



NGL Fine-Chem Ltd

Earnings Presentation Q4 & FY21



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Q4 & FY21 Financial Highlights



Strong Q4FY21 and FY21 performance



Consolidated Figures

Q4FY21

Revenue from operations
Rs 72 crores
102%

EBITDA
Rs 21 crores
807%
EBITDA Margins: 29.0%

Profit after tax
Rs 14 crores
Q4FY20: Rs -0.2 crores
PAT Margins: 19.3%

FY21

Revenue from operations
Rs 258 crores
70%

EBITDA
Rs 80 crores
311%
EBITDA Margins: 30.9%

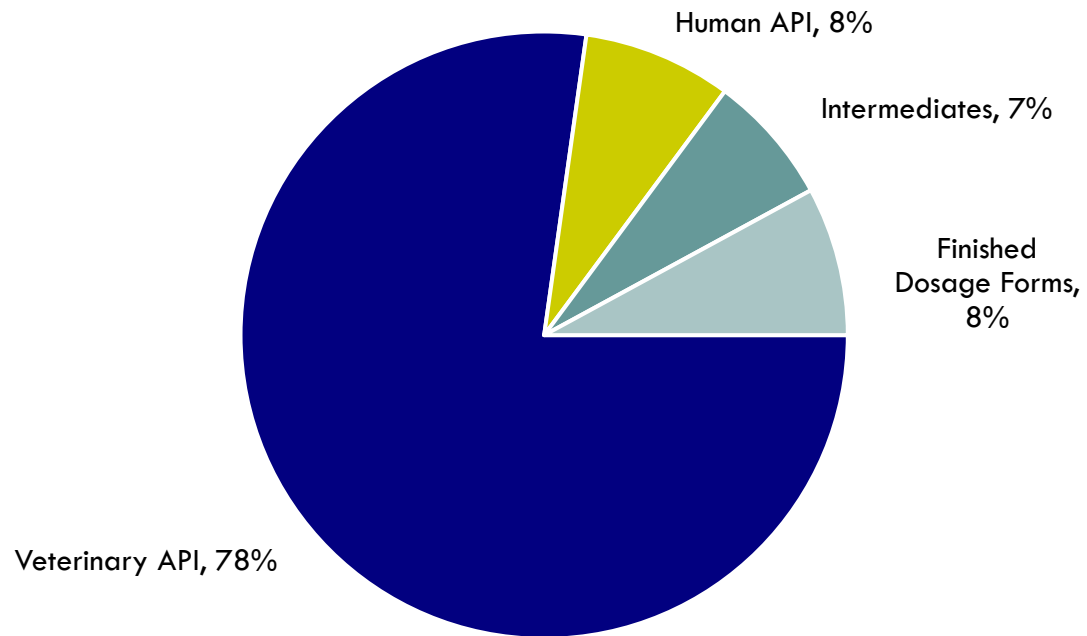
Profit after tax
Rs 57 crores
580%
PAT Margins: 22.0%

Note: EBITDA excludes Other Income

Growth across segments driven by increasing market share



FY21 Revenue Distribution

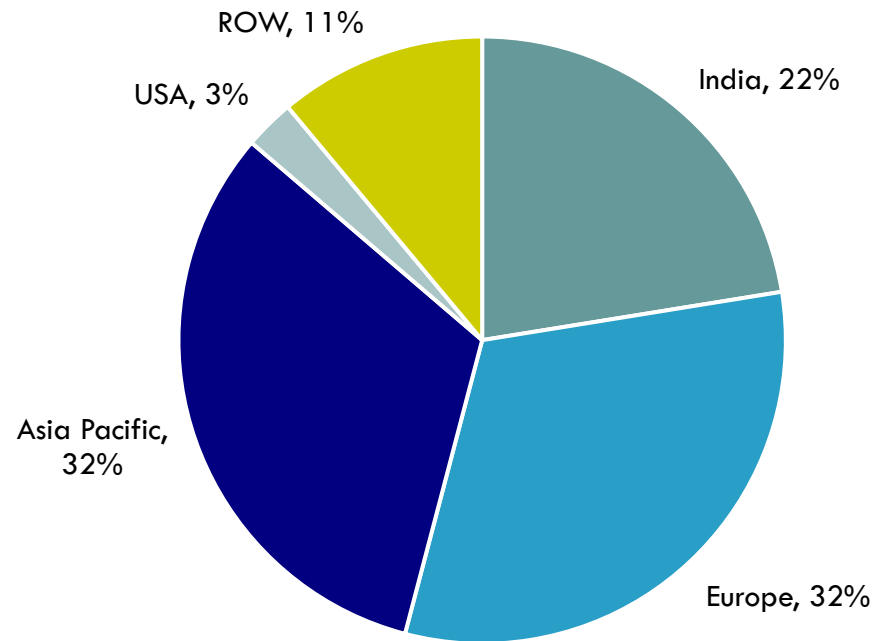


Revenue (Rs Cr)	FY21	FY20	YoY %
Veterinary API	198.8	127.4	56%
Finished Dosage Forms	20.0	13.4	49%
Human API	19.5	5.0	287%
Intermediates	16.8	3.1	433%

Coupled with growth across regions



FY21 Revenue Distribution



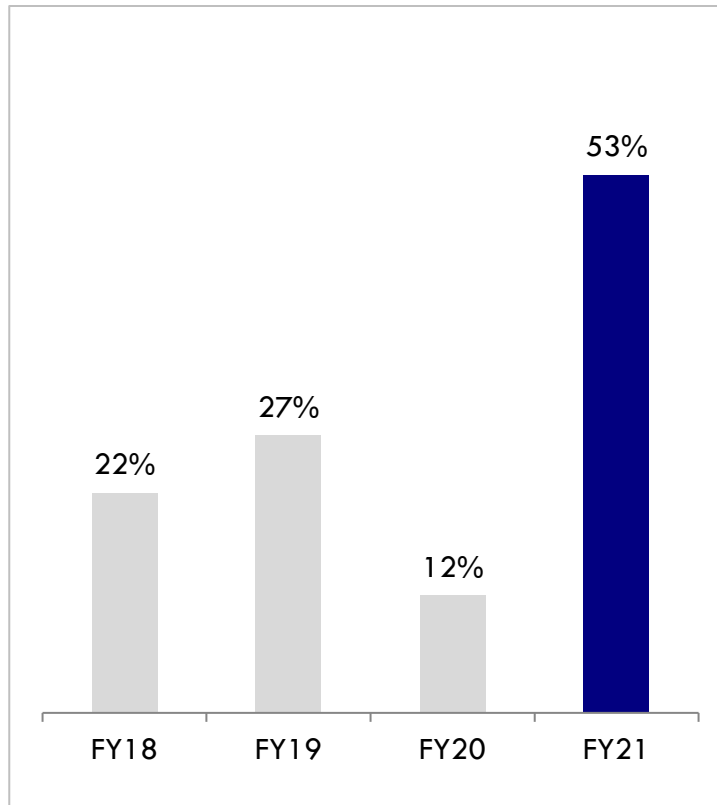
Revenue (Rs Cr)	FY21	FY20	YoY %
Asia Pacific	82.1	43.1	90.6%
Europe	80.7	49.7	62.4%
India	57.3	38.3	49.4%
ROW	28.2	17.7	59.5%
USA	6.8	0.2	2919.9%

Improving efficiencies

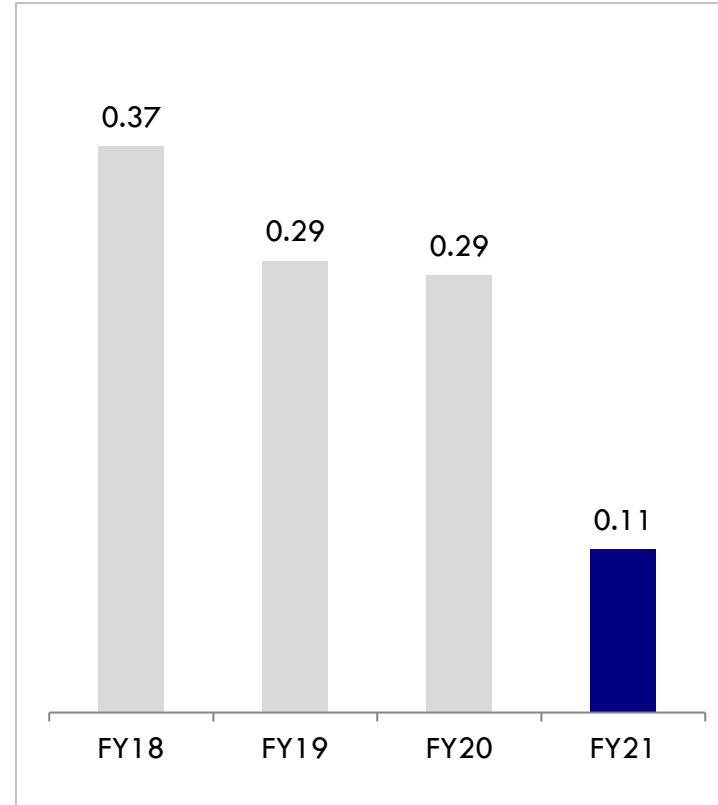


Consolidated Figures

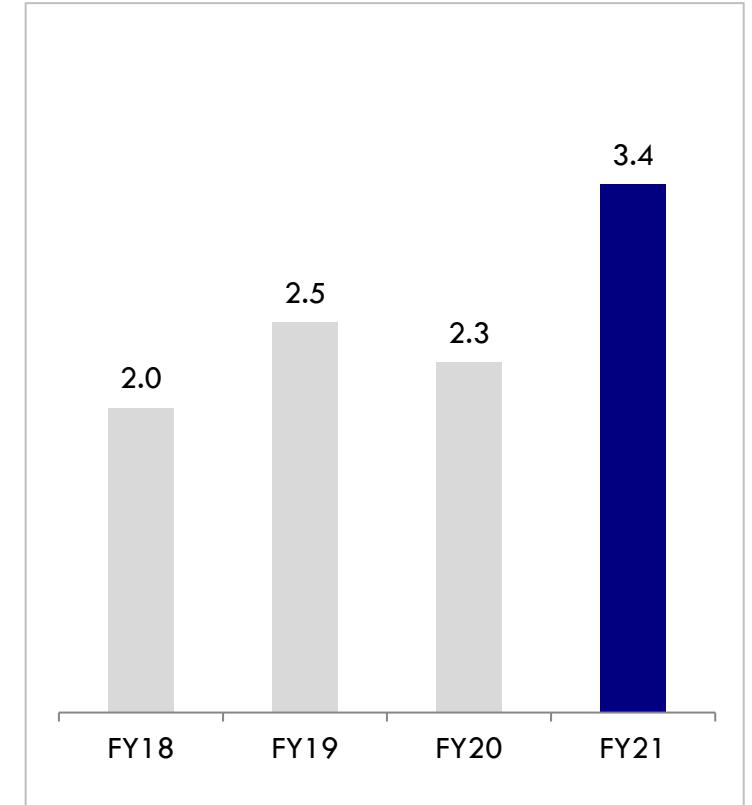
ROCE (%)



Debt/ Equity (x)



Fixed Asset Turnover (x)



ROCE = EBIT / Avg Capital Employed (Shareholder's Fund + Total Debt)

Debt/Equity = Total Debt / Shareholder's Fund

FATO = Revenue / Fixed Assets (Inc CWIP)

Consolidated profit & loss statement



(Rs Cr)	Q4FY21	Q4FY20	YoY	FY21	FY20	YoY
Revenue from operations	71.8	35.4	103%	258.0	151.7	70%
Cost of material consumed	26.6	14.2		102.4	64.4	
Gross Profit	45.2	21.2	113%	155.6	87.3	78%
Gross Profit margin	63.0%	59.9%		60.3%	57.5%	
Employee expenses	7.4	5.9		28.1	24.0	
Other expenses	17.0	13.0		47.8	43.9	
EBITDA	20.8	2.3	804%	79.7	19.4	311%
EBITDA margin	29.0%	6.5%		30.9%	12.8%	
Finance cost	0.3	0.6		1.8	2.3	
Depreciation	2.1	2.2		8.3	8.1	
Other income	2.3	0.8		8.0	3.0	
PBT	20.7	0.3	6800%	77.6	12.0	547%
Tax Expenses (Credits)	6.8	0.5		20.9	3.7	
PAT	13.9	-0.2	-	56.7	8.3	583%
PAT margin	19.3%	-0.6%		22.0%	5.5%	

- Revenue growth of 70% YoY in FY21 was on the back of successful ramp up of new capacity and increasing market share in core products
- Improvement in EBITDA Margins driven by significant operating leverage and benign raw material prices

Consolidated balance sheet highlights



Abridged Balance Sheet (Rs Cr)	Mar-21	Mar-20
Shareholders' Funds	154	99
Total Borrowings	16	28
Trade Payables	30	21
Other Liabilities	8	6
Total Liabilities	208	154
Fixed Assets (inc CWIP)	76	68
Inventories	38	28
Trade Receivables	38	26
Cash, Bank & Investments	34	14
Other Assets	22	18
Total Assets	208	154

- Net cash flow from operations of Rs 27 crores was utilized in repaying debt of Rs 12 crores during the year and for capex of Rs 17 crores
- Continued focus on working capital management - net working capital days reduced to 73 days in FY21 from 98 days in FY20

Note :

1. Other Liabilities : Deferred Tax Liabilities, Current Tax Liabilities, Other Financial Liabilities & Provisions
2. Other Assets : Intangible Assets, Other Financial Assets and Other Non-current and Current Assets

Company Overview



Animal health company with strong global footprint



Comprehensive product portfolio

- 22 APIs (18 veterinary API, 4 human), 4 intermediates, 10 finished dosage forms
- Best quality and value-driven pricing



Market leadership in vet API

- Leadership in top 3 products – 50%+ market share
- Growing position in next 4 – taking market share from other players



Manufacturing excellence

- 3 state of the art manufacturing facilities
- Strong R&D capabilities in custom synthesis



Large global presence

- 45+ countries across the globe with country-wise regulatory approvals
- Strong presence in unregulated markets



Long standing customer relationships

- ~400 customers
- Reliable supplier focused on good sale support to all customers

Leadership in veterinary API on the back of superior quality



Strong controls of processes with **95%** in-house manufacturing and backward integrated facilities leading to cost competitiveness

High quality and reliable products with no market rejection in **15 years**

Wide Range of Product Categories

Anthelmintics

Ectoparasiticides

Antiprotozoals

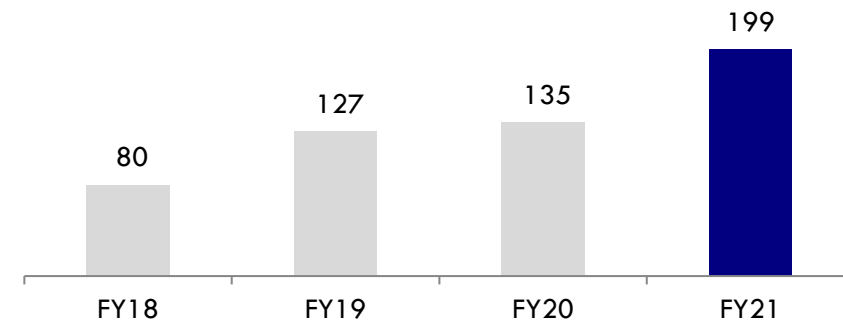
Phosphorus Supplements

Market share ranging from **15% to 50%+** in key products

Team of **25 R&D** professionals spearheading a pipeline of 5 molecules under development

Revenue from veterinary API segment (Rs cr)

35% CAGR



Large product portfolio with primary presence in livestock and farm animals

Strong presence in APAC – **32%** revenue

State-of-the-art manufacturing capabilities



3 manufacturing facilities located at Tarapur & Navi Mumbai, Maharashtra, designed to meet the requirements of regulatory agencies and are capable of a wide range of reaction capabilities

10,000 m²

Area of manufacturing facilities

102 m³

Glass-lined reactors

194 m³

Stainless steel reactors

12 m³

Gas induction reactors

-20° C to +250° C

Reaction range



Accreditations

WHO-GMP, ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 and cGMP accredited



Represented by a professional team & Board



Promoters



Mr. Rahul Nachane

Managing Director

- 30+ years of experience in the pharmaceutical industry
- Is involved in the operations of the Company since 1989, and a fulltime director of the Company since 1992. He is responsible for the overall management of the Company and specifically for marketing and production



Mr. Rajesh Lawande

Whole-Time Director & CFO

- 20+ years of experience in the pharmaceutical industry
- Is involved in the operations of the company since 1999. He has been shaping the Company's R&D efforts and introducing new markets and customers. He is responsible for R&D, sales and production

Board of Directors

Mrs. Ajita Nachane

Non-Executive Director

- 24+ years of expertise in sales and marketing functions
- Founder director of Tele Access E-Services Pvt Ltd, a BPO providing services to the finance, FMCG and other sectors

Mr. Milind V Shinde

Independent Director

- 30 years of expertise in manufacturing and engineering industry
- Founder of AVM Engineering a leading manufacturer of industrial fans in India and caters to the requirement of all major OEMS in India as well as exports to Middle East and Africa.

Mr. Jayaram Sitaram

Independent Director

- 20+ years of expertise in consulting and management functions
- Currently Managing Director at Praxis Technologies. He is a Co-founder of Matrix Technologies, Inc. He was the Country Head at Lionbridge in India earlier

Mr. K.V. Subramanian

Non-Executive Independent Director

- 30+ years of expertise in banking and financial markets
- Currently Managing Director at Standard Chartered Bank and a member of the India Country Management team driving Strategy, Process & Governance & CVO. On the Board of all the Standard Chartered subsidiary companies in India and is also on the Board of CDSL Ventures Limited.

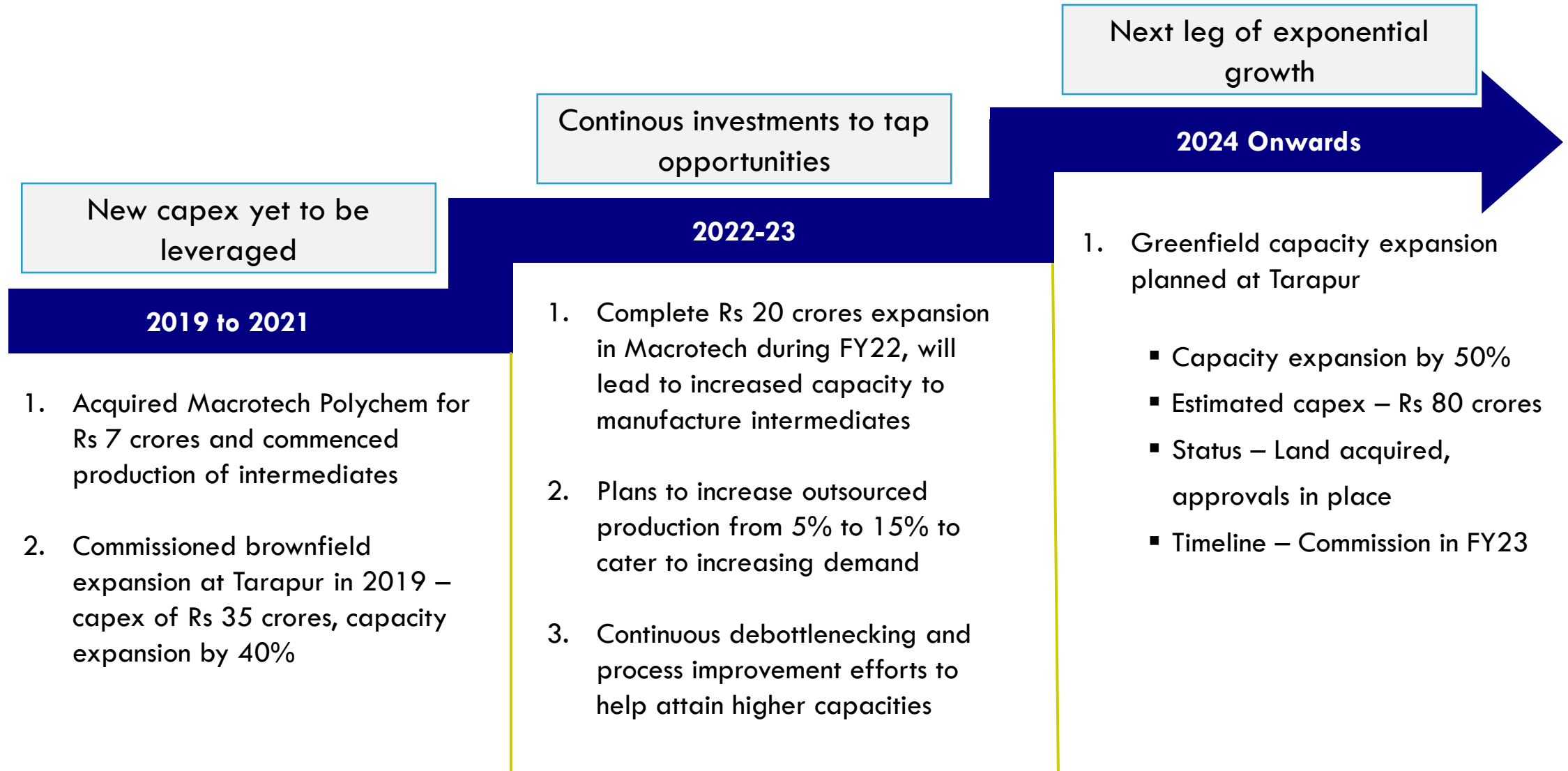
Advantageously placed in a growing opportunity



	Market Size 2020	Market Size 2027	Segment Trends	Growth Drivers
Animal Health Market	\$139 Billion	\$192 Billion (CAGR – 4.7%)	<ul style="list-style-type: none">Pharma segment to grow at higher rate – 5.4% CAGRProduction animal segment have the larger pie	<ul style="list-style-type: none">Rising prevalence of zoonotic diseases, animal population & pet ownershipGlobal livestock population has been experiencing rapid growth
Animal API Market	\$6.6 Billion	\$10.5 Billion (CAGR – 6.9%)	<ul style="list-style-type: none">APAC market to grow at higher rate – 7.3% CAGRAntiparasitics API fastest growing segment	<ul style="list-style-type: none">High demand for animal-based products and growing meat consumption

Source: Grand View Research & Global Market Insights

On strategic growth path



Historical Financials

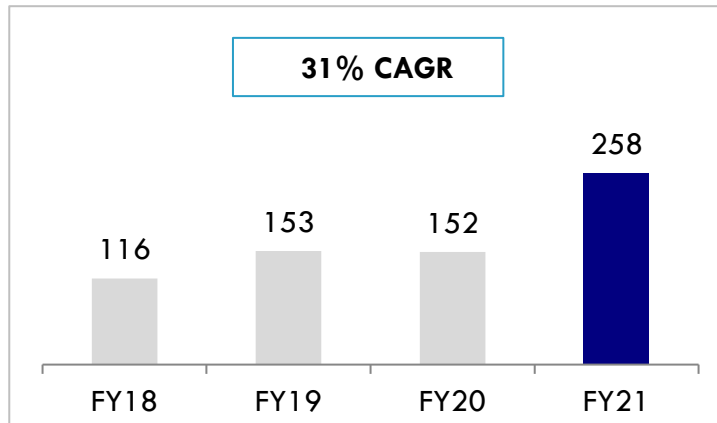


Robust financial performance

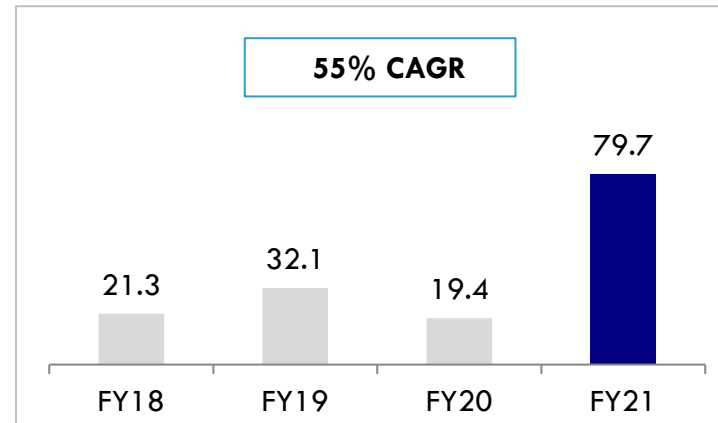


Consolidated Figures

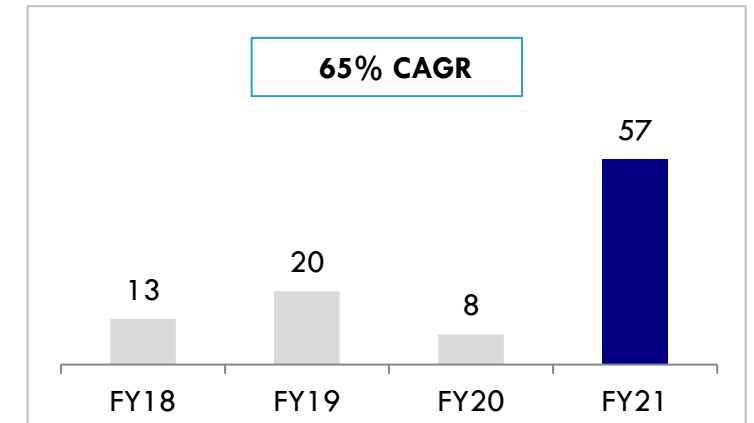
Revenue (Rs Cr)



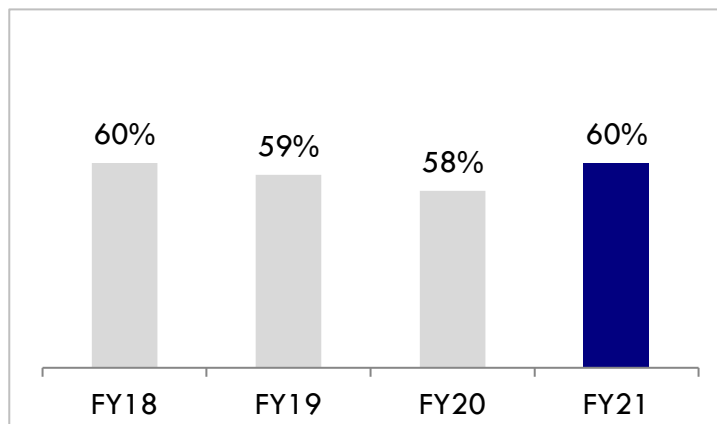
EBITDA (Rs Cr)



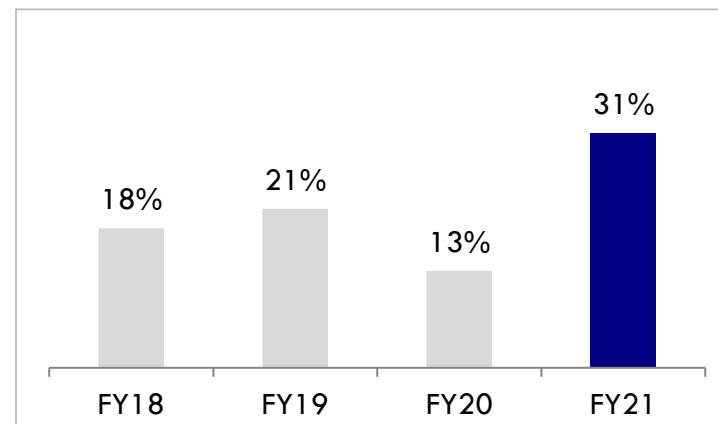
PAT (Rs Cr)



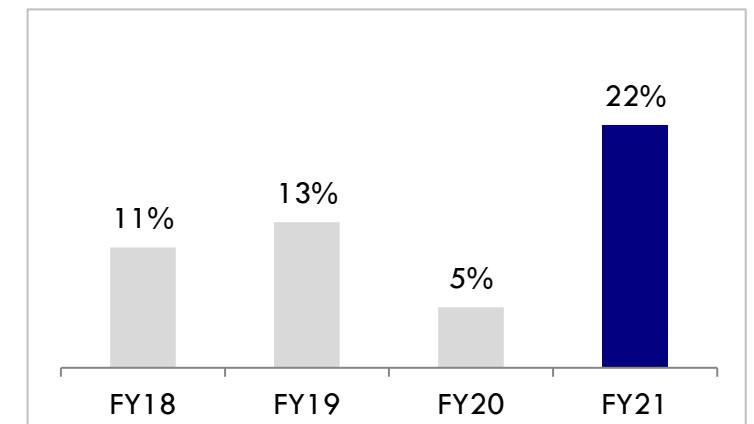
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)



EBITDA excludes Other Income

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