



SANJIVANI PARANTERAL LIMITED

205, P. N. Kothari Industrial Estate, L.B.S. Marg, Bhandup (W), Mumbai - 400 078, Maharashtra

Date: 29-05-2023

To,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

Sub: Investor Presentation for the Quarter and Year Ended 31st March 2023

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the quarter and Year ended on 31st March, 2023.

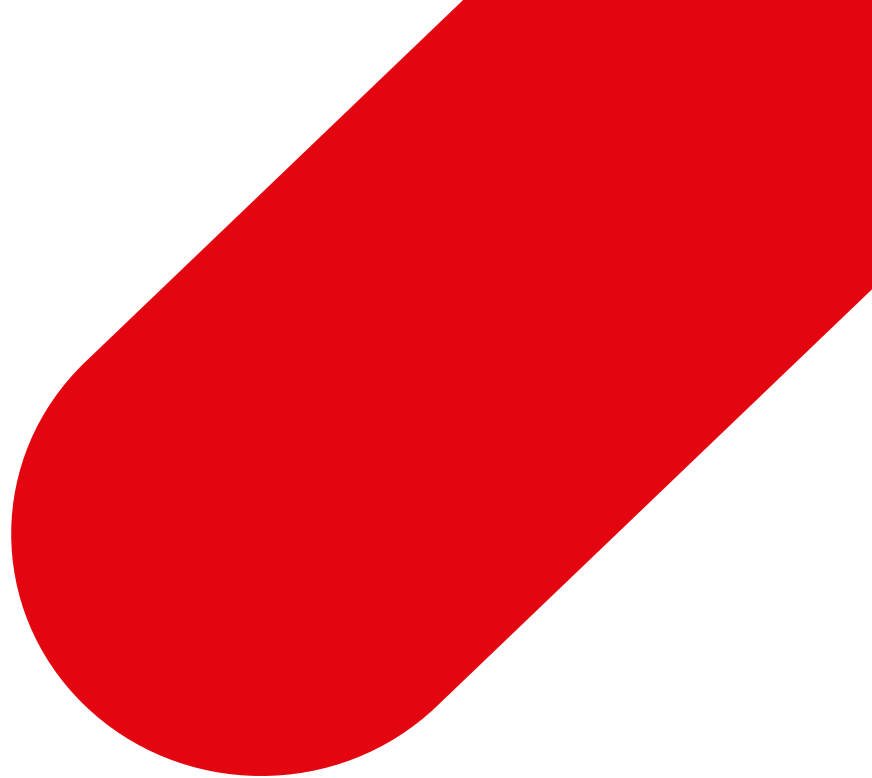
We are requested to kindly take the same on record.

Thanking You Yours Faithfully
For Sanjivani Paranteral Limited


Compliance Officer.



Encl: As above



SANJIVANI PARANTERAL LTD

INVESTOR PRESENTATION

MAY 2023

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Company Overview



Sanjivani Paranteral is a WHO-GMP certified core pharmaceutical company and a pioneer in the manufacturing of injectables and oral solids with over 25 years of experience. We primarily focus on life-saving drugs and have exports to over 25 countries, we cater to the needs of such vast geographic area through our two WHO-GMP certified manufacturing facilities that are based in Mumbai and Dehradun. We have a dedicated quality assurance team that uses the strictest regulatory measures possible to ensure quality and eliminate margin of error. As a result of these core competencies, Sanjivani has always had an upper hand over its competitors and have had the opportunity to work with some of the pharmaceutical giants like Macleod's Pharmaceutical, Gland Pharma etc



2

Manufacturing Facilities



~70%

Exports Revenue



25 Countries

Geographical Reach



25+ years

Experience



516 million

Annual Tablet Capacity



72 million

Annual Ampoules Capacity



12 million

Annual Liquid 30 ml Vials
Capacity



12 million

Annual Dry Powder Vials
Capacity



WHO-GMP

Both Plants are Certified



- Experienced Management team of 25+years experience in pharma sector
- Manufacturing Plants – 2 manufacturing plants located in Navi Mumbai & Dehradun. Both plants are WHO -GMP certified
- Distribution Network – Pan India Distribution network & exports in Latin & Central America, CIS including Russia and some of the regions in Middle East
- Low cost Advantage
- Turnaround time is faster
- License of more than 400 products
- Continuous Research & Development on new products
- Focus on Technology & Quality Control



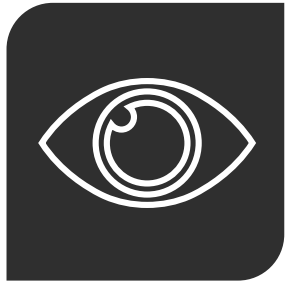


Geographical Presence



SANJIVANI





VISION

To be one of India's best research-based pharmaceutical companies, through focus on quality and customer satisfaction

To bring forth a new paradigm of products & services which lead to unprecedented growth for our stakeholders, customers, strategic partners & team members To grow the company on the foundation of Passion, Performance & Partnership



MISSION

Creating a world-class organization offering products, services & paradigms that open up new worlds of opportunities



VALUES

1. Quality

Products that we are proud of

2. Customer Satisfaction

Exceeding Customer expectations is our success-mantra

3. Growth for all stakeholders

Exceeding Customer expectations is our success-mantra

4. Professionalism

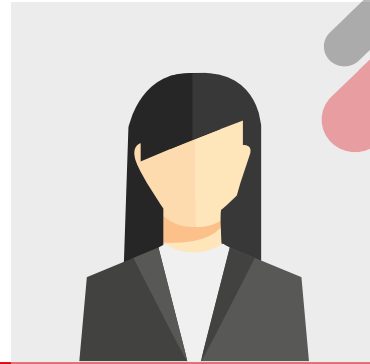
People you love to work with. A culture of innovative thinking, backed by disciplined execution



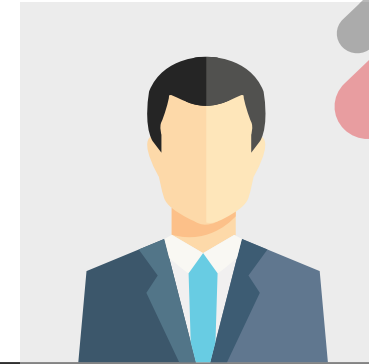
Experienced Management



Mr. Ashwani Khemka
Chairman & Managing Director



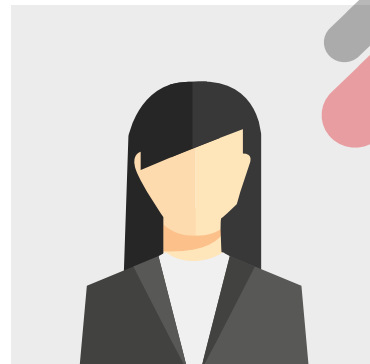
Mrs. Mrunmai Sarvankar
Director



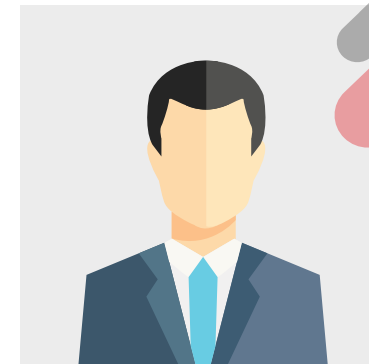
Mr. Shrenikkumar P. Solanki
Director



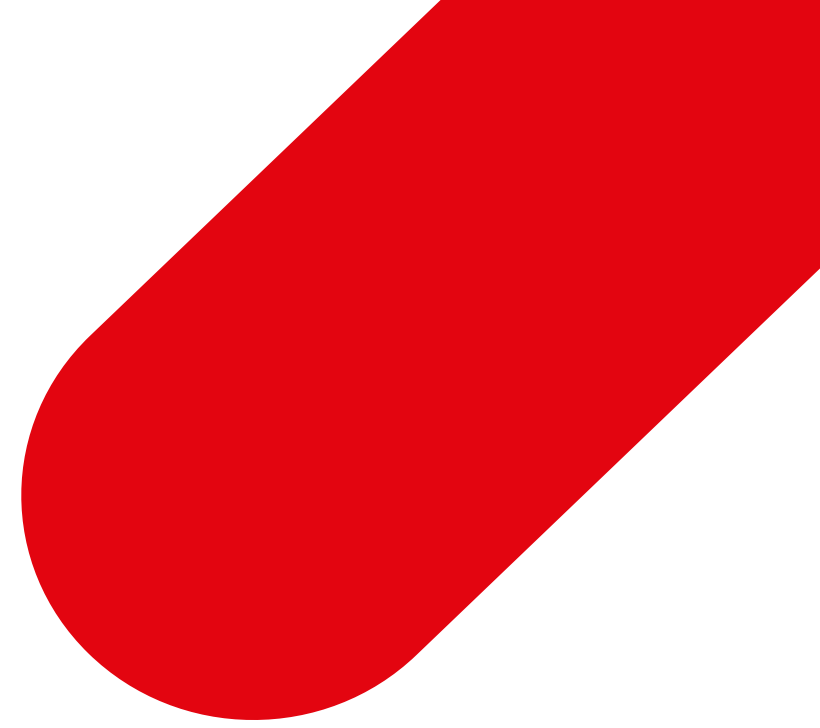
Mr. Srivardhan Khemka
Director



Ms. Monika A. Singhani
Director



Mr. Hitesh Khona
Chief Financial Officer

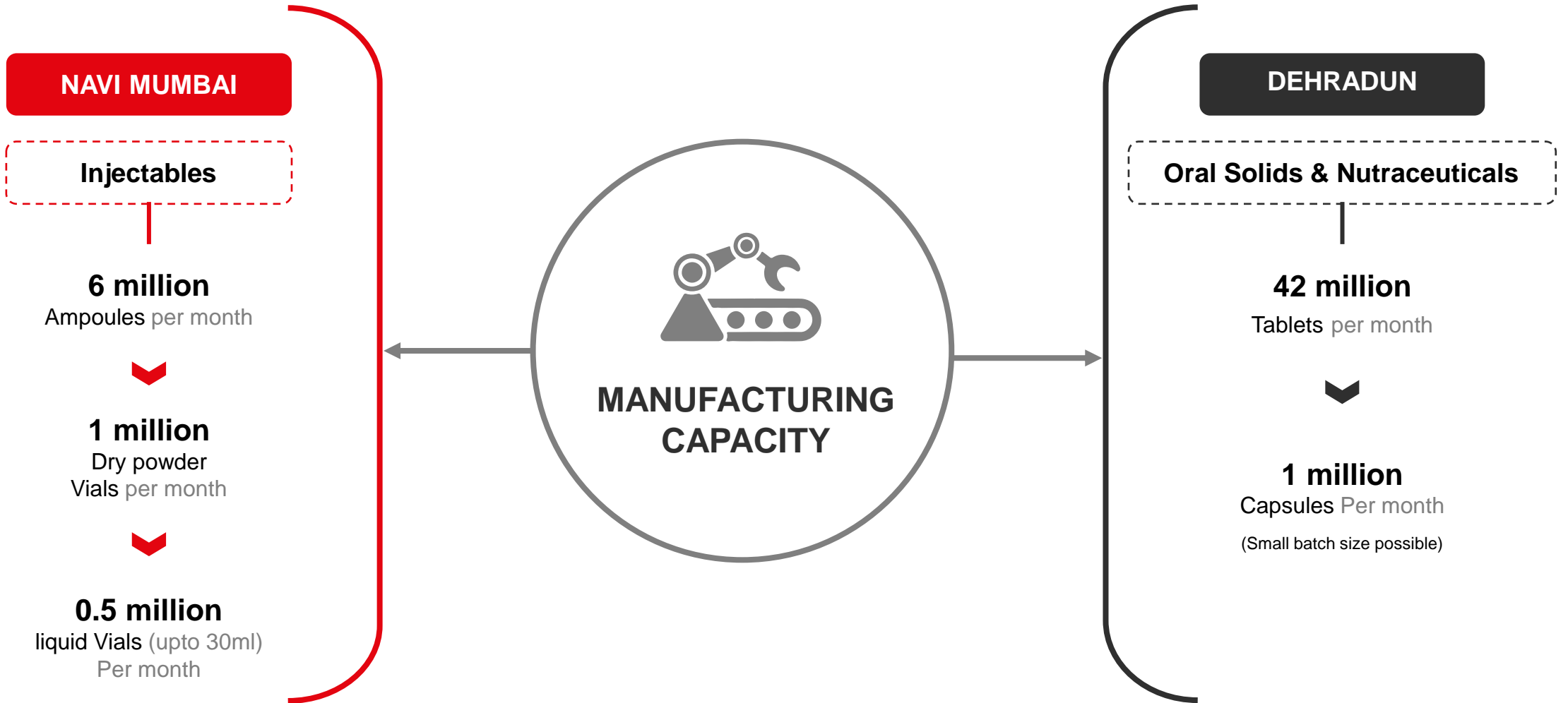


Manufacturing Capacity





Manufacturing Capacity



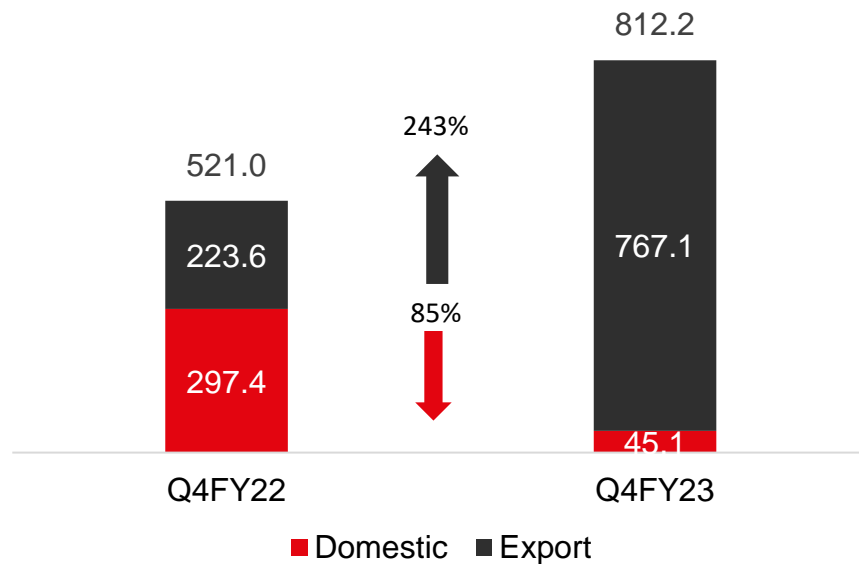


Financial Overview



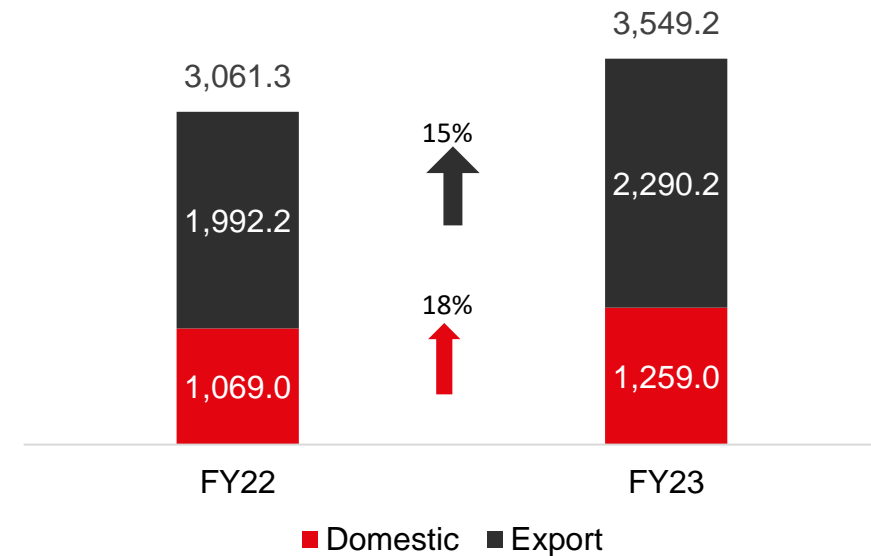
Rs. In Lakh

Q4FY23 YoY Analysis – Total Revenue



Division Revenue Share	Q4FY22	Q4FY23
Domestic	57.1%	5.6%
Export	42.9%	94.4%

FY23 YoY Analysis – Total Revenue

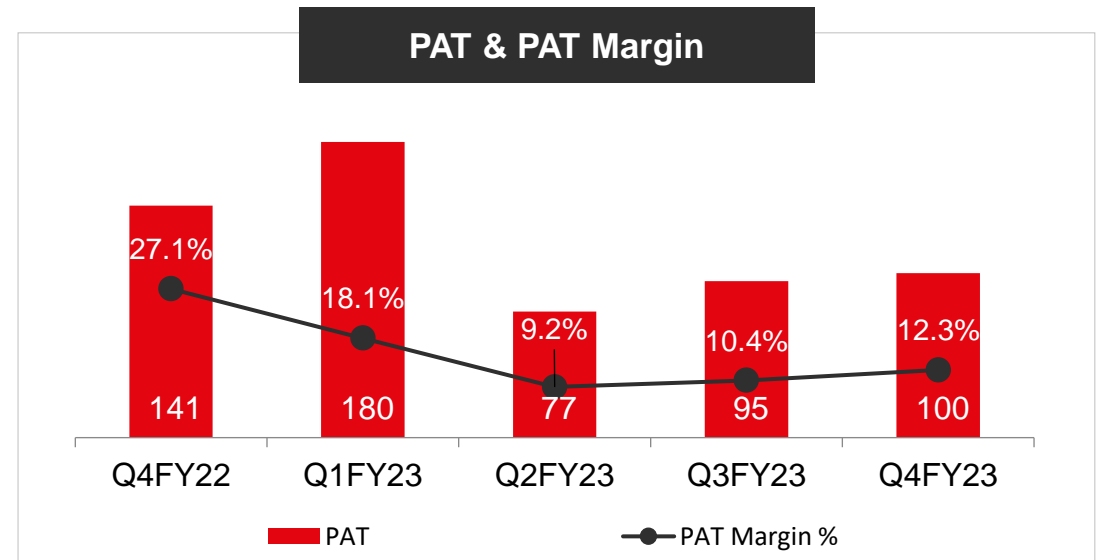
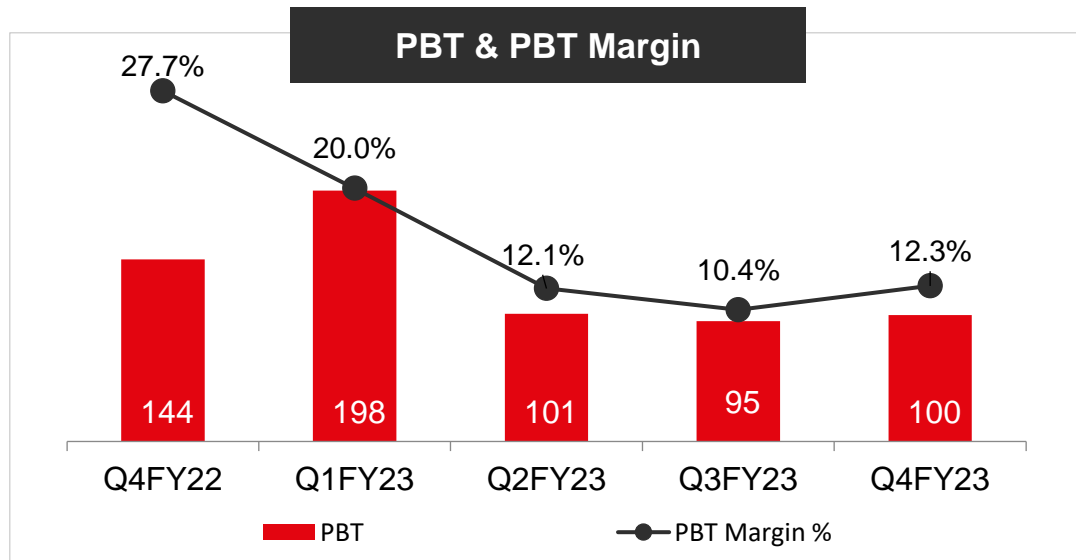
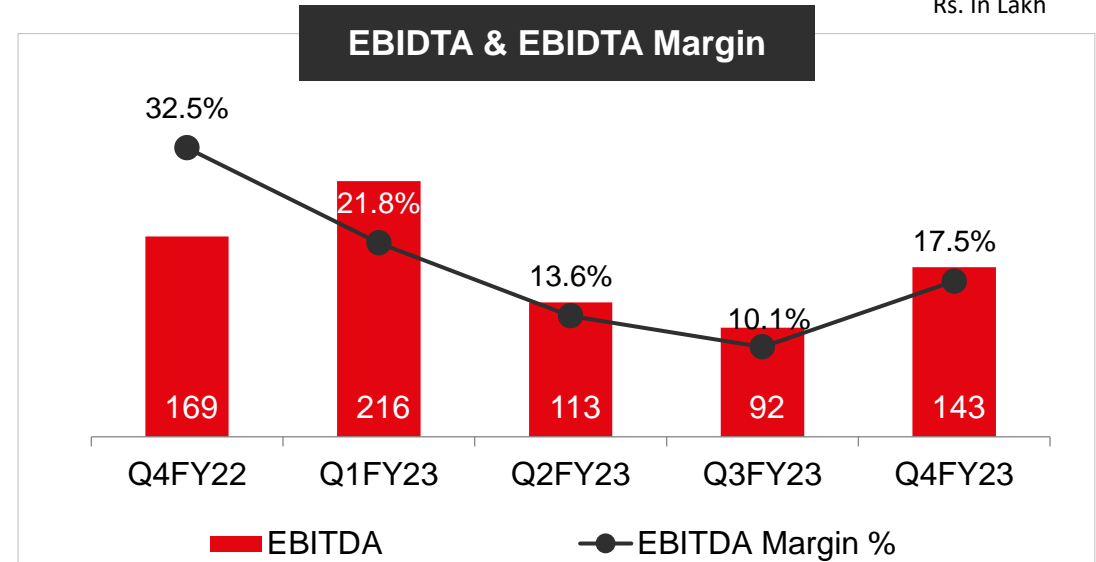
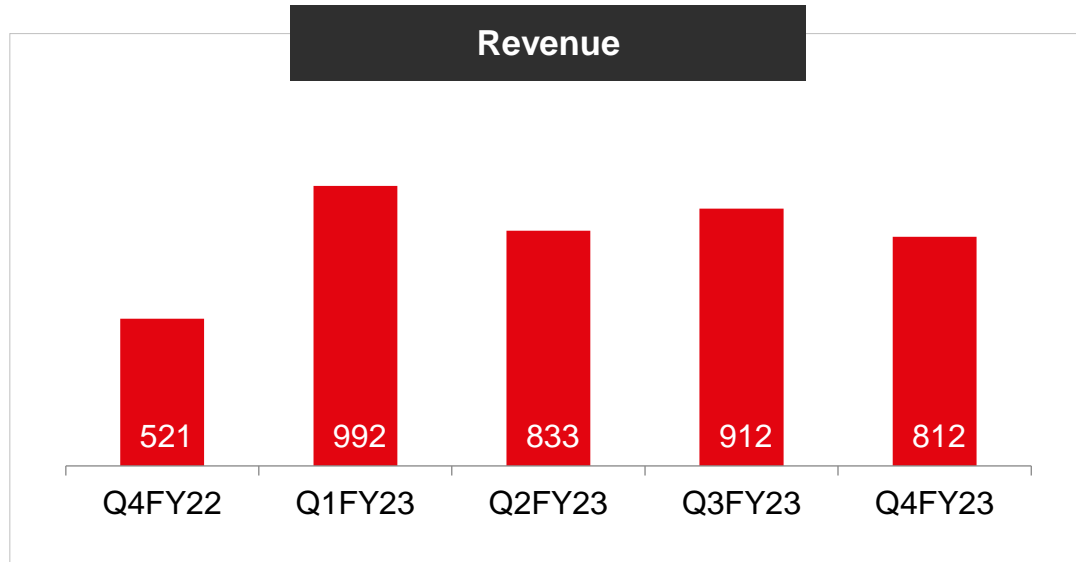


Division Revenue Share	FY22	FY23
Domestic	34.9%	35.5%
Export	65.1%	64.5%



Quarterly Financial Overview

Rs. In Lakh



Q4 FY23 Profit & Loss Statement

Particulars (Rs. In Lakh.)	Q4 FY23	Q4 FY22	YoY%	Q3FY23	QoQ%
Revenue From Operations	812	521	56%	912	-11%
Cost of Goods Sold	350	-141	-	571	-39%
Gross Profit	462	662	-30%	341	36%
Gross Margin %	56.9%	127.1%	-	37.4%	1953bps
Employee Expenses	133	116	15%	60	123%
Other Expenses	187	377	-50%	189	-1%
EBITDA	143	169	-16%	92	55%
EBITDA Margin %	17.5%	32.5%	-1496bps	10.1%	744bps
Depreciation	23	23	-1%	23	1%
Other Income	-4	6	-	31	-
Financial Cost	16	8	96%	5	199%
PBT	100	144	-	95	5%
Tax	0.1	3.2	-	0.0	-
PAT	100	141	-29%	95	5%
PAT Margin %	12.3%	27.1%	-1485bps	10.1%	217bps
EPS	1	1.41	-29%	0.95	5%



FY23 Profit & Loss Statement

Particulars (Rs. In Lakh)	FY23	FY22	YoY%
Revenue From Operations	3,549	3,061	16%
Cost of Goods Sold	1,857	1,230	51%
Gross Profit	1,693	1,831	-8%
Gross Margin %	47.7%	59.8%	-1212bps
Employee Expenses	327	309	6%
Other Expenses	802	950	-16%
EBITDA	564	573	-2%
EBITDA Margin %	15.9%	18.7%	-282bps
Depreciation	89	88	1%
Other Income	55	24	127%
Financial Cost	36	21	68%
PBT	494	488	1%
Tax	43.3	3.2	-
PAT	451	485	-7%
PAT Margin %	12.5%	15.7%	-319bps
EPS	4.51	4.85	-7%



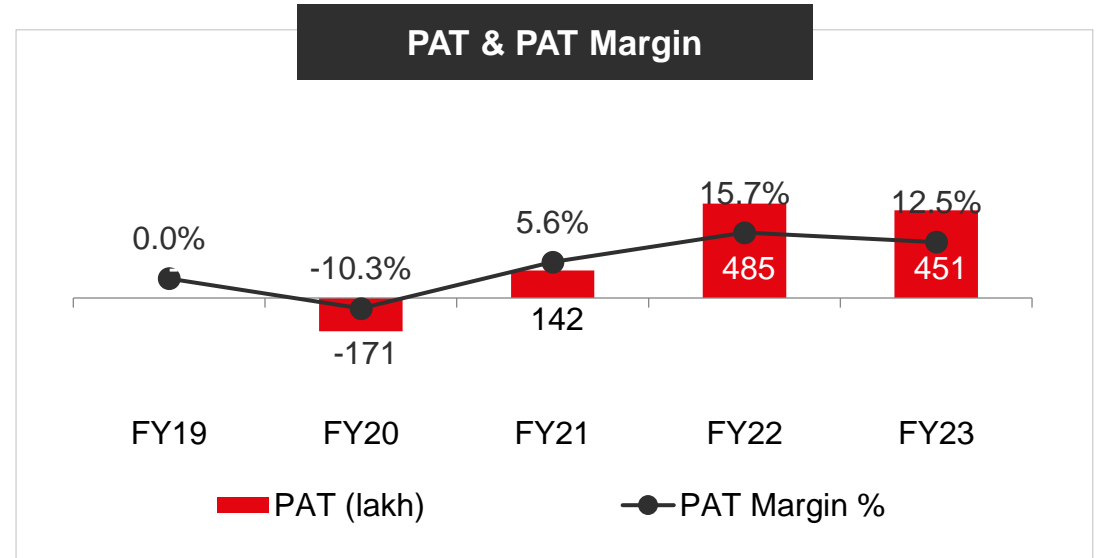
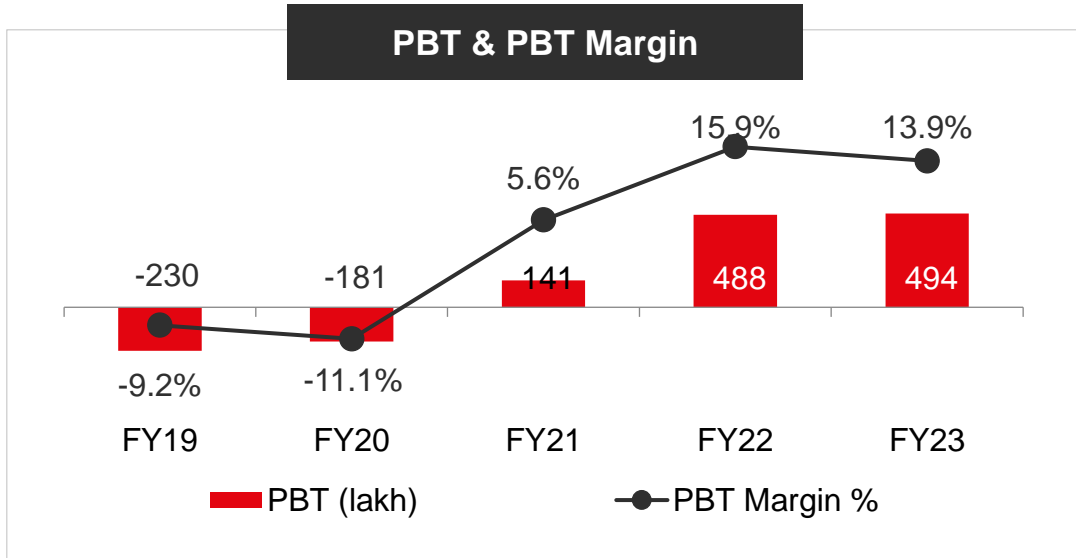
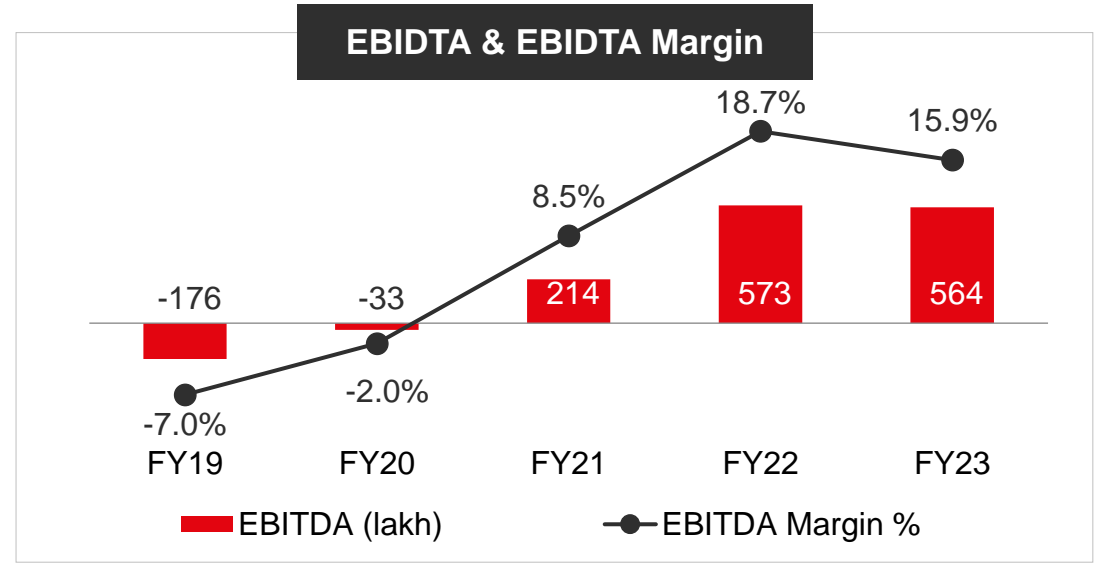
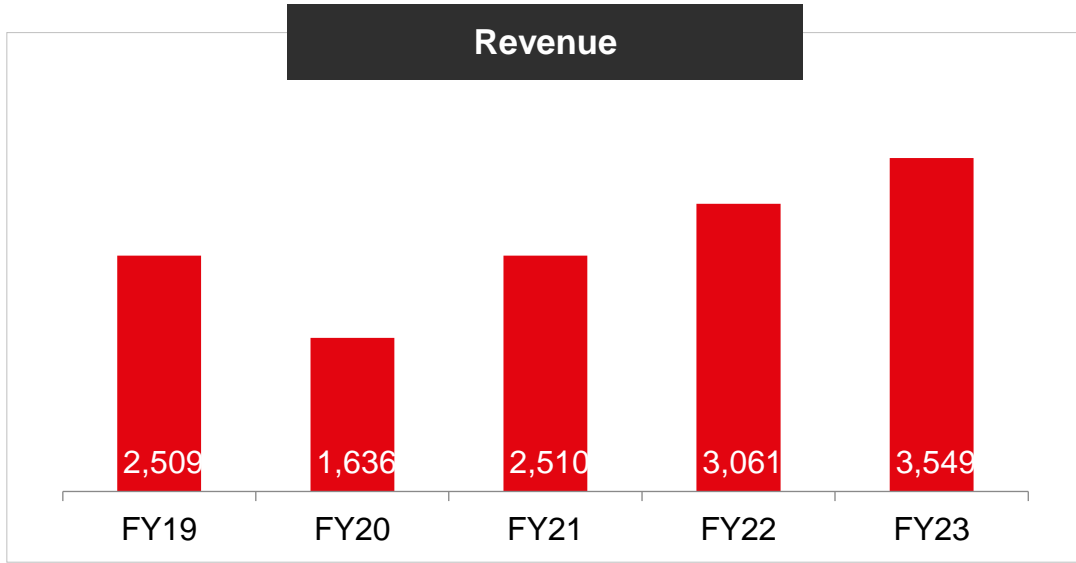


Balance Sheet

Particulars (Rs. In Lakh)	Mar-23	Mar-22	Particulars (Rs. In Lakh)	Mar-23	Mar-22
Equities & Liabilities			Assets		
Equity Share Capital	999.8	999.8	Non-Current Assets		
Other Equity	-1,306.9	-1,758.1	Property, Plant & Equipment	757.3	742.2
Total Shareholder's Funds	-307.1	-758.3	Capital Work In Progress	0.0	0.0
			Other Intangible Assets	0.0	0.0
Non-Current Liabilities			Non Current Financial Assets		
Long-term Borrowings	76.0	274.8	Non-Current Investments	5.0	5.0
Other Financial Liabilities	30.5	91.6	Trade Receivable	12.4	2.9
Other Long-term Liabilities	36.1	32.4	Long Terms Loans & Advances	375.6	197.4
Total of Non-current liabilities	142.6	398.8	Other Non Current Assets	123.9	109.7
			Total Non-Current Financial Assets	517.0	315.0
Current Liabilities			Total – Non-Current Assets	1,274.3	1,057.2
Short Term Borrowings	173.4	0.0	Current Assets		
Trade Payables	1,372.3	1,144.4	Inventories	534.7	174.7
Other Short Term Liabilities	634.6	332.4	Current Financial Assets		
Short Term Provisions	77.2	71.0	Trade Receivables	198.9	492.0
Other Current Liabilities	7.9	641.6	Cash & Cash Equivalents	30.3	33.9
Sub-Total -Current Liabilities	2,265.3	2,189.3	Short Term Loans & Advances	28.4	23.4
Total Liabilities	2,100.8	1,829.9	Other Current Assets	34.4	48.7
			Total Current Financial Assets	291.9	598.0
			Total Current Assets	826.6	772.7
			Total Assets	2,100.8	1,829.9



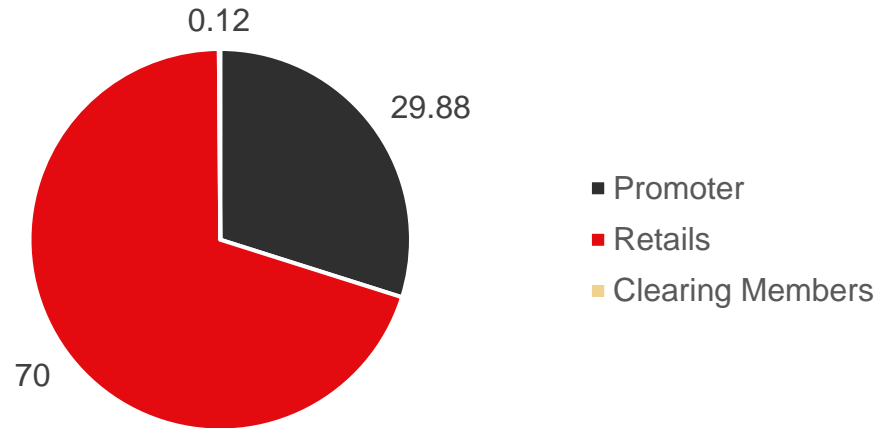
Yearly Financial Overview





Stock Information

Shareholding Pattern



Stock Information (as on 31st March 2023)

Market Cap. (in crores)	41.0
Stock Price	41.4
52 Week (High / Low)	64.8 / 25.3
BSE – Symbol	531569
Free Float (No. of Shares)	70,10,589
Average Daily Volume (3months) - BSE	23.2k



— Sanjivani Share Price





Thank You



SANJIVANI

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