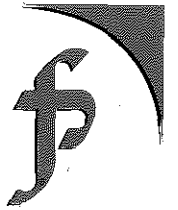


FREDUN PHARMACEUTICALS LIMITED

Compassionate Healthcare



CIN No: L24239MH1987PLC043662

Date: 21st February, 2022

To,

BSE Ltd.,

Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street - Fort,
Mumbai - 400 001

Ref.: BSE Scrip Code - 539730

**Subject: Disclosure under Regulation 30 of Securities and Exchange Board Of India
(Listing Obligations And Disclosure Requirements) Regulations, 2015**

Dear Sir / Madam,

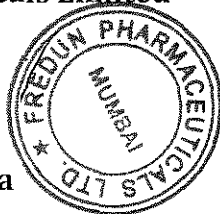
In compliance to Regulation 30 of SEBI (Listing Obligations And Disclosure Requirements) Regulations, 2015; we furnish hereunder a presentation giving a general overview of the Company's operations, its current capacity across the production line, a brief overview of its four business divisions, its strategic priorities and key highlights of Financial Year 2022.

Kindly take the same on your Records.

Thanking you,

For Fredun Pharmaceuticals Limited


Fredun Nariman Medhora
Managing Director
DIN: 01745348



Registered Office: Manoj Industrial Premises, G.D. Ambekar Marg, Wadala (W), Mumbai - 400 031, (INDIA)

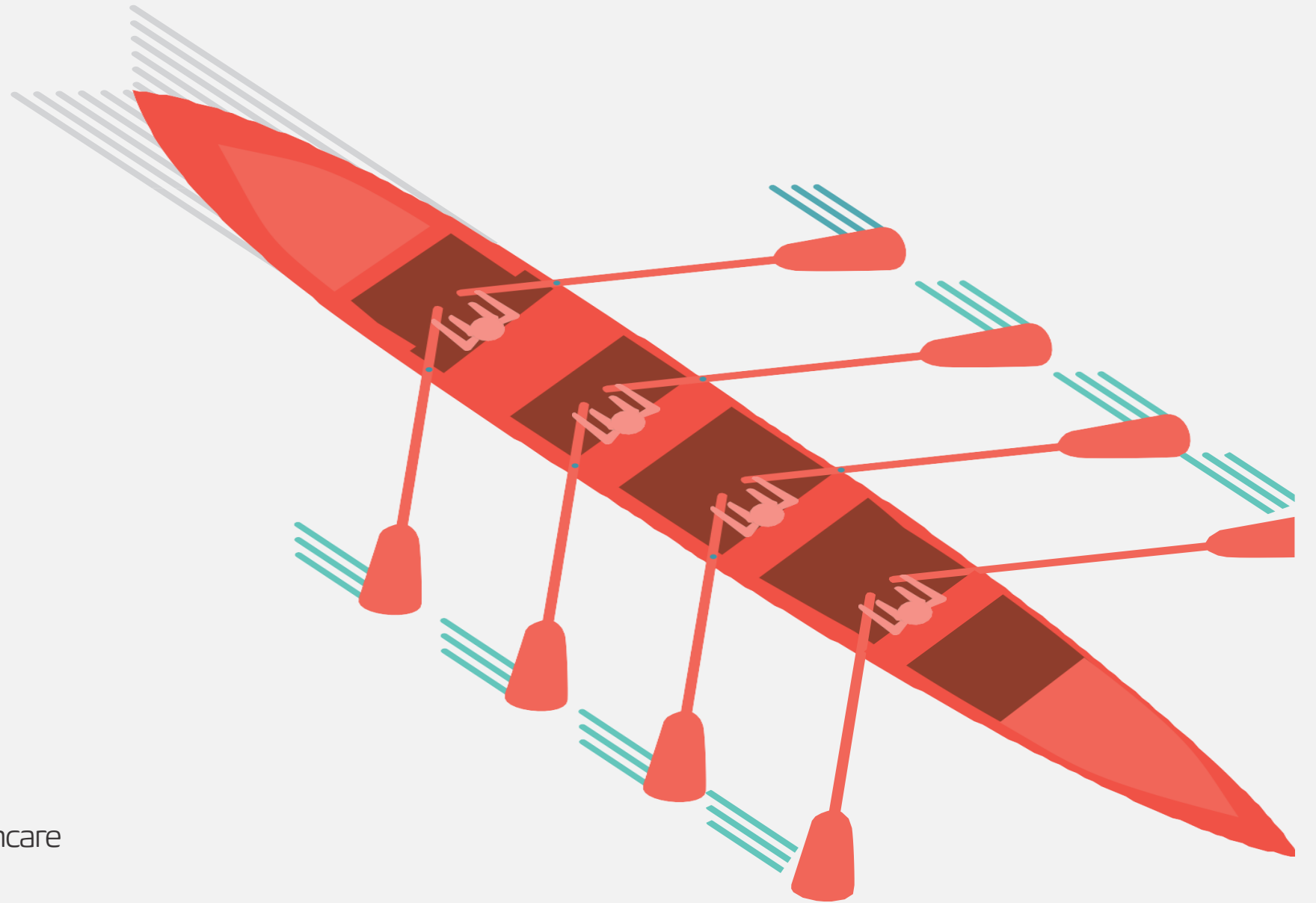
Corporate Office: Urmi Estate, 11th Floor, Ganpatrao Kadam Marg, Lower Parel (W), Mumbai - 400013.

Phone No.: 91-22- 4031 8111 Fax: 91-22-4031 8133

Factory: 14,15,16, Zorabian Industrial Complex, Vevoor, Palghar (E), Dist: Palghar - 401 404.

Phone No.: +917045957828, +917045957829, +917045957830, +917045956857

E-Mail: business@fredungroup.com Web: www.fredungroup.com



Headings

Company Overview

Manufacturing capabilities and Global presence

Business Segments

- Fredun Generics

- Freossi

- Fredun Nutrition

- Bird n Beauty

Experienced Management team

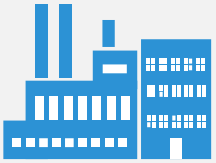
Highlights of FY22

Strategic Priorities

Financial Overview

Company Overview

FREDUN



Background

- Established in 1987, Fredun has transformed into a world class company supported by a formidable manufacturing base and a strong reputation amongst global customers backed by strong execution
- Operates as a wholly owned subsidiary of Fredun Group.



Offerings

- Diversified into manufacturing of dietary /herbal supplements, nutraceuticals, and other healthcare products along with Animal Healthcare products
- Product basket of 1200+ global registrations spread across 46 countries
- Key products include Metformin, Fexofenadine, Nifedipine, and Artemether Lumafantrine.
- Anti diabetics, Anti - retrovirals and anti - hypertensives products are the key focus areas though the company has presence across most other therapies.
- Fredun is a contract manufacturer of Metformin for USV pharma in India.



Experienced Team

- Team of highly qualified research scientists
- Experienced management team with ~37 years of experience in the sector



Fredun is well positioned to create sustainable Shareholder Value

FREDUN

Strong and Established core businesses (Gx)

Diversified presence across markets

Strong portfolio and a robust registration pipeline

Lean cost model with high emphasis on productivity

Multiple long term growth opportunities – Trade generics, Petcare, Nutrition

High focus on compliance and quality

Strong balance sheet supporting organic and inorganic initiatives

Targets to become
INR 500 crs
Revenue company
by FY25



Strong Global presence with currently exporting to 46 Countries



	Final Registration	Under Registration	Projected Registration
Armenia		4	
Azerbaijan	1	5	
Benin		10	
Cambodia	18	17	
Costarica		1	
D.R. Congo		1	
Ghana	2	16	7
Haiti			20
Iraq		1	14
Ivory Coast		8	
Kenya	34	93	1
Kyrgyzstan		16	
Mali		8	
Mauritius		2	
Mozambique	6	22	11
Myanmar	34	56	22
Niger		17	
Nigeria	124	412	21
Oman		2	
Papua New Guinea	3		
Peru		1	
Philippines	16	48	50
Rawanda		19	
Srilanka	34	11	16
Sudan		134	
Tajikistan		11	
Tanzania	8		
Togo		8	
Uae		12	
Uganda	14	80	23
Uzbekistan	7	5	
Venezuela		11	
Vietnam	2	19	37
Zambia	8	18	6

Our manufacturing facilities are approved by major regulatory authorities

FREDUN



Capacity increased across production line



Year	Granulation Capacity (in kgs)	Compression Capacity (in mn)	Coating Capacity (in mn)	Capsules Capacity (in mn)	Dry Syrup Capacity (in bottles)	DC Granulation Capacity (in kgs)	Pellets Capacity (in kgs)	Topicals (in Tubes)
2016	6,000	19	8.5	2.5	11,000	3,500	-	-
2017	9,000	22	10	3.5	20,000	5,000	500	-
2018	9,800	23	25	3.8	35,000	8,000	750	-
2019	10,500	25	27	4.0	50,000	10,000	1000	55,000
2020	13,000	30	32	5.5	85,000	12,500	1400	1,30,000
Capacity increased over 2016-2020 (x)	2x	2x	4x	2x	8x	4x	-	-

- Capacity utilization is ~ 80% till Oct'21
- Recently added more capacity of ~25% from Nov'21 – Feb'22
- With the additional capacity, current utilization is ~60%

Fredun has 4 major business divisions



1



Fredun Gx

2



3



4



1



FREDUN GENERICS

Fredun Gx

Overview of Fredun Gx



FREDUN



Background

- Fredun Gx recently entered trade generic segment in India after successfully exporting to 46 countries.
- Started operations in Maharashtra and target to launch in 17 states before the end of FY22.
- Launched with 120+ products across various target medicine segments.



Product portfolio

- Targeting 250+ product launches across various target therapies in Oral Solid Dosage(OSD), Oral Liquids, Liquid & Dry Injections. Products would span across allopathic, nutraceuticals and medicated cosmetic-derma range.
- Secured large order from Indian Railways. Fredun would actively participate in railway tenders going ahead.



Infrastructure

- Fredun Gx will not only manufacture OSDs at its own manufacturing facility will also be able to provide Oral Liquids, Liquid & Dry Injections.
- Concentrates on providing the best quality generic medicine in India.

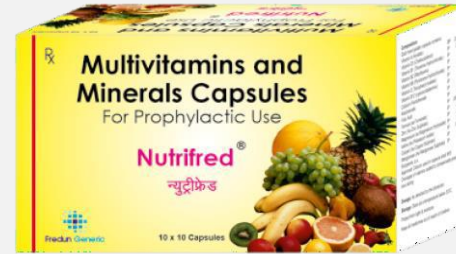


Technology

- Extensive use of technology starting with an app driven platform for taking orders thereby limiting the use of manpower and ensuring an efficient and robust supply chain system.

Diversified Product basket

FREDUN



ACLOFRE^{-p} Paracetamol and Aceclofenac Tablets

100mg+325mg

ACLOFRE^{-p}

Composition: Each uncoated tablet contains: Aceclofenac IP 100 mg, Paracetamol IP 325 mg, Excipients: q.s., Colour: Sunburst Yellow Supra

Usage: As directed by the physician. Storage: Store at a temperature below 30°C. Protect from light & moisture. Keep all medicines out of reach of children.

CAUTION: Overdose of Paracetamol may be injurious to liver.

Mfg. Lic. No.: IND-135
Batch No.: P-17
Mfg. Date: 18/08/18
Exp. Date: 18/08/20
Country of Origin: India
Per blister of 10 tablets (inclusive of all taxes)

Manufactured & Marketed by: FREDUN PHARMACEUTICALS LTD., 14, 15, 16, Convent Industrial Complex, Vicoor, Pagarh (E) - 401 404, INDIA. business@fredunpharm.com, www.fredunpharm.com

ACLOFRE^{-p} अक्लोफ्रे-पी

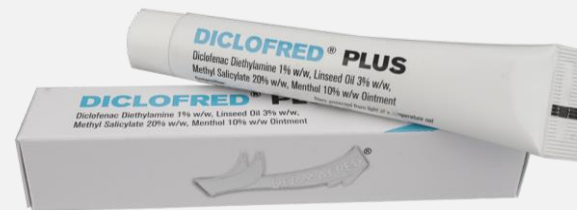
Acceclofenac and Paracetamol Tablets

ACLOFRE^{-p} अक्लोफ्रे-पी

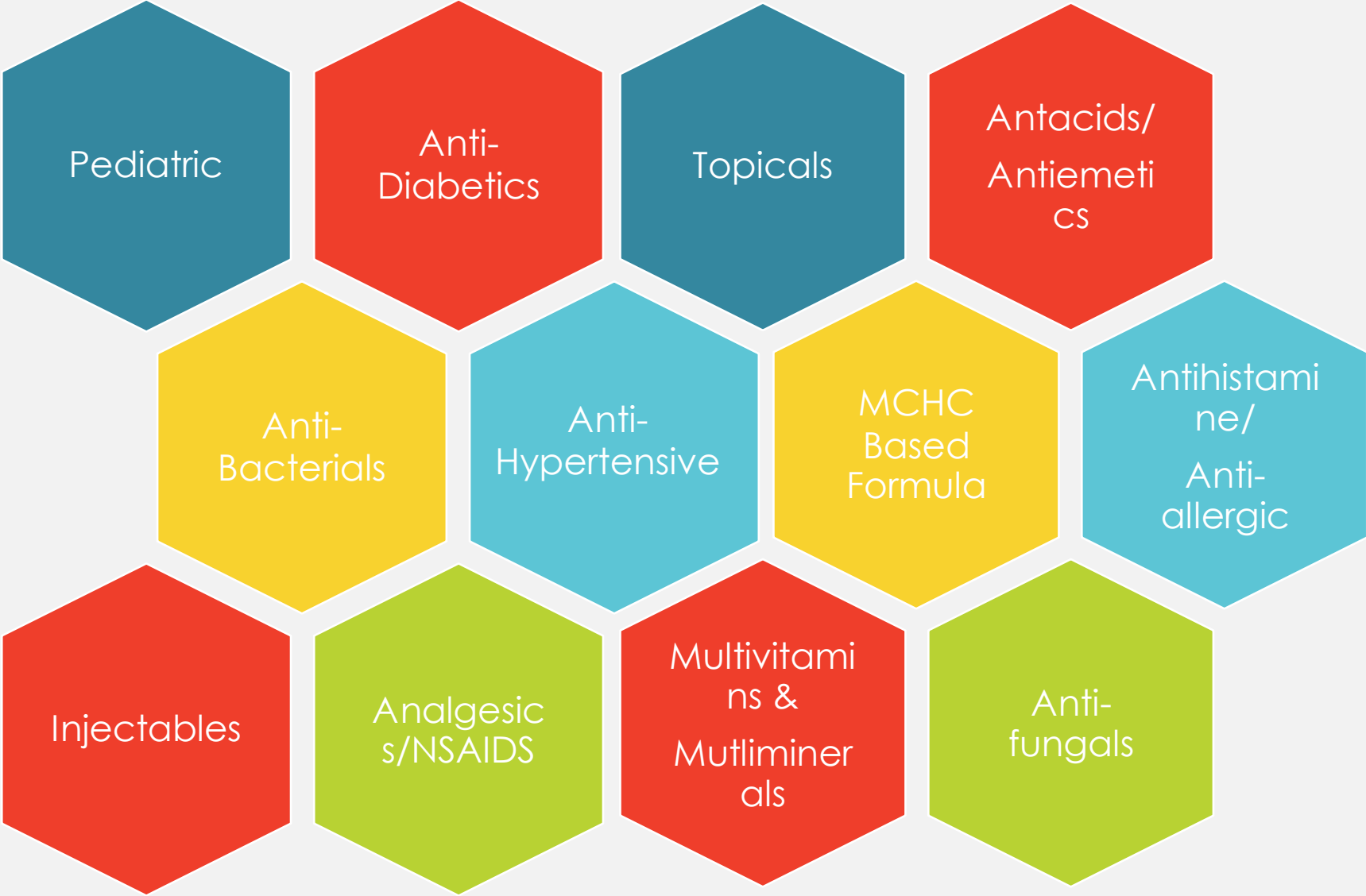
100^{mg}+325^{mg}

ACLOFRE^{-p} अक्लोफ्रे-पी

Fredun Gx



Key Segments



2



Overview of FREOSSI (1/2)



Background

- Freossi division was launched in India a year ago with an aim to provide best quality, efficient and affordable pet healthcare products in India.
- Started its operation in Maharashtra, Punjab, Haryana and Goa and target to launch in another 8 states by end of FY 22.



Product portfolio

- Range of effective, safe & reliable animal healthcare quality products: MCHC bases supplements, animal feed additives and other animal healthcare formulations for pets, poultry and cattle
- Initially introduced 4 products and soon will launch pet grooming range of products to cater the increasing demand of said category.
- Targeting launch of 30+ products and enter 8 new states by Q4FY23. The products are also available in leading online sales portal.
- It is a unique Calcium Supplement with a bioavailable (about 25% Calcium and about 12% Phosphorus) in the natural ratio of 2:1. Also, it contains trace minerals, about 25% proteins, about 12% collagens all in the natural form.

Overview of FREOSSI (2/2)



Infrastructure

- Specializes in manufacturing various formulations made from MCHC (Microcrystalline Hydroxyapatite Complex) which is a natural source of Calcium & Phosphorus for animals; Largest manufacturer of MCHC in India.
- X-Ray crystallography & electron microscope studies have also been carried out to establish its Bioavailability. Its efficacy is time-tested and clinically proven for more than 60 years.
- Ensure superior quality control of raw materials and finished products and gets the quality approval of all their products from a professional laboratory run by highly qualified personnel.



Branding

- Actively participated in events organized by Bombay Presidency Kennel Club, Kennel Association of Goa, Times Pet & Us and Bark Club.
- Organized an event for PPAM in OCT 2021 and one will conclude in December 2021.
- Products are available and sold on Amazon.in.

Product Basket

FREDUN

FREPRIMECAL[®]
Tablets



- Contains a combination of Biologically Derived Calcium, Phosphorus, Proteins, Collagens and fortified with Vitamin D3.
- Prevents Calcium and Phosphorus deficiency in growing and old pets.
- Helps to prevent Osteoporosis and other degenerative bone disorders in dogs and cats.
- Prevents Eclampsia (Puerperal tetany or Hypocalcemia) which is an emergency medical condition associated with a life-threatening drop in blood calcium levels that occurs in pregnant and lactating bitches.

FREOSSPOWER[®]
Granules



- Super Supplement for Healthy Bones.
- MCHC helps promote remineralization and stimulates osteogenesis.
- Provides a safe and effective cure for animals for whom NSAIDs are no longer desirable due to gastric toxicity, gut intolerance, and risk of renal damage.
- Boswellic acid exhibits anti-inflammatory properties; helps to reduce respiratory tract infection; and painful menstruation.
- Vitamins and minerals give further benefits.

FREOSSITONE[®]
Granules



- Biologically Derived Calcium, Phosphorus Feed Supplement with trace Minerals Fortified with Vitamin D3.
- Reduces inflammation and pain associated with acute inflammation of body parts of a non-human animal, particularly of joints due to injury or arthritic conditions like osteoarthritis and rheumatoid arthritis or other disease.

FREOSSITONE[®]+
Granules



- Combination of Biologically derived Calcium and Phosphorus with Potent Herbal Extracts.
- Improves skeletal and muscular strength in animals.
- Prevents osteoporosis and rickets.
- Improves milk yield and helps in irregular or suppressed lactation.
- Ensures lengthy lactation.

Future Product launches



DOCTOR
ZANE

SHAMPOO

CONDITIONER

PAW CREAM

DEODARANT

EAR/EYE/TEETH WIPES

DISINFECTANT WIPES



3

FREDUN[®]
Nutrition

Overview of Fredun Nutrition

FREDUN



Background

- Developed a range of personal health care products with natural active ingredients devoid of any poisonous heavy metals or synthetic additives which are objectionable.
- Already started exporting nutrition products in export markets under own brand name
- Also launching its own fitness range of products in 2022



Product portfolio

- Mamalait
- Moringa Capsules
- Fredun Liver Boost
- Fredcal 500
- Fertifre - M
- Fertifre- Lady



Quality focused

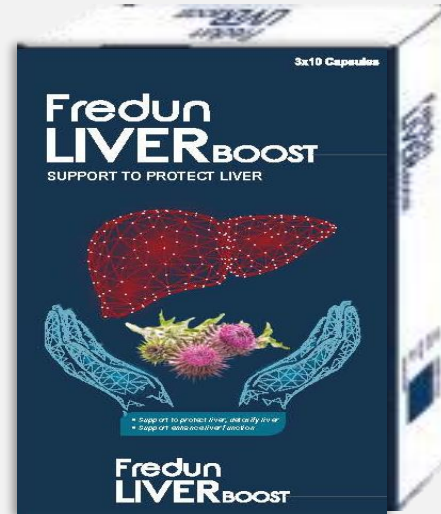
- Every product is at par with world- class quality standards, manufactured at own facility
- Products are backed by years of research ensuring the best efficacy & quality.
- Fredun has conducted clinical trials on key brands like Mamalait and Damavand.

Product Basket

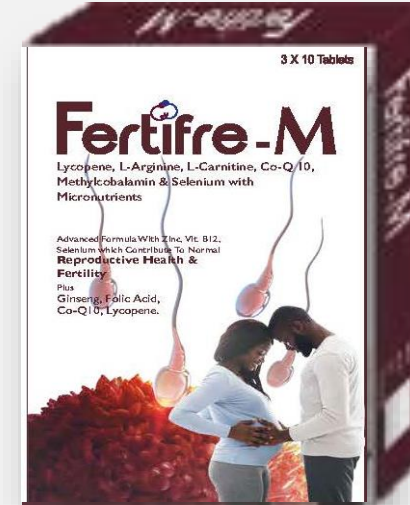
FREDUN



Mamalait
A galactagogue - promotes lactation, builds immunity



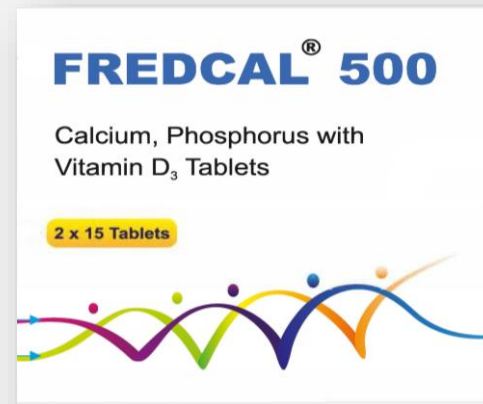
Fredun Liver Boost
Supports protecting the liver, detoxifying the liver, enhancing liver function



Fertifre - M
To help improve and enhance fertility in women



Moringa Capsules
An antioxidant, builds immunity



Fredcal 500
Calcium with Vitamin D3



Fertifre- Lady
To promote and improve male fertility

Key factors driving Nutraceutical's market



- Increased adoption of fortified food owing to the growing health consciousness amongst consumers.
- The changing consumer preferences and shift towards preventive care are making the sector sustainable.



- Increasing incidences of chronic diseases, making Nutraceutical products a necessity of the modern world.



- Strict government regulations on food fortification.



- The growing demand for dietary supplements and functional foods is expected to be a key driving factor for the global market over the forecast period
- Increase in demand for preventive healthcare and rise in medical treatment, also stimulates the demand for nutraceuticals-containing products.



- After the global pandemic, preventive healthcare measures, such as dietary supplements, have become a part of people's everyday lives for all age groups

4



Overview of Bird n Beauty

FREDUN



Background

- BnB offers a unique line of luxury personal care formulae with pure, fully refined Emu Oil, providing our customers with the highest quality Emu Oil products.
- Pioneers of launching the Emu Oil infused product range in India
- Used by Australian Aborigines for centuries, Emu Oil is coveted for its rich moisturizing benefits for hair, skin, and nails. Emu Oil contains a balance of nourishing Omega 3, 6, and 9 essential fatty acids.



Product portfolio

- Products cater to Skin care, Hair care and Body care
- Fredun will launch BnB segment in May-22 and market the product mainly through e-commerce platforms mainly targeting Skin and hair care segments.
- BnB will scale up the launch of more products in the segments in the coming years as research in on-going for multiple products.



Quality focused

- Our Emu Oil is humanely acquired from free-range, hormone-free birds and is gently refined using an advanced, proprietary, and chemical-free process that produces clear, odorless, and highly stable oil
- The formulations are made after years of research and clinical trials.
- Products developed at own facility with years of research ensuring the best efficacy & quality.

Product Segments

FREDUN

Skincare



- Emu Oil for Skin
- Emu Oil Moisturising Cream

Haircare



- Emu oil for hair
- Emu oil mist spray
- Emu oil shampoo
 - (women)
- Emu oil conditioner (women)
- Emu oil shampoo and conditioner (men)

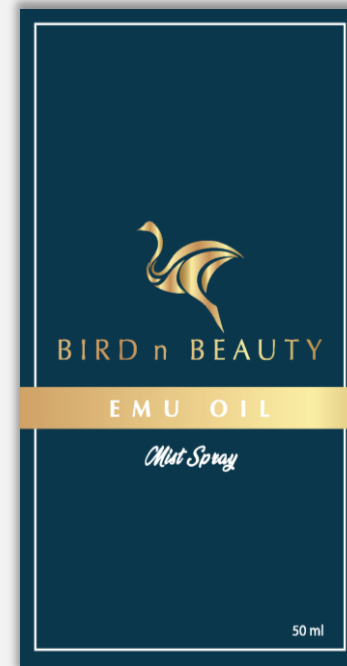
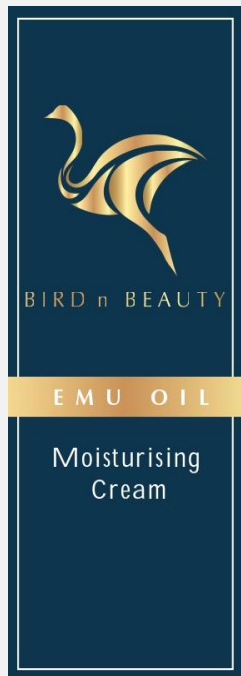
Body care



- Emu Oil Soap

Diversified range of Products across segments

FREDUN



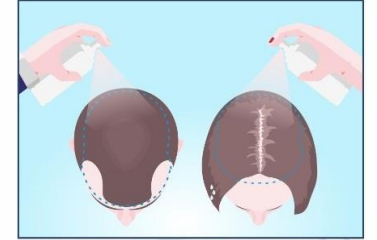
PURE EMU OIL Mist Spray

Non sticky & Non Greasy Aqueous spray. Peroxide Free. Alcohol Free.

Ingredients: Emu Oil, Clove Oil, Caffeine, Zinc Oxide, Copper Tripeptide, Magnesium Oxide, Melatonin.

Usage: 6-7 sprays once or twice a day as advised by your Doctor.

Part your hair, apply spray over the scalp and spread gently with the finger tips in circular motion.



BENEFITS:

- Improves Hair growth
- Reduces hair loss
- Enhances transdermal penetration
- Natural anti-inflammatory with added advantages of Magnesium and Zinc
- Natural Fatty acids that inhibit 5 α -Reductase
- Scalp emollient and anti-seborrheic
- Works for post-radiation dermatitis
- Excellent Post Hair transplant

F-EMUGROW-MC

- It inhibits 5-alpha reductase and blocks the production of DHT.
- It is a precursor to anti inflammatory prostaglandin 1, Prevent miniaturization, promotes anagen hair growth.
- Promotes cell division and proliferation therefore result in hair growth.
- Prevents premature graying.
- Emu oil relieves pain (analgesic)
- Emu oil works as a great scalp moisturizer.
- Emu oil has anti-inflammatory effects on the scalp.
- Emu oil enhances transdermal penetration.
- Emu oil help in management of seborrheic dermatitis.
- Prevent micro inflammation and prevent hair loss.
- Emu oil is ideal scalp care after transplant.



Our Strength in BnB

- Growing consumer consciousness regarding appearance
- Rising demand for genuine natural skin care products in India
- Growing preference towards the natural/organic products
- Availability of technologically advanced and user-friendly cosmeceuticals products are driving the growth of this market
- Rising awareness regarding cosmeceutical and cosmetics products, such as anti-ageing, sun care, and hair care products, is expected to drive the growth potential in near future.
- Introduction of new products with bio-active ingredients play a crucial role in driving the demand for cosmeceutical products across the world, especially in Asia-Pacific region.



FREDUN



Skilled Personnel and highly experienced Professional Management

FREDUN

Managing Director/
Chairperson /
Executive Directors

Mr. Fredun Medhora
Managing Director
MBA Strategic Marketing
and Management

Dr. (Mrs).Daulat Medhora
Chairperson
P.H.D Chemistry

Independent Directors

Mr. Nariman Medhora
Director
B.Sc Chemistry

Dr. C.K Shah
Director
M.B.B.S, M.C.P.S, D.A

Dr. Rohinton Kanga
Director
M.B.B.S

Dr. Aspi Raimalwala
Director
M.D, D.GO, D.F.P

Mr. Laxman Pawar
*Head: Corporate
Affairs* B.Com

Mr. Rakesh Kamble
*Head: Accounts &
Taxation*
B.Com

Mr. Devang Shah
*Head: Supply Chain
Management*
B.Com

Mr. Milind Shedge
Head: Systems
B. Pharmacy

Mrs. Shanta Babu
*Head: Business
Development*
B.Com

Mr. Abhijeet Singh
Chief of Operations
B.Sc

Mr. Anil Deshmukh
Head: Quality Control
M.Sc

Mr. Dilip Ketiwalla
*Head: International
Business*
M.Sc, M-Tech

Mr. Pravin Tari
*Head: Corporate
Regulatory Affairs*
M.Sc

Mr. Himanshu Gajjar
MIS- In charge
M.B.A in Finance

Mr. Santosh Landge
*Head: Quality
Assurance*
M.Sc

Mr. Yogesh Khadke
Division Head: Freossi
B.Sc.& Diploma in
Pharmacy

Corporate Team

Highlights of FY22 (1/2)



- Product permissions obtained from FDA for Covid-19 formulations, and other new Molecules.
- Various new products have been developed and successfully marketed .
- Now the Company has unique range of products from some niche formulations, anti diabetics to the latest anti - retrovirals and anti - Hypertensives.
- During the financial year various accreditations have been obtained by the Company.
- The tablet manufacturing capacity has been increased manifold.
- The Company supplies finished formulations to over 42 Countries globally.
- The Company continues to implement new systems and investments with current GMP norms
- Set up a new facilities for Ointments and Pelletization.

Highlights of FY22 (2/2)

FREDUN



- Targeted sales for 29 products is already achieved in last 3 months; 92 products will be in distribution for this division by Mar'22.
- 209 products across all therapeutic fields are finalized and under launch phase in the next three quarters. Successful tie-ups with 7 manufacturing companies for products not manufactured by FPL.
- Successful launch of products for Indian railways and hopeful to supply for defence sector by Feb'22.
- Received 10 new registrations from Philippines for existing range of products; and 12 products for Iraq have been successfully filed with a target for 24 more by Mar'22.



- Achieved target for 3QFY22 and is currently on track of achieving this year's target.
- Added 10 new districts in North India in addition to profound coverage in Western India. Hired 27 people for sales and have a target of having 54 people sales team by Mar'22
- Successful tie ups with top Doctors
- Added Food products to the portfolio and will have 7 food products for vets by Mar'22



- Launched 6 products in UAE and 10 products under registration.
- Plans to get 33 products registered in MENA region



- Received positive feedback for soft launch of derma products
- To invest heavily in this division from Mar'22 to make the product available across all platforms across India.

Strategic priorities

FREDUN

Regional Expansion

- Scale up existing business with geographical expansion and addition of newer products

Digital and non digital initiatives

- Improve productivity of current business through digital and non digital initiatives with focus on system-oriented operations.

Prominent player in India's trade segment

- Fredun Gx was recently qualified by the Indian railways, which opens up a plethora of opportunities
- The total size of railway procurement annually is around Rs20bn.



Margin expansion

- Replication of existing product portfolio
- Through cost optimization and operating leverage

Transformation from B2B to B2C player

- Gradually transform from a B2B to B2C player led by entry in branded segments like Petcare, Nutrition and Cosmetics.

Large manufacturing capacity

- Large part of capex done in last few years and a >60% utilization will ensure incremental growth will come with minimal spends. This should aid margins and return ratios.

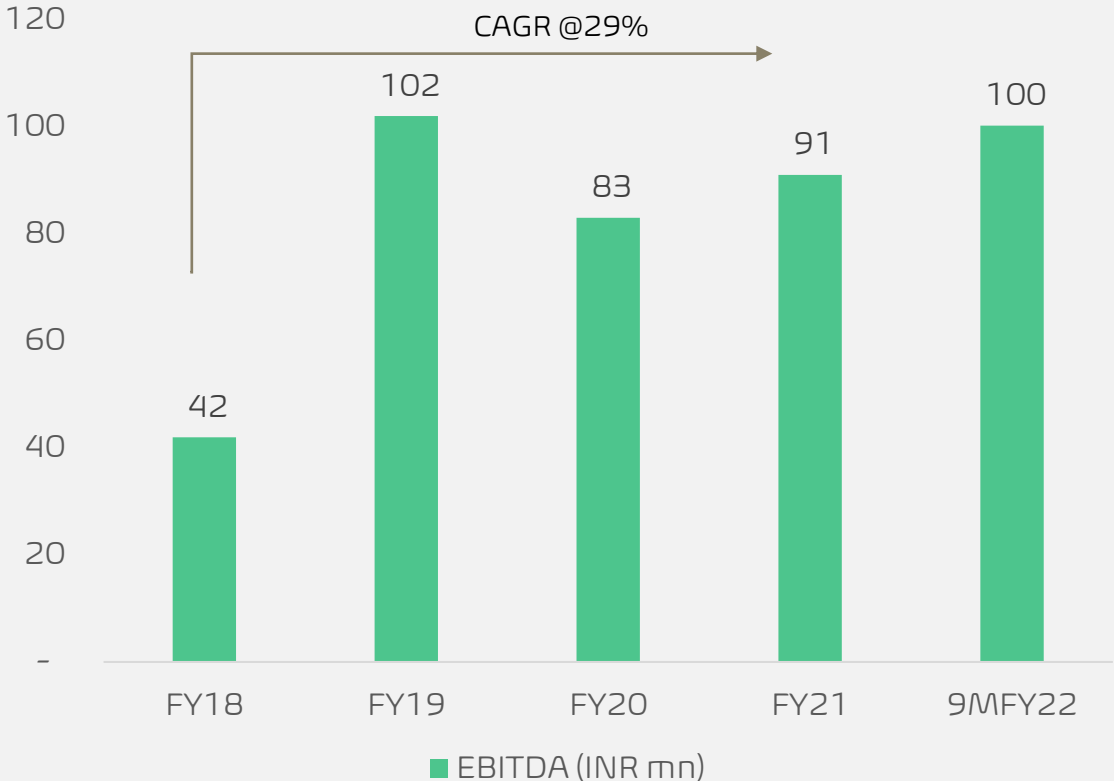
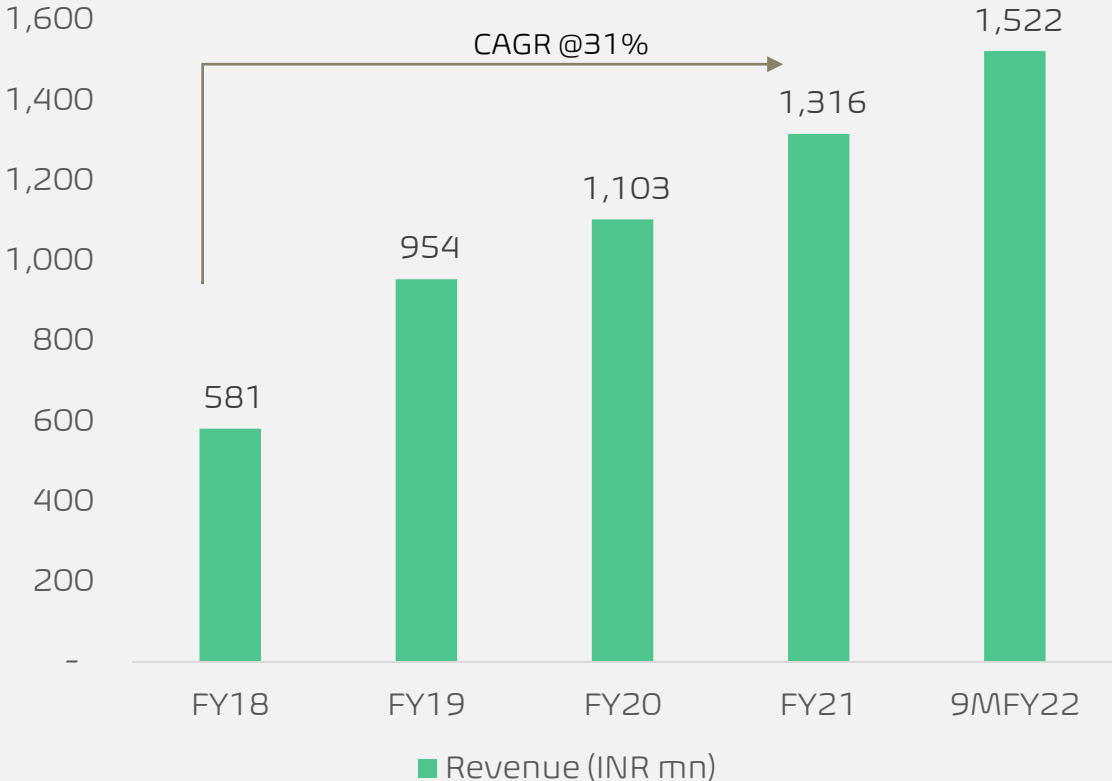
Targets to become INR 500 crs Revenue company with double digit EBITDA Margins by FY25

Financials



Revenue CAGR of 31% over FY18-21 led by export generics

EBITDA CAGR of 29% over FY18-21



Thanks to our commitment and strong work ethic, we know next year will be even better than the last.

We look forward to working together.

business@fredungroup.com

