



# ANUH PHARMA LTD.

Registered Office : 3-A, Shivsagar Estate, North Wing,  
Dr. Annie Besant Road, Worli, **MUMBAI** - 400 018. **INDIA**.  
Tel. : +91-22-6622 7575 • Fax : +91-22-6622 7600 / 7500  
E-Mail : anuh@sk1932.com • CIN: L24230MH1960PLC011586

7<sup>th</sup> February, 2022

To,  
Dept. of Corporate Services/  
Listing Department  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Fort, Mumbai - 400 001

**Ref: Scrip Code No. 506260**

**Sub: Outcome of Earnings Audio Conference Call**

Dear Sir,

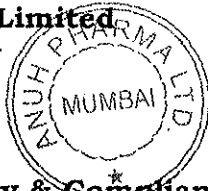
Please find attached herewith the Outcome of Earnings Audio Conference Call held on 7<sup>th</sup> February, 2022 at 4.00 PM wherein Financial Performance for Quarter and nine months ended 31<sup>st</sup> December, 2021 was discussed.

Kindly acknowledge the receipt and take the same on record.

Thanking you,

Yours faithfully,  
For **Anuh Pharma Limited**

  
**Bharat Gangani**  
**Company Secretary & Compliance Officer**  
**(Membership No.: A51420)**



**Encl: As above**



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**February 07, 2022**

### **Outcome of Earnings Audio Conference Call**

Please note that Anuh Pharma Ltd. has organised Earnings Audio Conference Call on Monday, February 07, 2022 at 4.00 PM.

The outcome / the gist of proceedings are as follows:

Speakers for the Earnings Audio Conference Call:

- 1) Mr. Ritesh Shah, Joint Managing Director
- 2) Mr. Vivek Shah, Joint Managing Director
- 3) Mr. Darshan Rampariya, Chief Financial Officer
- 4) Mr. Bharat Gangani, Company Secretary & Compliance Officer.

Total 32 Participants have attended the Earnings Video Conference Call.

Mr. Ritesh Shah, Joint Managing Director of the Company welcomed all the Participants and thanked them for their presence and trust in Anuh Pharma Ltd.

Mr. Ritesh Shah, Joint Managing Director of the Company had given following speech:

Dear Investor,

I hope this letter finds you safe and in good health.

At Anuh Pharma Ltd, we are focused on our path of long term sustainable growth to achieve revenue of 800 Crore in next 5 years growing at 15% year on year.

Compliance is the key factor that will drive momentum towards this goal. Environment, Safety and GMP compliances will be indispensable in the growth of pharmaceutical manufacturing units for the coming decade. Anuh Pharma continues to focus on these three pillars- Environment compliance, Safety compliance and GMP compliance for sustainable growth.





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In view of our Capacity expansion since 2019, the company is rightly poised to capture opportunities available to penetrate and increase its market share of existing products. With support of our Research and Development team, we plan to launch at least 5 new products YOY basis.

To reduce the dependency on Chinese intermediates, company has successfully done backward integration in few of challenging products. This will remain a key focus in order to bring efficiency and increase margins.

To bring versatility in production capabilities the company plans to do capital expenditure of approximately 40-50 lakhs in FY23.

We also plan to expand our business through inorganic growth and are finding suitable opportunities for the same.

The Company has initiated the process of listing on the NSE and we hope to get the listing done soon.

I am glad to share with you that Anuh Pharma Ltd has achieved Revenue of Rs. 132 crores in the 3rd quarter of FY 22. This is an Increase of 19% compared to previous quarter that ended on 30th September 2021. At the same time for the 9 months ending December 2022,-we have achieved the revenue of Rs 361.84 crores which is 5% higher compared to previous Financial year 9 months comparison which was 343.79 crores. This is despite demand fluctuations due to COVID- 19.

The gross margin for the 3rd quarter of the current financial year is 28.50 crore, which has increased by 7.80% compared to the previous quarter ended September 2021.

The EBIDTA for the third quarter is Rs. 12.47 crores compared to 14.38 crores in the previous quarter ended September 2021, inspite of increase in gross margin due to revision in mark to market impact.



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Top 3 product-groups in terms of contribution amount during quarter ended December, 2021 are Erythromycin, Gliclazide and Sulphadoxine.

We are confident to reach our targets made for current FY 2022. Let us delve into more details and some more facts and figures to see how the company plans to increase value for all stakeholders and shareholders.

After the speech of Mr. Ritesh Shah, the Joint Managing Director of the Company, the participants have been requested to ask questions.

Participants have started asking the questions one by one and the same have been satisfactorily answered by Mr. Ritesh Shah, Joint Managing Director, Mr. Vivekh Shah, Joint Managing Director and Mr. Darshan Rampariya, Chief Financial Officer of the Company.

At the end of the Audio Conference Call the following disclaimer was given: This video conference call may include certain "forward looking statements", based on current expectations, within the meaning of applicable laws and regulations. Actual results may differ and the Company does not guarantee realization of these statements. The Company also disclaims any obligation to revise any forward-looking statements. The participants may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein. No part of this video conference call may be reproduced, quoted or circulated without prior written approval from Anuh Pharma Limited.



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The link of the Audio Call is provided as follows for your kind information and reference.

**LINK:**

<https://wettransfer.com/downloads/6f63e953adb6588de2d6819354edc67620220207114830/8732a7dc94e29b3c5f74c4d275445ea420220207114830/52cae6>

Note: In case you are unable to open the link, they request you to please copy the link and open the same in your preferred browser.

Thanking you,  
Yours faithfully,

For Anuh Pharma Limited

Sd/-  
Ritesh Shah  
Joint Managing Director  
(DIN: 02496729)



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