

Date: 13.11.2024

To

**Listing Compliance Department  
BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai – 400 001

**Subject: Investor Presentation**

Dear Sir/ Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of presentation made to analysts and investors in connection with unaudited Standalone & Consolidated Financial Results for quarter & half year ended 30<sup>th</sup> September, 2024.

You are requested to take the information on record and oblige.

**Thanking You**

**Yours Faithfully,**

**For Natural Capsules Limited**

**Shilpa Burman  
Company Secretary & Compliance Officer**





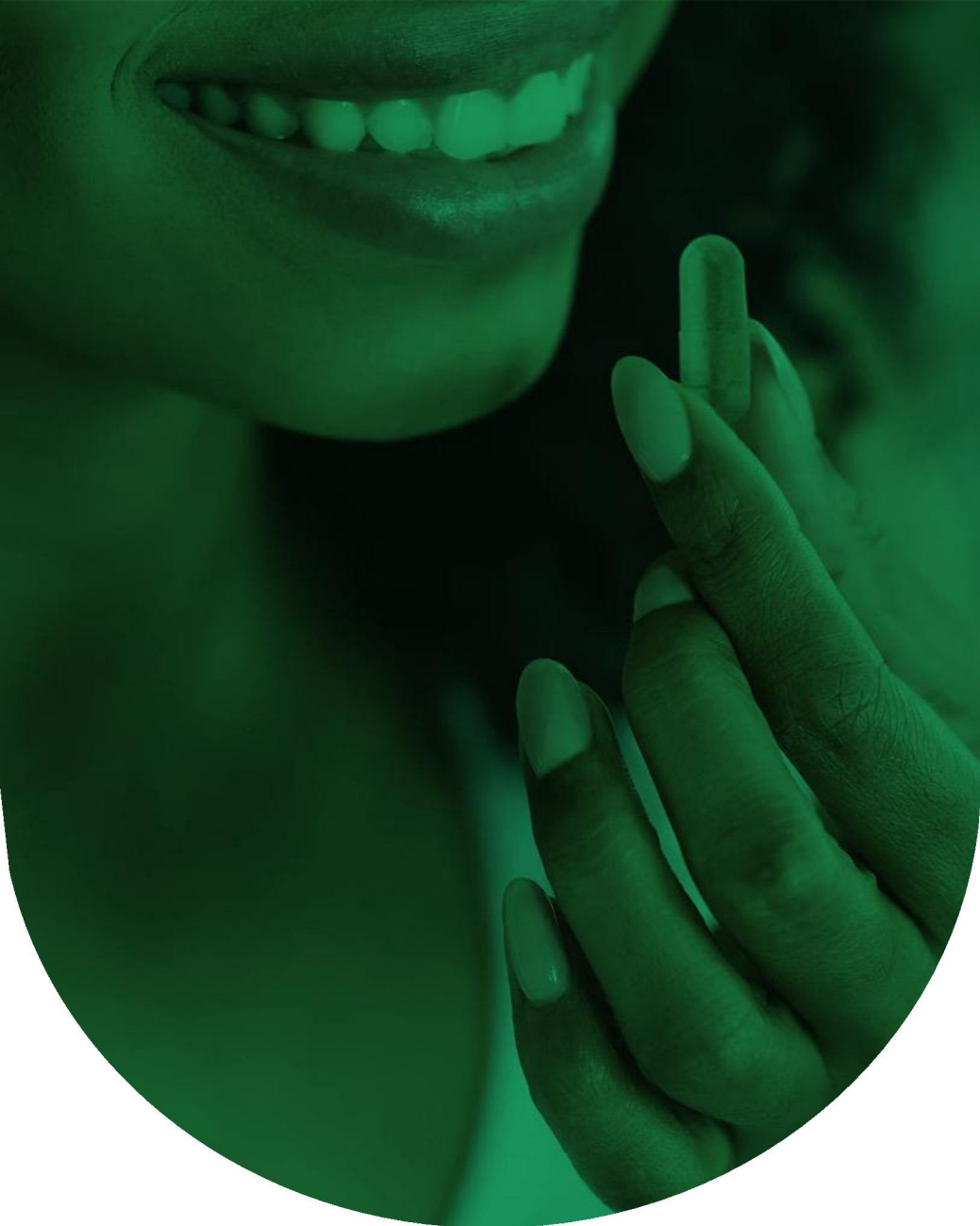
# Investor Presentation

BSE: 524654

NOVEMBER, 2024

# Safe Harbor

Certain statements and opinions with respect to the anticipated future performance of Natural Capsules Limited (NCL) in the presentation (“forward - looking statements”), which reflect various assumptions concerning the strategies, objectives and anticipated results may or may not prove to be correct. Such forward -looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward - looking statements. These include, among other factors, changes in economic, political, regulatory, business or other market conditions. Such forward - looking statements only speak as at the date the presentation is provided to the recipient and NCL is not under any obligation to update or revise such forward - looking statements to reflect new events or circumstances. No representation or warranty (whether express or implied) is given in respect of any information in this presentation or that this presentation is suitable for the recipient’s purposes. The delivery of this presentation does not imply that the information herein is correct as at any time subsequent to the date hereof and Laxmi has no obligation whatsoever to update any of the information or the conclusions contained herein or to correct any inaccuracies which may become apparent subsequent to the date hereof.



# Inside this document

01  
QUARTERLY  
HIGHLIGHTS

02  
COMPANY  
OVERVIEW

03  
BUSINESS  
CANVAS

04  
FINANCIAL  
PERFORMANCE

05  
INVESTMENT  
MERITS

naturalcapsules.com

# Quarterly Highlights

# Quarterly Updates – Q2FY25 (Consolidated)

REVENUES

**41.22 cr**

⬆️ 5.21% Q-o-Q

⬆️ 9.88% Y-o-Y

EBITDA MARGINS

**10.93%**

⬇️ -22 BPS Q-o-Q

⬇️ -273 BPS Y-o-Y

EPS

**₹ (0.60)**

⬇️ -192.31% Q-o-Q

⬇️ -135.93% Y-o-Y

EBITDA

**4.50 cr**

⬆️ 3.10% Q-o-Q

⬇️ -12.08% Y-o-Y

PAT

**(0.61) cr**

⬇️ -201.48% Q-o-Q

⬇️ -139.27% Y-o-Y



# Management Commentary



*We have ordered a new HPMC production line, expected to be operational by February, and anticipate a strong demand for these capsules*

**Sunil Mundra**

MANAGING DIRECTOR  
NATURAL CAPSULES LIMITED



*In Q2FY25, our capsules business demonstrated robust performance, with gross margins expanding due to a favourable product mix. Despite facing increased freight costs and a rise in other expenses, our EBITDA margins remained steady. We have ordered a new HPMC production line, expected to be operational by February, and anticipate a strong demand for these capsules. Given the current high demand for capsules in the industry - where leading players are experiencing lead times of up to 90 days - we anticipate price increases of 2-3% in November and December, which should further aid our bottom line. Additionally, our HPMC capsules are gaining traction as vegetarian alternatives, especially in liquid-fill applications, opening new market channels.*

*In the API segment, we are nearing the final stages of receiving approval from the Pollution Control Board for our production facility in Bangalore. This process has faced delays but is expected to secure final clearance within this quarter. We have submitted samples to 23 pharmaceutical companies and supplied trial batches to 8-9 firms, setting the stage for larger orders once operations commence. We also anticipate receiving WHO Good Manufacturing Practices (GMP) certification within the next 6-8 months. Our advocacy efforts with the Indian government continue as they seek to introduce a minimum import price mechanism to protect our sector from aggressive dumping from foreign players. Furthermore, a new patent focused on bioconversion was filed last quarter, enhancing our intellectual property portfolio.*

*Looking ahead, we remain committed to stabilising profitability in our capsules business while driving growth through expanded HPMC capacities. In the API segment, we are focused on securing operational consent and fostering collaborations with major players. With an improving operating environment and strategic initiatives in place, we are well-positioned for strong performance in the coming year.*

# Profit & Loss Statement Summary (Consolidated)

PARTICULARS (₹ IN CRORES)	Q2FY24	Q1FY24	Q2FY25	Q-o-Q	Y-o-Y	H1FY24	H1FY25	Y-o-Y
Revenue From Operations	37.52	39.18	41.22	5.21%	9.88%	75.21	80.41	6.91%
Other Income	0.35	0.18	0.11	-41.16%	-69.38%	0.52	0.29	-44.28%
<b>Total Income</b>	<b>37.86</b>	<b>39.36</b>	<b>41.33</b>	<b>5.00%</b>	<b>9.16%</b>	<b>75.73</b>	<b>80.70</b>	<b>6.56%</b>
Total Operating Expenses	32.39	34.81	36.72	5.47%	13.36%	64.14	71.54	11.54%
<b>EBITDA</b>	<b>5.12</b>	<b>4.37</b>	<b>4.50</b>	<b>3.10%</b>	<b>-12.08%</b>	<b>11.07</b>	<b>8.87</b>	<b>-19.90%</b>
<b>EBITDA Margins (Excluding OI)</b>	<b>13.66%</b>	<b>11.15%</b>	<b>10.93%</b>	<b>(22 bps)</b>	<b>(273 bps)</b>	<b>14.72%</b>	<b>11.03%</b>	<b>(369 bps)</b>
Depreciation and Amortisation	2.17	2.28	2.35	3.04%	8.29%	4.28	4.63	8.18%
Finance Cost	1.16	1.49	1.65	10.65%	41.70%	2.49	3.13	25.89%
Profit Before Tax and Exceptional Item	2.14	0.78	0.62	-21.28%	-71.21%	4.83	1.40	-71.04%
<b>Profit After Tax</b>	<b>1.56</b>	<b>0.60</b>	<b>-0.61</b>	<b>-201.48%</b>	<b>-139.27%</b>	<b>3.38</b>	<b>-0.01</b>	<b>-100.27%</b>
EPS	1.67	0.65	-0.60	-192.31%	-135.93%	3.62	-0.01	-100.28%



# Summary of Balance Sheet (Consolidated)

<b>PARTICULARS</b> (₹ IN CRORES)	<b>FY24</b>	<b>H1FY25</b>
Total Equity	228.80	258.33
Non Current Liabilities	71.25	67.07
Current Liabilities	76.47	79.25
<b>Total Equity and Liabilities</b>	<b>376.53</b>	<b>404.66</b>
Non Current Assets	252.76	269.72
Current Assets	123.77	134.94
<b>Total Assets</b>	<b>376.53</b>	<b>404.66</b>

# Summary of Cash Flow (Consolidated)

<b>PARTICULARS</b> (₹ IN CRORES)	<b>H1FY24</b>	<b>H1FY25</b>
Cash Flow From Operating Activities	-15.32	12.01
Cash Flow From Investing Activities	-34.03	-20.18
Cash Flow From Financing Activities	49.06	15.36
Net Cash Flow	-0.30	7.19
Cash At The Beginning Of The Period	1.48	2.25
Cash At The End Of The Period	1.18	9.45

naturalcapsules.com

# 02

# Company Overview

A hand is shown holding a white tray filled with numerous small, dark capsules. The background is a solid green color with a large, semi-transparent white number '02' on the left side. The overall image has a green tint.

# Introducing Natural Capsules Limited (NCL)

Natural Capsules Limited (NCL) is a hard capsule shell manufacturer, who pioneered manufacturing of vegetarian capsules in India and is the second largest Indian manufacturer for gelatin capsules. The company was incorporated as a Public Limited Company in 1993 at Bangalore, and it further expanded its operations to Pondicherry in 2003. The company is now foraying into API manufacturing with complex high-end patented technology developed in-house, under its subsidiary company Natural Biogenex Private Limited.

NCL prides itself on its abilities to provide turnkey solutions to all its customers.



## VISION

To become the global leader for supply of capsules, providing impeccable services all across the globe.



## MISSION

- To consistently innovate and manufacture products key to market's and customer's expectation
- To consistently provide highest quality products to its customers across the globe
- To become an integrated enterprise of global distinction

**1994**

Listed on BSE

**275**

Customers

**604**

Team Members

**02**

Manufacturing Units

**18.75 BCPA\***

Capacity in Q4FY24

**36.71%**

Exports Revenue in FY24

\* BCPA – Billion Capsules per Annum

# Our Journey

## 1993- 2014: EARLY SUCCESSES AND A PERIOD OF EXPANSION

### 1993-95

- NCL was incorporated in 1993, and in 1995 the Company started 3 capsule manufacturing lines in Bangalore, with an annual capacity of 1.03 BCPA.

### 2001

- Soon after, in 2001, NCL became the first Indian company to manufacture vegetarian capsules in India.

### 2003

- 2003 was an important landmark, since NCL acquired another unit with 2 lines at Pondicherry, through a DRT auction. The annual capacity of this unit was 770 MCPA.

### 2004

- The coming decade witnessed a series of capacity expansions.

### 2005-07

- In 2005-2007, NCL acquired 5 lines (with an annual capacity of 1.80 BCPA) from IPCL Godhra and installed it in Pondicherry.

### 2009-12

- In 2009-2012, NCL acquired 9 lines (with an annual capacity of 3.24 BCPA) from Qualicaps, Canada and installed it in Pondicherry.
- In 2011, NCL upgraded one line and increased its capacity from 1 MCPD to 1.5 MCPD

### 2012-14

- In 2012-14, NCL upgraded 3 more lines to increase the capacity of each of these lines, from 1 MCPD to 1.5 MCPD. The annual installed capacity stood at 7.1 BCPD.

\* BCPA – Billion Capsules per Annum | MCPD – Million Capsules per Day

# Our Journey (contd.)

## 2015 – 2018: THE HURDLES WE FACED ON THE WAY

### 2015 – 18

- Fall in oil and commodity prices led to economic slowdown in African countries and caused a decline in export of pharmaceutical products and capsules from India. This led to a drop in demand for our products, which were selling well in Africa earlier. The selling prices gradually decreased as well, leading to drop in margins over a period of 3 years (FY16-FY18). NCL's strategy of focusing on exports proved to be counterproductive, during this period.
- NCL was quick to refocus on domestic markets, but soon demonetization and the implementation of GST in India caused disruption in the domestic pharmaceuticals industry, which led to bouts of severe drop in demand.

## 2019 ONWARD: THE BEGINNING OF A NEW AND IMPROVED NCL

### 2019 ONWARD

- 2019 onward NCL witnessed an increase in demand in both domestic and export markets, which led to improvement in margins.
- NCL also upgraded one of its capsule manufacturing lines to produce 2.5 MCPD (from its earlier capacity of 1.0 MCPD).
- The company's continued focus on R&D, in collaboration with other partners, led it to invent a new generation of capsule manufacturing technology as well.
- NCL replaced one of its old machines at Bangalore and installed its first new generation machine producing 4.8-5.0 MCPD (instead of the earlier capacity of 1 MCPD). The new generation machines are the fastest machines to manufacture capsules globally.

## GOING FORWARD

Installed capacity as at Q4FY24 stands at **18.75 BCPA**

Two new HPMC lines machines to be commissioned in **FY25** which will further enhance the installed capacity

\* Adjusted capacity for three HPMC lines

# Product Offerings

Natural Capsules Limited manufactures a vast array capsules, including vegetarian capsules which they have pioneered in India.

The company is now foraying into API manufacturing with complex high-end patented technology developed in-house, under its subsidiary company Natural Biogenex Private Limited.



## CAPSULES

---

- Hard Gelatin Capsules shells
- Hard Cellulose Capsules shells
- Others
  - Special Characteristic Variants
  - Shiny Capsules
  - Sweet Capsules
  - Fast Release Capsules
  - Regulatory Variants
  - SLS free Capsules
  - Preservative free Cpasules
  - TSE free Capsules



## APIs

---

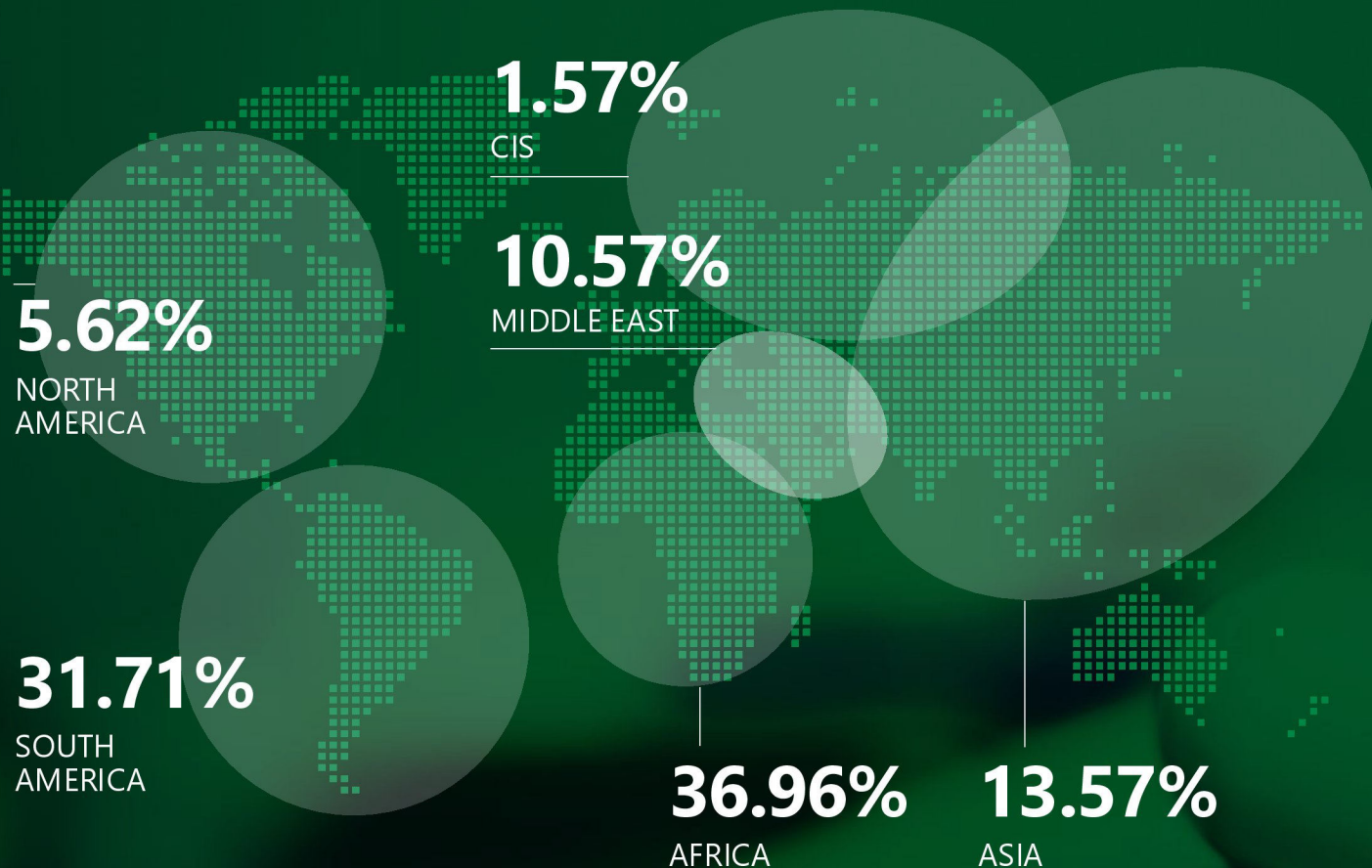
Key steroidal API products

- Prednisolone & Derivative Salts
- Betamethasone & Derivative Salts
- Dexamethasone & Derivative Salts
- Hydrocortisone & Derivative Salts

# Global Presence

Natural Capsules exports to 28 countries across 5 continents, bringing in sizable revenue from its export.

## % OF EXPORT SALES



### AFRICA

- Ghana
- Kenya
- Nigeria
- South Africa
- Tunisia
- Uganda
- Zimbabwe

### ASIA

- Bangladesh
- Hongkong
- Nepal
- Oman
- Phillipines
- Sri Lanka
- Syria
- Lebanon

### CIS

- Georgia
- Uzbekistan
- Turkey
- Russian Federation

### MIDDLE EAST

- Iran
- Iraq
- Kuwait

### SOUTH AMERICA

- Brazil
- Venezuela

### NORTH AMERICA

- Canada
- Mexico
- USA
- Guatemala



# Serving Leading Brands

With over 3 decades of experience in the pharma sector, NCL has garnered excellent relationship with customers across 28 countries. The company is now focused on acquiring customers who deal with regulated markets.

CUSTOMERS FOR  
MORE THAN 10 YEARS

**24% of total customers**

REPEAT BUSINESS  
DURING FY24

**89% of total turnover**

CUSTOMERS FOR  
MORE THAN 5 YEARS

**44% of total customers**

NEW BUSINESS DURING FY24

**11% of total turnover**

## MARQUEE CUSTOMERS



# Board of Directors



**Mr. Laxminarayan Mundra**  
WHOLE TIME DIRECTOR



**Mr. Satyanarayana Mundra**  
WHOLE TIME DIRECTOR



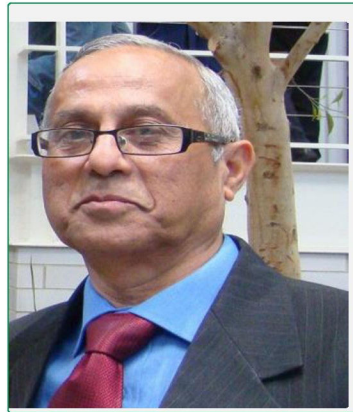
**Mr. Sushil Kumar Mundra**  
DIRECTOR



**Mr. Sunil Mundra**  
MANAGING DIRECTOR



**Mr. Pramod Kasat**  
INDEPENDENT DIRECTOR



**Mr. T Y Prabhu**  
CHAIRMAN & INDEPENDENT  
DIRECTOR



**Mr. S G Belapure**  
INDEPENDENT DIRECTOR



**Mrs. Jyothi Mundra**  
DIRECTOR

naturalcapsules.com

# Business Canvas

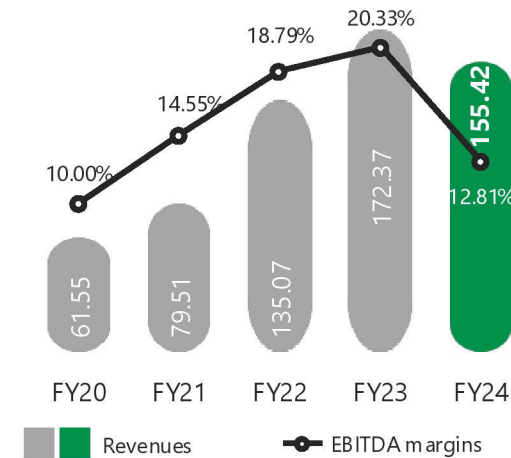
# Capsules Segment



With almost three decades of experience in the industry, Natural Capsules Limited is a leading manufacturer of hard capsules in India, its products are exported to regulated and unregulated markets across the globe, following stringent applicable rules and regulations.

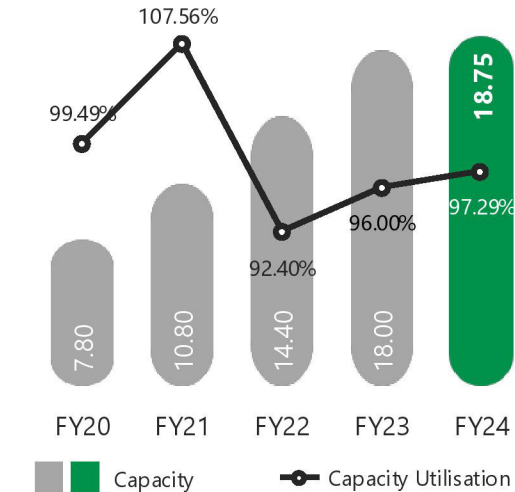
## REVENUES & EBITDA MARGINS

(IN ₹ CRORE & %)



## CAPACITY & CAPACITY UTILISATIONS

(IN BCPA & %)



## MANUFACTURING FACILITIES APPROVED BY



**2<sup>nd</sup> largest**

Indian manufacturer of gelatin capsule

**2 manufacturing**

Facilities at Bengaluru and Pondicherry

**18.75 BCPA**

Capsules per annum manufacturing capacity as at Q4FY24

**1<sup>st</sup> manufacturer**

Of vegetarian capsules in India

# Enhancing Capacities

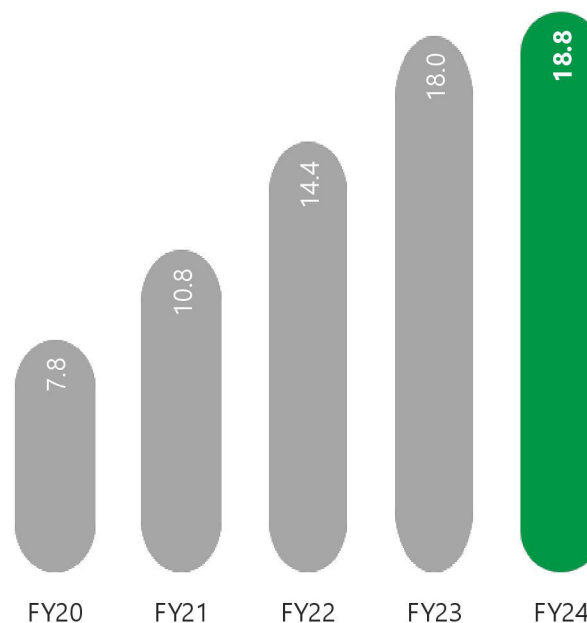


- New machines developed in **technical collaboration DBDS Robotics Private Limited**
- The new machines installed are the **fastest available machine** to manufacture hard capsules

Natural Capsules Limited has undergone recent CAPEX, to support its existing manufacturing capacity and to enable the company to capture market share in regulated markets.

## CAPSULES MANUFACTURING CAPACITY

(IN BILLIONS)



The ability to deliver faster will help Company to **attract large volume customers** and yield better margins by optimizing manufacturing cost per unit

**₹ 38 Crores** of capital expenditure incurred for enhancing capacities over the last few years

**Brownfield capex** by adding new machines at Bengaluru facility

**Project funded through a mix of debt and equity**

- ₹ 18 Crores bank borrowings &
- ₹ 20 Crores from internal accruals

**~3x asset turns** from incremental capacities at optimum capacity utilisation

**FY25 expected commercialisation** of all incremental capacities of HPMC lines

Incremental capacities will be targeted towards **large volume pharmaceutical customers and new export markets**

# API Segment



Natural Capsules Limited is now foraying into the API business segment through its subsidiary - Natural Biogenex Private Limited (NBPL) incorporated in 2020. The APIs that will be manufactured are,Hydrocortisone, Prednisolone, Betamethasone and Dexamethasone and their derivatives.

## KEY DEVELOPMENTS

AUG 2018	JUL 2019	OCT 2019	AUG 2020	FEB 2021	MARCH 2024
					Capex has been completed. Awaiting consent for operation for starting commercial production
				Awarded Three PLI applications for Dexamethasone, Betamethasone and Prednisolone.	
			<ul style="list-style-type: none"> <li>Achieved process improvements over existing knowhow in respect of effluent and de-foaming agents.</li> <li>Obtained Test Drug Licenses for Steroidal APIs.</li> </ul>		
	<ul style="list-style-type: none"> <li>Achieved lab scale production of hydro cortisone from 9OHAD.</li> <li>Started second fermentation for manufacture of Prednisolone.</li> </ul>	<ul style="list-style-type: none"> <li>Filed patent for innovative process for manufacture of 9OHAD</li> </ul>			
Started R&D center to validate fermentation and synthesis technology to manufacture steroidal APIs using unique microbe.					

**Greenfield Capex** at Tumkur, spread across 5 acres

**1<sup>st</sup> integrated facility** in India for manufacturing of Steroidal API's using fermentation and synthesis chain of reactions

**Facilities are being set up in compliance with WHO GMP (Geneva), USFDA and EU GMP certification guidelines**

**Zero Liquid Discharge** manufacturing facility

**3 approvals for steroidal API's under the PLI scheme of Government of India for bulk drugs**

# API Segment (contd.)

THE FOLLOWING PRODUCTS AND CAPACITIES HAVE BEEN APPROVED UNDER THE PLI SCHEME

## DEXAMETHASONE

**10 MT**

Planned Capacity

**24 MT**

Imports to India in FY24  
worth ~ ₹106 crores

- NCL will be the **only manufacturer** of this product in India

## BETAMETHASONE

**12 MT**

Planned Capacity

**45 MT**

Imports to India in FY24  
worth ~ ₹217 crores

- NCL will be the **only manufacturer** of this product in India

## PREDNISOLONE

**15 MT**

Planned Capacity

**74 MT**

Imports to India in FY24  
worth ~ ₹290 crores

- NCL will be **one of the two manufacturers** of this product in India

Efforts will be focused on catering to the domestic demand by substituting the imported inputs.

# Production Linked Incentive (PLI) Scheme

With a view to attain self-reliance and reduce import dependence in critical APIs, a scheme called "Production Linked Incentive (PLI) Scheme for promotion of domestic manufacturing of critical Key Starting Materials (KSMs)/ Drug Intermediates (DIs) and active Pharmaceutical Ingredients (APIs) In India" has been approved by the Government of India on 20<sup>th</sup> March, 2020.



- The scheme intends to boost domestic manufacturing of identified KSMs, Drug Intermediates and APIs by attracting large investments in the sector and thereby reduce India's import dependence in critical APIs.



- A committee on drug security constituted by the Department of Pharmaceuticals collated the details of APIs imported in the country and identified 53 APIs for which the country is heavily dependent on imports.



- The scheme categorises four target segments covering 41 products.
- The 3 products to be manufactured by NCL fall under the 2<sup>nd</sup> category of Fermentation based niche KSMs/ Drug Intermediates / APIs



- Financial incentive under the scheme shall be provided on sales of identified products for six (06) years:
- For fermentation-based products, incentive for FY25 to FY28 would be 20%, incentive for 29 would be 15% and incentive for FY30 would be 10%.



The Company expects to receive an incentive amounting to

**~ ₹67 Crores**

**over**

the course of 6 years, which effectively de-risks the Company's investments significantly



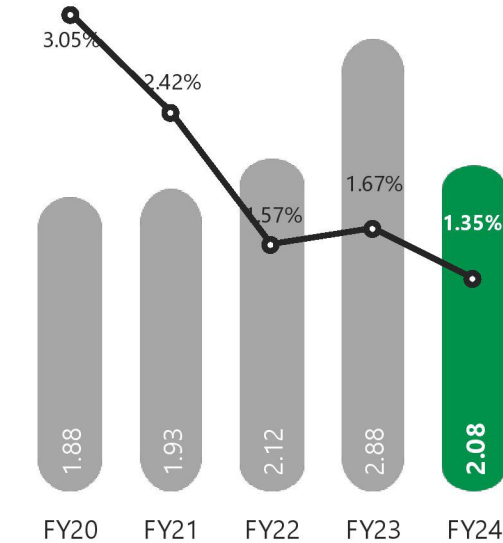
# Focus on R&D



NCL strongly believes in investing in R&D, to stay ahead of its peers and to consistently innovate. The Company's recent entry into the API business is a testament to its firm belief in R&D.

## R&D SPENDS & R&D AS A % OF REVENUE

(IN ₹ CRORE & %)



 R&D spends       R&D as a % of revenue

## KEY AREAS OF RESEARCH

-  • New product development for steroidal and hormonal range of API's
-  • Process improvements for enhancing yields
-  • Development of new process for manufacturing existing products

## 2 DSIR

Recognised state of the art R&D facilities

## 52

Team members focusing on product innovations and product yield efficiencies

## 4 patent

**Granted, 1 patent under approval, 3 patent under filing** - as a result of strong innovation in technology and manufacturing processes

## Team

Is qualified and experienced in scaling up steroidal APIs to commercial scale

## ESOPs

have been issued to senior members of R&D team to align the long-term interests

naturalcapsules.com

04

# Financial Performance

# Profit & Loss Statement Summary (Consolidated)

<b>PARTICULARS</b> (₹ IN CRORES)	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>
<b>Revenue from Operations</b>	<b>61.55</b>	<b>79.51</b>	<b>135.07</b>	<b>172.37</b>	<b>155.42</b>
Other Income	0.95	0.73	1.01	0.57	1.94
<b>Total Income</b>	<b>62.50</b>	<b>80.24</b>	<b>136.08</b>	<b>172.94</b>	<b>157.36</b>
Total Operating Expenses	56.25	68.58	109.69	137.33	135.51
<b>EBITDA (excl. Other Income)</b>	<b>6.25</b>	<b>10.93</b>	<b>25.38</b>	<b>35.04</b>	<b>19.91</b>
EBITDA Margins	10.00%	13.75%	18.79%	20.33%	12.81%
Interest Cost	0.77	0.37	1.96	3.41	5.13
Depreciation	4.12	4.31	5.04	7.21	8.67
<b>Profit Before Tax (excl. Exceptional Items)</b>	<b>1.37</b>	<b>6.98</b>	<b>19.39</b>	<b>24.99</b>	<b>8.05</b>
Profit After Tax	0.86	6.91	13.91	18.45	5.55
<b>EPS</b>	<b>1.41</b>	<b>10.99</b>	<b>19.56</b>	<b>19.82</b>	<b>6.23</b>

# Balance Sheet Summary (Consolidated)

<b>PARTICULARS</b> (₹ IN CRORES)	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>
<b>Total Equity (Networth)</b>	<b>55.62</b>	<b>62.10</b>	<b>82.98</b>	<b>148.25</b>	<b>228.80</b>
Non-Current Liabilities	1.08	1.55	34.85	73.57	71.25
Current Liabilities	17.98	33.30	46.45	66.89	76.47
<b>Total Equity and Liability</b>	<b>74.68</b>	<b>97.05</b>	<b>164.28</b>	<b>288.71</b>	<b>376.53</b>
Non-Current Assets	36.98	47.35	88.70	187.25	252.76
Current Assets	37.70	49.69	75.58	101.45	123.77
<b>Total Assets</b>	<b>74.68</b>	<b>97.04</b>	<b>164.28</b>	<b>288.71</b>	<b>376.53</b>

# Cash Flow Statement Summary (Consolidated)

<b>PARTICULARS</b> (₹ IN CRORES)	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>
<b>Cash Flow from Operating Activities</b>	<b>6.90</b>	<b>5.78</b>	<b>1.16</b>	<b>17.22</b>	<b>(8.35)</b>
Cash Flow from Investing Activities	(5.74)	(8.54)	(45.88)	(104.63)	(72.59)
Cash Flow from Financing Activities	(1.18)	2.52	46.02	87.49	81.72
Net increase/(decrease) in cash and cash equivalents	(0.02)	(0.24)	1.30	0.08	0.78
<b>Cash and cash equivalents at beginning of the year</b>	<b>0.05</b>	<b>0.33</b>	<b>0.10</b>	<b>1.40</b>	<b>1.48</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>0.33</b>	<b>0.10</b>	<b>1.40</b>	<b>1.48</b>	<b>2.25</b>

naturalcapsules.com

05

# Investment Merits



# Growth Drivers



Capacity enhancement with **state-of-the-art machinery** in capsules division, enabling operational efficiencies and driving profitability



Being the **only backward integrated manufacturer of steroidal APIs in India**, the Company plans to gain significant market share domestically



**Exploring opportunities** to set up capsules manufacturing facilities in foreign/domestic markets to ensure quick supply to customers



The Company will benefit from strong industry tailwinds on the back of the China Plus One strategy. This will further be amplified by robust government incentives (PLI scheme)



Focusing efforts on regulated markets and marquee pharma clients for capsules business, to stabilise its topline and enhance its margins



Strong focus on R&D will lead to the development of new products and processes, It will also enable operational efficiencies by increasing the yields of existing products



Regulatory approvals for the upcoming API facility will enable long term customer association leading to improved margins



# Strategic Priorities

NCL is geared to bring about monumental changes in its approach towards its business. With the ongoing CAPEX, the Company is enabling itself to become the market leader in capsules business and positioning itself as a dominant player in the domestic steroidal API market.



## STRATEGIC PRIORITY

- Positioning the business to reduce margin volatility
- Continue to grow sales of Capsules in regulated markets and expand global presence
- Introduce new variants of capsule products
- Develop new value-added molecules in steroidal and hormonal range of APIs
- Investing in technology and manufacturing processes to attain manufacturing efficiencies and competitive advantage
- API facility approved by regulatory bodies



## ACTIONS TAKEN

- Collaborating with buyers who procure large quantities of capsules on a sustained basis
- Tying up with customers who sell finished formulations in regulated markets
- Sales and marketing team reaching out to new customers in new geographies
- Working on new varieties of capsules
- Strong focus on R&D will enable new products to be developed every 18 months
- Investing in R&D to further improve the output of capsule manufacturing machines
- Facility is being set up and quality management systems are being deployed to ensure compliance to the stringent requirements of the regulatory bodies





naturalcapsules.com

# Thank You

## CONTACT US

### **Natural Capsules Limited**

TRIDENT TOWERS,  
Fourth Floor, No. 23,  
100 Feet Road, Jaynagar II Block,  
Bangalore - 560 011, INDIA

## FOR FURTHER INFORMATION, PLEASE CONTACT

**Mrs. Shilpa Burman**  
COMPANY SECRETARY

Natural Capsules Limited  
company.sec@naturalcapsules.com

**Mr. Abhishek Mehra**  
INVESTOR RELATIONS ADVISOR  
+91 95588 14500

TIL Advisors Private Limited  
abhishek@theinvestmentlab.in