



CIN No : L24239MH1987PLC043662

Date: 25th December, 2021

To
BSE Ltd.
Listing Department,
Phiroze Jeejeebhoy Towers, Dalal Street , Fort,
Mumbai - 400 001

Ref.: BSE Scrip Code - 539730

Subject: Outcome of Analyst/Investor Meet

Dear Sir / Madam,

This is in reference to the Analyst Meet via Zoom Platform that was scheduled on December 25, 2021 at 4:00 P.M.

In regard to this we would like to share with our stakeholders that a great response was received from the Analysts/Investors towards this Meeting.

Questions in regards to procurement, capacity building, marketing, short term / long term debts of the Company, expenditure on R&D, Stock Management, tax burden & GST, new upcoming projects, cash credit and cash management, working capital requirements, Human Resources / workforce planning, factoring, overall Industry growth prospects were some of the aspects on which Analysts/Investors had raised their queries.

Mr. Fredun Medhora, Managing Director of the Company addressed all these queries; as raised by the various Investors to their satisfaction.

The Conference call started as scheduled at 4:00 P.M. and concluded at 6.25 P.M.

No unpublished price sensitive information (UPSI) was discussed during the interactions in the said Zoom Meeting.

Kindly take the same on your Records.

Thanking you,
For Fredun Pharmaceuticals Limited

Fredun Nariman Medhora
Managing Director
DIN: 01745348



Registered Office: Manoj Industrial Premises, G.D. Ambekar Marg, Wadala (W), Mumbai - 400 031, (INDIA)

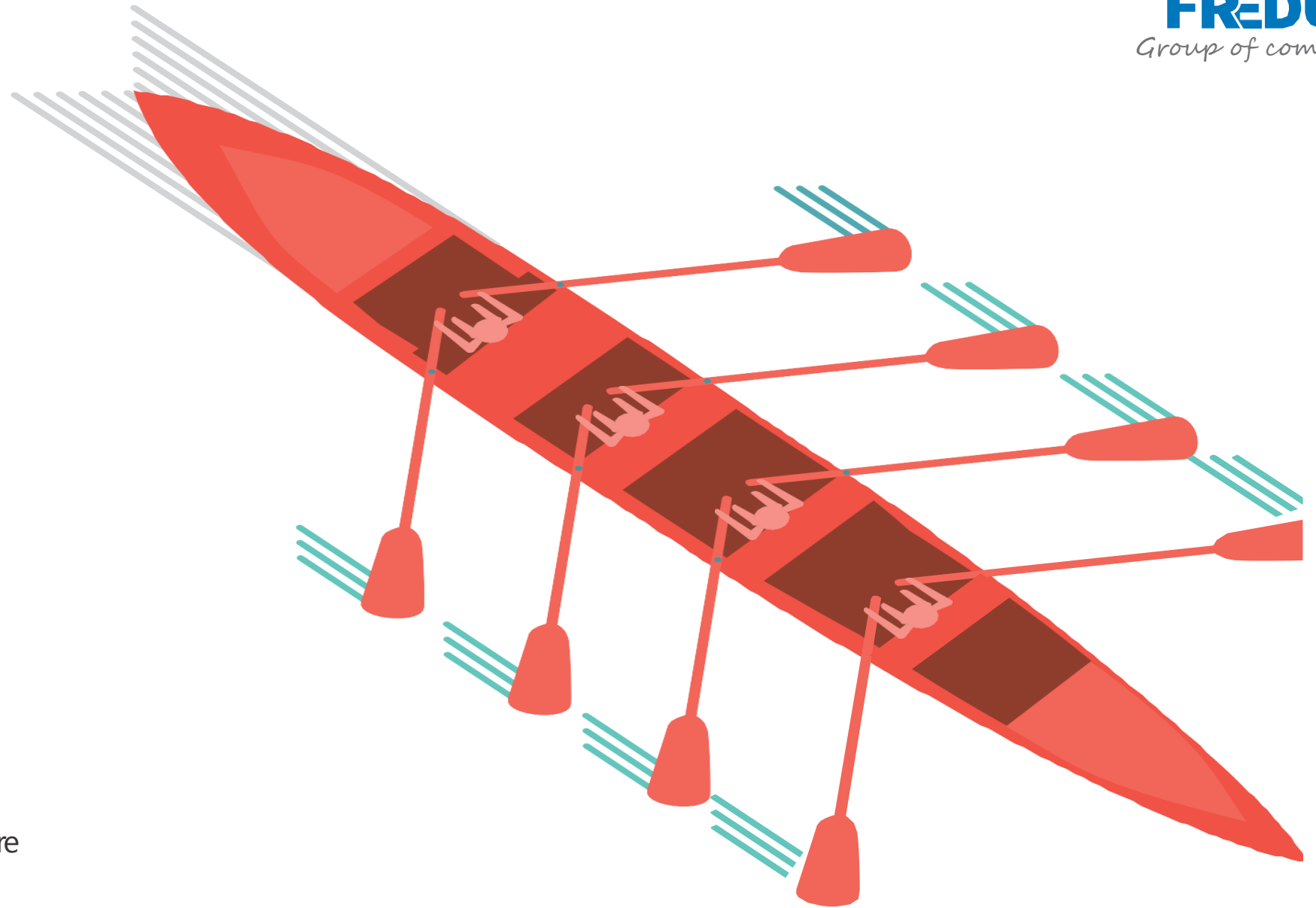
Corporate Office: Urmi Estate, 11th Floor, Ganpatrao Kadam Marg, Lower Parel (W), Mumbai - 400013.

Phone No.: 91-22- 4031 8111 **Fax:** 91-22-4031 8133

Factory: 14,15,16, Zorabian Industrial Complex, Vevoor, Palghar (E), Dist: Palghar - 401 404.

Phone No.: +917045957828, +917045957829, +917045957830, +917045956857

E-Mail: business@fredungroup.com **Web:** www.fredungroup.com



Compassionate Healthcare

Highlights

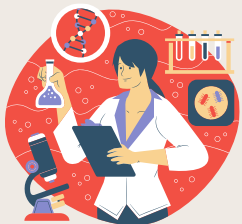
- FREDUN as a group is dedicated to improving the lives of people.
- Our aim is not only profitability but is effective efficiency.



34 years of experience in manufacturing



WHO GMP certified facilities



Team of highly qualified research scientists




ISO-9001:2015



We are currently exporting to 46 Countries

 • AZERBAIJAN

 • CONGO

 • HAITI

 • KENYA

 • MALI

 • MYANMAR

 • OMAN

 • PHILIPPINES

 • SOUTH SUDAN

 • TANZANIA

 • UAE

 • VENEZUELA

 • BENIN

 • COSTA RICA

 • IRAQ

 • KYRGYZSTAN

 • MAURITIUS


 • NIGER

 • PAPUA NEW GUINEA

 • RWANDA

 • SRI LANKA

 • TOGO

 • UGANDA


 • VIETNAM

 • ZAMBIA


 • CAMBODIA

 • GHANA


 • IVORY COAST

 • MALAYSIA

 • MOZAMBIQUE

 • NIGERIA

 • PERU

 • SOMALIA

 • TAJIKISTAN

 • TURKMENISTAN

 • UZBEKISTAN

 • YEMEN



FPL DIVISIONS



FREOSSi[®]

Why FREOSSI?

- The division is formed to market its effective, safe and reliable animal healthcare quality products like MCHC bases supplements, animal feed additives and other animal healthcare formulations for pets, poultry and cattle which enables the customers to maximize their profits.
- Specializes in manufacturing various formulations made from MCHC (Microcrystalline Hydroxyapatite Complex) which is a natural source of Calcium & Phosphorus for animals.
- Largest manufacturer of MCHC in India.
- It is a unique Calcium Supplement with a bioavailable (about 25% Calcium and about 12% Phosphorus) in the natural ratio of 2:1. Also, it contains trace minerals, about 25% proteins, about 12% collagens all in the natural form.
- X-Ray crystallography & electron microscope studies have also been carried out to establish its Bioavailability. Its efficacy is time-tested and clinically proven for more than 60 years.
- Ensure superior quality control of raw materials and finished products and gets the quality approval of all their products from a professional laboratory run by highly qualified personnel.



Summary

Freossi division was launched in India a year ago with an aim of providing the best quality, efficient and affordable pet healthcare products in India.

Initially introduced 4 products and soon will launch pet grooming range of products to cater the increasing demand of said category.

30+ products by JAN 2022.

Freossi has started its operation in Maharashtra, Punjab, Haryana and Goa and target to launch in another 8 states by end of FY 22.

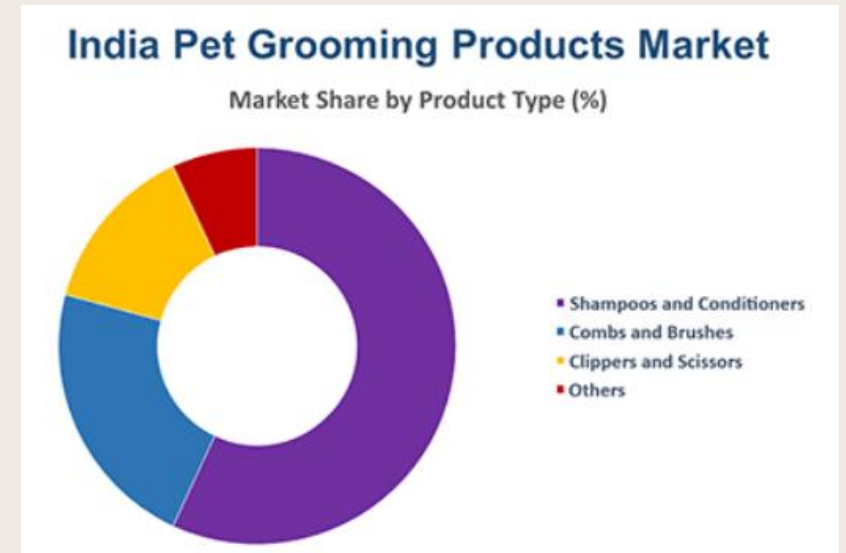
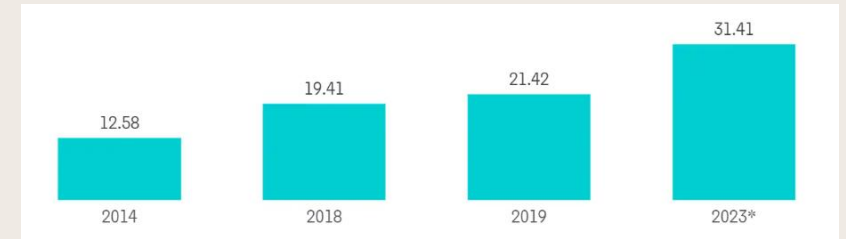
Actively participated in events organized by Bombay Presidency Kennel Club, Kennel Association of Goa, Times Pet & Us and Bark Club.

Organized an event for PPAM in OCT 2021 and one will conclude in December 2021.

Products are available and sold on Amazon.in.

Pet Care – The Indian Scenario

- Overall, India Pet Care market is expected to cross INR 7500 crores by the end of the year 2025-26.
- It will be registering a compounded annual growth rate (CAGR) of more than 19%.
- Population of Pet Dogs in millions, India, 2014-2023
- The market is led by the dog segment which accounted for more than half of the market share.
- Stylish and cute pets are the global trends in the market which urge the demand for pet grooming products, allowing the segment to grow with an anticipated CAGR of more than 30%



Product Basket

FREPRIMECAL[®] Tablets



- ✓ Contains a combination of Biologically Derived Calcium, Phosphorus, Proteins, Collagens and fortified with Vitamin D3.
- ✓ Prevents Calcium and Phosphorus deficiency in growing and old pets.
- ✓ Helps to prevent Osteoporosis and other degenerative bone disorders in dogs and cats.
- ✓ Prevents Eclampsia (Puerperal tetany or Hypocalcemia) which is an emergency medical condition associated with a life-threatening drop in blood calcium levels that occurs in pregnant and lactating bitches.

FREOSSIPOWER[®] Granules



- ✓ Super Supplement for Healthy Bones.
- ✓ MCHC helps promote remineralization and stimulates osteogenesis.
- ✓ Provides a safe and effective cure for animals for whom NSAIDs are no longer desirable due to gastric toxicity, gut intolerance, and risk of renal damage.
- ✓ Boswellic acid exhibits anti-inflammatory properties; helps to reduce respiratory tract infection; and painful menstruation.
- ✓ Vitamins and minerals give further benefits.

FREOSSTONE[®] Granules



- ✓ Biologically Derived Calcium, Phosphorus Feed Supplement with trace Minerals Fortified with Vitamin D3.
- ✓ Reduces inflammation and pain associated with acute inflammation of body parts of a non-human animal, particularly of joints due to injury or arthritic conditions like osteoarthritis and rheumatoid arthritis or other disease.

FREOSSTONE[®]+ Granules



- ✓ Combination of Biologically derived Calcium and Phosphorus with Potent Herbal Extracts.
- ✓ Improves skeletal and muscular strength in animals.
- ✓ Prevents osteoporosis and rickets.
- ✓ Improves milk yield and helps in irregular or suppressed lactation.
- ✓ Ensures lengthy lactation.

Coming soon ...

DOCTOR  R
Z A N E

SHAMPOO

CONDITIONER

PAW CREAM

DEODARANT

EAR/EYE/TEETH WIPES

DISINFECTANT WIPES

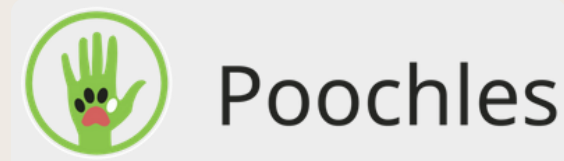
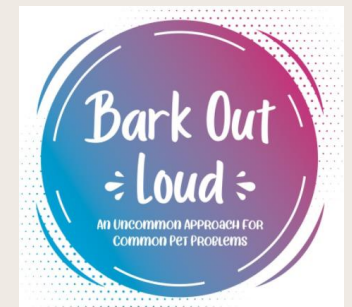


Strength & Competitors

Only leading & largest manufacturer of MCHC in India

Ethical Marketing for quick penetration PAN India

Presence on E-Commerce platforms



FREDUN GENERICS



Highlights



GOLD STANDARD FOR GENERIC
MEDICINE IN INDIA



AFFORDABLE & GENUINE
QUALITY MEDICINE, STARTING
WITH 120+ PRODUCTS



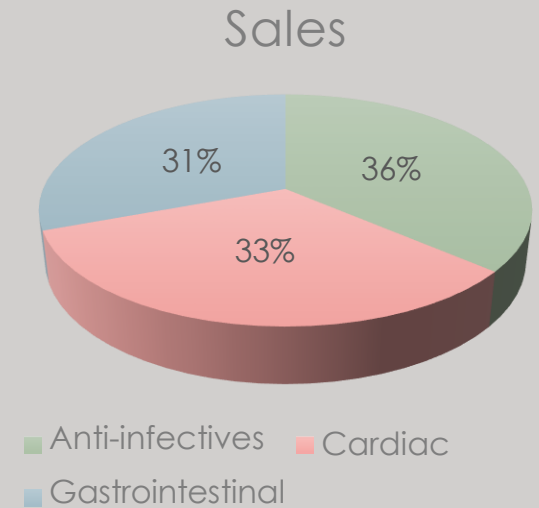
ALL INDIA REACH, DIGITAL
ADMINISTRATION THROUGH
FREDUN GX APP

Summary

- Fredun Gx is a new division launched in India after successfully exporting to 46 countries. Fredun Pharmaceuticals Ltd has decided to make a mark at its Home Pitch in India.
- Fredun Gx will fully concentrate on providing the best quality generic medicine in India.
- Launching with 120+ products across various target medicine segments.
- Fredun Gx will not only manufacture OSDs at its own manufacturing facility will also be able to provide Oral Liquids, Liquid & Dry Injections.
- The total basket of products intended to complete are 250 ranging from various allopathic to nutraceutical and medicated cosme-derma range.
- Fredun Gx has started its operation in Maharashtra and target to launch in 17 states before the end of FY 22.
- FREDUN Gx will work on app driven platform for taking orders with limiting its use of manpower and reduced supply chain levels.

Generic drugs – The Indian scenario

- A generic drug is a medication created to be the same as an existing approved brand name drug in dosage form, safety, strength, route of administration, quality, and performance characteristics.
- India is one of the highest per capita country for out-of-pocket expenses, Generic medicine will save money which can be used for other health issues.
- According to the Indian Economic Survey 2021, the domestic market is expected to grow 3x in the next decade.
- India's domestic pharmaceutical market is estimated at US\$ 42 billion in 2021 and likely to reach US\$ 65 billion by 2024 and further expand to reach ~US\$ 120-130 billion by 2030.
- Generic drugs, with 71% market share, form the largest segment of the Pharmaceutical industry in India.
- As per the domestic market share in the pharmaceutical industry by revenue, Anti-Infectives (13.6%), Cardiac (12.4%), and Gastrointestinal (11.5%) had the biggest market share.

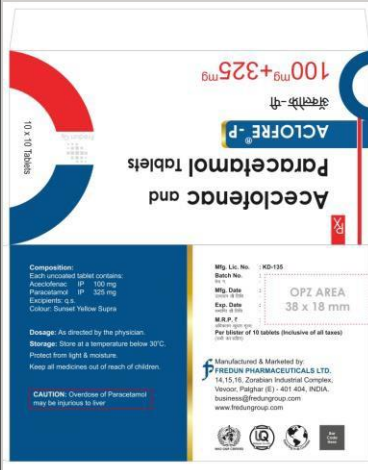
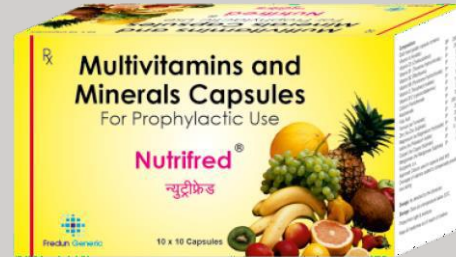


Why FREDUN Gx?



- In 2008, the Government of India, through the Department of Pharmaceuticals, started a new initiative “Jan Aushadhi” (a Hindi word literally translated as “Medicine for People”). This program envisaged making unbranded quality medicines available to poor people in the country at a reasonable and affordable price through retail outlets’ setup with the help of the government. It has taken ownership of setting up Jan Aushadhi stores, which are pharmacies selling only generic name medicines to the extent possible, giving preference to pharmaceutical public sector undertakings too. Until March 15, 2018, 3200 Jan Aushadhi stores were operating in more than 33 states/union territories across India. There are not enough Jan Aushadhi stores, possibly 3200 against more than 8 lakh retail pharmacies in existence, with many rural areas still underserved.
- The Medical Council of India, in an amendment to the code of conduct for doctors in October 2016, has recommended that every physician should prescribe drugs with generic names legible and he or she shall ensure that there is a rational prescription which promotes the use of generic drugs. In future, the Government of India may bring a legal framework under which doctors will have to prescribe generic medicines to patients.
- **Generic medicines are typically 30%–80% cheaper than originator equivalents. The question raised quite often is “Whether the quality and performance of generic drugs is comparable to the brand drugs?”**

PRODUCT BASKET



PRODUCT BASKET/Segments



Strength & Major Competitors

- **Faster New Product Development**
- **Exporting to 46 countries**
- **Large Product Range**
- **Faster Penetration**
- **Digitally based**

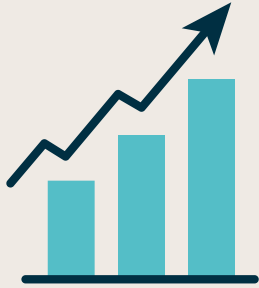




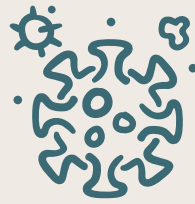
FREDUN[®]

Nutrition

Key Factors



Increased adoption of fortified food owing to the growing health consciousness amongst consumers.



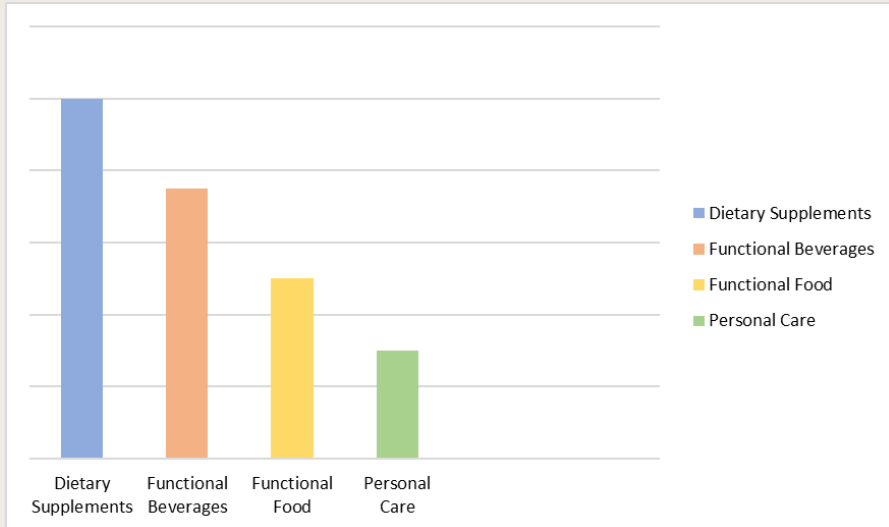
Increasing incidences of chronic diseases.



Strict government regulations on food fortification.



Market overview

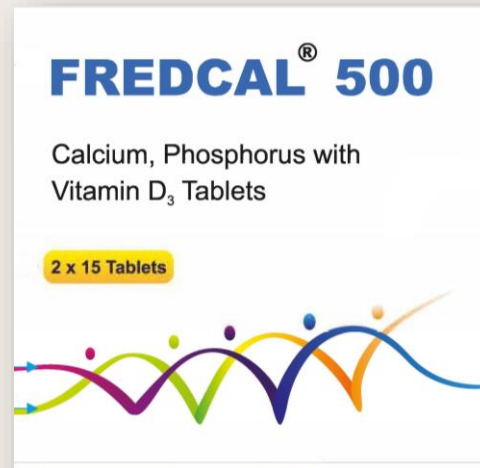
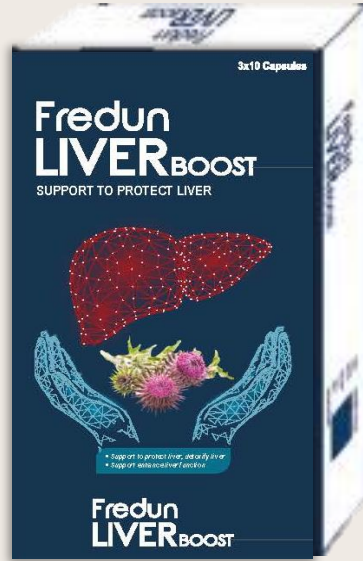
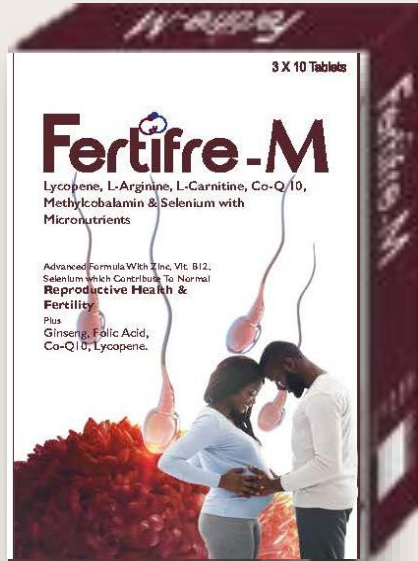


- Nutraceutical products are the necessity of the modern world.
- The market is poised to witness significant growth during the forecast period, owing to the increase in demand for preventive healthcare and rise in medical treatment, which stimulates the demand for nutraceuticals-containing products.

Nutraceutical Market

- Although the nutraceuticals industry first emerged in the early 1990s, the world witnessed its explosive growth during the first decade of this century.
- Between 1999 to 2002, the nutraceuticals industry grew at an annual average growth rate of 7.3 percent, whereas the growth rate of this industry over the past several years has doubled to 14.7 percent.
- The global nutraceuticals market size was valued at USD 417.66 billion in 2020 and is expected to grow at a compound annual growth rate (CAGR) of 8.9% from 2020 to 2028.
- The growing demand for dietary supplements and functional foods is expected to be a key driving factor for the global market over the forecast period.
- India's nutraceutical market is poised to be a global leader at USD 4-5 billion. Experts and reports suggested that it will grow to approximately USD 18 billion by 2025.
- The dietary supplements market in India is valued at USD 3924.44 million in 2020 and reports say that it will reach USD 10,198.57 million by 2026. It puts the industry at a 22 per cent growth rate year on year.

Our Products



Mamalait

A galactagogue - promotes lactation, builds immunity

Fertifre- Lady

To promote and improve male fertility

Fertifre - M

To help improve and enhance fertility in women

Fredun Liver Boost

Supports protecting the liver, detoxifying the liver, enhancing liver function

Moringa Capsules

An antioxidant, builds immunity

Fredcal 500

Calcium with Vitamin D3

Strength

Fredun Nutrition

- Products developed with years of research ensuring the best efficacy & quality.
- The products are manufactured at a facility having 34 years of experience in manufacturing.
- Addition of multiple products in the coming months.
- We will be launching our fitness range of products in year 2022.

Competitors



Summary

- The growing demand for dietary supplements and functional foods is expected to be a key driving factor for the global market over the forecast period.
- The changing consumer preferences and shift towards preventive care are making the sector sustainable.
- After the global pandemic, preventive healthcare measures, such as dietary supplements, have become a part of people's everyday lives. It is preventive care for all age groups with no side effects





01 Introduction

- Bird and Beauty offers a unique line of luxury personal care formulae with pure, fully refined Emu Oil, providing our customers with the highest quality Emu Oil products.
- Used by Australian Aborigines for centuries, Emu Oil is coveted for its rich moisturizing benefits for hair, skin, and nails. Emu Oil also contains a balance of nourishing Omega 3, 6, and 9 essential fatty acids.



02 EMU OIL MARKET

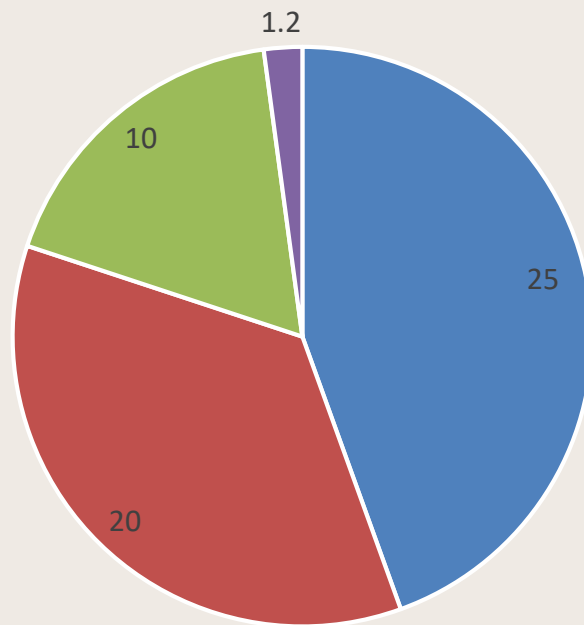
- The global cosmeceuticals market is projected to grow at a CAGR of 8.81% during the forecast period (2020 - 2025).
- Furthermore, raising awareness regarding cosmeceutical and cosmetics products, such as anti-ageing, sun care, and hair care products, is expected to drive the growth potential in the near future.
- The introduction of new products with bio-active ingredients play a crucial role in driving the demand for cosmeceutical products across the world, especially in the Asia-Pacific region.
- Consumers, especially the ageing population, are increasingly looking for methods and products to maintain and improve their appearance to look youthful and beautiful, more so with the rising awareness about anti-ageing products.

Growth by sector

Types of Emu-Oil

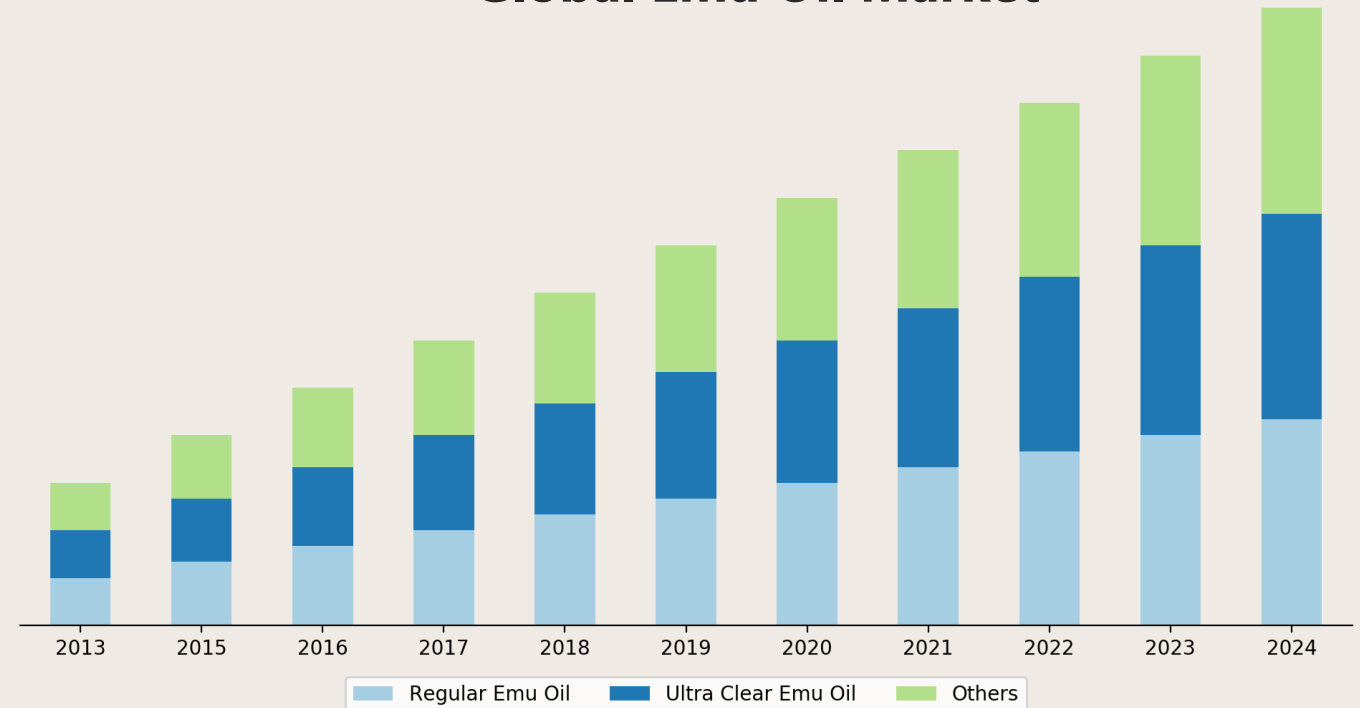
- Regular Emu Oil
- Ultra-Clear Emu Oil

Global Emu Oil Market by application



■ Skin care ■ Hair care ■ Medical ■ Others

Global Emu Oil Market



The global emu oil market is expected to reach over US\$ 154.05 Mn By 2024, expanding at a CAGR of 5.6% from 2016 to 2024.

03 Why choose BnB?

- Bird and Beauty products meet the highest standard of quality and efficacy.
- Our Emu Oil is humanely acquired from free-range, hormone-free birds and is gently refined using an advanced, proprietary, and chemical-free process that produces clear, odorless, and highly stable oil.
- The formulations are made after years of research and clinical trials.
- The products are manufactured at a facility having 34 years of experience in manufacturing.
- Products developed with years of research ensuring the best efficacy & quality.
- Rising demand for genuine natural skin & hair care products in India.

Strength

- Growing consumer consciousness regarding appearance
- Rising demand for genuine natural skin care products in India
- Growing preference towards the natural/organic products
- Availability of technologically advanced and user-friendly cosmeceuticals products are driving the growth of this market

Competitors?

We are the pioneers in launching Emu-Oil infused skin and haircare products in India.





04

BnB Range of Products

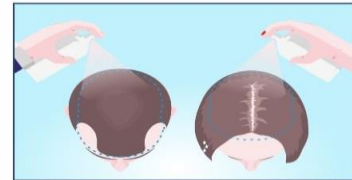
PURE EMU OIL Mist Spray

Non sticky & Non Greasy Aqueous spray. Peroxide Free. Alcohol Free.

Ingredients: Emu Oil, Clove Oil, Caffeine, Zinc Oxide, Copper Tripeptide, Magnesium Oxide, Melatonin.

Usage: 6-7 sprays once or twice a day as advised by your Doctor.

Part your hair, apply spray over the scalp and spread gently with the finger tips in circular motion.



BENEFITS:

- Improves Hair growth
- Reduces hair loss
- Enhances transdermal penetration
- Natural anti-inflammatory with added advantages of Magnesium and Zinc
- Natural Fatty acids that inhibit 5 α -Reductase
- Scalp emollient and anti-seborrheic
- Works for post-radiation dermatitis
- Excellent Post Hair transplant

F-EMUGROW-MC

- It inhibits 5-alpha reductase and blocks the production of DHT.
- It is a precursor to anti inflammatory prostaglandin 1, Prevent miniaturization, promotes anagen hair growth.
- Promotes cell division and proliferation therefore result in hair growth.
- Prevents premature graying.
- Emu oil relieves pain (analgesic)
- Emu oil works as a great scalp moisturizer.
- Emu oil has anti-inflammatory effects on the scalp.
- Emu oil enhances transdermal penetration.
- Emu oil help in management of seborrheic dermatitis.
- Prevent micro inflammation and prevent hair loss.
- Emu oil is ideal scalp care after transplant.



Product Segments

Skincare



- Emu Oil for Skin
- Emu Oil Moisturising Cream

Haircare



- Emu oil for hair
- Emu oil mist spray
- Emu oil shampoo
 - (women)
- Emu oil conditioner (women)
- Emu oil shampoo and conditioner (men)

Body care



- Emu Oil Soap

Summary

BnB meets highest standards of quality and efficacy

Our aim is to deliver the best quality products to our consumers

BnB will be launching more products in the segments in the coming years

On-going research on multiple products

Rising demand for genuine natural skin care products

Pioneers of launching the Emu Oil infused product range in India

Consumers are more health and wellness-conscious than ever before

Use of e-Commerce platforms for market penetration

Thanks to our commitment and strong work ethic, we know next year will be even better than the last.

We look forward to working together.

business@fredungroup.com

