



**SUPRIYA LIFESCIENCE LTD.**  
*Creating true values that bind global health*

---

Date: February 7, 2024

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street,  
Mumbai – 400 001  
**Scrip Code: 543434**

To,  
**National Stock Exchange of India Limited**  
Exchange Plaza, C-1, Block G  
Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051  
**Scrip Symbol: SUPRIYA**

Dear Sir/Madam,

**Subject: Investor Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the Investor Presentation.

You are requested to kindly take the same on record.

Thanking you,

**For Supriya Lifescience Limited**

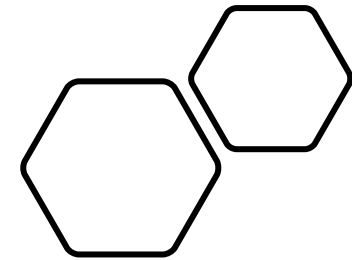
**Shweta Singh**  
**Company Secretary & Compliance Officer**  
**Membership No.: A44973**

---

**Corporate office** : 207/208, Udyog Bhavan, Sonawala Road, Goregaon (East), Mumbai – 400 063. Maharashtra, India.  
Tel: +91 22 40332727 / 66942507 Fax : +91 22 26860011 GSTIN: 27AALCS8686A1ZX  
CIN: L51900MH2008PLC180452 E-mail: [supriya@supriyalifescience.com](mailto:supriya@supriyalifescience.com) Website: [www.supriyalifescience.com](http://www.supriyalifescience.com)

**Factory** : A-5/2, Lote Parshuram Industrial Area, M.I.D.C. Tal.– Khed, Dist. – Ratnagiri, Pin :415 722, Maharashtra, India.  
Tel: +91 2356 272299 Fax: +91 2356 272178 E-mail: [factory@supriyalifescience.com](mailto:factory@supriyalifescience.com)

**GOVT. RECOGNISED EXPORT HOUSE**



**Earnings Presentation  
Q3FY24**



**SUPRIYA  
LIFESCIENCE LTD.**

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Supriya Lifescience 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.

All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Sustainability



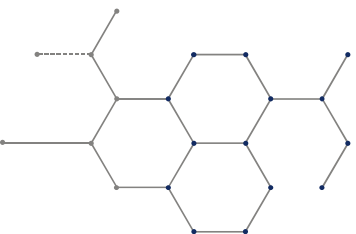
Growth



Profitability

## TABLE OF CONTENTS

1. Q3FY24 Highlights
2. Company Overview
3. Historical Financial Performance
4. Future Outlook





## Q3 FY24 Highlights

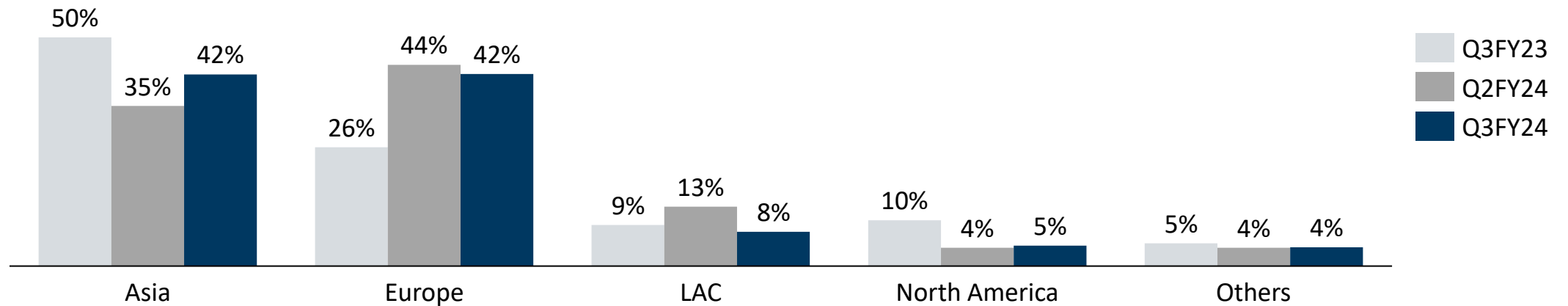
(in INR mn)

Quarterly



Regional Performance

**Business Mix Revenue Contribution - By Region**



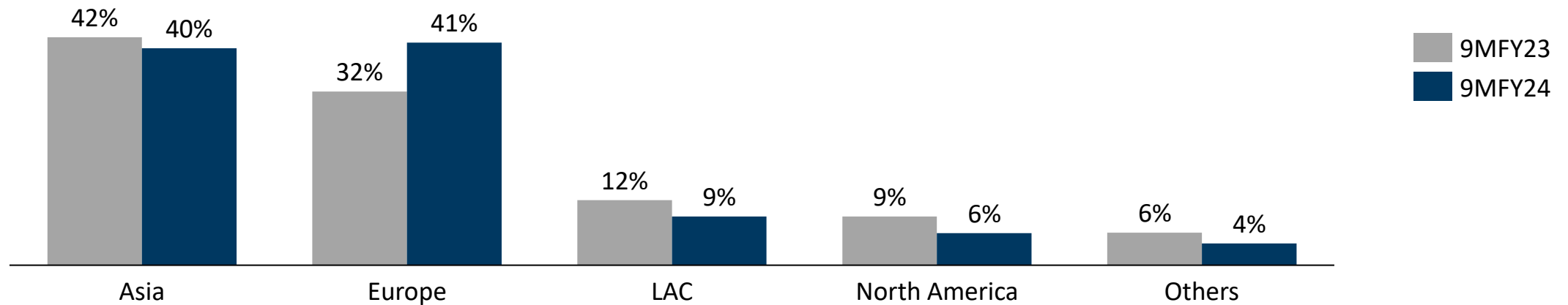
(in INR mn)

Half-Yearly



Regional Performance

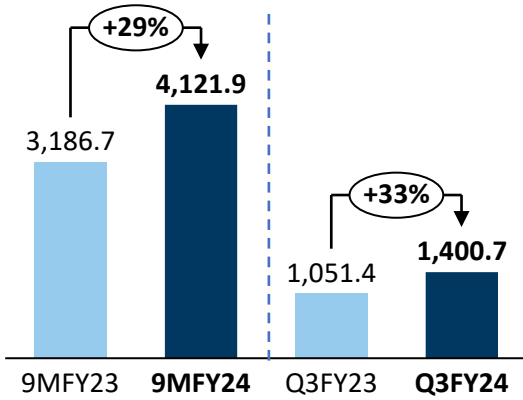
**Business Mix Revenue Contribution - By Region**



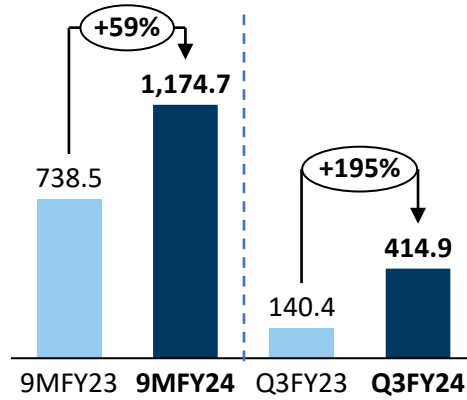
(in INR mn)

Y-o-Y

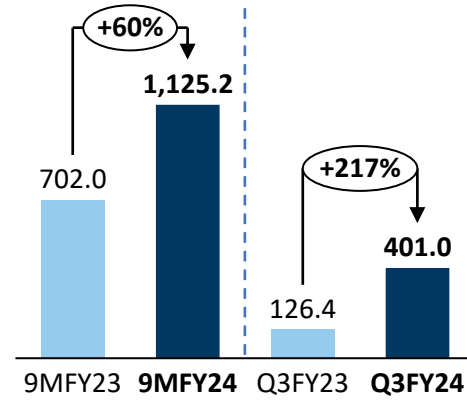
## Revenue



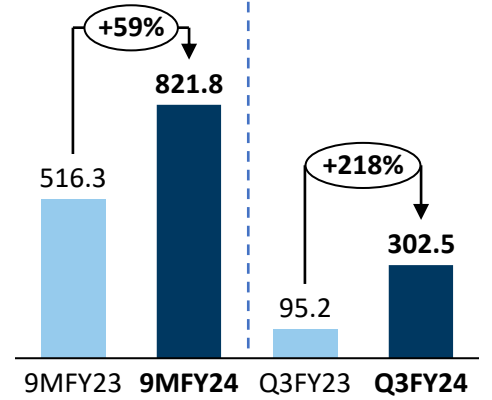
## EBITDA



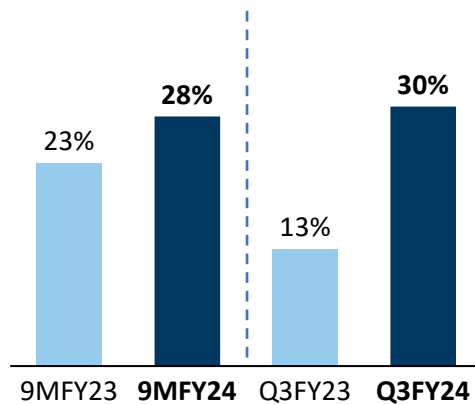
## PBT



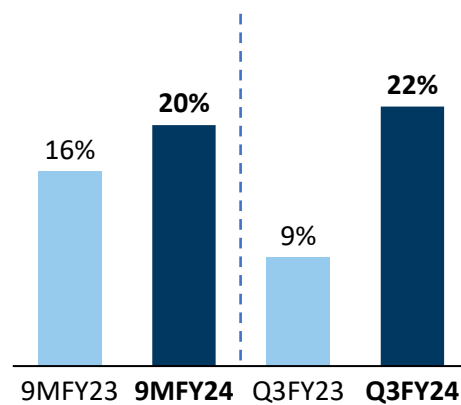
## PAT



## EBITDA Margins

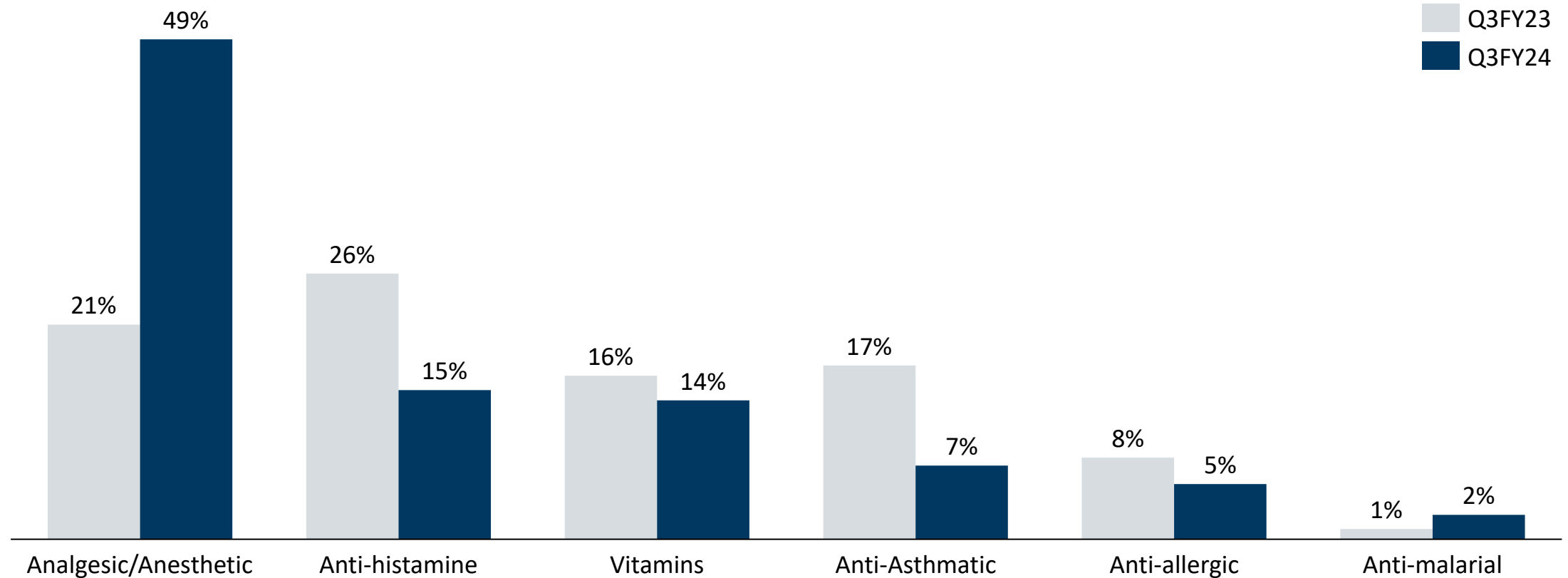


## PAT Margins





## Performance of the Therapeutic Areas

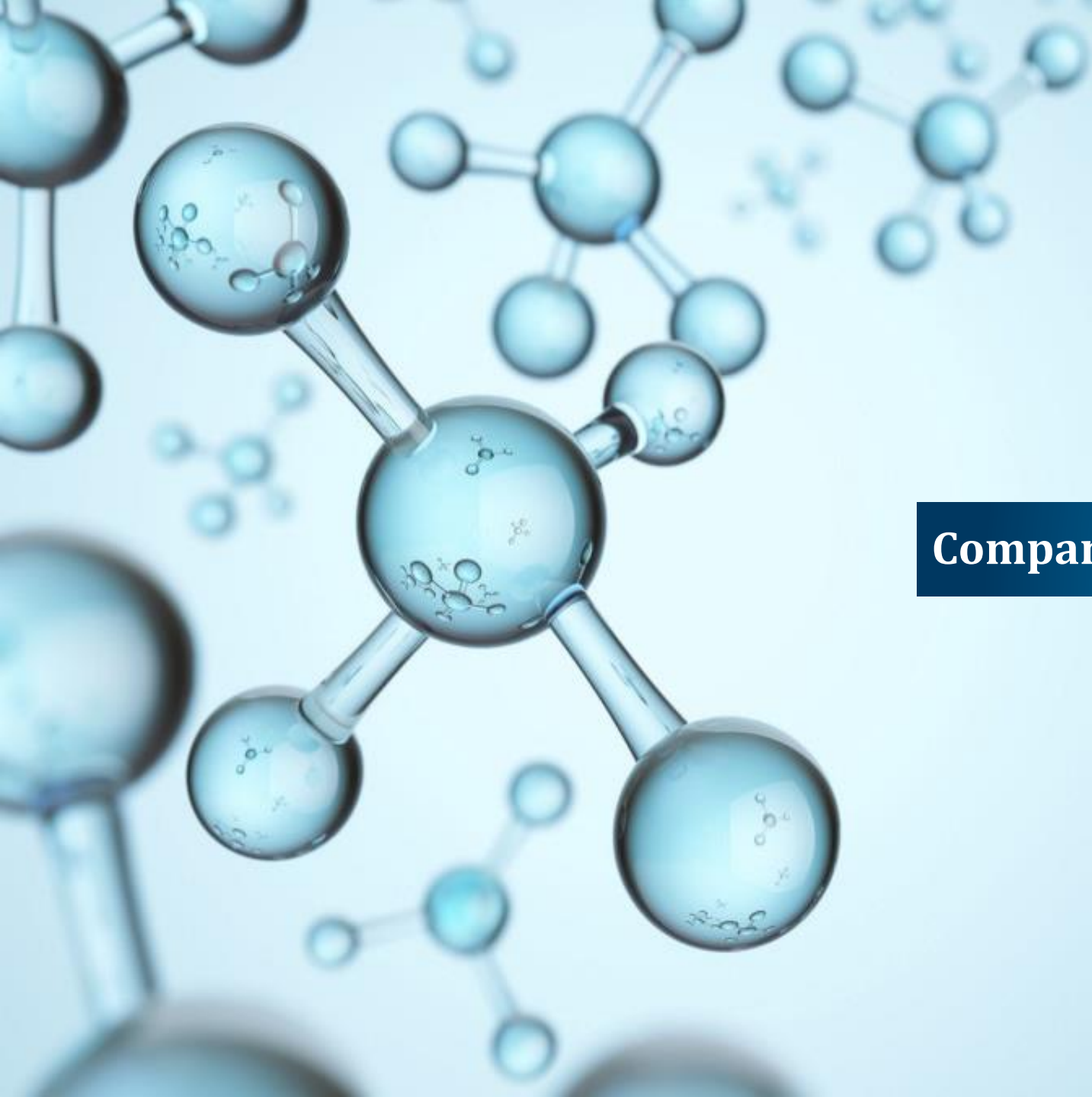


# Q3 & 9M FY24 Profit & Loss Statement



SUPRIYA  
LIFESCIENCE LTD.

| Particulars (in INR mn)                                       | Q3 FY24        | Q3 FY23        | Y-o-Y       | Q2 FY24       | Q-o-Q      | 9M FY24        | 9M FY23        | Y-o-Y      |
|---|----------------|----------------|-------------|---------------|------------|----------------|----------------|------------|
| <b>Revenue from Operations</b>                                | <b>1,400.7</b> | <b>1,051.4</b> | <b>33%</b>  | <b>1400.9</b> | <b>0%</b>  | <b>4,121.9</b> | <b>3,186.7</b> | <b>29%</b> |
| Cost of Materials Consumed                                    | 448.4          | 547.2          |             | 507.0         |            | 1,430.7        | 1,397.9        |            |
| Changes in Inventories of Finished Goods and Work in Progress | 97.8           | -33.7          |             | 109.4         |            | 204.1          | -65.5          |            |
| <b>Gross Profit</b>   | <b>854.5</b>   | <b>537.9</b>   | <b>59%</b>  | <b>784.5</b>  | <b>9%</b>  | <b>2,487.1</b> | <b>1,854.2</b> | <b>34%</b> |
| <b>GP %</b>   | <b>61.0%</b>   | <b>51.2%</b>   |             | <b>56.0%</b>  |            | <b>60.3%</b>   | <b>58.2%</b>   |            |
| Employee Benefits Expense                                     | 175.6          | 146.4          |             | 175.0         |            | 504.9          | 402.8          |            |
| Other Expenses  | 264.0          | 251.0          |             | 292.0         |            | 807.4          | 712.9          |            |
| <b>EBITDA</b>   | <b>414.9</b>   | <b>140.5</b>   | <b>195%</b> | <b>317.5</b>  | <b>31%</b> | <b>1,174.7</b> | <b>738.5</b>   | <b>59%</b> |
| <b>EBITDA %</b>   | <b>29.6%</b>   | <b>13.4%</b>   |             | <b>22.7%</b>  |            | <b>28.5%</b>   | <b>23.2%</b>   |            |
| Other Income  | 30.7           | 25.6           |             | 24.7          |            | 84.5           | 75.2           |            |
| Depreciation and Amortisation Expense                         | 39.6           | 29.5           |             | 39.8          |            | 119.0          | 88.1           |            |
| <b>EBIT</b>   | <b>405.9</b>   | <b>136.6</b>   | <b>197%</b> | <b>302.4</b>  | <b>34%</b> | <b>1,140.2</b> | <b>725.7</b>   | <b>57%</b> |
| Finance Costs   | 4.9            | 9.6            |             | 4.6           |            | 15.1           | 23.7           |            |
| <b>PBT</b>  | <b>401.0</b>   | <b>126.4</b>   | <b>217%</b> | <b>297.8</b>  | <b>35%</b> | <b>1,125.2</b> | <b>702.0</b>   | <b>60%</b> |
| Total Tax Expense*  | 103.13         | 31.3           |             | 58.9          |            | 30.3           | 185.7          |            |
| <b>Profit for the year</b>                                    | <b>297.87</b>  | <b>95.2</b>    | <b>218%</b> | <b>238.8</b>  | <b>27%</b> | <b>821.8</b>   | <b>516.3</b>   | <b>59%</b> |
| <b>PAT %</b>  | <b>21.6%</b>   | <b>9.1%</b>    |             | <b>17.0%</b>  |            | <b>20.1%</b>   | <b>16.2%</b>   |            |
| <b>EPS</b>  | <b>3.76</b>    | <b>1.18</b>    |             | <b>2.97</b>   |            | <b>10.28</b>   | <b>6.41</b>    |            |



## Company Overview

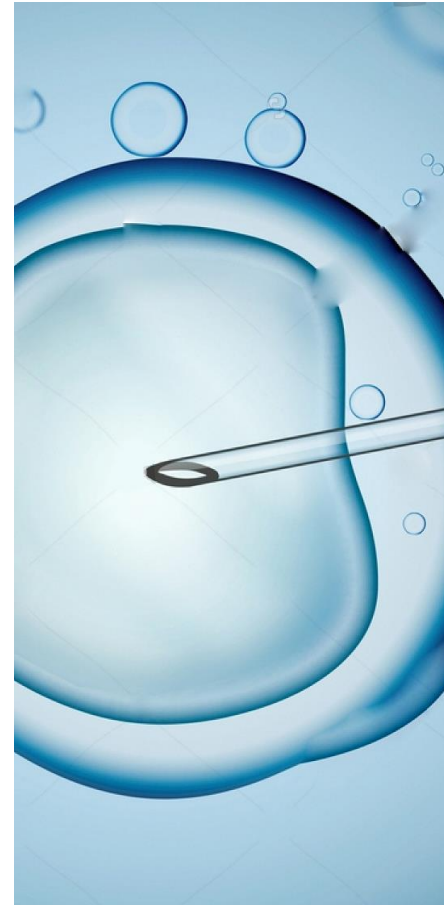
Niche product basket of

**38** APIs

Diversified operations  
with presence in

**86** countries

Largest exporter of  
**Chlorpeniramine  
Maleate, Ketamine  
Hydrochloride and  
Salbutamol Sulphate**  
from India



Approved facility with  
strong IP

**15** DMFs with USFDA

Manufacturing facility  
spread across

**23,806**  
sq.mts

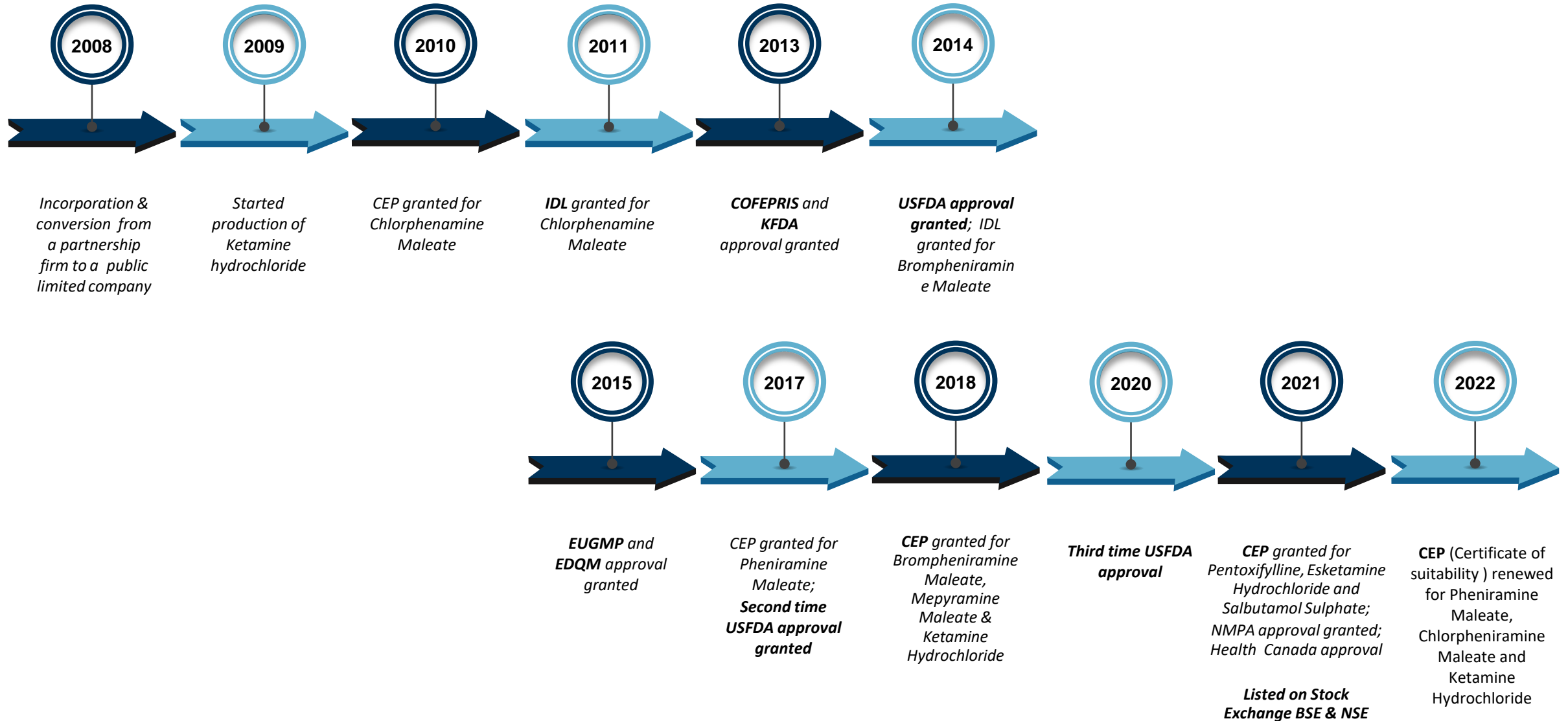
Reactor capacity of

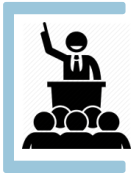
**597** KL/day

**1,200**  
customers

**9** CEPs with EDQM

**3** process patent filed





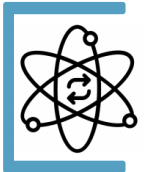
Significant scale with leadership position across key & niche products



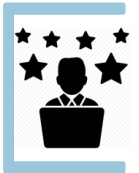
Backward integrated business model



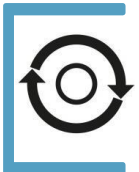
Geographically diversified revenues with a global presence across 86 countries



Advanced manufacturing and research and development capabilities



Experienced senior management team and qualified operational personnel



Consistent strong financial performance due to de-risked business model



15 products are backward integrated\* in following therapies

Anesthetics

Anti-Asthmatic

Anti-Histamine

Decongestant

Anti-Gout

73%  
of Q3 FY24 revenue

Integrated business model helped us grow revenue and sustain margins in the last year. Large part of growth and sustainability was driven by these backward integrated products



Note: In the process of further backward integrating 3 more products

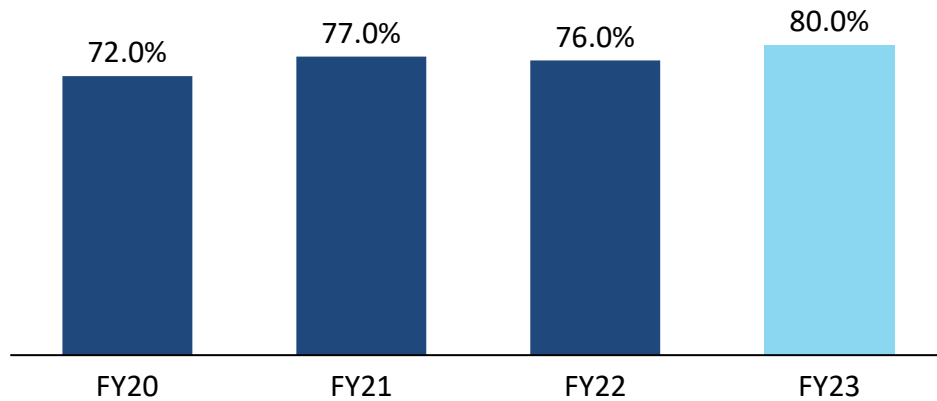


- For key products we are seeing good traction in untapped regulated markets of North America
- For Anaesthetic therapy 3 ANDA projects have been initiated and we are also working on ANDA projects for Anti Hypertensive and Vitamins



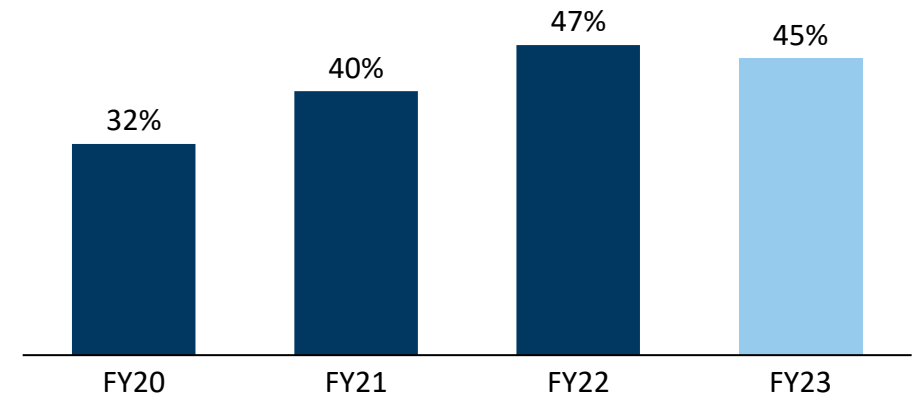
## Significant export presence, with low dependence on a specific geography

Export sales, as a % of revenue from operations



## ... with customer concentration

Share of top 10 customers, as a % of revenue from operations



## Long standing relationship with global pharma companies ...



## ... We plan to reduce customer concentration

- Penetration of existing products to newer geographies by registering these products
- Adding new niche products with high volume potential for which we are building 2 new R&D centers
- CMO/CDMO opportunities

**4**

**Manufacturing blocks  
segregated therapy wise**

**7**

**Clean  
rooms**

**597 KL**

**Reactor  
capacity**

**23,806 sq.mt.**

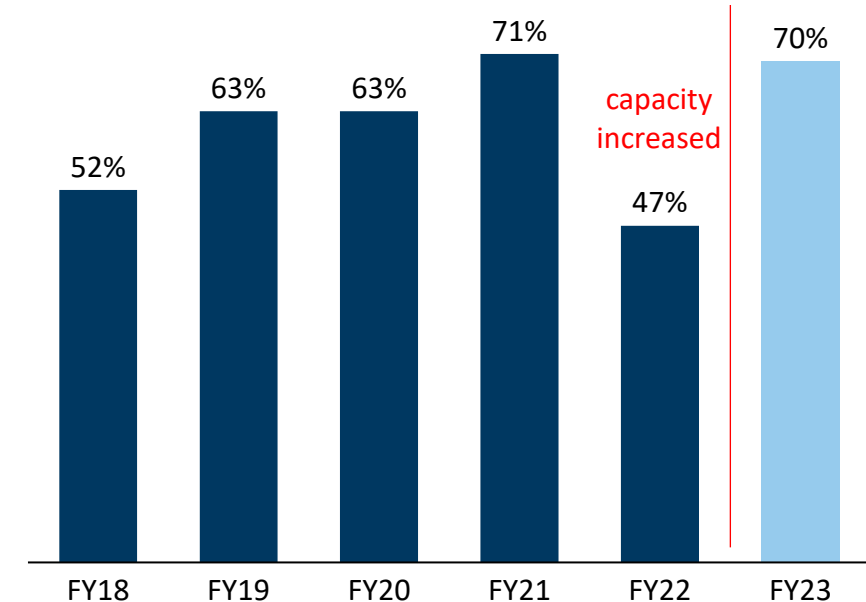
**Land  
area**

- ✓ Well delineated areas for R&D, quality control (chemical microbiology), quality assurance, dedicated areas for engineering maintenance, warehouse, materials and finished goods stores
- ✓ Effluent treatment plant and an express feeder from the sub-station for power
- ✓ Initiated construction of a new warehouse and administration block, with new quality control & assurance lab
- ✓ Acquired a plot of land, measuring 12,551 sq.mt., near present manufacturing facility – for future growth
- ✓ Acquired a plot of land, measuring 24,646 sq.mt, 20 kms from the present manufacturing facility for backward integration
- ✓ Acquired a plot of land measuring 80,000 sq mt, at Isambe near Patalganga

## Scaled up Manufacturing Facilities over the years

|                              | <b>Block<br/>A</b> | <b>Block<br/>B</b> | <b>Block<br/>C</b> | <b>Block<br/>D</b> |
|------------------------------|--------------------|--------------------|--------------------|--------------------|
| <b>Year of Establishment</b> | 1993               | 1994               | 2014               | 2021               |
| <b>Capacities</b>            | 157 KL             | 195 KL             | 30 KL              | 215 KL             |
| <b>Regulatory Approved</b>   | ✓                  | ✓                  | ✓                  | ✓                  |

## Steady improvement in capacity utilization



## Supported by R&D driven mindset



DSIR approved  
facility

15\*  
DMFs

9\*  
CEPs

3\*  
Process Patent  
Filed in India



- ✓ The Company has a DSIR approved R&D facility in Parshuram Lote, Maharashtra.
- ✓ Team of 26 scientists\* primarily focused across the value chain of API process development
- ✓ Supriya's R&D efforts are mainly focused across the value chain of API process development, demonstrated by a strong pipeline of products
- ✓ Consistent efforts towards
  - Developing new products
  - Improving existing products and drug delivery systems
  - Expanding product applications

Focus on uniform manufacturing standards to achieve standardised product quality across markets

## Ability to handle complex chemistries..

- ✓ Simple to highly complex chiral centre molecules
- ✓ Control category drugs
- ✓ Drugs with specialized environment for manufacturing (Methylcobalamin, Vitamin B12 & derivatives)

... across varied class of reactions

High vacuum distillations  
Cyclisation **Grignard reaction**  
**Fridel craft acylation**  
Decyanation Etherification  
Formylation High pressure catalytic reductions  
**Bromination**  
Nitration Oxirane

# Recognized by Key Regulatory Bodies



| API's Under Pipeline |          | Status                    |
|----------------------|----------|---------------------------|
| USDMF's              | 15 API's | Submitted                 |
| CEP                  | 9 API's  | Granted                   |
| USDMF                | 4 API    | Submission Under Progress |
| CEP                  | 1 API's  | Assessment Under Progress |
| CEP                  | 4 API's  | Submission Under Progress |

**2009**

Certificate of Excellence for outstanding Export Performance in the product group Chemicals, Drugs, Pharma and Allied Products (MSME) awarded by Federation of Indian Export Organisation

**2010**

Special Recognition National Award for Research and Development awarded by Ministry of Micro Small and Medium Enterprises, Government of India

**2016**

Export House for the Year for 2015-16 awarded by Directorate of Industries, Government of Maharashtra  
Export Achievement for 2015-16 in the product group Basic Chemical, Pharmaceutical & Cosmetics Products (MSME) awarded by Directorate of Industries, Government of Maharashtra

**2017**

Export House for the Year for 2016-17 awarded by Directorate of Industries, Government of Maharashtra  
Export Achievement for 2016-17 in the product group Basic Chemical & Pharmaceutical Cosmetics (SSI) awarded by Directorate of Industries, Government of Maharashtra

**2019**

Outstanding Export Performance Award for the year 2018-19 for product group API / Bulk Drugs by Pharmaceuticals Export Promotion Council of Indi



**Awards**



**Awards**



**Satish Wagh**

## Chairman & MD

- B.Sc. from R.D National College and W.A. Science College, University of Bombay, Mumbai & an honorary Ph.D. in entrepreneurship from Faculty of Management Studies, National American University.
- Director on the boards of Supriya Medi-Chem Private Limited, Lote Industries Testing Laboratory Association and Sachin Industries Limited.



**Saloni Wagh**

## Whole-time Director

- B.Sc. from Parle Tilak Vidhyalaya Association's Sathaye College, University of Mumbai, Mumbai, a master's degree in science from Institute of Science, University of Mumbai, Mumbai and a PhD in chemistry from the Faculty of Science, Pacific University, Udaipur



**Shivani Wagh**

## Whole-time Director

- Bachelor's degree in management studies from M.L. Dahanukar College of Commerce, University of Mumbai, Mumbai and master's degree in International business management from Manchester Business School, University of Manchester, Manchester



**Rajeev Jain**

## Chief Executive Officer

- Master of Business Administration (Marketing) from Jivaji University, Gwalior and B Sc (PCB) with distinction
- Previously associated with Morepen Labs Ltd., Ind Swift Labs, Arch Pharma, Trident Group and Max India (DSM)



**Krishna Raghunathan**

## Chief Financial Officer

- Chartered Accountant (CA) from ICAI and bachelor degree of Science in Zoology from Madras University, Chennai..
- Previously associated with companies like Dr. Reddy's Laboratories Limited and Granules India Limited.

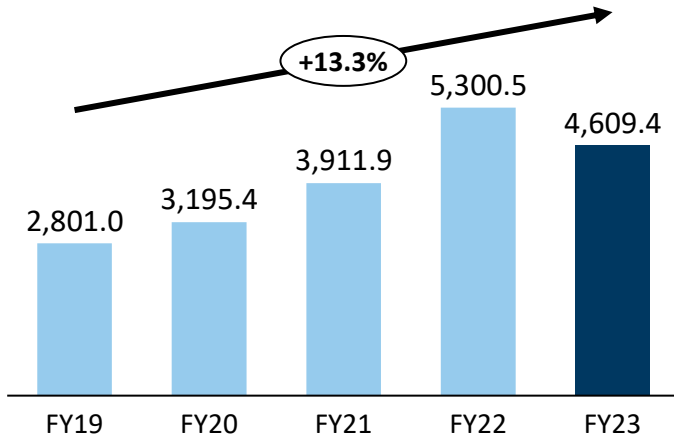




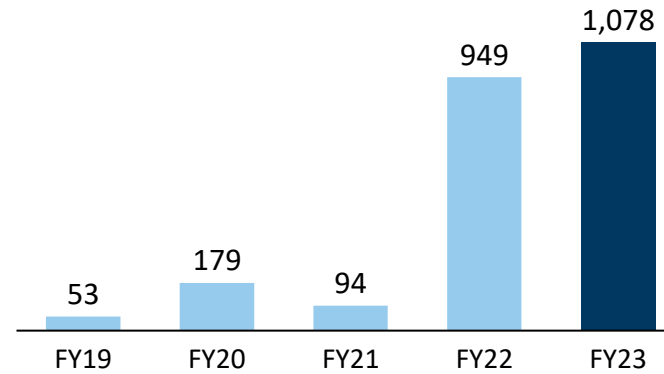
## Historical Financial Performance

# Consistent & Strong Financial Performance

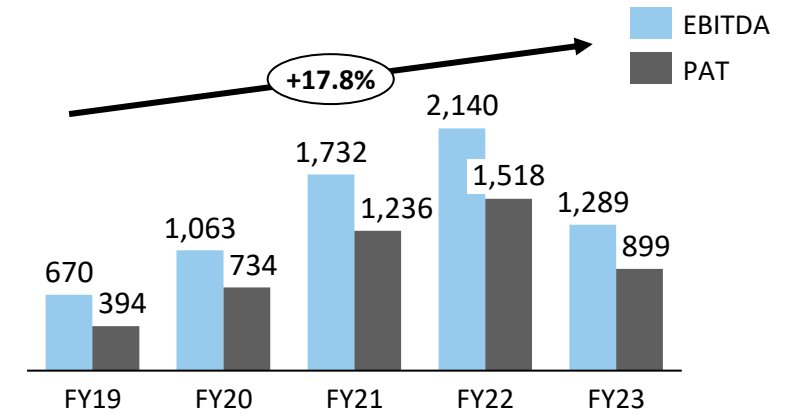
## Robust revenue growth



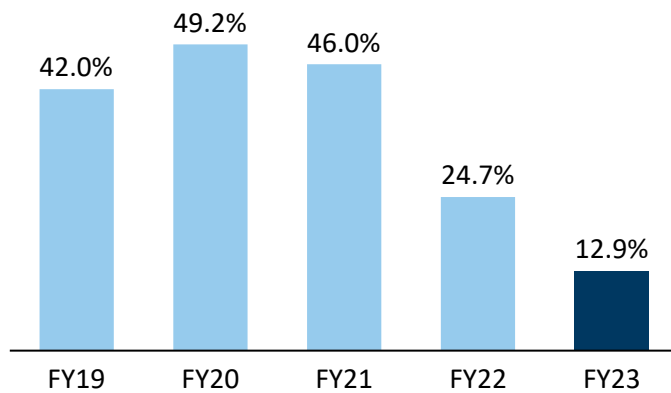
## ... Capex Spend



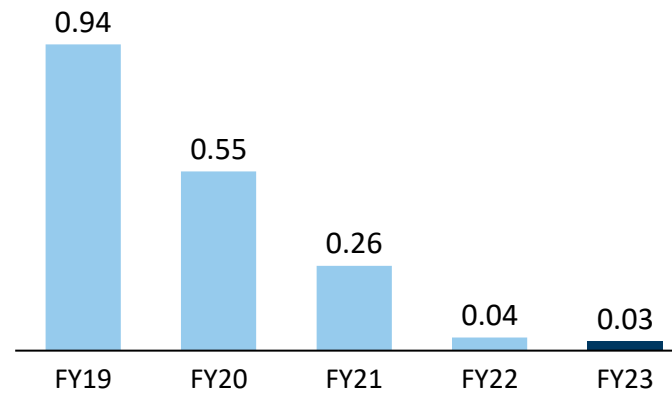
## ... and, focus on profitability



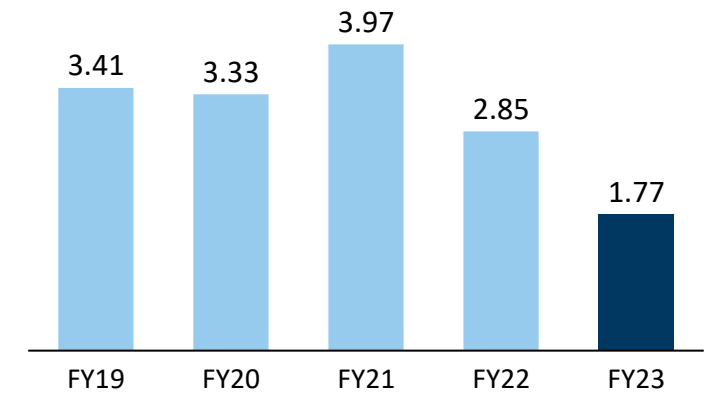
## Return on Net Worth



## Healthy leverage profile

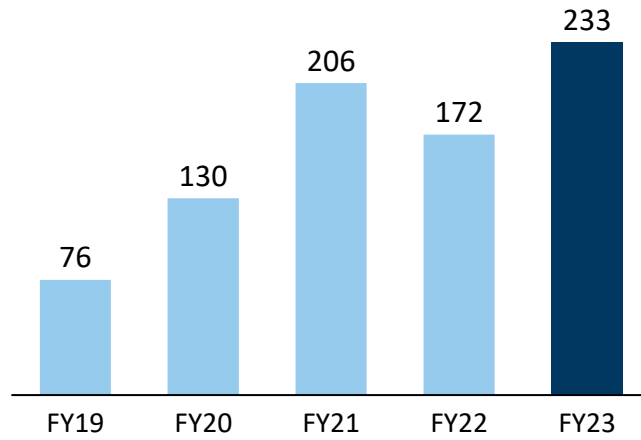


## Strong operating performance

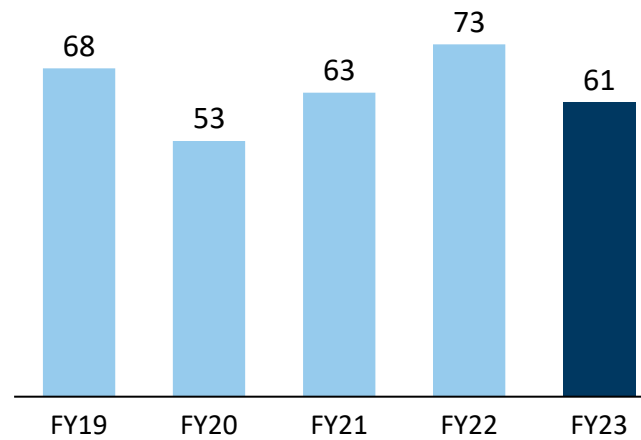


(in INR mn)

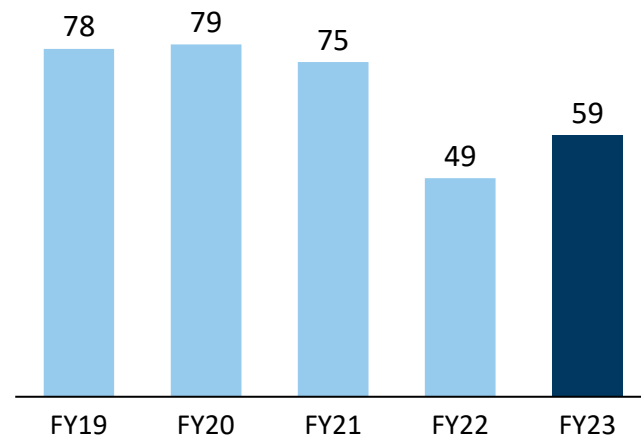
## Inventory



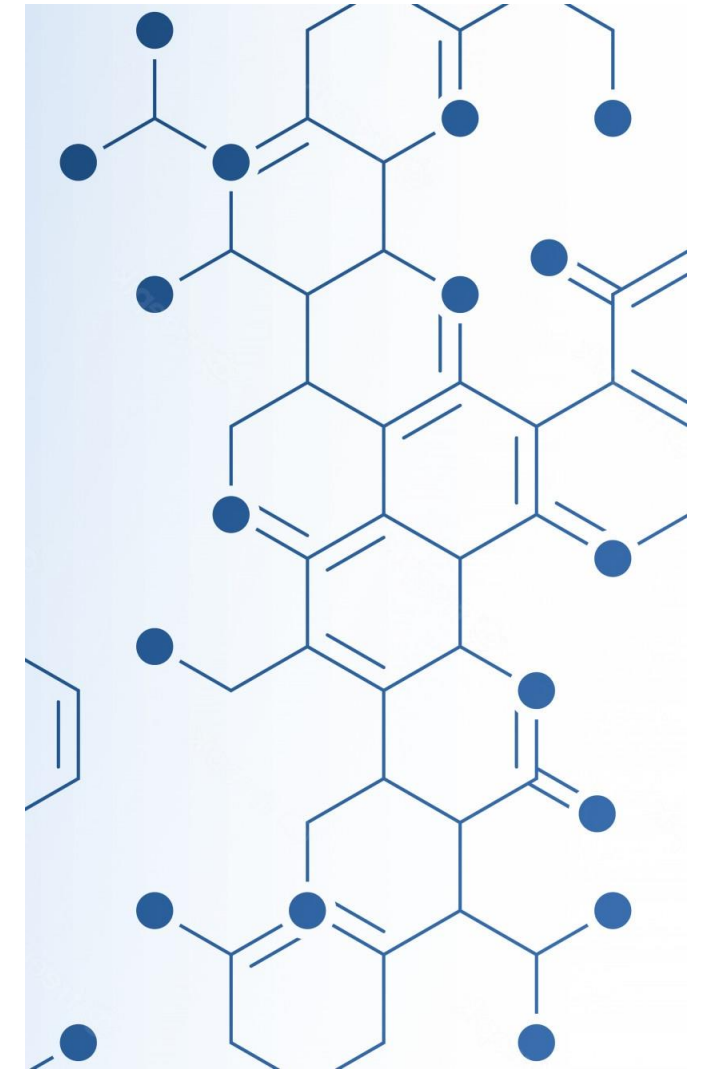
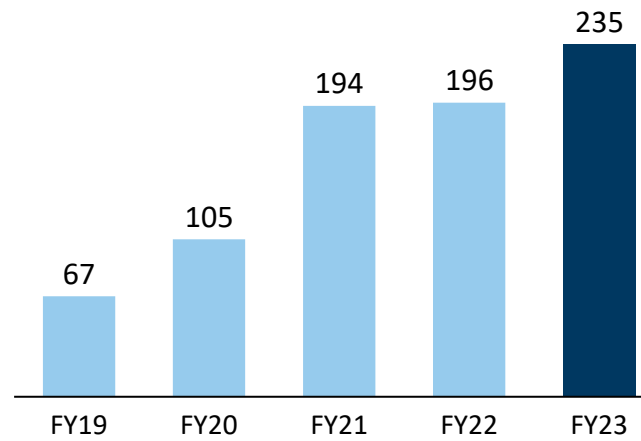
## Receivables



## Payables



## Net Working Capital



# Summary Statement of Profit and Loss

| Particulars (in INR mn)                                       | FY23           | FY22           | FY21           |
|---|----------------|----------------|----------------|
| <b>Total Revenue</b>  | <b>4,609.4</b> | <b>5,300.5</b> | <b>3,912.4</b> |
| Cost of Materials Consumed                                    | 1,873.2        | 1,988.3        | 1,405.7        |
| Purchase of Traded Goods                                      | -              | -              | -              |
| Changes in Inventories of Finished Goods and Work in Progress | -65.1          | -30.3          | -124.5         |
| <b>Gross Profit</b>   | <b>2,801.3</b> | <b>3,342.4</b> | <b>2,631.2</b> |
| <b>GP %</b>   | <b>60.8%</b>   | <b>63.1%</b>   | <b>67.3%</b>   |
| Employee Benefits Expense                                     | 555.8          | 490.8          | 327.6          |
| Other Expenses  | 956.5          | 711.8          | 571.8          |
| <b>EBITDA</b>   | <b>1,289.0</b> | <b>2,139.8</b> | <b>1,731.7</b> |
| <b>EBITDA %</b>   | <b>28.0%</b>   | <b>40.4%</b>   | <b>44.3%</b>   |
| Other Income  | 94.9           | 75.8           | 49.8           |
| Depreciation and Amortisation Expense                         | 118.2          | 101.2          | 67.6           |
| <b>EBIT</b>   | <b>1,265.7</b> | <b>2,114.4</b> | <b>1,713.9</b> |
| Finance Costs   | 30.8           | 42.0           | 40.8           |
| Exceptional Items   | 0.0            | -              | -              |
| <b>PBT</b>  | <b>1,234.9</b> | <b>2,072.4</b> | <b>1,673.1</b> |
| Total Tax Expense   | 336.3          | 554.4          | 437.2          |
| <b>Profit for the year</b>                                    | <b>898.6</b>   | <b>1,518.1</b> | <b>1,236.0</b> |
| <b>PAT %</b>  | <b>19.5%</b>   | <b>28.6%</b>   | <b>31.6%</b>   |
| <b>EPS</b>  | <b>11.16</b>   | <b>18.86</b>   | <b>16.89</b>   |

# Summary Statement of Assets and Liabilities



| Particulars (in INR mn)           | Mar 23         | Mar 22         | Mar 21          |
|-----------------------------------|----------------|----------------|-----------------|
| <b>ASSETS</b>                     |                |                |                 |
| Non-current assets                |                |                |                 |
| (i) Property, plant and equipment | 2,551.2        | 1,824.7        | 969.5           |
| (ii) Right to Use Asset           | 53.2           | 58.0           | 14.7            |
| (iii) Capital Work in progress    | 676.3          | 434.1          | 787.9           |
| (iv) Intangible Assets            | 11.1           | 15.1           | 16.1            |
| (v) Financial Assets              |                |                |                 |
| -Investments                      | 253.0          | 0.5            | 0.5             |
| -Loans and Advances               | -              | -              | -               |
| (vi) Other Non- Current Assets    | 9.3            | 39.8           | 11.2            |
| <b>Total Non-current assets</b>   | <b>3,553.9</b> | <b>2,372.2</b> | <b>1,800.03</b> |
| Current assets                    |                |                |                 |
| (i) Inventories                   | 1,157.7        | 923.1          | 724.8           |
| (ii) Financial Assets             |                |                |                 |
| -Trade receivables                | 846.6          | 1,151.8        | 735.0           |
| -Cash and cash equivalents        | 852.5          | 1,657.8        | 435.0           |
| -Bank balances other than above   | 723.3          | 621.3          | 457.8           |
| -Other financial Assets           | 64.1           | 60.3           | 30.2            |
| -Loans and Advances               | 5.5            | 5.7            | 5.4             |
| (iii) Other current assets        | 999.2          | 555.3          | 266.5           |
| <b>Total Current Assets</b>       | <b>4,648.9</b> | <b>4,975.3</b> | <b>2654.6</b>   |
| <b>TOTAL ASSETS</b>               | <b>8,202.8</b> | <b>7,347.5</b> | <b>4454.7</b>   |

| Particulars (in INR mn)              | Mar 23         | Mar 22         | Mar 21         |
|--------------------------------------|----------------|----------------|----------------|
| <b>EQUITY AND LIABILITIES</b>        |                |                |                |
| EQUITY                               |                |                |                |
| (i) Equity share capital             | 161.0          | 161.0          | 146.4          |
| (ii) Other equity                    | 6,833.6        | 5,995.8        | 2,539.5        |
| <b>Total Equity</b>                  | <b>6,994.6</b> | <b>6,156.8</b> | <b>2,685.8</b> |
| <b>LIABILITIES</b>                   |                |                |                |
| Non-current liabilities              |                |                |                |
| (i) Financial Liabilities            |                |                |                |
| -Borrowings                          | -              | -              | -              |
| -Lease Liabilities                   | 54.9           | 53.0           | 20.7           |
| -Other financial liabilities         | -              | -              | 194.9          |
| (ii) Provisions                      | 58.7           | 29.3           | 13.0           |
| (iii) Deferred tax Liabilities       | 136.8          | 111.5          | 80.1           |
| <b>Total Non-Current Liabilities</b> | <b>250.4</b>   | <b>193.8</b>   | <b>308.6</b>   |
| Current liabilities                  |                |                |                |
| (i) Financial liabilities            |                |                |                |
| -Borrowings                          | 166.2          | 213.0          | 701.3          |
| -Lease Liabilities                   | 3.5            | 8.2            | -              |
| -Trade payables                      | 642.3          | 489.7          | 510.2          |
| -Other financial liabilities         | 8.2            | 7.9            | 5.7            |
| (ii) Provisions                      | 8.4            | 4.1            | 9.1            |
| (iii) Other current liabilities      | 129.2          | 274.0          | 234.0          |
| <b>Total Current Liabilities</b>     | <b>957.8</b>   | <b>996.9</b>   | <b>1,460.2</b> |
| <b>TOTAL EQUITY AND LIABILITIES</b>  | <b>8,202.8</b> | <b>7,347.5</b> | <b>4,454.7</b> |

# Summary statement of Cashflow



(in INR mn)

| Particulars (in INR mn)                                       | FY23           | FY22           | FY21           |
|---|----------------|----------------|----------------|
| <b>Cash Flow from Operating Activities</b>                    |                |                |                |
| Profit before Tax   | 1,234.9        | 2,072.5        | 1,673.9        |
| Adjustment for Non-Operating Items                            | 72.0           | 68.7           | 53.1           |
| <b>Operating Profit before Working Capital Changes</b>        | <b>1,306.8</b> | <b>2,141.2</b> | <b>1,727.0</b> |
| Changes in Working Capital                                    | -356.4         | -1,043.5       | 1,844.0        |
| <b>Cash Generated from Operations</b>                         | <b>950.4</b>   | <b>1,097.6</b> | <b>-117.0</b>  |
| Less: Direct Taxes paid                                       | -288.6         | -609.6         | -299.9         |
| <b>Net Cash from Operating Activities</b>                     | <b>661.9</b>   | <b>488.0</b>   | <b>799.3</b>   |
| Cash Flow from Investing Activities                           | -1,331.5       | -598.2         | -474.1         |
| Cash Flow from Financing Activities                           | -33.7          | 1,496.5        | -149.3         |
| <b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b> | <b>-703.3</b>  | <b>1,386.3</b> | <b>175.9</b>   |
| Cash and cash equivalents at the beginning of the year        | 2,279.1        | 892.8          | 747.1          |
| Effect of exchange rate changes on Cash & Cash Equivalent     | 0.0            | 0.0            | -              |
| <b>Cash and cash equivalents at the end of the year</b>       | <b>1,575.8</b> | <b>2,279.1</b> | <b>922.9</b>   |





## Future Outlook

## Two new R&D centres

- The future of company lies in R&D, initiated the process of setting up enhanced R&D facility
  1. The R&D lab at Lote Parshuram spread across 800 Sqm with 20 fume hoods is now commissioned and in operation. In this lab along with lifecycle management and backward integration the focus would be on new product development and CMO/CDMO opportunities.
  2. The Ambernath lab is currently under construction and will be operational by early Q1FY25. and this would be used for next phase of expansion
- These centres will help to develop identified APIs which will complement existing product profile.
- Further controlled drugs portfolio to be expanded , identification of potential APIs have been done which are in development pipeline, also evaluating product portfolio expansion by selecting products in anti-diabetic and CNS range.

## New markets

- Company is currently doing business with over 1200+ customers and has presence in more than 86 countries.
- The geographical locations are distributed within sales team to focus on sustaining the business and expansion through new customer acquisition.
- For regulated market, regulatory team is registering the products and filling DMFs. Sales team is in discussion with new customers to qualify Supriya as source and started sending samples and supplying APIs for their validation of products.
- Company has taken additional steps for business expansion around the globe especially in north America market, Japan, Australia and New Zealand.



## CMO/CDMO space

- Company understands large scale special chemical manufacturing and has experience in handling hazardous complex process chemistry.
- Initiated discussion with various companies ranging from big pharma to innovator companies to work as a partner for supplying products as per their needs
- We have recently announced one of our key CMO project with a leading European company where we will be exclusive API supplier. The contract spans a period of 10 years and is expected to generate peak revenue of 40 Crs/year starting from FY27
- In addition to the aforementioned contract, the company has identified two similar opportunities in the API and advanced intermediate space, along with several other potential opportunities

## Capacity enhancement

- Capacity enhancement for further backward integration for existing products, new product rollouts and CMO/CDMO opportunities
- Work in progress on the next manufacturing block (E block) at Lote Parshuram with capacity of 340 KL to be operational by Q3FY24
- A new manufacturing block with capacity of 70 KL along with a new R&D facility with Pilot plant is also being set up at Ambernath
- With these projects the total capacity will increase from **597 KL to 900 KL** by early Q1 FY25

- **API** – Active Pharmaceutical Intermediates
- **DMF** – Drug Master File
- **CEP** – Certificate of Sustainability
- **USFDA** – US Food And Drug Administration
- **EDQM** – European Directorate for the Quality of Medicines & HealthCare
- **IDL** – Import Drug Licence of China
- **KFDA** – Korea Medical Device Registration
- **COFEPRIS** – Mexico Medical Device Registration
- **NMPA** – National Medical Products Administration
- **SFDA** – Saudi Food And Drug Authority
- **DSIR** – Department of Scientific and Industrial Research
- **cGMP** – Current Good Manufacturing Practice
- **KSM** – Key Starting Material
- **WHO** – World Health Organisation
- **CDC** – Centres for Disease Control and Prevention

# Thank You!

## Company :



**SUPRIYA LIFESCIENCE LTD.**

**Supriya Lifescience Limited**

CIN: L51900MH2008PLC180452

**Mr. Krishna Raghunathan - Chief Financial Officer**

[cfo@supriyalifescience.com](mailto:cfo@supriyalifescience.com)

[www.supriyalifescience.com](http://www.supriyalifescience.com)

## Investor Relations Advisors :



**orient capital**

**Orient Capital** (a division of Link Group)

**Mr. Irfan Raen**

+91 97737 78669

[irfan.raeen@linkintime.co.in](mailto:irfan.raeen@linkintime.co.in)

**Mr. Devansh Dedhia**

+91 9930147479

[Devansh.dedhia@linkintime.co.in](mailto:Devansh.dedhia@linkintime.co.in)