



# SANJIVANI PARANTERAL LIMITED

205, P. N. Kothari Industrial Estate, L.B.S. Marg, Bhandup (W), Mumbai - 400 078, Maharashtra

Date: 28<sup>th</sup> October, 2024

To,  
Department of Corporate Services  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

Scrip Code: 531569

Sub: Investor Presentation for the Quarter and Half Year ended September 30, 2024.

Dear Sir/ Madam,

Please find enclosed herewith Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the Quarter and Half Year ended September 30, 2024.

Kindly take the above information on your records.

Thanking You,  
Yours Faithfully,

For Sanjivani Paranteral Limited

Ravikumar Bogam  
Company Secretary Cum Compliance Officer



[www.sanjivani.co.in](http://www.sanjivani.co.in)



**SANJIVANI**  
**PARANTERAL LTD**

**INVESTOR PRESENTATION**

**Q2 & H1 FY25**





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# Key Financial Highlights

Q2 FY25



Revenue from Operations  
(up 29.5% Y-o-Y)

181.3



EBIDTA\*  
(up by 43.2% Y-o-Y)

32.4



PAT  
(up by 34.6% Y-o-Y)

23.0



Domestic & Export  
(share in revenue)

18.8% & 81.3%

H1 FY25



Revenue from Operations  
(up 30.0% Y-o-Y)

345.7



EBIDTA\*  
(up by 30.7% Y-o-Y)

56.6



PAT  
(up by 23.2% Y-o-Y)

40.1



Domestic & Export  
(share in revenue)

15.4% & 84.6%

Rs. In Mn.

\*EBITDA: includes other income

# Market Overview

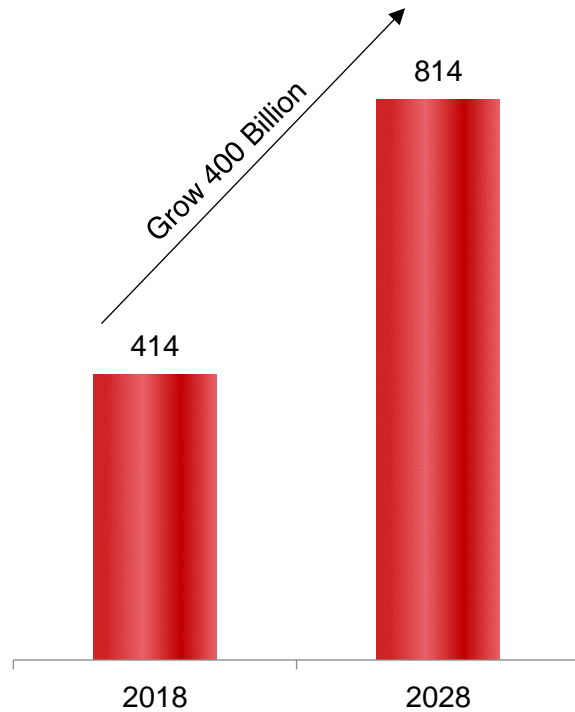


## Use of medicines region wise, Defined Daily Doses (DDD)

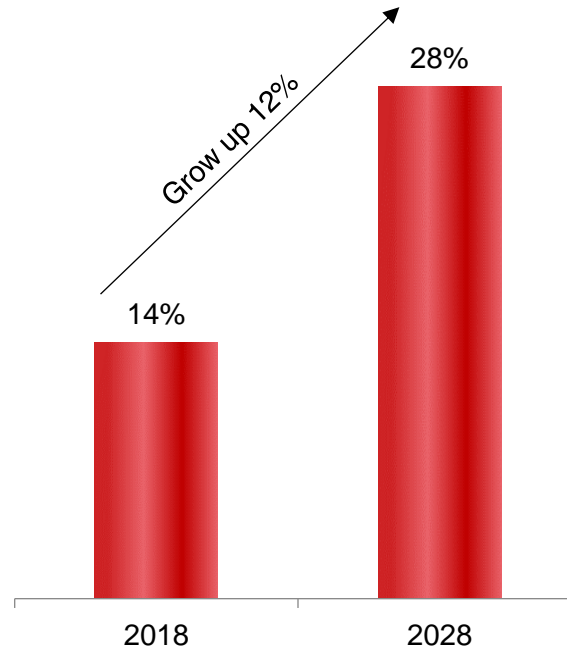
| Country Name/Year    | 2018         | 2019         | 2020         | 2021         | 2022         | 2023         | 2024E        | 2025E        | 2026E        | 2027E        | 2028E        | CAGR %<br>2024-2028 |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------------|
| Asia-Pacific         | 451          | 461          | 477          | 507          | 547          | 538          | 559          | 580          | 598          | 618          | 637          | 3.4%                |
| Latin America        | 342          | 357          | 438          | 447          | 448          | 461          | 473          | 484          | 489          | 496          | 506          | 1.9%                |
| Western Europe       | 435          | 445          | 444          | 448          | 469          | 463          | 470          | 476          | 481          | 485          | 488          | 1.1%                |
| India                | 354          | 359          | 370          | 400          | 390          | 399          | 412          | 428          | 443          | 458          | 474          | 3.5%                |
| Africa & Middle East | 385          | 395          | 393          | 428          | 425          | 410          | 413          | 424          | 434          | 442          | 451          | 1.9%                |
| Eastern Europe       | 332          | 339          | 341          | 358          | 369          | 362          | 370          | 377          | 384          | 388          | 391          | 1.6%                |
| China                | 255          | 279          | 271          | 301          | 308          | 308          | 323          | 337          | 349          | 359          | 369          | 3.7%                |
| North America        | 270          | 272          | 270          | 281          | 290          | 290          | 294          | 299          | 303          | 306          | 309          | 1.3%                |
| Japan                | 141          | 143          | 141          | 145          | 147          | 148          | 149          | 151          | 152          | 152          | 153          | 0.6%                |
| <b>Total</b>         | <b>2,964</b> | <b>3,049</b> | <b>3,144</b> | <b>3,316</b> | <b>3,394</b> | <b>3,378</b> | <b>3,465</b> | <b>3,556</b> | <b>3,633</b> | <b>3,704</b> | <b>3,778</b> |                     |

Source: IQVIA Institute, Dec 2023.

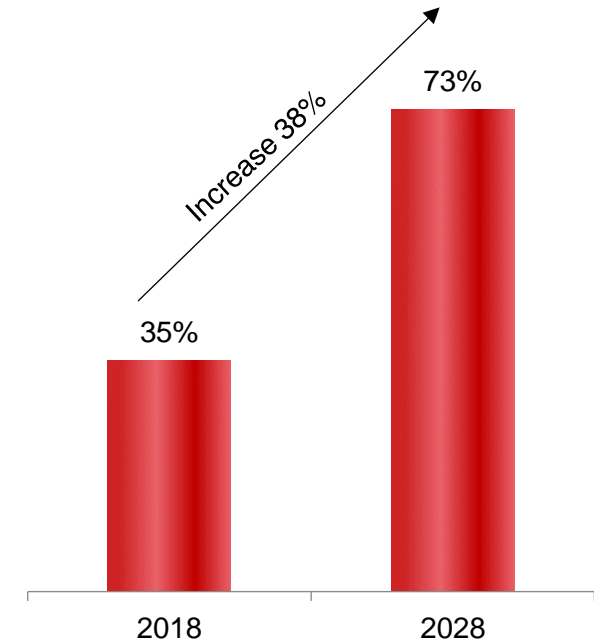
## Defined Daily Doses (DDD) in billions



## Global use of medicines



## Global spending on medicine



Source: IQVIA Institute, Dec 2023.

# About the Company





**Sanjivani Paranteral Ltd (BSE: 531569)** is a pharmaceutical company headquartered in Mumbai and two manufacturing plants at Navi Mumbai and Dehradun, specializing in the manufacturing and distribution of high-quality parenteral and oral solid products. We cater major therapeutic/product areas encompassing CNS, CVS, Antibiotics, Gastroenterological, Anti-Diabetics and Anti-Allergic, supported by a strong R&D set-up.



**WHO-GMP/ DIGEMID / DDA**  
Certified Plants



**2**  
Manufacturing Facilities



**25 Countries**  
Geographical Reach



**~70%**  
Exports Revenue



**25+ years**  
Experience



**720 million**  
Annual Tablet Capacity



**84 million**  
Annual Ampoules Capacity



**12 million**  
Annual Liquid injectables Capacity



**120 million**  
Annual B Lactam Tablet Capacity



**180 million**  
Annual B Lactam Capsule Capacity

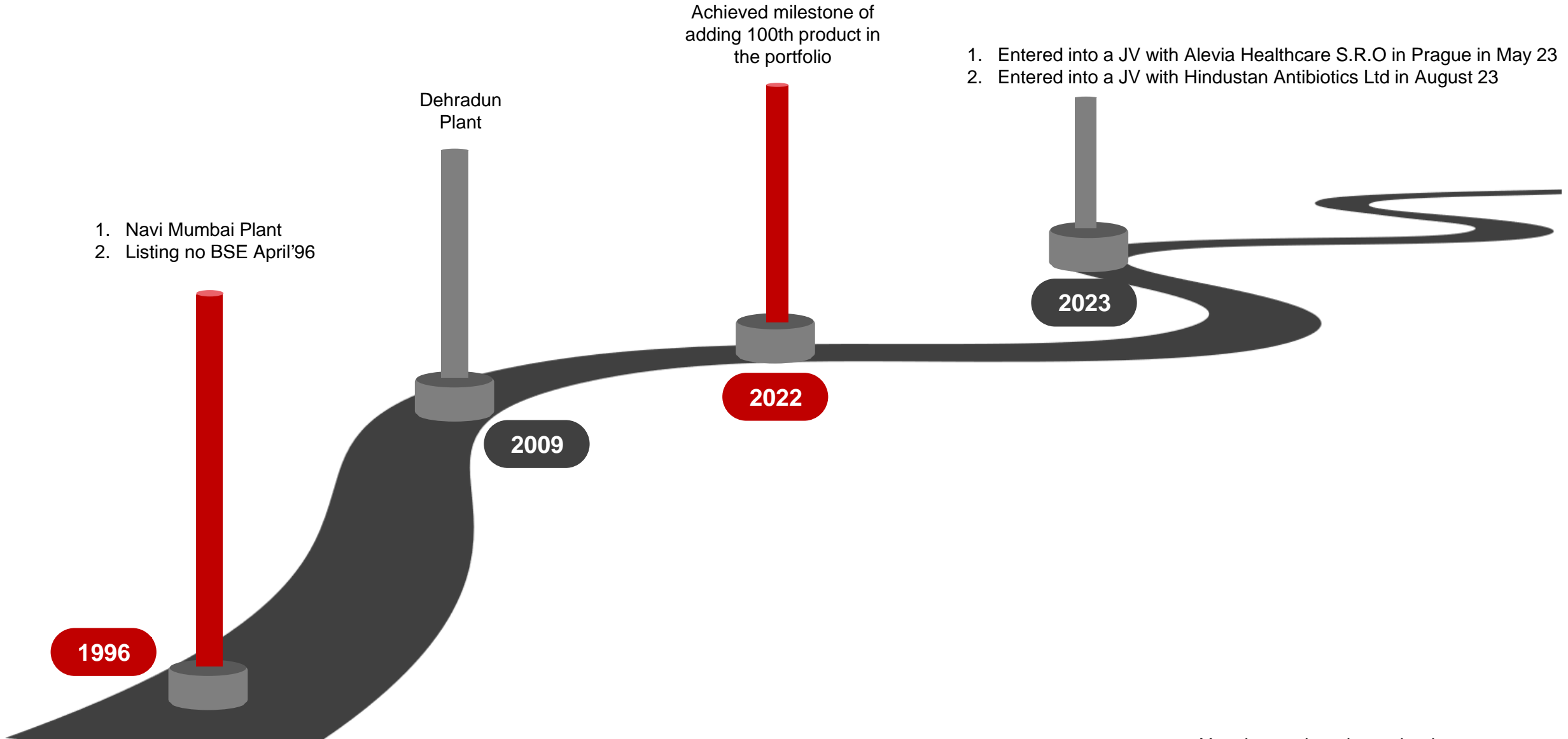


**72 million**  
Annual Capsule Capacity



**48 million**  
Annual Vial Capacity

# Significant Milestone of Sanjivani



Year is mentioned as calendar year



## VISION

To be one of India's best research-based pharmaceutical companies, through focus on quality and customer satisfaction.

To bring forth a new paradigm of products & services which lead to unprecedented growth for our stakeholders, customers, strategic partners & team members. To grow the company on the foundation of Passion, Performance & Partnership.



## MISSION

Creating a world-class organization offering products, services & paradigms that open up new worlds of opportunities.



## VALUES

### 1. Quality

Products that we are proud of.

### 2. Customer Satisfaction

Ensuring customer delight.

### 3. Growth for all stakeholders

Exceeding stakeholders expectations is our success-mantra.

### 4. Professionalism

People you love to work with.  
A culture of innovative thinking,  
backed by disciplined execution.

01

We have a compact and highly adaptable presence in India, allowing us to be exceptionally nimble and agile

02

Rapid decision making capabilities

03

Our long standing presence in the industry has established us as a respected leader, making us a preferred partner for top talent and reputable suppliers

04

As pioneers in injectable manufacturing in India, we have navigated the industry's regulatory evolution from its early, less stringent days. This experience allows us to effortlessly adapt to current standards

05

Our long-standing experience in injectable manufacturing has equipped us with a comprehensive understanding of diverse production processes, allowing us to consistently optimize for efficiency.

# Experienced Management



Mr. Ashwani Khemka  
Chairman & Managing Director



Mrs. Mrunmai Sarvankar  
Director



Mr. Srivardhan Khemka  
Executive Director



Mr. Abhay Shah  
Independent Director



Ms. Monika A. Singhania  
Independent Director



Mr. Pritesh Jain  
Chief Financial Officer

# CDMO Key Clients



## Injectables



## Oral & Nutraceuticals



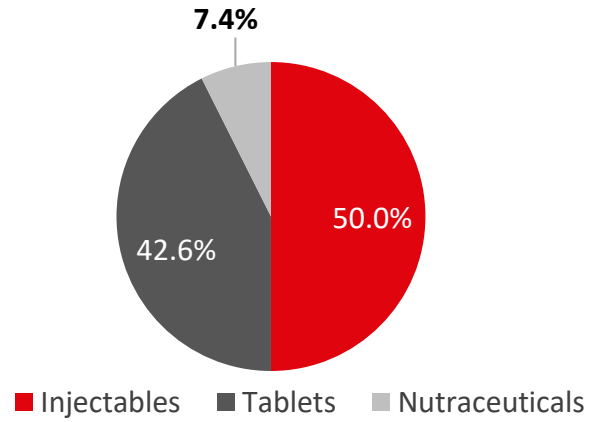
# Company's Segment & Revenue Mix



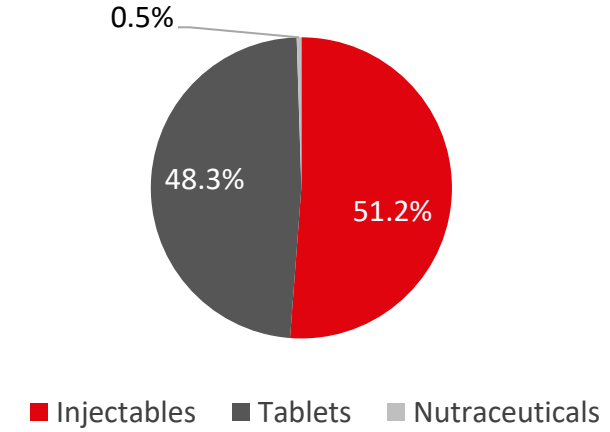


# Product Category Mix (%)

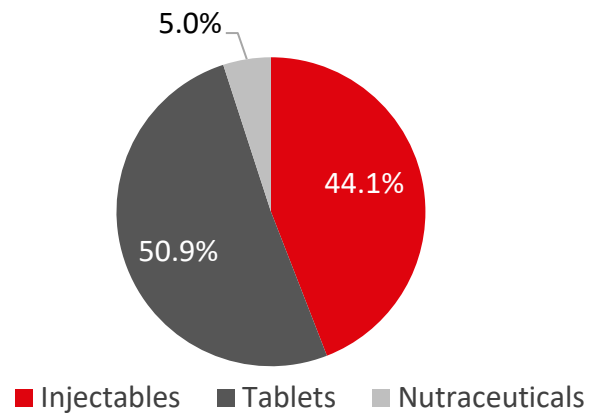
### Q2 FY25



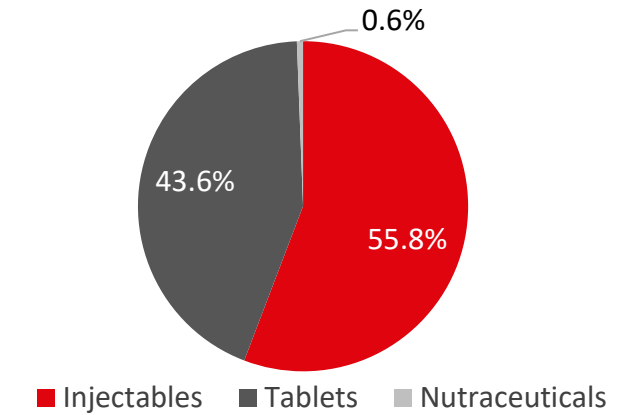
### Q2 FY24



### H1 FY25

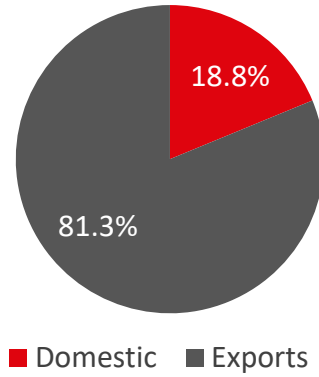


### H1 FY24

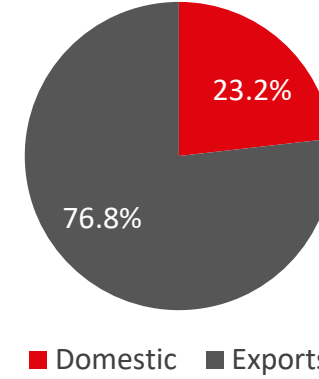


# Geographical Mix (%)

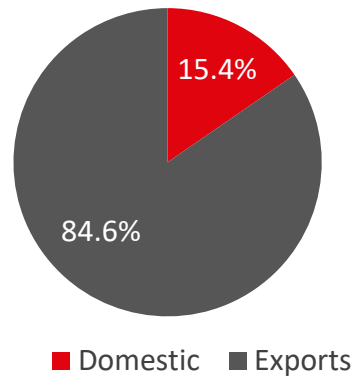
### Q2 FY25



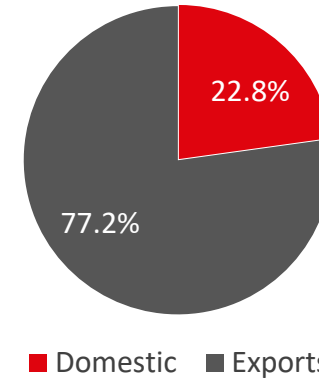
### Q2 FY24



### H1 FY25

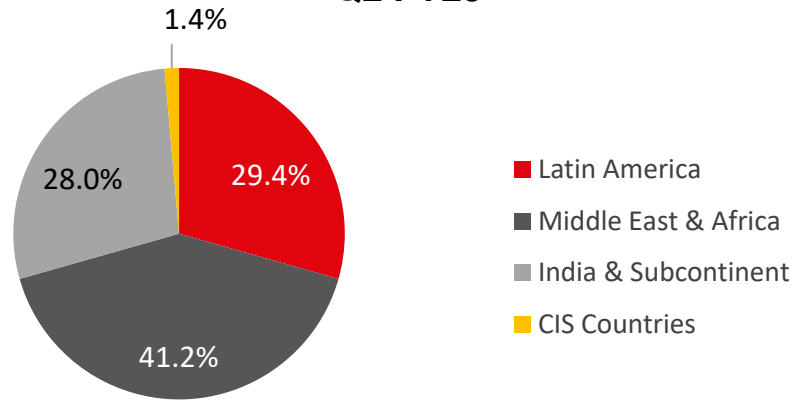


### H1 FY24

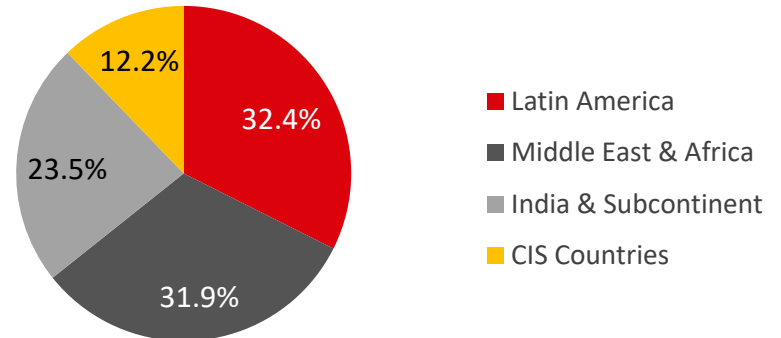


# Region-wise Mix (%)

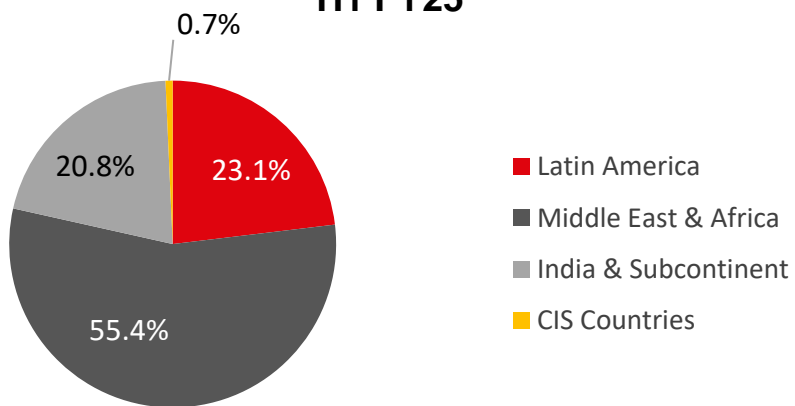
### Q2 FY25



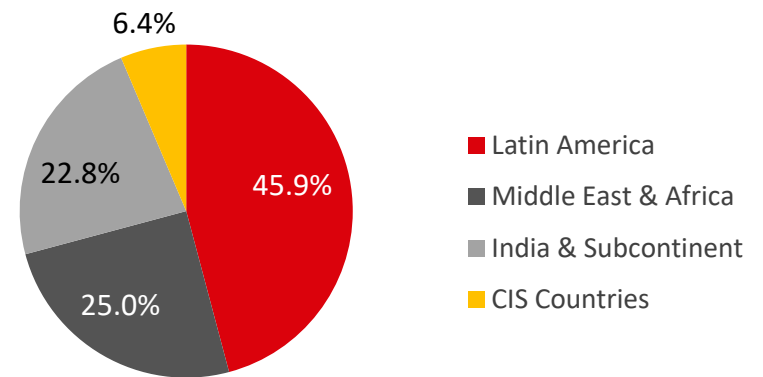
### Q2 FY24



### H1 FY25

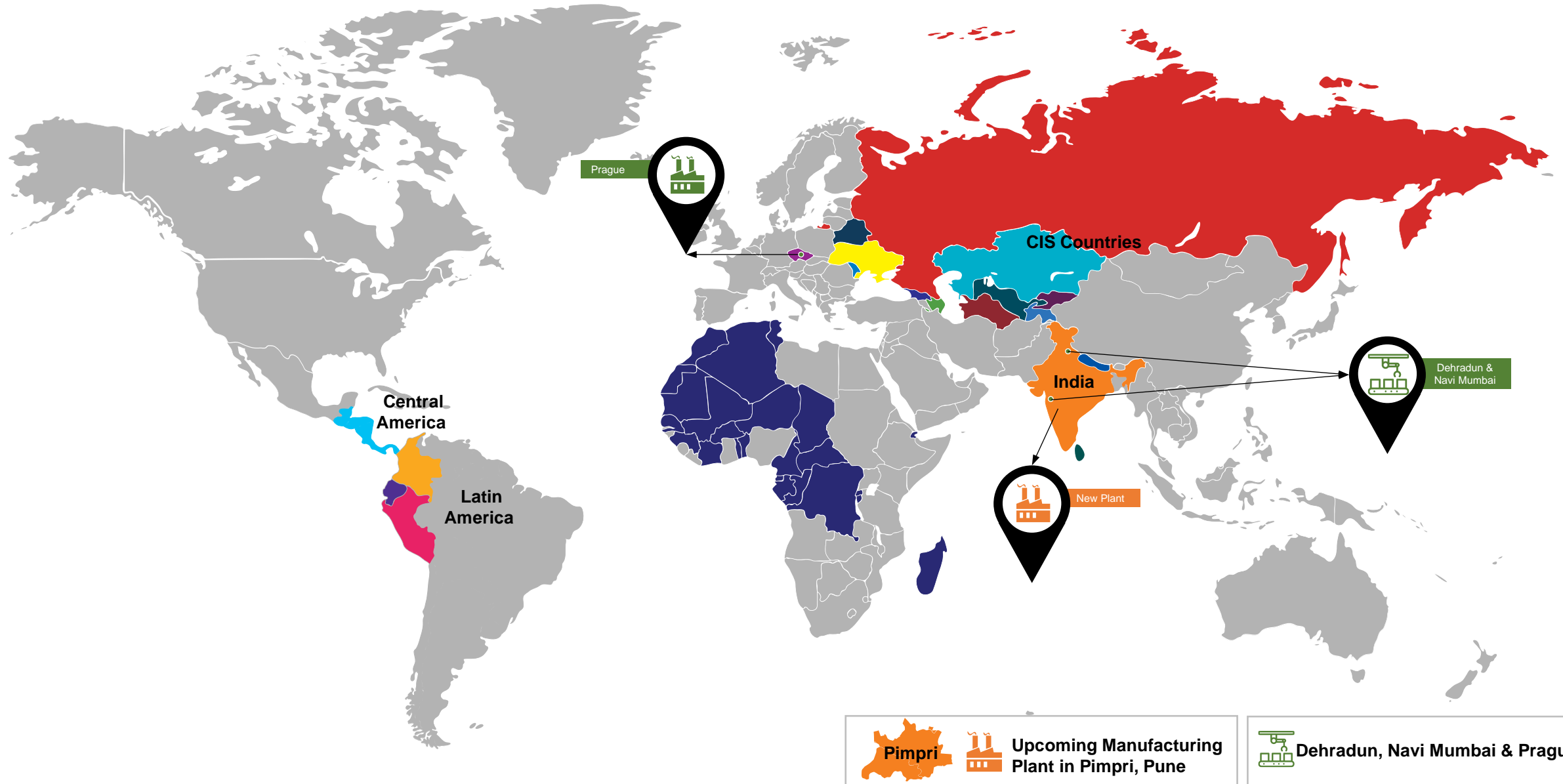


### H1 FY24



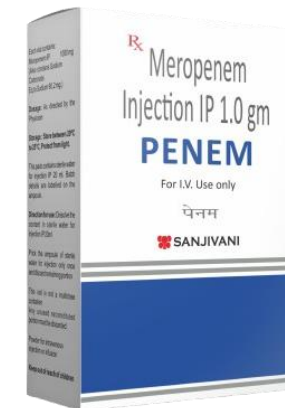
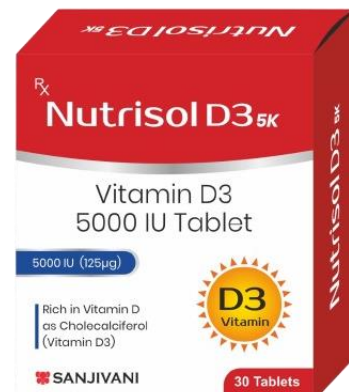
# Global Footprint





# Product Portfolio





## Urologics



## Anesthetics



## Anesthetics



## Anti Convulsants



## Anti Thyroid Agent



## Anti Fungal



## Anti Emetics



## Anti Depressants



## Anti Histamines



## Anti Diabetic



## Anti-lepemic Agent



## Anti Fibrinolytics



## Anti-bacterials



## Anti-spasmodic



## Anti Hypertensive Agent



## Vitamin Supplement



## Skeletal Muscle Relaxant



## Analgesic & Anti Histaminic





## Non-opioid Analgesics



## Antacids



## Antiseptics



## Nsaids



## Corticosteroids



## Diuretics



## Immunosuppressants



## Narcotic



## Hormone



## Topical Corticosteroids



## Anti Anxiety



## Antibiotic



## Antipsychotic



## Anti Viral



## Narcotics



## Anti- Muscle Relaxant



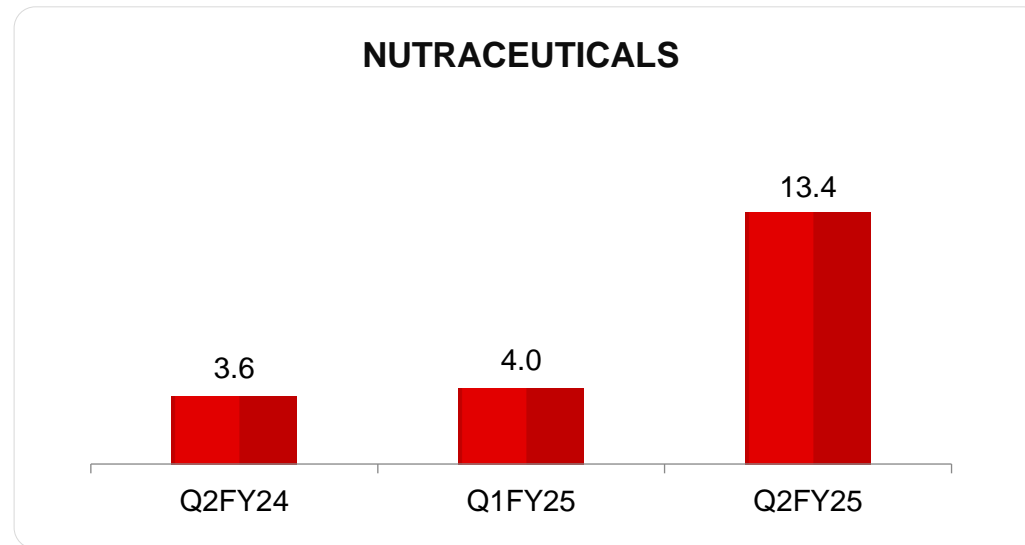
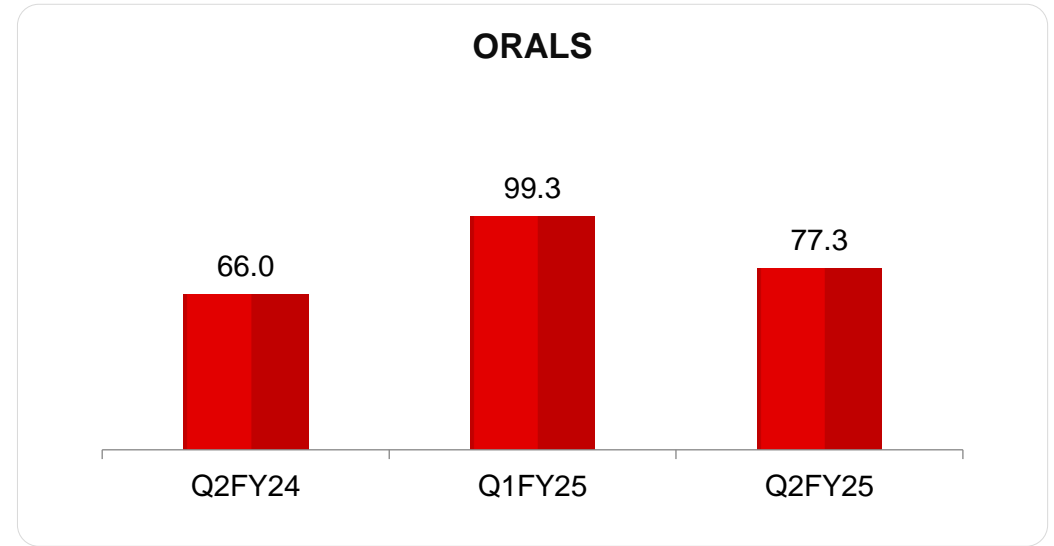
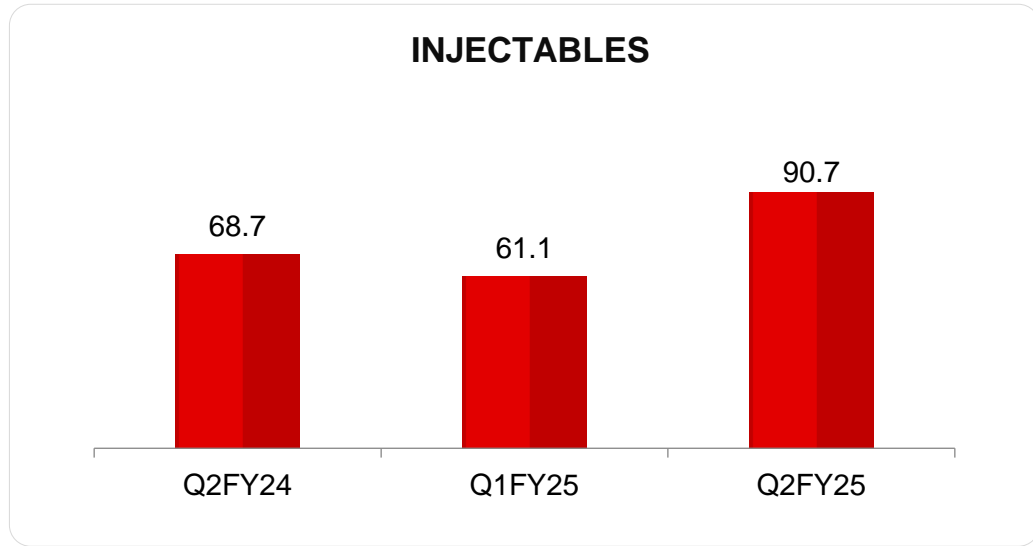
# Financials



# Segment-wise Revenue

(Injectables, Oral & Nutraceuticals)

Rs. In Mn.

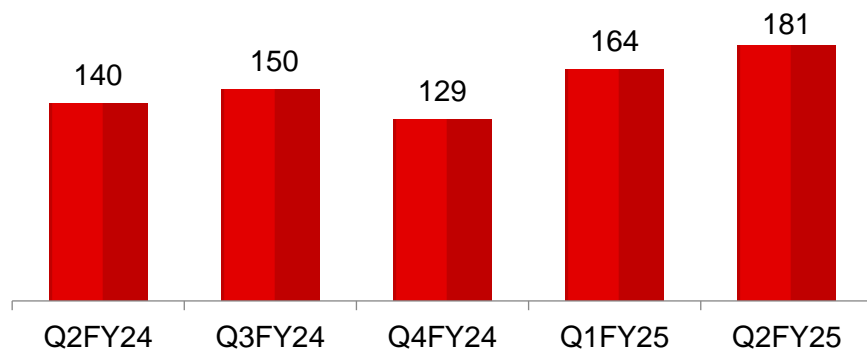


# Quarterly Financials -

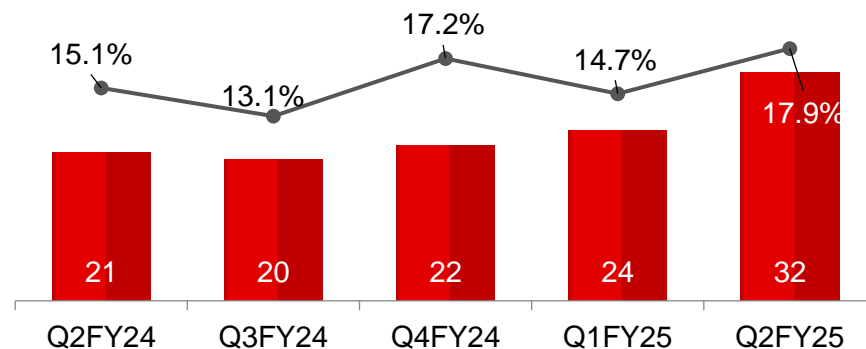
Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.

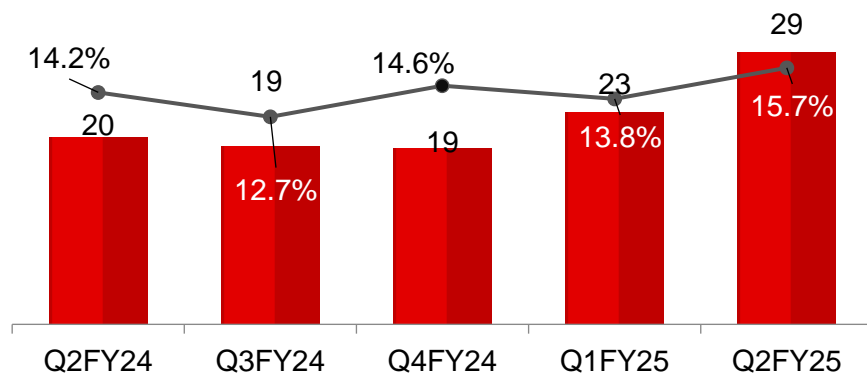
### REVENUE\*



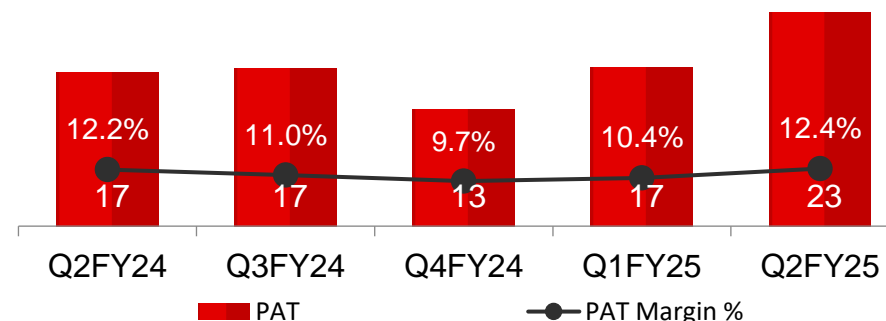
### EBIDTA\*\* & EBIDTA Margin



### PBT & PBT Margin



### PAT & PAT Margin



\*Revenue: operating revenue excluding other income

\*\*EBITDA: includes other income

# H1 & Q2 FY25 Profit & Loss Statement

| Particulars (Rs. In Mn.)         | Q2 FY25      | Q2 FY24      | YoY%          | Q1 FY25      | QoQ%          | H1 FY25      | H1 FY24      | YoY%           | FY24         |
|----------------------------------|--------------|--------------|---------------|--------------|---------------|--------------|--------------|----------------|--------------|
| Revenue From Operations          | 181.3        | 140.0        | 29.5%         | 164.4        | 10.3%         | 345.7        | 265.8        | 30.0%          | 544.1        |
| Other Income                     | 3.9          | 1.5          | 159.3%        | 0.9          | 354.1%        | 4.7          | 2.1          | 125.7%         | 5.2          |
| <b>Total Income</b>              | <b>185.2</b> | <b>141.5</b> | <b>30.9%</b>  | <b>165.2</b> | <b>12.1%</b>  | <b>350.4</b> | <b>267.9</b> | <b>30.8%</b>   | <b>549.3</b> |
| COGS                             | 109.0        | 89.6         | 21.6%         | 102.6        | 6.2%          | 211.6        | 155.6        | 36.0%          | 284.8        |
| <b>Gross Profit</b>              | <b>76.2</b>  | <b>51.9</b>  | <b>46.9%</b>  | <b>62.6</b>  | <b>21.7%</b>  | <b>138.8</b> | <b>112.4</b> | <b>23.5%</b>   | <b>264.4</b> |
| <b>Gross Margin (%)</b>          | <b>42.0%</b> | <b>37.1%</b> | <b>498bps</b> | <b>38.1%</b> | <b>393bps</b> | <b>40.2%</b> | <b>42.3%</b> | <b>-211bps</b> | <b>48.6%</b> |
| Employee Benefit Exp.            | 16.1         | 8.7          | 84.7%         | 11.3         | 43.3%         | 27.4         | 17.7         | 55.2%          | 41.0         |
| Other Expenses                   | 27.6         | 20.5         | 34.8%         | 27.1         | 1.8%          | 54.8         | 51.4         | 6.7%           | 135.9        |
| <b>EBITDA incl. other income</b> | <b>32.4</b>  | <b>22.6</b>  | <b>43.2%</b>  | <b>24.2</b>  | <b>33.8%</b>  | <b>56.6</b>  | <b>43.4</b>  | <b>30.7%</b>   | <b>87.6</b>  |
| <b>EBITDA Margin (%)</b>         | <b>17.9%</b> | <b>16.2%</b> | <b>171bps</b> | <b>14.7%</b> | <b>314bps</b> | <b>16.4%</b> | <b>16.3%</b> | <b>8bps</b>    | <b>16.1%</b> |
| Depreciation                     | 1.5          | 2.3          | -37.3%        | 1.3          | 9.8%          | 2.8          | 4.6          | -39.6%         | 9.3          |
| Finance Cost                     | 1.8          | 0.5          | 293.0%        | 0.2          | NA            | 2.0          | 0.9          | 121.6%         | 2.5          |
| PBT                              | 29.2         | 19.9         | 46.8%         | 22.7         | 28.2%         | 51.9         | 37.9         | 37.1%          | 75.7         |
| Tax                              | 6.2          | 2.8          | 121.4%        | 5.6          | 10.7%         | 11.8         | 5.3          | 122.6%         | 14.1         |
| <b>PAT</b>                       | <b>23.0</b>  | <b>17.1</b>  | <b>34.6%</b>  | <b>17.1</b>  | <b>34.0%</b>  | <b>40.1</b>  | <b>32.6</b>  | <b>23.2%</b>   | <b>61.7</b>  |
| <b>PAT Margin (%)</b>            | <b>12.4%</b> | <b>12.1%</b> | <b>34bps</b>  | <b>10.4%</b> | <b>202bps</b> | <b>11.4%</b> | <b>12.2%</b> | <b>-71bps</b>  | <b>11.2%</b> |
| EPS (in Rs.)                     | 1.96         | 1.71         | 14.6%         | 1.47         | 33.3%         | 3.43         | 3.26         | 5.2%           | 5.28         |

# Standalone Balance Sheet as on 30<sup>th</sup> September 2024

| Particulars (Rs. In Mn.)                | Sep-24       | Mar-24       |
|---|--------------|--------------|
| <b>Equities &amp; Liabilities</b>       |              |              |
| Equity Share Capital                    | 116.8        | 116.8        |
| Other Equity                            | 202.2        | 162.1        |
| <b>Total Shareholder's Funds</b>        | <b>319.1</b> | <b>279.0</b> |
| <b>Non-Current Liabilities</b>          |              |              |
| Long-term Borrowings                    | 53.6         | 9.7          |
| Other Financial Liabilities             | 3.5          | 3.5          |
| Other Long-term Liabilities             | 4.3          | 4.0          |
| <b>Total of Non-Current liabilities</b> | <b>61.4</b>  | <b>17.3</b>  |
| <b>Current Liabilities</b>              |              |              |
| Short Term Borrowings                   | 18.5         | 0.0          |
| Trade Payables                          | 50.0         | 57.4         |
| Other Short-Term Liabilities            | 19.8         | 69.5         |
| Short Term Provisions                   | 11.8         | 10.2         |
| Other Current Liabilities               | 0.0          | 0.7          |
| <b>Total Current Liabilities</b>        | <b>100.2</b> | <b>137.8</b> |
| <b>Total Liabilities</b>                | <b>480.7</b> | <b>434.1</b> |

| Particulars (Rs. In Mn.)                       | Sep-24       | Mar-24       |
|--|--------------|--------------|
| <b>Assets</b>                                  |              |              |
| <b>Non-Current Assets</b>                      |              |              |
| Property, Plant & Equipment                    | 111.2        | 99.4         |
| Capital Work In Progress                       | 0.0          | 0.0          |
| Other Intangible Assets                        | 0.0          | 0.0          |
| <b>Non-Current Financial Assets</b>            |              |              |
| Non-Current Investments                        | 0.0          | 0.0          |
| Trade Receivable                               | 0.9          | 2.9          |
| Long Terms Loans & Advances                    | 2.5          | 36.2         |
| Other Non-Current Assets                       | 19.9         | 9.2          |
| <b>Total Non-Current Financial Assets</b>      | <b>23.2</b>  | <b>48.2</b>  |
| <b>Total – Non-Current Assets</b>              | <b>134.4</b> | <b>147.7</b> |
| <b>Current Assets</b>                          |              |              |
| Inventories                                    | 26.3         | 97.3         |
| <b>Current Financial Assets</b>                |              |              |
| Trade Receivables                              | 99.0         | 47.0         |
| Cash & Cash Equivalent                         | 2.6          | 5.4          |
| Bank Balance other than Cash & Cash equivalent | 49.3         | 90.2         |
| Short Term Loans & Advances                    | 5.3          | 37.6         |
| Other Current Assets                           | 163.8        | 8.9          |
| <b>Total Current Financial Assets</b>          | <b>320.0</b> | <b>189.1</b> |
| <b>Total Current Assets</b>                    | <b>346.2</b> | <b>286.4</b> |
| <b>Total Assets</b>                            | <b>480.7</b> | <b>434.1</b> |

# Yearly Financials

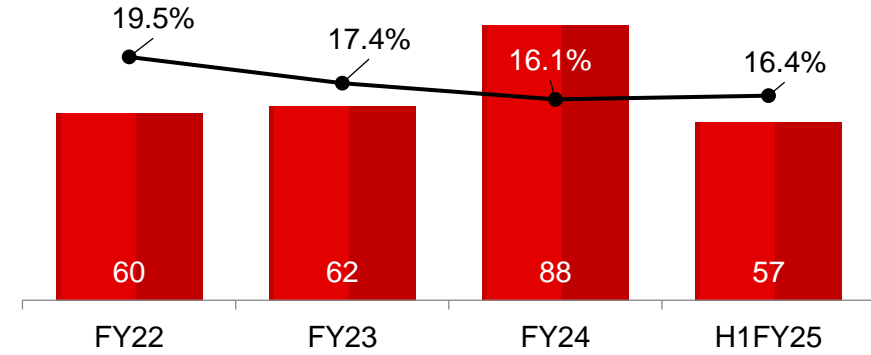
Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.

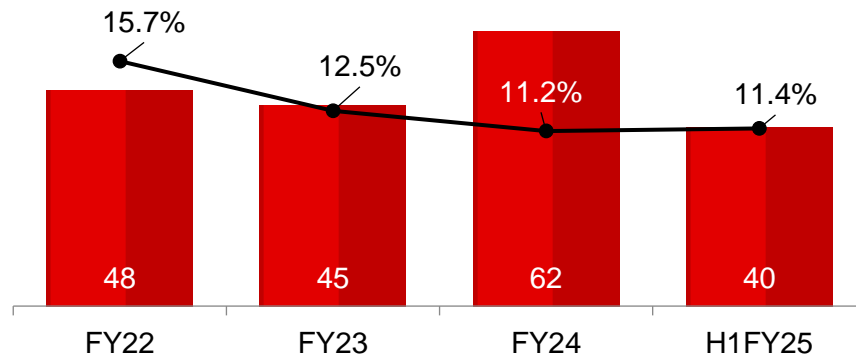
## REVENUE\*



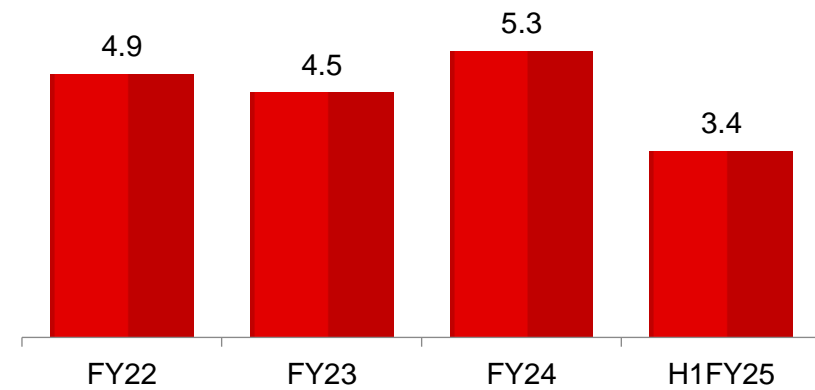
## EBIDTA\*\* & EBIDTA Margin



## PAT & PAT Margin



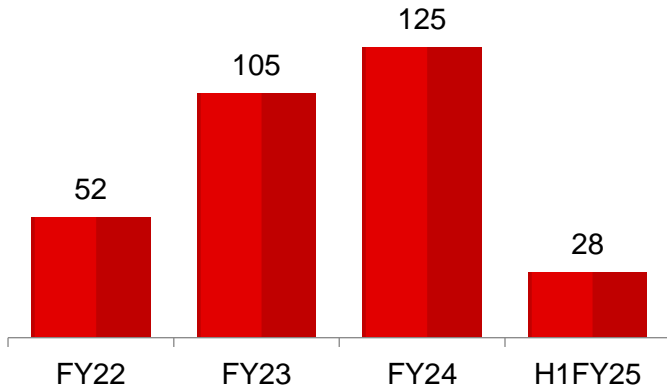
## EPS In Rs.



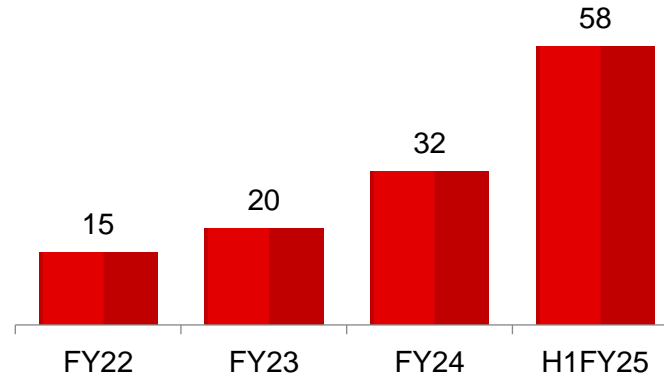
\*Revenue: operating revenue excluding other income

\*\*EBITDA: includes other income

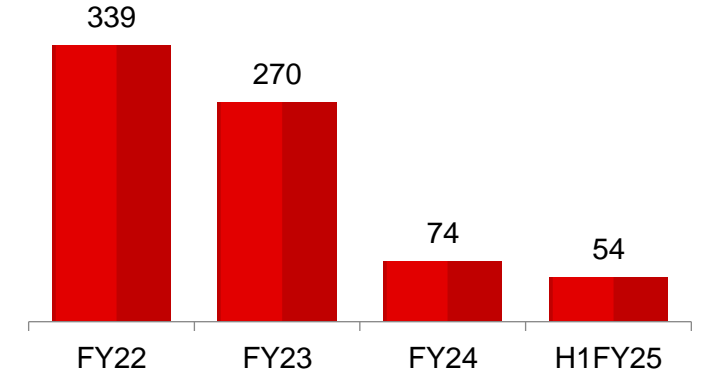
### INVENTORY DAYS



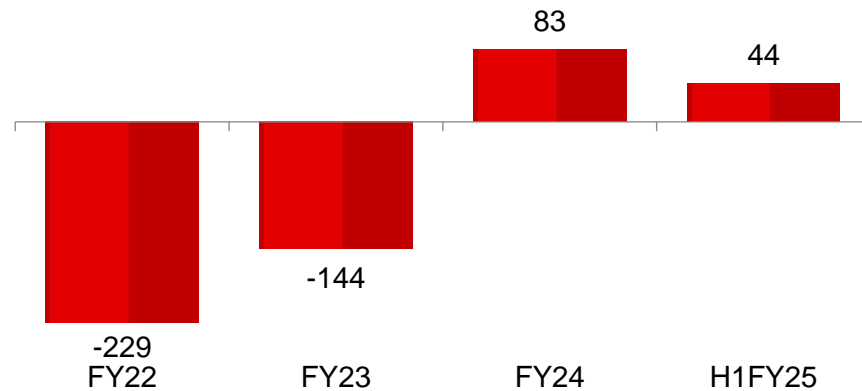
### RECEIVABLES DAYS



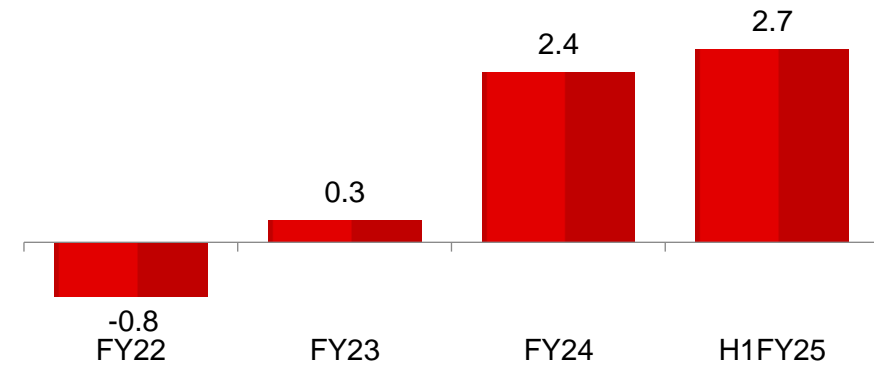
### PAYABLES DAYS



### CASH CONVERSION CYCLE DAYS

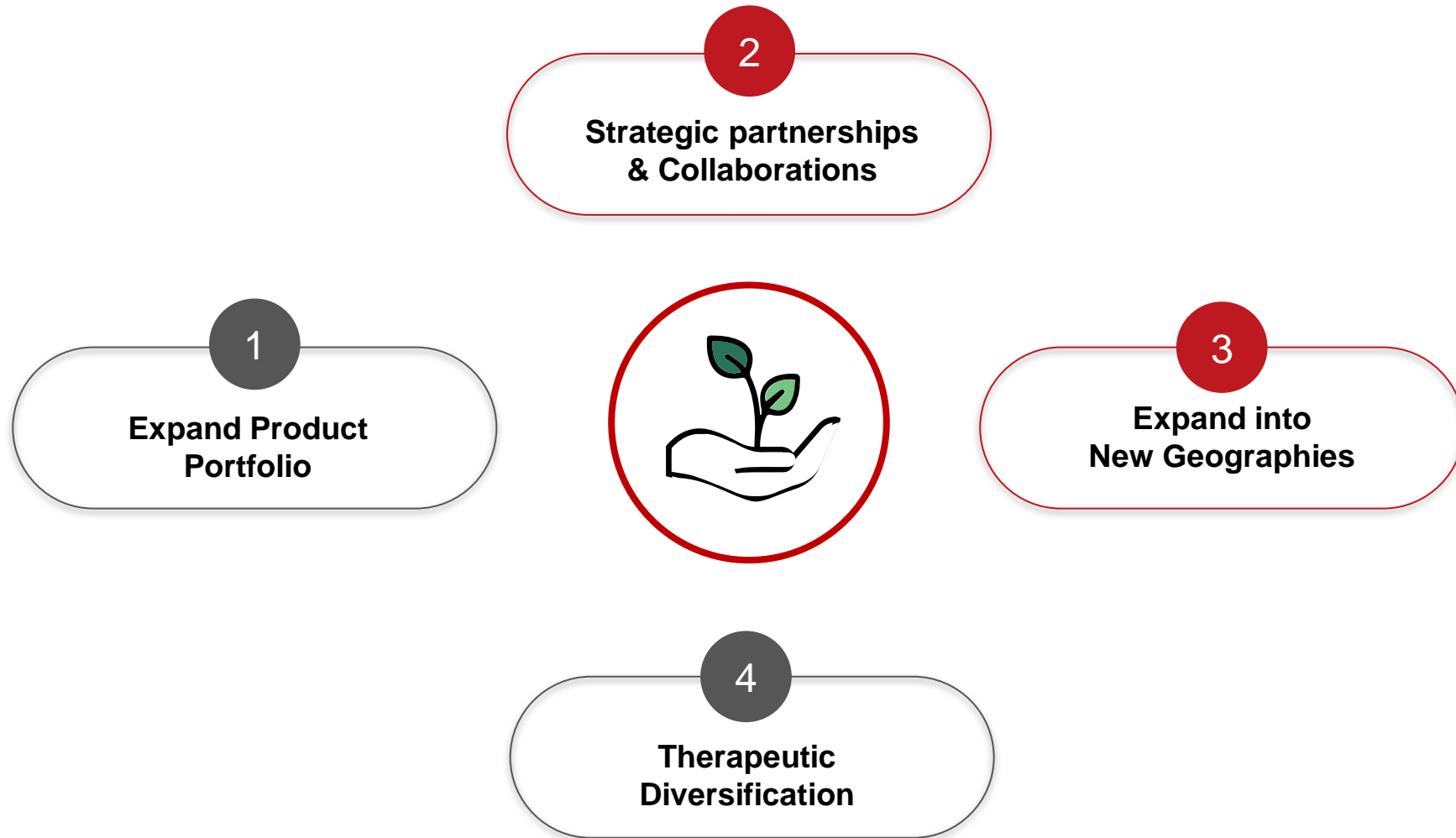


### BOOK VALUE per share, Rs

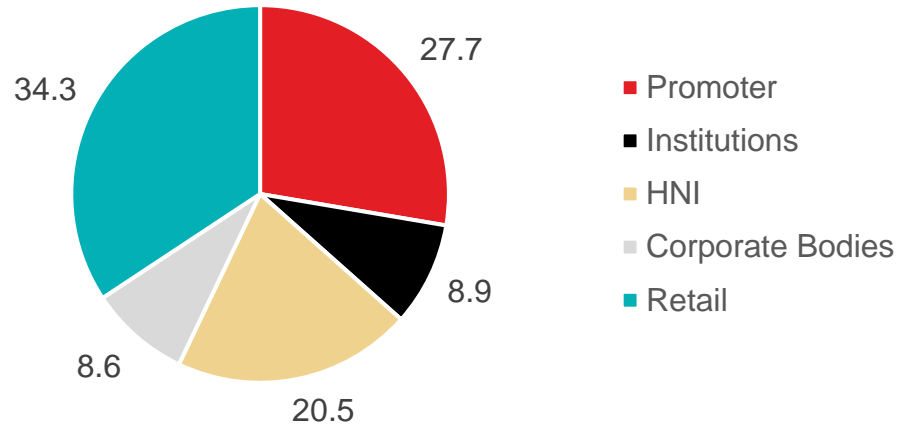


Inventory & Payable days calculated on COGS basis; Receivables days on sales basis



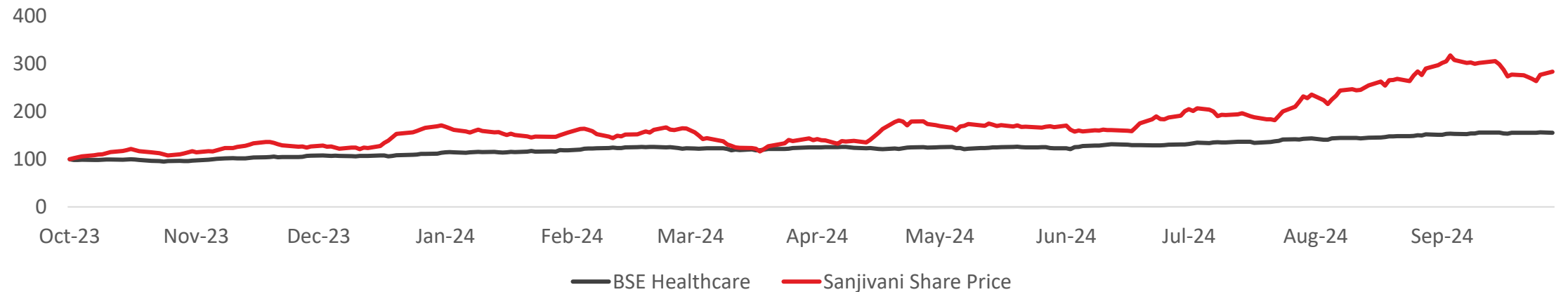


## Shareholding Pattern as on 30<sup>th</sup> September 2024



## Stock Information (as on 30<sup>th</sup> September 2024)

|                                      |               |
|--------------------------------------|---------------|
| Market Cap. (in crores)              | 361           |
| Stock Price                          | 308.2         |
| 52 Week (High / Low)                 | 345.4 / 108.8 |
| BSE – Symbol                         | 531569        |
| Free Float (No. of Shares)           | 84,51,239     |
| Average Daily Volume (3months) - BSE | 31.3k         |



# THANK YOU



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