



# ANUH PHARMA LTD.

Investor Presentation

December, 2017

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[www.anuhpharma.com](http://www.anuhpharma.com)

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# Vision Statement

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To be a leader in the field of APIs by adhering to sound business ethics with a strong dependence on modern management concepts, constantly striving for excellence in every sphere of our operations.



## Company Overview

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- Anuh Pharma, a bulk drug manufacturing company is part of the INR 8.5bn SK Group, which employs ~2000 people across businesses such as manufacturing of pharma formulations, trading, distribution and logistics (primarily for large MNC brands)
- Anuh Pharma is one of the largest manufacturers of Macrolides and Anti-TB products in India, besides being a major player in Anti-bacterials, Anti-malarial, Anti-hypertension and Corticosteroids
- The Company owns one manufacturing facility at Tarapur over 11,400 sq. mtrs of land( Incl. newly acquired plot of 7,800 sq. mtrs) and an R&D facility at Mahape spread over 10,000 sq.ft.



## Company Overview

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- The Company derived ~43% of its revenues from exports in FY16-17.
- The Company has strong marketing partnerships with 350 customers in over 57 countries including Europe, Mexico and South Africa
- Debt-free company with revenues growing at a CAGR of 10% over last 5 years
- The Company has acquired additional 7,800 square meters land at Plot No. E-18 in the Tarapur Industrial Area of MIDC connecting to the existing Factory for expansion purpose



## Journey So Far...

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Year	Achievements
1989	Started manufacturing Erythromycin salts with capacity of 150 MTPA , followed by doubling the capacity to 300 MTPA in 1995
2002	Received WHO-GMP for its facilities followed by doubled the capacity to 600 MTPA in 2006
2010	COS, EU/GMP approval for Erythromycin, Erythromycin ethyl succinate and Pyrazinamide
2012	Acquired R&D assets of Invent Pharma- a Spanish Company and got DSIR approval
2013	COS, EU/GMP renewal for Pyrazinamide
2014	Received approval from COFEPRIS, Mexico for marketing its Erythromycin estolate, Erythromycin stearate and Erythromycin ethyl succinate



## Journey So Far...

Year	Achievements
2015	COS renewal for Erythromycin, Erythromycin ethyl succinate and pyrazinamide
2015	DMF approval received for sulphadoxine (Anti malarial) for Europe for veterinary use
2015	Received approval from COFEPRIS, Mexico for marketing its Chloramphenicol and Chloramphenicol palmitate
2015	DMF approval received from WHO Geneva pre qualification authorities for sulphadoxine for human use.
2017	Restoration of COS for Erythromycin, Erythromycin ethyl succinate and pyrazinamide
2017	Restoration of WHO Geneva pre qualification authorities for sulphadoxine and pyrazinamide
2017	Written confirmation for sales to EU received from CDSCO (Govt. of India)
2017	DMF approval received from UK MHRA for Erythromycin Stearate



## State of the Art Manufacturing facility

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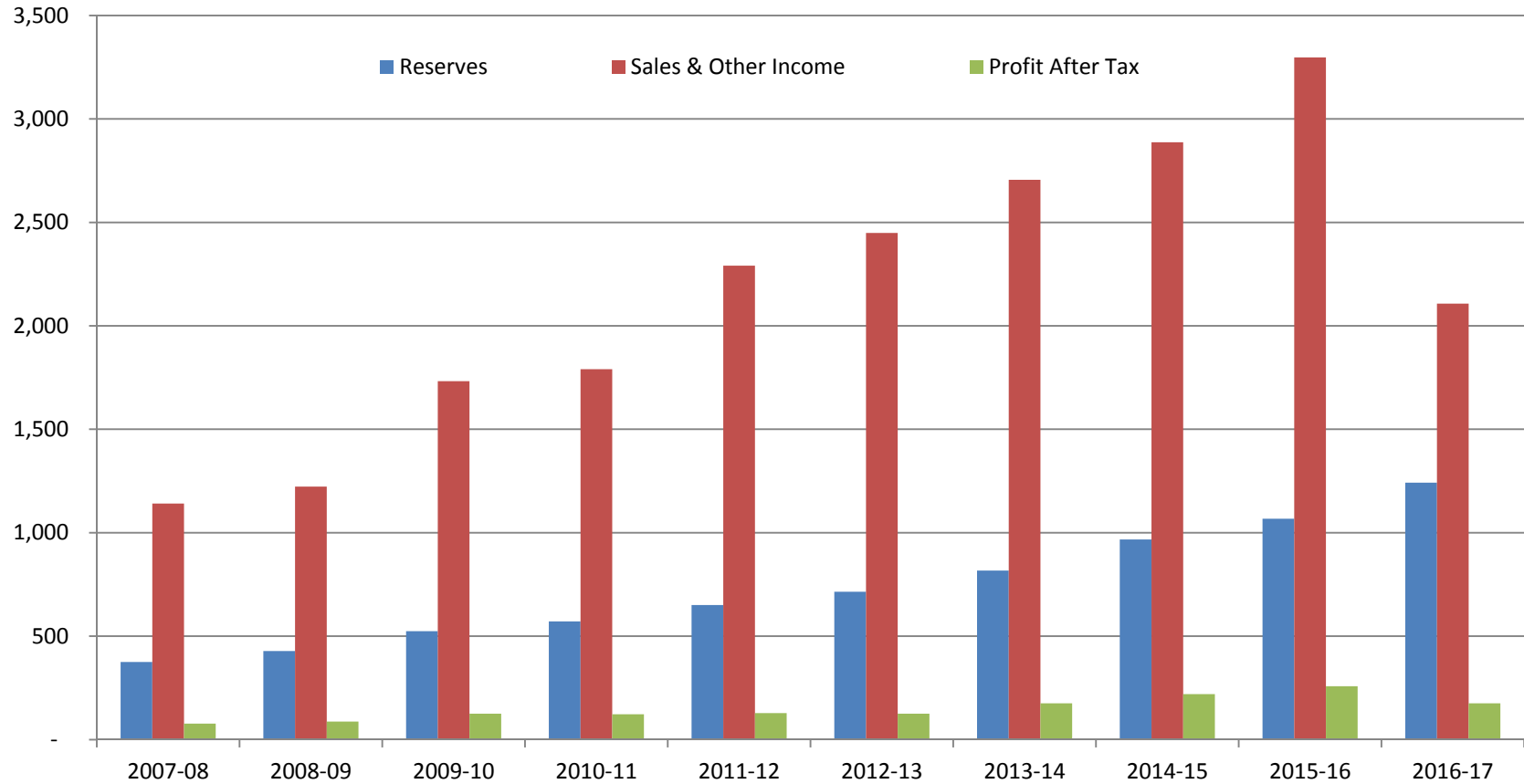


- Anuh Pharma has a cGMP and ISO 9001-2000 approved manufacturing facility at Tarapur spread across 3600 sq. meters with 6 blocks and a total capacity of 900 MTPA – this is rated capacity whereas the maximum achievable capacity is 1140 MTPA





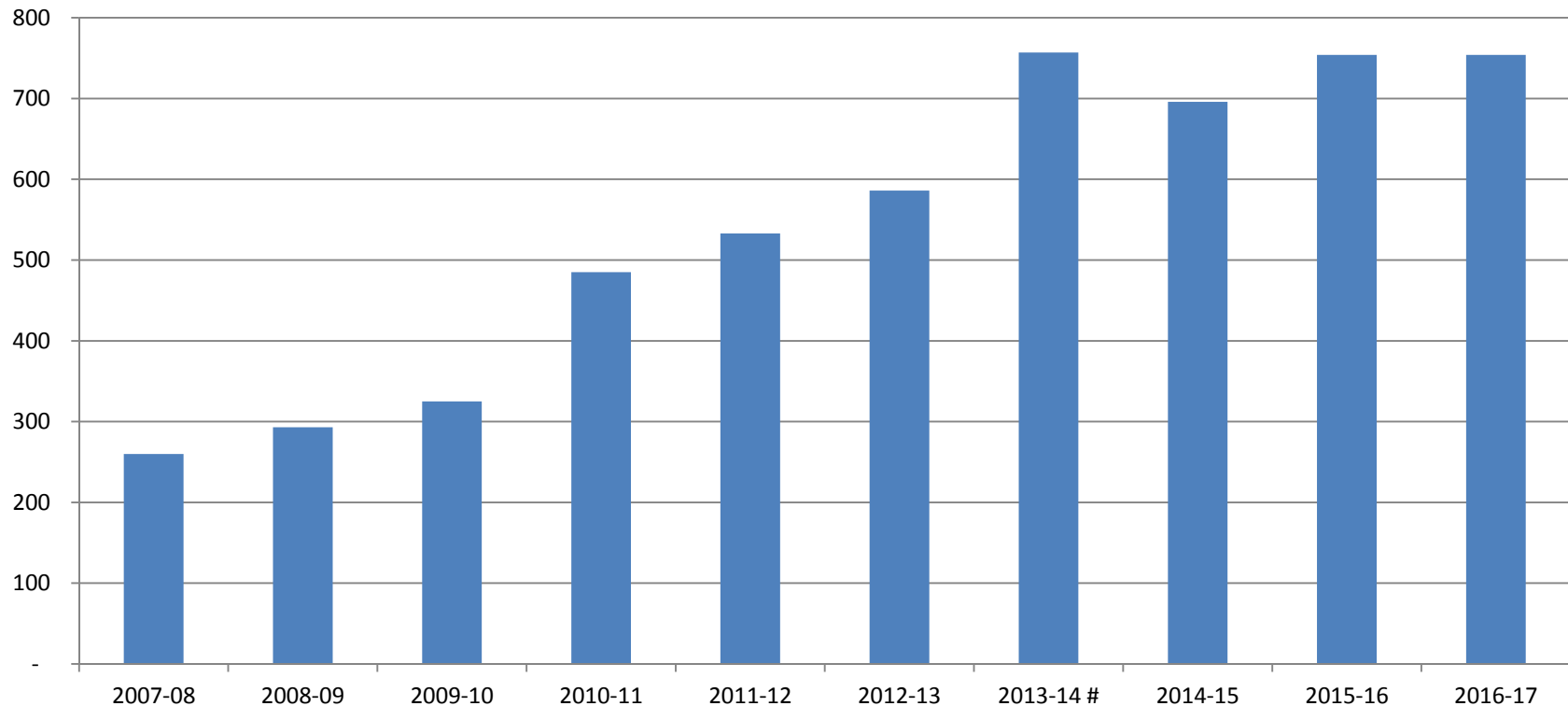
# Financial Journey so far.....





# Outflow of Dividend ...!!!!

Outflow of Dividend ( In INR MN)



The face value of the Company's equity share has been reduced from Rs 10/- each to Rs. 5/- each effective from August 7, 2006.

# Including Special interim dividend of Rs 1.25 per share declared on February 14, 2014 on the occasion of completion of 25 years of commencements of production activities.



## State of the Art Manufacturing facility

- The products manufactured at the facility are

Product range		Product Name
1) Macrolides	>	• Erythromycin salts
2) Higher Macrolides	>	• Azithromycin
3) Quinolones	>	• Moxifloxacin
4) Anti Hypertension	>	• Losartan Potassium • Telmisartan
5) Anti Bacterial	>	• Chloramphenicol salts
6) Anti TB	>	• Pyrazinamide
7) Anti Malarial	>	• Sulphadoxine
8) Expectorant	>	• Ambroxol HCL

- The company also manufactures Corticosteroids at a dedicated L&L facility which has a capacity of 12 MTPA
- The average current capacity utilization of the facilities is ~70% of the maximum achievable capacity



## R&D Infrastructure

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- To develop new products and processes and to expand its product portfolio, the Company acquired R&D assets of Invent Pharma, a Spanish company in 2012



## R&D Infrastructure

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- The R&D centre is spread across 10,000 sq.ft and is situated at Mahape, Navi Mumbai
- It has three sections; i.e. Analytical Development lab, Chemical Synthesis lab and a Pilot Plant equipped with latest and sophisticated equipment's and machinery



# Competitive Advantage

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- Anuh Pharma Limited is the largest producer of Erythromycin salts in India and among the top 5 producers in the world for both Erythromycin and Anti-TB drugs
- CEP, EU GMP, COFEPRIS approvals and WHO Geneva pre-qualification for products manufactured at its facilities located at Tarapur that are built and operated according to cGMP standards (current good manufacturing practices)



# Competitive Advantage

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- Debt-free company with strong credit rating from leading global suppliers
- Facilities built at low cost resulting in exceptionally high capital efficiency
- Attrition rates lower than industry standards



# Competitive Landscape

Product	Global demand (MTPA)	Anuh mkt share	Other key players
Erythromycin	1800	18 %	S.M. Biomed (Malaysia), Linaria Chemical (Thailand)
Higher macrolides (Azithromycin)	1000	10 %	Zhejiang Guobang Pharma, CSPC, HEC Pharm(China)
Chloramphenicol	200	14 %	Northeast Pharma, Nanjing Baijingyu, Wuhan Wuyao (China)
Pyrazinamide	1200	25 %	Calyx Pharma, Linaria Chemical
Corticosteroids	100	5 %	Crystal Pharma , AVIK, Pharmabios (Italy), Symbiotec India

Source: Company Estimates; captive capacities not considered

- Anuh Pharma still has considerable surplus capacity available for their of macrolides , Anti TB drugs, Anti Malarial drugs and can grow market share without setting up fresh capacity
- It expects to significantly increase market share on corticosteroids as well in the next couple of years, given the low base





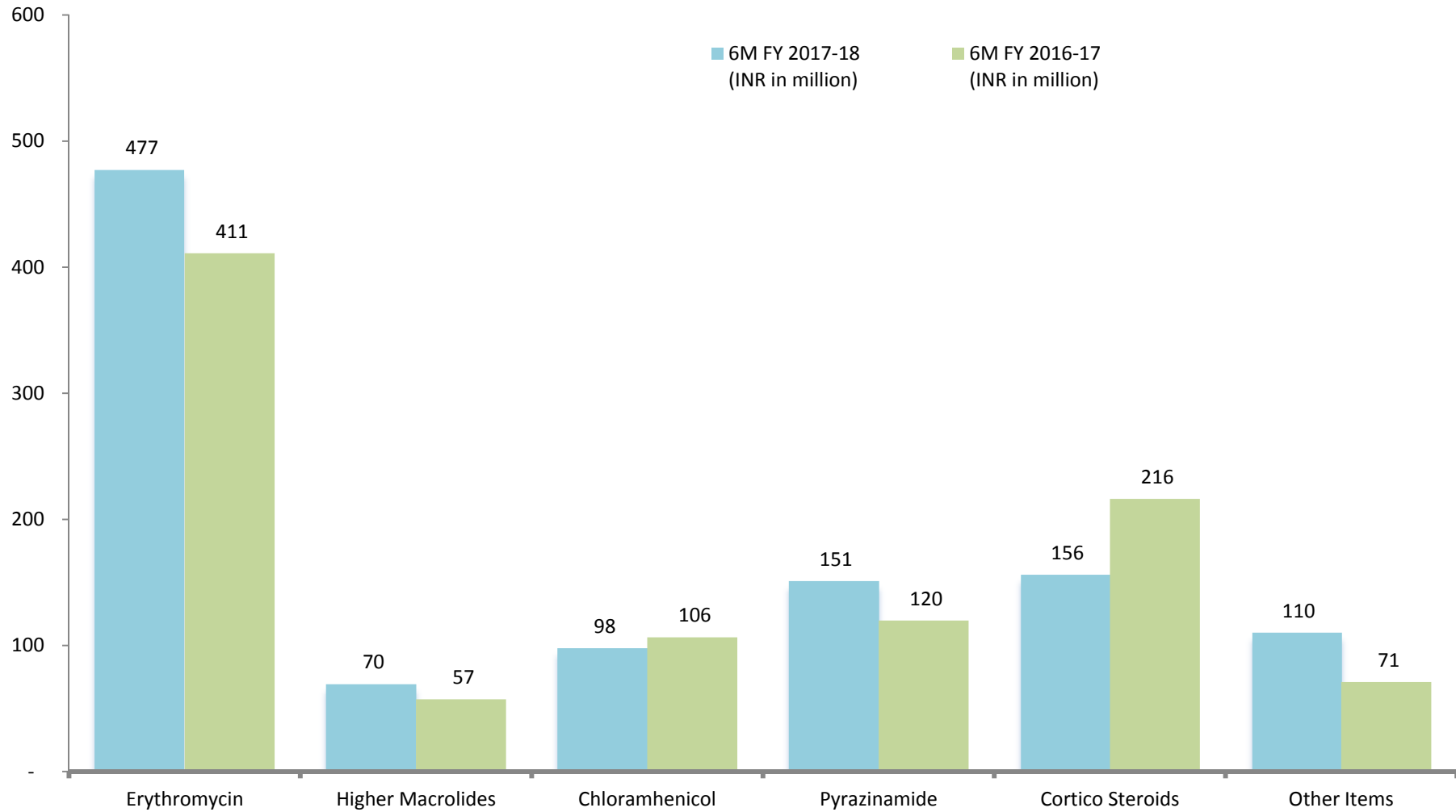
## Product-wise Sales mix

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- Growth in 6MFY18 v/s 6MFY17 was led by approximately 16% increase in sales of erythromycin salts, a 21% increase in sales of higher macrolides and 25% increase in sales of pyrazinamide
- Revenue contribution from Erythromycin rose from 42% to 45% and from pyrazinamide rose from 12% to 14% 6MFY18 v/s 6MFY17



# Product-wise Sales mix

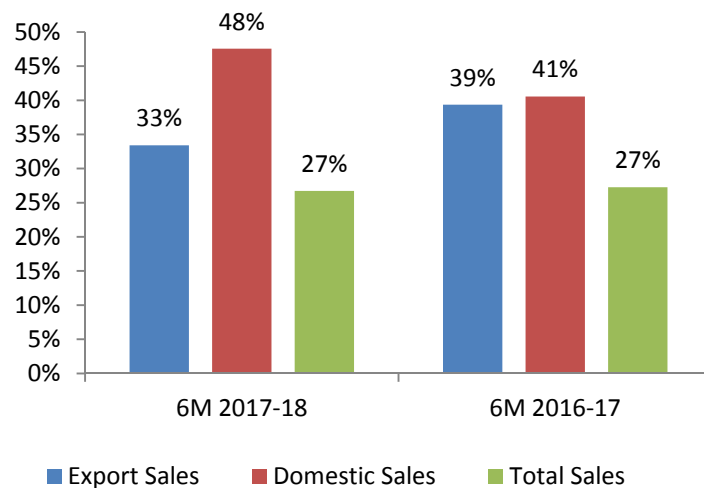




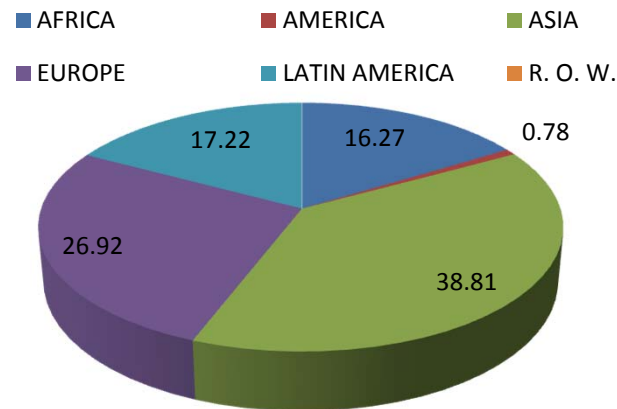
# Diversified Customer base

- Anuh Pharma has consistently had a diversified customer base, when it comes to both domestic as well as exports business, without over dependence on any customer
- Majority of sales continue to come from domestic markets.

### Top 5 Customer Contribution



### Geographical Revenue Break-up (6M FY18)

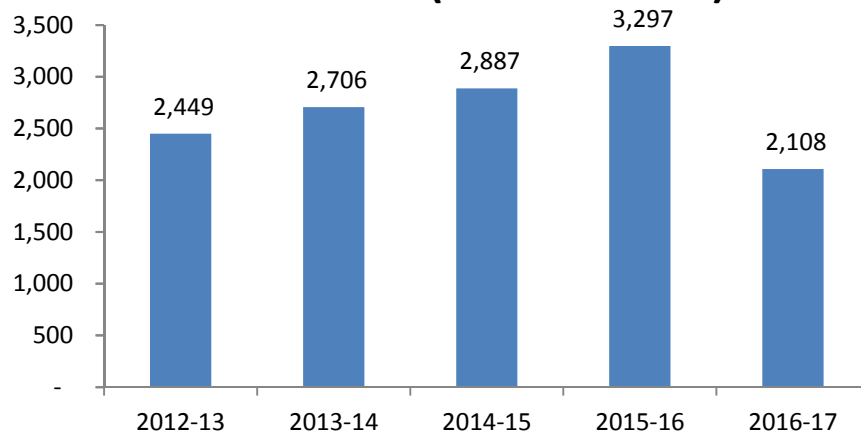




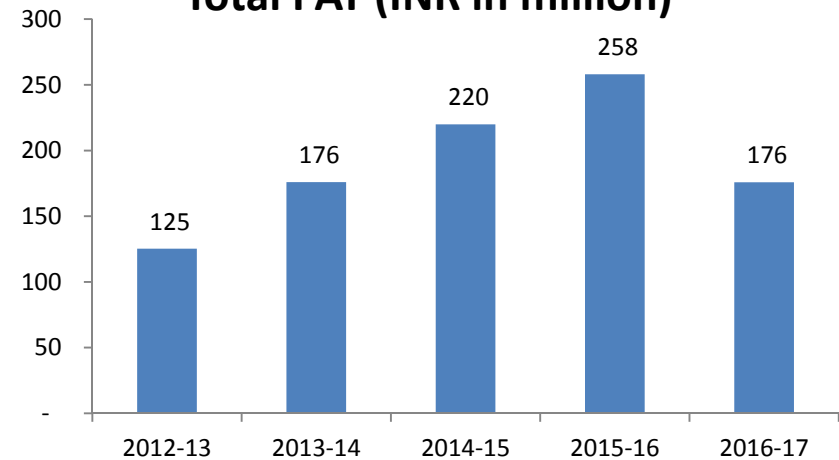
# Financial Highlights

Particulars (INR mn)	6MFY18	6MFY17	% of Growth
Operating Revenue	1095.04	1019.82	7.38
Operating Profit	256.60	236.72	8.40
% Margin	<b>23.43</b>	<b>23.21</b>	<b>0.95</b>
Other Income	51.50	35.73	44.14
PAT	105.57	87.52	20.63
% Margin	<b>9.64</b>	<b>8.58</b>	
Reported EPS	<b>4.21</b>	<b>3.49</b>	20.63

**Total Income (INR in million)**



**Total PAT (INR in million)**





## Focus on Shareholder Value Creation

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- Anuh Pharma has consistently focused on shareholder value creation and has maintained dividend payout ratio in the range of 32-40% of post tax profits over the last 5 years (FY12-FY17)
- Dividend payments have increased at a CAGR of 6% over the same period
- The growth has continued in 6MFY18 as well, with operational revenue, operational profit and post tax profits registering a growth of 7.38%, 8.40% and 20.63% respectively, as is evident from the Financial Highlights
- Anuh Pharma has rewarded it's shareholders with a 2:1 bonus issue i.e. 2 new shares for every 1 share held



# Growth Strategy

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Continued focus on increasing market share in corticosteroids, for which manufacturing capacity at L&L site is enhanced to 12 MTPA

Within corticosteroids, the focus shall continue to be on higher margin products to maximize profits

Identification of new molecules and therapeutic areas is currently underway and will drive the next leg of growth over the medium to long term, while boosting utilization levels in the short run

Immediate focus shall be on exploiting the current product approvals in Europe which offer a USD 15mn opportunity; more approvals are pending which will enhance this addressable market further

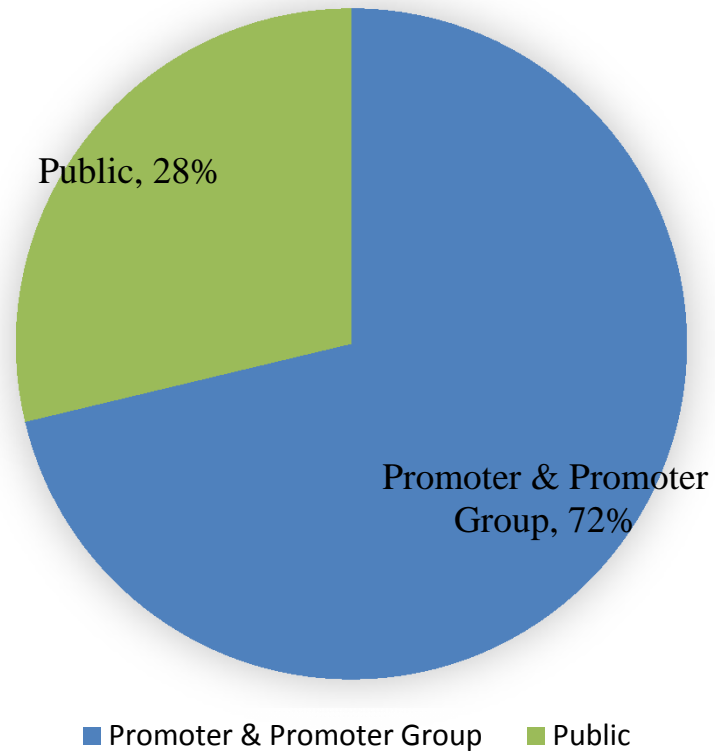
2 new products Ambroxol HCL and Moxifloxacin has been launched in Q1 FY16.

Further, 4 new products are proposed for FY17 to be launch in Cardio Vascular and Anti Convulsant segments

Setting up of a state-of-the-art manufacturing facility targeted at regulated markets is under construction on the newly acquired piece of land and the same is proposed to be commissioned in FY 19



# Latest Shareholding Pattern



**Market capitalization (19<sup>th</sup> December , 2017)**

**INR 4326 mn**

**Free float market capitalization (19<sup>th</sup> December , 2017)**

**INR 1226 mn**



# Key Management Personnel

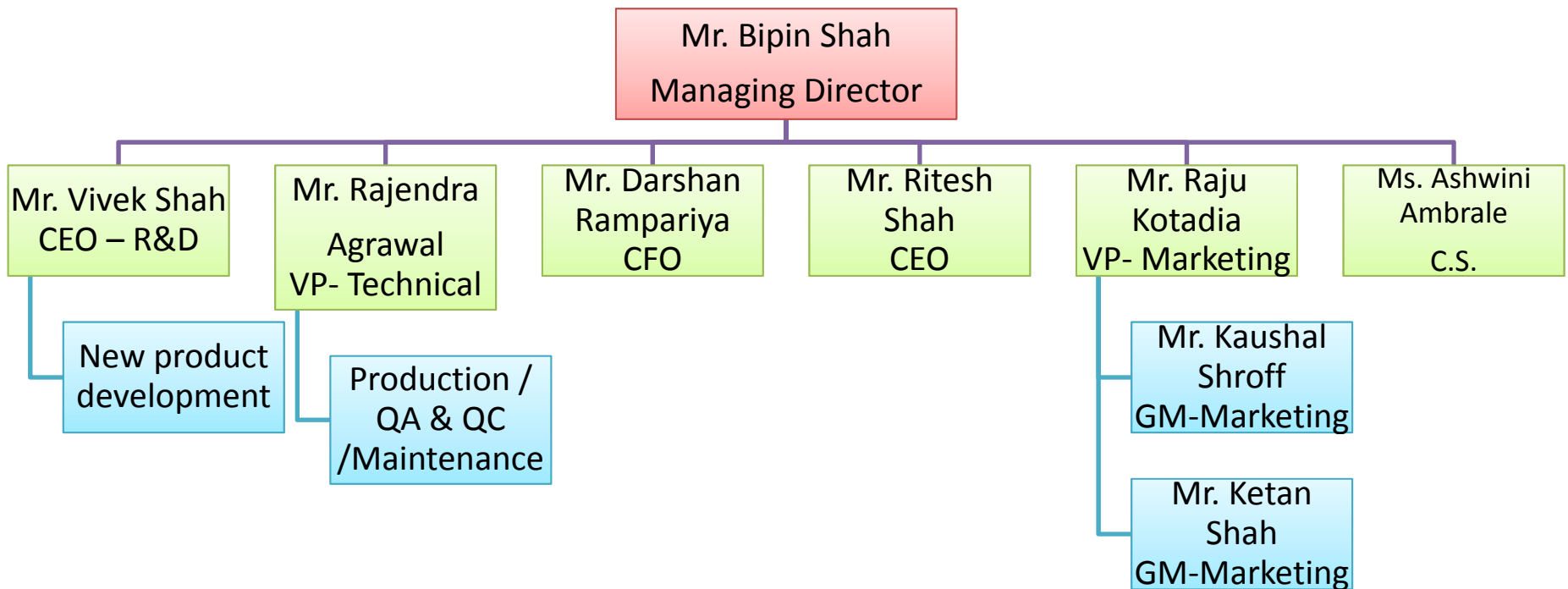
Name	Designation	Profile
Mr. Jasantlal G Shah	Chairman	Economics & Law Graduate, PGDBM and CS; was a senior professional in two reputed business groups as well as number of international pharmaceutical companies. Also a director and VP of BSE
Mr. Bipin N Shah	Managing Director	Involved with Anuh Pharma since inception as promoter. He holds Bachelors degree in Chemical Engineering; is also a Director in Eskay Fine Chemicals and President of Thane Belapur Industries Association.
Mr. Ritesh B Shah	CEO	BSc. Chemistry, MBA, handled international marketing for Anuh Pharma for over 10 years, currently involved in overall management of the company
Mr. Vivek B Shah	CEO R&D	MSc. Biotechnology; handling entire manufacturing operations and R&D since 2009
Mr. Rajendra Agrawal	VP Technical	Master in Pharmaceutical Sciences ,having 30 years of experience in pharmaceutical manufacturing. Approved by Govt. of Maharashtra as Technical competent person.
Mr. Raju Kotadia	VP Marketing	BSc. Chemistry; part of Anuh Pharma since inception, handling overall sales management of the company
Mr. Darshan Rampariya	CFO	CA with 10+ years of experience in audit, taxation and corporate finance
Ms. Ashwini Ambrale	CS	CS with 6+ years of experience in Corporate Secretarial Compliance





# Key Management Personnel

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# Thank You.

For specific queries please feel free to contact;  
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