



ANUH PHARMA LTD.

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E-Mail : anuh@sk1932.com • CIN: L24230MH11960PLC011586

Date: 3rd June, 2023

To,
The Manager (Listing)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Fort, Mumbai - 400 001

Ref: Scrip Code No. 506260

Sub: Investor Presentation – Q4 FY2023

Dear Sir/Madam,

We are enclosing herewith our Company's Investor Presentation for the month of June, 2023.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For **Anuh Pharma Limited**

Hemant Auti
Company Secretary & Compliance Officer

Encl: As above





ANUH PHARMA LTD.

Investor Presentation FY2023 (June-23)

BSE Scrip Code: 506260

Bloomberg Code: ANUH IN

Reuters

Code: ANUH.BO

www.anuhpharma.com

Safe Harbor Statement



This presentation 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 readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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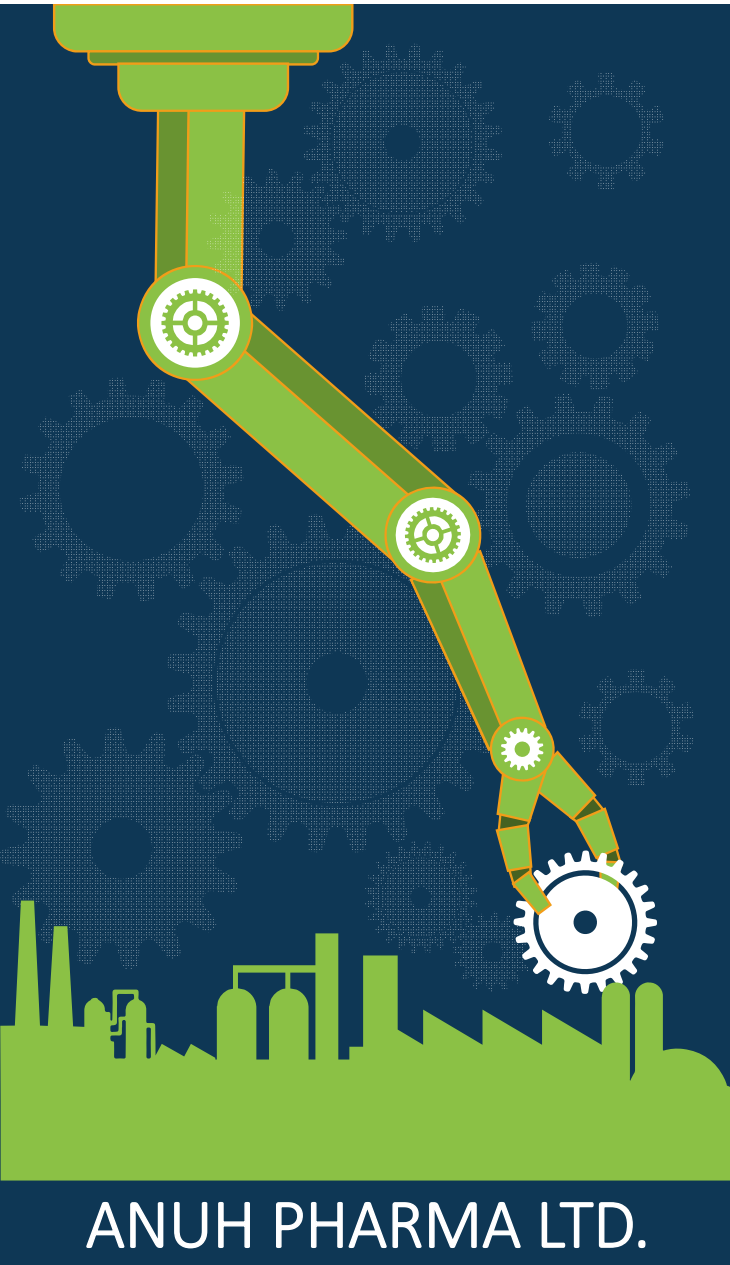


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01

FY 2023 & FY 2022 HIGHLIGHTS

Message from Joint MD



Dear Shareholders,

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

We are delighted to share results for Financial Year 2023.

Our company has achieved a total revenue of Rs 537 Cr. in FY23 vis a vis 492 Cr in FY22 with top line growth of 8.33%. While the EBIDTA has increased to 57 Cr vis a vis 52 Cr compared to FY22 resulting in EBIDTA growth of 9.6%.

The major contribution has come from our Antimalaria, Antibiotic and Antidiabetic segments.

The company is working in right direction for long term vision of sustainable growth.

We are tremendously charged-up with growth potential for our existing products and newly introduced products. We expect to grow between 15-20% in FY24.

The new product launched in last quarter is Vildagliptin.

Message from Joint MD



Also R&D is working on more products like:

Ticagrelor, Sulfadimethoxine, Citicoline sodium and more.

Our main focus is on compliance to GMP, Health and Safety and at being a reliable, transparent and competitive manufacturer.

The strategy is to achieve growth by penetrating deeper and achieve increased market share of our existing products especially in Diabetic range, Expectorant range and Antimalarial range.

We also expect revenue growth from launch of new products.

Company's focus to get better margins is through increase in exports. Exports for the year ending March 31, 2023 have increased by about 26.92% from Rs 228 Cr to Rs 289 Cr.

We have planned Capex of 5 Cr. for capacity enhancement. This will help company to reach the target growth rate of 20%.

Thank you for your support for this continuous growth Journey.

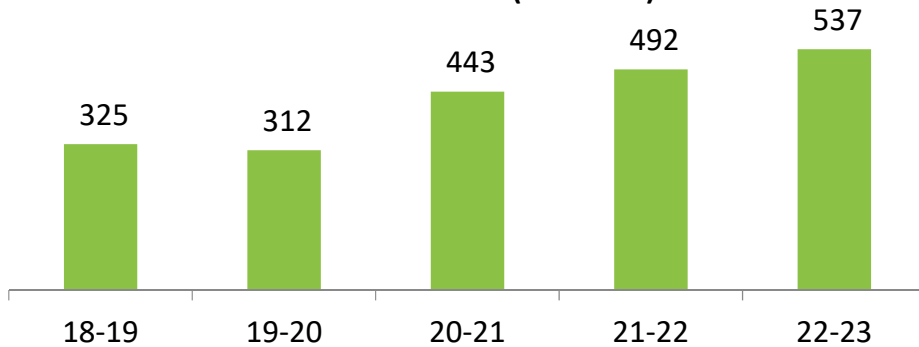
Ritesh Shah (Joint MD)

Vivek Shah (Joint MD)

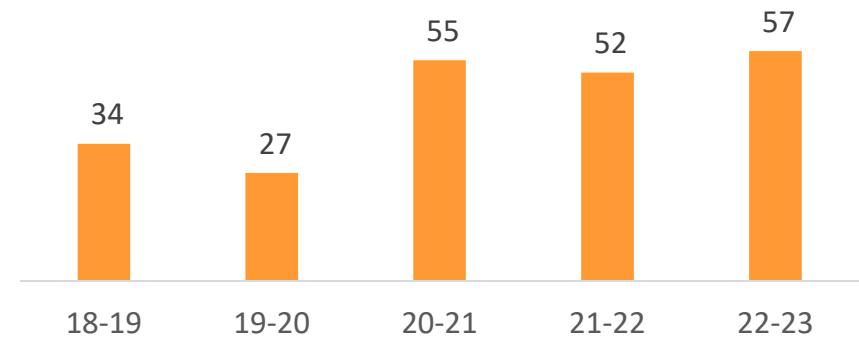
Financial performance highlights (last 5 years)



Total Revenue (INR in Cr.)

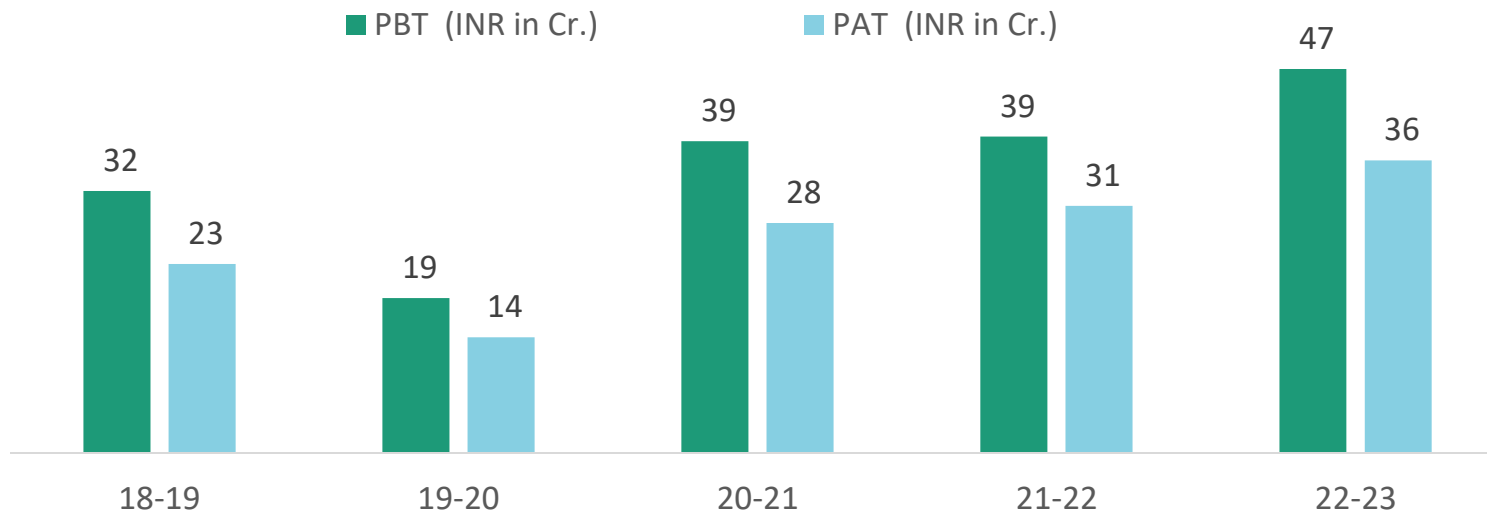


EBITDA (INR in Cr.)



PBT (INR in Cr.)

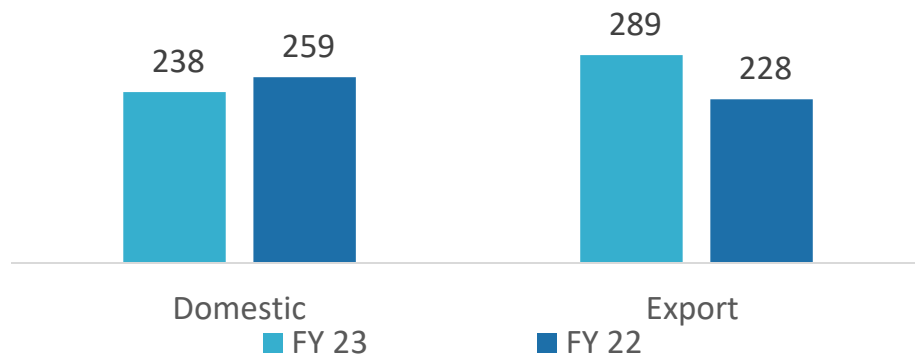
PAT (INR in Cr.)



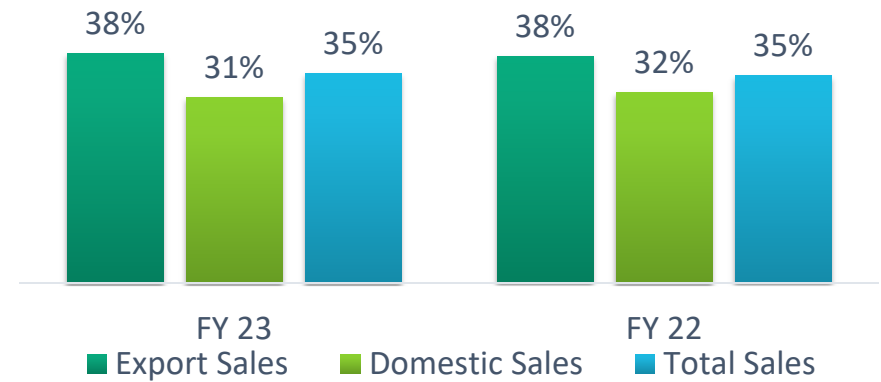
Business mix revenue contribution



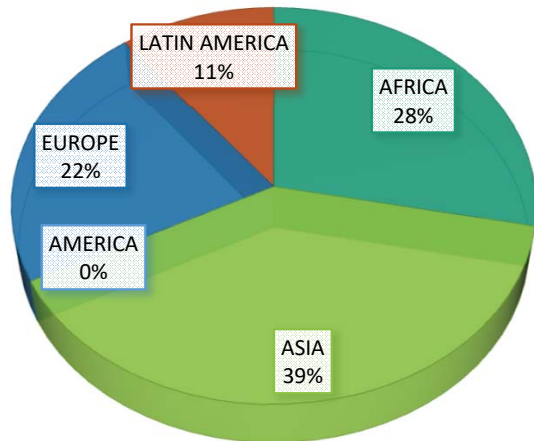
Revenue Split (Rs. In Cr.)



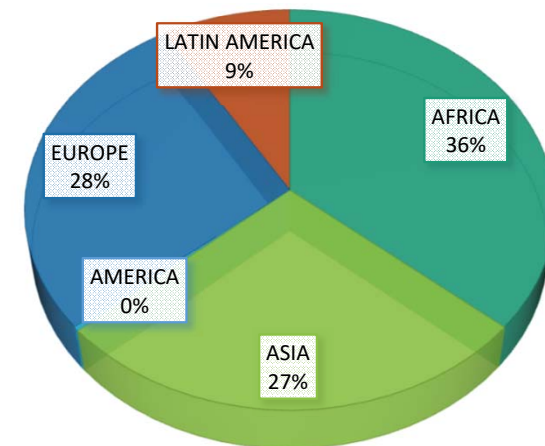
Top 5 customers contribution



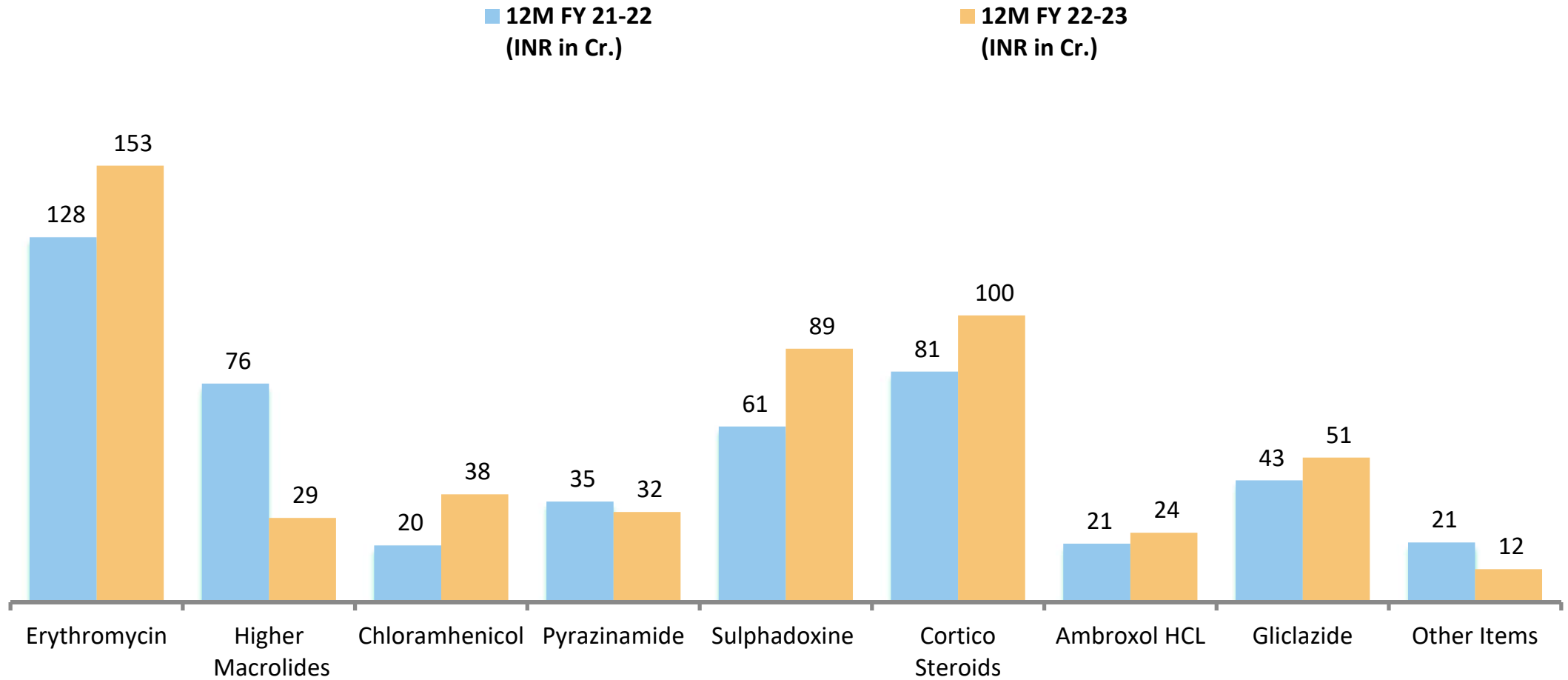
GEOGRAPHICAL EXPORT SALES FY 2023



GEOGRAPHICAL EXPORT SALES FY 22



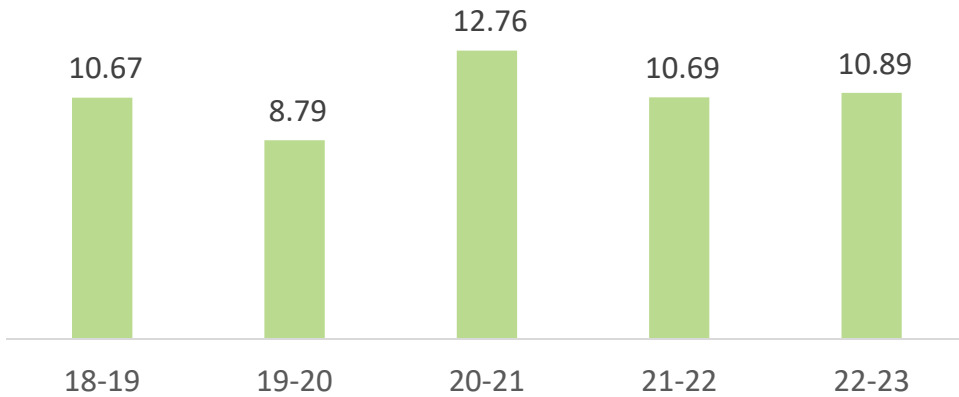
Product mix revenue contribution



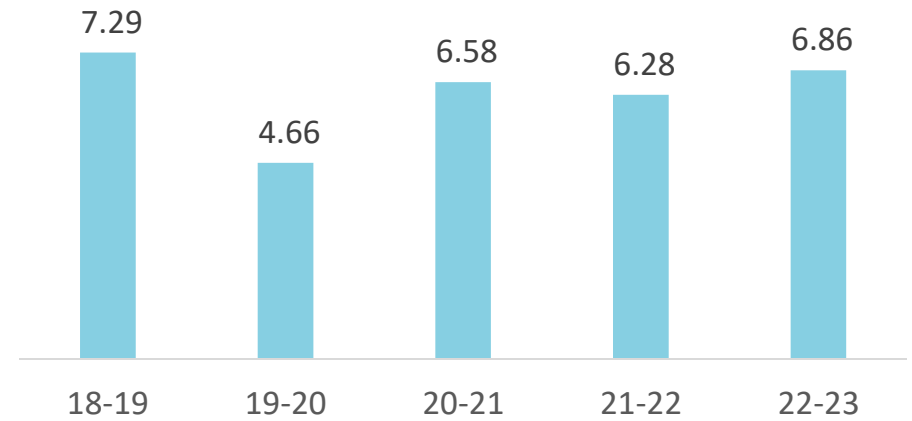
Track Record



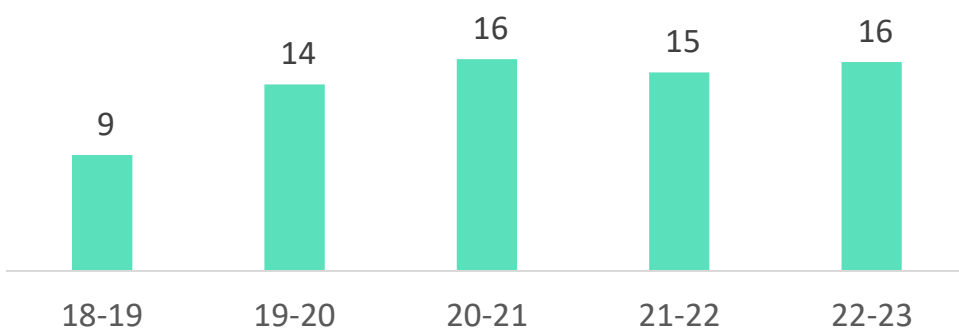
EBITDA Margin %



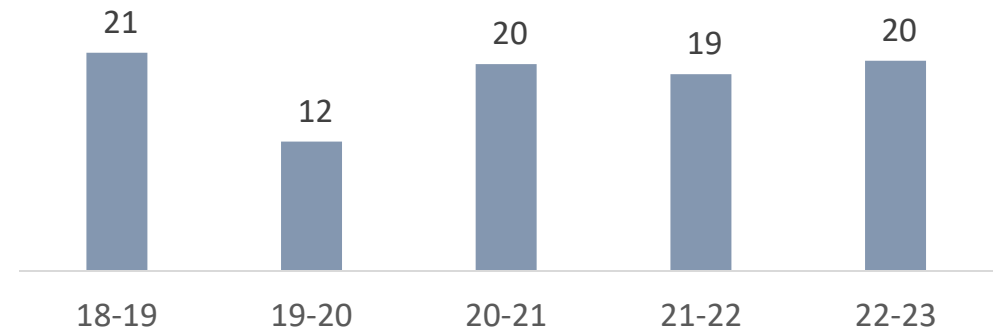
Net Profit Margin %



ROE (%)



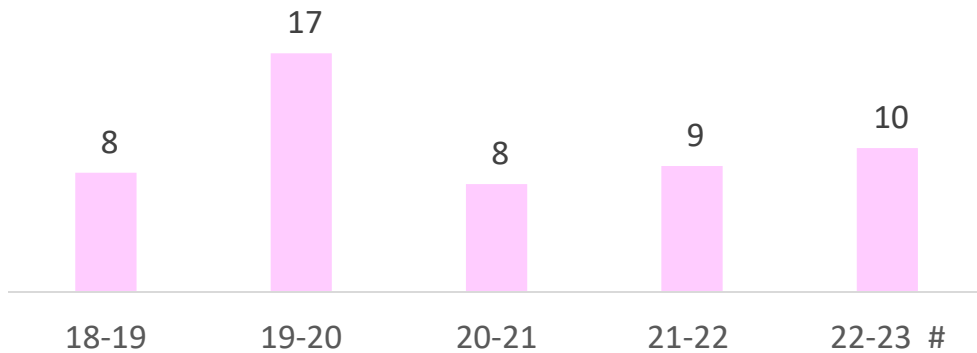
ROCE (%)



Track Record

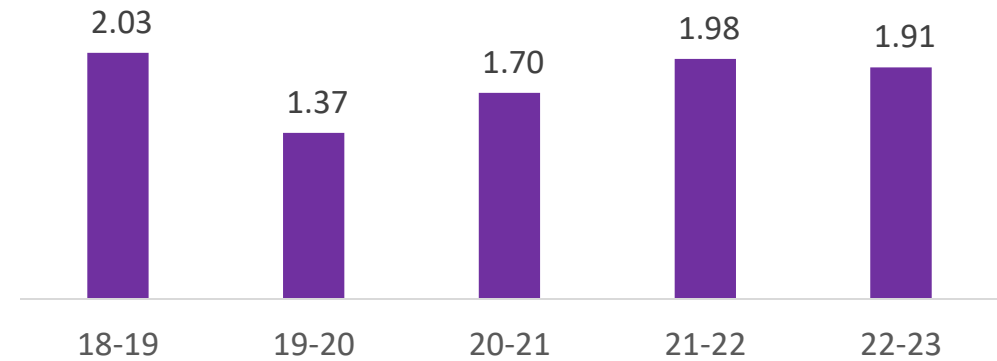


Outflow of Dividend (INR in Cr.)

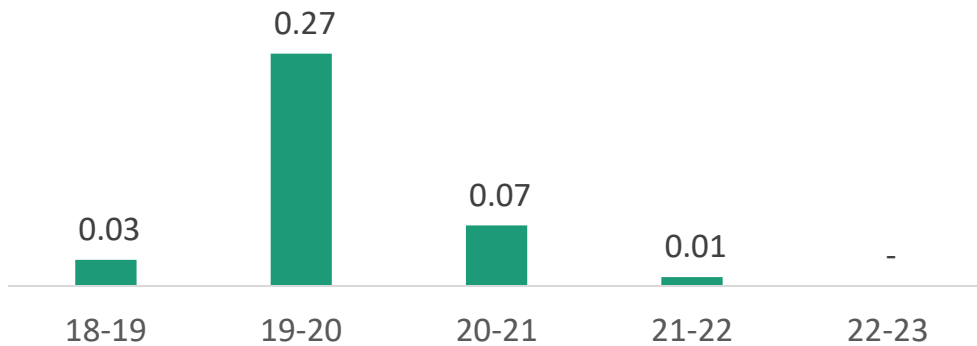


As per Board's recommendation on 19.05.2023, subject to shareholder's approval

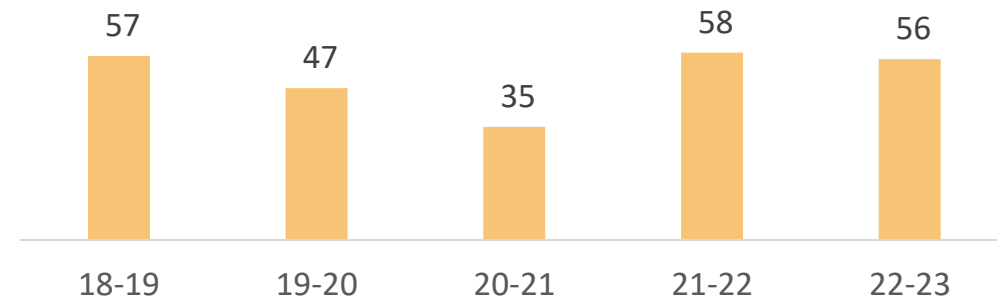
Current ratio



Debt to Equity



Net Working Capital (Days)



FY 23 Financial Performance



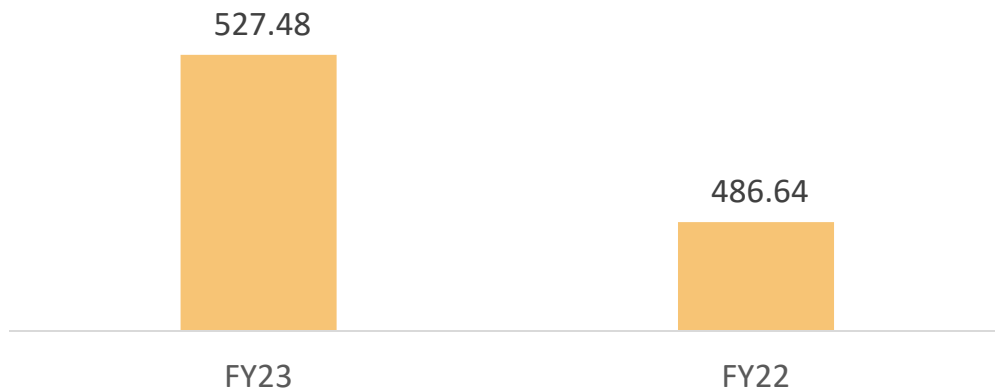
Rs. In Cr.

<u>Financial Highlights</u>	3 months ended 31/03/2023	3 months ended 31/12/2022	Variance (%) QoQ	FY 2023	FY 2022	Variance (%) YoY
Operating Revenue	157.31	138.73	13	527.49	486.65	8
Operating Profit (PBT+Dep+Other Exps)	31.91	29.36	9	114.75	98.10	17
% of Margin	20.29	21.16		21.75	20.16	
Other Income	1.04	2.11	(51)	6.11	5.20	18
EBITDA	15.27	14.54	5	57.39	52.04	10
% of Margin	9.71	10.48		10.88	10.69	
Interest	0.02	0.03	(20)	0.22	0.96	(77)
Depreciation	2.41	2.43	(1)	9.70	11.96	(19)
PBT	12.84	12.08	6	47.47	39.12	21
TAX	3.22	2.77	16	11.29	8.56	32
PAT	9.62	9.31	3	36.18	30.56	18
Reported EPS	1.92	1.86	3	7.22	6.10	18

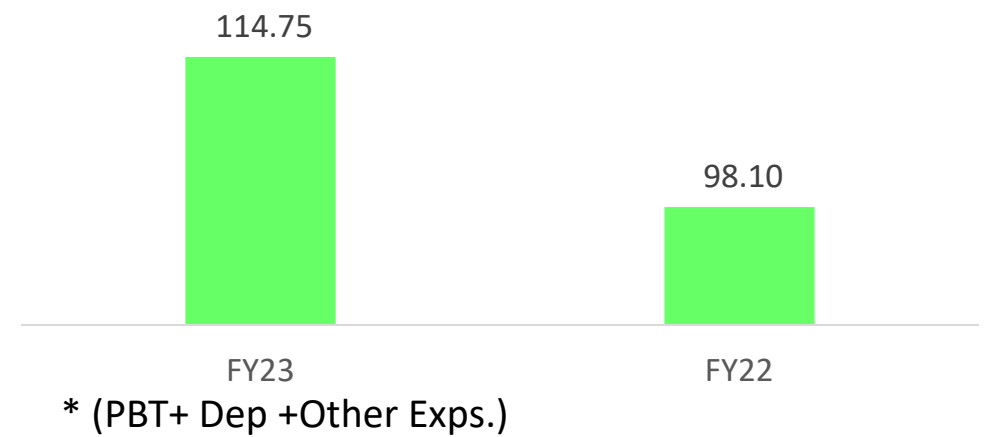
FY 23 Financial Performance



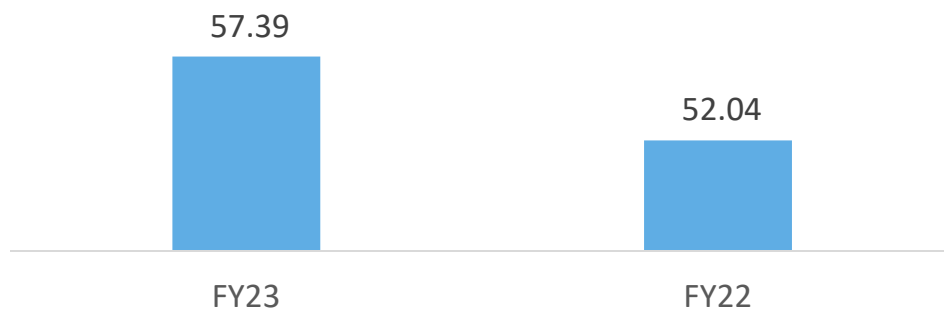
Operating Revenue (Rs. In Cr.)



Operating Profit * (Rs. In Cr.)



EBITDA (Rs. In Cr.)



PAT (Rs. In Cr.)





02

COMPANY
OVERVIEW

Company Overview



The Company derived ~55% of its revenues from exports in FY22-23.

The Company has strong marketing partnerships with 350 customers in over 57 countries including Europe, Mexico and South Africa.

The expansion project with state of the art manufacturing facility targeted at regulated market is completed and commercial production from the said new facility started w.e.f. 21st December, 2019.

Anuh Pharma, a bulk drug manufacturing company is part of the INR 8.5bn SK Group, which employs ~2000 people across businesses such as manufacturing of pharma formulations, trading, distribution and logistics (primarily for large MNC brands)

Anuh Pharma is one of the largest manufacturers of Macrolides and Anti-TB products in India, besides being a major player in Anti-bacterials, Anti-malarial, Anti-hypertension and Corticosteroids

The Company owns one manufacturing facility at Tarapur over 11,400 sq. mtrs of land (Incl. newly acquired plot of 7,800 sq. meters) and an R&D facility at Mahape spread over 10,000 sq.ft.

Journey So Far...



Year	Achievements
1989	Started manufacturing Erythromycin salts with capacity of 150 MTPA , followed by doubling the capacity to 300 MTPA in 1995.
2002	Received WHO-GMP for its facilities.
2006	Doubled the capacity by acquiring new plot of 1800 SQMT to expand the output capacity 600 MTPA.
2010	COS, EU/GMP approval for Erythromycin, Erythromycin ethyl succinate and Pyrazinamide.
2012	Acquired R&D assets of Invent Pharma- a Spanish Company and got DSIR approval.
2014	Received approval from COFEPRIS, Mexico for marketing its Erythromycin estolate, Erythromycin stearate and Erythromycin ethyl succinate.
2015	Received approval from COFEPRIS, Mexico for marketing its Chloramphenicol and Chloramphenicol Palmitate.
2015	WHO Geneva pre qualification authorities for sulphadoxine for human use.
2017	DMF approval received from UK MHRA for Erythromycin Stearate.
2018	Received certificate of GMP (WHO GMP) from FDA Maharashtra.
2019	Received approval from WHO- Geneva Pre qualification for Pyrazinamide and sulphadoxine.

Journey So Far...



Year	Achievements
2019	Received EU GMP for Erythromycin, Erythromycin ethyl succinate, Pyrazinamide, Pyrimethmine and Sulphadoxine from AEMPS Spain.
2019	Enhanced the capacity by acquiring new plot of 7800 SQMT to expand the output capacity by 600 MTPA.
2019	USFDA inspection passed successfully with zero 483 observation.
2020	Received CEP from EDQM for Ambroxol HCL (expectorant cum mucolytic agent) during January, 2020
2020	Received approval from WHO Geneva prequalification for Pyrimethamine API
2021	Applied for European Directorate for Quality Medicine (EDQM) for application of CEP for Azithromycin (Higher macrolides)
2021	Applied for WHO- Geneva Pre qualification for Isoniazid (Anti TB)
2021	Applied for European Directorate for Quality Medicine (EDQM) for application of CEP for Gliclazide .
2022	Applied for European Directorate for Quality Medicine (EDQM) for application of CEP for Sulphadoxine .
2023	Applied for European Directorate for Quality Medicine (EDQM) for application of CEP for Allopurinol

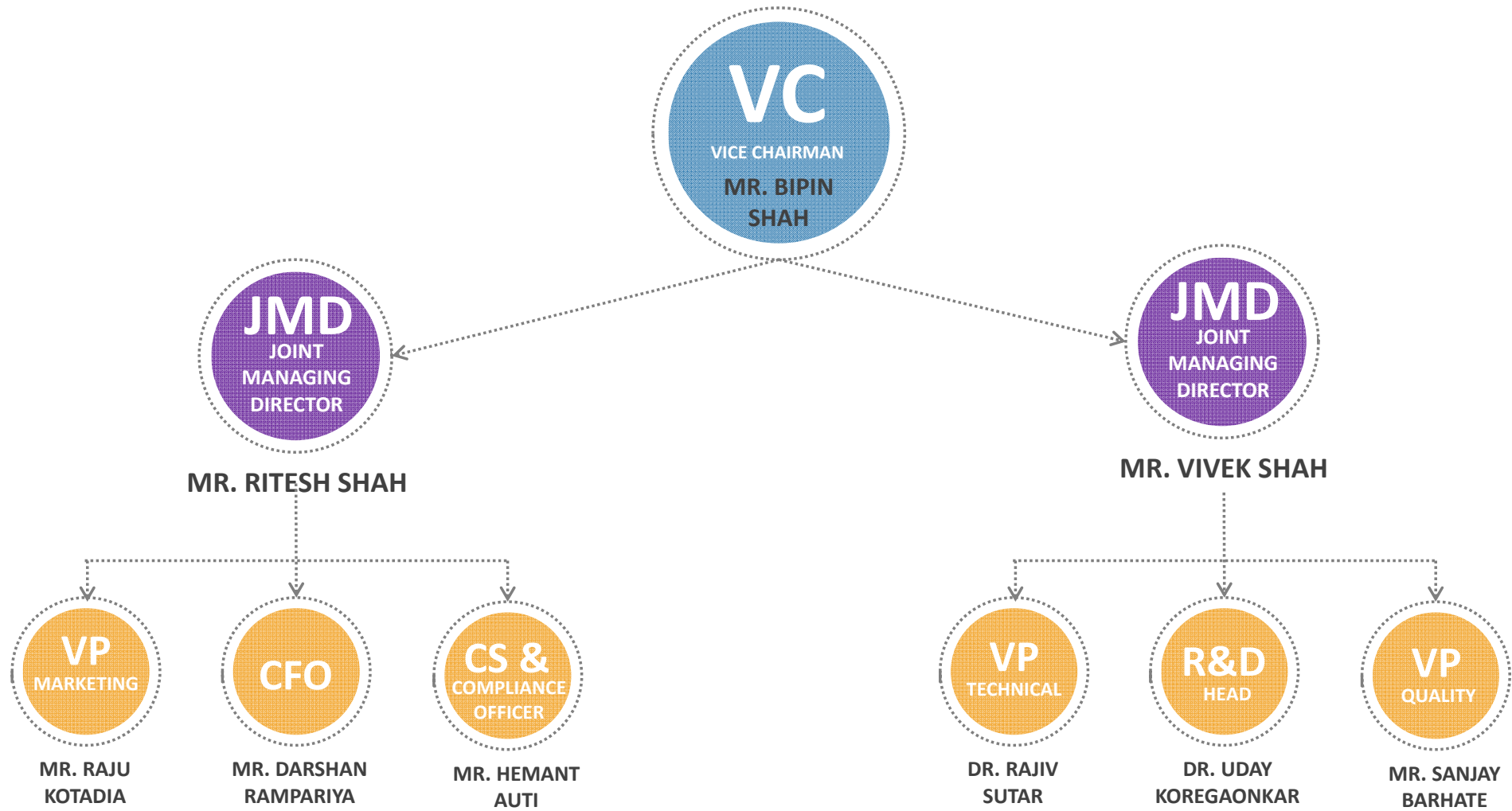
Market leadership:

-  Erythromycin salts
-  Pyrazinamide
-  Sulfadoxine
-  Ambroxol HCL
-  Gliclazide
-  Clobetasol Propionate
-  Betamethasone Dipropionate

Competitive Advantage

- Regulatory approvals
- Environmental health and Safety Compliance (Audited and approved by Multinational companies).
- Well diversified sourcing with backward integration in key products.
- Surplus capacity available
- Financially strong
- Strong R&D capabilities

Key Management Personnel & Senior Management

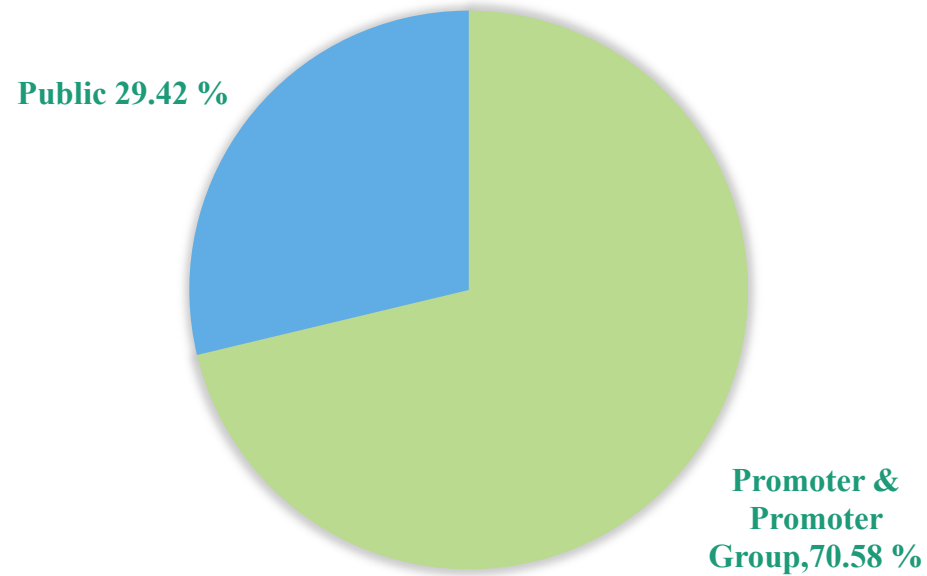


Key Management Personnel & Senior Management



Name	Designation	Profile
Mr. Jasvantlal G Shah	Chairman	Graduate in Economics, Law and Post graduate in Business Management, FCS; He has discharged responsibilities in senior positions in two reputed indigenous business groups as well as number of international pharmaceutical companies.
Mr. Bipin N Shah	Vice Chairman	Involved with Anuh Pharma since inception as a Managing Director. He holds Bachelors degree in Chemical Engineering; and he is also President of Thane Belapur Industries Association.
Mr. Ritesh B Shah	Joint MD	BSc. Chemistry, MBA, handled international marketing for Anuh Pharma for over 19 years, currently involved in overall management of the Company.
Mr. Vivek B Shah	Joint MD	MSc. Biotechnology; handling entire manufacturing operations and R&D since 2009.
Mr. Raju Kotadia	VP Marketing	BSc. Chemistry; part of Anuh Pharma since inception, handling overall sales management of the company.
Dr. Rajiv Sutar	VP Technical	MSc. Phd, having 24 years of experience in API Industry on process development, Technology transfer & commercial manufacturing along with MBA in Operation Management.
Mr. Sanjay Barhate	VP Quality	MSc, M.Phil with chemistry, having versatile experience of 33 years in various functions of Quality at plant and corporate quality function in Bulk drug and formulation dosage forms with reputable MNC.
Mr. Darshan Rampariya	CFO	FCA with 15+ years of experience in audit, taxation and corporate finance.
Mr. Hemant Auti	CS & CO	ACS with 5+ years of experience in Corporate Secretarial Compliance, Corporate action.

Latest Shareholding Pattern



Market capitalization
(As on 2nd June, 2023)

INR 448 Cr.

Free float market capitalization
(As on 2nd June, 2023)

INR 132 Cr.



03

INFRASTRUCTURE

State of Art manufacturing facility



- Anuh Pharma has a **EUGMP/WHO Pre qualified** approved manufacturing facility at Tarapur spread across **11,400 sq. meters** with 8 API's blocks and 1 intermediate block with total capacity of **1500 MTPA** – this includes new expanded capacity.
- With commissioning of **Zero Liquid Discharge (ZLD)** company stands with huge compliance advantage keeping environmental challenges in mind.

Major Equipment Capabilities



SNO.	EQUIPMENT	MOC	CAPACITY	QTY
1	REACTOR WITH CONDENSER AND RECEIVER	SS 316	650 L TO 10 KL	33
2	REACTOR	SS FRP	5 KL	1
3	REACTOR WITH CONDENSER AND RECEIVER	GLR	500 L TO 10 KL	7
4	CENTRIFUGE	SS 316	36" TO 48" BASKET	13
5	FLUID BED DRYER	SS 316	100 KG TO 400 KG	10
6	BLENDER	SS 316	2000 TO 4500 LTR	10
7	MULTIMILL	SS 316	250 KG/HR	15
8	SIFTER	SS 316	80 TO 250 KG/HR	11
9	AIR JET MILL	SS 316	80 L	4
10	SPARKLER FILTER	SS 316	50 L TO 125 L	9
11	AGITATED NUTSCHE FILTER DRYER (ANFD)	SS 316	500 L	1
12	EVAPORATING PAN	SS 316	800 L	1

NOTES:

- The entire area is supplied with 3 Micron Filtered Forced Draft Ventilation.
- The utilities are connected such that temperatures from 250°C to -7°C can be achieved in all reactors and condensers.
- The entire area has been constructed as per latest cGMP Guidelines.
- Purified Water as per IP/BP/USP is supplied via Loop System with Zero Dead leg Valves.



Major Equipment- Utility Capabilities

SNO.	EQUIPMENT	QTY	CAPACITY	USE
1	BOILER	2	2000 KG/HR WITH PRESSURE OF 10 KG/CM ²	GENERATION OF STEAM
2	COMPRESSOR	5	700 CFM	FOR AIR JET MILLING
3	WATER SYSTEM	2	3000 LITRES/HR	FOR SUPPLY OF PURIFIED WATER
4	CHILLING PLANT	5	90TR, 95 TR & 270TR (03 Nos.)	FOR CHILLING
5	NITROGEN PLANT	1	85 CU.M/HR	FOR NITROGEN GENERATION
6	THERMIC FLUID HEATER	1	2 LAC KCAL / HR	FOR HOT OIL SUPPLY
7	ZLD PLANT	1	100 CMD	EFFUENT TREATMENT PLANT



Other Facilities



The entire facility is equipped with latest Fire Fighting and Safety Measures.



Zero Liquid Discharge Effluent Control system for treating 100% of Generated Pollution.



100% Power Backup via dedicated power line from Power Distributor to our premises.



Adjoining office and a Training Hall for staff.



Green Belt has been provided to reduce the carbon footprint.



Dedicated Research & Development Facility



FACILITATE ACTIVITIES
THAT LEAD TO
CHARACTERIZATION AND
PROFILING OF PRODUCTS.

ANALYTICAL DEV

DEVELOP PROCESSES AND
PRODUCTS.

CHEMICAL SYNTHESIS

LAB SCALE REACTION
BATCHES TO VALIDATE
RESEARCH

PILOT PLANT

IN HOUSE R&D LAB

A dedicated 10,000 SQ. FT. facility to conduct in house experiments and improve our manufacturing process.

We have 16 scientist working at this lab.

APL
empowered by
R&D

NEW PRODUCTS & PROCESSES

Developing new products and processes for future market penetration and expanding product pipeline.

RESEARCH & EXPERIENCE

TWO VALUES FORM THE FOUNDATION OF OUR GROWTH AND SUCCESS



04

FUTURE
OUTLOOK

Marketing:

- Increase Contribution from new Geographies especially in Japan, Vietnam and South Korea.
- Continued focus on increasing market share in corticosteroids, for which manufacturing capacity at L&L site is enhanced to 12 MTPA.
- To tap opportunities with upcoming CEP approval of Gliclazide and Azithromycin with access in European markets.
- Tap large opportunities in Sulfadoxine Institutional business.

Production:

- Building efficiency and improve the Yield & Through put

R&D:

- Identification of new molecules and therapeutic areas is currently underway and will drive the next leg of growth over the medium to long term, while boosting utilization levels in the short run

Sourcing:

- Development of indigenous supplier to reduce dependency on China for intermediate requirement.

Future Outlook – Product under development

Sr. No	Product Name	Therapeutic application
1)	Sulfadimethoxine	Anti Protozoal
2)	Citicoline sodium	Neuroprotective
3)	Ticagrelor	Anti Platelet



05

CORPORATE SOCIAL RESPONSIBILITY

- **APL** takes corporate sustainability and social responsibility as a voluntary commitment rather than an obligation. We engage in social activities encompassing education, healthcare, sanitation, vocational skill building, rural development & natural conservation.
- Our purpose is to improve the quality of people's lives, this we attain by closely monitoring the progress of each initiative. This trait has been inherited from the SK Group philosophy of executing charitable activities and also highlighted in our CSR Policy. CSR activities are implemented directly or via the **SK Trust**.



SK Balmandir



**SK School of Business
Management**



Thank You

For specific queries please feel free to contact;
Mr. Darshan Rampariya (CFO)
darshan.r@anuhpharma.com