

Ref: STEX/IM/BSE/2021-22

Date: December 04, 2021

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001

Company No: 539148

Sub: Disclosure under Regulation 30 read with para A of Schedule III and Regulations 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Ma'am,

Pursuant to the applicable provisions of the Regulation, attached herewith Investor presentation

This is for your information and records.

Thanking You

Yours truly,  
For Shivalik Rasayan Limited

  
Parul Choudhary  
Company Secretary & Compliance Officer  
ACS: 34854

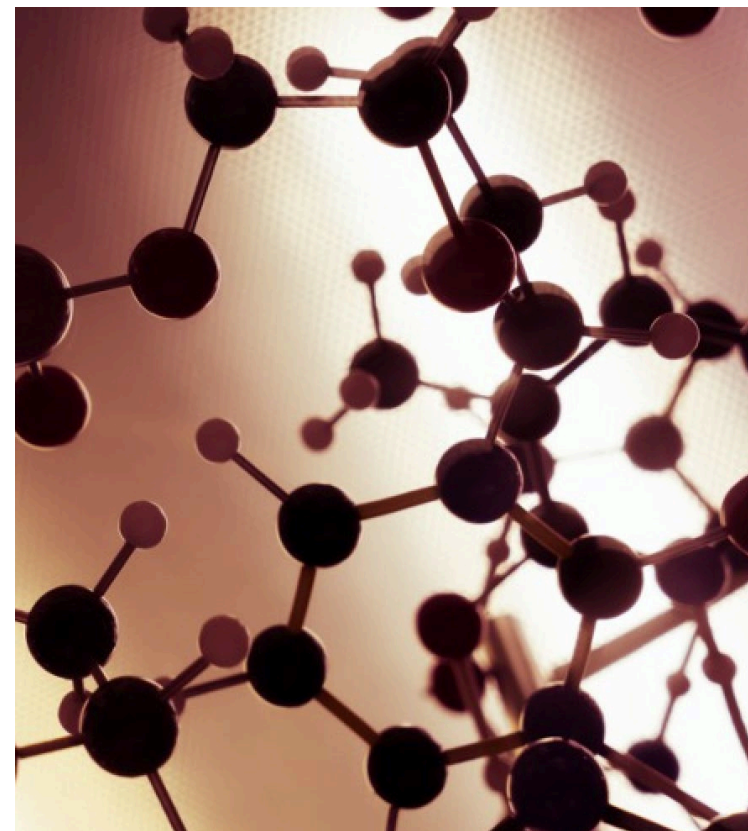




**Agrochemicals**



**Pharmaceuticals**



**Speciality Chemicals & Intermediates**

# Shivalik Rasayan Ltd

CORPORATE PRESENTATION

# Vision

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**“Improving health through offering innovative products”**  
by leveraging R&D expertise in following three verticals:

- Agro Chemicals
- Pharmaceuticals
- Speciality Chemicals



# Contents

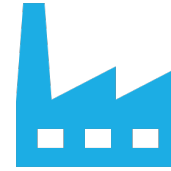
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**Corporate  
Overview**



**Portfolio & Pipeline**

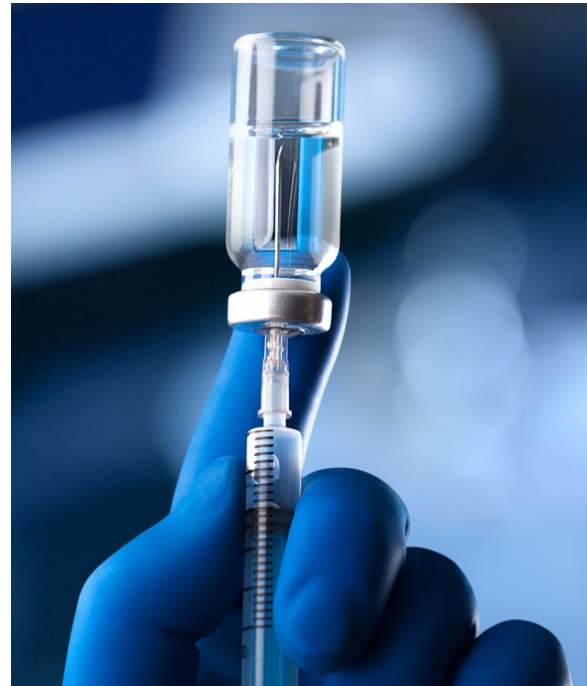
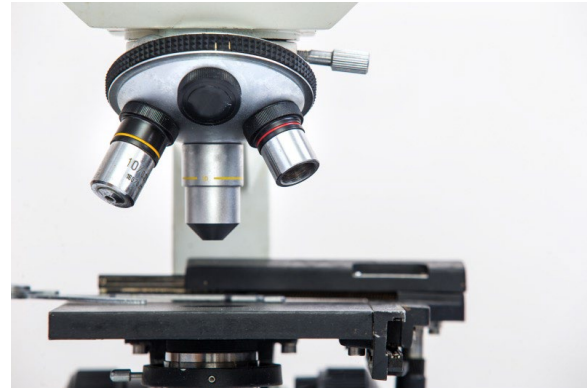


**R&D and  
Manufacturing**



**Strategy  
& Plans**





## Who are we??

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Shivalik Rasayan Ltd (SRL) is a leading producer of Agrochemicals in India with a market cap of > \$ 150 million and has recently expanded into Pharmaceuticals & Speciality Chemicals by investing > \$ 40 million

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Leadership team of SRL has been accredited with successful turn around of sick & financially overburdened companies (Shivalik Rasayan & Medicamen Biotech)

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SRL has a team of business & technical professionals with expertise to setup & run complex chemical & dosage form manufacturing plants

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SRL, through its investments in R&D and manufacturing, has its products presently available in more than 30 countries

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# Business Overview

## R&D Capabilities:

Chemical & Formulation Development, Analytical Research

## Manufacturing Capabilities:

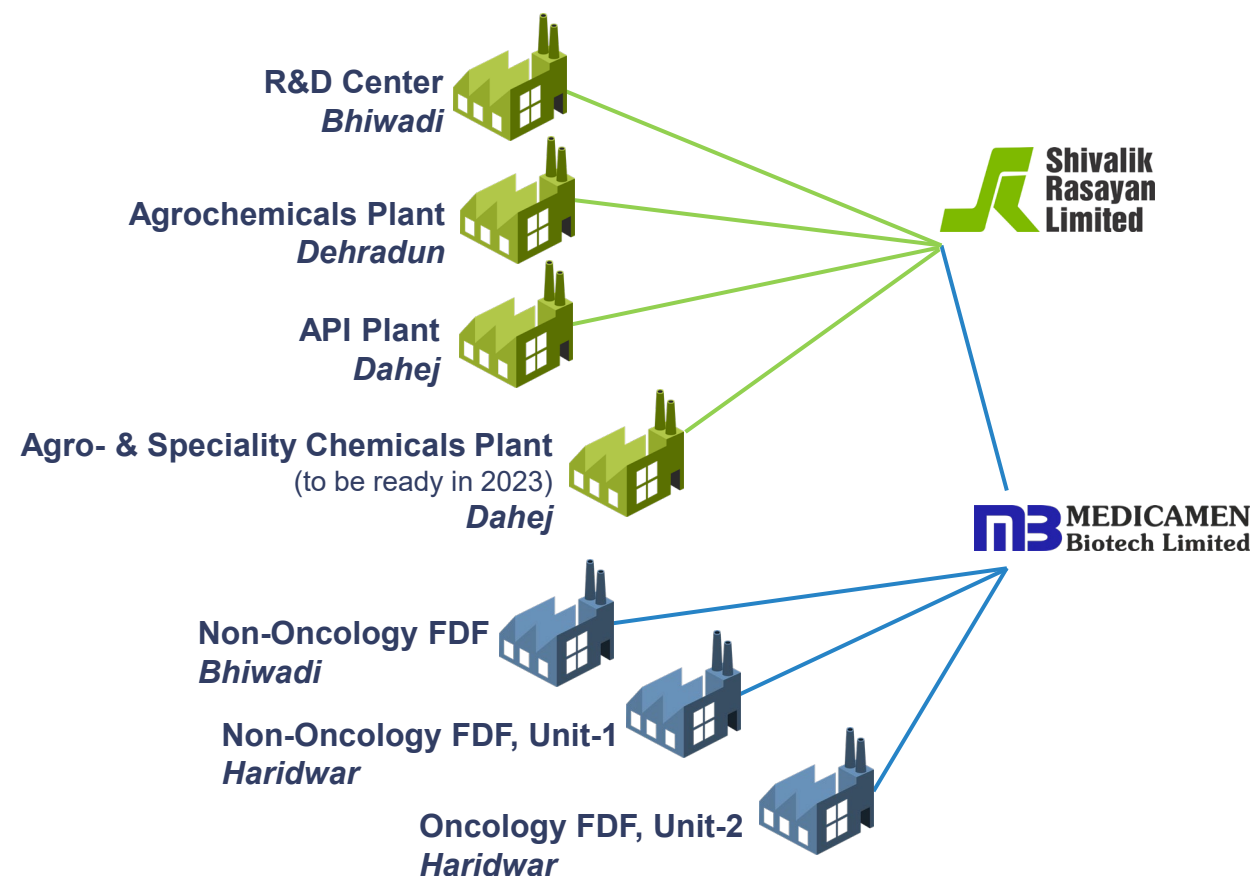
Agro-chemicals, Speciality Chemicals, APIs, Dosage Forms

## Dosage Forms:

Injectables (RTU & Lyo Vials, PFS), Syrups, Ointments,  
Oral solids (Capsules, Tablets, Dry Syrups)

## Additional Services:

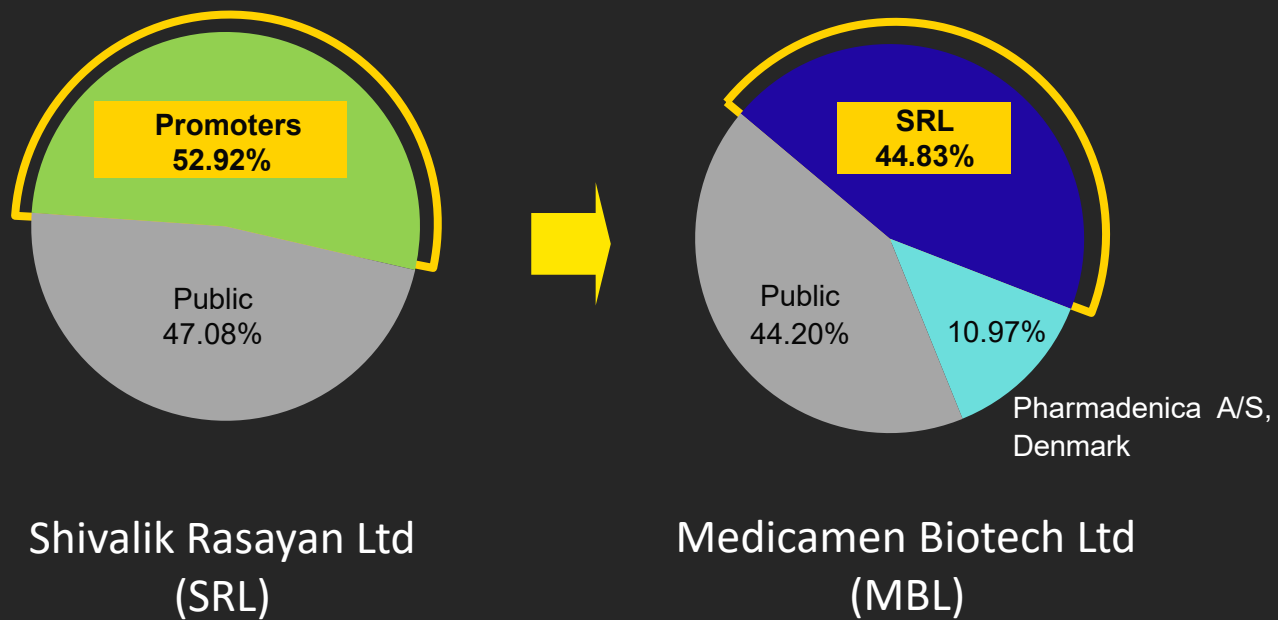
CDO, CMO & CRAMS



API = Active Pharmaceutical Ingredient, FDF = Finished Dosage Form, CDO = Contract Development Organization, CMO = Contract Manufacturing Organization, CRAMS = Contract Research And Manufacturing Services

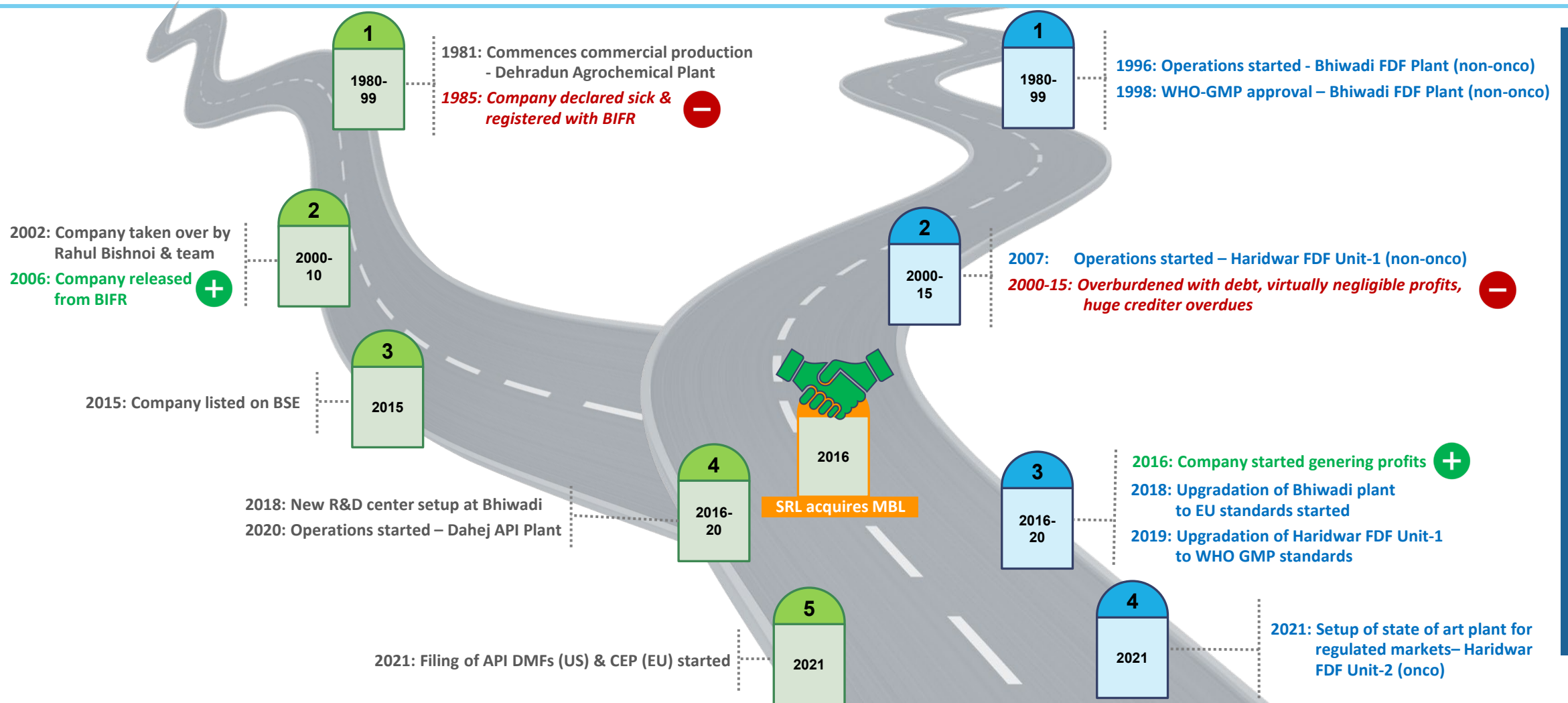
# Group Structure

Shareholding as of June 30, 2021





# Milestones





# Road Ahead

- Targeted API facility approvals by USFDA, EMEA
- Start of new Agro- & Speciality Chemical Plant, Dahej



- Targeted oncology FDF launch in India
- Targeted start of FDF dossier filing in USA & Europe



- Targeted FDF (onco) facility approval by USFDA, EMEA
- Targeted first marketing authorizations in USA & Europe



- Targeted first launches in USA, Europe

# Our Leadership Team

The Executive Management team at SRL has an extensive global experience & subject matter expertise and is passionate about fulfilling the vision of the company



**Rahul Bishnoi**  
Chairman



**Vimal Kumar Shrawat, PhD**  
Managing Director



**Suresh Kumar Singh**  
Vice-Chairman



**Akshay Kant Chaturvedi, PhD**  
Executive Director  
R&D



**Rajesh Madan**  
CEO  
MBL



**Anand Kumar**  
Vice President  
Sales & BD



**Subir Chopra**  
Vice President  
India & South Asia

# SRL Group Strengths At A Glance

> 500

## Employees

Scientists : 60  
QA & QC : 150  
Pharmacists : 100



# 1

**Dimethoate Technical**  
(& # 2 Malathion  
Technical)  
producer in India



> 75

Product approvals in  
overseas markets\*



> 30

Regulatory Agency  
**Approvals** (including  
WHO, Brazil)\*



>10

**Non-Oncology  
products\*** in pipeline  
for EU and Australia



> 25

**Oncology products**  
(APIs & Dosage Forms)  
in portfolio & pipeline



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**Manufacturing sites**  
(Agrochemicals, Specialty  
Chemicals, APIs, Dosage  
Forms)



\* Dosage Forms



# SRL Group Global Presence

## Agrochemicals

- Products available in India and key overseas markets

## Dosage Forms: non-oncology

- Our products are approved in more than 30 countries and are supplied through a network of alliance partners and distributors

## Dosage Forms: oncology

- Presently in launch phase in India
- Global roll out planned starting 2022

## APIs: oncology & non-oncology

- Presently in plant validation & regulatory phases
- Will be available for commercial sales in early 2023



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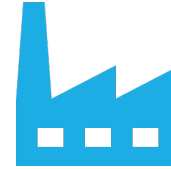
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**Corporate  
Overview**



**Portfolio & Pipeline**



**R&D and  
Manufacturing**



**Strategy  
& Plans**

# SRL Group Portfolio At A Glance



## Agrochemicals

2

Products for which  
SRL is largest Indian  
manufacturer

Specialization in organophosphorus  
based insecticides & chemicals

> 20

Products under  
development

## APIs

> 25

Non-Oncology  
APIs

> 35

Oncology  
APIs



> 75

Non-Oncology  
Orals, Liquids, Ointments

> 25

Oncology  
Orals & Injectables



# Agrochemicals

## *Insecticides*

Malathion Technical  
Dimethoate Technical  
Dinotefuran Technical  
Cyantraniliprole Technical  
Fipronil Technical  
Pymetrozine Technical  
Chlorantraniprole Technical

## *Fungicides*

Prothioconazole Technical  
Azoxistrobin Technical  
Hexaconazole Technical

## *Intermediates / Specialty Chemicals*

t – Oxirane  
PG easter for Kresoxim-methyl  
1,2,4-Triazole



# Oncology APIs & Dosage Forms

## Product selection criteria:

\* attractive market size \* patent expiry launches \* low competition

S No	Product	API by SRL	Global Revenues*
1	Abiraterone	Planned	\$ 3.2 b
2	Bortezomib	Available	\$ 1.5 b
3	Dasatinib	Planned	\$ 2.3 b
4	Ibrutinib	Planned	\$ 5.8 b
5	Lenalidomide	Planned	\$ 5.7 b
6	Nilotinib	Planned	\$ 1.6 b
7	Palbociclib	Planned	\$ 5.7 b
8	Pemetrexed	Planned	\$ 2.5 b

S No	Product	API by SRL	Global Revenues*
1	Carfilzomib	Planned	\$ 1.1 b
2	Cabozantinib	Planned	\$ 1.0 b
3	Lenvatinib	Planned	\$ 0.6 b
4	Acalabrutinib	Planned	\$ 0.2 b
5	Pazopanib	Planned	\$ 0.6 b
6	Capecitabine	Available	\$ 0.7 b
7	Azacitidine	Available	\$ 0.7 b
8	Bendamustine	Available	\$ 0.7 b

\* IQVIA, MAT Q1-2020  
 Note Products protected by valid patents (of innovators / third parties) are not offered for commercialization / sale in countries where the sale of such products constitutes a patent infringement





# Non-Oncology APIs

Well thought after product strategy:

- Products with attractive global revenues (> \$ 1b)
- Substantial expected revenues for SRL

## Development Completed

#	API	Global Revenues*
1	<b>Dimethyl Fumarate</b>	\$ 4.9 b
2	<b>Fingolimod</b>	\$ 3.7 b
3	<b>Pirfenidone</b>	\$ 1.3 b

## Under Development (>20 APIs)

#	API
1	<b>Saxagliptin</b>
2	<b>Sitagliptin Phosphate</b>
3	<b>Vildagliptin</b>

#	API
4	<b>Monomethyl Fumarate</b>
5	<b>Acebrophylline</b>
6	<b>Sofosbuvir</b>

\* IQVIA, MAT Q1-2020  
Note Products protected by valid patents (of innovators / third parties) are not offered for commercialization / sale in countries where the sale of such products constitutes a patent infringement



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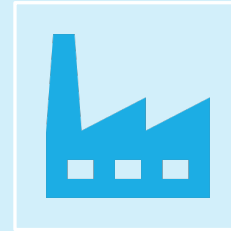
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**Portfolio & Pipeline**

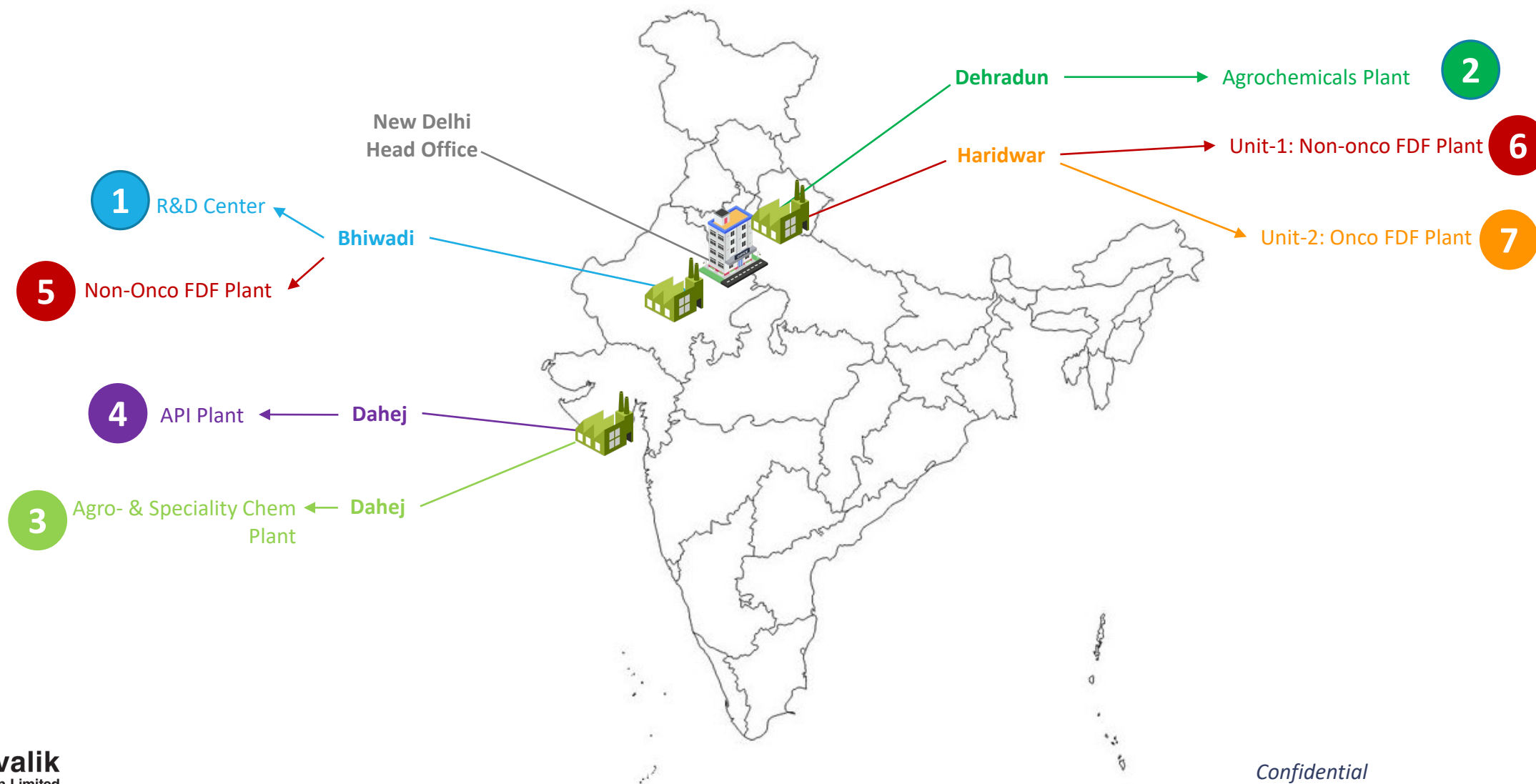


**R&D and  
Manufacturing**



**Strategy  
& Plans**

# R&D and Manufacturing At A Glance



# R&D Center *Bhiwadi*





# R&D Center *Bhiwadi*

- Highly experienced technical team (60 scientists & pharmacists) with multiple developments and patents to its credit
- 12,000 sq ft premises with investment > Rs 30 crores
- Equipped with best-in-class equipment and systems for development of technical, complex APIs & formulations
- Full in-house capabilities for analytical research, stability studies, process validation and improvements
- A robust quality assurance system for product development
- Para IV filing capability with different API polymorphs
- Strong in-house intellectual property management skills and expertise
- Demonstrated technology transfer capabilities and operating systems
- Approved by DSIR (Department of Scientific & Industrial Research), Govt of India



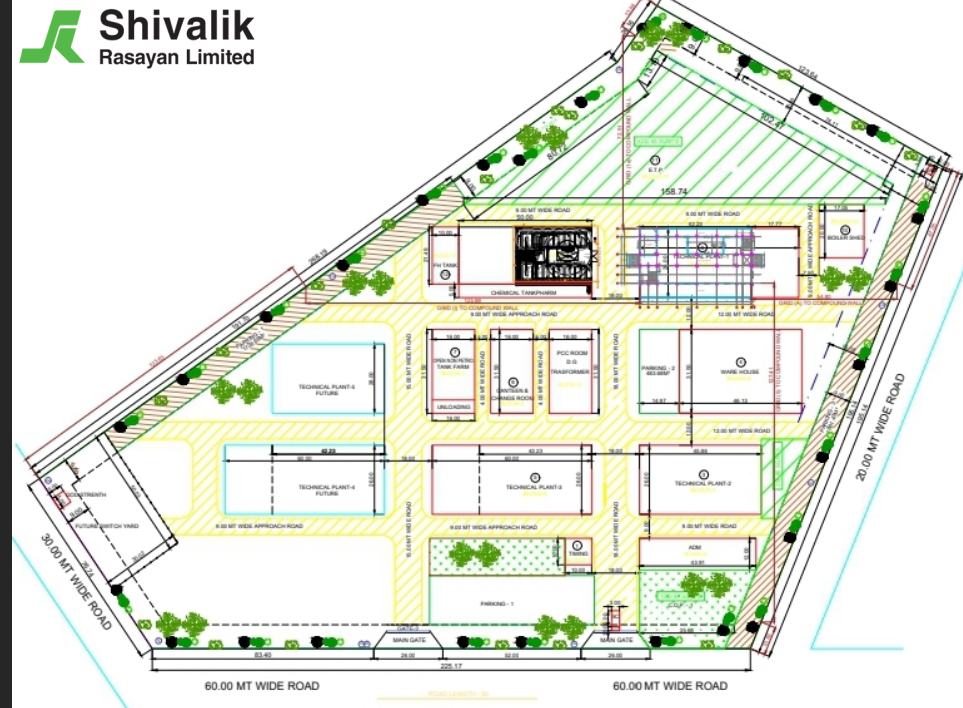
# Agrochemicals Plant *Dehradun*

- 1450 MT annual capacity
- > 95% capacity utilization
- 20 acres land with green surroundings



# Agro & Speciality Chemicals Plant Dahej

- New greenfield plant in GIDC, Dahej, Gujarat
- 50,000 m<sup>2</sup> facility
- Environmental clearance received from Ministry of Environment & Forests
- Initially only one block planned for Insecticides & Fungicides:
  - Planned annual capacity: 3500 MT
- Operation commencement expected in Jan 2023





# API Plant Dahej





# API Plant *Dahej*

- Site area of 50,000 m<sup>2</sup> including all production blocks, buildings, utilities\*
- Design compliant with best-in-class regulatory requirements (US, Europe, Japan)
- 4 oncology & 4 non-oncology blocks planned: thereof 1 onco & 1 non-onco block presently operational
- Robust GMP compliant containment facility to rule out cross contamination between onco & non-onco APIs
  - Extensive use of Active & Passive valves at various stages of process to achieve full containment
  - Containment compliance starting from active raw material & API sampling to dispensing
- Tested & validated technology transfer capabilities from R&D center to production floor
- Fully equipped in-house quality control laboratory for chemical & microbiological testing
- On-site regulatory affairs department experienced in approval requirements of all major geographies





# Non-Onco Dosage Form Plant *Bhiwadi*

- cGMP compliant facility with 210,000 sq ft covered area
- Product types: Tablets, Capsules, Dry Syrups, Liquid Orals, ORS
- Separate sections:
  - Beta Lactam Orals
  - Non-Beta Lactam Orals
  - Iron & Folic Acid Orals
  - Liquid Orals



## Non-Onco Dosage Form Plant *Unit-1, Haridwar*

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- cGMP compliant facility with 32,000 sq ft covered area
- Product types: Tablets, Ointments, Liquid Orals





# Oncology FDF Plant

*Unit-2, Haridwar*



# Oncology FDF Plant

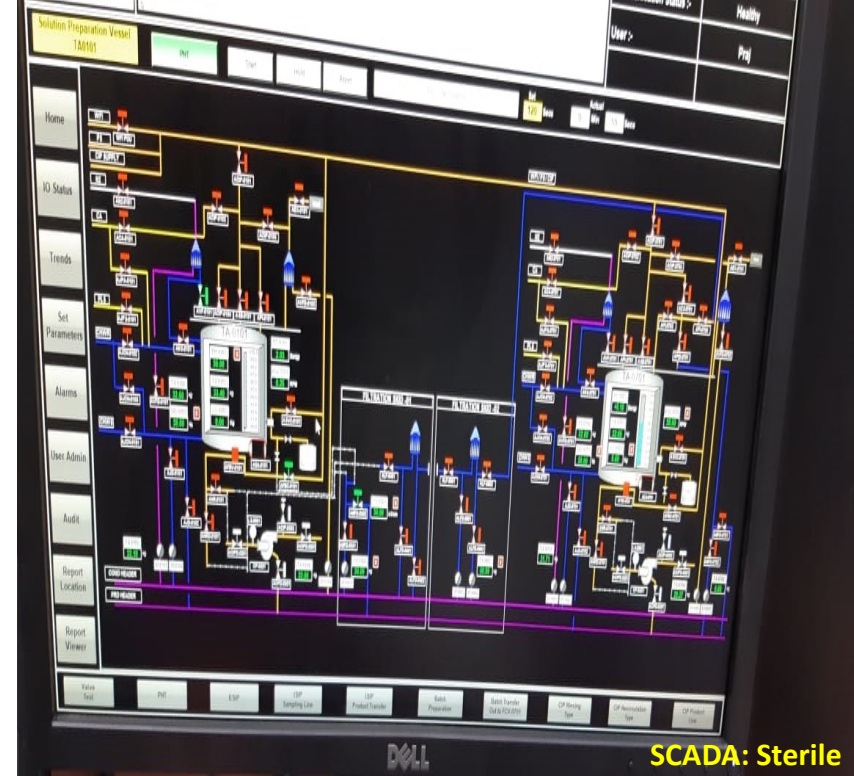
## Unit-2: Haridwar

### Injectable Section:

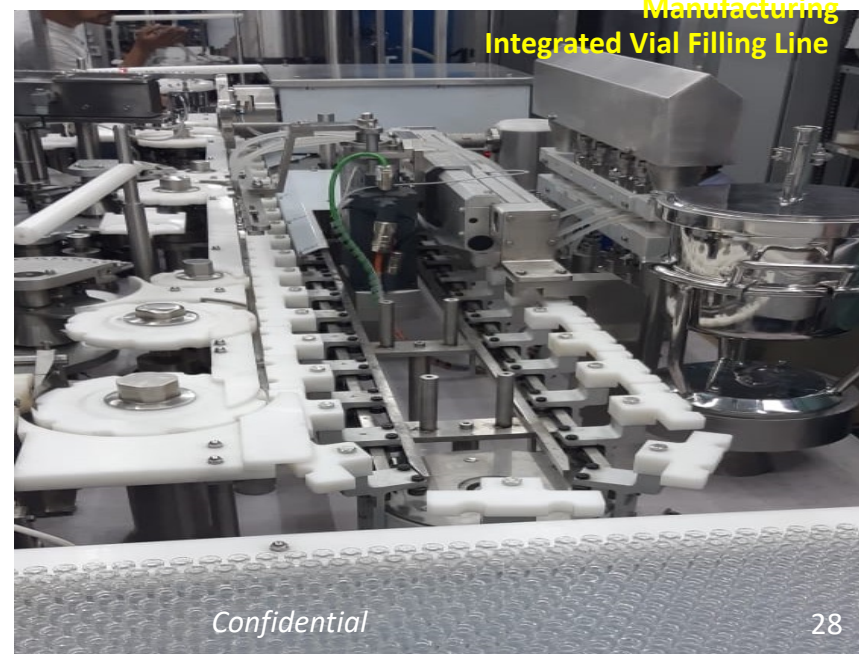
- Capacity of 120 vials/min with flexibility of handling different vial sizes, integrated with Particle Monitoring System for non-viable particle counting (NVPC)
- 5.6 m<sup>2</sup> with 6+1 radiant shelves Lyophilization Unit from LSI having self-stoppering facility
- Unit Preparation & Sterilization: A double-door autoclave, SCADA (Supervisory Control and Data Acquisition) operated 10 litre & 50 litre capacity for manufacturing or holding vessel with filtration skid installed in between LAF/DPB units to maintain sterility of the products
- A dedicated MLAF Unit for lyophilizer loading and unloading



Lyophilizer Unit



SCADA: Sterile  
Manufacturing  
Integrated Vial Filling Line



Confidential





Integrated Line



# Oncology FDF Plant *Unit-2: Haridwar*

## Oral Solid Dose (OSD) Section:

- Integrated Granulation line (Glatt , 30 Kg capacity) with WIP technology & interchangeable bowl size
- Tablet compression & encapsulation with Isolators
- Tablet coater with WIP technology (Glatt)
- Blister packing machine for Alu-Alu & Alu-PVC packing
- Bottle packing line in progress.



Blister Packaging

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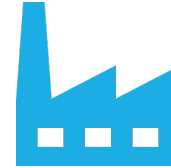
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**Corporate  
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**Portfolio & Pipeline**



**R&D and  
Manufacturing**



**Strategy  
& Plans**



# Development & Commercial Strategy

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- **Development Plan:** pegged on patent expiry launches for Technicals as well Pharmaceuticals wherever applicable
- **Portfolio Strategy:** focused on (1) patent expiry launches, (2) difficult to produce products with low competition, (3) high value & low volume products
- **API Strategy:** (1) backward integration of APIs for dosage forms, (2) APIs also offered in mature markets (US, Europe, Japan) for third party sales
- **Manufacturing Strategy:** manufacturing capacity for Technicals, KSMs, APIs & dosage forms available for both captive consumption as well as CMO services
- **Geographical Roll Out:**
  - Agrochemicals focused on India and selected overseas markets
  - Pharmaceuticals focused on US, Europe, Australia and all major markets in Asia, Africa, LAM
- **Commercialization Plan:**
  - Agrochemicals: continue maximization of revenues to existing & overseas formulators through India based team and a network of distributors
  - Pharmaceuticals: (1) own team and setup in India and few select countries, (2) product launches through leading alliance partners in most countries



# Contact Details

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## Websites:

[www.shivalikrasayan.com](http://www.shivalikrasayan.com)

[www.medicamen.com](http://www.medicamen.com)

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