



LASA SUPERGENERICS LIMITED

Q4 & FY20 Investor Presentation

WE CARE



Lasa Supergenerics Limited ('Lasa') is a vertically integrated group spanning the entire animal and human healthcare value chain—from discovery-to-delivery, with established credentials in research, manufacturing and global marketing.

Lasa group is a veterinary manufacturing entity, which was acquired in April 2012.

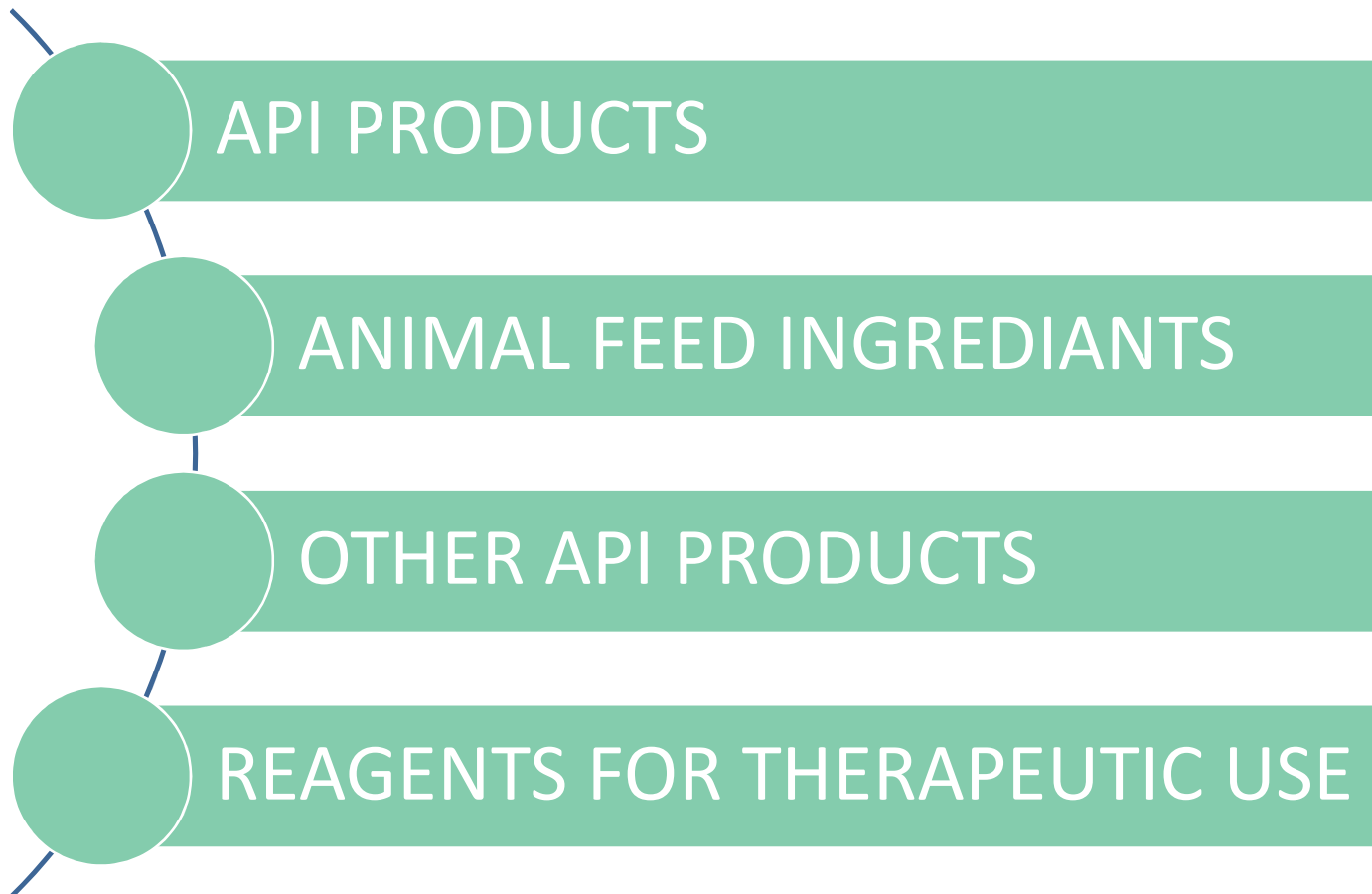
The manufacturing base of Lasa group is located at Mahad, in the Konkan region of Maharashtra. It specialises in 'catalyst chemistry' and manufactures anthelmintic/ veterinary API products with the largest production capabilities and product categories in India.

To efficiently control the supply chain, the group backward integrated its key molecules—from discovery research up to full-scale bulk production.

Lasa group's marketing footprint is entrenched across developing markets in multiple countries. Similarly, the group expects to augment its export footprint significantly in width and depth in the future.

The group has alliances with leading Indian and global animal health care conglomerates, and uses Good Manufacturing Practice (GMP) and world-class technologies in its operations. Lasa group is managed by a consortium of technocrats, including its Chairman and Managing Director Mr. Omkar P. Herlekar who are impelled by passion and propelled by niche innovation. Our leadership team, which is guided by these values, is well positioned to lead the group into the future

Looking ahead, Lasa group is determined to achieve its goal of becoming a leading force in the niche animal health care solutions. The objective on which the group was founded have always inspired sustainable growth through innovation in the last four years, and shall continue to do so in times to come





Dr. Omkar P. Herlekar - Chairman and Managing Director

Upon assuming the leadership of Lasa, Dr. Herlekar charted a multi-pronged approach for its corporate growth. Envisioning a global presence for the group, he played a pivotal role in establishing marketing set-up across and outside India. Lasa places immense focus on research. Dr. Herlekar has played a pivotal role in embryonic the group's 'Catalyst Chemistry' division that focuses on development of veterinary APIs and breakthrough innovations. His contributions are widely acclaimed in the industry circles. Under his leadership, Lasa achieved new milestones and offered several innovations with the help of 'backward integration'



Mr. Shivanand Hegde - Whole Time Director

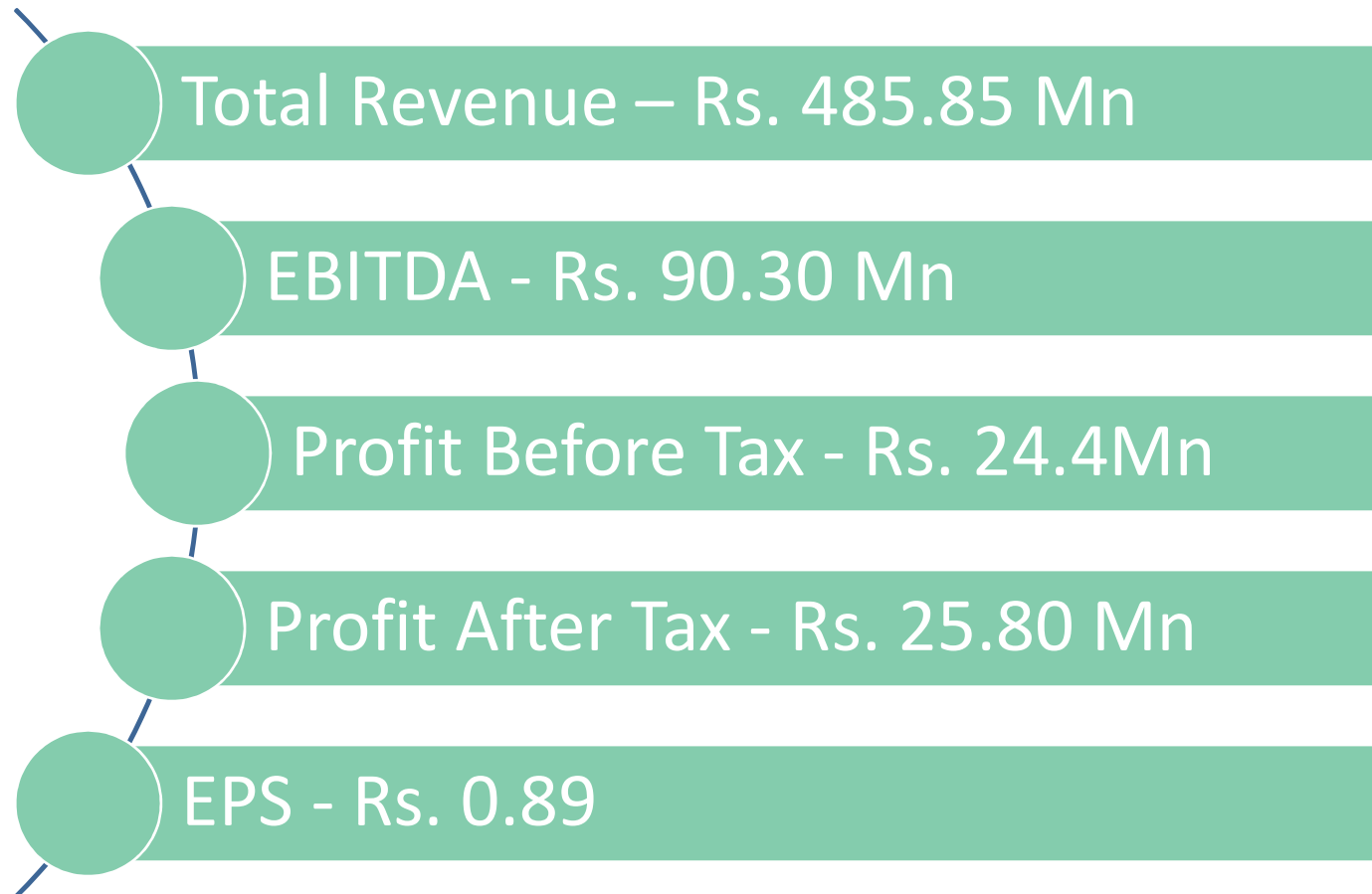
He set out his career with a vision to create a global animal health care conglomerate. Under his dynamic leadership, Lasa group has grown rapidly to attain newer milestones and the highest level of domestic and global marketing performance. Mr. Hegde is the principal architect for the progress of the group. He holds Master of Science (MSc) degree in organic chemistry with more than two decades of expertise across domestic and international marketing. His organizational skills and managerial abilities have enabled Lasa group to grow leaps and bounds and spread its wings in the regulated markets across the globe.

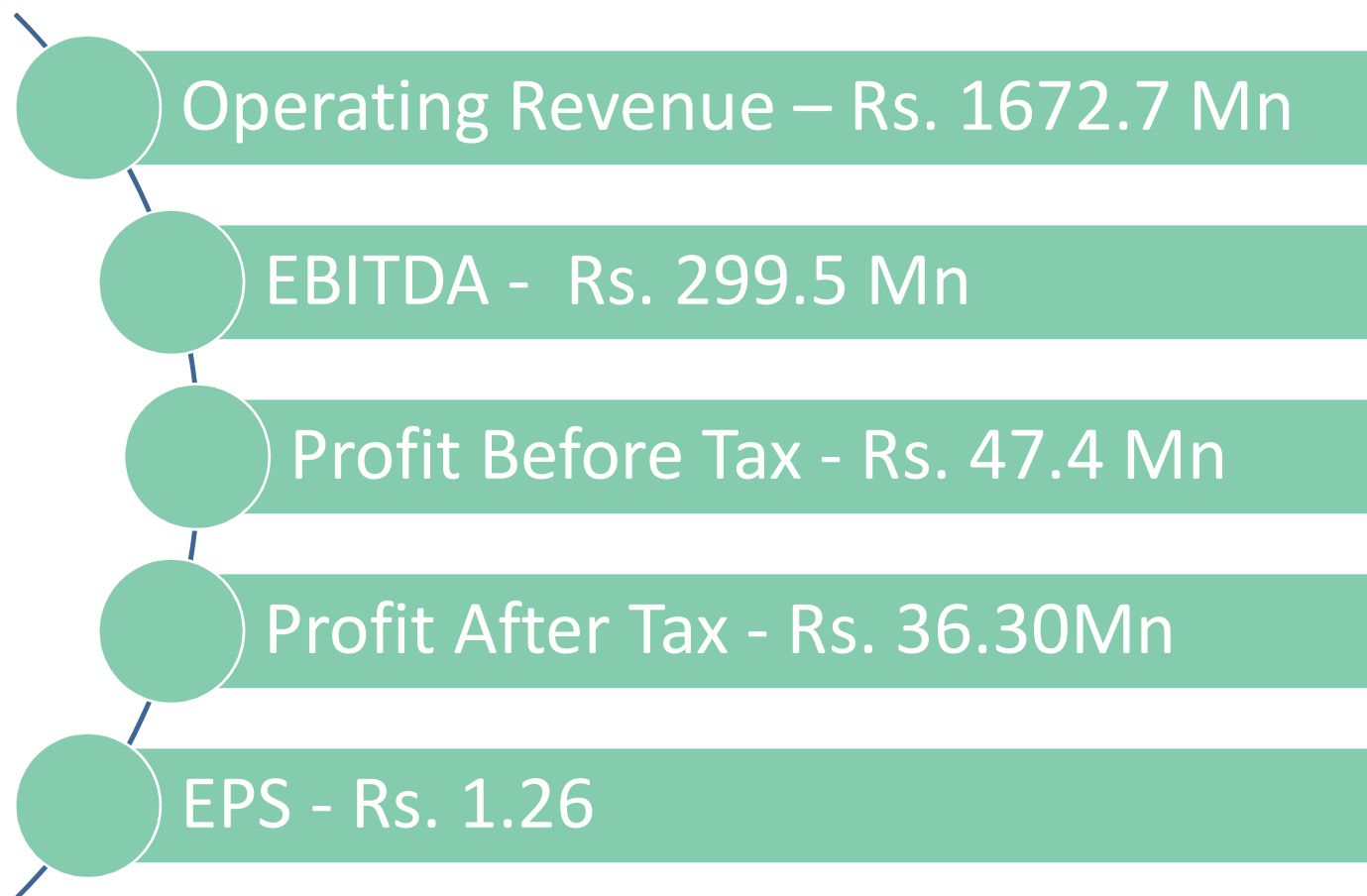


Mr. Mithun Jadhav - Whole Time Director

He holds a Diploma in Material Management (DMM) from Pune University. In addition he holds following degree – Master degree in Commerce from University of Mumbai, He has over 8 years' experience in the chemical industry in Purchase, Inventory Management & Vendor Development. Prior to joining Lasa, he has worked with Reputed organizations like Kansai Nerolac Paint Ltd, Valvoline Cummins Ltd, Nippon paint India Pvt Ltd, Deepak Novochem Ltd (Group of Deepak Nitrite

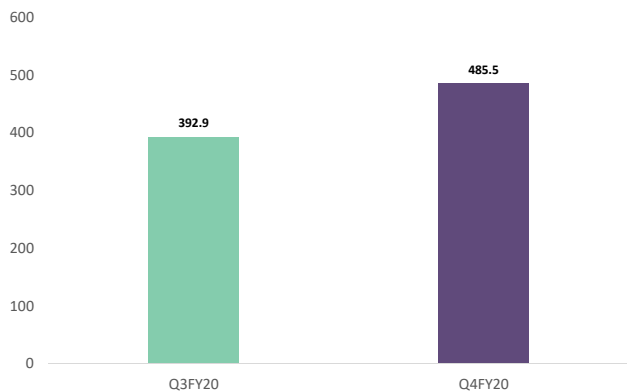
FINANCIALS



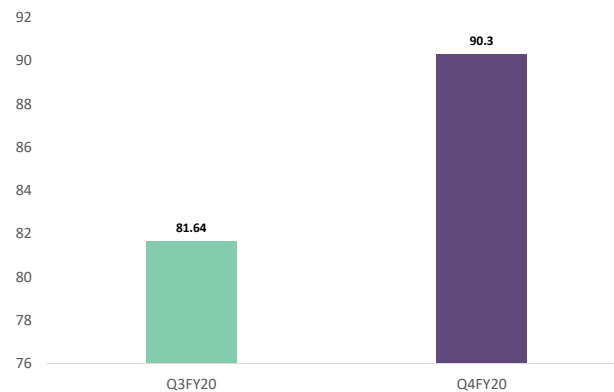


Performance Indicators – Q4 FY20 (Standalone)

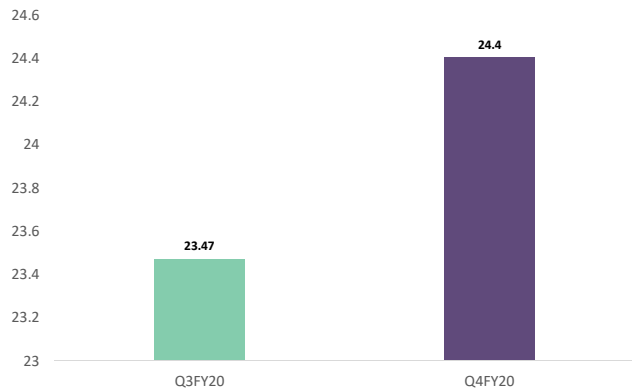
Operating Revenue (Rs. Mn)



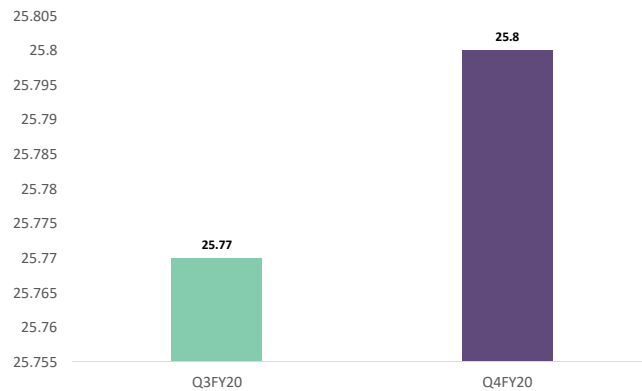
EBITDA (Rs. Mn)



Profit Before Tax (Rs. Mn)

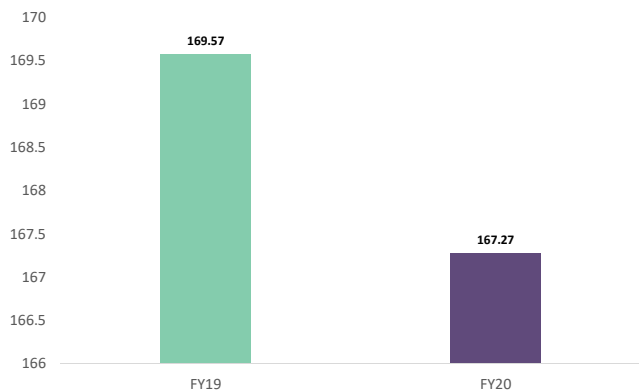


Profit After Tax (Rs. Mn)

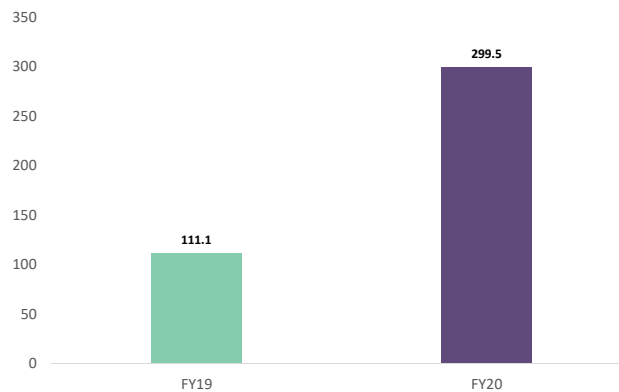


Performance Indicators – FY20 (Standalone)

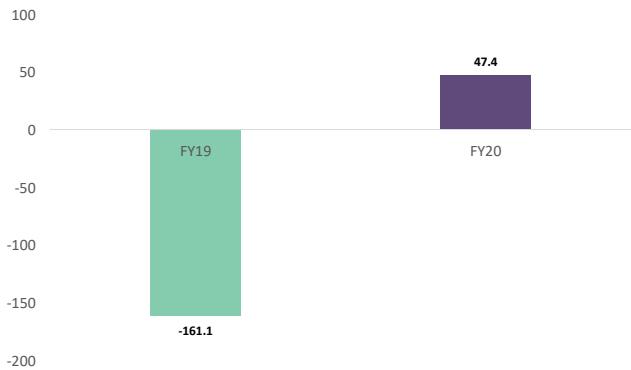
Operating Revenue (Rs. Mn)



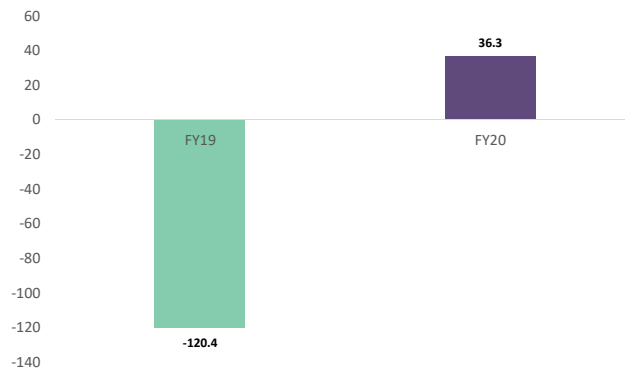
EBITDA (Rs. Mn)



Profit Before Tax (Rs. Mn)



Profit After Tax (Rs. Mn)



Q4 FY20 INCOME STATEMENT (IND-AS) (Standalone)



INCOME STATEMENT (INR Mn)	Q4-FY20	Q3-FY20	Q-o-Q	Q4-FY19	Y-o-Y
Total Revenue	486.47	393.15	23.7%	423.81	12.4%
Total Expenses	462.16	369.68	16.5%	454.10	1.8%
EBITDA	90.3	83.8	7.8%	30.7	194.1
EBITDA Margins (%)	18.59%	21.33%		7.31%	
Depreciation	43.60	43.9	-0.7%	47.8	(8.8%)
EBIT	47.30	40.10	18%	-13.5	450.4%
EBIT Margins (%)	9.74%	10.21%		-3.21	
Finance Cost	22.9	16.6	37%	16.8	36.3%
Other Income	0.61	0.26	134.6%	3.57	(82.9%)
Profit Before Tax	24.4	23.5	3.8%	-30.3	180.5%
Tax	-1.49	-2.29		-12.31	
Profit After Tax	25.8	25.76	0.2%	(17.99)	185.1%
PAT Margin (%)	5.31	6.54		(4.28)	(7.21)
Other Comprehensive Income	0.39	0		-0.08	
Total Comprehensive Income	26.19	25.76	1.7%	(18.08)	
EPS Diluted (INR)	0.89	0.89		(0.79)	

FY20 INCOME STATEMENT (IND-AS) (Standalone)



INCOME STATEMENT (INR Mn)	FY20	FY19	Y-o-Y
Total Revenue	1675.02	1700.4	-1.5%
Total Expenses	1627.66	1861.50	(12.6)%
EBITDA	299.5	111.1	169.6%
EBITDA Margins (%)	17.91%	6.55%	
Depreciation	173.4	193.08	(10.2)%
EBIT	128.4	-77.3	266.1
EBIT Margins (%)	7.68	-4.56	
Finance Cost	81	83.8	(3.3)%
Other Income	2.36	4.74	(50.2)%
Profit Before Tax	47.36	(161.02)	(70.6)%
Tax	11.07	40.72	
Profit After Tax	36.28	(120.40)	70%
PAT Margin (%)	2.17	(7.10)	
Other Comprehensive Income	0.39	(0.12)	
Total Comprehensive Income	36.67	(120.04)	70%
EPS Diluted (INR)	1.26	(5.26)	

BALANCE SHEET FY 19-20



PARTICULARS (INR Mn)	FY20	FY19	PARTICULARS (INR Mn)	FY20	FY19
EQUITIES & LIABILITIES			ASSETS		
(A) Equity			1. Non Current Assets		
1. Equity Share Capital	406.73	228.64	(A) Property, Plant and Equipment's	1459.56	1556.63
2. Other Equity	1,007.93	824.33	(B) Capital Work-in-progress	-	69.58
Total Equity	1,414.65	1,052.98	(C) Intangible Assets	62.33	60.30
			(D) Intangible assets under development	-	2.51
(B) LIABILITIES			(E) Financial Assets		
1. Non-Current Liabilities			(i) Other Investment	-	-
(a) Financial liabilities			(ii) Loans	7.52	7.37
(i) Non Current Borrowings	141.42	457.22			
(b) Provisions	4.61	3.58	(F') Deferred tax Assets (Net)	31.74	30.20
(c) Deferred Tax Liabilities (Net)	-	-	Other Non Current Assets	1,561.15	1,726.58
Total Non Current Liabilities	146.04	460.80	Current Assets		
2. Current Liabilities			(A) Inventories	263.04	316.00
(A) Financial liabilities	-	-	(B) Financial Assets	-	-
(i) Current Borrowings	203.37	230.03	(i) Investments		
(ii) Trade Payables	337.31	596.74	(ii) Trade Receivables	206.48	288.79
(iii) Other Financial Liabilities	139.31	158.70	(iii) Cash & cash equivalents	25.68	4.21
(B) Other Current Liabilities	29.53	60.79	(iv) Other Bank balances	34.94	22.64
(C) Provisions	40.57	24.91	(v) Loan	0.50	0.50
(D) Current tax liabilities (net)	9.07		(vi) Other	228.08	226.23
Total Current Liabilities	759.18	1,071.17			
Total Liabilities	905.22	1,531.97	Total Current Assets	758.74	858.37
GRAND TOTAL - EQUITIES & LIABILITIES	2,320	2,585	GRAND TOTAL – ASSETS	2,320	2,585

GALLERY



Rencal – Unit 3

Mahad – Unit 1

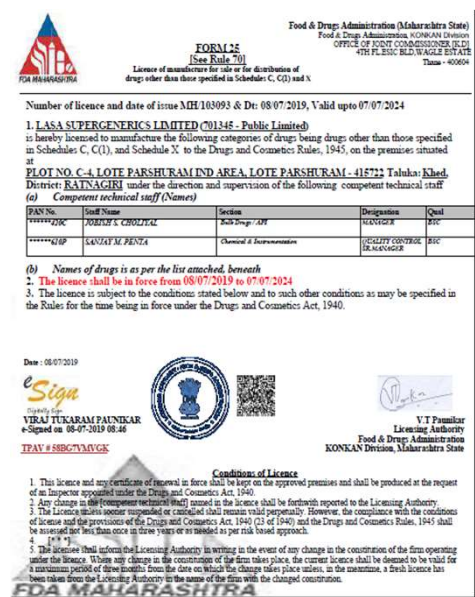
Urdhwa – Unit 2



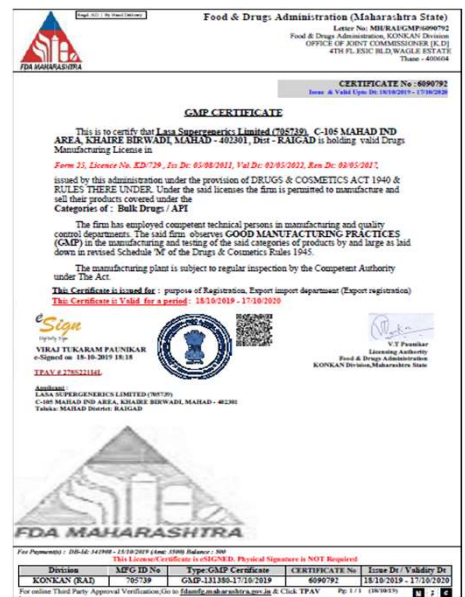
CERTIFICATIONS



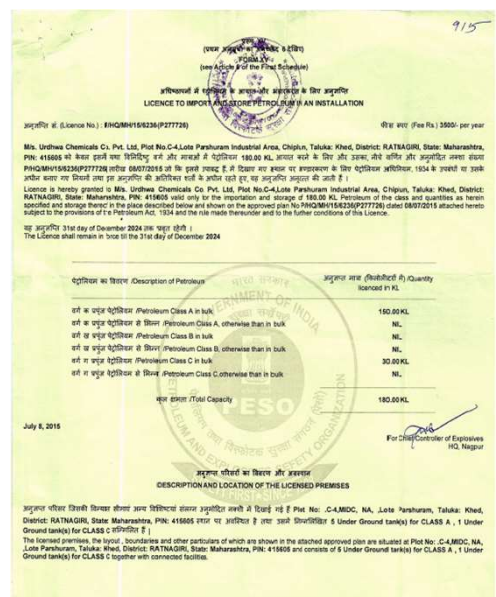
ISO 9001:2015 Certificate



Albendazole License – FDA (M.S)



Good Manufacturing Certificate – FDA (M.S)



PESO License

CORPORATE SOCIAL RESPONSIBILITY



Disclaimer



No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of LASA Supergenerics Limited ("Company" or "LASA"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Concept IR Disclaimer: Concept IR is an Independent Investor Relations Management Service company. This Presentation has been prepared by Concept IR based on information and data which the Company considers reliable, but Concept IR and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Concept IR also hereby certifies that the directors or employees of Concept IR do not own any stock in personal or company capacity of the Company under review.

THANK YOU

Mr. Hitesh Wadhvani
Lasa Supergenerics Ltd
Tel: 7798888147
E-mail: hitesh@lasalabs.com

Mr. Gaurav Girdhar
Concept Investor Relations
Tel: +022 40558934 / 7798232425
E-mail: gaurav.g@conceptprcom