

November 08, 2023

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001, Scrip Code: 543266	National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot no. C/I, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai - 400 051. Symbol: HERANBA
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Dear Sir/Madam,

Sub: Investor Presentation-Acquisition

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation of the Company on Acquisition.

We request you to take the above information on record.

Thanking you,

Yours sincerely,

For Heranba Industries Limited

Abdul Latif
Company Secretary and Compliance Officer
Membership No.: A17009

Encl: As above

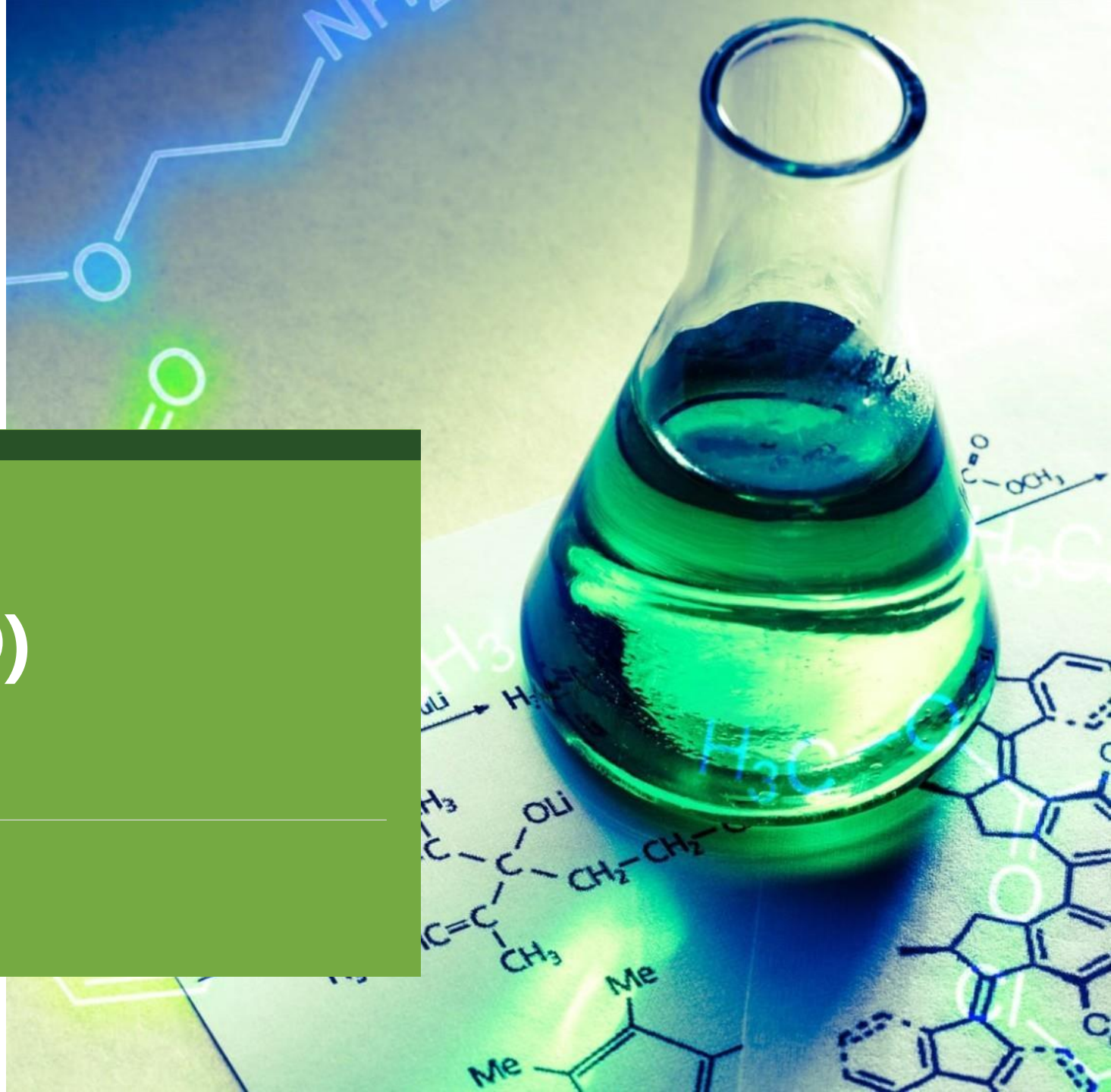


An ISO 9001:2015 Company
HERANBA[®]
INDUSTRIES LIMITED

Contract Research Organization (CRO)

An Overview

BSE: 543266 | NSE: HERANBA | ISIN: INE694N01015
www.heranba.co.in





Safe Harbor

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Heranba at a Glance



4
Manufacturing
Facilities



65+
Countries
Presence



950+
Employees
(as of FY23)



60+
Revenue from
Institutional
customers**
(as of FY23)



8500+
Dealers
across India



41%
Revenue from
Exports as % of sales
(as of FY23)



~20%
Revenue from
Top 10 customers
(as of FY23)



14.4%
ROE#
(as of FY23)

New R & D Centre - Tarapur

Objective

To Set-up a world class R&D Centre to attract, collaborate and partner with leading multinational companies in agrochemical, pharmaceutical, biopharmaceutical, speciality chemical space which work in their niche area starting from discovery of new chemical entities through their development till the final journey of their launch and commercialization. It will be a strong customer-centric partnering approach with a special focus on bringing our customer's products to market and grow along them.

Given the strength to Heranba dealing with challenging and complex chemistry from R & D stage to commercialization, its starting business model would be like flexible contract research, development and manufacturing organization (CRAMS/CRO/CDMO) in the area of agrochemical, plant nutrition, pharmaceutical, biopharmaceutical, speciality chemicals etc.

Planning



Apart from existing 30 highly qualified scientists working in current set-up which would be moving to new R&D center, Heranba has budgeted 60 scientists in the first phase which would cater to Synthetic Chemistry, Analytical Research, Formulation Development and Pilot plant Services.

With the establishment of this center, we will be able to enhance our capabilities to develop products and chemistries for niche markets and for potential customers. We expect the labs at this centre to consistently operate at full capacity, resulting in an increase in revenue and a boost for the bottom line, since the CRAMS business segments have high EBITDA margins.

The R&D center will have in-house 5 synthetic labs with ultra-modern fume hoods. Each of the fume hoods, conducive to the achievement of the highest levels of safety features automation to control several experiment-related parameters. All synthetic projects will be supported by dedicated analytical equipment and development team to control and assure the quality of the product throughout the journey of development to production.



Planning

Our scientists will operate in modern laboratories and supported with well-defined processes to solve multi step complex synthetic challenges. Supported by analytical scientists providing reliable analytical data, this team will adopt quality documentation procedures to protect customer IP and confidentiality.

In the next phase which will commence in FY 2025-26, Heranba is aiming to establish Custom and Speciality Chemical Division, Performance Chemical Division, Fermentation Technology and Bio-catalysis platform to develop specialized product for leading Pharmaceutical, Biopharmaceutical and Agrochemical Industries, and Performance chemical sectors with the aim to supply them large quantity going forward.



Capex Plan

Phase-1

The company has budgeted ₹50 crore in the first phase to revamp the existing setup and develop the R&D center to facilitate the business expansion into new markets by way of new and innovative strategies to integrate concepts and commercialization by providing suitable cost effective research and development solutions to international projects. As the new R&D center is going to house world class pilot plant facility, the setup will have approximately 15 reactors in the beginning and other necessary downstream equipments.

Our scientists will operate in modern laboratories and be supported with well-defined processes to solve multi-step complex synthetic challenges. Supported by analytical scientists providing reliable analytical data, this team will adopt quality documentation procedures to protect customer IP and confidentiality.

Capex Plan



Phase-2

In the 2nd phase, Heranba will explore setting up of a GLP facility and expansion of manufacturing capabilities. The composite team of scientists will be responsible to deliver synthesis and analytical solutions including method development and validation studies, product stability, purity analysis, impurity profiling, 5-batch analysis, impurity standard synthesis, isolation and characterization leading to Analytical Master Standard Repository Generation. And, to execute the same, a multi-purpose plant will be established with more than 20 reactors in the beginning and plenty of other necessary downstream equipment.



An ISO 9001:2015 Company

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Corporate Office

Heranba Industries Ltd.

2nd Floor, A Wing, Fortune Avirahi,
Jain Derasar Lane, Near Moksh Plaza,
Borivali (West), Mumbai – 400 092, India

Tel : 91-22-2898 7912/14,
91-22-2898 2133/44,
91-22-2898 4439,
91-22-5070 5050

Email : compliance@heranba.com

Investor Relations Contacts:

Abdul Latif

Heranba Industries Ltd.

Tel No.: +91 22 2898 7912

Email: compliance@heranba.com



Thank You