



ANUH PHARMA LTD.

Registered Office : 3-A, Shivsagar Estate, North Wing,
Dr. Annie Besant Road, Worli, **MUMBAI** - 400 018, **INDIA**.
Tel. : +91-22-6622 7575 • **Fax** : +91-22-6622 7600 / 7500
E-Mail : anuh@sk1932.com • **CIN**: L24230MH1960PLC011586

10th August, 2021

To,
Dept. of Corporate Services/
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Fort, Mumbai - 400 001

Ref: Scrip Code No. 506260

Sub: Outcome of Earnings Audio Conference Call

Dear Sir,

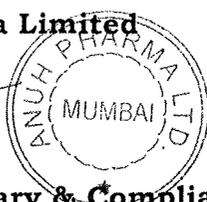
Please find attached herewith the Outcome of Earnings Audio Conference Call held on 10th August, 2021 at 4.30 PM wherein Financial Performance for Quarter ended 30th June, 2021 was discussed.

Kindly acknowledge the receipt and take the same on record.

Thanking you,

Yours faithfully,

For **Anuh Pharma Limited**

A.S. Ambrale

Ashwini Ambrale
Company Secretary & Compliance Officer
(Membership No.: A32456)

Encl: As above



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10th August, 2021

Outcome of Earnings Audio Conference Call

Please note that Anuh Pharma Ltd. has organised Earnings Audio Conference Call on Tuesday, 10th August, 2021 at 4.30 PM.

The outcome / the gist of proceedings are as follows:

Speakers for the Earnings Audio Conference Call:

- 1) Mr. Bipin Shah, Vice Chairman
- 2) Mr. Ritesh Shah, Joint Managing Director
- 3) Mr. Darshan Rampariya, Chief Financial Officer
- 4) Ms. Ashwini Ambrale, Company Secretary & Compliance Officer

Total 42 Participants have attended the Earnings Video Conference Call.

Mr. Bipin Shah, Vice Chairman of the Company welcomed all the Participants and thanked them for their presence and trust in Anuh Pharma Ltd.

Mr. Bipin Shah briefed about the History of the Company:

We are 32 years young Company, the Company was started with a Capital of Rs. 8 Lakhs and today it has reserves of more than 170 Crores, the Company has been paying Dividend since more than 25 years ranging from 55% to 230%. The Company has issued Bonus Shares at every 5 years i.e. 1999, 2006, 2010, 2015 & 2020 ranging from 3:1 upto 1:1.

Mr. Bipin Shah, Vice Chairman of the Company had given following speech:

I AM GLAD TO SHARE WITH YOU THAT ANUH PHARMA LTD. HAS ACHIEVED TOP LINE OF RS. 117.27 CRORES IN APRIL TO JUNE 2021 I.E. THE FIRST QUARTER OF THE CURRENT YEAR.

THE EBIDTA FOR THE CURRENT QUARTER IS RS. 10.49 CRORES COMPARED TO RS. 5.26 CRORES IN THE QUARTER ENDED 31/03/2021.



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THE PROFIT BEFORE TAX OF RS. 7.11 CRORES IS BETTER THAN THE LAST QUARTER I.E. THE QUARTER ENDING 31/03/2021 WHICH WAS RS. 1.66 CRORE.

DURING THE LAST QUARTER, THE SALES OF GLICLAZIDE, AMBROXOL, AZITHROMYCIN & SULFADOXINE WAS GOOD INCLUDING THE PENDING ORDER STATUS AS ON 1ST JULY, 2021. HOWEVER, THE SALES OF OUR OLD PRODUCTS LIKE ERYTHROMYCIN & PYRAZINAMIDE (ANTI-TB) SUFFERED SOMEWHAT DUE TO CORONA.

IT MAY PLEASE BE NOTED THAT QUARTER AFTER QUARTER WE ARE IMPROVING OUR TOP LINE & BOTTOM LINE & WE ARE CONFIDENT TO REACH OUR TARGETS MADE FOR CURRENT FY 2022.

- 1) REVENUE INCREASE OF RS. 20.48 CRORES COMPARED WITH PREVIOUS QUARTER ENDED 31ST MARCH, 2021.
- 2) EBITDA INCREASE BY RS. 4.65 CRORES COMPARED WITH PREVIOUS QUARTER ENDED 31ST MARCH, 2021.
- 3) PROFIT BEFORE TAX INCREASE OF RS. 5.45 CRORES COMPARED WITH PREVIOUS QUARTER ENDED 31ST MARCH, 2021.

PLEASE NOTE THAT WE ARE TEMPORARILY FACING SOME DELAYS & SHORTAGE IN PROCUREMENT OF CERTAIN INTERMEDIATES FROM CHINA. HOWEVER, WE ARE MAKING ALTERNATIVE ARRANGEMENTS FOR PROCURING THESE INTERMEDIATES FROM LOCAL COMPANIES & THIS PROJECT IS LIKELY TO BE COMPLETED IN THE NEXT 2-3 MONTHS.

THE MAIN PURPOSE OF DEVELOPING THE INTERMEDIATES LOCALLY IS TO BECOME SELF RELIANT & NOT TO SUFFER ANY SALES FOR THE WANT OF INTERMEDIATES.

THE CONTRIBUTION FROM NEW PRODUCTS GLICLAZIDE, AMBROXOL, SULFADOXINE & AZITHROMYCIN IS 44.28% TO THE TOTAL SALES VIZ-A-VIZ LAST YEAR'S FIRST QUARTER OF 28.52%. SIMILARLY THE CONVENTIONAL PRODUCTS LIKE ERYTHROMYCIN, CHLORAMPHENICOL & PYRAZINAMIDE CONTRIBUTED 42% OF TOTAL SALES IN Q1 OF FY 2022 VIZ-A-VIZ 60.30% OF Q1 OF FY 2021.

WE HAVE ALSO OBSERVED IMPROVEMENT IN THE SALE OF PYRAZINAMIDE & ERYTHROMYCIN IN THE SECOND QUARTER. AS ON 1ST JULY, 2021 ORDER BOOK POSITION WAS RS. 90 CRORES & WE ARE



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CONFIDENT THAT WE WILL BE ABLE TO ACHIEVE OUR TOP LINE & BOTTOM LINE TARGETS FIXED FOR FY 2022.

WE ARE ALSO MAKING BEST EFFORTS TO INTRODUCE 2 TO 3 NEW PRODUCTS BEFORE THE END OF THE YEAR.

OUR NEW PLANT ALREADY RECEIVED STEADY STATE & AS OF NOW THERE IS NO CAPACITY CONSTRAINT.

THE CAPACITY UTILISATION OF THE NEWLY INSTALLED E-18 BLOCK OF 600 TONS P.A. IS 60% FOR THE Q1 2021-22 AND THE CAPACITY UTILIZATION OF E-17 THE OLD BLOCK IS 78% OF Q1 2021-22. THE TOTAL CAPACITY UTILIZATION OF E-18 & E-17 TOGETHER IS 71%.

WE ALSO HOPE TO SEE YOU AT OUR AGM TO BE HELD ON THE 19TH AUGUST, 2021 WHICH OF COURSE WILL BE THROUGH VIDEO CONFERENCING BY 11:00 AM.

After the speech of Mr. Bipin Shah, the participants have been requested to ask questions.

Participants have started asking the questions one by one and the same have been satisfactorily answered by Mr. Bipin Shah, Vice Chairman, Mr. Ritesh Shah, Joint Managing Director and Mr. Darshan Rampariya, Chief Financial Officer of the Company.

At the end of the Audio Conference Call the following disclaimer was given:

This video conference call may include certain “forward looking statements”, based on current expectations, within the meaning of applicable laws and regulations. Actual results may differ and the Company does not guarantee realization of these statements. The Company also disclaims any obligation to revise any forward-looking statements. The participants may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein. No part of this video conference call may be reproduced, quoted or circulated without prior written approval from Anuh Pharma Limited.



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The link of the Audio Call is provided as follows for your kind information and reference.

LINK:

<https://wetransfer.com/downloads/6bc509c91114fee7b25fc69126e615a420210810114806/10b1ff25f0496baaa69c01b68e48377c20210810114806/0e6762>

Note: In case you are unable to open the link, they request you to please copy the link and open the same in your preferred browser.

Thanking you,
Yours faithfully,
For **Anuh Pharma Limited**

Sd/-

Bipin Shah
Vice Chairman
(DIN: 00083244)