

Ref. No.: LASA/SE/18-19/024

Tuesday May 29, 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 Q4FY18 Earnings Presentation for information of all members.

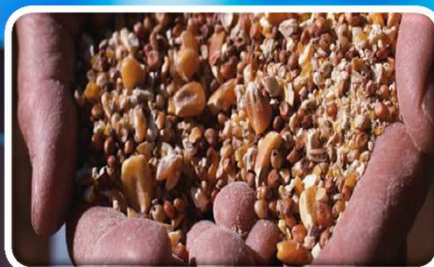
Request you to take the same on your records and inform members accordingly.

Thanking You
Yours Sincerely,

For Lasa Supergenerics Limited



**HITESH WADHWANI
COMPANY SECRETARY**



Lasa Supergenerics Limited
Q4 & FY18 Earnings Presentation
May 2018

Safe harbor



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Chairman's Message

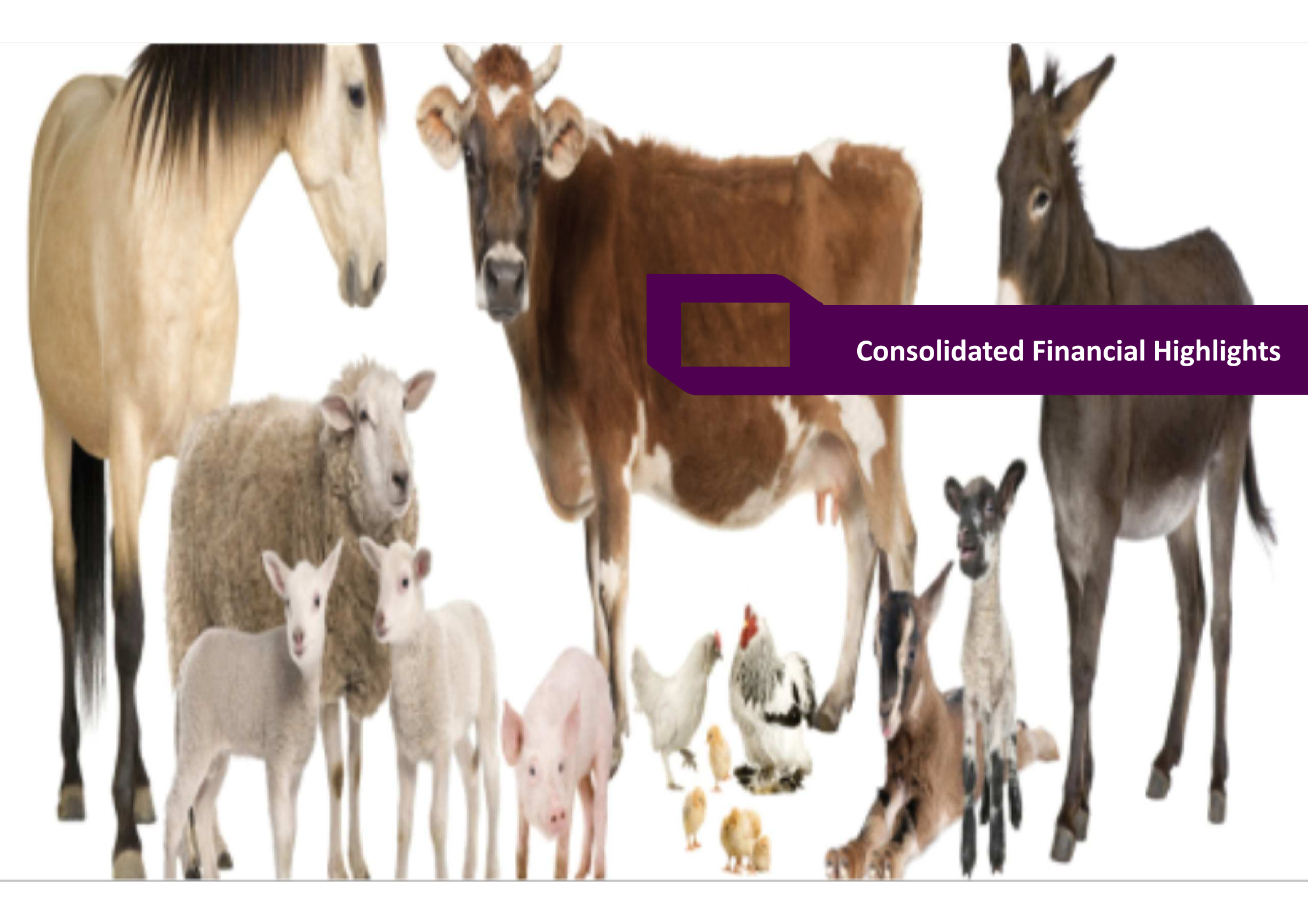


Commenting on the results, Dr. Omkar Herlerkar, ,Chairman & Managing Director, Lasa Supergenerics Ltd. said :

"This full financial year end 2017-18, we have registered a net revenue growth of over 23% and exceptional increase in our overall profit by over 400%. This growth has been driven across our overall product offerings. Our operating efficiencies combined with strategic tie-up with CIDIC has benefited us a lot. Despite challenging raw material prices and market conditions, our Company achieved its target for the full year.

Our Company's strong focus on quality combined with timely delivery has been the trademark from years and our biggest strength leading to increased confidence of clients and resulting in continuous flow of orders.

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 Profitability Highlights – Q4 FY18

Rs crore	Q4 FY18	Q3 FY18	Q2 FY18	Q1 FY18
Revenue from Operations	59.31	60.99	64.53	61.01
Excise	0.00	0.00	0.00	2.31
Net Revenue	59.31	60.99	64.53	58.70
Raw Material & Fuel costs	51.22	40.66	42.71	36.91
Employee Cost	2.73	2.60	2.57	2.37
Other costs	5.93	4.24	6.22	4.10
Total Expenditure	59.88	47.50	51.49	43.38
EBIDTA	(0.57)	13.48	13.04	15.32
EBITDA Margin (%)	(0.96%)	22.11%	20.20%	26.10%
Other Income	0.64	0.20	1.35	1.30
Depreciation	5.25	4.41	6.09	2.42
EBIT	(5.19)	9.28	8.30	14.20
Interest	2.62	3.77	2.42	2.53
Profit Before Tax	(7.80)	5.50	5.88	11.66
Tax	(1.33)	2.39	(2.79)	4.62
Profit After Tax	(6.47)	3.11	8.66	7.05
PAT Margin (%)	(10.91%)	5.11%	13.43%	12.01%
EPS	(2.83)	1.36	3.79	3.08

- Impact on EBITDA is mainly due to high volatility and increase in petroleum prices, the overall raw material prices of the industry has been impacted

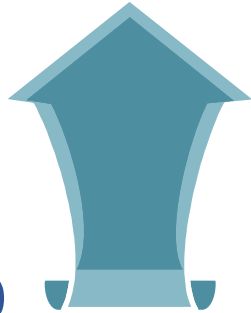
Recent Developments

- **Received WHO-GMP Certificate for Mahad Unit**

- Received WHO-GMP Certificate for Mahad Unit, post inspection by the regulatory officials/Commissioner of food and drug administration on 6th July 2017, 7th July 2017, 11th January 2018 and 22nd March 2018
- WHO GMP certificate will remain valid for the next two years that is until 10th April 2020

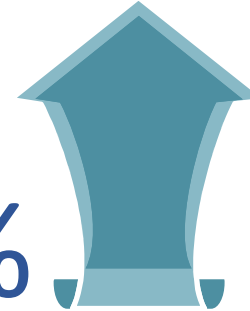
Annual Profitability Highlights – FY18

23%



Net Revenue Rs. 244 Cr

422%



PAT Rs. 12 Cr.

388 bps



PAT Margin 5.07 %

370%



EPS Rs. 5.40 v/s Rs. 1.15

Yearly Profitability Highlights – FY18

Rs crore	FY18	FY17	Y-o-Y%
Revenue from Operations	245.84	218.23	13%
Excise	2.31	19.48	
Net Revenue	243.53	198.75	23%
Raw Material & Fuel costs	171.51	130.89	
Employee Cost	10.27	9.55	
Other costs	20.49	12.79	
Total Expenditure	202.27	153.23	
EBIDTA	41.26	45.52	(9%)
EBITDA Margin (%)	16.94%	22.91%	
Other Income	3.49	2.17	
Depreciation	18.17	7.69	
EBIT	26.58	40.01	
Interest	11.34	11.68	
Exceptional Item	0.00	26.19	
Profit Before Tax	15.23	2.14	
Tax	2.89	(0.22)	
Profit After Tax	12.34	2.36	422%
PAT Margin (%)	5.07%	1.19%	388 bps
*EPS	5.40	1.15	370%

*Diluted EPS

- Net Revenue stood at Rs. 244 crore registered a growth of 23% on YoY basis
- Impact on EBITDA is mainly due to high volatility and increase in petroleum prices, the overall raw material prices of the industry has been impacted
- Other expense increased mainly on account of expense incurred in demerger process

Balance Sheet Highlights

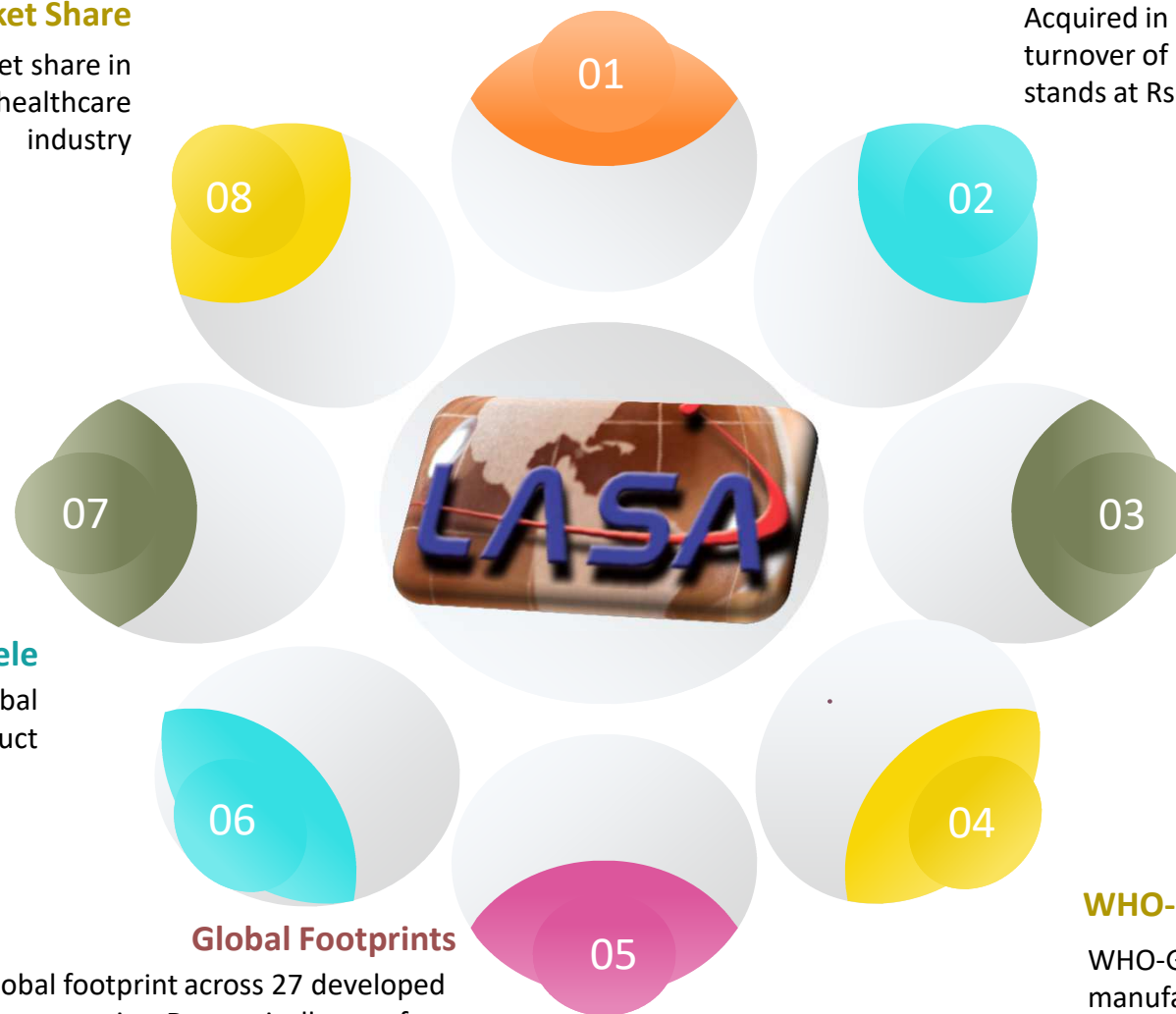
Rs crore	As on 31st Mar 2018	As on 31st Mar 2017
Shareholder's Funds	117.34	75.49
Share Capital	22.86	0.05
Other Equity	94.48	75.44
Non-current liabilities	62.17	82.75
Long term borrowings	60.27	80.68
Provisions	0.24	0.14
Defer Tax liabilities	1.67	1.94
Current liabilities	107.27	69.99
Short Term Borrowings	29.83	23.19
Trade Payables	47.94	25.38
Other Financial Liabilities	17.12	12.28
Other Current liabilities	8.15	4.96
Provision	1.29	2.11
Current Tax Liability	2.94	2.07
Total Equities & Liabilities	286.78	228.25

Rs crore	As on 31st Mar 2018	As on 31st Mar 2017
Non-current assets	177.60	148.84
Prop., Plant & Equip.	163.65	112.86
CWIP	6.99	29.34
Intangible Assets	5.99	5.98
Intangible Assets under dev.	0.25	0.17
Financial Assets		
Loans	0.72	0.50
Current assets	109.18	79.14
Inventories	42.23	33.46
Financial Assets		
Trade Receivables	42.15	34.97
Cash & Cash Equivalent	0.50	0.14
Bank Balance & Other Cash Equiv.	2.14	1.02
Loans	0.06	0.00
Other Current Assets	22.10	9.82
Total Assets	286.78	228.25



Company Overview

Company Overview



Market Share

About 35% market share in Indian animal healthcare industry

Leader in Vet APIs Market

Acquired in 2012 with annual turnover of Rs 1 crore. Currently, stands at Rs ~200 crore

Leader in Catalyst Chemistry

Established as a leader in 'catalyst' chemistry. With a diverse mix of more than 15 niche anthelmintic (Veterinary APIs)

Strong Pipeline of Process Patents

Over seven 'Process Patents' in pipeline

Manufacturing Facility

Fully backward integrated manufacturing process. Four vertically integrated manufacturing units located at Mahad and Chiplun, in Konkan region of Maharashtra

Diversified Clientele

Over 200 domestic and global customers in every product

Global Footprints

Global footprint across 27 developed countries. Domestically very few players with regulatory capabilities for developed markets

WHO-GMP Certified Plants

WHO-GMP compliant multi-purpose manufacturing plants with total reactor capacity of 1,000 KL. Efficient handling of toxic gases and moisture sensitive compounds

Management Team



Dr. Omkar Herlekar
Chairman & Managing Director

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

01

02

Shivanand 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

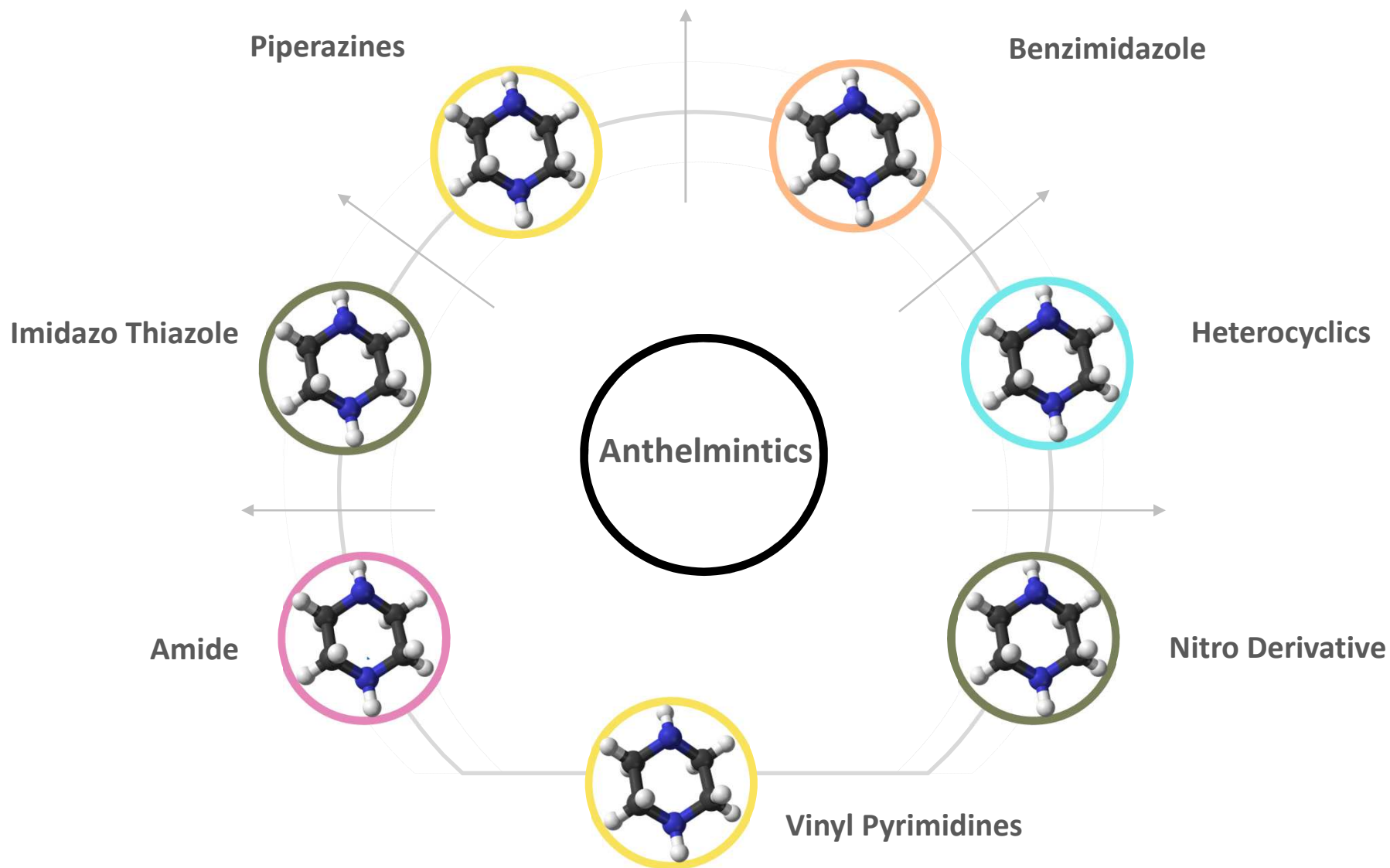
Chartered accountant by profession, associated with leading financial institution Handles audit, financial reporting and taxation subject fields





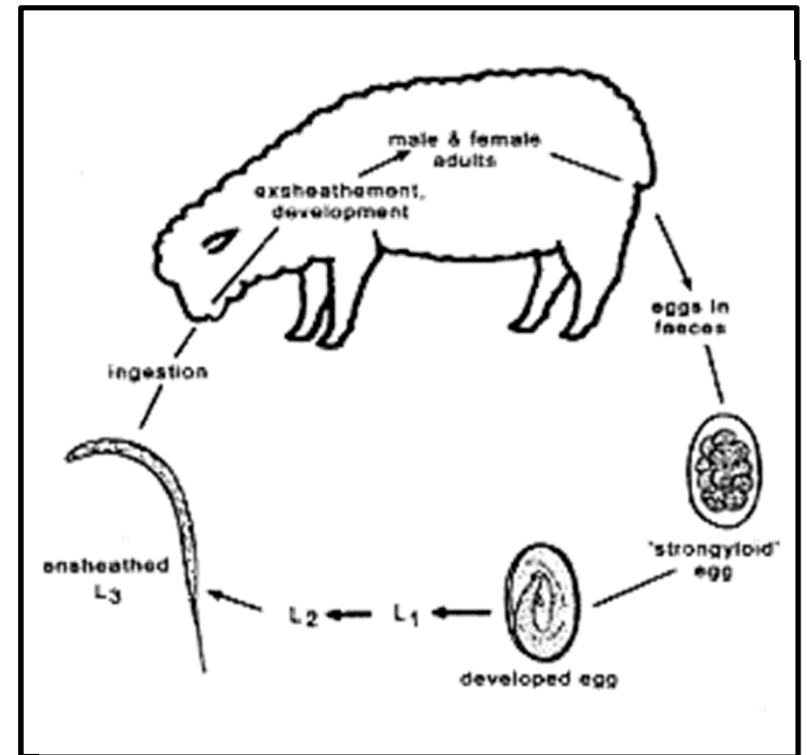
Business Overview

Classification of Anthelmintics

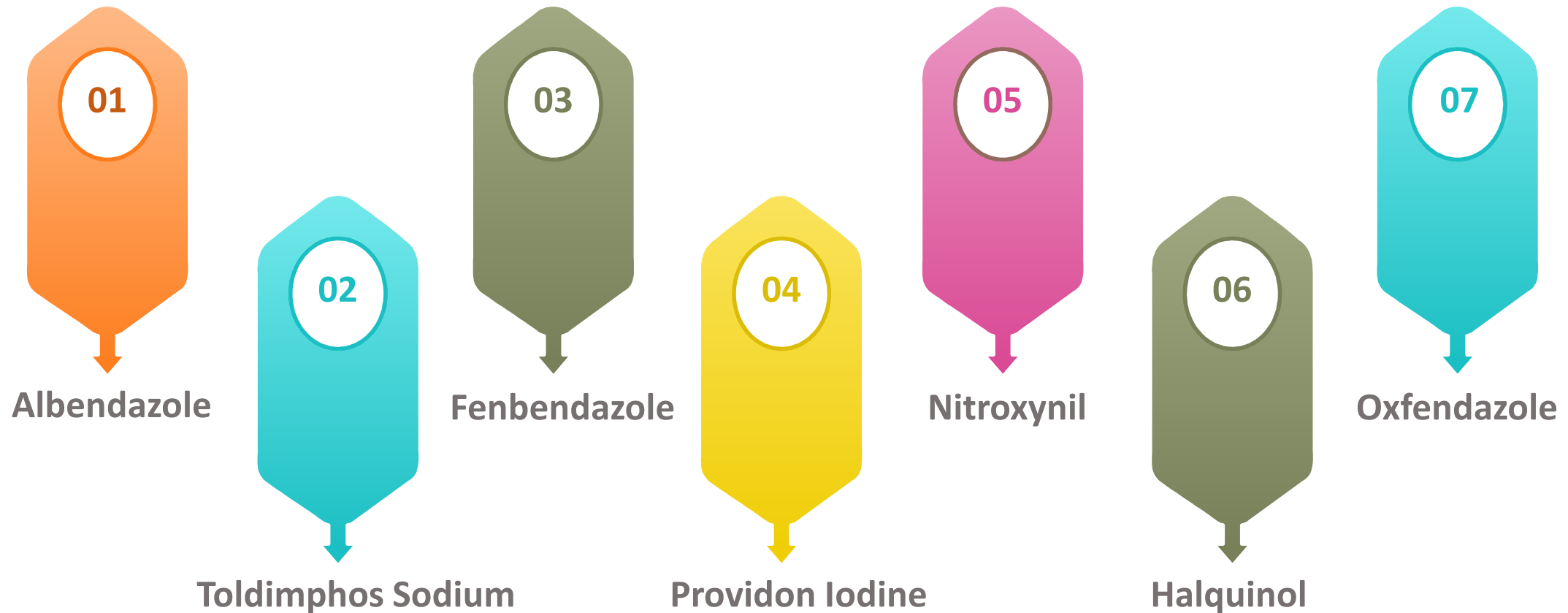


Why Deworming in Cattle / Importance of Deworming in Cattle

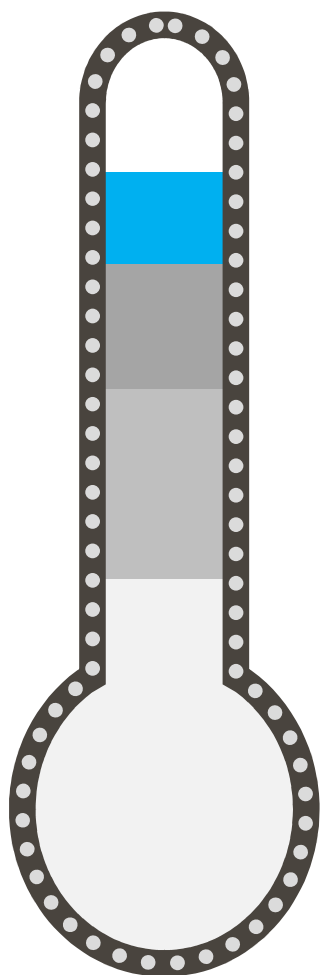
<p>Possibility of infection</p>	<p>Farm grazing animals such as cow, goat, sheep etc. to graze closer to the faecal material found in grass</p>
<p>Consequence</p>	<p>Cattle get infected with parasites such as roundworms, tapeworms and liver fluke</p>
<p>Ill effect on the bottom line</p>	<p>Parasite like worms and fluke reduces yield of milk and meat products</p>



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

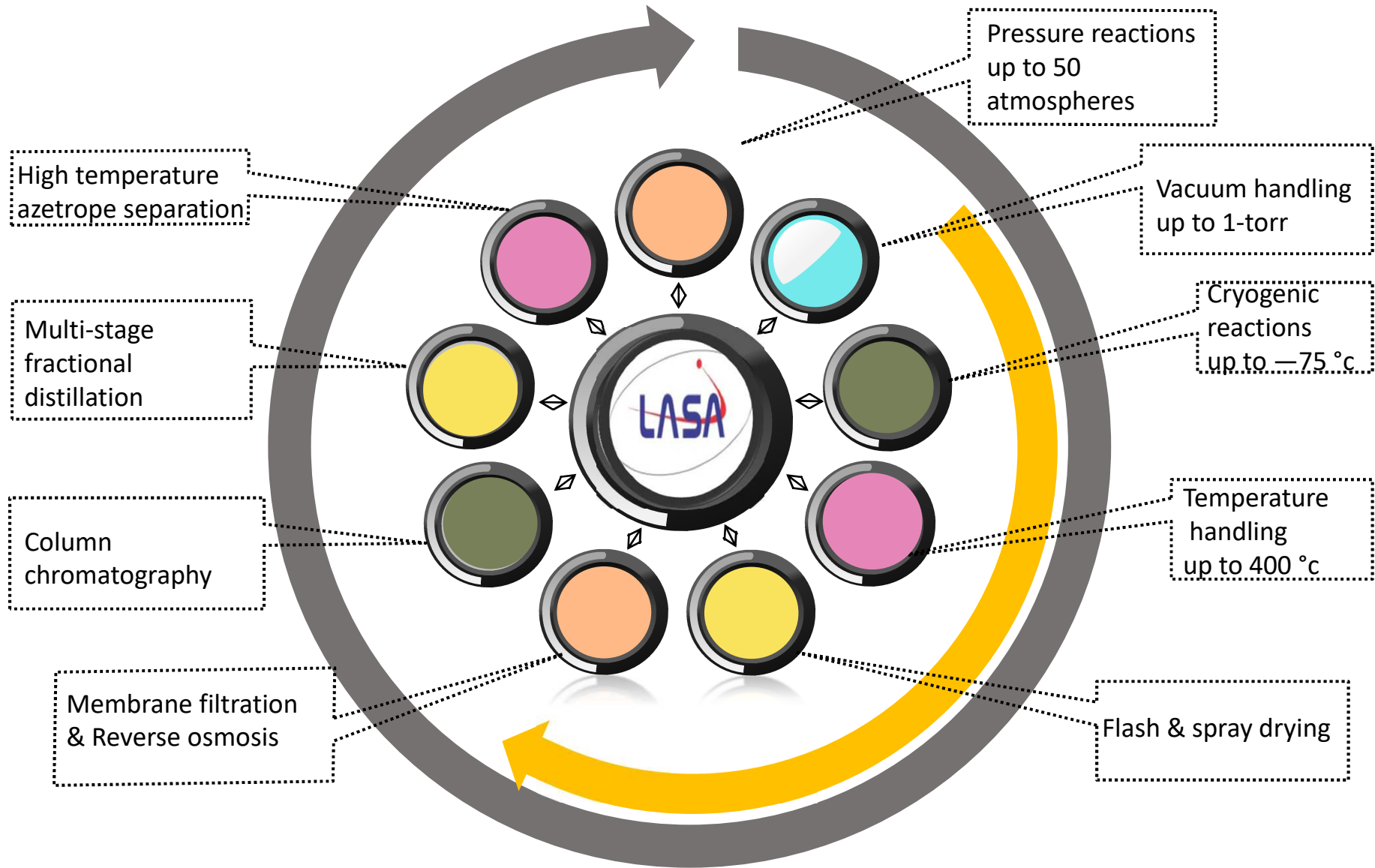
- Seven catalyst process IPR prohibits our peers from infringing in to our process, thereby creating a strong entry barriers



Stringent Regulatory Norms

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

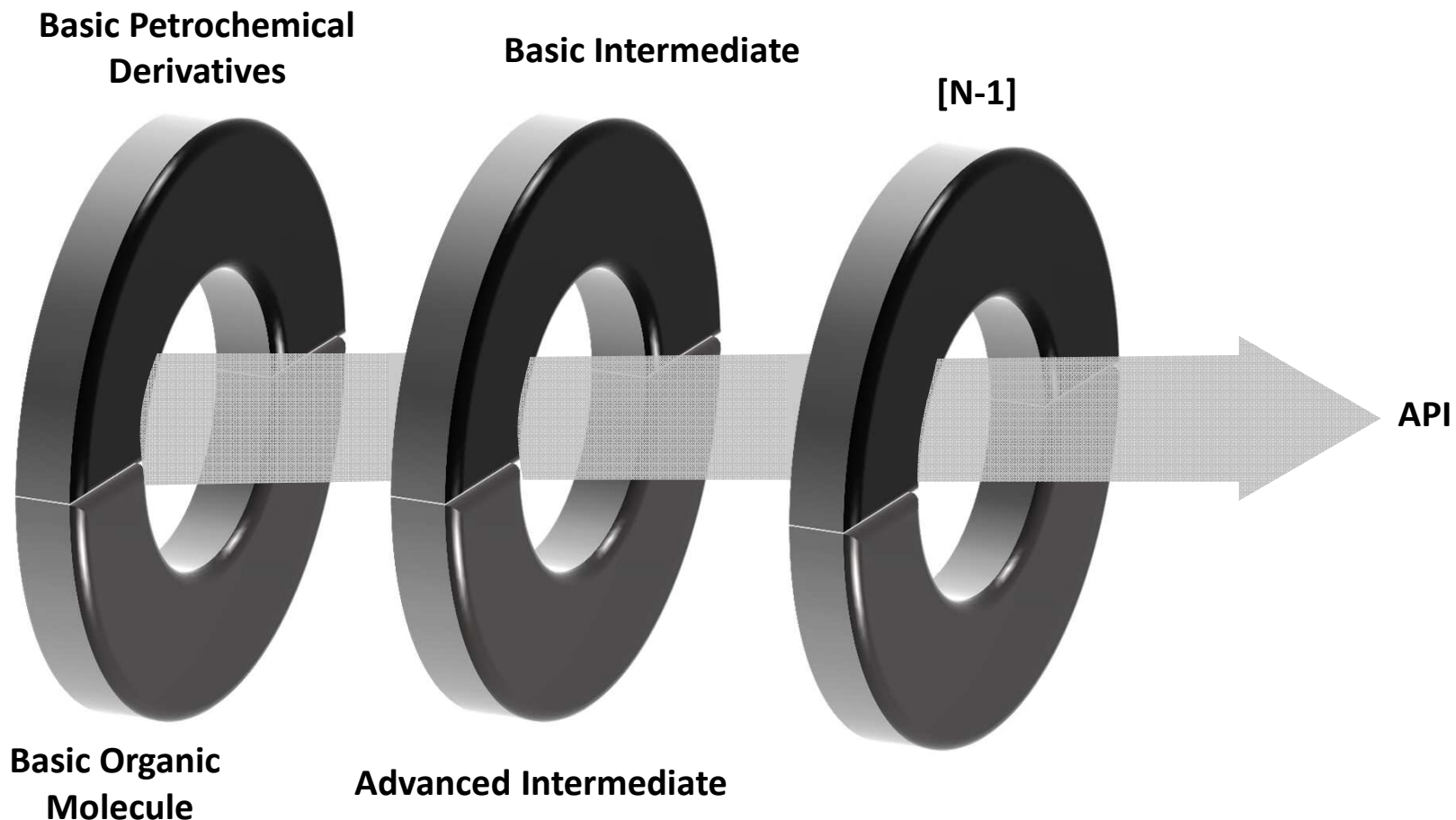
Process Entry Barriers...



Competitive Advantages of Backward Integration / Edge Over Others



Niche In Backward Integration



Efficient handling of toxic gases and moisture sensitive compounds

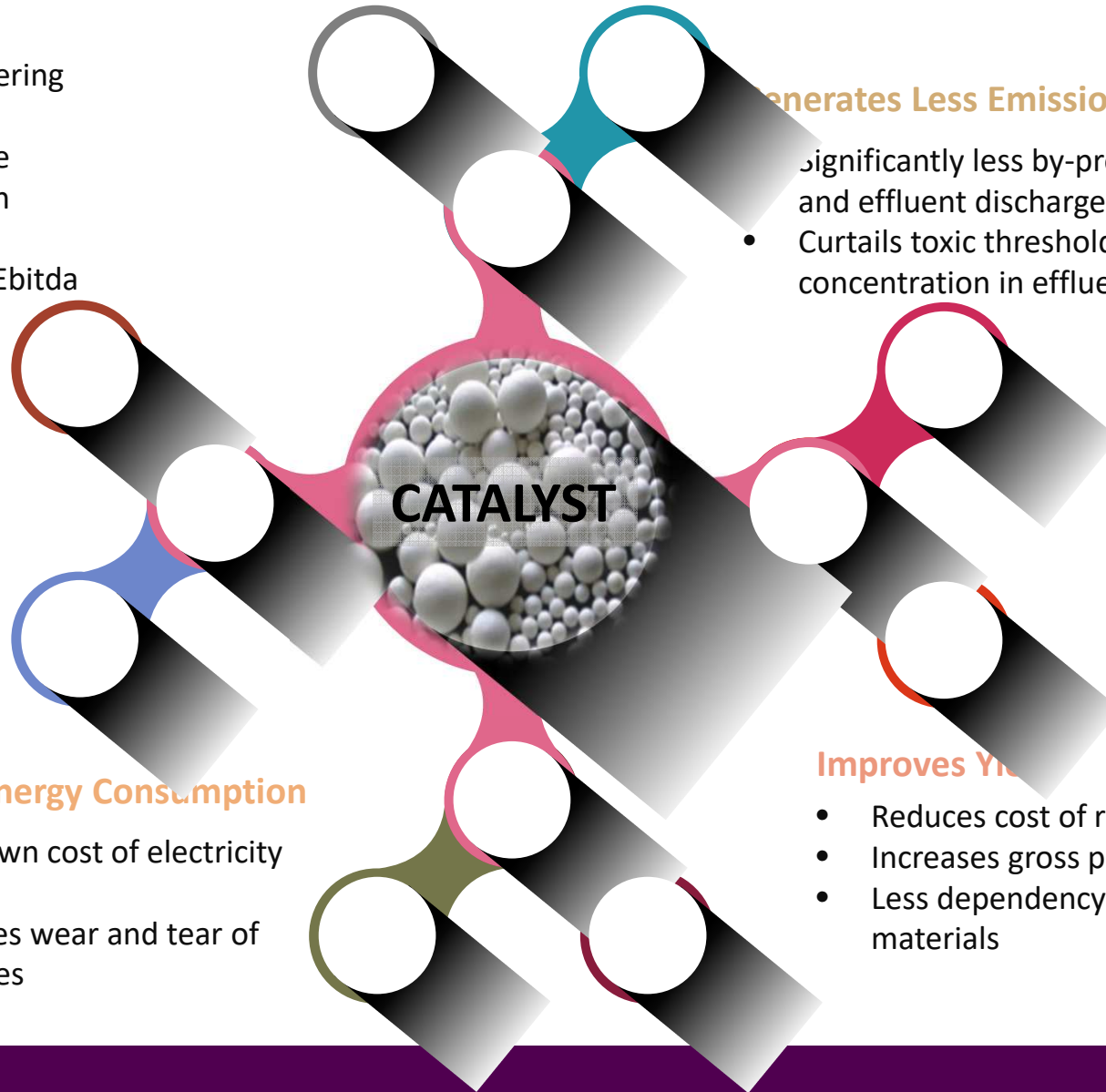
Advantages of Catalyst Chemistry

Reduces Time

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

Generates Less Emission

- Generates 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

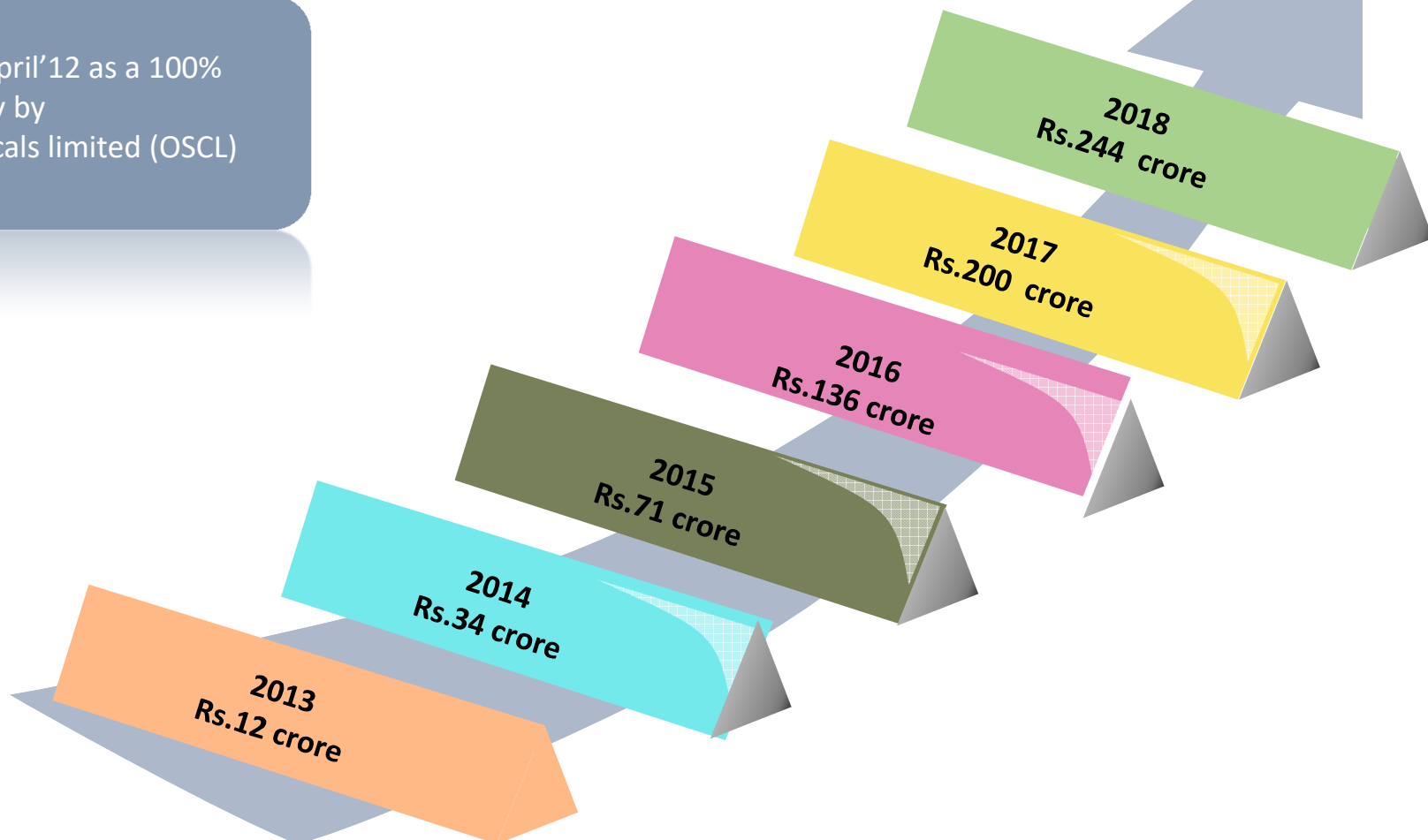
Improves Yield

- 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

Chiplun Unit
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	●	●				●	●	●			●

*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	●					●			●		

*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

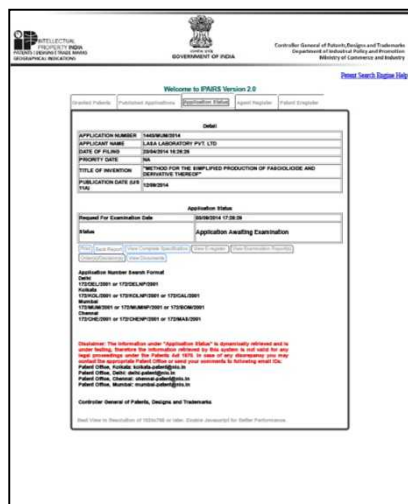
- 7 Process patents filed

03


Sanctions

- Certified WHO and C-GMP units

7 Process Patents Filed



Method for the simplified production of fasciolicide and derivative



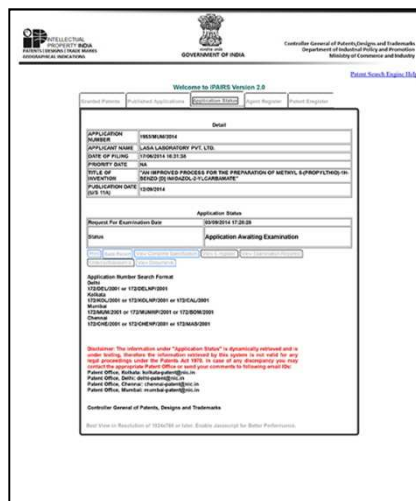
Method for the preparation of salicylanilide antiparasitic derivative



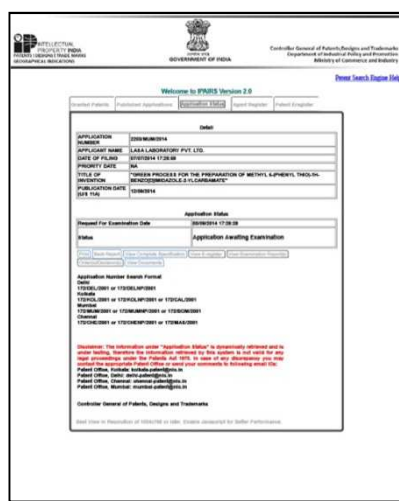
Process for the preparation of benzimidazole derivative as anthelmintic agents



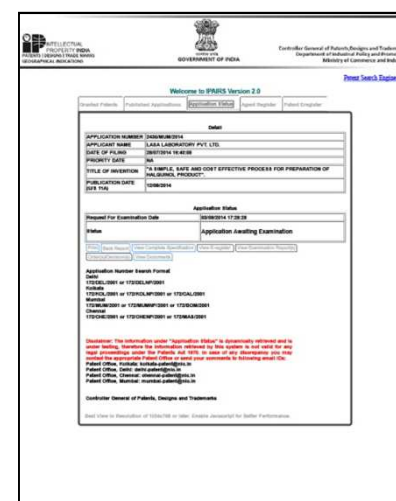
An improved process for the preparation of triazine derivative used as an insecticide



An improved process for the preparation of methyl 5(propylthio)1hbenzo [d] imidazol2ylcarbamate



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

Quality and Assurance



- Rm/pm analysis
- Finished products analysis

- EU and US GMP training
- Sop compliance

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

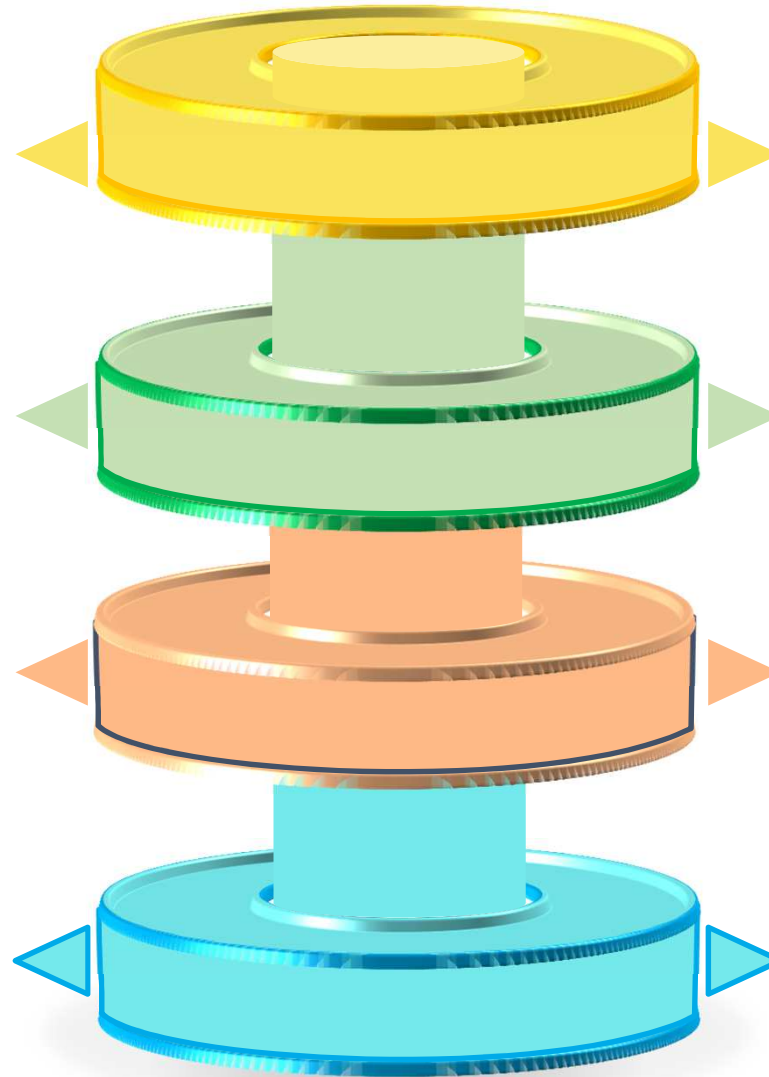
- Audit of facility for compliance
- In-process counter checks, critical sampling

- 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



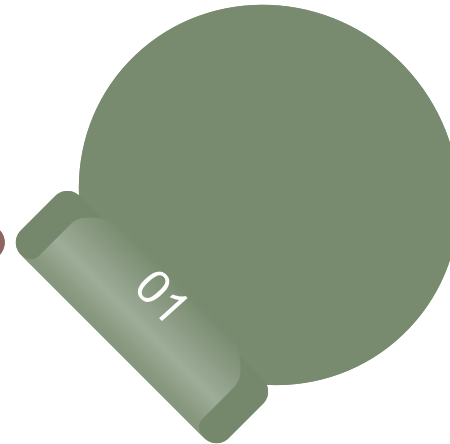
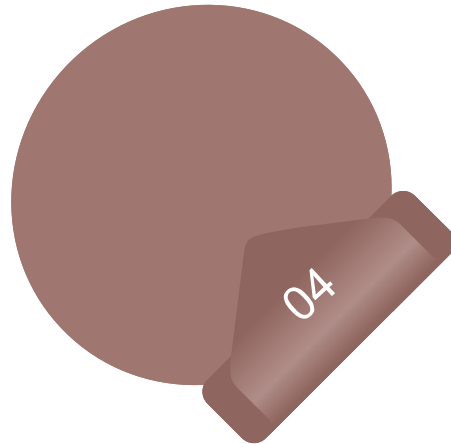


Growth Strategies

Growth Strategies

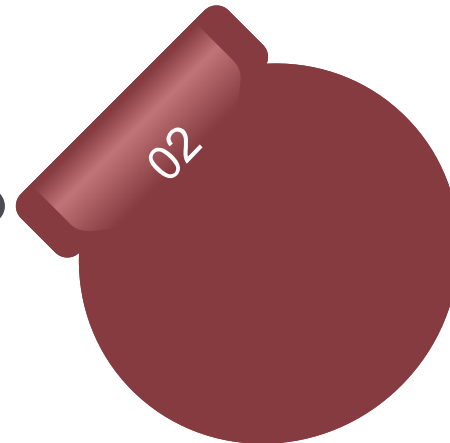
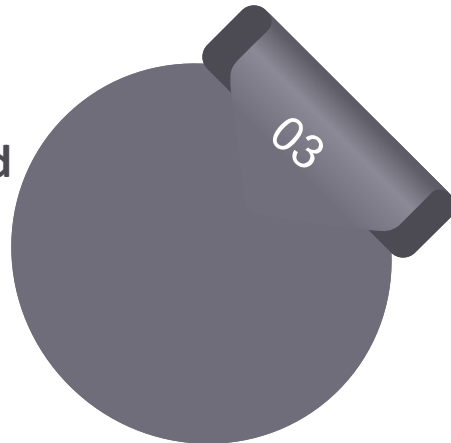
New Product Development

- 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



For further information, please contact:

Company :

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CIN: L24233MH2016PLC274202

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Chairman & MD

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