

# FREDUN PHARMACEUTICALS LIMITED

*Compassionate Healthcare*



CIN No : L24239MH1987PLC043662

21<sup>st</sup> February 2023

To  
**BSE Ltd.**  
Listing Department,  
Phiroze Jeejeebhoy Towers,  
Dalal Street - Fort,  
Mumbai - 400 001

Ref.: BSE Scrip Code - 539730

**Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation.

We request you to take this information on record.

Thanking you.

**For Fredun Pharmaceuticals Limited**

**Fredun Nariman Medhora**  
**Managing Director**  
**DIN: 01745348**

**Registered Office:** Manoj Industrial Premises, G.D. Ambekar Marg, Wadala (W), Mumbai - 400 031, (INDIA)

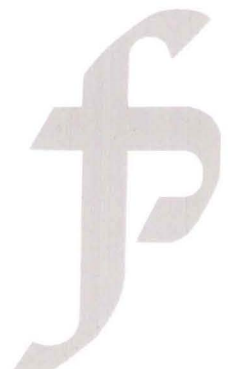
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COMPASSIONATE HEALTHCARE

# Investor Presentation

FEBRUARY 2023



FREDUN PHARMACEUTICALS LIMITED



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# 01

## Quarterly Highlights



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# Q3FY23 Operational Highlights (1/2)

## GENERICS

### Exports

- Institutional sales grew by ~50% QoQ in Q3FY23; expect 100% QoQ growth in Q4FY23.
- During the quarter, we signed a one-year contract worth Rs. 65 crores with a Southeast Asian country. Revenues from this contract have commenced and the order is expected to be fully executed by Q2FY24.
- Exports are expected to grow at 20% YoY on the back of our registrations and our potential to win further orders from current markets.
- We are witnessing robust growth and plan to launch ~187 new OEM products in Food Supplements, Nutraceuticals, Cosmetics, and Personal Hygiene categories.

Add 50+  
Fredun Gx products  
by Q4FY23

200  
Products under  
launch phase by  
CY23

### Domestic

- Currently, selling generics under our brand Fredun Gx in India.
- Launched 39 products in India under Fredun Gx brand; expected to add another 50+ products in Q4FY23.
- We plan to increase our products from 75, as of Q3FY23, to a total of 200 by end of CY23.
- We expect this segment to grow 4-5% MoM.

## PET HEALTHCARE

- Launched 29 Veterinary products under our Pet Pharma range; plan to add another 10+ products in Q4FY23.
- Launched 2 products under our Pet Treat and Feed Supplement range; currently we have 8 products under this range.
- 16 additional Pharmaceutical Products are going to be added in Pet Care Range.
- Currently the business is clocking a growth of 7% MoM, and we expect to reach sizable sales with additional products coming in.
- Company plans to launch the affordable Pet Grooming range at a large scale in Q4FY23; revenue from this range will start kicking in by end of FY23.
- Our Ultra-Niche Pet Care Cosmetic Products are under development. We have built a strong R&D team to grow our product portfolio and introduce products in India that will be first of their kind.
- Signed two MoUs with Food Manufacturers to manufacture premium quality Pet Food products, as per our product specifications.

Add 10+  
Pet Pharma  
products in Q4FY23

Add 16  
Products in Pet  
Care range

Pet Grooming  
Range  
Launch in Q4FY23

# Q3FY23 Operational Highlights (2/2)

## NUTRACEUTICALS

### Exports

- Exports have witnessed a robust growth; expect to see a constant growth of 15% QoQ over the next two years.
- Partially executed the contract signed with GCC region for Nutraceuticals and Human Feed supplements; to be fully executed by end of FY23.

### Fredun Nutrition Brand

- 9 products are under development and will be launched by Q2FY24. These products will be first of their kind in India.
- Plan to launch 22 New-Age Nutraceuticals by Q2FY24. Initially, these molecules will be sold only in Maharashtra before we plan to sell it across India.

9  
Products launch by  
Q2FY24

22  
New -Age  
nutraceuticals  
launch by Q2FY24

## COSMECEUTICALS

### Exports

- Added 12 new products under OEM division

### Bird and Beauty (BnB) Brand

- Plan to launch 3 more products and have a full range by Q2FY24
- Commenced production in our recently set up State-of-the-art Lotion manufacturing unit at Palghar in December with a trial order; unit to be fully commercialized by end of FY23.
- Our Balm unit is doing well with 3 Mn pieces dispatched within the first 6 months of commercialization. We have total orders for 9 Mn units that will be executed by Q1FY24.

3  
New products by  
Q4FY24

9 mn Units  
Total orders in  
Balm unit by  
Q1FY24

# Q3FY23 Financial Snapshot

## PROFIT & LOSS STATEMENT

(IN INR CR.)

Particulars	Q3FY23	Q3FY22	YoY	9MFY23	9MFY22	YoY
Total Income	78.0	54.2	43.7%	196.7	154.2	27.5%
Total Expenses	70.6	49.9	41.6%	178.7	144.2	23.9%
EBITDA	7.3	4.4	67.8%	18.0	10.0	79.2%
EBITDA Margin	9.4%	8.0%	134 bps	9.1%	6.5%	264 bps
D&A	0.7	0.5	34.1%	2.1	1.6	34.2%
EBIT	6.6	3.8	72.6%	15.9	8.5	87.6%
Finance cost	2.0	1.3	56.0%	5.7	2.9	94.2%
PBT (after exceptional items)	4.6	2.6	80.8%	10.1	5.5	84.0%
Total Tax Expense	1.2	0.7	70.1%	2.6	1.5	75.9%
PAT	3.5	1.9	84.7%	7.6	4.0	87.0%

# 02

## Roadmap



Roadmap

08





# Roadmap

- Apart from trade generics, all our four branded segments are just starting to pick up pace.
- This gives us the confidence to achieve the aforementioned targets by FY 2026.



Revenue Growth



Revenue Contribution  
from Non-Pharma  
segments (Increase  
from 3% in FY22)



EBITDA Margins

# 03



## About Us

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# Company Overview

## BACKGROUND

- Fredun Pharmaceuticals is a fast growing company that manufactures a unique range of products in formulations, anti-diabetics to the latest anti-retroviral and anti-Hypertensive products.
- Over the past years, the Company has built a strong reputation among global customers by exporting generics to 46 countries. Currently, it is diversifying into manufacturing of pet healthcare, dietary/herbal supplements and cosmeceuticals products.
- All the Company's products are manufactured at Palghar, Maharashtra. The facility has witnessed a significant ramp-up over the past 5 years and has received approvals from major regulatory authorities.



WHERE DO WE STAND TODAY?

**28**  
Highly qualified research scientists

Fredun Group is the Largest manufacturer of MCHC\* in India

**46**  
Countries present in

Contract manufacturer of Metformin for USV pharma in India

**1200+**  
Global registrations

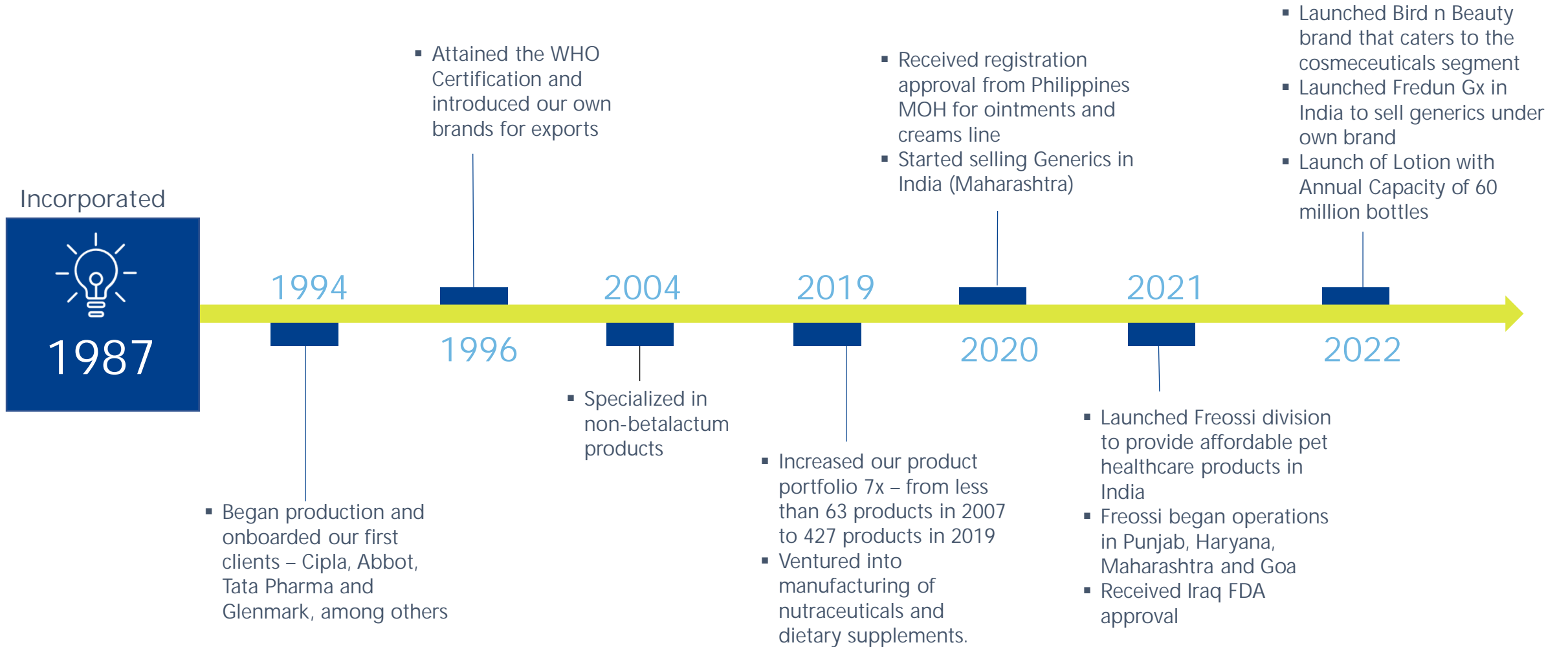
**~ 37 years**  
Rich experience

**WHO GMP**  
Certified facilities



\* MCHC: Microcrystalline Hydroxyapatite Complex - A natural source of Calcium & Phosphorus for animals

# Journey since Inception





# Well positioned to create sustainable Shareholder Value

01

Strong and Established core businesses (Gx)

03

Strong portfolio and a robust registration pipeline

05

Multiple long term growth opportunities – Trade generics, Petcare, Nutrition

07

Strong balance sheet supporting organic and inorganic initiatives

02

Diversified presence across markets

04

Lean cost model with high emphasis on productivity

06

High focus on compliance and quality





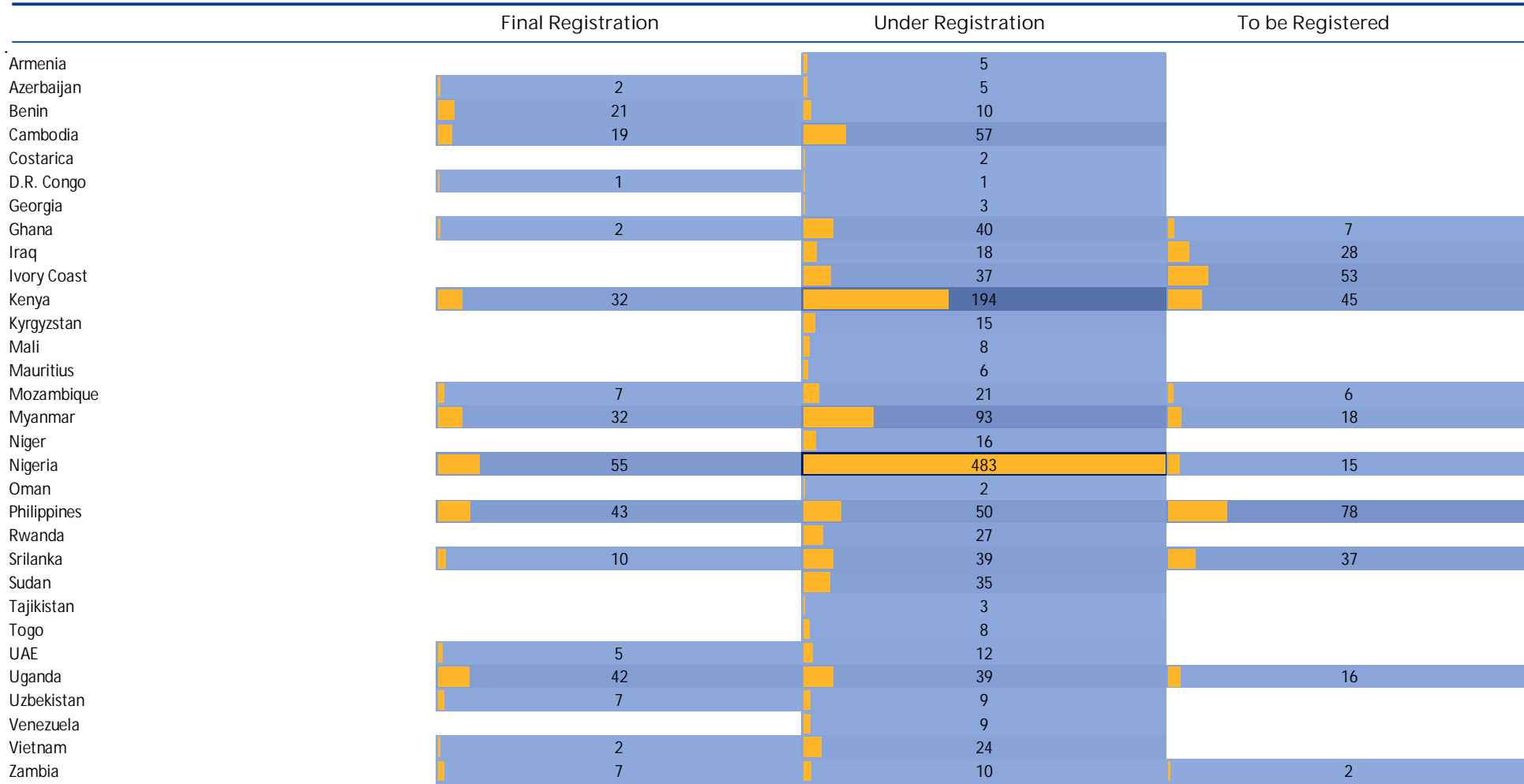
# Strong Global Presence (1/2)

The Company has presence across 46 countries, predominantly in Africa, South-East Asia, Latin America and CIS countries.



Sr. No.	Country	Sr. No.	Country
01	AZERBAIJAN	20	PAPUA NEW GUINEA
02	BENIN	21	PERU
03	CAMBODIA	22	PHILIPPINES
04	CONGO	23	RWANDA
05	COSTA RICA	24	SOMALIA
06	GHANA	25	SOUTH SUDAN
07	HAITI	26	SRI LANKA
08	IRAQ	27	TAJKISTAN
09	IVORY COAST	28	TANZANIA
10	KENYA	29	TOGO
11	KYRGYSTAN	30	TURKEMINSTAN
12	MALAYSIA	31	UAE
13	MALI	32	UGANDA
14	MAURITIUS	33	UZEBEKISTAN
15	MOZAMBIQUE	34	VENEZUELA
16	MYANMAR	35	VIETNAM
17	NIGER	36	YEMEN
18	NIGERIA	37	ZAMBIA
19	OMAN		

# Strong Global Presence (2/2)



**287**  
Final Registration

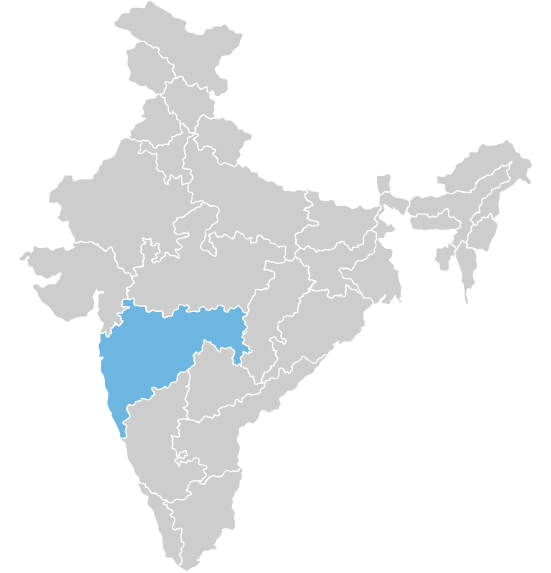
**1281**  
Under Registration

**305**  
To be Registered

No. of Registration  
00 483

# Manufacturing facilities is approved by major regulatory authorities

- All the Company's products are manufactured at Palghar, Maharashtra. Third party manufacturing of products are done at 16 different locations all over India
- Initiated the construction of its specialized F&D Lab at Palghar in FY2021. This lab will cater to various new product developments and will support the launch of 1000+ registrations which are in pipeline over the next 4 years.
- Commissioned a state-of-the-art Warehousing Facility totalling to 60,000 Sq. ft. Capacity.
- The Company has set-up a dedicated area for manufacturing the Super Speciality Bone Graft product - FREOSI® Granules.



## REGULATORY AUTHORITIES



FDA MAHARASHTRA  
FOOD AND DRUG  
ADMINISTRATION



World Health  
Organization



SRI LANKA



IRAQ



UNITED ARAB EMIRATES



THE REPUBLIC OF YEMEN  
Ministry of Public Health  
& Population

YEMEN



VIETNAM



PHILLIPPINES



CAMBODIA



GHANA



CONGO



UGANDA



IVORY COAST



NIGERIA



KENYA

# FREOSSI® Granules



- Deproteinized MCHC Granules (BONE VOID FILLER)
- Next Generation Of Bone Grafting Material
- Description Freossi Granules is a biocompatible bone mineral matrix derived from bovine bones. It is manufactured by removing organic components by multistage purification process and deproteinization of Microcrystalline Hydroxyapatite Complex and sterilized by gamma-irradiation. Hence this product has a high level of purity.
- It is recommended for filling and reconstruction of bone defects in maxillofacial & dental surgery. Technical Information Freossi Granules are available as granules with sizes ranging from 0.25 mm to 6 mm i.e. 0.25 mm to 1 mm, 0.5 mm - 1.0 mm, 0.5 mm - 2.0 mm, 1.0 mm - 2.0 mm, 2.0 mm - 3.0 mm, 2.0 mm - 4.0 mm, 3.0 mm - 4.0 mm, 4.0 mm - 5.0 mm, 4.0 mm - 6.0 mm.
- The interconnected macropores allow blood cells and proteins to enter into the graft particles enabling effective osseointegration of Freossi Granules. These granules are completely permeated by blood before coagulation starts. This allows effective new bone formation. This Bone Void Filler with superior hydrophilicity is found to be better than ceramic and other synthetic materials available in the market. Preservation of natural characteristics in this graft yields high similarity to human bone. Freossi Granules are gradually reabsorbed.

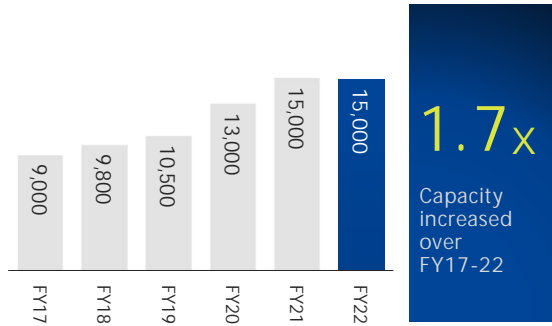
# Capacity increased across production lines

## Launching New Capacity

Capacity per day	FY22	FY23(P)	FY24(P)
Balm (in Jars)	86,000	145,000	220,000
Lotion (in Bottles)	80,000	152,000	318,000

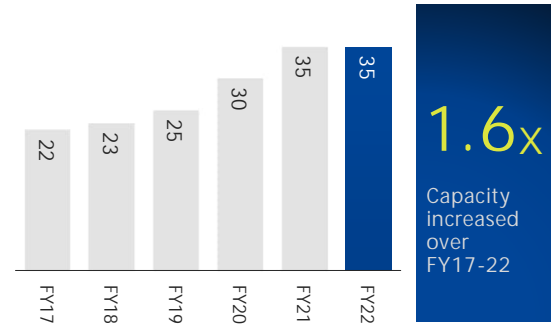
### GRANULATION CAPACITY

(In Kgs)



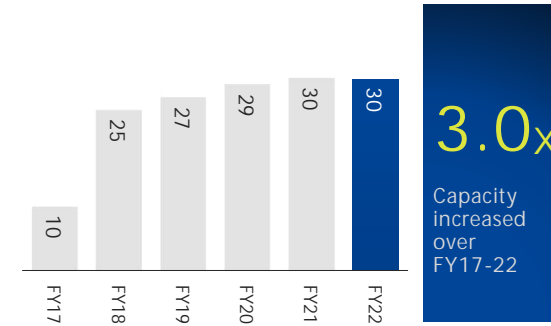
### COMPRESSION CAPACITY

(In Mn)



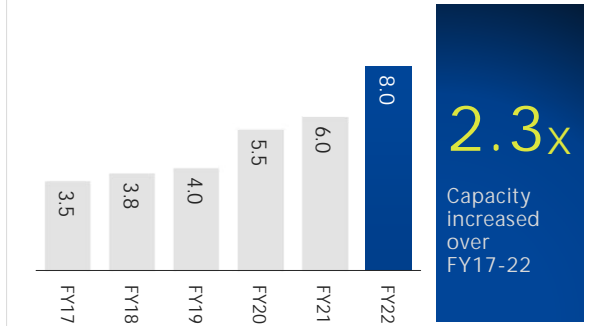
### COATING CAPACITY

(In Mn)



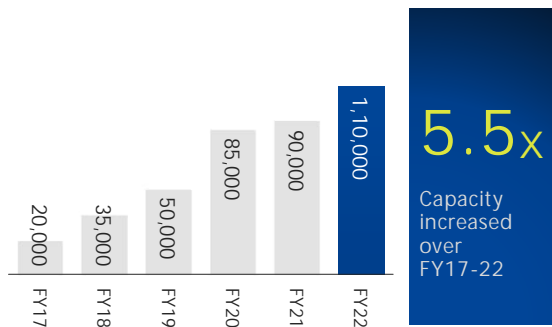
### CAPSULES CAPACITY

(In Mn)



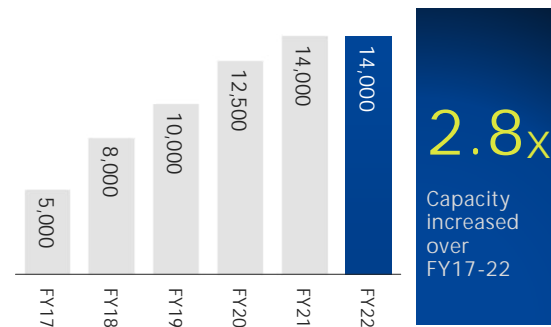
### DRY SYRUP CAPACITY

(In Bottles)



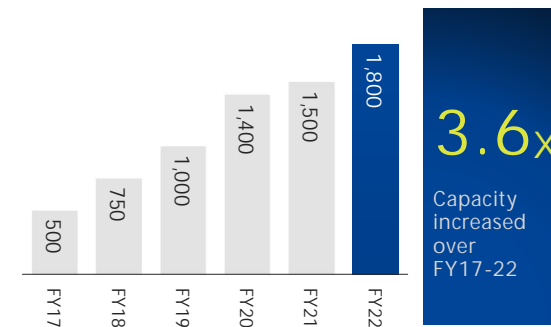
### DC GRANULATION CAPACITY

(In Kgs)



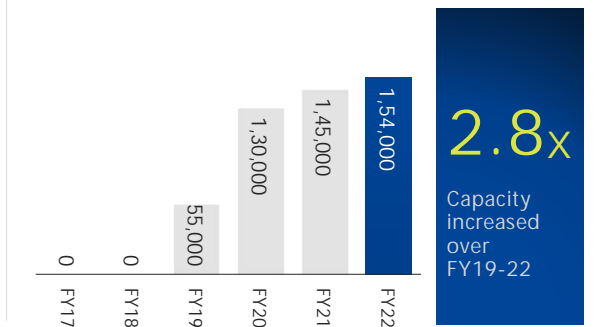
### PELLETS CAPACITY

(In Kgs)



### TOPICALS

(In Tubes)





# Business Divisions and Our Brands



# 04

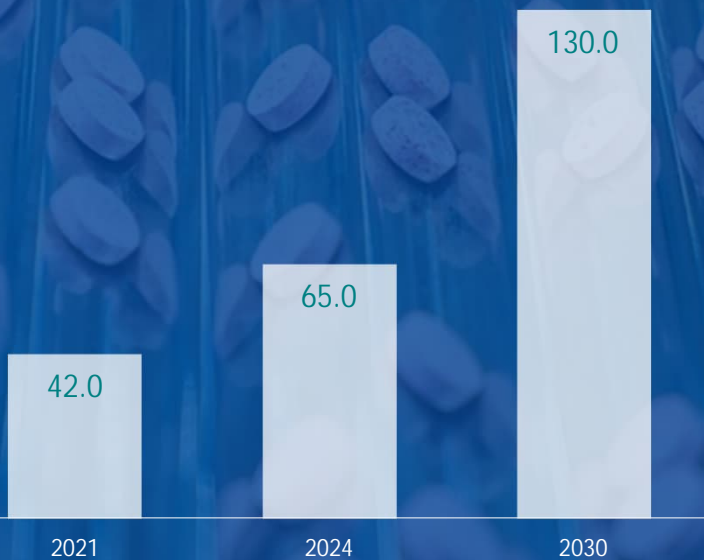


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# Indian Pharmaceuticals Sector

INDIAN PHARMACEUTICAL MARKET  
(US\$ BILLION)



Source: IBEF

3x

- IPM expected to grow 3x in the next decade,

3<sup>rd</sup>

- Ranks 3<sup>rd</sup> in terms of volume and 13<sup>th</sup> in terms of value.

Generics Segment

- Lower rank in terms of value is due to the predominance in the generics segment.

71%

- With 71% market share, generic drugs form the largest segment of the Pharmaceutical industry in India

20%

- Generic medicines account for 20% of the global export in terms of volume, making India the largest provider of generic drugs globally.

## Growth Drivers of Generic Drugs

 ~US\$ 240 bn

By 2026, patented products of ~US\$ 240 bn are predicted to go off-patent, creating a large opportunity for Indian generic pharma companies

 Jan Aushadhi stores

Government's initiatives to promote the use of generic drugs through regulations and set up of Jan Aushadhi stores

# Overview



## BACKGROUND








## PRODUCT PORTFOLIO

- After successfully making its mark in 46 countries, the Company has launched Fredun Gx that will mainly focus on providing the best quality generics in India
- Fredun Gx had a successful tie-up for distribution across 17 States in December 2021.
- Successful tie-ups with seven manufacturing Companies for marketing their products not manufactured by Fredun
- Fredun has successfully launched products for the Indian Railways and the Defence sector.

- Launched 160+ products across various target medicine segments.
- Targeting 200+ product launches next financial year across various target therapies. Products would span across allopathic, nutraceuticals and medicated cosmetic-derma range.



# Key Target Segments

 <p>Pediatric</p>	<p>Anti-Diabetics</p>	<p>Topicals</p>	 <p>Antacids/ Antiemetics</p>
<p>Anti-Bacterials</p>	<p>Anti-Hypertensive</p>	 <p>MCHC Based Formula</p>	<p>Antihistamine/ Anti-allergic</p>
 <p>Injectables</p>	<p>Analgesics/ NSAIDS</p>	<p>Anti-fungals</p>	<p>Multivitamins &amp; Mutliminerals</p>
			



# Diversified Product Basket



**Aclofre -P**  
Blocks the action of chemical messengers responsible for pain, fever and inflammation (redness and swelling).



**Srimet SR 100**  
Lowers glucose production in the liver, delays the absorption of sugar (glucose) from the intestines, and increasing the body's sensitivity to insulin.



**Fredluco 150**  
Treats fungal infections of the mouth, throat, vagina, and other parts of the body including fingernails and toenails



**Clobefred Plus**  
Triple formulation cream for mixed skin infections containing corticosteroid, anti-bacterial and anti-fungal ingredients



**Azifred 500 MG**  
Treat certain bacterial infections, such as bronchitis; pneumonia; STD; and infections of the ears, lungs, sinuses, skin, throat, and reproductive organs.



**Clomafre -B**  
Combination is used to treat fungus infections



**Panfred D**  
Treat hyper-acidity and gastrointestinal reflux disease (GERD), not responding to Pantoprazole alone



**Freximin M**  
Used in the treatment of infectious diarrhea



**Frenapril 5**  
Belongs to a group of medicines known as angiotensin-converting enzyme (ACE) inhibitors. It is widely used to treat high blood pressure and heart failure and may be prescribed after a heart attack.



**Telzi 40**  
Treat high blood pressure (hypertension)

# 05



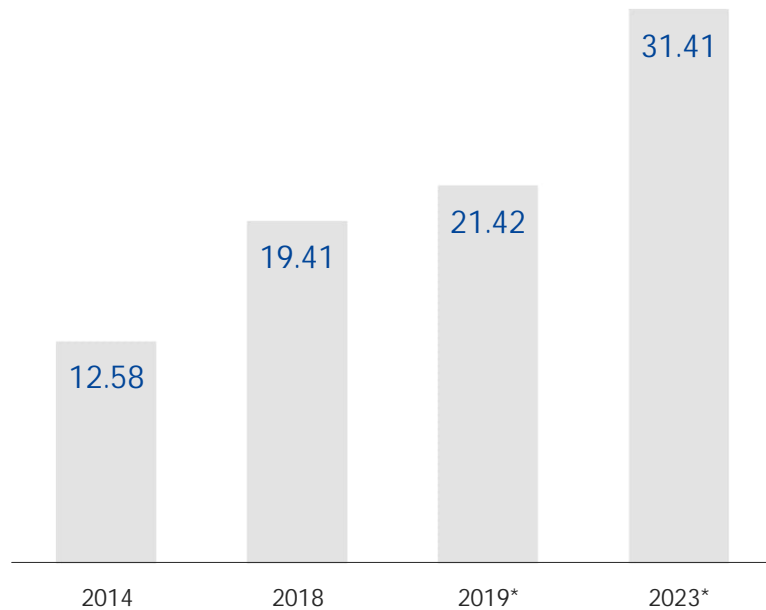
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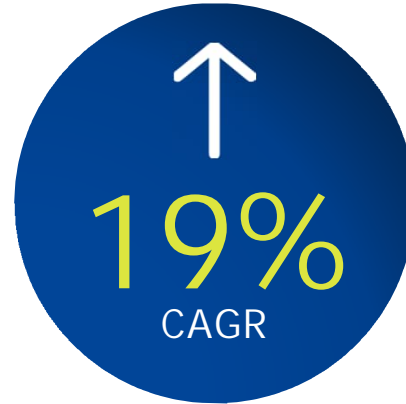
# Indian Pet Care Space

## POPULATION OF PET DOGS IN INDIA BETWEEN 2014 AND 2023

(POPULATION IN MILLION)



Source: IBEF



- The Indian Pet Care market is expected to grow at a CAGR of over 19% between 2021-26 and surpass INR 7500 Cr by 2025-26.
- The pet market is led by the dog segment. By 2023, the pet dog population is projected to reach over 31 Mn, per Statista.

## KEY TRENDS



Delayed parenthood in urban India and newly married couples have increased the pet adoption ratio in the country, thus, acting as an emotional stimulant



Rising nuclear families, change in lifestyle, double-income households, urbanization and increasing pet ownership to drive the future growth



Moreover, the easy availability of pet care products is a major attraction factor for pet parents



# Overview



## BACKGROUND

- Being the largest manufacturer of MCHC and specializing in manufacturing various formulations made from MCHC, Fredun launched **FREOSI** division in 2021 in India.
- Launched with an aim to provide best quality, efficient and affordable pet healthcare products in India.
- MCHC is a unique Calcium Supplement with a bioavailable (about 25% Calcium and about 12% Phosphorus) in the natural ratio of 2:1. Also, it contains trace minerals, about 25% proteins, about 12% collagens all in the natural form.
- X-Ray crystallography & electron microscope studies have been carried out to establish MCHC's bioavailability. Its efficacy is time-tested and clinically proven for >60 years.
- We ensure superior quality control of raw materials and finished products and get the quality approval of all their products from a professional laboratory run by highly qualified personnel.
- Actively participated in events organized by Bombay Presidency Kennel Club, Kennel Association of Goa, Times Pet & Us and Bark Club.

# Overview



## PRODUCT PORTFOLIO

- Initially introduced four products and targeting launch of 76+ products by FY23. The products are also available in leading online sales portal.
- Started its operations in Maharashtra, Punjab, Haryana and Goa and target to launch in another 16 States by end of FY23.
- Grand launch of **FREOSI** range of products in Mumbai in association with Pet Practitioners Association of Mumbai (PPAM)
- Successful tie-ups with Top Doctors and Key opinion leaders across the industry.
- Added food products to the portfolio with seven different food products for vets
- Launched 29 Veterinary Pharma products under the Pharma range in Q3FY23
- Plan to launch our affordable Pet Grooming range of products under brand **FREOSI** by FY23; soft launch has been successful.
- Launching of the Ultra premium range of Pet Grooming range under the brand **DOCTOR ZANE** by FY24.

DOCTOR  
ZANE



# Diversified Product Basket



## FREPRIMECAL<sup>®</sup>

- Supplement for growing/old dogs and cats. Also, for lactating dogs and cats to prevent Calcium and Phosphorus deficiency.



## FREOSI POWER<sup>®</sup>

- Contains Chondroitin, Glucosamine and MSM for reducing inflammation & pain associated with joints, owing to injury or arthritic conditions like Osteoarthritis, Rheumatoid Arthritis



## FREOSI TONE+<sup>®</sup>

- Supplement for pregnant and lactating dogs and cats for Immunity and Lactation support



## FREOSI TONE<sup>®</sup> Granules

- Supplement for puppies and kittens to prevent Calcium and Phosphorus deficiency.
- Helps in remineralization of bone, stimulate fracture healing, physical growth and tissue repair.



## FREPRIMECAL<sup>®</sup> Suspension

- Supplement for growing/old dogs and cats. Also, for lactating dogs and cats to prevent Calcium and Phosphorus deficiency.



## DAILY PAWER<sup>®</sup>

- With 26 vital ingredients, to fortify the pet's diet with essential nutrition that they may not be getting from their daily diet.



## FREOSI SHACKY<sup>®</sup>

- High grade functional food fortified with Microcrystalline Hydroxyapatite Complex (MCHC)
- Help to enhance oral health, immunity and in overall well-being.



## FREOSI SHACKY PLUS<sup>®</sup>

- High grade functional food fortified with Microcrystalline Hydroxyapatite Complex (MCHC)
- For Stomach, Hip+ Joint & Skin

# Product Basket – Pharma Range



**FREOSSI FRELUCON**  
 (Luliconazole Cream 1% w/w)  
 Topical antifungal agent for the treatment of interdigital tinea pedis, tinea cruris, or tinea corporis infection caused by Trichophyton rubrum.



**FREOSSI CARPROFRE**  
 Non-steroidal anti-inflammatory drug. Carprofre is a non-narcotic with characteristic analgesic and antipyretic activity.



**FREOSSI FREDENOSIL SYRUP**  
 S-Adenosylmethionine is used to treat liver disease, osteoarthritis, age –related behavioural changes



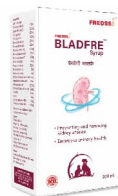
**FREOSSI METLICHLO**  
 (Chlorhexidine Gluconate 1% w/w, Metronidazole 1% w/w, Lidocaine Hydrochloride 2% w/w Gel)



**FREOSSI IMMUNFRE SYRUP**  
 Boosts immunity of growing and geriatric pets. Reduces anxiety in nervous or stressed pets.



**FREOSSI FREPICO**  
 (Pimobendan and Vitamin E, Co-enzyme Q10 Chewable Tablets)  
 For Congestive Heart failure secondary to Chronic Valvular Heart Disease and Dilated Cardiomyopathy.



**FREOSSI BLADFRE SYRUP**  
 Clinically proven supplement to dissolve struvite stones and improve the urinary health.



**FREOSSI FREPLEUP SYRUP**  
 Platelet booster. It contains Carica Papaya along with a combination of vital vitamins & minerals.



**FREOSSI GUTFRED**  
 Promotes a healthy Gut Biome. Strengthens the Immune System and Improves Digestion.



**FREOSSI HbRISE SYRUP**  
 Hematinic Syrup  
 Improve Haemoglobin Count and helps overcome Iron Deficiency

# Upcoming Grooming Range



## Protein Shampoo

Enriched with micronized proteins for increased strength of hair. Provides hydration and keeps the coat healthy.



## Dry Bath Mousse

Rich Foaming Mousse for quick and gentle dry bath. Provides Deep Nourishment.



## Soothing Spray

Soothes the coat with goodness of extra virgin coconut oil & lemon extracts. Calms irritated skin and helps to soothe rough, dry coat.



## Wound Cleanser

Wound Cleanser is a plant based, cruelty free spray to effectively clean & disinfect wounds on your pet's body.



## Natural Wound Healing Spray

Made with curcumin extracts to provide natural anti-septic properties. Anti-inflammatory and Soothing.



## Anti-Tick & Flea Spray

This spray contains patented insect repellents and is effective against 10 harmful variants of insects and arthropods. It even prevents ticks and fleas!



## Botanical Mist

Botanical Mist is a refreshing Mist enriched with 100% pure botanical extracts! Floral distillates provide a beautiful, floral fragrance to your pet's coat



## Deodorant Mist

Deodorant Mist is made with 100% pure and organic witch hazel distillate, which has anti-bacterial properties.



## Natural Calming Wipes

Enriched with natural essential oils of Bulgarian Lavender & Peppermint, they have a calming effect on your pet!



## Omega 3-6-9 Supplement

Advanced Omega Supplement for healthy coat and overall wellness. Boosts Immunity & provides anti-oxidant properties.

# Upcoming Launches

Ultra premium range of grooming products

DOCTOR  
ZANE

- As for our product portfolio in the human segment our tagline is compassionate healthcare, we have the same ethos in the pet segment. We want to focus on immaculate quality pet products coming into the market which are effective and efficient. Our products speak for themselves and are synonymous with quality. Quality is our core ideology.
- Dogs and cats are the most adopted pets in India they are also gaining demand in the pet market. With new pets comes the new responsibilities such as bathing, grooming, and health check-ups.
- Doctor Zane is an Ultra Premium range of grooming products which covers shampoos, conditioners, Deodorant Mist, Dry Bath Mousse etc.. Grooming products has become a necessity product to retain the healthy fur, skin, and texture of the pets
- The pet industry is in a nascent stage and our key driving factor is to have a holistic product basket which is effective and takes care of wholesome quality and wellness of your pets.



# 06



## FREDUN<sup>®</sup> Nutrition

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# Nutraceuticals Market

**US \$ 4-5 bn**

India's nutraceutical market is poised to be a global leader at US\$ 4-5 bn.

**US \$ 18 bn**

expected to reach approximately US\$ 18 billion by 2025, as per reports.

**US \$ 3.9 bn**

The dietary supplements market in India is valued at US\$ 3.9 bn in 2020.

**US \$ 10.2 bn**

expected to grow at CAGR of 22%, touching US\$ 10.2 bn by 2026.

## KEY TRENDS



- Increased adoption of fortified food owing to the growing health consciousness amongst consumers.



- Increasing incidences of chronic diseases and rising healthcare costs



- Strict government regulations on food fortification.



- After the global pandemic, preventive healthcare measures, such as dietary supplements, have become a part of people's everyday lives of all age groups



# Overview



## BACKGROUND



## PRODUCT PORTFOLIO

- Developed a range of personal health care products with natural active ingredients devoid of any poisonous heavy metals or synthetic additives which are objectionable
  - Already started exporting nutrition products in export markets under own brand name
  - Every product is at par with world- class quality standards, manufactured at own facility
  - Products are backed by years of research ensuring the best efficacy & quality.
  - Fredun has conducted clinical trials on key brands like Mamalait
- 
- The current product range is mainly towards boosting immunity, improving liver function and enhancing fertility in men and women
  - Launched the fitness range of products in December 2022

# Product Basket

The current product range is mainly towards boosting immunity, improving liver function and enhancing fertility in men and women. Every product is at par with world-class quality standards, manufactured at own facility.



### Mamalait

A galactagogue - promotes lactation, builds immunity



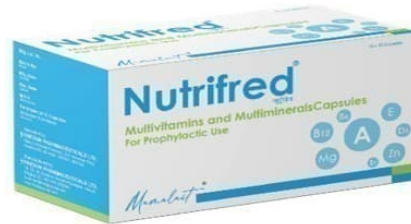
### Fredun Liver Boost

Supports protecting the liver, detoxifying the liver, enhancing liver function



### Fertifre -M

To help improve and enhance fertility in women



### Nutrifred

Multi-vitamins and Multi-minerals Capsules



### Fredcal 500

Calcium with Vitamin D3



### Fertifre - Lady

To promote and improve male fertility



### Game Changer

Uniquely formulated cream for quick, fast and long lasting relief from muscle pain, neck and backache, inflammation, sprain, myositis, fibrositis and sciatica.

# 07



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# Overview



## BACKGROUND

- Pioneers of launching the Emu Oil infused product range in India
- BnB offers a unique line of luxury personal care formulae with pure, fully purified Emu Oil, providing our customers with the highest quality Emu Oil products.
- Used by Australian Aborigines for centuries, Emu Oil is coveted for its rich moisturizing benefits for hair, skin, and nails. Emu Oil contains a balance of nourishing Omega 3, 6, and 9 essential fatty acids.
- Our Emu Oil is acquired from Emu birds and then purified using an advanced, proprietary, and chemical-free process that produces clear, odourless, and a highly stable oil.
- The formulations have been made after years of Research and Development at the Company's own facility.



# Overview



PRODUCT  
PORTFOLIO

- Products cater to Skin care, Hair care and Body care
- Launched BnB products and marketed the products mainly through e-commerce platforms targeting Skin and hair care segments.
- BnB will scale up the launch of more products in the segments in the coming years as research is on-going for multiple products.

# Product Basket

Plan to launch 13 more products and have a full range by Q2FY24



## BENEFITS OF EMU OIL FOR HAIR

- Improves Hair Growth
- Reduces Hair Loss
- Natural anti- inflammatory with added advantages of magnesium and Zinc
- Natural fatty acids that inhibit 5 α - Reductase
- Scalp emollient and anti – seborrheic
- Excellent Post Hair transplant

## BENEFITS OF EMU OIL FOR SKIN

- Moisturizing and cosmetic properties that resemble mineral oil.
- Trusted source for an anti-inflammatory and antioxidant properties
- Stimulates the skin to reduce the appearance of wrinkles, and rejuvenates ageing or sun damaged skin

# Our Strengths in BnB

Growing consumer consciousness regarding appearance



Rising demand for genuine natural skin care products in India

Growing preference towards the natural/organic products



Availability of technologically advanced and user-friendly cosmeceuticals products are driving the growth of this market

Rising awareness regarding cosmeceutical and cosmetics products, such as anti-ageing, sun care, and hair care products



Introduction of new products with bio-active ingredients play a crucial role in driving the demand for cosmeceutical products across the world, especially in Asia-Pacific region.

08



# Conclusion

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# Skilled Personnel and highly experienced Professional Management

MANAGING DIRECTOR / CHAIRPERSON / NON-EXECUTIVE DIRECTOR	INDEPENDENT DIRECTORS	CORPORATE TEAM		
<p><b>Mr. Fredun Medhora</b> Managing Director MBA Strategic Marketing and Management</p>	<p><b>Dr. C.K Shah</b> Director M.B.B.S, M.C.PS, D.A</p>	<p><b>Mr. Laxman Pawar</b> Head: Corporate Affairs B.Com</p>	<p><b>Mr. Rakesh Kamble</b> Head: Accounts &amp; Taxation B.Com</p>	<p><b>Mr. Devang Shah</b> Head: Supply Chain Management B.Com</p>
<p><b>Dr. (Mrs).Daulat Medhora</b> Chairperson P.H.D Chemistry</p>	<p><b>Dr. Rohinton Kanga</b> Director M.B.B.S</p>	<p><b>Mr. Milind Shedge</b> Head: Systems B. Pharmacy</p>	<p><b>Mrs. Shanta Babu</b> Head: Business Development B.Com</p>	<p><b>Mr. Abhijeet Singh</b> Chief of Operations B.Sc</p>
<p><b>Mr. Nariman Medhora</b> Non-Executive Director B.Sc Chemistry</p>	<p><b>Dr. Aspi Raimalwala</b> Director M.D, D.GO, D.F.P</p>	<p><b>Mr. Anil Deshmukh</b> Head: Quality Control M.Sc</p>	<p><b>Mr. Dilip Ketiwalla</b> Head: International Business M.Sc, M-Tech</p>	<p><b>Mr. Pravin Tari</b> Head: Corporate Regulatory Affairs M.Sc</p>
		<p><b>Mr. Himanshu Gajjar</b> MIS- In charge M.B.A in Finance</p>	<p><b>Mr. Santosh Landge</b> Head: Quality Assurance M.Sc</p>	<p><b>Mr. Yogesh Khadke</b> Division Head: Freossi B.Sc.&amp; Diploma in Pharmacy</p>

# Strategic Priorities

## LARGE MANUFACTURING CAPACITY

Large part of capex done in last few years and a >60% utilization will ensure incremental growth will come with minimal spends. This should aid margins and return ratios.

## TRANSFORMATION FROM B2B TO B2BC PLAYER

Transforming from a B2B to B2BC player across segments led by entry in branded segments like Petcare, Nutrition and Cosmetics.

## MARGIN EXPANSION

Replication of existing product portfolio  
Through cost optimization and operating leverage



## REGIONAL EXPANSION

Scale up existing business with geographical expansion and addition of newer products

## DIGITAL AND NON-DIGITAL INITIATIVES

Improve productivity of current business through digital and non digital initiatives with focus on system-oriented operations.

## PROMINENT PLAYER IN INDIA'S TRADE SEGMENT

- Fredun Gx was recently qualified by the Indian railways, which opens plethora of opportunities
- The total size of railway procurement annually is around Rs20bn.

# Our Sustainable Practices

## ENERGY CONSERVATION

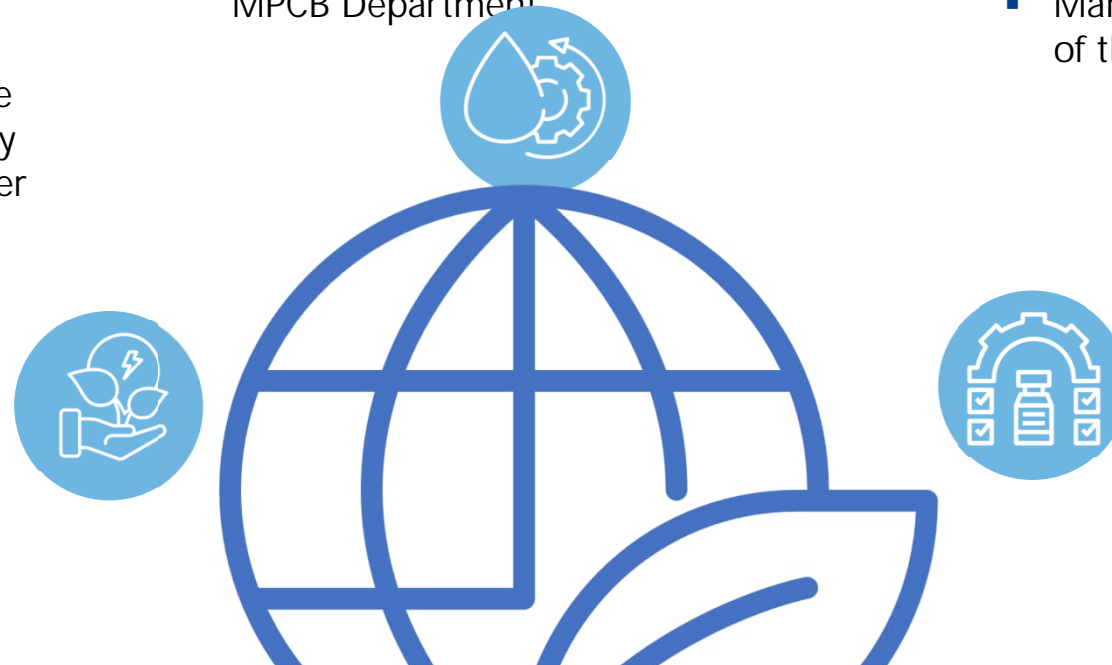
- Conducts in-house energy audits at regular intervals with proper monitoring and maintenance of all machines
- Put together a Quality Control and Quality Assurance team that monitors the compliance of all the regulatory aspects of manufacturing
- Continuous improvements to ensure efficient manufacturing processes by reducing production time, manpower and electricity consumption

## TREATMENT OF WASTEWATER

- Installed a bigger size ETP plant to control water pollution
- No wastewater flows outside the manufacturing units
- Regular monitoring of waste sludge by MPCB Department

## MAINTAINS OPTIMUM QUALITY

- Continuous efforts are made towards quality improvement ensuring better bioavailability and stability
- Two new walk-in stability chambers to monitor stability of the products
- Manufacturing takes place in compliance of the cGMP norms



# 09

## Annual Highlights



Financial Snapshot

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# Financial Snapshot

## PROFIT & LOSS STATEMENT

(IN INR CR.)

Particulars	FY20	FY21	FY22
Total Income	113.3	135.3	226.1
Total Expenses	104.5	125.9	210.7
EBITDA	8.8	9.4	15.4
D&A	1.9	2	2.2
EBIT	6.9	7.4	13.3
Finance cost	4.4	4.2	4.7
PBT (after exceptional items)	2.5	3.2	8.6
Total Tax Expense	0.6	1.2	2.3
PAT	1.9	2.0	6.3

## BALANCE SHEET

(IN INR CR.)

Particulars	FY20	FY21	FY22
Property, Plant and Equipment	30.9	30.3	32.2
Total Non-current assets	32	31.5	34.3
Inventories	50.4	67.5	46.4
Trade and other receivables	38.9	41	90.2
Total Current assets	109.3	130.1	152.6
<b>TOTAL ASSETS</b>	<b>141.3</b>	<b>161.6</b>	<b>186.9</b>
Total Equity	41.3	43	68
Total borrowings	34.9	39.6	52.7
Trade & other payables	46.2	59.9	48.6
Total liabilities	100	118.6	118.9
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>141.3</b>	<b>161.6</b>	<b>186.9</b>

# Disclaimer

*This investor presentation may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects upon Fredun and its subsidiaries/associates. These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Forward-looking statements are provided to allow potential investors the opportunity to understand management's beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment. These statements are not guarantees of future performance and undue reliance should not be placed on them. Important factors that could cause actual results to differ materially from our expectations include, amongst other: general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, change in laws and regulations that apply to pharmaceuticals, increasing competition in and changes in political conditions in India. Neither Fredun, nor our Directors, or any of our subsidiaries/associates assume any obligation to update any particular forward-looking statement contained in this presentation. The Company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws. The reader is cautioned not to place undue reliance on forward-looking statements.*



## COMPASSIONATE HEALTHCARE

Thanks to our commitment and strong work ethic, we know next year will be even better than the last.

We look forward to working together.

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