



# LASA SUPERGENERICS LIMITED

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Ref. No.: LASA/SE/17-18/023

Wednesday December 13, 2017

To, Corporate Services Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001. BSE CODE -540702	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
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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 wish to submit investors presentation for information of all members.

In this regard, please also find enclosed herewith press release and the presentation.

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  
M NO.: A43914





**Lasa Supergenerics Limited**  
Investor Presentation  
December 2017



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**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

**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*

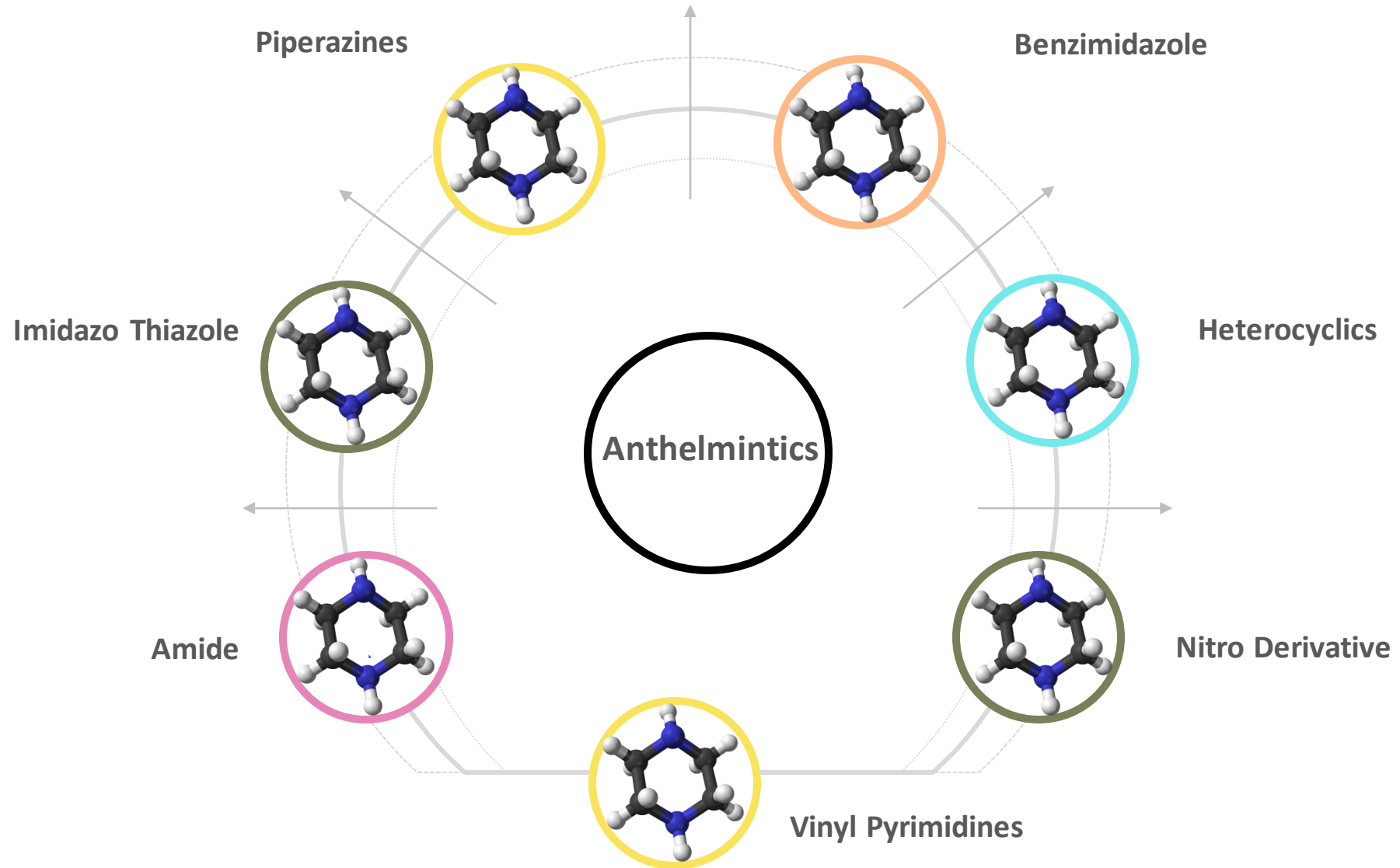
Chartered accountant by profession, associated with leading financial institution. Handles audit, financial reporting and taxation subject fields





## Business Overview

# Classification of Anthelmintics





# Why Deworming in Cattle / Importance of Deworming in Cattle

Possibility of infection

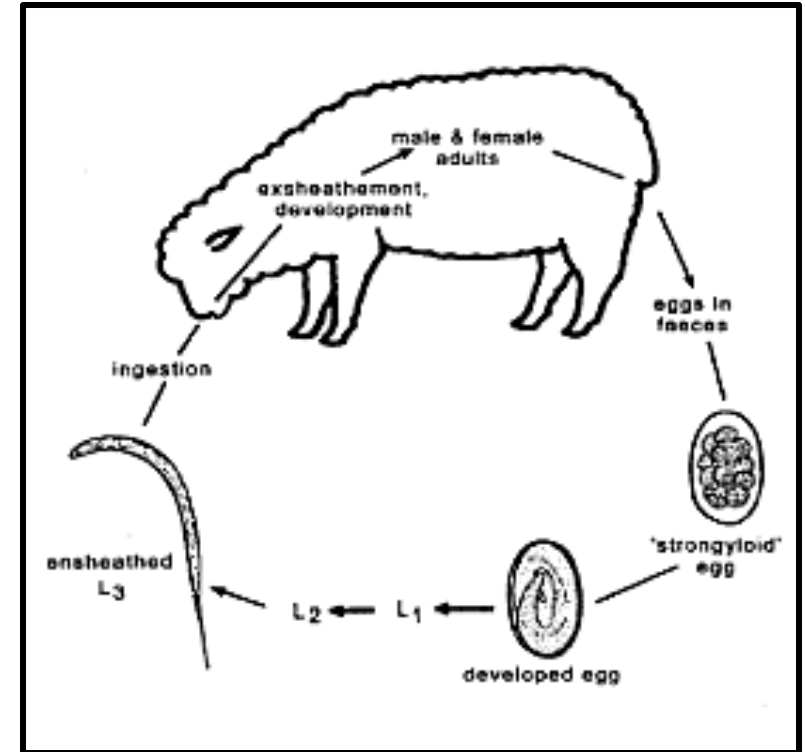
Farm grazing animals such as cow, goat, sheep etc. to graze closer to the faecal material found in grass

Consequence

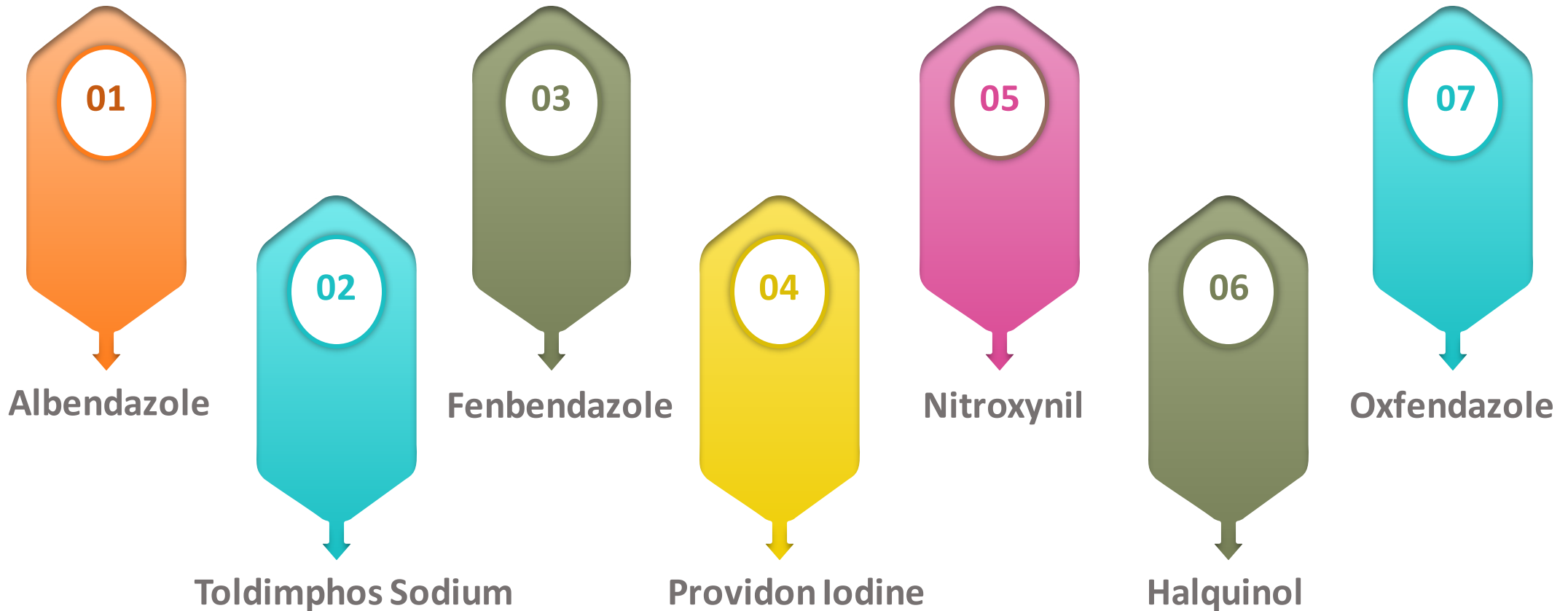
Cattle get infected with parasites such as roundworms, tapeworms and liver fluke

Ill effect on the bottom line

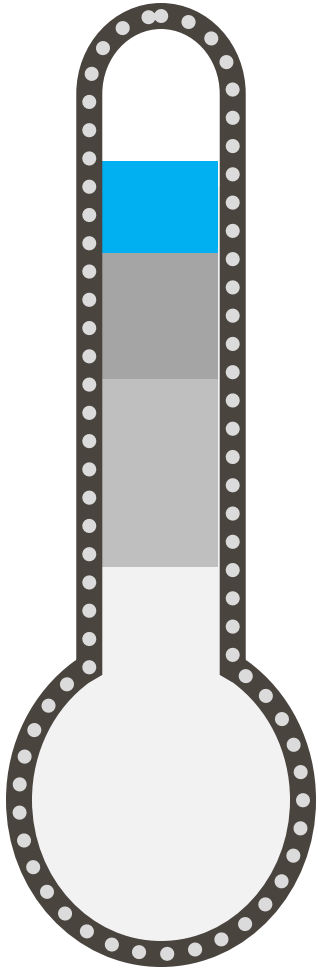
Parasite like worms and fluke reduces yield of milk and meat products



# 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

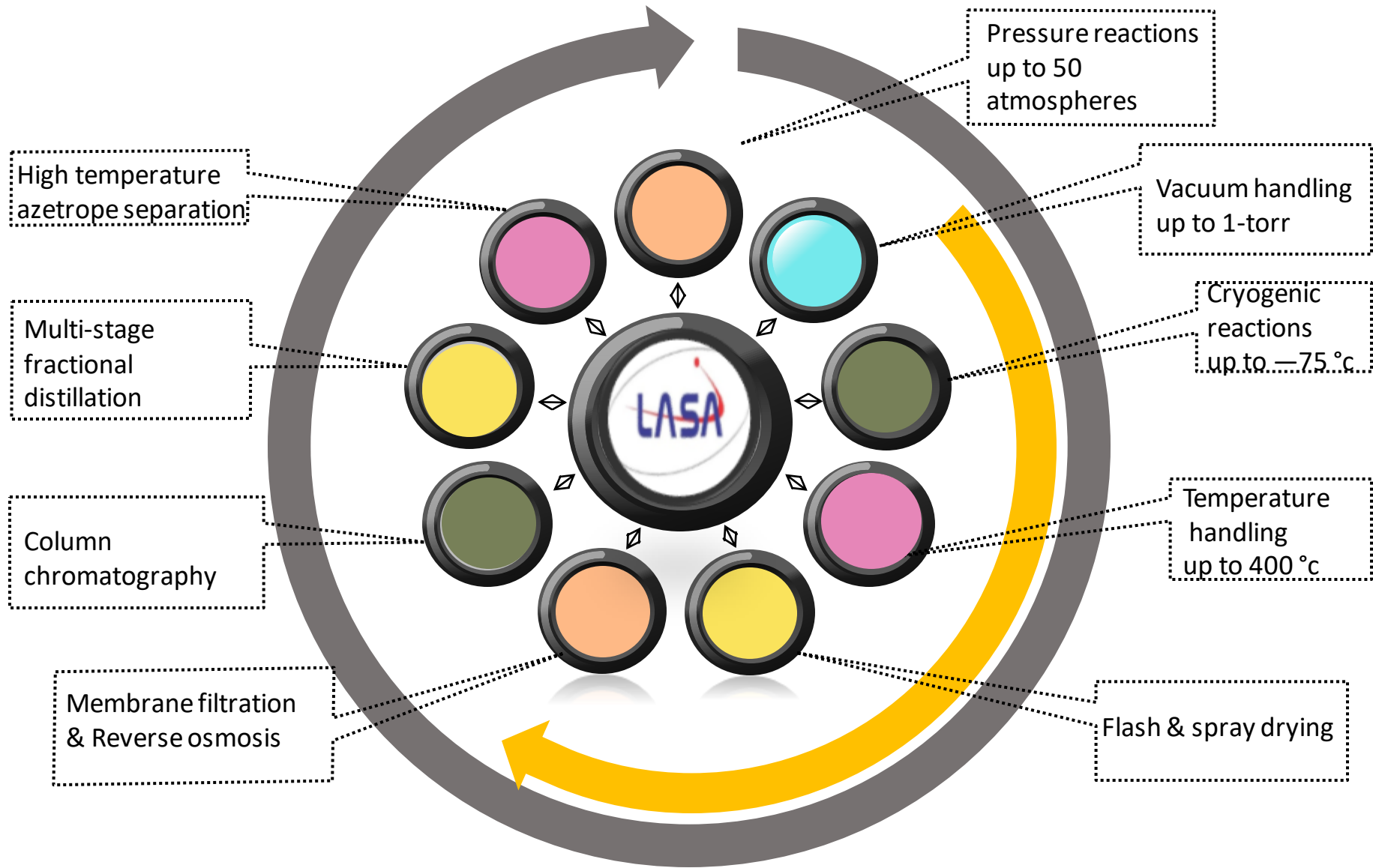
- Seven catalyst process IPR prohibits our peers from infringing in to our process, thereby creating a strong entry barriers



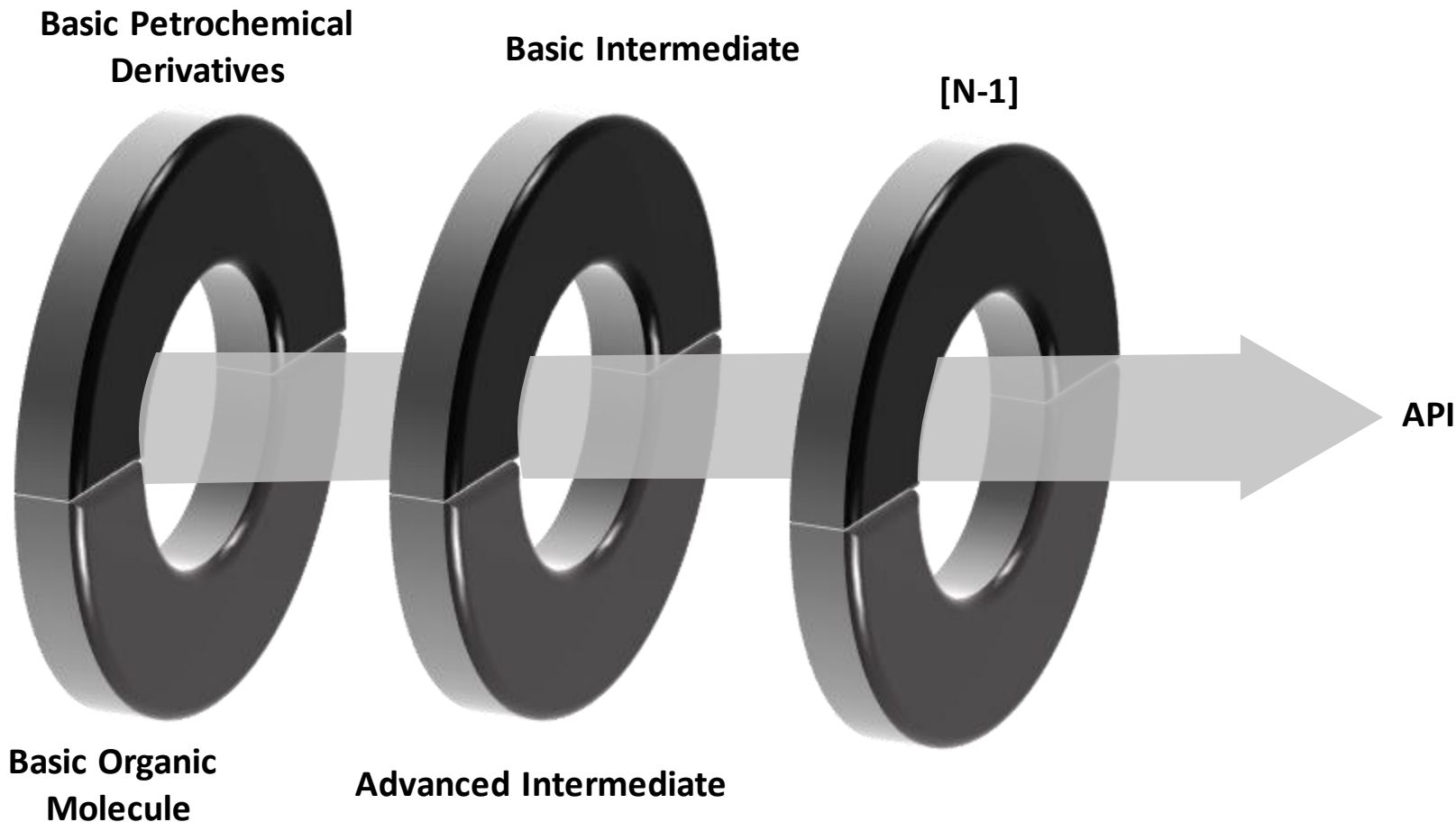
## Stringent Regulatory Norms

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

# Process Entry Barriers...



## *Niche In Backward Integration*



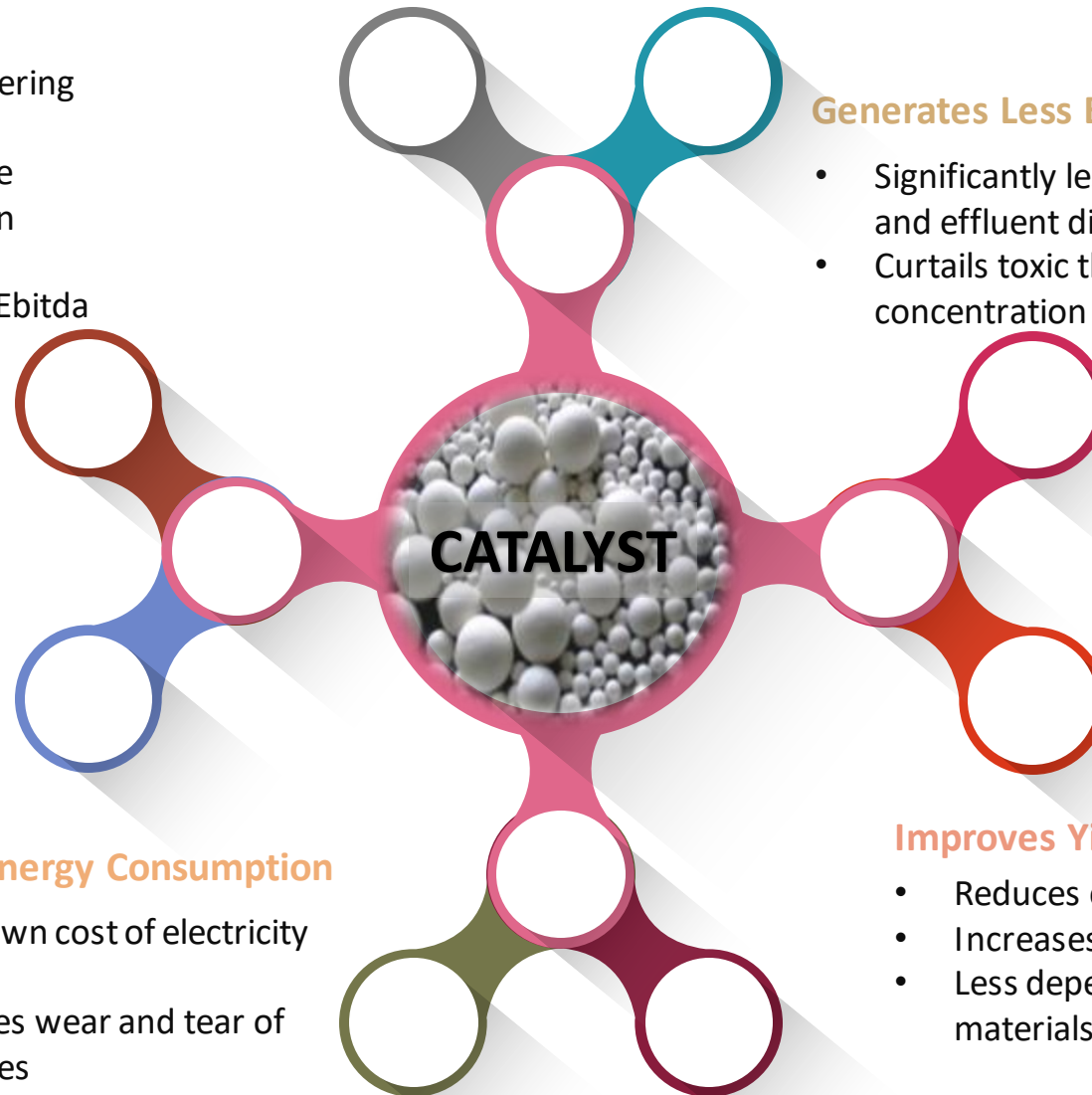
*Efficient handling of toxic gases and moisture sensitive compounds*

## Reduces Time

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

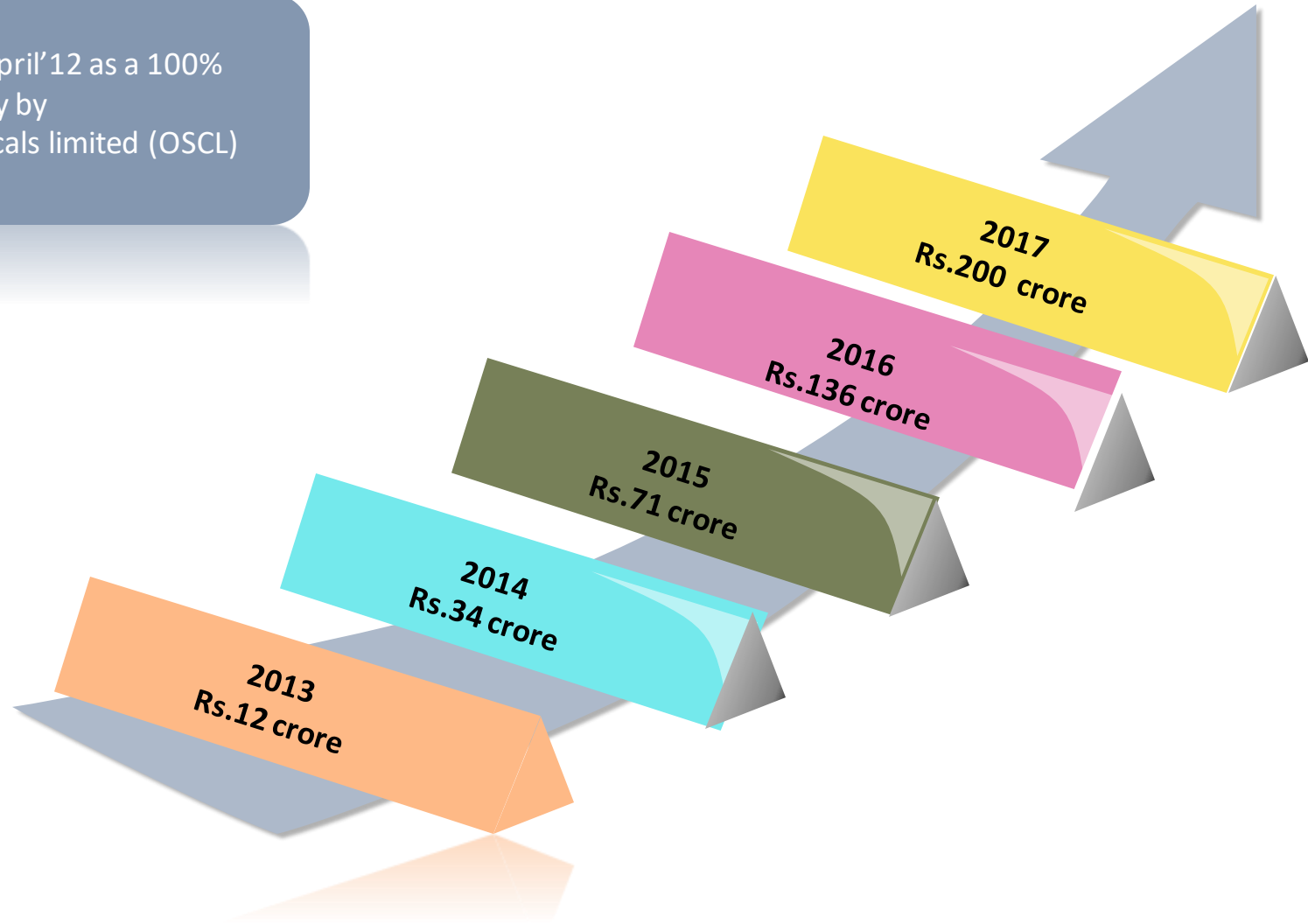
## Improves Yield

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

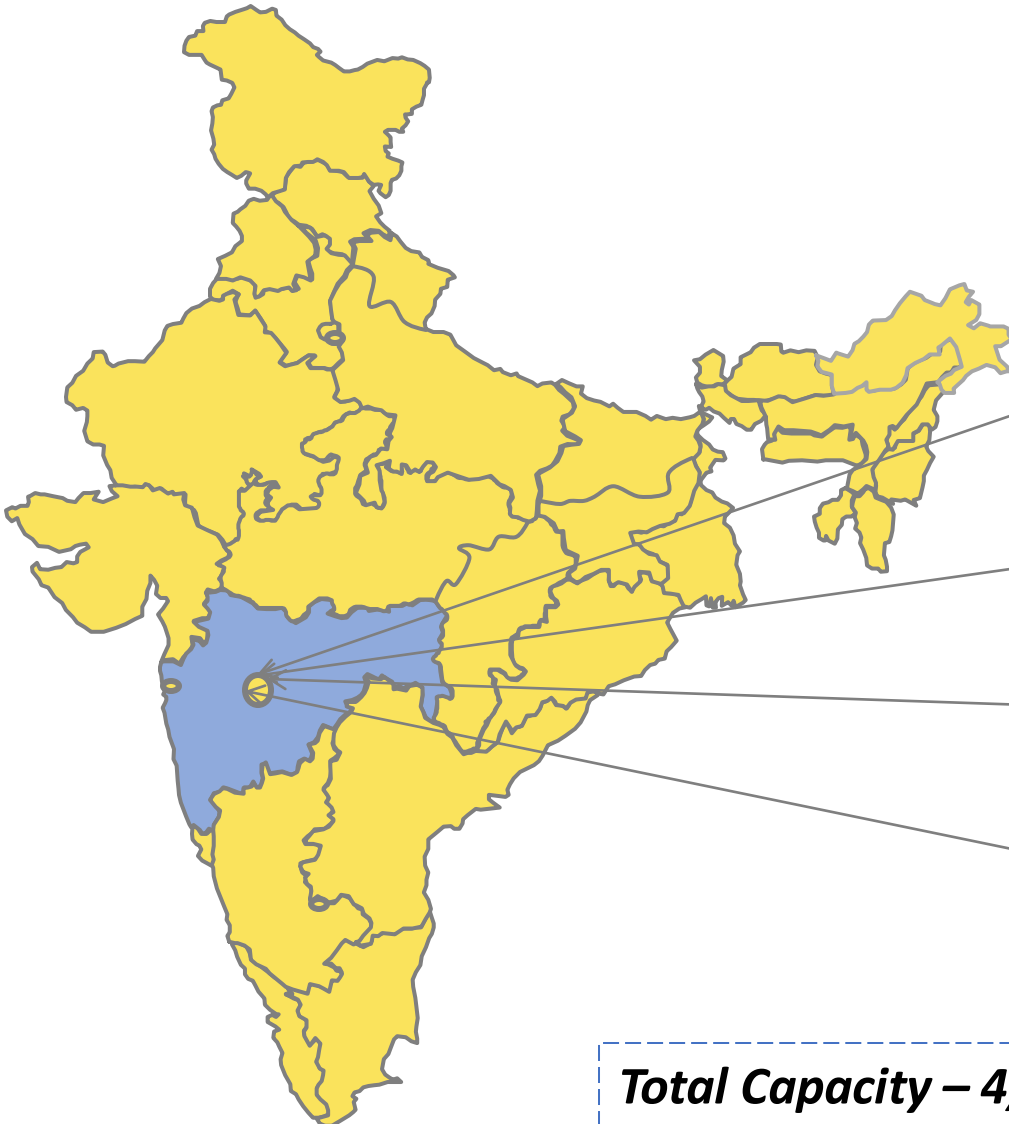
# Our Journey So Far....



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



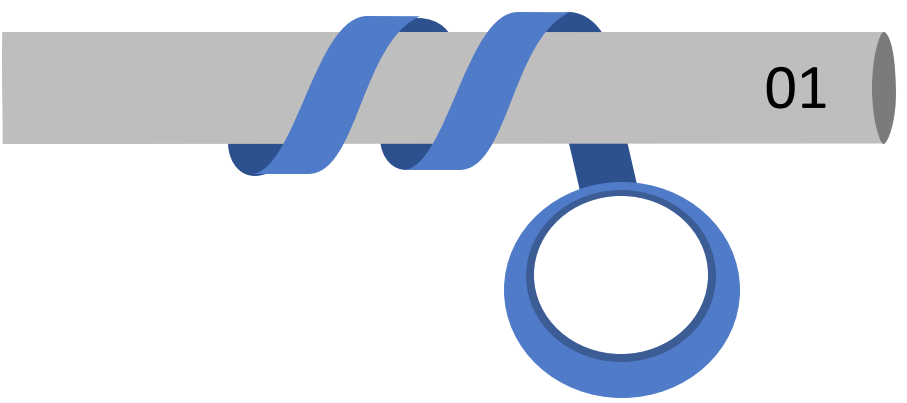
*Country	Albendazole	Fenbendazole	Oxfendazole	Closantel	Cyromazine	Halquinol	Nitroxline	PV-I	Ricobendazole	Toldimphos	Oxycloza
Korea	●	●						●		●	●
Malaysia	●		●	●			●		●	●	
Brazil	●	●	●	●	●	●	●	●	●	●	●
Merchant exporters	●	●	●	●	●		●	●	●	●	●
Pakistan	●	●	●	●			●	●			●
Peru	●	●							●		
Russia	●				●						
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

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01

## DMFs & FDA

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- 10 approved products
- 4 approved pharma zones



02

## Patents

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- 7 Process patents filed



03

## Sanctions

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- Certified WHO and C-GMP units

# 7 Process Patents Filed



**Method for the simplified production of fasciolicide and derivative**

Method for the simplified production of fasciolicide and derivative

**Process for the preparation of salicylanilide anti parasitic derivative**

Process for the preparation of salicylanilide anti parasitic derivative

**Process for the preparation of benzimidazole derivative as anthelmintic agents**

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 triazine derivative used as an insecticide

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

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**

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**

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

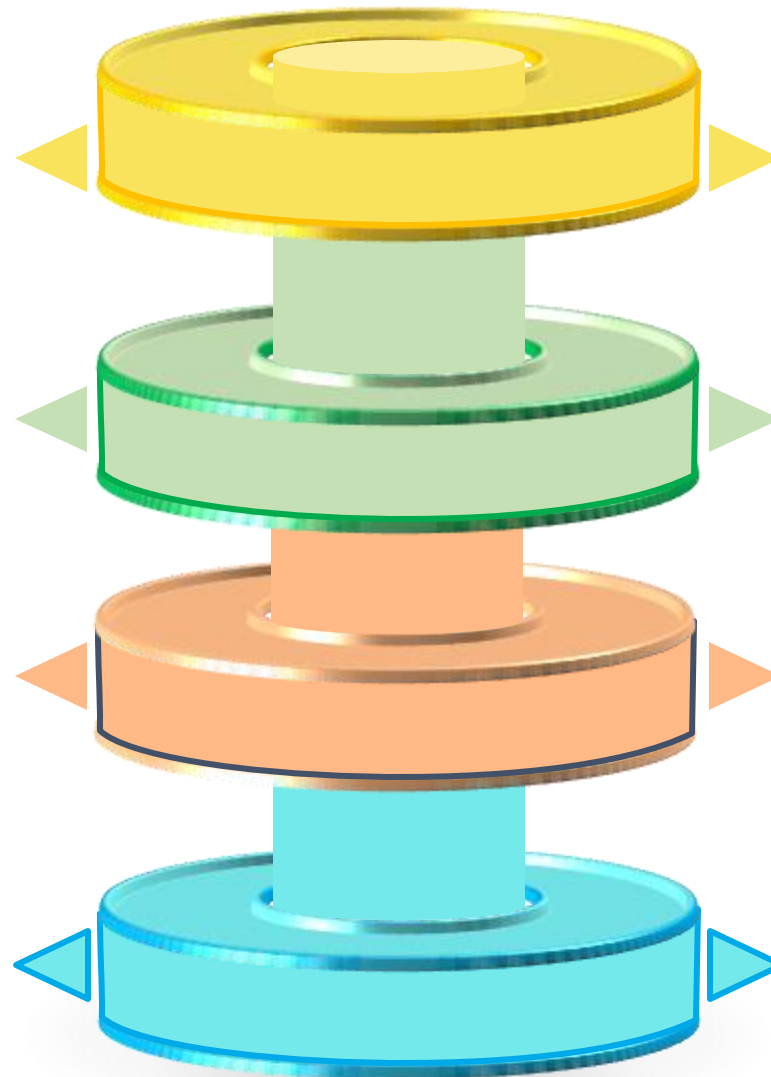
- Audit of facility for compliance
- In-process counter checks, critical sampling

- 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





## Consolidated Financial Highlights

# Quarterly & Half Yearly Profitability Highlights – Q2&H1 FY18



Rs crore	Q2 FY18	Q1 FY18	H1 FY18
<b>Revenue from Operations</b>	<b>64.53</b>	<b>61.01</b>	<b>125.54</b>
Other Income	1.35	1.30	2.65
Excise	-	2.31	2.31
Net Sales	65.88	60.00	125.88
Raw Material & Fuel costs	42.71	36.91	79.62
GP	21.82	24.10	45.92
GP Margin	33.81%	39.50%	36.58%
Employee Cost	2.57	2.37	4.94
Other costs	6.22	4.10	10.32
Total Expenditure	51.49	43.39	94.88
<b>EBIDTA</b>	<b>14.39</b>	<b>16.61</b>	<b>30.99</b>
<b>EBITDA Margin (%)</b>	<b>22.30%</b>	<b>27.22%</b>	<b>24.69%</b>
Depreciation	6.09	2.42	8.51
<b>EBIT</b>	<b>8.30</b>	<b>14.19</b>	<b>22.49</b>
<b>EBIT Margin</b>	<b>12.86%</b>	<b>23.26%</b>	<b>17.91%</b>
Interest	2.42	2.53	4.96
<b>Profit Before Tax</b>	<b>5.88</b>	<b>11.66</b>	<b>17.53</b>
Tax	(2.79)	4.62	1.83
<b>Profit After Tax</b>	<b>8.66</b>	<b>7.04</b>	<b>15.70</b>
<b>PAT Margin (%)</b>	<b>13.43%</b>	<b>11.53%</b>	<b>12.51%</b>
<b>EPS</b>	<b>3.79</b>	<b>3.08</b>	<b>6.87</b>

# Half Yearly Balance Sheet Highlights



Rs crore	As on 30th Sep 2017	As on 30th Jun 2017
<b>Shareholder's Funds</b>	<b>117.72</b>	<b>81.77</b>
Share capital	22.86	22.86
Other Equity	94.85	58.91
<b>Non-current liabilities</b>	<b>46.34</b>	<b>87.49</b>
Long term borrowings	45.92	83.22
Defer Tax liabilities	0.14	4.12
Long-Term Provisions	0.28	0.15
<b>Current liabilities</b>	<b>117.67</b>	<b>83.57</b>
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
<b>Total Equities &amp; Liabilities</b>	<b>281.73</b>	<b>252.83</b>

Rs crore	As on 30th Sep 2017	As on 30th Jun 2017
<b>Non-current assets</b>	<b>166.34</b>	<b>149.85</b>
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
<b>Financial Assets</b>		
Loans	0.71	0.62
<b>Current assets</b>	<b>115.39</b>	<b>102.99</b>
Inventories	38.51	28.72
<b>Financial Assets</b>		
Trade Receivables	65.46	60.49
Cash & Cash Equivalents	0.94	0.58
Bank Balance & Other Cash Equiv.	1.06	1.04
Loans	0.01	-
Other Current Assets	9.41	12.17
<b>Total Assets</b>	<b>281.73</b>	<b>252.83</b>





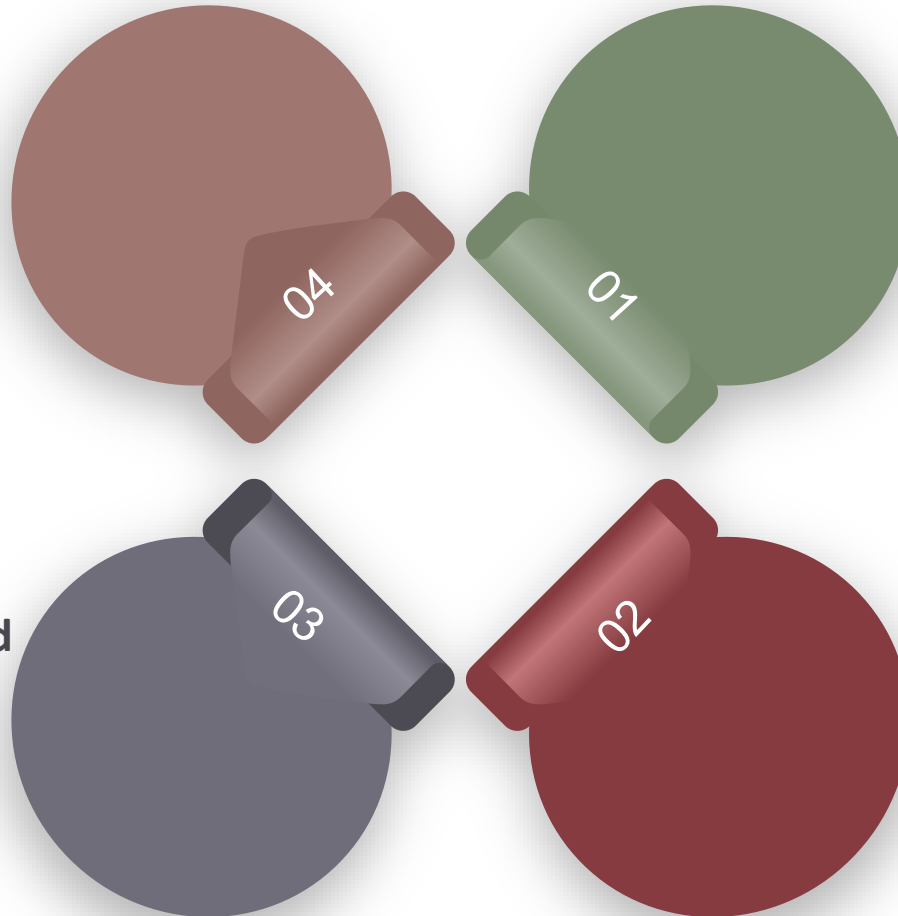
## Growth Strategies

## 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: U24233MH2016PLC274202

**Mr. Hitesh Wadhvani**

Company Secretary

[investor@lasalabs.com](mailto:investor@lasalabs.com)

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

### Investor Relations Advisors :

**Bridge Investor Relations Pvt. Ltd.**

CIN: U74900MH2016PTC273679

**Mr. Amit Sharma**

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