SANJIVANI PARANTERAL LIMITED

205, P. N. Kothari Industrial Estate, L.B.S. Marg, Bhandup (W), Mumbai - 400 078, Maharashtra

Date: February 12, 2024

To,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

Sub: Investor Presentation for the Quarter Ended December 31, 2023

Dear Sir/Madam,

Please find enclosed herewith Revised Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the quarter ended on December 31, 2023.

We are requested to kindly take the same on record.

Thanking You

Yours Faithfully
For Sanjivani Paranteral Limited

SANJIVANI PARANTERAL LIMITED

Compliance Officer.

Encl: As above



Sanjivani Paranteral Ltd

Investor Presentation

Q3 & 9M FY24

TABLE OF CONTENT

ABOUT THE COMPANY

About Us

SANJIVANI
PARANTERAL LTD

Sanjivani Paranteral Ltd (BSE: 531569) is a pharmaceutical company headquartered in Mumbai and two manufacturing plants at Navi Mumbai and Dehradun, specializing in the manufacturing and distribution of high-quality parenteral and oral solid products. We cater major therapeutic/product areas encompassing CNS, CVS, Antibiotics, Gastroenterological, Anti-Diabetics and Anti-Allergic, supported by a strong R&D set-up.

WHO-GMP/ DIGEMID / DDA Nepal
Certified Plants

2
Manufacturing Facilities

25 Countries
Geographical Reach

~70%
Exports Revenue

25+ years
Experience

720 million
Annual Tablet Capacity

84 million
Annual Ampoules Capacity

12 million
Annual Liquid injectables Capacity

12 million
Annual Ointment/Cream Capacity

24 million
Annual B Lactam Dry Syrup Capacity

14.4 million
Annual Topical Solution Capacity

48 million
Annual Vial Capacity

120 million
Annual B Lactam Tablet Capacity

180 million
Annual B Lactam Capsule Capacity

72 million
Annual Capsule Capacity

Vision of the Company

SANJIVANI
PARANTERAL LTD

VISION

To be one of India's best research-based pharmaceutical companies, through focus on quality and customer satisfaction

To bring forth a new paradigm of products & services which lead to unprecedented growth for our stakeholders, customers, strategic partners & team members To grow the company on the foundation of Passion, Performance & Partnership

MISSION

Creating a world-class organization offering products, services & paradigms that open up new worlds of opportunities

VALUES

1. Quality

Products that we are proud of

2. Customer Satisfaction

Exceeding Customer expectations is our success-mantra

3. Growth for all stakeholders

Exceeding Customer expectations is our success-mantra

4. Professionalism

People you love to work with.
A culture of innovative thinking, backed by disciplined execution

Sanjivani Competitive Advantage

SANJIVANI
PARANTERAL LTD

01

Having a small base in India, we are very nimble and agile.

02

Quick decisions making powers

03

Long history in the industry enables a respectable position due to which talent and good suppliers want to associate with us

04

Pioneers in injectable manufacturing in India during times when regulations weren't as strict. The company has seen the evolution of the regulations and it makes it easy for us to predict

05

History of injectable manufacturing also gives a vast knowledge of how different manufacturing processes work and which is more efficient.

Experienced Management

SANJIVANI PARANTERAL LTD

Mr. Ashwani Khemka
Chairman & Managing Director

Mrs. Mrunmai Sarvankar
Director

Mr. Shrenikkumar P. Solanki
Director

Mr. Srivardhan Khemka
Director

Ms. Monika A. Singhani
Director

Mr. Hitesh Khona
Chief Financial Officer

CDMO KEY CLIENTS

CDMO Key Clients

SANJIVANI PARANTERAL LTD

Injectables:

GLAND

MACLEODS®

Kopran

Oral & Nutraceuticals:

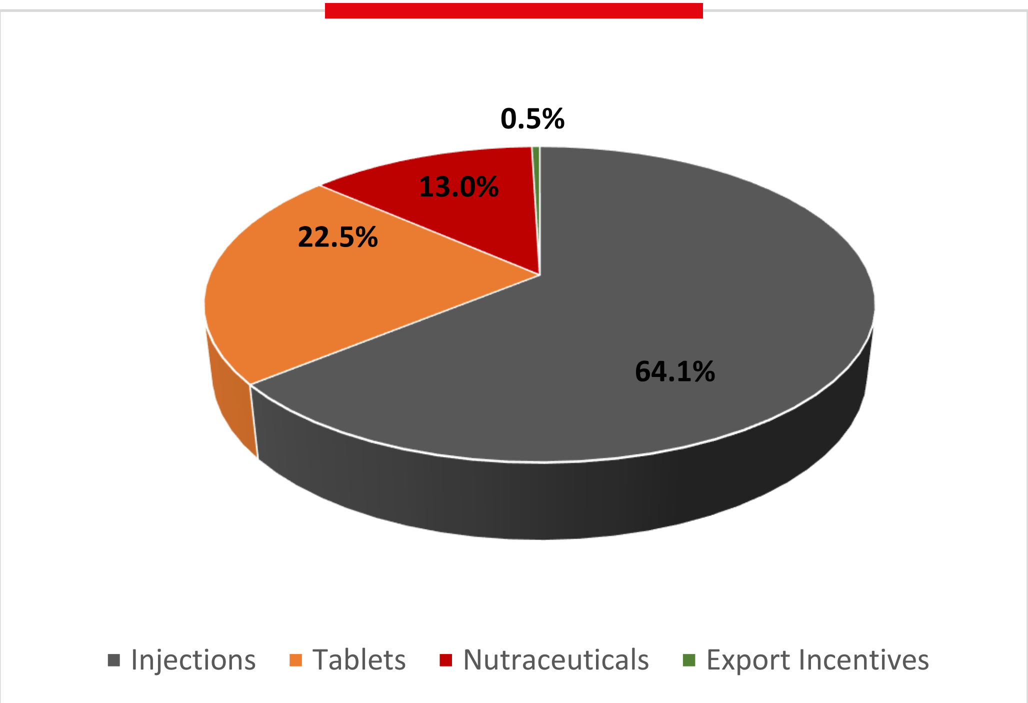
VITABIOTICS
SCIENCE OF HEALTHY LIVING

COMPANY'S SEGMENT & REVENUE MIX

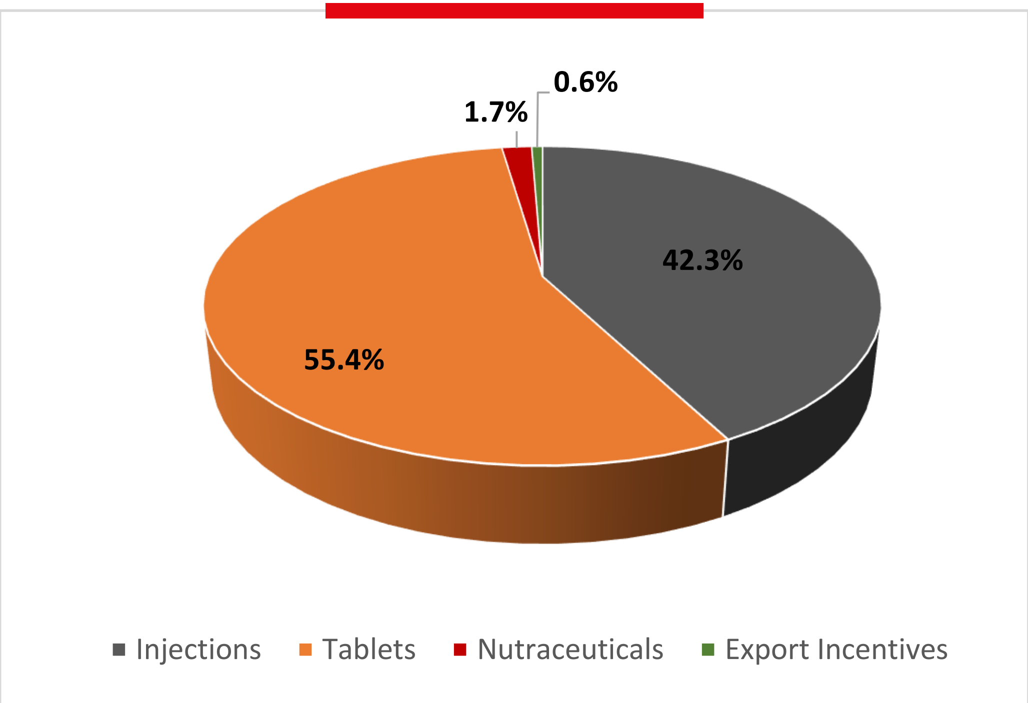
Product Category Mix (%)

SANJIVANI PARANTERAL LTD

Q3 FY24



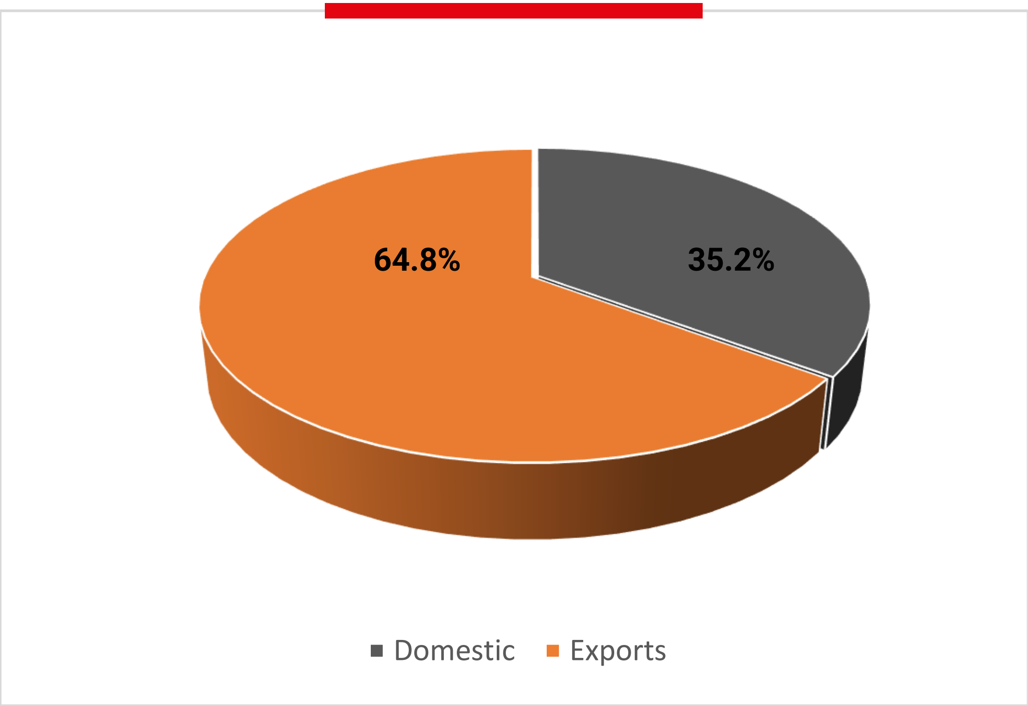
Q3 FY23



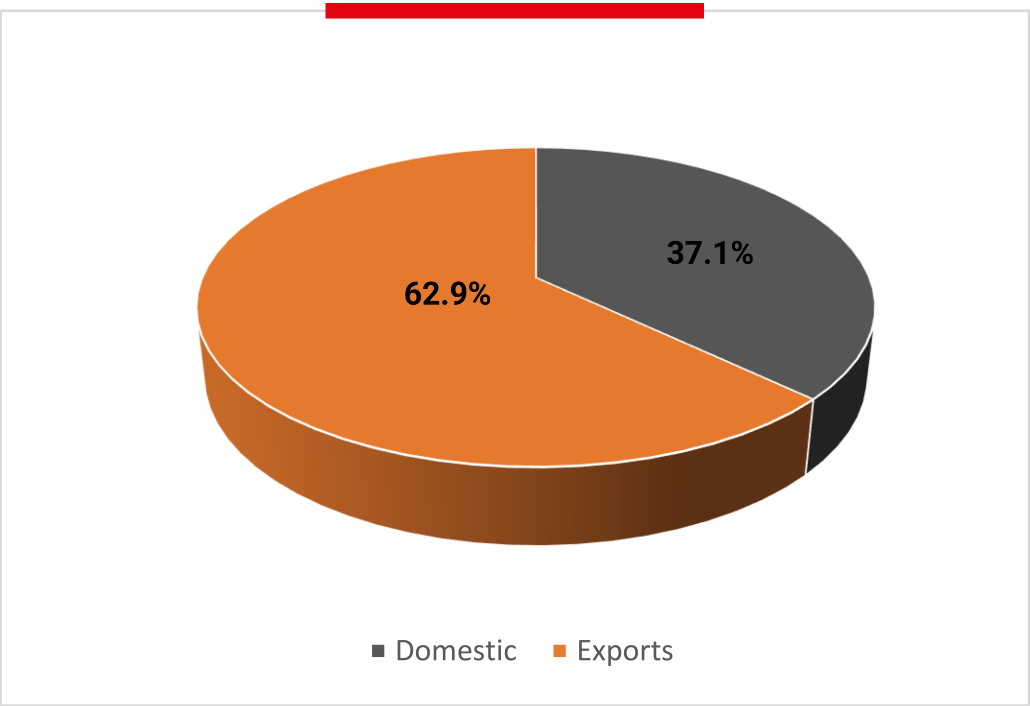
Geographical Mix (%)

SANJIVANI PARANTERAL LTD

Q3 FY24



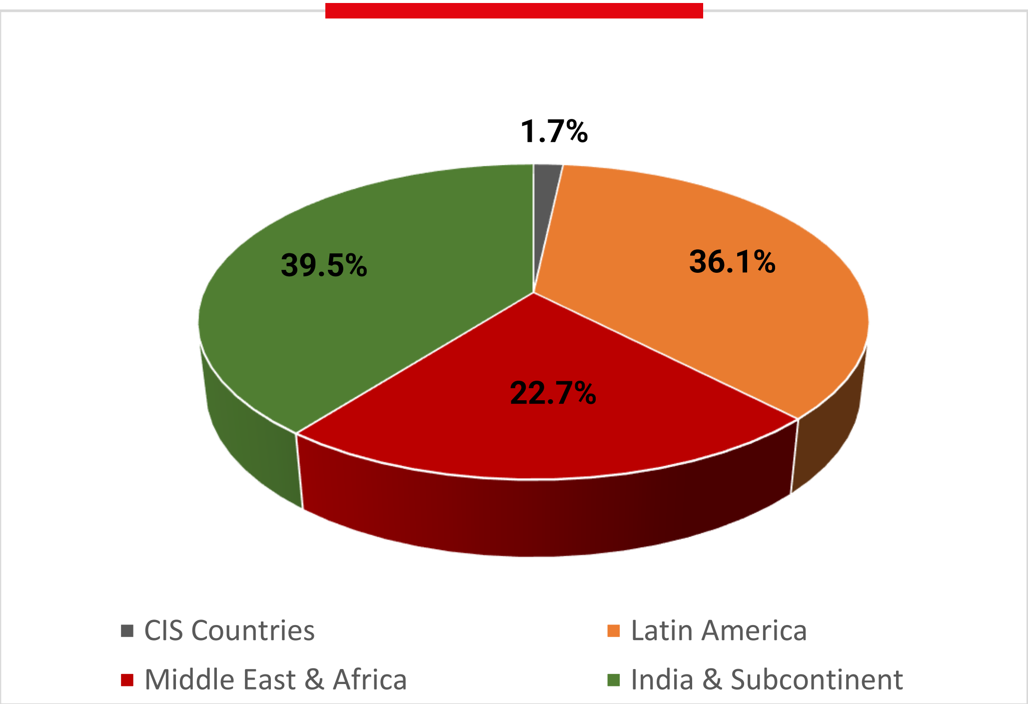
Q3 FY23



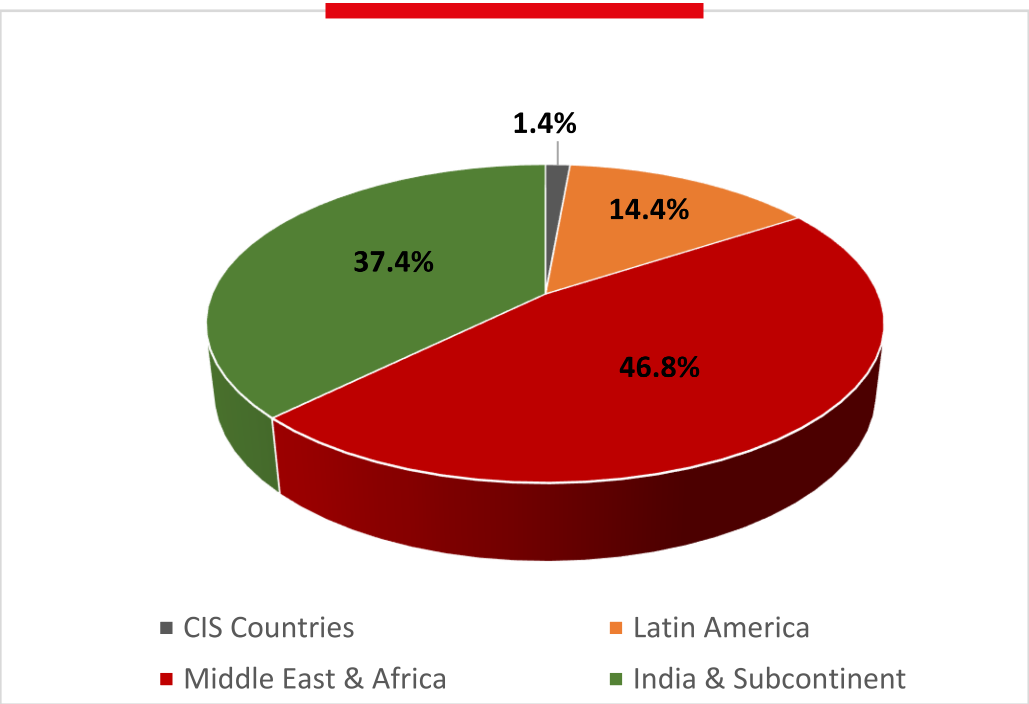
Region-wise Mix (%)

SANJIVANI PARANTERAL LTD

Q3 FY24



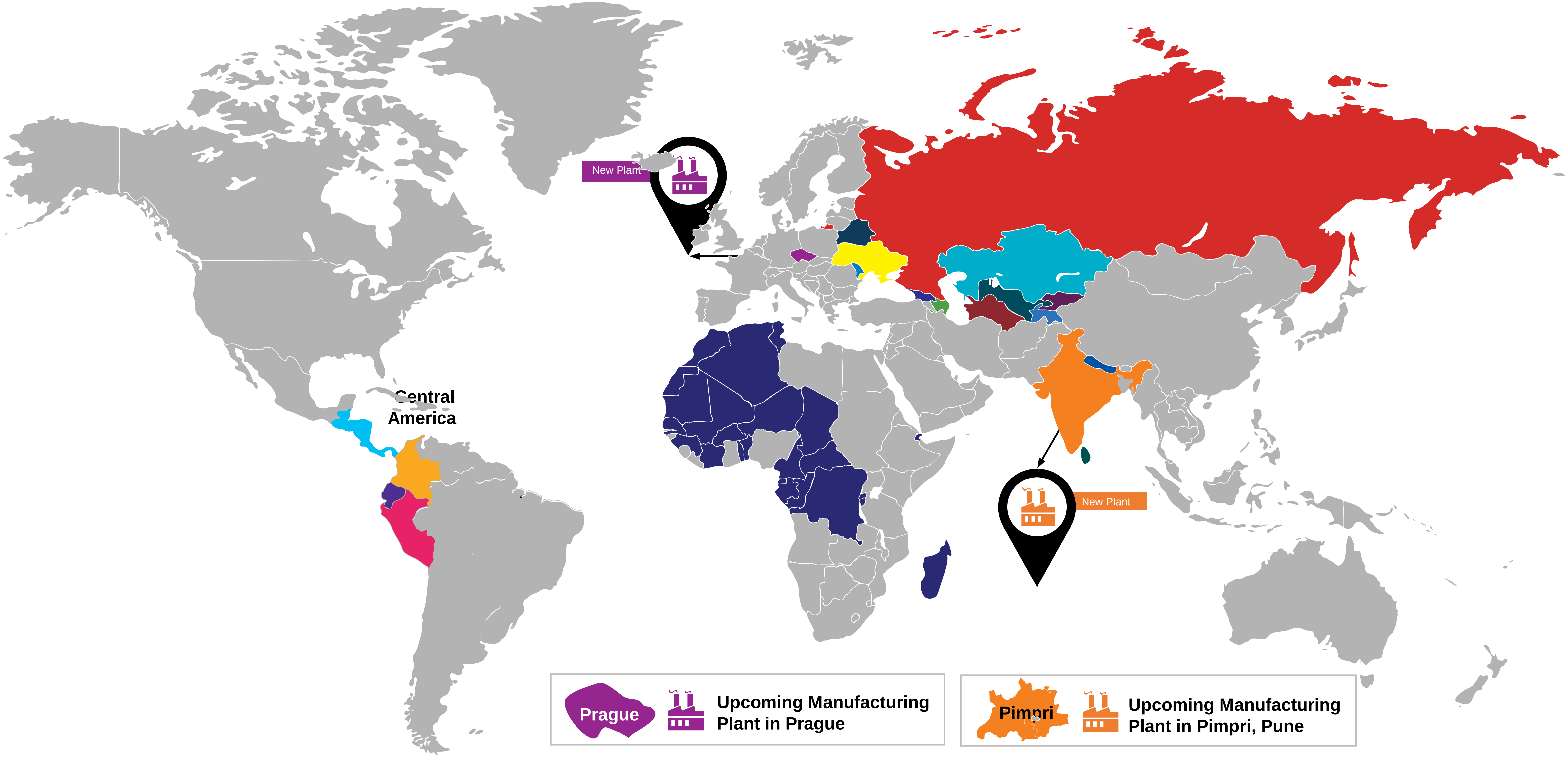
Q3 FY23



***Ex of Exports incentives**

GLOBAL FOOTPRINT

Global Footprint



Prague — **Upcoming Manufacturing Plant in Prague**	Pimpri — **Upcoming Manufacturing Plant in Pimpri, Pune**

PRODUCT PORTFOLIO

Products Portfolio (1/2)

SANJIVANI PARANTERAL LTD

Urologics

Anesthetics

Anesthetics

Anti Convulsants

Anti Thyroid Agent

Anti Fungal

Anti Emetics

Anti Depressants

Anti Histamines

Anti Diabetic

Anti-lepemic Agent

Anti Fibrinolytics

Anti-bacterials

Anti-spasmodic

Anti Hypertensive Agent

Vitamin Supplements

Skeletal Muscle Relaxant

Analgesic And Anti Histaminic

Products Portfolio (2/2)

SANJIVANI PARANTERAL LTD

Non-opioid Analgesics

Antacids

Antiseptics

Nsaids

Corticosteroids

Diuretics

Immunosupressants

Laxative

Narcotic

Hormone

Topical Corticosteroids

Anti Anxiety

Antibiotic

Antipsychotic

Anti Viral

Narcotics

Anti- Muscle Relaxant

New Products Under Development

SANJIVANI
PARANTERAL LTD

1

Infusion injectables

2

IV Sets (medical device)

3

Pre-filled syringe - enoxaparin, Sodium hylarunate

4

Complex injectables - long acting, emulsions, etc

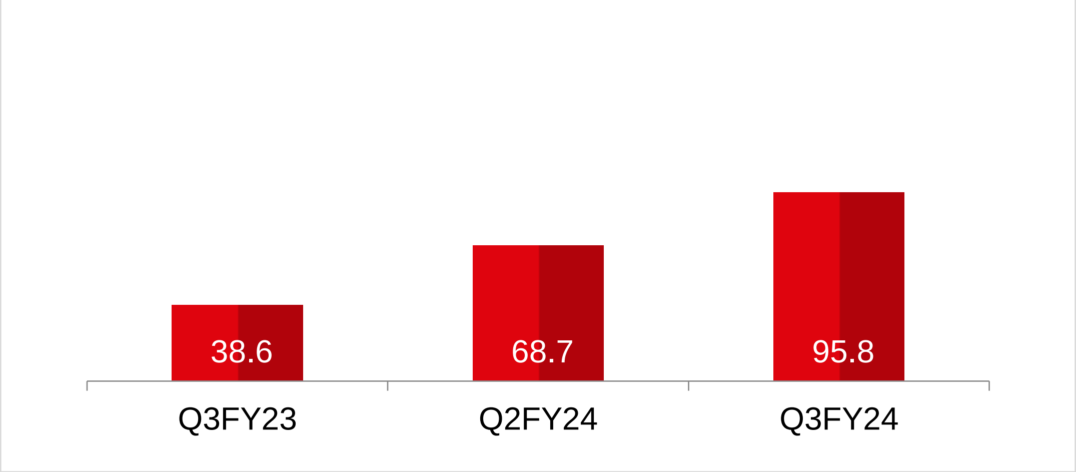
FINANCIALS

Segment-wise Revenue (Injectables, Oral & Nutraceuticals)

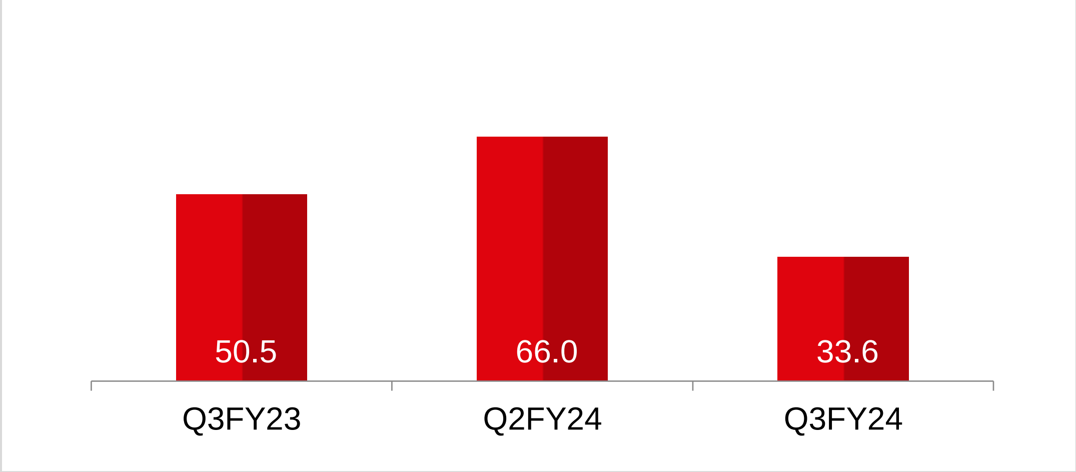
SANJIVANI PARANTERAL LTD

Rs. In Mn.

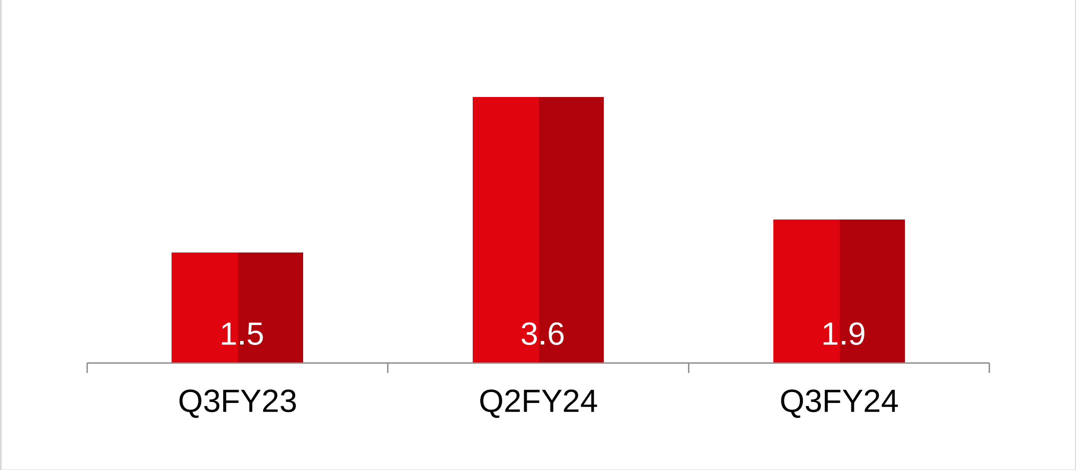
Injectables



Orals



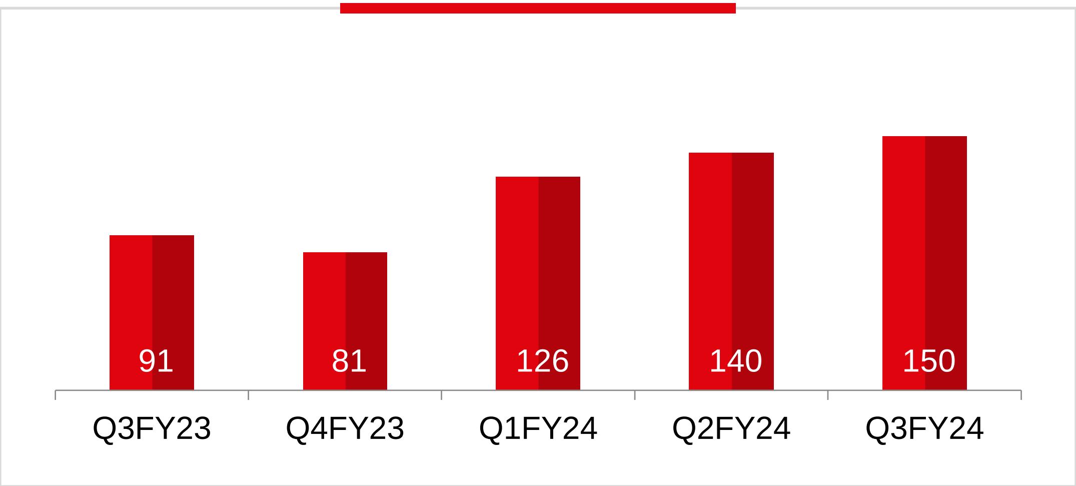
Nutraceuticals



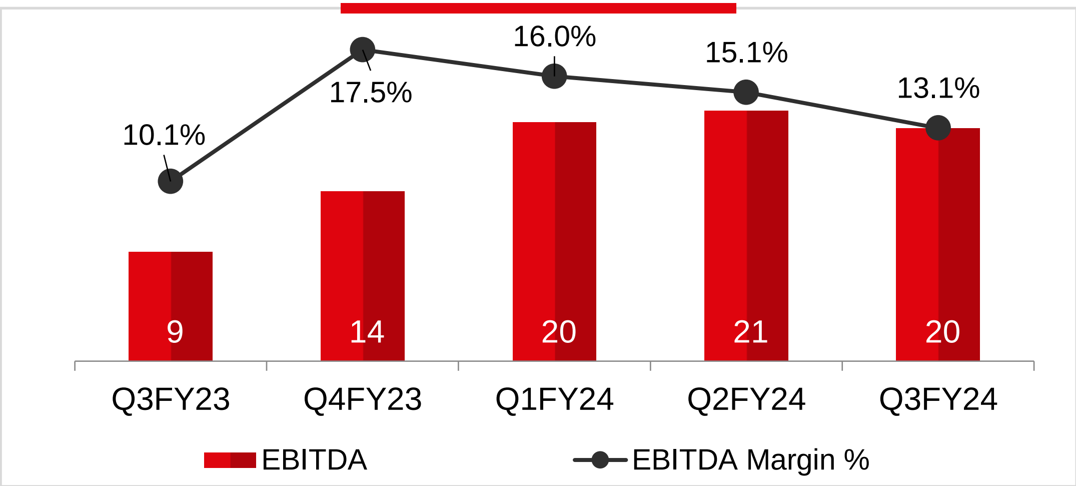
Quarterly Financials - Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.

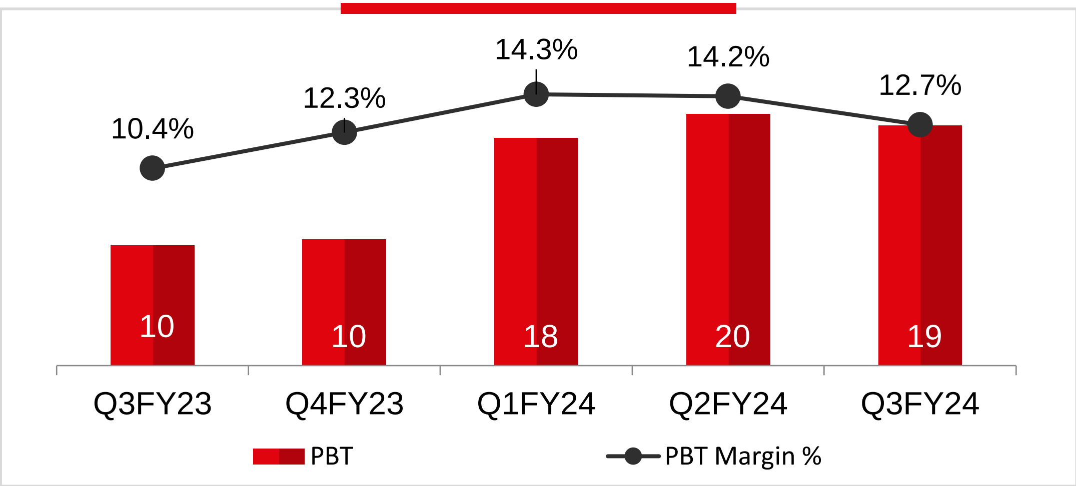
Revenue



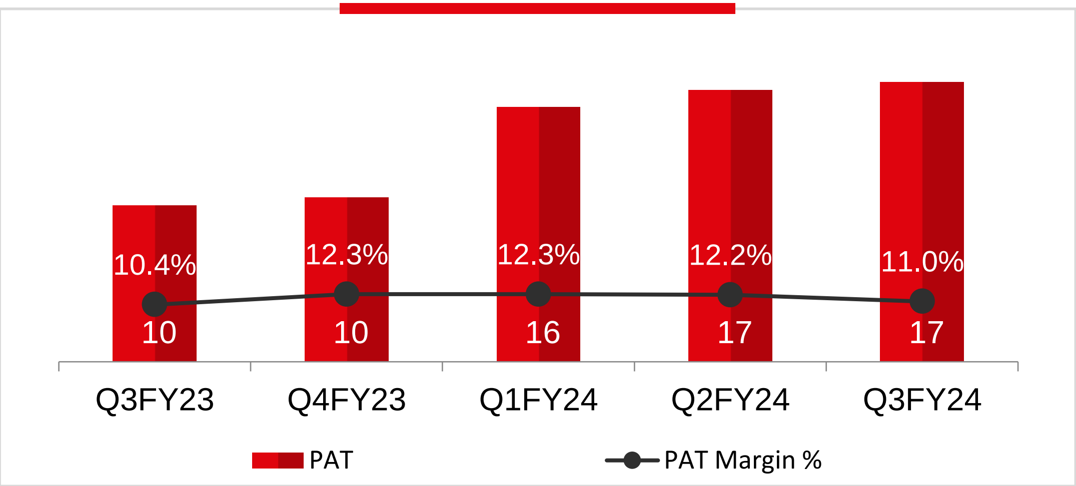
EBIDTA & EBIDTA Margin



PBT & PBT Margin



PAT & PAT Margin

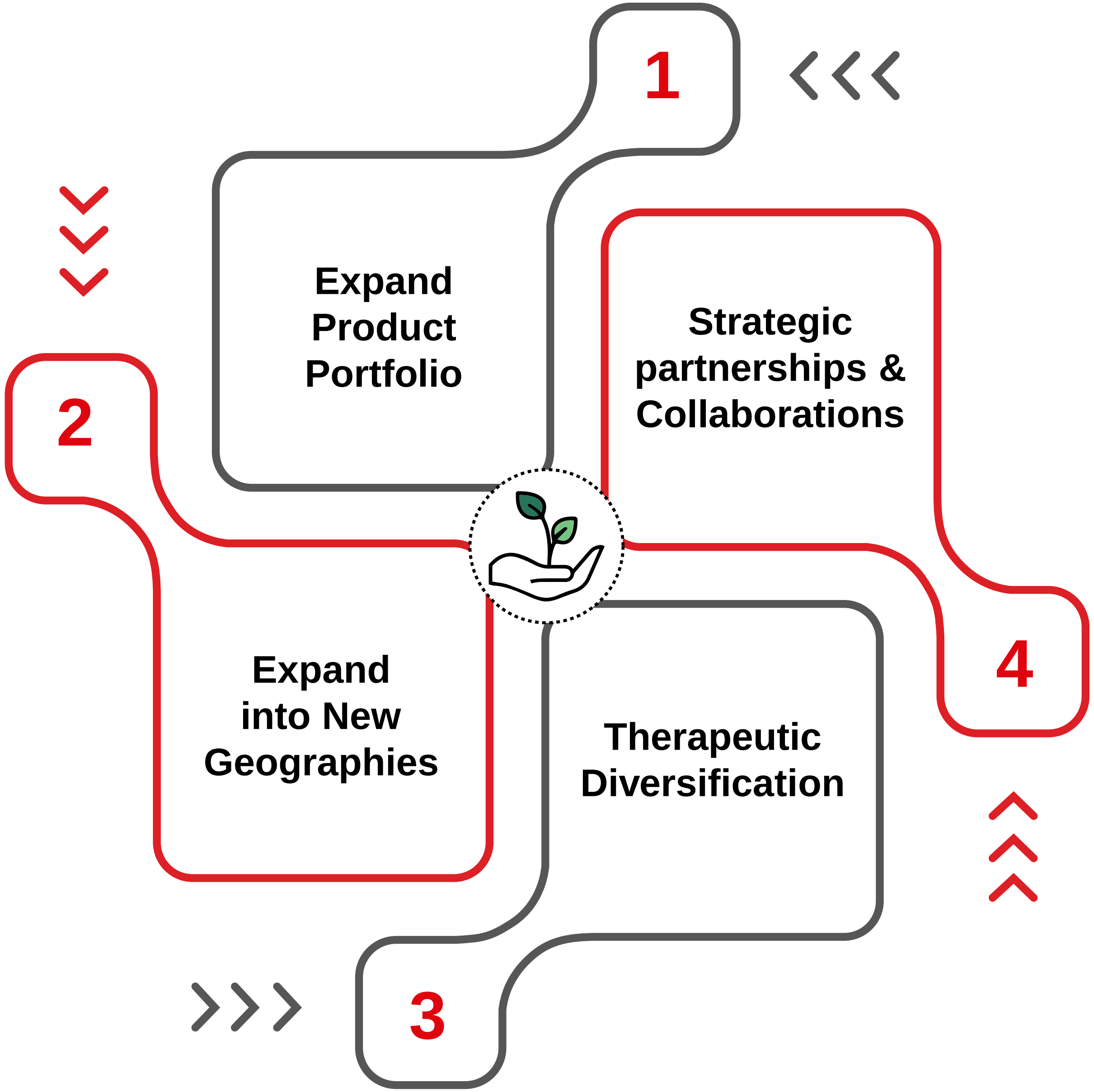


Q3 & 9M FY24 Profit & Loss Statement

Particulars (Rs. In Mn.)	Q3 FY24	Q3 FY23	YoY%	Q2 FY24	QoQ%	9M FY24	9M FY23	YoY%
Revenue From Operations	**149.6**	**91.2**	**64%**	**140.0**	**7%**	**415.5**	**273.7**	**52%**
Cost of Goods Sold	79.8	57.1	40%	89.6	-11%	235.3	150.7	56%
Gross Profit	**69.9**	**34.1**	**105%**	**50.4**	**39%**	**180.1**	**123.0**	**46%**
Gross Margin %	**46.7%**	**37.4%**	**931bps**	**36.0%**	**1071bps**	**43.4%**	**45.0%**	**-160bps**
Employee Expenses	12.0	6.0	101%	8.7	37%	29.6	19.4	53%
Other Expenses	38.3	18.9	102%	20.5	87%	89.7	61.5	46%
EBITDA	**19.6**	**9.2**	**112%**	**21.1**	**-7%**	**60.8**	**42.1**	**44%**
EBITDA Margin %	**13.1%**	**10.1%**	**298bps**	**15.1%**	**-201bps**	**14.6%**	**15.4%**	**-75bps**
Depreciation	2.4	2.3	4%	2.3	1%	7.0	6.6	5%
Other Income	2.5	3.1	-18%	1.5	69%	4.6	5.9	-22%
Financial Cost	0.8	0.5	43%	0.5	67%	1.7	2.0	-17%
PBT	**19.0**	**9.5**	**99%**	**19.9**	**-4%**	**56.9**	**39.5**	**44%**
Tax	2.5	0	-	2.8	-11%	7.8	4.3	81%
PAT	**16.5**	**9.5**	**73%**	**17.1**	**-3%**	**49.1**	**35.1**	**40%**
PAT Margin %	**11.0%**	**10.4%**	**59bps**	**12.2%**	**-115bps**	**11.8%**	**12.8%**	**-103bps**
EPS	1.65	0.95	74%	1.71	-4%	4.91	3.52	39%

Long Term Growth Drivers

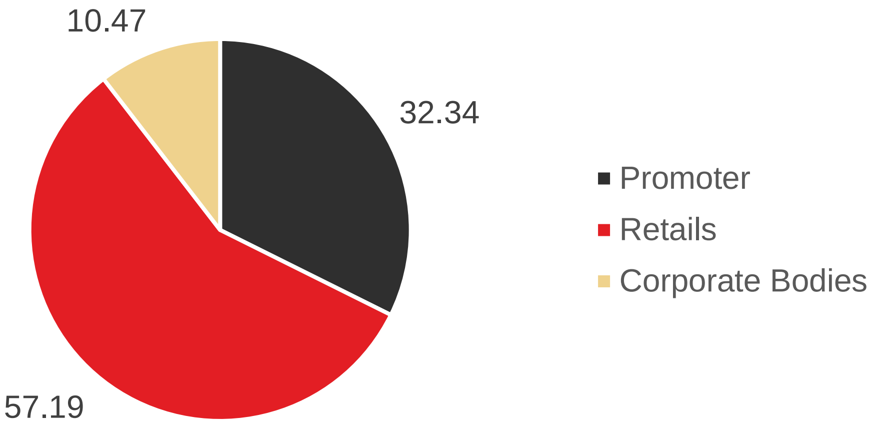
SANJIVANI
PARANTERAL LTD



Stock Information

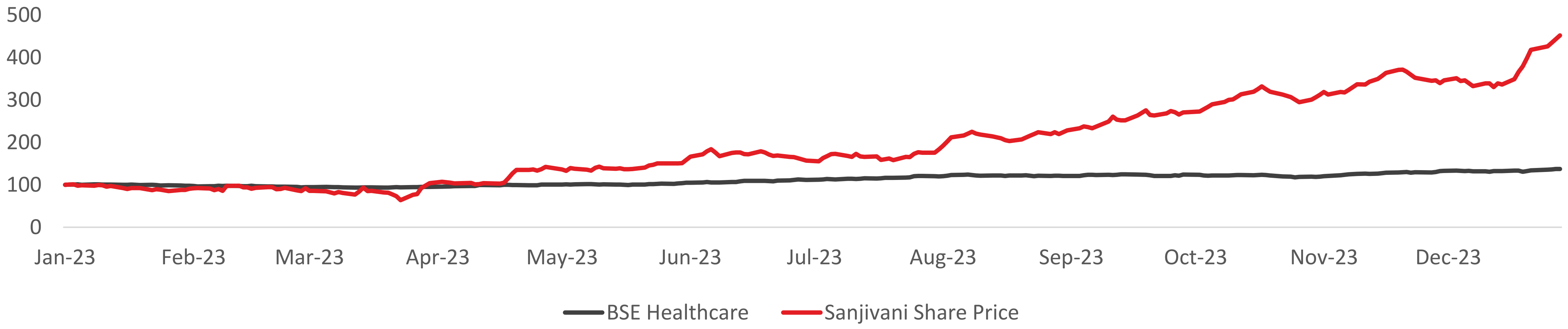
SANJIVANI PARANTERAL LTD

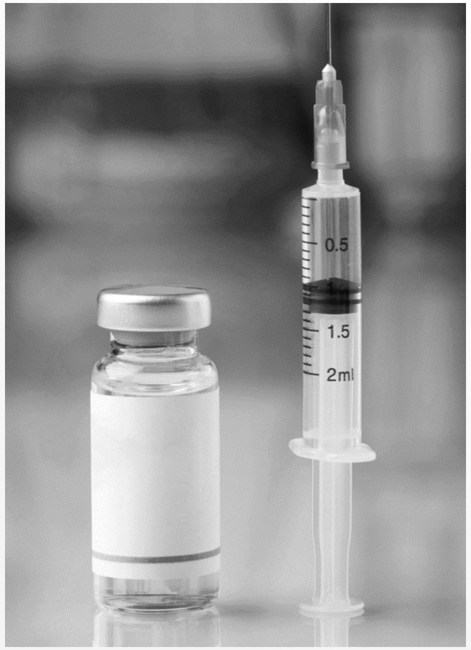
Shareholding Pattern



Stock Information (as on 31st December 2023)

Market Cap. (in crores)	178.3
Stock Price	180.1
52 Week (High / Low)	180.1 / 25.34
BSE – Symbol	531569
Free Float (No. of Shares)	67,65,239
Average Daily Volume (3months) - BSE	23.0k





THANK YOU

SANJIVANI
PARANTERAL LTD

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