

December 23, 2021

National Stock Exchange of India Ltd Listing Department Exchange Plaza, 5th Floor, Plot No: C/1, G - Block, Bandra - Kurla Complex, Bandra (East), Mumbai - 400 051 NSE Symbol: ORCHPHARMA	BSE Limited Corporate Relationship Department 1st floor, New Trading Ring Rotunda Building, P J Towers Dalal Street, Fort Mumbai - 400 001 BSE Code: 524372
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Subject: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam

With reference to the captioned subject and in furtherance to our letter dated December 20, 2021 submitted to your good office regarding Investor Conference call scheduled on December 23, 2021, Please find enclosed the presentation to be made before the Investors/ Analysts for your information.

This intimation is given pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Kindly take the above information on your records.

Thanking you,

Yours faithfully

For **Orchid Pharma Limited**



Nikita K
Company Secretary



OrchidPharma 
— A *Dhanuka Group* Company —

BACKGROUND AND PEDIGREE



DHANUKA AGRITECH LTD



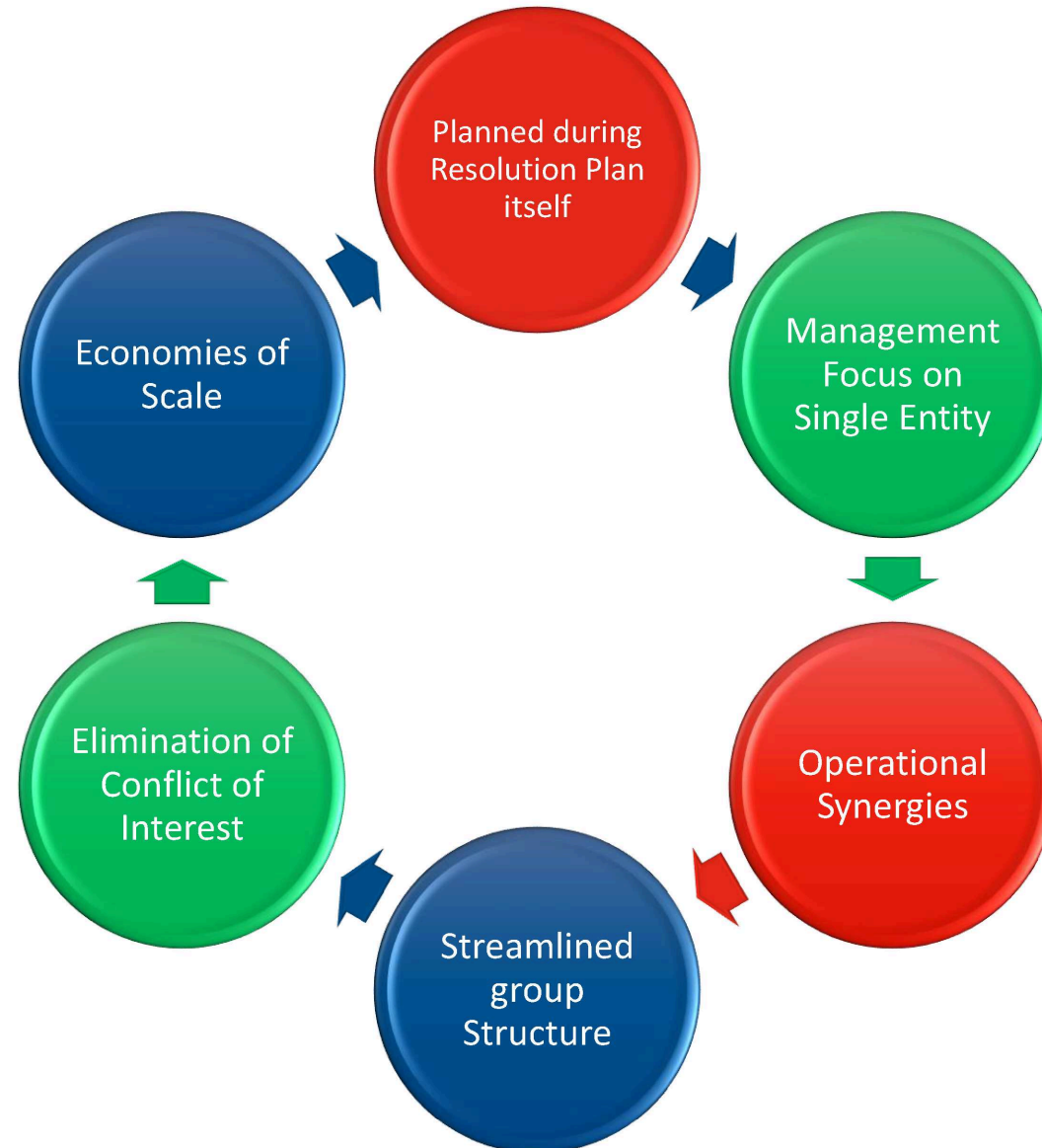
- Flagship of the Group founded in 1980.
- Listed on Stock Exchanges for 35 years with a Market Cap of USD 600mn
- Manufactures a wide range of farm input products
- The Company has pan India presence with a network of more than 6000 distributors reaching out to more than 10 million farmers
- The Company has technical tie ups with 4 American and 6 Japanese companies

DHANUKA LABORATORIES LTD.



- Pharmaceutical Arm started in 1998.
- Leader in Cephalosporin Antibiotics in Emerging markets.
- JV with Otsuka - Japan, for manufacturing advanced intermediates.
- 2 API Manufacturing Facilities, both Cephalosporin and NPNC.
- NPNC Facility started in 2018, equipped for all regulated markets.
- Formulations exports to emerging markets.

MERGER RATIONALE



COMPLEMENTARY STRENGTH



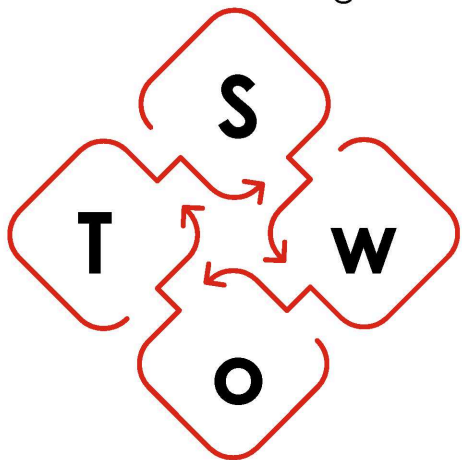
ORCHID

Strengths

1. Regulatory Approvals – US / EU / Japan / LATAM
2. Large Capacity
3. Widest Range

Threats

1. Financial Stress
2. Competition from Low Cost Chinese Players



Weaknesses

1. High Cost Structure
2. Lack of focused Management

Opportunity

Expand to Emerging markets with better Cost Structure and Capacity utilization

World Leader in Cephalosporin Antibiotics focused on regulated markets

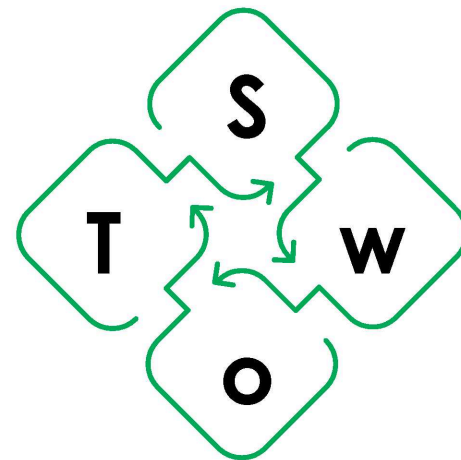
DHANUKA LABORATORIES

Strengths

1. Cost Efficient Management
2. Strong R&D
3. Execution Capabilities

Threats

- Emerging Markets High Competition



Weaknesses

Only present in emerging markets

Opportunity

Growth by Inorganic Route

Leader in Emerging Market space, with a strong R&D for new products

Orchid and Dhanuka complement each other to become formidable force in APIs

MERGED ENTITY OVERVIEW



DHANUKA LABS - PIONEER IN CEPHALOSPORIN ANTIBIOTICS

Started in 1998, R&D Focused Dhanuka Laboratories.
Acquired Orchid through CIRP Process on 1st April 2020

ABOUT DHANUKA LABORATORIES

Started with Cephalosporins.
Now both Ceph and NPNC Portfolio of Products
Strong Player in Domestic Market

INTEGRATED API GROUP WITH 3 SITES IN 3 STATES

2 CEPH API SITES
1 NPNC API SITE

STRONG R&D CAPABILITIES

In house Hydrogenation, Ozonation and other Complex Chemistry Capability Ability to file and defend Para IV applications. Next filing hopefully next year.

ENHANCED CAPACITIES

Orchid – 900MT
Dhanuka – 600MT

WIDEST RANGE OF CEPHALOSPORINS



GENERATION 1

ORAL

- Cefadroxil
- Cefalexin
- Cefradine

STERILE

- Cefalonium
- Cefalothin
- Cefazolin

GENERATION 2

ORAL

Cefprozil
Cefuroxime

STERILE

Cefoxitin
Ceforanide
Cefotiam

GENERATION 3

ORAL

Cefdinir
Cefditoren*
Cefixime
Cefpodoxime*
Ceftibuten*

STERILE

Cefotaxime
Ceftiofur
Ceftizoxime
Ceftriaxone
Cefoperazone
Ceftazidime
Cefcapene
Cefovecin*

GENERATION 4

STERILE

Cefepime
Cefpirome
Cefquinome
Cefiderocol

GENERATION 5

STERILE

Ceftobiprole
Ceftaroline*
Ceftolozane

Under Development

* Developed with DLL Support

Common Products with DLL

NPNC PRODUCTS



EXISTING

- Montelukast
- Citicoline
- Telmisartan
- Levetiracetam
- Vildagliptin

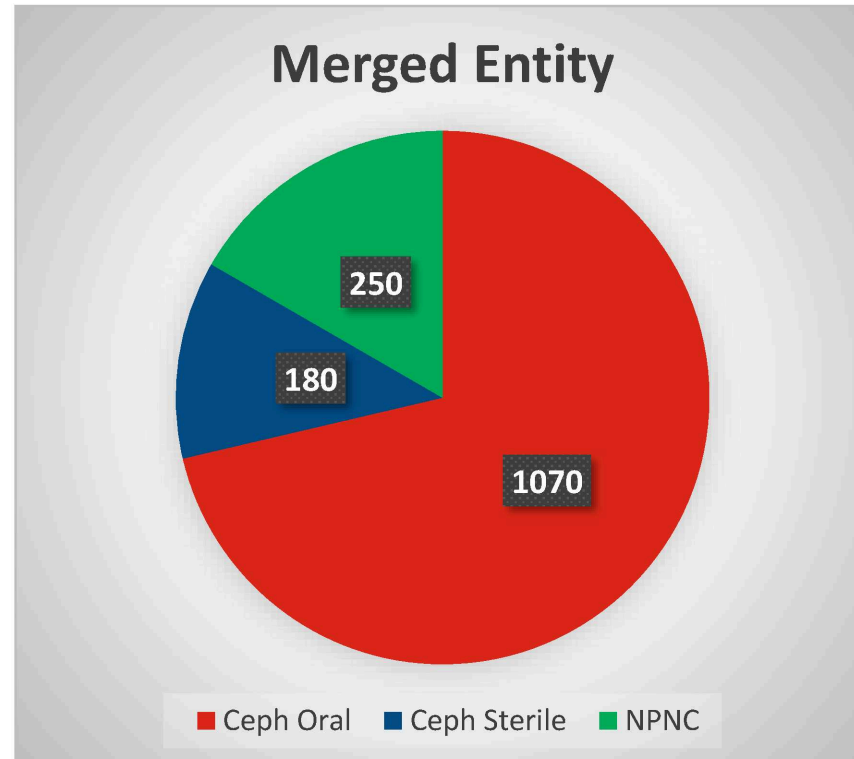
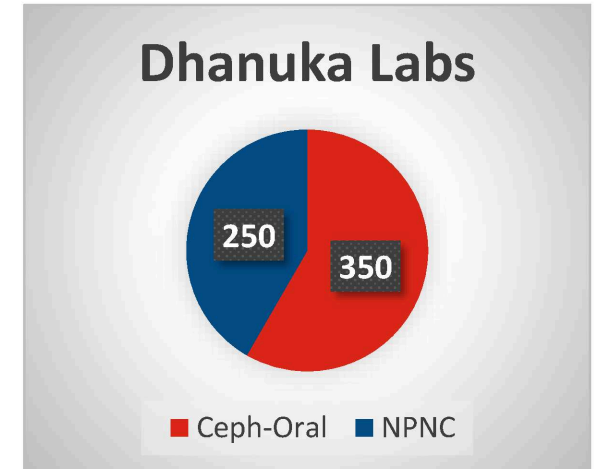
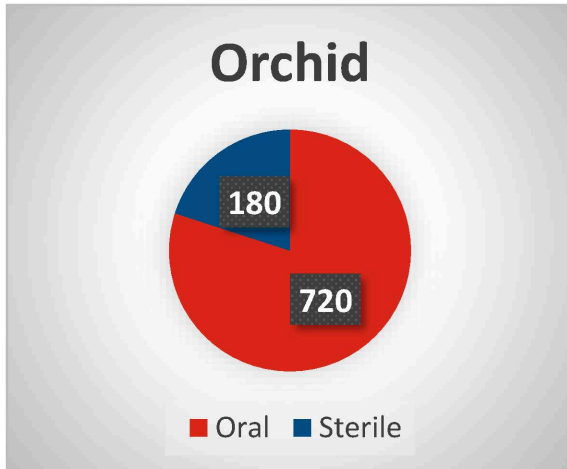


PIPELINE

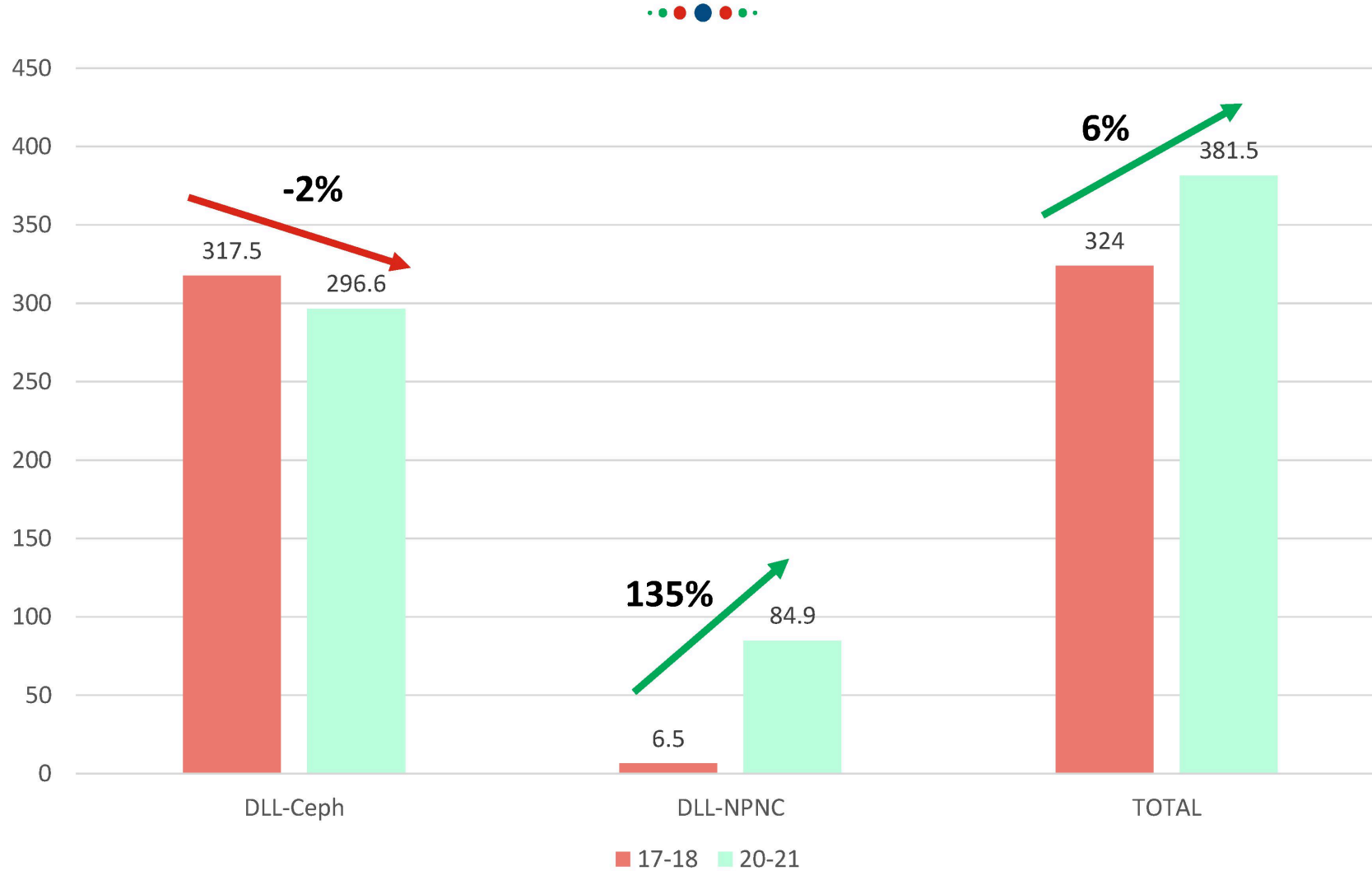
- Sitagliptin
- Lacosamide
- Briveracetam
- Molnupiravir



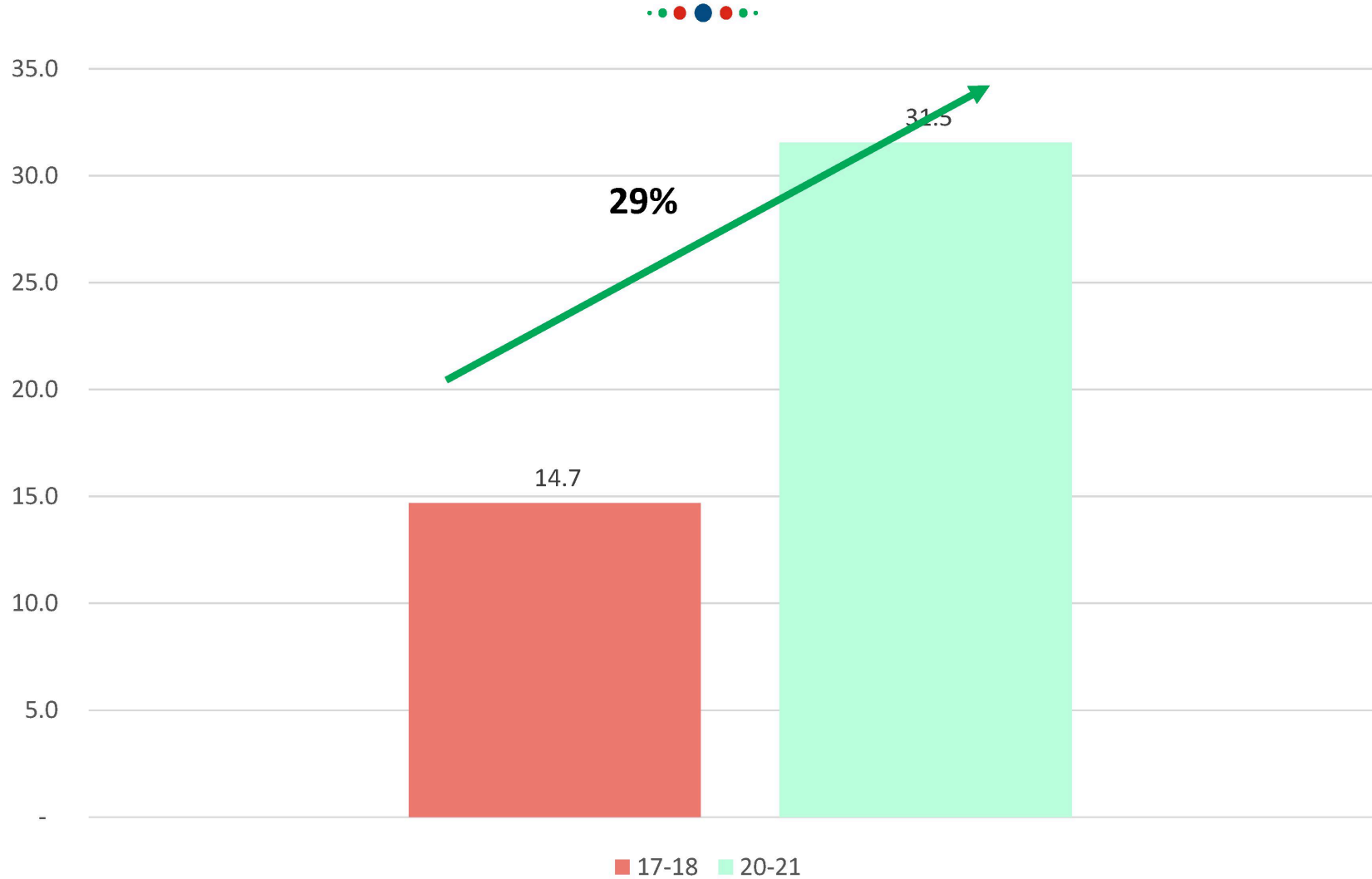
MERGED CAPACITIES (MTPA)



REVENUE DHANUKA LABS (Cr)

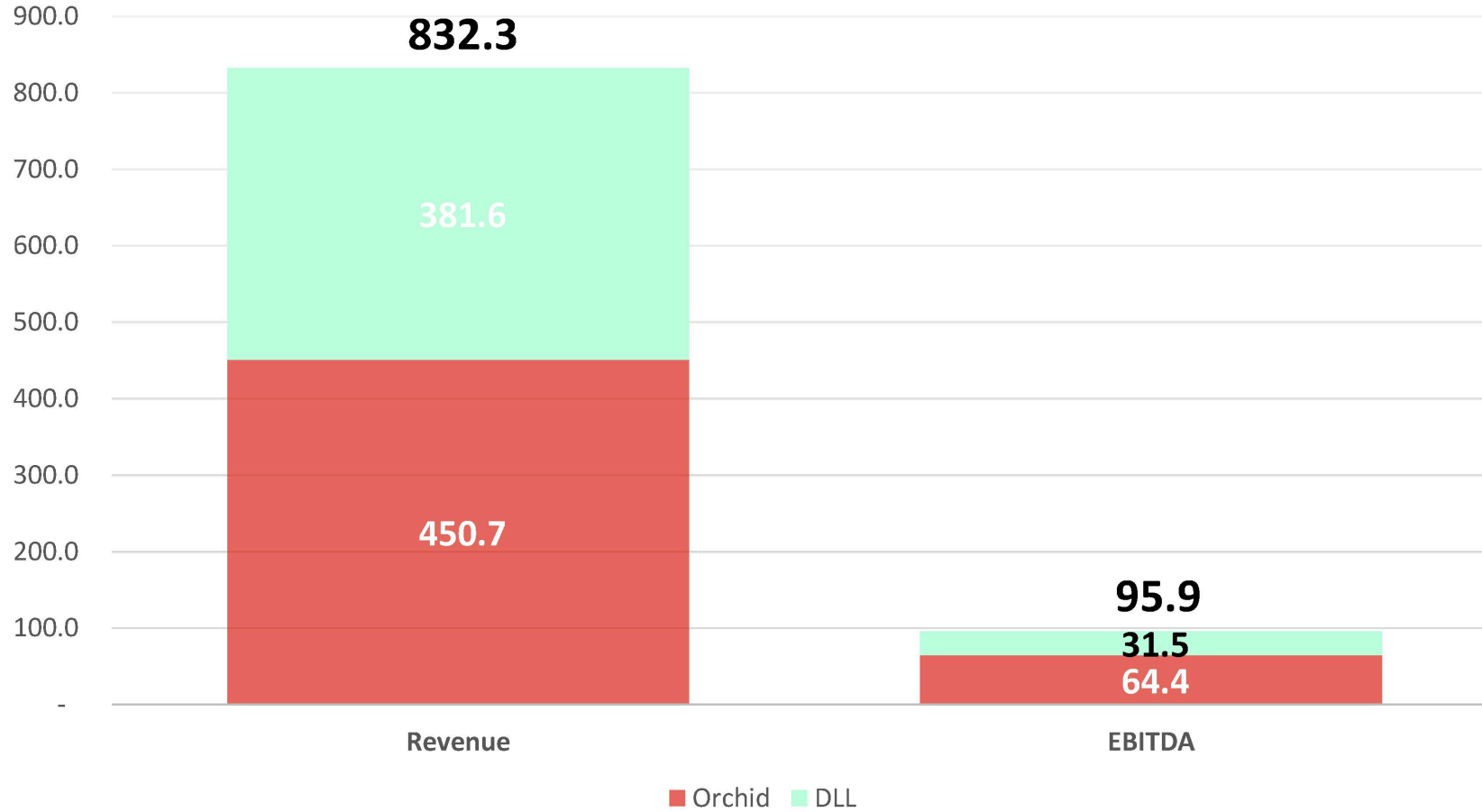


EBITDA DHANUKA LABS (Cr)



MERGED ENTITY (Cr)

2020-21





THANK YOU