LASA SUPERGENERICS LIMITED

Q4 & FY20 Investor Presentation

WE CARE

About LASA SUPERGENERICS LIMITED

Lasa Supergenerics Limited ('Lasa') is a vertically integrated group spanning the entire animal and human healthcare value chain—from discovery-to-delivery, with established credentials in research, manufacturing and global marketing.

Lasa group is a veterinary manufacturing entity, which was acquired in April 2012.

The manufacturing base of Lasa group is located at Mahad, in the Konkan region of Maharashtra. It specialises in 'catalyst chemistry' and manufactures anthelmintic/ veterinary API products with the largest production capabilities and product categories in India.

To efficiently control the supply chain, the group backward integrated its key molecules—from discovery research up to full-scale bulk production.

Lasa group's marketing footprint is entrenched across developing markets in multiple countries. Similarly, the group expects to augment its export footprint significantly in width and depth in the future.

The group has alliances with leading Indian and global animal health care conglomerates, and uses Good Manufacturing Practice (GMP) and world-class technologies in its operations. Lasa group is managed by a consortium of technocrats, including its Chairman and Managing Director Mr. Omkar P. Herlekar who are impelled by passion and propelled by niche innovation. Our leadership team, which is guided by these values, is well positioned to lead the group into the future

Looking ahead, Lasa group is determined to achieve its goal of becoming a leading force in the niche animal health care solutions. The objective on which the group was founded have always inspired sustainable growth through innovation in the last four years, and shall continue to do so in times to come

Products

LASA SUPERGENERICS LTD.

- API PRODUCTS
- ANIMAL FEED INGREDIANTS
- OTHER API PRODUCTS
- REAGENTS FOR THERAPEUTIC USE

Key Managerial Personnel

Dr. Omkar P. Herlekar - Chairman and Managing Director

Upon assuming the leadership of Lasa, Dr. Herlekar charted a multi-pronged approach for its corporate growth. Envisioning a global presence for the group, he played a pivotal role in establishing marketing set-up across and outside India. Lasa places immense focus on research. Dr. Herlekar has played a pivotal role in embryonic the group's 'Catalyst Chemistry' division that focuses on development of veterinary APIs and breakthrough innovations. His contributions are widely acclaimed in the industry circles. Under his leadership, Lasa achieved new milestones and offered several innovations with the help of 'backward integration'

Mr. Shivanand Hegde - Whole Time Director

He set out his career with a vision to create a global animal health care conglomerate. Under his dynamic leadership, Lasa group has grown rapidly to attain newer milestones and the highest level of domestic and global marketing performance. Mr. Hegde is the principal architect for the progress of the group. He holds Master of Science (MSc) degree in organic chemistry with more than two decades of expertise across domestic and international marketing. His organizational skills and managerial abilities have enabled Lasa group to grow leaps and bounds and spread its wings in the regulated markets across the globe.

Mr. Mithun Jadhav - Whole Time Director

He holds a Diploma in Material Management (DMM) from Pune University. In addition he holds following degree – Master degree in Commerce from University of Mumbai, He has over 8 years' experience in the chemical industry in Purchase, Inventory Management & Vendor Development. Prior to joining Lasa, he has worked with Reputed organizations like Kansai Nerolac Paint Ltd, Valvoline Cummins Ltd, Nippon paint India Pvt Ltd, Deepak Novochem Ltd (Group of Deepak Nitrite

FINANCIALS

Snapshot – Q4 FY20 (Standalone)

LASA SUPERGENERICS LTD.

- Total Revenue – Rs. 485.85 Mn
- EBITDA - Rs. 90.30 Mn
- Profit Before Tax - Rs. 24.4Mn
- Profit After Tax - Rs. 25.80 Mn
- EPS - Rs. 0.89

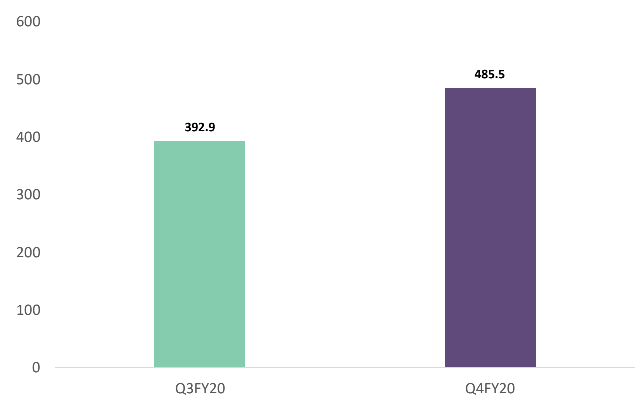
Snapshot – FY20 (Standalone)

LASA SUPERGENERICS LTD.

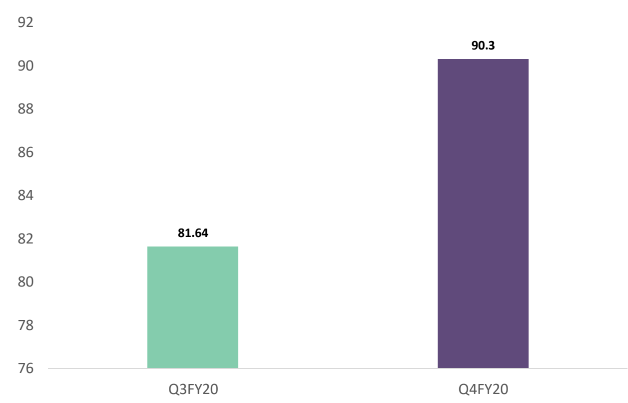
- Operating Revenue – Rs. 1672.7 Mn
- EBITDA - Rs. 299.5 Mn
- Profit Before Tax - Rs. 47.4 Mn
- Profit After Tax - Rs. 36.30Mn
- EPS - Rs. 1.26

Performance Indicators – Q4 FY20 (Standalone)

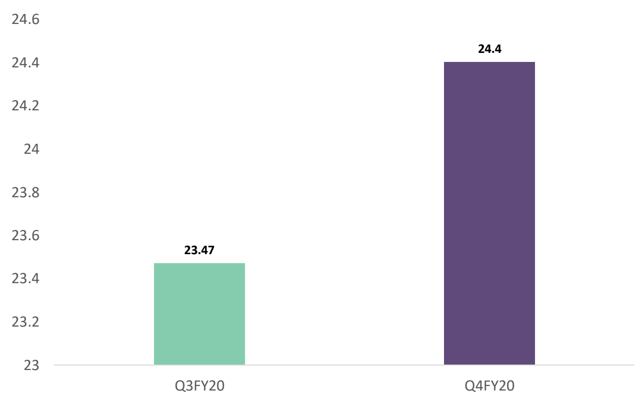
Operating Revenue (Rs. Mn)



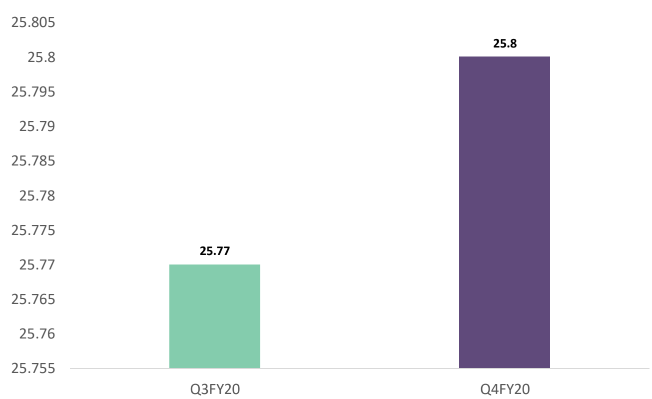
EBITDA (Rs. Mn)



Profit Before Tax (Rs. Mn)

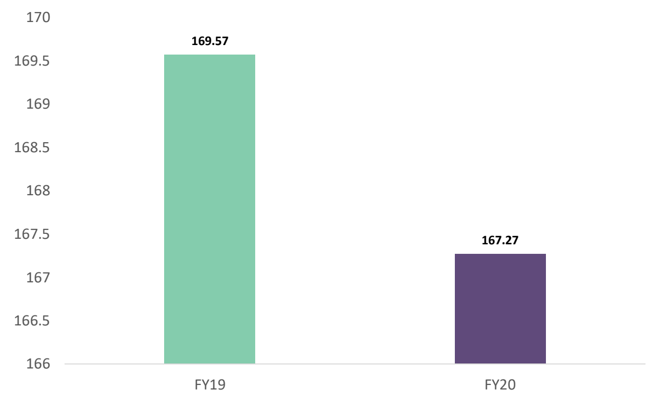


Profit After Tax (Rs. Mn)

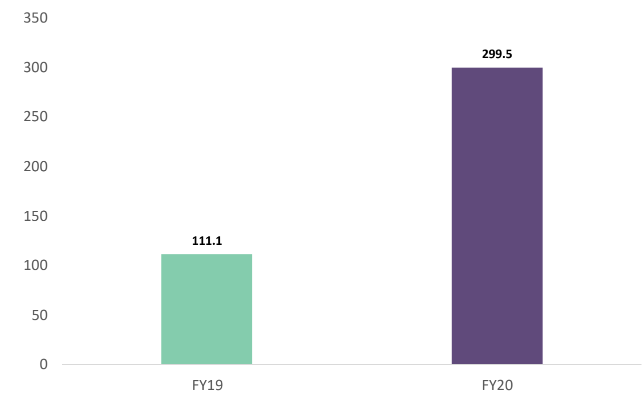


Performance Indicators – FY20 (Standalone)

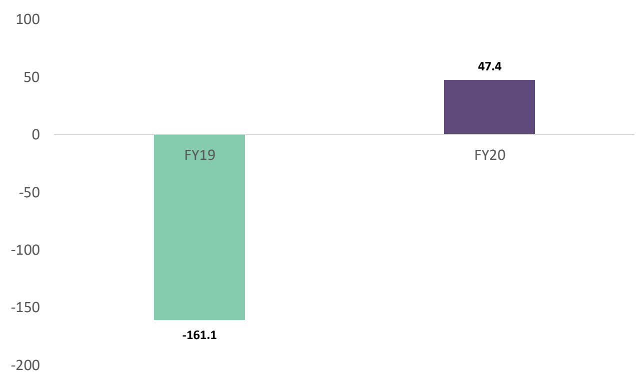
Operating Revenue (Rs. Mn)



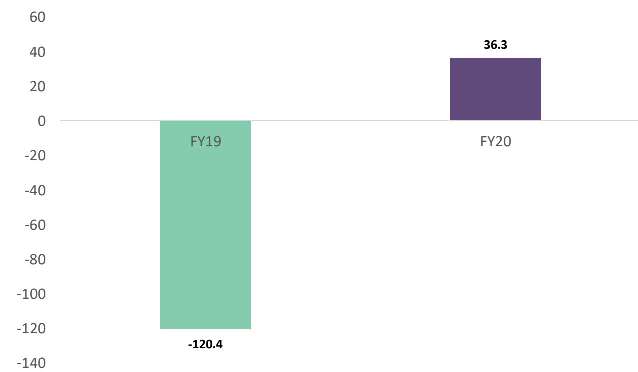
EBITDA (Rs. Mn)



Profit Before Tax (Rs. Mn)



Profit After Tax (Rs. Mn)



Q4 FY20 INCOME STATEMENT (IND-AS) (Standalone)

INCOME STATEMENT (INR Mn)	Q4-FY20	Q3-FY20	Q-o-Q	Q4-FY19	Y-o-Y
Total Revenue	**486.47**	**393.15**	**23.7%**	**423.81**	**12.4%**
Total Expenses	462.16	369.68	16.5%	454.10	1.8%
EBITDA	**90.3**	**83.8**	**7.8%**	**30.7**	**194.1**
EBITDA Margins (%)	***18.59%***	***21.33%***		***7.31%***	
Depreciation	43.60	43.9	-0.7%	47.8	(8.8%)
EBIT	**47.30**	**40.10**	**18%**	**-13.5**	**450.4%**
EBIT Margins (%)	***9.74%***	***10.21%***		***-3.21***	
Finance Cost	22.9	16.6	37%	16.8	36.3%
Other Income	0.61	0.26	134.6%	3.57	(82.9%)
Profit Before Tax	**24.4**	**23.5**	**3.8%**	**-30.3**	**180.5%**
Tax	-1.49	-2.29		-12.31	
Profit After Tax	**25.8**	**25.76**	**0.2%**	**(17.99)**	**185.1%**
PAT Margin (%)	***5.31***	***6.54***		***(4.28)***	***(7.21)***
Other Comprehensive Income	0.39	0		-0.08	
Total Comprehensive Income	**26.19**	**25.76**	**1.7%**	**(18.08)**	
EPS Diluted (INR)	0.89	0.89		(0.79)	

FY20 INCOME STATEMENT (IND-AS) (Standalone)

LASA SUPERGENERICS LTD.

INCOME STATEMENT (INR Mn)	FY20	FY19	Y-o-Y
Total Revenue	**1675.02**	**1700.4**	**-1.5%**
Total Expenses	1627.66	1861.50	(12.6)%
EBITDA	**299.5**	**111.1**	**169.6%**
EBITDA Margins (%)	***17.91%***	***6.55%***	
Depreciation	173.4	193.08	(10.2)%
EBIT	**128.4**	**-77.3**	**266.1**
EBIT Margins (%)	***7.68***	***-4.56***	
Finance Cost	81	83.8	(3.3)%
Other Income	2.36	4.74	(50.2)%
Profit Before Tax	**47.36**	**(161.02)**	**(70.6)%**
Tax	11.07	40.72	
Profit After Tax	**36.28**	**(120.40)**	**70%**
PAT Margin (%)	***2.17***	***(7.10)***	
Other Comprehensive Income	0.39	(0.12)	
Total Comprehensive Income	**36.67**	**(120.04)**	**70%**
EPS Diluted (INR)	1.26	(5.26)	

BALANCE SHEET FY 19-20

PARTICULARS (INR Mn)	FY20	FY19	PARTICULARS (INR Mn)	FY20	FY19
EQUITIES & LIABILITIES			**ASSETS**		
(A) Equity			1. Non Current Assets		
1. Equity Share Capital	406.73	228.64	(A) Property, Plant and Equipment's	1459.56	1556.63
2. Other Equity	1,007.93	824.33	(B) Capital Work-in-progress	-	69.58
Total Equity	1,414.65	1,052.98	(C) Intangible Assets	62.33	60.30
			(D) Intangible assets under development	-	2.51
(B) LIABILITIES			(E) Financial Assets		
1. Non-Current Liabilities			(i) Other Investment	-	-
(a) Financial liabilities			(ii) Loans	7.52	7.37
(i) Non Current Borrowings	141.42	457.22			
(b) Provisions	4.61	3.58	(F') Deferred tax Assets (Net)	31.74	30.20
(c) Deferred Tax Liabilities (Net)	-	-	**Other Non Current Assets**	**1,561.15**	**1,726.58**
Total Non Current Liabilities	**146.04**	**460.80**	**Current Assets**		
2. Current Liabilities			(A) Inventories	263.04	316.00
(A) Financial liabilities	-	-	(B) Financial Assets	-	-
(i) Current Borrowings	203.37	230.03	(i) Investments		
(ii) Trade Payables	337.31	596.74	(ii) Trade Receivables	206.48	288.79
(iii) Other Financial Liabilities	139.31	158.70	(iii) Cash & cash equivalents	25.68	4.21
(B) Other Current Liabilities	29.53	60.79	(iv) Other Bank balances	34.94	22.64
(C) Provisions	40.57	24.91	(v) Loan	0.50	0.50
(D) Current tax labilités (net)	9.07		(vi) Other	228.08	226.23
Total Current Liabilities	**759.18**	**1,071.17**			
Total Liabilities	**905.22**	**1,531.97**	**Total Current Assets**	**758.74**	**858.37**
GRAND TOTAL - EQUITIES & LIABILITES	**2,320**	**2,585**	**GRAND TOTAL – ASSETS**	**2,320**	**2,585**

GALLERY

Rencal – Unit 3

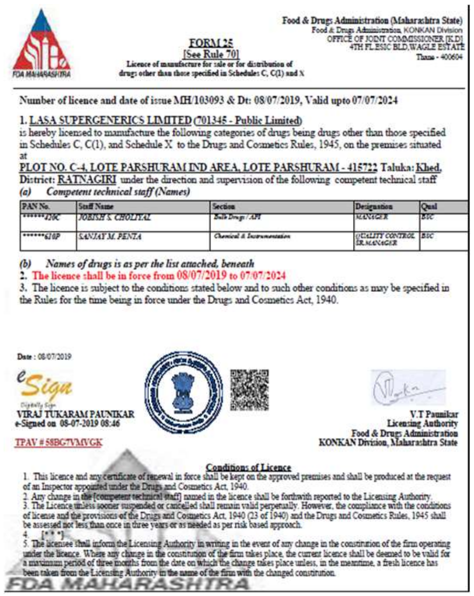
Mahad – Unit 1

Urdhwa – Unit 2

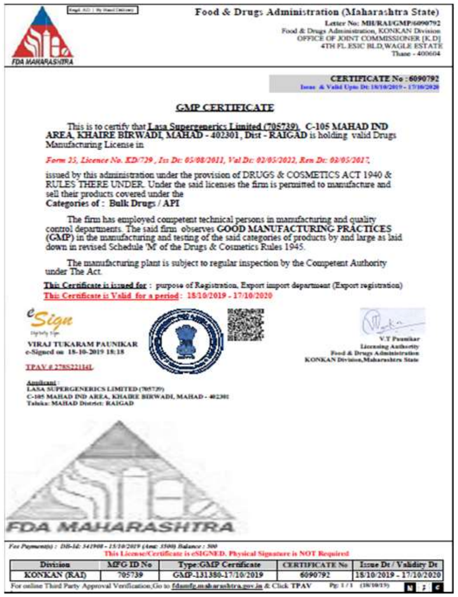
CERTIFICATIONS

LASA SUPERGENERICS LTD.

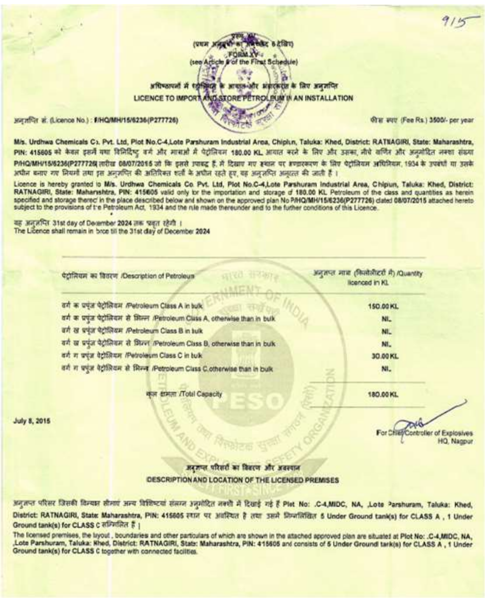
ISO 9001:2015 Certificate



Albendazole License – FDA (M.S)



Good Manufacturing Certificate – FDA (M.S)



PESO License

CORPORATE SOCIAL RESPONSIBILITY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THANK YOU

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