



Date: May 14, 2024

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

**Sub: Investor Presentation for the Quarter and Year ended March 31, 2024**

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the quarter and year ended on March 31, 2024.

We are requested to kindly take the same on record.

Thanking You

Yours Faithfully  
For Sanjivani Paranteral Limited

Pritesh Jain  
Chief Financial Officer

Encl: As above



# Sanjivani Paranteral Ltd

Investor Presentation Q4 & FY24



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# FY24 Key Financial Highlights

Rs. In Mn.



**Revenue from Operations**  
(up 53% Y-o-Y)

**544**



**EBIDTA Margin**  
(down by 135bps)

**16.1%**



**PAT Margin**  
(down by 129bps)

**11.2%**



**New Geographies Added during**  
**the year**

**6**



**Total**  
**Products**

**145**



**Domestic & Export (share in**  
**revenue)**

**31.3% & 68.7%**

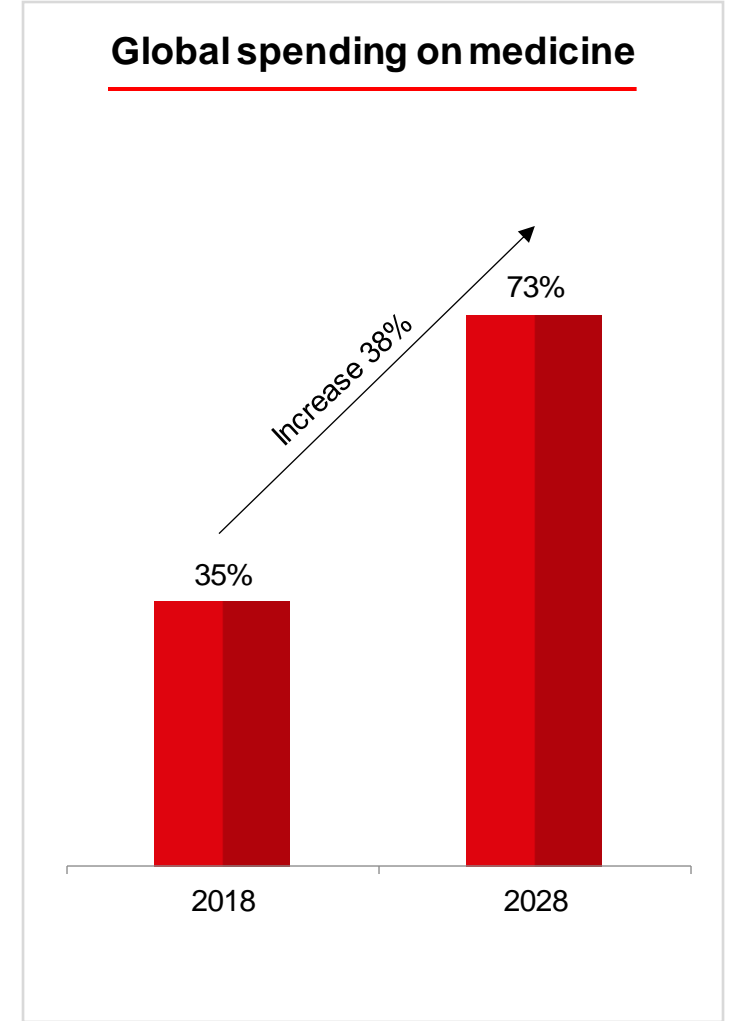
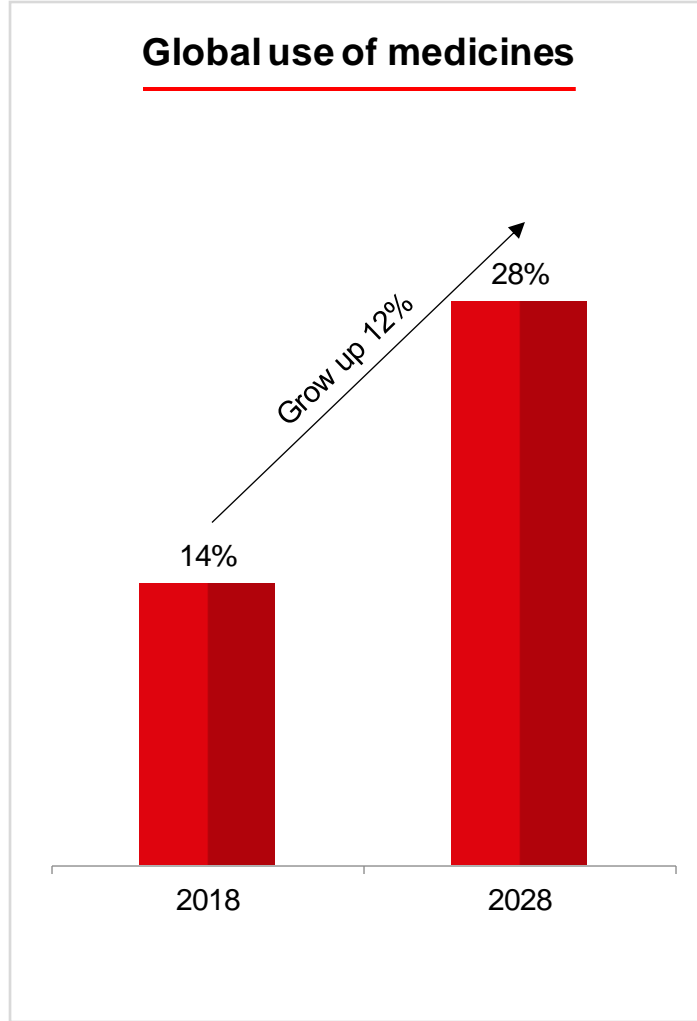
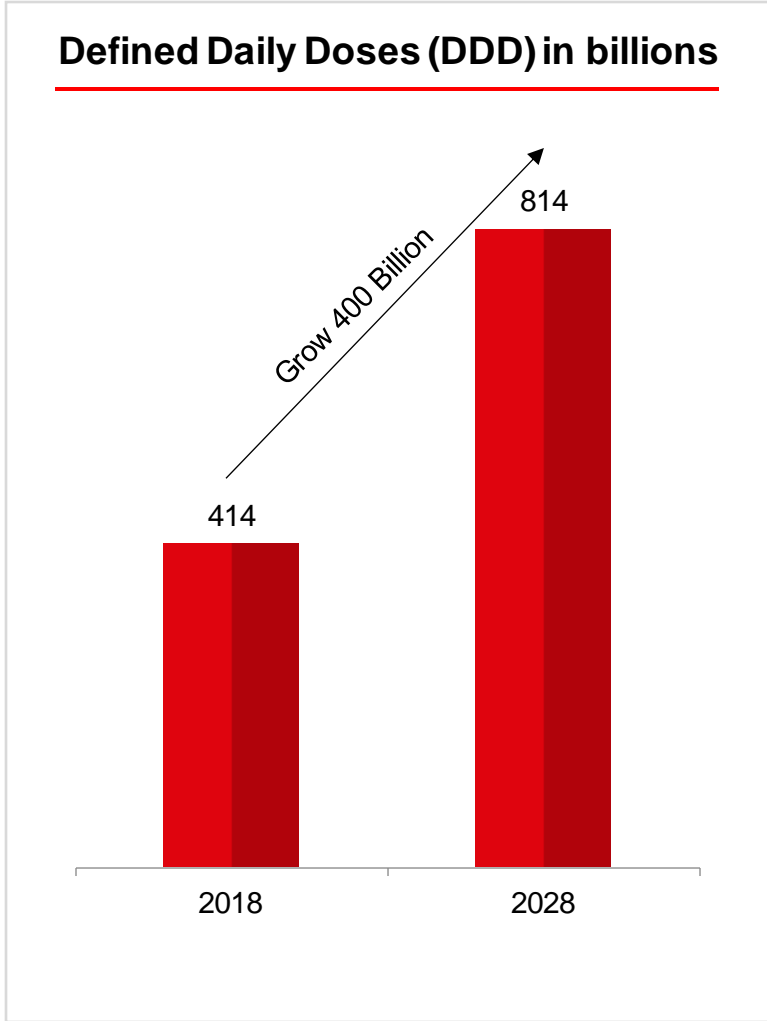


## Market Overview

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

Billions

Country Name/Year	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E	2027E	2028E	CAGR % 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>	







## 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



## 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

Exceeding Customer expectations is our success-mantra

### 3. Growth for all stakeholders

Exceeding Customer expectations is our success-mantra

### 4. Professionalism

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

01

Having a small base in India, we are very nimble and agile.

02

Quick decisions making powers

03

Long history in the industry enables a respectable position due to which talent and good suppliers want to associate with us

04

Pioneers in injectable manufacturing in India during times when regulations weren't as strict. The company has seen the evolution of the regulations and it makes it easy for us to predict

05

History of injectable manufacturing also gives a vast knowledge of how different manufacturing processes work and which is more efficient.



**Mr. Ashwani Khemka**  
*Chairman & Managing Director*



**Mrs. Mrunmai Sarvankar**  
*Director*



**Mr. Srivardhan Khemka**  
*Executive Director*



**Mr. Abhay Shah**  
*Independent Director*



**Ms. Monika A. Singhani**  
*Director*

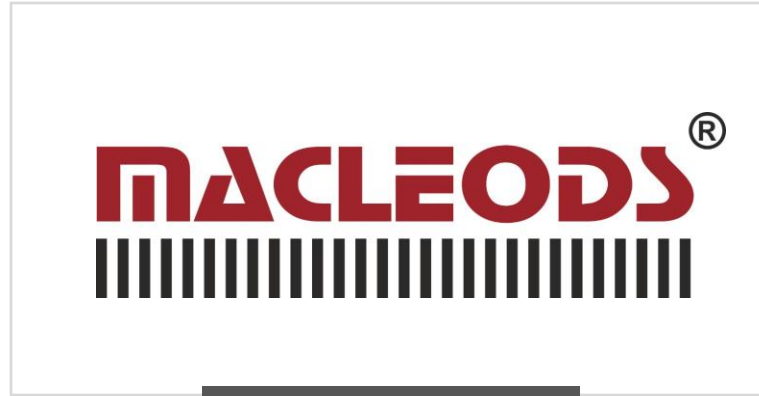


**Mr. Pritesh Jain**  
*Chief Financial Officer*



## CDMO KEY CLIENTS

## Injectables:



## Oral & Nutraceuticals:

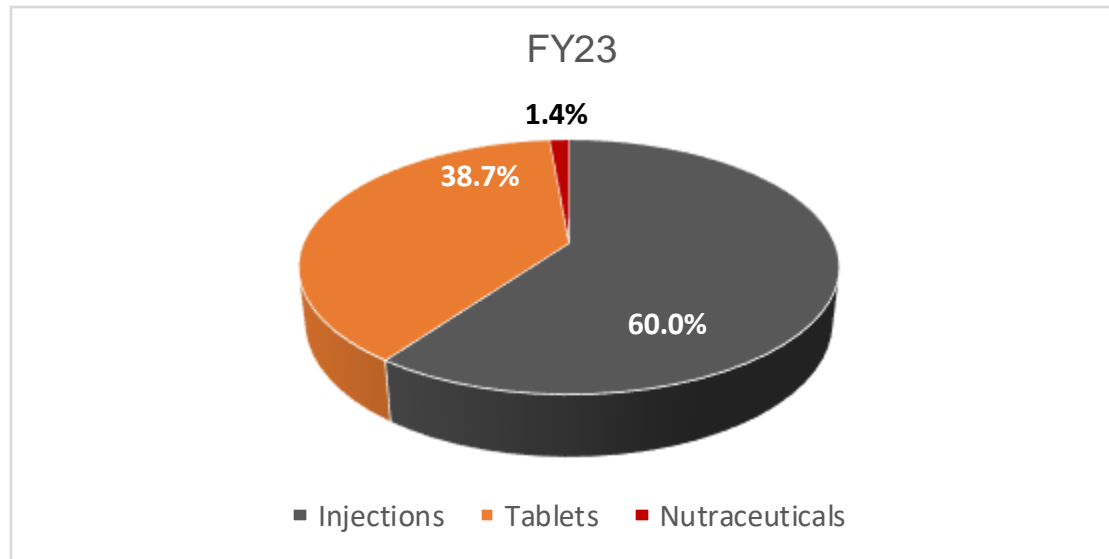
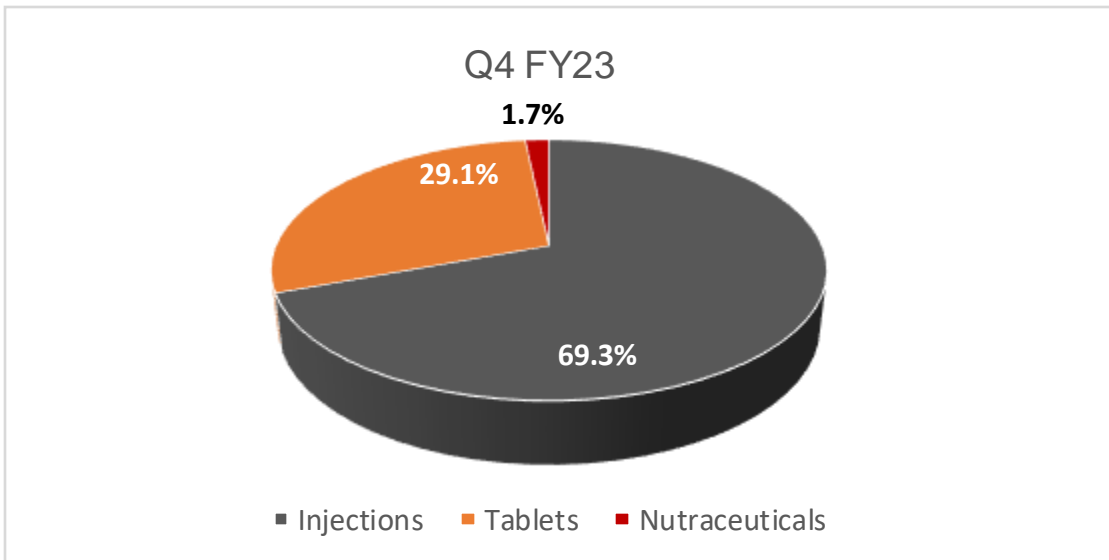
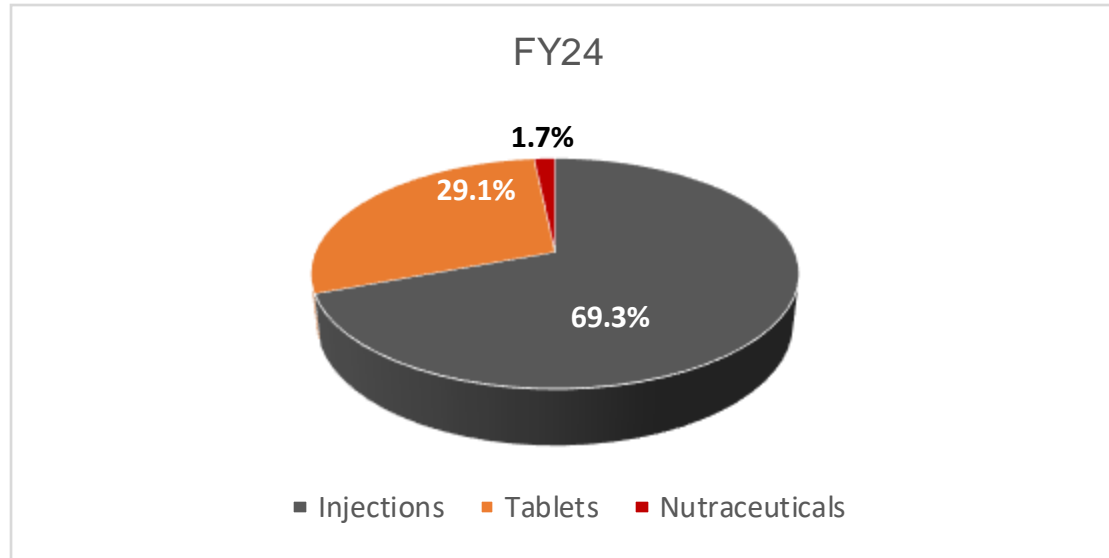
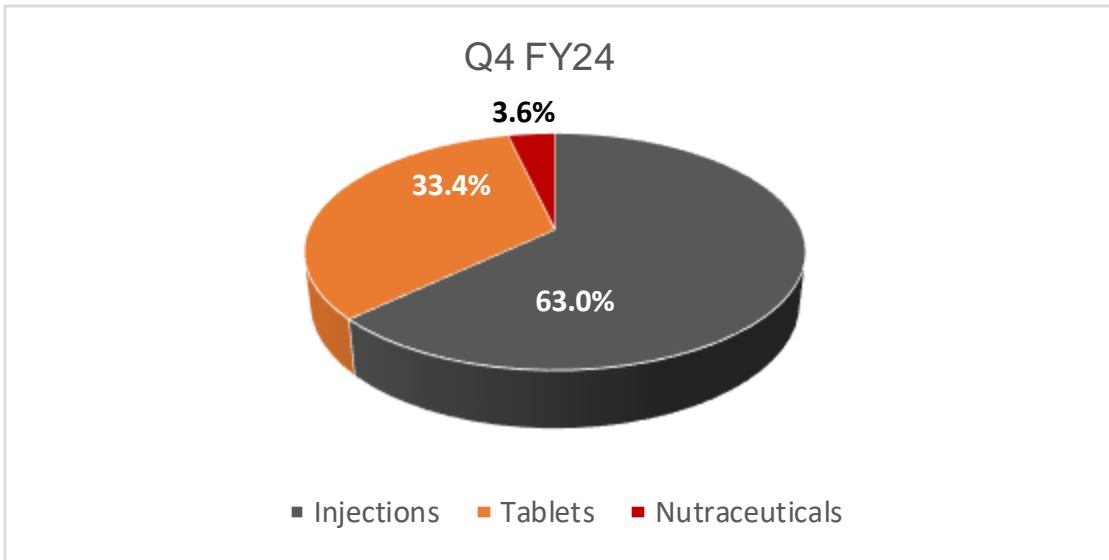




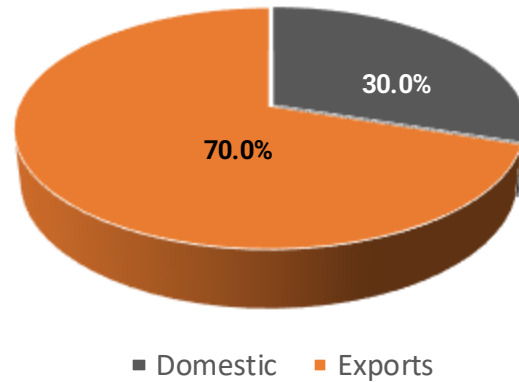
## COMPANY'S SEGMENT & REVENUE MIX



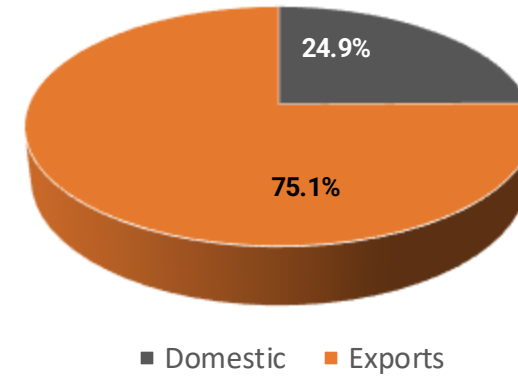
# Product Category Mix (%)



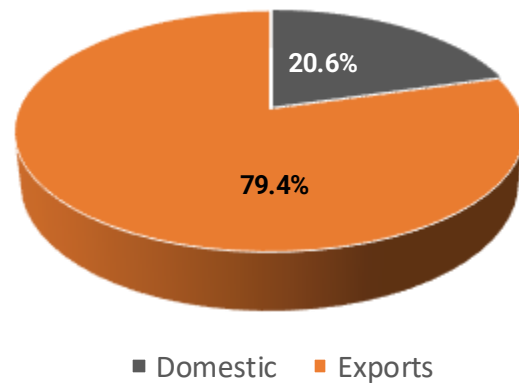
Q4 FY24



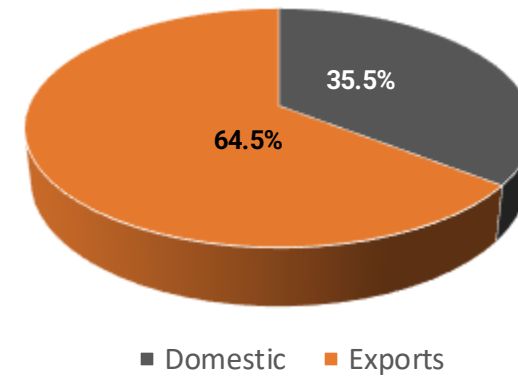
FY24

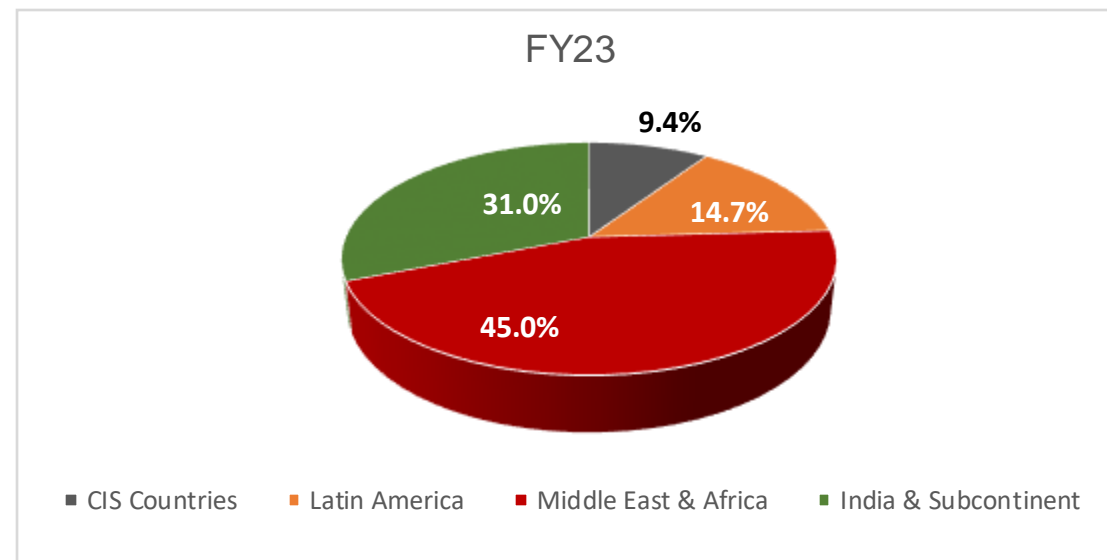
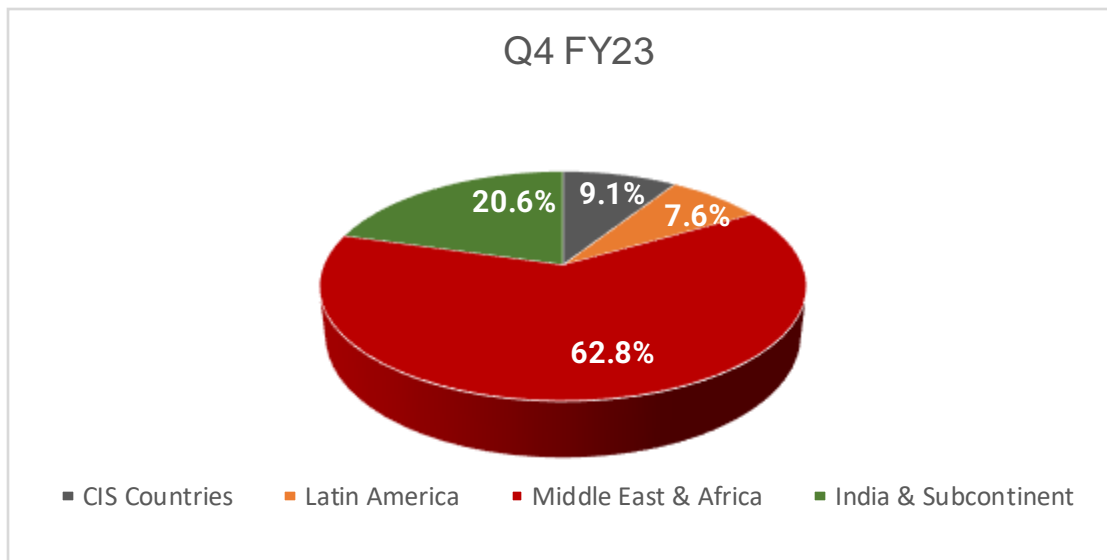
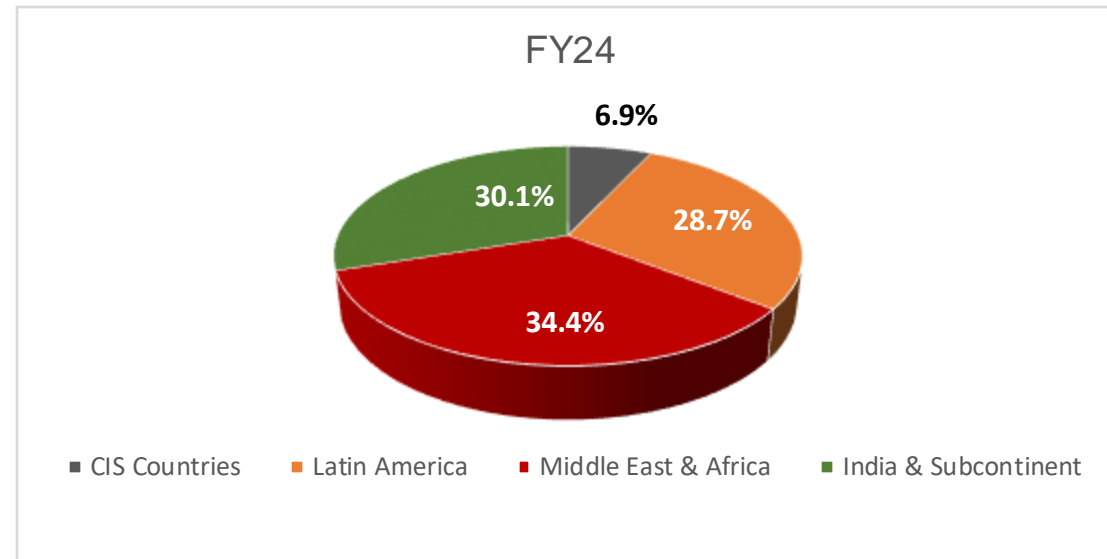
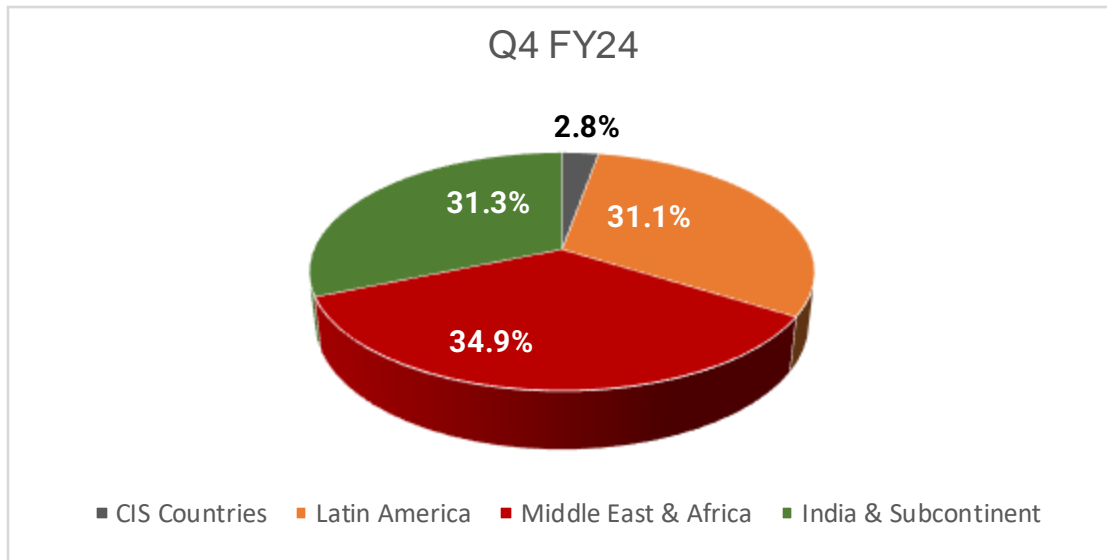


Q4 FY23



FY23

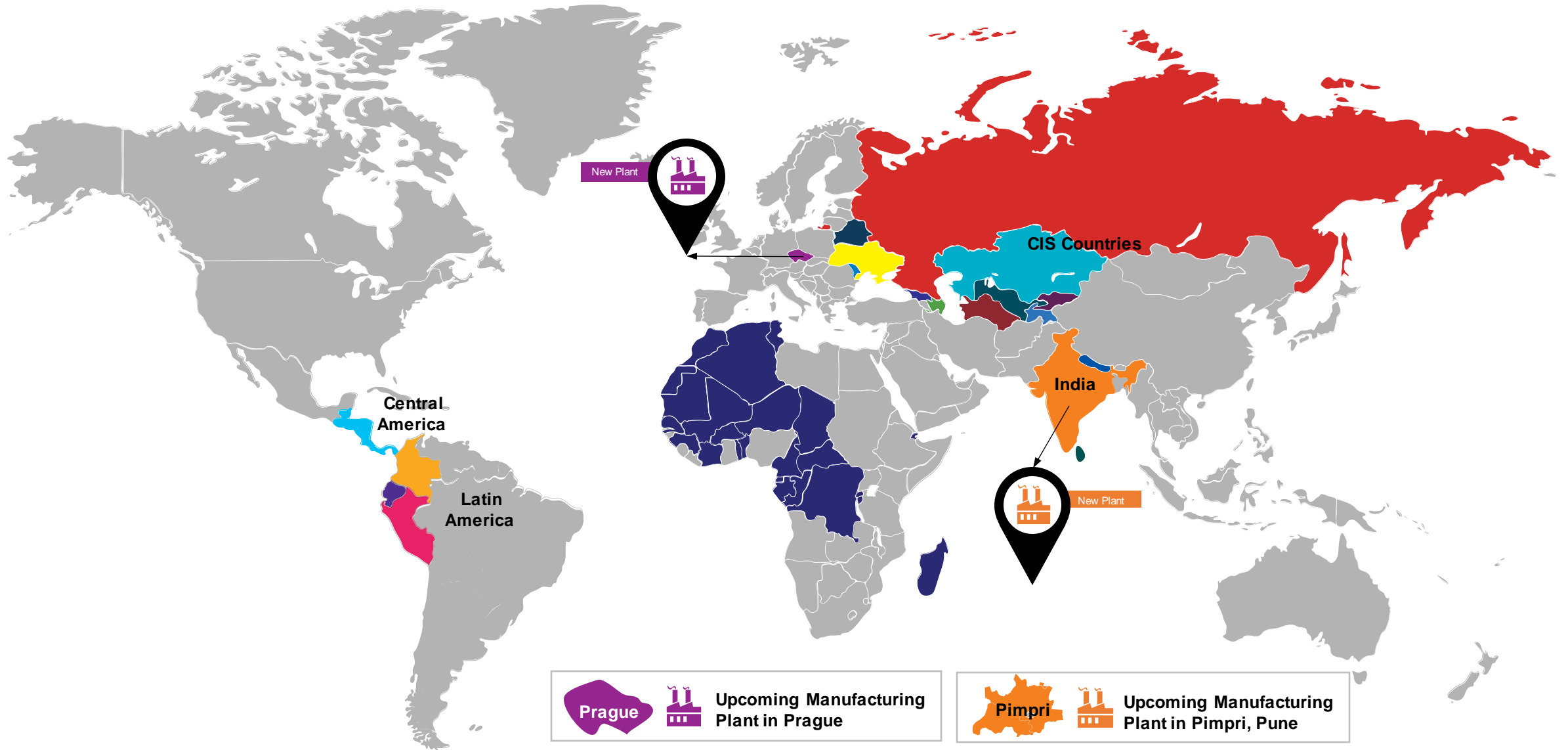




\*Ex of Exports incentives



# GLOBAL FOOTPRINT





# PRODUCT PORTFOLIO

## Urologics



## Anesthetics



## Anesthetics



## Anti Convulsants



## Anti Thyroid Agent



## Anti Fungal



## Anti Emetics



## Anti Depressants



## Anti Histamines



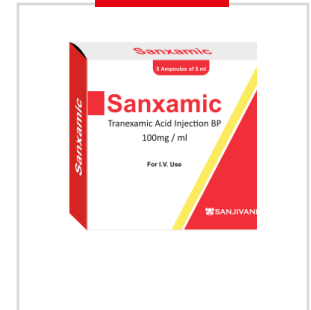
## Anti Diabetic



## Anti-lepemic Agent



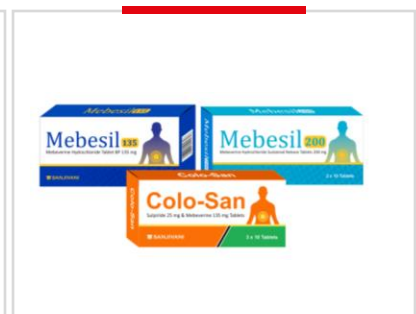
## Anti Fibrinolytics



## Anti-bacterials



## Anti-spasmodic



## Anti Hypertensive Agent



## Vitamin Supplements



## Skeletal Muscle Relaxant



## Analgesic And Anti Histaminic





## Non-opioid Analgesics



## Antacids



## Antiseptics



## Nsaids



## Corticosteroids



## Diuretics



## Immunosuppressants



## Laxative



## Narcotic



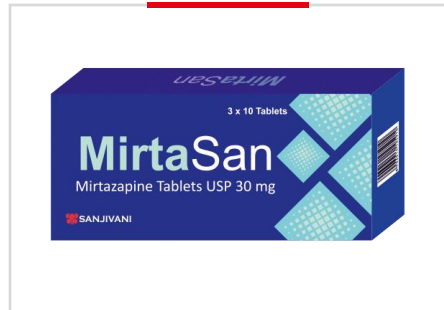
## Hormone



## Topical Corticosteroids



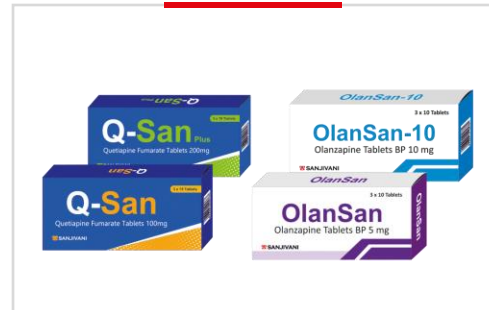
## Anti Anxiety



## Antibiotic



## Antipsychotic



## Anti Viral



## Narcotics



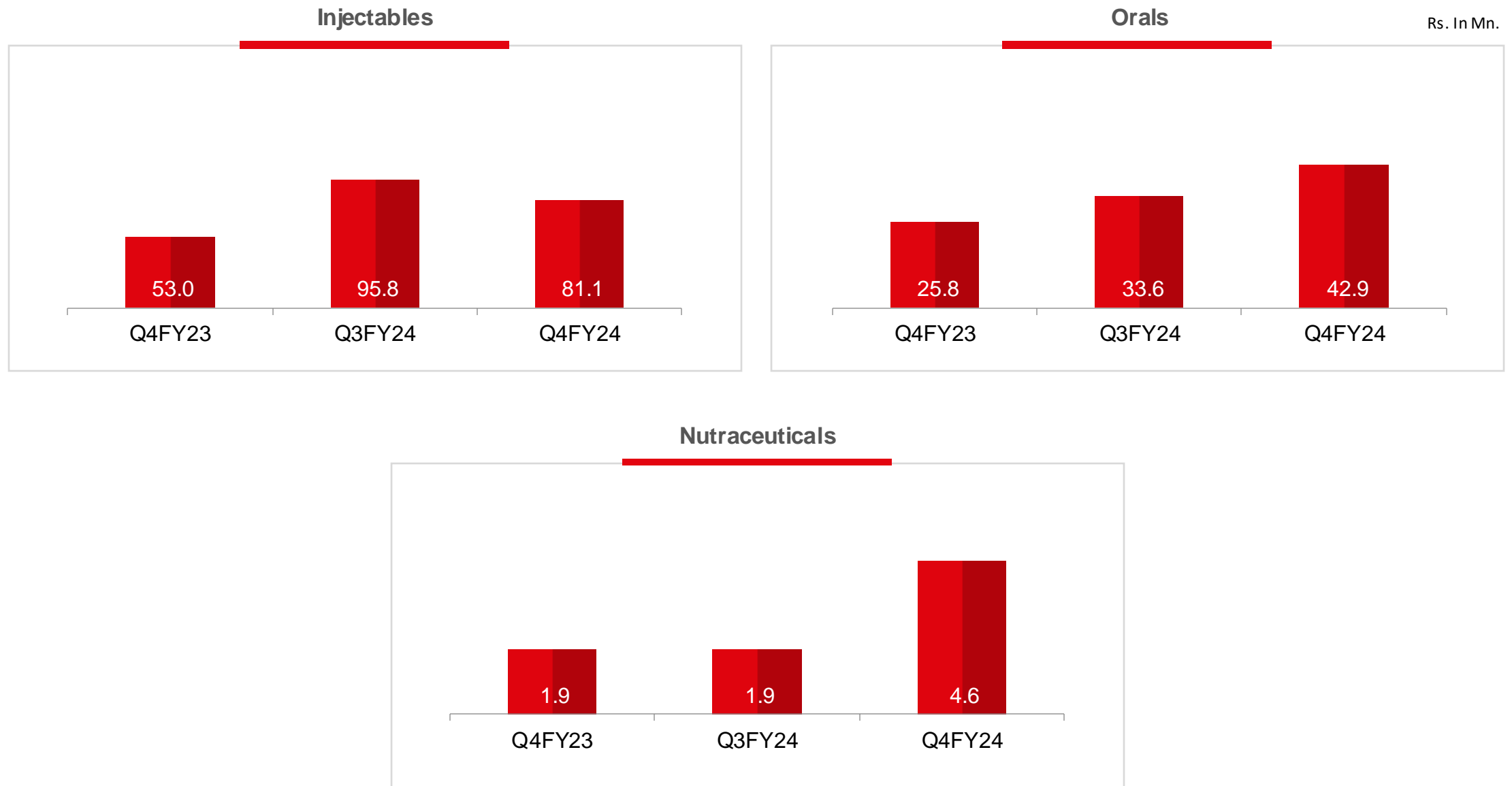
## Anti- Muscle Relaxant





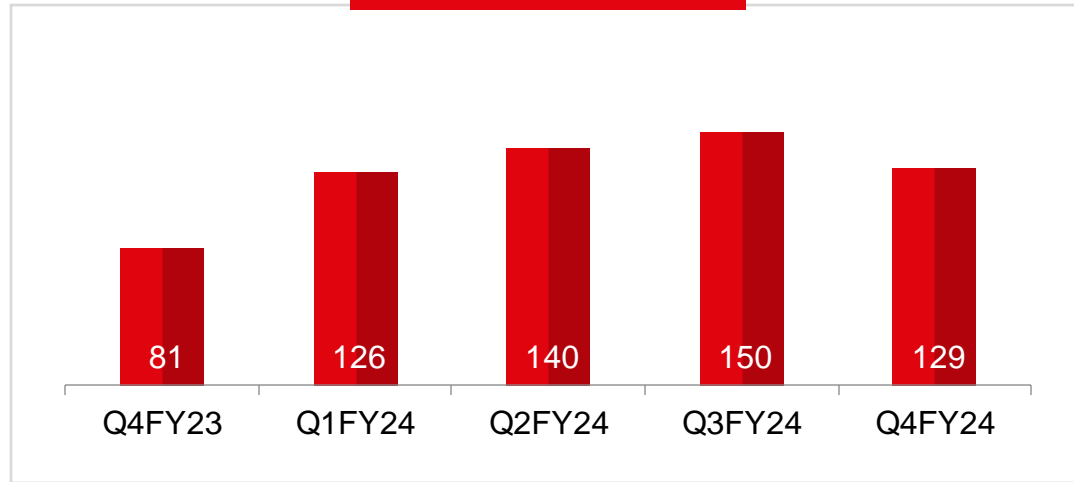
# FINANCIALS

# Segment-wise Revenue (Injectables, Oral & Nutraceuticals)



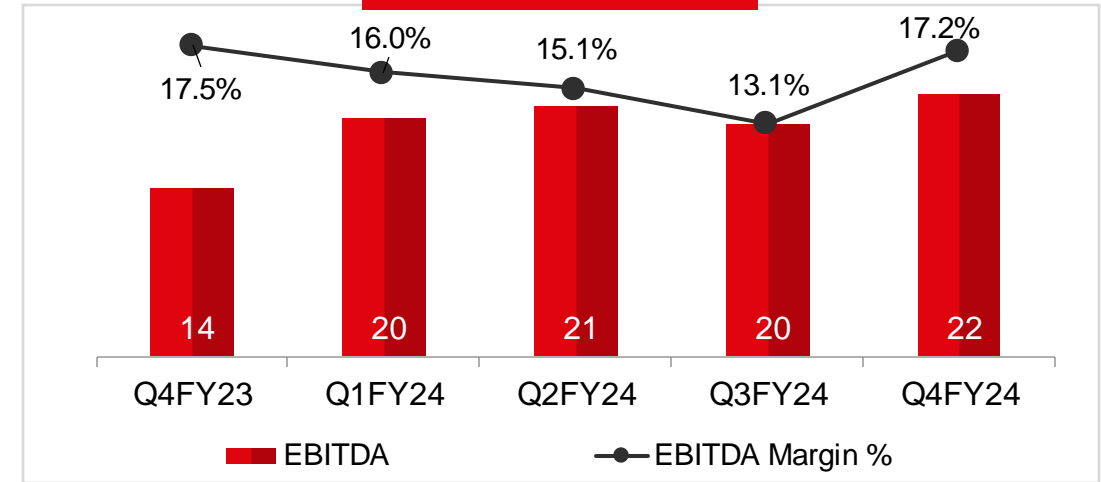
# Quarterly Financials - Revenue, EBITDA & Margin, PAT & Margin

Revenue

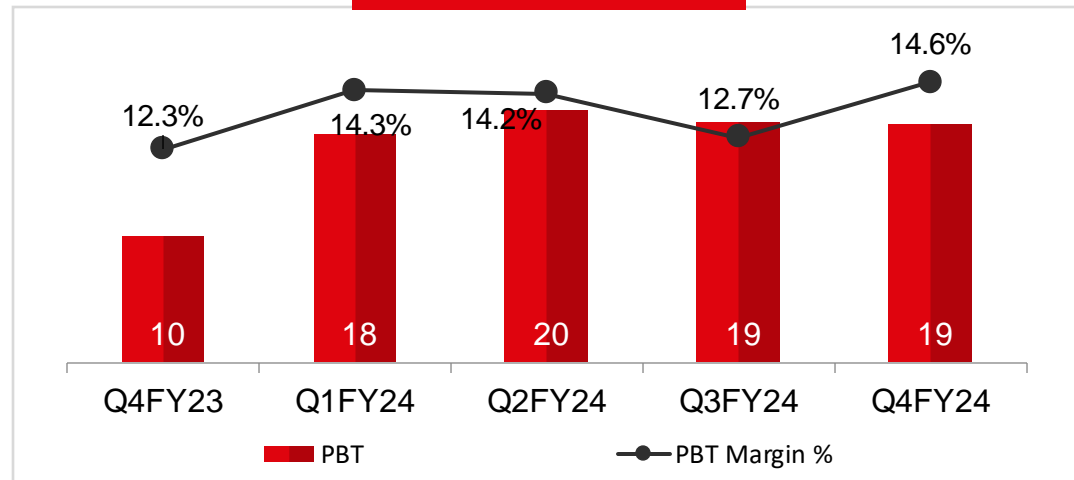


EBITDA & EBITDA Margin

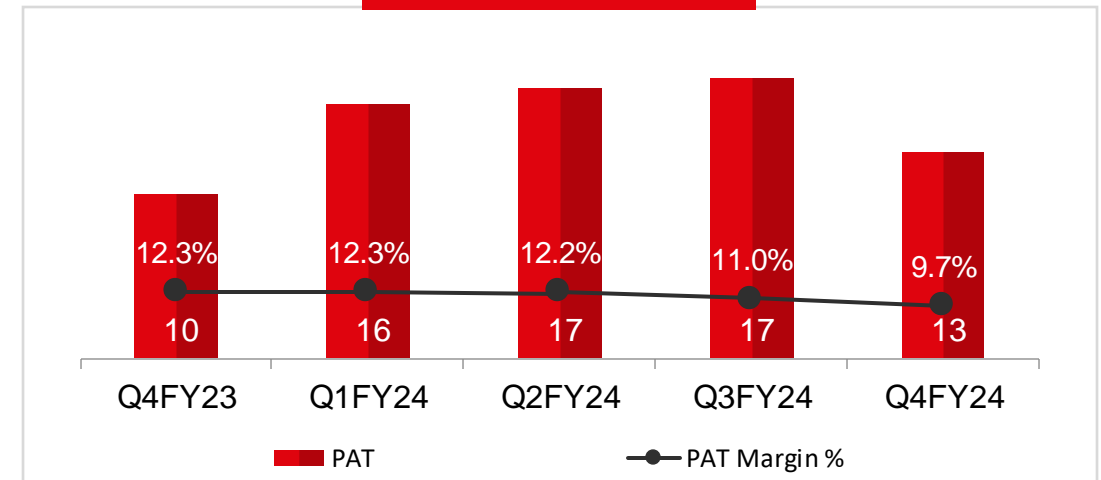
Rs. In Mn.



PBT & PBT Margin



PAT & PAT Margin



# Q4 & FY24 Profit & Loss Statement

Particulars (Rs. In Mn.)	Q4 FY24	Q4 FY23	YoY%	Q3 FY24	QoQ%	FY24	FY23	YoY%
Revenue From Operations	128.6	81.2	58%	149.6	-14%	544.1	354.9	53%
Other Income	0.5	-0.4	NA	2.5	-	5.2	5.5	-7%
<b>Total Income</b>	<b>129.2</b>	<b>80.8</b>	<b>60%</b>	<b>152.2</b>	<b>-15%</b>	<b>549.3</b>	<b>360.5</b>	<b>52%</b>
COGS	49.5	35.0	41%	79.8	-38%	284.8	185.7	53%
<b>Gross Profit</b>	<b>79.7</b>	<b>45.8</b>	<b>74%</b>	<b>72.4</b>	<b>10%</b>	<b>264.4</b>	<b>174.8</b>	<b>51%</b>
<b>Gross Margin</b>	<b>61.9%</b>	<b>56.4%</b>	<b>552bps</b>	<b>48.4%</b>	<b>1354bps</b>	<b>48.6%</b>	<b>49.2%</b>	<b>-65bps</b>
Employee Benefit Exp.	11.3	13.3	-15%	12.0	-5%	41.0	32.7	25%
Other Expenses	46.2	18.7	147%	38.3	21%	135.9	80	69%
<b>EBITDA</b>	<b>22.1</b>	<b>13.8</b>	<b>60%</b>	<b>22.1</b>	<b>0%</b>	<b>87.6</b>	<b>61.9</b>	<b>41%</b>
<b>EBITDA Margin (%)</b>	<b>17.2%</b>	<b>17.1%</b>	<b>13bps</b>	<b>14.5%</b>	<b>239bps</b>	<b>16.1%</b>	<b>17.4%</b>	<b>-135bps</b>
Depreciation	2.4	2.3	4%	2.4	1%	9.3	8.9	5%
Finance Cost	0.9	1.6	-45%	0.8	16%	2.5	3.6	-29%
PBT	18.8	10.0	89%	19.0	-1%	75.7	49.4	53%
Tax	6.3	0.0	-	2.5	-	14.1	4.3	-
<b>PAT</b>	<b>12.6</b>	<b>10.0</b>	<b>26%</b>	<b>16.5</b>	<b>-24%</b>	<b>61.7</b>	<b>45.1</b>	<b>37%</b>
<b>PAT Margin (%)</b>	<b>9.7%</b>	<b>12.3%</b>	<b>-259bps</b>	<b>10.9%</b>	<b>-111bps</b>	<b>11.2%</b>	<b>12.5%</b>	<b>-129bps</b>
EPS (in Rs.)	1.08	1.0	8%	1.65	-35%	5.28	4.51	17%

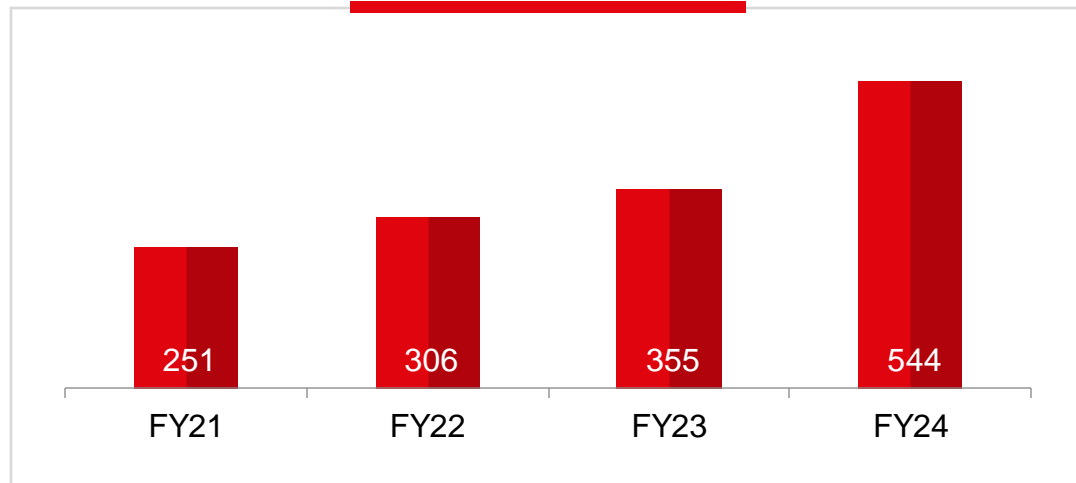
# Balance Sheet

Particulars (Rs. In Mn.)	Mar-24	Mar-23
<b>Equities &amp; Liabilities</b>		
Equity Share Capital	116.8	100.0
Other Equity	162.1	-130.7
<b>Total Shareholder's Funds</b>	<b>279.0</b>	<b>-30.7</b>
<b>Non-Current Liabilities</b>		
Long-term Borrowings	9.7	7.6
Other Financial Liabilities	4.0	3.1
Other Long-term Liabilities	3.5	3.6
<b>Total of Non-current liabilities</b>	<b>17.3</b>	<b>14.3</b>
<b>Current Liabilities</b>		
Short Term Borrowings	0.0	17.3
Trade Payables	57.4	137.2
Other Short Term Liabilities	69.5	63.5
Short Term Provisions	10.2	7.7
Other Current Liabilities	0.7	0.8
<b>Sub-Total -Current Liabilities</b>	<b>137.8</b>	<b>226.5</b>
<b>Total Liabilities</b>	<b>434.1</b>	<b>210.1</b>

Particulars (Rs. In Mn.)	Mar-24	Mar-23
<b>Assets</b>		
<b>Non-Current Assets</b>		
Property, Plant & Equipment	99.4	75.7
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	0.5
Trade Receivable	2.9	1.2
Long Terms Loans & Advances	36.2	37.6
Other Non Current Assets	9.2	12.4
<b>Total Non-Current Financial Assets</b>	<b>48.2</b>	<b>51.7</b>
<b>Total – Non-Current Assets</b>	<b>147.7</b>	<b>127.4</b>
<b>Current Assets</b>		
Inventories	97.3	53.5
<b>Current Financial Assets</b>		
Trade Receivables	47.0	19.9
Cash & Cash Equivalents	5.4	3.0
Short Term Loans & Advances	90.2	0.0
Bank Balance other than Cash & Cash equivalent	37.6	2.8
Other Current Assets	8.9	3.4
<b>Total Current Financial Assets</b>	<b>189.1</b>	<b>29.2</b>
<b>Total Current Assets</b>	<b>286.4</b>	<b>82.7</b>
<b>Total Assets</b>	<b>434.1</b>	<b>210.1</b>

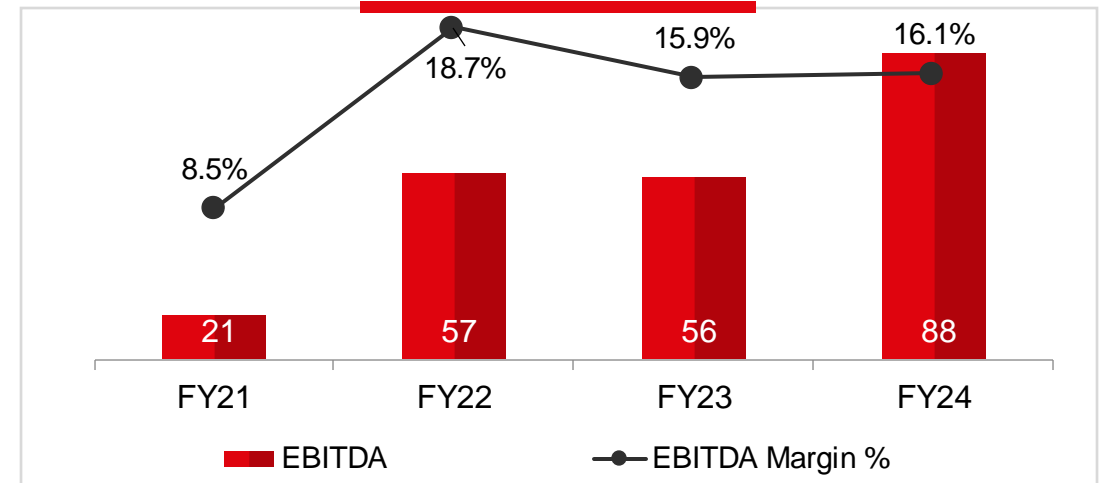
# Yearly Financials - Revenue, EBITDA & Margin, PAT & Margin

Revenue

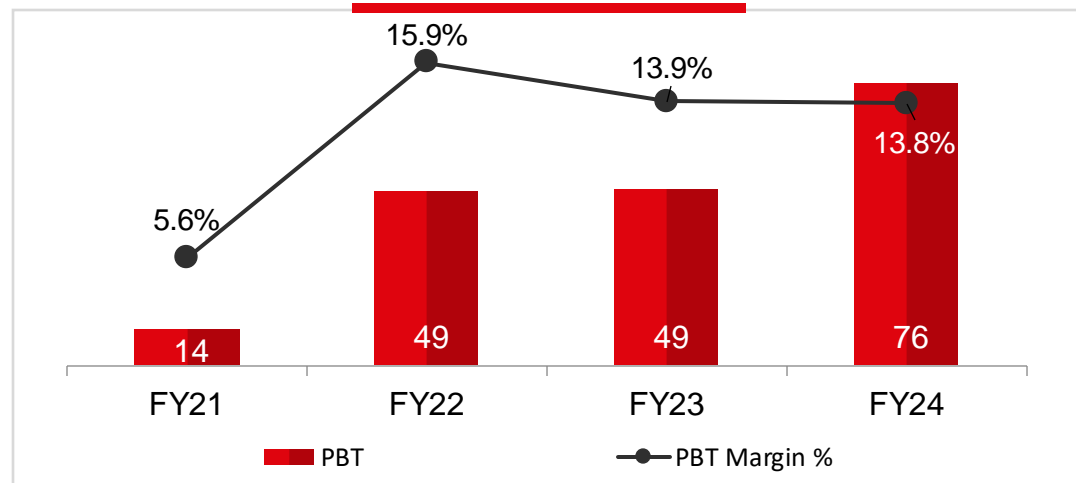


EBIDTA & EBIDTA Margin

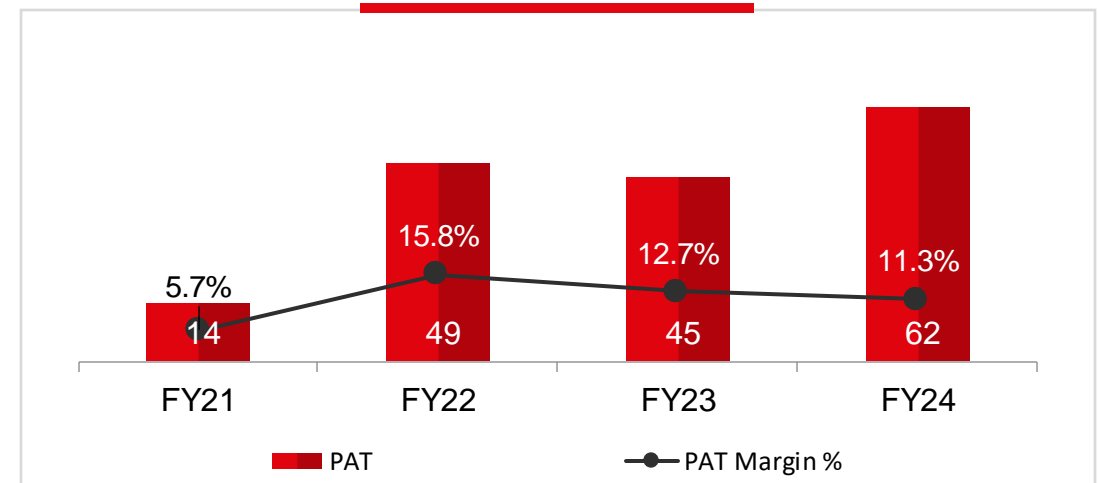
Rs. In Mn.



PBT & PBT Margin



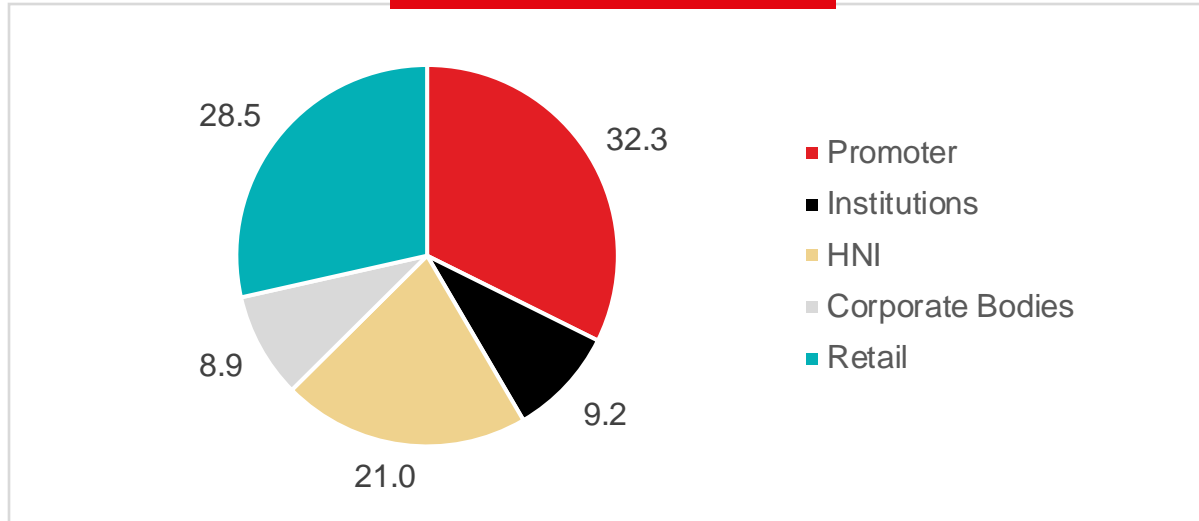
PAT & PAT Margin





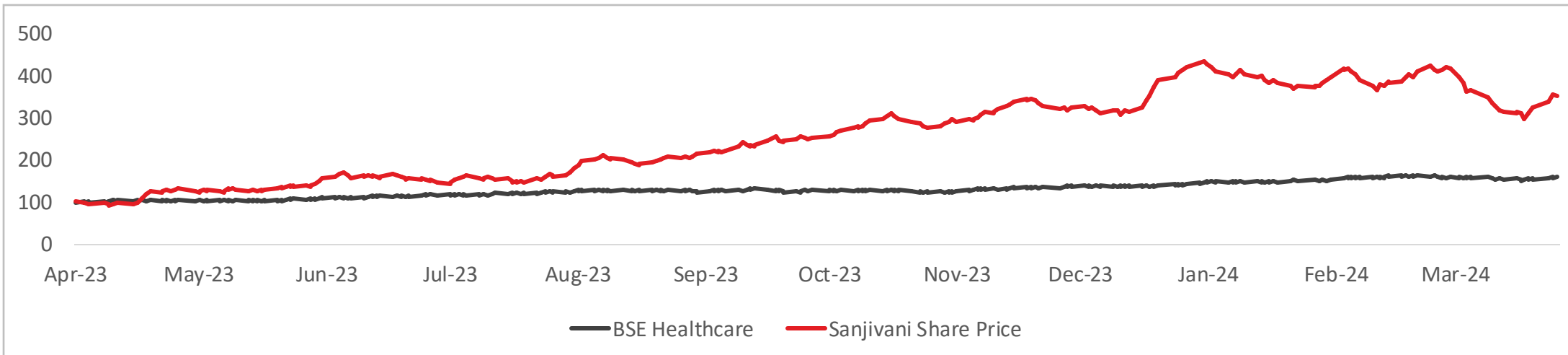


## Shareholding Pattern



## Stock Information (as on 31<sup>st</sup> March 2024)

Market Cap. (in crores)	175
Stock Price	150.05
52 Week (High / Low)	186 / 40.4
BSE – Symbol	531569
Free Float (No. of Shares)	84,51,239
Average Daily Volume (3months) - BSE	15.9k





**Sanjivani Paranteral Limited**

205, P.N.Kothari Industrial Estate, L.B.S.  
Marg Bhandup (W), Mumbai- 400078, India.

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Email: [corporate@sanjivani.co.in](mailto:corporate@sanjivani.co.in)



**Vijay Gyanchandani / Jill Chandrani**

+91 9619438448 / +91 7506023955

Email: [vijay@s-ancial.com](mailto:vijay@s-ancial.com) / [jill@s-ancial.com](mailto:jill@s-ancial.com)

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J.R Boricha Marg, Lower Parel (E) Mumbai - 400011