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**Panchsheel  
Organics  
Limited**

**MFGRS. OF: BULK DRUGS  
& FORMULATIONS**

06<sup>th</sup> December, 2022

**To,**  
**BSE Limited**  
25<sup>th</sup> Floor, P J Towers,  
Dalal Street,  
Mumbai – 400 001

**Scrip Code: 531726**

Dear Sir/Madam,

**Sub: Intimation of Investor Presentation under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015**

Pursuant to Regulation 30 and other respective regulations of SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015, please find enclosed Investor Presentation.

This is further to inform that the Investor Presentation has been uploaded on the website of the Company [www.panchsheelorganics.com](http://www.panchsheelorganics.com) and is also available on the websites of the Stock Exchanges for your information and also for the information of the public at large.

This is for your information and record.

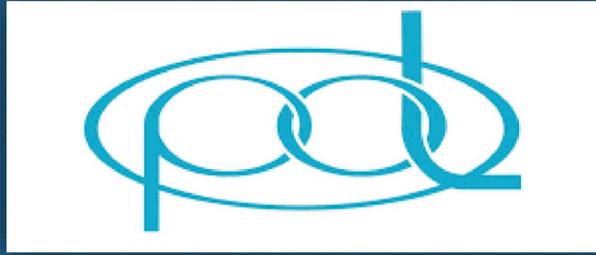
Thanking you,

Yours faithfully,

For Panchsheel Organics Limited

Mahendra Turakhia  
Managing Director  
DIN: 00006222  
Place: Mumbai





**PANCHSHEEL**  
**ORGANICS LTD**  
“HEALTHY WORLD THROUGH MEDICINES”

**Investor Presentation**

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**December 2022**

# Disclaimer

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This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Panchsheel Organics Ltd (“POL”, "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as “Est.” or “estimated” and "expects/ed" and "anticipates/ed" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

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# About Us

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# Introduction

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- Panchsheel an ISO CERTIFIED, GMP approved, maintaining WHO Standards, public listed company (listed on BSE) are manufacturers and exporters of Active Pharma Ingredients(APIs), Intermediates & Finished Formulations (both Human & Veterinary) having a wide experience of more than three decades in the healthcare field.
- The company was promoted in 1990 by the Turakhia Bros Group, having 35 years of rich experience, expertise and a proven track-record in the field of Pharma Export-Import trading, dealing in a wide range of globally sourced, as well as indigenously manufactured, best-in-their-class life-saving medicines covering APIs, Intermediates, Specialty Chemicals, Hormones, Steroids etc.
- Panchsheel is a technology based and market driven company backed by a strong R & D setup aims at innovative production and thus creating a niche market for our products.





# Company Profile

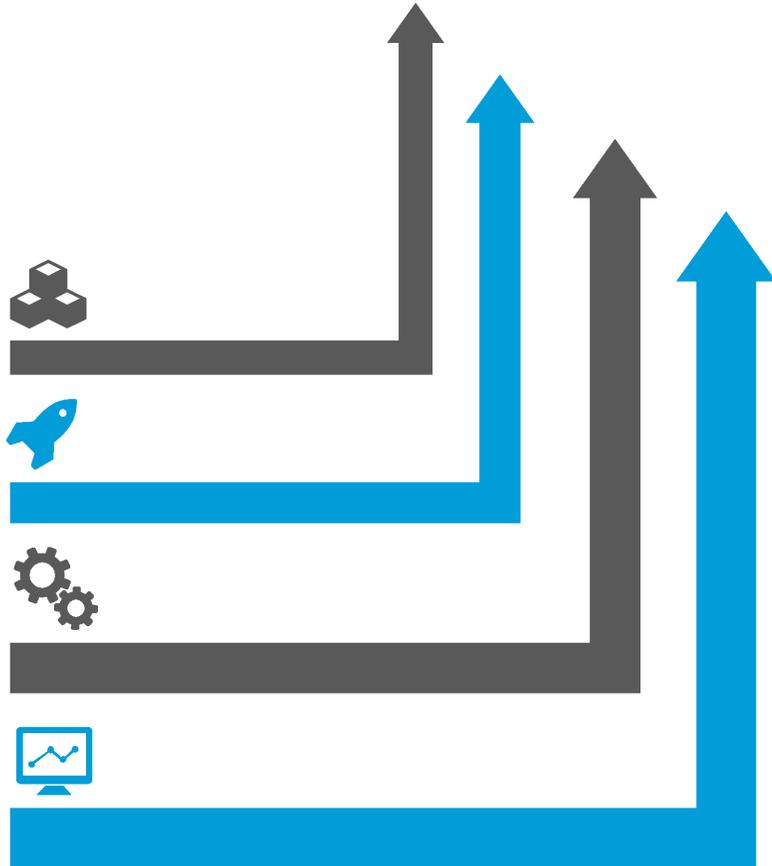
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- Our multipurpose manufacturing unit is situated at **Madhya Pradesh** in the central province of India at Indore and Pithampur.
- It is very well equipped with most modern production facilities and latest equipments capable of undertaking large orders and complex reactions.
- The current manufacturing facility is on 7500 sq mt land of which the current 4 manufacturing blocks are spread over an area of 5,000 sq. mt.
- We have sufficient Government permissions and maintain all different types of licences for safety, pollution etc and also have been allotted sufficient power supply .
- We undertake custom synthesis and contract manufacturing activities for APIs, Drug Intermediates and Finished Formulations as per client's requirement.
- Panchsheel has infrastructure and an experienced team in its quality department who have been ensuring strict control for maintenance of quality standard for more than 3 decades. Thanks to its quality team, Panchsheel has been given preference by customers for consistency in quality parameters & standards.
- Panchsheel has built systems, infrastructure supported by a team of experienced professionals for building us its strength in regulatory affairs.
- **The company is coming up with a Fermentation unit at Pithampur for manufacturing API, Probiotics and Enzymes, all of which has tremendous scope for export.**



# Vision & Mission

**Our Motto: "To manufacture and market Active Pharmaceutical Ingredients of International Standards"**



## 1. GOAL

Customer Satisfaction is our ultimate goal. With the available multipurpose plant, good strength of qualified and experienced staff and well equipped quality controlled laboratory Panchsheel Organics Ltd is confident of achieving its goals successfully.

## 2. STRATEGY

The company is continuously trying to build a large overseas business and revenue from export business accounts for a sizeable component of company's turnover. The company is tapping potentially new markets and exporting a wide range of products.

## 3. OBJECTIVE

The company has a wide range of pharmaceutical products in its portfolio. The company tries and taps every lawful opportunity coming it's way and follows a focused approach and increases marketing effort.

## 4. SUCCESS

The company is global in its outlook and benchmarks its quality standards to the best in the world and this has resulted in increased growth of the company in the recent years. In the coming years it shall strive hard to build a strong reputation for themselves and carve a niche for our products.

# Founders & Key Management Team



**Chairman  
& MD**

## Mr. Mahendra Turakhia

Mr. Mahendra Turakhia holds a Bachelor's degree in Science and has wide experience in manufacturing & production of API and pharmaceutical products. He has full command over product development and has excellent management skills.

His key strengths are people management, strategic development of the organisation & strong execution initiatives to deliver business plans consistently in changing market cycles.

He has vast and varied experience of over 45 years in the pharmaceutical industry and over the years, has made a wide network of contacts in India and abroad.

## Mr. Kishor Turakhia

Mr. Kishor Turakhia, an Executive Director of the Company, holds a Bachelor's degree in Commerce and has more than 40 years of rich experience in the pharmaceutical industry as well as in finance. He oversees business development and contributes in evolving new growth strategies.



**Executive  
Director**

## Mr. Rajesh Turakhia

Mr. Rajesh Turakhia, an Executive Director of the Company holds a Bachelor's degree in Commerce and has been associated with the Company for more than 35 years. He has thorough understanding of market developments, marketing strategies and practices.

Besides that, his key strengths are people management, strategic development of the organisation and strong execution initiatives to deliver business plans consistently in changing market cycles. His rich experience and expertise is helpful for the organic and inorganic growth of the business.



**Executive  
Director**

# Board of Directors



**Mr. Diwakar Mani Tripathi**  
Non-Executive Independent Director

Mr. Tripathi, Non-executive Independent Director of the Company, has done M.Sc in chemistry and Organic Chemistry. He has over 40 years of work experience.

He has worked with Chemopharma as a Chemist, has been the lab in-charge for Hexa Analytical Laboratories and Manager for Invochem Laboratories.

He possesses the required expertise as a Non-executive Independent Director. His experience is of immense benefit to the Company.



**Dr. Shambhunath Chakravarti**  
Non-Executive Independent Director

Dr. Chakravarti has done Ph.D. in Science, M.Sc in Chemistry, F.I.C and is a Chartered Chemist.

He has over 35 years of experience in Production, R&D and Quality Assurance in Chemical industry and several years of experience in Research on Synthetic Chemistry.

His experience includes working with Organon (India) Limited which is the pioneer in manufacturing of hormones and steroids, Aclima Pharmaceuticals Private Limited and Govind Laboratories Private Limited. He is associated with Panchsheel since 2014.



**Mrs. Darshana Vishal Shah**  
Non-Executive Independent Director

Mrs. Darshana Shah, Non-executive Independent Director of the Company holds a Bachelor's degree in Commerce and has been associated with the Company for more than 7 years.

She has worked for several companies like Cap Gemini India Pvt. Ltd, HITACHI, HSBC Bank, MaFoi Management Consultants Ltd as a part of the Admin team.

# Our Team

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## Chandrakant Shah

### Chief Financial Officer

BCom graduate and registered with Income Tax Authority as a Tax Consultant.

He has over 43 years of professional experience and has previously worked with various organizations across multiple sectors like garments, engineering products, coal, luggage, Active Pharma Ingredients manufacturing units, etc.

## Dr. Rajesh Bharti

### Head of Research & Development

Ph.D. and M.Sc. In Chemistry (silver and bronze medalist). He has written 14 international publications in various papers of printing houses and 23 abstracts have been published online.

Before Panchsheel, he worked as HOD/Scientist in Research and Development Department at Apex Healthcare Limited in Ankleshwar.

## Nikhil K. Borana

### Company Secretary

A Professional CS with the Institute of Company Secretaries of India.

Nikhil is a young professional having worked with financial services companies handling their Company Secretarial roles. He has independently handled work related to Incorporation of companies, secretarial activities related to Directors / Partners, conversion of company from LLP to Private and vice versa and other activities related to his core role.

# Key Highlights



Total Capacity

**120 TPA**

The company has an installed capacity of 120 TPA at its plant at Indore to manufacture Active Pharmaceutical Ingredients (APIs)



Top Products

**50-60%**

Volume / Revenue share H1FY23

**Top 5 products**

38% / 51%

**Top 10 products**

53% / 60%

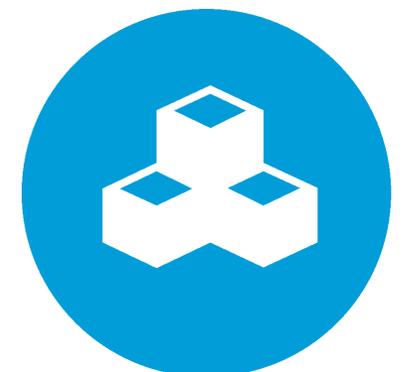


Total Reserves & Surplus

**74 Cr**

Net worth stood at INR 74 Crore as on 30 Sep 2022  
Company is completely **debt free.**

Promoter holding stands at **58.08%**



Regular Dividend Paying

**27% Payout**

The company has paid regular dividends from 2012 (except for FY20 being a Covid year).

**FY22**

Dividend: 15%; Payout: 18%,

**H1FY23 (as on Sep'22)**

Dividend: 18%; **Payout: ~27%**