



SHL/SEC/2018

November 12, 2018

**Bombay Stock Exchange Limited
Listing Department,
1st Floor, New Trading Ring,
Rotunda Building,
Phiroze JeeJeeBhoy Towers, Dalal Street, Fort
Mumbai – 400 001.**

Company Code: **537253**

Dear Sir/Ma'am,

Sub.: INVESTOR PRESENTATION NOVEMBER 2018

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015, please find attached Investor Presentation on financial performance of the Company for the for 2nd quarter/1st half year ended September 30, 2018 of the financial year 2018-19..

We hope you will find the same in order, and take the information in your record.

Thanking you,

Yours sincerely,
for **SUNIL HEALTHCARE LIMITED**


SANTOSH KUMAR SHARMA
COMPANY SECRETARY & COMPLIANCE OFFICER

Encl : As above

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

Sunil Healthcare Limited

Vijay Tower, 38E/252 - A, Shahpur Jat, Panchsheel Park Commercial Complex, New Delhi-110049

T: +91 11 49435555/00 F: +91 11 43850087 E-mail: info@sunilhealthcare.com Web.: www.sunilhealthcare.com

CIN No.: L24302DL1973PLC189662



Investor Presentation – November 2018

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Sunil Healthcare Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

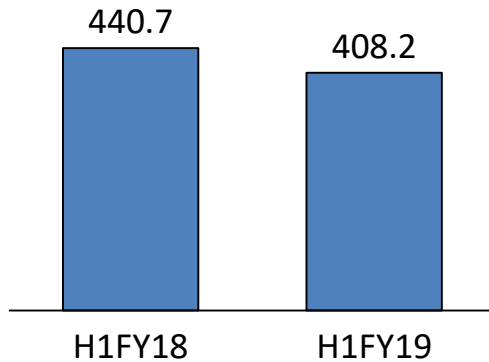
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



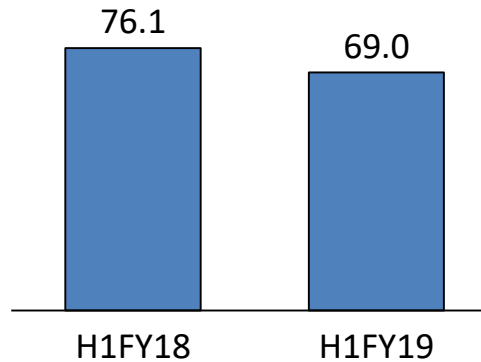
H1FY19 Standalone Performance Highlights

Rs. Million

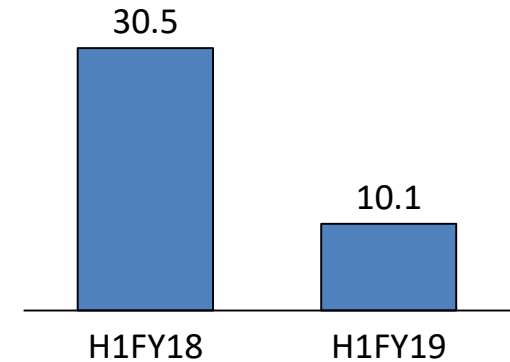
Net Revenue*



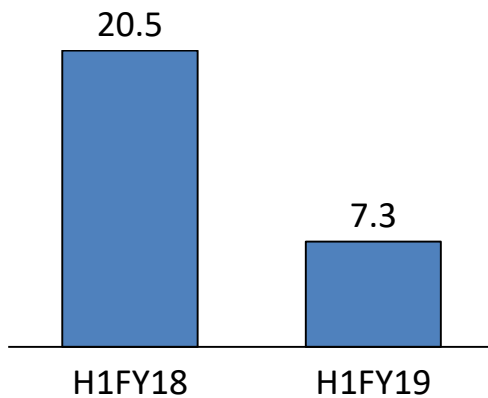
EBITDA



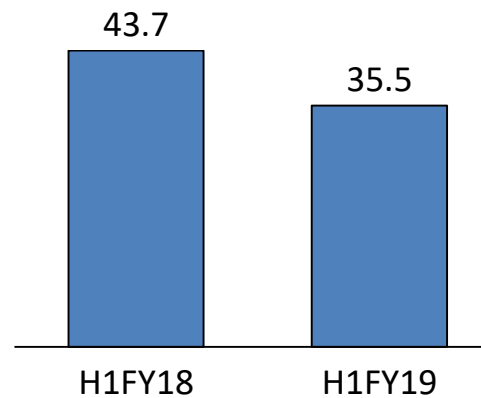
Profit Before Tax



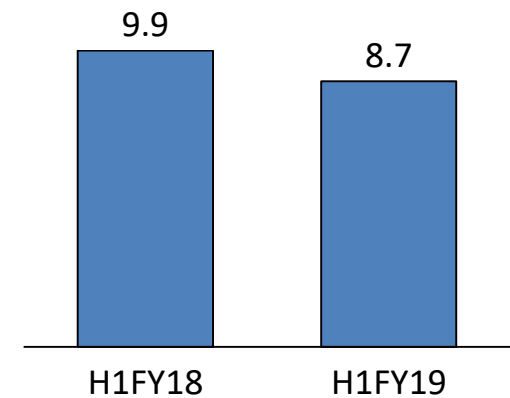
Profit After Tax



Cash PAT



Cash PAT Margin %



H1/Q2FY19 – Standalone Income Statement as per IndAS

Rs. Million	Q2FY19	Q2FY18	YoY %	H1FY19	H1FY18	YoY %
Net Revenue*	206.9	228.5	(9.5%)	408.2	440.7	(7.4%)
Capsule	206.9	186.1		408.2	398.3	
Marketing of Food Product	0.0	42.4		0.0	42.4	
Raw Material	72.3	111.3		146.4	183.4	
Employee Cost	33.1	29.5		65.3	58.1	
Other Expenses	68.6	56.2		132.1	128.1	
Other Income	1.2	1.9		4.6	5.0	
EBITDA	34.1	33.4	2.1%	69.0	76.1	(9.3%)
EBITDA Margin	16.5%	14.6%		16.9%	17.27%	
Interest	16.7	10.2		30.7	22.4	
Depreciation	13.8	11.7		28.2	23.2	
PBT	3.6	11.5		10.1	30.5	
Tax	1.0	3.6		2.8	10.0	
PAT	2.6	7.9	(67.1%)	7.3	20.5	(64.4%)
PAT Margin	1.3%	3.5%		1.8%	4.6%	
Cash PAT	16.4	19.7	(16.3%)	35.5	43.7	(18.8%)
Cash PAT Margin	7.9%	8.6%		8.7%	9.9%	

* Net Revenue = Gross Revenue – Excise Duty

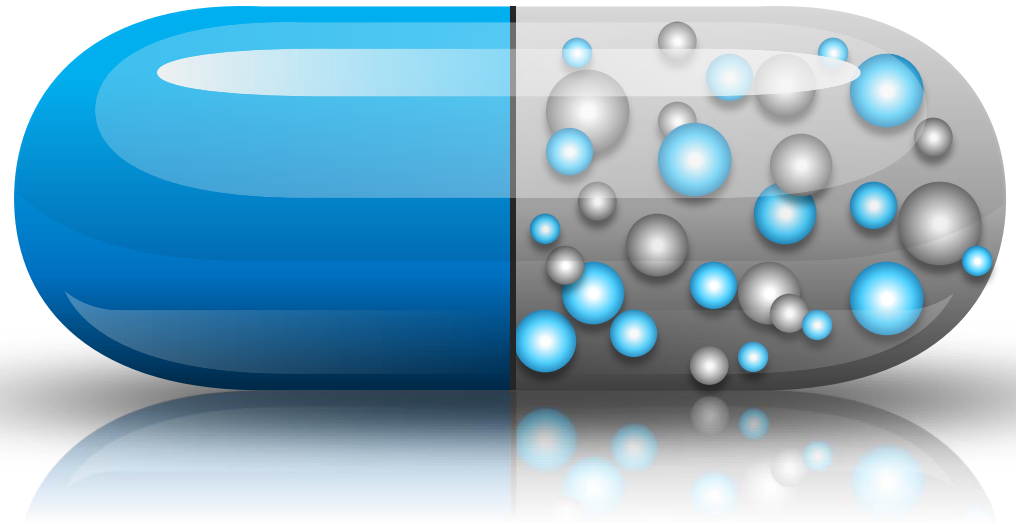


Standalone Balance Sheet as per IndAS

Rs. Million	Sep-2018	Mar-2018
Assets		
Non current Assets	719.2	731.9
Fixed Assets		
Property Plant & Equipment	697.1	706.4
Capital WIP	0.1	1.9
Other Intangible Assets	2.5	2.8
Financial Assets		
Investments	2.3	2.3
Loans	16.6	17.7
Other Non current Assets	0.6	0.8
Current Assets	688.0	693.9
Inventories	106.6	97.4
Financial Assets		
Trade Receivables	474.6	479.7
Cash & cash equivalents	20.2	6.5
Other Bank Balances	11.7	40.2
Loans	2.8	
Other Financial Assets	1.1	4.4
Current Tax Assets	2.9	0.8
Other Current Assets	68.1	64.9
Total Assets	1,407.2	1,425.8

Rs. Million	Sep-2018	Mar-2018
Equity & Liabilities		
Equity	495.3	487.9
Share Capital	102.5	102.5
Other Equity	392.8	385.4
Non Current Liabilities	198.8	263.5
Financial Liabilities		
Borrowings	114.5	183.0
Provisions	23.2	20.1
Deferred Tax Liabilities (Net)	61.1	60.4
Current Liabilities	713.1	674.4
Financial Liabilities		
Borrowings	350.2	385.8
Trade Payables	226.5	178.8
Other Financial Liabilities	85.6	55.6
Other Current Liabilities	46.0	49.0
Provisions	4.8	4.8
Current Tax Liabilities (Net)	0	0.4
Total Equity & Liabilities	1,407.2	1,425.8






Our Story

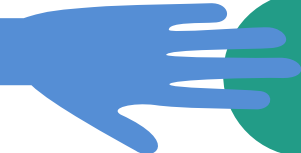


Company Snapshot



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

Ranked at 635th position* in “Top 1000 High Growth Companies in Asia Pacific 2018” with 76% growth in Revenue and 20.7% CAGR during 2013 to 2016.




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

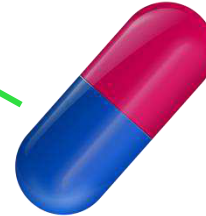
Forayed into the Food Business and markets its products under the brand “Sunloc Foods”



Our Journey

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

2010-15

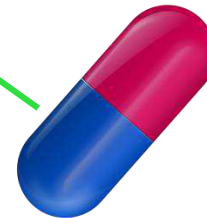


2003

- 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
- President of PHD Chamber of Commerce and Industry
- Chairman - CSR PANEL CII DELHI
- 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 19 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



Q2 | 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** – Started inhouse manufacturing since Q2 FY18





Triple Lock Capsule

Product

Product Range caters to Pharma & Food Supplement Industry



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

Innovation

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



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
- 25 automatic production lines
- Capacity expansion completed in Q4FY18 taking total available Capacity to 13 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**

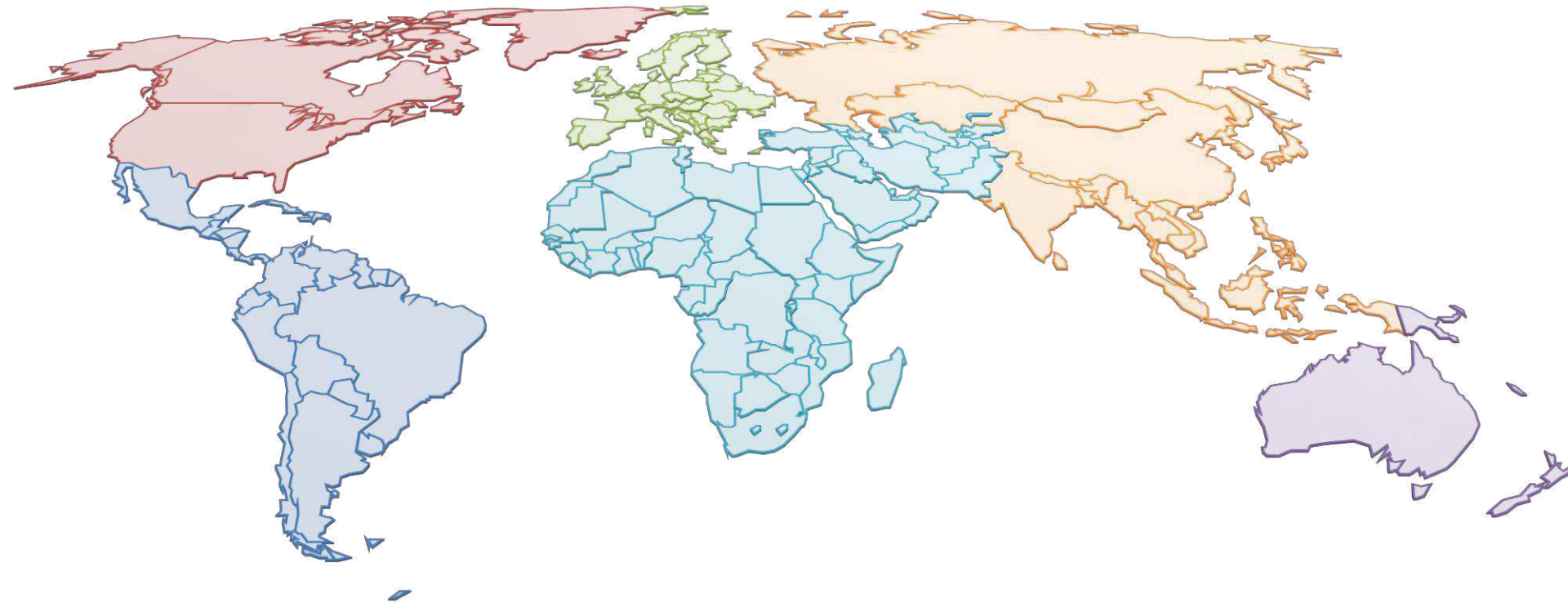
OHSAS 18001:2007



Certifications – Raw Material (Gelatin)



Presence in Over 30 Countries across the Globe



Recognized Star Export House



Wyeth



gsk
GlaxoSmithKline



Abbott
A Promise for Life



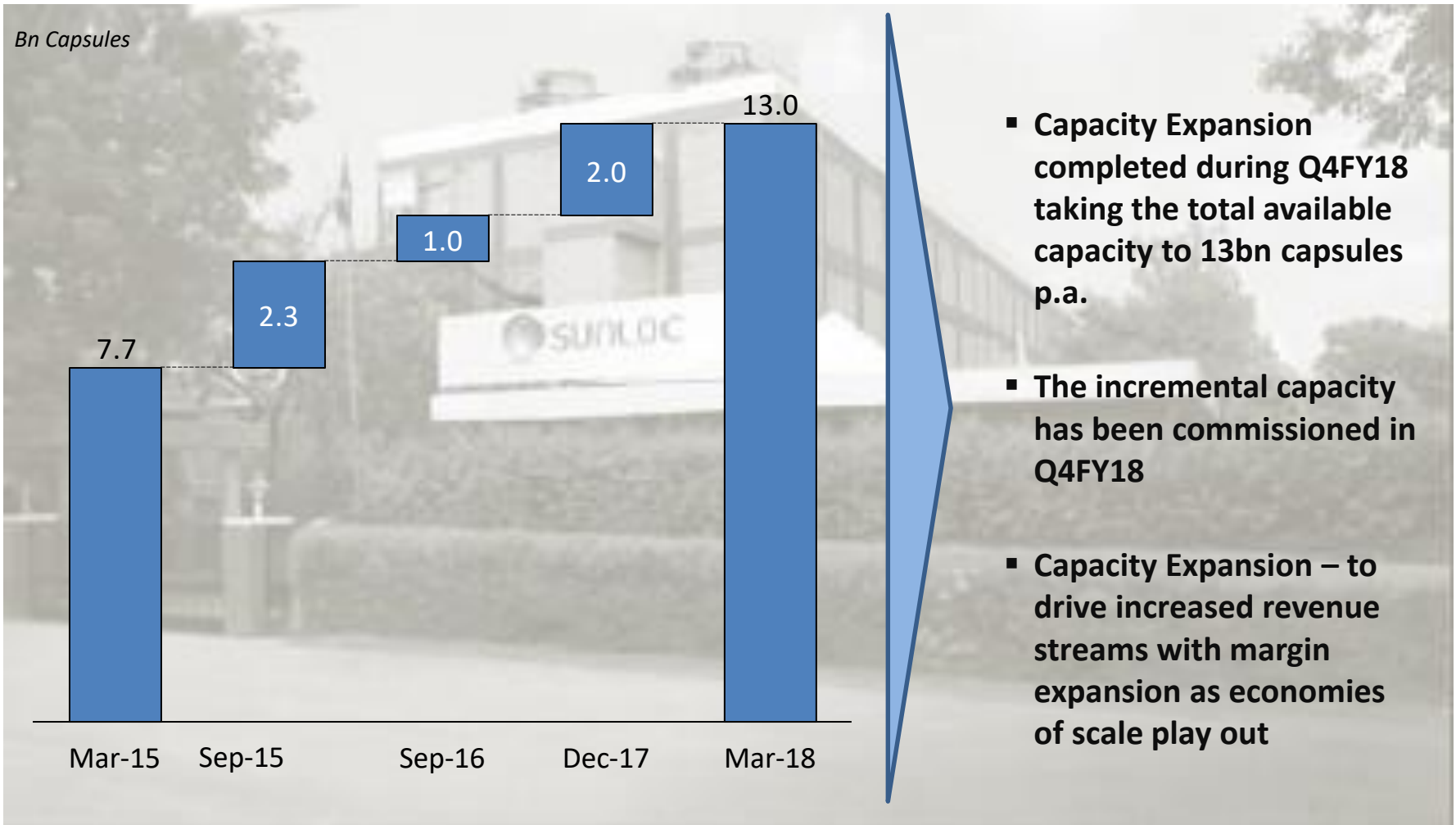
INTAS
Expressions for healthy life



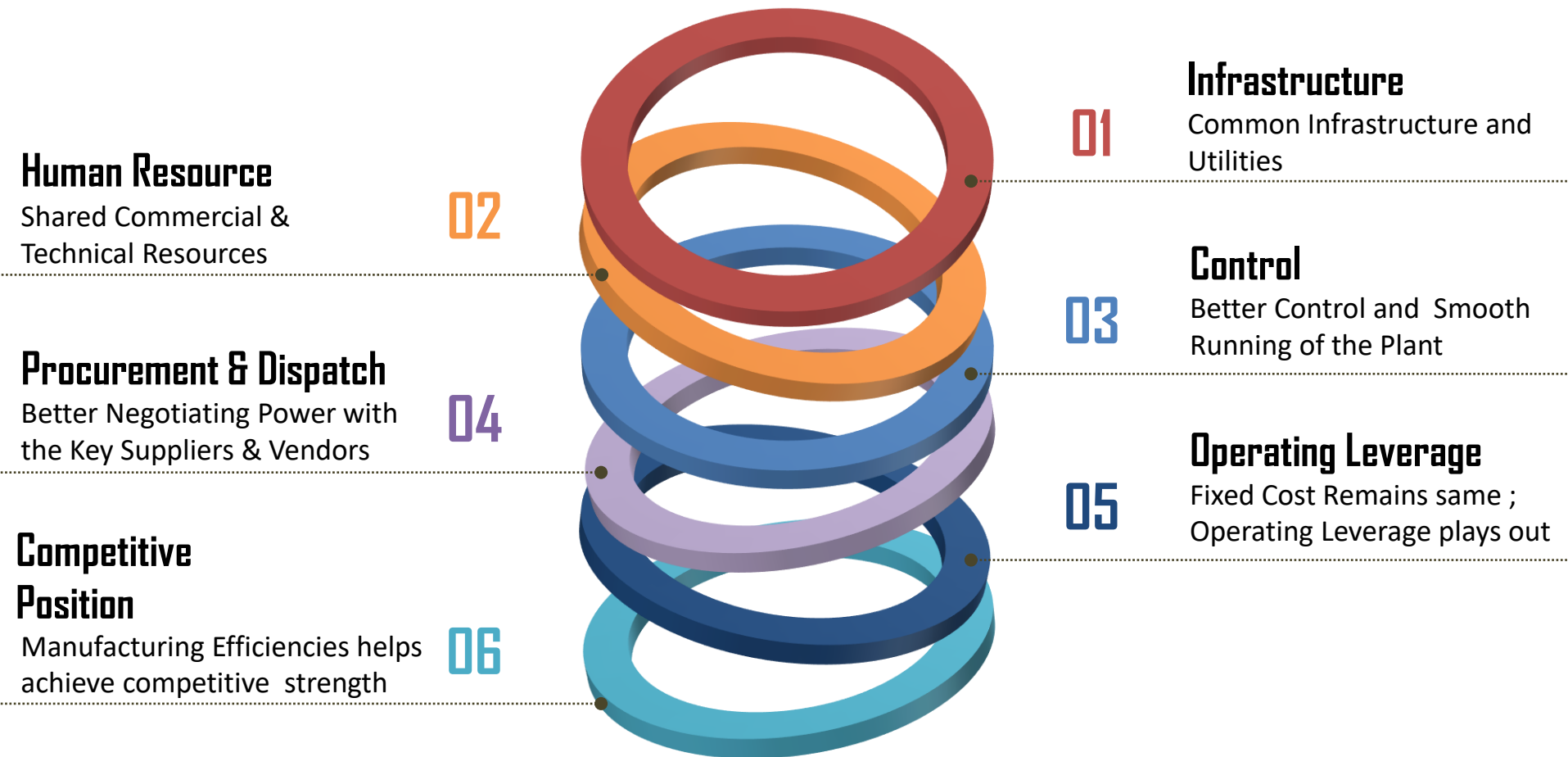
CADILA
PHARMACEUTICALS



09 | Brownfield Capacity Expansion Completed



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



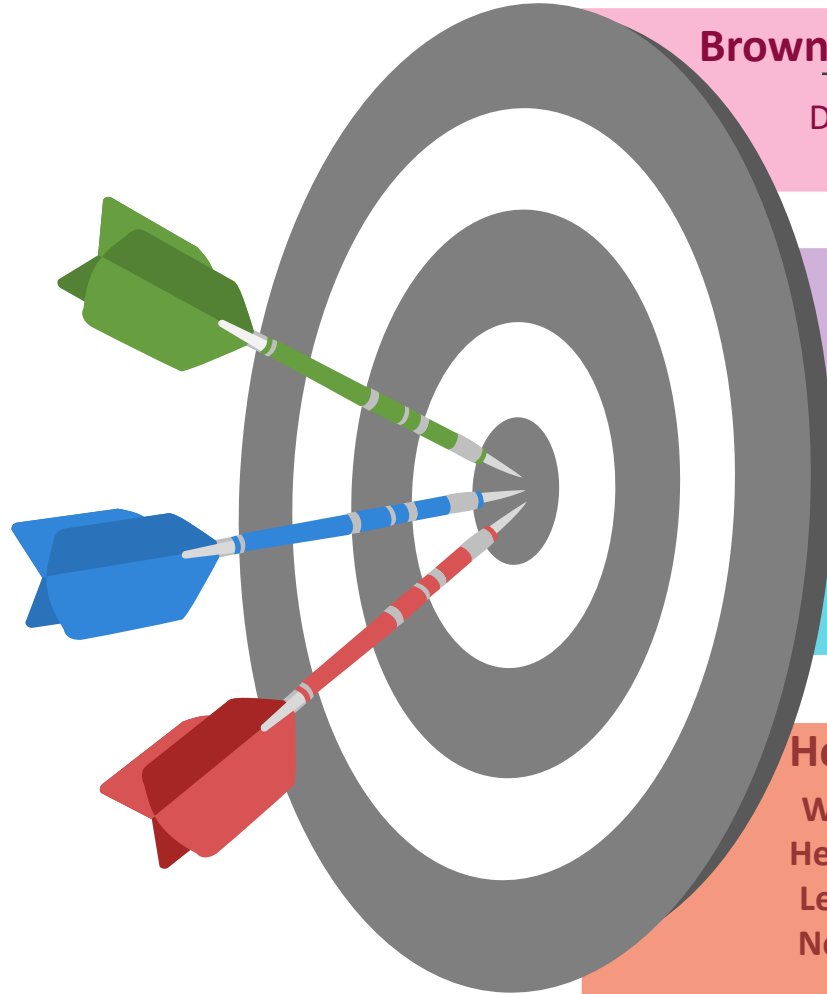
SAP Implemented Organization





- Division started in 2013
- Engaged in marketing of Nuts, mainly Cashews
- Building Capabilities in Supply Chain
- 8% Revenue Contribution in FY18
- Awarded **“Top Most Exporter”** under **Cashew nut & allied products** from **The Cashew Export Promotion Council of India**





Brownfield Expansion Completed

Driving growth with profitability



HPMC product Launched

Supplied and Delivered to new overseas geographies



Credit Rating Moves Up

Credit Rating moved a notch up, reaffirming our growing stability



Healthcare Leadership Award

Won "The Best Use of Six Sigma In Healthcare Award at the Healthcare Leadership Awards, hosted by ABP News" highlighting our competitive strengths and commitment





- We are immensely proud to announce that the company has been **ranked at 635th position among 1000 High Growth Companies in Asia-Pacific 2018** with **76% growth in Revenue** and **20.7% CAGR during 2013 to 2016**
- The Study was conducted by the Financial Times research Partner Statista





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.

915 Mn

***Total Income - FY18**

167 Mn

EBITDA – FY18

53 Mn

PAT - FY18

14.3% ↑

***Total Income
5 Years CAGR**

15.6% ↑

**EBITDA
5 Years CAGR**

30.5% ↑

**PAT
5 Years CAGR**



Annual Income Statement

Rs. Million	FY18 [^]	FY17 [^]	FY16	FY15	FY14	FY13
Total Income*	915	1,034	829	734	622	470
Raw Material	362	517	353	319	214	141
Employee Cost	122	106	94	86	71	62
Other Expenses	264	241	225	204	220	186
EBITDA	167	170	157	125	117	81
EBITDA Margin	18.7%	16.6%	18.9%	17.0%	18.8%	17.2%
Interest	50	42	38	23	25	26
Depreciation	48	43	38	40	41	38
Exceptional Item	0	0	0	0	0	6
PBT	69	85	80	62	51	22
Tax	16	29	28	22	18	7
PAT	53	56	52	40	33	14
PAT Margin	5.9%	5.5%	6.4%	5.5%	5.3%	3.1%



For further information, please contact:



SGA Strategic Growth Advisors

Company :

Sunil Healthcare Ltd.
CIN - L24302DL1973PLC189662
Mr. Pawan Rathi, Chief Financial
Officer
cfo@sunilhealthcare.com

www.sunilhealthcare.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285
Mr. Shogun Jain / Mr. Pratik R. Shah
shogun.jain@sgapl.net / pratik.shah@sgapl.net
+91 77383 77756 / +91 9769260769

www.sgapl.net

