

Tenatra Chemie Private Limited (TCPL)

It all began in 1999, when *Tenatra International* – proprietorship firm was formed and made a very good start with supporting clients in USA, Mexico and Europe.

So in 2002, as the business opportunities grew it was felt that the *proprietorship* firm had outlived its use and it now needed a corporate structure and therefore '*Tenatra Chemie Private Limited*' (TCPL) was incorporated. We have come a long way since then, gaining valuable experience and knowledge in the field of Chemicals and Pharmaceuticals in the Indian industry.

TCPL's main role is to promote the exports of Indian manufacturers by selling indigenously produced goods to the International Traders and Finished Form Producers. We provide the much needed intelligence about the Indian producers with respect to quality, reliability and strength, that go on to form new alliances for supply of API's and finished formulation.

We assist in offering quotations, regulatory documentations, R&D suppliers, shipping & logistics, after-sales-service etc. As indenting agents, our forte is to generate a synergy between the Indian suppliers and the International Buyers towards building a fruitful and long-lasting relationship.

We specialize in supply of Chemicals, Pharmaceuticals Active Ingredients, Herbal Extracts, Crop Protection Insecticides and Pesticides, Botanical Extracts, Animal Feed Additives, Food Additives, Vitamins, Minerals and Agricultural products.

Over the last decade, TCPL has established and built a reliable overseas client base who in trust channelize their entire sourcing requirements from India, exclusively through us. Our main clients are located in Germany, Switzerland, Belgium, Spain and Turkey.

TCPL also liaisons with reputed distributing companies in the USA and Central & South American markets like Mexico, Colombia etc. as a part of our well thought out diversified market strategy.

For benefit of our clients abroad, we are selective in choosing our suppliers for each product, based on their strength, background, reliability, GMP certifications, ISO Certifications, Regulatory Documentation and their ability to supply Quality Products consistently.

TCPL enjoys a good rapport with the Indian suppliers and it is evident from TCPL's growth over the years that we have won the confidence of our Overseas Buyers, connecting them to reliable Indian Suppliers and delivering Quality Products with timely shipments.

Sister Concerns:

- a) In 2011, the overseas business of TCPL was hived off into our group company **Tenatra Intertrade Private Limited** with the sole intention of providing focused services to our

increasing base of Overseas Customers as well as to simplify the taxation structure of TCPL and to bring in the extra level of specialization required when handling overseas clients.

- b) There being a vast potential for conducting international trade under our own brand, a new division **Tenatra Exports Private Limited** was formed in 2012. TEPL possesses the various licenses required to export goods and is growing leaps and bounds in providing reliable supplies to clients worldwide for API's and finished forms.

TCPLs strategy to enhance business is to regularly visit our overseas clients and to understand and meet their present needs; offer valuable after-sales-service and to build existing relationship even further. At the same time, we regularly visit International Exhibitions & Conferences worldwide to look for new clients, new products and opportunities.

Our short-term vision is to expand both our EXPORT and INDENTING business five-fold through our existing clients; and more so to generate new clientele, new markets within the next decade.

International clients are always on look out for reliable partners and we believe that we have a good reputation within the Indian market as well as among the International fraternity of Chemical, Pharmaceutical & Nutraceutical Consumers and Distributors. The potential is enormous and backed by our domestic manufacturers, we are confident that we will be able to achieve this goal to the satisfaction our overseas clients.

Based on the above, we envisage our company, TCPL and its sister concerns to grow exponentially in the coming years.