



SHL/SEC/
14.02.2017

To,
**The Manager,
Bombay Stock Exchange Ltd.
Dept. of Corporate Service
P J Towers, Dalal Street,
Mumbai-400001**

Scrip Code;-537253 (BSE)

Sub: Investor Presentation

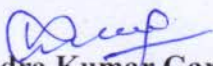
Dear Sir,

With reference to the above cited subject, please find enclosed the Investor Presentation of the Company.

This is your information and record please.

Thanking you.

Your Faithfully
For SUNIL HEALTHCARE LIMITED


**Virendra Kumar Garg
AGM Legal cum Company Secretary**

**CC- Calcutta Stock Exchange Ltd.
7, Lyons Range
Kolkata- 700 001**

Sunil Healthcare Limited

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CIN No. L24302DL1973PLC189662



Investor Presentation – February 2017

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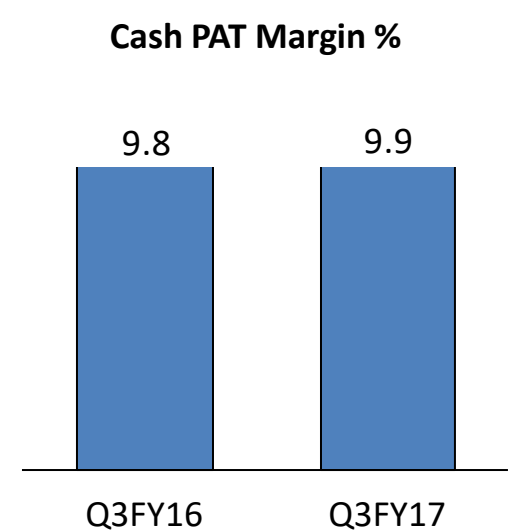
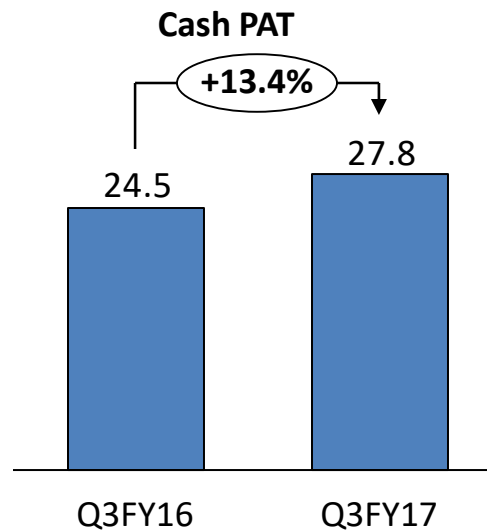
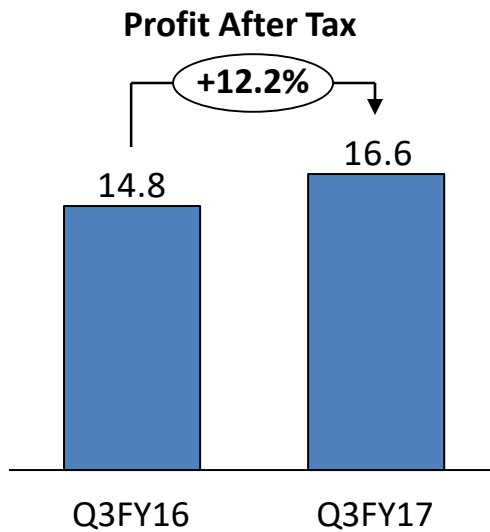
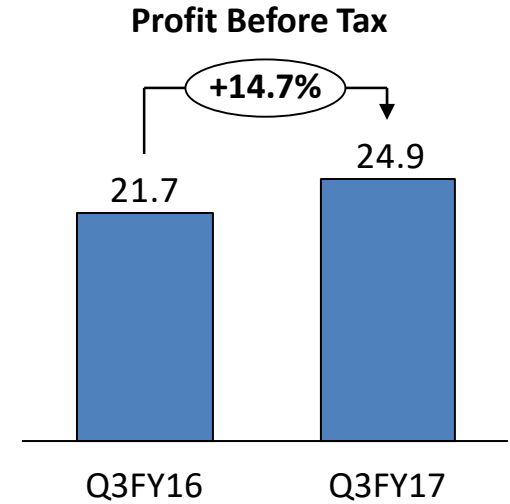
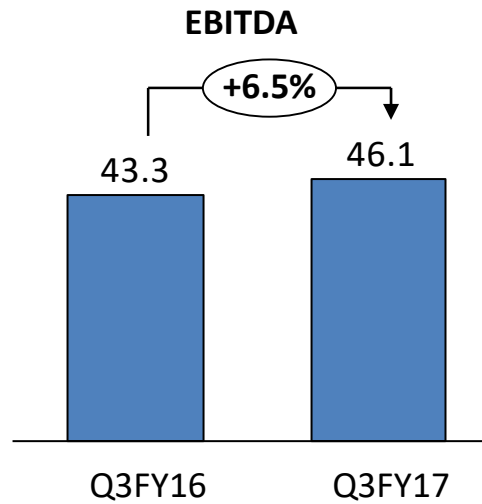
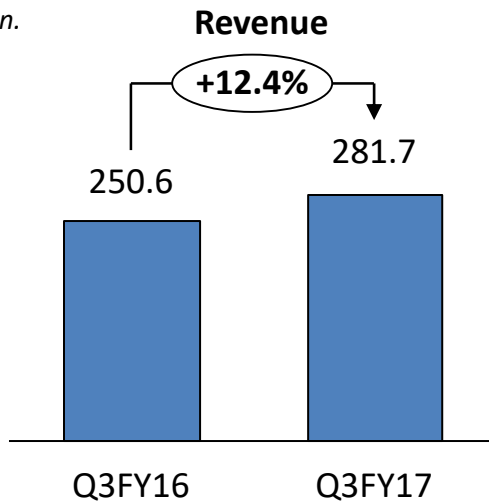
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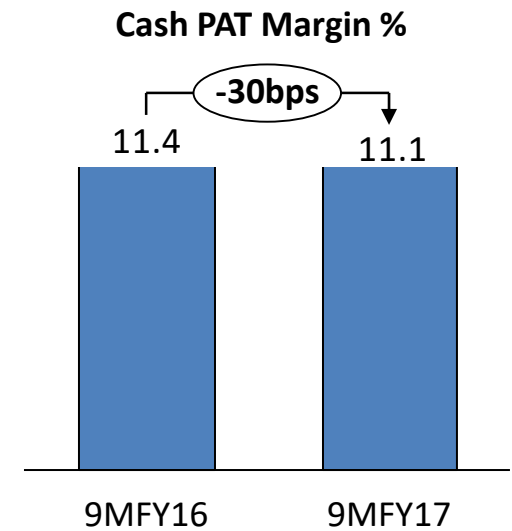
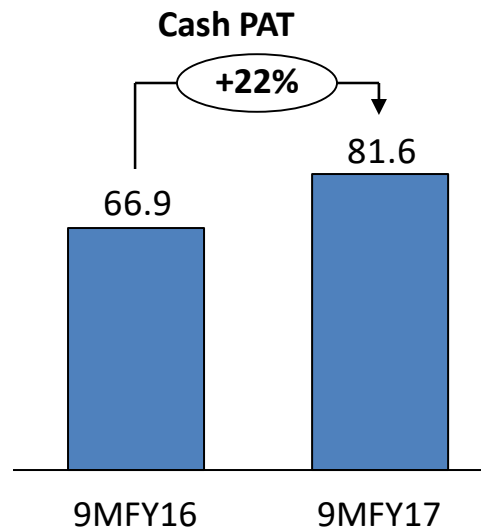
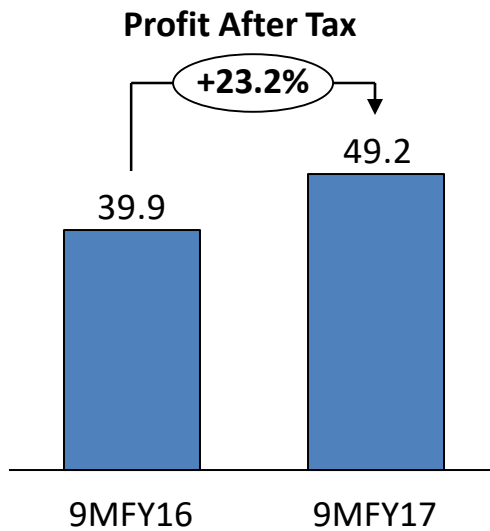
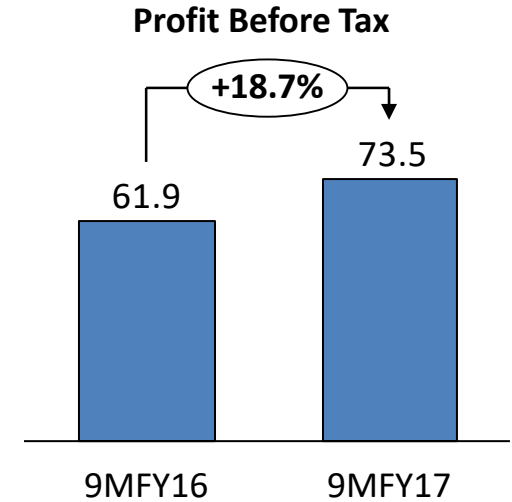
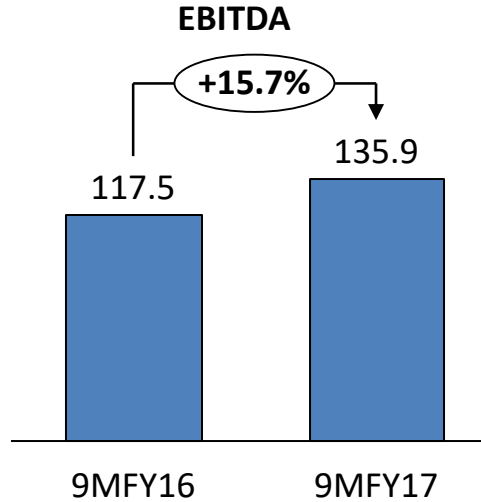
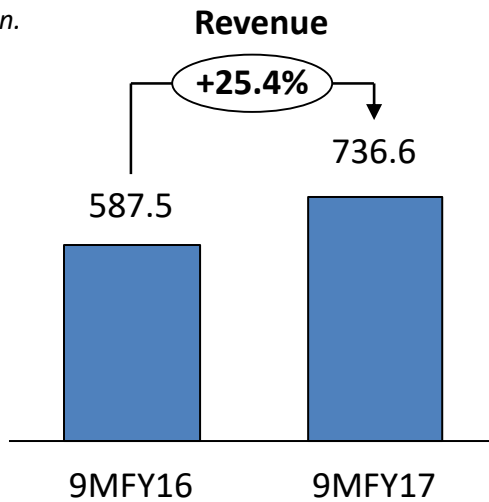
Q3FY17 Performance Highlights

Rs. Mn.



9MFY17 Performance Highlights

Rs. Mn.



9M/Q3FY17 – Income Statement

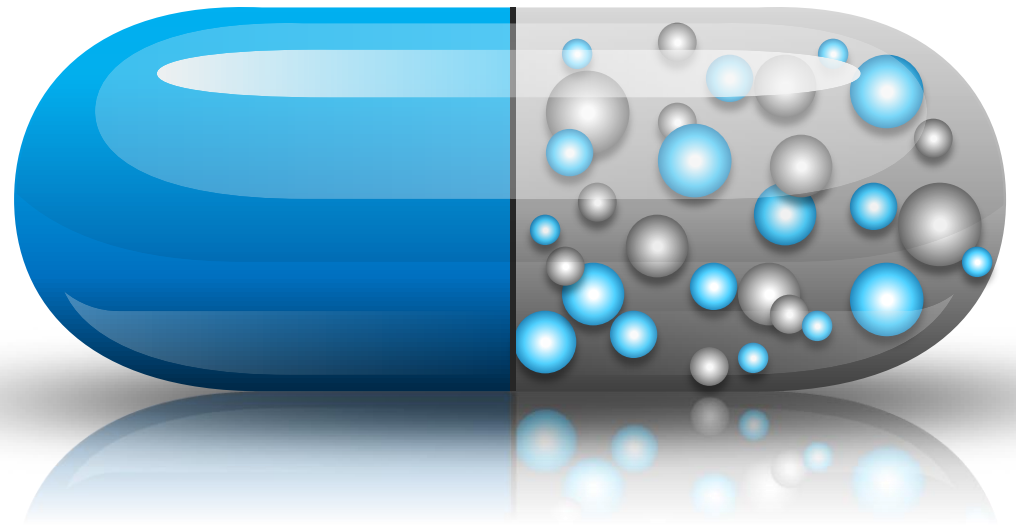
Rs. Million	Q3FY17	Q3FY16	YoY %	9MFY17	9MFY16	YoY %
Net Revenue	281.7	250.6	12.4%	736.6	587.5	25.4%
<i>Capsule</i>	205.3	207.9		621.8	544.8	
<i>Marketing of Food Product</i>	76.4	42.7		114.8	42.7	
Raw Material	155.1	127.5		361.8	241.8	
Employee Cost	25.9	23.8		77.3	69.8	
Other Expenses	57.6	57.8		169.6	164.2	
Other Income	3.0	1.8		8.0	5.8	
EBITDA	46.1	43.3	6.5%	135.9	117.5	15.7%
EBITDA Margin	16.4%	17.3%		18.4%	20.0%	
Interest	10.0	11.9		30.0	28.6	
Depreciation	11.2	9.7		32.4	27.0	
PBT	24.9	21.7	14.7%	73.5	61.9	18.7%
Tax	8.3	6.9		24.3	22.0	
PAT	16.6	14.8	12.2%	49.2	39.9	23.2%
PAT Margin	5.9%	5.9%		6.7%	6.8%	
Cash PAT	27.8	24.5	13.4%	81.6	66.9	22%
Cash PAT Margin	9.9%	9.8%		11.1%	11.4%	



Balance Sheet

Rs. Million	Sept-2016	Mar-2016
Shareholders Fund	343.0	310.6
Share Capital	102.5	102.5
Reserves & Surplus	240.5	208.1
Total Non Current Liabilities	188.9	131.9
Long Term Borrowings	142.4	91.6
Deferred tax liabilities (net)	33.5	29.8
Long term Provisions	13.0	10.5
Total Current Liabilities	467.3	415.4
Short Term Borrowings	230.4	249.3
Trade Payables	155.4	104.0
Short Term Provisions	11.0	7.1
Other Current Liabilities	70.5	55.0
TOTAL EQUITY & LIABILITIES	999.2	857.9
Total Non Current Assets	475.4	416.2
Fixed Assets	468.6	410.0
Long Term loans & Advances	6.8	6.2
Total Current Assets	523.8	441.7
Inventories	101.1	131.6
Trade Receivables	348.5	241.4
Cash & Cash Equivalents	51.6	41.0
Short Term loans & Advances	12.4	15.2
Other Current Assets	10.2	12.5
TOTAL ASSETS	999.2	857.9






Our Story




Company Snapshot




2nd Largest producer of Empty Hard Gelatin Capsules (EHGC) in India

Pioneer of Double Lock and Triple Lock Capsules in India



Global Presence with ~40% Exports Revenue
Recognized as a “STAR EXPORT HOUSE” by GoI

Preferred Vendor for Large Pharmaceutical Companies



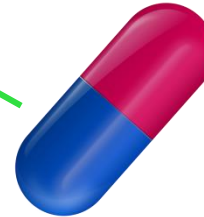
Forayed into the Food Business and markets its products under the brand “Sunloc Foods”



Our Journey

- 2013 – Entered Foods Business with Sunloc foods.
- State of the Art HVAC System
- Focusing on “Quality Assurance and Automation”

2010-15

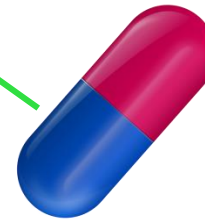


2003

- Renewed interest in the business with an aim to become top 3 manufacturers of capsules in India
- Focus on increasing export revenues

- Slow – Steady business in the EHGC division

1990's



1980's

- Entered into API manufacturing with production of Methyldopa
- Exited API business by late 80's

- Established Commercial Operations under Sunil Synchem Limited

1976



Mr. Anil Khaitan - Promoter and Chairman cum Managing Director



- Mr. Anil Khaitan is an MBA from IMD, Geneva, 1981
- Over 37 years of wide experience in Industries ranging from Steel, Copper, Paper, Jute, Wires, Foods, Pharmaceutical and Retail
- Chairman - CSR PANEL CII DELHI and Sr. Vice President at PHD Chamber of Commerce
- Member of World President Organisation (WPO) Delhi Chapter and AIMA
- Board member of Indian Council of Competitiveness

Mr. Ishan Khaitan - President (Ops. & Marketing)

- Bachelor of Science (Industrial Engineering) from University of Illinois at Urbana Champaign
- Member of the “Alpha Pi Mu” and “Phi Kappa Phi” professional fraternities
- Served on the board of Institute for Industrial Engineers.

Mr. Kahaan Khaitan - Sr. VP (Procurement)

- Graduated from Babson in “Business Administration”
- Actively involved in the Business since June 2013 and is responsible for helping the Company in deriving efficiencies in their Operations

Mr. D Gnanasekaran - Chief Executive Officer

- Graduate in Production Engineering, Post Graduate in Engineering Design & MBA in Marketing
- 34 years of experience in varied Industries. Member of Institute Engineers India and a Chartered Engineer

Mr. Pawan Rathi – Chief Financial Officer

- Member of The Institute of Chartered Accountants of India with 15 years of experience in varied financial space
- Responsible for the Banking & Financing Activities



Core Competencies to lead GROWTH

- 01 Huge Industry Potential
- 02 Wide Product Range
- 03 Unique Product Offering
- 04 State of Art Manufacturing Facility
- 05 Quality Focus
- 06 Regulatory Certifications
- 07 Global Presence
- 08 Marque Clientele
- 09 Brownfield Expansion
- 10 Economies of Scale



01 | Huge Industry Potential

- Pharma exports were pegged at US\$ 15 bn with a CAGR of 15% over the last 5 years

- Indian Pharma market is expected to grow at a CAGR of 13.6% - US\$ 50 bn in 2020

- In India, manufacturing cost is competitive as compared to the Western countries. Cost of innovation is 5th or 7th of Europe / U.S

- India is the largest exporter of Pharma formulations in the world by volume of 14% market share and 12th in terms of export value

- Capsule Industry globally is expected to grow at a CAGR of 7% from 2014 to 2019, Asia Pacific to grow at a CAGR of 12-13%.

- Installed capacity of EHG Capsules in India is ~100 bn p.a.

- 70% of the healthcare infrastructure is confined to the top 20 cities of India



02 | Wide Product Range



TSE Free



Preservative Free



Stick Free



SLS Free



Liquid Filled



Pearl Finished



Flavoured



EHG Capsule



HPMC Capsule



Natural Colour



Non-AZO Capsule

- We offer all range of capsules and have abilities to customise products
- Capsules can be transparent, coloured (same or different), partially opaque or completely opaque
- Sizes Available - 00, OSEL, OEL, 0, 1, 2, 3, 4, 5
- HPMC Capsules – Latest Launch



Product

Product Range caters to Pharma & Food Supplement Industry



Triple Lock Capsule



Innovation

Pioneers in Double Lock, Triple Lock Capsules and Multi Groove Capsules

Customize

Strengths and Appearance can be modified as per client requirement

Suitability

Suitable for filling on high speed machines with capacities upto 3,00,000 caps/hr

Printing

Linear, Circular & 360 degree. Two colour printing offered in single/ double colour with orientation



04 State of Art Manufacturing Facility



- WHO-GMP certified facility
- Zero Discharge with fully automated 'ETP'
- Latest Generation PLC controlled high-speed automatic machines
- State of Art HVAC system from Kruger, Trane, Carrier, Zeco
- Experienced Six Sigma Qualified team
- 22 automatic production lines
- Capacity expansion completed taking total Capacity to 11 billion capsules p.a.





Internationally Accepted Measures

- ✓ TPAM, 5S, Jishu Hozen across production lines
- ✓ Six Sigma, for process control and product control
- ✓ Stringent in-process quality checks
- ✓ Statistical sampling and testing
- ✓ Hourly checks



- Stringent Quality Compliance Measures Adopted for “zero defect” capsules
- Process R&D: Industry Leader for efficient utilization of primary raw material
- Automatic Inspection Machines for Automated Visual Inspection





WHO-GMP

ISO-14001:2004

**ISO-22000:2005
/9001:2008**

NSF

US FDA-DMF TYPE-IV

**TGA
AUSTRALIA**

Health Canada

GDP

GLP

**Halal-JAKIM
Malaysia**

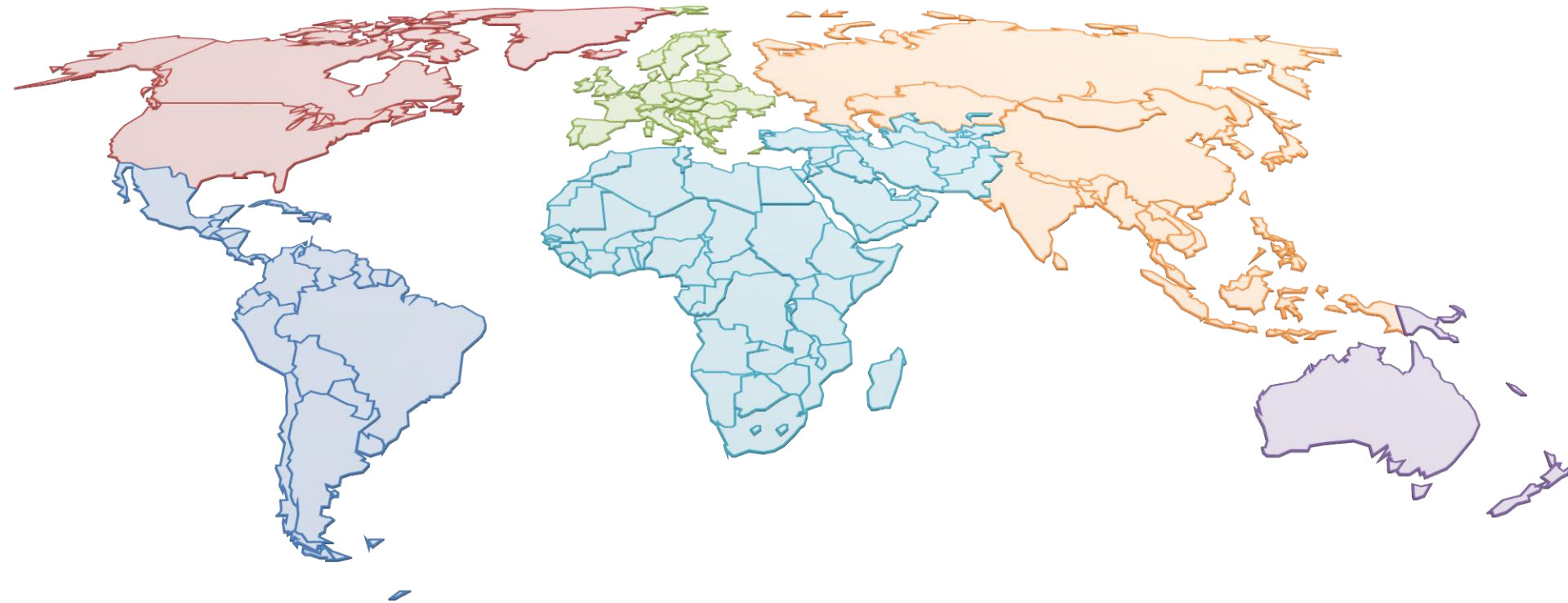
OHSAS 18001:2007



Certifications – Raw Material (Gelatin)



Presence in Over 30 Countries across the Globe



Recognized Star Export House



Wyeth



gsk
GlaxoSmithKline



Abbott
A Promise for Life



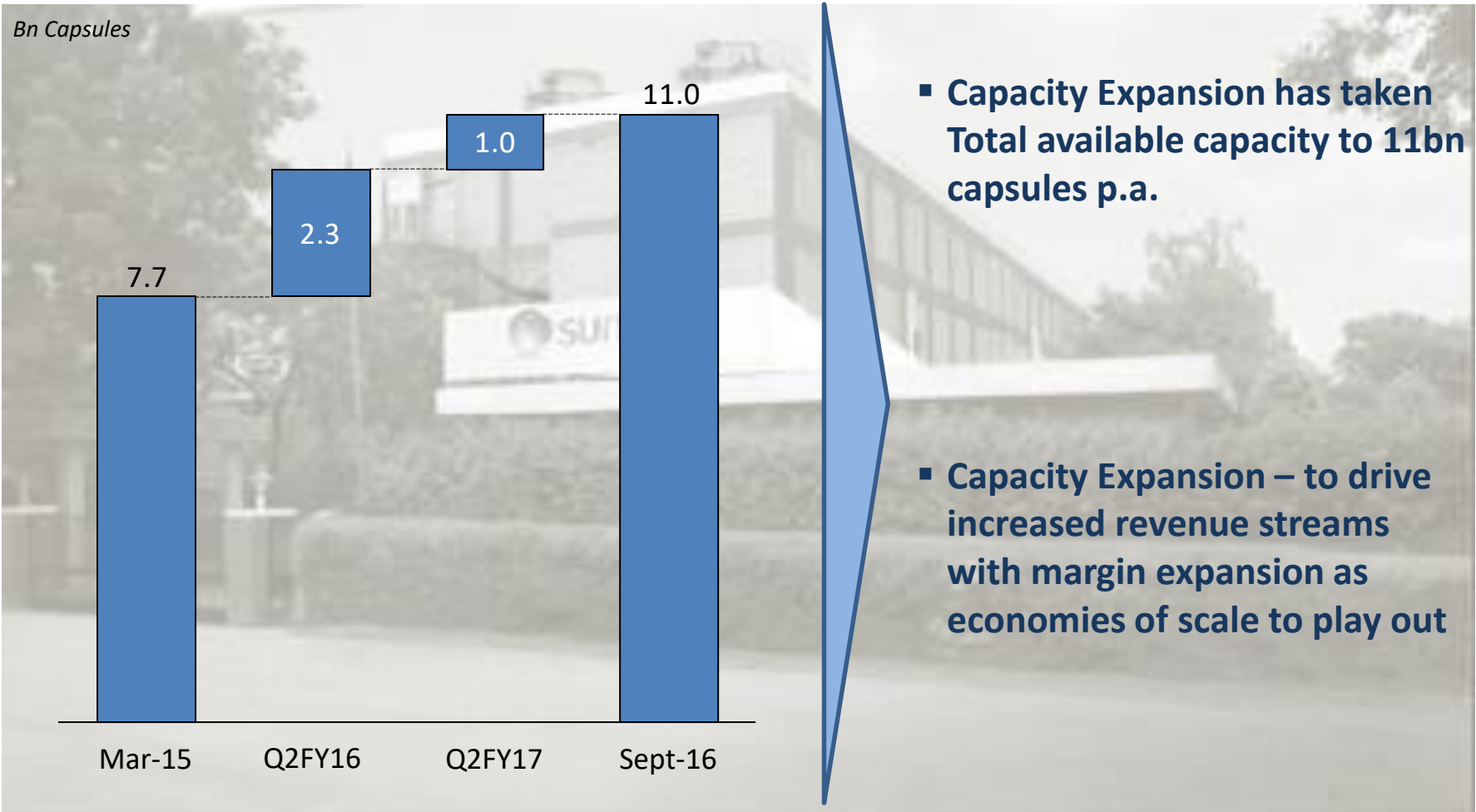
INTAS
Expressions for healthy life



CADILA
PHARMACEUTICALS



09 | Brownfield Capacity Expansion Completed



11 billion p.a Capsules Capacity at a Single Location at Alwar, Rajasthan

Human Resource

Shared Commercial & Technical Resources

Procurement & Dispatch

Better Negotiating Power with the Key Suppliers & Vendors

Competitive Position

Manufacturing Efficiencies helps achieve competitive strength

02

04

06



01

03

05

Infrastructure

Common Infrastructure and Utilities

Control

Better Control and Smooth Running of the Plant

Operating Leverage

Fixed Cost Remains same ; Operating Leverage plays out

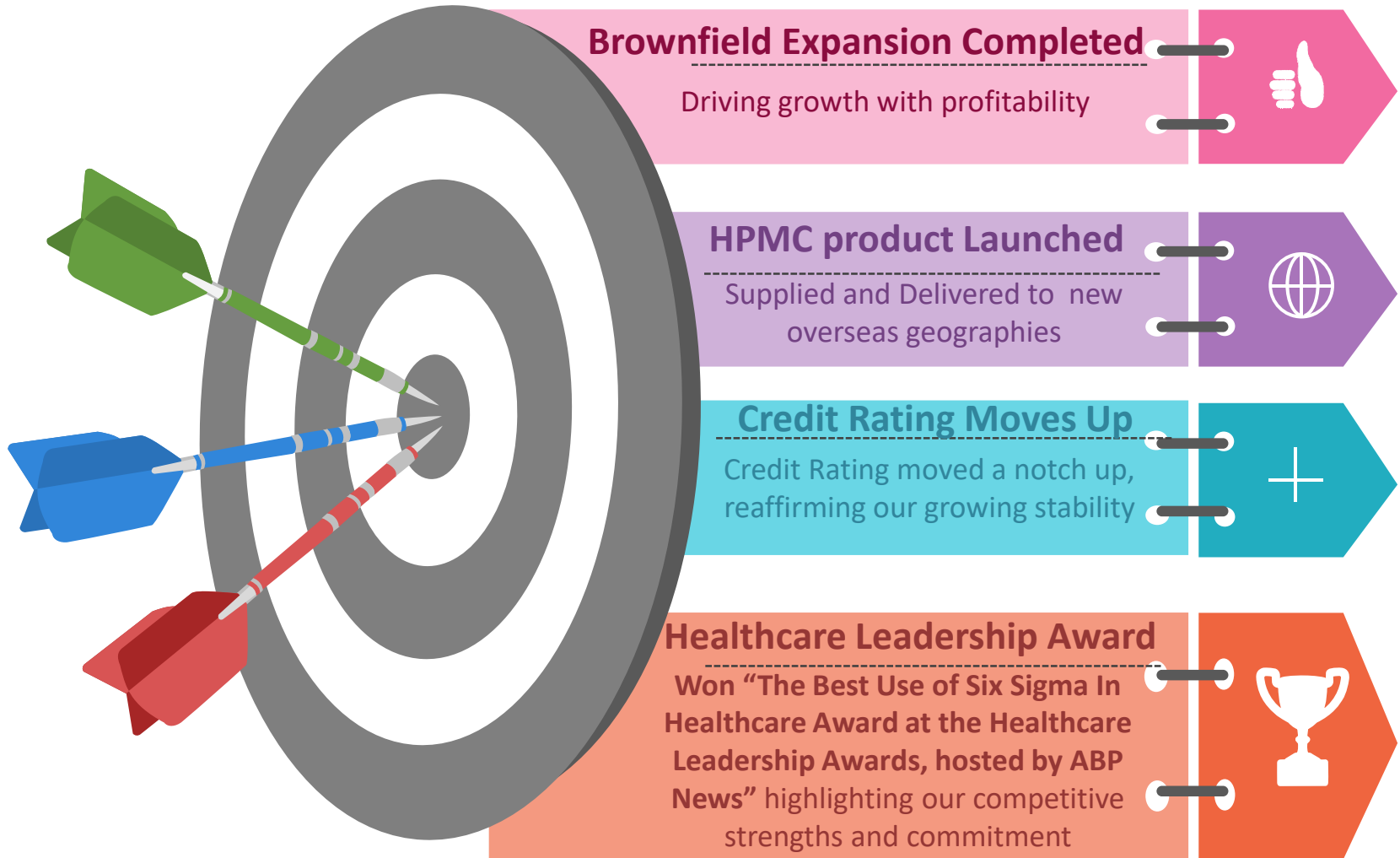
SAP Implemented Organization





- Division started in 2013
- Engaged in marketing of Nuts, mainly Cashews
- Building Capabilities in Supply Chain
- 11.7 % Revenue Contribution in FY16





 **Healthcare Leadership Award – Six Sigma**
Won *“The Best Use of Six Sigma In Healthcare Award at the Healthcare Leadership Awards, hosted by ABP News November 2015”*



 **Business Excellence Award 2015**
Received the prestigious *“Business Excellence Award 2015 for Excellence in Manufacturing, Research & Distribution for Empty Hard Gelatine Capsules”* at *“Indian Pharma Expo”, October 2015*



*In Rs.***816 Mn**

Revenue - FY16

157 Mn

EBITDA – FY16

52 Mn

PAT - FY16

21% ↑Revenue
3 Years CAGR**25%** ↑EBITDA
3 Years CAGR**55%** ↑PAT
3 Years CAGR

Annual Income Statement

Rs. Million	FY16	FY15	FY14	FY13
Net Revenue	816	726	617	461
Raw Material	353	319	214	141
Employee Cost	94	86	71	62
Other Expenses	225	204	220	186
Other Income	13	8	5	9
EBITDA	157	125	117	81
EBITDA Margin	19.2%	17.2%	19.0%	17.5%
Interest	38	23	25	26
Depreciation	38	40	41	38
Exceptional Item	0	0	0	6
PBT	80	62	51	22
Tax	28	22	18	7
PAT	52	40	33	14
PAT Margin	6.4%	5.5%	5.3%	3.1%



Balance Sheet

Rs. Million	FY16	FY15	FY14	FY13
Shareholders Fund	311	258	231	198
Share Capital	102	102	102	102
Reserves & Surplus	208	156	129	96
Total Non Current Liabilities	132	82	66	73
Long Term Borrowings	92	57	38	43
Other Long Term Liabilities	40	25	28	30
Total Current Liabilities	415	295	260	262
Short Term Borrowings	249	170	145	162
Trade Payables	104	70	63	57
Other Current Liabilities	62	55	52	43
TOTAL EQUITY & LIABILITIES	858	635	557	533
Total Non Current Assets	416	302	279	292
Fixed Assets	410	281	273	287
Long Term loans & Advances	6	21	6	5
Total Current Assets	442	333	278	241
Inventories	132	95	77	77
Trade Receivables	241	198	169	141
Cash & Cash Equivalents	41	25	16	12
Short Term loans & Advances	15	9	8	7
Other Current Assets	13	6	8	4
TOTAL ASSETS	858	635	557	533



For further information, please contact:

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