



Date: 10th February, 2025

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

Scrip Code: 531569

Sub: Investor Presentation for the Third Quarter ended December 31, 2024.

Dear Sir/ Madam,

Please find enclosed herewith Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the Third Quarter ended December 31, 2024.

Kindly take the above information on your records.

Thanking You,
Yours Faithfully,

For Sanjivani Paranteral Limited

Ravikumar Bogam
Company Secretary Cum Compliance Officer



SANJIVANI
PARANTERAL LTD

INVESTOR PRESENTATION

Q3 & 9M FY25



TABLE OF CONTENT

04 | Market Overview

07 | About The Company

13 | CDMO Key Clients

15 | Company's Segment & Revenue Mix

19 | Global Footprint

21 | Product Portfolio

25 | Financials

31 | Stock Information



Key Financial Highlights

Q3 FY25



Revenue from Operations
(up 15.9% Y-o-Y)

173.5



EBIDTA*
(up by 29.3% Y-o-Y)

28.6



PAT
(up by 15.0% Y-o-Y)

19.0



Domestic & Export
(share in revenue)

15.1% & 84.9%

9M FY25



Revenue from Operations
(up 25.0% Y-o-Y)

519.2



EBIDTA*
(up by 30.2% Y-o-Y)

85.3



PAT
(up by 20.4% Y-o-Y)

59.1



Domestic & Export
(share in revenue)

23.5% & 76.5%

Rs. In Mn.

*EBITDA: includes other income



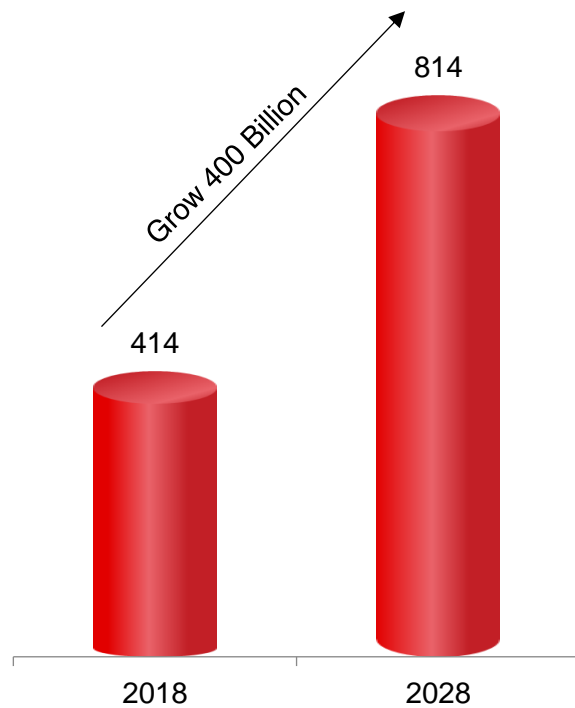
MARKET OVERVIEW

Use of medicines region wise, Defined Daily Doses (DDD)

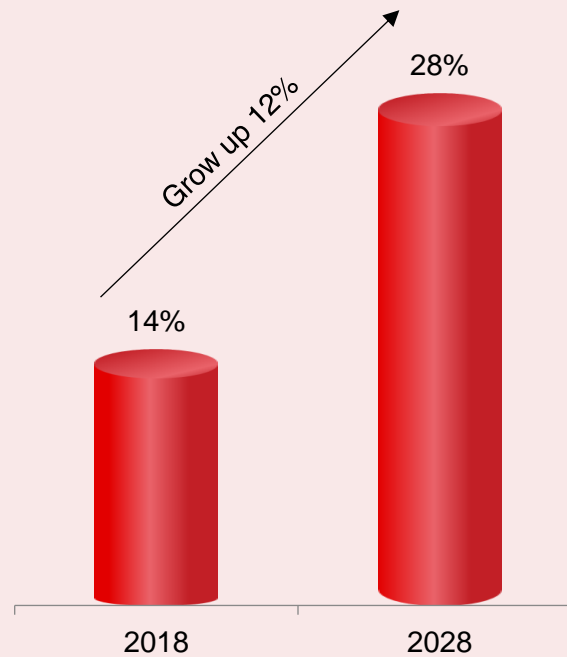
Country Name/Year	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E	2027E	2028E	CAGR % 2024-2028
Asia-Pacific	451	461	477	507	547	538	559	580	598	618	637	3.4%
Latin America	342	357	438	447	448	461	473	484	489	496	506	1.9%
Western Europe	435	445	444	448	469	463	470	476	481	485	488	1.1%
India	354	359	370	400	390	399	412	428	443	458	474	3.5%
Africa & Middle East	385	395	393	428	425	410	413	424	434	442	451	1.9%
Eastern Europe	332	339	341	358	369	362	370	377	384	388	391	1.6%
China	255	279	271	301	308	308	323	337	349	359	369	3.7%
North America	270	272	270	281	290	290	294	299	303	306	309	1.3%
Japan	141	143	141	145	147	148	149	151	152	152	153	0.6%
Total	2,964	3,049	3,144	3,316	3,394	3,378	3,465	3,556	3,633	3,704	3,778	

Source: IQVIA Institute, Dec 2023.

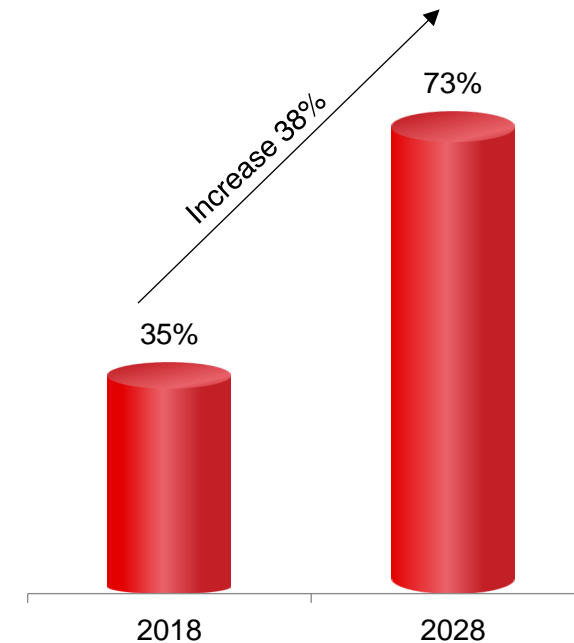
Defined Daily Doses (DDD) in billions



Global use of medicines



Global spending on medicine



Source: IQVIA Institute, Dec 2023.



ABOUT THE COMPANY

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.



**WHO-GMP/
DIGEMID / DDA**

Certified
Plants



2

Manufacturing
Facilities



**25
Countries**

Geographical
Reach



~75%

Exports
Revenue



**25+
years**

Experience



**720
million**

Annual Tablet
Capacity



84 million

Annual Ampoules
Capacity



12 million

Annual Liquid
injectables Capacity



120 million

Annual B Lactam
Tablet Capacity



180 million

Annual B Lactam
Capsule Capacity



72 million

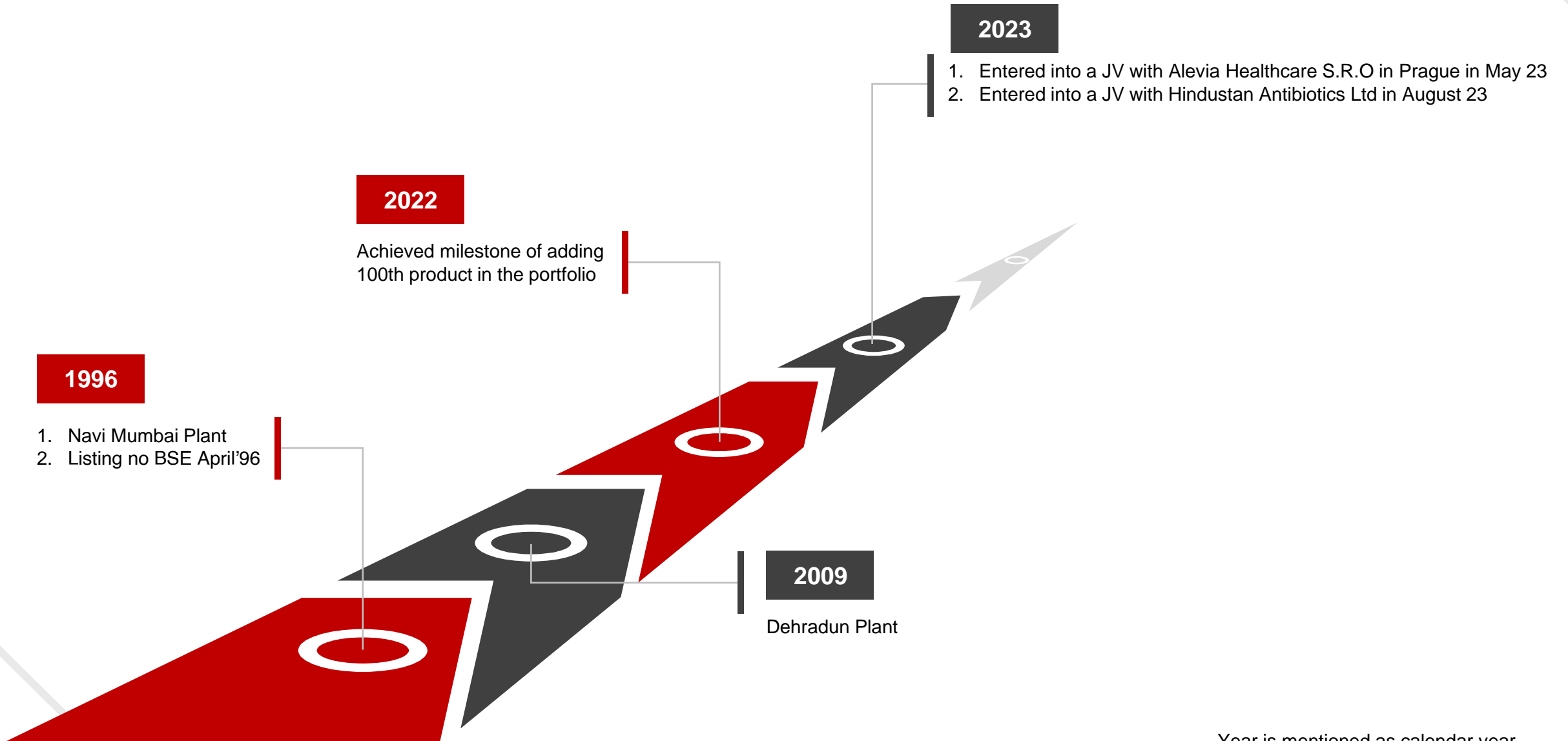
Annual Capsule
Capacity



48 million

Annual Vial
Capacity

Significant Milestone of Sanjivani





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

Ensuring customer delight.

3. Growth for all stakeholders

Exceeding stakeholders expectations is our success-mantra.

4. Professionalism

People you love to work with.
A culture of innovative thinking,
backed by disciplined execution.

01

We have a compact and highly adaptable presence in India, allowing us to be exceptionally nimble and agile

02

Rapid decision making capabilities

03

Our long standing presence in the industry has established us as a respected leader, making us a preferred partner for top talent and reputable suppliers

04

As pioneers in injectable manufacturing in India, we have navigated the industry's regulatory evolution from its early, less stringent days. This experience allows us to effortlessly adapt to current standards

05

Our long-standing experience in injectable manufacturing has equipped us with a comprehensive understanding of diverse production processes, allowing us to consistently optimize for efficiency.



Mr. Ashwani Khemka
Chairman & Managing Director



Mrs. Mrunmai Sarvankar
Director



Mr. Srivardhan Khemka
Executive Director



Mr. Abhay Shah
Independent Director



Ms. Monika A. Singhania
Independent Director



Mr. Pritesh Jain
Chief Financial Officer



CDMO KEY CLIENTS

Injectables



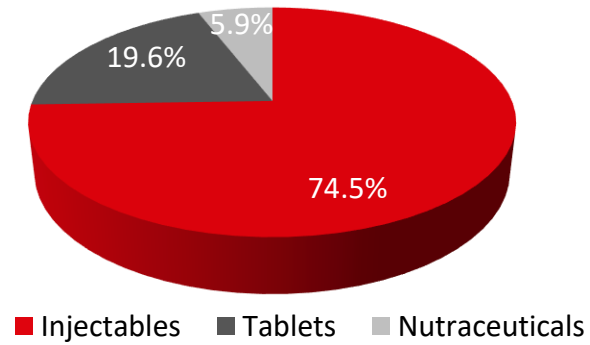
Oral & Nutraceuticals



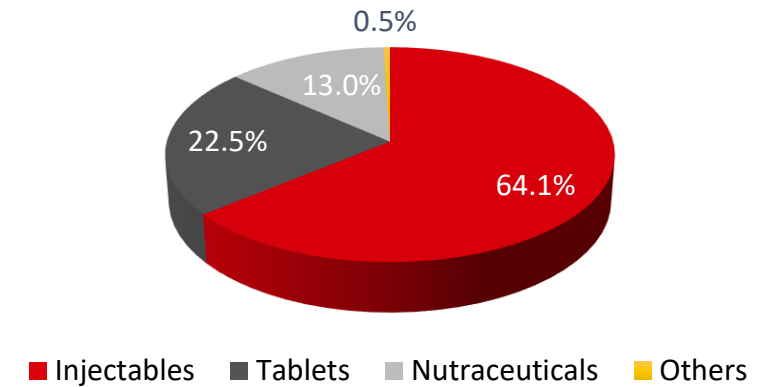


COMPANY'S SEGMENT & REVENUE MIX

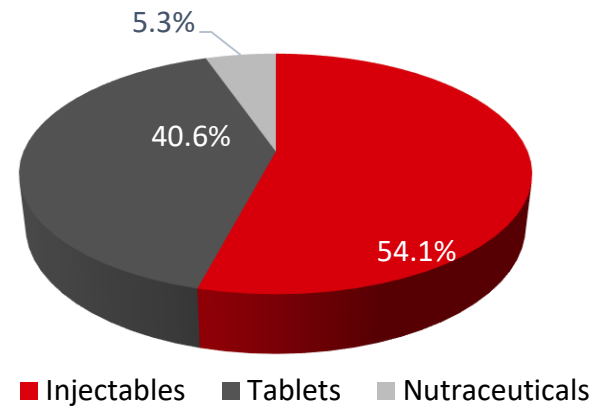
Q3 FY25



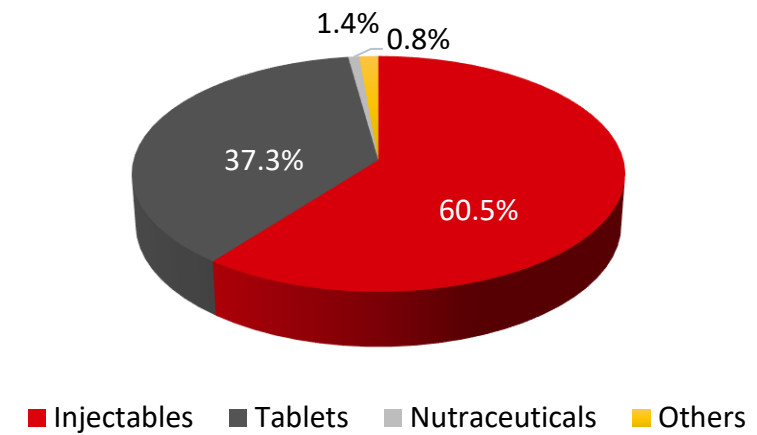
Q3 FY24



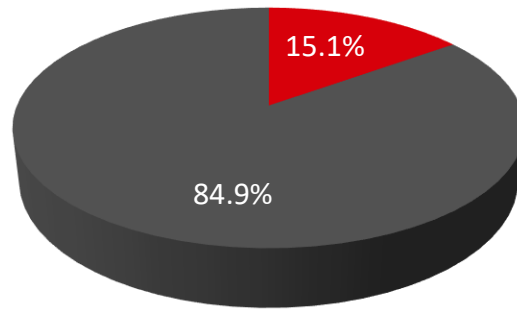
9M FY25



9M FY24

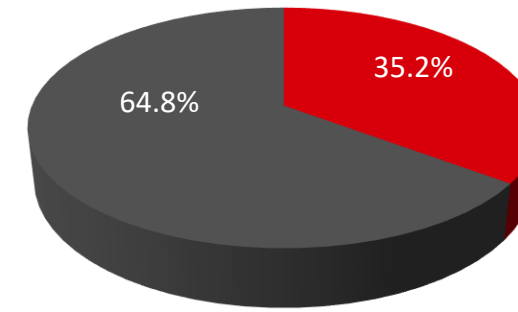


Q3 FY25



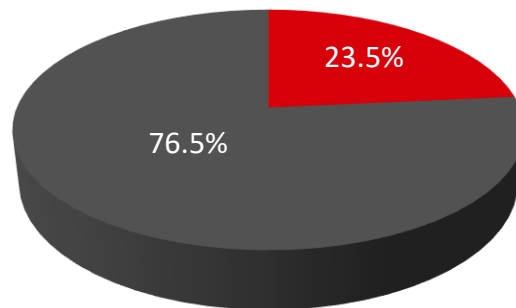
■ Domestic ■ Exports

Q3 FY24



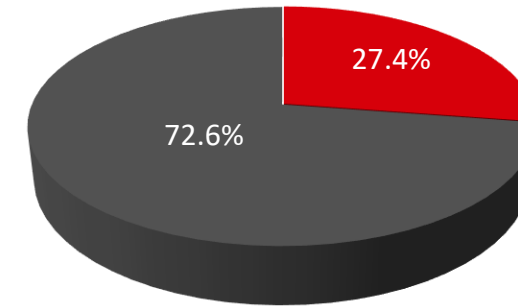
■ Domestic ■ Exports

9M FY25



■ Domestic ■ Exports

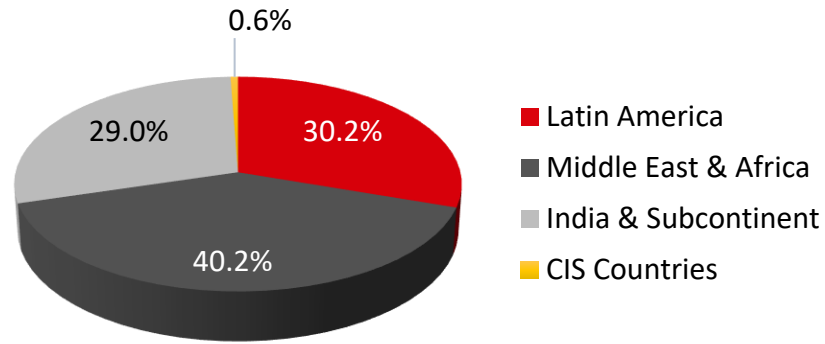
9M FY24



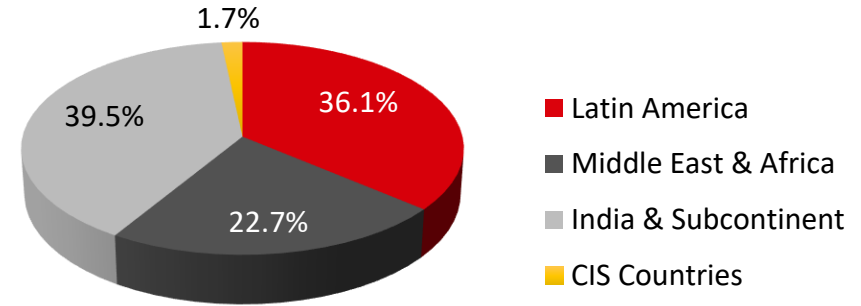
■ Domestic ■ Exports

Region-wise Mix (%)

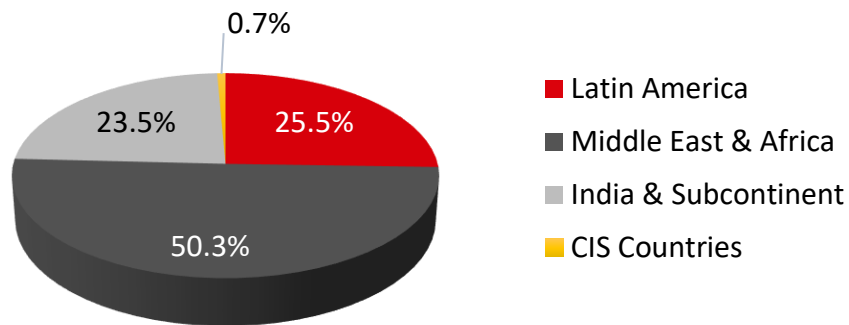
Q3 FY25



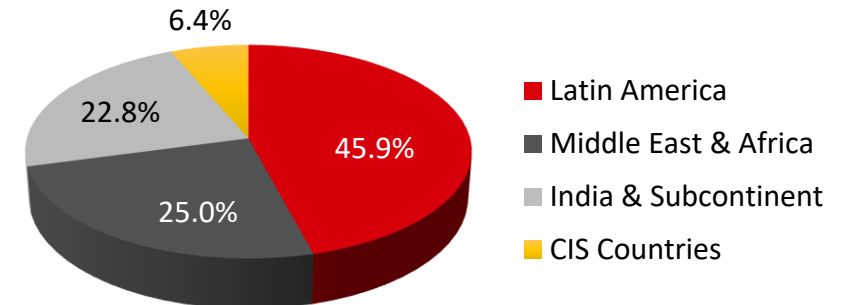
Q3 FY24



9M FY25

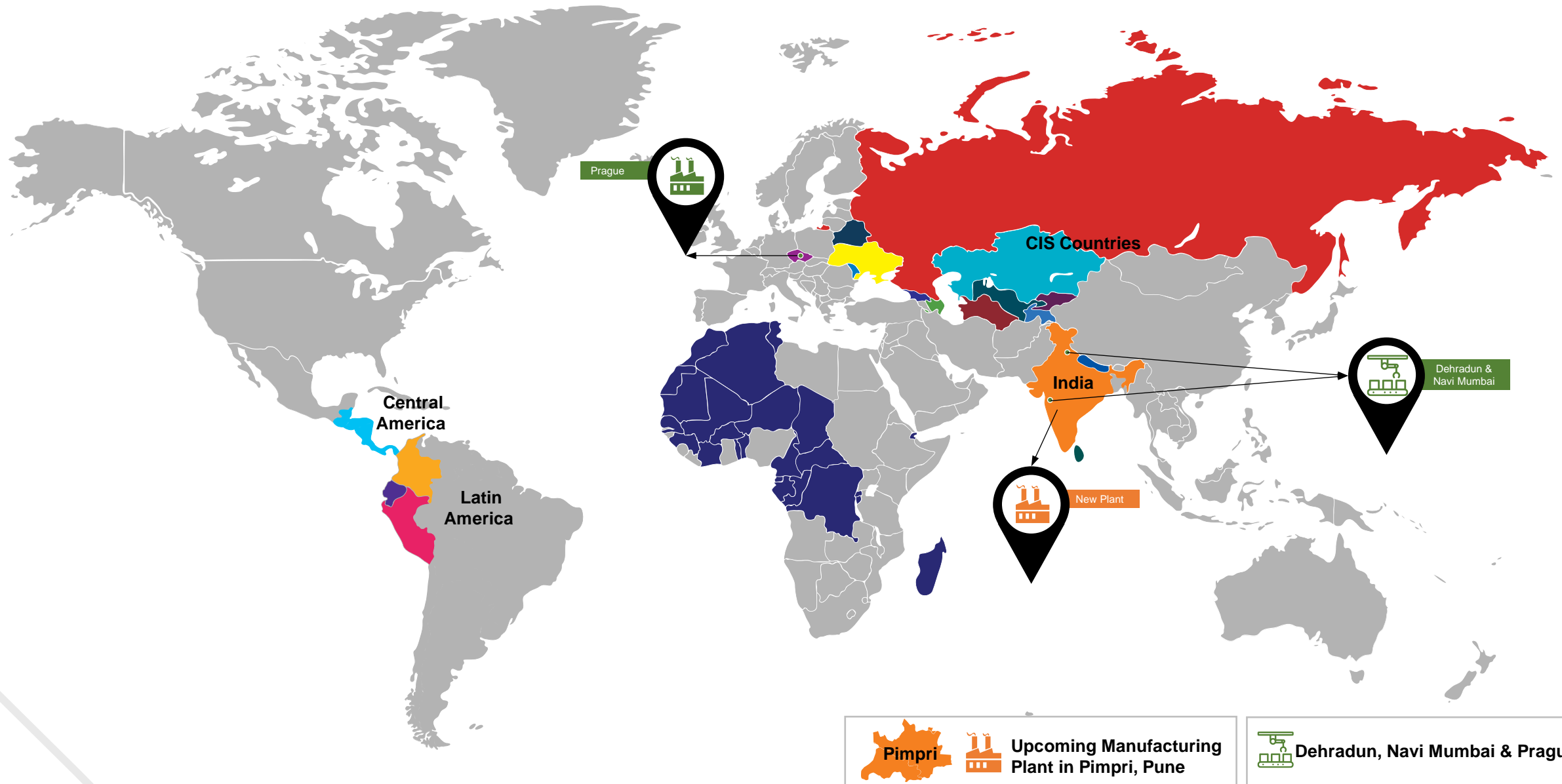


9M FY24



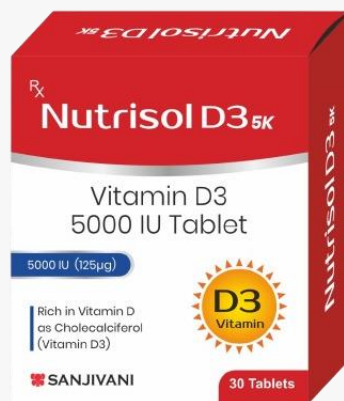


GLOBAL FOOTPRINT





PRODUCT **PORTFOLIO**



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 Supplement



Skeletal Muscle Relaxant



Analgesic & Anti Histaminic



Product Portfolio

Non-opioid Analgesics



Antacids



Antiseptics



Nsaids



Corticosteroids



Diuretics



Immunosuppressants



Narcotic



Hormone



Topical Corticosteroids



Anti Anxiety



Antibiotic



Antipsychotic



Anti Viral



Narcotics



Anti- Muscle Relaxant





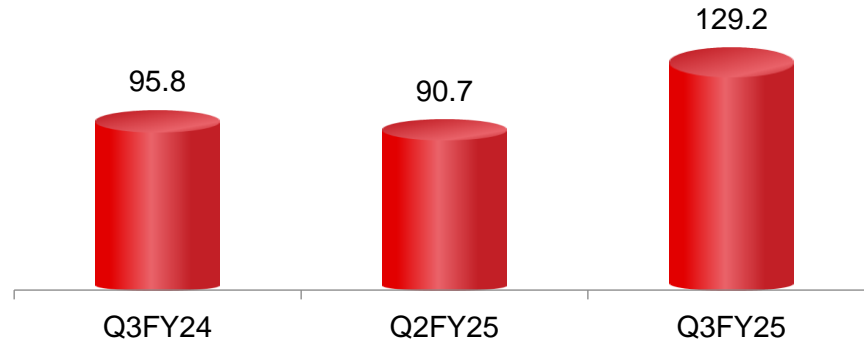
FINANCIALS

Segment-wise Revenue

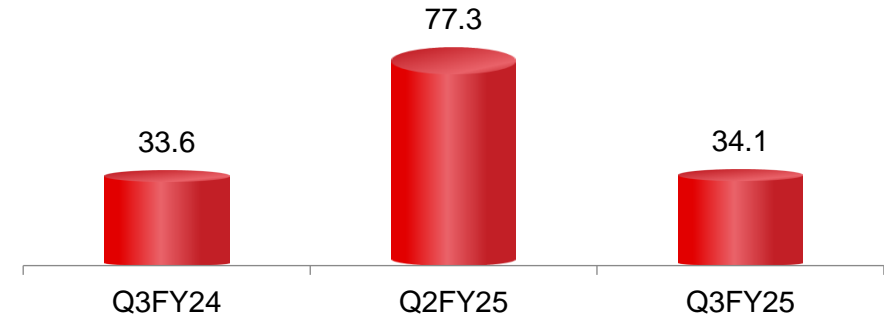
(Injectables, Oral & Nutraceuticals)

Rs. In Mn.

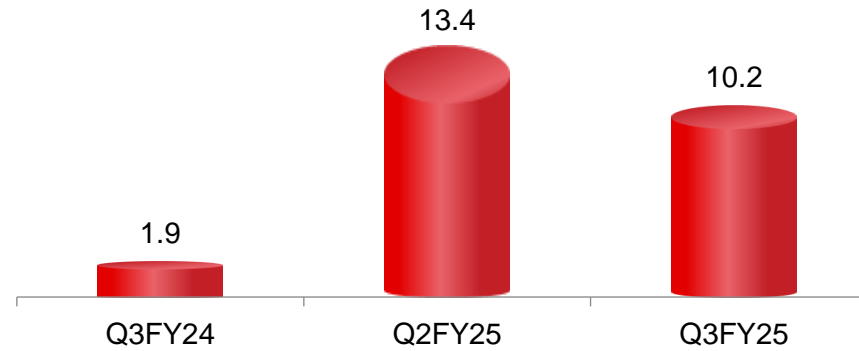
INJECTABLES



ORALS



NUTRACEUTICALS

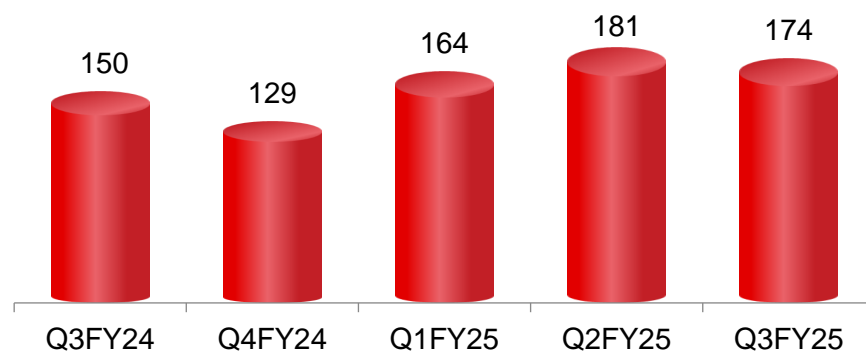


Quarterly Financials -

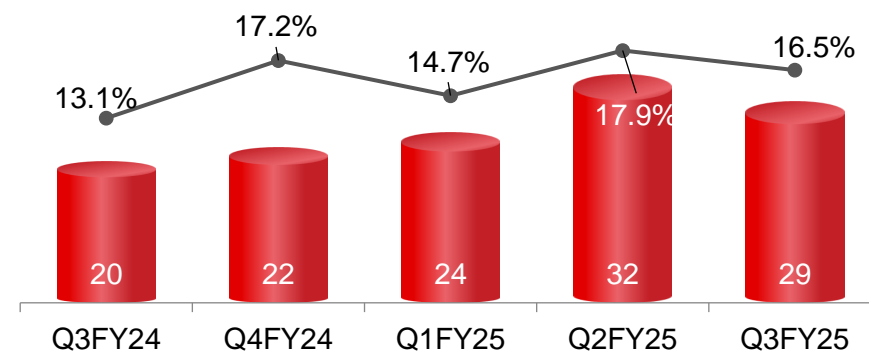
Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.

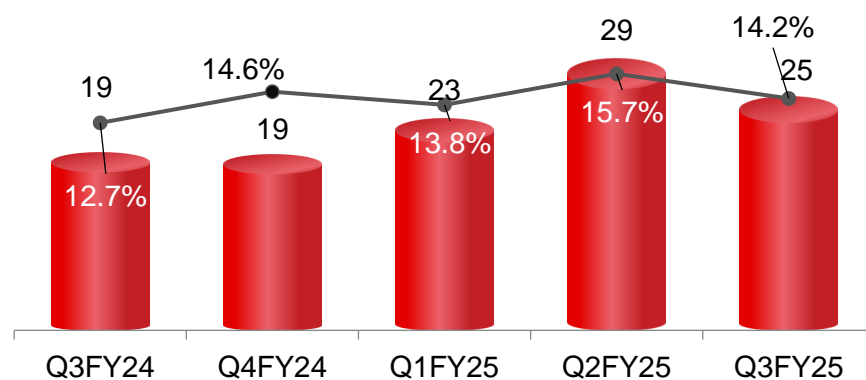
REVENUE*



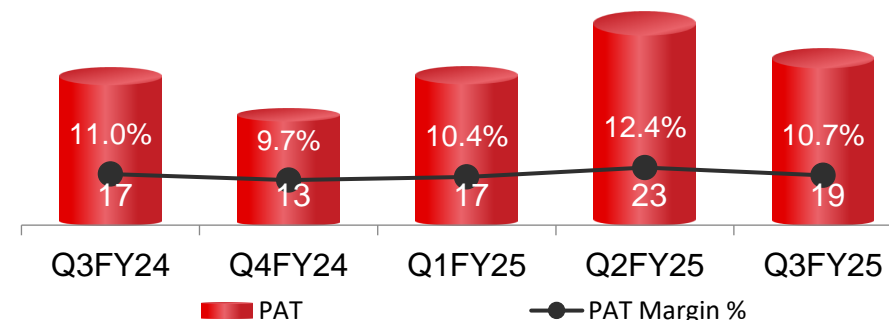
EBIDTA** & EBIDTA Margin



PBT & PBT Margin



PAT & PAT Margin



*Revenue: operating revenue excluding other income

**EBITDA: includes other income

Q3 & 9M FY25 Profit & Loss Statement

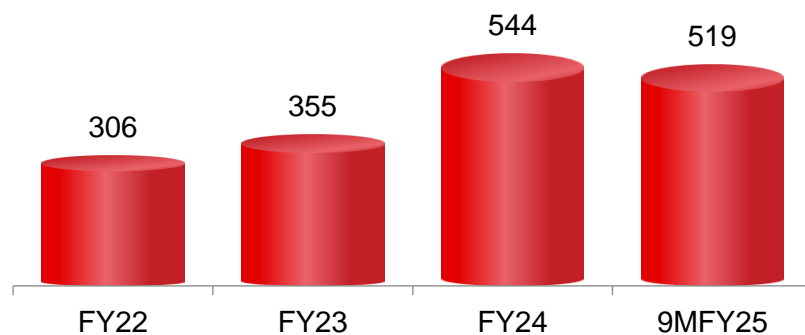
Particulars (Rs. In Mn.)	Q3 FY25	Q3 FY24	YoY%	Q2 FY25	QoQ%	9M FY25	9M FY24	YoY%	FY24
Revenue From Operations	173.5	149.6	15.9%	181.3	-4.3%	519.2	415.5	25.0%	544.1
Other Income	3.1	2.5	22.6%	3.9	-19.9%	7.9	4.6	69.3%	5.2
Total Income	176.6	152.2	16.1%	185.2	-4.6%	527.0	420.1	25.5%	549.3
COGS	99.3	79.8	24.5%	109.0	-8.9%	310.9	235.3	32.1%	284.8
Gross Profit	77.3	72.4	6.8%	76.2	1.5%	216.1	184.8	17.0%	264.4
Gross Margin (%)	44.6%	48.4%	-382bps	42.0%	254bps	41.6%	44.5%	-284bps	48.6%
Employee Benefit Exp.	16.5	12.0	37.4%	16.1	1.9%	43.9	29.6	48.0%	41.0
Other Expenses	32.2	38.3	-15.8%	27.6	16.7%	87.0	89.7	-2.9%	135.9
EBITDA incl. other income	28.6	22.1	29.3%	32.4	-11.7%	85.3	65.5	30.2%	87.6
EBITDA Margin (%)	16.5%	14.8%	171bps	17.9%	-138bps	16.4%	15.8%	66bps	16.1%
Depreciation	1.6	2.4	-32.4%	1.5	9.3%	4.4	7.0	-37.2%	9.3
Finance Cost	1.9	0.8	153.5%	1.8	7.5%	3.9	1.7	136.3%	2.5
PBT	25.1	19.0	32.0%	29.2	-14.0%	77.0	56.9	35.4%	75.7
Tax	6.1	2.5	144.3%	6.2	-1.5%	17.9	7.8	129.6%	14.1
PAT	19.0	16.5	15.0%	23.0	-17.3%	59.1	49.1	20.4%	61.7
PAT Margin (%)	10.7%	10.9%	-10bps	12.4%	-165bps	11.2%	11.7%	-47bps	11.2%
EPS (in Rs.)	1.62	1.65	-1.8%	1.96	-17.3%	5.06	4.91	3.1%	5.28

Yearly Financials

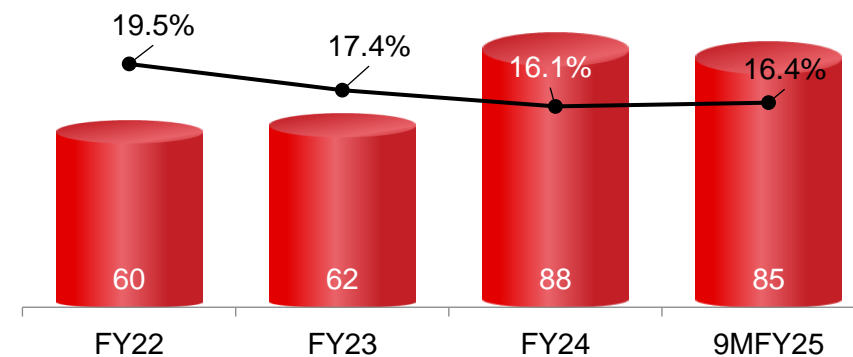
Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.

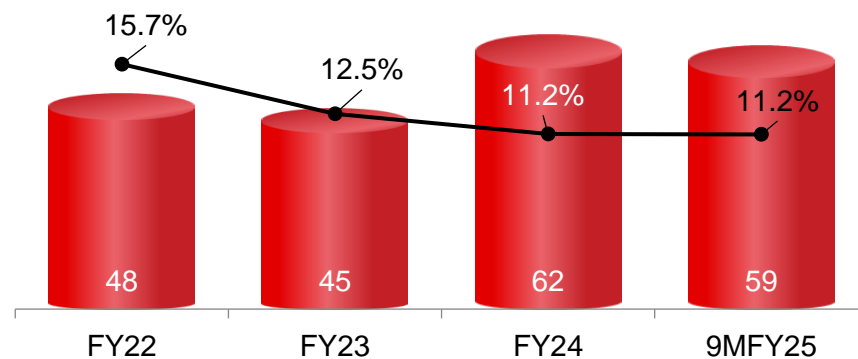
REVENUE*



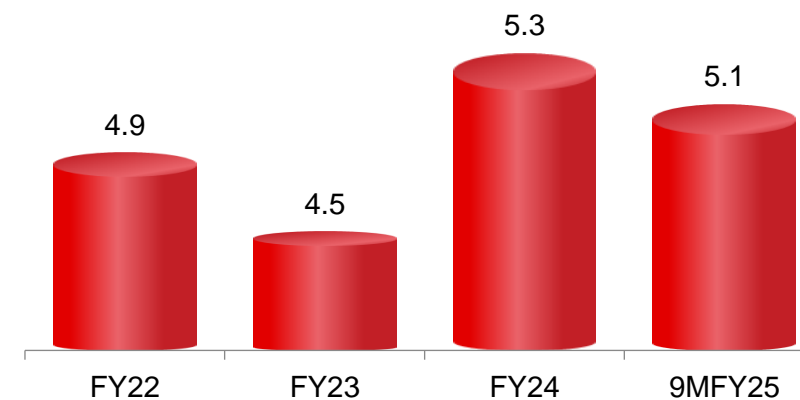
EBIDTA** & EBIDTA Margin



PAT & PAT Margin

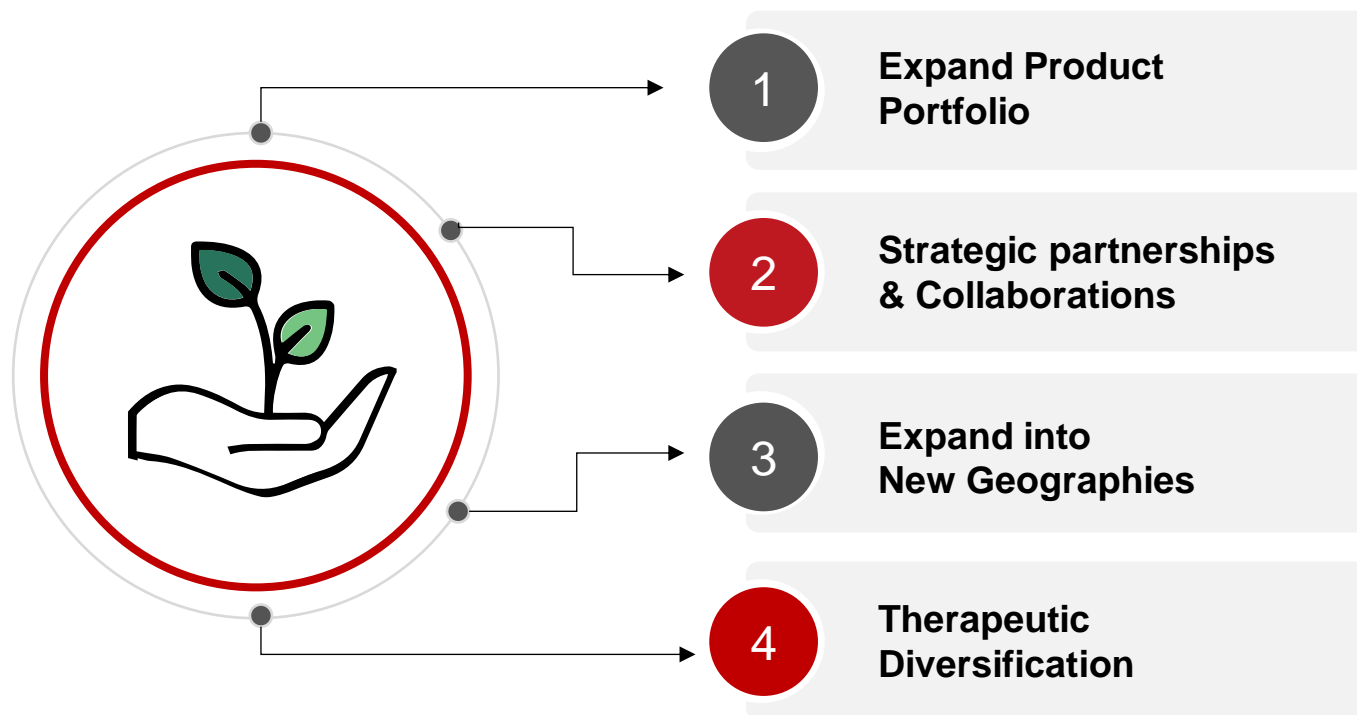


EPS In Rs.

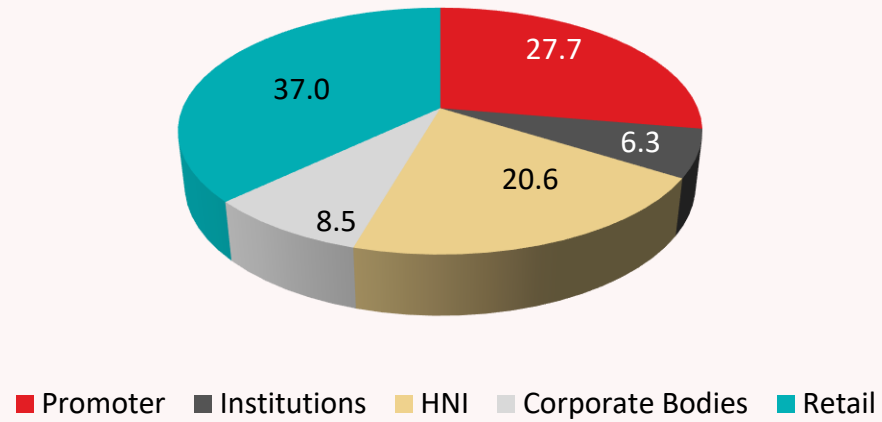


*Revenue: operating revenue excluding other income

**EBITDA: includes other income

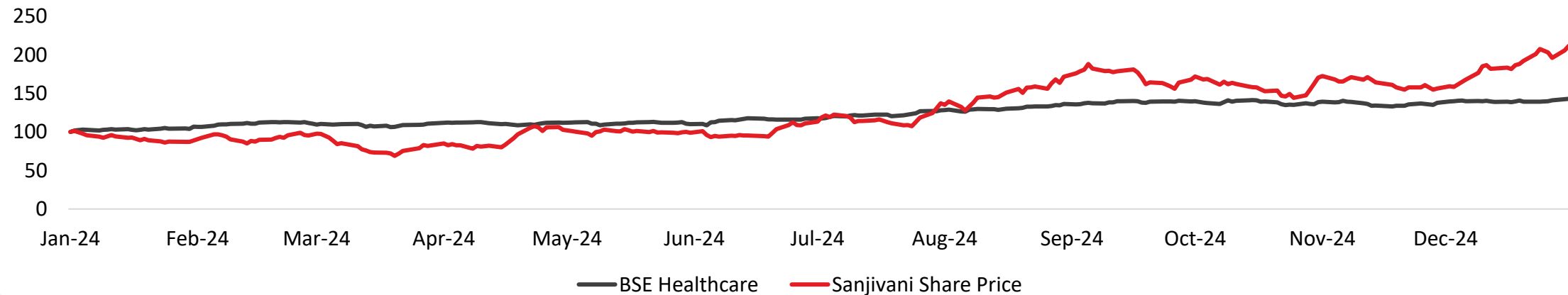


Shareholding Pattern as on 31st December 2024



Stock Information (as on 31st December 2024)

Market Cap. (in crores)	454
Stock Price	388.5
52 Week (High / Low)	388.5 / 126.7
BSE – Symbol	531569
Free Float (No. of Shares)	84,51,239
Average Daily Volume (3months) - BSE	11.5k





THANK YOU



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



Jill Chandrani

+91 7506023955

Email: jill@s-ancial.com

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