



Zeal & Innovation in Medicine

Ref : ZLL/Compliance/LODR

Date : 03.06.2022

BSE Limited,
Compliance Department,
P. J. Towers, Dalal Street,
MUMBAI – 400 001
Company Code – 541400

Dear Sir,

Sub : **Corporate Presentation – June 2022**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed Corporate Presentation – June 2022.

Kindly take the intimation on record.

Thanking you,

Yours faithfully,
For ZIM LABORATORIES LIMITED

(Piyush Nikhade)
Company Secretary and Compliance Officer



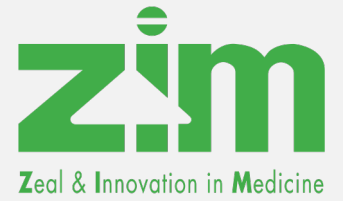
Encl : As above.

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ZIM LABORATORIES LIMITED

CORPORATE PRESENTATION

JUNE 2022

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EXECUTIVE SUMMARY

- For the Financial Year 2022 (FY22), our Total Operating Income grew 8.5% YoY to Rs3,334Mn, (from Rs3,073Mn in FY21); CAGR of 9.6% over last 2 years (FY20- FY22)
 - EBITDA for FY22 was Rs454Mn, up 8% YoY from Rs421Mn in FY21; CAGR 29.4% over last 2 years (FY20-FY22)
 - Profit After Tax was Rs146Mn, up 100% YoY from Rs73Mn in FY21; CAGR 110.3% over last 2 years (FY20-FY22)
 - Gearing was at 29% with total borrowing dropping by 37% to Rs512 Mn, from Rs811 Mn in FY21 (was Rs 899Mn in FY20)
 - ROCE and ROE for FY22 were 12.5% and 8.6% resp.
- 87% of our business was from Pharmaceutical products and the balance 13% from Nutraceuticals; both segments grew in FY22
 - 81% of our business in FY22 was in Exports (up from 75% in FY21 and 66% in FY20) and the balance from Domestic sales and Deemed Exports
 - 7.1% of our Total Operating Income in FY22 was invested in our R&D initiatives; we plan to continue our investments in product development, BE /other clinical studies for enhancing our product pipeline
 - 270 products (80 molecules) are registered in our name along with Marketing Authorisations in RoW markets; we will focus on investing on registering our products in Developed and Pharmerging markets*
 - 154 branded generics are registered in our name; we will focus on strengthening our marketing team across products and developing our branded generic business

OUR BUSINESS

- Zim develops and supplies differentiated generic pharmaceutical products in Finished Formulations (FF) and Pre- Formulation Intermediaries (PFI) in certain key therapeutic segments across RoW markets
 - Our differentiation and value proposition is in our ability to develop and supply combination generic products using various drug delivery techniques and release patterns in the oral solid dosage form
 - Our core capability is built on the foundation of a strong, experienced in-house R&D set up which provide various delivery solutions that are comprehensive and cover product conceptualisation, product development, clinical studies, dossiers, manufacturing & supplies
 - We have enhanced our R&D capabilities through our investment in a very experienced team in Zim Health Technologies Ltd (ZHTL - 100% subsidiary)
- For the PFI business - we partner pharmaceutical and distribution companies who seek solutions for development, sourcing and marketing of differentiated generic products
 - To grow our FF business - we register our products in select markets with plans to enter into marketing tie up with local distributors and marketing companies for launch of our FF products as branded generics,
 - Our Oral Thin Film (OTF) business, (part of FF) has been growing steadily over the years on the back of some high value pharmaceutical products and has recently ventured into Nutraceutical products
 - Our plant (including the OTF facility) is EU GMP certified and will support our manufacturing and supply initiatives for these new products across various markets

OUR BUSINESS



Pharmaceuticals

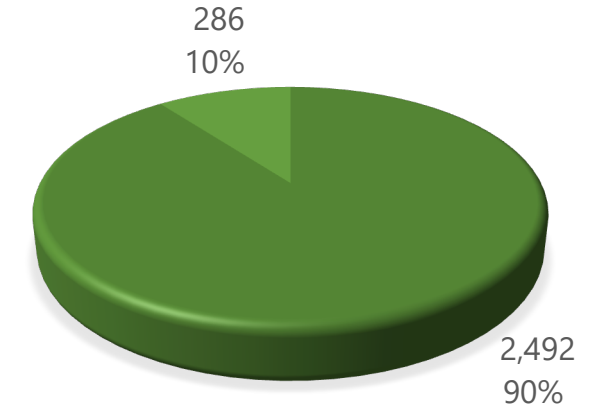
- During FY22, our Pharmaceuticals business was Rs 2,890Mn – or 87% of the Total Operating Income
- The pharmaceutical business top-line grew 5% YoY and 7.7% CAGR over last 2 years (FY20-FY22)
- 4 key therapeutic segments of Antibiotic / Anti-infective, Respiratory, Gastrointestinal and Analgesic/ NSAID contribute to over 71% of the pharmaceuticals business (was 60% in FY20)
- Our top 4 therapeutic segments grew 22.8% YoY and 16.9% CAGR over last 2 years (FY20-FY22)
- 79% of the pharmaceutical business was in exports while the balance 21% products was in domestic



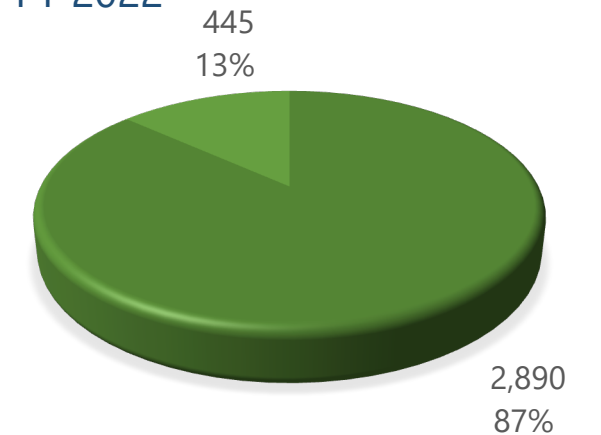
Nutraceuticals

- During FY22, our Nutraceutical business – comprising of Vitamins, Healthcare and Dietary Supplements was Rs445Mn – or around 13% of the Total Operating Income
- The Nutraceutical business top-line grew 34% YoY and 24.7% CAGR over last 2 years (FY20-FY22) , albeit from a smaller base
- 97% of the Nutraceuticals business was from exports, while the balance 3% was domestic
- The domestic business include our range of OTC products and other Nutraceuticals sold directly under our ZIMUNAT® brand or through our partners (ecommerce / through traditional channels)

FY 2020



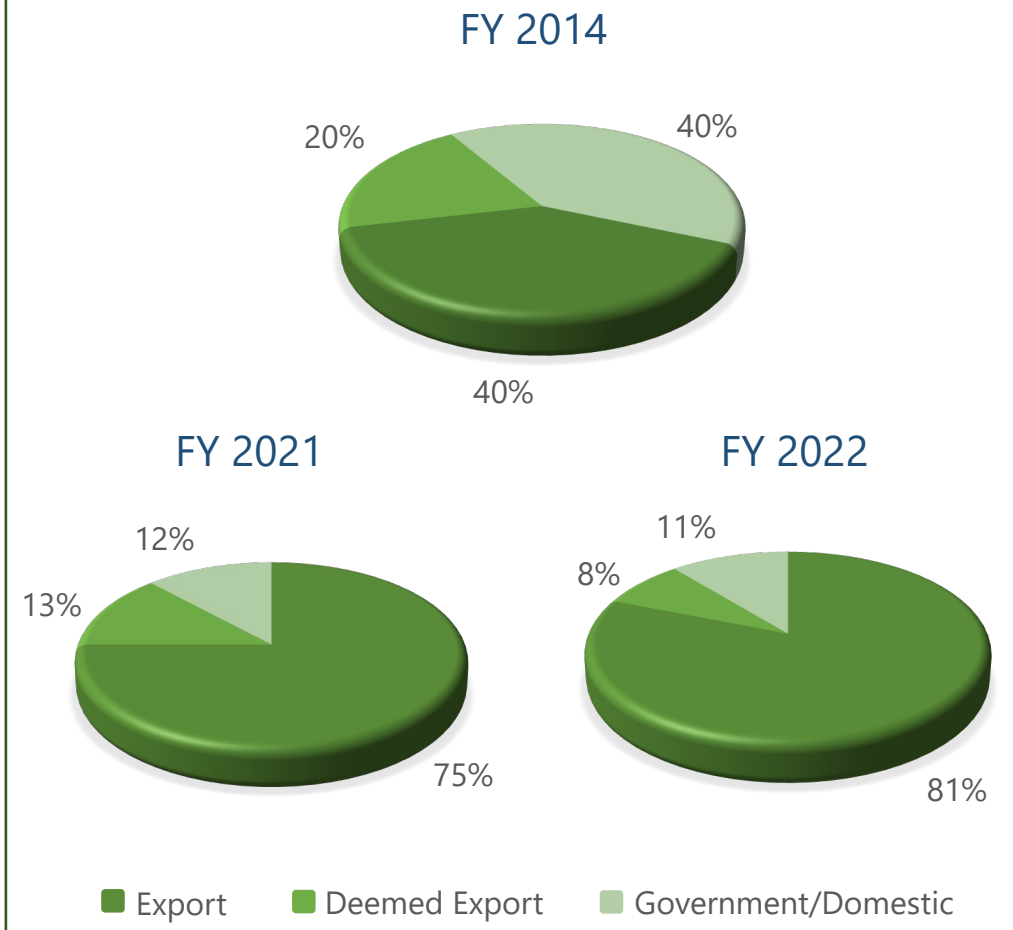
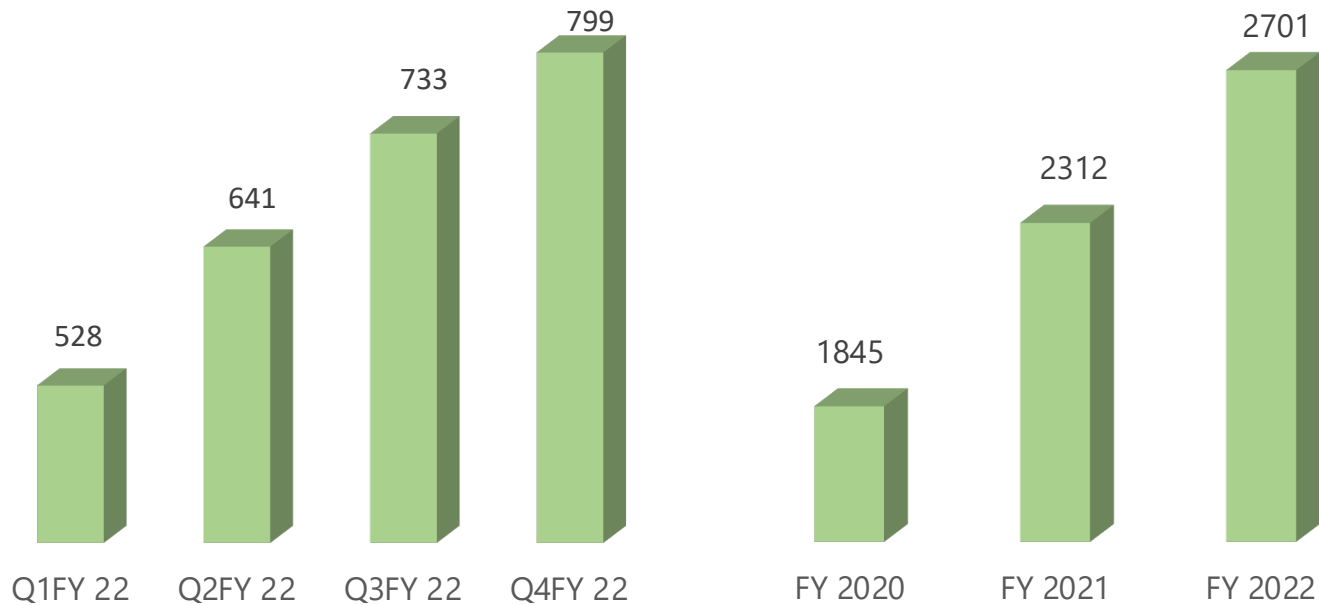
FY 2022



■ Pharmaceuticals ■ Nutraceuticals

EXPORTS BUSINESS

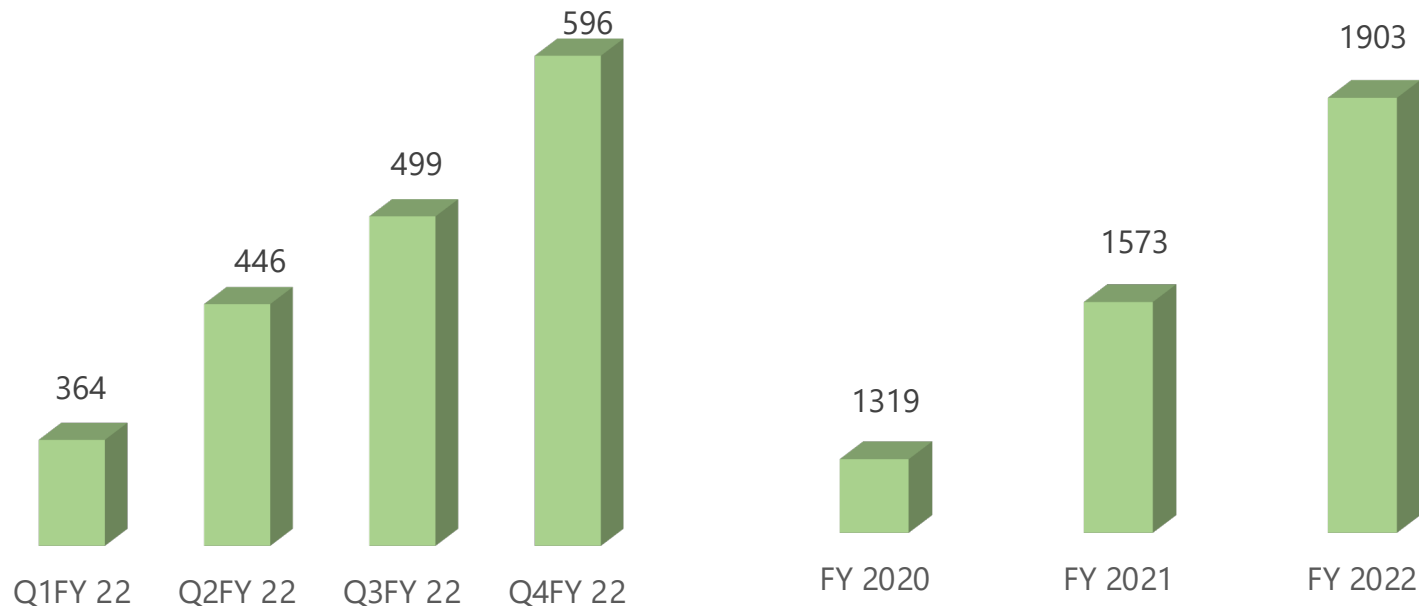
- Our exports business in FY22 was Rs2,701Mn, up 17% from Rs.2312 Mn for FY21 and CAGR of 21% over the last 2 years (FY20-FY22)
- Mix of exports is now 81% of our Total Operating Income (up from 66% in FY20 and 75% in FY21)
- Key regions for exports during the year were MENA, SE Asia, Europe and Africa



All numbers are in Rs. Mn unless otherwise stated

PFI EXPORTS

- Our Pre-Formulation Intermediaries (PFI) business grew 21% in FY22 vs FY21 and has grown @ 20% CAGR over the last 2 years (FY20-FY22).
- Exports of PFI comprise of 57% of our Total Operating Income
- The PFI exports are on a non-exclusive basis and the arrangements for PFI exports are based on deep-rooted, long-term relationship with our partners
- Key regions for PFI business are Asia, Europe and MENA



All numbers are in Rs. Mn unless otherwise stated

57%

Mix of PFI Business to Total Operating Income in FY22

21%

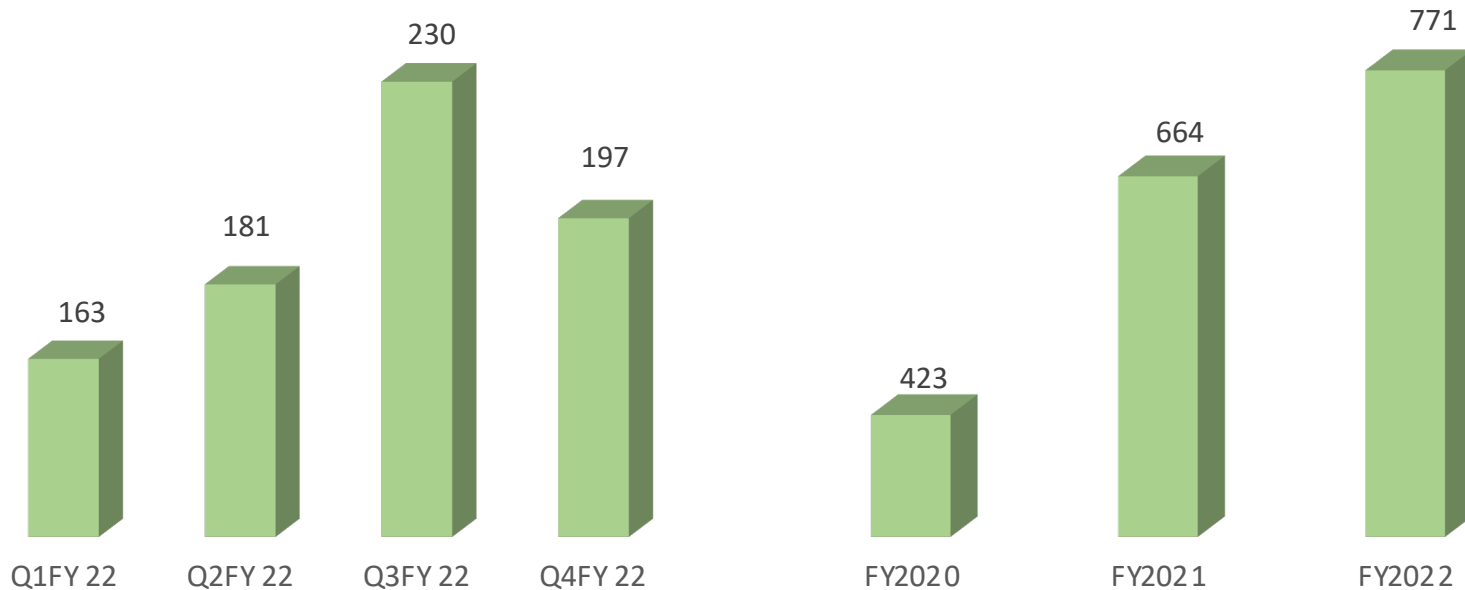
Growth over FY21

20%

CAGR over 2 Years (FY20-FY22)

FINISHED FORMULATION (FF) EXPORTS

- Our Finished Formulations Exports business has grown at 16% YoY and at a CAGR of 35% over the last 2 years (FY20-FY22)
- Exports of FF comprise of 23% of our Total Operating Income
- Within Finished Formulations, we have 154 products commercialized in our own brand with sales of Rs. 436Mn in FY22
- Key markets for FF Exports are Africa and MENA



35%

CAGR over 2 Years
(FY20-FY22)

16%

Growth
over FY21

436

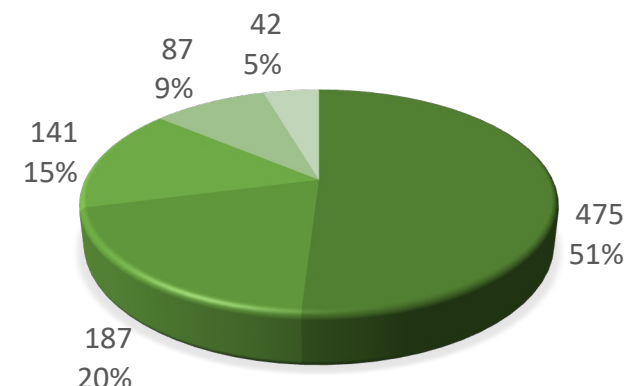
Rs. Mn Sale of Finished
Formulations
commercialised in our own
brand

All numbers are in Rs. Mn unless otherwise stated

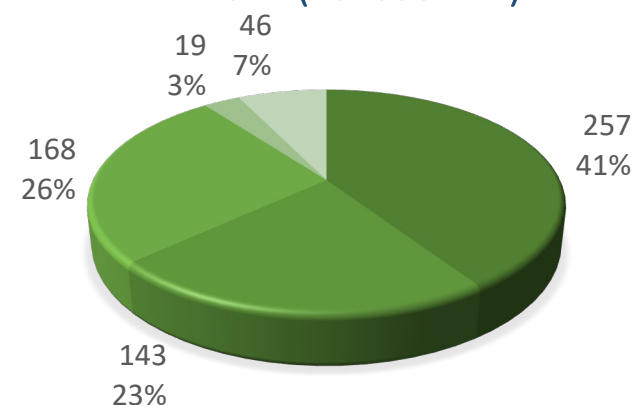
DOMESTIC BUSINESS

- For FY22, our domestic business was Rs633Mn and comprised 19% of our Total Operating Income
- The domestic business includes sale to Central/ State Government, agencies owned by the Government and sale through deemed exports (products billed in India for export by 3rd parties)
- The Government business is mainly in pharmaceutical products under the “Jan Aushadhi and CGHS” scheme to ESIC , Railways etc. and comprise of our differentiated and high margin generic products that provide certain threshold net contribution % to meet risks in fluctuating raw material prices and payment delays
- 9% of the domestic business comprises of sales of Oral Thin Films and Nutraceutical supplements
- Our range of OTF products in India which are marketed by partners in their brands and directly under our brand ZIMUNAT® through ecommerce / online platforms

FY2020 (RS. 932 MN)



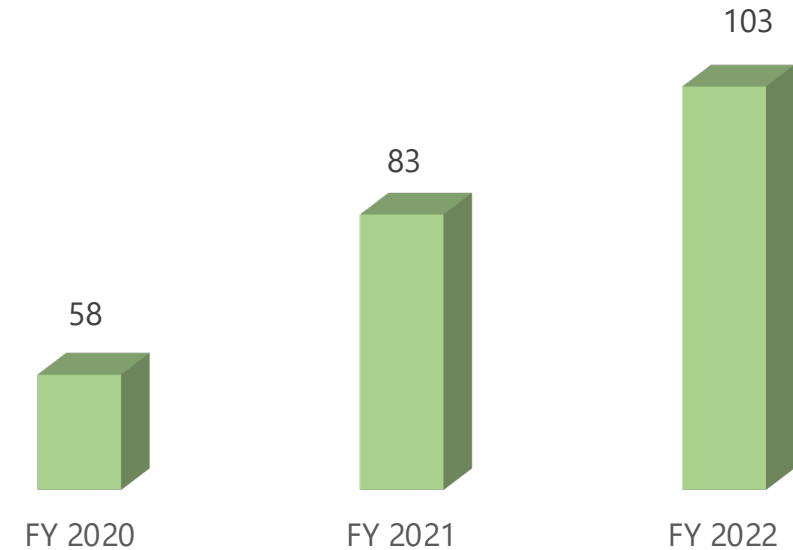
FY2022 (RS. 633 MN)



- Deemed Export
- Others
- Jan Aushadhi & CGHS - ESIC & Railway
- State Govt.
- ODS

ORAL THIN FILMS (OTF)

- The global OTF market is estimated at 2.55BN USD ('19) and estimated to grow at CAGR 9% to over 6.5BN USD by 2030, with growth projected in some Therapeutic segment. We have developed several OTF products using our patented Thinoral® technology in these segments
- During FY 22, we received Marketing Authorisation (MA) for EU market - Rizatriptan Benzoate. Several other products - Melatonin, Ondansetron, Vitamin D3, Methyl cobalamin, Levocetirizine, Sildenafil, Tadalafil etc. in various strengths have also received approvals and been commercialized across ROW
- Our OTF plant is EU accredited and scalable for business across markets
- We have 7 patents granted and 14 under examination in OTF. The R&D team is also developing Buccal Strips which carry good potential for certain products and working on new technologies for delivering large molecules and highly potent drugs via OTF
- Nutraceutical Supplement products have also been developed using the OTF platform and these products are being presently marketed through eCommerce / OTC platforms. Some of these products are likely to be filed for OTC registration in USA, EU and across developed markets



3 OTF products registered in EU

12 OTF Pharmaceutical Products Developed

VALUE PROPOSITION

Product Pipeline : For Developed Markets

R&D team has completed the development and most of the BE studies for 6 new unique combination generic products with substantial global market potential. Of these 2 products are targeted for filing in Q2 F23 and 4 are targeted for filing in Q3 F23 in EU and other Developed Markets.

6

Products targeted for filing in Q2 and Q3

4

Products targeted for filing in Q4 FY23

In addition 4 products are also in advanced development and targeted for filing in EU in Q4 FY23

18 products are also developed and ready for refiling of Dossiers for the ROW markets; Some of these products may get filed for registration in Developed markets after further BE studies.

18

Products are ready for refiling

Product Registrations and Marketing Authorizations :

We have 270 Finished Formulation products (80 molecules), registered in our name with Marketing Authorizations

270

Total FF products registered with MA

We also have 154 finished formulation products commercialized under our own brand

154

Total Branded Formulation Generics registered under Zim

Research and Development (R&D)

We have an in-house independent R&D centre recognized by the DSIR, Govt. of India. With a 80 member team, we continue to innovate on differentiated generics and complex dosage forms based on innovative process technologies. 9 patents have been granted and 42 are under examination

7.1%

Of Total Operating Income spent on R&D

9

Patents Granted

EXECUTIVE SUMMARY : FINANCIALS

Financials FY22

- Our Total Income for FY22 (including Other Income) was at Rs3,378Mn, up 9.1% (from Rs3,096Mn in F21)
- Our Total Operating Income grew 8.5% YoY to Rs3,334Mn in FY 2022 (from Rs3,073 in FY21)
- Export Incentives for FY22 was lower by Rs46Mn (Vs FY21) due to reduced incentives from the Government; without this change, our Total Operating Income, EBITDA and PBT for FY22 would have been higher by this amount
- Despite the drop in Export Incentives, we maintained our EBITDA margins % in FY22 (vs FY21)
- EBITDA margins for FY22 was at 13.6% (Vs 13.7% in FY21 and 9.8% in FY20)
- EBITDA for the year was Rs454Mn up 8% YoY from Rs421Mn in FY21
- Our Profit After Tax was Rs146Mn, up 100% YoY from Rs73Mn in FY21
- PAT Margins were at 4.4% in FY22, up from 2.4% in FY21
- Total Borrowings were reduced to Rs512 Mn, down from Rs811 Mn in FY21; gearing at 29%
- ROCE and RoE% were at 12.5% and 8.6% resp.

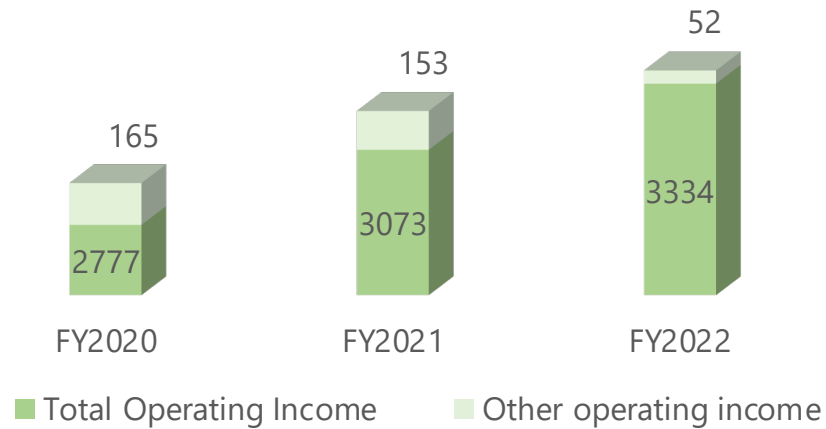
Financials Q4FY22

- Total Operating Income for Q4FY22 was Rs1,050Mn, up 21.1% QoQ and 42.1% YoY
- EBITDA for Q4FY22 was Rs164Mn, up from Rs114Mn in Q3FY22 and Rs98Mn in Q4 of FY21
- EBITDA margin for Q4 was at 15.6%; up from 13.1% in Q3F22 and 13.3% in Q4FY21
- Profit After Tax for Q4FY22 was Rs70Mn, up from Rs 41Mn in Q3FY22 and Rs15Mn in Q4FY21
- PAT Margins for Q4F22 were 6.7%, up from 4.7% in Q3FY22 and 2% in Q4FY21
- Total borrowings dropped to Rs512Mn Vs Rs864Mn in H1FY22

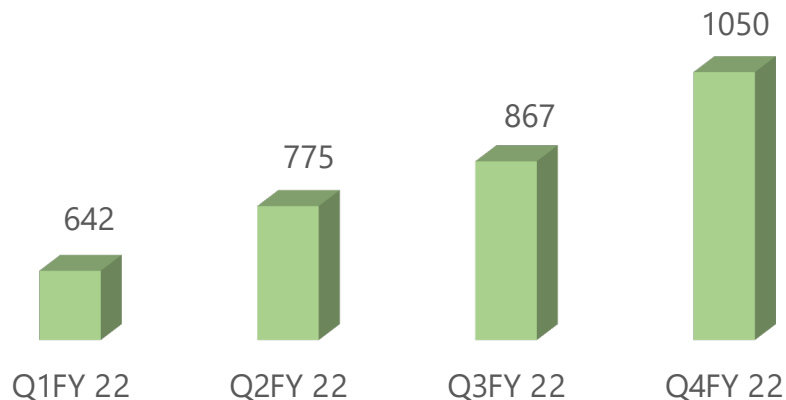
BUSINESS HIGHLIGHTS : FY 2022

- We created a separate business line for our Nutraceutical and Healthcare supplement products; we propose to add innovative and differentiated products which are developed in a scientific manner and support our key pharmaceutical therapeutic care segments
 - Both our divisions of Pharmaceutical and Nutraceutical saw increased demand in FY22
 - Our initiatives for the year have been on strengthening our R&D set up, streamlining our manufacturing processes, upgrading our machinery, broadening our supply chain, development of new products and filing for registrations
 - The streamlining of the manufacturing process, in some of the key products, has led to better production efficiencies, quality improvements and savings
- Rs158Mn was added to our Gross Block during the year; primarily for upgrading our plant & equipment to meet our new product requirements
 - Our sourcing of API, excipient and packaging was broadened to reduce global supply chain disruption risks (particularly from China) by addition of multiple vendors - primarily from India
 - 6 new products were initiated for development during the year and of these, 2 new products commercially launched for Pharmerging markets
 - 74 finished formulation products were filed for registration and 44 products received registration during FY22
- The OTF division received its first product registration of Rizatriptan Benzoate Films.
 - We continued our investment in R&D - team, infrastructure, equipment and Bio-studies for new product development
 - The year was one of the most challenging under the Covid pandemic situation with several of our employees affected, supply chains and logistics seriously impacted and business travel severely restricted.

TOTAL OPERATING INCOME



■ Total Operating Income ■ Other operating income

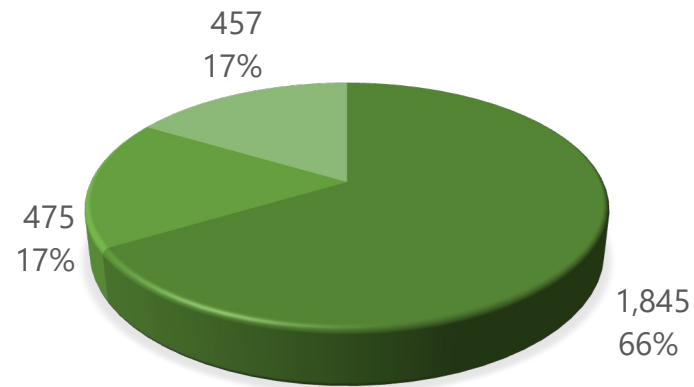


- Total Operating Income grew to Rs3,334Mn from Rs2,777Mn in FY20; CAGR of 9.6% over last 2 years (FY20-FY22)
- Business related “Other Operating Income” dropped to Rs52Mn in FY22 Vs Rs153Mn in FY21, out of which Rs 46Mn was primarily due to drop in Export Incentives
- During Q1 of FY22 our business was adversely impacted by the extensive spread of the Omicron virus which affected our employees leading to business slowdown in manufacturing and extensive disruptions in logistic and supply chain – both for raw material and finished products
- Steady growth in business was witnessed after Q1

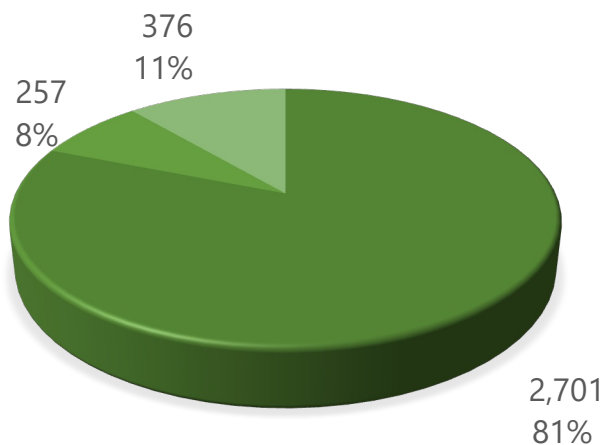
All numbers are in Rs. Mn unless otherwise stated

TOTAL OPERATING INCOME

FY 2020



FY 2022



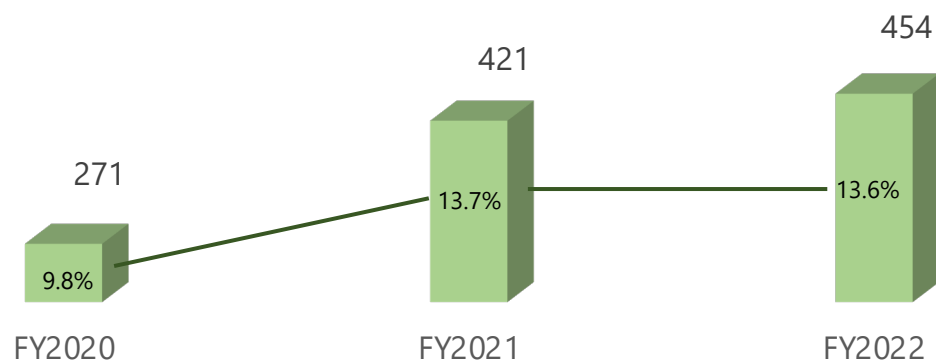
■ Export ■ Deemed Export ■ Government/Domestic

All numbers are in Rs. Mn unless otherwise stated

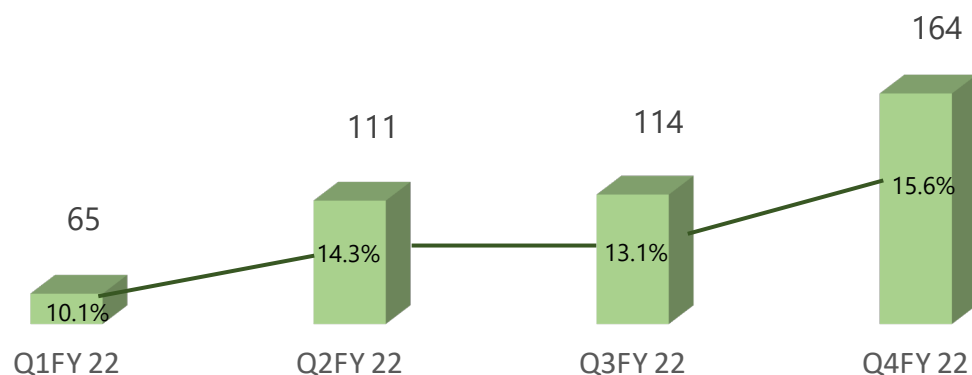
- While growth in our Total Operating Income has been a modest 9.6% CAGR over last 2 years, we have focussed on changing our business mix towards higher margin businesses thereby attempting to improve our contribution and EBITDA margins
- Exports growth over the last 3 years has been at a CAGR of 21% (FY20 –FY22); up from Rs1,845Mn in FY20 to Rs2,701Mn in FY22 ; mix of exports revenue now comprise of 81% of our Total Operating Income, up from 66% in FY20
- Our Deemed Exports business, which was Rs475Mn in FY20 has been reduced to Rs257Mn in FY22; 8% of our Total Operating Income
- While Government & Domestic business has reduced to 11% in FY22 compared to FY21 , the contribution from the Government business has been improving on account of our choice of products in this segment

EBITDA

In Rs. Mn and as % of Total Operating Income



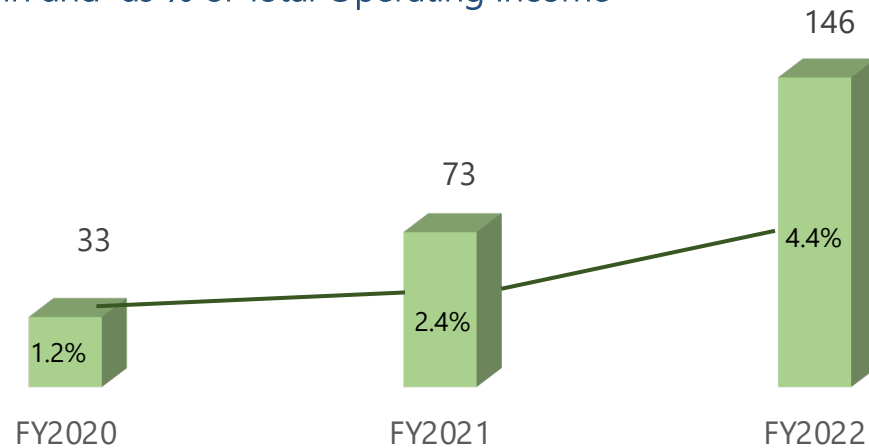
In Rs. Mn and as % of Total Operating Income



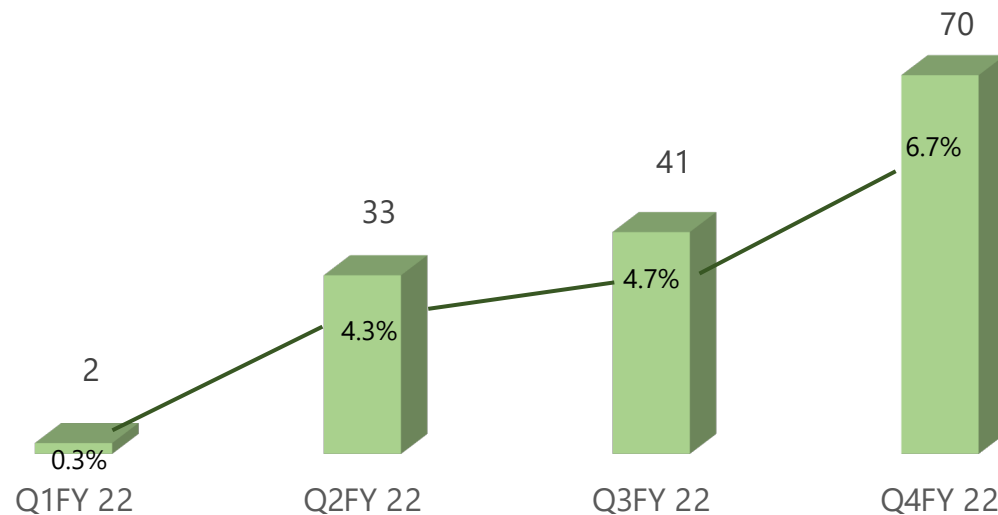
- Our Net Contribution from business (Total Operating Income less all direct variable costs – material, logistics and commission) has been growing, mainly on account of the change in mix in the products and better realisations from our exports business
- EBITDA saw a growth 29% CAGR over the last 2 years; up from Rs271Mn in FY20 to Rs454Mn in F22
- Our overall operating costs grew 8.6% YoY primarily on account of increase in employee costs and higher utility expenses, on account of growing fuel costs and power tariffs
- However, our EBITDA margins were maintained at FY21 levels despite the loss in export Incentives in FY22 and increase in our overall operating costs
- We witnessed steady EBITDA growth and improvements in EBITDA margin % across the quarters in FY22

PROFIT AFTER TAX

In Rs. Mn and as % of Total Operating Income



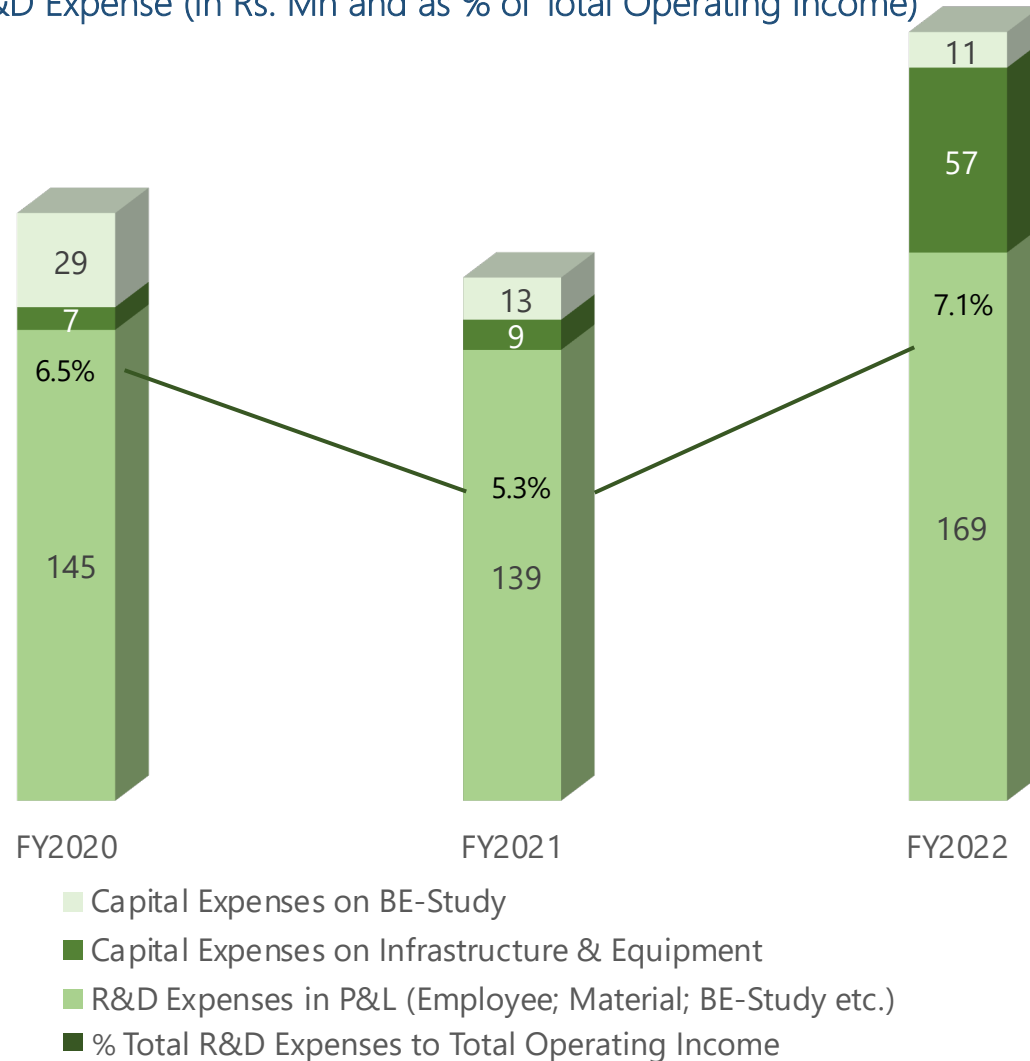
In Rs. Mn and as % of Total Operating Income



- On back of higher EBITDA and lower Finance costs, our "Profit Before Tax and Exceptional Items" grew to Rs210Mn in FY22 (from Rs154Mn in FY21)
- Profit Before Tax (PBT) for the year was Rs210Mn, compared to PBT of Rs102Mn in FY21 (in FY21 there was a one time provision of Rs52Mn for exceptional items which had reduced PBT to Rs102Mn)
- Profit After Tax saw a growth of 110% CAGR over the last 2 years; up from Rs33Mn in FY20 to Rs146Mn in FY22
- Finance cost for the year was reduced on account of lower total borrowings at Rs512Mn (from Rs811Mn in FY21) and decline in annualised interest costs to 12.6% in FY22 (from 15.2% in FY21)
- There has been steady improvement in our PAT and PAT margins over the last 3 years and the last 4 quarters of FY22

RESEARCH & DEVELOPMENT

R&D Expense (In Rs. Mn and as % of Total Operating Income)



- Our R&D expenses for FY22 was 7.1% of our Total Operating Income
- Around 70% of the expenses were incurred on salary, materials, BE and other study etc. for the R&D team and the balance was on capitalized expenses including tools, equipment, in BE and other studies
- Independent R&D laboratories, QA/ QC facilities and teams are there for the main-stream Pharmaceutical R&D, for Oral Thin Films and for the Nutraceutical division - with each division responsible for developing their own distinct sets of products including studies and fillings

All numbers are in Rs. Mn unless otherwise stated

INCOME STATEMENT : CONSOLIDATED

Key Financial Highlights: Income Statement (Rs. Mn)

Particulars	Q4 FY22	Q4 FY21	Change % (YoY)	FY 22	FY 21	Change % (YoY)
Total Operating Income	1,050	739	42%	3,334	3,073	9%
Other Income	17	8	113%	44	23	88%
Total Income	1,067	747	43%	3,378	3,096	9%
EBITDA	164	98	67%	454	421	8%
EBITDA %	15.6%	13.3%	-	13.6%	13.7%	-
Profit Before Tax and Exceptional Item	108	26	315%	210	154	36%
Profit Before Tax (PBT)	108	26	315%	210	102	106%
PBT %	10.3%	3.5%	-	6.3%	3.3%	-
Profit After Tax (PAT)	70	15	367%	146	73	100%
PAT %	6.7%	2.0%	-	4.4%	2.4%	-
EPS (Rs / Share)	4.33	0.95	356%	8.96	4.50	99%

INCOME STATEMENT : STANDALONE

Key Financial Highlights: Income Statement (Rs. Mn)

Particulars	Q4 FY22	Q4 FY21	Change % (YoY)	FY 22	FY 21	Change % (YoY)
Total Operating Income	1,041	732	42%	3,295	3,036	9%
Other Income	16	8	94%	45	24	84%
Total Income	1,058	740	43%	3,340	3,061	9%
EBITDA	153	94	63%	425	393	8%
EBITDA %	14.7%	12.8%	-	12.9%	12.9%	-
Profit Before Tax and Exceptional Item	100	25	292%	193	137	41%
Profit Before Tax (PBT)	100	25	292%	193	85	127%
PBT %	9.6%	3.5%	-	5.9%	2.8%	-
Profit After Tax (PAT)	64	14	357%	130	56	132%
PAT %	6.1%	1.9%	-	3.9%	1.8%	-
EPS (Rs / Share)	3.96	0.85	366%	8.01	3.46	132%

BALANCE SHEET : CONSOLIDATED

Statement of Financial Positions (Rs. Mn)

Particulars	FY2020	FY2021	FY2022
Gross Block: Property, plant and equipment & Intangible Assets including WIP	1689	1762	1920
Net Block: Property, plant and equipment including Capital work-in-progress	1122	1052	1069
Intangible assets including Intangible assets under development	134	120	105
Current Assets	1820	1918	2121
Other Non- Current Assets	177	158	121
Total assets	3253	3248	3416
Net Worth	1538	1608	1757
Borrowings	899	811	512
Current Liabilities	810	827	1136
Other Non- Current Liabilities	6	2	11
Total equity and liabilities	3253	3248	3416

GROWTH STRATEGY

Pharmaceuticals

- Scaling up our product portfolio with development of new differentiated generic products targeted for EU and some of the high value Developed Markets
- Increasing the registration of our products on back of new Dossiers / BE studies across markets
- Strengthening our marketing team for scaling up our business in some key markets of LATAM, SE Asia, CIS and MENA countries
- Investment in latest plant and equipment, including the possibility of a new manufacturing facility at the appropriate time
- Leverage OTF technology for developing and capitalise on our pipeline of Over the Counter (OTC) products in regulated markets

Nutraceuticals

- Developing a product basket of Nutraceuticals which complement our pharmaceutical products thus providing a holistic approach to patient health
- Working with differentiated generic active ingredients which are sourced naturally and chemically to create higher efficacy products and product differentiation
- Investment in a new manufacturing facility to cater to the growing needs of this segment
- Enhancing marketing efforts in B2B and B2C / E-commerce space by partnering with healthcare brands in the domestic and global markets for supply of unique products under white label or through our own brands

FOCUS : FY2023

We will continue to focus on the development of innovative, differentiated, generic products across various dosage forms for Pharmaceutical and Nutraceuticals:

- **In R&D :**

Ideation for new product development, investment in BE studies and other tests for development of innovative products and preparing quality dossiers for filing of registrations

- **In Operations :**

Improving manufacturing processes, upgrading plant & equipment for increasing productivity, reducing time and wastages with improved quality testing methods

- **In Marketing :**

Strengthening the senior management team, opening of local offices for on-ground support, initiating more local partnerships for product registrations, co-development projects, investment in obtaining registrations and Marketing Authorizations for commercial launches

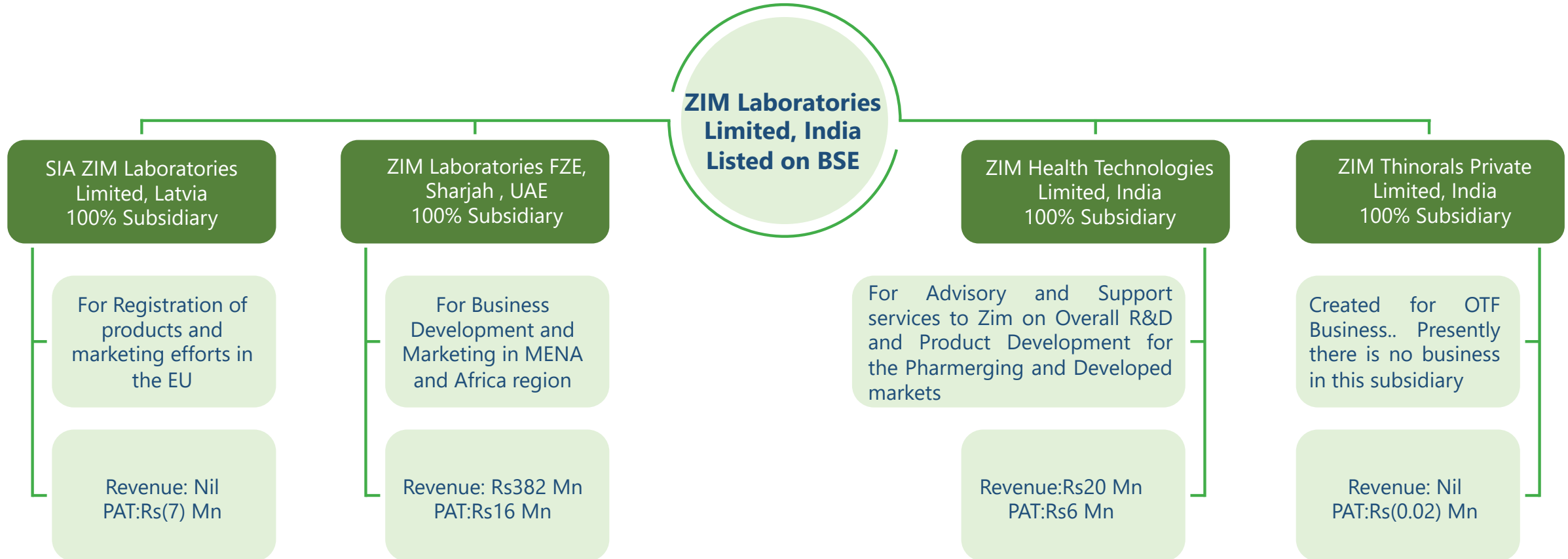
- **Capital Expenditure :**

We have plans for investment in a new warehouse and manufacturing infrastructure and equipment for scaling up both Pharmaceutical and Nutraceutical products

HISTORY AND PROGRESS

1989-2000	2001-2012	2012-2017	2018- Present
<ul style="list-style-type: none">● Cemented our positioning in the market as a fast growing company capable of supplying pharmaceutical products to Government organizations through tenders from our WHO-GMP approved plants	<ul style="list-style-type: none">● Developed Pellets, Granules and Taste Masking Technology Platforms to expand its offerings towards building differentiated generic and higher margin products● Expanded international presence in countries of Middle East and North Africa (MENA)● Established 'Proof-of-Concept' for Oral Thin Films and Nano-technology	<ul style="list-style-type: none">● Funding from Private Equity Investor● Focused on growth through higher-margin businesses● Reduced deemed exports and low-margin government business● Invested and upgraded manufacturing facilities to EU-GMP standards● Invested adequately in team building and strengthening processes● Invested in building a separate WHO-GMP approved OTF facility and commercialized OTF products● Entered into newer geographies like South East Asia, LATAM, CIS and Africa; increased market share in Sri Lanka, Bangladesh and MENA● Focused on building a steady pipeline of new products, increased dossier filings and own product registrations	<ul style="list-style-type: none">● Listed on BSE Limited● Focus on expansion of business by penetrating new geographies, increasing customers and building new product pipeline● Growing our generic finished formulations business – through registration, marketing partnerships and regular launch of products in MENA, SE Asia, Latin America and CIS countries● Launched Thinoral® (Patented Oral Thin Film technology) (prescription and OTC products) as an alternate drug delivery platform across RoW/ Emerging Markets and EU registrations● Strengthened our R&D team to develop a pipeline of innovative combination generic products for the Pharmerging and select Developed Markets.● Focus on new products, registrations, building the marketing team

SUBSIDIARIES



BOARD OF DIRECTORS : ZIM



Dr. Anwar S. Daud
Chairman and Managing Director



Mr. Zulfiqar Kamal
Director - Finance



Mr. Niraj Dhadiwal
Director - Business Development



Mr. Prakash Sapkal
Director - Operations



Dr. Kamlesh Shende
Independent Director
Chairman: Stakeholders Grievance Committee



Mr. Padmakar S. Joshi
Independent Director
Chairman: Nomination and Remuneration Committee



Mrs. Kavita Loya
Independent Director
Chairperson : Audit Committee and Risk Committee



Dr. Kakasaheb Mahadik
Independent Director
Chairman: Corporate Social Responsibility Committee

BOARD OF DIRECTORS : ZHTL



Dr. Anwar S. Daud
Non Executive Chairman



Dr. Chandrasekhar Mainde
CEO and Executive Director



Mr. Zulfiqar Kamal
Non Executive and
Non Independent Director

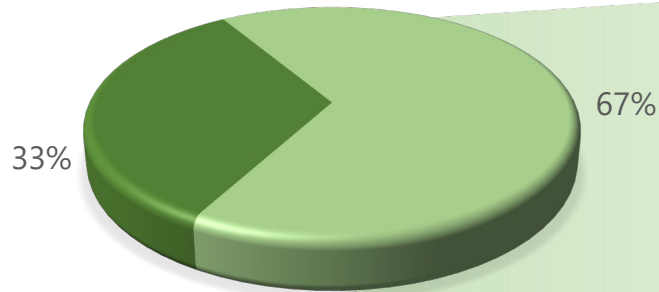


Mr. Gautam Saigal
Non Executive and
Non Independent Director

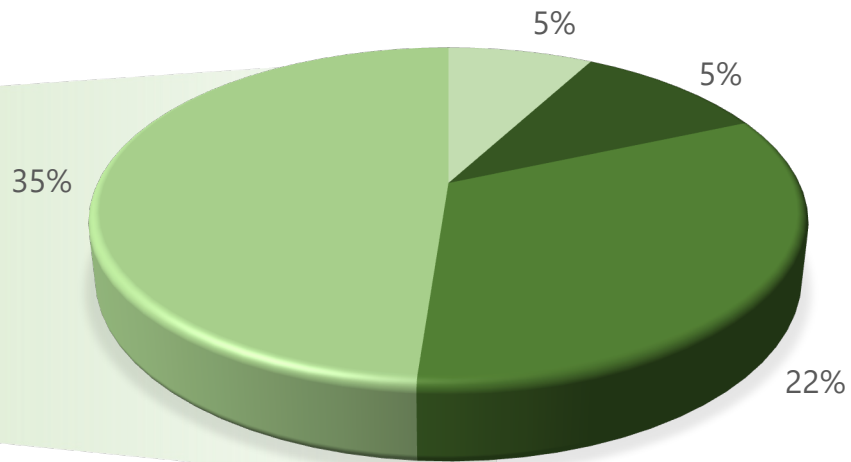
- Zim Health Technologies Ltd., (ZHTL) enhances R&D and Co-Development functions of Zim in areas of product development, manufacturing and marketing of complex generic and high end pharmaceutical and healthcare products – particularly for the Developed and Pharmerging markets
- Dr. Chandrasekhar Mainde, a veteran R&D professional, joined ZHTL from Bilim, Turkey as the CEO and Executive Director and leads a team of experienced R&D, QA, QC, RA, production professionals on product ideation, development, dossier readiness, manufacturing and registration of all new products for Zim Group
- The team has been pivotal in enhancing the growth in Zim's business and product pipeline over the last few years
- Mr. Gautam Saigal is an experienced Private Equity investment professional, who works closely with Zim Group on all strategic and new initiatives

OWNERSHIP

Overall shareholding %



Public Shareholding %



- Promoter
- Public

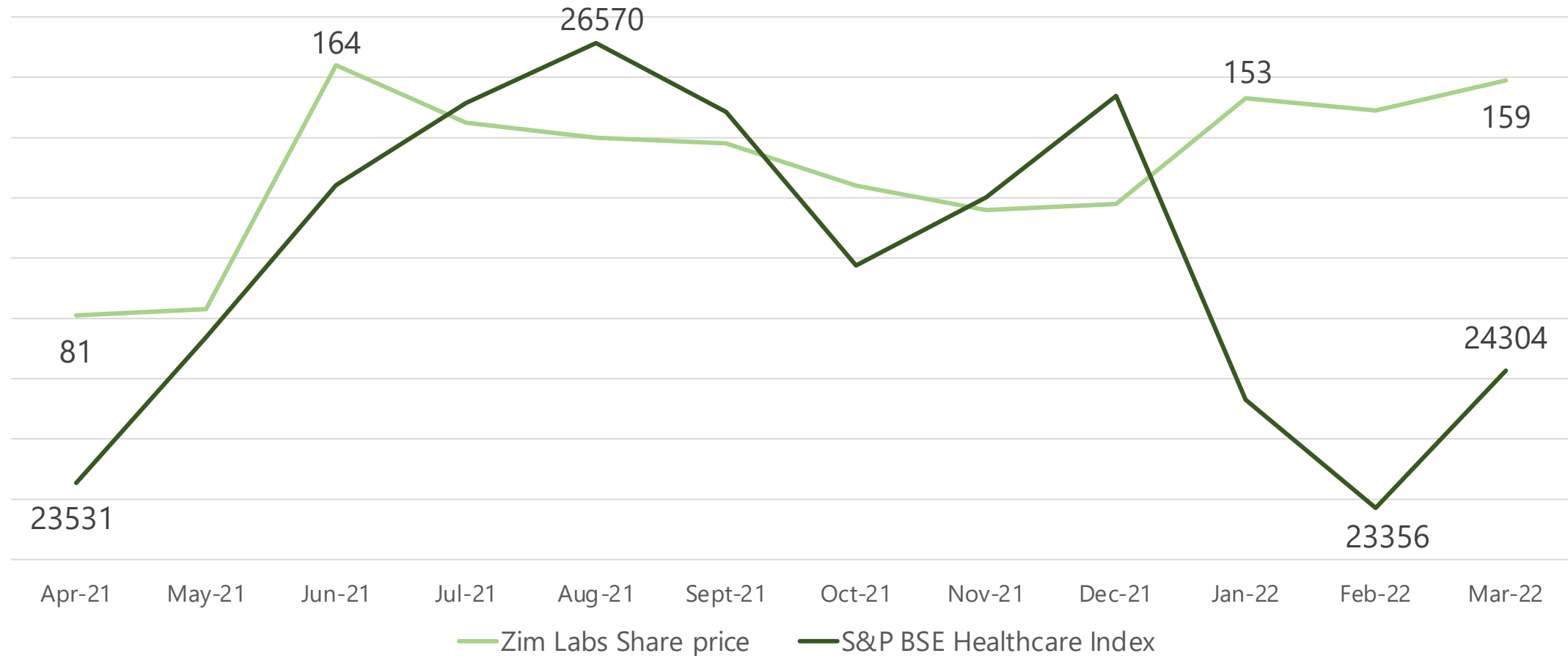
- NRI and foreign individuals
- HNI
- Body Corporates
- Other Public Shareholding

- Promoter Group shareholding is free of any encumbrance
- During the Financial Year 2021-22, our private equity investor - AA Development Capital Fund 1, LLC (PE Investor) exited the company through secondary sale of its shares to an HNI.
- 1Mn equity shares (6.16% of the diluted capital) of the Company are held under an Escrow arrangement and categorized under "Other Public Shareholding". These shares may be liquidated at an appropriate time in line with the Escrow arrangement (Refer Disclosure in the Published Financial Statements of the Company).

Shareholding as on 31st March 2022

SHARE PRICE MOVEMENT

ZIM Share price vs S&P Healthcare Index





Zeal & Innovation in Medicine

THANK YOU