



Zeal & Innovation in Medicine

Ref No.: ZLL/CS/BSE/NSE

Date: 30.08.2024

BSE Limited, Market Operations Dept. P. J. Towers, Dalal Street, Mumbai- 400 001 Company Code- 541400	National Stock Exchange of India Limited Listing Compliance Department Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051 (Symbol - ZIMLAB)
---	---

Dear Sir/Madam,

**Sub: Investor Presentation – August, 2024**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed Investor Presentation – August, 2024.

Kindly take the intimation on record.

Thanking you,

Yours faithfully,

For ZIM LABORATORIES LIMITED

(Piyush Nikhade)  
Company Secretary and Compliance Officer  
Membership No. A38972

Encl : As above.

**ZIM LABORATORIES LIMITED**

[www.zimlab.in](http://www.zimlab.in) | [info@zimlab.in](mailto:info@zimlab.in) | CIN : L99999MH1984PLC032172

Works : B-21/22, MIDC Area, Kalmeshwar – 441 501 Dist. Nagpur  
Maharashtra, India. Ph. +91.718.271370 | Fax : +091.7118.271470

Regd. Office : Sadoday Gyan (Ground Floor), Opp. NADT, Nelson Square,  
Nagpur – 440013. Maharashtra, India. Ph. +091.712.2981960



# ZIM LABORATORIES LIMITED

INVESTOR PRESENTATION – AUGUST 2024

The presentation has been prepared by ZIM Laboratories Limited (“ZIM” or the “Company”) solely for information purposes and does not constitute an offer to sell or recommendation or solicitation of an offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever. By accessing this presentation, you are agreeing to be bound by the trading restrictions.

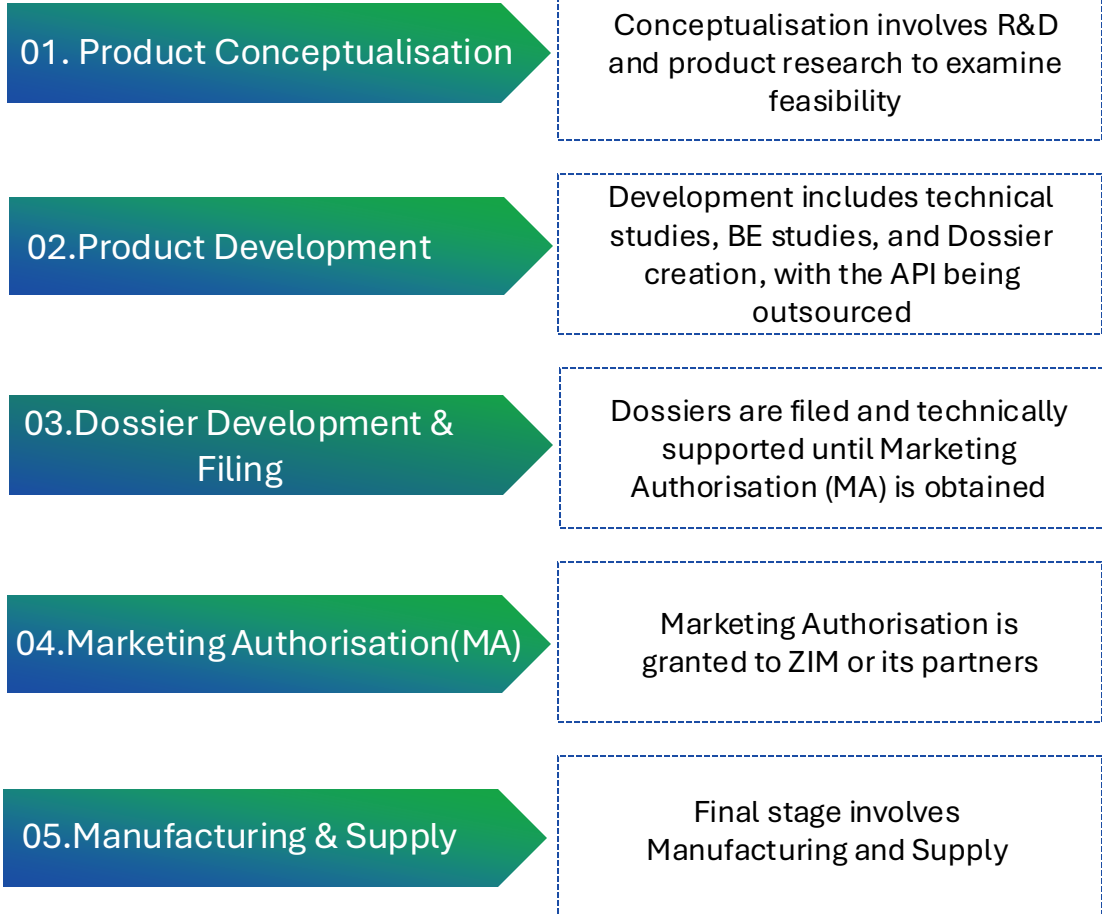
The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

Certain statements contained in this presentation may be statements of the Company’s beliefs, plans and expectations about the future and other forward-looking statements. The forward-looking statements are based on management’s current expectations or beliefs as well as a number of assumptions about the Company’s operations and factors beyond the Company’s control or third-party sources and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Forward looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward looking statements, which speak only as of the date of this presentation.

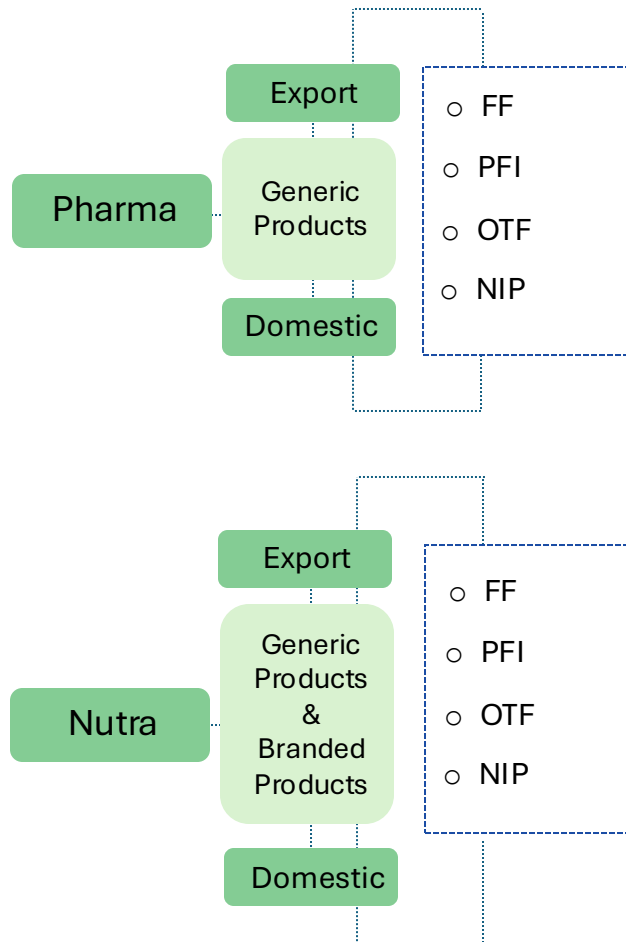
The Company, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. You acknowledge and agree that the Company and/or its affiliated companies and/or their respective employees and/or agents have no responsibility or liability (express or implied) whatsoever and howsoever arising (including, without limitation for any claim, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this presentation and neither the Company, its affiliated companies nor their respective employees or agents accepts any liability for any error, omission or misstatement, negligent or otherwise, in this presentation and any liability in respect of the presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

# INTEGRATED BUSINESS MODEL

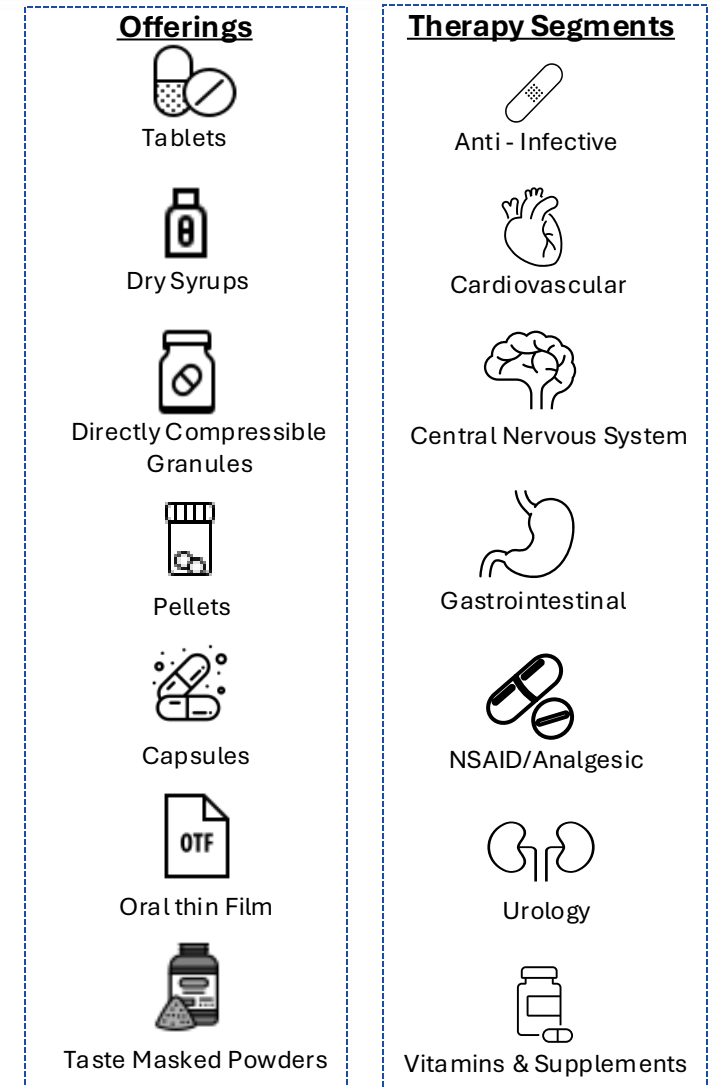
## End-to-End Product Development



## Business Segments



## Distinct Offerings Across therapy segments and Dosage forms



## Focus on Innovative Products & Strategic Partnerships

### Innovative Products Strategy

- 6 NIP filed in EU till date, from this Azithromycin Oral Susp. MA received
- Sildenafil and Ondansetron commercialized in Europe and Canada
- MA expected for our opioid Co-development project with key EU CNS player during this fiscal
- Multiple registrations also done in RoW & Pharmerging markets for these products

- Microemulsion technology used for our Urology NIP; MA expected in EU this fiscal
- Planned filing for this product in Brazil where ZIM will be the 2<sup>nd</sup> Generic
- Revenues coming in from RoW & Pharmerging markets

### NIP in focus

### Strategic Partnerships

- JV established in Australia; Urology NIP and Anti Migraine OTF filed in Q1FY25
- Focus on strengthening high value MENA business through establishment of Scientific Office (SO) in UAE and JV with a Middle East marketing partner for NIP & OTF

# COMMITTED TO CORE STRATEGY

## Pharma : Nutra Mix %

**Pharmaceuticals**

77% vs 81% F24

**Nutraceuticals**

23% vs 19% F24

## Exports Mix %

**Exports**

85% vs 78% F24

**Domestic**

15% vs 22% F24

## Formulations VS PFI Mix %

**Formulations**

35% vs 45% F24

**PFI**

62% vs 51% F24

## NIP + OTF Mix %

**NIP + OTF**

5% vs 12% F24

**Other Products**

95% vs 88% F24

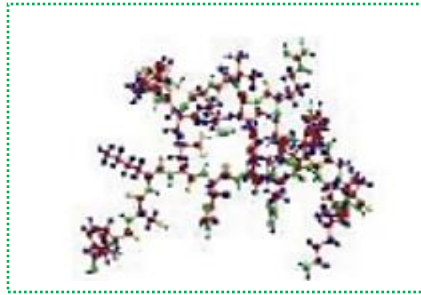
Mix % of Total Operating Income

Formulations vs PFI Mix consists of Export + Domestic business excluding license fees ,export incentives and others

# MANUFACTURING PROCESS CAPABILITIES



ORAL FILMS CASTING



STABILITY  
ENHANCEMENT



TRANSMUCOSAL FILM  
CASTING



BI/MULTI LAYER FILM  
CASTING



ACTIVE NANO  
PARTICULATE  
GRANULATION



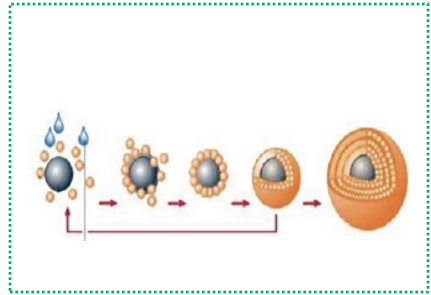
SOLVENT LESS  
PROCESSING



TASTE MASKING



SOLUBILITY  
BIOAVAILABILITY  
ENHANCEMENT



MULTI LAYERED  
PELLETS

- ZIM Laboratories Limited's manufacturing capabilities enable us to provide innovative drug delivery solutions
- Our skilled team is committed to continuous improvement
- Our capabilities encompass a wide range of industries and product categories, allowing us to meet the diverse needs of our clients
- We prioritize precision, quality control, and sustainability, ensuring our products surpass industry standards

# R&D AT CORE

**85**  
R&D Team Size

**2**  
PhDs

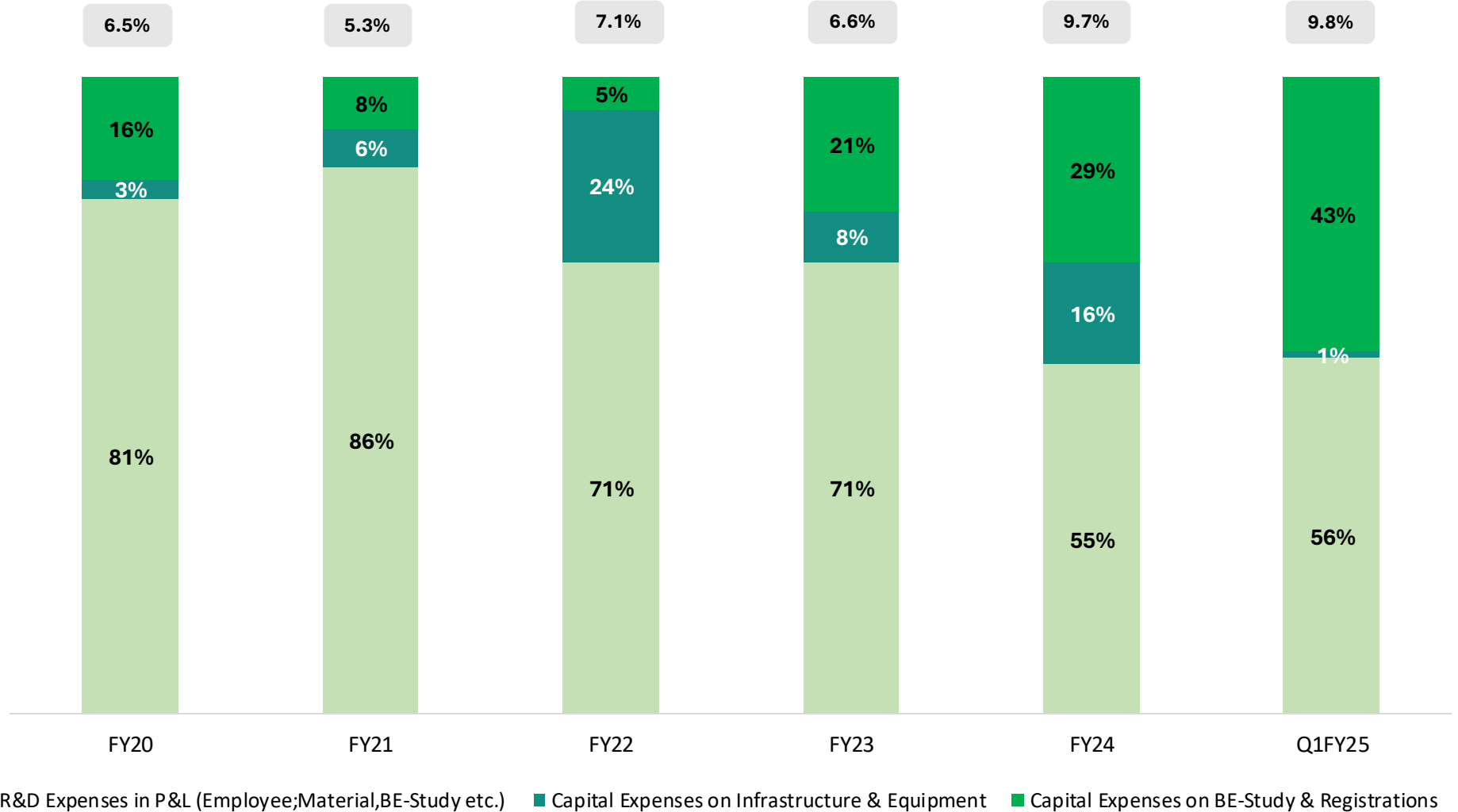
**76**  
Postgraduates

**Rs. 1, 021 Mn**  
Spent in last 4 years on  
Opex, Facility, and BE  
Studies

**4**  
Versatile Technology  
Platforms

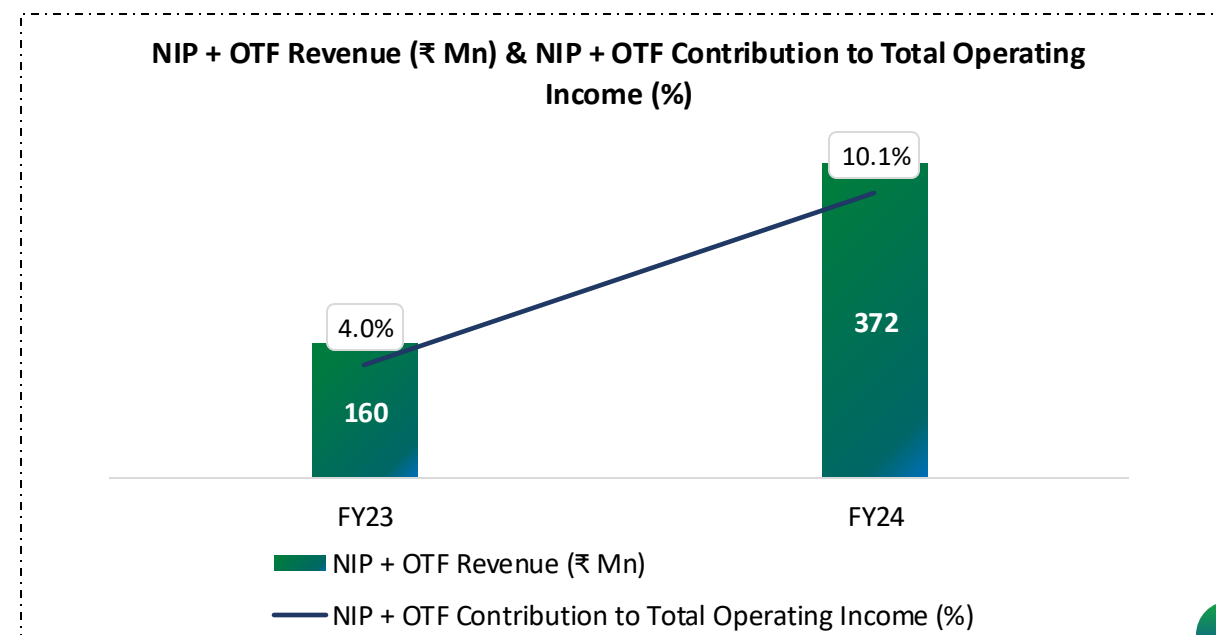
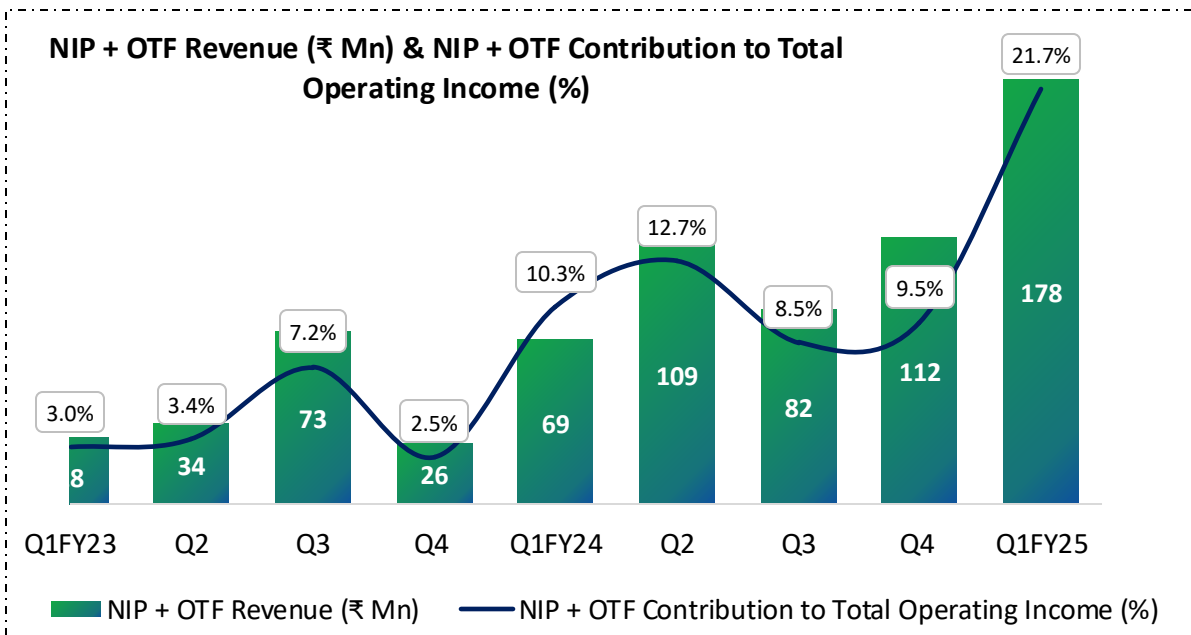
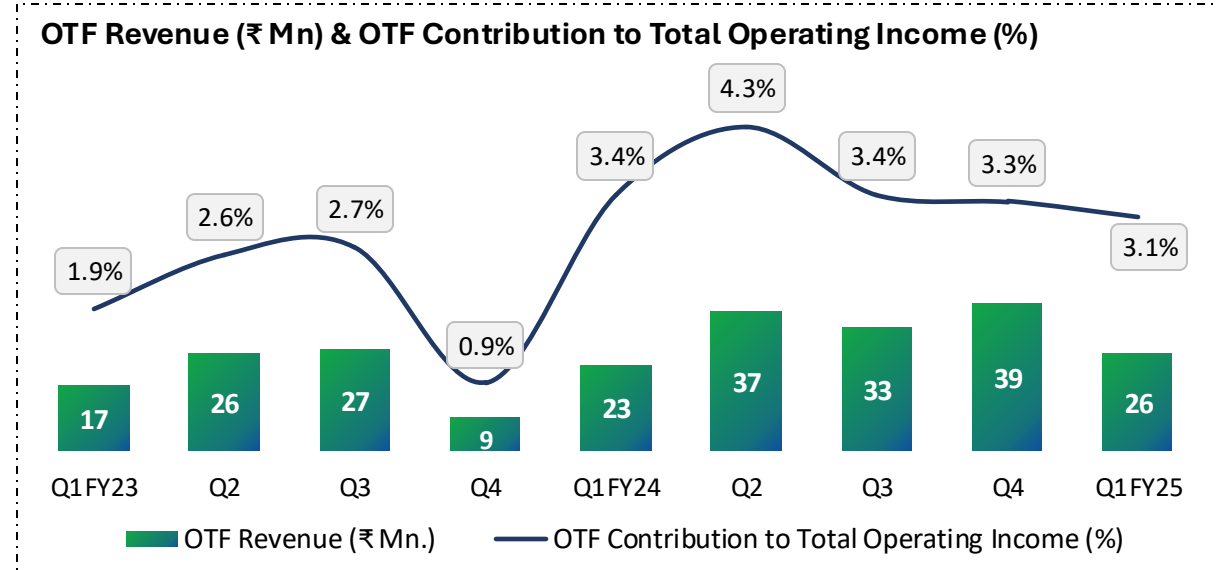
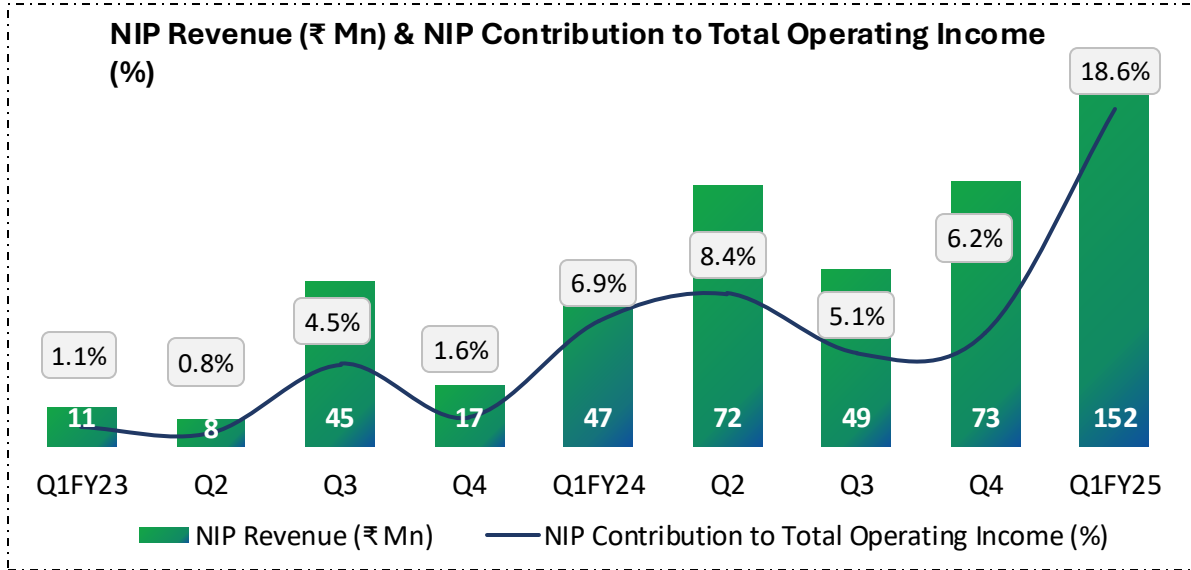
**6**  
NIP filed in the EU to  
date

R&D Expense Mix & as % of Total Operating Income ( )



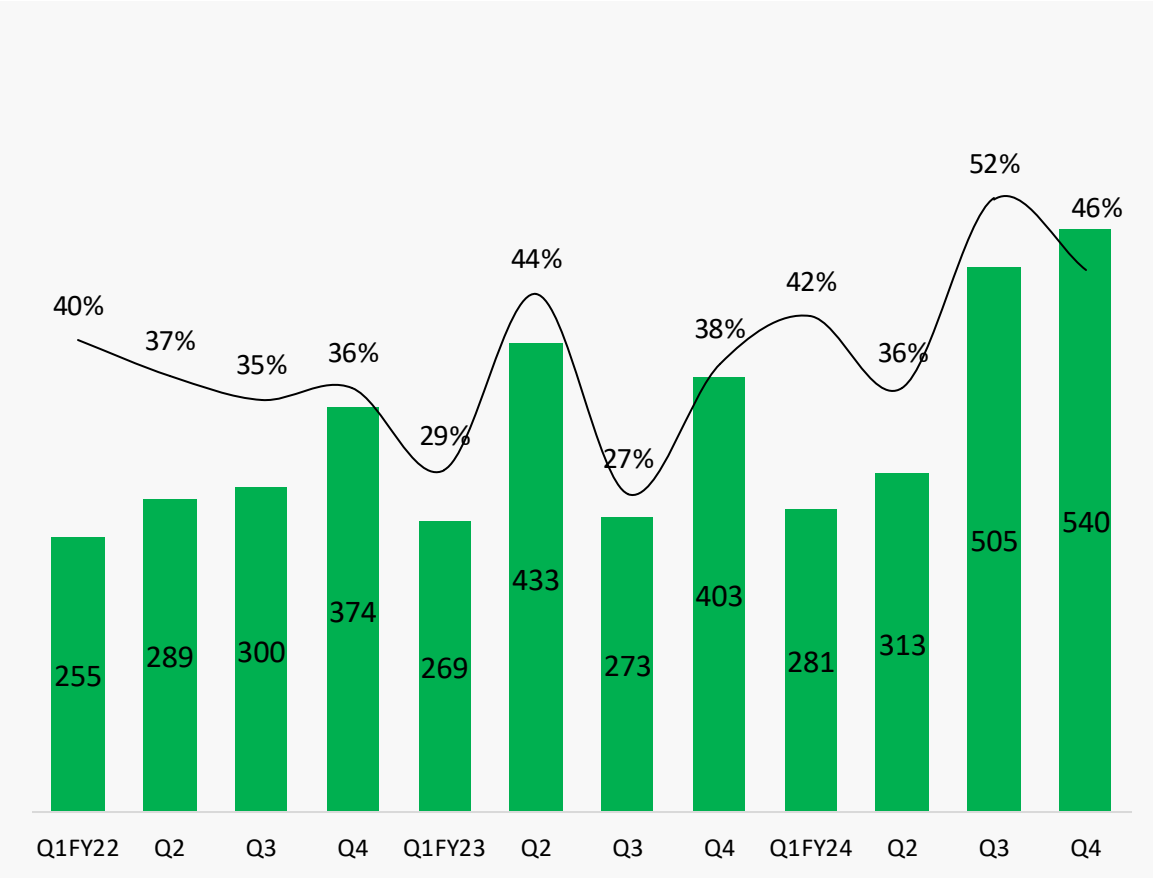


# NIP & OTF REVENUE PERFORMANCE

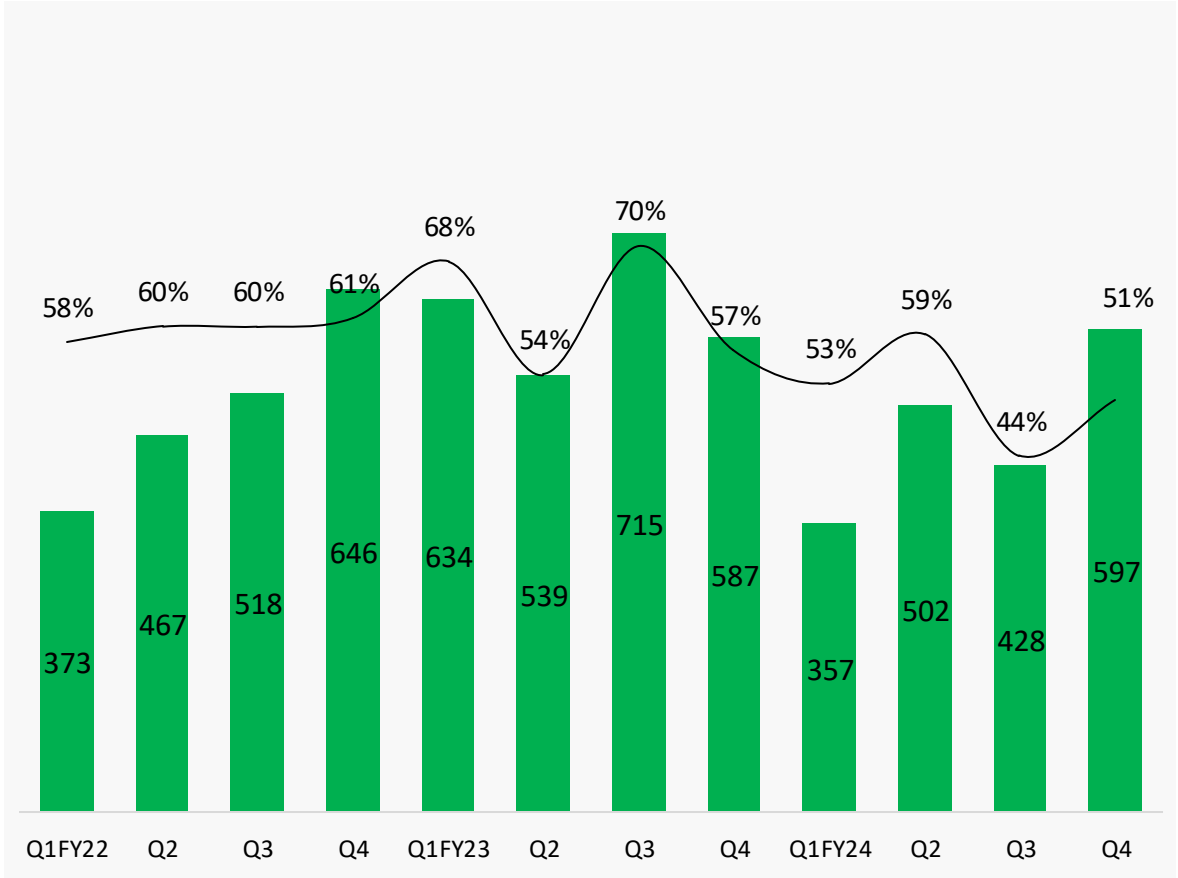


# GROWING FINISHED FORMULATIONS BUSINESS

Finished Formulation (₹ Mn) & Revenue % Contribution



PFI (₹ Mn) & Revenue % Contribution



The above consists of Export + Domestic business excluding license fees ,export incentives and others

# TECHNOLOGY PLATFORMS - NIP

## 4 Proprietary and Non-Infringing Technology Platforms

### MICRO EMULSION COATING

1

#### (MECT)

Micro- Emulsion Coating Technology (MECT) Used for solubilisation of oil soluble drug, liquids in oil phase and subsequently micro emulsifying with aqueous phase containing polymer to coat over the substrate

### PELLET COLD FORMING

2

#### (PCFT)

Pellet Cold Forming Technology (PCFT): Used for heat sensitive material which either loses its potency or transform into another form for processing at normal temperatures

### RAPID GELATION DRUG RELEASE

3

#### (RGDRT)

Rapid Gelation Drug Release Technology (RGDRT): Used for release of drug in pseudo zero kinetics and is also an alternative to OROS® technology

### MATRIX PORE FORMING

4

#### (MAPOTAB)

Matrix Pore Forming Tablet Technology (MAPOTAB): Applied for drug release through pores into an aqueous media.



[www.zimlab.in](http://www.zimlab.in)

- Versatile and Innovative Technologies
- Wide Range of Pharmaceutical Applications
- Market Differentiation
- Scalable and Cost-Effective Manufacturing
- Risk Mitigation
- Market Opportunities

# NEW INNOVATIVE PRODUCTS DEVELOPMENT TIMELINE

PRODUCT	THERAPY	Market Size (Ex – USA)	REMARKS
Product 1	Urology	USD 495 Mn	Filed in the EU during Q4FY23, and for other markets thereafter
Product 2	Gastro-Intestinal	USD 637 Mn	
Product 3	Anti - Coagulant	USD 1199 Mn	Filed in the EU during Q4FY24
Product 4	CNS	USD 1270 Mn	Filed in Q1FY25
Product 5	Urology	USD 650 Mn	Filings for Registration in the EU and Other Target Markets are planned
Product 6	Rheumatoid Arthritis	USD 624 Mn	
Product 7	Anti-biotic / Anti-infective	USD 1.2 Bn	Marketing Authorisation Received
Product 8	Skin / Psoriasis	USD 40 Mn	Filed in the EU during Q2FY24, and for other markets thereafter
Product 9	Urology	USD 116 Mn	Filings for registration in the EU and Other Target Markets are planned
Product 10	Gastro - Intestinal	USD 164 Mn	
Product 11	Pain Relief	USD 116 Mn	
Product 12	CNS	USD 143 Mn	
Product 13	CNS	-	
Product 14	Urology	USD 358 Mn	Commercialised in RoW & Pharmerging
Product 15	Gastrointestinal	USD 377 Mn	Commercialised in RoW & Pharmerging

**NOTE:** Normally, it takes 15 to 24 months to receive a **Marketing Authorization (MA)** after its filing date.

# DEDICATED FACILITY FOR LIQUID IN PELLET TECH

**Innovative Technology:** Proprietary Liquid-in-Pellets (LIP) technology ensures enhanced stability, controlled release, and superior bioavailability for liquid-based formulations.

## Key Products:

- **Peppermint Oil (Gastroenterology):** Effective for managing IBS and other digestive issues.
- **Saw Palmetto (Urology):** Proven solution for BPH with strong market adoption and repeat orders.

## Market Potential:

- **Gastroenterology:** Global market for peppermint oil was USD 377 Mn
- **Urology:** Global saw palmetto market projected to reach USD 358.5 Mn by 2034 ([GlobeNewswire](#))

Dedicated state-of-the-art plant for LIP technology, ensuring high-quality, scalable production to meet global demand.

**THANK YOU**

