



ANUH PHARMA LTD.

3-A Shivsagar Estate, North Wing,
Dr. Annie Besant Road, Worli, Mumbai 400 018
Phone: +91 22 6622 7575; **Fax:** +91 22 6622 7600
Email: anuh@sk1932.com; **CIN:** L24230MH1960PLC011586

26th May, 2021

Outcome of Earnings Video Conference Call

Please note that Anuh Pharma Ltd. has organised Earnings Video Conference Call on Tuesday, 25th May, 2021 at 4.30 PM.

The outcome / the gist of proceedings are as follows:

Speakers for the Earnings Video 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 75 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 165 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.

I am glad to share with you that Anuh Pharma Ltd. has achieved historically high revenue from Rs. 30,700 lakhs to Rs. 43,200 lakhs compared to FY 2019-20. Our focus on enhancing bottom line has also resulted to historically high EBITDA from Rs. 2,700 lakhs to Rs. 5,510 lakhs compared to FY 2019-20.



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We are happy to share that 4 new products are under development are Aripiprazole, Fexofenadine Hcl, Vildagliptin and Allopurinol. Further, Gliclazide performance has been good during last quarter.

Mr. Bipin Shah further informed as follows:

- (i) We are pleased to inform that we are regularly getting all raw materials except one for which we are trying to develop a local source.
- (ii) Anuh Pharma Ltd. is back on track post covid-19 lockdown.
- (iii) Advantages of new expansion facility as per our promise 30% growth on topline and bottom line contribution. An average EBITDA % margin of 15% for the year ending 31st March, 2021.
- (iv) We have Zero Liquid Discharge Plant which takes care of safety and environment.
- (v) Our manufacturing capacity is 1200 metric tons per year after expansion, and our on going capacity utilization is 65%.
- (vi) We are pleased to say that we have lowest attrition rate compared to the industry rate.
- (vii) During the next financial year 2021-22, we propose to invest additional 4 Crores in Capex to take our manufacturing capacity from 1200 metric tons to 1500 metric tons per year.

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.



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At the end of the Video 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.

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

Link: <https://primetime.bluejeans.com/a2m/events/playback/4b29b822-c190-4c53-96b5-49f37e6303aa>

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)