

# INVESTOR'S PRESENTATION



**EIKO** LIFESCIENCES

---

F E E L T H E C H E M I S T R Y

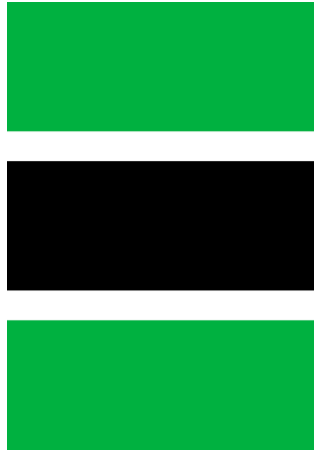
“Eiko LifeSciences” is a division of Narendra Investments (Delhi) Ltd., BSE Code: NIDL | 540204 |



## **SAFE HARBOR**

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Eiko LifeSciences (a division of Narendra Investments (Delhi) Ltd.) (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever.

Certain statements in this document may be forward-looking statements. Such forward looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



# **The Ethos- Vision and Mission**



## **ABOUT THE COMPANY**

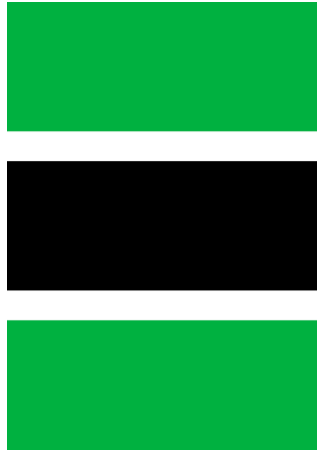
Narendra Investments (Delhi) Ltd. Incorporated in 1977 (BSE Code: NIDL | 540204 |) has recently ventured in the business of Manufacturing, Supplying and Export of Speciality & Fine Chemicals. Company has formed a separate division namely “Eiko LifeSciences” by amending the main object of the company.

## **VISION**

To become one of the prominent Speciality chemical company with distinctive integrated production models and varied products portfolio on a global arena.

## **MISSION**

To achieve sustainable growth in business by providing best quality products & services to customers, taking utmost care of all our stakeholders and focus on Environment, Social and Governance policies.



# Company Overview



**In a short span of time, company has established itself in the race of becoming India's leading Speciality & Fine Chemicals Manufacturer, Supplier & Exporting company.**

- Company's Speciality Chemicals product offerings comprise of Organic as well as and Inorganic chemicals.
- Its products are used in Pharmaceuticals, Agrochemicals, Aroma Chemicals, Electronic Chemicals etc.
- In less than one quarter, company has expanded its range of products and, presently, manufactures leading Speciality Chemicals which find application across various industries in India and globally.
- To begin with, Company operates out of its leased unit at MIDC, Badlapur and has also tied up with many job workers.



## **Q-3 FY 20-21 Financial Performance**



## **Financial Performance Highlights Q3 FY 20-21**

- Company recorded revenue of ₹ 596.75 Lakhs in its first quarter of which ₹209.21 Lakhs was on account of exports and deemed exports
- The EBIDTA of the quarter is ₹ 31.32 Lakhs
- The PAT of the quarter is ₹ 24.35 Lakhs

## **Highlights**

- Company reported the net profit in the very first quarter itself on account of increasing demand and strong operating performance, driven by efficiency improvement and better price realization
- Continued throughput from regulated markets, value-added products, and growing demand of our products
- Margins seeing structural improvement based on operating initiatives
- Revenue growth is expected to sustain as increasing demand of our products





**Company passed Resolutions in the EGM held on 15<sup>th</sup> December 2020 to venture in the New business activities**

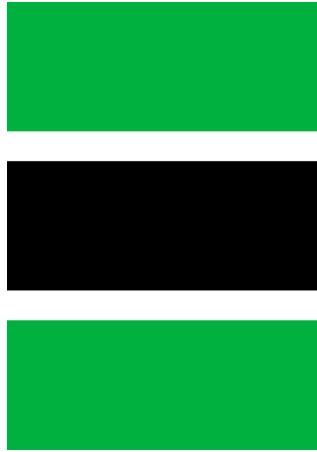


### **Alteration of main object:**

1. To carry on the business of manufacturing, processing, formulating, producing, refining, fermenting, converting, distilling, purifying, blending, buying, importing, stocking, supplying, selling, distributing, trading, exporting and dealing in all kinds and varieties of chemicals of various specifications, purities, nature including Speciality Chemicals, organic and inorganic chemicals and compounds thereof, bio-chemicals, petro-chemicals, insecticides, cleaning chemicals, chemical compounds, laboratory chemicals, scientific chemicals, agricultural chemicals, preservative chemicals, industrial chemicals, heavy chemicals, pharmaceutical chemicals, fine chemicals, photographic chemicals, water purification chemicals and all or any of the by-product resulted there from, whether used presently or to be invented in future, for industrial, medical, pharmaceutical, agricultural, domestic, household, waste treatment purposes.
2. To manufacture, produce, refine, process, formulate, buy, sell, export, import or otherwise deal in all types of heavy and light chemicals, chemical elements and compounds, laboratory and scientific chemicals, pharmaceutical chemicals, agricultural chemicals, hexamine, fertilizers, petro-chemicals, industrial chemicals or any mixtures, derivatives, articles and compounds thereof, acids, gases, and compounds, dyes, cosmetics, drugs, Perfumery, pharmaceutical and medical preparations.

### **Increase in Authorized Capital**

The Authorized Share Capital of the Company was increased from ₹ 5 Crores to ₹10 Crores in order to raise additional funds (subject to approval from various regulatory authorities and members of the company) to meet incremental working capital requirements of the Business.



# **Our Products & Business**



# OUR Products Profile

## 3-Chloropropiophenone



Key Starting intermediate for Pharmaceutical products such as Bupropion used for smoking cessation.



Leveraging its technical expertise of halogenation chemistry

## Orthochlorobenzonitrile (2-Chlorobenzonitrile)



Used as pharmaceutical intermediates, pesticide, dye intermediates



**Presently this product is being manufactured in China and we are pleased to inform that our Company is the only manufacturer of this product in India.**

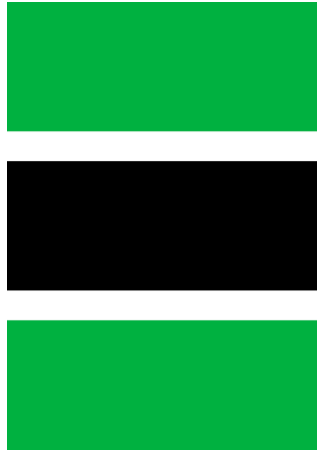
## Saccharin/ Sodium saccharin (benzoic sulfonamide)



Used as sweetener application as well as agrochemicals and metal finishing applications



Saccharin is used to sweeten products such as drinks, candies, cookies, and medicines.



## **End users of our Products**

**PHARMA  
CEUTICALS**



**NUTRA  
CEUTICALS**



**AGRO  
CHEMICALS**



**CONSTRUCTION  
CHEMICALS**



**DYES & PIGMENTS**



**FLAVORS &  
FRAGRANCES**





# Competitive Advantages



---

**Eiko  
LifeSciences  
has the  
following  
Competitive  
Advantages:**

---

Large and diverse array of products

---

Strong relations with Manufacturing facilities

---

Diversified and Stable Customer Base

---

Strong Relations with Marquee Clients

---

Experienced team with domain knowledge

---

Established and stable relationship with suppliers

---

Specialised Business Model with high entry barriers

---

Continuous R & D

---

Improved Profit Margins

---





## **Experienced Promoters, Board of Directors and KMPs**



**Operations of the Company are being professionally managed by a team of experienced technocrats under guidance from Board of Directors/ Promoters**

- CA Laxmikant Kabra (Chairman, Promoter Director)
- Mr. Bhavesh Dhirajlal Tanna (Promoter Director)
- Mr. Umesh More (Executive Director)
- Ms. Kajal Kothari (Independent Director)
- CA Mandar Kamalakar Patil (Independent Director)
- Mr. Rajkumar Baheti (Independent Director)



**Thanks!**

**Any questions?**

You can find us at:  
[business@eikolifesciences.com](mailto:business@eikolifesciences.com)