

*YOUR TRUSTED
ASSOCIATE IN
HEALTHCARE*

EARNINGS PRESENTATION

H1 FY22



SAFE HARBOR

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. ANG Lifesciences India Ltd., will not be in anyway responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to Reflect subsequent events or circumstances





Financial Highlights H1 FY-22



ANG LIFESCIENCES
INDIA LIMITED

Consolidated Figures – Financial Highlights



H1 FY-22

Revenue from operations **315%**

Rs. 215.54 Cr



EBITDA

756%

Rs. 49.09 Cr

(EBITDA Margins: 23%)



Profit after tax

2221%

Rs 33.78 Cr

(PAT Margins: 15.5%)



(Rs Cr)	H1 FY-22	H2 FY-21	H2 Vs H1
Revenue from operations	215.54	68.38	315%
Cost of material consumed	129.03	48.54	
Gross Profit	86.51	20.01	
Gross Profit margin	40%	30%	
Employee expenses	9.36	7.63	
Other expenses	22.63	12.77	
EBITDA	49.09	6.49	756%
EBITDA margin	23%	9.0%	
Finance cost	2.26	1.54	
Depreciation	1.72	0.75	
PBT	45.09	2.79	1615%
Tax Expenses	11.30	1.32	
PAT	33.78	1.52	2221%
PAT margin	15.5%	5.6%	
EPS	32.60	1.52	2144%

Consolidated Figures – Financial Highlights



H1 FY-22


Revenue from operations **249%**
Rs. 215.54 Cr



EBITDA **526%**
Rs. 49.09 Cr
 (EBITDA Margins: 23%)



Profit after tax **614%**
Rs 33.78
 (PAT Margins: 15.5%)



(Rs Cr)	H1 FY-22	H1 F-Y21	YoY
Revenue from operations	215.54	86.55	249%
Cost of material consumed	129.03	59.71	
Gross Profit	86.51	26.84	
Gross Profit margin	57.6%	26.83%	
Employee expenses	9.36	6.03	
Other expenses	22.63	10.10	
EBITDA	49.09	9.33	526%
EBITDA margin	23%	11%	
Finance cost	2.26	1.42	
Depreciation	1.72	0.56	
PBT	45.09	7.35	613%
Tax Expenses	11.30	1.85	
PAT	33.78	5.50	614%
PAT margin	15.50%	5.6%	
EPS	32.60	5.5	587%

Consolidated Figures – Financial Highlights



Abridged Balance Sheet (Cr)	H1 FY-22	FY-21
Shareholders' Funds	75.04	41.58
Total Borrowings	94.59	42.74
Trade Payables	42.81	8.85
Other Liabilities	51.03	50.48
Total Liabilities	263.47	143.65
Fixed Assets (inc CWIP)	94.02	23.86
Inventories	24.10	19.25
Trade Receivables	101.45	58.74
Cash, Bank & Investments	4.31	3.86
Other Assets	22	18
Total Assets	263.47	143.65

Net Cash flow from Operations Rs 22.51 Cr was paid to M/s Ind- Swift Ltd as against acquisition cost of 60 Cr. Balance payment of Rs 37.48 CR will be paid in Equal Annual installment in subsequent years.(Note 3)

Fixed assets increased to 94.02 Cr from 23.86 Cr & Mansa Printers and publishers has increased the Total fixed Assets by 11.6 Cr and Long term liabilities 8.8 Cr

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EBIDTA Margin has been improved from 9 % to 23%.

Net Profit Margin has been improved from 5.6 % to 15.5%.

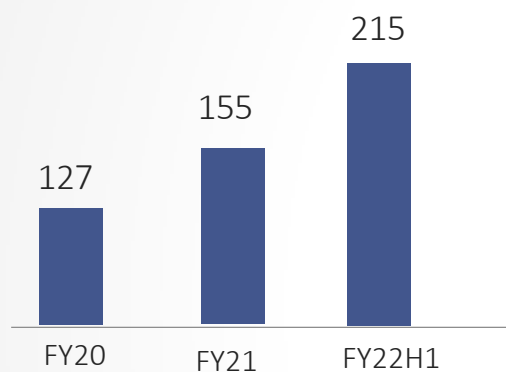
Note :

1. Other Liabilities : Deferred Tax Liabilities, Current Tax Liabilities, Other Financial Liabilities , Long term & short Provisions.
2. Other Assets : Intangible Assets, Other Financial Assets, Deferred tax asset, short term loans and Other Non-current and Current Assets.
3. Repayment of Long term borrowing in consolidate cash flow.

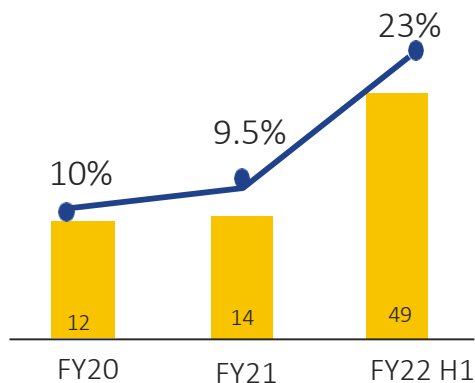
Financial Highlights



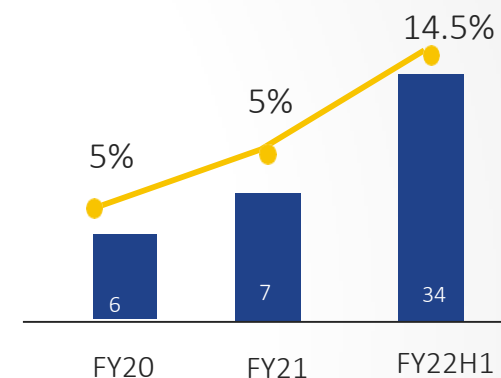
Operational Revenue (CR)



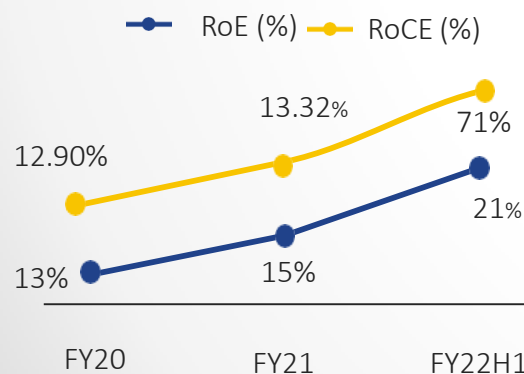
EBITDA (CR) & EBITDA Margins (%)



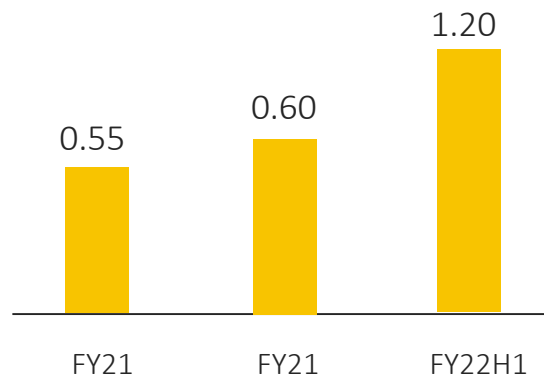
PAT (Cr) & PAT Margins (%)



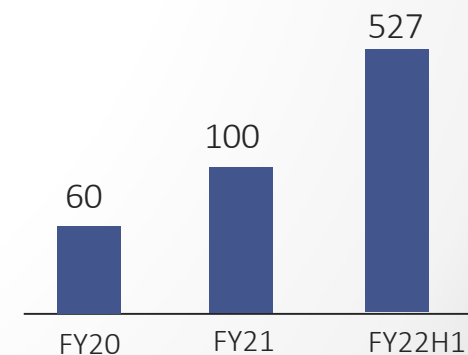
ROCE & ROE



Debt to Equity Ratio



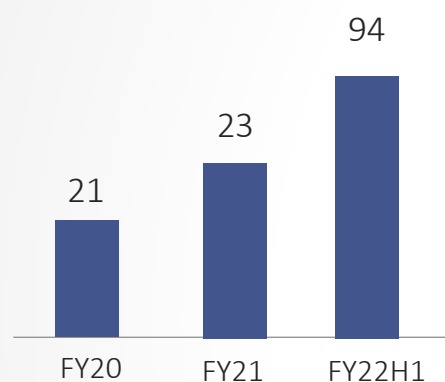
Enterprise Value (CR)



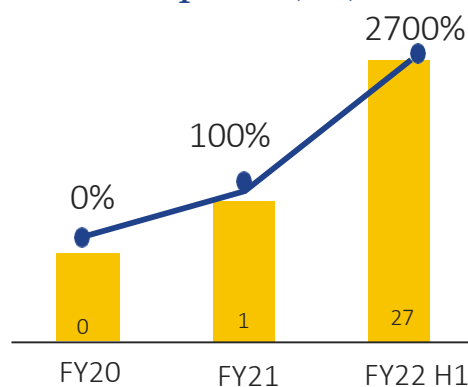
Financial Highlights



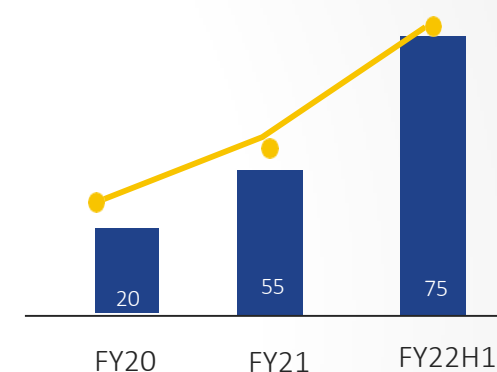
Net Block of Fixed Assets (Cr)



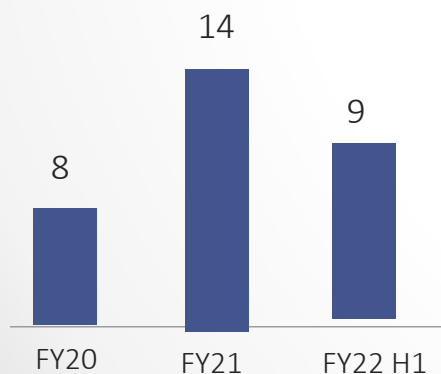
Exports (Cr)



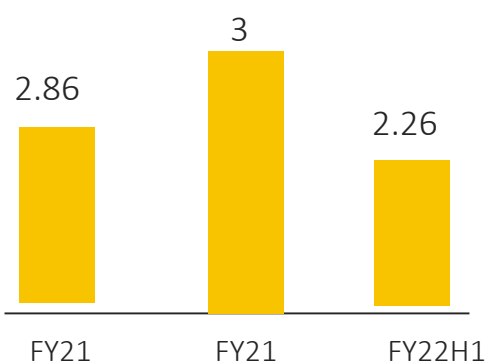
Book Value(Cr)



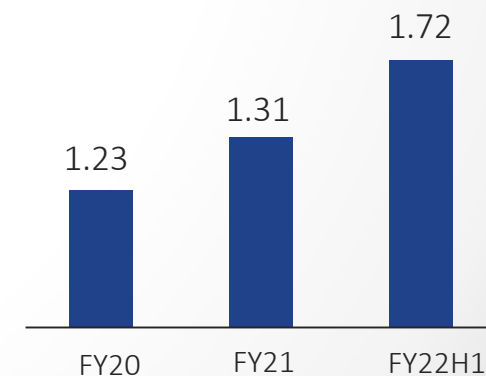
Employee Expense (Cr)



Finance Cost (Cr)



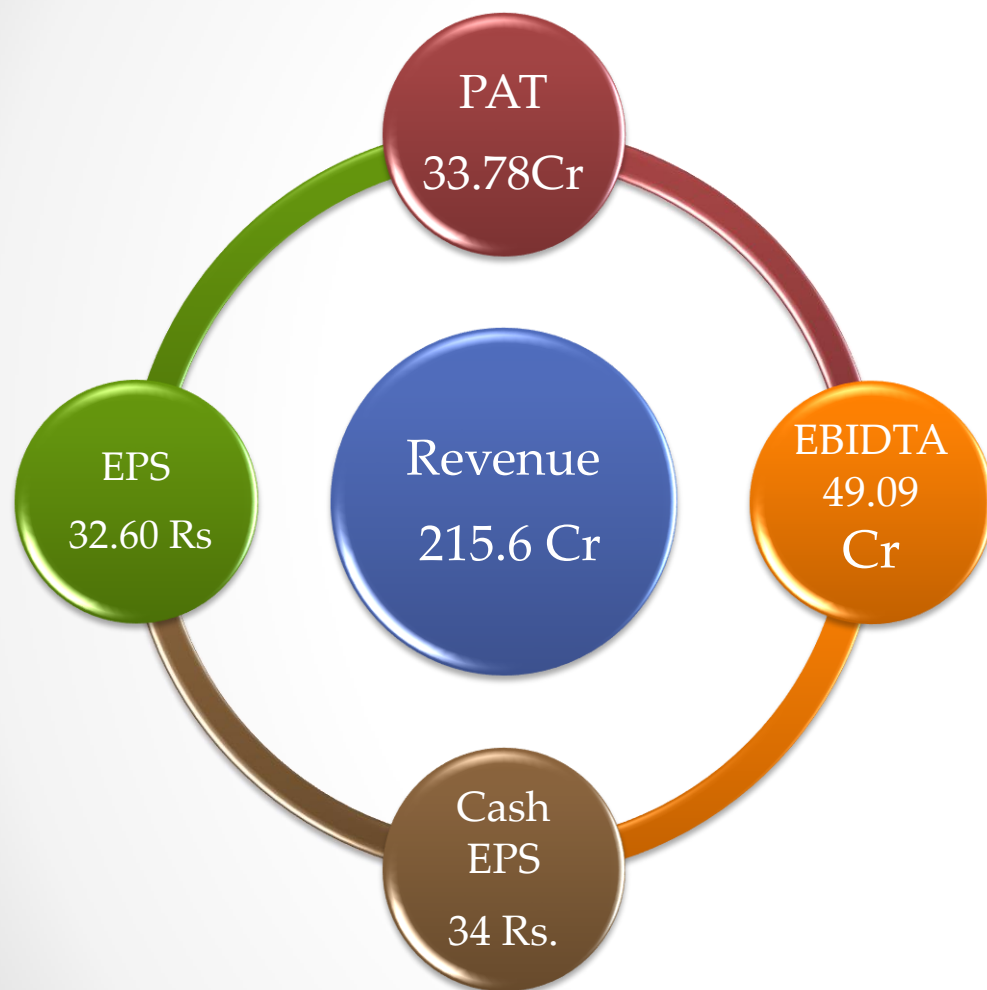
Depreciation(Cr)



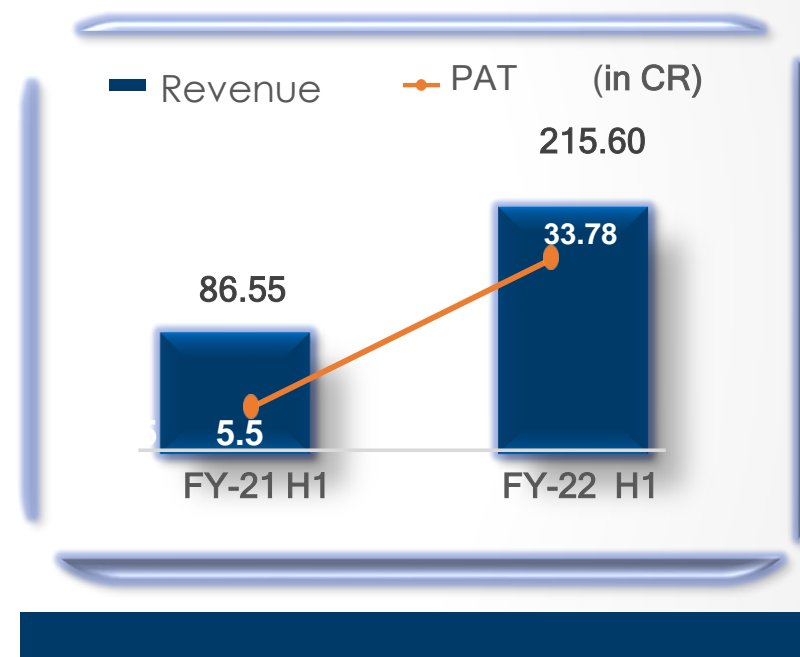
Note:- Exports Include Deemed(3rd party) export also

Source: Consolidated Financial Statements H1 FY22

Financial Snapshot H1 FY22



Revenue up 2.5x and PAT up 6x

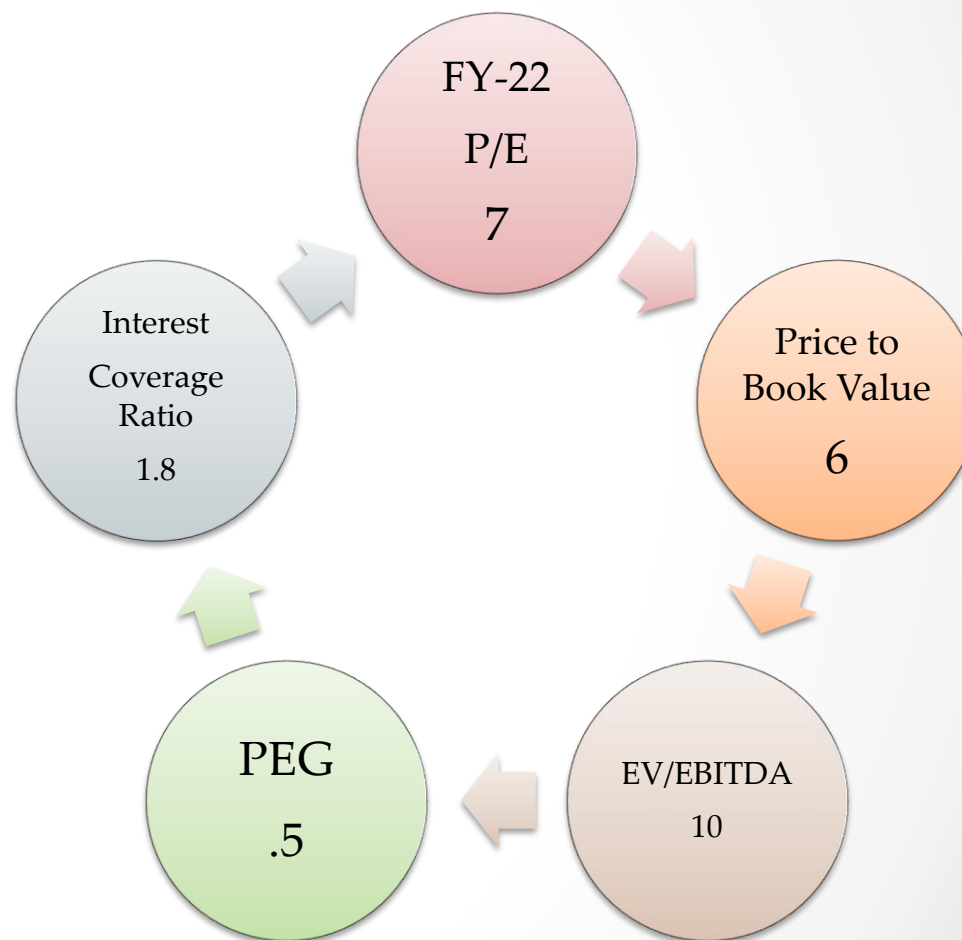
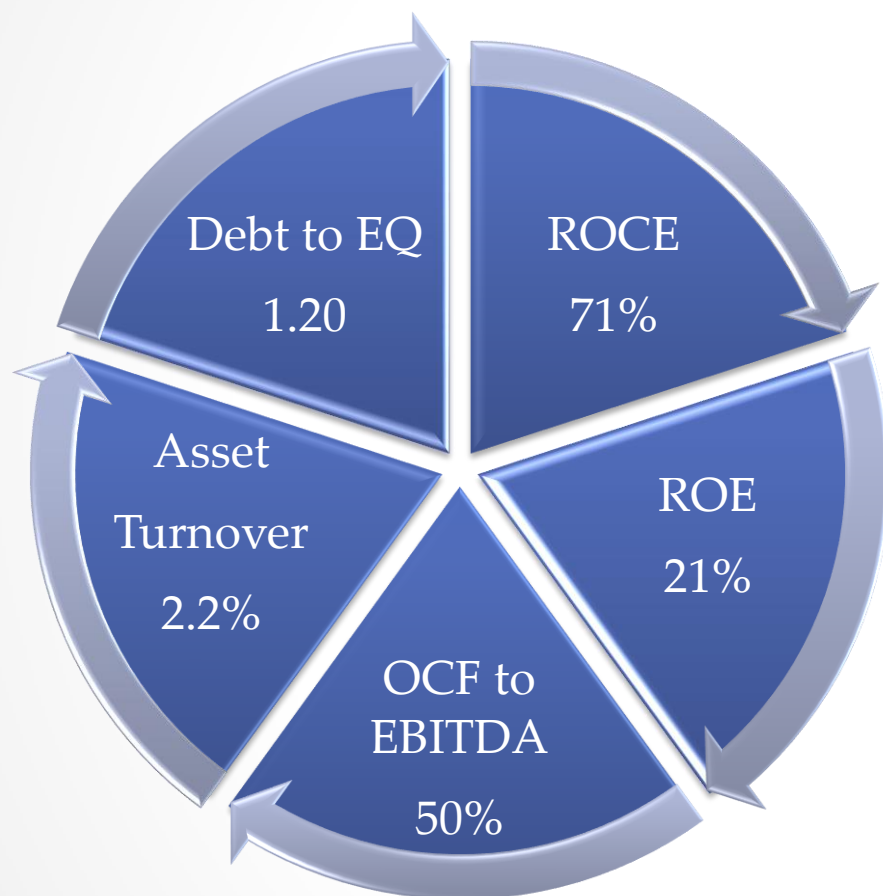


✓ Long term Debt 23 CR

✓ Maintained ROCE at $\geq 22\%$ over last 6 years

✓ Currently Among the highest **Cash flow Generating** companies in the industry

Current Key Ratios - H1 FY22

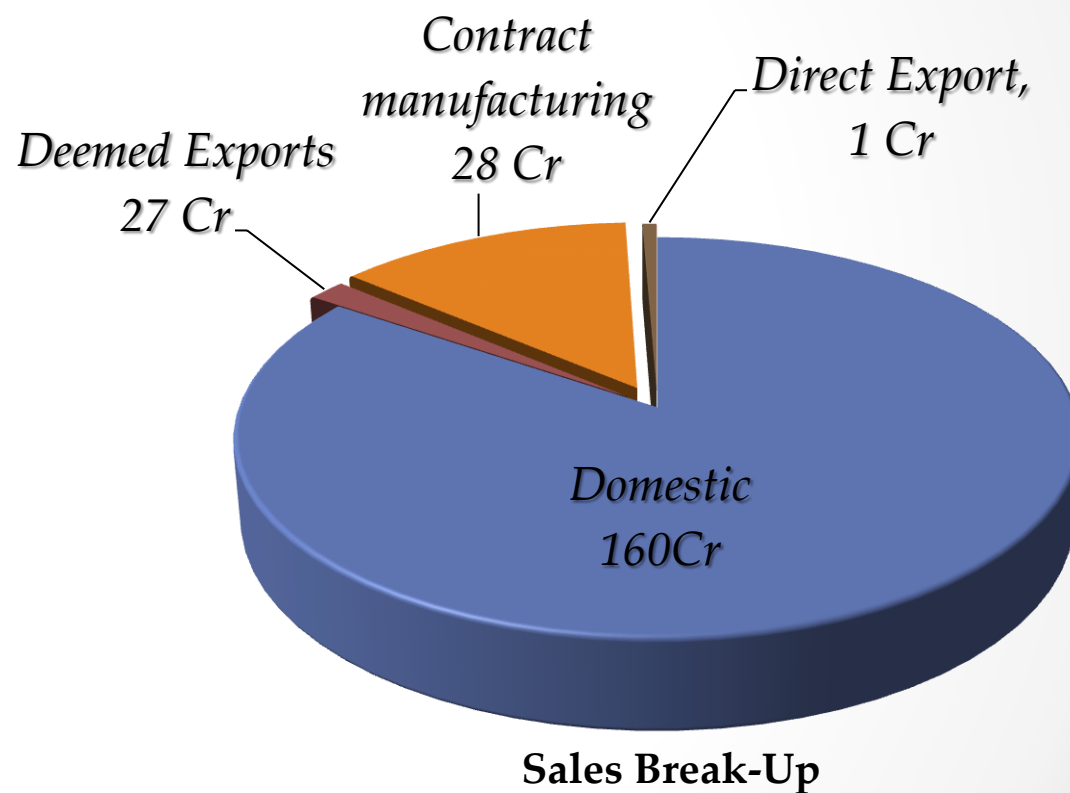


Sale Description



Sale Description (Cr)

Particulars(Cr)	FY21 H1	FY22 H1
DOMESTIC SALE	85.55	160
DIRECT EXPORT	0	1
DEEMED EXPORT	1.05	28
TOTAL TURNOVER	86.55	215



ANG has targeted to Submit Dossiers for 250 + products for registrations in countries like Latin America, South East Asia & African countries by FY2023-24.

Professional Management



Mr. Rajesh Gupta

Managing Director

20+ Years of experience in the pharmaceutical industry is involved in the operations of the company since 2006, and a fulltime director of the company since 2006. He is responsible for the overall management of the company and specifically for marketing and manufacturing.

Mrs. Saruchi Gupta

Non Executive Director

Commerce graduate with 15 years of experience. Extensive experience in all verticals of finance and accounts.

Responsible for Corporate finance, Accounts & taxation. Her association with the company is since inception.

Mr. Subodh Sharma

CFO

MBA in Finance with 35 Years Experience in Finance, Accounts & Commercial areas. He is responsible for relationship management with lenders and bankers for fundraising and managing company financials. He is associated for last 1.5 Years with the company

Mr. Anjani Kumar Singh Plant Head –

B Pharm with 31 Years of Rich working experience in Mfg and Packaging. He is associated with company since 2021.

Mr. Ajai Kumar DGM plant Manufacturing –

B.SC,D Pharm with 19 Years of work experience. He is associated with company since 2015.

Mr. Satish Mahajan (DGM-HR & Admin)

Arts graduate with 37 years of experience. Extensive experience in HR and Admin. He associated with the company since 2014.

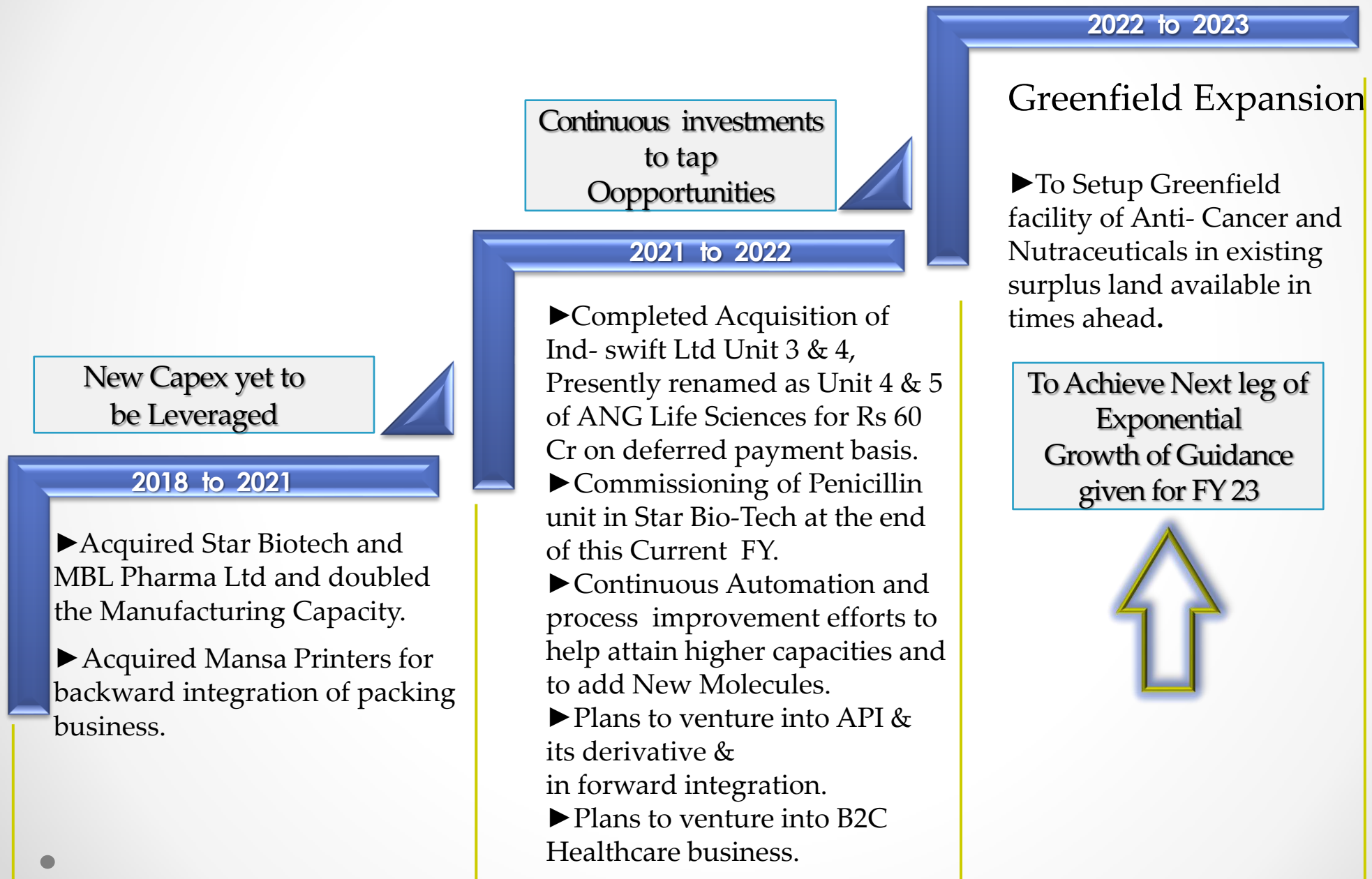
Mr. Dinesh Bajola GM Quality

M.Sc in Organic Chemistry with 25 years of Rich working experience of Quality Control. Leading a QC/QA team of 45 officers ensuring Quality standards and requirements of cGMP and FDA regulations and working and administration of QC & ADL activities. Preparation and conducting Audits to ensure cGMP practices are followed. To Ensure that all the raw materials, Intermediates and Packaging components and formulated products are released as per specifications. He is associated with Company for last 1.5 Years.

Mr. Anoop Srivatsav (DGM-Plant)

Science post graduate with 15 years of experience. Core experience in Production, Quality control and packaging. He is associated with the company since 2010.

Strategic Growth Path





Historical Financial



Financial Snapshot

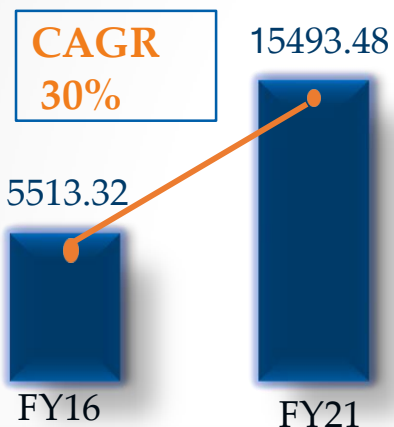


Rs. (In Lacs)	2013	2014	2015	2016	2017	2018	2019	2020	2021
Income									
Income from Operations	1624.13	3449.93	3684.16	5492.3	6766.81	7604.47	12169.98	12683.11	15437.89
Other Income	3.73	9.46	9.46	21.03	25.02	68.72	23.27	41.97	55.58
Total Income	1628.64	3461.89	3693.63	5513.32	6791.82	7673.19	12193.25	12725.08	15493.48
Expenditure									
Cost of material consumed	1163.54	2594.26	2768.34	4107.11	4666.02	5321.12	8888.6	8955.67	10825.93
Change in Inventories	-32.02	-43.34	-87.18	-20.8	111.08	-31.74	-104.54	-58.76	-429.87
Employee Benefit Expenses	57.63	120.25	237	346.5	412.4	564.45	639.13	793.63	1367.56
Finance Cost	183.3	150.82	165.94	165.94	152.82	158.05	234.27	286.73	296.56
Depreciation & Amortization	67.14	305.12	94.64	105.98	117.04	119.15	112.37	122.87	131.68
Other Expenses	174.02	290.08	454.75	586.53	951.33	1046.83	1612.5	1784.31	2287.7
Total Expenses	1613.02	3417.19	3633.5	5291.26	6410.68	7177.88	11382.38	11884.47	14497.57
Profit Before Tax	15.02	44.7	60.13	222.06	381.14	495.31	810.86	840.62	1013.9
Total Tax Expense	21.23	25.4	19.73	56.58	89.14	122.91	245.97	231.06	311.14
Net Profit For the Year	-6.21	19.29	40.4	165.48	292	372.4	564.89	609.56	702.76

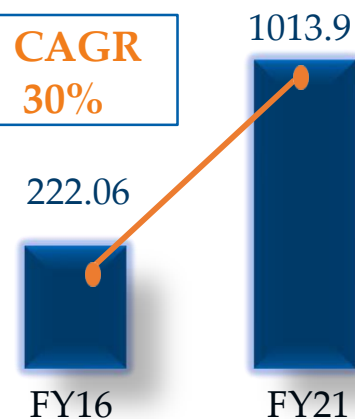
Track Record Of Value –Accretive Growth



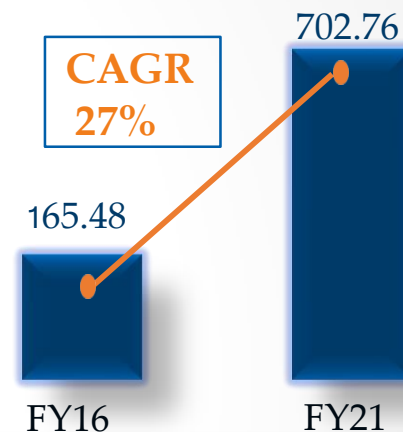
Revenue (₹ Lakh)



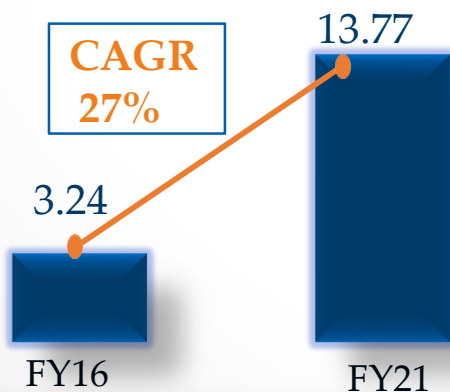
EBITDA (₹ Lakh) & %



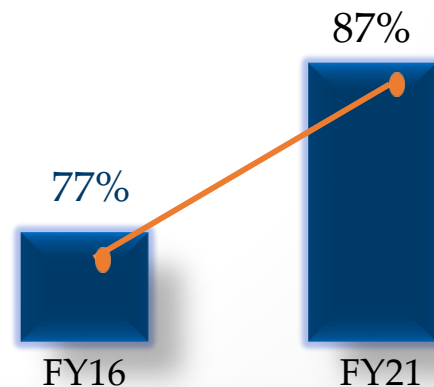
PAT (₹ Lakh) & %



EPS (₹)



OCF as % of EBITDA





THANK YOU

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