

Date: 30th May, 2024

To, BSE Limited ("BSE"), Corporate Relationship Department, 2 nd Floor, New Trading Ring, P.J. Towers, Dalal Street, Mumbai – 400 001	To, National Stock Exchange of India Limited ("NSE") "Exchange Plaza", 5 th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051
BSE Scrip code: 543399	NSE Symbol: TARSONS

Sub: Investor Presentation for the quarter and financial year ended 31st March, 2024

Dear Sir/Madam,

Pursuant to the provision of Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for the quarter and financial year ended 31st March, 2024.

The Presentation will also be uploaded on the Company's website at www.tarsons.com.

We request you to kindly take the same on your records.

Thanking You,

Yours faithfully,

For Tarsons Products Limited

Santosh Kumar Agarwal
Company Secretary and Chief Financial Officer
ICSI Membership No. 44836

Encl: As above



TARSONS PRODUCTS LIMITED

Investor Presentation
May 2024

TRUST DELIVERED

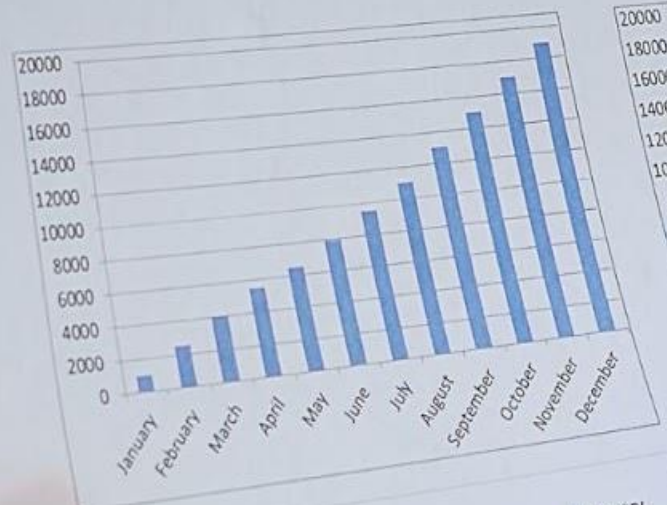


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Q4 & FY24 Financial Highlights

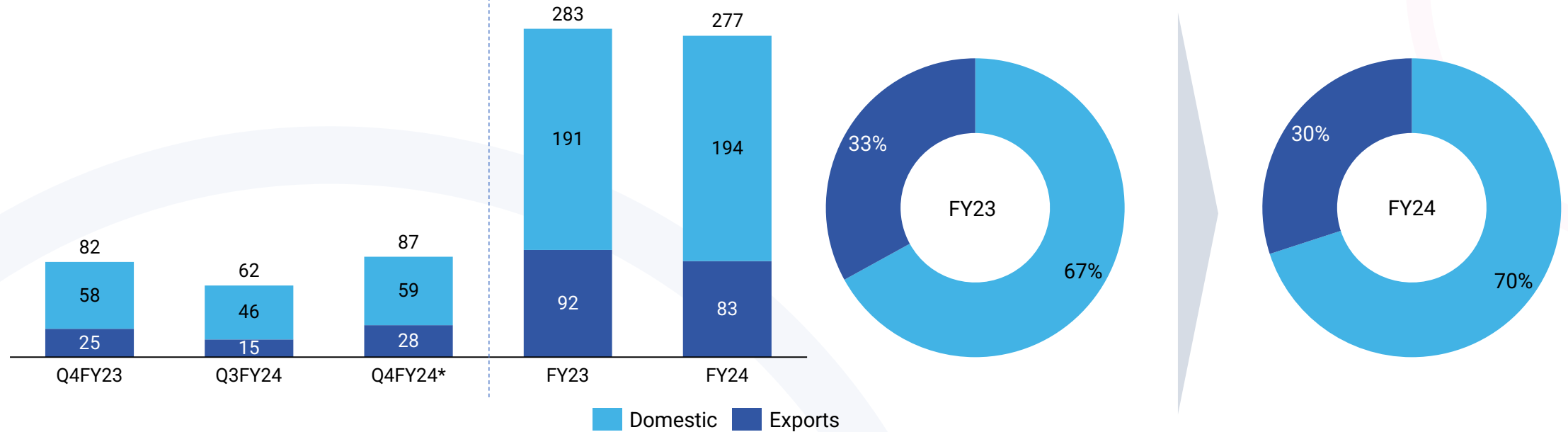


- Achieved **Highest ever Quarterly Standalone revenue of Rs. 87 crores** in Q4FY24
- Acquisition of Nerbe has been successfully completed, alongside we are **working on synergies to increase operational efficiencies and cross selling of products to increase our penetration in the exports markets.**
- We are pleased to announce that the Board has recommended **final dividend of ₹ 2.00/- per share** (100% of FV) on fully paid-up equity share of ₹ 2/- each for FY24, subject to the approval of the shareholders at the ensuing Annual General Meeting.
- Our cash flow from operations on standalone basis stood at **Rs. 105 crs as compared to Rs. 76 crs in FY23**
- **Panchla Plant Update:**
 - Introducing cell culture and existing products capacity expansion
 - Civil Construction completed
 - All the machine related to First clean room already arrived, production expected to commence in first clean room in Q2FY25
 - Started receiving machine for Cell culture and estimated to start commercial production by Q4FY25 in a phased manner
- **Amta Plant Update:**
 - Constructing Radiation Plant:
 - Signed the MOU with Board of Radiation & Isotope Technology (BRIT) for radiation plant
 - Sterile (Radiated) production will reduce dependency on our sole vendor in West Bengal
 - Civil construction for radiation plant and warehouse are on track and expected to be completed soon
 - Expected to complete the civil construction by Q2FY25
 - Amta Facility will be up and running by Q3FY25

Q4 & FY24 Key Standalone Operational Highlights

Revenue Spilt – Domestic : Export

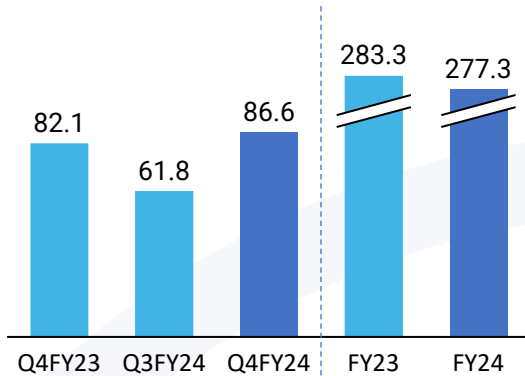
(in Rs. Crs)



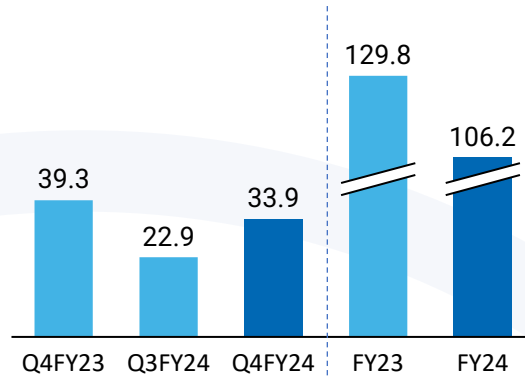
- Revenues from exports in Q4FY24 **stood at Rs. 28 crs** as compared to Rs. 25 crs in Q4FY23, **a growth of 12%**.
- Revenues from domestic market for Q4FY24 stood at Rs. 59 crs, **a growth of 3% on Y-o-Y basis and 27% on Q-o-Q basis**. For FY24, domestic revenues grew by 2% on y-o-y basis
- Spilt across Branded : ODM sales stood at **27:73 for Q4FY24 and 35:65 for FY24**
- Spilt across Domestic : Export revenues stood at **70:30 for FY24**

Q4 & FY24 Key Standalone Financial Highlights

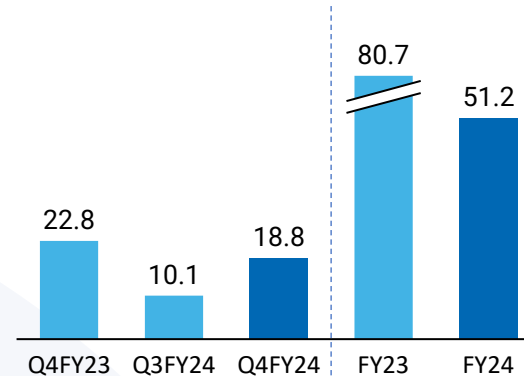
Revenue (in Rs. Crs)



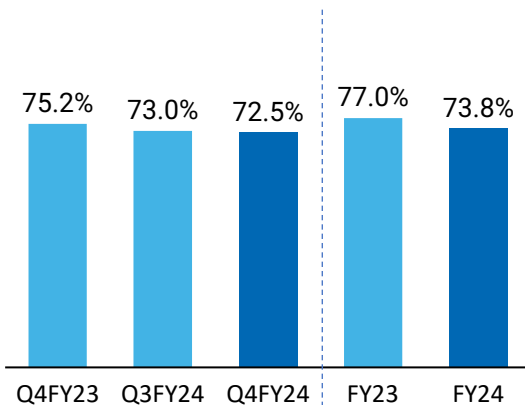
EBIDTA (in Rs. Crs)



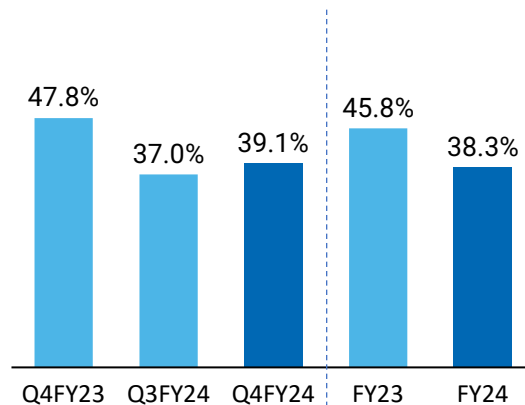
Profit After Tax (in Rs. Crs)



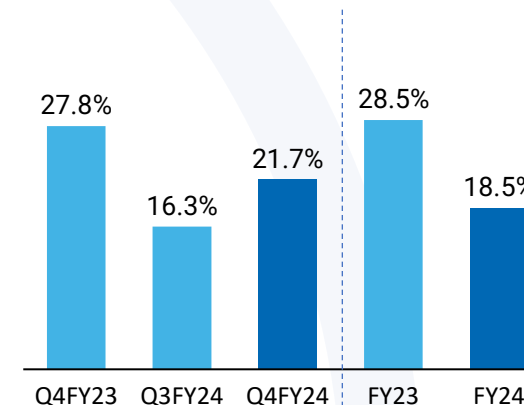
GP Margin (%)



EBIDTA Margin (%)



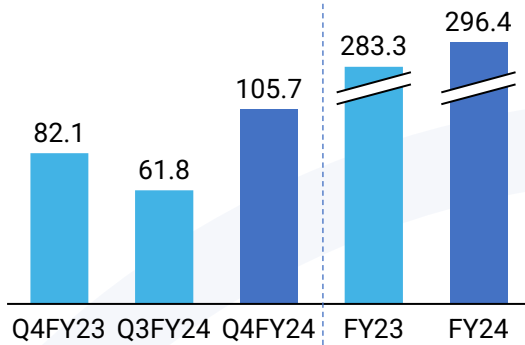
PAT Margin (%)



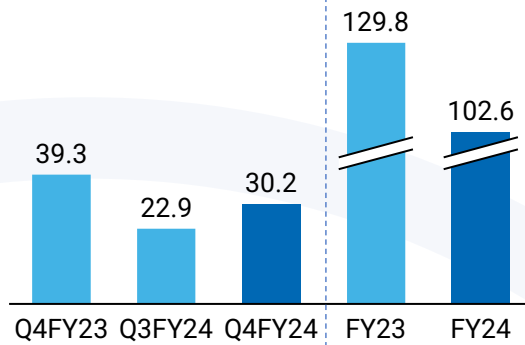
- **Highest Ever** quarterly Revenue of **Rs. 87 crores** in Q4FY24, **growth of 6% Y-o-Y & 40% Q-o-Q**
- Gross Profit & EBITDA Margin were impacted in Q4FY24 & FY24 on account of:
 - On account of **change in product mix** across our large product basket & SKU's
 - **Rs. 2.8 crs, one off expenses** on account of due diligence done for a potential acquisition in Q1FY24, which didn't fructify
 - As a prudent practice we have take a **one-time provision of Rs. 3.7 crs** on inventories

Q4 & FY24 Key Consolidated Financial Highlights

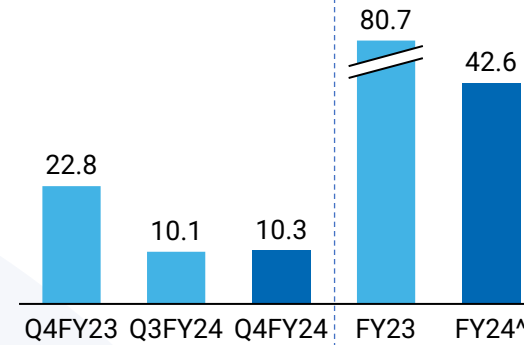
Revenue (in Rs. Crs)



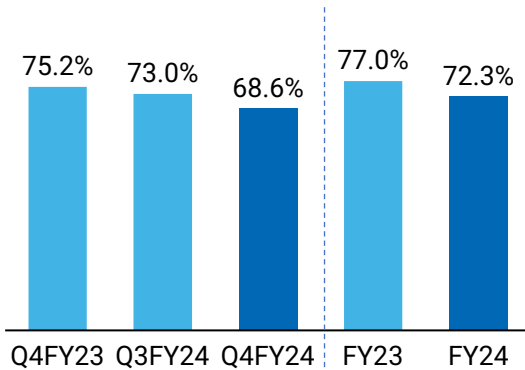
EBIDTA (in Rs. Crs)



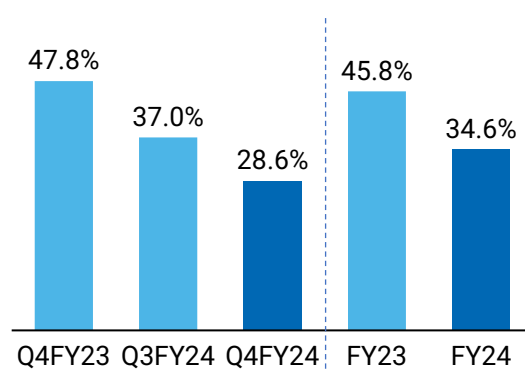
Profit After Tax (in Rs. Crs)



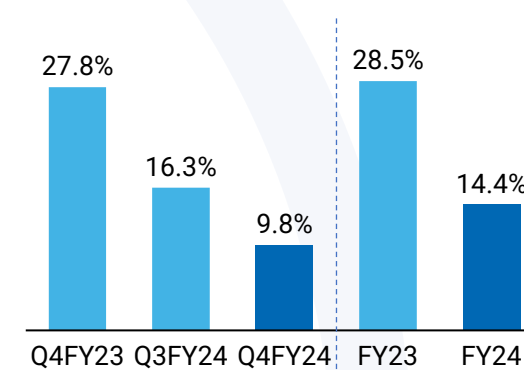
GP Margin (%)



EBIDTA Margin (%)



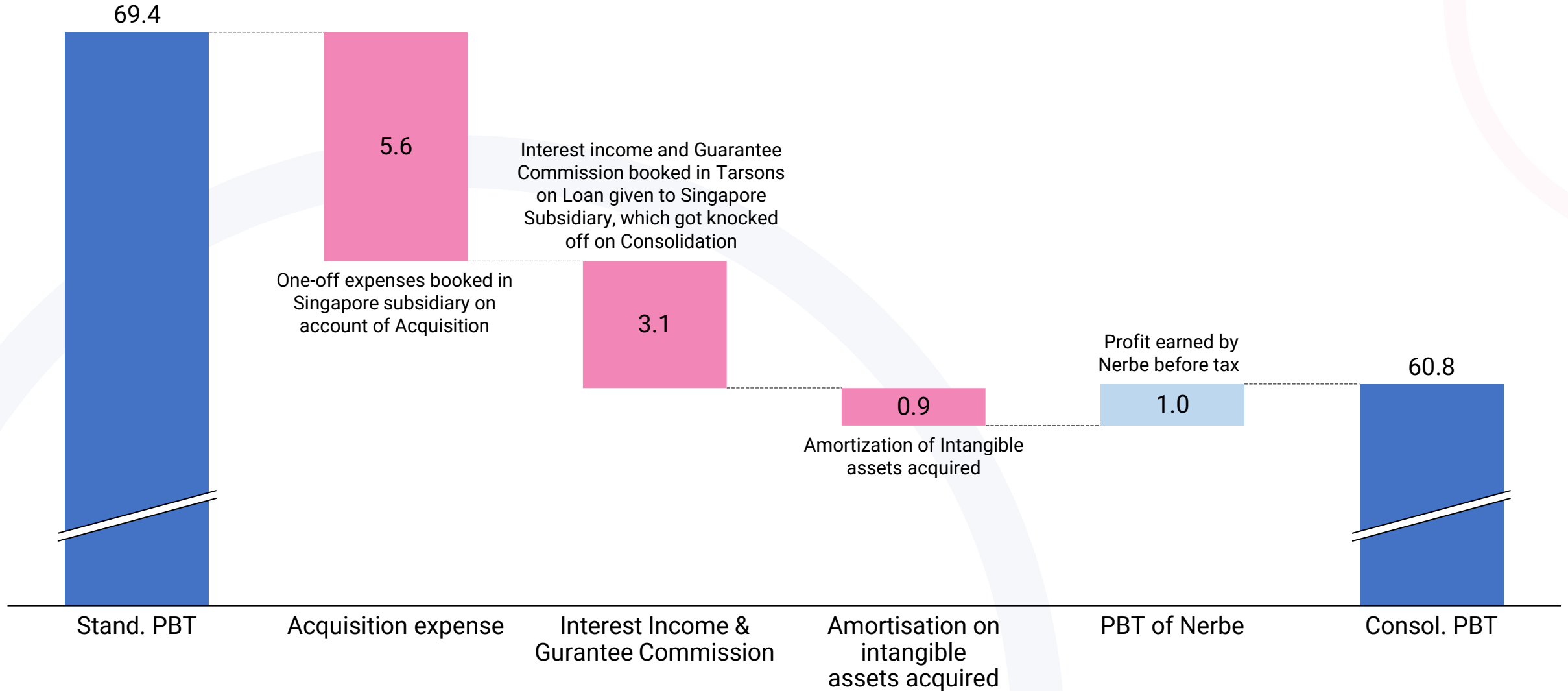
PAT Margin (%)



- Consolidated revenues for Q4FY24 stood at **Rs. 106 crs**
- Consolidated revenues include revenue from Nerbe of **Rs. 19 crs**
- Consolidated EBIDTA was impacted on account of certain one-time expenses up to the tune of **Rs. 5.6 crs** which has been incurred in the Singapore subsidiary on account of acquisition
- EBIDTA for Nerbe in Q4FY24 stood at Rs. 2 crs
- Profit before Tax for Nerbe stood at Rs. 1 cr for Q4FY24

*Adjusted for Rs. 2.8 crores one off expenses on account of due diligence for a potential acquisition which didn't fructify in Q1FY24
Q4FY24 figures are on consolidated basis

Bridge between Standalone & Consolidated PBT





Rohan Sehgal
Executive Director

Commenting on the performance of the company Mr. Rohan Sehgal, Executive Director of Tarsons, said:

“In the recent past, the life science industry has experienced turmoil amidst slowdowns, global recessionary trends, inventory unwinding, and geopolitical tensions. Despite these challenges, we have outperformed the industry growth and have achieved highest ever quarterly revenue of Rs. 87 crores in Q4FY24 on standalone basis. We believe that the current challenges are temporary and have been easing out, and as the industry moves towards growth, we anticipate a resurgence in performance.

Focusing on the promising growth prospects within the exports market, during the year, we did a strategic acquisition of Nerbe, a Hamburg-based distributor specializing in plastic labware products. This strategic move underscores our confidence in our ability to capitalize on growing opportunities in the exports market. With Nerbe, we are poised for significant expansion, particularly in European market, by leveraging its established distribution network. Nerbe represents more than just an acquisition; it serves as a pivotal steppingstone, facilitating the expansion of our global footprint. Through collaborative efforts and synergies, we are poised to unlock new avenues of growth and propel our business to greater heights globally.

We maintain an optimistic outlook for future growth, driven by our strategic initiatives, ongoing innovations, product expansion and focus on exports. Committed to leveraging our strengths and adapting to emerging trends, we are poised to capitalize on the evolving landscape and propel our business towards sustained success”

Q4 & FY24 Standalone Profit & Loss Statement

Profit and Loss (in Rs. Crs)	Q4FY24	Q4FY23	YoY	Q3FY24	QoQ	FY24	FY23	YoY
Revenue from Operations	86.6	82.1	5.6%	61.8	40.2%	277.3	283.2	-2.1%
Cost of Goods Sold	23.8	20.3		16.7		72.8	65.1	
Gross Profit	62.8	61.7	1.8%	45.1	39.2%	204.5	218.2	-6.3%
Gross Profit Margin	72.5%	75.2%		73.0%		73.8%	77.0%	
Employee Cost	10.1	8.6		9.8		38.8	34.1	
Other Expenses	15.2	13.9		12.5		55.8	54.4	
Adj. EBITDA	37.6	39.3	-4.3%	22.9	48.0%	109.9	129.8	-18.1%
Adj. EBITDA Margin	43.4%	47.8%		37.0%		39.6%	45.8%	
One off expenses/provisions*	3.7	0.0		0.0		6.5	0.0	
Reported EBITDA	33.9	39.3	-13.7%	22.9	48.0%	103.4	129.8	-20.3%
Reported EBITDA Margin	39.1%	47.8%		37.0%		37.3%	45.8%	
Depreciation	10.2	8.3		10.1		38.3	28.5	
Other Income	5.9	2.2		3.4		14.2	11.9	
EBIT	29.6	33.2	-10.8%	16.2	82.6%	79.3	113.2	-29.9%
Finance Cost	4.1	2.1		2.5		9.9	4.5	
Profit before Tax	25.5	31.1	-18.0%	13.7	86.3%	69.4	108.7	-36.2%
Tax	6.7	8.3		3.6		18.1	28.0	
Profit After Tax	18.8	22.8	-17.7%	10.1	86.6%	51.2	80.7	-36.5%
Profit After Tax Margin	21.7%	27.8%		16.3%		18.5%	28.5%	
EPS	3.53	4.29		1.89		9.63	15.17	

*Rs. 2.8 crores one off expenses on account of due diligence for a potential acquisition which didn't fructify in Q1FY24 & Rs. 3.7 crores on account of one time provision on inventories

Q4 & FY24 Consolidated Profit & Loss Statement

Profit and Loss (in Rs. Crs)	Q4FY24	FY24
Revenue from Operations	105.7	296.4
Cost of Goods Sold	33.2	82.2
Gross Profit	72.5	214.2
Gross Profit Margin	68.6%	72.3%
Employee Cost	15.6	44.3
Other Expenses	26.7	63.6
Adj. EBITDA	33.9	106.3
Adj. EBITDA Margin	32.1%%	35.9%
One off expenses*	3.7	6.5
Reported EBITDA	30.2	99.8
Reported EBITDA Margin	28.6%	33.7%
Depreciation	12.3	40.4
Other Income	3.4	11.5
EBIT	21.3	70.9
Finance Cost	4.3	10.1
Profit before Tax	17.0	60.8
Tax	6.7	18.1
Profit After Tax	10.3	42.6
Profit After Tax Margin	9.8%	14.4%
EPS	1.94	8.01

*Rs. 2.8 crores one off expenses on account of due diligence for a potential acquisition which didn't fructify in Q1FY24 & Rs. 3.7 crores on account of one-time provision on stock in trade

Balance Sheet

Assets (in Rs. Crs)	Consolidated	Standalone	
	Mar-24	Mar-24	Mar-23
Non - Current Assets	736.9	761.1	473.7
Property Plant & Equipment's	247.8	244.9	217.7
CWIP	267.0	267.0	119.0
Other Intangible assets	36.6	0.4	0.5
Right of use asset	18.8	6.6	6.6
Financial Assets			
Goodwill	32.5	0.0	0.0
Loans	0.0	110.9	0.0
Other Financial Assets	4.7	4.1	4.1
Current Tax Assets (Net)	4.2	2.1	2.2
Other Non Current Assets	125.2	125.2	123.6
Current Assets	235.3	192.1	252.0
Inventories	128.7	105.3	114.4
Financial Assets			
(i) Trade receivables	77.9	71.8	65.8
(ii) Cash and cash equivalents	17.1	4.0	59.1
(iii) Bank balances other than (ii)	5.5	5.5	0.9
Other Financial Assets	0.0	0.5	0.1
Other Current Assets	6.0	5.0	11.8
Total Assets	972.2	953.2	725.7

Equity & Liabilities (in Rs. Crs)	Consolidated	Standalone	
	Mar-24	Mar-24	Mar-23
Total Equity	612.9	620.4	569.3
Share Capital	10.6	10.6	10.6
Other Equity	602.2	609.8	558.7
Non-Current Liabilities	146.2	131.8	93.5
Financial Liabilities			
(i) Borrowings	102.0	102.0	80.7
(ii) Lease Liabilities	9.8	0.1	0.0
(iii) Other Financial Liabilities	0.5	0.2	0.0
Provisions	0.2	0.0	0.0
Other Non Current Liabilities	24.5	24.5	7.3
Deferred Tax Liabilities	9.2	5.1	5.4
Current Liabilities	213.2	201.0	62.9
Financial Liabilities			
(i) Borrowings	154.8	154.6	30.0
(ii) Trade Payables	14.6	8.5	9.6
(iii) Lease Liabilities	2.5	0.0	0.0
(iv) Other Financial Liabilities	32.7	30.5	15.5
Other Current Liabilities	4.0	3.2	3.9
Current tax liabilities (net)	2.1	2.1	1.9
Provisions	2.4	2.1	2.0
Total Equity & Liabilities	972.7	953.2	725.7

Cash Flow Statement

Particulars (Rs. Crs)	Consolidated	Standalone	
	FY24	FY24	FY23
Net Profit Before Tax	60.8	69.4	108.7
Adjustments for: Non -Cash Items / Other Investment or Financial Items	51.8	47.0	27.5
Operating profit before working capital changes	112.5	116.4	136.2
Changes in working capital	8.6	6.8	-36.3
Cash generated from Operations	121.1	123.1	99.9
Direct taxes paid (net of refund)	-18.4	-18.1	-24.3
Net Cash from Operating Activities	102.7	105.0	75.6
Net Cash from Investing Activities	-285.0	-296.5	-178.5
Net Cash from Financing Activities	135.6	136.4	84.6
Net Decrease in Cash and Cash equivalents	-46.6	-55.0	-18.4
Add: Cash & Cash equivalents at the beginning of the period	63.8	59.1	77.4
Exchange difference on translation of foreign currency	-0.1	0.0	0.0
Cash & Cash equivalents at the end of the period	17.1	4.0	59.1

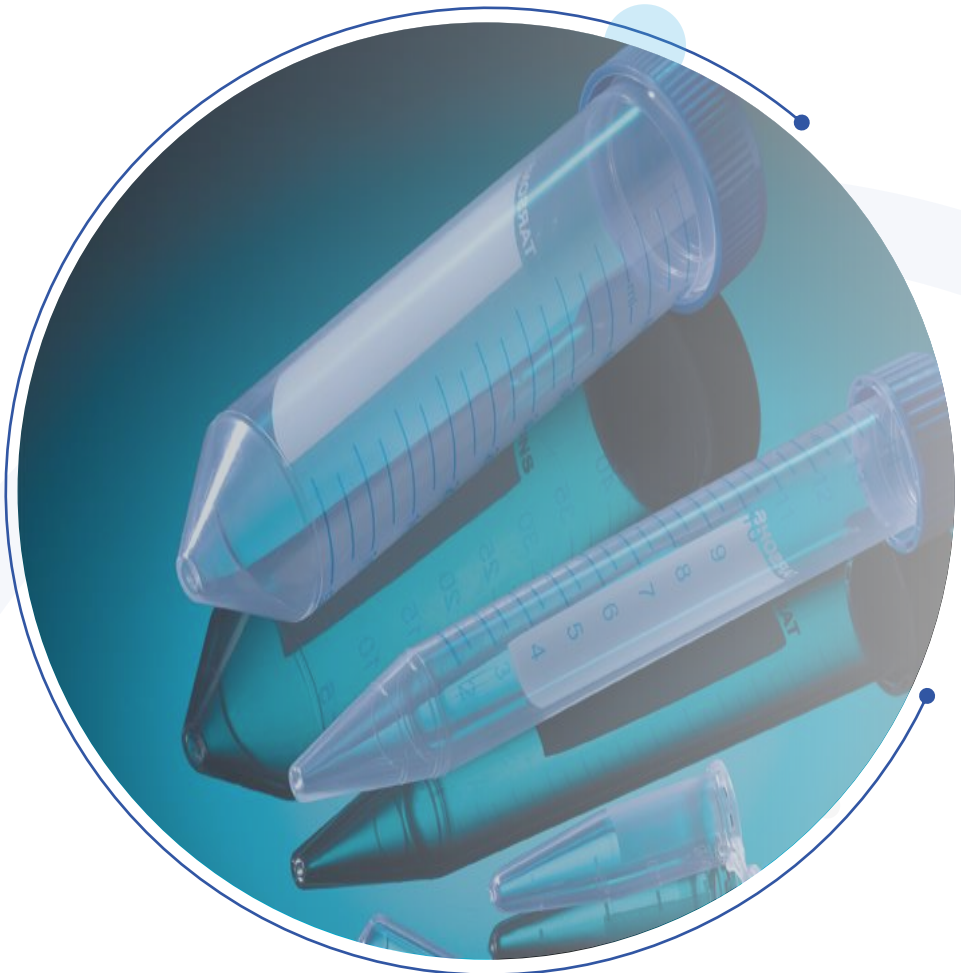


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About Tarsons



Tarsons – at a Glance



One of the **leading Indian labware company** engaged in the designing, development, manufacturing and marketing of consumables, reusables and others (including benchtop equipment & instruments)



Products used in laboratories across **research organizations, academia institutes, pharmaceutical companies, CROs, diagnostic companies and hospitals**



40+ years of experience in the life sciences industry delivering trusted high-quality products.



Robust market share in the highly fragmented Indian labware market*



Diversified product portfolio with **1,700+ SKUs across 300 product segment**



5 vertically integrated manufacturing facilities in West Bengal



Pan-India distribution network with long-standing relationships with the distributors

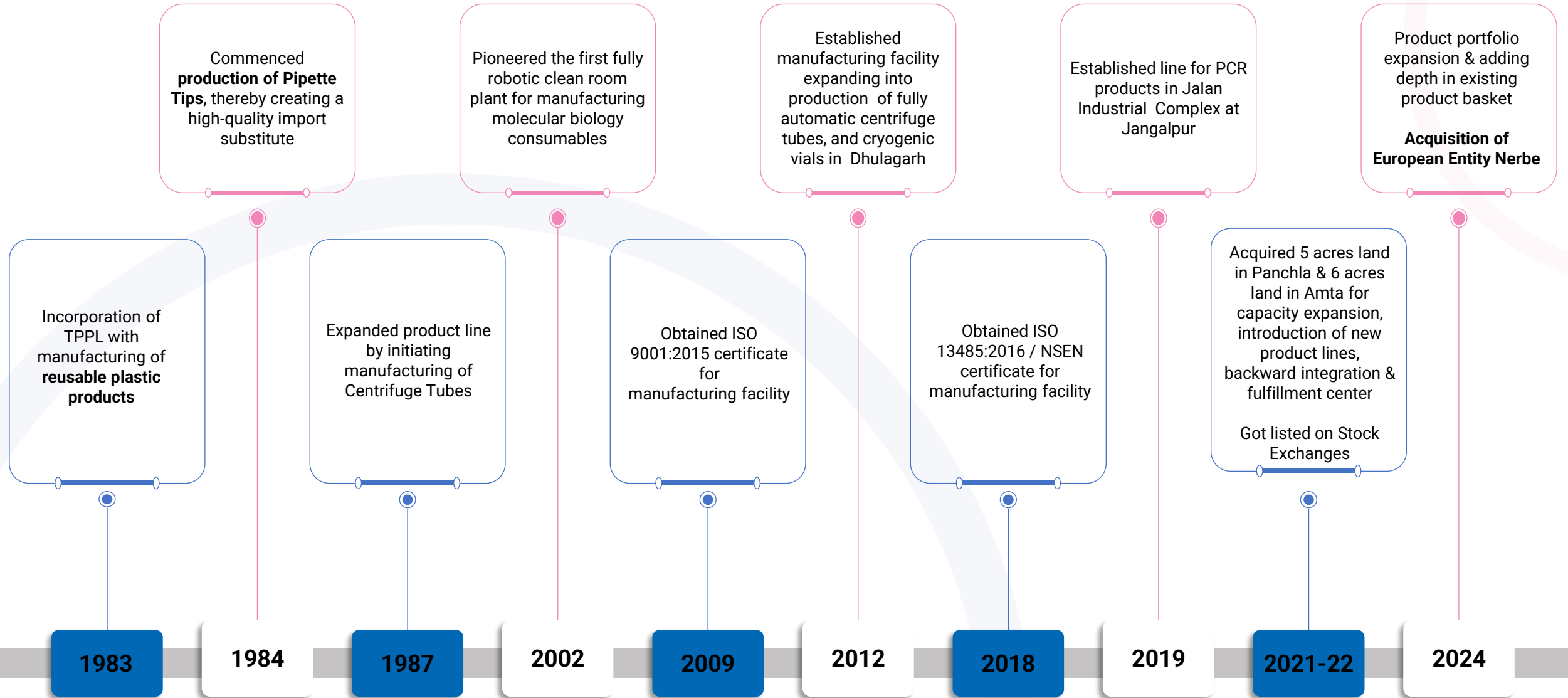


One of the few players in India to have a **global reach[#]** in the labware market with 45+ authorized distributors & partners **supplying products to over 40 countries**

*Approximately 9-12% as per Frost & Sullivan Industry Report 2021

[#]As per Frost & Sullivan Industry Report 2021

Our Journey



Leading Indian Labware Supplier

Trusted Brand for high quality products in the plastic labware market with 40+ years vintage in the industry

Expertise in production of a wide range of labware products & **amongst the top 3 players** with a robust market share*

Ability to offer differentiated, user friendly, reliable quality & cost-effective products has **enabled strong brand recognition & customer loyalty**

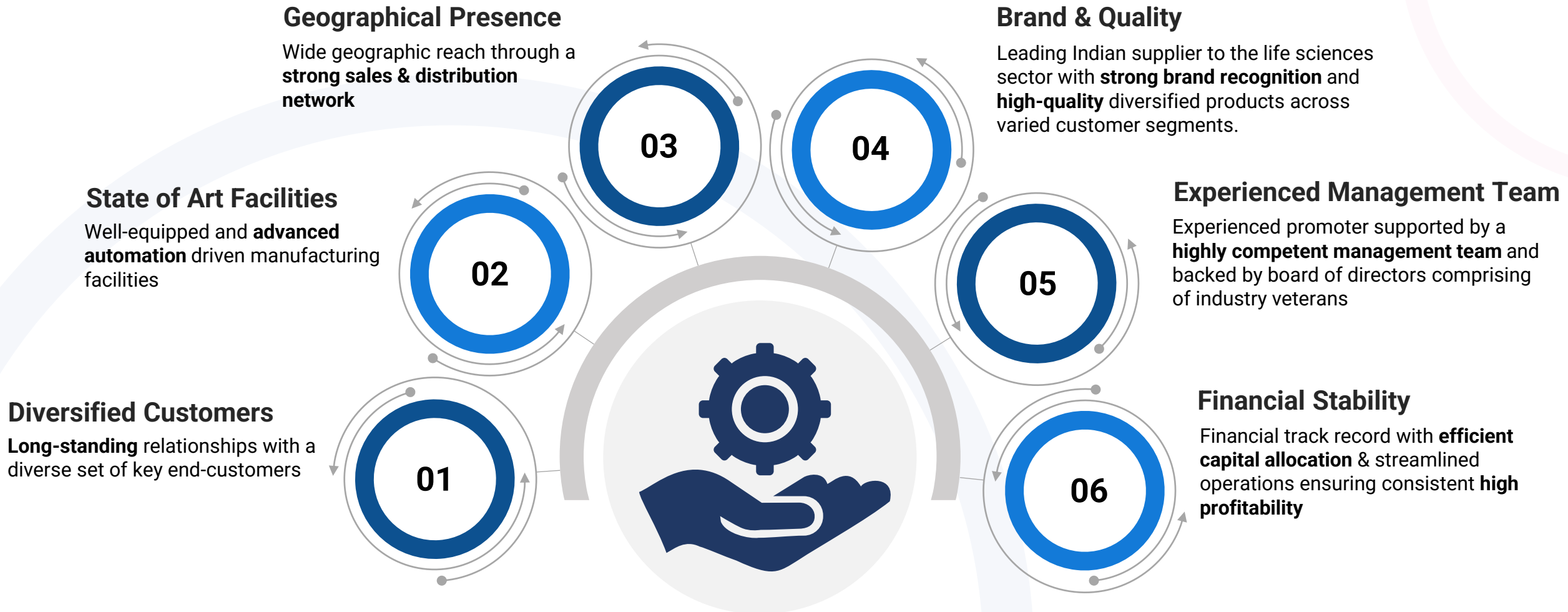


Individual product brands like **Maxipense, Spinwin, Cryochill** are well-recognized by the scientific community























Pioneered the first fully automated plant for manufacturing molecular biology consumables

In-house engineering team driving innovation & ensuring exceptional liquid handling performance across the liquid handling products

Our Competitive Edge



Catering to diversified End User Industry..

 Academic Institutes & Research Organization	 National Centre for Biological Sciences <small>National Centre for Biological Sciences Tata Institute of Fundamental Research</small>	 Indian Institute of Chemical Technology	 Rain Forest Research Institute	 KIIT University
 Pharmaceutical Industry	 Dr. Reddy's Laboratories Limited		 Enzene Biosciences Limited	
 Contract Research Organization	 Syngene International Limited	 Veeda Clinical Research Limited	 TCG Lifesciences Private Limited	
 Diagnostics Industry	 Dr Lal Pathlabs Limited	 Metropolis Healthcare Limited	 Molbio Diagnostics Private Limited	  Agappe Diagnostics Limited Mylab Lifesolutions Private Limited
 Exports Market	 Avantor, Inc	 FC-BIOS SDN BHD	 iCell INC	Toei Kaisha Toei Kaisha Limited

Measures to strengthen customer relations

- 1 Regular **Feedback from Customers** on quality, delivery & cost
- 2 Maintaining leading industry & **Regulatory Compliance Standards**
- 3 **Product Customization** as per the customer's specific needs
- 4 Adherence to **Quality standards & Safety Protocols** in place
- 5 **Wide Range of Products**
- 6 **50-member Sales Team** with deeply entrenched relationships

Our State-of-the-art Manufacturing Facilities...



Units	Land Area (in sq. mts.)	Ownership	Mfg Revenue Contribution (FY24)
Burroshibtolla I	530	Leased	5.32%
Burroshibtolla II	1,022	Leased	6.97%
Kasba	515	Leased	4.21%
Jangalpur	15,142	Owned	59.67%
Dhulagarh	4,047	Leased	23.83%
Panchla	21,550	Owned	-
Amta	24,280	Owned	-

Upcoming Facility

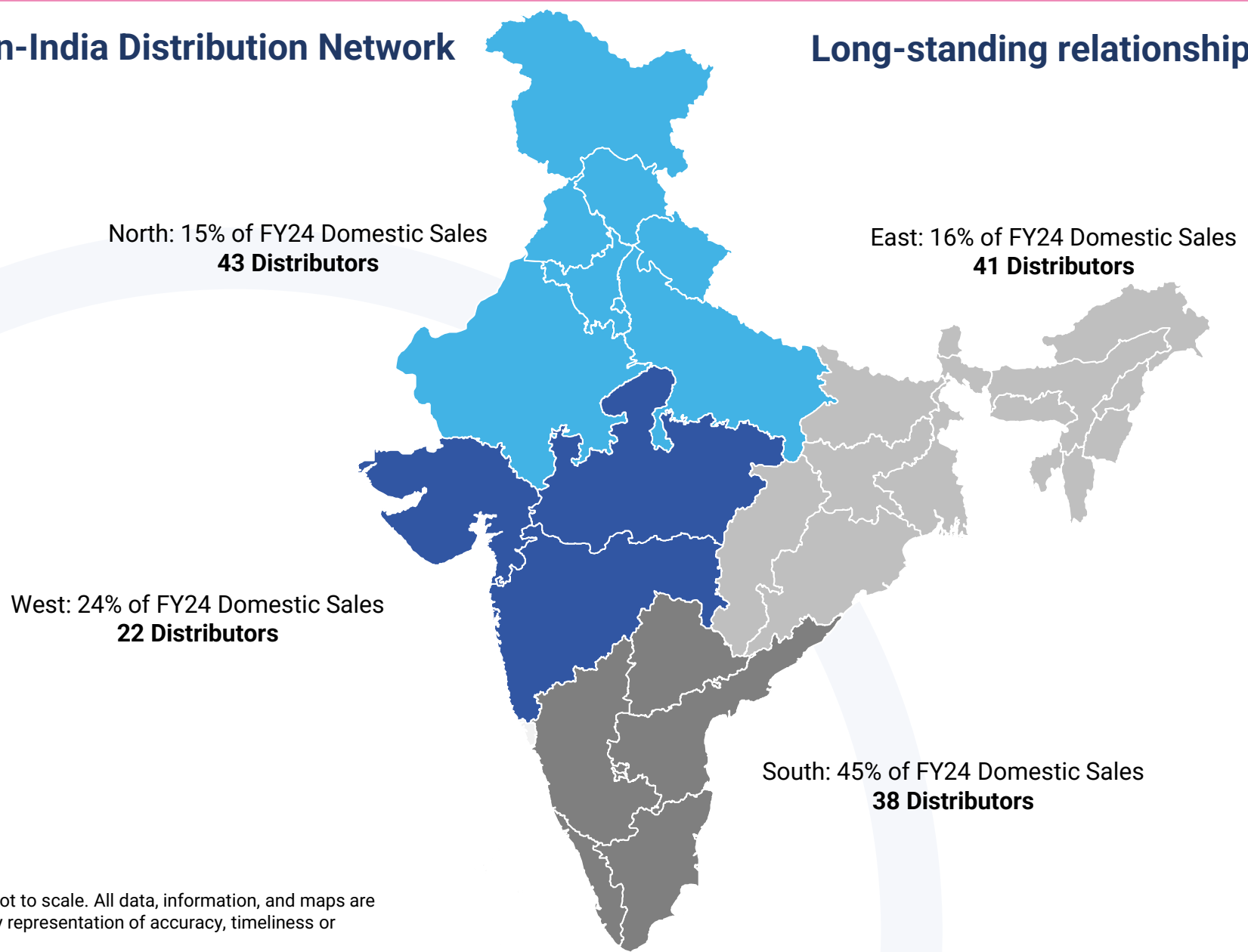
Key Highlights of the High Precision Manufacturing Process

- ✓ Vertically integrated manufacturing capabilities with **design & development** being carried out **in-house**
- ✓ Automated manufacturing with **use of robotics** & other technologies developed in collaboration with overseas partners
- ✓ **Production process free from human touch** & thus helps to achieve the **desired levels of purity** required for use in life sciences products
- ✓ Manufactured in **clean aseptic environment**; manufacturing process is carried out in fully-validated & 3rd-party certified ISO 8 clean rooms
- ✓ Quality Certifications: **ISO & CE certifications**
- ✓ In Amta, West Bengal, the Company is developing a **new fulfillment center with in-house sterilization capability**
- ✓ Company is expanding into **new product categories and capacity expansion at upcoming production facility in Panchla, West Bengal**

...with widespread Domestic Sales & Distribution network...

Comprehensive Pan-India Distribution Network

Long-standing relationships with Distributors



Data as on FY24

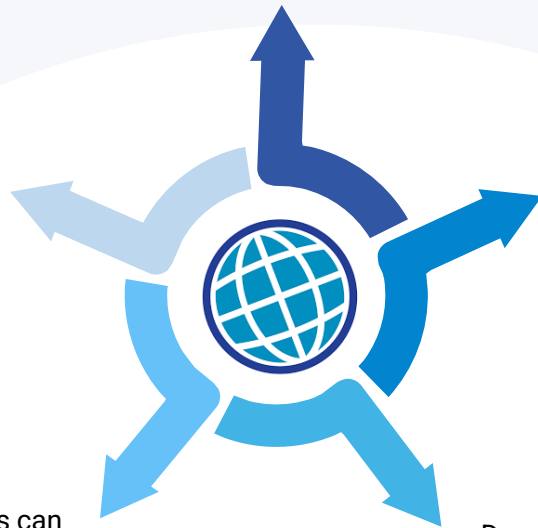
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...with huge underlying Export Market Potential...

Huge Export Opportunity Market

Demand for plasticware expected to **grow at 10% CAGR** for developing markets like APAC & MEA, developed markets like Americas & Europe also expected to grow healthy

Factors such as **supplier reliability**, cultivating new relationships, deepening existing relationships and **meeting demands in timely manner** will enhance the export market share



Rapid increase in demand for plasticware is **providing platform for Indian players** to expand share of export revenues while continuing import substitution at home

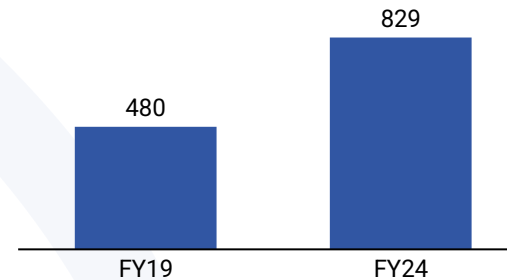
Established Indian players can **further expand export market share** on back of high-quality & reliable products with enhanced R&D and independent design & customization capabilities

Domestic companies in India can take advantage of their **competitive pricing** in order to capture larger share of global market

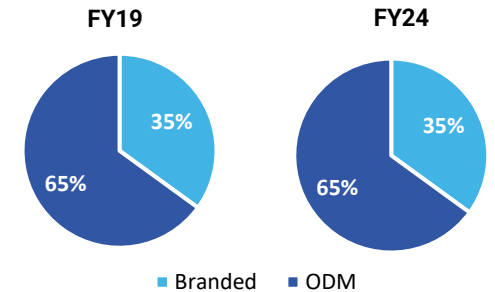
One of the very few players to have a Global Reach

- ✓ As of 31st March 2024, the company sold its products to 40+ countries via 45+ distributors
- ✓ Export operations are a blend of branded and ODM sales
- ✓ Under the ODM model, the product is independently designed & developed by the company as per the requirements given & then sold to the respective brand owners

Export Revenue (INR mn)



Export Revenue Break-up (%)



Key Overseas Clients (ODM Sales)



FC-BIOS

Toei Kaisha

...offering Wide Range of High-Quality Products...

Our products are *made from high-quality medical grade DMF registered resins which are selected to minimize additives & reduce potential leachables*

Consumables

55% of FY24 Revenues

- Portfolio of products under this category include:
 - Centrifuge ware
 - Cryogenic ware (tubes & accessories)
 - PCR consumables (tubes, plates, and strips)
 - Petri dish
 - Pipettes



Reusables

40% of FY24 Revenues

- Portfolio of products under this category include:
 - Bottles & Carboys
 - Beakers
 - Measuring cylinders
 - Racks
 - Others (jars, desiccators etc.)
 - High quality standards maintained to ensure the products are leakage proof through specially designed lip-sealing geometry



Others

5% of FY24 Revenues

- Products under this category includes benchtop instrumentation such as:
 - Vortex shakers
 - Centrifuges
 - Pipettors
- These products enable molecular works of cell collection, extraction, simple spin-down and f-tube separation



Offering a **Wide Range of Products** enabling its end-customers to source most of their product needs from a **Single Source**

...diversified product portfolio of Plastic Labware

Consumables (55% of FY24 Sales)

Pipette Tips



Mostly used in research work for transferring small volume of liquids with high precision

Centrifuge Tubes



Perfect for versatile applications, these are used for storage, spinning down & separation of colloidal solution

Petri Dishes



- Mostly used in culture of microbes & sensitivity assays
- Used once & discarded which optimizes time consumed in washing and sterilizing

Sterile Media Bottles



Suited to preparation & containment of buffers, cultures or prolonged storage of pH sensitive liquids such as culture media

Cryo Vials



Used for storage of biological materials at temperatures as low as -196°C (vapour phase of liquid nitrogen) to 121°C

Storage Vials



Designed for use with samples from -80°C to 121°C. Used for storage of PCR reagents, enzymes & other diagnostics, biochemical reagents or samples

Serological Pipette



Disposable pipettes for tissue culture, microbiological and various research applications. Certified DNase, RNase, and Pyrogen free

Reusables & Others (45% of FY24 Sales)

Bottles



- Used for containment, protection and transportation of various kinds of reagents
- Leakproof, strong and durable

Carboys



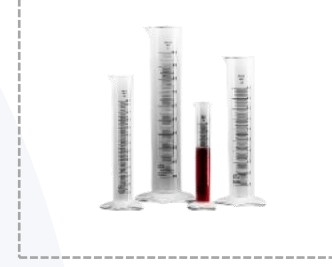
Used for media formulation and mixing, aseptic protocols, stirring and storage of intermediates

Beakers



- Used for mixing; graduations are approximate and not intended for accurate liquid measurement
- Economical enough to discard after one use, or strong enough to reuse

Cylinders



Used to measure the volume of a liquids, chemicals, and solutions during daily lab work

Benchtop Instruments



- Wide variety products which include benchtop instrumentation like vortex shakers, centrifuges, pipettors
- Enable molecular works of cell collection, extraction, simple spin-down and f-tube separation

Glimpse of our product portfolio & processes



SPINOT™ Digital Magnetic Stirrer Hot Plate

Sophisticated digital stirrer hotplates offer control and display of both temperature and stirring speed. Discover reliable mixing and heating operations with Tarsons SPINOT.

Video link – [Click here](#)



WIDE
RANGE OF
SCIENCE
AND PLASTIC
LABWARE

Video link – [Click here](#)



Discover a wide range of
Labware at Tarsons

Video link – [Click here](#)



Spinwin™ Tube Conical Bottom

Perfect for versatile applications, the centrifuge tubes are used globally for storage, spinning down, reaction processes and more. Built for high G performance, this is one of the most versatile consumable. Autoclavable.

Video link – [Click here](#)



Video link – [Click here](#)

For more information & videos please visit www.tarsons.com/video-new



Enhance existing & expand product portfolio

- Focus on **branding & promotion** to enhance visibility in the labware industry to increase brand awareness & loyalty
- **Manufacture New Products** in the cell culture & robotic handled consumables and expand into the import dominated markets of these products
- Leverage the advantage of **"Make in India"** and grow our domestic sales vis-à-vis exports



Enhance manufacturing capacities to leverage growth

- **Expand manufacturing capacities** in popular product categories like liquid handling, centrifuge ware, & cryo ware through additional machines, moulds and ancillary infrastructure
- Acquired 5 acres of land to develop a new manufacturing facility in Panchla, West Bengal to **expand & enter into the new product segment** comprising of cell culture
- Also, acquired 6 acres of land at Amta to develop **fulfilment center, radiation facility and manufacture few products**



Increasing presence in overseas markets

- Plans to **export to ~120 countries in the next 5-10 years** through the extensive experience and proven track record of catering to overseas customers
- Acquired Nerbe, a Hamburg-based distributor specializing in plastic labware products
- Two-pronged approach:
 - **Branded sales** targeting emerging markets such as Asia Pacific, Middle East and South America
 - **ODM sales** to supply products to developed markets such as USA and Europe



Maintain operational efficiency & profitability

- Implemented strategic cost-saving and efficiency improvement processes such as **advanced automation solutions** to improve productivity
- Continue to **invest in automation** in order to avoid human error & consequently **improve throughput**

Experienced Board of Director & Managerial Team



Sanjive Sehgal
Chairman & Managing Director

- Chairman & Managing Director of Tarsons Product Limited
- Has over 31 years of experience in the company



Rohan Sehgal
Executive Director

- Whole-time Director of the company
- Has over 8 years of experience working in the company



Santosh Agarwal
Chief Financial Officer & Company Secretary

- Qualified as a Chartered Accountant & Company Secretary
- Has over 21 years of experience



Gaurav Podar
Non-Executive Nominee Director

- Currently, Director with ADV Partners
- Investment professional with 11+ years of experience



Girish Vanvari
Independent Director

- Founder of Transaction Square – a Tax, Regulatory & Business Advisory Firm
- Qualified as a Chartered Accountant



Sucharita Basu
Independent Director

- Co-founder AQUILAW
- 21+ years of experience in commercial & corporate agreements, capital markets & real estate



Viresh Oberai
Independent Director

- 22+ years experience with Tata Steel
- Conferred with “Udyog Rattan” award from Indian Economics Society

Contribution towards Environmental, Social & Governance

Clean room conditions

eliminates all chances of contamination

Productivity optimisation with use of **high automation**

Use of **Medical Grade Plastics**. Products are designed to withstand critical use

NO Hazardous materials consumed

NO litigations faced for pollution or degradation of environment over the past five years

NO impact of Climate change

Employee Welfare:

Multi-pronged approach towards employee development.

Company has **NOT** witnessed any employee unrest / strikes or lockouts since inception

Some of the CSR activities has been directed towards **TATA Cancer Hospital & Narayana Hrudayala**

The Board has an optimum combination of Executive and Non-Executive directors

Company has **Clean Track Record** of Liability payments to various stakeholders

Regular **Review & Updation** of policies for change requirements.

Whistleblower policy implemented

DELIVERING TRUST



Industry Update



Bottles & Carboys



General Lab ware



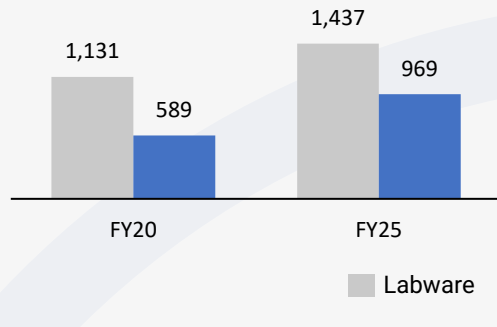
PCR Products



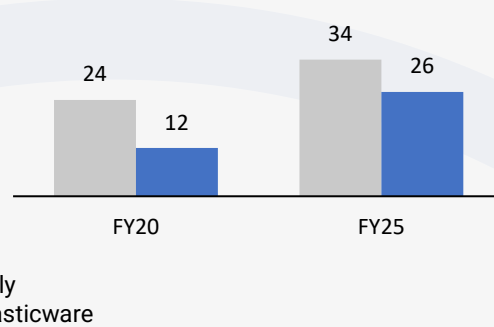
Plastic Labware Market

Indian plastic labware market is expected to grow at 16% CAGR from 2020-2025

Global Laboratory Equipment Market Size (INR Bn)

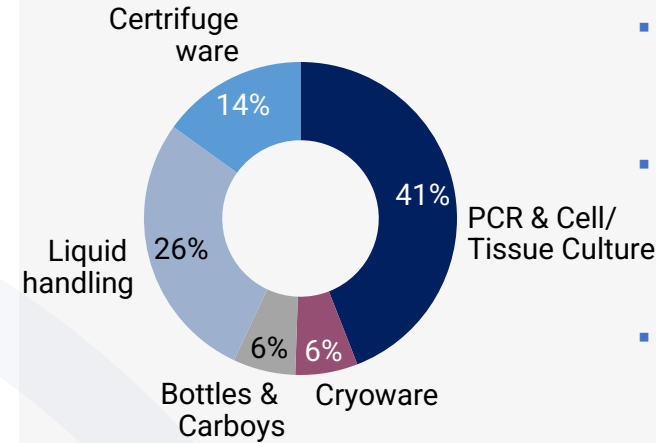


Indian Laboratory Equipment Market Size (INR Bn)

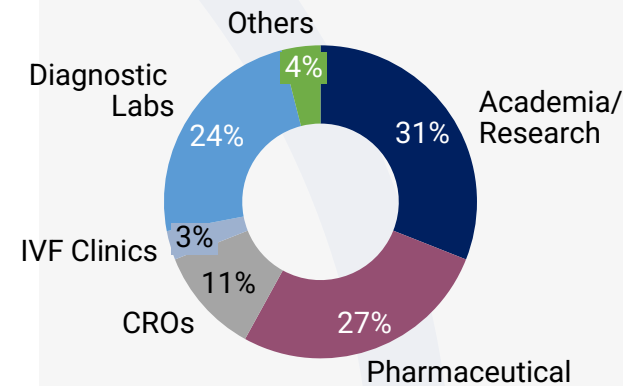


- Expected increase in investments by various pharmaceutical majors to advance research into various chronic diseases treatment
- COVID-19 pandemic** has led to an increase in long term demand for laboratory investigations, vaccine development activities and clinical trials
- Key growth drivers of the Indian market include:
 - Urbanization & growing middle class** coupled with **sedentary lifestyles** are resulting in increasing incidence of **chronic diseases** which in turn drive healthcare research & demand for labware products
 - Highly underpenetrated healthcare sector** provides significant room for growth
 - Growth in **pharmaceutical R&D outsourcing to India** will serve as a huge catalyst for the labware space

Split of Global Market Size of Plastic Labware (2020)



- Centrifuge & Liquid Handling** market dominate the Laboratory equipment market
- The **automated liquid handling market** is anticipated to witness a **significant market growth** during the forecast period
- PCR product segment** has seen a **strong growth** lately due to high demand on account of the pandemic

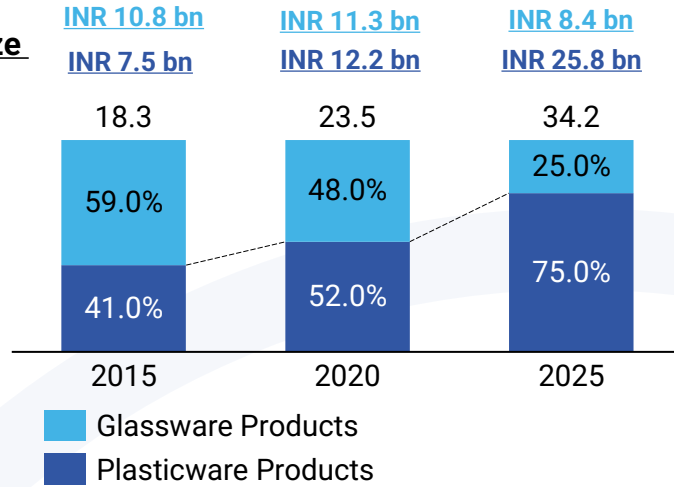


- The **Academia/Research and Pharmaceutical** segments contribute to majority of the end use **making up ~60%**
- With strong **increase in outsourcing by pharma companies, CROs are expected to grow** strongly
- Diagnostic labs are expected to grow** at a robust pace on account of **increasing awareness and need of testing**

Rapid Shift from Glassware to Plasticware in India

Indian Laboratory Equipment Market (Breakup of Glassware and Plasticware segments)

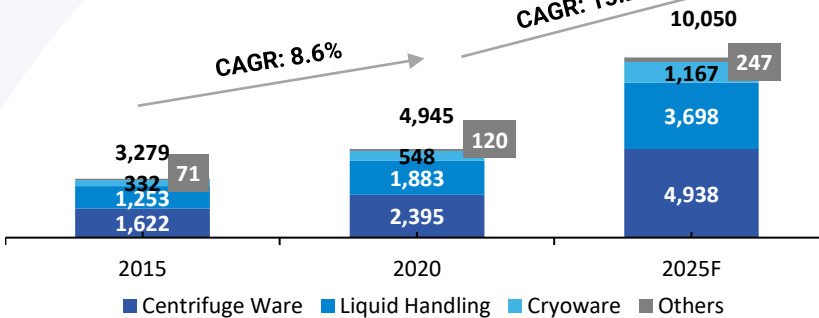
Market Size



Key reasons for the shift:

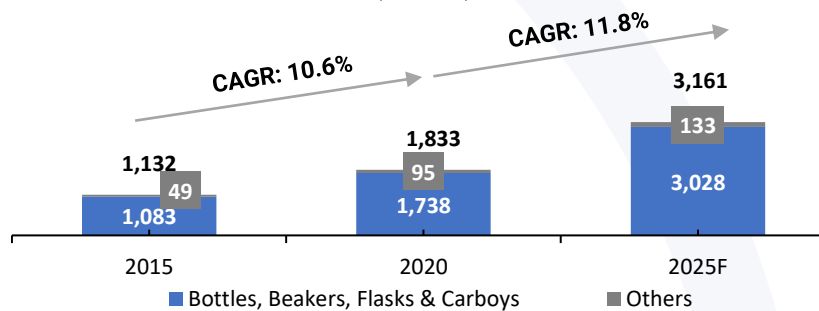
- **Increased Applicability:** Superior ability to handle radioactive isotopes, hazardous & carcinogenic chemicals or substances
- **Enhanced Safety:** Inherent characteristics of plasticware including thermo-stability & safety of laboratory personnel in case of accidents
- **Less Contamination:** Samples stored in glass containers are prone to contamination due to leaching of inorganic ions into aqueous solutions or exposure to light in case of light-sensitive materials; thus, making plasticware a preferred choice vis-à-vis glassware
- **Ease of Handling :** Plastic Labware is significantly lighter in weight and much easier to handle over long hours than glassware
- **Durability:** Plastic equipment is unbreakable & has a longer shelf life as well allowing for better use & flexibility to scientists & researchers
- **Cost Effective:** Plastic Labware is more cost effective than glassware

India Plasticware Laboratory Consumables Market by Product Type (INR mn)



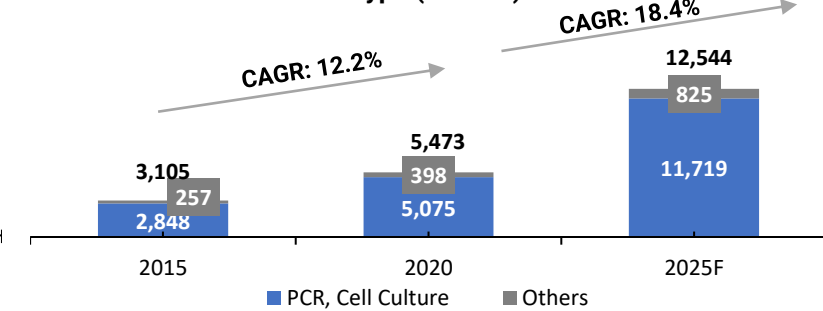
- **Centrifuge ware** is largest segment within consumables with 48% market share
- Increased investments in life sciences sector including omics research, advanced healthcare, microbiology, drug development, and clinical diagnostics are key factors supporting higher usage of laboratory products
- India being a vaccine manufacturing hub is also a driving point for use of laboratory ware especially consumables for quality testing and approvals

India Plasticware Laboratory Reusables Market by Product Type (INRmn)



- India being price sensitive country prefers plastic reusables as they have long shelf life in addition to **being unbreakable and inexpensive as compared to glass**
- **Increase in automation in biotech & diagnostic labs** will boost demand for plasticware reusables where storage and machine handling requires products with better flexibility and dexterity

India Plasticware Laboratory PCR/Cell Culture Market by Product Type (INR mn)



- Cell / Tissue Culture is high end, large & growing market in India with huge potential for growth
- Increase in R&D in field of cell engineering is also expected to propel growth of cell culture supplies market
- **Stringent license and accreditation procedures** involved with maintaining cell cultures allow only specific companies to operate in the market

Key Takeaways



Thank You



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Strategic Growth Advisors Private Limited

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