

Investors Presentation



ANG Lifesciences India Limited



LEAD MANAGER TO THE ISSUE



LISTING ON





DISCLAIMER



The presentation has been prepared by Guinness Securities Limited for “ANG Lifesciences India Ltd.” (“Company”) in context of forthcoming Initial Public Offer (IPO) of the company.

In preparing this document, we have relied upon and assumed, without any independent verification, the accuracy and completeness of all information provided by Issuer Company. This document contains certain assumptions, which the company considers reasonable at this time and which are subject to change. Any calculations or forecasts produced within this document are indicative and subject to change.

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For details on IPO (specially risk factors), recipients are requested to refer to Draft Prospectus (DP) available at

http://www.bseindia.com/downloads/ipo/2017321192824ANG_LIFESCIENCES_DP.pdf



About The Company

ANG Lifesciences India Limited, incorporated in the year 2006, is engaged in the business of manufacturing and marketing of finished pharmaceutical formulations in a dosage form of sterile dry powder injection vials.



Company Info

Registered Office :- Darbara Complex, SCO 113, First Floor, District Shopping Centre B Block, Ranjit Avenue, Amritsar – 143 001, Punjab

Tel :- 0183-5070118,
5070119, 6540459
6540004

Website :-

<http://www.anglifsciences.com/>

Email ID :-

info@anglifsciences.com

sales@anglifsciences.com



BUSINESS HIGHLIGHTS



- The Company's products include sterile dry powder vials for Anti Biotics, Anti Ulcerant, Gluco corticoid and Anti inflammatory, Anti malarial and Anaesthetic.
- The Company always aims to offer quality products to its customers. It adopts quality checks to ensure the adherence to desired specifications and quality
- The Company's marketing and distribution network in India comprises a specialized team of over 70 representatives, which enables them to market their products across various states in India.
- The company's core competency lies in the relationship with its customers and suppliers. Its cordial relationship with their customers help them in getting repetitive orders and relationship with suppliers help in uninterrupted supply of raw material.
- The Company's R&D efforts are integral to its business and it devotes significant resources towards this aspect of business. It believes in the importance of developing R&D facilities to maintain its competitiveness.



PROMOTERS & KEY MANAGEMENT

Mr. Rajesh Gupta, aged 46 years, is the **Promoter and Managing Director** of our Company. He has obtained degree of Civil Engineering from Thaper Institute of Engineering and Technology, Patiala in the year 1993. Initially he started his career with the construction business and he embarked his career in the Pharmaceutical industry considering its growth and potential. In the year 2006, he founded our Company and since inception he is on the board of our Company. He further appointed as a Managing Director with effect from October 01, 2016. He has more than 20 years of overall experience in the areas of management, marketing strategies and overall administration control. He is a visionary and guides our Company and management at all the stages of its development and strategic decisions. He has major contribution to take the Company to a commendable position in the market.



Mrs. Saruchi Gupta, aged 40 years, is the **Whole Time Director and Chief Financial Officer** and one of the Promoters of our Company. She is a commerce graduate from Guru Nanak Dev University, Amritsar. She joined the Company in April 2011 and further appointed as Whole Time Director with effect from October 01, 2016 and as a CFO with effect October 06, 2016. Presently her responsibilities in our Company include overseeing the corporate finance, accounts, statutory audit and other financial activities of our Company. She looks after the day today accounting system, tax and other liaisoning work with various authorities.





PRODUCT LINE



The Product line Includes :-

- ✓ Dry Powder Injectibles for
 - ❑ Anti-Biotics
 - ❑ Anti-Ulcerant
 - ❑ Glucocorticoid
 - ❑ Anti-Inflammatory
 - ❑ Anti-Malarial
 - ❑ Anesthetic





KEY GROWTH DRIVERS



- ☐ ***Experienced Promoters and management team***
- ☐ ***High standard Manufacturing process***
- ☐ ***Quality Assurance and Standards***
- ☐ ***Strong Marketing capability***
- ☐ ***Cordial relationship with Customers, suppliers & employees***
- ☐ ***Focus on Research and Development (R & D)***
- ☐ ***Expansion plans to PAN India and International Market***
- ☐ ***Plans to increase product range***

GROWTH



SALES



REVENUE





CAPACITY UTILISATION



PARTICULARS	EXISTING			PROPOSED		
	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Installed Capacity (Pieces in Lakhs)	700.00	700.00	700.00	700.00	700.00	700.00
Capacity Utilisation	268.95	470.75	507.68	630.15	644.00	664.00
Capacity Utilisation (%)	38%	67%	73%	90%	92%	95%

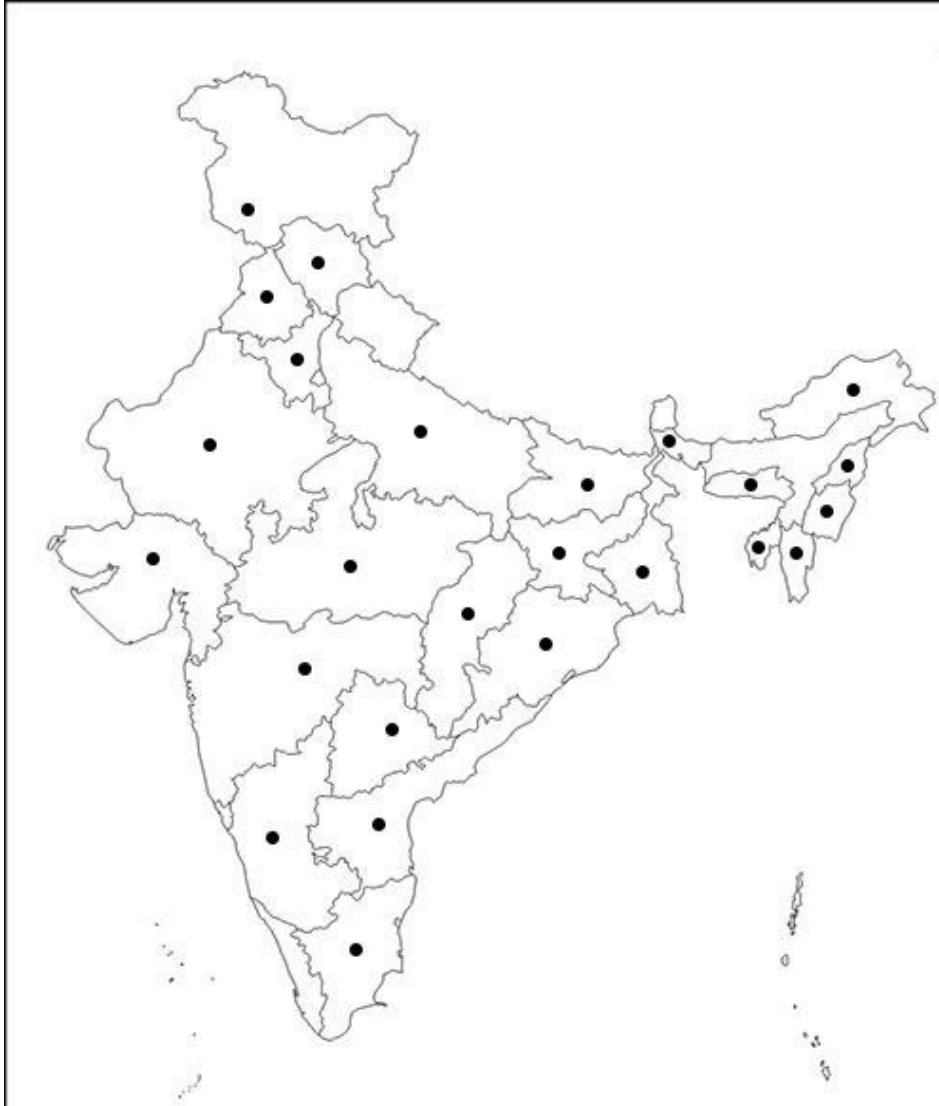
Manufacturing unit spread over 45,000 Sq. Ft. situated at Village Kishanpura, P.O. Manpura Baddi Nalagarh Road, Tehsil Nalagarh, Dist. Solan, Himachal Pradesh.

The Company is proposing to **acquire a manufacturing unit** situated at Plot No. 61B, EPIP Phase I, Jharmajri, Baddi, District Solan, Himachal Pradesh from a partnership firm, M/s Star Biotech





OUR PRESENCE



The Company plans to expand it's presence in ***PAN India*** as well as ***International Market***



FINANCIAL REPORTS





FINANCIAL STATEMENT



Statement Of Balance Sheet As at March 31					
(Rs in Lakhs)					
Particulars	2013	2014	2015	2016	2017
EQUITY AND LIABILITIES					
1. Shareholders' Funds					
a. Share Capital	368.25	368.25	368.25	368.25	368.25
b. Reserves & Surplus	(141.32)	(97.03)	(56.67)	108.81	390.80
2. Non Current Liabilities					
a. Long Term Borrowings	1,099.43	976.85	811.23	681.06	496.30
b. Deferred Tax Liabilities	-	-	-	9.98	21.49
c. Other Long Term Liabilities	-	-	-	-	-
d. Long Term Provisions	-	-	-	-	-
3. Current Liabilities					
a. Short Term Borrowings	171.12	126.06	203.07	495.94	661.35
b. Trade Payables	529.17	927.77	972.41	1,508.01	2,139.18
c. Other Current Liabilities	110.87	206.21	265.16	323.08	529.24
d. Short Term Provisions	-	9.70	20.95	54.20	79.54
TOTAL	2,137.52	2,517.82	2,584.40	3,549.33	4,686.16
ASSETS					
1. Non Current Assets					
a. Fixed Assets	-	-	-	-	-
i. Tangible Assets	1,449.96	1,517.22	1,587.61	1,718.47	1,830.29
Less: Accumulated Depreciation	308.44	613.56	710.11	816.09	932.99
ii. Intangible Assets	-	-	-	-	-
iii. Capital Work in Progress	-	-	-	-	-
Net Block	1,141.52	903.66	877.50	902.37	897.30
b. Deferred Tax Assets (Net)	31.91	15.77	4.41	-	-
c. Non-current Investments	2.00	2.00	2.00	2.00	2.00
d. Other Noncurrent assets	5.87	5.54	5.44	5.44	8.79
Current Assets					
b. Inventories	424.15	586.81	617.90	524.40	584.08
c. Trade Receivables	426.92	752.66	628.13	1,637.67	2,555.61
d. Cash and Cash Equivalents	53.13	54.65	46.94	103.35	90.97
e. Short Term Loans & Advances	52.01	196.73	402.07	374.10	547.40
f. Other Current Assets	-	-	-	-	-
TOTAL	2,137.52	2,517.82	2,584.40	3,549.33	4,686.16



FINANCIAL STATEMENT



Particulars	For the period ended March 31,			(Rs in Lakhs)	
	2013	2014	2015	2016	2017
INCOME					
Revenue from Operations	1,624.91	3,449.93	3,684.16	5,492.30	6,766.81
Other Income	3.73	11.96	9.46	21.03	25.02
Total Income (A)	1,628.64	3,461.89	3,693.63	5,513.32	6,791.82
EXPENDITURE					
Cost of Material Consumed	1,163.54	2,594.26	2,768.34	4,107.11	4,666.02
Purchase of Stock in Trade	-	-	-	-	-
Changes in inventories of finished goods, traded goods and work-in-progress	(32.02)	(43.34)	(87.18)	(20.80)	111.08
Employee benefit expenses	57.63	120.25	237.00	346.50	412.40
Finance costs	183.30	150.82	165.94	165.94	152.82
Depreciation and amortisation expense	67.14	305.12	94.64	105.98	117.04
Other Expenses	174.02	290.08	454.75	586.53	951.33
Total Expenses (B)	1,613.62	3,417.19	3,633.50	5,291.26	6,410.68
Profit before extraordinary items and tax	15.02	44.70	60.13	222.06	381.14
Extraordinary items	-	-	-	-	-
Profit before tax	15.02	44.70	60.13	222.06	381.14
Tax expense :					
(i) Current tax	-	9.70	13.80	45.27	77.71
Less:MAT Credit	-	(0.45)	(5.43)	(3.09)	(0.08)
(ii) Deferred tax	21.23	16.15	11.35	14.39	11.51
(iii) Tax in respect of earlier year	-	-	-	-	-
Total Tax Expense	21.23	25.40	19.73	56.58	89.14
Profit for the year (D-E)	(6.21)	19.29	40.40	165.48	292.00



FINANCIAL RATIOS



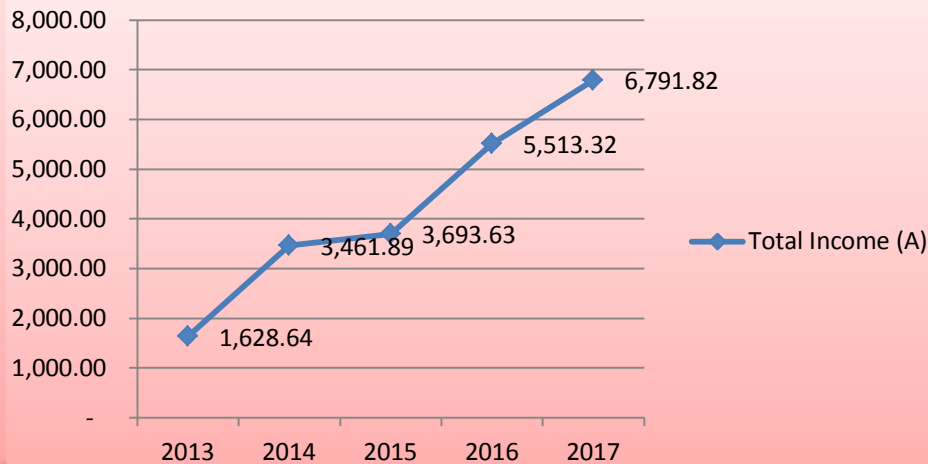
Particulars	For the period ended March 31,				
	2013	2014	2015	2016	2017
Restated PAT as per P& L Account	(6.21)	19.29	40.4	165.48	292
Number of Equity Shares outstanding at the end of the Year	36.83	36.83	36.83	36.83	36.83
Net Worth	226.93	271.22	311.58	477.06	759.05
Earnings Per Share					
Basic & Diluted	(0.17)	0.52	1.1	4.49	7.93
Return on Net Worth (%)	-2.74%	7.11%	12.97%	34.69%	38.47%
Net Asset Value Per Share (Rs)	6.16	7.37	8.46	12.95	20.61



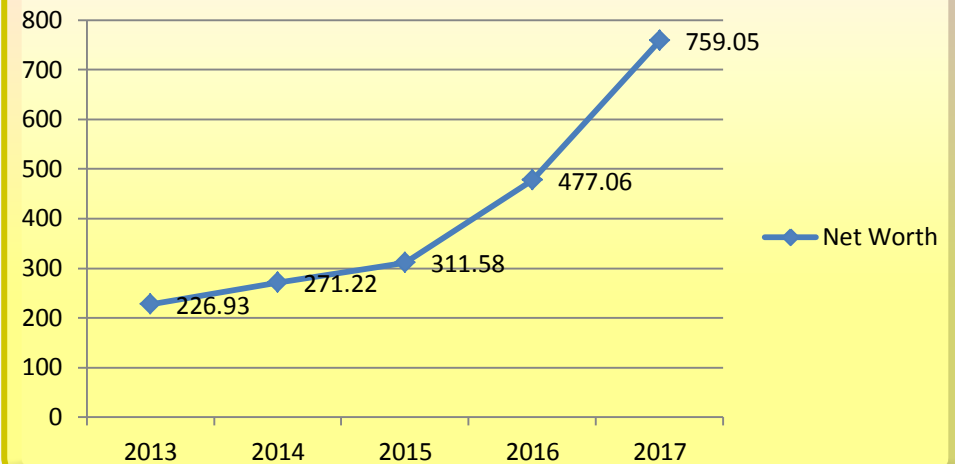
PERFORMANCE ANALYSIS



Total Income (A)



Net Worth



The revenues have shown a continuous growth through the years. In this short duration, the company has come a very long way.

A gradual increase in the company's net worth shows a lot of credibility and prospect for the investors. It is making the best use of the assets at its disposal to enable it to give better returns over time to the stakeholders.



PEER REVIEW



Particulars for year ended 31/3/17	REVENUE	PAT	EPS	PE Ratio*	RONW	NAV	MKT CAP**
	(in Cr)	(in Cr)					(in Cr)
Kwality Pharmaceuticals Ltd (Standalone)	51.48	1.93	6.63	13.42	13.41	49.42	42.02
Bliss GVS Pharma Limited (Standalone)	370.78	62.60	6.07	26.99	12.74	47.63	1724.10
Caplin Point Laboratories Limited	353.94	70.86	9.38	72.66	35.51	26.40	5112.39

**PE Ratio has been calculated on market price as on 31st July 2017.*

***Market Capitalisation has been calculated as on 18th August 2017.*

KEY: PAT - Profit After Tax
EPS - Earning Per Share
PE Ratio – Price to Earnings Ratio
RONW - Return on Net-Worth
NAV – Net Asset Value
MKT CAP- Market capitalisation



OBJECTS OF ISSUE



- **To meet the working capital requirement of the Company**
- **Issue Expenses**

Besides the above mentioned prime objective of the issue, the company also seeks to achieve the benefits of listing on the SME platform of BSE Ltd which will enhance the corporate image and brand name of the Company.



Particulars	Details
Issue Open	29 AUGUST 2017
Issue Close	31 AUGUST 2017
Issue Type	FIXED PRICE
Issue Size	1200.64 LAKHS
Face Value	Rs 10
Issue Price	Rs 80
Market Lot	1600
Listing On	BSE SME
Lead Manager	GUINNESS CORPORATE ADVISORS PRIVATE LIMITED
Registrar	BIG SHARE SERVICES PRIVATE LIMITED



Thank you!

Guinness Securities Limited

