

YOUR TRUSTED  
ASSOCIATE IN  
HEALTHCARE

# CORPORATE PRESENTATION AUGUST 2021



**ANG LIFESCIENCES**  
INDIA LIMITED

# SAFE HARBOR

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. ANG Lifesciences India Ltd., will not be in anyway responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to Reflect subsequent events or circumstances



- *A Listed Pharma company with a Pure-Play Formulation Model.*
- *Strong Traction across Formulation Supply Chain comprising Government Institutional Segment, Third Party Manufacturing/ Contract Manufacturing Exports and Direct Marketing .*
- *Focused Portfolios within a Broad-based Product Profile.*
- *More than 1000 Product base Portfolio of different Formulations.*
- *More than 100 Intellectual Property Rights.*
- *100% of products sold are Manufactured in-house.*
- *Pan-India sales and Distribution presence.*



# COMPANY OVERVIEW

## BACKGROUND

*-Commenced operation in the Year 2008, Headquarter at Amritsar.*

*-Engaged into manufacturing of Dry Powder Injectable, Ampoules, Liquide Vials, Tablets, Capsules, Syrups, Soft Gelatine Capsules, Lotions and Ointments in Wide Spectrum Therapeutic Segments.*

*Total Employee – 800 Nos*

## REVENUE SEGMENT

*Third Party/Contract Manufacturing, Exports Government Institutions and Direct marketing*

## MARKETING & DISTRIBUTION

- Domestic Marketing*
- Export Marketing*

## WHERE ARE WE PRESENT IN DOMESTIC MARKET?

*-PAN INDIA*

## WHERE WE MAKE?

*-Baddi, Himachal Pradesh*

## COUNTRIES WE EXPORT

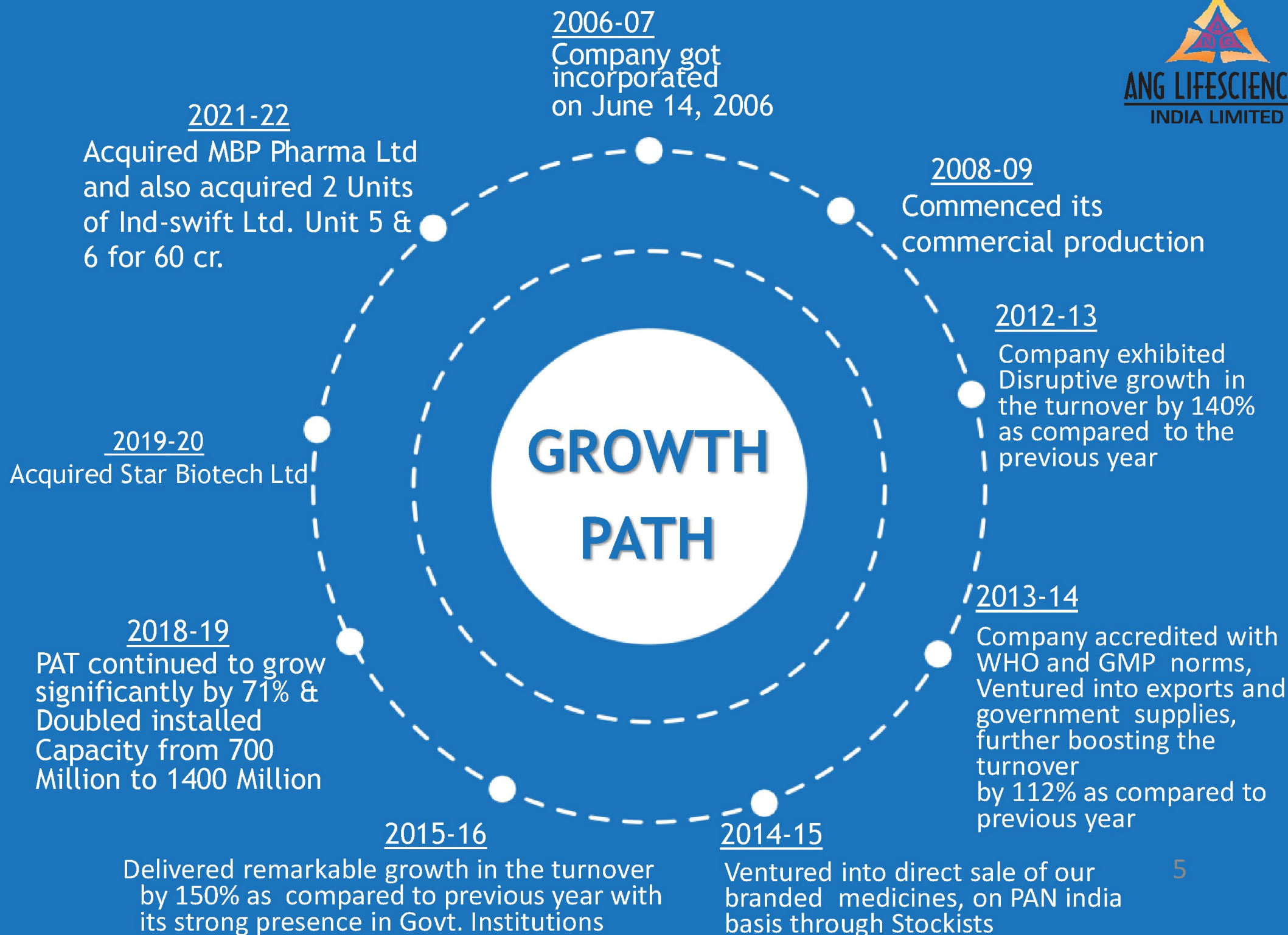
*-Yemen, Togo, Senegal, Libeya, Cambodia, Bolivia, Brazil, Congo, Ghana, Venezuela*

## MARKET INFORMATION

*- ANG's equity shares are listed and actively traded on the BSE SME Platform.*

*The Company enjoyed a market capitalisation of more than INR 250 CR as on Aug 31, 2021.*







*We are driven by our passion to reach every Hospital with our Quality Products in Critical care treatment.*

*Committed to provide Medicines on Affordable Prices around the Globe for betterment of Mankind.*



## Mr. Rajesh Gupta

Managing Director

Founded ANG Life Sciences India Ltd., in 2006. He holds degree of Civil Engineering from Thaper Institute of Engineering and Technology, Patiala. Started his career with construction and later embarked into Pharmaceutical industry considering its growth potential. He has more than two decades of experience in Management, Marketing strategies, Operation and so on. His vital contribution has led the company to a commendable position in the market.

## Mrs. Saruchi Gupta

Non Executive Director

Commerce graduate with 15 years of experience. Extensive experience in all verticals of finance and accounts. Responsible for Corporate finance, Accounts & taxation. Her association with the company is since inception.

## Mr. Subodh Sharma

Chief Financial Officer

MBA in Finance with 35 Years Experience in Finance, Accounts & Commercial areas. He is responsible for relationship management with lenders and bankers for fundraising and managing company financials. He is associated for last 1.5 Years with the company

## Mr. Anjani Kumar Singh

(New Product Development Head)

B.Pharm with 31 Years of Rich working experience in Mfg. and Packaging. He is associated with company since 2021.

## Mr. Ajay Kumar

(DGM plant Manufacturing )

B.SC,D.Pharm with 19 Years of work experience. He is associated with company since 2015.

## Mr. Satish Mahajan

(GM- Plant)

Arts graduate with 37 years of experience in HR and Admin. He associated with the company since 2014.

## Mr. Dinesh Bajola

(GM Quality)

M.Sc in Organic Chemistry with 25 years of Rich working experience of Quality Control. Leading a QC/QA team of 45 officers ensuring Quality standards and requirements of cGMP and FDA regulations and working and administration of QC & ADL activities. Preparation and conducting Audits to ensure cGMP practices are followed. To Ensure that all the raw materials, Intermediates and Packaging components and formulated products are released as per specifications. He is associated with Company for last 1.5 Years.

## Mr. Anoop Srivatsav

(Plant Head)

Post graduate(Science) with 15 years of experience. Core experience in Production, Quality control and packaging. He is associated with the company since 2010.



*Facilities Accredited by International Regulatory Agencies WHO*

*State-of-the-art Manufacturing Capabilities*

*Internationally Benchmarked Quality and Regulatory Systems*

*Customer Relationship through Outstanding Products and Services*

*Pan India Presence*

*Approved Vendors for Principals, Government Institutions and Defence*

*Leverage Relationships; thru Timely, Quality, Consistent & Voluminous delivery*

*Facilities Confirming to Highest Quality and Regulatory Standards*

*Strong Portfolio of 1000+ Formulation Product base*

*Strong in House Product Registration team for Export*

*Strong in House Quality Control and Quality Assurance*

# CERTIFICATION AND QUALITY



**MOH YEMEN  
MOH COMBODIA  
MOH SENEGAL  
MOH BOLIVIA  
MOH CONGO  
MOH GHANA  
MOH LIBYA**

**WORLD HEALTH  
ORGANIZATION  
(WHO),**



**QUALITY  
MANAGEMENT  
SYSTEM**

**GOOD  
MANUFACTURING  
PRACTICES (G.M.P)**



## Global Pharmaceutical Market:

The global pharmaceuticals market reached a value of nearly \$1,217.1 billion in 2019, having increased at a compound annual growth rate (CAGR) of 6.7% since 2015. The market is expected to decline from \$1,217.1 billion in 2019 to \$1,209.6 billion in 2020 at a rate of -0.6%. The decline is mainly due to lockdown and social distancing norms imposed by various countries and economic slowdown across countries owing to the COVID-19 outbreak and the measures to contain it. The market is then expected to recover and grow at a CAGR of 8.5% from 2021 and reach \$1,738.2 billion in 2023. The market is expected to reach \$2,050.9 billion in 2025, and \$3,206.3 billion in 2030.

## INDIAN Pharmaceutical Market:

India is the largest provider of generic drugs globally. Indian pharmaceutical sector supplies over 50% of global demand for various vaccines, 40% of generic demand in the US and 25% of all medicine in the UK. Globally, India ranks 3rd in terms of pharmaceutical production by volume and 14th by value. The domestic pharmaceutical industry includes a network of 3,000 drug companies and ~10,500 manufacturing units. India enjoys an important position in the global pharmaceuticals sector. The country also has a large pool of scientists and engineers with a potential to steer the industry ahead to greater heights. Presently, over 80% of the antiretroviral drugs used globally to combat AIDS (Acquired Immune Deficiency Syndrome) are supplied by Indian pharmaceutical firms.

According to the Indian Economic Survey 2021, the domestic market is expected to grow 3x in the next decade. India's domestic pharmaceutical market is estimated at US\$ 42 billion in 2021 and likely to reach US\$ 65 billion by 2024 and further expand to reach ~US\$ 120-130 billion by 2030. India's biotechnology industry comprising biopharmaceuticals, bio-services, bio-agriculture, bio-industry, and bioinformatics. The Indian biotechnology industry was valued at US\$ 64 billion in 2019 and is expected to reach US\$ 150 billion by 2025. India's medical devices market stood at US\$ 10.36 billion in FY20. The market is expected to increase at a CAGR of 37% from 2020 to 2025 to reach US\$ 50 billion.





*To Increase Market Share ; Deeper Penetration Through Domestic Branding*

*Market Development ; Increase Geographical Footprints by Product Registration*

*Product Development ; By adding 50 Product formulations in current FY*

*Growth Strategy ; Through Meaningful Acquisitions*

*Product Registration ; 250 plus product Registration for Export in 2 year*

*ANG will strive for Operational Excellence by Manufacturing high Molecules*

*Create a Robust Growth for Consistent Profits*

*Professional Recruitment : to Strengthen Leadership*

*Focus on Export : Better & higher Realizations & Margins*

*Strengthening the Product Mix Thru Product Launch*

## AGCLAV

Amoxycillin & Potassium Clavulanate Inj.

- Effective in the treatment of Acute Bronchitis, Sinusitis & URTI'

## CLONE

Ceftriaxone Sodium Injection IP

- Rapid clinical response in the treatment of Bacteremic fever'

## LANGICIN

Clarithromycin Injection

- Anti-Inflammatory & Immunomodulatory Effects

## CEFUNOV

Cefuroxime Sodium Injection IP

- Highly active against Beta-lactamase producing Haemophilus influenzae

## KEFZONE-S

Cefoperazone & Sulbactam Injection IP

- High efficacy in the treatment of infected bum wounds'

## ADAMY

Clindamycin Injection IP

- Superior to vancomycin in the treatment of Bacterial Septicemia'

## PIPAZO

Piperacillin & Tazobactam Injection

- Recommended as first-line option in moderate to severe bacteria infections

## RABRAB

Rabeprazole Injection

- The most potent acid inhinator of all the PPIs'

## NOVOMERO

Meropenem Injection IP

- Well tolerated & effective in the empirical treatment of septicemia'

## PANTANG

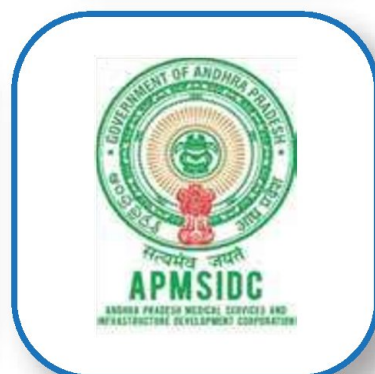
Pantopazole Injection IP

- Managment of gastrointestinal bleeding from stress or acid peptic disease'

# LEADING BRANDS







## Share of Export in Total Revenue

Particulars(INRMN)	2018-19	2020-21
DIRECT EXPORT Sales	4.93	107.95
TOTAL TURNOVER	1217.00	1543.78
Share of Export (%)	0.40	7.00

***ANG's more than 50 Product Registrations are under way(Under Registration) in countries like Yemen ,Latin America,Philippines, Vietnam, Myanmar,Uganda, Kenya, Ghana, Nigeria, Congo , Libya, Combodia, Senegal, Togo , Bolivia, Brazil, Venezuela & CIS Countries.***

***ANG has targeted to Submit Dossiers for 250 + products for registrations in countries like Latin America, South East Asia & African countries by FY 2023-24.***

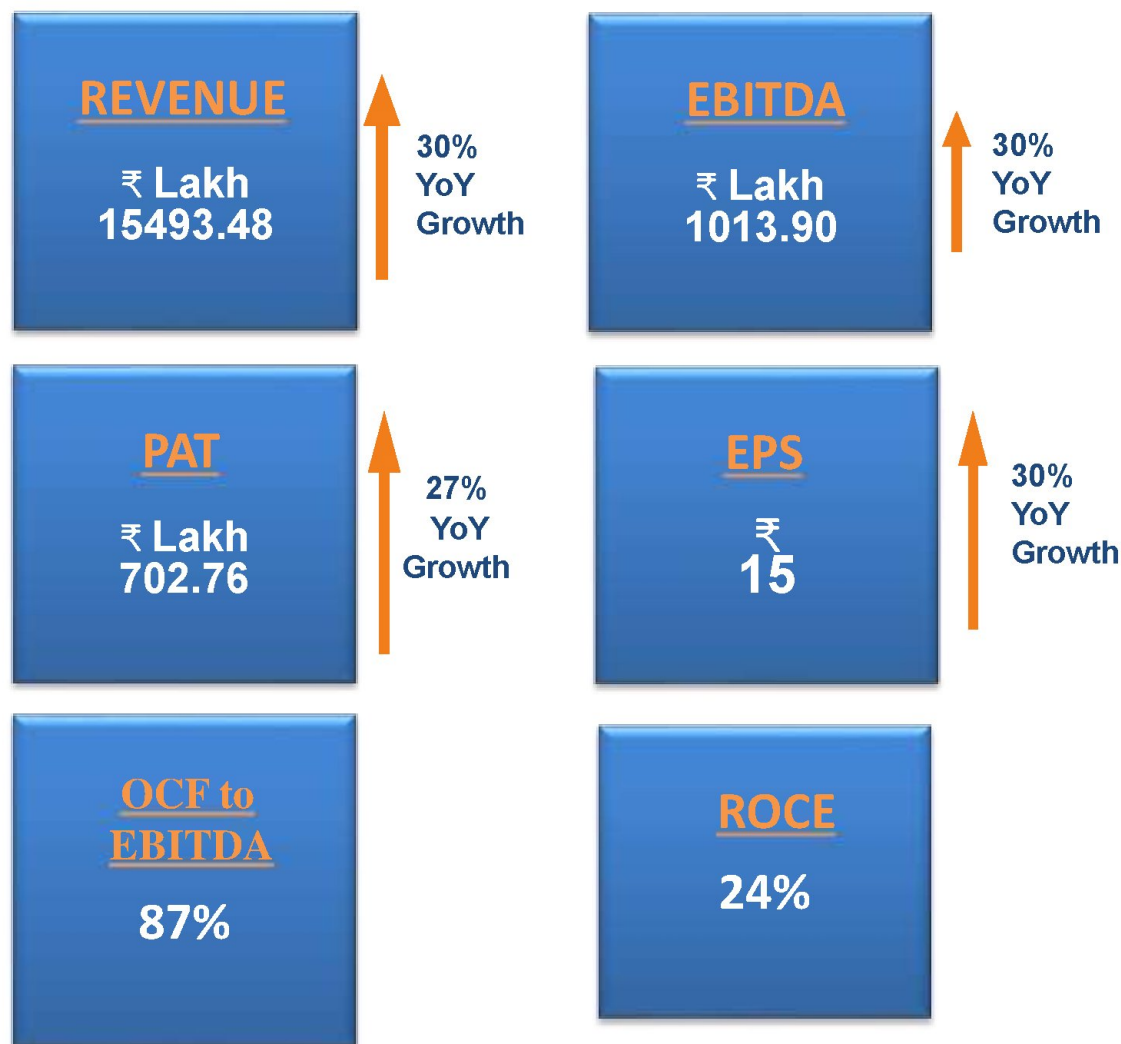
***ANG's Export share will rise to 30% In current FY as compared to just 7% in FY 20-21  
ANG is Targeting 500 Cr. Revenue from Exports by FY 23-24.***

# Financial Snapshot

Rs. In Lacs	2013	2014	2015	2016	2017	2018	2019	2020	2021
Income									
Income from Operations	1624.13	3449.93	3684.16	5492.3	6766.81	7604.47	12169.98	12683.11	15437.89
Other Income	3.73	9.46	9.46	21.03	25.02	68.72	23.27	41.97	55.58
Total Income	1628.64	3461.89	3693.63	5513.32	6791.82	7673.19	12193.25	12725.08	15493.48
Expenditure									
Cost of material consumed	1163.54	2594.26	2768.34	4107.11	4666.02	5321.12	8888.6	8955.67	10825.93
change in Inventories	-32.02	-43.34	-87.18	-20.8	111.08	-31.74	-104.54	-58.76	-429.87
Employee Benefit Expenses	57.63	120.25	237	346.5	412.4	564.45	639.13	793.63	1367.56
Finance Cost	183.3	150.82	165.94	165.94	152.82	158.05	234.27	286.73	296.56
Depreciation & Amortization	67.14	305.12	94.64	105.98	117.04	119.15	112.37	122.87	131.68
Other Expenses	174.02	290.08	454.75	586.53	951.33	1046.83	1612.5	1784.31	2287.7
Total Expenses	1613.02	3417.19	3633.5	5291.26	6410.68	7177.88	11382.38	11884.47	14497.57
Profit Before Tax	15.02	44.7	60.13	222.06	381.14	495.31	810.86	840.62	1013.9
Total Tax Expense	21.23	25.4	19.73	56.58	89.14	122.91	245.97	231.06	311.14
Net Profit For the Year	-6.21	19.29	40.4	165.48	292	372.4	564.89	609.56	702.76



# Financial Snapshot

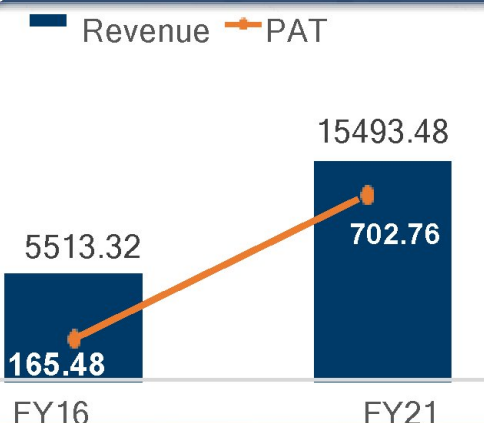


✓ Net Debt 7 CR

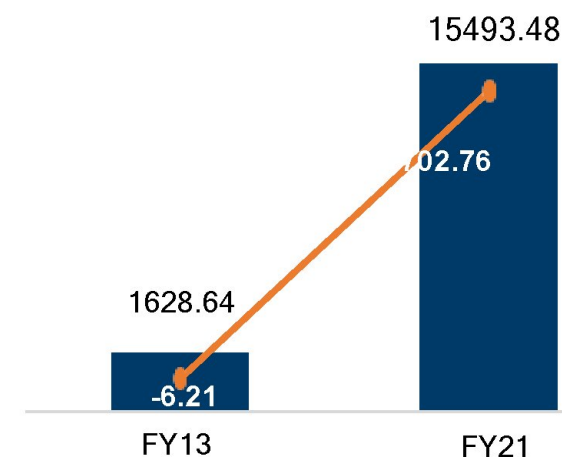
✓ Maintained **ROCE** at  $\geq 22\%$  over last 6 years

✓ Currently Among the highest **cashflow generating** companies in the industry.

Revenue up **4x** and PAT up **4.5x** in last 5 years



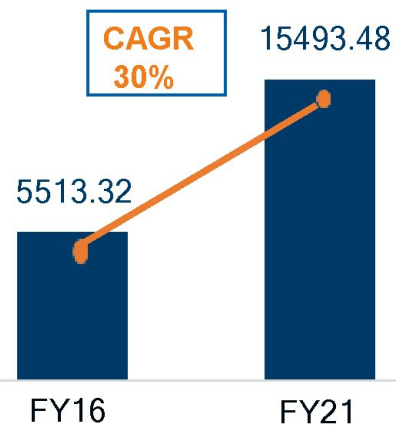
Revenue up **10x** and PAT up **120x** in last 8 years



Source: Consolidated Financial Statements FY21 INR in Lakh

# Track Record Of Value – Accretive Growth

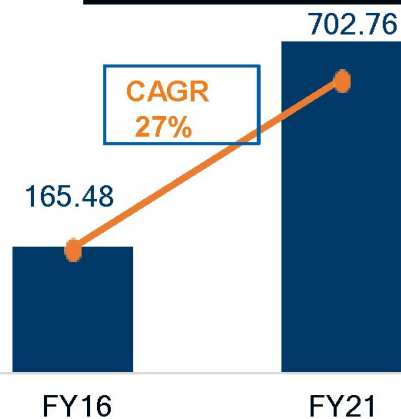
## Revenue (₹ Lakh)



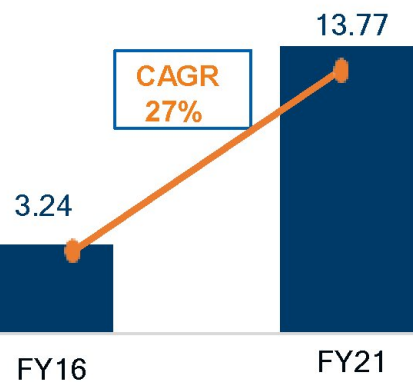
## EBITDA (₹ Lakh) & %



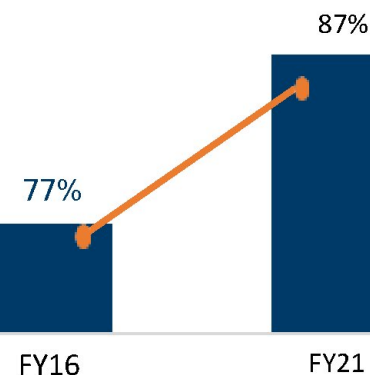
## PAT (₹ Lakh) & %



## EPS (₹)



## OCF as % of EBITDA



Source: Consolidated Financial Statements



*Total revenue increased by 30% CGAR INR 15493.33 Lakh in FY-2021 from INR 5513.32 Lakh in FY 2015-16*

*The Company's EBITDA increased by 30% CGAR INR 1013.9 Lakh in FY21 from INR 222.06 Lakh in FY 16, owing to strong product demand, PAN India penetration and a sustained capacity utilisation.*

*Net profit stood at INR 702.76 Lakh in FY 2021, compared to INR 165.48 Lakh in FY 15-16.*

*The company's ROCE increased from 17 % in FY14-15 to 24% in FY20-21.*

# ACQUISITIONS CREATED SYNERGY FOR ANG

ANG is metamorphosing it, from Manufacturing Dry Powder Injectable to manufacturing wide range of Pharmaceutical formulations, through its recent acquisitions.

Company has acquired Assets of two sick units under distress sale: M/s.Star Biotech for INR 95 mn & M/s. Jyot Sarup Knits (P) Ltd., for INR 9.40 mn

M/s. Star Biotech: A Pharma company engaged into manufacturing of Dry Powder Injectables. ANG would transform Star Biotech units into dedicated Pencillin formulation units to manufacture Pencillin products like dry powder injections, dry syrups, and tablets for domestic and global market

M/s ANG acquired MBP Pharma in Jan 21 and also acquired Two Pharma formulation units from M/s Ind swift Ltd for 60 CR. This deal is Asset Transfer Agreement with Ind- swift Ltd which is payable through deffered payment basis till 30.06.202



# Current Capacity and Upoming Facility

## Current Capacity of our Products

Products	Capacity ( in Mn Units) Per Annum
Tablets	3000
Liquid injection Ampoules	90
Liquid Injection Vials	48
Liquid Syrup	120
Dry Syrup	12
Soft Gelatin Capsule	960
Lotion	04
Ointment	24

★100% of revenues from products manufactured at Baddi Facility.

### WHO GMP facility at Baddi



### Brownfield facility Star Biotech is coming up at Baddi (FY21-22)

- The State of the Art Manufacturing Facility with a total Area of 4000 Sq.Mtr.
- Planning to commission facility by Q3 of Current Financial year.
- To Manufacture Penicillin-based Finished Dosage Forms.

# Outlook FY22 & Way Forward.....



- ***Confident to Post 400 to 450 Cr. Revenue in Current FY post Acquisition of Two Pharma Formulation Units from M/s Ind-Swift Ltd.***
- ***Aims to achieve Revenue of 800 -850 Cr in FY 22-23 through Domestic Brand building, Manufacturing of High Molecules in existing facilities, Product Registration in various different countries and Commissioning Of M/s Star Biotech Ltd- Plant at Baddi in Current FY.***
- ***Will setup Greenfield facility for Anti- Cancer and Nutraceuticals in existing surplus land available in times ahead***
- ***Plans to venture into API derivative Menthol by the end of this Current FY.***
- ***Looking for Meaningful Acquisitions to Fuel the Existing Growth Strategy.***
- ***To add 250 plus Products in Existing Product base of 1000+ Products In Next 1 Year.***
- ***Aims to Achieve 500 Cr of Revenue from Exports by FY 23-24***



1

## Expansion of Product Portfolio

- Our **Business model of Building Strong and Sustainable Products** has enabled us to maintain our growth trajectory during pandemic periods (Wave 1 as well as Wave 2).
- Our **Market Standing in Dry Powder Injectable and Therapeutic** positions us well to take the lead in the management of post-Covid early-onset.

2

## New Product Pipeline

- We are **well-positioned in Critical Care, Therapeutic** Segment such as Cream, Ointment segment, Antimalarial, Antifungal, Antibiotic, Anti-inflammatory
- We plan to **Launch 30 to 50 New Product Formulation by the end of Current FY 21-22 and will launch 200 new Product Formulation by H1 FY 22-23.**
- Plan to file **DMFs for all new molecules** in Regulated and Semi regulated market, thereby gaining a significant share in the market.

3

## Expansion of Export Market

- We plan to significantly expand our coverage of **more Geographies and Product Segments**.

4

## Therapeutic Diversification

- We are investing in diversification opportunities in high-growth areas like Therapeutic Segment such as Cream and Ointment segment, Antimalarial, Antifungal, Antibiotic, Anti-inflammatory.

5

## In-licensing and Acquisitions

- On the back of **Value-Accretive Deals** we continue to look for **High-Return Inorganic Opportunities** to complement our Organic Growth initiatives.





**Unit V**

## ANG Unit 5 (Unit 3 of Ind- Swift Limited)

This plant is located adjacent to ANG's Flagship plant spread over an area of 2.85 Acres having a State of the Art Facility for Formulation Manufacturing comprising of about more than 2.5 Lacs Sq. Ft. Covered area and having different Manufacturing Formulations with Integrated Utilities.

ANG Lifesciences India Limited has executed an Asset Purchase Deal with Ind-Swift Limited for acquisition of Two Formulation Manufacturing Facilities for **INR 60 Cr.** Payable through internal accrual & bank funding on deferred payment basis up to 30Jun-2024.



**Unit VI**

## ANG Unit 6 (Unit 4 of Ind- Swift Limited)

This plant is located adjacent to ANG's Flagship Plant spread over an area of 7.2 Acres having a State of the Art facility for Formulation Manufacturing comprising of about more than 1 Lacs Sq. Ft. Covered area and having different Manufacturing Formulations with Integrated Utilities.



**ANG LIFESCIENCES**  
**INDIA LIMITED**

**THANK YOU**

**For more information, please contact:**

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