



SANJIVANI PARANTERAL LIMITED

205, P. N. Kothari Industrial Estate, L.B.S. Marg, Bhandup (W), Mumbai - 400 078, Maharashtra

Date: November 17, 2023

To,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

Sub: Revised Investor Presentation for the Quarter and Half Year Ended September 30, 2023

Dear Sir/Madam,

Please find enclosed herewith Revised Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the quarter and Half Year ended on September 30, 2023.

We are requested to kindly take the same on record.

Thanking You

Yours Faithfully
For Sanjivani Paranteral Limited

Compliance Officer.



Encl: As above



Sanjivani Paranteral Ltd

Investor Presentation Q2 & H1 FY24





Table of Content

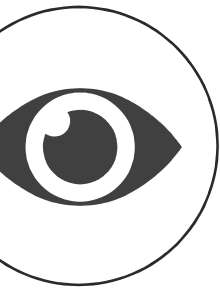
About the Company	3
CDMO Key Clients	8
Company's Segment & Revenue Mix	1
Global Footprint	1
Product Portfolio	1
New Business Developments	2
Financials	2

About The Company



Sarab Pharmaceuticals Ltd (BSE: 531569) is a pharmaceutical company headquartered in Mumbai and two manufacturing plants at Navi Mumbai, specializing in the manufacturing and distribution of high-quality parenteral and oral solid products. We cater major therapeutic/product classes including CNS, CVS, Antibiotics, Gastroenterological, Anti-Diabetics and Anti-Allergic, supported by a strong R&D set-up.

<p>WHO-GMP/ DIGEMID / DDA Nepal Certified Plants</p>	<p>2 Manufacturing Facilities</p>	<p>25 Countries Geographical Reach</p>	<p>~70% Exports Revenue</p>
<p>25+ years Experience</p>	<p>720 million Annual Tablet Capacity</p>	<p>84 million Annual Ampoules Capacity</p>	<p>12 million Annual Liquid Capacity</p>
<p>12 million Annual Ointment/Cream Capacity</p>	<p>24 million Annual B Lactam Dry Syrup Capacity</p>	<p>14.4 million Annual Topical Solution Capacity</p>	<p>48 million Annual Vial Capacity</p>
<p>120 million Annual B Lactam Tablet Capacity</p>	<p>180 million Annual B Lactam Capsule Capacity</p>	<p>72 million Annual Capsule Capacity</p>	



VISION

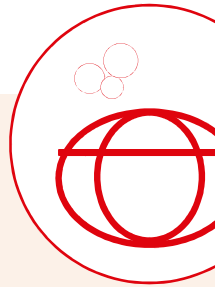
To be one of India's best research-based pharmaceutical companies, through focus on quality and customer satisfaction

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

2. Customer Satisfaction

Exceeding Customer expectations is our success-mantra

3. Growth for all stakeholders

Exceeding Customer expectations is our success-mantra

4. Professionalism

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

Syani Competitive Advantage



01

Having a small base in India, we are very nimble and agile.

02

Quick decisions making powers

03

Long history in the industry enables a respectable position due to which talent and good suppliers want to associate with us

04

Pioneers in injectable manufacturing in India during times when regulations weren't as strict. The company has seen the evolution of the regulations and it makes it easy for us to predict

05

History of injectable manufacturing also gives a vast knowledge of how different manufacturing processes work and which is more efficient.



Mr. Ashwani Khemka
Chairman & Managing Director



Mrs. Mrunmai Sarvankar
Director



Mr. Shrenikkumar P. Solanki
Director



Mr. Srivardhan Khemka
Director



Ms. Monika A. Singhani
Director



Mr. Hitesh Khona
Chief Financial Officer

CDMO Key Clients



Injectables:



Oral & Nutraceuticals:

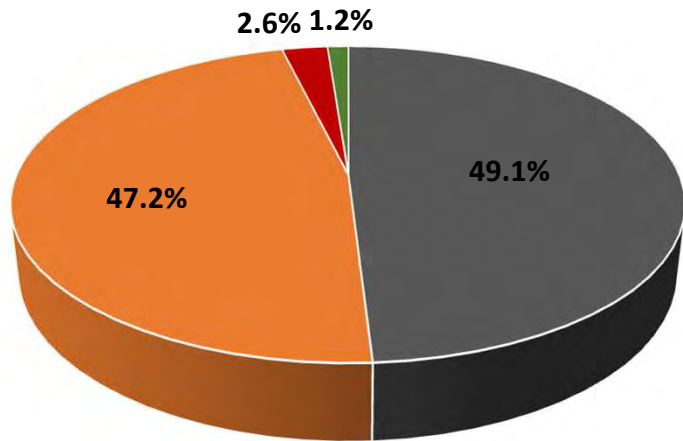


Company's Segment & Revenue Mix



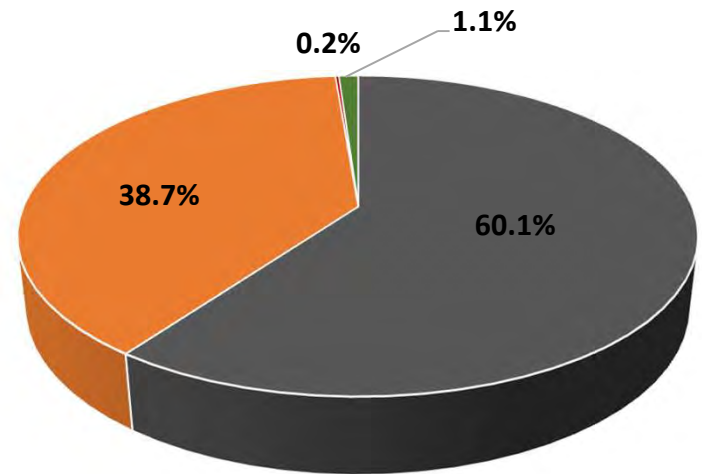
Product Category Mix (%)

Q2 FY24



■ Injections ■ Tablets ■ Nutraceuticals ■ Export Incentives

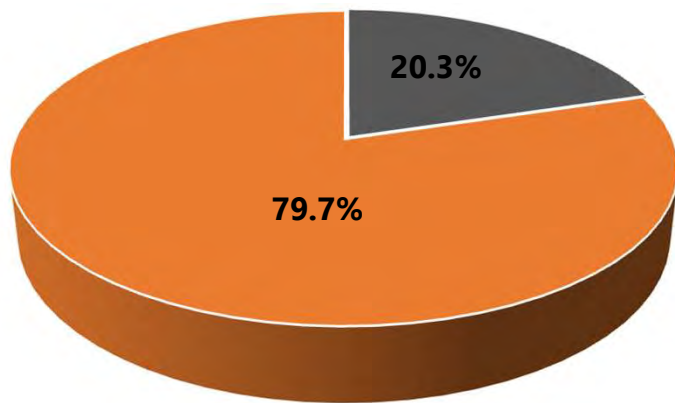
Q2 FY23



■ Injections ■ Tablets ■ Nutraceuticals ■ Export Incentives

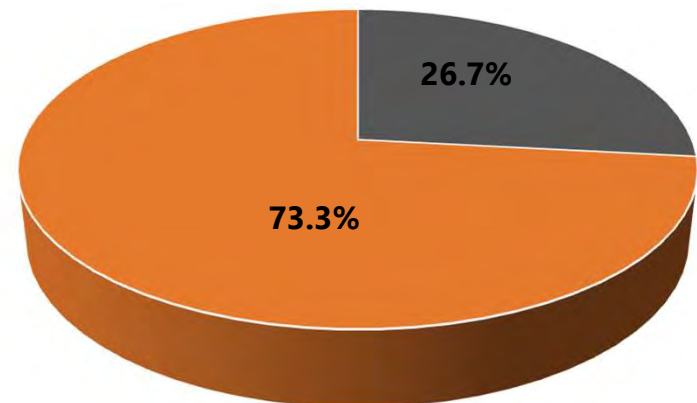
Graphical Mix (%)

Q2 FY24



■ Domestic ■ Exports

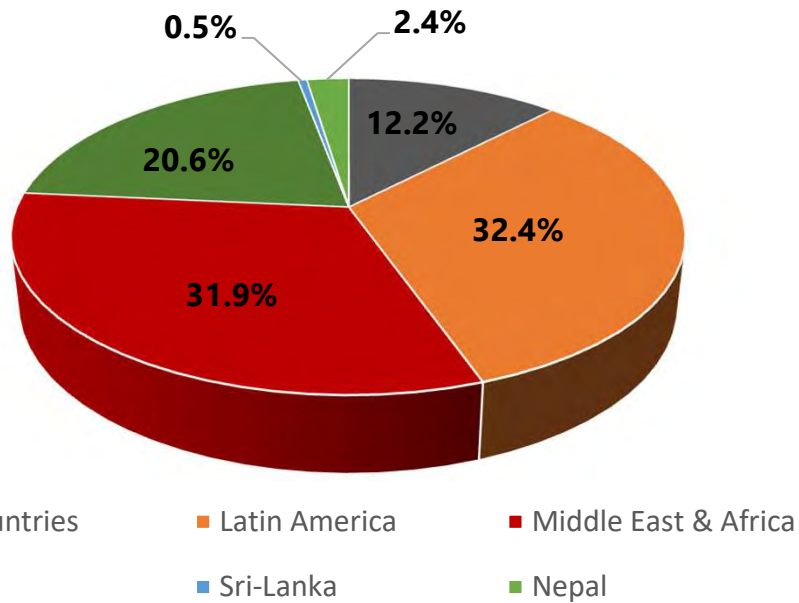
Q2 FY23



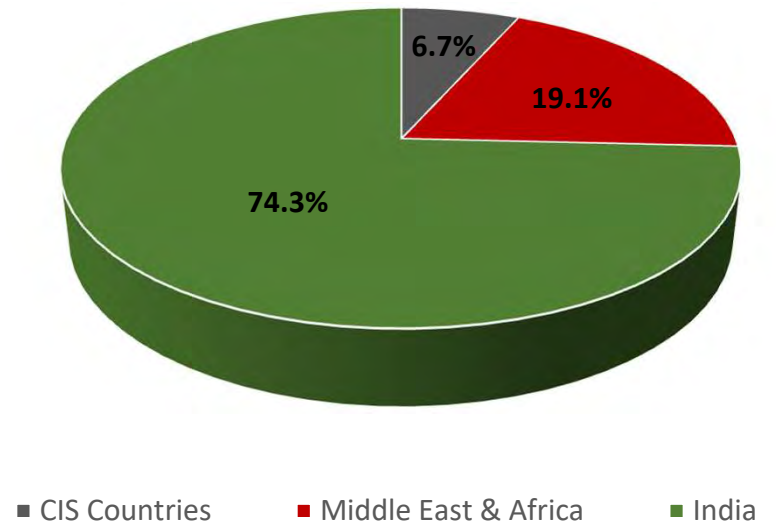
■ Domestic ■ Exports

Region-wise Mix (%)

Q2 FY24



Q2 FY23

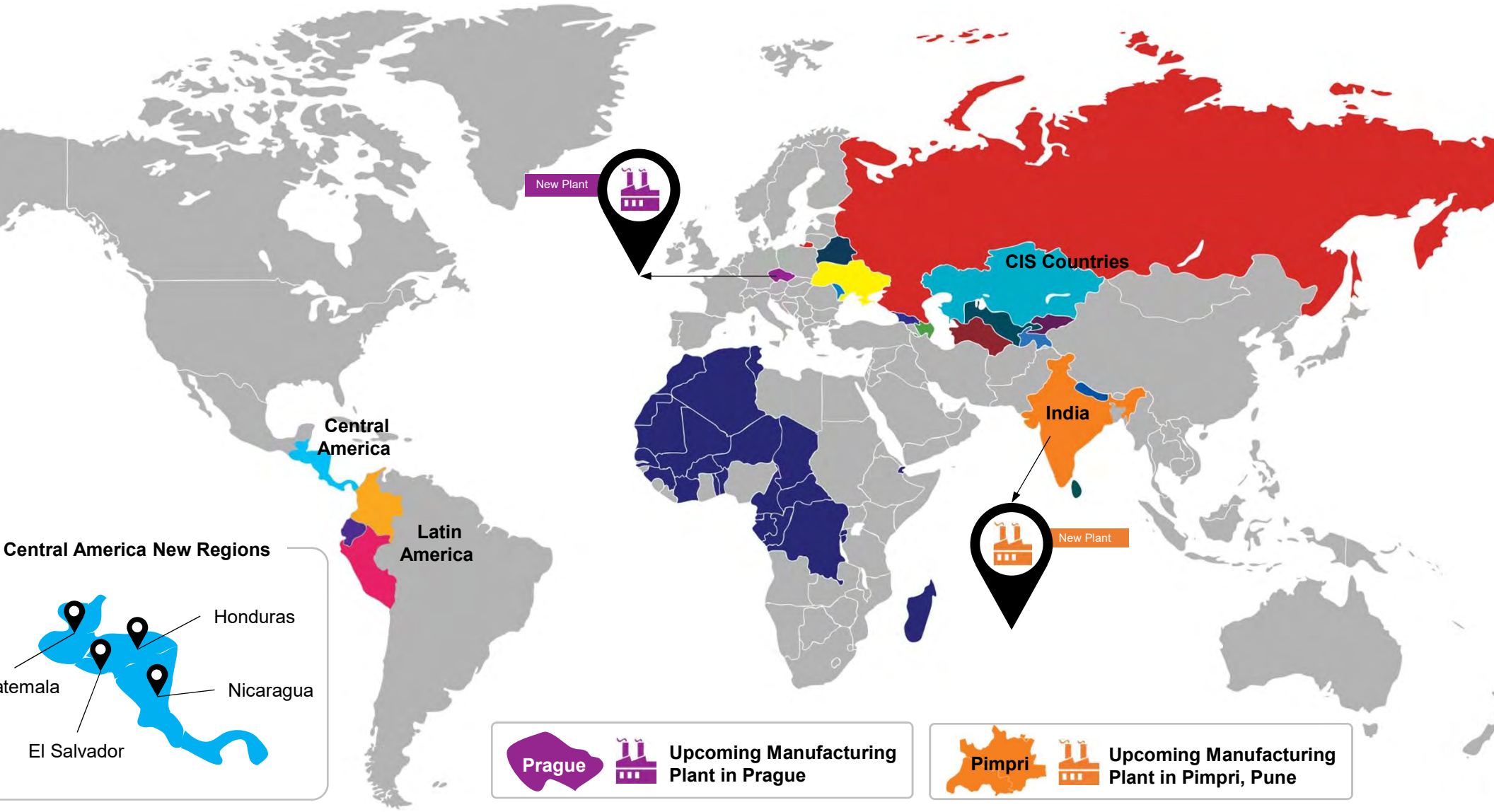


ports incentives

Global Footprint



Global Footprint



Product Portfolio



Products Portfolio (1/2)



Psychotropics



Anesthetics



Anesthetics



Anti Convulsants



Anti Thyroid Agent



Antifungal



Anti Emetics



Anti Depressants



Anti Histamines



Anti Diabetic



Anti-lepemic Agent



Anti Fibrinolytic



Antibacterials



Anti-spasmodic



Anti Hypertensive Agent



Vitamin Supplements



Skeletal Muscle Relaxant



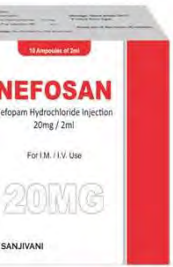
Analgesic And Anti Inflammatory



Products Portfolio (2/2)



Non-steroidal Analgesics



Antacids



Antiseptics



Nsaids



Corticosteroids



Diuretics



Immunosuppressants



Laxative



Narcotic



Hormone



Topical Corticosteroids



Anti-Anxiety



Antibiotic



Antipsychotic



Anti Viral



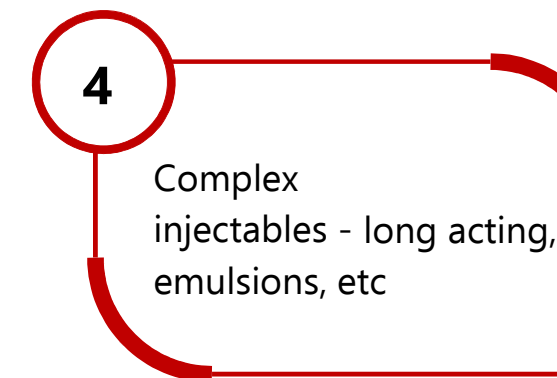
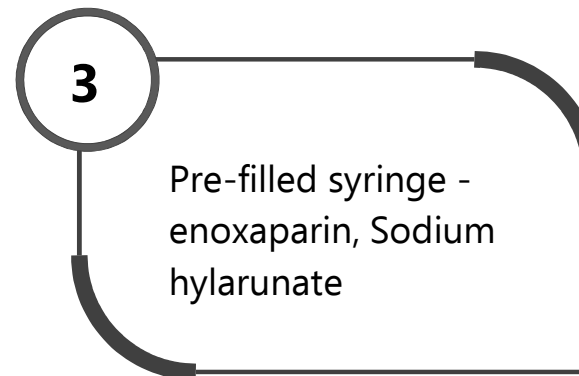
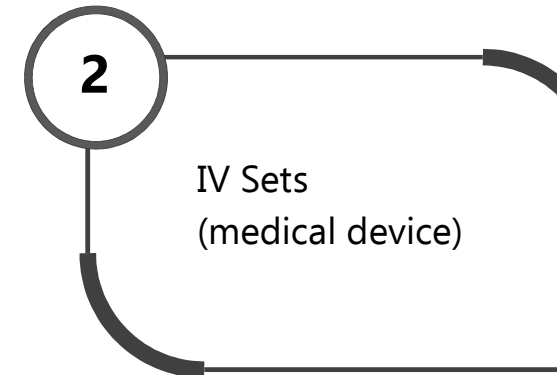
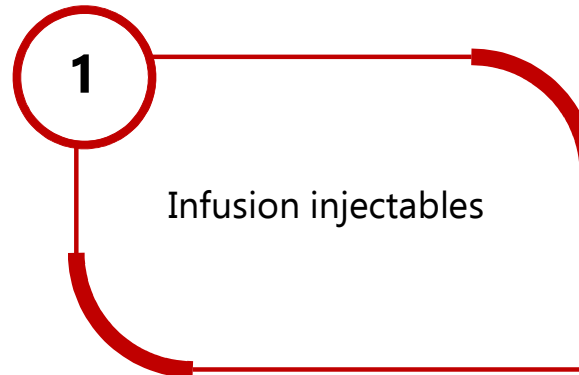
Narcotics



Anti-Muscle Relaxants



Products Under Development



HAL & Prague JV- Next Growth Catalyst



Venture in Czech Republic



Parantral has entered into a partnership with a reputable organization Aievia Healthcare s.r.o. in Prague, Czech Republic to launch a project that aims to cater the requirements of the Pharma markets of European Union. This initiative has excellent prospects for growth as the company expand its business operations in the-EU markets. ***It is expected to commission by Nov'23***

Prague & Prague?

Prague, the capital of the Czech Republic, serves as an excellent strategic location for access to the European market.

European Nutraceutical Market:

The European nutraceutical market was valued at around €65 billion in 2023. It is projected to grow at a CAGR of ~7% from 2023 to 2030.

The demand for nutraceuticals in European countries arises from a confluence of factors, including an aging population with specific health concerns, a desire for natural and preventive healthcare solutions, a focus on sports and fitness, and a supportive regulatory environment.

As consumers increasingly prioritize their well-being, nutraceutical products continue to play a crucial role in addressing various health concerns, contributing to the overall health and vitality of the European population.

Benefits of Manufacturing in Europe

Reduced Import/Export Costs

Manufacturing locally in EU can reduce import/export costs by ~20-30% compared to non-EU countries.

Quicker Time-to-Market

Local production allows faster distribution within the EU region, reducing time-to-market by ~15-20%.

Quality Assurance and Compliance

EU has stringent quality and safety standards which can enhance consumer trust and product credibility.

Venture with Hindustan Antibiotics



ani Parantral Limited has signed an agreement with M/s. Hindustan Antibiotics Limited for the manufacturing of IV formulations s. The agreement is backed by confirmed purchase commitment from M/s. Hindustan Antibiotics Limited.

ant will be set-up in the premises of M/s Hindustan Antibiotics Limited, Pimpri works, Pune, Maharashtra.

s expected to commission by Q3FY25

Plant Capacity

50 lakh bottles IV fluids

10 lakh IV sets per month

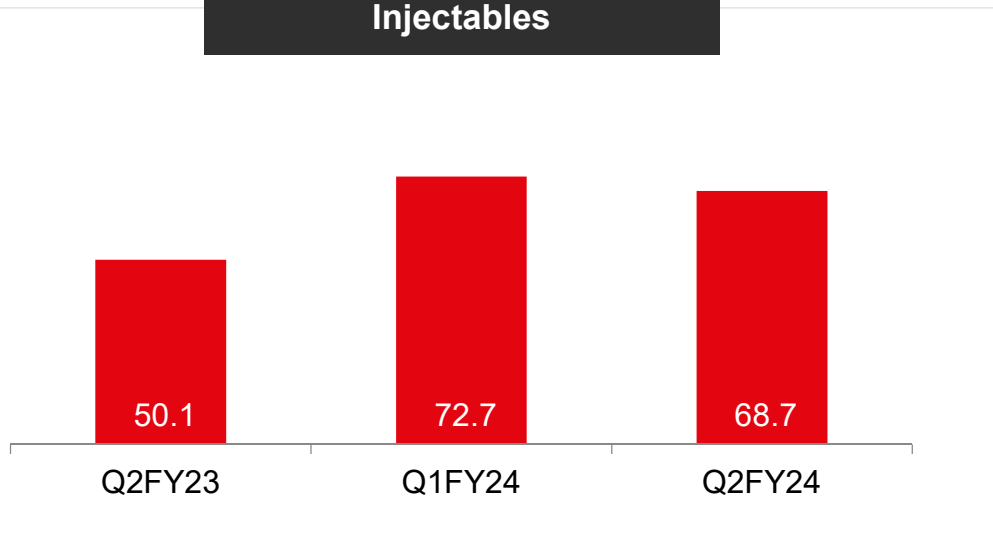
Financials



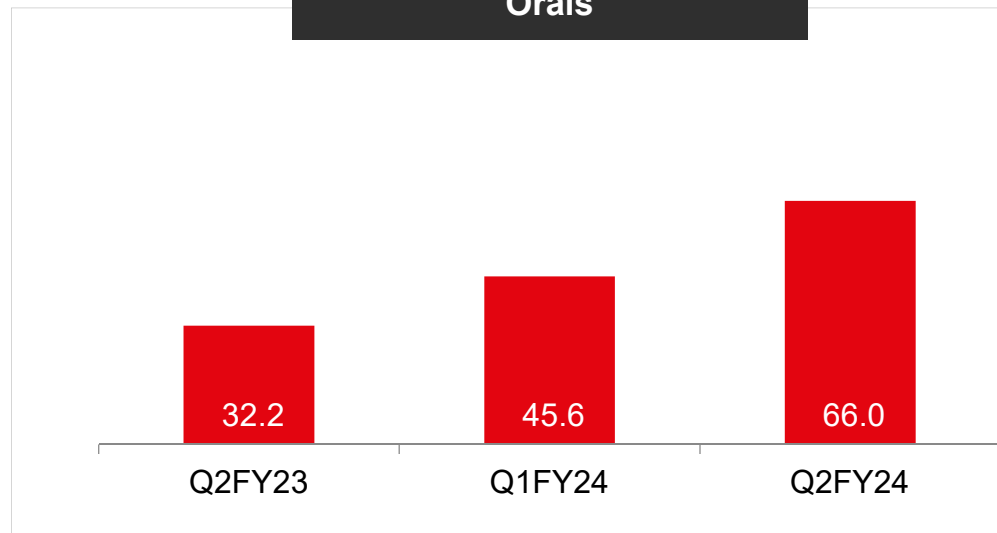
ent-wise Volumes (Injectables, Oral & Nutraceuticals)

Rs. In Mn.

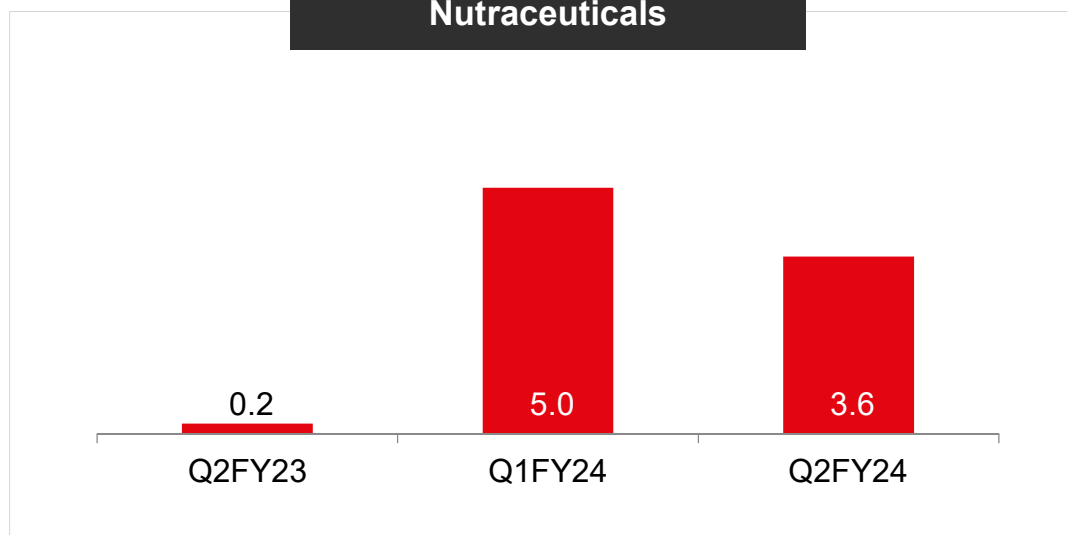
Injectables



Orals



Nutraceuticals

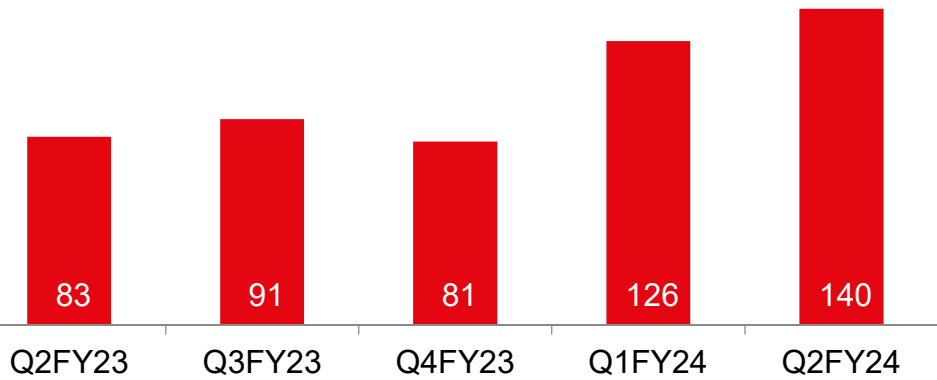


Quarterly & Half Yearly Financials - Revenue, EBITDA & Margin, PAT & Margin

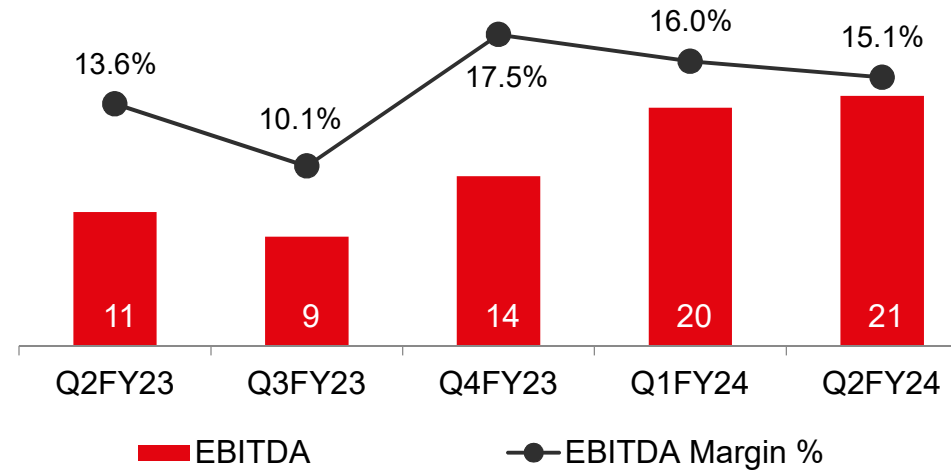


Rs. In Mn

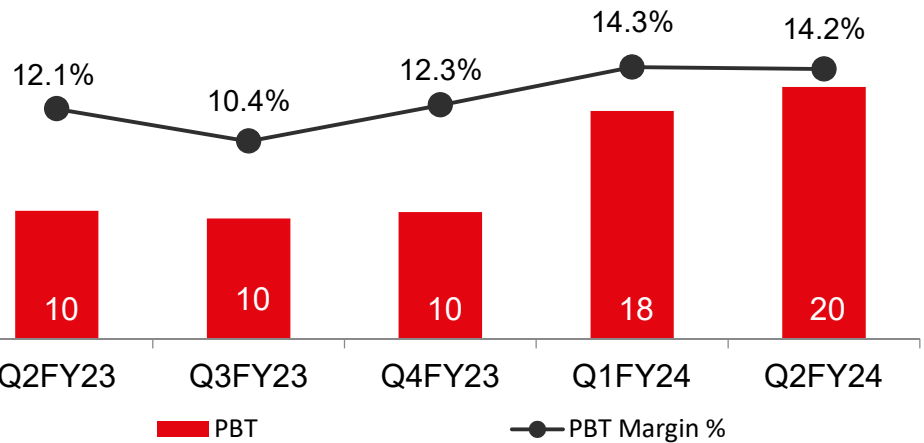
Revenue



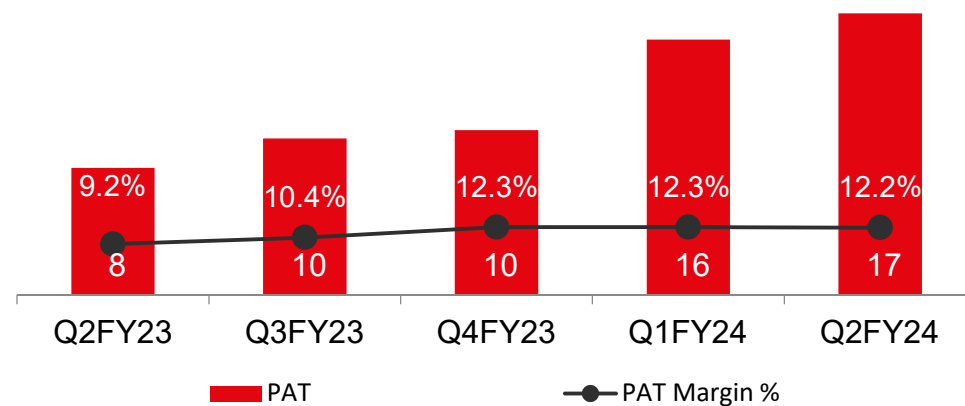
EBITDA & EBITDA Margin



PBT & PBT Margin



PAT & PAT Margin



H1 FY24 Profit & Loss Statement



Items (Rs. In Mn.)	Q2 FY24	Q2 FY23	YoY%	Q1 FY24	QoQ%	H1 FY24	H1 FY23	YoY%
Revenue From Operations	140.0	83.3	68%	125.8	11%	265.8	182.5	46%
Cost of Goods Sold	89.6	47.5	89%	65.9	36%	155.6	93.5	66%
Operating Profit	50.4	35.9	40%	59.9	-16%	110.3	88.9	24%
Operating Margin %	36.0%	43.0%	-	47.6%	-	41.5%	48.7%	-
Operating Expenses	8.7	8.5	3%	8.9	-2%	17.7	15.2	16%
Finance Expenses	20.5	16.0	28%	30.9	-34%	51.4	40.8	26%
Operating Profit	21.1	11.3	87%	20.1	5%	41.2	32.9	25%
Operating Margin %	15.1%	13.6%	150bps	16.0%	-89bps	15.5%	18.0%	-251bps
Depreciation	2.3	2.2	7%	2.3	1%	4.6	4.3	6%
Income	1.5	1.7	-	0.6	-	2.1	2.8	-
Financial Cost	0.5	0.7	-36%	0.4	7%	0.9	1.5	-39%
	19.5	10.1	97%	18.0	10%	37.9	29.9	26%
	2.8	2.5	-	2.5	-	5.3	4.3	-
Operating Profit	17.1	7.7	123%	15.5	10%	32.6	25.6	27%
Operating Margin %	12.2%	9.2%	300bps	12.3%	-14bps	12.2%	14.0%	-179bps
	1.71	0.77	122%	1.55	10%	3.26	2.56	27%

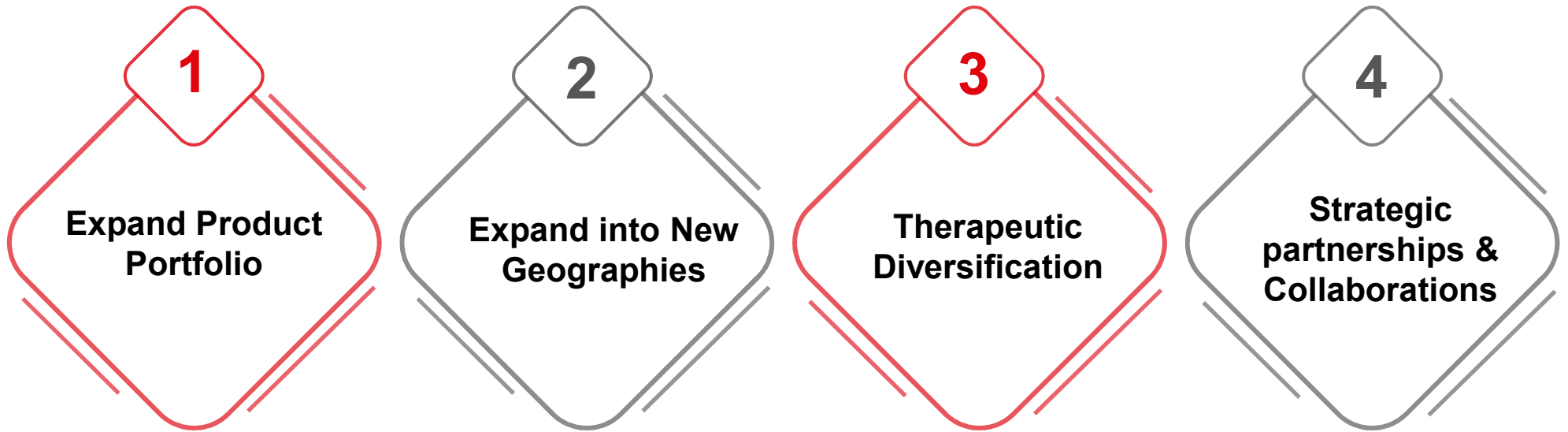
Balance Sheet



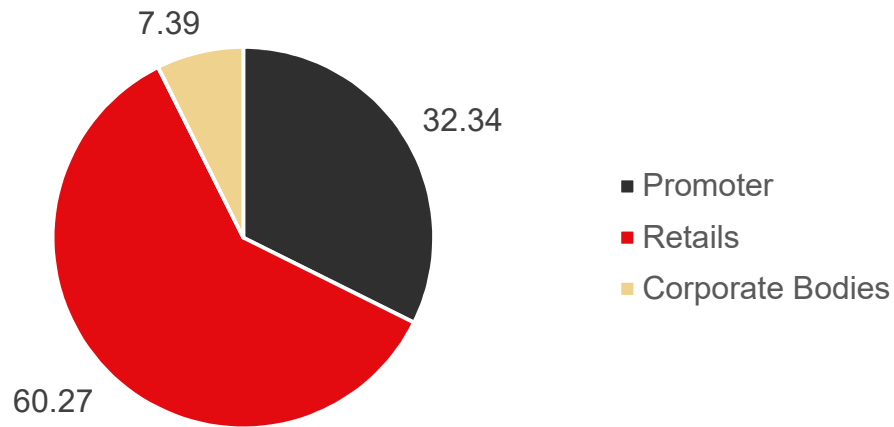
Particulars (Rs. In Mn.)	Sep-23	Mar-23
Assets & Liabilities		
Equity Share Capital	100.0	99.9
Reserve & Surplus	-98.1	-130.7
Shareholder's Funds	1.8	-30.7
Current Liabilities		
Short-term Borrowings	5.9	7.6
Financial Liabilities	3.1	3.1
Long-term Liabilities	3.6	3.6
Total of Non-current liabilities	12.5	14.3
Current Liabilities		
Term Borrowings	1.0	17.3
Payables	153.8	137.2
Short Term Liabilities	63.7	63.5
Term Provisions	10.4	7.7
Current Liabilities	0.0	8.0
Total -Current Liabilities	228.9	226.5
Total Liabilities	243.3	210.1

Particulars (Rs. In Mn.)	Sep-23	Mar-23
Assets		
Non-Current Assets		
Property, Plant & Equipment	97.8	75.7
Capital Work In Progress	0.0	0.0
Other Intangible Assets	0.0	0.0
Non Current Financial Assets		
Non-Current Investments	0.5	0.5
Trade Receivable	1.4	1.2
Long Terms Loans & Advances	3.0	37.6
Other Non Current Assets	4.0	12.4
Total Non-Current Financial Assets	8.9	517.0
Total – Non-Current Assets	106.7	127.4
Current Assets		
Inventories	44.5	53.5
Current Financial Assets		
Trade Receivables	72.2	19.9
Cash & Cash Equivalents	2.2	3.0
Short Term Loans & Advances	0.1	2.8
Other Current Assets	17.5	3.4
Total Current Financial Assets	92.0	29.2
Total Current Assets	136.5	826.6
Total Assets	243.3	210.1

Term Growth Drivers

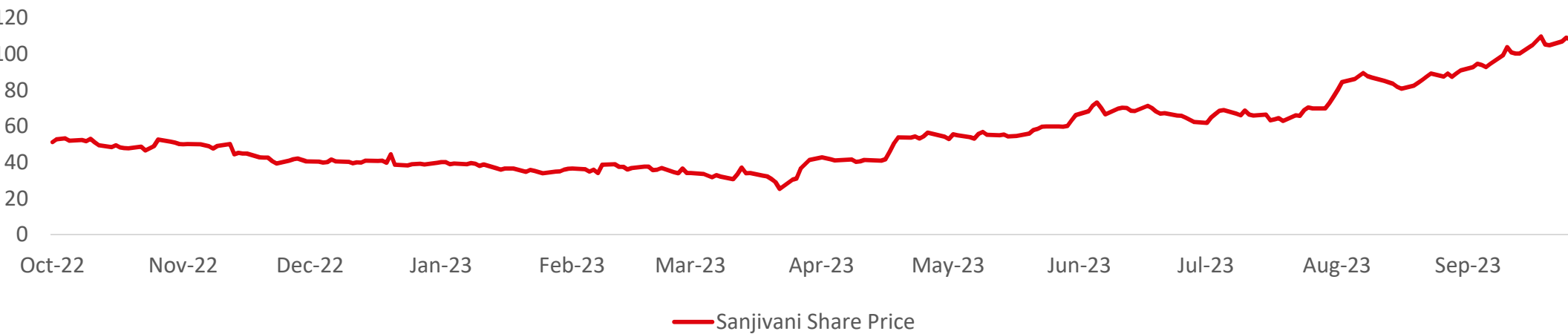


Shareholding Pattern



Stock Information (as on 30th September 2023)

Market Cap. (in crores)	106.7
Stock Price	107.75
52 Week (High / Low)	109.87 / 25.34
BSE – Symbol	531569
Free Float (No. of Shares)	67,65,239
Average Daily Volume (3months) - BSE	26.6k





SANJIVANI

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Thank You

