



SANJIVANI PARANTERAL LIMITED

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

Date: November 22, 2023

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

Sub: Revised Investor Presentation for the Quarter and Half Year Ended September 30, 2023

Dear Sir/Madam,

Please find enclosed herewith Revised Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the quarter and Half Year ended on September 30, 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 Q2 & H1 FY24





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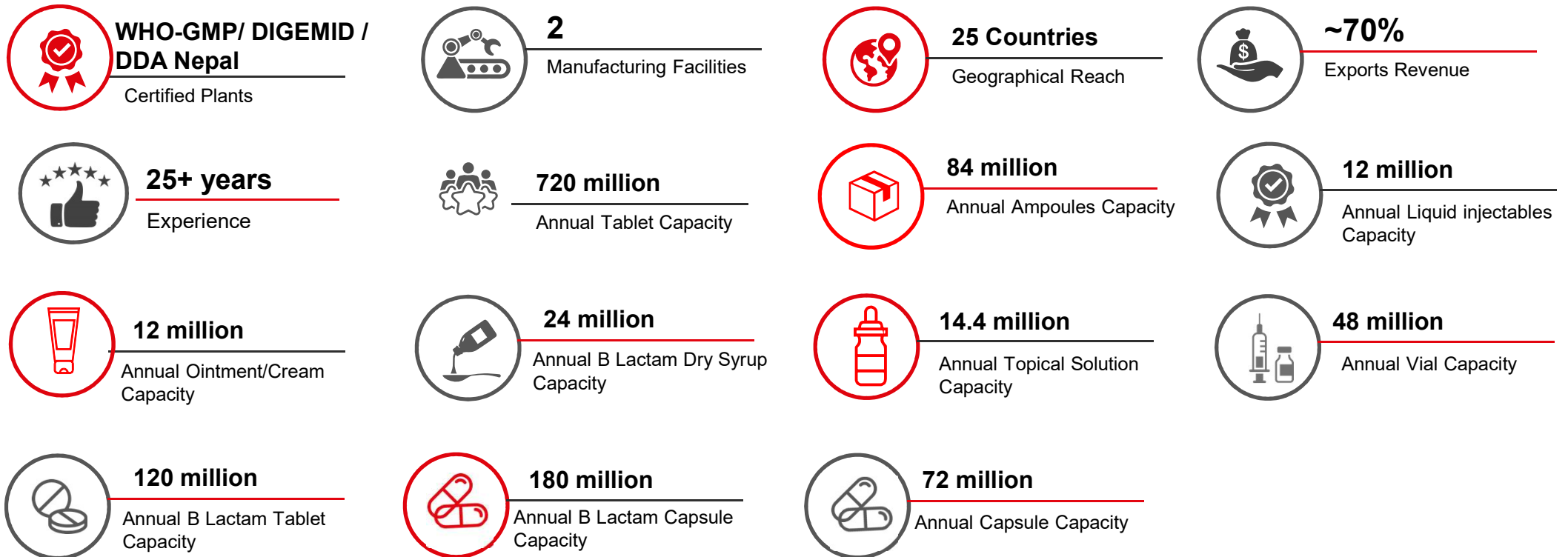
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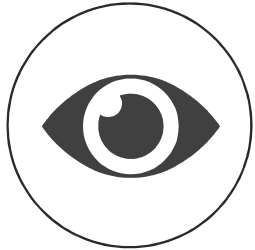
About The Company



About Us

Sanjivani Paranteral Ltd (BSE: 531569) is a pharmaceutical company headquartered in Mumbai and two manufacturing plants at Navi Mumbai and Dehradun, specializing in the manufacturing and distribution of high-quality parenteral and oral solid products. We cater major therapeutic/product areas encompassing CNS, CVS, Antibiotics, Gastroenterological, Anti-Diabetics and Anti-Allergic, supported by a strong R&D set-up.





VISION

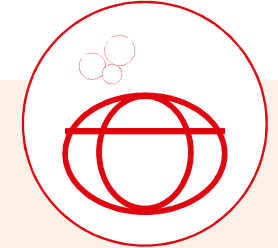
To be one of India's best research-based pharmaceutical companies, through focus on quality and customer satisfaction

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

01

Having a small base in India, we are very nimble and agile.

02

Quick decisions making powers

03

Long history in the industry enables a respectable position due to which talent and good suppliers want to associate with us

04

Pioneers in injectable manufacturing in India during times when regulations weren't as strict. The company has seen the evolution of the regulations and it makes it easy for us to predict

05

History of injectable manufacturing also gives a vast knowledge of how different manufacturing processes work and which is more efficient.

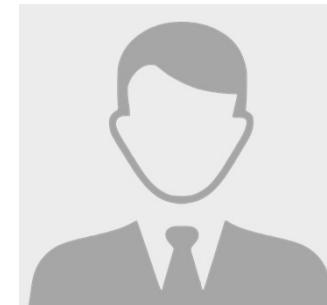
Experienced Management



Mr. Ashwani Khemka
Chairman & Managing Director



Mrs. Mrunmai Sarvankar
Director



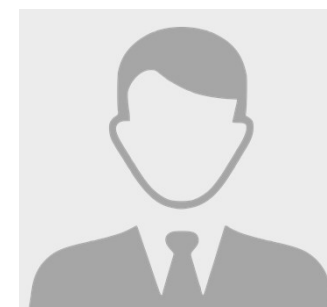
Mr. Shrenikkumar P. Solanki
Director



Mr. Srivardhan Khemka
Director



Ms. Monika A. Singhani
Director



Mr. Hitesh Khona
Chief Financial Officer

CDMO Key Clients



Injectables:



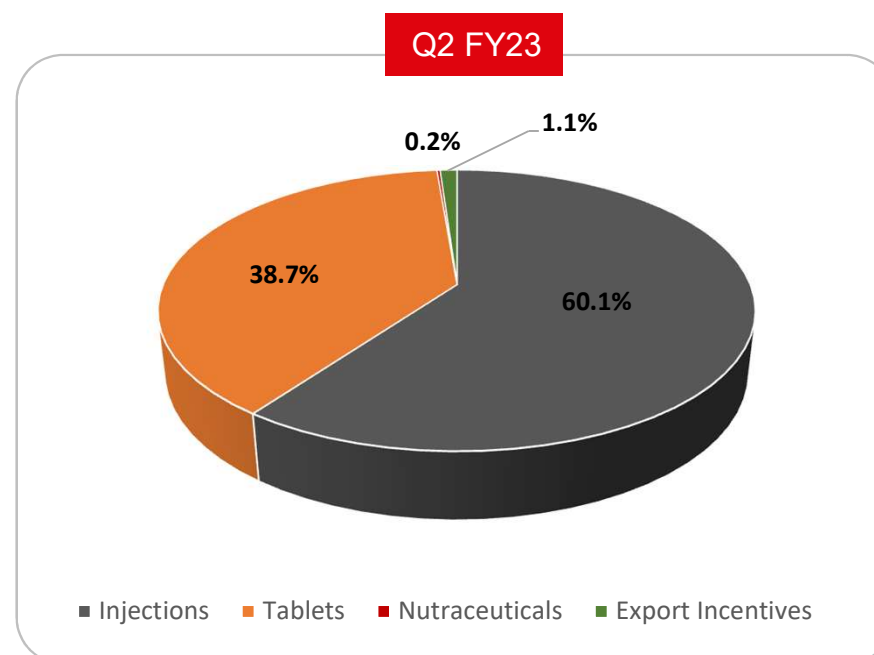
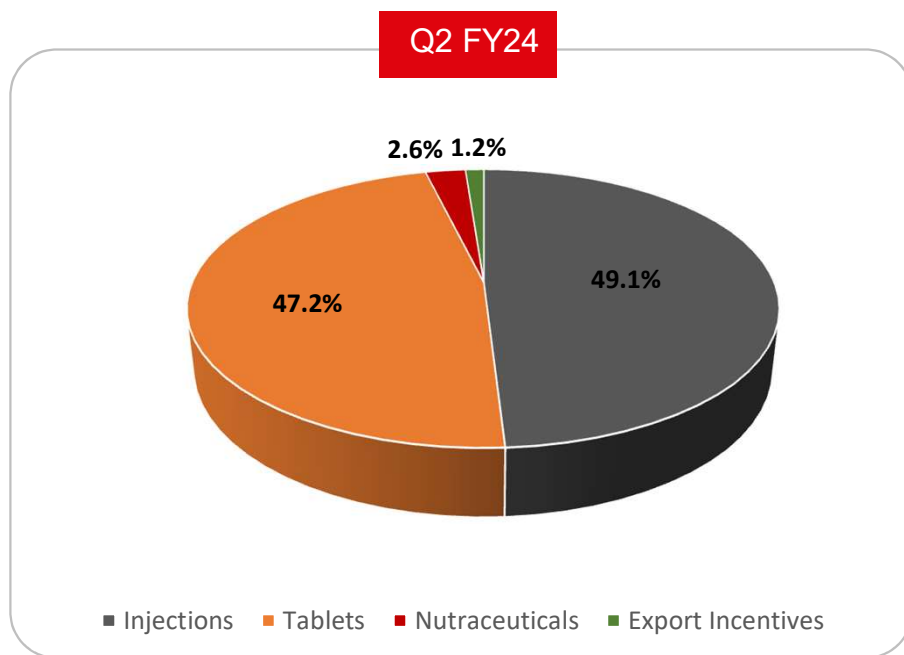
Oral & Nutraceuticals:



Company's Segment & Revenue Mix

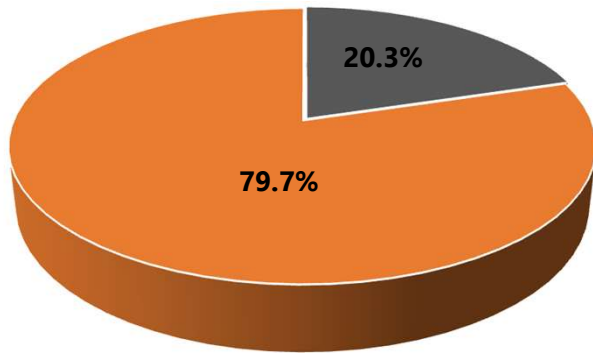


Product Category Mix (%)



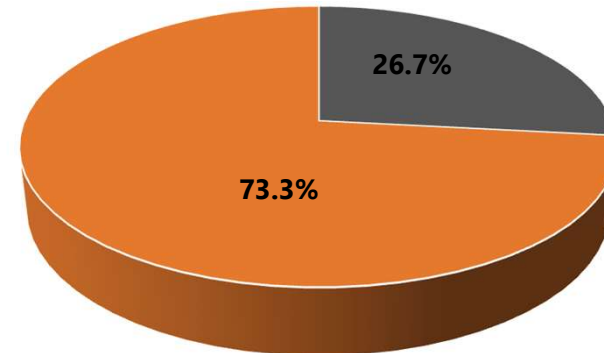
Geographical Mix (%)

Q2 FY24



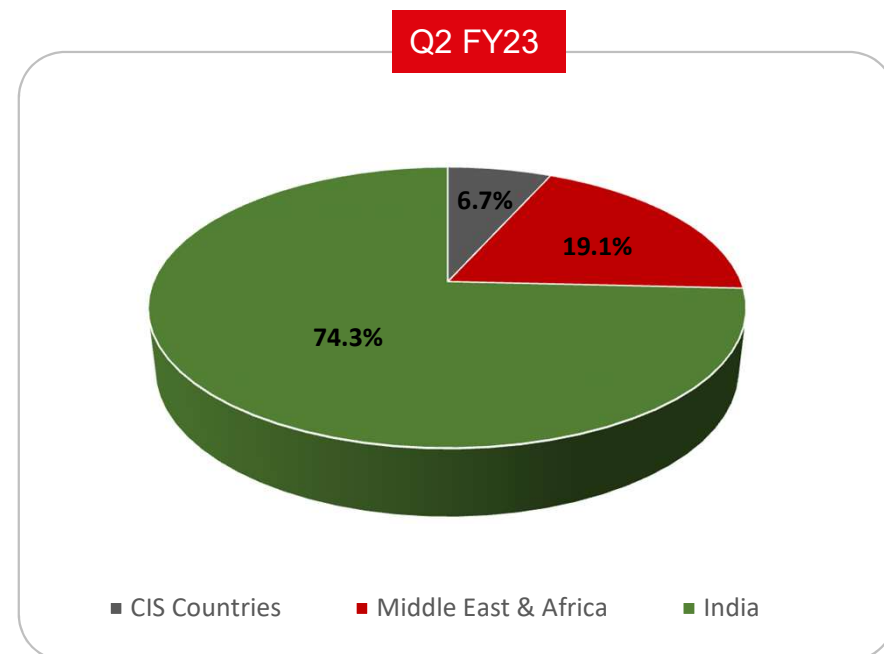
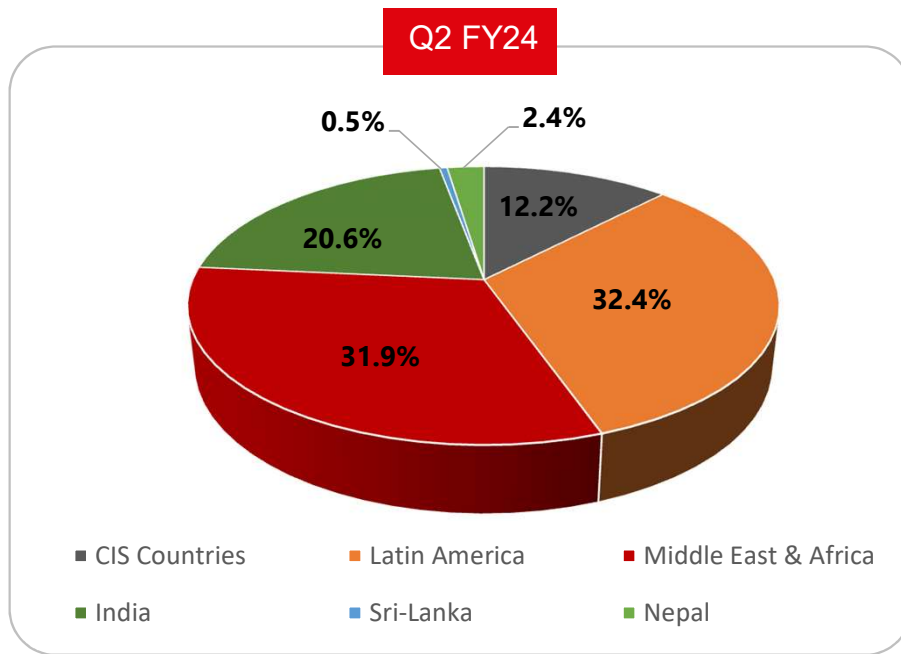
■ Domestic ■ Exports

Q2 FY23



■ Domestic ■ Exports

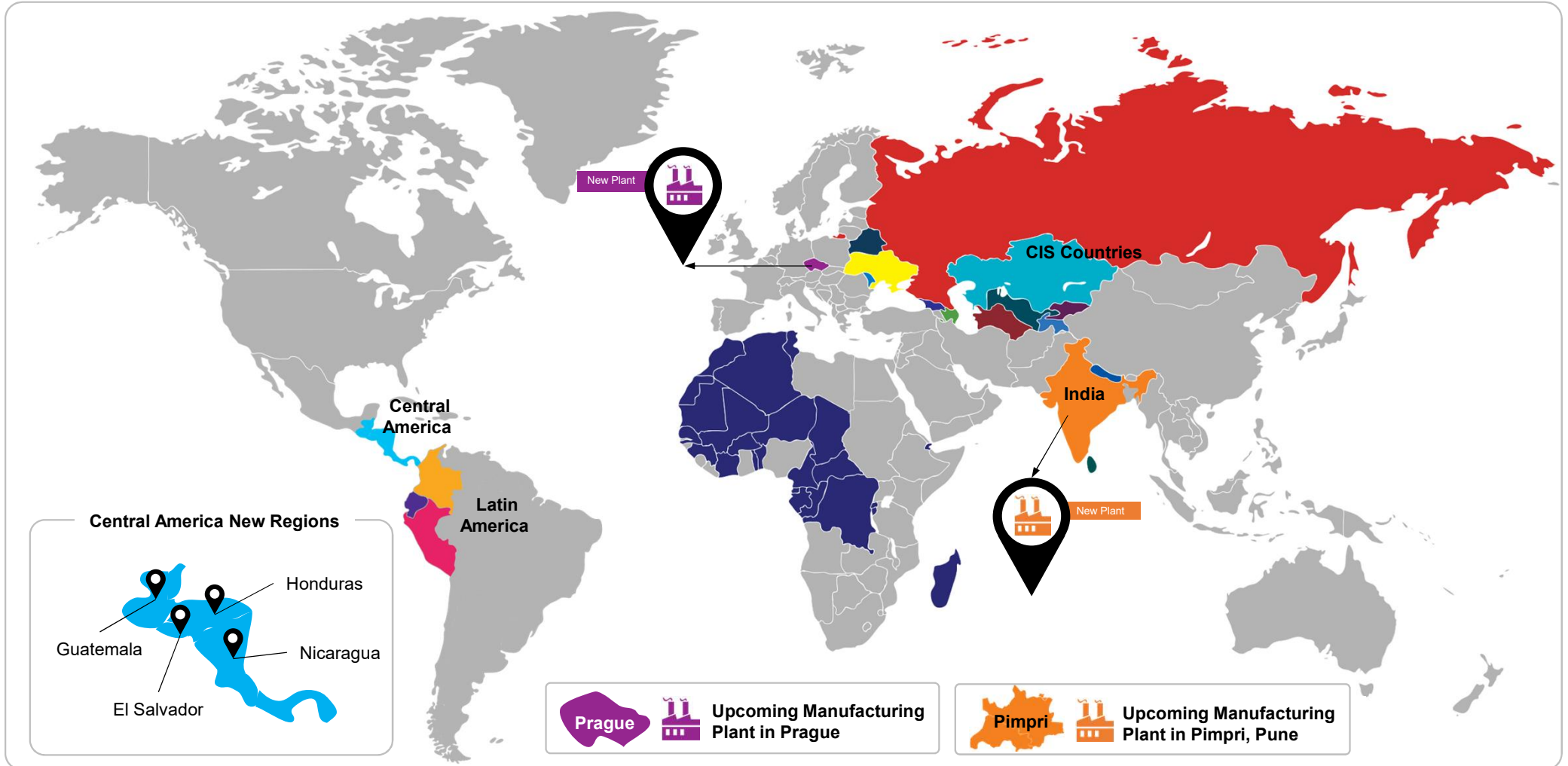
Region-wise Mix (%)



*Ex of Exports incentives

Global Footprint





Product Portfolio



Products Portfolio (1/2)

Urologics



Anesthetics



Anesthetics



Anti Convulsants



Anti Thyroid Agent



Anti Fungal



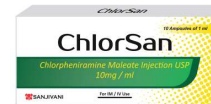
Anti Emetics



Anti Depressants



Anti Histamines



Anti Diabetic



Anti-lepemic Agent



Anti Fibrinolytics



Anti-bacterials



Anti-spasmodic



Anti Hypertensive Agent



Vitamin Supplements



Skeletal Muscle Relaxant



Analgesic And Anti Histaminic



Products Portfolio (2/2)

Non-opioid Analgesics



Antacids



Antiseptics



Nsaids



Corticosteroids



Diuretics



Immunosuppressants



Laxative



Narcotic



Hormone



Topical Corticosteroids



Anti Anxiety



Antibiotic



Antipsychotic



Anti Viral



Narcotics



Anti- Muscle Relaxant



New Products Under Development



1
Infusion injectables

2
IV Sets
(medical device)

3
Pre-filled syringe -
enoxaparin, Sodium
hyaluronate

4
Complex
injectables - long acting,
emulsions, etc

**HAL & Prague JV-
Next Growth Catalyst**



Joint Venture in Czech Republic

Sanjivani Paranteral has entered into a partnership with a reputable organization Aievia Healthcare s.r.o. in Prague, Czech Republic to launch a new project that aims to cater the requirements of the Pharma markets of European Union. This initiative has excellent prospects for growth and will help the company expand its business operations in the-EU markets. ***It is expected to commission by Nov'23***

Why Europe & Prague?

Prague, as the capital of the Czech Republic, serves as an excellent strategic location for access to the European market.

The European Nutraceutical Market:

- The European nutraceutical market was valued at around €65 billion in 2023. It is projected to grow at a CAGR of ~7% from 2023 to 2027.
- The need for nutraceuticals in European countries arises from a confluence of factors, including an aging population with specific health concerns, a desire for natural and preventive healthcare solutions, a focus on sports and fitness, and a supportive regulatory environment.
- As consumers increasingly prioritize their well-being, nutraceutical products continue to play a crucial role in addressing various health needs and contributing to the overall health and vitality of the European population.

Benefits of Manufacturing in Europe

Reduced Import/Export Costs

Manufacturing locally in EU can reduce import/export costs by ~20-30% compared to non-EU countries.

Quicker Time-to-Market

Local production allows faster distribution within the EU region, reducing time-to-market by ~15-20%.

Quality Assurance and Compliance

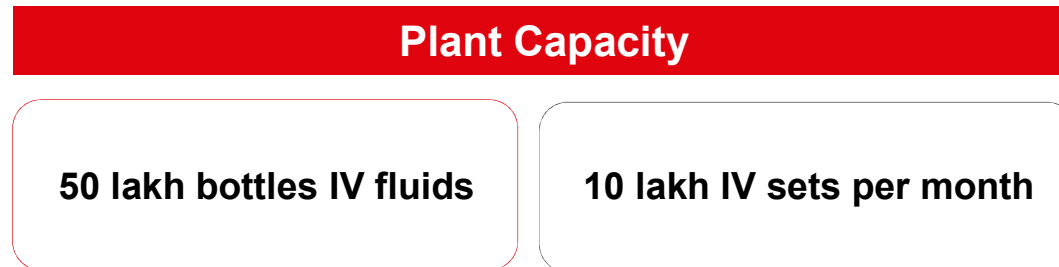
EU has stringent quality and safety standards which can enhance consumer trust and product credibility.

Joint Venture with Hindustan Antibiotics

Sanjivani Paranteral Limited has signed an agreement with M/s. Hindustan Antibiotics Limited for the manufacturing of IV formulations and IV Sets. The agreement is backed by confirmed purchase commitment from M/s. Hindustan Antibiotics Limited.

The plant will be set-up in the premises of M/s Hindustan Antibiotics Limited, Pimpri works, Pune, Maharashtra.

- It is expected to commission by Q3FY25

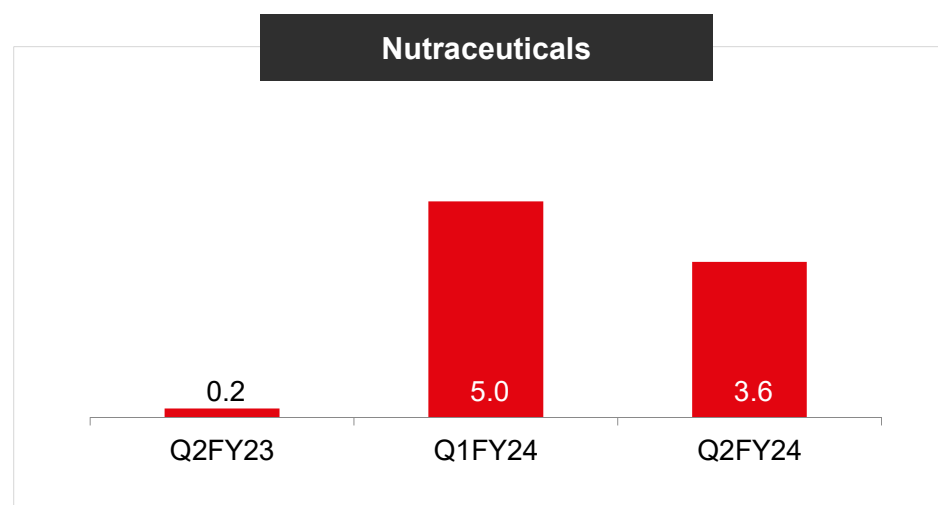
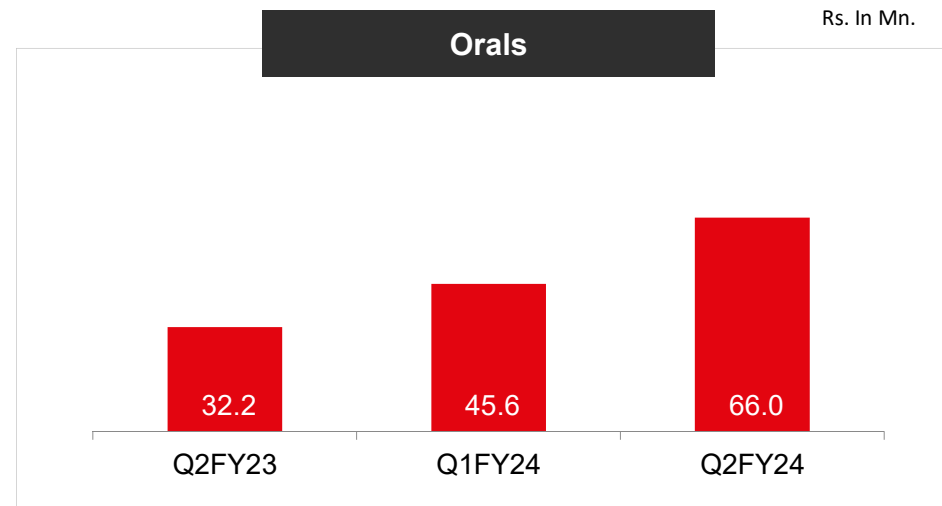
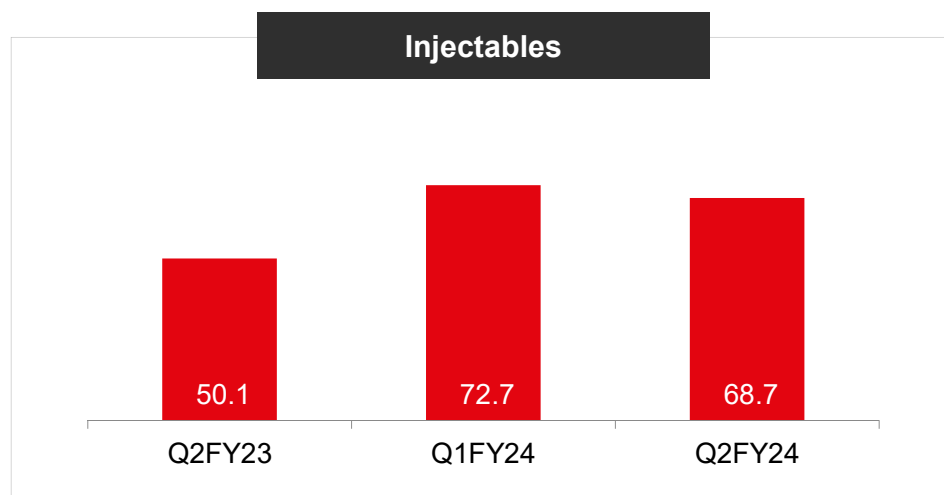


Financials



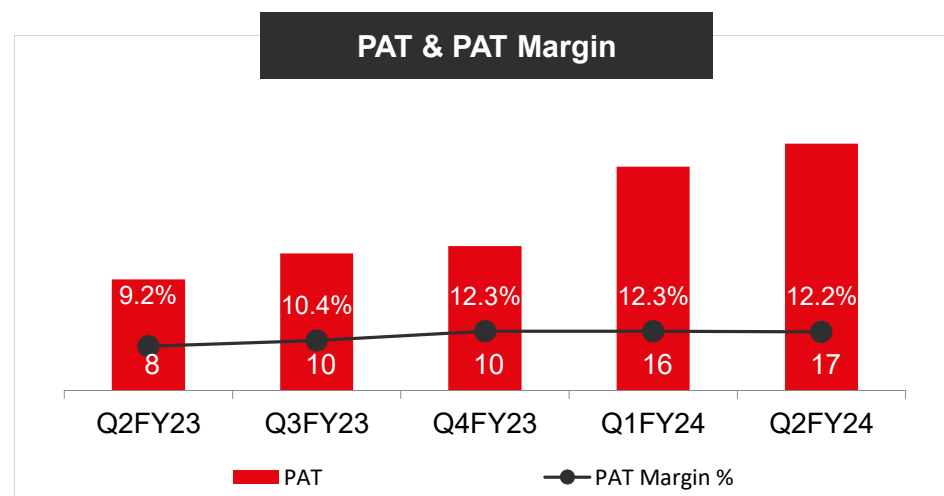
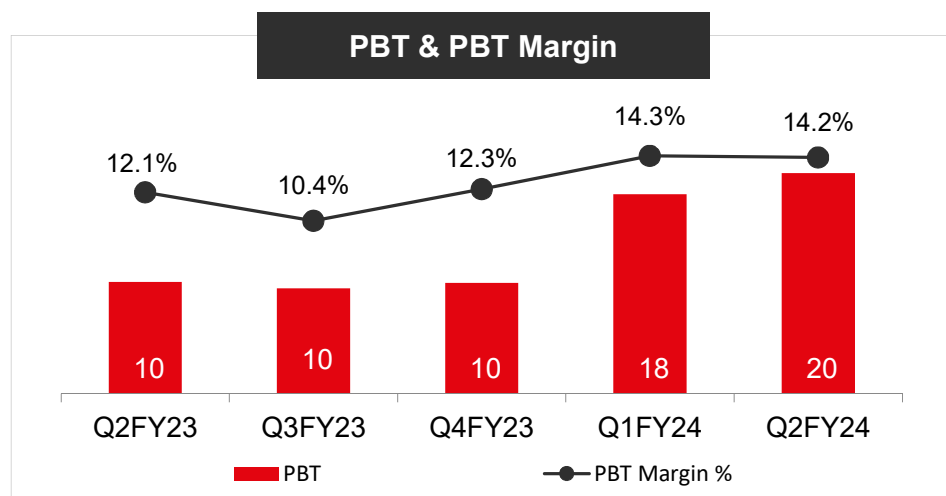
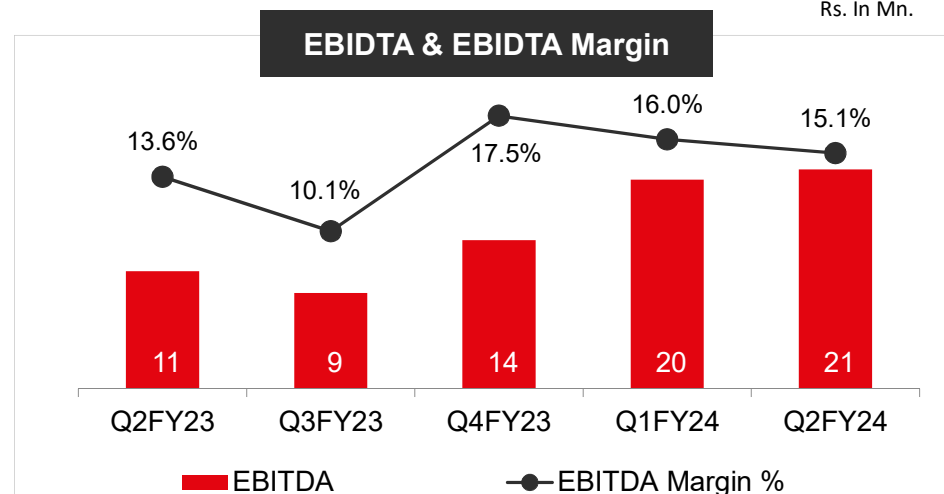
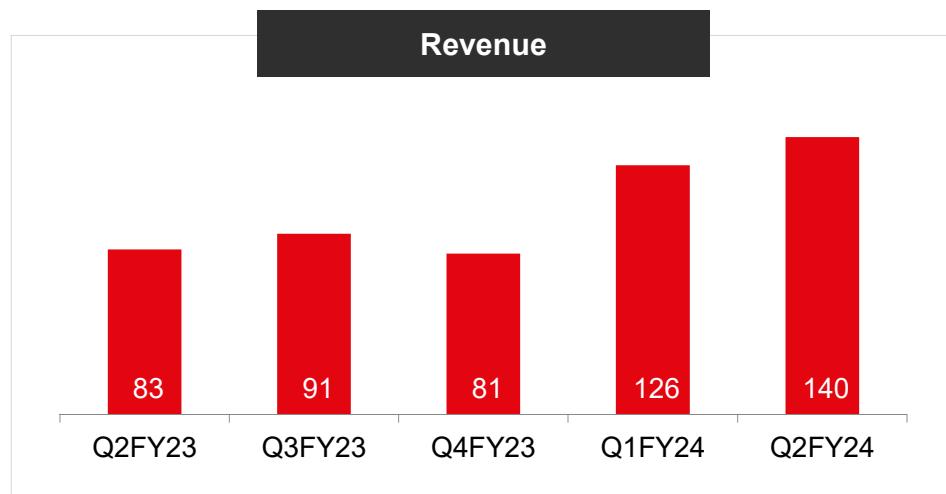
Segment-wise Volumes (Injectables, Oral & Nutraceuticals)

Rs. In Mn.



Quarterly & Half Yearly Financials - Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.



Q2 & H1 FY24 Profit & Loss Statement

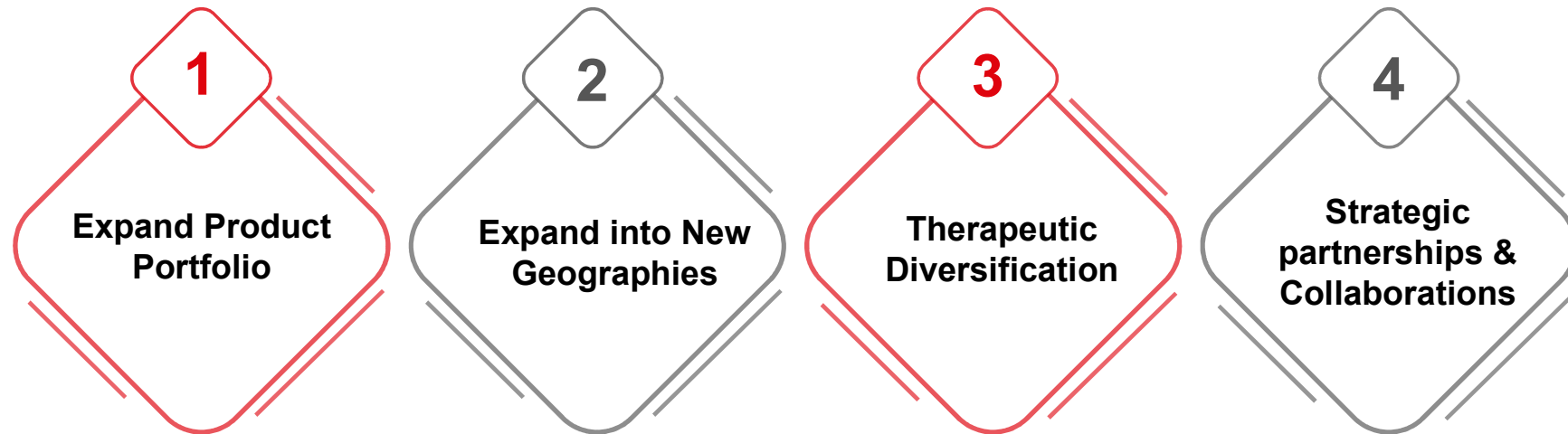
Particulars (Rs. In Mn.)	Q2 FY24	Q2 FY23	YoY%	Q1 FY24	QoQ%	H1 FY24	H1 FY23	YoY%	FY23
Revenue From Operations	140.0	83.3	68%	125.8	11%	265.8	182.5	46%	306.1
Cost of Goods Sold	89.6	47.5	89%	65.9	36%	155.6	93.5	66%	123.0
Gross Profit	50.4	35.9	40%	59.9	-16%	110.3	88.9	24%	183.1
Gross Margin %	36.0%	43.0%	-	47.6%	-	41.5%	48.7%	-	59.8%
Employee Expenses	8.7	8.5	3%	8.9	-2%	17.7	15.2	16%	30.9
Other Expenses	20.5	16.0	28%	30.9	-34%	51.4	40.8	26%	95.0
EBITDA	21.1	11.3	87%	20.1	5%	41.2	32.9	25%	57.3
EBITDA Margin %	15.1%	13.6%	150bps	16.0%	-89bps	15.5%	18.0%	-251bps	18.7%
Depreciation	2.3	2.2	7%	2.3	1%	4.6	4.3	6%	8.8
Other Income	1.5	1.7	-	0.6	-	2.1	2.8	-	2.4
Financial Cost	0.5	0.7	-36%	0.4	7%	0.9	1.5	-39%	2.1
PBT	19.5	10.1	97%	18.0	10%	37.9	29.9	26%	48.8
Tax	2.8	2.5	-	2.5	-	5.3	4.3	-	0.3
PAT	17.1	7.7	123%	15.5	10%	32.6	25.6	27%	48.5
PAT Margin %	12.2%	9.2%	300bps	12.3%	-14bps	12.2%	14.0%	-179bps	15.8%
EPS	1.71	0.77	122%	1.55	10%	3.26	2.56	27%	4.85

Balance Sheet

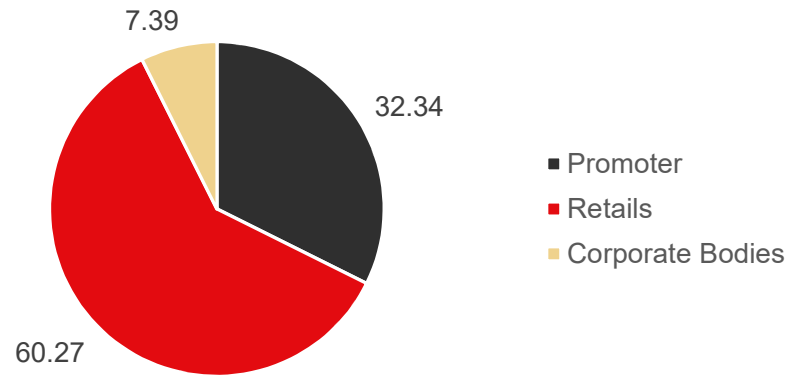
Particulars (Rs. In Mn.)	Sep-23	Mar-23
Equities & Liabilities		
Equity Share Capital	100.0	99.9
Other Equity	-98.1	-130.7
Total Shareholder's Funds	1.8	-30.7
Non-Current Liabilities		
Long-term Borrowings	5.9	7.6
Other Financial Liabilities	3.1	3.1
Other Long-term Liabilities	3.6	3.6
Total of Non-current liabilities	12.5	14.3
Current Liabilities		
Short Term Borrowings	1.0	17.3
Trade Payables	153.8	137.2
Other Short Term Liabilities	63.7	63.5
Short Term Provisions	10.4	7.7
Other Current Liabilities	0.0	8.0
Sub-Total -Current Liabilities	228.9	226.5
Total Liabilities	243.3	210.1

Particulars (Rs. In Mn.)	Sep-23	Mar-23
Assets		
Non-Current Assets		
Property, Plant & Equipment	97.8	75.7
Capital Work In Progress	0.0	0.0
Other Intangible Assets	0.0	0.0
Non Current Financial Assets		
Non-Current Investments	0.5	0.5
Trade Receivable	1.4	1.2
Long Terms Loans & Advances	3.0	37.6
Other Non Current Assets	4.0	12.4
Total Non-Current Financial Assets	8.9	517.0
Total – Non-Current Assets	106.7	127.4
Current Assets		
Inventories	44.5	53.5
Current Financial Assets		
Trade Receivables	72.2	19.9
Cash & Cash Equivalents	2.2	3.0
Short Term Loans & Advances	0.1	2.8
Other Current Assets	17.5	3.4
Total Current Financial Assets	92.0	29.2
Total Current Assets	136.5	826.6
Total Assets	243.3	210.1

Long Term Growth Drivers

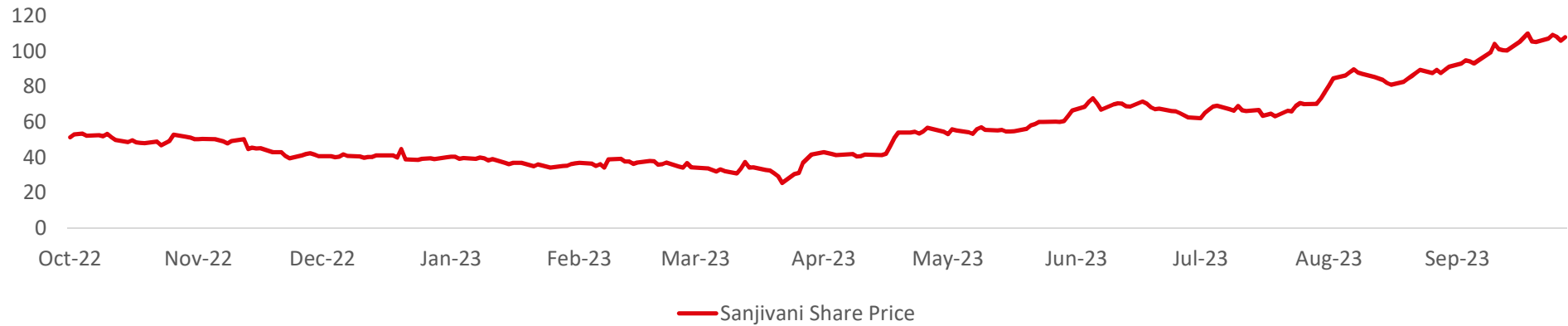


Shareholding Pattern



Stock Information (as on 30th September 2023)

Market Cap. (in crores)	106.7
Stock Price	107.75
52 Week (High / Low)	109.87 / 25.34
BSE – Symbol	531569
Free Float (No. of Shares)	67,65,239
Average Daily Volume (3months) - BSE	26.6k





SANJIVANI

Sanjivani Paranteral Limited

205, P.N.Kothari Industrial Estate, L.B.S.
Marg Bhandup (W), Mumbai- 400078, India.

Ph: +91-22-20812600 / 25620515

Email: corporate@sanjivani.co.in



Vijay Gyanchandani / Jill Chandrani

+91 9619438448 / +91 7506023955

Email: vijay@s-ancial.com / jill@s-ancial.com

215, Shivshakti Industrial Estate, J.R Boricha
Marg, Lower Parel (E) Mumbai - 400011

Thank You

