



ANUH PHARMA LTD.

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Date: 17th February, 2023

To,
The Manager (Listing)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Fort, Mumbai - 400 001

Ref: Scrip Code No. 506260

Sub: Investor Presentation – Q3 FY2023

Dear Sir/Madam,

We are enclosing herewith our Company's Investor Presentation for Q3 FY2023.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For **Anuh Pharma Limited**

Hemant Auti
Company Secretary & Compliance Officer

Encl: As above





ANUH PHARMA LTD.

Investor Presentation 9M FY2023

BSE Scrip Code: 506260

Bloomberg Code: ANUH IN

Reuters

Code: ANUH.BO

www.anuhpharma.com

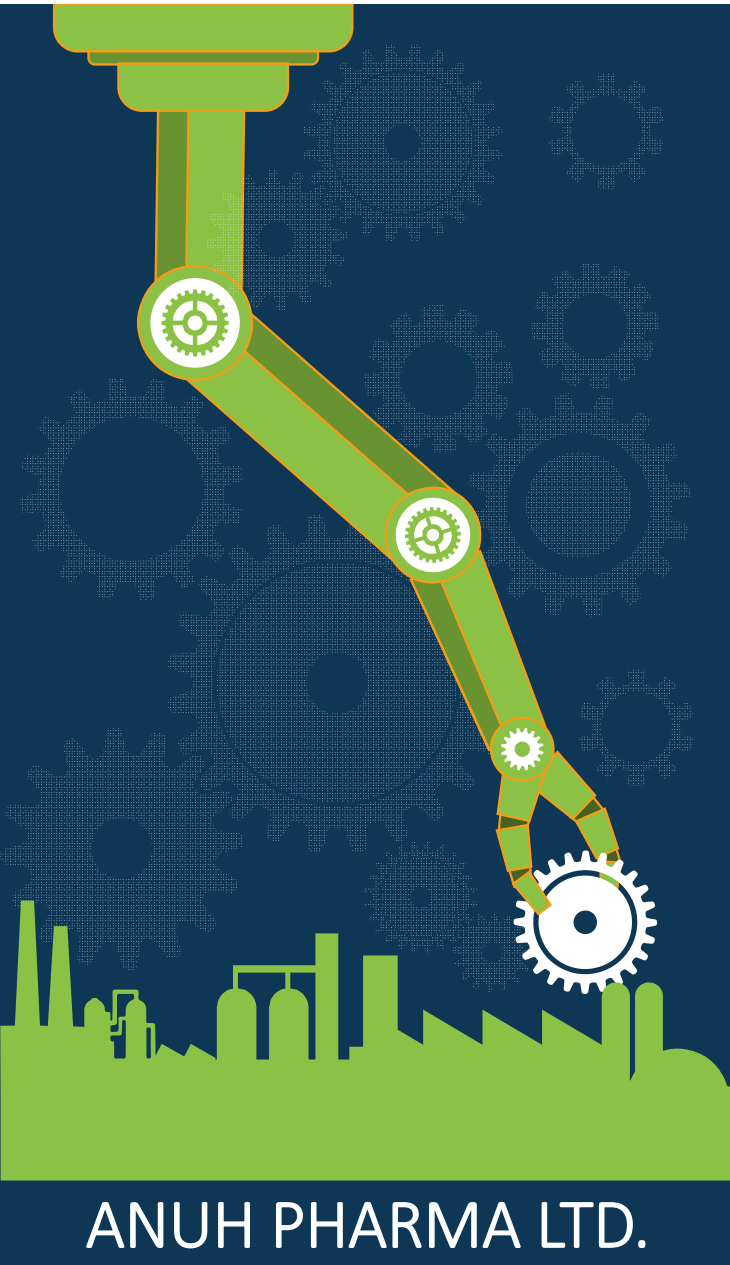
Safe Harbor Statement



This presentation may include certain “forward looking statements”, based on current expectations, within the meaning of applicable laws and regulations. Actual results may differ and the Company does not guarantee realization of these statements.

The Company also disclaims any obligation to revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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ANUH PHARMA LTD.

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01

9M FY 2023 & FY 2022 HIGHLIGHTS

Message from Joint MD



Dear Shareholders,

We hope this letter finds you safe and in good health.

We are delighted to share key highlights of 9 months' performance and way forward for new financial year starting from April 2023.

Our company has achieved total revenue of Rs 375.25 Cr in FY23 9 months' vis a vis 361.84 Cr in 9 months' FY22 with top line growth of 3%. While the Operating profit is increased to 91 Cr vis a vis 77.5 Cr compared to previous year 9 months with bottom line (PBT) growth of 28.01%.

The bottom line increase is mainly due to sale of high margin products and production efficiency. The major contribution has come from our Antimalarial, Antidiabetic and Macrolides segment.

We have successfully launched and commercialised production of following API's

- 1) Allopurinol
- 2) Acebrophylline

Product which are developed by R&D and which will be commercially launched in next 3 months are

- 1) Vildagliptin
- 2) Sulfadimethoxine
- 3) Citicoline sodium

The company's working in right direction for long term vision of sustainable growth with compliance to GMP, Health and Safety and be the reliable, transparent and competitive manufacturer.

Message from Joint MD



The strategy is to achieve the growth by penetrating deeper and increase market share of our existing products especially in Diabetic range, Expectorant range and Antimalarial range. We also expect revenue growth from launch of new products.

We are expecting CEP for Azithromycin, Gliclazide and Sulfadoxine in this year and we are also expecting WHO prequalification for Isoniazid.

The regulatory filing helps penetrate regulated business which has better margins.

Export Focus: Exports give consistent and better margin, company's exports has increased in FY23 9M Exports is of USD 2.65 Million vis a vis USD 1.67 Million previous year 9M.

The external parameters are looking in favour to achieve the targeted growth with pandemic behind us and normalcy in China. We are confident to achieve the targeted budgets.

We look forward for support of all stakeholders in this journey.

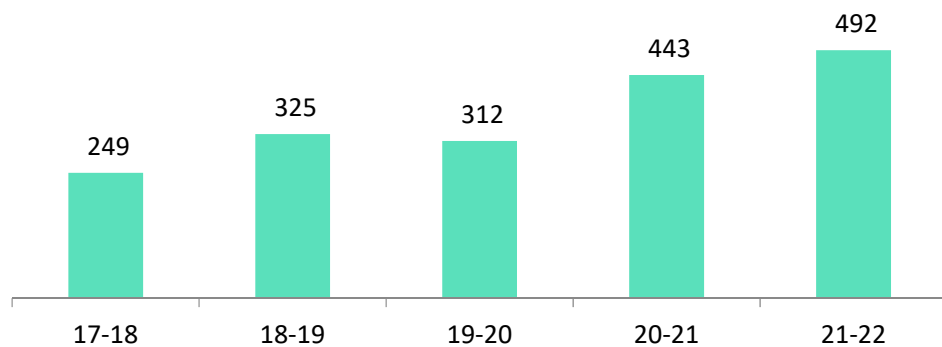
Ritesh Shah (Joint MD)

Vivek Shah (Joint MD)

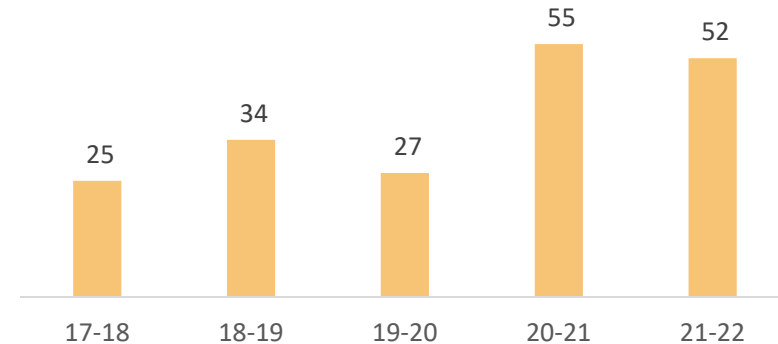
Financial performance highlights (last 5 years)



Total Revenue (INR in Cr.)

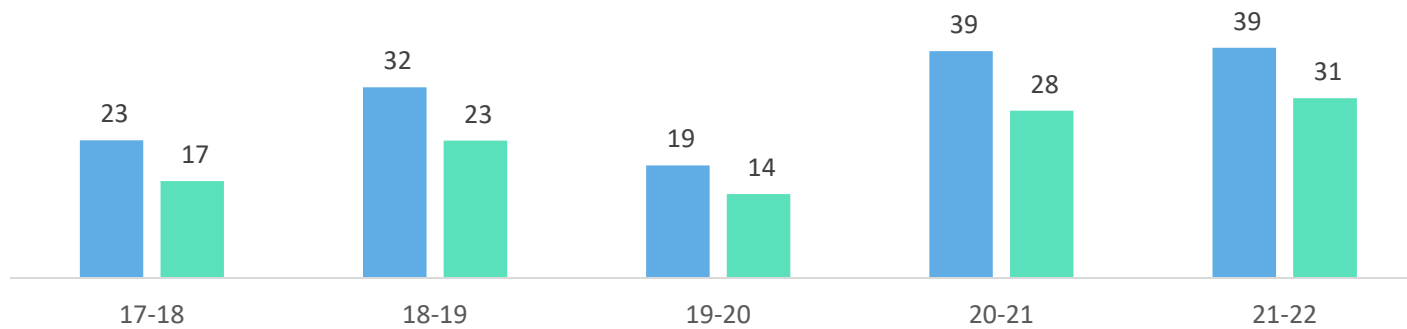


EBITDA (INR in Cr.)



PBT (INR in Cr.)

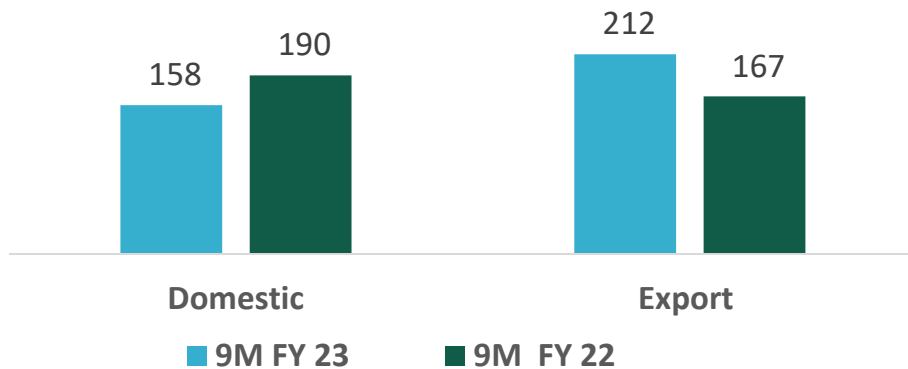
PAT (INR in Cr.)



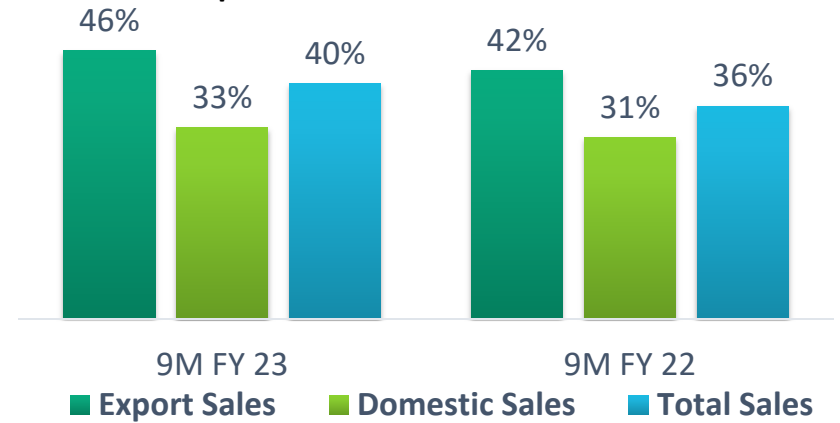
Business mix revenue contribution



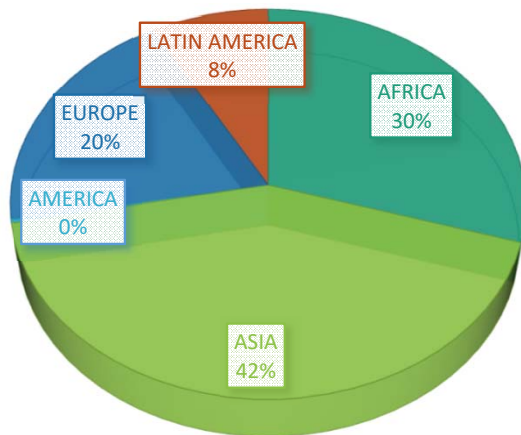
Revenue Split (Rs. In Cr.)



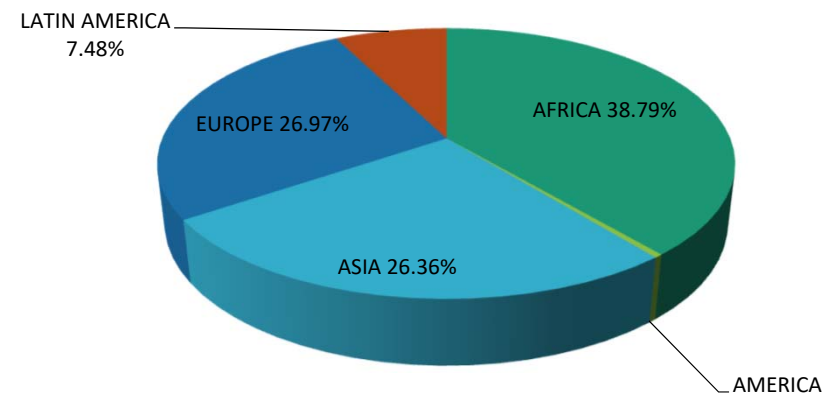
Top 5 customers contribution



GEOGRAPHICAL EXPORT SALES DURING 9M FY23



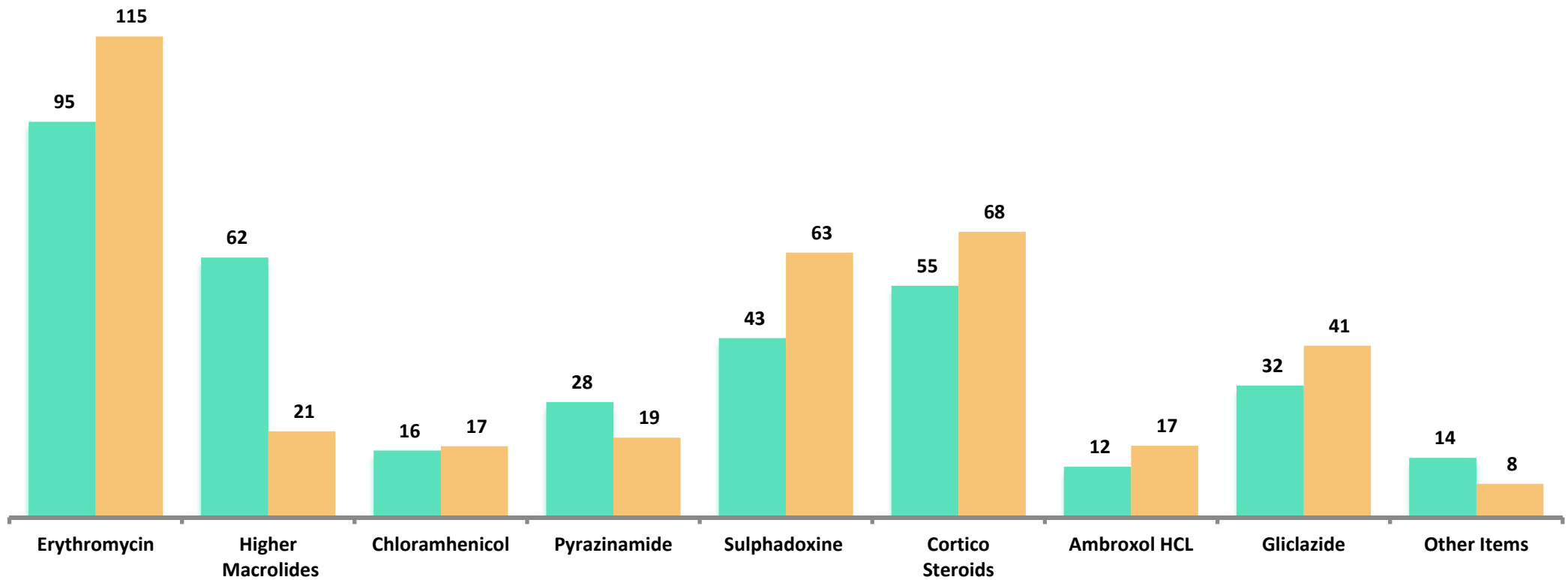
GEOGRAPHICAL EXPORT SALES DURING 9M FY22



Product mix revenue contribution



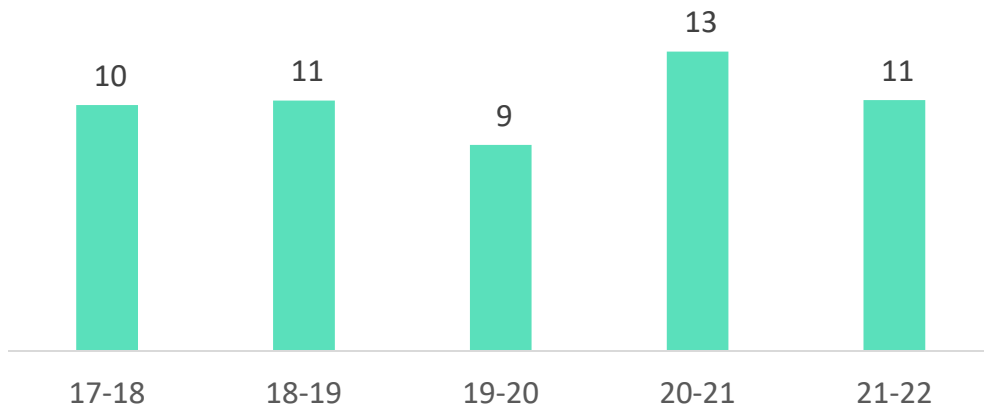
■ 9M FY 22 (INR in Cr.) ■ 9M FY 23 (INR in Cr.)



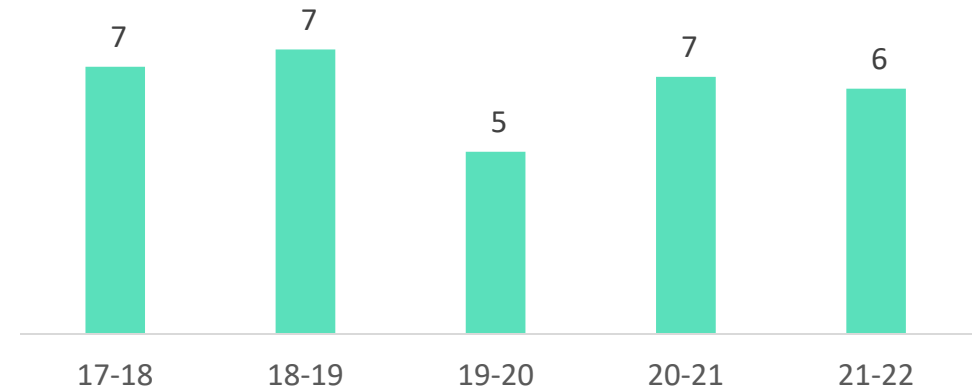
Track Record



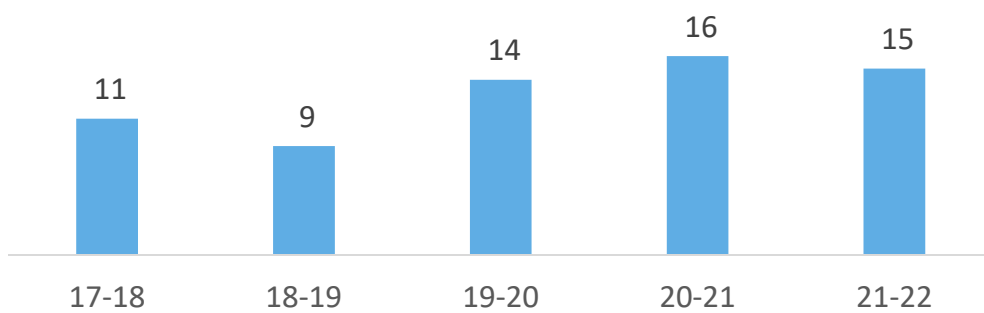
EBITDA Margin %



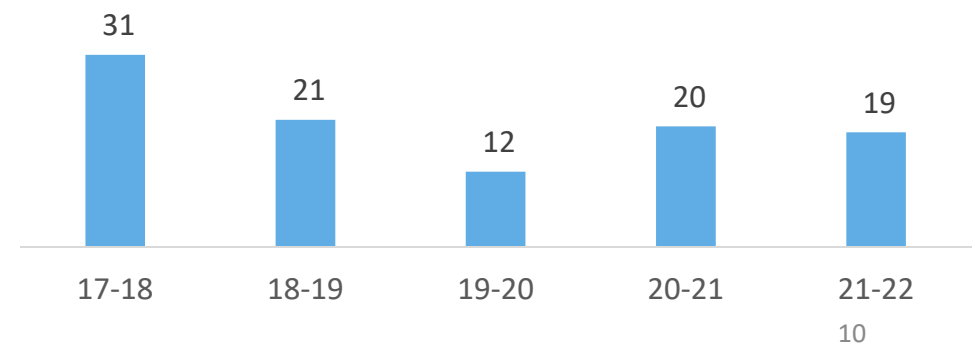
Net Profit Margin %



ROE (%)



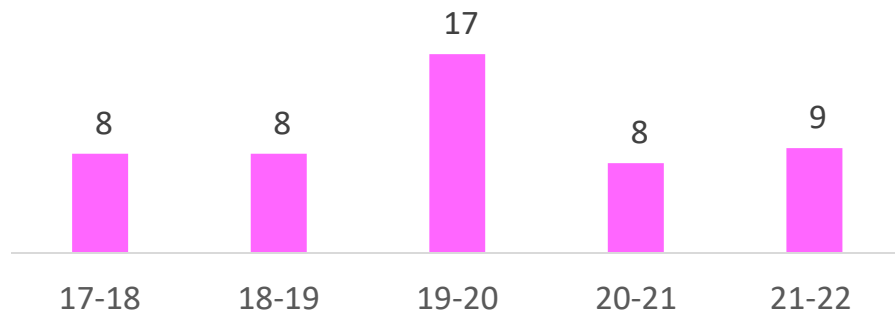
ROCE (%)



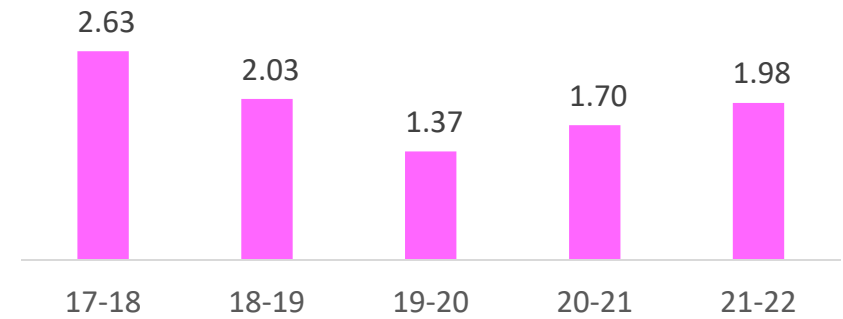
Track Record



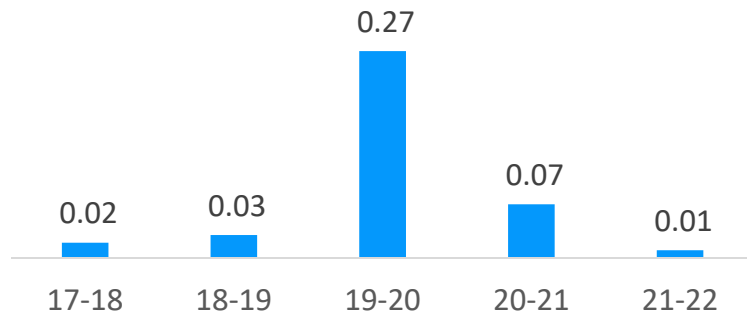
Outflow of Dividend (INR in Cr.)



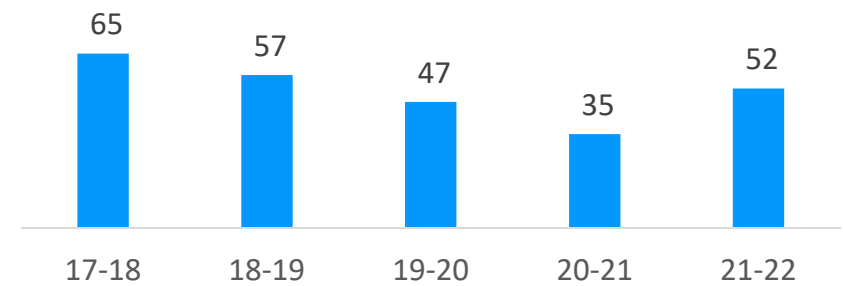
Current ratio



Debt to Equity



Net Working Capital (Days)



9M FY 23 Financial Performance

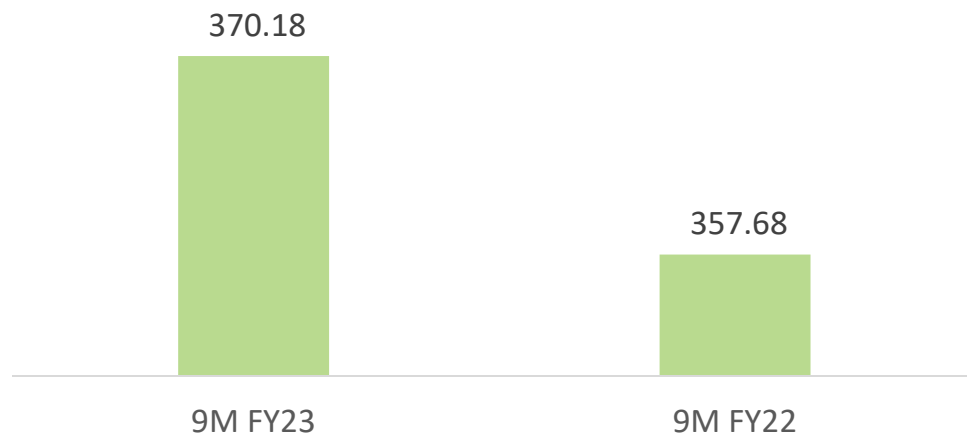


<u>Financial Highlights</u>	3 months ended 31/12/2022	3 months ended 30/09/2022	Variance (%) QoQ	9 months ended 31/12/2022	9 months ended 31/12/2021	Variance (%) YoY	FY 2022	FY 2021	Variance (%) YoY
Operating Revenue	138.73	115.07	21	370.18	357.68	3	486.65	431.96	13
Operating Profit (PBT+Dep+Other Exps)	29.36	28.79	2	82.84	69.31	20	98.10	96.92	1
% of Margin	21.16	25.02		22.38	19.38		20.16	22.44	
Other Income	2.11	2.01	5	5.08	4.17	22	5.20	10.54	(51)
EBITDA	14.54	15.44	(6)	42.12	37.14	13	52.04	55.12	(6)
% of Margin	10.48	13.42		11.38	10.38		10.69	12.76	
Interest	0.03	0.11	(73)	0.20	1.14	(83)	0.96	1.49	(36)
Depreciation	2.43	2.44	(0)	7.29	8.95	(19)	11.96	15.08	(21)
PBT	12.08	12.89	(6)	34.63	27.05	28	39.12	38.55	1
TAX	2.77	2.97	(7)	8.07	5.42	49	8.56	10.12	(15)
PAT	9.31	9.92	(6)	26.56	21.64	23	30.56	28.44	7
Reported EPS	1.86	1.98	(6)	5.30	4.32	23	6.10	5.67	8

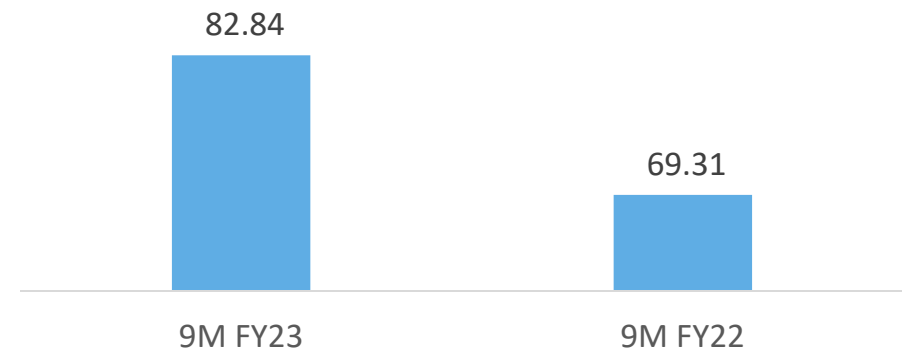
9M FY 23 Financial Performance



Operating Revenue (Rs. In Cr.)

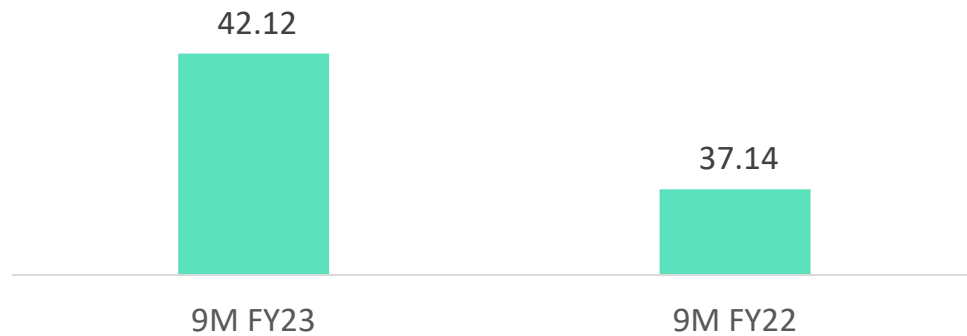


Operating Profit * (Rs. In Cr.)

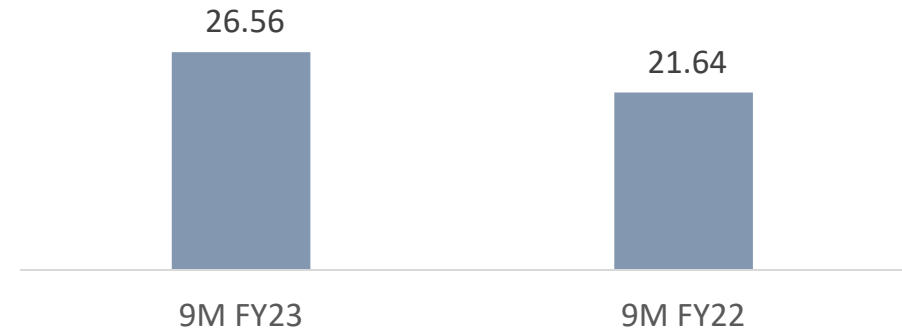


* (PBT+ Dep +Other Exps.)

EBITDA (Rs. In Cr.)



PAT (Rs. In Cr.)





02

COMPANY
OVERVIEW

Company Overview



The Company derived ~47% of its revenues from exports in FY21-22.

The Company has strong marketing partnerships with 350 customers in over 57 countries including Europe, Mexico and South Africa.

The expansion project with state of the art manufacturing facility targeted at regulated market is completed and commercial production from the said new facility started w.e.f. 21st December, 2019.

Anuh Pharma, a bulk drug manufacturing company is part of the INR 8.5bn SK Group, which employs ~2000 people across businesses such as manufacturing of pharma formulations, trading, distribution and logistics (primarily for large MNC brands)

Anuh Pharma is one of the largest manufacturers of Macrolides and Anti-TB products in India, besides being a major player in Anti-bacterials, Anti-malarial, Anti-hypertension and Corticosteroids

The Company owns one manufacturing facility at Tarapur over 11,400 sq. mtrs of land (Incl. newly acquired plot of 7,800 sq. meters) and an R&D facility at Mahape spread over 10,000 sq.ft.

Journey So Far...



Year	Achievements
1989	Started manufacturing Erythromycin salts with capacity of 150 MTPA , followed by doubling the capacity to 300 MTPA in 1995.
2002	Received WHO-GMP for its facilities.
2006	Doubled the capacity by acquiring new plot of 1800 SQMT to expand the output capacity 600 MTPA.
2010	COS, EU/GMP approval for Erythromycin, Erythromycin ethyl succinate and Pyrazinamide.
2012	Acquired R&D assets of Invent Pharma- a Spanish Company and got DSIR approval.
2014	Received approval from COFEPRIS, Mexico for marketing its Erythromycin estolate, Erythromycin stearate and Erythromycin ethyl succinate.
2015	Received approval from COFEPRIS, Mexico for marketing its Chloramphenicol and Chloramphenicol Palmitate.
2015	WHO Geneva pre qualification authorities for sulphadoxine for human use.
2017	DMF approval received from UK MHRA for Erythromycin Stearate.

Journey So Far...



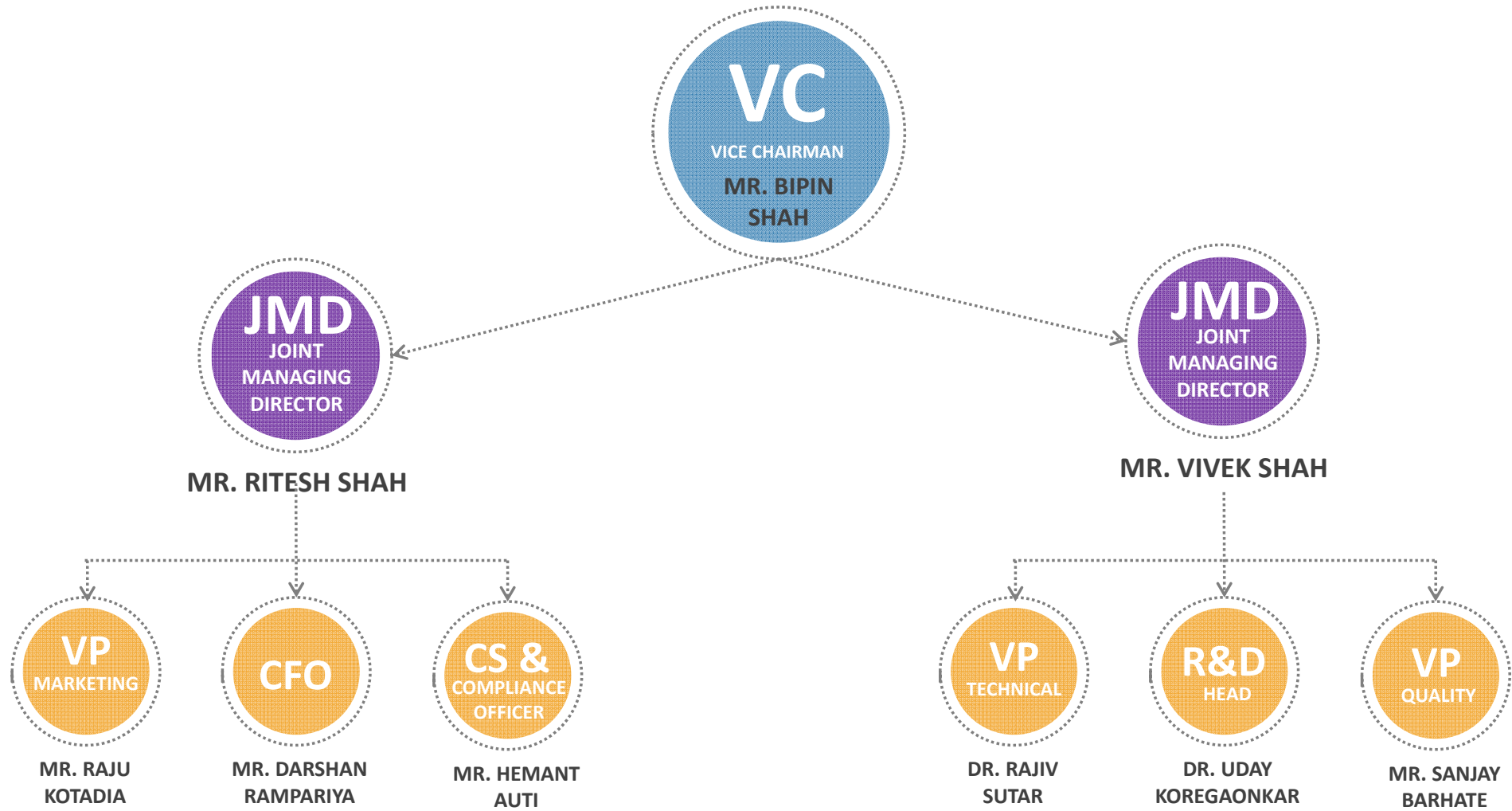
Year	Achievements
2018	Received certificate of GMP (WHO GMP) from FDA Maharashtra.
2019	Received EU GMP for Erythromycin, Erythromycin ethyl succinate, Pyrazinamide, Pyrimethmine and Sulphadoxine from AEMPS Spain.
2019	Received approval from WHO- Geneva Pre qualification for Pyrazinamide and sulphadoxine.
2019	Enhanced the capacity by acquiring new plot of 7800 SQMT to expand the output capacity by 600 MTPA.
2019	USFDA inspection passed successfully with zero 483 observation.
2020	Received CEP from EDQM for Ambroxol HCL (expectorant cum mucolytic agent) during January, 2020
2020	Received approval from WHO Geneva prequalification for Pyrimethamine API
2021	Applied for European Directorate for Quality Medicine (EDQM) for application of CEP for Azithromycin (Higher macrolides)
2021	Applied for WHO- Geneva Pre qualification for Isoniazid (Anti TB)
2021	Applied for European Directorate for Quality Medicine (EDQM) for application of CEP for Gliclazide (Anti Diabetic)

Competitive Advantage



- Anuh Pharma Limited is the largest producer of Erythromycin 1st generation salts and pyrazinamide in the world. Anuh Pharma is also one of the very few to have WHO PQ for Sulphadoxine and Pyrimethamine (Anti malaria).
- CEP, EU GMP, COFEPRIS approvals and WHO Geneva pre-qualification for products manufactured at its facilities located at Tarapur that are built and operated according to cGMP standards (current good manufacturing practices).
- Very well covered with imported intermediates to ensure smooth raw material requirement for commitment of order book.
- Net debt-free company with strong credit rating from leading global suppliers.
- Facilities built at low cost resulting in exceptionally high capital efficiency.
- Attrition rates lower than industry standards.
- Anuh Pharma will now have considerable surplus capacity available to grow the sales of macrolides , Anti TB drugs, Anti Malarial drugs and commercialize new products developed in R&D from new facility.

Key Management Personnel & Senior Management

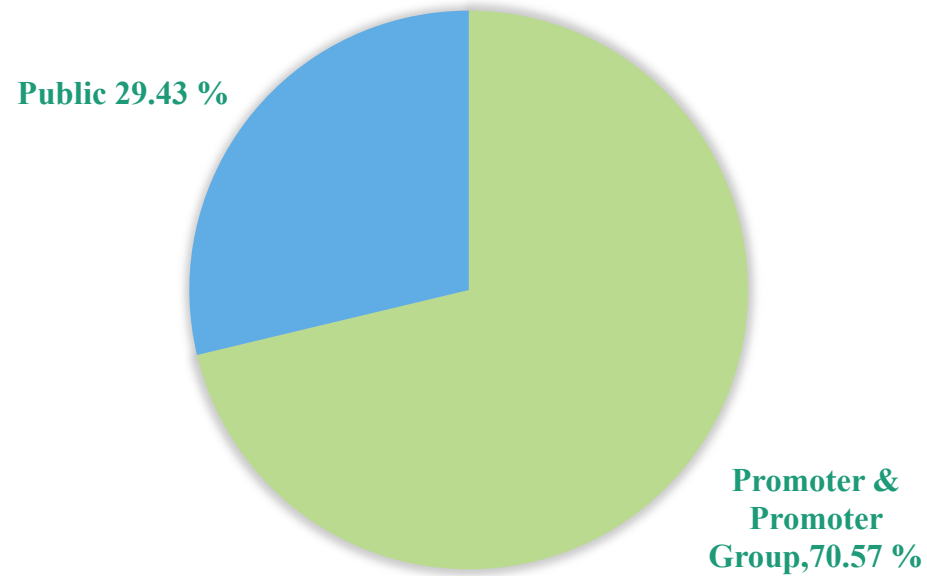


Key Management Personnel & Senior Management



Name	Designation	Profile
Mr. Jasvantlal G Shah	Chairman	Graduate in Economics, Law and Post graduate in Business Management, FCS; He has discharged responsibilities in senior positions in two reputed indigenous business groups as well as number of international pharmaceutical companies.
Mr. Bipin N Shah	Vice Chairman	Involved with Anuh Pharma since inception as a Managing Director. He holds Bachelors degree in Chemical Engineering; and he is also President of Thane Belapur Industries Association.
Mr. Ritesh B Shah	Joint MD	BSc. Chemistry, MBA, handled international marketing for Anuh Pharma for over 19 years, currently involved in overall management of the Company.
Mr. Vivek B Shah	Joint MD	MSc. Biotechnology; handling entire manufacturing operations and R&D since 2009.
Mr. Raju Kotadia	VP Marketing	BSc. Chemistry; part of Anuh Pharma since inception, handling overall sales management of the company.
Dr. Rajiv Sutar	VP Technical	MSc. Phd, having 24 years of experience in API Industry on process development, Technology transfer & commercial manufacturing along with MBA in Operation Management.
Mr. Sanjay Barhate	VP Quality	MSc, M.Phil with chemistry, having versatile experience of 33 years in various functions of Quality at plant and corporate quality function in Bulk drug and formulation dosage forms with reputable MNC.
Mr. Darshan Rampariya	CFO	FCA with 15+ years of experience in audit, taxation and corporate finance.
Mr. Hemant Auti	CS & CO	ACS with 5+ years of experience in Corporate Secretarial Compliance, Corporate action.

Latest Shareholding Pattern



Market capitalization (As on 17 th February, 2023)	INR 432 Cr.
Free float market capitalization (As on 17 th February, 2023)	INR 127 Cr.



03

INFRASTRUCTURE

State of Art manufacturing facility



- Anuh Pharma has a **EUGMP/WHO Pre qualified** approved manufacturing facility at Tarapur spread across **11,400 sq. meters** with 8 API's blocks and 1 intermediate block with total capacity of **1500 MTPA** – this includes new expanded capacity.
- With commissioning of **Zero Liquid Discharge (ZLD)** company stands with huge compliance advantage keeping environmental challenges in mind.

Major Equipment Capabilities

SNO.	EQUIPMENT	MOC	CAPACITY	QTY
1	REACTOR WITH CONDENSER AND RECEIVER	SS 316	650 L TO 10 KL	33
2	REACTOR	SS FRP	5 KL	1
3	REACTOR WITH CONDENSER AND RECEIVER	GLR	500 L TO 10 KL	7
4	CENTRIFUGE	SS 316	36" TO 48" BASKET	13
5	FLUID BED DRYER	SS 316	100 KG TO 400 KG	10
6	BLENDER	SS 316	2000 TO 4500 LTR	10
7	MULTIMILL	SS 316	250 KG/HR	15
8	SIFTER	SS 316	80 TO 250 KG/HR	11
9	AIR JET MILL	SS 316	80 L	4
10	SPARKLER FILTER	SS 316	50 L TO 125 L	9
11	AGITATED NUTSCHE FILTER DRYER (ANFD)	SS 316	500 L	1
12	EVAPORATING PAN	SS 316	800 L	1

NOTES:

- The entire area is supplied with 3 Micron Filtered Forced Draft Ventilation.
- The utilities are connected such that temperatures from 250°C to -7°C can be achieved in all reactors and condensers.
- The entire area has been constructed as per latest cGMP Guidelines.
- Purified Water as per IP/BP/USP is supplied via Loop System with Zero Dead leg Valves.



Major Equipment- Utility Capabilities

SNO.	EQUIPMENT	QTY	CAPACITY	USE
1	BOILER	2	2000 KG/HR WITH PRESSURE OF 10 KG/CM ²	GENERATION OF STEAM
2	COMPRESSOR	5	700 CFM	FOR AIR JET MILLING
3	WATER SYSTEM	2	3000 LITRES/HR	FOR SUPPLY OF PURIFIED WATER
4	CHILLING PLANT	5	90TR, 95 TR & 270TR (03 Nos.)	FOR CHILLING
5	NITROGEN PLANT	1	85 CU.M/HR	FOR NITROGEN GENERATION
6	THERMIC FLUID HEATER	1	2 LAC KCAL / HR	FOR HOT OIL SUPPLY
7	ZLD PLANT	1	100 CMD	EFFUENT TREATMENT PLANT



Other Facilities



The entire facility is equipped with latest Fire Fighting and Safety Measures.



Zero Liquid Discharge Effluent Control system for treating 100% of Generated Pollution.



100% Power Backup via dedicated power line from Power Distributor to our premises.



Adjoining office and a Training Hall for staff.



Green Belt has been provided to reduce the carbon footprint.



Dedicated Research & Development Facility



FACILITATE ACTIVITIES
THAT LEAD TO
CHARACTERIZATION AND
PROFILING OF PRODUCTS.

ANALYTICAL DEV

DEVELOP PROCESSES AND
PRODUCTS.

CHEMICAL SYNTHESIS

LAB SCALE REACTION
BATCHES TO VALIDATE
RESEARCH

PILOT PLANT

IN HOUSE R&D LAB

A dedicated 10,000 SQ. FT. facility to conduct in house experiments and improve our manufacturing process.

We have 16 scientist working at this lab.

APL

empowered by

R&D

NEW PRODUCTS & PROCESSES

Developing new products and processes for future market penetration and expanding product pipeline.

RESEARCH & EXPERIENCE

TWO VALUES FORM THE FOUNDATION OF OUR GROWTH AND SUCCESS



04

FUTURE
OUTLOOK

Marketing:

- Increase Contribution from new Geographies especially in Japan, Vietnam and South Korea.
- Continued focus on increasing market share in corticosteroids, for which manufacturing capacity at L&L site is enhanced to 12 MTPA.
- To tap opportunities with upcoming CEP approval of Gliclazide and Azithromycin with access in European markets.
- Tap large opportunities in Sulfadoxine Institutional business.

Production:

- Building efficiency and improve the Yield & Through put

R&D:

- Identification of new molecules and therapeutic areas is currently underway and will drive the next leg of growth over the medium to long term, while boosting utilization levels in the short run

Sourcing:

- Development of indigenous supplier to reduce dependency on China for intermediate requirement.

Future Outlook – Product under development

Sr. No	Product Name	Therapeutic application
1)	Vildagliptin	Anti Diabetic
2)	Sulfadimethoxine	Anti Protozoal
3)	Citicoline sodium	Neuroprotective



05

CORPORATE SOCIAL RESPONSIBILITY

- **APL** takes corporate sustainability and social responsibility as a voluntary commitment rather than an obligation. We engage in social activities encompassing education, healthcare, sanitation, vocational skill building, rural development & natural conservation.
- Our purpose is to improve the quality of people's lives, this we attain by closely monitoring the progress of each initiative. This trait has been inherited from the SK Group philosophy of executing charitable activities and also highlighted in our CSR Policy. CSR activities are implemented directly or via the **SK Trust**.



SK Balmandir



**SK School of Business
Management**



Thank You

For specific queries please feel free to contact;
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darshan.r@anuhpharma.com