
- Skin serums
- Creams and lotions
- Herbal cosmetic formulations
- Customized/private-label cosmetic products



Cosmetics & Cosmeceuticals

Contract Development & Manufacturing



Through our network of qualified manufacturing partners and our group's manufacturing capabilities, we support clients looking for contract development, **contract manufacturing and private-label solutions.**

Our services can include :

- Product formulation development
- Technology transfer
- Manufacturing
- Packaging development
- Private-label manufacturing
- Analytical testing
- Stability studies
- Regulatory documentation
- Export-oriented manufacturing support

We work closely with clients to develop products according to their **market requirements, target price, dosage form and regulatory expectations.**

In addition to pharmaceutical products, we source and export **pharmaceutical manufacturing and packaging machinery.**

Tablet Manufacturing

- Tablet compression machines
- Blenders and mixers
- Rapid mixer granulators
- Granulators
- Fluid-bed dryers
- Sifters
- Ancillary equipment
- Pass box

Capsule Manufacturing

- Automatic capsule filling machines
- Semi-automatic capsule filling machines
- Ancillary equipment



Pharmaceutical Machinery

Ointment & Cream Manufacturing



- Ointment and cream manufacturing plants
- Manufacturing vessels
- Homogenizers
- Tube filling and sealing machines
- Container filling machines
- Labelling machines

- Manufacturing vessels and complete plants
- Stirring and mixing systems
- Homogenizers
- Bottle washing machines
- Bottle filling machines
- Bottle capping machines
- Labelling machines
- Inspection tables
- Conveyors and related equipment



Oral Liquid & Suspension Manufacturing

Laboratory Equipment

We can assist clients with **individual machines as well as complete manufacturing and packaging lines**, depending on their requirements.

We also supply laboratory and quality-control equipment for pharmaceutical manufacturing and research facilities, including :

- pH meters
- Karl Fischer apparatus
- Spectrophotometers
- Polarimeters
- IPQC equipment
- Bottle filling machines
- Hot plate stirrers
- Incubators, ovens
- Autoclave, biosafety cabinets, laminar air flow
- Other laboratory and analytical equipment

Our objective is to provide clients with suitable equipment from dependable manufacturers based on their technical and budgetary requirements.