

YOUR TRUSTED
ASSOCIATE IN PARENTERAL

INVESTOR PRESENTATION

MARCH 2019



ANG LIFESCIENCES
INDIA LIMITED

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 any way 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



**HEALTH
FOR ALL
PUTTING
INDIAN PM'S
VISION INTO
ACTION!**



**ANG IN CONSENSUS
WITH PM'S VISION**

BACKGROUND

-Commenced operation in the Year 2008, Headquartered at Amritsar

-Engaged into manufacturing of sterile dry powder injectable

Head Counts 40-45 Technician, 20-25 Operators, 100+ Labours

PRODUCT LINE

- Antibiotics 75 SKU |
General 25 SKU

REVENUE SEGMENT

- Export, Contract
Manufacturing &
Government Institutions

MARKETING & DISTRIBUTION

- Domestic Marketing ;
Exclusive marketing rights
to ANG Healthcare
Private Limited

- Export Marketing;
ANG Lifesciences India Ltd

WHERE WE MAKE?

-Baddi, Himachal Pradesh

COUNTRIES WE EXPORT ?

-Gulf & South East
Asian Countries

WHERE ARE WE PRESENT IN DOMESTIC MARKET ?

- Pan India

MARKET INFORMATION

- ANG's equity shares are
listed and actively traded on the
BSE SME Platform.

The Company enjoyed a market
capitalisation of INR 248.80 mn
as on March 31, 2019.

2006-07

Company got incorporated
on June 14, 2006

2008-09

Commenced its commercial production

2012-13

Company exhibited Disruptive growth
in the turnover by 140% as compared
to the previous year

2013-14

Company accredited with WHO and GMP
norms, Ventured into exports and government
supplies, further boosting the turnover
by 112% as compared to previous year

2014-15

Ventured into direct sale of our branded
medicines, on PAN india basis through Stockists

2015-16

Delivered remarkable growth in the turnover by 150% as
compared to previous year with its strong presence in
Govt. Institutions

2016-17

PAT continued to grow
significantly by 71%

2017-18

Through Deemed
export company extended its
presence to 8 countries

2018-19

Company has achieved INR 4.93M through direct
export; whereas its presence extended to
11 countries in deemed export

**GROWTH
PATH**



We are driven by our passion to reach every hospital with our quality products in critical care treatment.

Committed to provide medicines on affordable prices around the globe for betterment of mankind.

Incorporated in the year 2016, with registered office at Baddi

Promoted by Mr. Rajesh Gupta, first Generation Entrepreneur

Engaged into marketing of pharmaceutical products in domestic market

Exclusive marketing tie- up with ANG Lifescience India Ltd for marketing its branded products in Domestic Market

Offering Marketing services to the corporates like Apollo, Rainbow, CARE, JAYPEE, METRO, SHETTY Group etc

Headed by Mr. Harbans Singh, President having more than 38 years of experience in Pharmaceutical Segment

Team Size- 70 plus at various levels.

Create brand recall for more than 100 plus registered products of ANG Lifesciences India Ltd.

Focus to cover institutions, through its aggressive promotion strategy & supply Chain Management

Internal target is set, to achieve INR 300.00 mn revenue from ANG Lifesciences India Ltd.

Focus to penetrate deeper in Domestic Market & create Pan India Presence

Mr. Rajesh Gupta
Founder &
Managing Director:

Founded ANG Life Sciences India Ltd., in 2006. He holds degree of Civil Engineering from Thaper Institute of Engineering and Technology, Patiala. Started his career with construction and later embarked into Pharmaceutical industry considering its growth potential. He has more than two decades of experience in Management, Marketing strategies, Operation and so on. His vital contribution has led the company to a commendable position in the market.

Mrs. Saruchi Gupta
(CFO)

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. Arun Kumar
(CTO - Chief Technical Officer)

Masters in Pharmacy and Diploma in Business Management having about 40 years of very versatile experience in pharmaceutical industry. He is having 16 years of experience in Drug Regulatory Affairs in Ranbaxy, Cadila, Dr Reddy, Orchid etc. in India. In his earlier stint, he was responsible for Regulatory Affairs, QA, QC, R&D, CGMP compliance and inspections by International Regulatory Agencies, and also up gradation of products/processes and systems in the organization to remain updated and prepared as per the latest regulatory requirements. He travelled across the globe in the countries like USA, UK, Australia, Japan, WHO Geneva, Russia, Malaysia, Singapore, Vietnam, China, Myanmar, Thailand, Cambodia, Panama etc., for regulatory meetings and negotiations for approval of products.

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. 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.

Mr. Sadhu Sharma
(VP Technical)

Masters in Microbiology with 25 years of experience. Wide experience in supervision of Production, Packaging, Quality Control and Quality Assurance. He has joined the company in the year 2018.

Facilities accredited by international regulatory agencies

State-of-the-art manufacturing capabilities

Internationally benchmarked quality and regulatory systems

Customer relationship through outstanding products and services

Pan India presence

Approved vendors for Principals, Government Institutions and Defence

Leverage relationships; through timely quality-consistent delivery

Facilities conforming to highest quality and regulatory standards

Strong portfolio of Generic & Antibiotic Parenteral

Strong in house product registration team for export

Credit Rating ; Long term BB+; Short term A4 + by ICRA

Healthy and strong relations with government departments



**Existing
120 million vials / p.a.
(Dry injectables)**

**Additional (to be installed)
60 million vials/p.a.
(Dry injectables)**

**Total Capacity
180 million vials /p.a.
(Dry injectables)**



**GOOD
LABORATORY
PRACTICES (G.L.P)**

**GOOD
MANUFACTURING
PRACTICES (G.M.P)**

**QUALITY
MANAGEMENT
SYSTEM
ISO 9001:2015**

**WORLD HEALTH
ORGANIZATION
(WHO)**

Global Pharmaceutical Market: According to Statista, it is expected that the pharmaceutical market in the pharmerging markets will have a CAGR of ~6% to 9% between 2016 and 2020.

Whereas Middle East North Africa (MENA) region's pharmaceutical market is expected to post a CAGR of ~8.3% between 2016 and 2019 with the Middle East sub-region posting ~8.2% CAGR and the North Africa sub-region clocking a ~8.5% CAGR during the same period.

In comparison, the African market is the second fastest growing pharmaceuticals market in the world growing

at ~10.6% CAGR & is expected to reach a market size of ~2.9 tn by 2020. The Sub-Saharan Africa (SSA) region's pharmaceutical market is projected to post a CAGR of 6.9% between 2016 and 2019 with the West Africa sub-region expected to grow at 7.3% CAGR and the East and Central Africa sub-region to grow at 8.4% CAGR during the same period.

Indian Pharmaceutical Market: The Indian pharmaceutical sector was valued at \$33 bn in 2017. The country's pharmaceutical industry is expected to expand at a CAGR of ~22.4% over 2015–20 to reach \$55 bn. In March 2018, the market grew by 9.5% YoY with sales of Rs 100.3bn

(\$1.56bn). The Indian pharmaceutical market (IPM) accounts for ~3.5% of the global pharmaceutical industry in value terms and ~20% in volume terms. The domestic market is concentrated with the top ten players controlling about ~38% of the total formulations sales. The market is dominated majorly by branded generics, which constitutes ~70% of the overall market. Over the counter (OTC) medicines and patented drugs constitute 21% and 9% respectively. By 2020, India is likely to be among the top three pharmaceutical markets by incremental growth and 6th largest market globally in absolute size.



To increase market share ; Deeper penetration

Market Development ; increase geographical footprints

Product development ; All Kind of pharmaceutical formulations

Growth strategy ; Through meaningful acquisition

Product registration ; 150 plus in export

ANG will strive for operational excellence

Create a robust growth engine on which to build profits

Selective recruitment ; strengthened leadership

Focus on export; Better & higher realizations

Strengthened the product mix

AGCLAV

Amoxycillin & Potassium Clavulanate Inj.

- Effective in the treatment of Acute Bronchitis, Sinusitis & URTI'

CLONE

Ceftriaxone Sodium Injection IP

- Rapid clinical response in the treatment of Bacteremic fever'

LANGICIN

Clarithromycin Injection

- Anti-Inflammatory & Immunomodulatory Effects

CEFUNOV

Cefuroxime Sodium Injection IP

- Highly active against Beta-lactamase producing Haemophilus influenzae

KEFZONE-S

Cefoperazone & Sulbactam Injection IP

- High efficacy in the treatment of infected bum wounds'

ADAMY

Clindamycin Injection IP

- Superior to vancomycin in the treatment of Bacterial Septicemia'

PIPAZO

Piperacillin & Tazobactam Injection

- Recommended as first-line option in moderate to severe bacteria infections

RABRAB

Rabeprazole Injection

- The most potent acid inhinitor of all the PPIs'

NOVOMERO

Meropenem Injection IP

- Well tolerated & effective in the empirical treatment of septicemia'

PANTANG

Pantopazole Injection IP

- Managment of gastrointestinal bleeding from stress or acid peptic disease'



Emcure®



AFMSD

Armed Forces Medical Stores
Depot



Haryana Medical Services
Corporation Ltd.
(A Govt. of Haryana
Undertaking)

Particulars (INR MN)	FY 18	%	FY 19	%
Contract Manufacturing Principal to Principal	387.41	50.94%	384.19	31.58%
Government Institutions	262.52	34.52%	664.17	54.59%
B to C business (Branded)	63.50	8.35%	94.11	7.74%
Deemed Export	47.02	6.18%	69.25	5.69%
Direct Export	0	0.00%	4.93	0.41%
TOTAL REVENUE	760.45		1216.64	



SALE DISCRIPTION (In Mn)

Particulars (INR MN)	2017-18	2018-19
EXPORT	Nil	4.93
DEEMED EXPORT	47.02	69.25
No of Countries	8	11

Notes :

ANG's more than 30 product registrations are under way in countries like Yemen & Latin America

ANG has targeted to submit dossiers between 100 to 150 for product registrations in countries like Latin American, South East Asia & African countries by FY 2020

Product registration timeline differs from country to country

ANG is metamorphosing it, from Manufacturing Dry Powder Injectable to manufacturing wide range of Pharmaceutical formulations, through its recent acquisitions.

Company has acquired Assets of two sick units under distress sale- M/s.Star Biotech for INR 95 mn & M/s. Jyot Sarup Knits (P) Ltd., for INR 9.40 mn

M/s. Star Biotech- A Pharma company engaged into manufacturing of Dry Powder Injectables. ANG would transform Star Biotech units into dedicated Pencillin formulation units to manufacture Pencillin products like dry powder injections, dry syrups, and tablets for domestic and global market

M/s. Jyot Sarup Knit (P) Ltd., A Textile company with Land admeasuring 1400 sq. mt. ANG had purchased the land parcel at approximately 30 to 40% below the market value for its future expansion. It has planned to set up a **surgical unit** to cater wide range of general medical healthcare.

Particulars (INR MN)	FY17	FY18	FY19
Revenue from operation	676.68	760.45	1,217.00
PAT	28.23	37.24	56.49
ROE%	37.70%	16.07%	19.64%
EPS	7.67	7.18	10.90
EBITDA	65.10	77.25	115.75
D/E (x)	5.25	1.94	1.81
ROCE (%)	63.65%	28.44%	36.16%
EBITDA Margin(%)	9.62%	10.16%	9.51%

Financial Statement (P&L)

Particulars (INR MN)	FY 19 H1	FY 19 H2	Shift %
Revenue from Operations	543.37	673.63	-19.34%
Other Income	0.83	1.49	-44.24%
Total Revenue	544.20	675.13	-19.39%
Total Expenses	510.47	627.77	-18.69%
EBITDA	49.43	66.32	-25.46%
EBITDA Margin (%)	9.08%	9.82%	-7.53%
Depreciation	5.55	5.69	-2.44%
Finance Cost	10.15	13.28	-23.54%
PBT with Exceptional Item	33.73	47.35	-28.76%
Exceptional Items	-	-	
PBT	33.73	47.35	-28.76%
Current Tax	6.64	17.01	-60.96%
Deferred Tax	-	0.94	
Tax	6.64	17.96	-63.02%
PAT	27.09	29.40	-7.84%
PAT Margin %	4.98%	4.35%	14.33%

Financial Statement (P&L)

Particulars (INR MN)	FY17	FY18	FY19
Revenue from Operations	676.68	760.45	1,217.00
Other Income	2.50	6.87	2.33
Total Revenue	679.18	767.32	1,219.33
Total Expenses	641.07	717.79	1,138.24
EBITDA	65.10	77.25	115.75
EBITDA Margin (%)	9.58%	10.07%	9.49%
Depreciation	11.70	11.92	11.24
Finance Cost	15.28	15.81	23.43
PBT with Exceptional Item	38.11	49.53	81.09
Exceptional Items	-	-	-
PBT	38.11	49.53	81.09
Tax	9.88	12.29	24.60
PAT before Minority Interest	28.23	37.24	56.49
Minority Interest	-	-	-
Share of profit of associate	-	-	-
PAT	28.23	37.24	56.49
PAT Margin %	4.16%	4.85%	4.63%
Diluted EPS	7.67	7.18	10.90

Balance Sheet

Assets (INR MN)	FY17	FY18	FY19
Fixed Assets			
Tangible Assets	89.73	210.41	207.59
Intangible Assets	0	0	0
Capital Work in Progress	0	0	0
Intangible Assets under development	0	0	0
Total Fixed Assets	89.73	210.41	207.59
Non Current Investment	0.2	0.2	0.2
Long Term Loans ad Advances	0	0	0
Other Non-Currents Assets	0.87	2.29	1.59
Goodwill	0	0	0
Current Assets			
Current Investment			
Inventories	58.40	77.42	65.37
Trade Receivable	255.56	321.50	417.48
Cash & Cash Equivalent	9.09	14.79	43.71
Short term loans and Advances	54.50	55.02	73.01
Other Current Assets	0	0	0
Total Current Assets	377.57	468.75	599.59
Total	468.38	681.65	808.98

Balance Sheet

Liabilities (INR MN)	FY17	FY18	FY19
Shareholders Fund			
Share Capital	36.82	51.83	51.83
Reserve and Surplus	38.06	179.85	235.84
Money Received against Share Warrant/Share Application Money Pending			
Total Shareholders Fund	74.89	231.68	287.67
Minority Interest	0	0	0
Non-Current Liabilities			
Long term Borrowing	49.63	76.83	62.78
Deferred Tax Liabilities	1.75	3.69	3.97
Other Long term Liabilities	0	14.98	29.01
Long Term Provision	0	0	1.50
Total Non Current Liability	51.38	95.51	97.26
Current Liabilities			
Short Term Borrowing	66.13	63.98	124.14
Trade Payable	213.92	223.15	218.15
Other Current Liabilities	52.92	56.89	59.24
Short Term Provision	9.13	10.43	22.51
Total Current Liabilities	342.11	354.46	424.04
Total	468.38	681.65	808.97

Total revenue increased by 59% to INR 1219.33mn in FY 19 from INR 767.32 mn in FY 18

The Company's EBITDA increased by 49.84% to INR 115.7mn in FY19 from INR 77.2mn in FY 18, owing to better realisation and a sustained capacity utilisation.

Net profit stood at INR 56.5mn in FY 19, compared to INR 37.2mn in FY18.

The company's ROE increased from 16.07% in FY18 to 19.64% in FY19.

To Venture into manufacturing of all kind of pharmaceutical formulations

To Set up a surgical unit to cater wide variety of general medical healthcare

Growing geographical foot print in domestic and international market

Management sees a huge opportunity in the Export segment and aims to reach INR 300 mn by FY 2020

Focus on product registrations in international market

Focus on adding new partners in export segment

Looking for meaningful acquisition to fuel the existing growth strategy

Augment bids for Government orders

Revenue to grow by 40% from FY19 to FY20

Margin will expand further in FY20 on the back of the acquisition done

Focus would be on export for better realization

To add more branded & quality product in product mix

Import of raw materials; to create cost efficiency

SHAREHOLDING PATTERN

SHAREHOLDING PATTERN (%) AS ON MARCH 2019

Category Of Shareholder	No Of Shareholders	No Of Shares Held	Percentage
(A) Promoter & Promoter Group	2	36,80,515	71.01%
(B) Public	319	15,02,800	28.99%
Grand Total	321	51,83,315	100%

MARKET INDICATORS

STOCK INFORMATION AS ON 31/03/2019

No. of Equity Shares	5183315
Face value (INR)	10
52-wk High/Low (INR)	82.60/29.25
M-Cap (Mn)	248.80

THANK YOU

For more information, please contact:

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