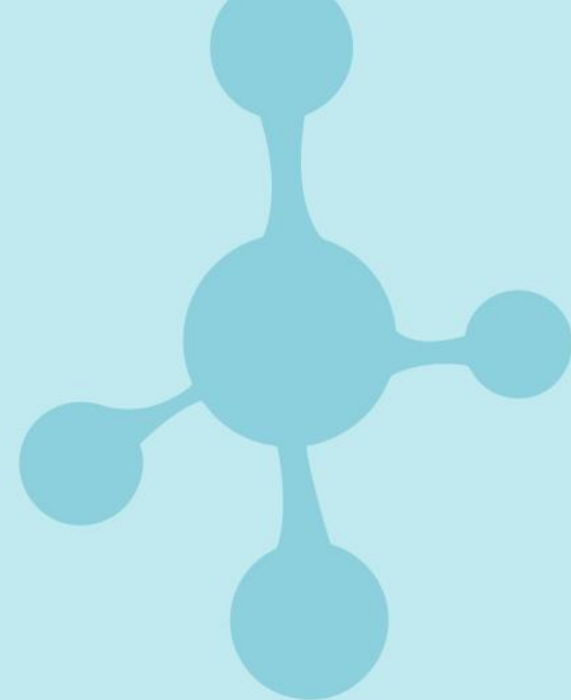




SHREE GANESH **REMEDIES** LIMITED  
excelling in chemistry

# INVESTOR PRESENTATION

## Q-4 2023



# *Disclaimer*

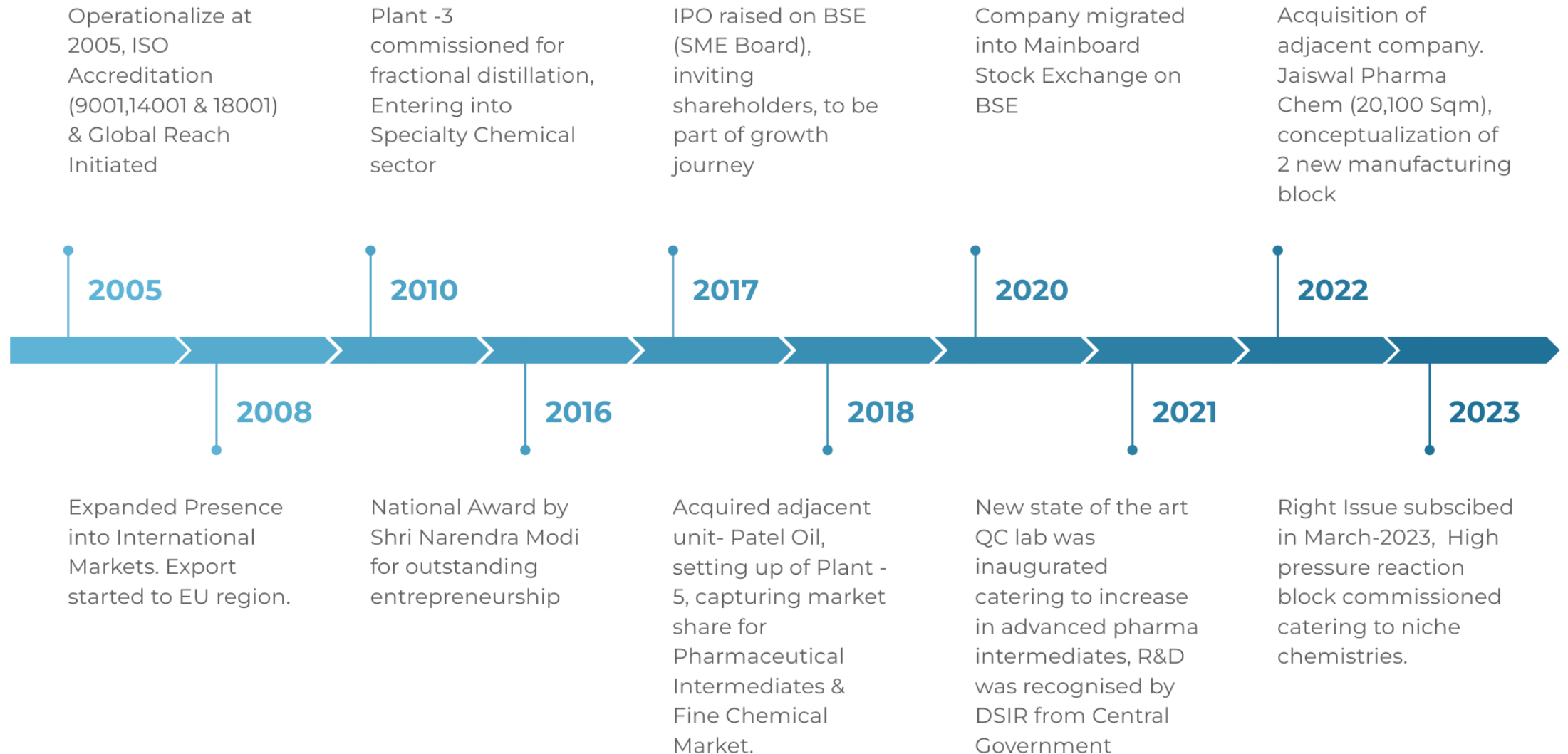
This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, such statements reflect various assumptions concerning future developments and a number of risks, uncertainties and other important factors that could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macroeconomic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, which could adversely affect our business and financial performance.

Bifurcation of products by geography and application is only for representational purposes. However all the products classify under a single segment viz. Bulk Drug Intermediates SGRL undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

# 1. SGRL at a Glance

# Timeline



# Key Pillars



**Chandu Kothia**

Founding Promoter,  
Managing Director

**Master of Pharmacy (GU)**  
SGRL's visionary and multiple  
decades of experience in chemical  
industry



**Gunjan Kothia**

Promoter,  
Whole Time Director

**BE, Chemical**(GTU, 2015)  
MSc in Fine Chemicals and Polymers from  
**University of Leeds (UK,2015)**

Commercial portfolio , Growth Strategy  
Development, Technology Development



**Parth Kothia**

Promoter,  
Whole Time Director

**BTech. Chemical**  
Dharmsinh Desai University  
**Masters in Global Finance**  
Fordham University (NYC, USA)

Finance and Corporate Liaison,  
Strategic Financial Implementations

A portrait of Mr. Gunjan Kothia, a man with dark hair and a beard, wearing a dark blue blazer over a white shirt. He is standing with his arms crossed, looking directly at the camera. The background is a blurred indoor setting with a framed picture on the wall and some greenery.

**Mr. Gunjan Kothia**  
Executive Director

## ***DIRECTOR'S MESSAGE***

“ We are thrilled to unveil the expansion of three manufacturing blocks in Unit 1 and the setting up of a state-of-the-art R&D Centre. This strategic investment marks an important step forward in our growth journey and reinforces our commitment to excellence in API Intermediates and specialty chemical manufacturing. We are committed to providing innovative solutions and reducing the industry's reliance on China by offering reliable supply, manufacturing excellence, and research capabilities. The new R&D center will serve as a hub of innovation, enabling us to support the vision of our valued customers and foster growth in the global market.

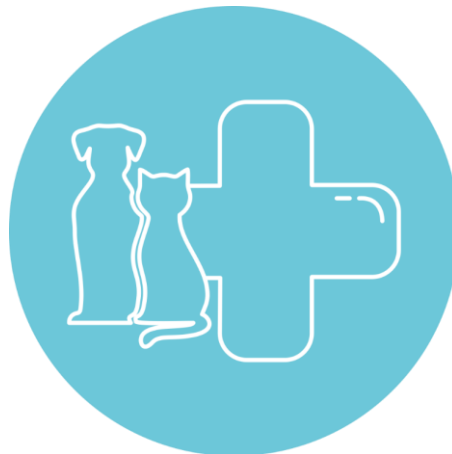
”

# ***Product Sectors***



## **HUMAN HEALTH API INTERMEDIATES**

Antipsychotic  
Antidepression  
Oncology  
Diabetic  
Diuretic  
Cardiovascular



## **VETERINARY API INTERMEDIATES**

Feed Additives  
Antiparasitic  
Antiviral  
Anti-Inflammatory



## **SPECIALTY & FINE CHEMICALS**

Aroma & Health  
Industry  
Agro-Industry  
Polymer Industry  
Electronics Industry

## CHEMISTRIES

Chlorination  
Bromination  
Photo Halogenation  
Grignard Chemistry  
Friedel Crafts Chemistry  
Reduction through Hydrogenation  
Reduction through Wolf-Kishner  
Reduction through hydride salts  
Chiral Chemistry  
Cross Coupling Chemistry  
Olefin Metathesis / Polymerisation

## *Reactions & Technology Expertise*

## TECHNOLOGIES

Batch Reaction Continuous Reaction  
High Pressure Reaction Cryogenic Reaction  
Exothermic Reaction  
High Vacuum Distillation  
Fraction Distillation  
Short Path Distillation  
Flash Distillation  
Wiped Film Distillation



# ACCREDITATIONS

- GMP Certified Manufacturing Facility
- ISO 9001:2015 Certified (**Bureau Vertias**)
- ISO 14001:2015 Certified (**Bureau Vertias**)
- ISO 45001:2018 Certified (**CCPL**)
- DSIR Recognised In-house R&D Lab
- Bronze Certified Ecovadis
- Halal Certified



**BUREAU  
VERITAS**  
ISO 9001 : 2015  
Quality Management System



**BUREAU  
VERITAS**  
ISO 14001 : 2015  
Environmental Management System



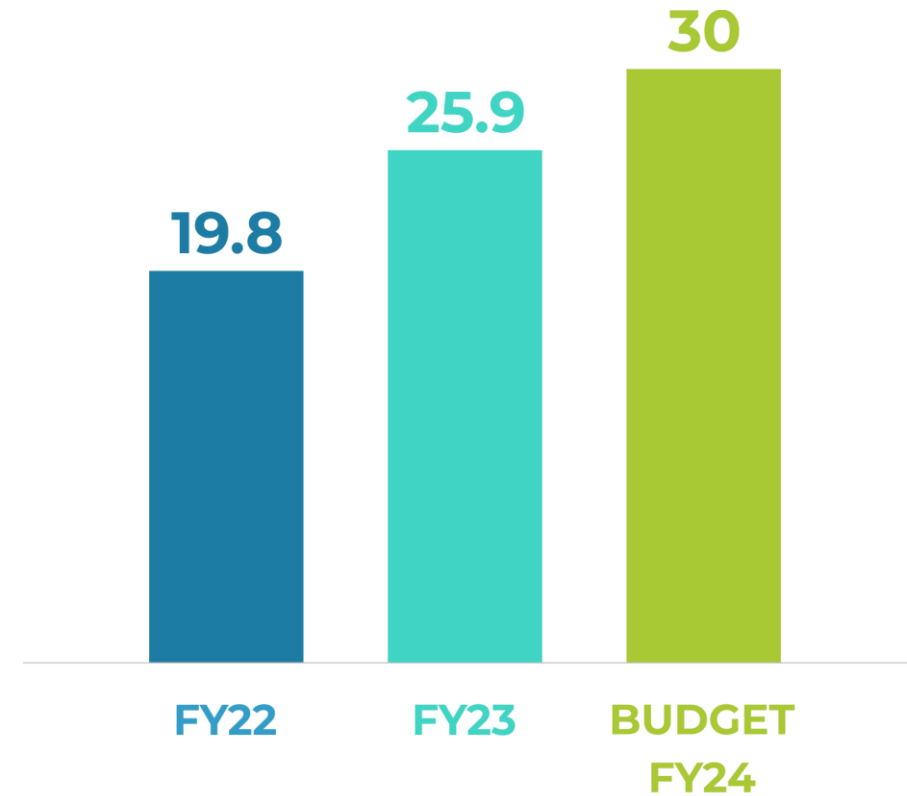
**ISO 45001**  
Occupational Health And Safety  
Management System



# RESEARCH & DEVELOPMENT



NEW RESEARCH & DEVELOPMENT FACILITY



R & D Expenditure (₹ MM.)

## Highly Qualified Research & Process Development Team

**R&D**

**20 = 9 + 11**

Total

Scientists with  
PhD & Chemistry Expertise

Expert  
Engineers

**PD**

**34 = 14 + 20**

## 2. Operational Updates

*Operational Updates*

# ENTERED INTO CRAMS SECTOR

3 ON GOING CRAMS PROJECTS



1 Project in  
AGROCHEMICAL  
SECTOR



1 Project in  
SPECIALITY CHEMICALS  
SECTOR



1 Project in  
PERSONAL CARE  
SECTOR

## *Operational Updates*

# CAPEX INCURED

Capex amount of INR 405 MM has been incurred in FY23 on the acquisition of leasehold lands, setting up a aforesaid blocks, as well as new R&D block.

The estimated budgeted capex for FY 24 is 150 MM.

# ADDITION OF NEW MOLECULES & TECHNOLOGIES (FY 2023)

- High-pressure reaction plant for high-value projects
- Robust R&D development
- Developed niche Carbon-Carbon coupling products, catering to a European companies under a CDMO model.

# *Expansion Updates*

- New GMP manufacturing block under commissioning for advanced APIs and NCEs, to be completed Q3 FY-24.
- New Pilot Plant Block under commissioning to boost process scale up & increase manufacturing capabilities for specialty chemical market catering to high value molecule. The block is predetermined to for completion in Q2 FY-24.
- The all new high-pressure manufacturing block opened up opportunities for practicing niche chemistries, resulting to cater wide range of products in pharmaceutical & specialty chemicals sector.

# **3. Financial Summary**



# Yearly Highlights

**REVENUE** from Operations stood at 902.2 MM YoY growth of **26.6%**

Cash Flow from Operations stood at **170.1 MM**

**EBITDA** (excl. other income) stood at 264.2MM YoY growth of **22.9%**

The employee strength increased to **190** in FY23

**PROFIT after Tax** stood at 170.2 MM YoY, growth **27.0%**

**2 New products** commercialised.

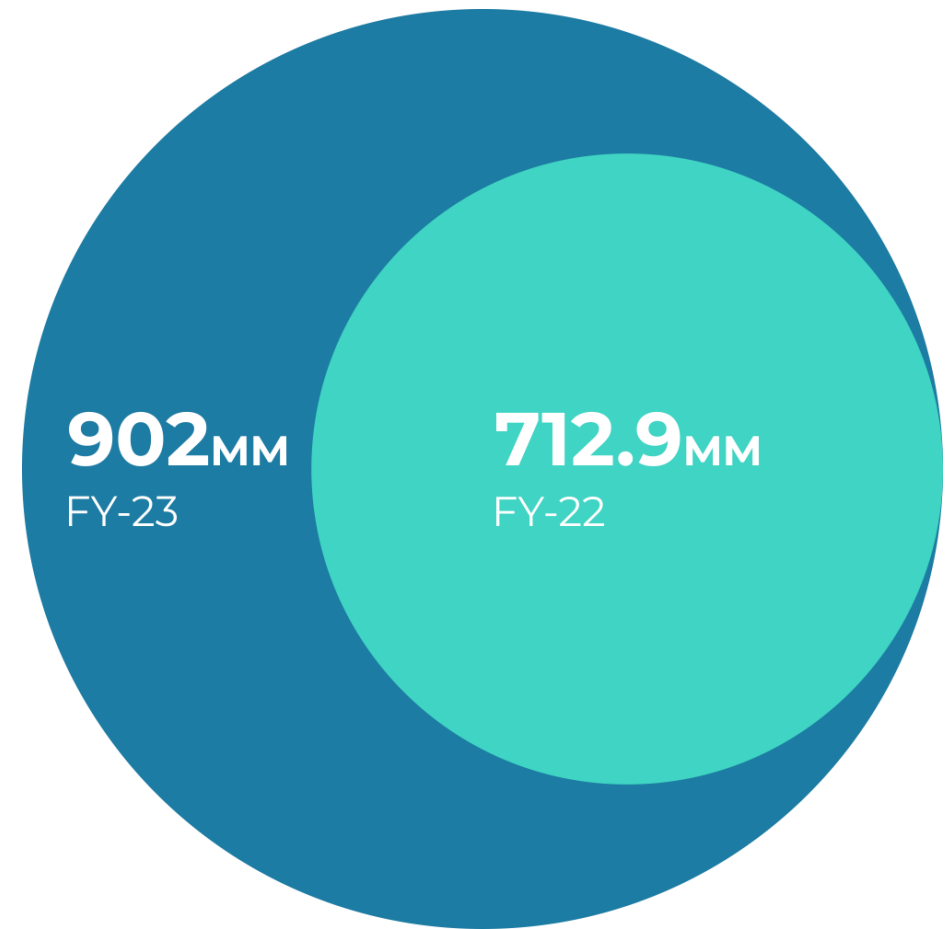
**New block for high-pressure reaction** trial runs started

# FINANCIAL PERFORMANCE

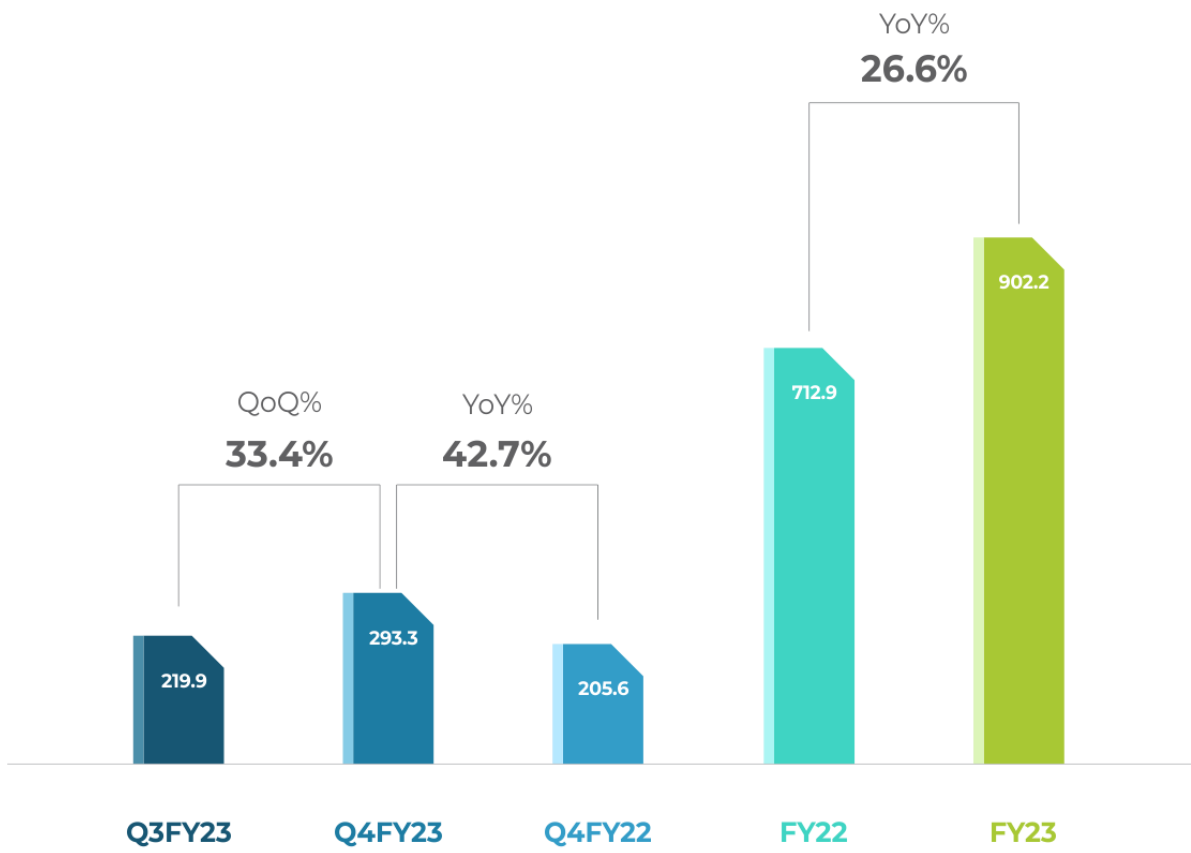
Revenue from Operations stood at INR 902.2 MM as against INR 712.9 MM



a growth of  
**26.6% YoY**

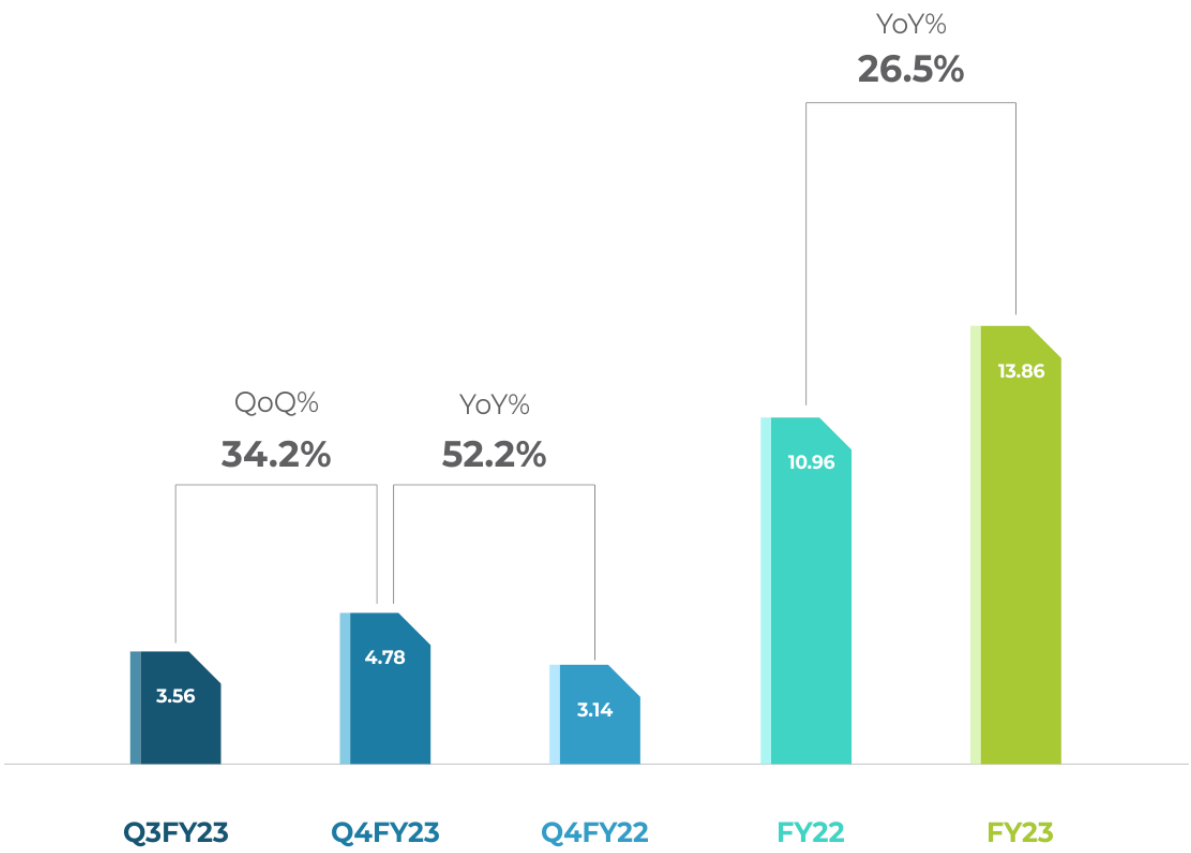


REVENUE  
FROM OPERATIONS



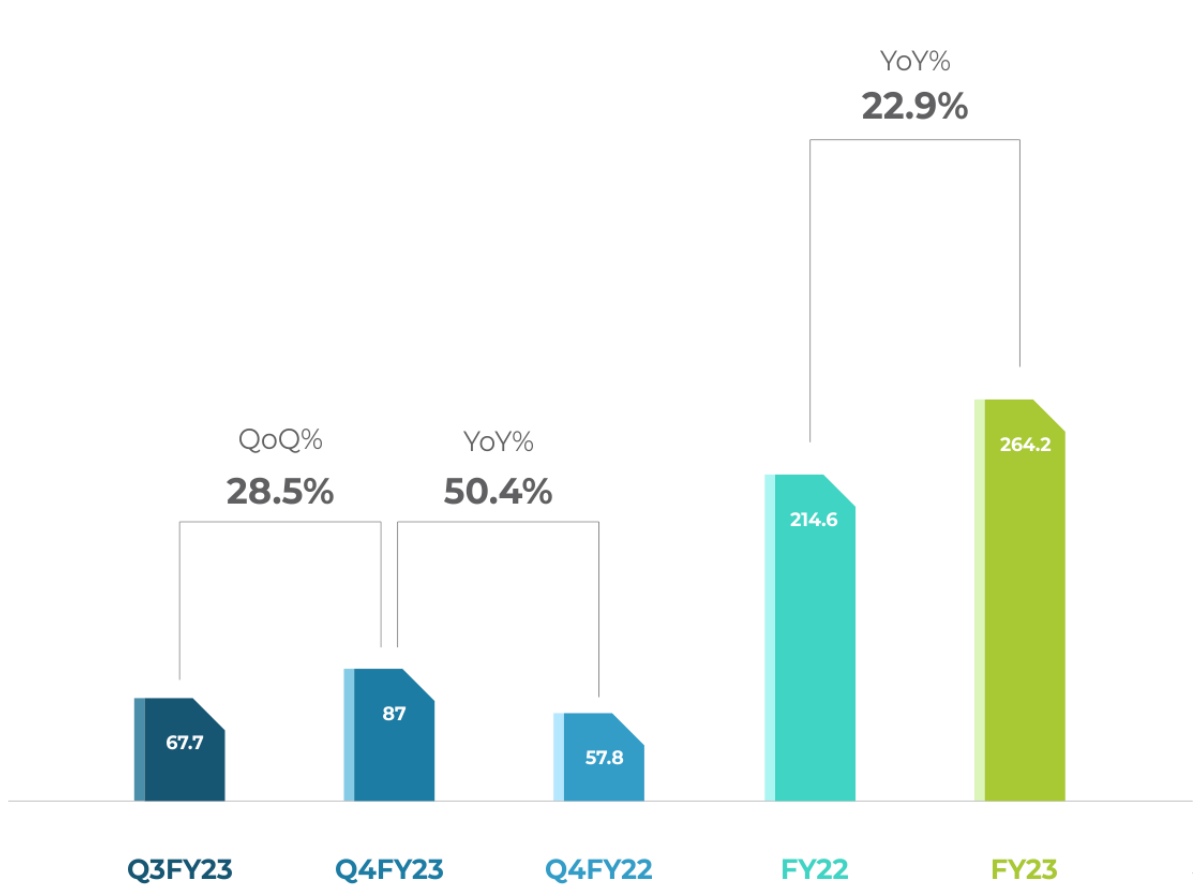
REVENUE FROM OPERATIONS (₹ MM.)

EARNINGS PER SHARE  
(EPS)



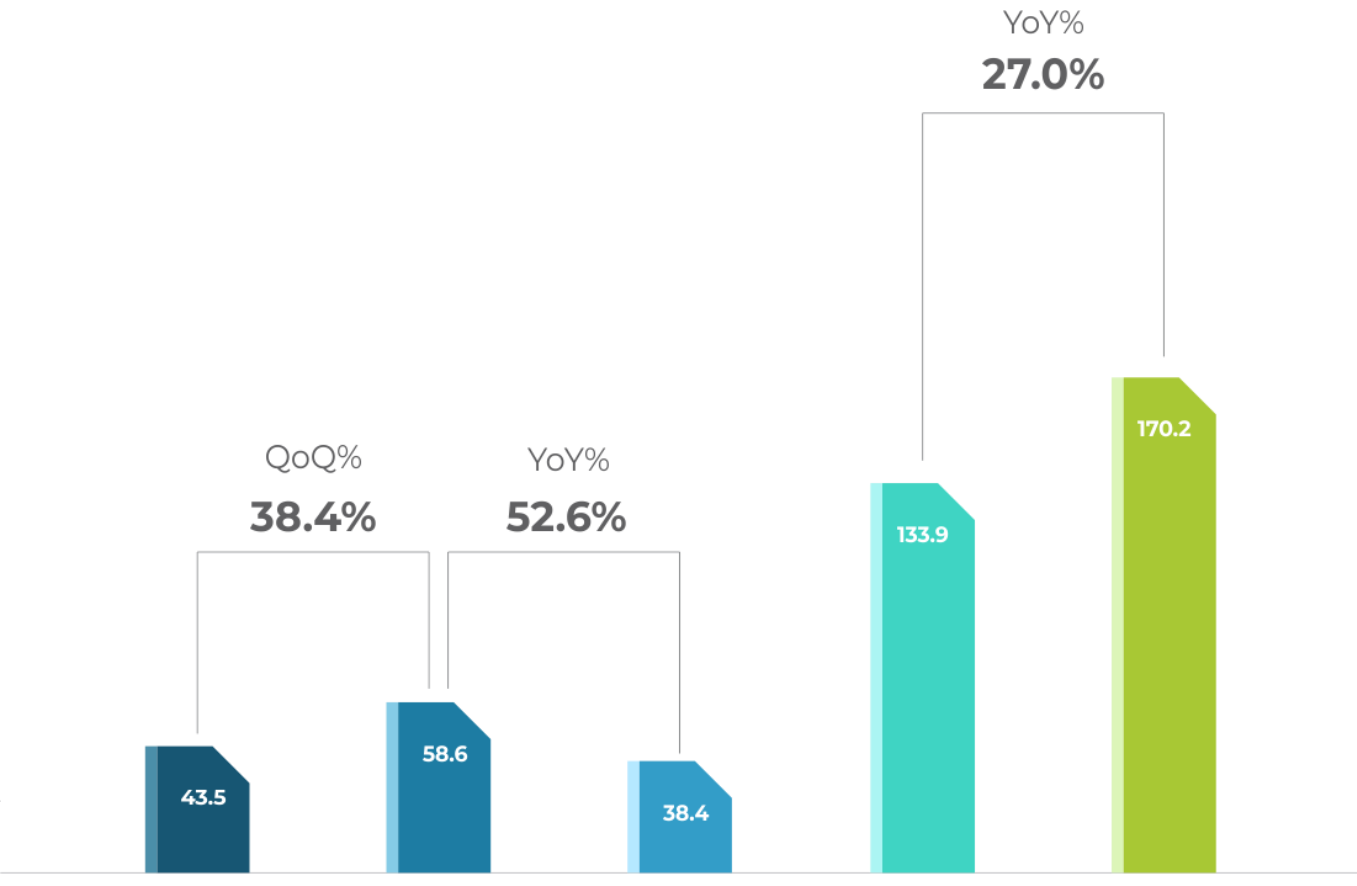
EPS (₹ MM.)

*EBITDA  
BEFORE OTHER INCOME*



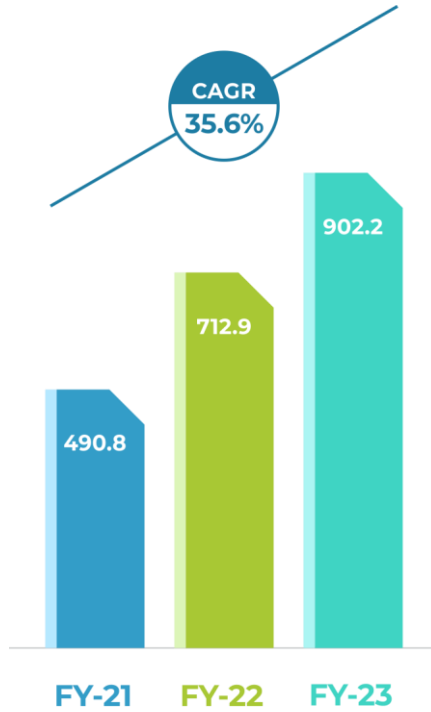
EBITDA BEFORE OTHER INCOME (₹ MM.)

*PROFIT After Tax*

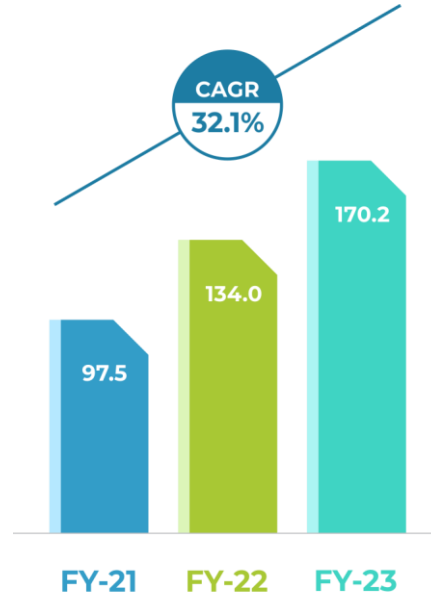


PROFIT AFTER TAX (PAT) (₹ MM.)

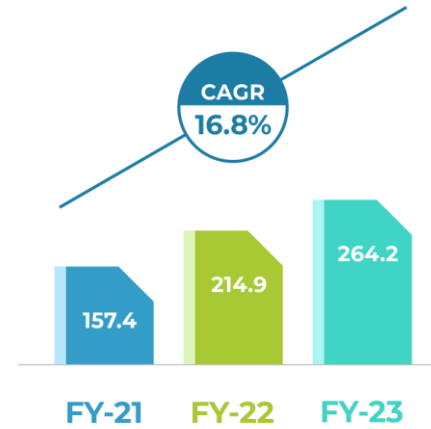
# Consolidated Financial Ratios



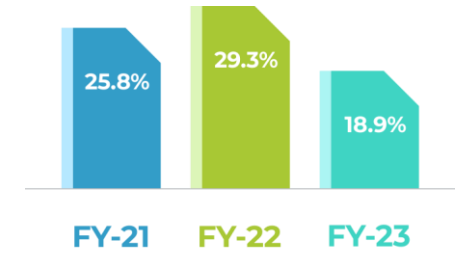
Revenue (₹ MM.)



PAT (₹ MM.)



EBITDA (₹ MM.)

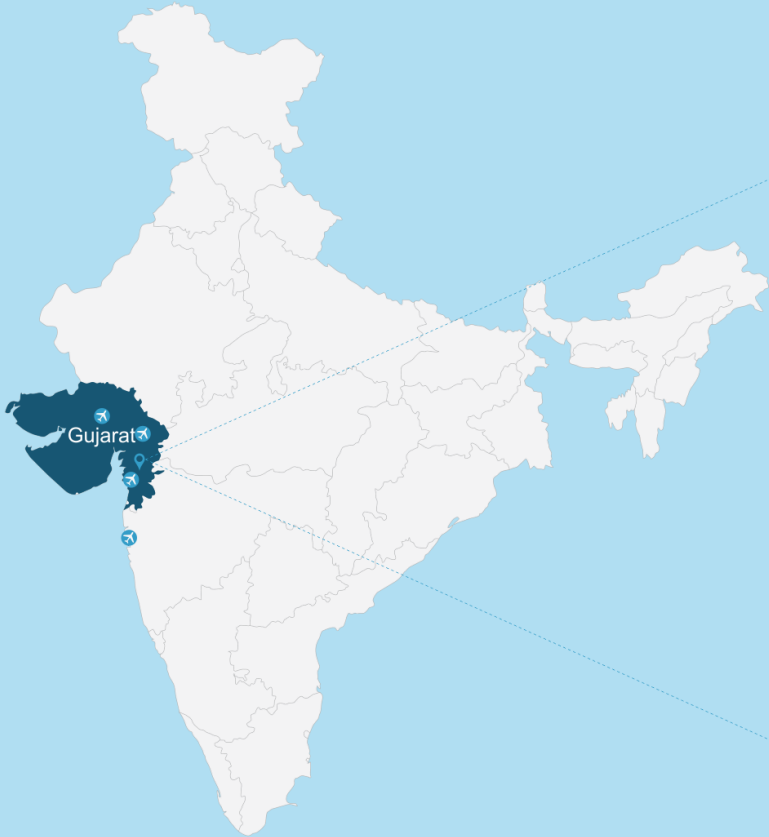


ROCE (%)\*

# **3.**

## **Existing Facilities**

## LOCATION OF SGRL



Location : GIDC Ankleshwar (Gujarat) India

From Ahmedabad International Airport: 210km (~130 Miles)  
From Mumbai International Airport : 310km (~193 Miles)



## CAPABILITIES

**2**

Manufacturing  
Units

**36,500** sq ft  
Production Area  
Unit 2

**50+**  
Customers

**3,76,000** sq ft  
Production Area  
Unit 1

**10+**  
Fine or  
Specialty  
Chemicals

**8**

Plant Blocks

**40+**  
Pharmaceutical  
Intermediates



# FACILITIES

**2** Working Locations  
(Unit 1 & Unit 2)

**8** Production Blocks  
+2 upcoming

**36,500** SQM Total Area

**25** GLR

**23** SSR



0.8 KL TO 12 KL



0.80 KL TO 6.00 KL



AUTOCLAVE 2.0 KL



DRYER 1 KL TO 2.5 KL



# ***NEW GMP FACILITIES***





## Reaction Capabilities:



**AUTOClave**  
**~35 BAR**



**SP TEMP.**  
**(-)40°C to 250°C**

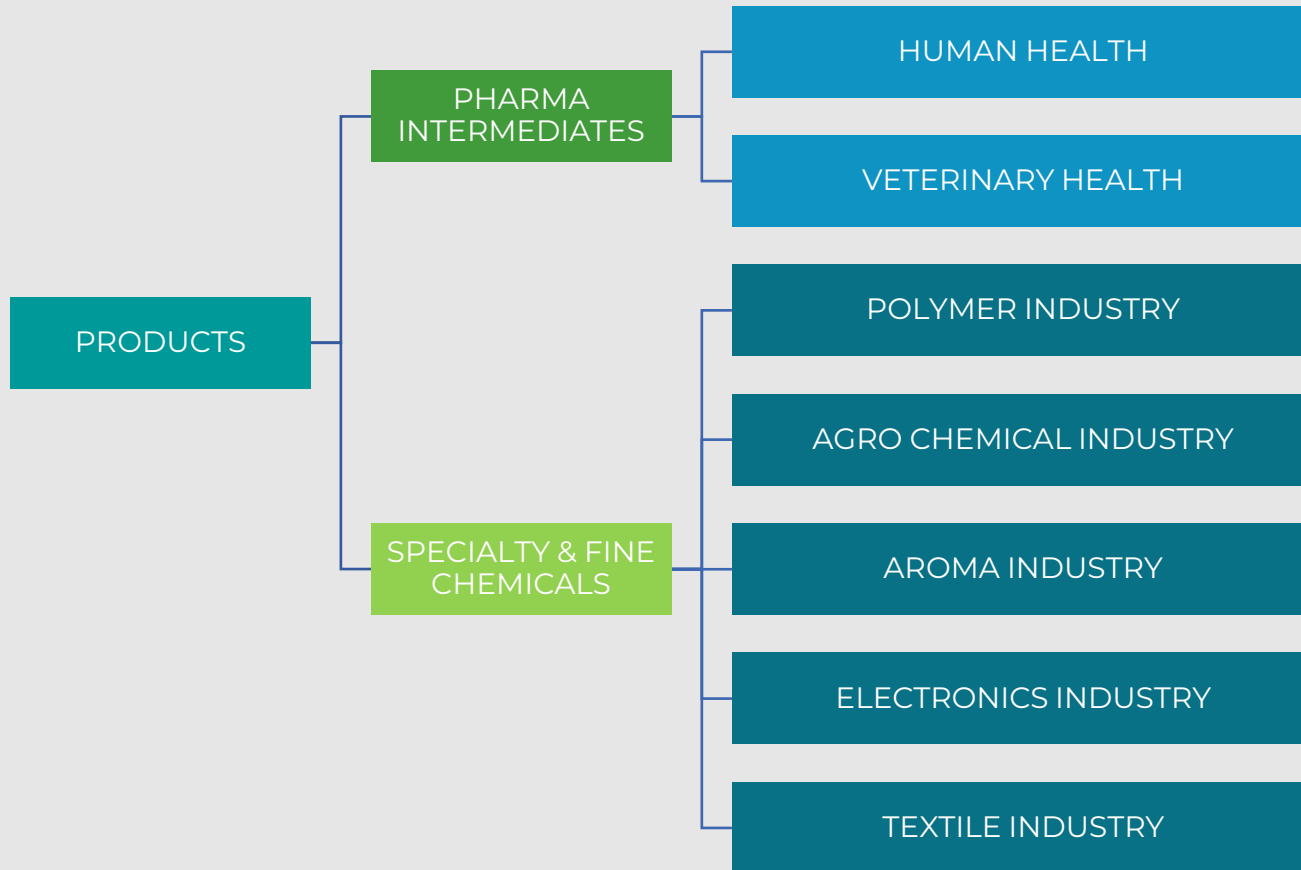


**STD TEMP.**  
**(-)20°C TO 170°C**



**DISTILLATION**  
**(LONG TOWER/  
WIPE THIN FILM)**

## BUSINESS VERTICALS & KEY CUSTOMERS



IOL Chemicals And Pharmaceuticals Limited



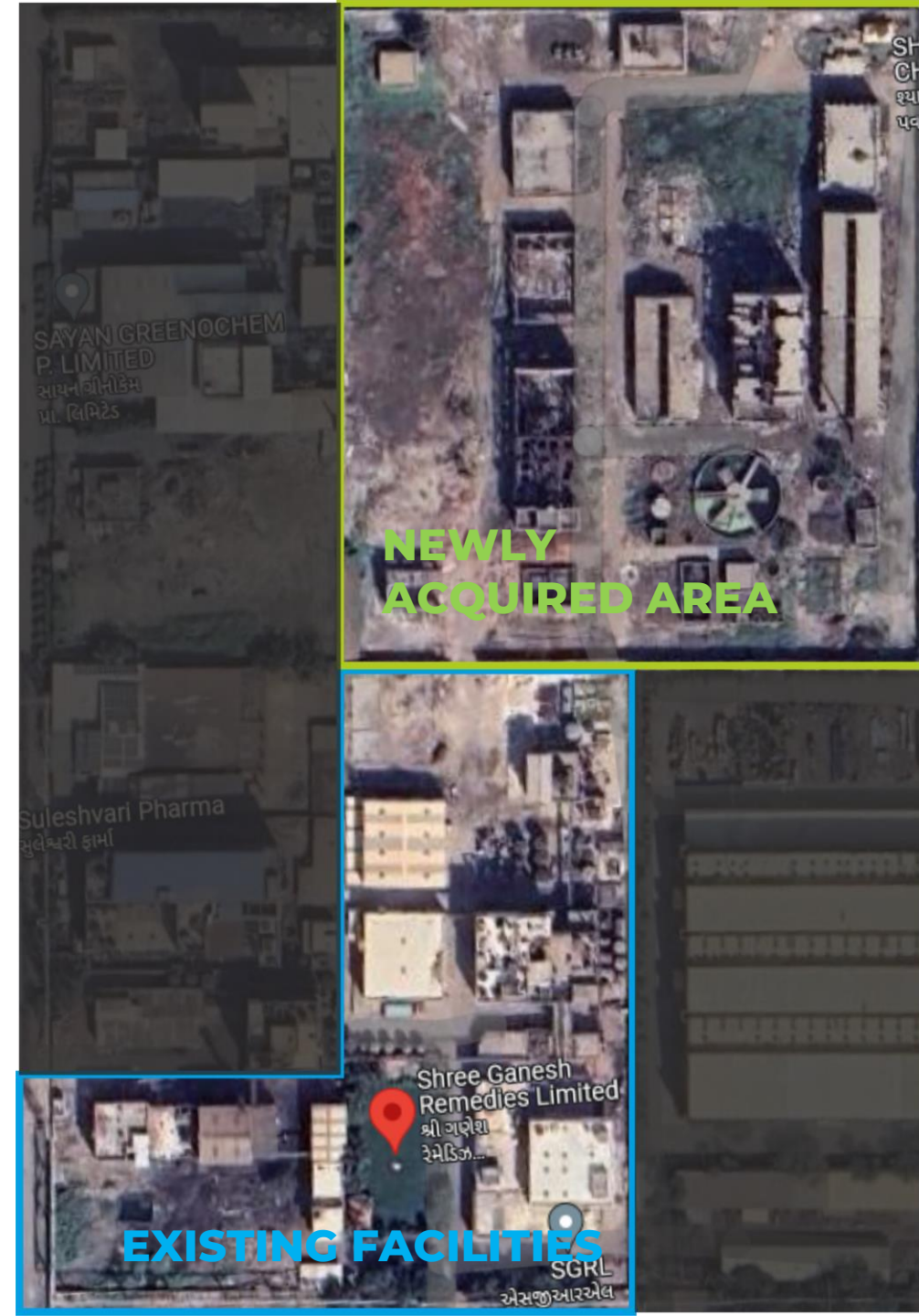
dottikon



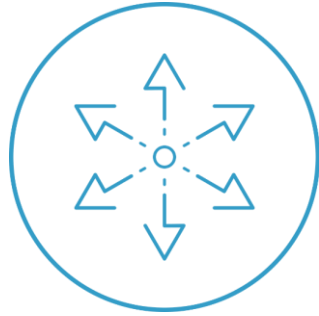
# **4. Future Expansions**

# EXPANSION

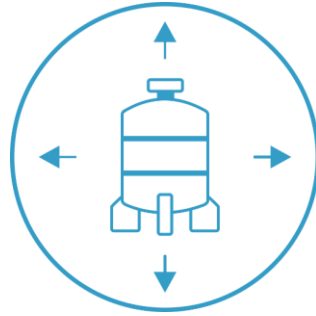
- NEW LAND ACQUIRED ~20,100 SQM
- HIGH-PRESSURE REACTIONS
- NICHE CHEMISTRIES
- STATE-OF-THE-ART MANUFACTURING FACILITIES
- VOLUME EXPANSION PLANS



# ***Growth Drivers***



Diversification  
Opportunities



Volume  
Expansions



Margin  
Enhancement

## **Blocks Built**

Asset and Infrastructure

Relationships and Hold

Research & Technology Expertise

# THANK YOU



SHREE GANESH **REMEDIES** LIMITED

---

excelling in chemistry