



# OMKAR SPECIALITY CHEMICALS LIMITED

Regd. & Corporate Office : Unit - III, B-34, M.I.D.C., Badlapur (East), Thane - 421 503, Maharashtra, India

Tel. : +91 (0251) 2697340, 2690651, Fax : +91 (0251) 2697347, 2691572

Email : info@omkarchemicals.com Web. : www.omkarchemicals.com

CIN : L24110MH2005PLC151589

Ref.: OSCL/SE/2019-20/19

Date: June 24, 2019

To,

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| Corporate Services Department<br><b>BSE LIMITED</b><br>P.J. Towers, 1 <sup>st</sup> Floor, Dalal Street,<br>Mumbai – 400001.<br>BSE Code: 533317 | Corporate Services Department<br><b>NATIONAL STOCK EXCHANGE OF INDIA LIMITED</b><br>Exchange Plaza, Bandra-Kurla Complex,<br>Bandra (E), Mumbai – 400051.<br>NSE Symbol: OMKARCHEM |
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## SUB: PRESS RELEASE – REG. 30

Pursuant to Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with Para A of Part A of Schedule III thereto, please find enclosed herewith Press Release on forays into CRAMS business.

Please take the above on your record and acknowledge the receipt of the same.

Thanking you,

Yours sincerely,

For **OMKAR SPECIALITY CHEMICALS LIMITED**

Sd/-

**SUNNY PAGARE**

**COMPANY SECRETARY & COMPLIANCE OFFICER**

(M. No. F8896)

**PRESS RELEASE**

## **OMKAR SPECIALITY FORAYS INTO CRAMS BUSINESS**

*To leverage its over three decades of core competency in R&D, vertically integrated manufacturing capabilities, and niche opportunities offered by the changing global pharmaceutical milieu*

### **KEY HIGHLIGHTS**

- We aim to focus largely on manufacturing niche molecules that find application in therapeutic segments of anti-diabetology, anti-cardiovascular and oncology
- We expect robust growth outlook in the next five years due to huge export potential and changing lifestyle and chronic disease pattern in the developing countries
- Our product mix is being skewed towards development and manufacturing niche molecules, at low cost
- Our differentiated business model offers us the competitive edge for consolidation and future growth
- The Company will now be focusing on CRAMS business module to help us garner sizable business opportunities in US and European markets

**MUMBAI, JUNE 24, 2019:** In order to move up the value chain in the growing pharma industry with the help of its strong operational efficiencies backed by robust R&D focused initiatives and multi-product delivery capabilities, Omkar Speciality Chemicals Limited has decided to foray into Contract Research and Manufacturing Services (CRAMS) business.

Cost containment pressures due to various factors have prompted several global pharmaceutical companies to contract out various manufacturing activities, over a period of time, from Europe and North America to low cost destinations like India.

“In order to capitalise on the recent revision of the Market Access Initiative by the Ministry of Commerce and Industry, OSCL foresees a strong growth opportunity in CRAMS business, and showcase our manufacturing capabilities in various specialty therapy areas such as anti-diabetology, anti-cardiovascular and oncology, which is skewed towards high-end research and complex technology services, at low cost,” said Mr. Rishikesh P. Herlekar, Whole-Time Director, Omkar Speciality Chemicals Limited.

“Over the past several years, OSCL has continuously strengthened its position in the CRAMS space. Our client profile is well diversified, with top 20 clients contributing 35 percent to our sales. With the ongoing addition of new clients every year, OSCL is in a strong position to drive our business growth in the CRAMS space. The key growth drivers for OSCL in the CRAMS segment are strong order pipeline which will culminate into high margin commercial manufacturing opportunities, growing client base that will help our company to sustainably build a diversified product portfolio; and operational efficiencies driven by strong R&D focused initiatives and multi-product delivery capability,” said Mr. Herlekar.

OSCL is one of the established innovator companies and pioneer in developing and manufacturing various niche molecules with high-quality standards of purity, stability that is supplied to various multinationals across the globe through several rounds of stringent assessment by various regulatory authorities, said Mr. Herlekar.

The Indian Pharma industry poised to grow to \$100 billion by 2025 has unfailingly been on a strong growth trajectory for many years now. The outlook for the next five-year remains extremely positive especially in the bulk exports of generics or off-patent products. It's a growth opportunity specifically for Indian CRAMS players like OSCL, said Mr. Herlekar.

**OUR COMPETITIVE EDGE**

- R&D skills
- Strong regulatory expertise
- Cost efficiency & timely delivery
- High-value technologies with significant entry barriers due to strong IPR Compliance
- Availability of adequate compliant facilities to meet high magnitude of demand
- Tie ups with over 100 global pharmaceutical majors
- Production approvals/licenses and supply contracts with overseas companies

**ABOUT OMKAR SPECIALITY CHEMICALS LIMITED (OSCL)**

*Incorporated in 1983, Omkar Speciality Chemicals Ltd (OSCL) is a vertically integrated group spanning the entire speciality chemicals and pharma value chain, with established credentials in innovation of complex chemistry, and is a pioneer in various niche molecules.*

*The group is primarily engaged in the production of specialty chemicals and pharma intermediates. It manufactures a range of organic, inorganic and organo inorganic intermediates that find application in various industries, such as pharmaceuticals, chemicals, glass, cosmetic ceramic and poultry feeds. It has five vertically integrated multipurpose manufacturing facilities located at Badlapur, Thane District, Maharashtra with significant backward integration linkages that provides flexibility to change the product mix and cater to the growing market needs.*

*The group is managed by a consortium of technocrats with well-rounded experience spanning over five decades. It has a global footprint across 40 countries, with a customer base of over 1,000.*

**For more details please visit:** [www.omkarchemicals.com](http://www.omkarchemicals.com)

**FOR ANY INVESTOR RELATIONS (IR) OR MEDIA QUERIES PLEASE CONTACT:**

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| <p><b>Sunny Pagare</b><br/>Company Secretary,<br/><b>OMKAR SPECIALITY CHEMICALS LIMITED.</b><br/>Email: <a href="mailto:cs@omkarchemicals.com">cs@omkarchemicals.com</a></p> | <p><b>Vidyut Kumar Ta</b><br/>Head-Investor Relations &amp; Media,<br/><b>OMKAR SPECIALITY CHEMICALS LIMITED.</b><br/>Email: <a href="mailto:investor@omkarchemicals.com">investor@omkarchemicals.com</a><br/>Contact: +91 8879041399/ 8169933216</p> |
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