

Ref. No.: LASA/SE/17-18/052

Wednesday February 14, 2018

<p>To, Corporate Services Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. BSE CODE –540702</p>	<p>To, Corporate Services Department National Stock Exchange of India Limited “Exchange Plaza”, Plot No. C/1, G Block Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051. NSE CODE: LASA</p>
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Dear Sir/Madam,


Investors Presentation – REG. 30

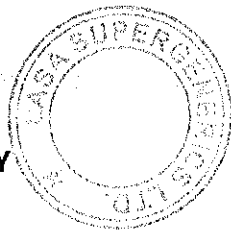
Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q3 & 9M FY18 Earnings Presentation for information of all members.

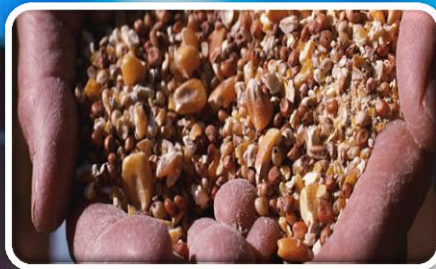
Request you to take the same on your records and inform members accordingly.

Thanking You
Yours Sincerely,

For Lasa Supergenerics Limited

for

HITESH WADHWANI
COMPANY SECRETARY





Lasa Supergenerics Limited
Q3 & 9M FY18 Earnings Presentation
February 2018



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Chairman's Message



Commenting on the results, Dr. Omkar Herlerkar, ,Chairman & Managing Director, Lasa Supergenerics Ltd. said :

The financial for year to date has been in line with our expectation in terms of revenue and profitability. We are glad to focus on new and innovative product which has been effectively helping us to bag new orders in newer geographies and grow our business worldwide. We also witnessed a lot of traction from different geographies for API's. I am very pleased to inform that "Lasa Supergenerics Ltd." shook hands with China's "CIDIC Group". CIDIC Co. Ltd. is one of the Pharma giants in China. Apart from this with the help of strong in-house R&D facility we continue to remain focused on developing advanced catalyst chemistry for our molecules to enhance its productivity.

I thank the entire team of 'LASA' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to go from strength to strength."



Consolidated Financial Highlights

Quarterly & Nine Monthly Profitability Highlights – Q3&9M FY18



Rs crore	Q3 FY18	Q2 FY18	Q1 FY18	9M FY18
Revenue from Operations	60.99	64.53	61.01	186.53
Other Income	0.20	1.35	1.30	2.85
Excise	0.00	0.00	2.31	2.31
Net Sales	61.19	65.88	60.00	187.07
Raw Material & Fuel costs	40.66	42.71	36.91	120.28
GP	20.32	21.82	24.10	66.24
GP Margin	33.33%	33.81%	39.50%	35.51%
Employee Cost	2.60	2.57	2.37	7.54
Other costs	4.24	6.22	4.10	14.56
Total Expenditure	47.50	51.49	43.39	142.39
EBIDTA	13.68	14.39	16.61	44.68
EBITDA Margin (%)	22.44%	22.30%	27.22%	23.95%
Depreciation	4.41	6.09	2.42	12.91
EBIT	9.28	8.30	14.19	31.76
EBIT Margin	15.21%	12.86%	23.26%	17.03%
Interest	3.77	2.42	2.53	8.73
Profit Before Tax	5.50	5.88	11.66	23.04
Tax	2.39	(2.79)	4.62	4.22
Profit After Tax	3.11	8.66	7.04	18.81
PAT Margin (%)	5.11%	13.43%	11.53%	10.09%
EPS	1.36	3.79	3.08	8.23

Half Yearly Balance Sheet Highlights



Rs crore	As on 30th Sep 2017	As on 30th Jun 2017
Shareholder's Funds	117.72	81.77
Share capital	22.86	22.86
Other Equity	94.85	58.91
Non-current liabilities	46.34	87.49
Long term borrowings	45.92	83.22
Defer Tax liabilities	0.14	4.12
Long-Term Provisions	0.28	0.15
Current liabilities	117.67	83.57
Short Term Borrowings	22.20	22.31
Trade Payables	65.07	40.14
Other Financial Liabilities	21.47	10.95
Other Current liabilities	2.32	4.36
Provision	1.10	1.41
Current Tax Liability	5.52	4.41
Total Equities & Liabilities	281.73	252.83

Rs crore	As on 30th Sep 2017	As on 30th Jun 2017
Non-current assets	166.34	149.85
Prop., Plant & Equip.	146.20	129.47
CWIP	17.00	17.00
Intangible Assets	2.19	2.59
Intangible Assets under dev.	0.24	0.17
Financial Assets		
Loans	0.71	0.62
Current assets	115.39	102.99
Inventories	38.51	28.72
Financial Assets		
Trade Receivables	65.46	60.49
Cash & Cash Equivalentents	0.94	0.58
Bank Balance & Other Cash Equiv.	1.06	1.04
Loans	0.01	-
Other Current Assets	9.41	12.17
Total Assets	281.73	252.83



Company Overview



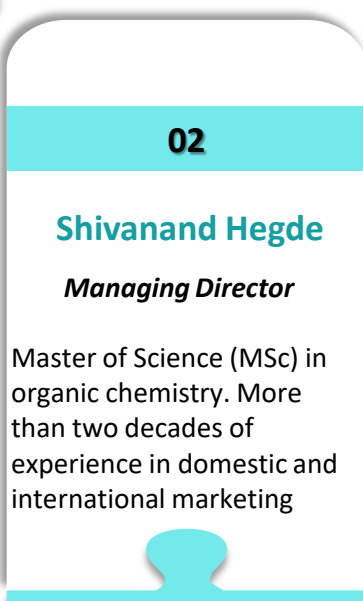
Management Team



Mr. Omkar Herlekar
Chairman & Managing Director

Multiple graduation degrees from reputed universities, Holds 19 'process patents' to his credit

01



02

Shivnand Hegde
Managing Director

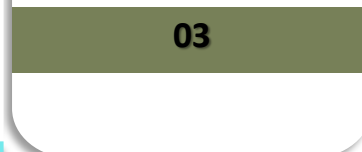
Master of Science (MSc) in organic chemistry. More than two decades of experience in domestic and international marketing



Sumant Kharasambale
Whole Time Director

Handles plant operation, supply chain management, industrial relations etc.

03



04

Ekta Gurnasinghani
Independent Director

Member of the Institute of Chartered Accountants of India and holds Master's Degree in Commerce from Mumbai University



Ajay Sukhwani
Independent Director

Bachelors of Commerce degree from University of Mumbai. Proprietor of Tax consultancy firm providing various services in Taxation, Insurance, Statutory registration fields

05



06

Hardesh Tolani
Independent Director

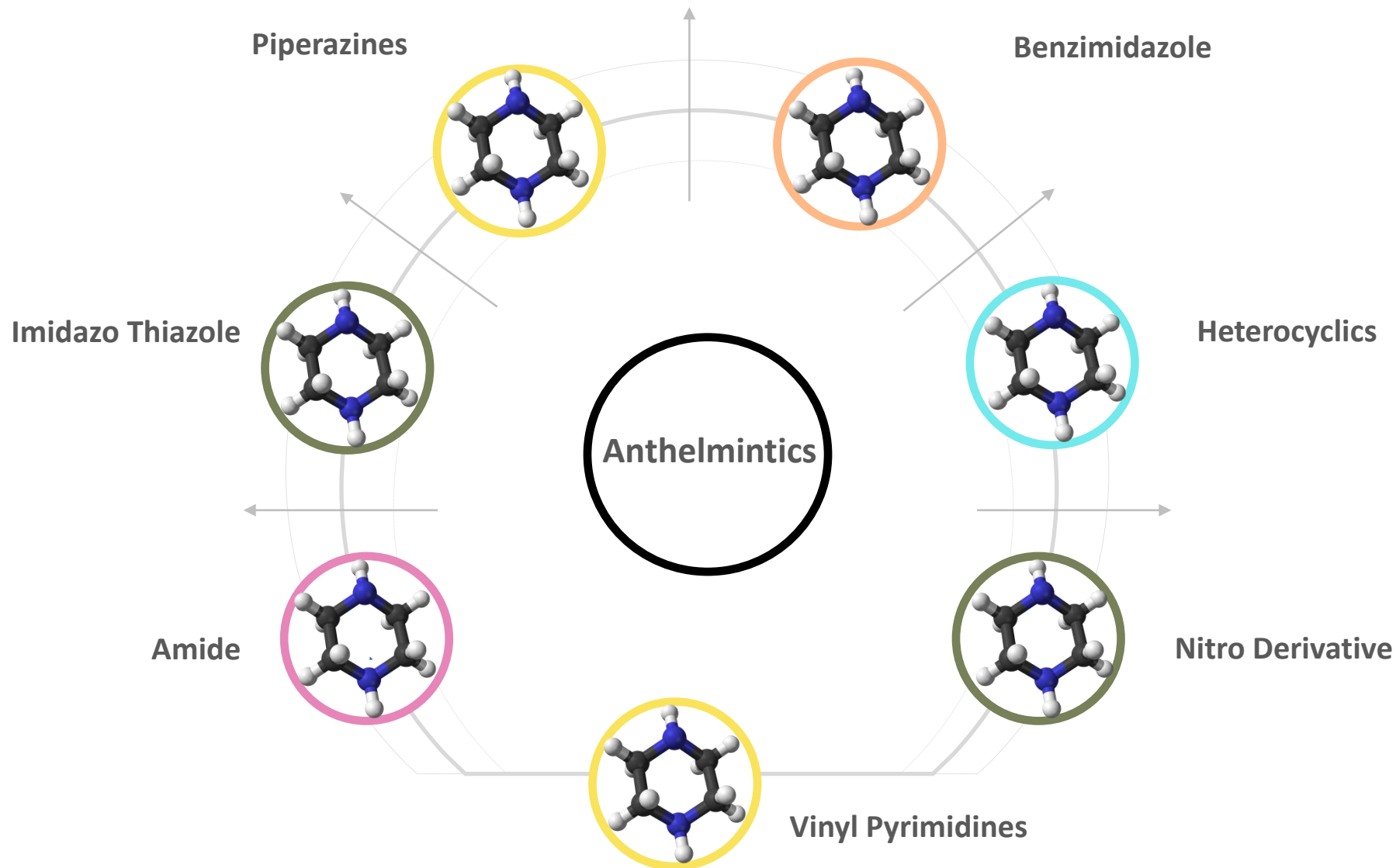
Chartered accountant by profession, associated with leading financial institution Handles audit, financial reporting and taxation subject fields





Business Overview

Classification of Anthelmintics



Why Deworming in Cattle / Importance of Deworming in Cattle

Possibility of infection

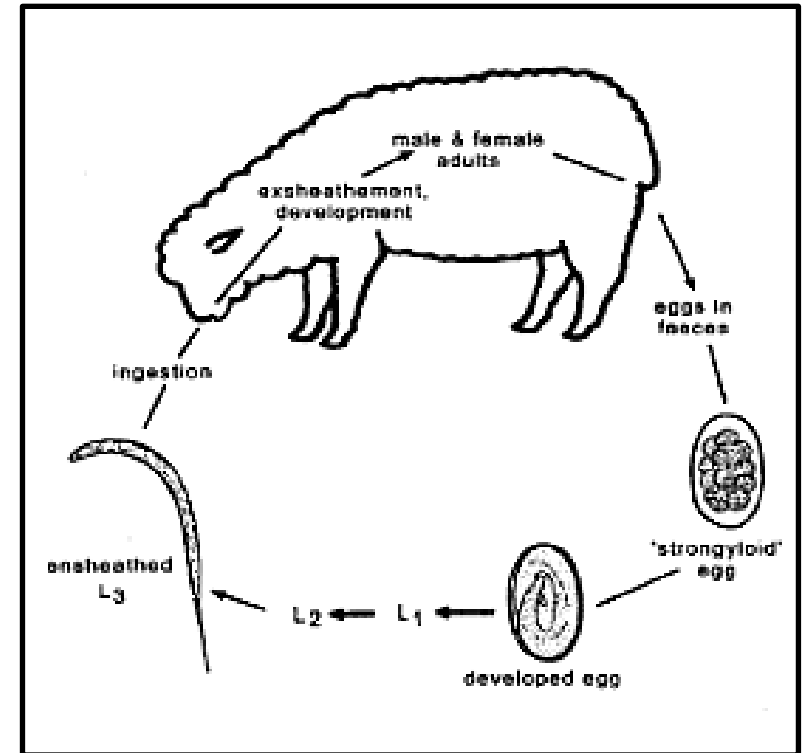
Farm grazing animals such as cow, goat, sheep etc. to graze closer to the faecal material found in grass

Consequence

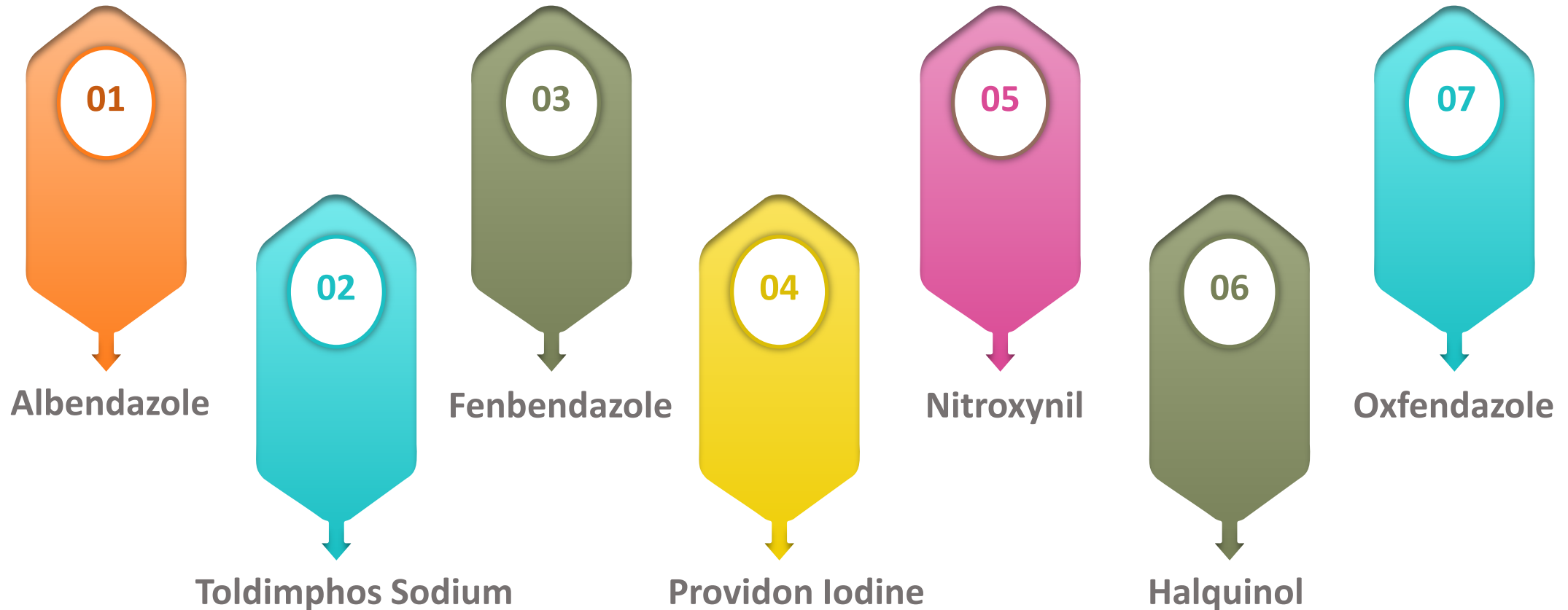
Cattle get infected with parasites such as roundworms, tapeworms and liver fluke

Ill effect on the bottom line

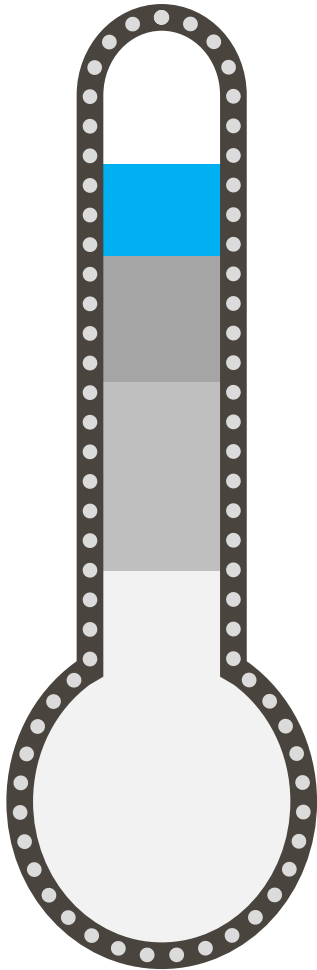
Parasite like worms and fluke reduces yield of milk and meat products



Strong Product Portfolio



- **Leader in Veterinary API products, Animal feed ingredients, Reagents for therapeutic Use & other API products**
- **No Product Dependency - Top seven products contributes to 80% of Top-line**



Backward Integration

- Our fully backward integrated API manufacturing model helps us to lower our product cost



Catalyst Backed Products

- Extensive use of catalysts in API manufacturing helps us to increase our gross profit margins



Catalyst Process Patents

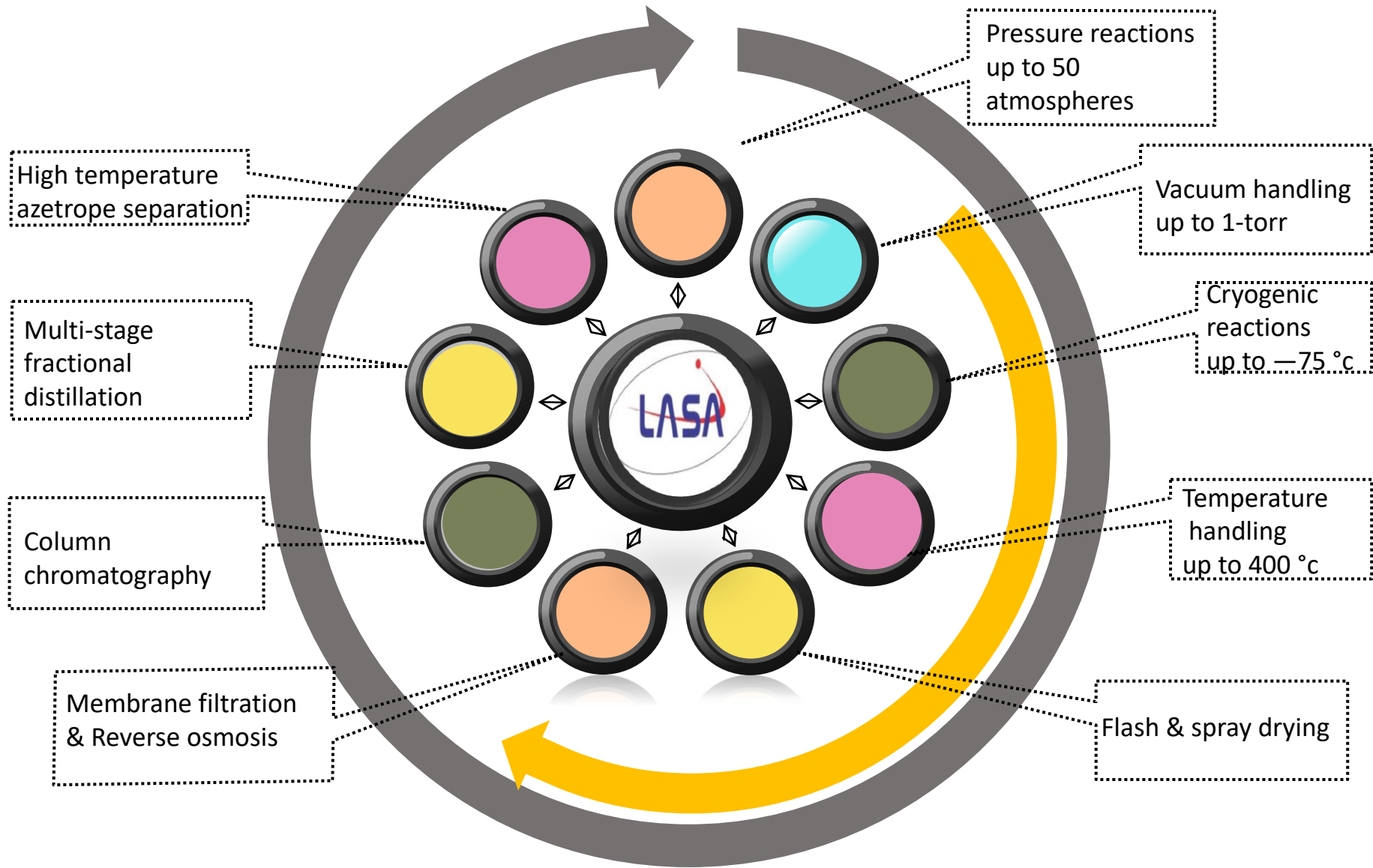
- Seven catalyst process IPR prohibits our peers from infringing in to our process, thereby creating a strong entry barriers



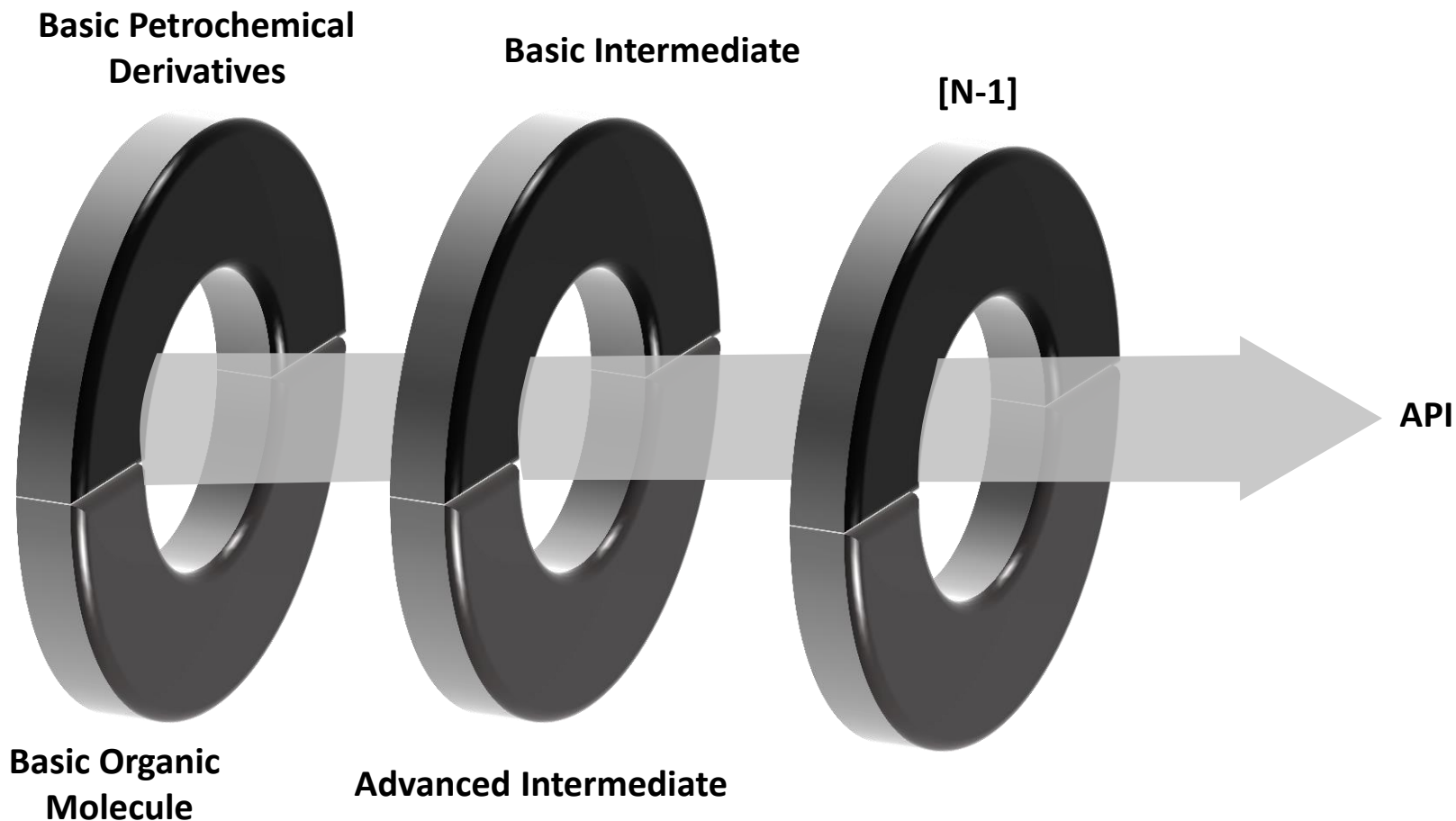
Stringent Regulatory Norms

- Strong regularity norms of for Benzimidazole derivatives enable us the advantage over our peers

Process Entry Barriers...



Niche In Backward Integration



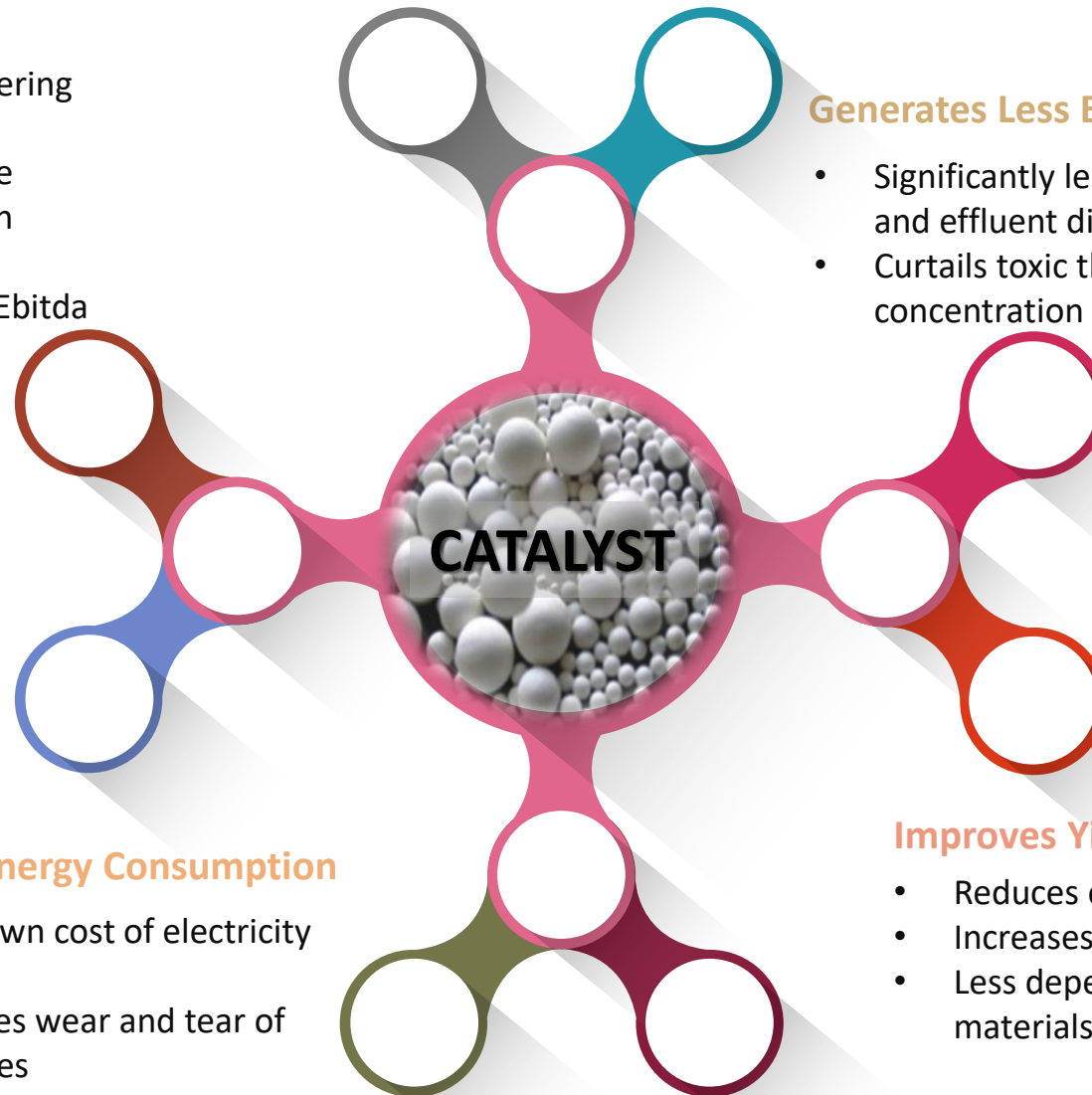
Efficient handling of toxic gases and moisture sensitive compounds

Reduces Time

- Plays crucial role in lowering labour costs
- Cuts down on time cycle
- Increases productivity in same infrastructure, leading to handsome Ebitda

Generates Less Emission

- Significantly less by-products and effluent discharge
- Curtails toxic threshold concentration in effluents



Reduces Energy Consumption

- Cuts down cost of electricity & coal
- Mitigates wear and tear of machines

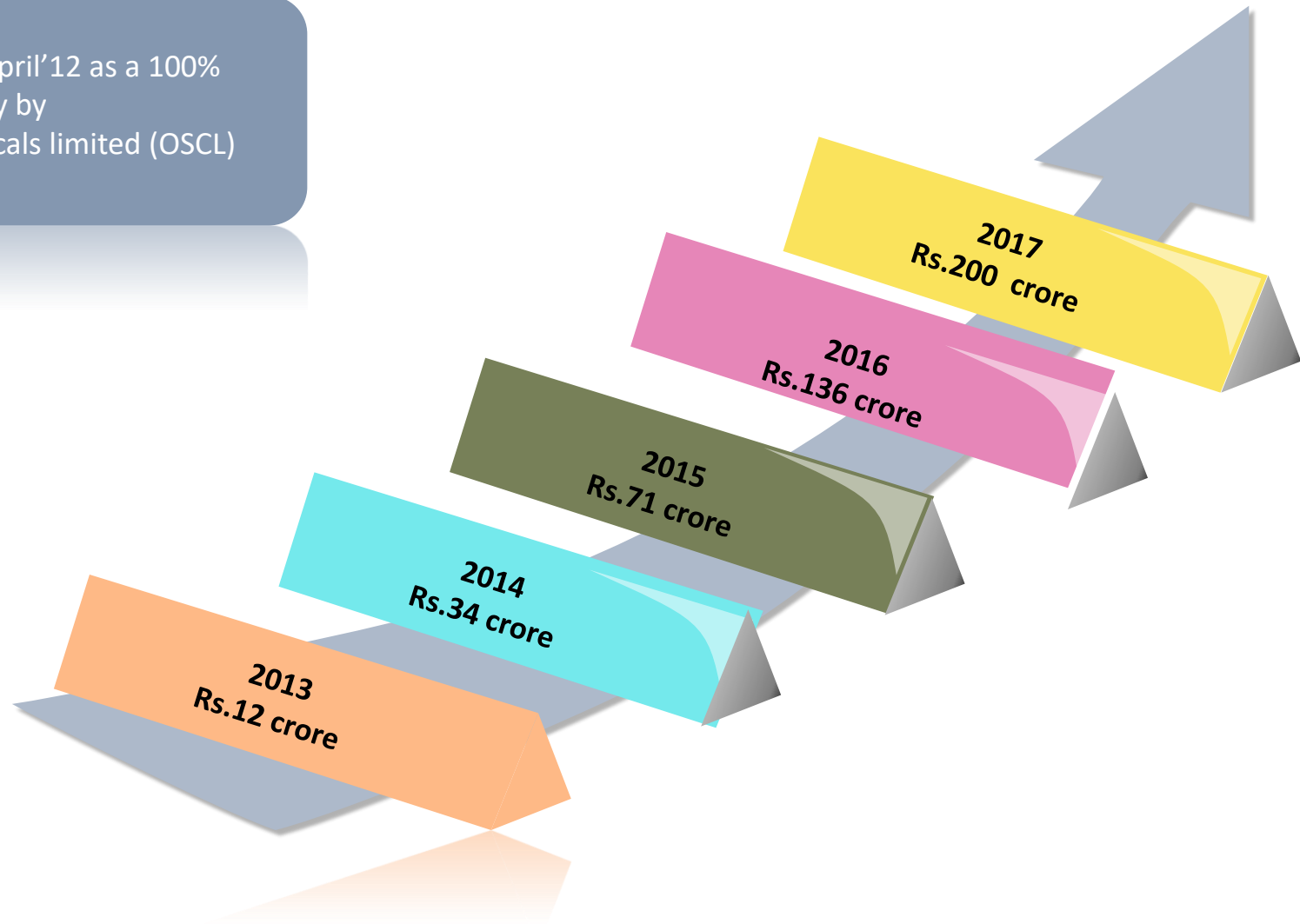
Improves Yield

- Reduces cost of raw materials
- Increases gross profit margins
- Less dependency on import of raw materials

Our Journey So Far....



Lasa was acquired in April'12 as a 100% subsidiary by Omkar speciality chemicals limited (OSCL)



Manufacturing Facilities



Location

Urdhwa, Chiplun
Maharashtra

Mahad Unit
Maharashtra

Unit V, Chiplun
Maharashtra

Unit VI, Chiplun
Maharashtra

Total Capacity – 4,300 Tonnes Per Annum

Product-wise Global Reach



*Country	Albendazole	Fenbendazole	Oxfendazole	Closantel	Cyromazine	Halquinol	Nitroxline	PV-I	Ricobendazole	Toldimphos	Oxycloza
Australia	●	●					●				
Bangladesh	●	●	●					●			●
Brazil	●	●	●	●	●	●	●	●	●	●	●
Canada	●							●			
China							●				
Colombia	●	●	●	●		●			●	●	●
Egypt	●	●	●	●			●			●	
Europe	●	●					●	●			●
Germany	●	●				●	●	●			
Hungary	●	●					●	●			●
Jordan	●	●	●	●		●	●	●			
Kenya	●	●				●	●	●			●

Exports Contributes To ~25% of The Revenue

*Above are various countries consuming relevant products, we may or may not supply to all countries

Product-wise Global Reach

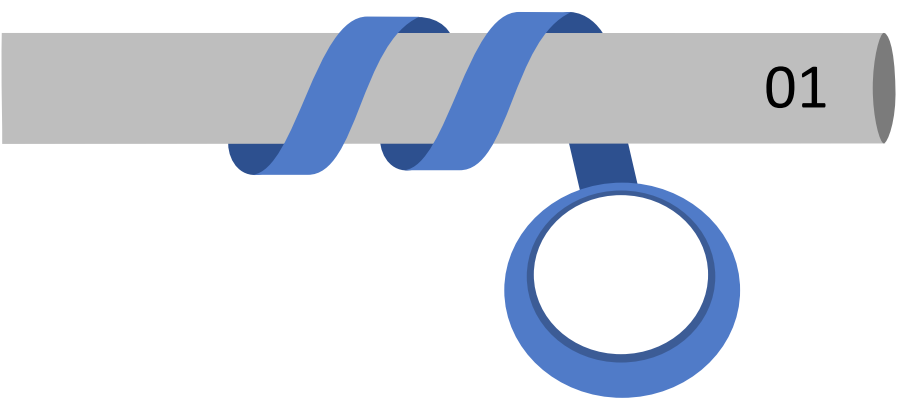


*Country	Albendazole	Fenbendazole	Oxfendazole	Closantel	Cyromazine	Halquinol	Nitroxline	PV-I	Ricobendazole	Toldimphos	Oxycloza
Korea	●	●						●		●	●
Malaysia	●		●	●			●		●	●	
Brazil	●	●	●	●	●	●	●	●	●	●	●
Merchant exporters	●	●	●	●	●	●	●	●	●	●	●
Pakistan	●	●	●	●			●	●			●
Peru	●	●							●		
Russia	●				●						
Saudi arabia	●		●	●			●	●			
South africa	●	●	●	●		●	●	●			●
South america	●	●				●		●		●	
Usa	●							●			
West indies	●					●			●		

Exports Contributes To ~25% of The Revenue

*Above are various countries consuming relevant products, we may or may not supply to all countries

Certifications / Regulatory Approvals



01

DMFs & FDA

- 10 approved products
- 4 approved pharma zones



02

Patents

- 7 Process patents filed



03

Sanctions

- Certified WHO and C-GMP units

7 Process Patents Filed



Method for the simplified production of fasciolicide and derivative

Application Number: 1428M/2014
 Applicant Name: LASA LABORATORY PVT. LTD.
 Date of Filing: 08/08/2014 14:28:39
 Priority Date: Nil
 Title of Invention: METHOD FOR THE SIMPLIFIED PRODUCTION OF FASCIOLICIDE AND DERIVATIVE THEREOF
 Publication Date: 03/08/2014

Application Status: Application Awaiting Examination
 Requested For Examination Date: 08/08/2014 17:28:39

Method for the simplified production of fasciolicide and derivative

Method for the preparation of salicylanilide antiparasitic derivative

Application Number: 1428M/2014
 Applicant Name: LASA LABORATORY PVT. LTD.
 Date of Filing: 08/08/2014 14:28:39
 Priority Date: Nil
 Title of Invention: METHOD FOR THE PREPARATION OF SALICYLANILIDE ANTIPARASITIC DERIVATIVE
 Publication Date: 03/08/2014

Application Status: Application Awaiting Examination
 Requested For Examination Date: 08/08/2014 17:28:39

Method for the preparation of salicylanilide antiparasitic derivative

Process for the preparation of benzimidazole derivative as anthelmintic agents

Application Number: 1728M/2014
 Applicant Name: LASA LABORATORY PVT. LTD.
 Date of Filing: 08/08/2014 14:28:39
 Priority Date: Nil
 Title of Invention: PROCESS FOR THE PREPARATION OF BENZIMIDAZOLE DERIVATIVE AS ANTHELMINTIC AGENTS
 Publication Date: 03/08/2014

Application Status: Application Awaiting Examination
 Requested For Examination Date: 08/08/2014 17:28:39

Process for the preparation of benzimidazole derivative as anthelmintic agents

An improved process for the preparation of triazine derivative used as an insecticide

Application Number: 1728M/2014
 Applicant Name: LASA LABORATORY PVT. LTD.
 Date of Filing: 08/08/2014 17:48:39
 Priority Date: Nil
 Title of Invention: AN IMPROVED PROCESS FOR THE PREPARATION OF TRIAZINE DERIVATIVE USED AS AN INSECTICIDE
 Publication Date: 03/08/2014

Application Status: Application Awaiting Examination
 Requested For Examination Date: 08/08/2014 17:28:39

An improved process for the preparation of triazine derivative used as an insecticide

An improved process for the preparation of methyl 5(propylthio)1hbenzo[d]imidazolylcarbamate

Application Number: 1428M/2014
 Applicant Name: LASA LABORATORY PVT. LTD.
 Date of Filing: 12/08/2014 14:31:38
 Priority Date: Nil
 Title of Invention: AN IMPROVED PROCESS FOR THE PREPARATION OF METHYL 5(PROPYLTHIO)1H-BENZO[D]IMIDAZOLYL-CARBAMATE
 Publication Date: 03/08/2014

Application Status: Application Awaiting Examination
 Requested For Examination Date: 08/08/2014 17:28:39

An improved process for the preparation of methyl 5(propylthio)1hbenzo[d]imidazolylcarbamate

Green process for the preparation of methyl 5(phenyl thio) 1hbenzo[d]imidazole2ylcarbamate

Application Number: 1428M/2014
 Applicant Name: LASA LABORATORY PVT. LTD.
 Date of Filing: 08/08/2014 17:28:39
 Priority Date: Nil
 Title of Invention: GREEN PROCESS FOR THE PREPARATION OF METHYL 5(PHENYL THIO)1H-BENZO[D]IMIDAZOLE 2YL-CARBAMATE
 Publication Date: 03/08/2014

Application Status: Application Awaiting Examination
 Requested For Examination Date: 08/08/2014 17:28:39

Green process for the preparation of methyl 5(phenyl thio) 1hbenzo[d]imidazole2ylcarbamate

A simple, safe and cost effective process for preparation of halquinol product

Application Number: 1428M/2014
 Applicant Name: LASA LABORATORY PVT. LTD.
 Date of Filing: 08/08/2014 14:28:39
 Priority Date: Nil
 Title of Invention: A SIMPLE, SAFE AND COST EFFECTIVE PROCESS FOR PREPARATION OF HALQUINOL PRODUCT
 Publication Date: 03/08/2014

Application Status: Application Awaiting Examination
 Requested For Examination Date: 08/08/2014 17:28:39

A simple, safe and cost effective process for preparation of halquinol product

- Rm/pm analysis
- Finished products analysis

- EU and US GMP training
- Sop compliance

- Finished products analysis
- In-process checks
- Stability studies

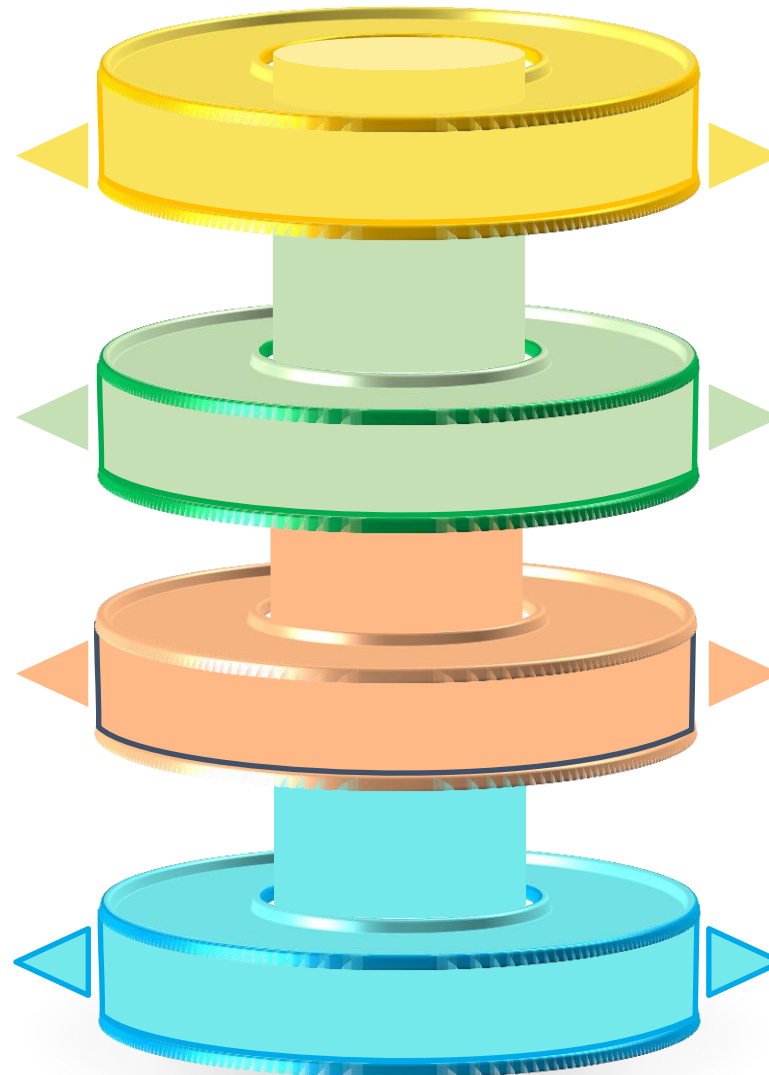
- Audit of facility for compliance
- In-process counter checks, critical sampling

- Instrumental analysis & finished products
- Wet analysis laboratory

- Record verification
- Release of batch for marketing

- Microbiological testing laboratory
- Packaging material -testing laboratory

- Investigation of market complaints
- Stability of products





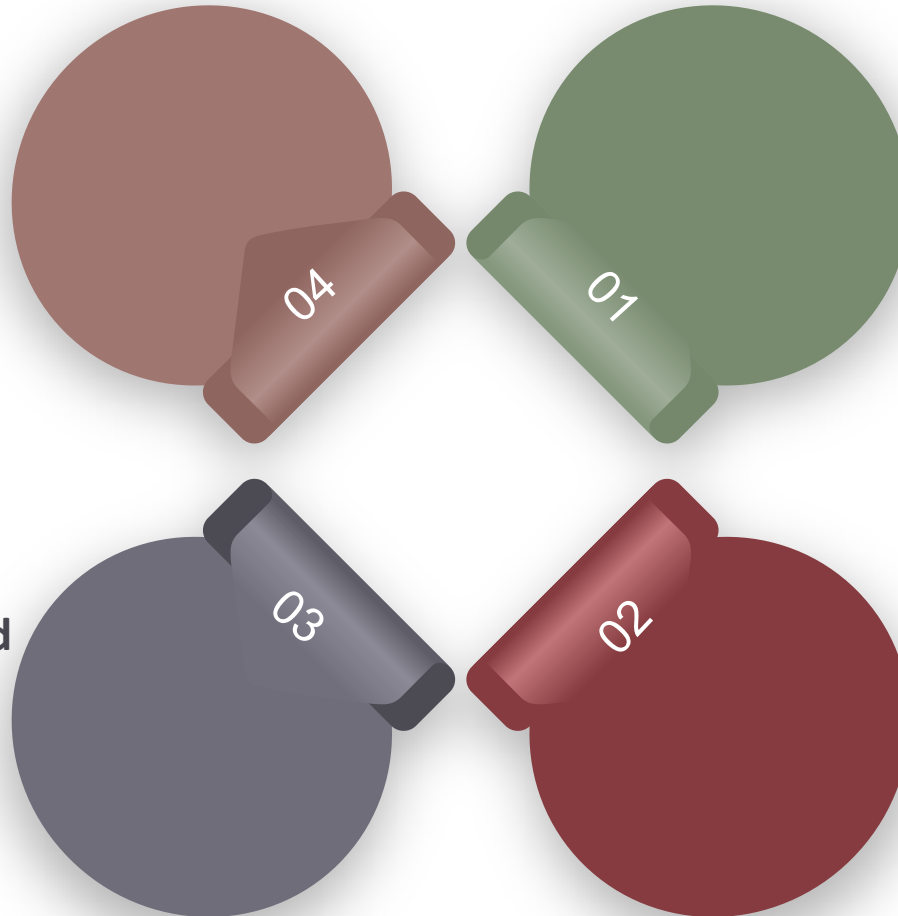
Growth Strategies

New Product Development

- In house catalyst chemistry expertise enables us to introduce new products
- Fully backward integration enables us to add fast growing veterinary API products

Adopt environment friendly and sustainable process technology

- Installing environmental friendly units to restrict discharges



Expansion & Entry in newer geographies

- Commissioning of a multipurpose plant with capability to handle various high pressure unit operations
- Entry in newer geographies with focus on low cost of production

Margin improvement through

- Increase sales of high margin products - existing and new
- Increase exports in fast growing markets of Far East, Australia and other developing nations

...Emerge as largest Veterinary API Company in India

Thank You



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LASA

Bloomberg LASA:IN

REUTERS LASA.NS

For further information, please contact:

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CIN: L24233MH2016PLC274202

Mr. Hitesh Wadhvani

Company Secretary

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www.lasalabs.com

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CIN: U74900MH2016PTC273679

Mr. Amit Sharma

amit@bridge-ir.com

www.bridge-ir.com