



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.

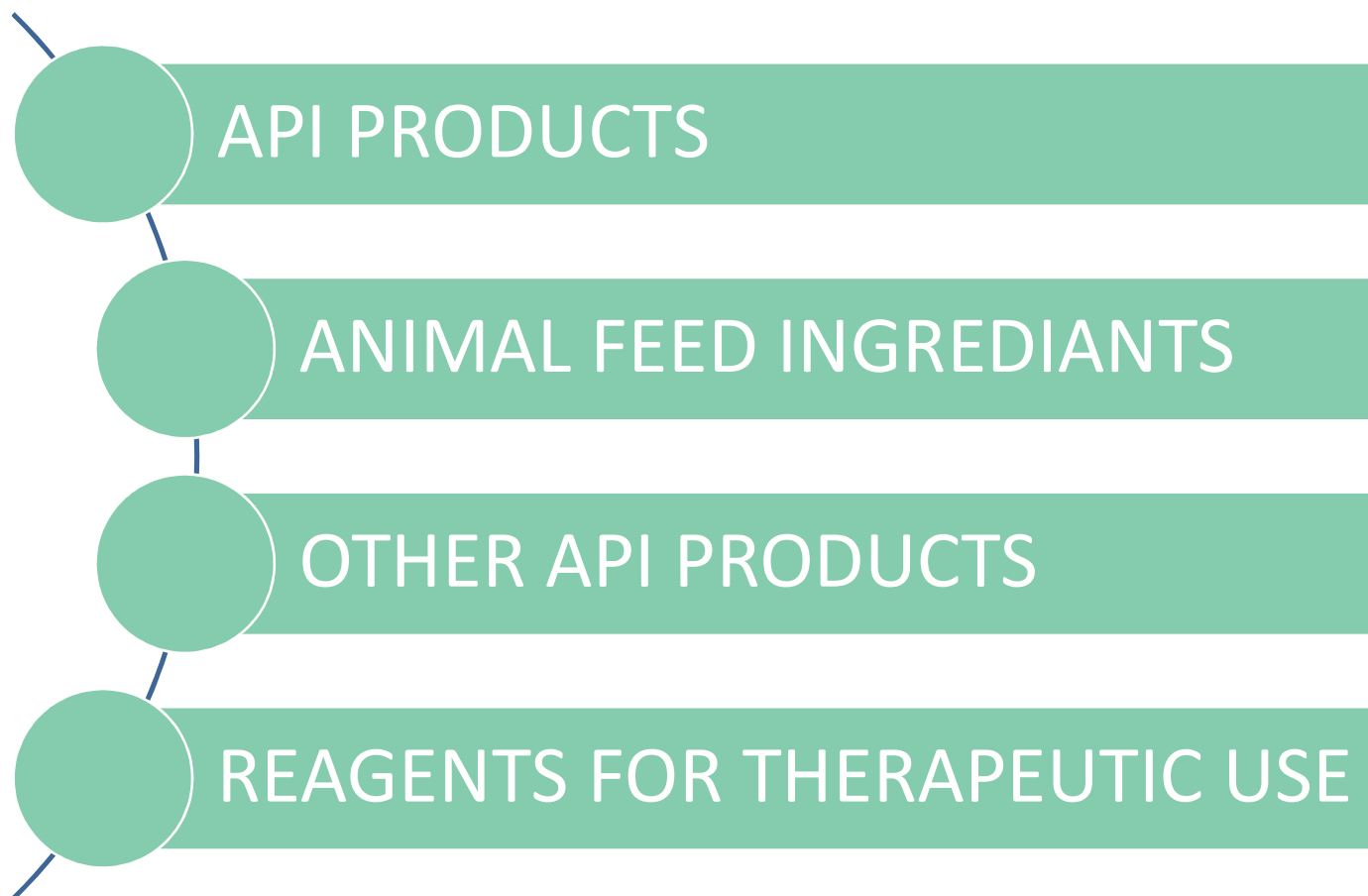
The manufacturing base of Lasa group is located at Mahad, in the Konkan region of Maharashtra. It specialises in 'catalyst chemistry' and manufactures anthelmintic/ veterinary API products with the largest production capabilities and product categories in India.

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



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

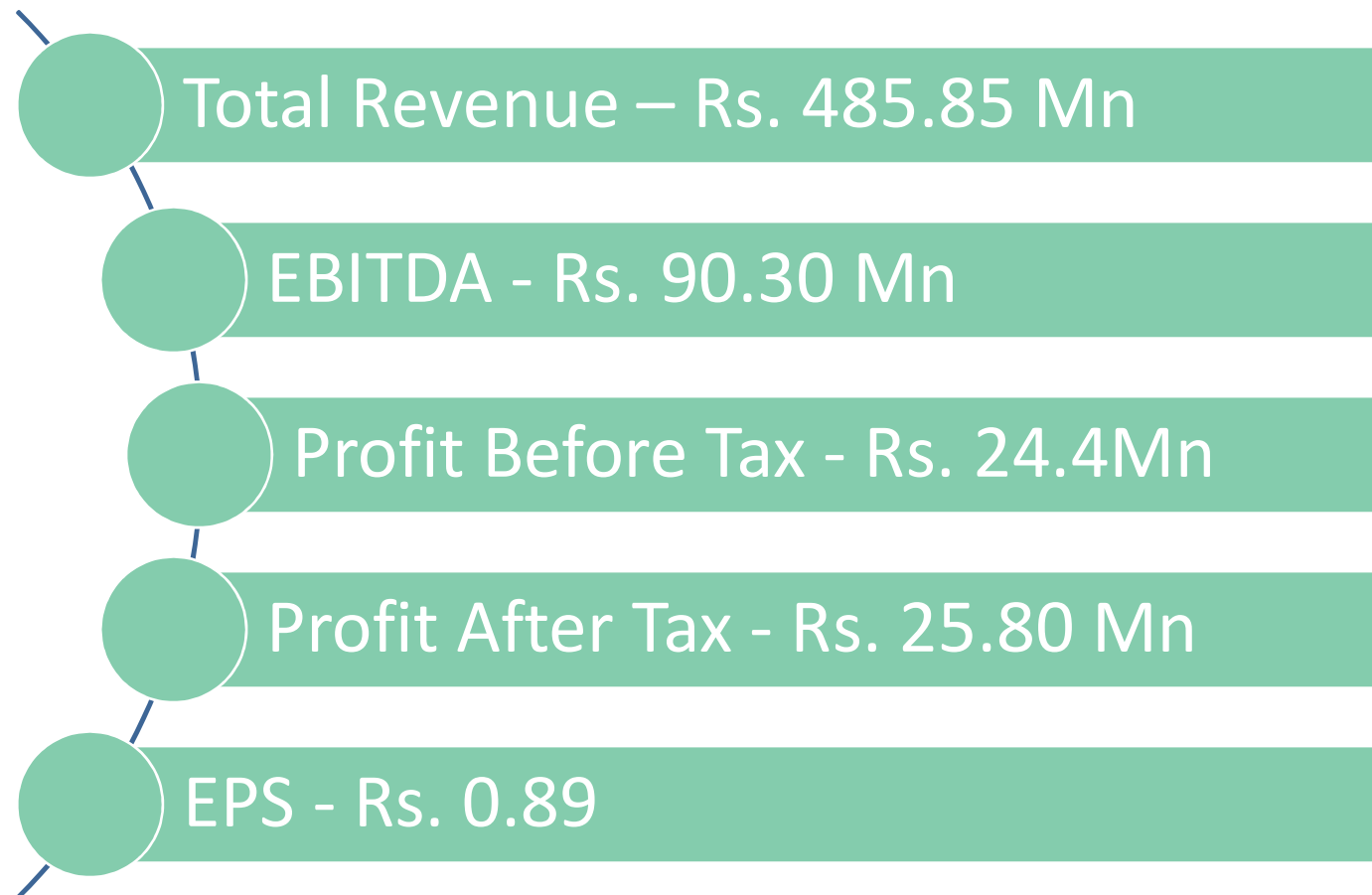
He set out his career with a vision to create a global animal health care conglomerate. Under his dynamic leadership, Lasa group has grown rapidly to attain newer milestones and the highest level of domestic and global marketing performance. Mr. Hegde is the principal architect for the progress of the 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.

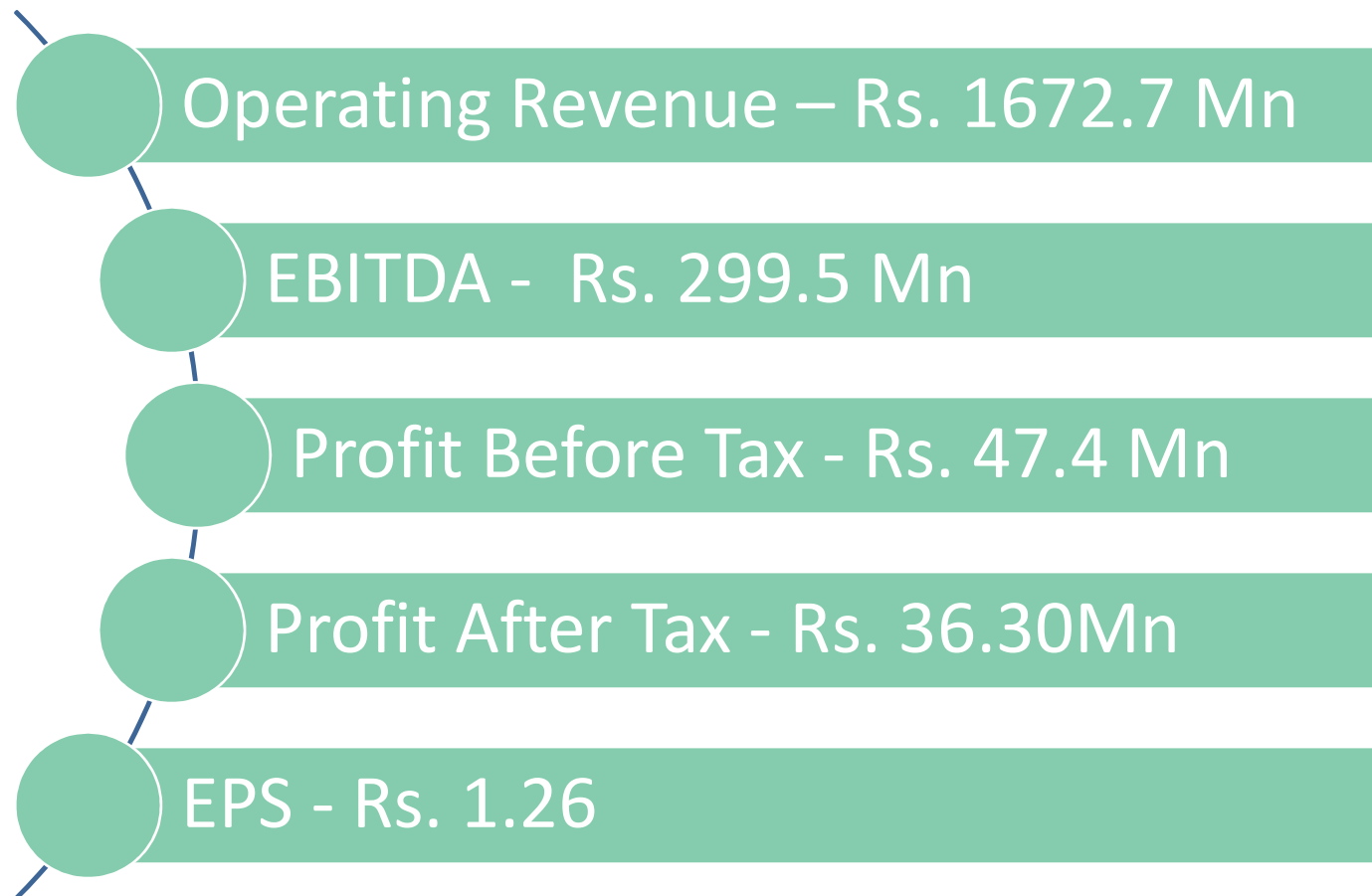


Mr. Mithun Jadhav - Whole Time Director

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

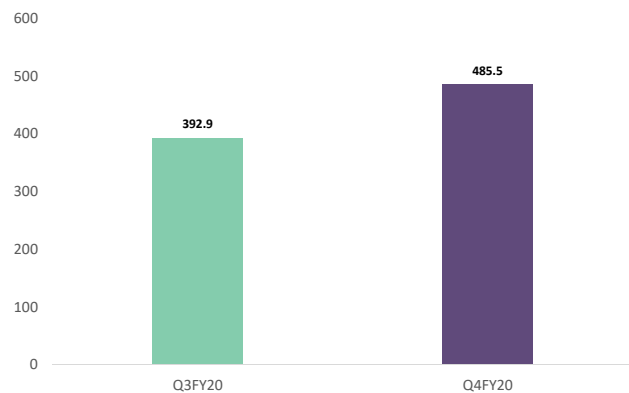
FINANCIALS



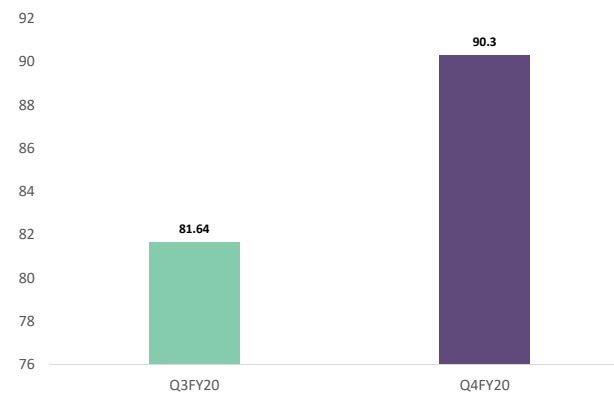


Performance Indicators – Q4 FY20 (Standalone)

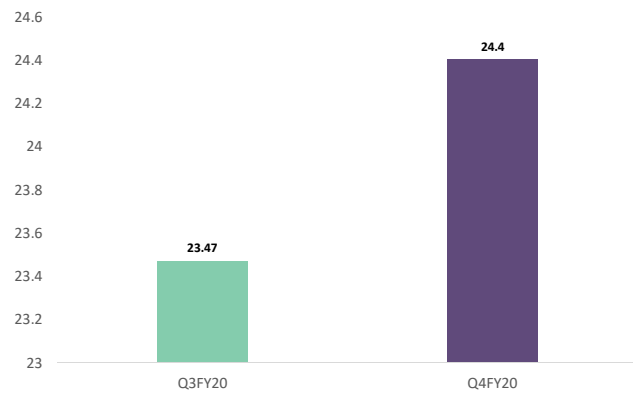
Operating Revenue (Rs. Mn)



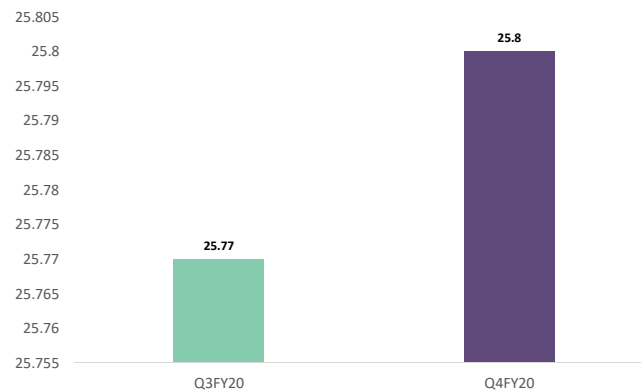
EBITDA (Rs. Mn)



Profit Before Tax (Rs. Mn)

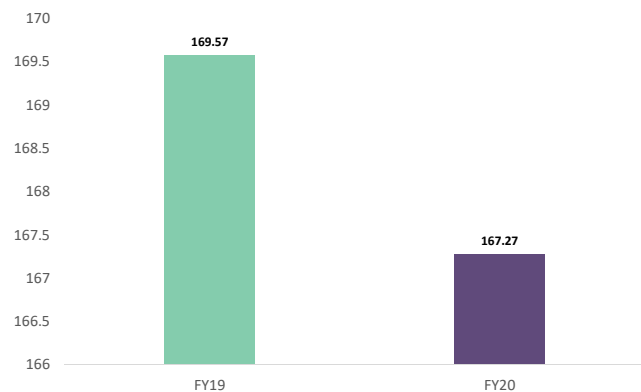


Profit After Tax (Rs. Mn)

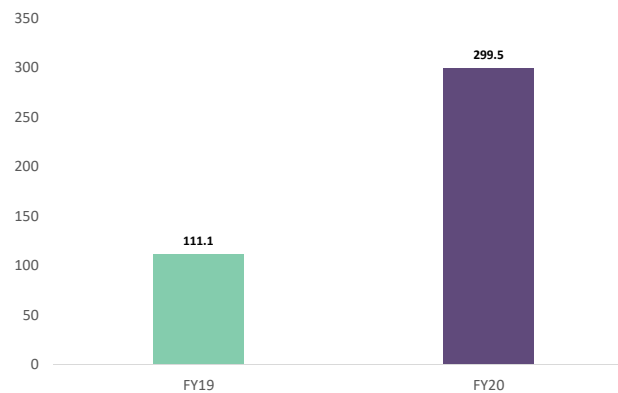


Performance Indicators – FY20 (Standalone)

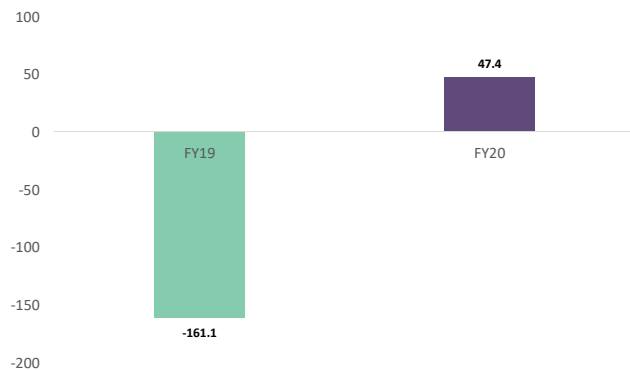
Operating Revenue (Rs. Mn)



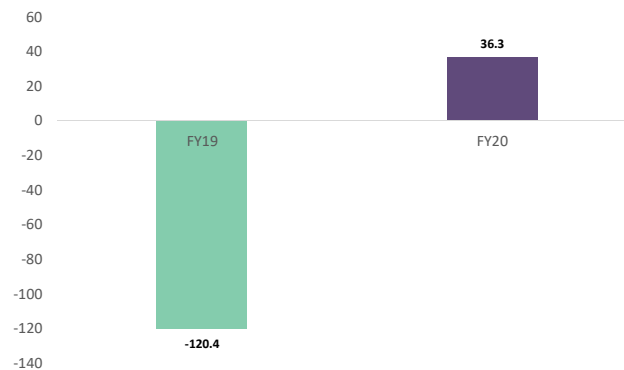
EBITDA (Rs. Mn)



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)

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 liabilities (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 & LIABILITIES	2,320	2,585	GRAND TOTAL – ASSETS	2,320	2,585

GALLERY



Mahad – Unit 1

Urdhwa – Unit 2



Rencal – Unit 3



CERTIFICATIONS



ISO 9001:2015 Certificate

Food & Drug Administration (Maharashtra State)
Food & Drug Administration (KARNATAKA STATE)
OFFICE OF POSTY COMMISSIONER
4TH FLOOR, BLDG WAGDE STREET
MUMBAI - 400006
Tel:- 400006

FORM 125
[Use Rule 70]

Licence of manufacturers for sale in distribution of Chemicals (C, G) and X

Number of Licence and date of issue **NO.143093 & Dt: 08/07/2019, Valid upto 07/07/2024**

1. LASA SUPERCENTRIS LIMITED (U)3445 - Public Limited
 is hereby licensed to manufacture the following categories of drugs being drug; other than those specified in Schedule (C, G), and Schedule X, for the Drug and Cosmetics Rules, 1945, on the premises situated at:

PLOT NO. C-4, LOTE PARSHURAM IND AREA, LOTE PARSHURAM - 412272 Talukha: Khadi.
Director: KATNAGCHI upon the direction and supervision of the following competent technical staff:

Competent technical staff (Names)

PAT.Nr.	Staff Name	Section	Designation	Qual
*****ZDK	ANAND S. CHITRALA	Drug-Drug-AM	MANAGER	BPH
*****ZEP	ANAND M. PENTA	Chemical & Instrumentation	QUALITY CONTROL MANAGER	BSC

(b) Names of drugs is as per the list attached, beneath
2. The licence shall be in force from 08/07/2019 to 07/07/2024
 3. The licence is subject to the conditions stated below and to such other conditions as may be specified in the Rules for the time being in force under the Drugs and Cosmetics Act, 1940.

Date: 08/07/2019


YIRAJ TUKARAM PATNIDAR
 e-Signed on: 08/07/2019 08:46
 TRAY # SBBGTYMAGK





Y.T Fumdar
 Licensing Authority
 Food & Drug Administration
 KONKAN Division, Maharashtra State

Conditions of Licence

- This licence and any certificate of renewal in force shall be kept on the approved premises and shall be produced as the request of the officer appointed under the Drugs and Cosmetics Act, 1940.
- Any change in the (Competent technical staff) named in the licence shall be forthwith reported to the Licensing Authority.
- The licence shall be neither suspended or called in nor shall remain valid permissibly. However, the compliance with the conditions of licence and the provisions of the Drugs and Cosmetics Act, 1940 (2) of 1940, and the Drugs and Cosmetics Rules, 1945 shall be ascertained not less than once in three years or as needed in a per risk based approach.
- The licence shall be in force for three years or in writing in the event of change in the constitution of the firm operating on the licence. Where no change in the constitution of the firm takes place, the current licence shall be valid for a maximum period of three months from the date on which the change takes place (change), in the meantime, a fresh licence has been taken from the Licensing Authority in the name of the firm with the placed constitution.

Albendazole License – FDA (M.S)

 FIM RAJASTHAN	Food & Drug Administration	Letter No: MBR&GMP/MS/20 Food & Drug Administration, KOSAN, District OFFICE OF JUDIT COMMISSIONER, I.C.D 4TH FLOOR, HELD WARD, RAJASTHAN Phone: 0260504 Email: 0260504
CERTIFICATE No: 6090791 Issue & Valid From: 21.10.2019 - 17.10.2020		
GMP CERTIFICATE		
This is to certify that Laxa Supermarkets Limited (786729), C-105 MAHAD IND AREA, KHAIRI BIWADI MAHAD -403031, Dist- RAJGAD is holding valid Drugs Manufacturing Licence in		
Form 22, Licence No. K29-79, Iss. Dt: 05-04-2017, Valid Dt: 05-05-2021, Issue Dt: 05-05-2017 issued by this administration under the provision of DRUGS & COSMETICS ACT 1940 & RULES THERE UNDER. Under the said licence the firm is permitted to manufacture and sell their products covered under the Category of: Bulk Drug/ API		
The firm has employed competent technical persons in manufacturing and quality control department. The said firm observes GOOD MANUFACTURING PRACTICES (GMP) in the manufacturing and testing of the said categories of products by and large as laid down in revised Schedule 'M' of the Drugs & Cosmetics Rules 1945.		
The manufacturing plant is subject to regular inspection by the Competent Authority under this Act.		
This Certificate is issued for: purpose of Registration, Export export department (Export registration)		
This Certificate is Valid for a period: 18.10.2019 - 17.10.2020		
eSign YKJAY TEKARAM PAUNIKAR e-Signed on: 18.10.2019 18:18 TPAY-2782521165	 	eSign P. V. P. NATH Licensing Authority Food & Drug Administration KOSAN District, Maharashtra, India
Authentic: LAXA SUPERMARKETS LIMITED (78791) C-105 MAHAD IND AREA, KHAIRI BIWADI, MAHAD - 403031 Taluka: MAHAD District: RAJGAD		
FIM MAHARASHTRA		

For Payments: 20.10.2019 - 17.10.2021 (till 1500 Hours) : 500/-
 For Renewal: 18.10.2019 - 17.10.2021 (till 1500 Hours) : 500/-
 Periodic Renewers is NOT Required

Division	MP ID No	Type/GMP Certificate	CERTIFICATE No	Issue Dt	Validity Dt
KOSAN (RAJ)	786729	GMP-131.185-17.10.2019	6090792	18.10.2019 - 17.10.2020	

Good Manufacturing Certificate – FDA (M.S)

[illegible]

PESO License

CORPORATE SOCIAL RESPONSIBILITY



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THANK YOU

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