



SUPRIYA LIFESCIENCE LTD.

Creating true values that bind global health

Date: May 21, 2022

To,

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001 Scrip Code: 543434	National Stock Exchange of India Limited Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex Bandra (E), Mumbai - 400 051 NSE Symbol: SUPRIYA
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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

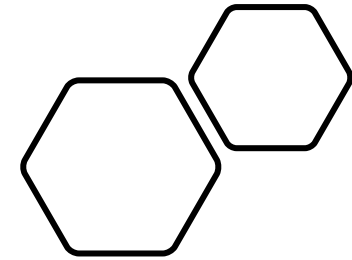


Shweta Singh
Company Secretary & Compliance Officer
Membership No.: A44973

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GOVT. RECOGNISED EXPORT HOUSE



Earnings Presentation Q4FY22



**SUPRIYA
LIFESCIENCE LTD.**

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Sustainability



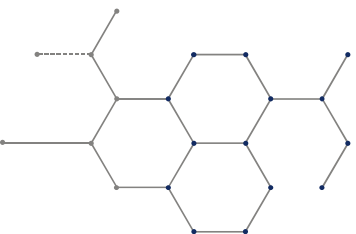
Growth

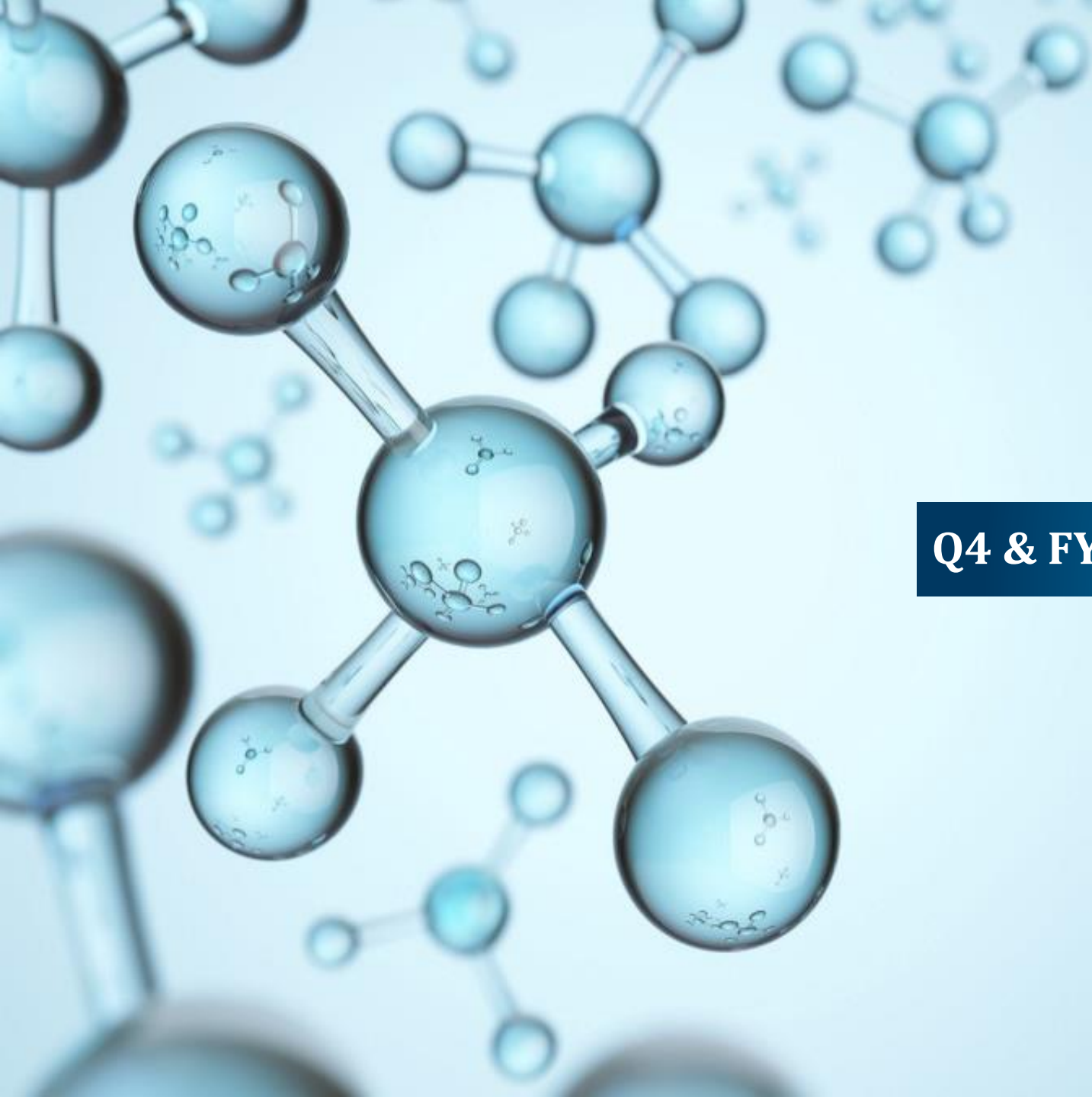


Profitability

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Q4 & FY22 Highlights



Dr. Satish Wagh, Chairman and Managing Director

“ We have ended the year on a strong note, delivering a Operating Revenue growth of 35% and healthy EBITDA Margins of 24% and Net Profit of 23%.

Despite the fact that the world continues to face tremendous business challenges, we have generated consistent FY22 results. The focus has been to ensure sustained and consistent performance through development of newer molecules, penetration in newer geographies and convert CMO/CDMO opportunities.

In order to further increase our competitiveness and cater to future expansion plans, the Company has strengthened its team by making senior level hiring in operations, research and business development and will continue to hire for other functions as well.

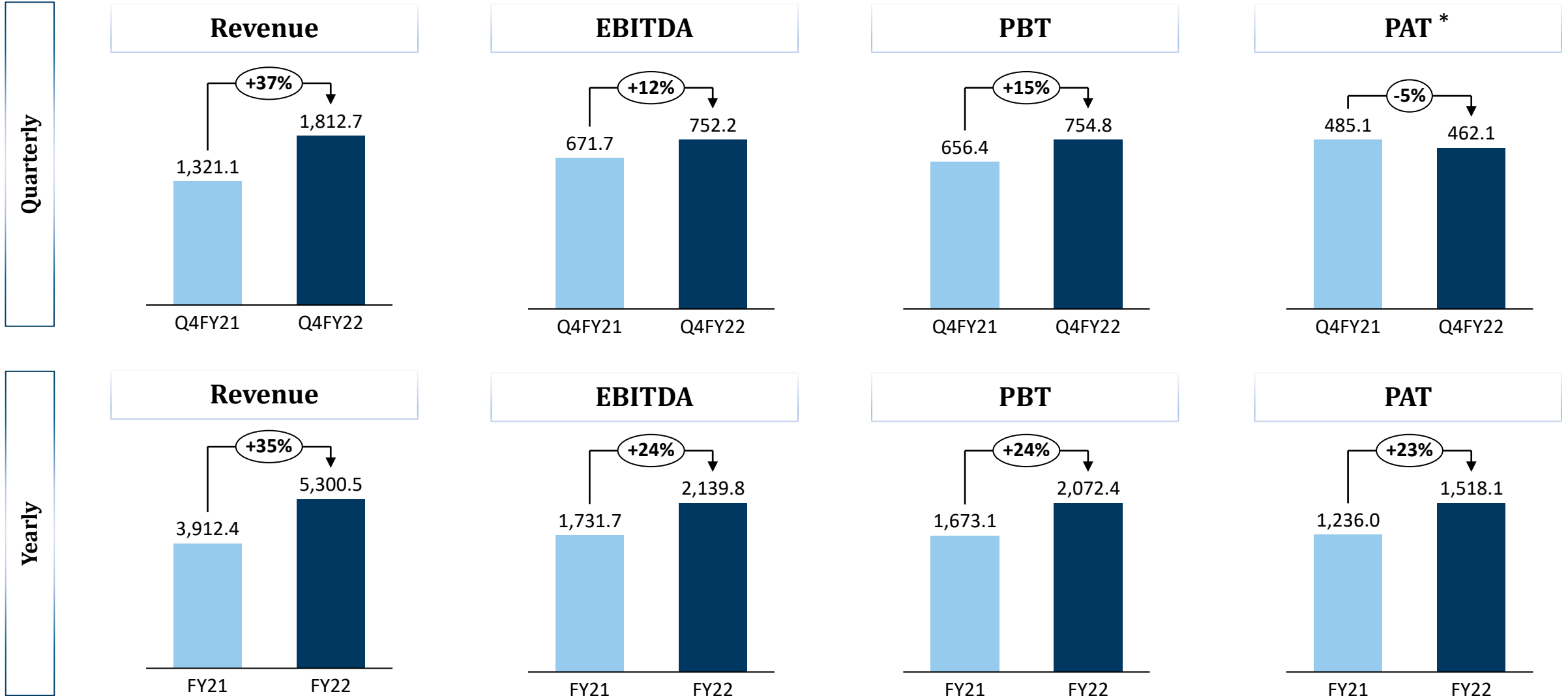
Currently two new R&D centres are being built, one in Lote for product lifecycle management and the other in Ambernath with a pilot plant for new molecules and CMO/CDMO.

We are focusing on improving infrastructure, which includes debottlenecking and the development of new manufacturing blocks.

For future expansion plans company has acquired 80,000 sq mtrs on lease from MIDC at Isambe Industrial Park dedicated to manufacturing of Active Pharmaceutical Ingredients (API) & Drug intermediates.

With consistent investment and improvement in capacities and capabilities, we have demonstrated record performance, and expect the same focus to endure.”

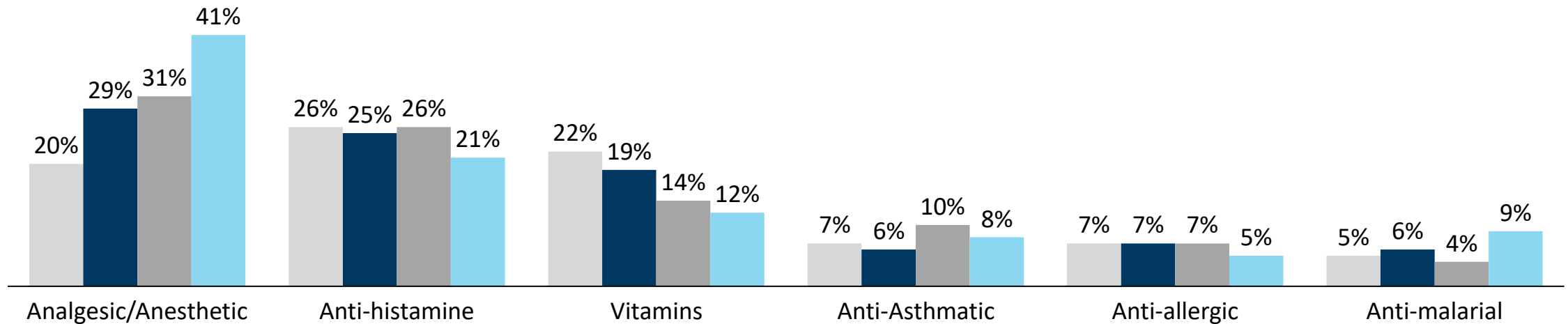
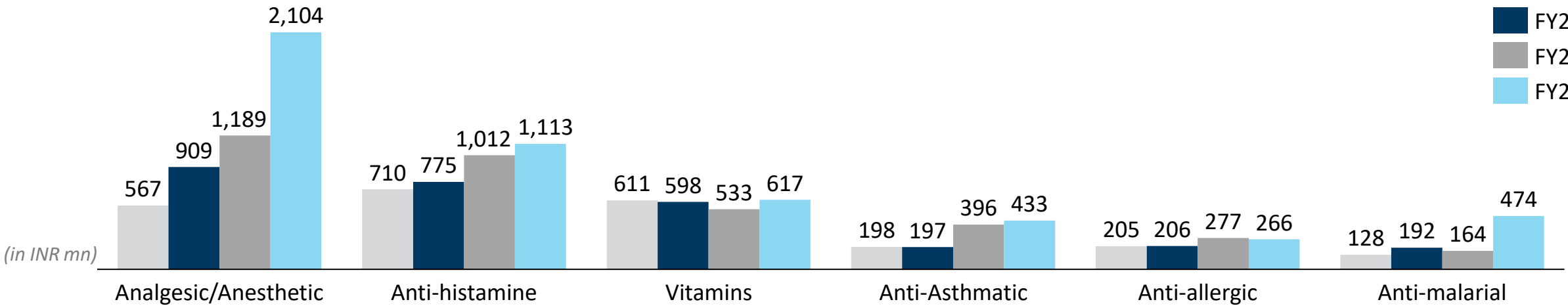
(in INR mn)



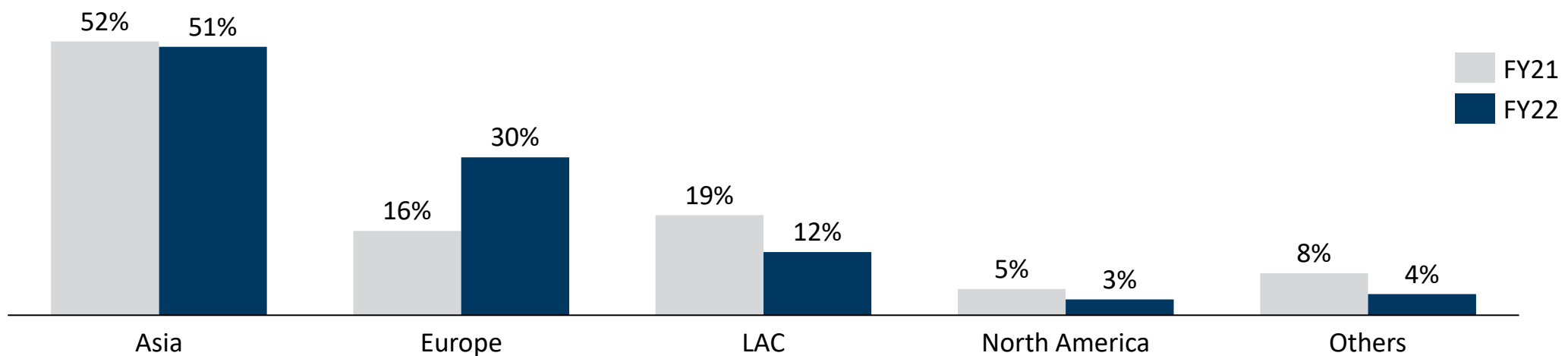
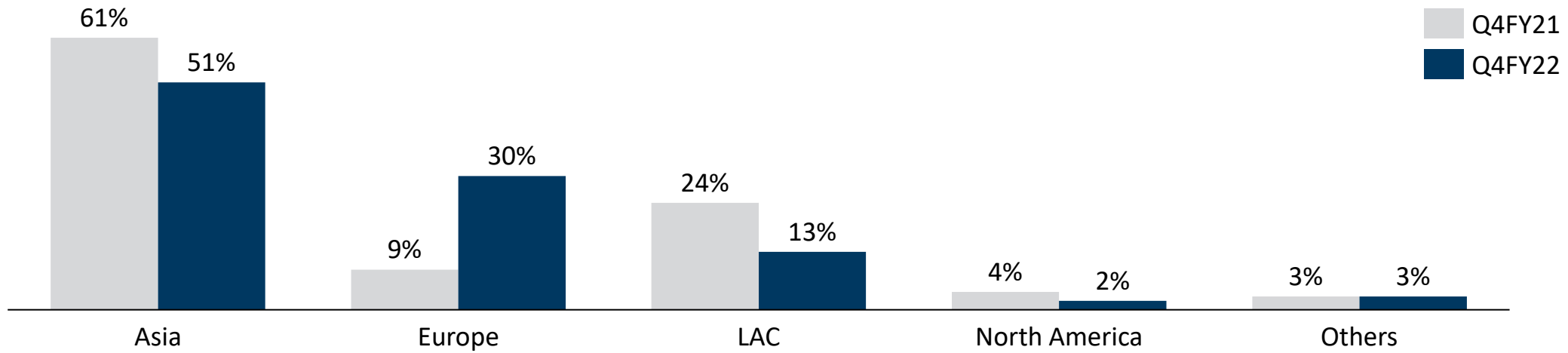
*Lower PAT % in Q4FY22 is on account of lower provision of deferred taxes in earlier quarter

Performance of the Therapeutic Areas

FY19
FY20
FY21
FY22



Regional Performance

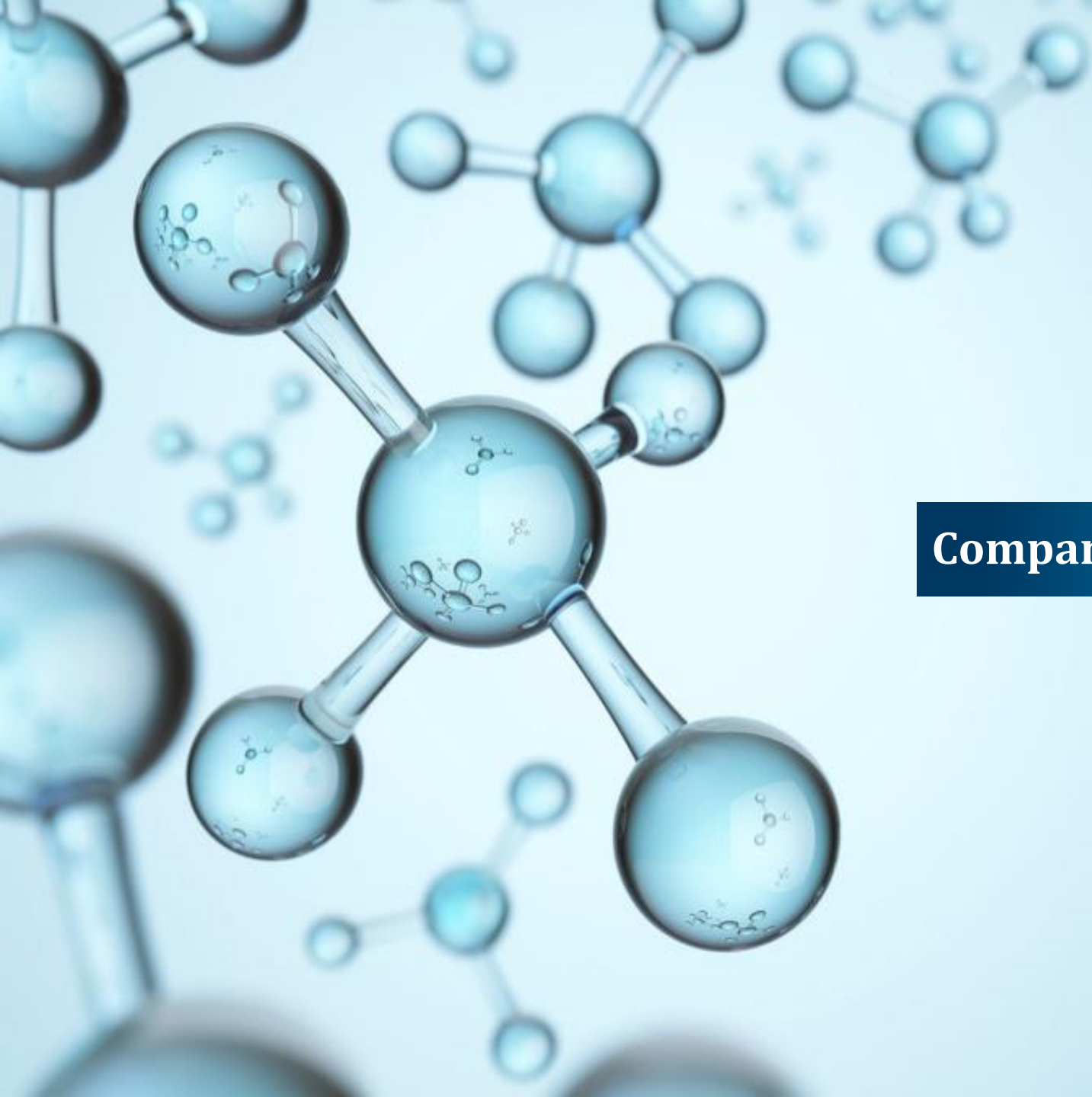


Profit & Loss Statement



Particulars (in INR mn)	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	1,812.7	1,321.1	37%	1,216.0	49%	5,300.5	3,912.4	35%
Cost of Materials Consumed	382.4	415.0		722.3		1,988.3	1,405.7	
Purchase of Traded Goods	-	-		-		-	-	
Changes in Inventories of Finished Goods and Work in Progress	325.9	-117.8		-304.4		-30.3	-124.5	
Gross Profit	1,104.4	1,023.9	8%	798.1	38%	3,342.4	2,631.2	27%
GP %	61%	78%		66%		63%	67%	
Employee Benefits Expense	128.7	92.9		184.3		490.8	327.6	
Other Expenses	223.5	259.3		184.0		711.8	571.8	
EBITDA	752.2	671.7	12%	429.8	75%	2,139.8	1,731.7	24%
EBITDA %	41%	51%		35%		40%	44%	
Other Income	38.5	15.0		8.4		75.8	49.8	
Depreciation and Amortisation Expense	25.8	17.8		26.0		101.2	67.6	
EBIT	765.0	668.8	14%	412.2	86%	2,114.4	1,713.9	23%
Finance Costs	10.2	12.4		11.5		42.0	40.8	
Exceptional Items	-	-		-		-	-	
PBT	754.8	656.4	15%	400.7	88%	2,072.4	1,673.1	24%
Total Tax Expense*	292.7	171.4		4.3		554.4	437.2	
Profit for the year	462.1	485.1	-5%	396.4	17%	1,518.1	1,236.0	23%
PAT %	25%	37%		33%		29%	32%	
EPS	5.74	6.63		4.93		18.86	16.89	

*Lower PAT % in Q4FY22 is on account of lower provision of deferred taxes in earlier quarter



Company Overview

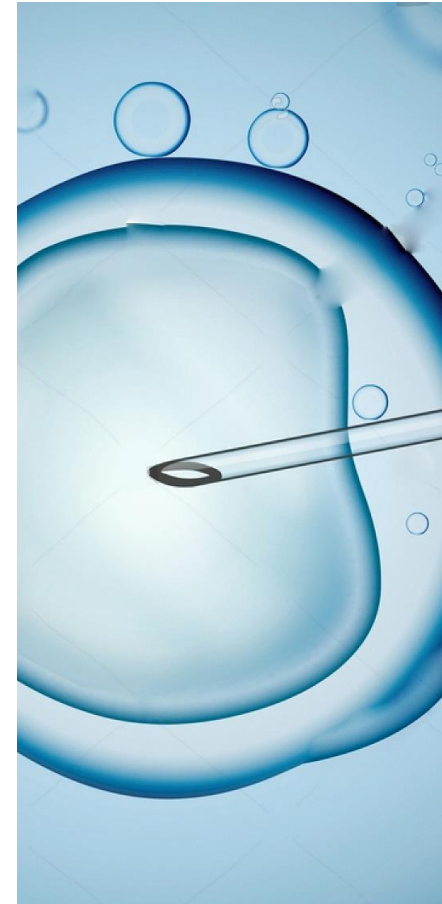
Niche product basket of

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

14 DMFs with USFDA

Manufacturing facility
spread across

23,806
sq.mts

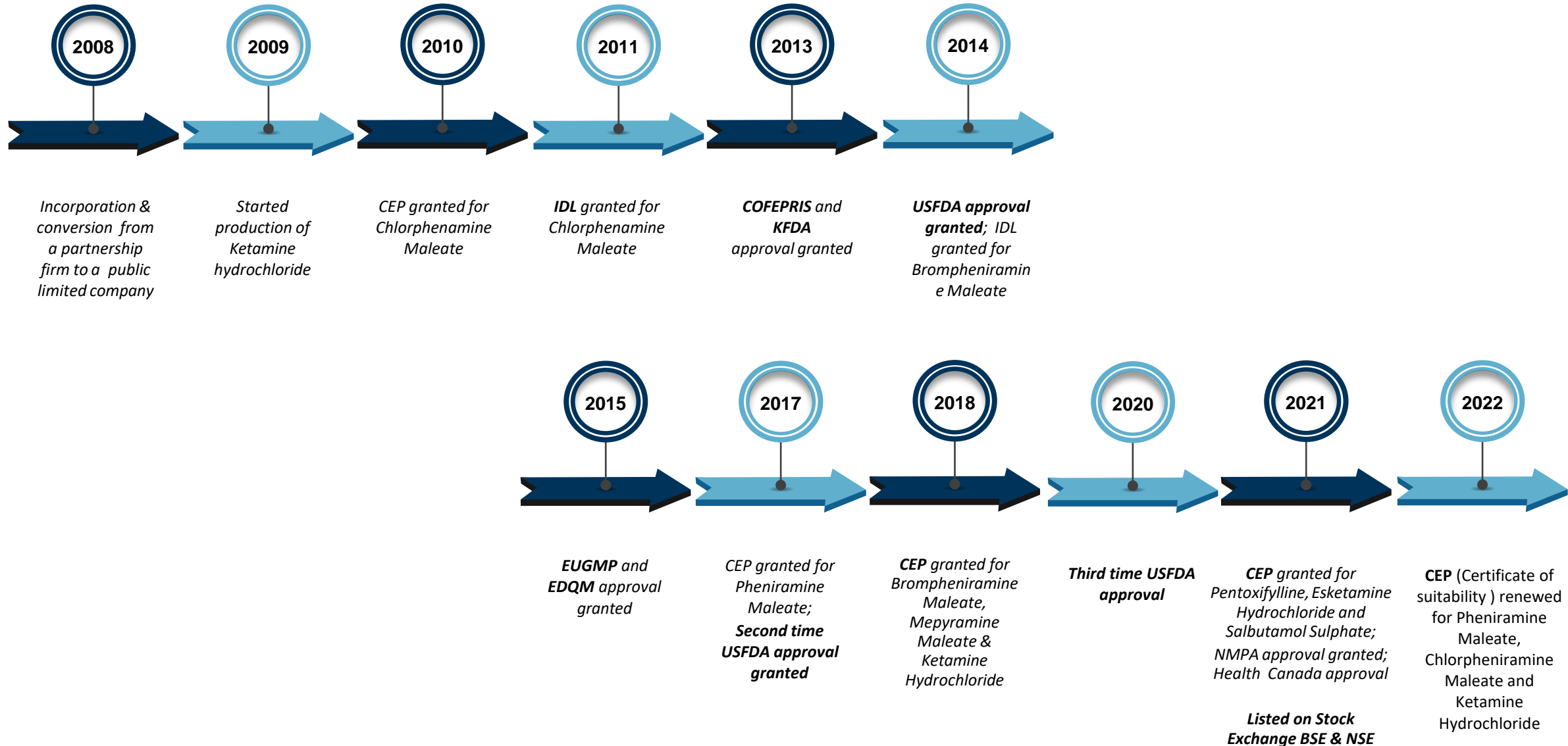
Reactor capacity of

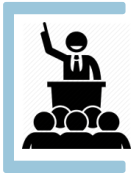
547 KL/day

1,200
customers

8 CEPs with EDQM

3 process patent filed





Significant scale with leadership position across key & niche products



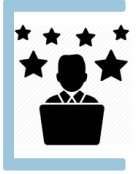
Backward integrated business model



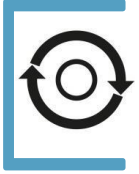
Geographically diversified revenues with a global presence across 86 countries



Advanced manufacturing and research and development capabilities



Experienced senior management team and qualified operational personnel

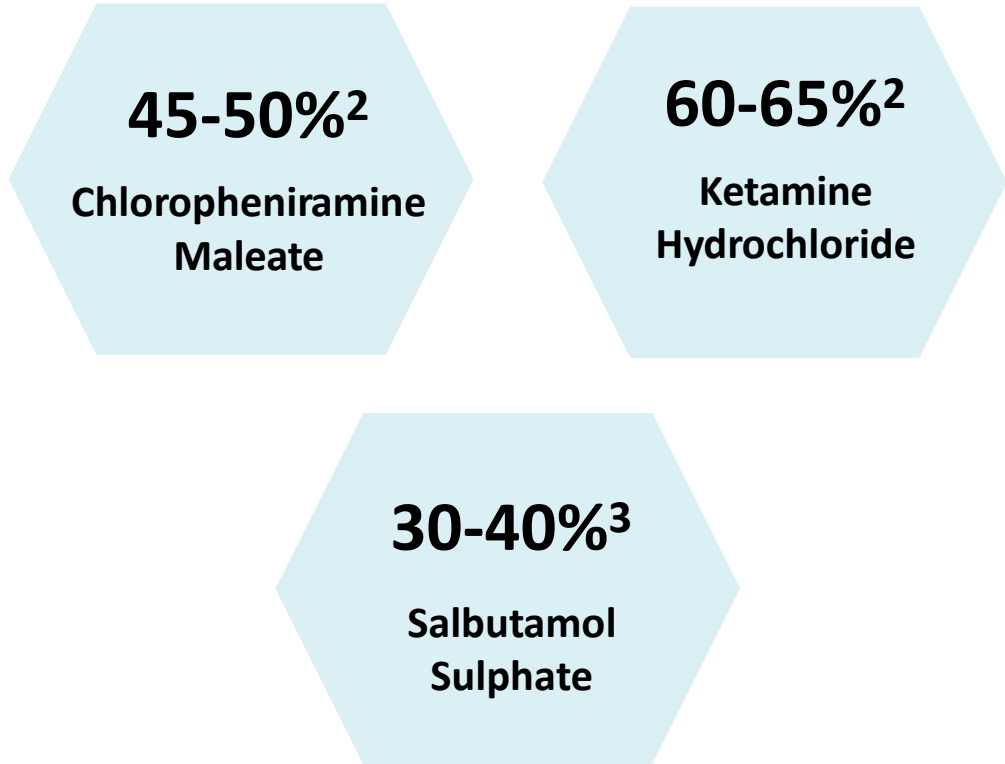


Consistent strong financial performance due to de-risked business model


Niche product offerings of 38 APIs with demonstrated ability to develop & scale-up production

Leading exporter from India





% share of exports from India (in terms of volume)




Presence for 10+ yrs in large & growing markets




Anti-histamine & Anti-allergy

-  Cetirizine Dihydrochloride
-  Diphenhydramine Hydrochloride
-  Chlorpheniramine Maleate
-  Pheniramine Maleate

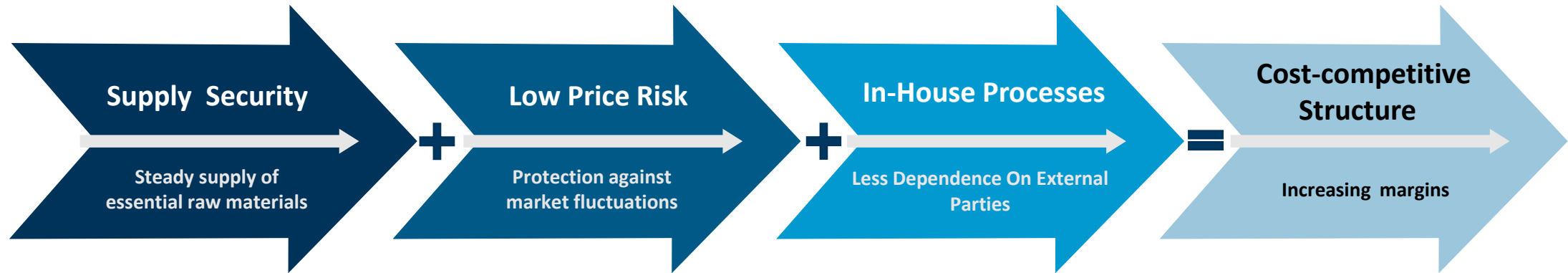
Market size	\$3.5bn
8~10% CAGR FY20-25	



Pain management

-  Ketamine Hydrochloride

Market size	\$7.8bn
5% CAGR FY20-25	



12 products are backward integrated* in following therapies

Anesthetics

Anti-Asthmatic

Anti-Histamine

Decongestant

Anti-Gout

68%
of FY22 revenue

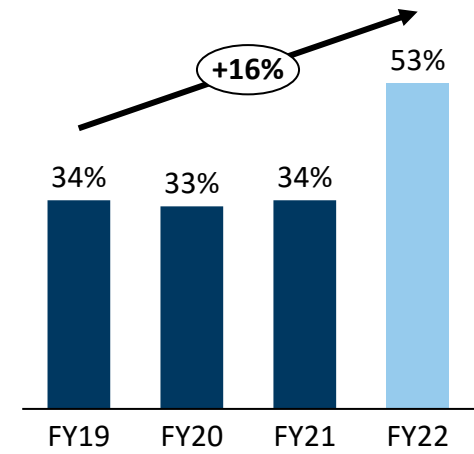
Integrated business model helped us grow revenue and sustain margins in the last year. Large part of growth and sustainability was driven by these backward integrated products



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

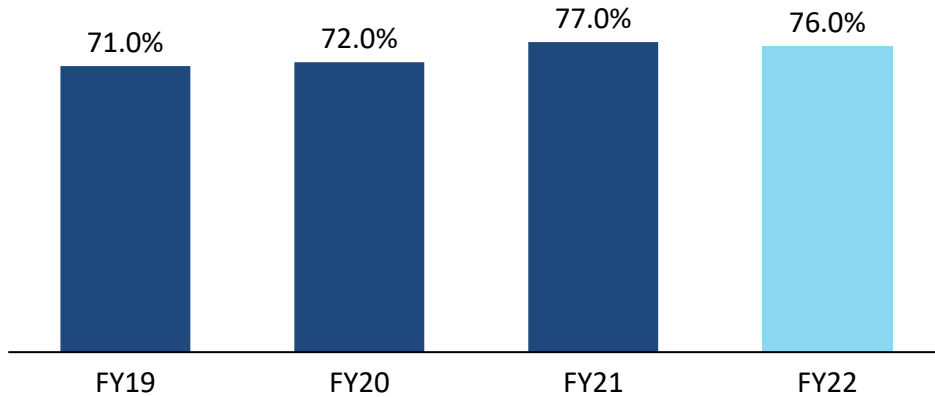


Growth in Regulated Markets



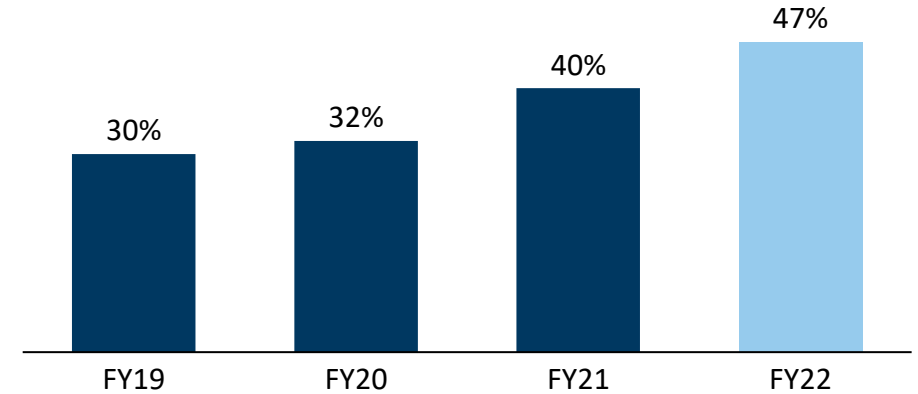
Significant export presence, with low dependence on a specific geography

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**

547 KL

**Reactor
capacity**

23,806 sq.mt.

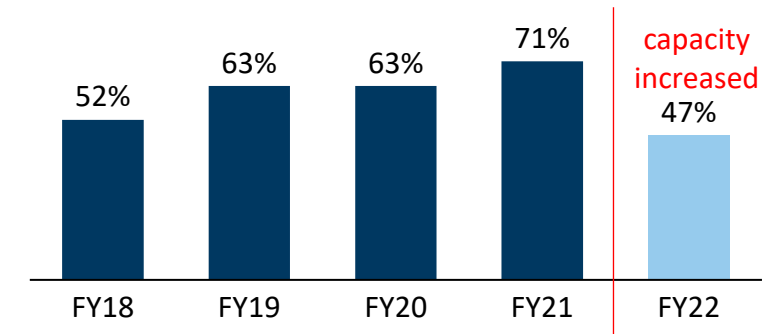
**Land
area**

- 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

Scaled up Manufacturing Facilities over the years

	Block A	Block B	Block C	Block D
Year of Establishment	1993	1994	2014	2021
Capacities	157 KL	145 KL	30 KL	215 KL
Regulatory Approved	✓	✓	✓	✓

Steady improvement in capacity utilization



- Till FY21 multi-product facility (3 blocks) were optimally utilized at 71%
- In Q1FY22, 4th manufacturing block got operational. It takes 1 ~ 1.5 years for any new block to reach its peak capacity.
- Since the 4th block got commissioned in FY22, the blended capacity utilization is lower.

Supported by R&D driven mindset



DSIR approved
facility

14*
DMFs

8*
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	6 API's	Submitted
CEP	2 API's	Granted
USDMF	1 API	Submission Under Progress
CEP	2 API's	Assessment Under Progress
CEP	2 API's	Submission Under Progress

Note : New API's in Anti-diabetic and central nervous system therapies

Cause	COVID 19	Russia – Ukraine War	China plants shutdown due to pollution	Regulatory and customer audits
Effect	<ul style="list-style-type: none"> › Delay in raw material supplies › Delay in export shipments 	<ul style="list-style-type: none"> › Increase in cost of solvents 	<ul style="list-style-type: none"> › Increase in cost of raw materials › Delay in import shipments 	<ul style="list-style-type: none"> › More stringent audits › Online audits
Our Response	<ul style="list-style-type: none"> › Built-up in inventory of raw materials to ensure smooth operations › Raw material orders were placed well in advance to mitigate delays › Close coordination with shipping agents and customers to minimise delays 	<ul style="list-style-type: none"> › Increased stock levels of Solvents to minimise impact of cost increase 	<ul style="list-style-type: none"> › Built-up in inventory of raw materials to ensure smooth operations › Raw material orders were placed well in advance to mitigate delays 	<ul style="list-style-type: none"> › Our response was to enhance the quality of the product and maintain customer satisfaction in business through the development and implementation of Quality Systems, Standards and Practices.

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



Shireesh Ambhaikar

Chief Executive Officer

- Bachelor's, Master's and PhD in Science from University of Mumbai
- Previously associated with Perrigo API India Pvt. Ltd. as CEO, Dr. Reddy's Laboratories Ltd. as VP & Head – Manufacturing, UCB India Pvt. Ltd. as Director – Manufacturing, Novartis Enterprise Ltd. as Manager – Production, Wanbury Ltd. as President Operations (API) and Sandoz Ltd.



Ashish Nayak

Chief Financial Officer

- He has cleared the final examination held by the ICAI
- Previously associated with Brand Holdings (India) Pvt. Ltd. as the CFO, Timezone Entertainment Pvt. Ltd. as the CFO, Foresight Vision Care Company Pvt. Ltd. and Crown Healthcare



Invested Rs. 223.05 lakhs in CSR initiatives in F.Y. 2021-2022 including amount outlay for the ongoing project.

Covid-19 support:

Supported the underprivileged community and police departments in Khed and Ratnagiri (Maharashtra) during the global pandemic, distributing more than 40,000 sanitizers, ~1,00,000 masks, multivitamin capsules and food grain, among others

Healthcare:

Helped build two Covid care centres in Lote, Ratnagiri; provided ICU beds, ventilators, centralized oxygen facility, oxymeters and essential equipment; contributed towards maintenance as well.

Relief:

Distributed relief (drinking water, bedsheets, shawl, clothes, foods and others) to affected villages and districts following Cyclone Tauktae, Chiplun floods (Ratnagiri district) and other natural calamities.



Rural development:

Provided computers, laptops, printers and other peripherals to educational institutes in rural Maharashtra

Education:

Contributed towards building schools and exhibitions; organised sports activities to increase professional and personal opportunities



Quality is the core of our complete operations . Our vision is to globalize, harmonize and simplify GMP processes to ensure a sustainable quality culture. In alignment with this vision , We at Supriya Lifescience Ltd. celebrated Quality Week from 25th Jan to 29th Jan 2022.

The Purpose of Quality week was to increase the awareness for quality, to build the team work and achieve excellence in every day operations.

The theme of the Quality week was “Sustainability: Improving Our Products, People, and Planet” with several activities like Quality Pledge, Rangoli competition, Quiz competition, Slogan-Poster-Poem competition, Quality drama to create awareness, group discussions to identify the opportunities and areas for improvement, sports activities for team building etc.

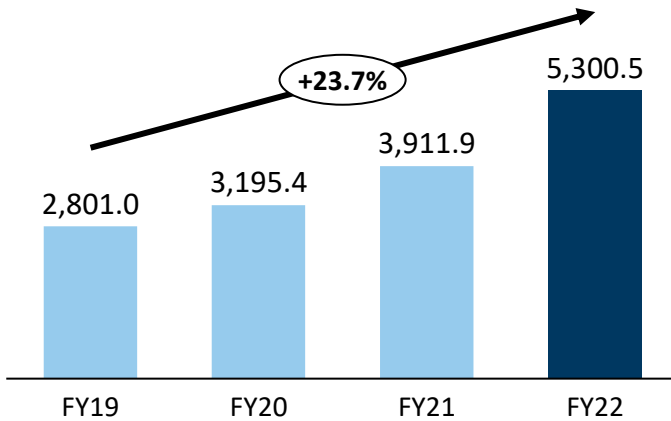




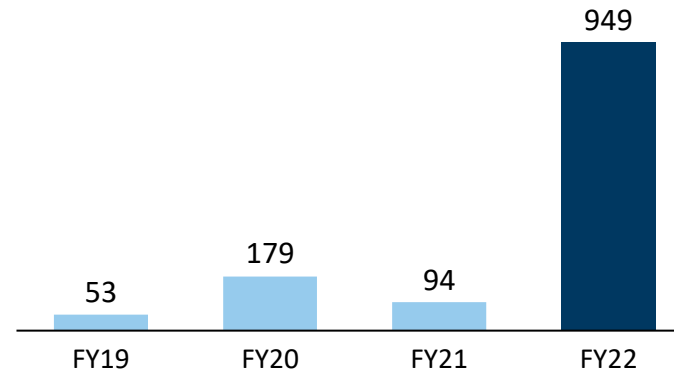
Financial Performance

Consistent & Strong Financial Performance

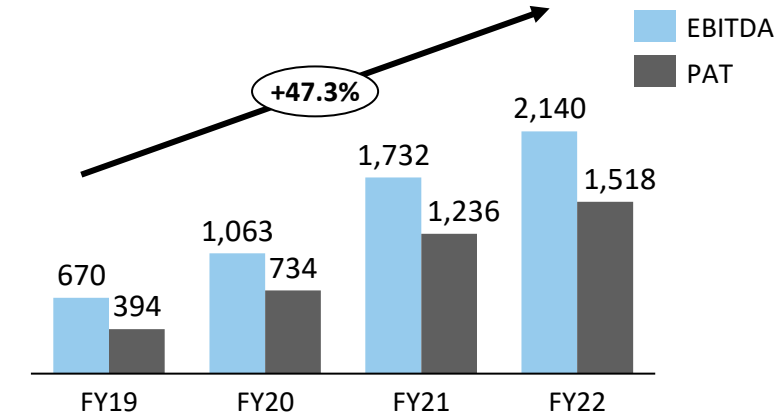
Robust revenue growth



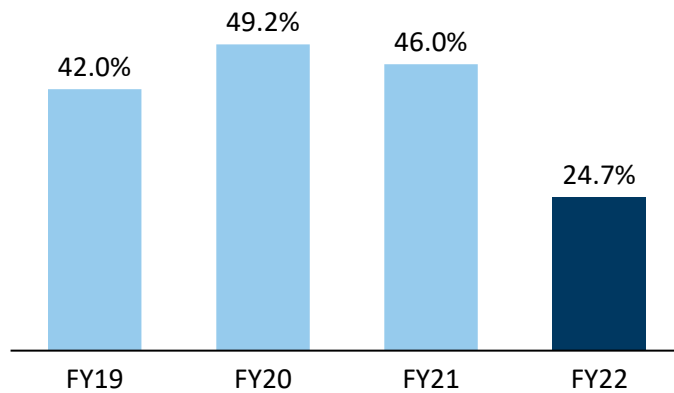
... Capex Spend



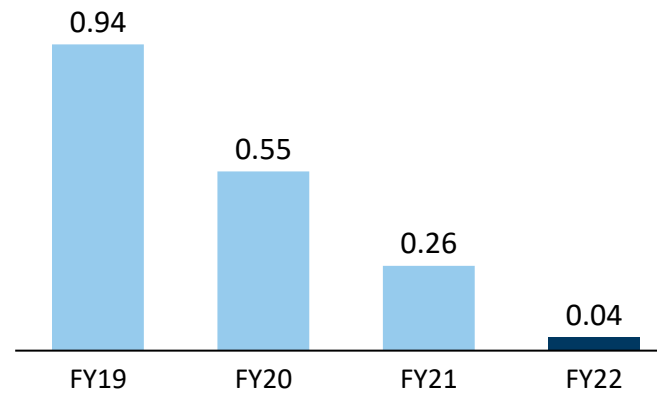
... and, focus on profitability



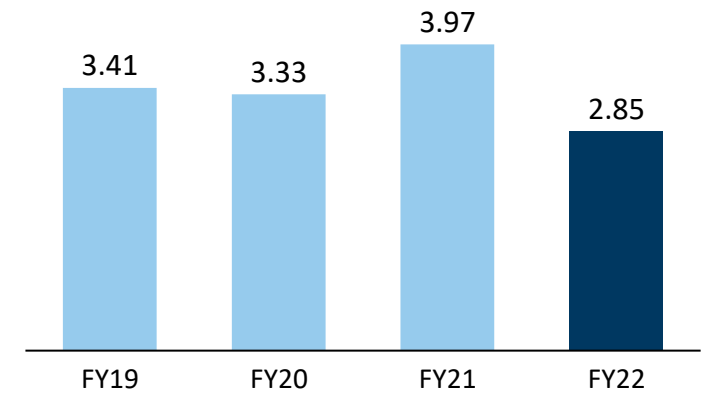
Return on Net Worth



Healthy leverage profile



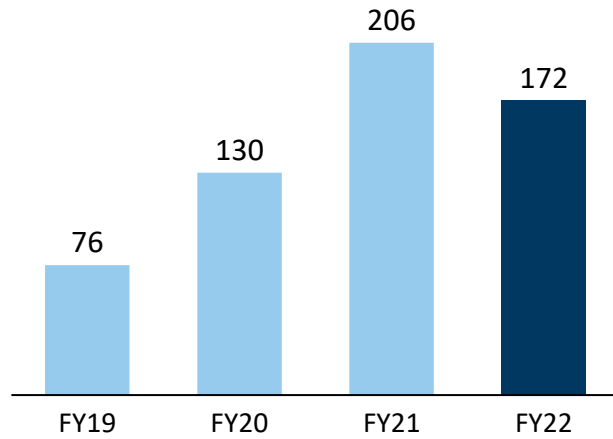
Strong operating performance



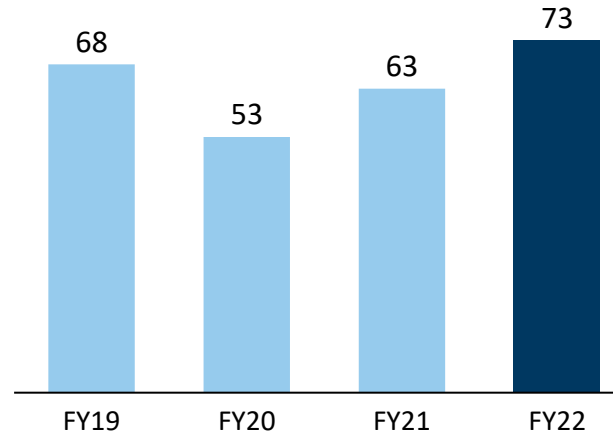
(in INR mn)

No of days

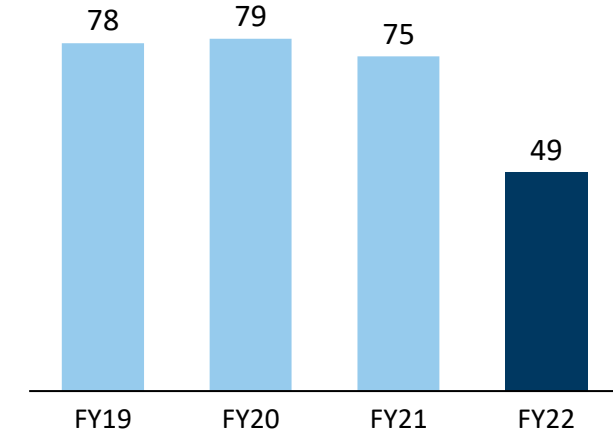
Inventory



Receivables



Payables

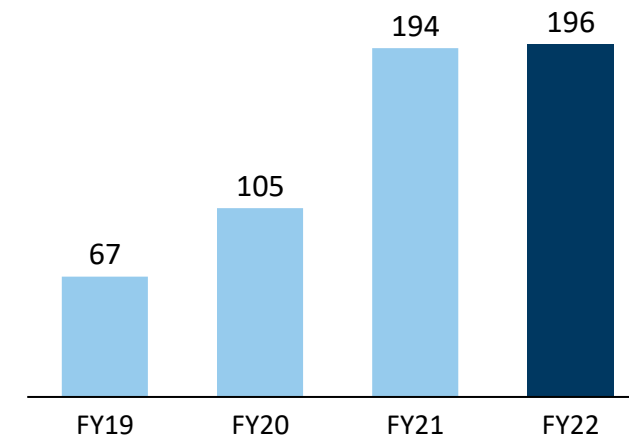


Reasons of RM Inventory levels higher than normal

- Shutdown of plants in China due to pollution related issues
- Covid related lockdown
- Shortage of containers and vessels
- Ukraine crisis and resultant price hikes and shortage in supply of materials.
- Suez canal blockage

Increase in Domestic sales and sales to Latin American countries in Q4FY22 where in the credit terms are higher led to Higher receivables

Net Working Capital



Summary Statement of Profit and Loss



Particulars (in INR mn)	FY22	FY21	FY20	FY19
Total Revenue	5,300.5	3,912.4	3,195.4	2,801.0
Cost of Materials Consumed	1,988.3	1,405.7	1,523.8	1,460.7
Purchase of Traded Goods	-	-	-	-
Changes in Inventories of Finished Goods and Work in Progress	-30.3	-124.5	-139.0	8.0
Gross Profit	3,342.4	2,631.2	1,810.5	1,332.3
GP %	63%	67%	57%	48%
Employee Benefits Expense	490.8	327.6	255.9	189.7
Other Expenses	711.8	571.8	491.8	472.5
EBITDA	2,139.8	1,731.7	1,062.8	670.0
EBITDA %	40%	44%	33%	24%
Other Income	75.8	49.8	31.8	57.6
Depreciation and Amortisation Expense	101.2	67.6	63.8	54.3
EBIT	2,114.4	1,713.9	1,030.8	673.3
Finance Costs	42.0	40.8	68.5	102.2
Exceptional Items	-	-	-	-
PBT	2,072.4	1,673.1	962.3	571.0
Total Tax Expense	554.4	437.2	228.2	176.8
Profit for the year	1,518.1	1,236.0	734.0	394.2
PAT %	29%	32%	23%	14%
EPS	18.86	16.89	50.14	26.93

Summary Statement of Assets and Liabilities



Particulars (in INR mn)	Mar 22	Mar 21
ASSETS		
Non-current assets		
(i) Property, plant and equipment	1824.7	969.5
(ii) Right to Use Asset	58.0	14.7
(iii) Capital Work in progress	434.1	787.9
(iv) Intangible Assets	15.1	16.1
(v) Financial Assets		
-Investments	0.5	0.5
-Loans and Advances	0.0	0.0
(vi) Other Non- Current Assets	39.8	11.2
Total Non-current assets	2,372.18	1,800.03
Current assets		
(i) Inventories	923.1	724.8
(ii) Financial Assets		
-Trade receivables	1151.8	735.0
-Cash and cash equivalents	1657.8	435.0
-Bank balances other than above	621.3	457.8
-Other financial Assets	60.3	30.2
-Loans and Advances	5.7	5.4
(iii) Other current assets	555.3	266.5
Total Current Assets	4975.4	2654.6
TOTAL ASSETS	7347.6	4454.7

Particulars (in INR mn)	Mar 22	Mar 21
EQUITY AND LIABILITIES		
EQUITY		
(i) Equity share capital	161.0	146.4
(ii) Other equity	5,995.9	2,539.5
Total Equity	6,156.9	2,685.8
LIABILITIES		
Non-current liabilities		
(i) Financial Liabilities		
-Borrowings	-	-
-Lease Liabilities	53.0	20.7
-Other financial liabilities	-	194.9
(ii) Provisions	29.3	13.0
(iii) Deferred tax Liabilities	111.5	80.1
Total Non-Current Liabilities	193.8	308.6
Current liabilities		
(i) Financial liabilities		
-Borrowings	213.0	701.3
-Lease Liabilities	8.2	-
-Trade payables	489.7	510.2
-Other financial liabilities	7.9	5.7
(iii) Provisions	4.1	9.1
(ii) Other current liabilities	274.0	234.0
Total Current Liabilities	997.0	1,460.2
TOTAL EQUITY AND LIABILITIES	7,347.6	4,454.7



Summary statement of Cashflow



(in INR mn)

Particulars (in INR mn)	FY22	FY21	FY20	FY19
Cash Flow from Operating Activities				
Profit before Tax	2,072.4	1,673.9	962.3	571.0
Adjustment for Non-Operating Items	68.7	53.1	102.4	124.6
Operating Profit before Working Capital Changes	2,141.2	1,727.0	1,064.7	695.6
Changes in Working Capital	-1,043.5	1,844.0	669.6	655.5
Cash Generated from Operations	1,097.6	-117.0	395.0	40.1
Less: Direct Taxes paid	-609.6	-299.9	-270.1	-140.9
Net Cash from Operating Activities	488.0	799.3	1,160.6	486.7
Cash Flow from Investing Activities	-598.2	-474.1	-245.3	48.3
Cash Flow from Financing Activities	1,496.5	-149.3	-292.3	-497.2
Net increase/ (decrease) in Cash & Cash equivalent	1,386.3	175.9	623.1	37.9
Cash and cash equivalents at the beginning of the year	922.9	747.1	124.0	86.1
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0	0.0	0.0
Cash and cash equivalents at the end of the year	2,309.2	922.9	747.1	124.0





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. At Lote Parshuram to cater to lifecycle management and further backward integration projects (to be operational by Q2FY23)
 2. At Ambernath to cater to new molecules and CMO/CDMO business. (to be operational by Q3FY23)
- 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.
- Currently work in progress on 5 projects including developing process in the laboratory for these projects. Also with the new capacity being setup in Ambernath more CMO/CDMO opportunities will be pursued

Capacity enhancement

- Capacity enhancement for further backward integration for existing products, new product rollouts and CMO/CDMO opportunities
- Currently plants are running at full capacity. Company is enhancing and expanding infrastructure at Lote Parshuram for R&D, Quality Laboratory, warehousing and effluent treatment.
- These facilities are expected to be operational in FY23. Work in progress on the next manufacturing block (E block) at Lote Parshuram with capacity of 340 KL to replace old block with 145 KL capacity.
- 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 **547 KL to 810 KL** by Q1 FY24
- The existing plots at Lote Parshuram and Ambernath will be fully utilised once these projects are operational

Land Acquisition

- Company has acquired 80,000 sq mtrs on lease from MIDC at Isambe Industrial Park dedicated to Manufacturing of Pharmaceutical ingredients (API) & Drug intermediates
- Since the existing facilities are expected to be fully utilised by Q1 FY24, the said allotment is to meet the future expansion needs.

- **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!

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