



Date: August 07, 2024

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

**Sub: Investor Presentation for the Quarter Ended June 30, 2024**

Dear Sir/Madam,

Please find enclosed herewith Revised Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the quarter ended on June 30, 2024.

We are requested to kindly take the same on record.

Thanking You

Yours faithfully,  
For Sanjivani Paranteral Ltd.

Pritesh Jain  
Chief Financial Officer

Encl: As Above



# Sanjivani Paranteral Ltd

Investor Presentation Q1 FY25

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# Q1FY25 Key Financial Highlights

Rs. In Mn.



Revenue from Operations  
**(up 31% Y-o-Y)**

164.4



EBIDTA Margin  
**(down by 173bps)**

14.7%



PAT Margin  
**(down by 189bps)**

10.3%



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

12.8% & 87.2%

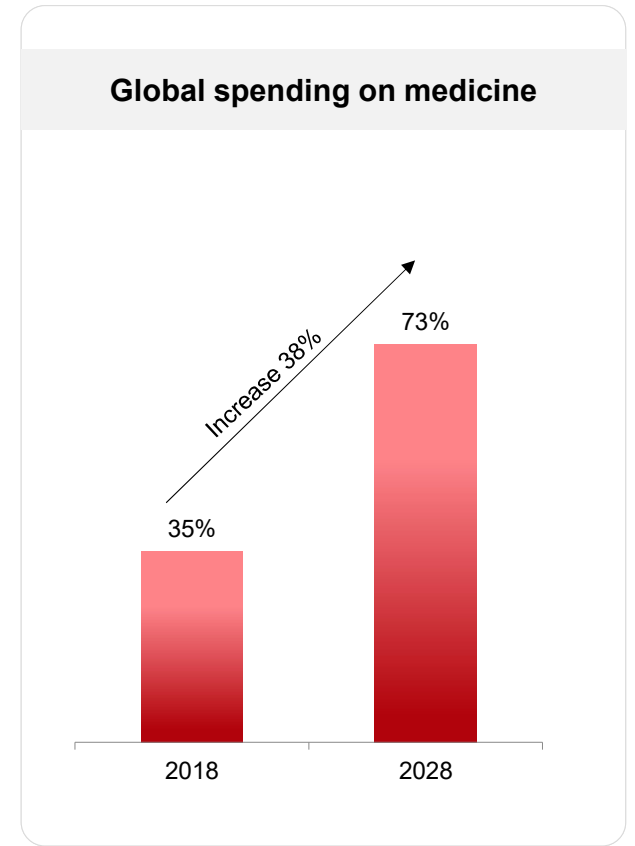
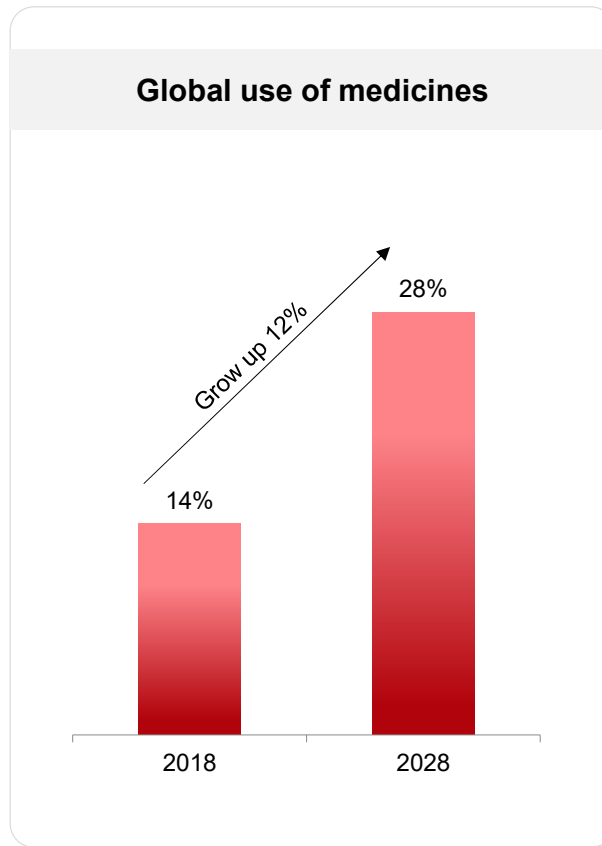
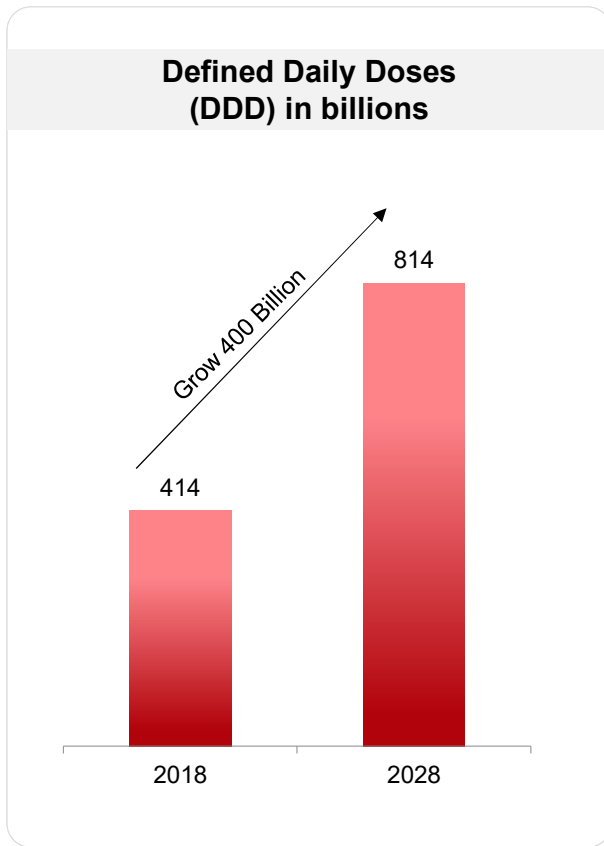
# Market Overview



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

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



Source: IQVIA Institute, Dec 2023.

# ABOUT THE COMPANY





# About Us

**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

- 1. Navi Mumbai Plant
- 2. Listing on BSE April'96

Dehradun  
Plant

Achieved milestone of  
adding 100th product in  
the portfolio

- 1. Entered into a JV with Alevia Healthcare S.R.O in Czech Republic in May 23
- 2. Entered into a JV with Hindustan Antibiotics Ltd in August 23
- 3. Company became debt free

1996

2009

2022

2023

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 fulfillment of complete customer requirement.

### 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

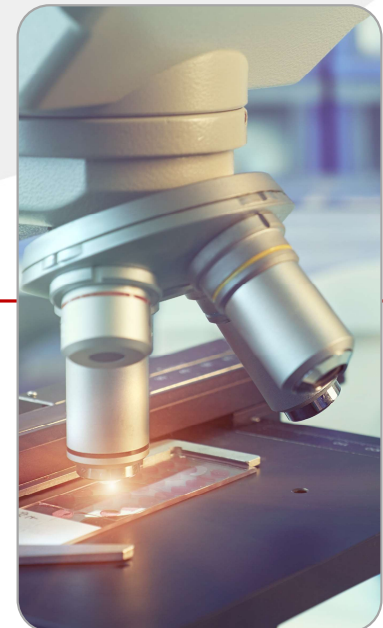


Ms. Monika A. Singhania  
Independent Director



Mr. Pritesh Jain  
Chief Financial Officer

# CDMO KEY CLIENTS



# CDMO Key Clients

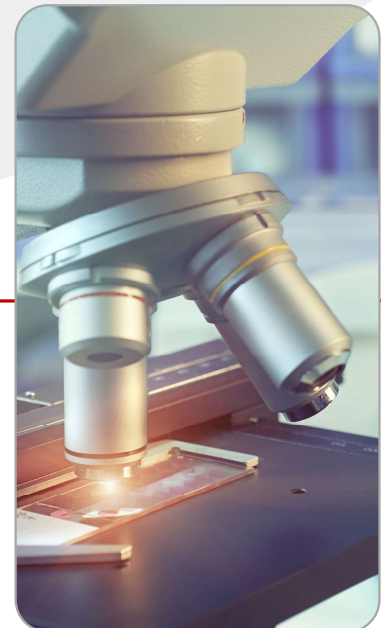
## Injectables



## Oral & Nutraceuticals

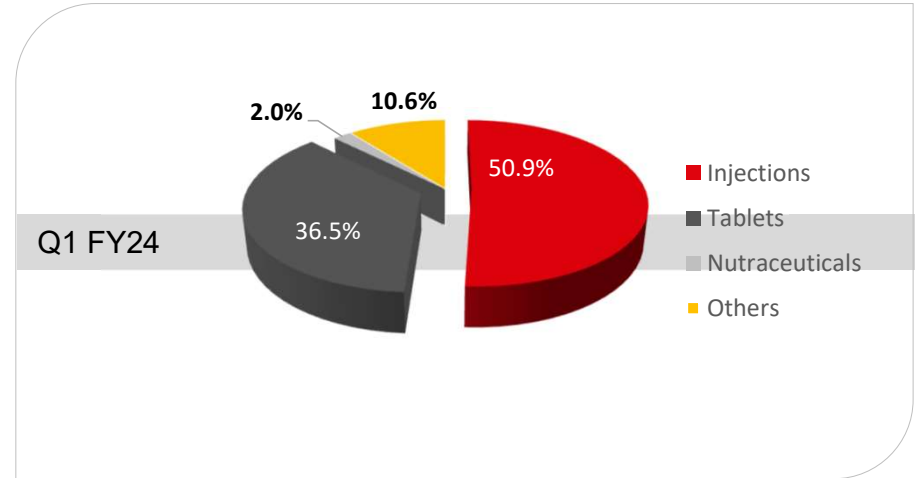
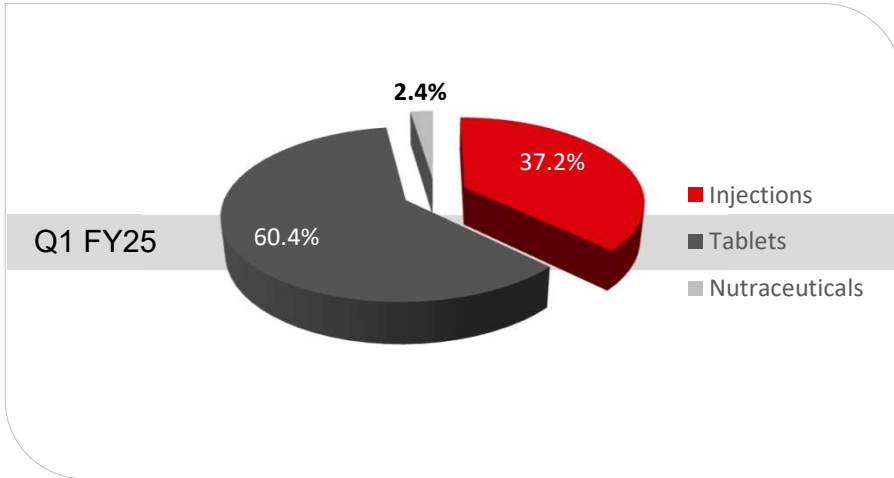


# COMPANY'S SEGMENT & REVENUE MIX

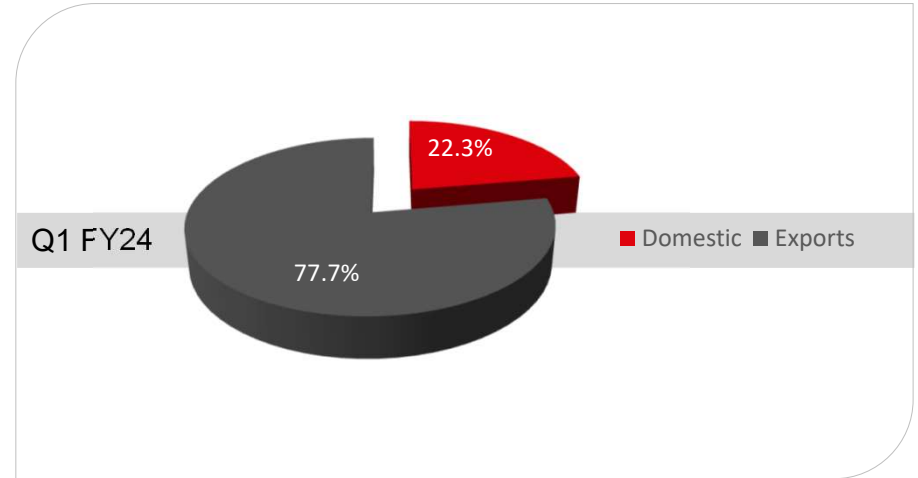
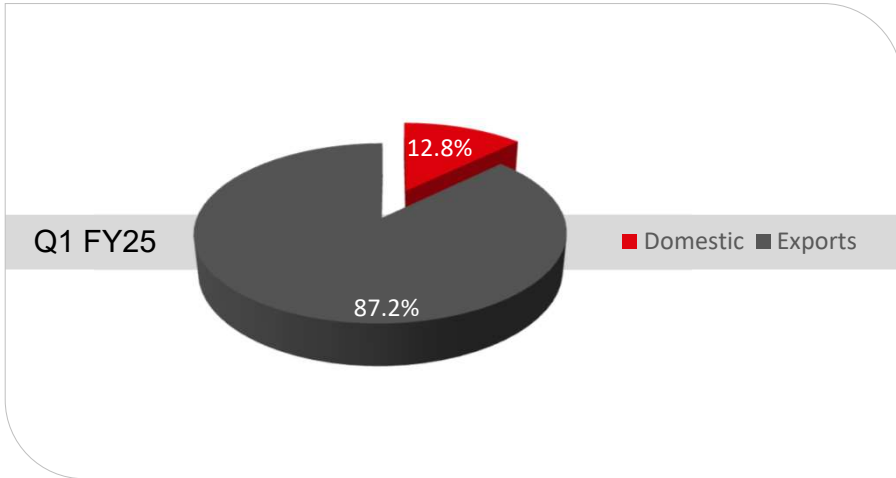




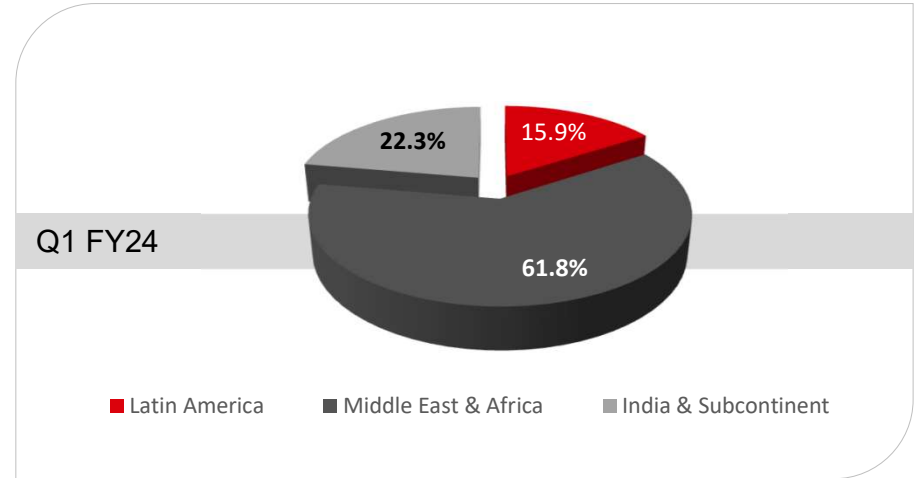
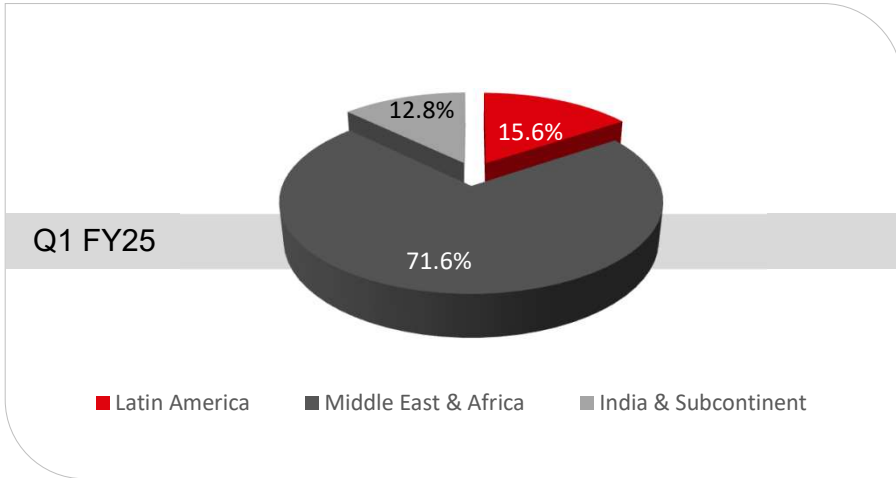
# Product Category Mix (%)



# Geographical Mix (%)



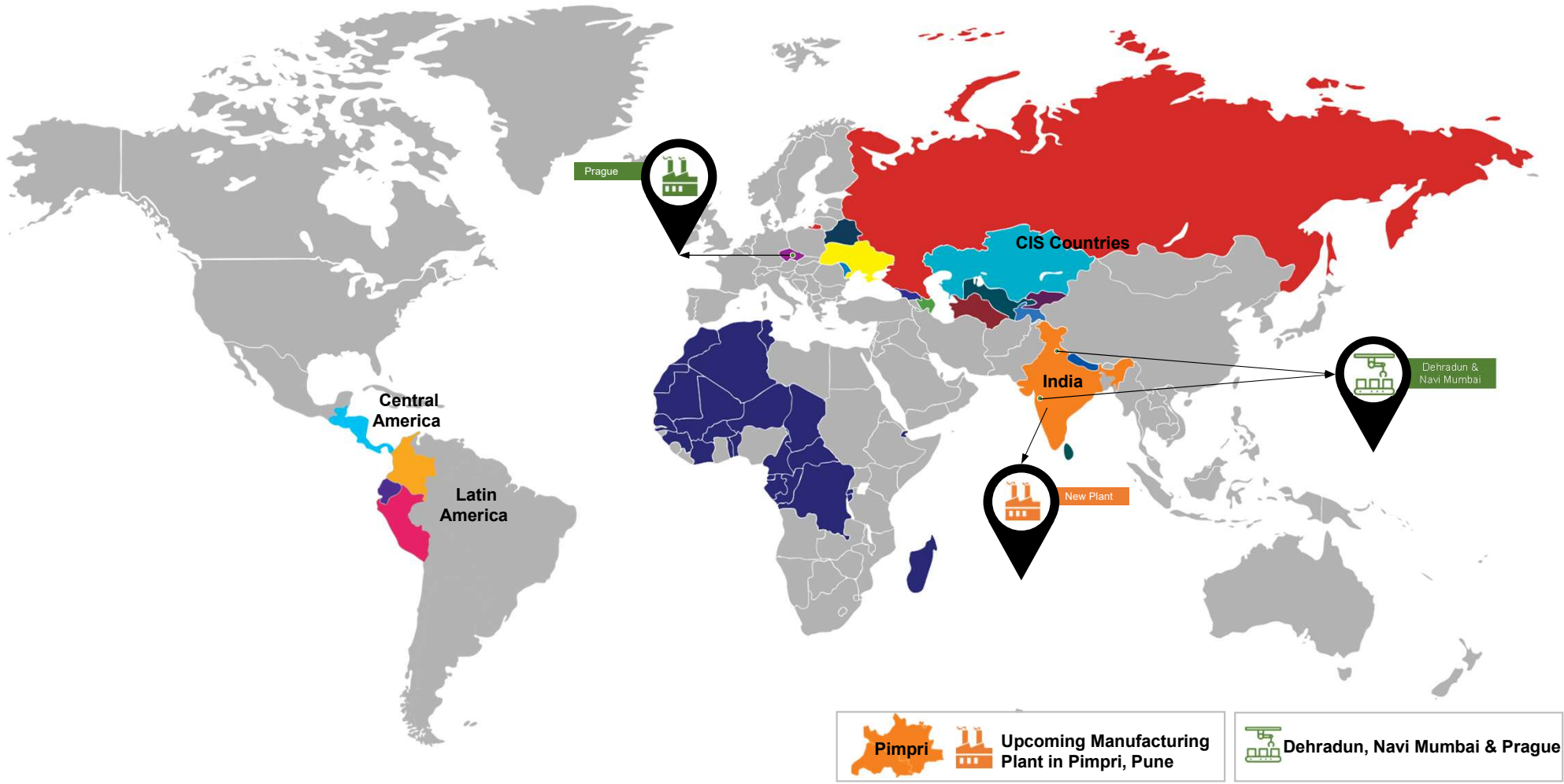
# Region-wise Mix (%)



# GLOBAL FOOTPRINT



# Global Footprint



# PRODUCT PORTFOLIO



# Global Footprint

## 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 & Anti Histaminic



# Global Footprint

## Non-opioid Analgesics



## Antacids



## Antiseptics



## Nsaids



## Corticosteroids



## Diuretics



## Immunosuppressants



## Laxative



## Narcotic



## Hormone



## Topical Corticosteroids



## Anti Anxiety



## Antibiotic



## Antipsychotic



## Anti Viral



## Narcotics

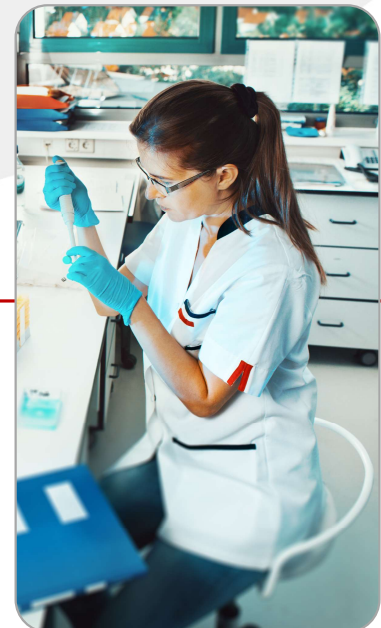


## Anti-Muscle Relaxant





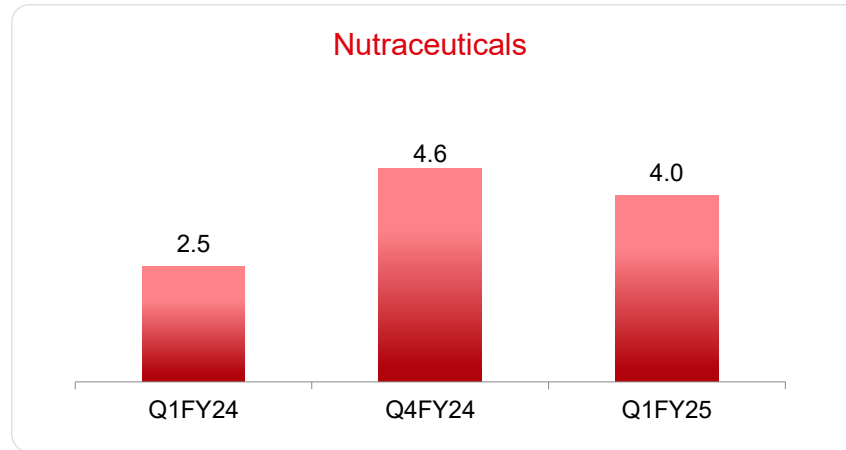
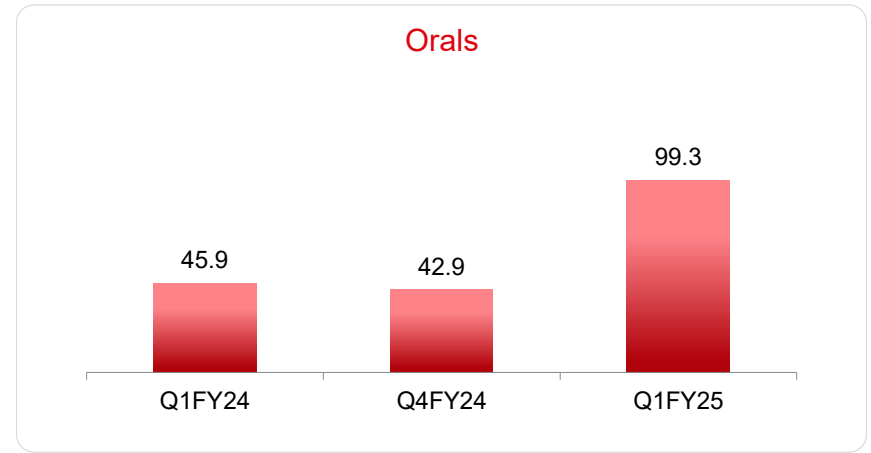
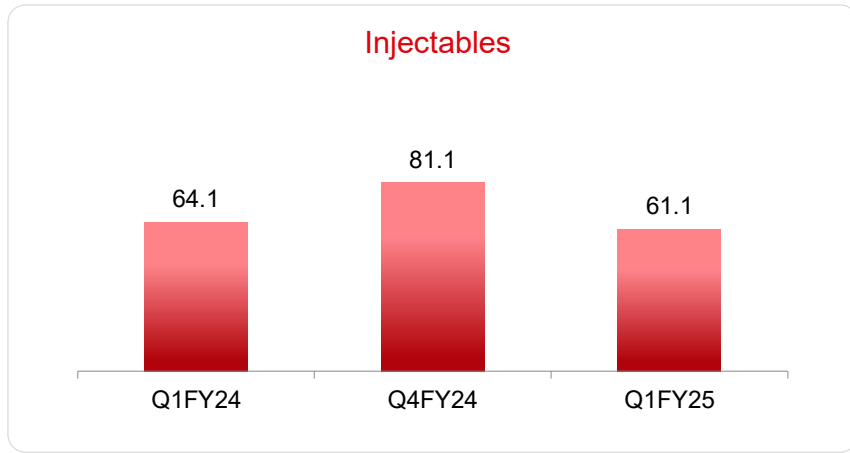
# FINANCIALS



# Segment-wise Revenue

(Injectables, Oral & Nutraceuticals)

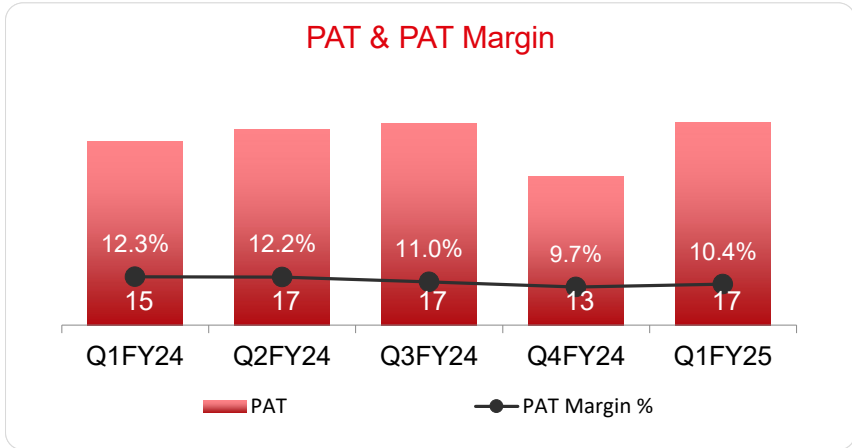
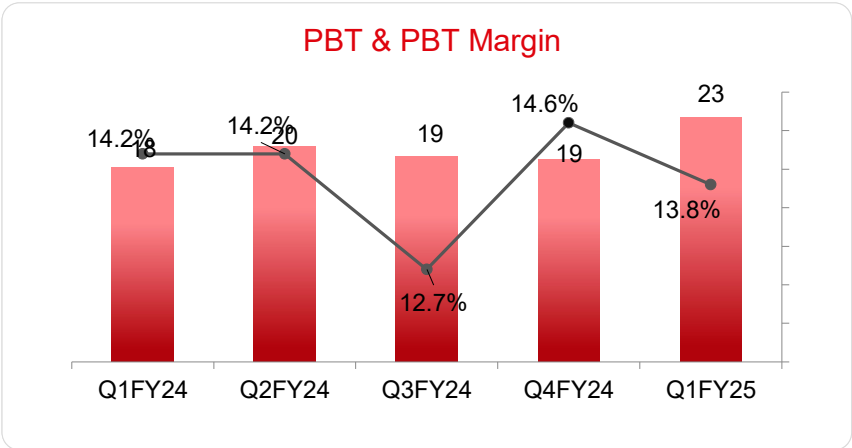
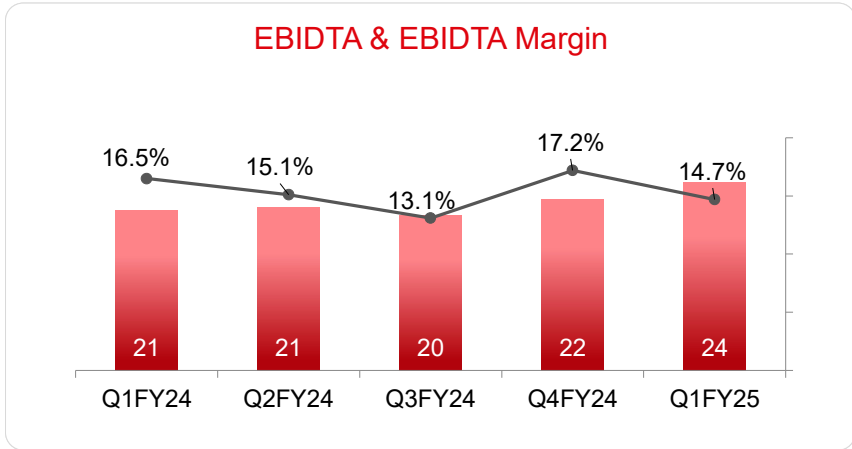
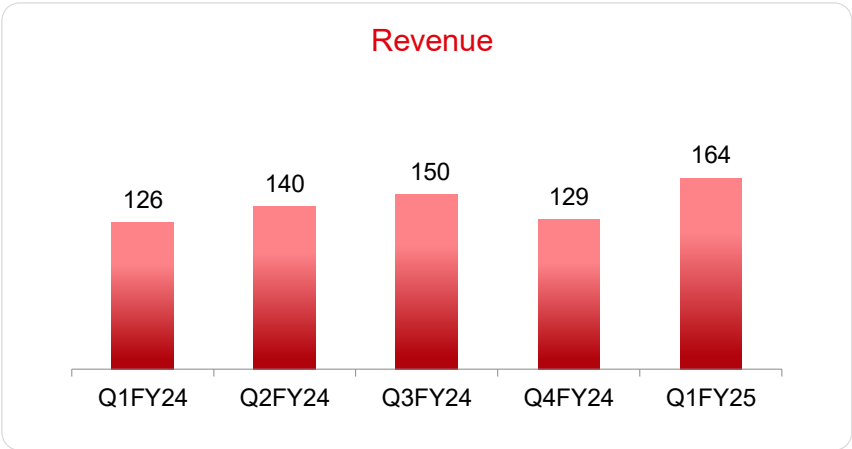
Rs. In Mn.



# Quarterly Financials -

Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.



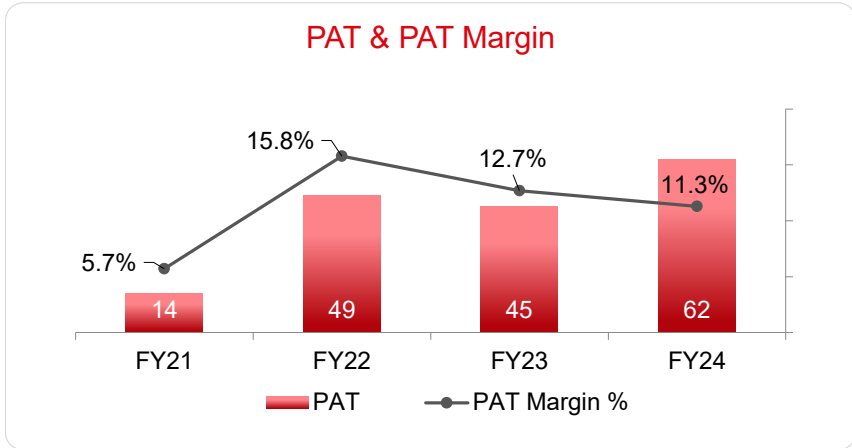
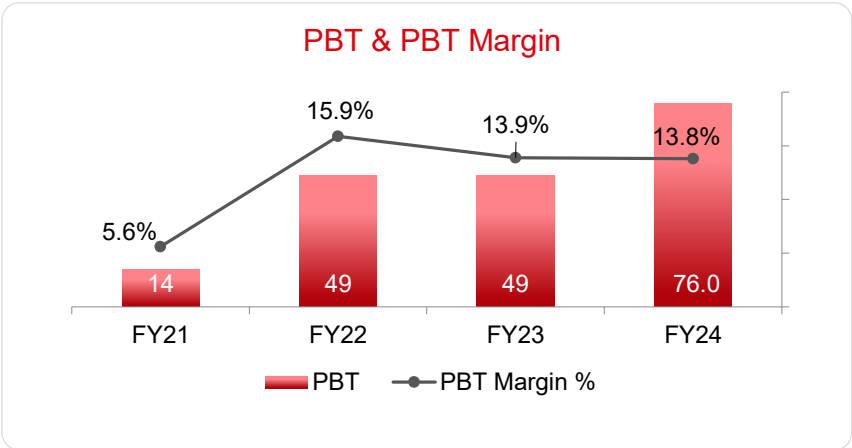
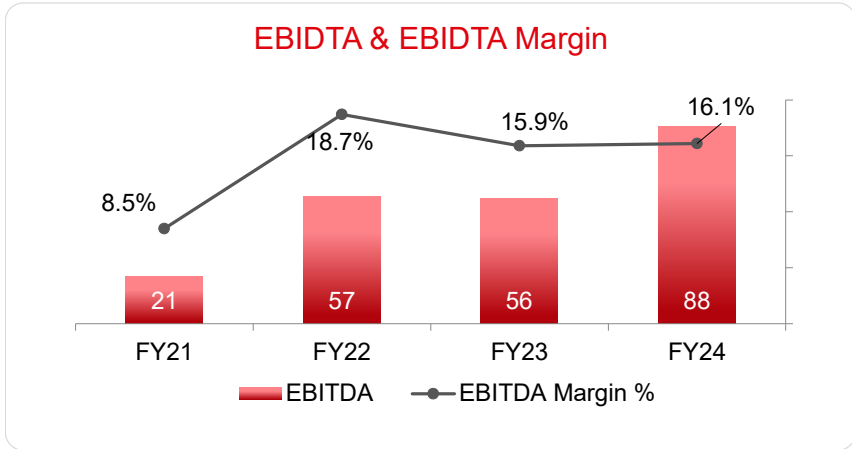
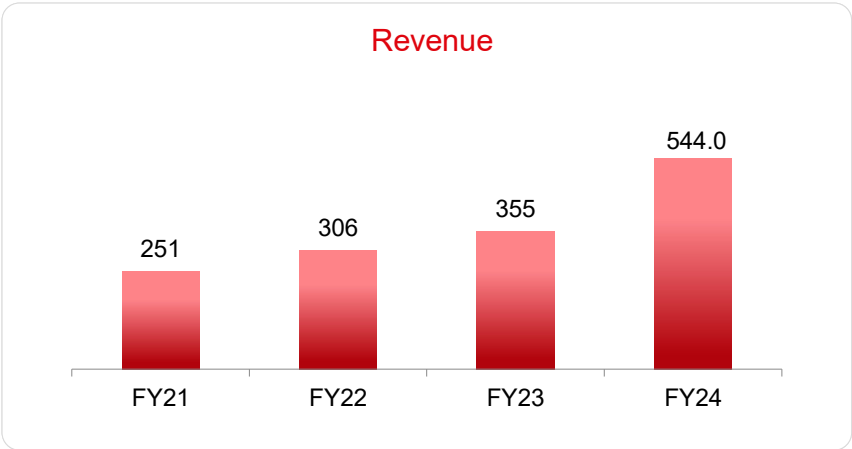
## Q1 FY25 Profit & Loss Statement

Particulars (Rs. In Mn.)	Q1 FY25	Q1 FY24	YoY%	Q4 FY24	QoQ%	FY24
Revenue From Operations	164.4	125.8	31%	128.6	28%	544.1
Other Income	0.9	0.6	42%	0.5	63%	5.2
<b>Total Income</b>	<b>165.2</b>	<b>126.4</b>	<b>31%</b>	<b>129.2</b>	<b>28%</b>	<b>549.3</b>
COGS	102.6	65.9	56%	49.5	107%	284.8
<b>Gross Profit</b>	<b>62.6</b>	<b>60.5</b>	<b>4%</b>	<b>79.7</b>	<b>-21%</b>	<b>264.4</b>
<b>Gross Margin (%)</b>	<b>38.1%</b>	<b>48.1%</b>	<b>NA</b>	<b>61.9%</b>	<b>NA</b>	<b>48.6%</b>
Employee Benefit Exp.	11.3	8.9	26%	11.3	-1%	41.0
Other Expenses	27.1	30.9	-12%	46.2	-41%	135.9
<b>EBITDA</b>	<b>24.2</b>	<b>20.7</b>	<b>17%</b>	<b>22.1</b>	<b>10%</b>	<b>87.6</b>
<b>EBITDA Margin (%)</b>	<b>14.7%</b>	<b>16.5%</b>	<b>-173bps</b>	<b>17.2%</b>	<b>-244bps</b>	<b>16.1%</b>
Depreciation	1.3	2.3	-42%	2.4	-44%	9.3
Finance Cost	0.2	0.4	-63%	0.9	-82%	2.5
PBT	22.7	18.0	26%	18.8	21%	75.7
Tax	5.6	2.5	124%	6.3	-11%	14.1
<b>PAT</b>	<b>17.1</b>	<b>15.5</b>	<b>11%</b>	<b>12.6</b>	<b>36%</b>	<b>61.7</b>
<b>PAT Margin (%)</b>	<b>10.4%</b>	<b>12.3%</b>	<b>-189bps</b>	<b>9.7%</b>	<b>63bps</b>	<b>11.2%</b>
EPS (in Rs.)	1.47	1.55	-5%	1.08	36%	5.28

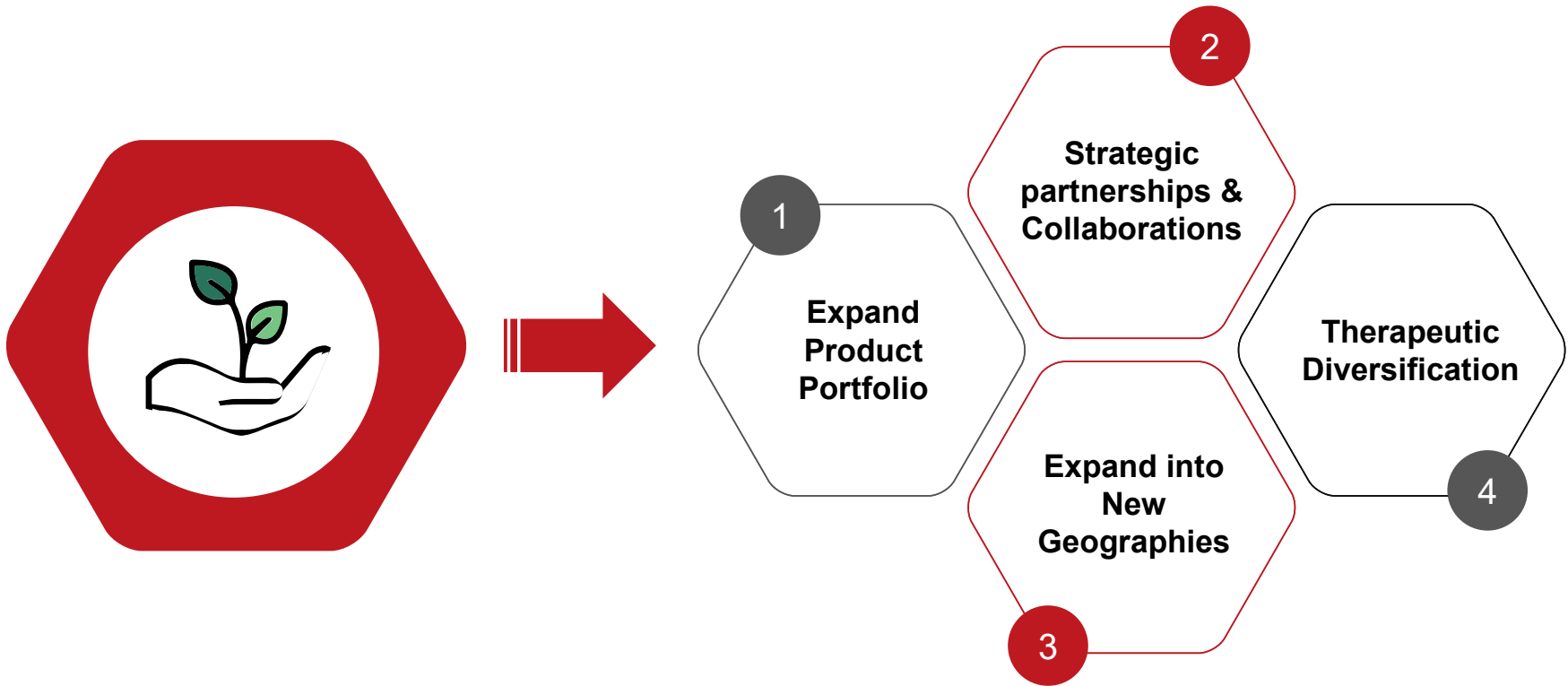
# Yearly Financials -

Revenue, EBITDA & Margin, PAT & Margin

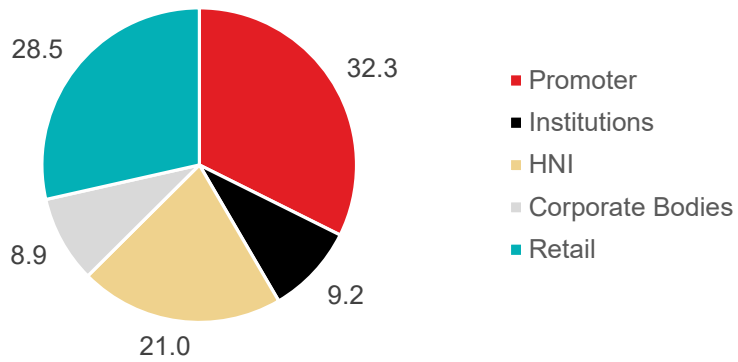
Rs. In Mn.



# Long Term Growth Drivers

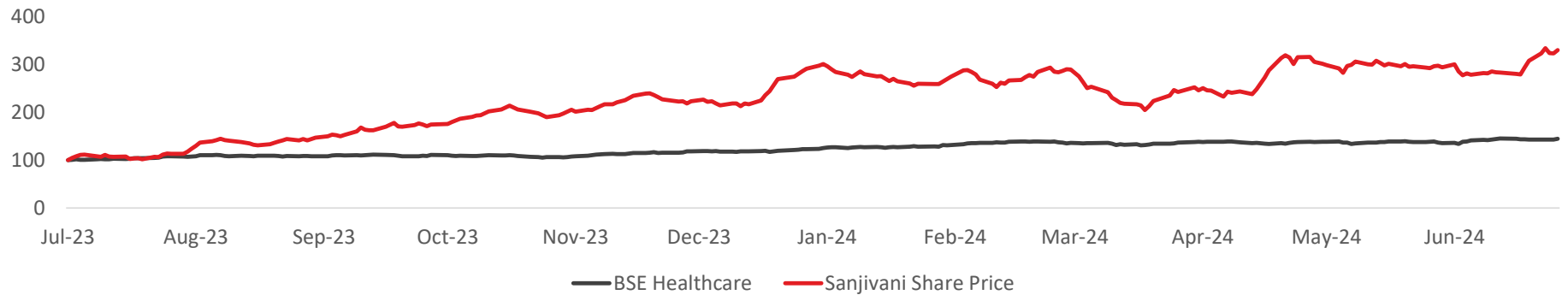


## Shareholding Pattern (Pending)



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

Market Cap. (in crores)	238.1
Stock Price	203.85
52 Week (High / Low)	206.6 / 61.9
BSE – Symbol	531569
Free Float (No. of Shares)	84,51,239
Average Daily Volume (3months) - BSE	23.2k



# THANK YOU



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