



SANJIVANI PARANTERAL LIMITED

INVESTOR PRESENTATION
FEBRUARY 2023



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COMPANY OVERVIEW



Sanjivani Paranteral is a WHO-GMP certified core pharmaceutical company and a pioneer in the manufacturing of injectables and oral solids with over 25 years of experience. We primarily focus on life-saving drugs and have exports to over 25 countries, we cater to the needs of such vast geographic area through our two WHO-GMP certified manufacturing facilities that are based in Mumbai and Dehradun. We have a dedicated quality assurance team that uses the strictest regulatory measures possible to ensure quality and eliminate margin of error. As a result of these core competencies, Sanjivani has always had an upper hand over its competitors and have had the opportunity to work with some of the pharmaceutical giants like Macleod's Pharmaceutical, Gland Pharma etc





VISION

To be one of India's best research-based pharmaceutical companies, through focus on quality and customer satisfaction

To bring forth a new paradigm of products & services which lead to unprecedented growth for our stakeholders, customers, strategic partners & team members

To grow the company on the foundation of Passion, Performance & Partnership



MISSION

Creating a world-class organization offering products, services & paradigms that open up new worlds of opportunities



VALUES

1. Quality

Products that we are proud of

3. Growth for all stakeholders

Exceeding Customer expectations is our success-mantra

2. Customer Satisfaction

Exceeding Customer expectations is our success-mantra

4. Professionalism

People you love to work with. A culture of innovative thinking, backed by disciplined execution



Mr. Ashwani Khemka

Chairman & Managing Director



Mrs. Mrunmai Sarvankar

Director



Mr. Shrenikkumar P. Solanki

Director



Mr. Srivardhan Khemka

Director



Mr. Hitesh Khona

Chief Financial Officer



Manufacturing Plants





MANUFACTURING CAPACITY

NAVI MUMBAI

Injectables

6 million
Ampoules per month



1 million
Dry powder
Vials per month



0.5 million
liquid Vials (upto 30ml)
Per month

DEHRADUN

Oral Solids & Nutraceuticals

42 million
Tablets per month



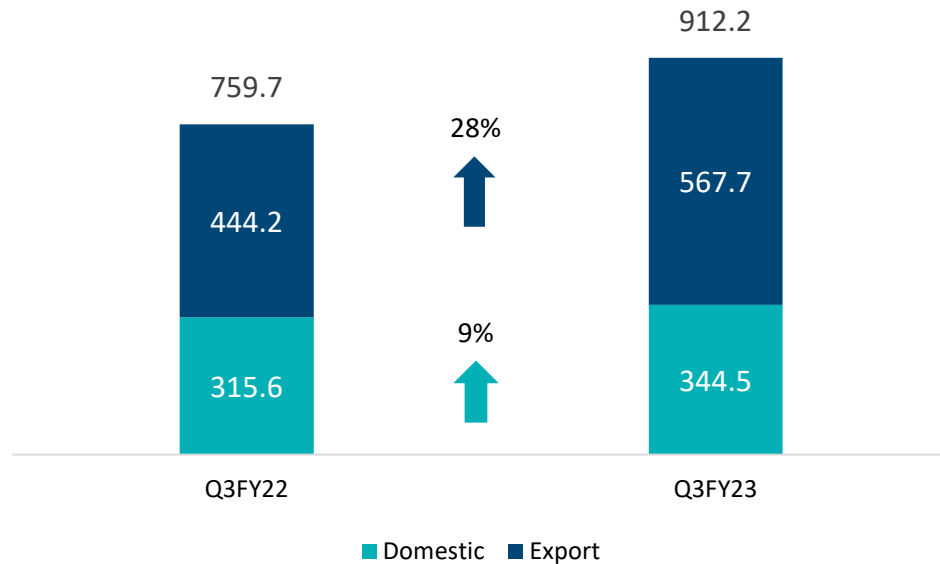
1 million
Capsules Per month
(Small batch size possible)



Financials Overview

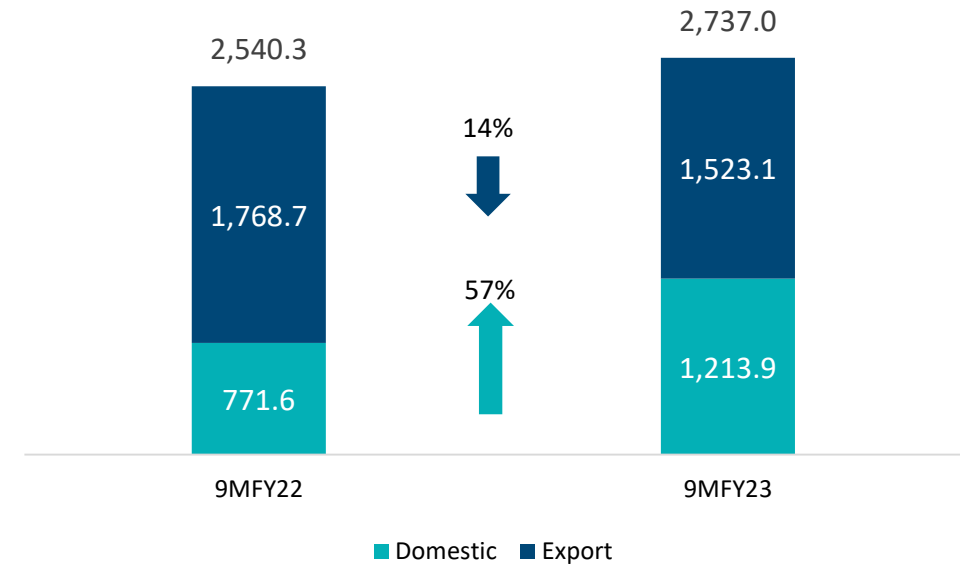


Q3FY23 YoY Analysis – Total Revenue



Division Revenue Share	Q3FY22	Q3FY23
Domestic	41.5%	37.8%
Export	58.5%	62.2%

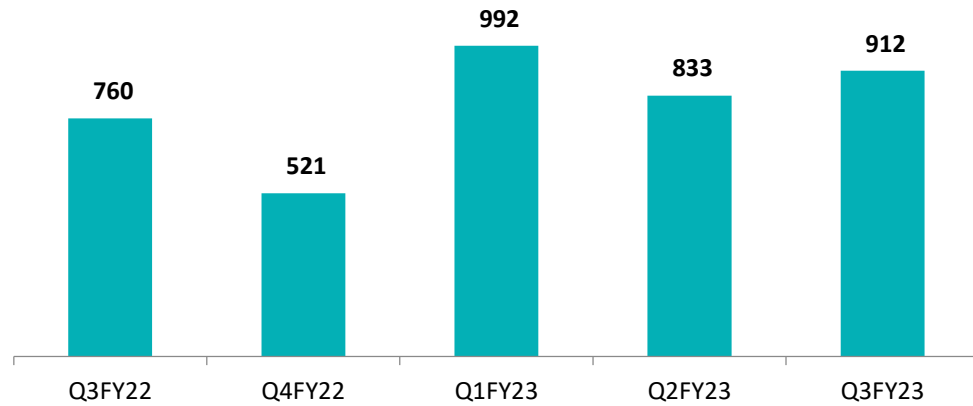
9MFY23 YoY Analysis – Total Revenue



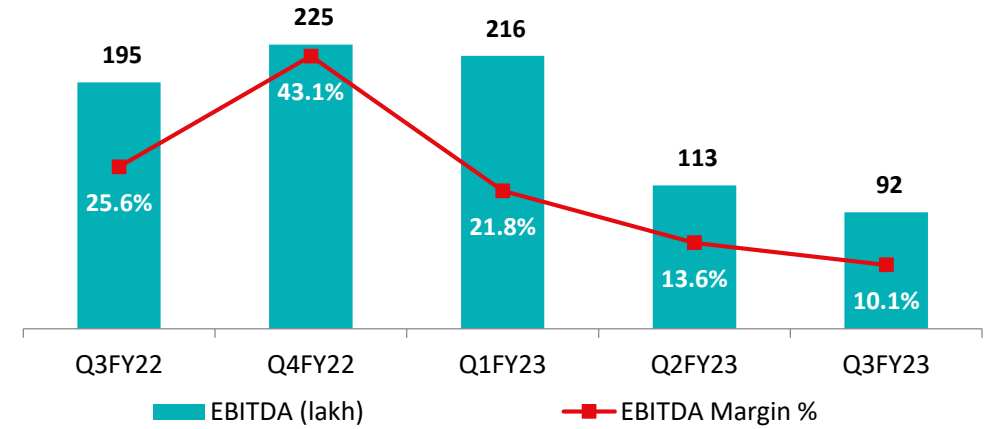
Division Revenue Share	9MFY22	9MFY23
Domestic	30.4%	44.4%
Export	69.6%	55.6%

Quarterly Financial Overview

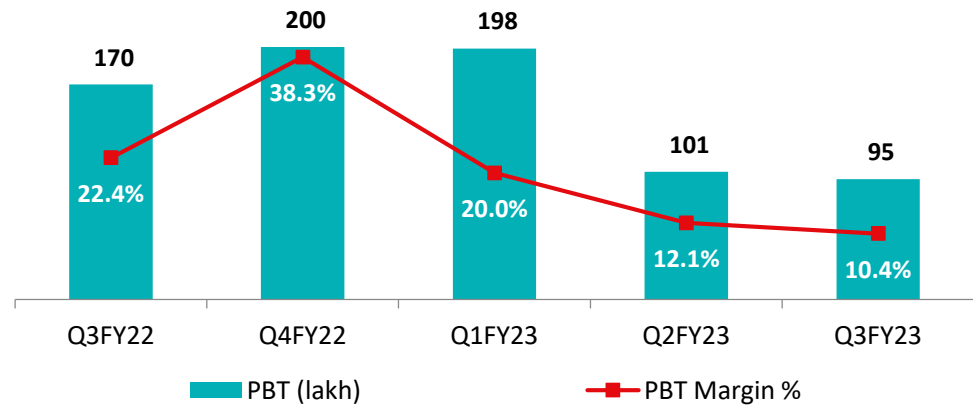
Revenue



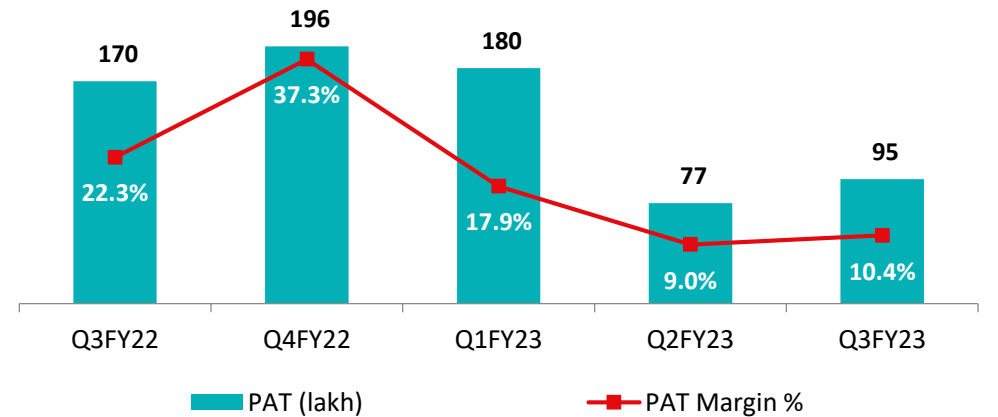
EBIDTA & EBIDTA Margin



PBT & PBT Margin



PAT & PAT Margin



Q3 FY23 Profit & Loss Statement

Particulars (Rs. In Lakh.)	Q3 FY23	Q3 FY22	YoY%	Q2FY23	QoQ%
Revenue From Operations	912	760	20%	833	9%
Cost of Goods Sold	571	294	95%	475	20%
Gross Profit	341	466	-27%	359	-5%
Gross Margin %	37.4%	61.4%	NA	43.0%	-
EBITDA	92	195	-53%	113	-19%
EBITDA Margin %	10.1%	25.6%	-	13.6%	-349bps
EBIT	70	173	-	92	-24%
EBIT Margin %	7.6%	22.8%	-	11.0%	-
Other Income	31	3	-	17	86%
Profit Before Tax	95	170	-	101	-6%
PBT Margin %	10.4%	22.4%	-	12.1%	-
Profit After Tax	95	170	-44%	77	25%
PAT Margin %	10.4%	22.4%	-	9.2%	126bps
EPS (Rs.)	0.95	1.7	-	0.76	25%

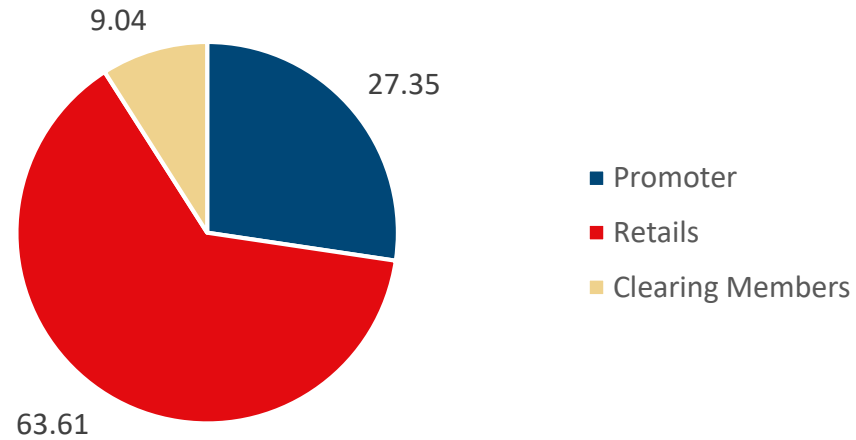
9M FY23 Profit & Loss Statement

Particulars (Rs. In Lakh)	9M FY23	9M FY22	YoY%	FY22
Revenue From Operations	2,737	2,540	8%	3,061
Cost of Goods Sold	1,507	1,371	10%	1,230
Gross Profit	1,230	1,169	5%	1,831
Gross Margin %	45.0%	46.0%	-106bps	59.8%
EBITDA	421	403	4%	573
EBITDA Margin %	15.4%	15.9%	-48bps	18.7%
EBIT	355	338	5%	485
EBIT Margin %	13.0%	13.3%	-34bps	15.8%
Other Income	59	18	228%	24
Profit Before Tax	395	343	15%	488
PBT Margin %	14.4%	13.5%	90bps	15.9%
Profit After Tax	351	343	2%	485
PAT Margin %	12.8%	13.5%	-85bps	15.8%
EPS (Rs.)	3.52	3.43	3%	4.85

Balance Sheet

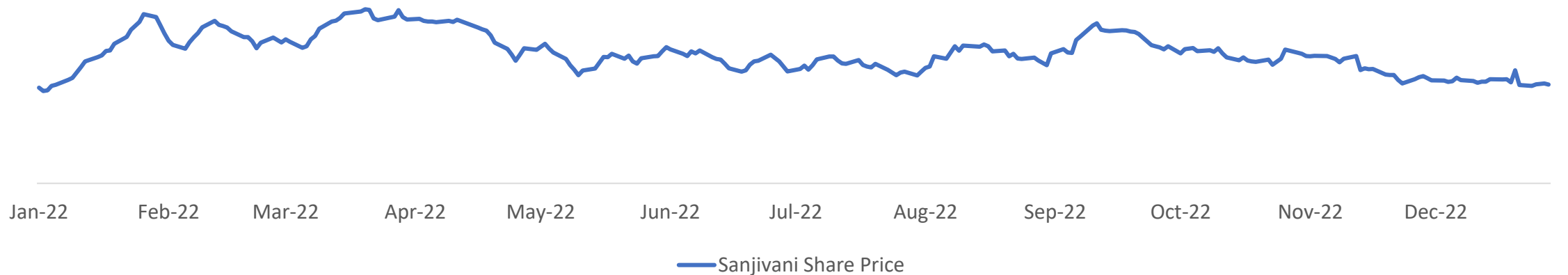
Particulars (Rs. In Lakh)	Sep-22	Mar-22	Particulars (Rs. In Lakh)	Sep-22	Mar-22
Equities & Liabilities			Assets		
Equity Share Capital	999.8	999.8	Non-Current Assets		
Other Equity	-1,501.9	-1,758.1	Property, Plant & Equipment	726.2	742.2
Total Shareholder's Funds	-502.1	-758.3	Capital Work In Progress	0.0	0.0
			Other Intangible Assets	0.0	0.0
Non-Current Liabilities			Non Current Financial Assets		
Long-term Borrowings	75.1	274.8	Non-Current Investments	5.0	5.0
Other Financial Liabilities	91.0	91.6	Trade Receivable	8.2	2.9
Other Long-term Liabilities	32.4	32.4	Long Terms Loans & Advances	20.1	197.4
Total of Non-current liabilities	198.5	398.8	Other Non Current Assets	25.8	109.7
			Total Non-Current Financial Assets	59.1	315.0
Current Liabilities			Total – Non-Current Assets	785.4	1,057.2
Short Term Borrowings	0.0	0.0	Current Assets		
Trade Payables	1,171.7	1,144.4	Inventories	177.9	174.7
Other Short Term Liabilities	285.7	332.4	Current Financial Assets		
Short Term Provisions	106.9	71.0	Trade Receivables	382.4	492.0
Other Current Liabilities	454.3	641.6	Cash & Cash Equivalents	28.2	33.9
Sub-Total -Current Liabilities	2,018.6	2,189.3	Short Term Loans & Advances	35.8	23.4
Total Liabilities	1,715.1	1,829.9	Other Current Assets	305.4	48.7
			Total Current Financial Assets	751.8	598.0
			Total Current Assets	929.7	772.7
			Total Assets	1,715.1	1,829.9

Share Holding Pattern



Stock Information (as on 31st December 2022)

Market Cap. (in crores)	38.5
Stock Price	38.9
52 Week (High / Low)	71.45 / 32.95
BSE – Symbol	531569
Free Float (No. of Shares)	72,63,514
Average Daily Volume (3months) - BSE	45.2



Thank You



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