



SHL/SEC/2018

September 01, 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**

Sub.: INVESTOR PRESENTATION AUGUST 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 1st quarter of the financial year 2018-19 ended on June 30, 2018.

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
01/09/2018

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

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CIN No.: L24302DL1973PLC189662



Sunil Healthcare Ltd.



Investor Presentation – August 2018

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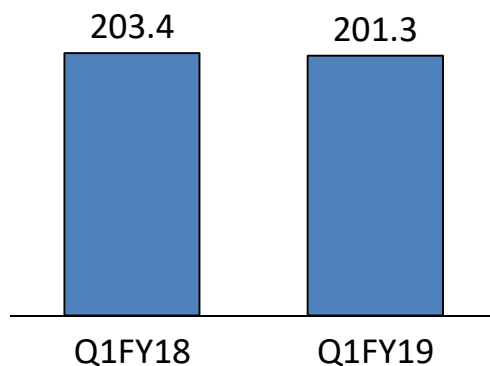


Q1FY19 Standalone Performance Highlights

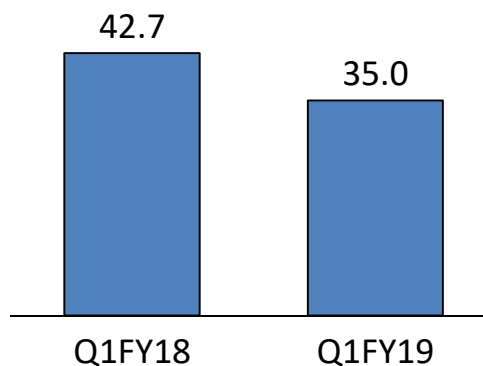


Rs. Mn.

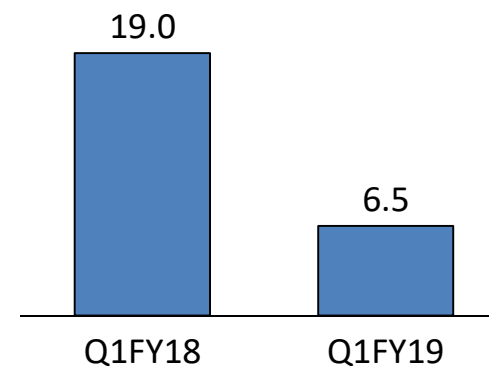
Net Revenue*



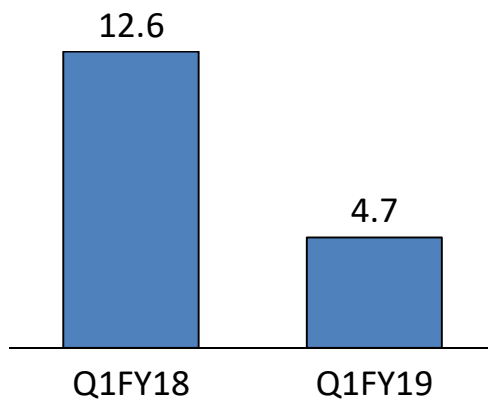
EBITDA



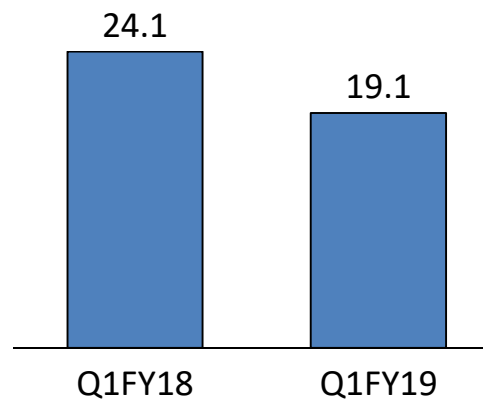
Profit Before Tax



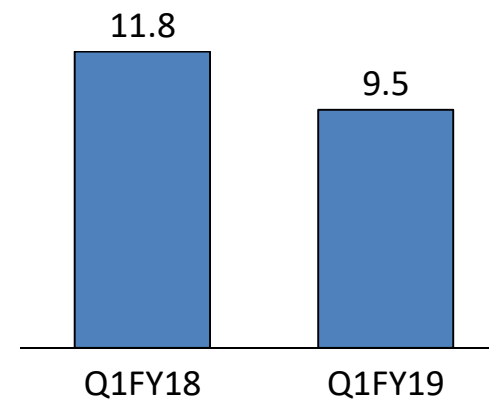
Profit After Tax



Cash PAT



Cash PAT Margin %



Q1FY19 – Standalone Income Statement as per IndAS



Rs. Million	Q1FY19	Q1FY18	YoY %	FY18
Net Revenue*	201.3	203.4	-1.0%	894.9
Capsule	201.3	203.4		820.7
Marketing of Food Product	-	-		74.2
Raw Material	74.1	72.1		361.8
Employee Cost	32.2	28.6		122.4
Other Expenses	63.5	63.1		263.7
Other Income	3.4	3.1		20.0
EBITDA	35.0	42.7	-18.2%	167.0
EBITDA Margin	17.3%	21.0%		18.7%
Interest	14.0	12.2		50.3
Depreciation	14.4	11.5		47.8
PBT	6.5	19.0		68.9
Tax	1.8	6.4		15.7
PAT	4.7	12.6	-62.7%	53.2
PAT Margin	2.3%	6.2%		5.9%
Cash PAT	19.1	24.1	-20.7%	101.1
Cash PAT Margin	9.5%	11.8%		11.3%



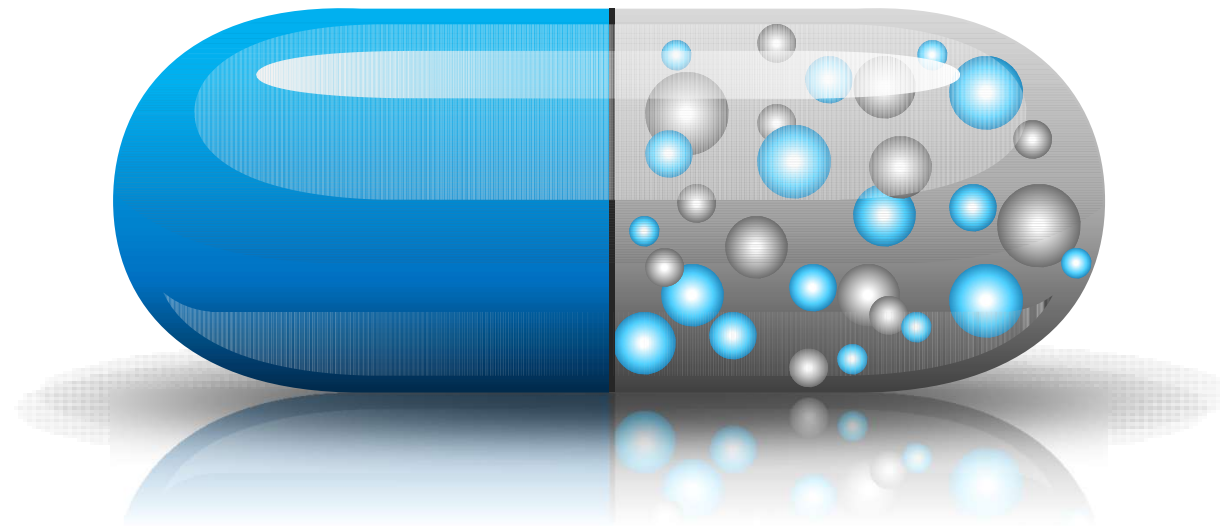
Standalone Balance Sheet as per IndAS



Rs. Million	Mar -2018	Mar -2017
Assets		
Non current Assets	731.9	619.0
Fixed Assets		
Property Plant & Equipment	706.4	593.9
Capital WIP	1.9	1.2
Other Intangible Assets	2.8	3.3
Financial Assets		
Investments	2.3	-
Loans	17.7	19.4
Other Non current Assets	0.8	1.2
Current Assets	693.9	574.4
Inventories	97.4	105.4
Financial Assets		
Trade Receivables	479.7	389.6
Cash & cash equivalents	6.5	14.8
Other Bank Balances	40.2	24.4
Loans	11.2	3.1
Other Financial Assets	4.4	4.0
Current Tax Assets	0.8	1.1
Other Current Assets	53.7	32.0
Total Assets	1,425.8	1,193.4

Rs. Million	Mar -2018	Mar -2017
Equity & Liabilities		
Equity	487.9	434.9
Share Capital	102.5	102.5
Other Equity	385.4	332.4
Non Current Liabilities	263.5	194.4
Financial Liabilities – Borrowings	183.0	127.8
Provisions	20.1	12.9
Deferred Tax Liabilities (Net)	60.4	53.7
Current Liabilities	674.4	564.1
Financial Liabilities		
Borrowings	385.8	275.7
Trade Payables	178.8	196.0
Other Financial Liabilities	55.6	54.5
Other Current Liabilities	49.0	24.3
Provisions	4.8	7.2
Current Tax Liabilities (Net)	0.4	6.4
Total Equity & Liabilities	1,425.8	1,193.4






Our Story

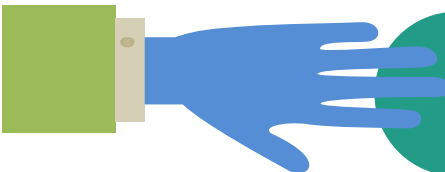


Company Snapshot



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”

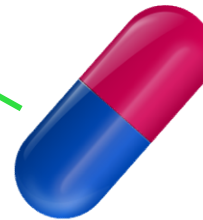


Our Journey



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

2010-15

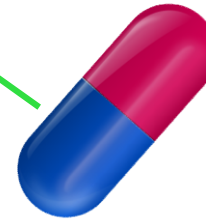


2003

- 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



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
- 25 automatic production lines
- Capacity expansion completed in Q4FY18 taking total available Capacity to 13 billion capsules p.a.





Internationally Accepted Measures

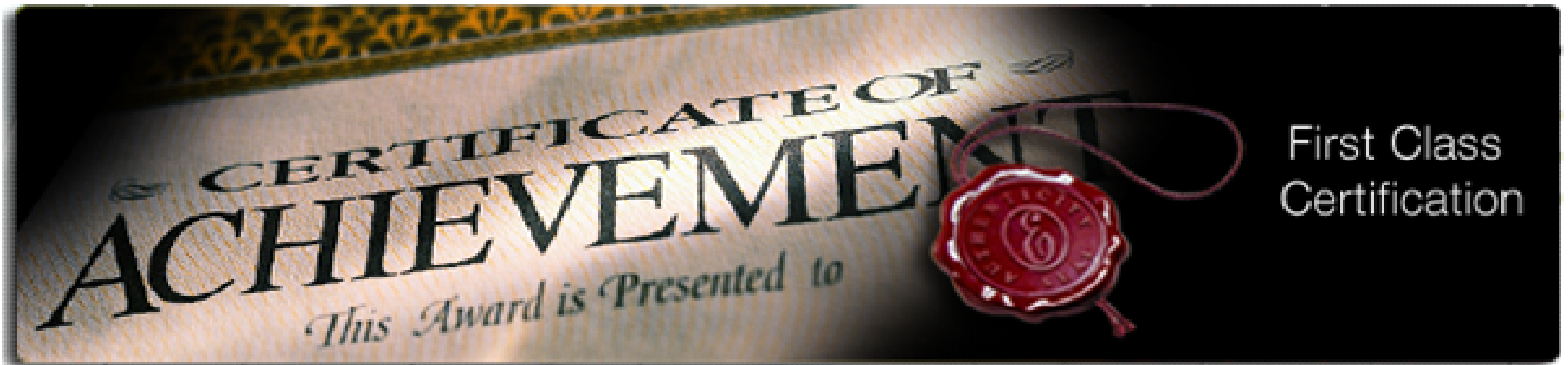
- ✓ TPAM, 5S, Jishu Hozen across production lines
- ✓ Six Sigma, for process control and product control
- ✓ Stringent in-process quality checks
- ✓ Statistical sampling and testing
- ✓ Hourly checks



- 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



06 Regulatory Certifications



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

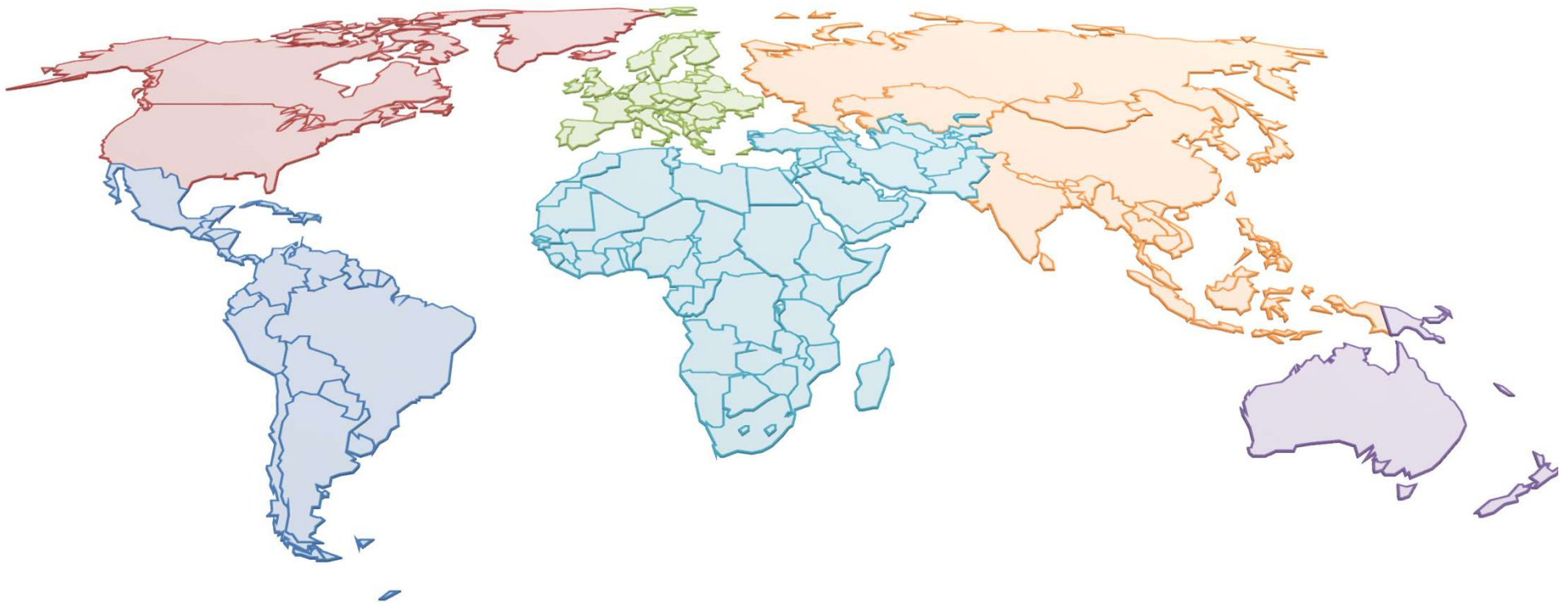
OHSAS 18001:2007



Certifications – Raw Material (Gelatin)



Presence in Over 30 Countries across the Globe



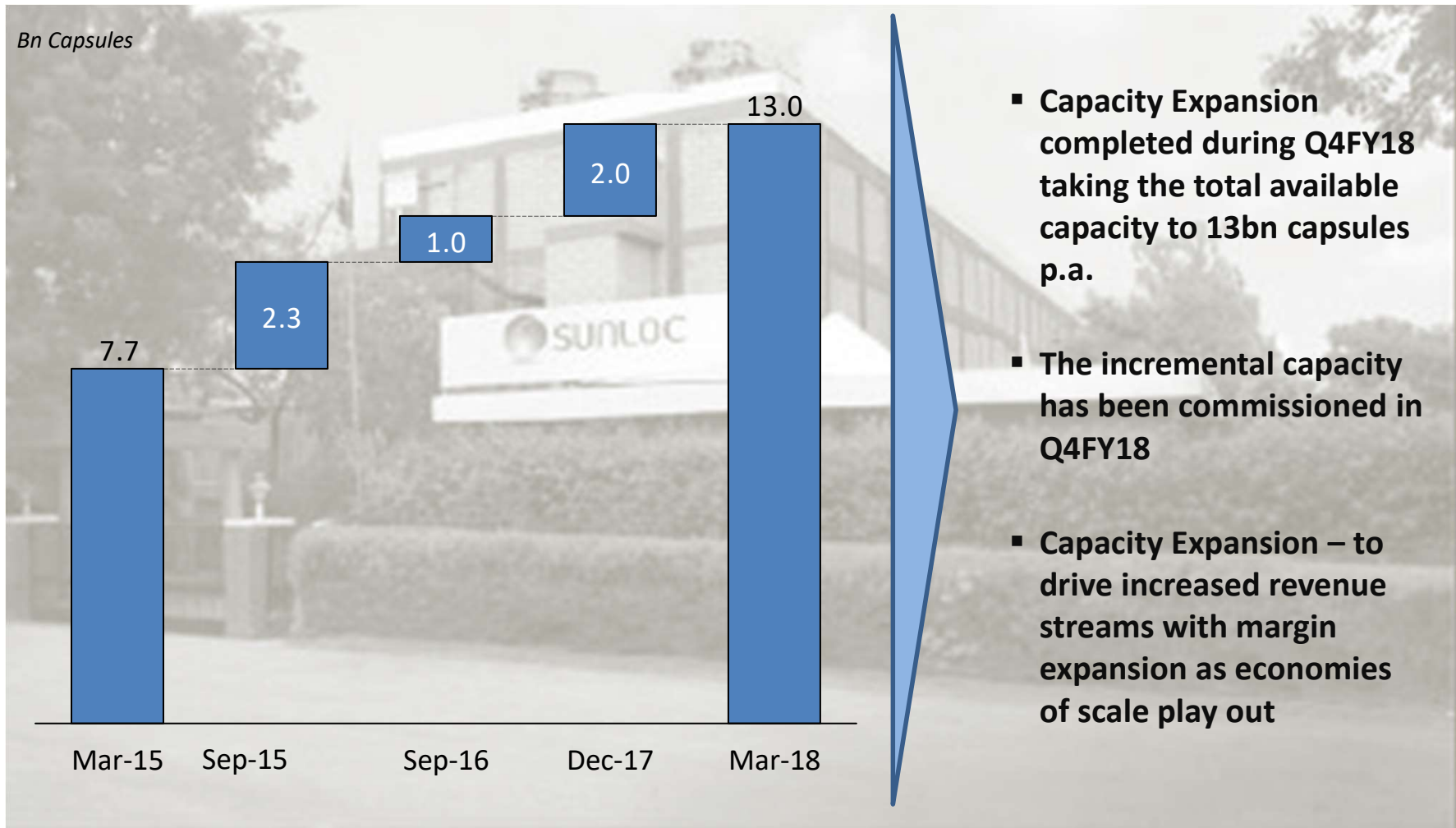
Recognized Star Export House



Wyeth



09 | Brownfield Capacity Expansion Completed



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

Human Resource

Shared Commercial & Technical Resources

02

Procurement & Dispatch

Better Negotiating Power with the Key Suppliers & Vendors

04

Competitive

Position

Manufacturing Efficiencies helps achieve competitive strength

06

01

Infrastructure

Common Infrastructure and Utilities

03

Control

Better Control and Smooth Running of the Plant

05

Operating Leverage

Fixed Cost Remains same ; Operating Leverage plays out

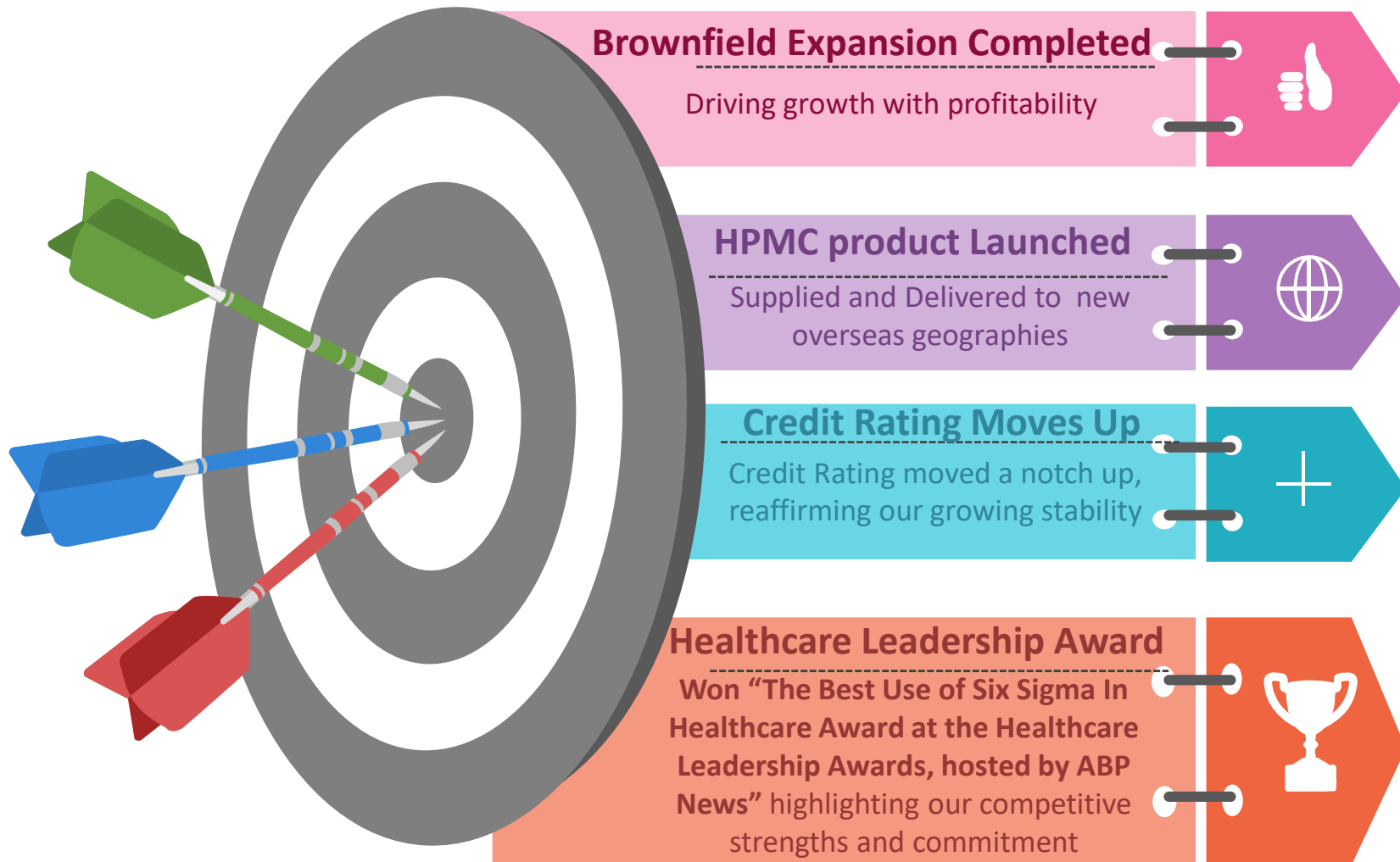
SAP Implemented Organization





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





Featured among 1000 High Growth Companies in Asia-Pacific 2018



- 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

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