



FREDUN PHARMACEUTICALS LTD.

Compassionate Healthcare



WHO WE ARE AND WHERE WE COME FROM

- TWO TECHNOCRATS – DR. DAULAT MEDHORA AND NARIMAN MEDHORA
- A RESEARCH SCIENTIST AND A MARKETING STRATEGIST GET TOGETHER TO START ALLOPATHIC FINISHED FORMULATION TRADING IN 1984
- THE SUCCESS OF THE TRADING COMPANY LEADS THEM TO START THEIR OWN MANUFACTURING UNIT
- WITH THE HUMBLE BEGINNING IN 1987 FREDUN PHARMACEUTICALS PVT LTD WAS BORN



THE JOURNEY

- THE COMPANY WAS FOUNDED IN 1987
- THE PRODUCTION STARTED IN 1994
- OUR FIRST CLIENTS WERE CIPLA/ABBOT/TATA PHARMA/GLENMARK
- WE WENT ON TO GET OUR WHO CERTIFICATION IN 1996
- STARTED OWN BRANDS FOR EXPORTS IN 1996
- SPECIALIZED IN NON-BETALACTUM PRODUCTS BY 2004
- STARTED EXPANDING RAPIDLY FROM 2009



DIVERSIFICATION

- REALISED THE NEED TO ADD A VARIETY OF PRODUCTS FOR LONG-TERM SUSTAINIBILITY
- FROM UNDER 63 PRODUCTS IN 2007 TO 427 PRODUCTS IN 2019
- TAILORING INDICATIONS FROM NSAIDS TO NEPHROLOGY
- FROM ALLOPATHIC FORMUALTIONS TO NUTRACEUTICALS TO HERBAL PROPREITY FORMULAS
- FPL HAS GROWN FROM BEING A JOB-WORK CONVERTOR TO A COMPANY BRINGING LATEST MOLECULES FOR EXPORTS



DIVERSIFICATION

- HOLD VARIOUS LICENSES WHICH HANDFUL OF PHARMACEUTICAL COMPANIES POSSESS IN INDIA
- FSSAI LICENSE ALSO AVAILABLE FOR NUTRA-BASED PRODUCTS
- NARCO LICENSE AVAILABLE FOR ALL TYPES OF CONTROLLED PRODUCTS
- PELLETS LICENSE AVAILABLE FOR END TO END MANUFACTURING OF FINISHED FORMULATIONS OF CAPSULES
- OINTMENTS LICENSE FOR ALL TYPES OF TOPICAL OINTMENTS IN ALL PACKING PREFERENCES



DIVERSIFICATION

- COSMETICS DEPARTMENT IS UNDER DEVELOPMENT AND WILL BE READY BY MID-AUGUST
- PROPRIETARY VETERINARY PRODUCTS ENTIRE RANGE IS BEING MARKETED
- DIRECT COMPRESSIBLE GRANULES RANGE READY TO BE MARKETED
- ENTIRE RANGE OF HEP-C PRODUCTS
- EXPANSION INTO TRADING ACTIVE PHARMACEUTICAL INGREDIENTS
- FORAY INTO SPECIALIZED PRODUCTS FOR BONE GRAFTING



EXPANSION

- TO FUEL THE GROWTH THE MANUFACTURING CAPABILITY NEEDS CONSTANT UPGRADATION
- MANUFACTURING CAPACITY INCREASED BY 530% IN THE LAST THREE YEARS
- THROUGHPUT FOR NEW DIVISIONS OF PELLETIZATION HAS BUILT UP POTENTIAL FOR 33 METRIC TONNES PER MONTH FOR VARIETY OF PRODUCTS
- DIRECT COMPRESSIBLE GRANULES CAPACITY IS OVER 12 METRIC TONNES PER DAY
- CURRENT MANUFACTURING CAPACITY IS APPROXIMATELY 22 M TABLETS PER DAY/2 MILLION CAPSULES PER DAY/ 53,000 BOTTLES PER DAY/290,000 TUBES PER DAY

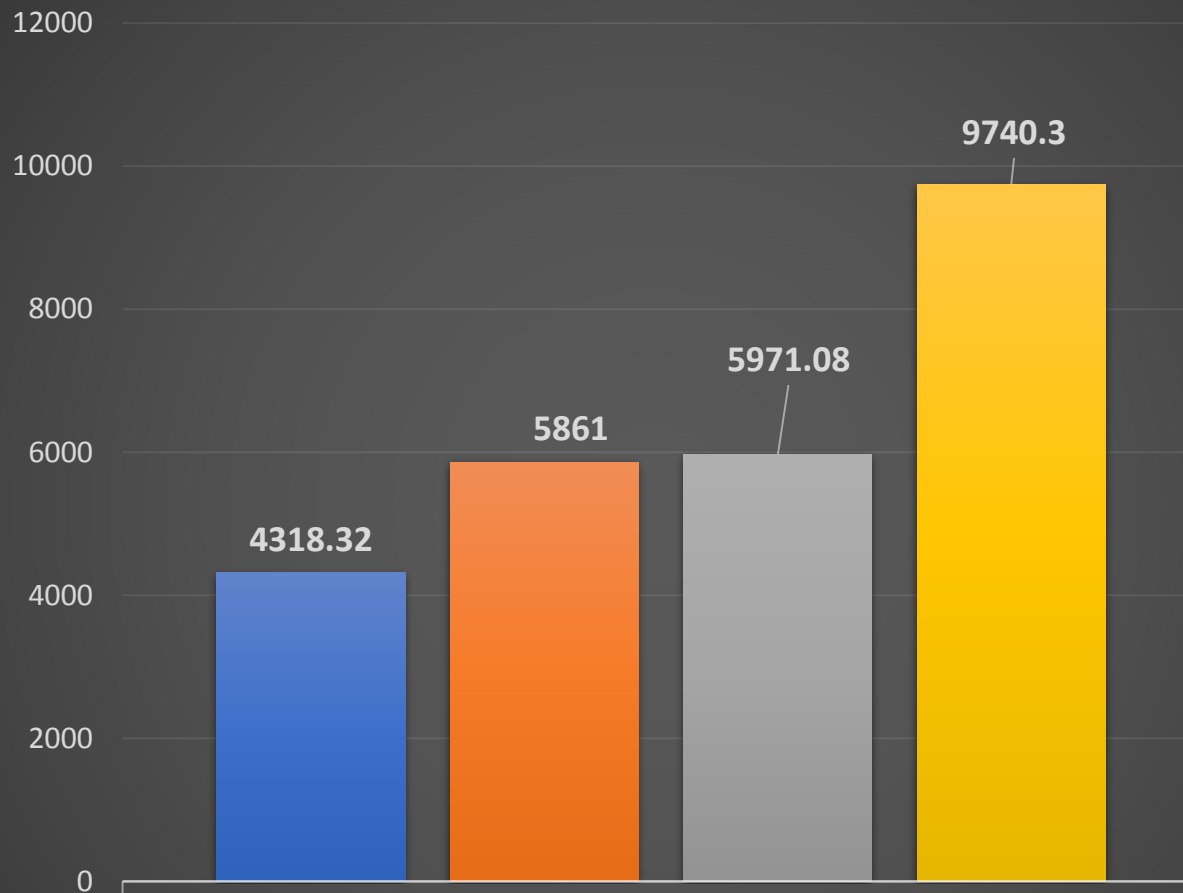


FUTURE

- WE HAVE OVER 350 PRODUCTS UNDER REGISTRATIONS IN VARIOUS COUNTRIES
- OVER 200 REGISTRATIONS ARE EXPECTED IN THE NEXT 18 MONTHS
- COMPANY IS BUILDING ARSENEL OF REGISTRATIONS AND NEW PRODUCT LICENSES TO ENSURE ITS RELEVANCE FOR THE DECADE OF 2020-2030
- COMPANY ENVISIONS TO BE ONE OF THE LARGEST MANUFACTURER OF PHARMACEUTICAL PRODUCTS IN INDIA AND BE THE LEADER IN THE NUMBER OF LATEST MOLECULES MANUFACTURED IN INDIA
- WITH A STRONG R & D BASE AND HUGE INFRASTRUCTURE WE WANT TO LEAD NOT FOLLOW



Revenue Performance



	revenue
■ 2016	4318.32
■ 2017	5861
■ 2018	5971.08
■ 2019	9740.3



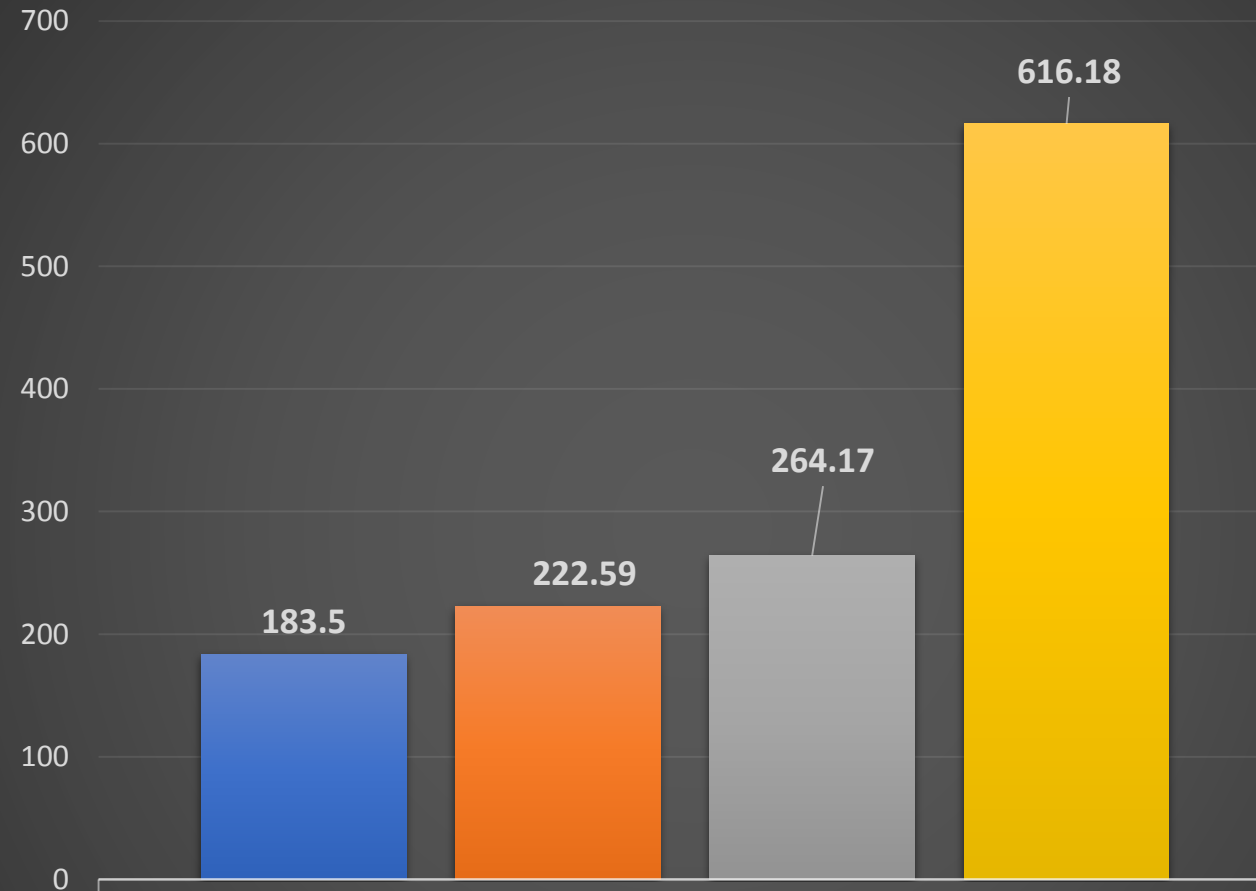
EBITDA Performance



	EBITDA
■ 2016	476.62
■ 2017	526.05
■ 2018	586.42
■ 2019	1058.8



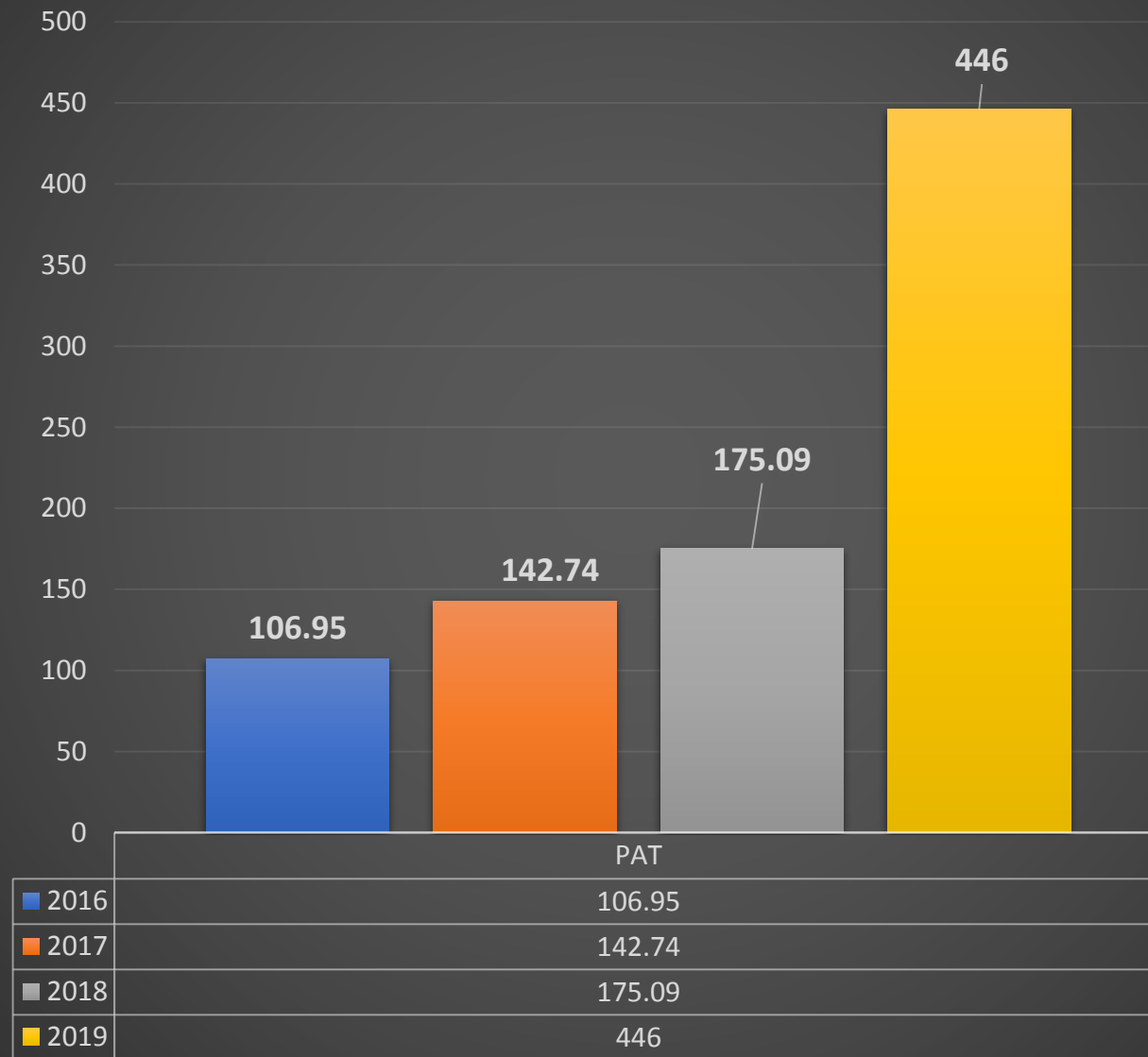
PBT Performance



	PBT
■ 2016	183.5
■ 2017	222.59
■ 2018	264.17
■ 2019	616.18

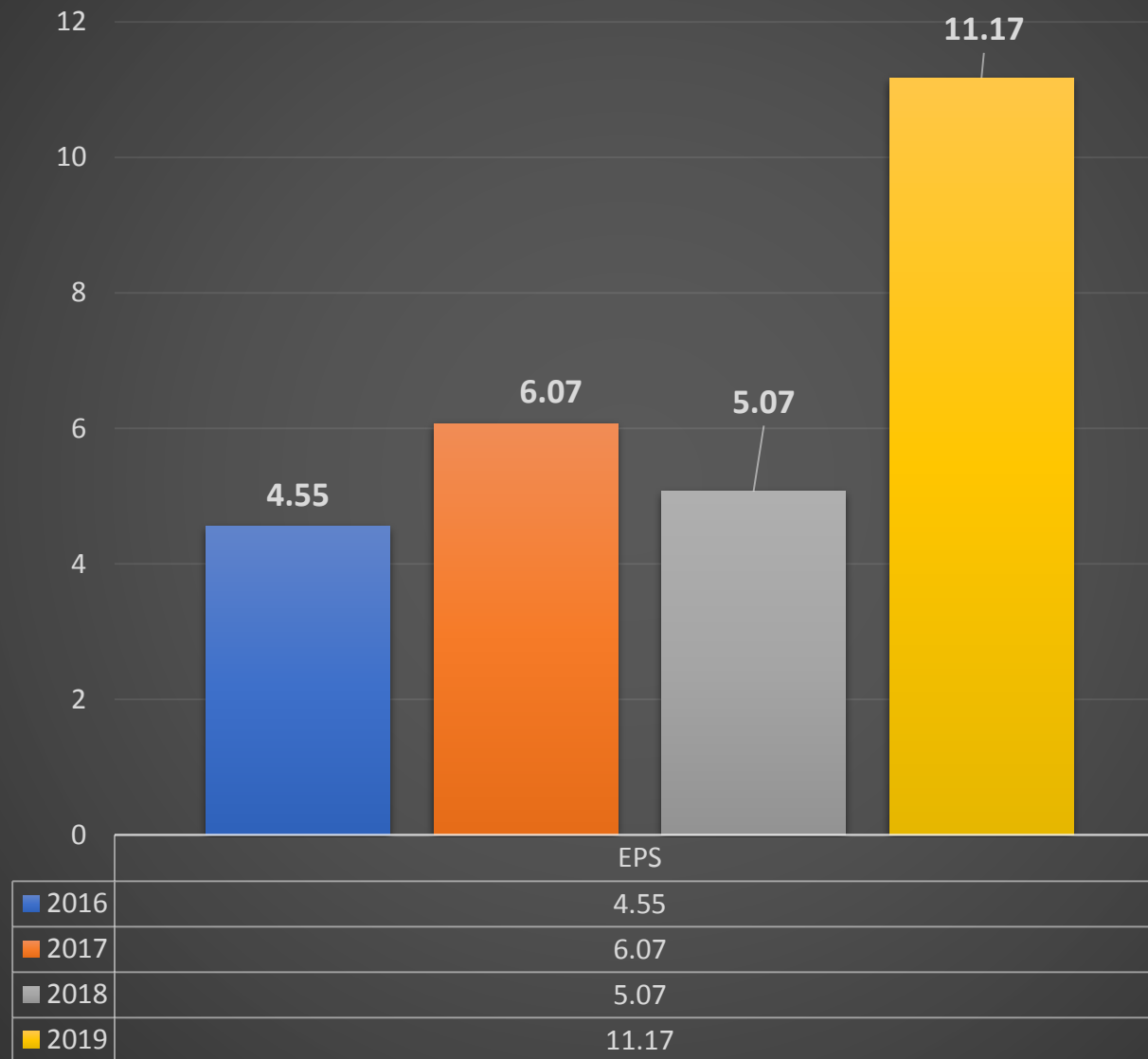


PAT Performance





EPS Performance





Key Financial Highlights

- Revenue (Net) up by 63% to Rs. 9740.30 Lakhs in FY 19 against Rs. 5971.08 lakhs in FY 18
- EBITDA including other income grew by approx. 81% to Rs. 1058.8 lakhs in FY 19 Vs Rs. 586.42 lakhs in FY 18
- PBT grew by 133% to Rs. 616.18 lakhs in FY 19 Vs Rs. 264.17 lakhs in FY 18
- PBT margin improved to 6.33% in FY19 Vs & 4.42% in FY 18
- PAT grew by 154 % to Rs. 446 lakhs in FY 19 Vs Rs. 175.09 lakhs in FY 18
- PAT margin improved to 4.58% in FY19 Vs & 3% in FY 18
- EPS grew by 120% to Rs.11.17/- in FY 19 Vs Rs. 5.07/- in FY 18
- Keeping in view the growth of the Company the Board of Directors has recommended Final Dividend of Rs. 0.65 per Equity share of Face Value Rs. 10/- each for the FY ended March 31, 2019 which translate a healthy growth of 8.33% Dividend growth.