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Ref. No. ANG/22-23/BSE-73

Date 14-08-2022

To

Department of Corporate Services,
BSE Limited
P J Towers, Dalal Street,
Mumbai- 400001

Ref: BSE Security Code 540694
Sub: Investor Presentation- August 2022

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclosed the **Investor Presentation of ANG Lifesciences India Limited**.

You are requested you to kindly take the same on your record.

Thanking You

For **ANG Lifesciences India Limited**


Renu Kaur
Company Secretary



ANG LIFESCIENCES
INDIA LIMITED

**INVESTOR
PRESENTATION
AUGUST 2022**



ANG LIFESCIENCES
INDIA LIMITED

SAFE HARBOR

Certain statements in this document maybe forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. ANG Lifesciences India Ltd., will not be in anyway responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to Reflect subsequent events or circumstances



- *A Listed Pharma company with a Pure-Play Formulation Model.*
- *Strong Traction across Formulation Supply Chain comprising Government Institutional Segment, Third Party Manufacturing, Exports and Direct Marketing .*
- *Focused Portfolios within a Broad-based Product Profile.*
- *More than 1000 Product base Portfolio of different Formulations.*
- *More than 100 Intellectual Property Rights.*
- *100% of products sold are Manufactured in-house.*
- *Pan-India sales and Distribution presence.*

STRENGTH BY STRENGTH

Facilities Accredited by International Regulatory Agencies WHO

State-of-the-art Manufacturing Capabilities

Internationally Benchmarked Quality and Regulatory Systems

Customer Relationship through Outstanding Products and Services

Pan India Presence

Approved Vendors for Principals, Government Institutions and Defence

Leverage Relationships; thru Timely, Quality, Consistent & Voluminous delivery

Facilities Confirming to Highest Quality and Regulatory Standards

Strong Portfolio of 1000+ Formulation Product base

Strong in House Product Registration team for Export

Strong in House Quality Control and Quality Assurance

CERTIFICATION AND QUALITY



**MOH YEMEN
MOH COMBODIA
MOH SENEGAL
MOH BOLIVIA
MOH CONGO
MOH GHANA
MOH LIBYA**

**WORLD HEALTH
ORGANIZATION
(WHO),**



**QUALITY
MANAGEMENT
SYSTEM**

**GOOD
MANUFACTURING
PRACTICES (G.M.P)**

Standalone Financial Snapshot

Rs. (In Lacs)	2015	2016	2017	2018	2019	2020	2021	2022
Income								
Income from Operations	3684.16	5492.30	6766.81	7604.47	12169.98	12683.11	15427.54	34866.94
Other Income	9.46	21.03	25.02	68.72	23.27	41.97	74.62	95.15
Total Income	3693.63	5513.32	6791.82	7673.19	12193.25	12725.08	15502.16	34962.09
Expenditure								
Cost of material consumed	2768.34	4107.11	4666.02	5321.12	8888.60	8955.67	10825.93	23448.55
Change in Inventories	-87.18	-20.80	111.08	-31.74	-104.54	-58.76	-429.88	-447.47
Employee Benefit Expenses	237.00	346.50	412.40	564.45	639.13	793.63	1434.60	1832.47
Finance Cost	165.94	165.94	152.82	158.05	234.27	286.73	357.69	785.00
Depreciation & Amortization	94.64	105.98	117.04	119.15	112.37	122.87	223.57	512.03
Other Expenses	454.75	586.53	951.33	1046.83	1612.50	1784.31	2104.18	3525.15
Total Expenses	3633.50	5291.26	6410.68	7177.88	11382.38	11884.47	14516.09	29655.73
Profit Before Tax	60.13	222.06	381.14	495.31	810.86	840.62	986.07	5306.36
Total Tax Expense	19.73	56.58	89.14	122.91	245.97	231.06	261.10	1335.06
Net Profit For the Year	40.40	165.48	292.00	372.40	564.89	609.56	724.97	3971.30

Financial Figures - Year21 & Year22

FY-22

Total Revenue
Rs. 349.62 Cr

126%



EBITDA
Rs. 66.03 Cr
(EBITDA Margins: 19%)

321%



Profit after tax
Rs 39.71
(PAT Margins: 11%)

448%



(Rs Cr)	FY-22	F-Y21	YoY
Total Revenue	349.62	155.02	126%
Cost of Sales	230.01	103.96	121%
Employee expenses	18.32	14.35	28%
Other expenses	35.25	21.04	68%
EBITDA	66.03	15.67	321%
EBITDA margin	19%	10%	
Finance cost	7.85	3.58	119%
Depreciation	5.12	2.24	129%
PBT	53.06	9.86	438%
Tax Expenses	13.35	2.61	411%
PAT	39.71	7.25	448%
PAT margin	11.00%	5.00%	
Other comprehensive Income	0.21	-0.70	130%
Profit with Comprehensive Income	39.92	6.55	510%
EPS	38.51	12.63	
Paid up Capital	10.36	5.18	

Consolidated Figures – Q122 & Q123

Q1 FY-23

Total Revenue
Rs. 73.80 Cr

-38%




EBITDA
Rs. 12.10 Cr
(EBITDA Margins: 16%)

-59%



Profit after tax
Rs 3.49 Cr
(PAT Margins: 5%)

-83%



(Rs Cr)	Q1 FY-23	Q1 FY-22	YoY
Total Revenue	73.80	119.95	-38%
Cost of Sales	47.05	73.92	-36%
Employee expenses	6.20	4.47	39%
Other expenses	8.45	12.01	-30%
EBITDA	12.10	29.56	-59%
EBITDA margin	16%	25%	
Finance cost	3.44	1.34	152%
Depreciation	2.09	0.54	290%
PBT	6.57	27.65	-76%
Tax Expenses	3.07	7.62	-60%
PAT	3.49	20.03	-83%
PAT margin	5%	17%	
Other comprehensive income	0.64	0.01	7002%
Profit with Comprehensive income	4.14	20.04	-79%
EPS	3.99	38.66	
Paid up capital	10.36	5.18	

Strategic Growth Path

2021-22

- ▶ Completed Acquisition of Ind- swift Ltd Unit 3 & 4, Presently renamed as Unit 5 & 6 of ANG Life Sciences for Rs. 60.00 Cr on deferred payment basis
- ▶ Issued Bonus Equity Shares in the ratio of 1:1.
- ▶ Migrated from SME Platform to Main Board of BSE
- ▶ Achieved Rs. 348.67 cr. Turnover on Standalone basis

2022-23

- ▶ Company announces the FY 22-23 as a year of consolidation in terms of sales and customer holdings with the revenue guidelines between Rs 350-400 Cr and EBITDA ranging 16-18%.
- ▶ Convert Unit IV to dedicated Penicillin Unit for manufacturing of all formulations available in the segment for Domestic as well as ROW Market. It is a long term strategic decision of the company as per latest guidelines / expectations of domestic as well as various global FDAs.
- ▶ Face lifting of Unit V with installation of New Product Lines and Capacity Enhancement which includes:
 - Lyophilized Drug facility
 - General Capsule facility
 - General OSD Tablets facility
 - Dry Syrup facility
 - Gelatin CapsulesTo ensure the quality parameter, the company will

(To Be Continued)

invest in various latest quality control equipment's and further make available the said facility to Domestic, PICS, and EU approved Market.

▶ Convert Unit VI into dedicated Anti-Cancer Manufacturing and R&D Facility and further make available the said facility to Domestic, PICS, and EU approved Market.

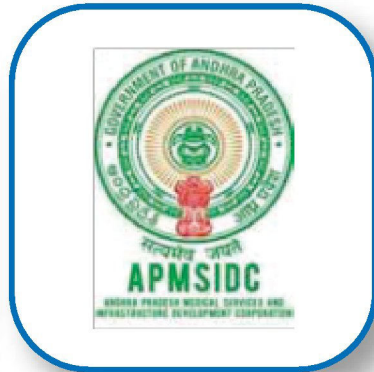
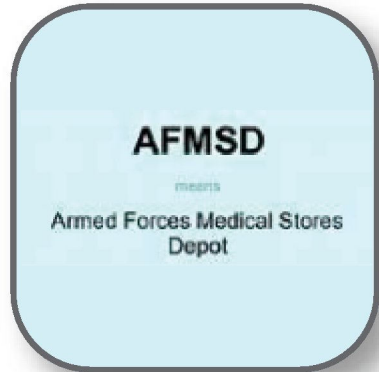
▶ The Existing product line of Unit VI will be shifted to Unit II with the upgradation and commission of the same.

▶ Holistic revamping of pharma regulations under new guidelines of Government has provided new opportunity to the Indian pharmaceutical industry and the company will capitalized the same in the coming years by venturing into B2C Healthcare business.

▶ Continuous Automation and process improvement efforts; to help attain higher capacities and to add New Molecules.

▶ Issued Bonus Equity Shares in the ratio of 1:4

OUR CLIENTS



THANK YOU

