



SUPRIYA LIFESCIENCE LTD.
Creating true values that bind global health

Date: January 24, 2025

To,
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai – 400 001
Scrip Code: 543434

To,
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051
Scrip Symbol: SUPRIYA

Dear Sir/Madam,

Subject: Investor Presentation

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

You are requested to kindly take the same on record.

Thanking you,

For Supriya Lifescience Limited

Shweta Singh
Company Secretary & Compliance Officer
Membership No.: A44973

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CIN: L51900MH2008PLC180452 E-mail: supriya@supriyalifescience.com Website: www.supriyalifescience.com

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Tel: +91 2356 272299 Fax: +91 2356 272178 E-mail: factory@supriyalifescience.com

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**SUPRIYA
LIFESCIENCE LTD.**

SUPRIYA LIFESCIENCE



SUPRIYA LIFESCIENCE LTD.

Investor Presentation | Q3 & 9M FY25

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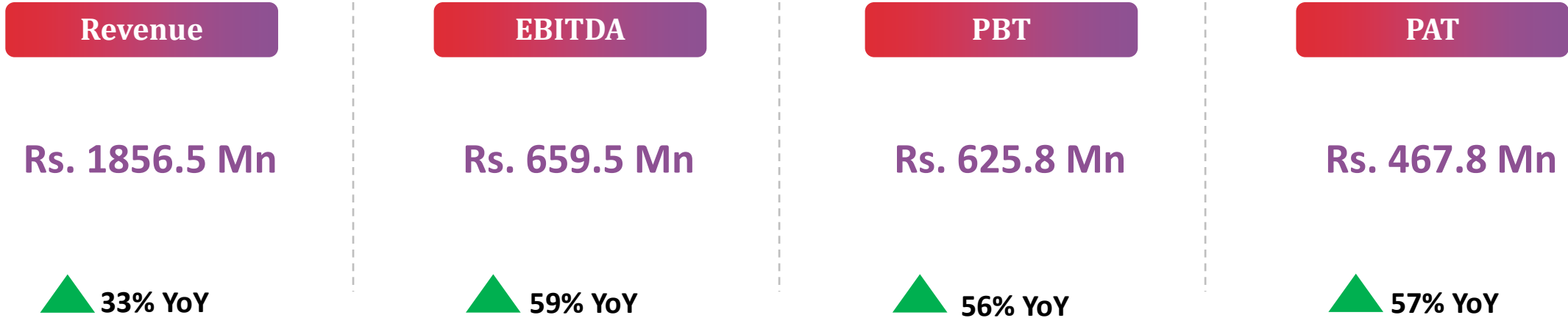
Q3 & 9M FY25 Highlights



**SUPRIYA
LIFESCIENCE LTD.**

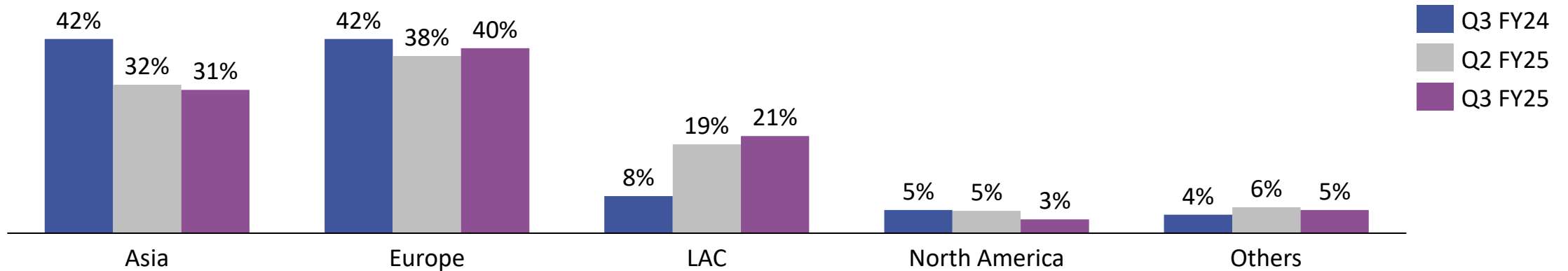
(in INR Mn)

Quarterly



Regional Performance

Business Mix Revenue Contribution – By Region



9M FY25 Highlights

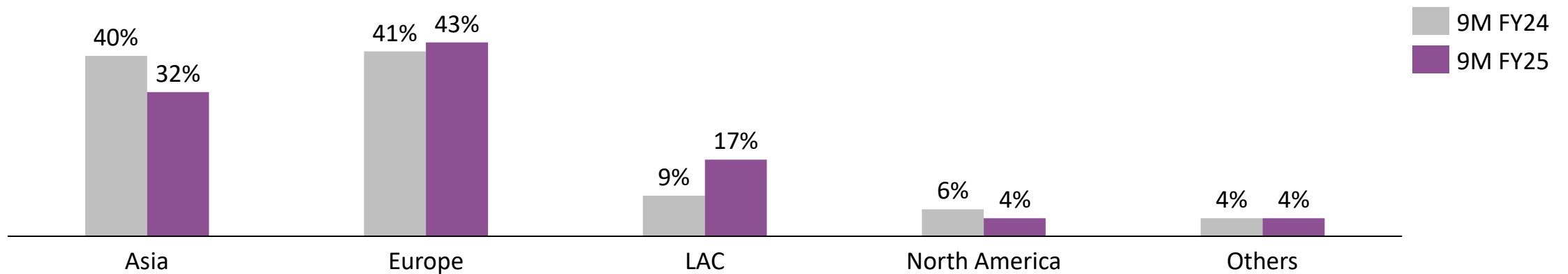
(in INR Mn)

Quarterly



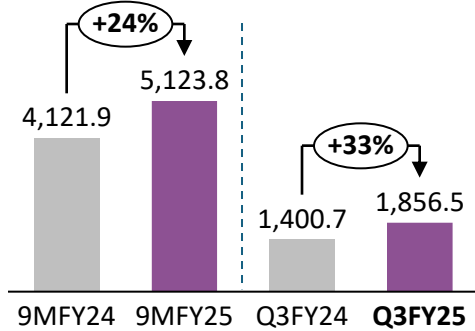
Regional Performance

Business Mix Revenue Contribution – By Region

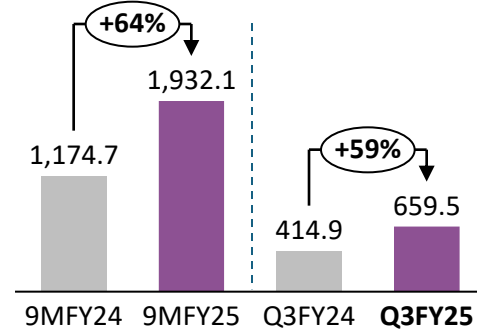


Q3 & 9M FY25 - Y-o-Y Highlights

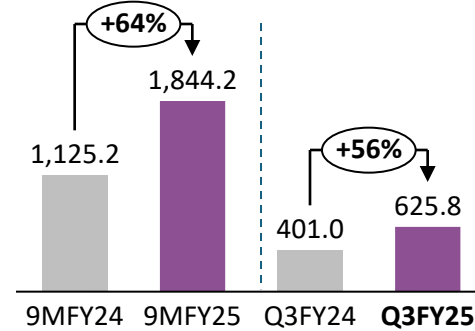
Revenue



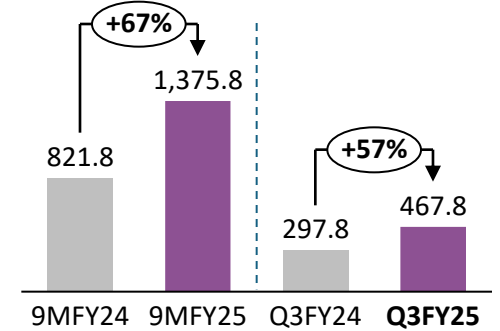
EBITDA



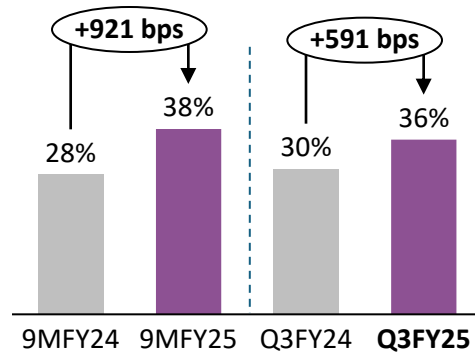
PBT



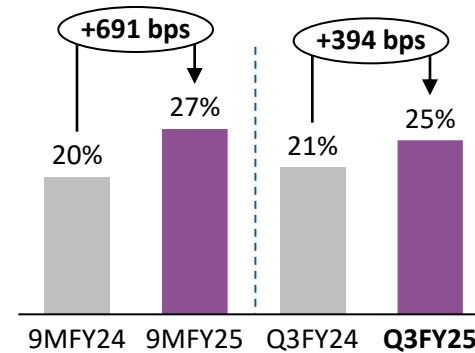
PAT



EBITDA Margins

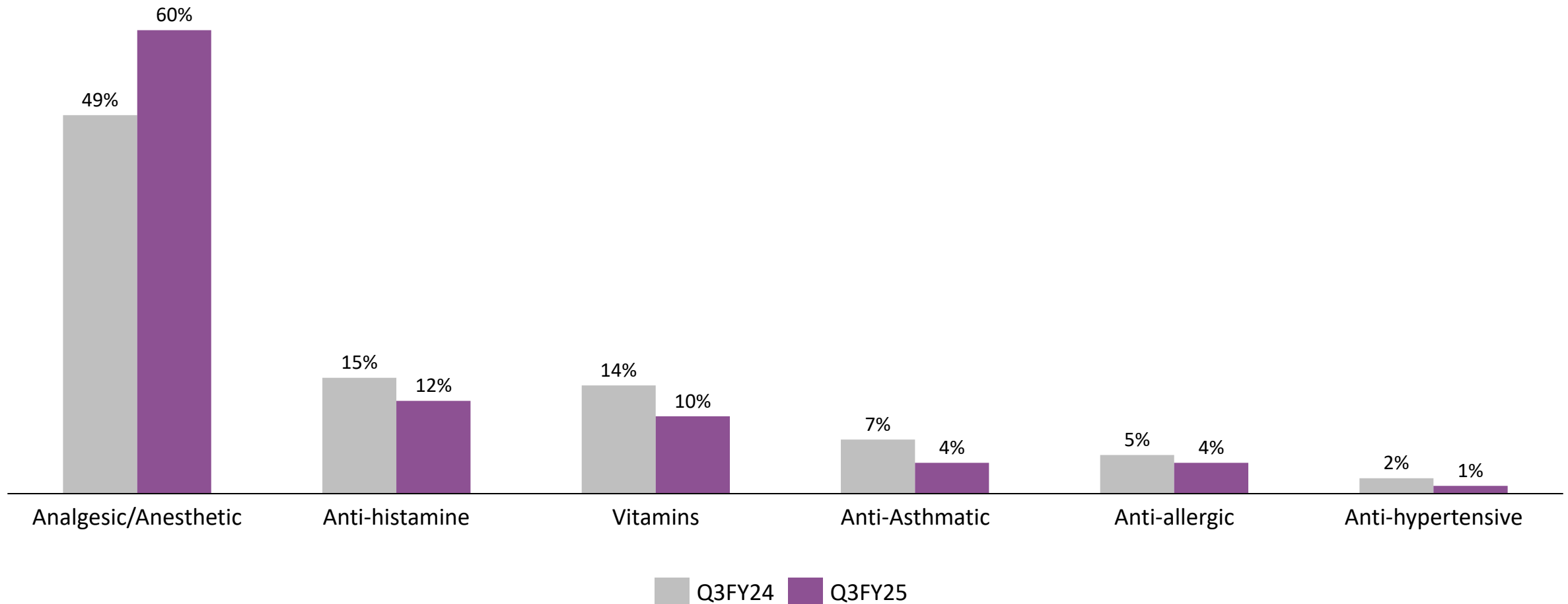


PAT Margins



Performance of the Therapeutic Areas

Y-o-Y



Q3 & 9M FY25 Profit & Loss Statement

Particulars (in INR Mn)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Revenue from Operations	1,856.5	1,400.7	33%	1661.0	12%	5,123.8	4,121.9	24%
Cost of Materials Consumed	626.8	448.4		615.8		1,799.9	1,430.7	
Changes in Inventories of Finished Goods and Work in Progress	-9.0	97.8		-156.1		-236.4	204.1	
Gross Profit	1,238.7	854.5	45%	1,201.3	3%	3,560.3	2,487.1	43%
GP %	66.7%	61.0%	+572 Bps	72.3%		69.5%	60.3%	+915 Bps
Employee Benefits Expense	197.7	175.6		196.9		595.4	504.9	
Other Expenses	381.4	264.0		357.3		1032.7	807.4	
EBITDA	659.5	414.9	59%	647.2	2%	1,932.1	1,174.7	64%
EBITDA %	35.5%	29.6%	+591 Bps	39.0%		37.7%	28.5%	+921 Bps
Other Income	21.0	30.7		25.2		68.4	84.5	
Depreciation and Amortisation Expense	49.6	39.6		47.4		143.6	119.0	
EBIT	630.9	405.9	55%	624.9	1%	1,856.9	1,140.2	63%
Finance Costs	5.1	4.9		4.3		12.7	15.1	
PBT	625.8	401.0	56%	620.6	1%	1,844.2	1,125.2	64%
Total Tax Expense	158.0	103.1		159.2		468.4	303.3	
Profit for the year	467.8	297.8	57%	461.5	1%	1,375.8	821.8	67%
PAT %	25.2%	21.3%	+394 Bps	27.8%		26.9%	19.9%	+691 Bps
EPS	5.82	3.70		5.71		17.07	10.21	



Company Overview



**SUPRIYA
LIFESCIENCE LTD.**

Global leader in Anti-histamines, Anti-Allergic, Vitamins, Anti-Asthmatics & Anesthetics

<p>40+ APIs Niche product basket</p>	<p>120+ Countries Diversified operations with presence</p>	<p>33,000 Sq.mts Manufacturing facility spread across</p>	<p>932 KLPD Reactor capacity</p>
<p>WHO-GMP, Written Confirmation, ISO, Halal, Indonesian Halal. Fami QS</p>	<p>15 DMFs with USFDA</p>	<p>9 CEP granted 4 CEP applied</p>	<p>1,500+ customers</p>

<p>3 Times USFDA approved</p>	<p>2 times EUGMP/EDQM approved</p>		<p>HEALTH CANADA</p>	<p>COFEPRIS</p>
<p>ANVISA</p>	<p>KFDA</p>	<p>NMPA</p>	<p>TGA</p>	<p>AIFA</p>

Journey So Far

2020

**Third time
USFDA approval**

CEP granted for Pentoxifylline, Esketamine Hydrochloride and Salbutamol Sulphate; NMPA approval granted; Health Canada approval

**Listed on Stock Exchange
BSE & NSE**

2021

2022

CEP (Certificate of suitability) renewed for Pheniramine Maleate, Chlorpheniramine Maleate and Ketamine Hydrochloride

2023

The Company commenced operations at its **new R&D lab in Lote Parshuram**

2024

**ANVISA Approval
Granted**

2018

CEP granted for Brompheniramine Maleate, Mepyramine Maleate & Ketamine Hydrochloride

2017

CEP granted for Pheniramine Maleate; **Second time USFDA approval granted**

2015

EUGMP and EDQM approval granted

2014

USFDA approval granted; IDL granted for Brompheniramine Maleate

2013

COFEPRIS and KFDA approval granted



2008

Incorporation & conversion from a partnership firm to a public limited company

2009

Started production of Ketamine hydrochloride

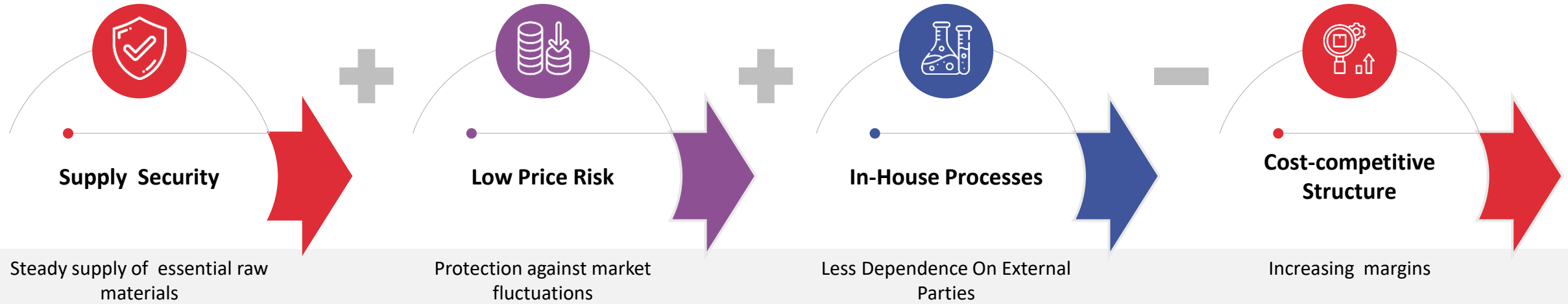
2010

CEP granted for Chlorphenamine Maleate

2011

IDL granted for Chlorphenamine Maleate

Backward Integrated Business Model



15 products are backward integrated* in following therapies

Anesthetics

Anti-Asthmatic

Anti-Histamine

Decongestant

Anti-Gout

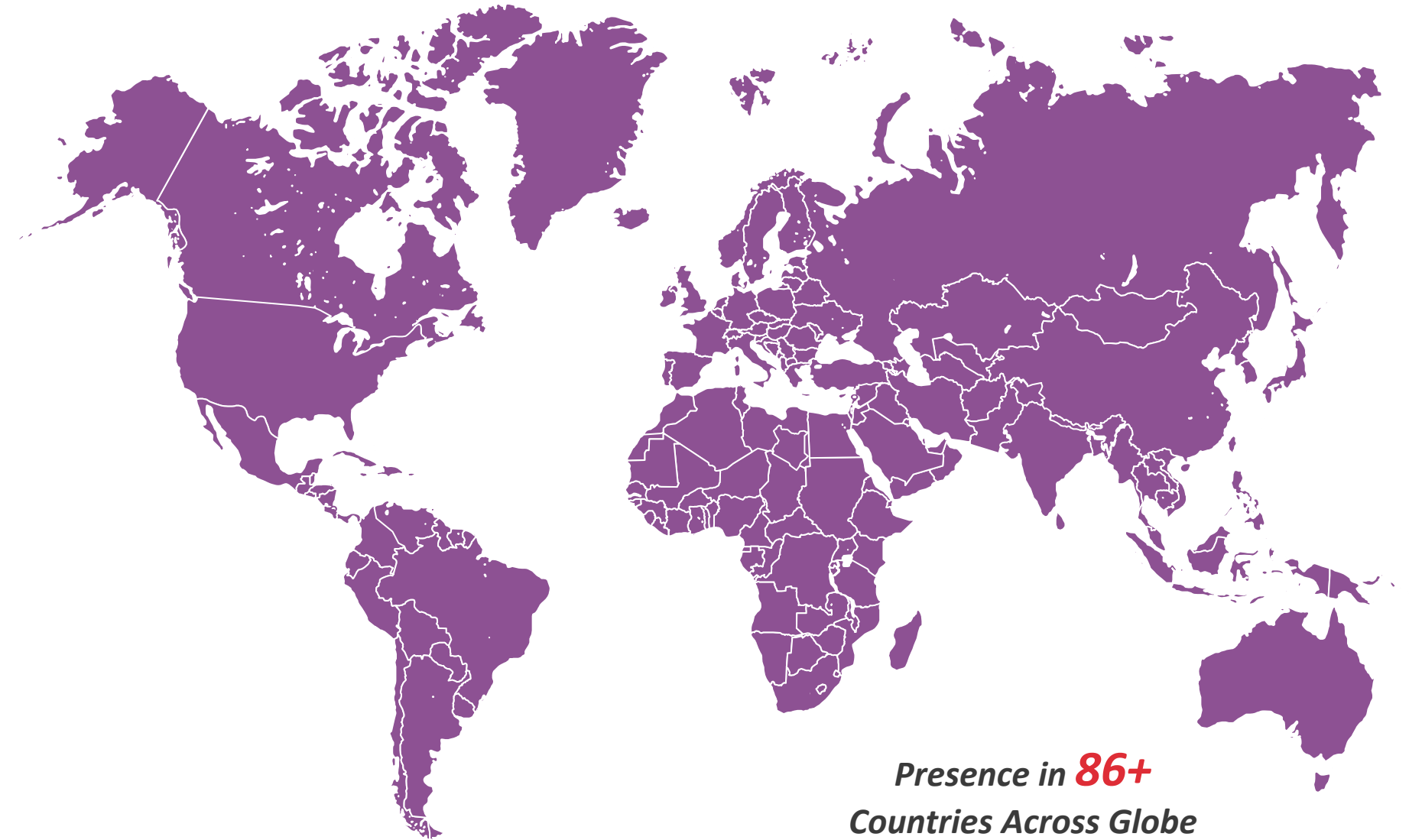
Note: In the process of further backward integrating 3 more products

77%
of Q3 FY25 revenue

Integrated business model helped us grow revenue and sustain margins in the last year. Large part of growth and sustainability was driven by these backward integrated products



Diversified Geographic Presence

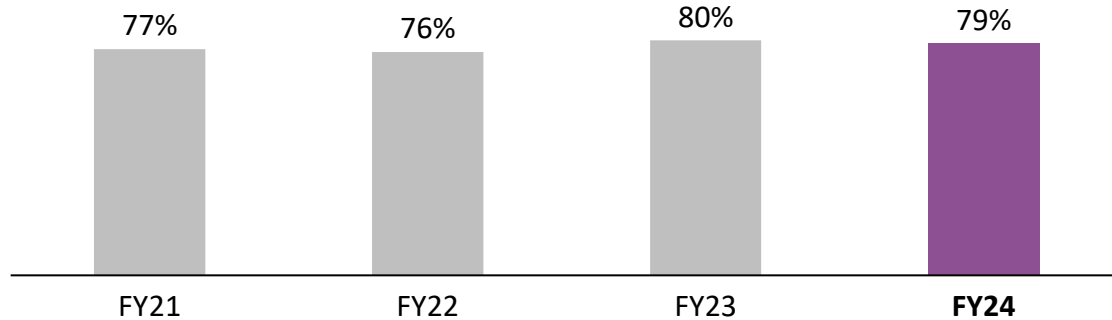


For key products we are seeing good traction in untapped regulated markets of North America

For Anaesthetic therapy 3 ANDA projects have been initiated and we are also working on ANDA projects for Anti Hypertensive and Vitamins

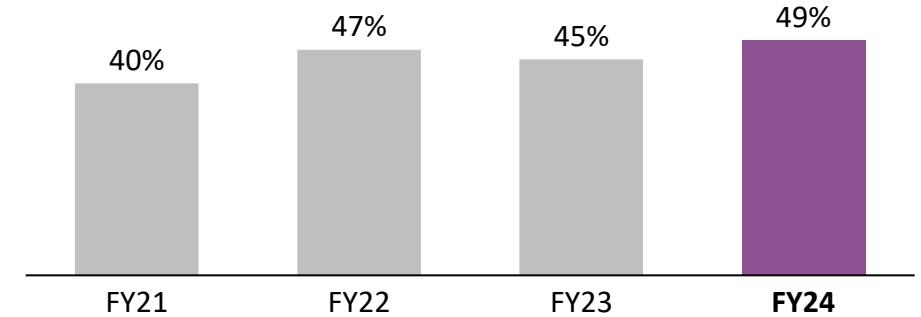
Significant export presence, with low dependence on a specific geography

Export sales, as a % of revenue from operations



... with customer concentration

Share of top 10 customers, as a % of revenue from operations



Long standing relationship with global pharma companies ...



SUANFARMA



... We plan to reduce customer concentration





Penetration of existing products to newer geographies by registering these products

Adding new niche products with high volume potential for which we are building 2 new R&D centers

CMO/CDMO opportunities

Advanced Manufacturing and R&D Capabilities

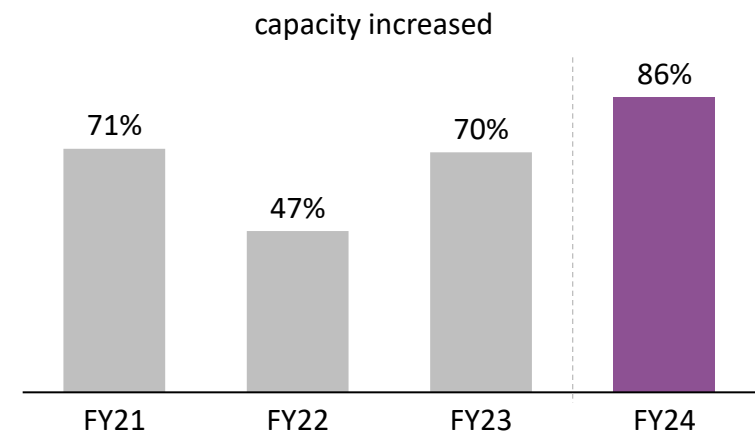
- Well defined areas for R&D, Quality Control (chemical, microbiology), Quality Assurance, dedicated areas for engineering maintenance, warehouse, raw materials, packaging materials and finished goods stores
- Newly commissioned Effluent treatment plant for future volume growth and express feeder from the sub-station to ensure reliable power supply
- Recently commissioned new warehouses and administration block, with new Quality Control Labs, Quality Assurance and R&D Labs (IGBC Gold Certified)
- Strategic Land Acquisitions:**
 - 12,551 sq.mt.:** Adjacent to the existing facility to enable seamless future growth and expansion
 - 24,646 sq.mt.:** Located 20 km from the current facility, strategically acquired for backward integration to enhance operational efficiency
 - 80,000 sq.mt.:** Situated at Isambe, Patalganga, near the upcoming Navi Mumbai International Airport.

	5 Manufacturing Blocks		9 Clean Rooms
	932 KLPD Reactor Capacity		33,000sq.mt. Land Area

Scaled up Manufacturing Facilities over the years

	Block A	Block B	Block C	Block D	Block E
Year of Establishment	1993	1994	2014	2021	2024
Capacities	157 KLPD	195 KLPD	30 KLPD	215 KLPD	335 KLPD
Regulatory Approved	✓	✓	✓	✓	✓

Steady improvement in capacity utilization



DSIR approved facility

15*
DMFs

9*
CEPs

4*
CEPs in
process

4*
Process Patent
Filed in India

10*
CADIFA Brazil

Supported by R&D driven mindset

- A team of 60+ scientists primarily focused on API process development across the value chain
- Strong portfolio in key therapeutic areas, including anesthetics, anti-asthmatics, antihistamines, decongestants, cardiovascular, central nervous system, COPD, etc
- Consistent efforts to develop new products, improve existing formulations, enhance drug delivery systems, and expand product applications.



- State-of-the-art, GMP compliant manufacturing facility along with pilot facility for scale up available for trials before validation
- Complete support in validation, stability, & compilation of dossiers
- Dedicated technology transfer team is periodically trained to enhance skills for timely scale-ups and validations
- Quality & regulatory team is well trained with latest guidelines to ensure on-time dossier submissions.



Recently Commissioned State of The Art E Block

- Capacity: **335 KLPD**
- Large volume equipment – multipurpose synthesis with focus on backward integration capabilities
- Closed systems using gravity flow equipped with process control system.



FDF Facility ready for commissioning at Ambernath



Facility Location

- The site spans 5,000 sqm, with 70% of the area constructed, located at Plot No. N-60, Additional Ambernath MIDC, District Thane, Maharashtra, India (PIN: 421506)
- Situated 60 km from Nhava Sheva Port (New Mumbai) and 50 km from Mumbai International Airport.



R&D

- Dosage forms R&D being set up for tablets, capsules, liquids, sterile forms
- Analytical laboratories & Complex API synthesis facilities alongside dosage forms development for efficiency
- Focus areas – complex forms, anti-diabetics, anaesthetics.



Manufacturing

- Facilities under commissioning by Q4 FY 2025
- Tablets, capsules and liquids
- Large volume liquids filling line
- Validation and registration batches for dossier submissions.

Focus on uniform manufacturing standards to achieve standardised product quality across markets

Ability to handle complex chemistries..

- Simple to highly complex chiral molecules
- Controlled substances
- Products with specialized environment for manufacturing (Methylcobalamin, Vitamin B12 & derivatives)

... across varied class of reactions

High vacuum distillations
Cyclisation **Grignard reaction**
Fridel craft acylation
Decyanation Etherification
Formylation High pressure catalytic reductions
Bromination
Nitration Oxirane

Regulatory Achievements

Strong focus on compliance guided by ethical approach

- Our motto is to consistently meet the stringent requirements of regulatory bodies
- Supported by a skilled team of regulatory affairs experts dedicated to the timely submission of dossiers and managing regulatory queries from both authorities and customers.

50+



Registrations in different countries

500+



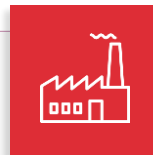
Customer Audit Approvals

10+



CEP's

15+



USDMF's



Number of API's Under Pipeline

API's Under Pipeline		Status
USDMF's	18 API's	Submitted
CEP	9 API's	Granted
USDMF	2 API	Submission Under Progress
CEP	4 API's	Under Progress
CADIFA Brazil	10 API's	Granted

2009



Certificate of Excellence for outstanding Export Performance in the product group Chemicals, Drugs, Pharma and Allied Products (MSME) awarded by Federation of Indian Export Organisation

2010



Special Recognition National Award for Research and Development awarded by Ministry of Micro Small and Medium Enterprises, Government of India

2016



Export House for the Year for 2015-16 awarded by Directorate of Industries, Government of Maharashtra
Export Achievement for 2015-16 in the product group Basic Chemical, Pharmaceutical & Cosmetics Products (MSME) awarded by Directorate of Industries, Government of Maharashtra

2017



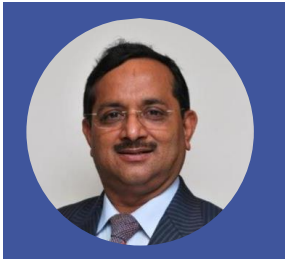
Export House for the Year for 2016-17 awarded by Directorate of Industries, Government of Maharashtra
Export Achievement for 2016-17 in the product group Basic Chemical & Pharmaceutical Cosmetics (SSI) awarded by Directorate of Industries, Government of Maharashtra

2019



Outstanding Export Performance Award for the year 2018-19 for product group API / Bulk Drugs by Pharmaceuticals Export Promotion Council of India





Satish Wagh

Executive Chairman & WTD

- B.Sc. from R.D National College and W.A. Science College, University of Bombay, Mumbai & an honorary Ph.D. in entrepreneurship from Faculty of Management Studies, National American University
- Director on the boards of Supriya Medi-Chem Private Limited, Lote Industries Testing Laboratory Association and Sachin Industries Limited.



Saloni Wagh

Managing Director

- B.Sc. from Parle Tilak Vidhyalaya Association's Sathaye College, University of Mumbai, Mumbai, a master's degree in science from Institute of Science, University of Mumbai, Mumbai and a PhD in chemistry from the Faculty of Science, Pacific University, Udaipur.



Shivani Wagh

Joint Managing Director

- Bachelor's degree in management studies from M.L. Dahanukar College of Commerce, University of Mumbai, Mumbai and master's degree in International business management from Manchester Business School, University of Manchester, Manchester.



Krishna Raghunathan

Chief Financial Officer

- Chartered Accountant (CA) from ICAI and bachelor degree of Science in Zoology from Madras University, Chennai
- Previously associated with companies like Dr. Reddy's Laboratories Limited and Granules India Limited.



Environment

- Regular and strict monitoring to produce highest efficiency in pollution control
- Commitment to reduce, recycle and reuse all resources for conservation and waste reduction, wherever feasible
- Own ETP facility – 400 KLPD, 2000 KL retention volume
- CETP membership – additional discharge of 260 KLPD
- Over the years about 56% reduction in cost reduction and relevant oil consumption
- Focus on solvent recovery, reduced emissions
- Adoption of paperless culture since 2015
- Implementation of ERP system has drastically reduced use of overall paper.



Health

- Clean, safe and healthy working environment for our all employees
- Mandatory medical examination and periodic medical checkup
- Regular training workshops for employees involved in handling materials, operating various process, waste generation and treatment.



Safety

- Committed to safe and accident-free operations in all our establishments
- Safeguarding our employees and facilities by acquiring the knowledge of hazardous industrial activities carried out in the neighborhood
- Frequent fire safety mock drills and intensive training programs to inculcate safety awareness and adherence to safety policies
- Periodic internal and external audit for ensuring compliance to our safety policy.

We believe true corporate citizenship is rooted in giving back to society, recognizing our responsibility extends beyond business paradigm

- Regular activities hosted in the head office and factory for donations of utilities, clothes, school supplies from the employees to the students in the nearby schools to promote education
- Supporting and participating with NGOs in chosen fields
- Utilization of CSR funding for drinking water scarcity in villages near our factory site
- Contribution to Prime Minister National Relief Fund
- Support patients for cancer treatment
- Fund raisers and donations to worthy social causes, etc.





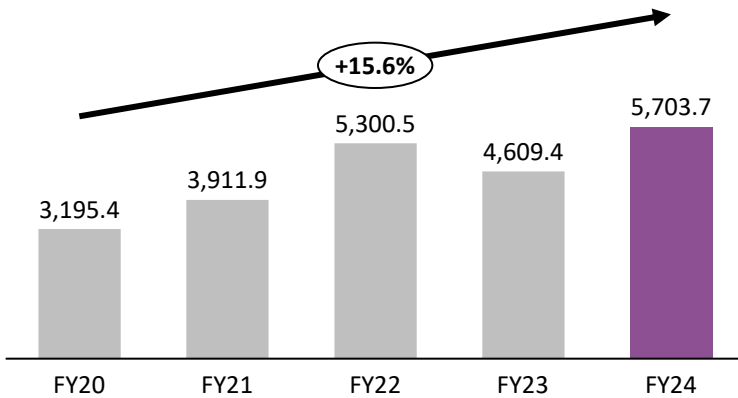
Historical Financial Performance



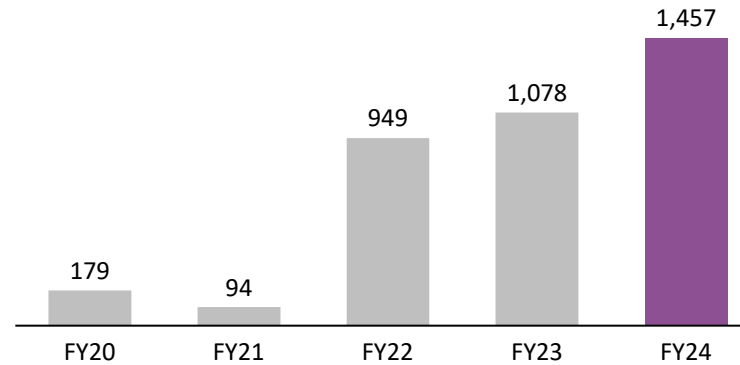
**SUPRIYA
LIFESCIENCE LTD.**

Consistent & Strong Financial Performance

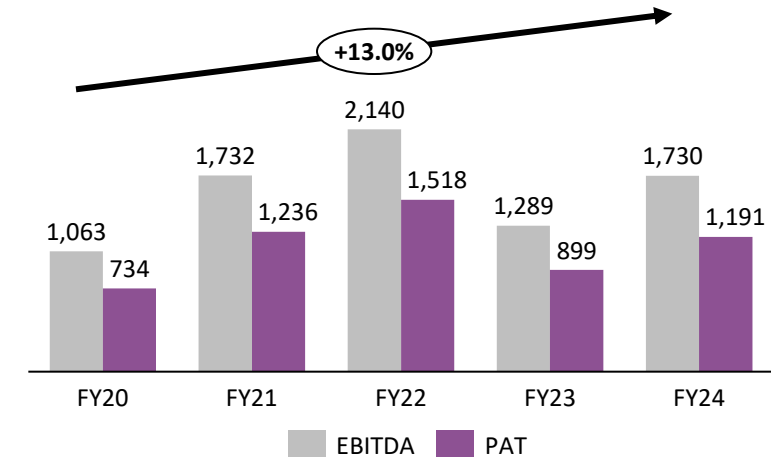
Robust revenue growth



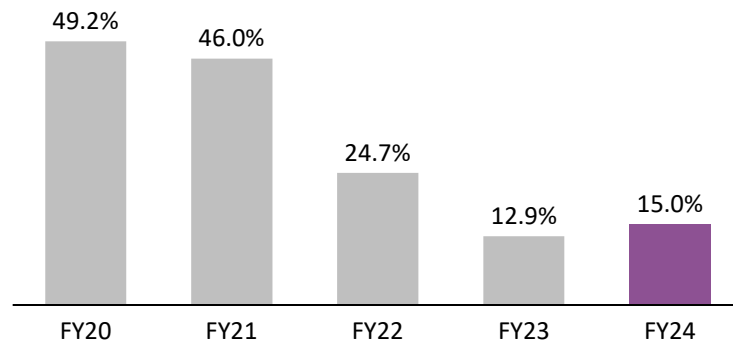
Capex Spend



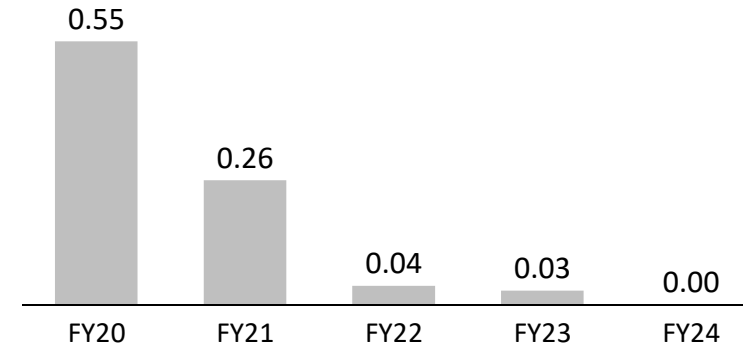
... and, focus on profitability



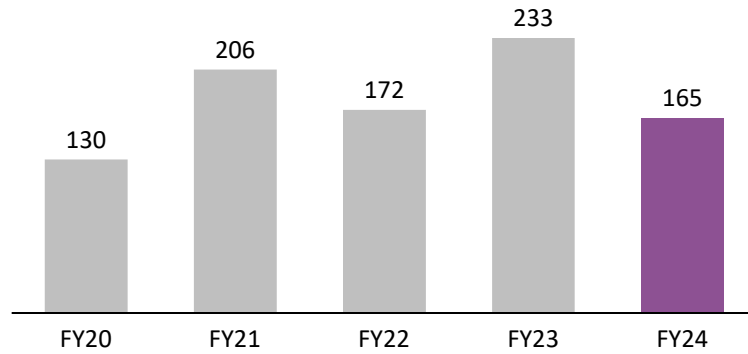
Return on Net Worth



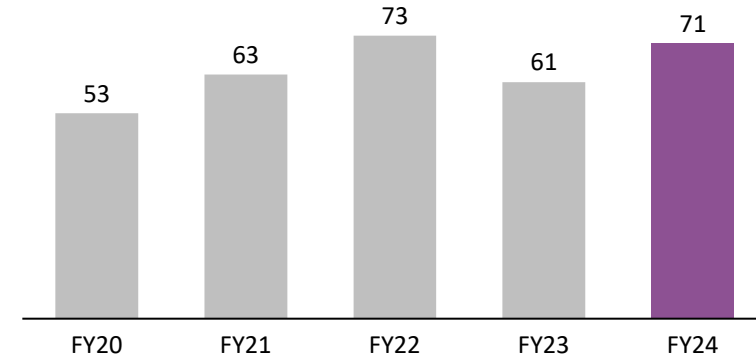
Healthy leverage profile



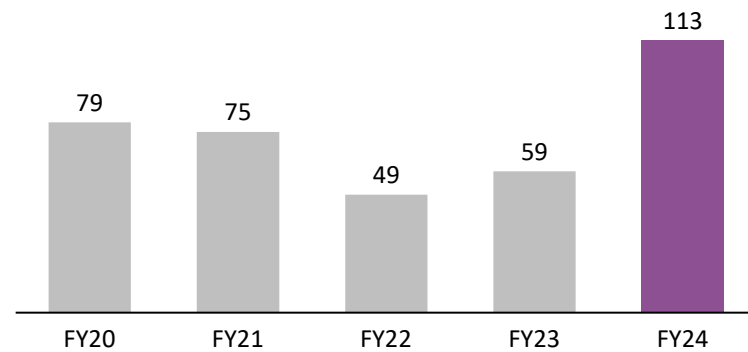
Inventory



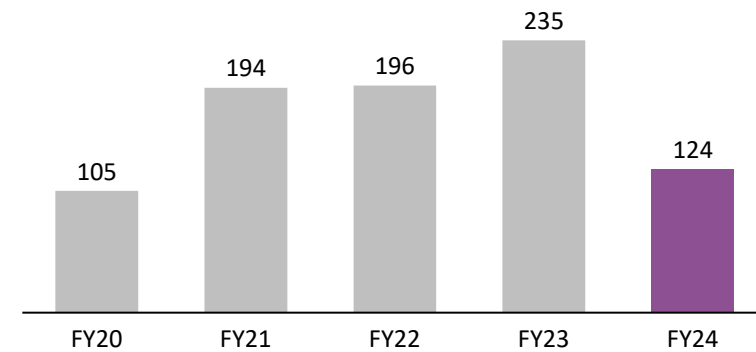
Receivables



Payables



Net Working Capital



Summary Statement of Profit and Loss

Particulars (in INR Mn)	FY24	FY23	FY22	FY21
Total Revenue	5,703.7	4,609.4	5,300.5	3,912.4
Cost of Materials Consumed	1,914.3	1,873.2	1,988.3	1,405.7
Changes in Inventories of Finished Goods and Work in Progress	303.1	-65.1	-30.3	-124.5
Gross Profit	3,486.3	2,801.3	3,342.4	2,631.2
GP %	61.1%	60.8%	63.1%	67.3%
Employee Benefits Expense	676.4	555.8	490.8	327.6
Other Expenses	1,080.2	956.5	711.8	571.8
EBITDA	1,729.7	1,289.0	2,139.8	1,731.7
EBITDA %	30.3%	28.0%	40.4%	44.3%
Other Income	106.4	94.9	75.8	49.8
Depreciation and Amortisation Expense	158.1	118.2	101.2	67.6
EBIT	1,678.0	1,265.7	2,114.4	1,713.9
Finance Costs	21.1	30.8	42.0	40.8
PBT	1,656.9	1,234.9	2,072.4	1,673.1
Total Tax Expense	465.8	336.3	554.4	437.2
Profit for the year	1,191.1	898.6	1,518.1	1,236.0
PAT %	20.9%	19.5%	28.6%	31.6%
EPS	14.80	11.16	18.86	16.89

Summary Statement of Assets and Liabilities

Particulars (in INR Mn)	Mar 24	Mar 23	Mar 22	Mar 21
ASSETS				
Non-current assets				
(i) Property, plant and equipment	3,037.0	2,551.2	1,824.7	969.5
(ii) Right to Use Asset	47.8	53.2	58.0	14.7
(iii)Capital Work in progress	1,488.3	676.3	434.1	787.9
(iv) Intangible Assets	16.6	11.1	15.1	16.1
(v) Financial Assets				
-Investments	638.0	253.0	0.5	0.5
(vi) Other Non- Current Assets	6.8	9.3	39.8	11.2
Total Non-current assets	5,234.5	3,553.9	2,372.2	1,800.0
Current assets				
(i) Inventories	852.5	1,157.7	923.1	724.8
(ii) Financial Assets				
-Trade receivables	1,116.8	846.6	1,151.8	735.0
-Cash and cash equivalents	749.6	852.5	1,657.8	435.0
-Bank balances other than above	0.0	723.3	621.3	457.8
-Other financial Assets	45.1	64.1	60.3	30.2
-Loans and Advances	6.9	5.5	5.7	5.4
(iii) Other current assets	1,207.2	999.2	555.3	266.5
Total Current Assets	3,978.1	4,648.9	4,975.3	2,654.6
TOTAL ASSETS	9,212.4	8,202.8	7,347.5	4,454.7

Particulars (in INR mn)	Mar 24	Mar 23	Mar 22	Mar 21
EQUITY AND LIABILITIES				
EQUITY				
(i) Equity share capital	161.0	161.0	161.0	146.4
(ii) Other equity	7,992.7	6,833.6	5,995.8	2,539.5
Total Equity	8,153.7	6,994.6	6,156.8	2,685.8
LIABILITIES				
Non-current liabilities				
(i) Financial Liabilities				
-Borrowings	0.0	0.0	0.0	0.0
-Lease Liabilities	50.2	54.9	53.0	20.7
-Other financial liabilities	0.0	0.0	0.0	194.9
(ii) Provisions	8.0	58.7	29.3	13.0
(iii) Deferred tax Liabilities	231.5	136.8	111.5	80.1
Total Non-Current Liabilities	289.7	250.4	193.8	308.6
Current liabilities				
(i) Financial liabilities				
-Borrowings	0.0	166.2	213.0	701.3
-Lease Liabilities	4.7	3.5	8.2	0.0
-Trade payables	595.7	642.3	489.7	510.2
-Other financial liabilities	15.7	8.2	7.9	5.7
(iii) Provisions	3.7	8.4	4.1	9.1
(ii) Other current liabilities	149.2	129.2	274.0	234.0
Total Current Liabilities	768.9	957.8	996.9	1,460.2
TOTAL EQUITY AND LIABILITIES	9,212.4	8,202.8	7,347.5	4,454.7

Summary Statement of Cashflow

Particulars <i>(in INR Mn)</i>	FY24	FY23	FY22	FY21
Cash Flow from Operating Activities				
Profit before Tax	1,656.9	1,234.9	2,072.5	1,673.9
Adjustment for Non-Operating Items	24.0	72.0	68.7	53.1
Operating Profit before Working Capital Changes	1,680.9	1,306.8	2,141.2	1,727.0
Changes in Working Capital	-171.4	-356.4	-1,043.5	1,844.0
Cash Generated from Operations	1,509.5	950.4	1,097.6	-117.0
Less: Direct Taxes paid	-376.5	-288.6	-609.6	-299.9
Net Cash from Operating Activities	1,133.0	661.9	488.0	799.3
Cash Flow from Investing Activities	-1,735.7	-1,331.5	-598.2	-474.1
Cash Flow from Financing Activities	-223.6	-33.7	1,496.5	-149.3
Net increase/ (decrease) in Cash & Cash equivalent	-826.3	-703.3	1,386.3	175.9
Cash and cash equivalents at the beginning of the year	1,575.8	2,279.1	892.8	747.1
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0	0.0	0.0
Cash and cash equivalents at the end of the year	749.5	1,575.8	2,279.1	922.9



Future Outlook



**SUPRIYA
LIFESCIENCE LTD.**



Two new R&D centres

- The future of the company is deeply rooted in R&D, with significant progress made to enhance research capabilities
 1. The R&D lab at Lote Parshuram spans **800 sqm** and is equipped with **20 fume hoods**. This facility focuses on lifecycle management, backward integration, new product development, and CMO/CDMO opportunities
 2. The Ambernath R&D lab is now fully operational, supporting the next phase of the company's expansion and innovation strategy.
- These centres will help to develop identified APIs which will complement existing product profile
- The controlled drugs portfolio is set to be expanded, with potential APIs already identified and currently in the development pipeline. Additionally, the company is evaluating product portfolio expansion by selecting new products in the anti-diabetic and anesthetic segments.



New markets

- Company is currently doing business with over **1500+** customers and has presence in more than **120+** countries
- The geographical locations are distributed within sales team to focus on sustaining the business and expansion through new customer acquisition
- For regulated market, regulatory team is registering the products and filling DMFs. Sales team is in discussion with new customers to qualify us as a reliable source and started sending samples and supplying APIs for their product validation
- Company has taken additional steps for business expansion around the globe especially in North America, Japan, Australia and New Zealand.



CMO/CDMO space

- Company understands large scale special chemical manufacturing and has experience in handling hazardous complex process chemistry
- Initiated discussion with various companies ranging from big pharma to innovator companies to work as a partner for supplying products as per their needs
- We have recently announced one of our key CMO project with a leading European company where we will be exclusive API supplier. The contract spans a period of 10 years and is expected to generate peak revenue of **60 Crs/year** starting from FY27
- In addition to the aforementioned contract, the company has identified two similar opportunities in the API and advanced intermediate space, along with several other potential opportunities.



Capacity enhancement

- **Commissioned State-of-the-Art Module E Production Block at Lote Parshuram, boosting our capacity by over 55%, increasing it from 597 KLPD to 932 KLPD**
- Capacity enhancement for further backward integration of existing products, new product rollouts and CMO/CDMO opportunities
- We are developing a new formulation facility in Ambernath, along with an R&D facility dedicated to the development of innovative products.



**SUPRIYA
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THANK YOU