



SANJIVANI PARANTERAL LIMITED

205, P. N. Kothari Industrial Estate, L.B.S. Marg, Bhandup (W), Mumbai - 400 078, Maharashtra

Date: 27th 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 Quarter and Year ended March 31, 2025.

Dear Sir/ Madam,

Please find enclosed herewith Investor Presentation of Sanjivani Paranteral Limited highlighting the performance of the Company during the Quarter and Year ended March 31, 2025.

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 Q4 & FY25





TABLE OF CONTENT

04

Market Overview

07

About The Company

13

Manufacturing Plant

16

CDMO Key Clients

18

Company's Segment &
Revenue Mix

22

Global Footprint

24

Product Portfolio

28

Financials

36

Stock Information

Key Financial Highlights

Q4 FY25



Revenue from Operations
(up 41.3% Y-o-Y)

181.8



EBIDTA*
(up by 37.9% Y-o-Y)

30.5



PAT
(up by 74.4% Y-o-Y)

21.9



Domestic & Export
(share in revenue)

27.5% & 72.5%

FY25



Revenue from Operations
(up 28.8% Y-o-Y)

701.0



EBIDTA*
(up by 32.1% Y-o-Y)

115.7



PAT
(up by 31.4% Y-o-Y)

81.0



Domestic & Export
(share in revenue)

18.5% & 81.5%

Rs. In Mn.

*EBITDA: includes other income

MARKET OVERVIEW

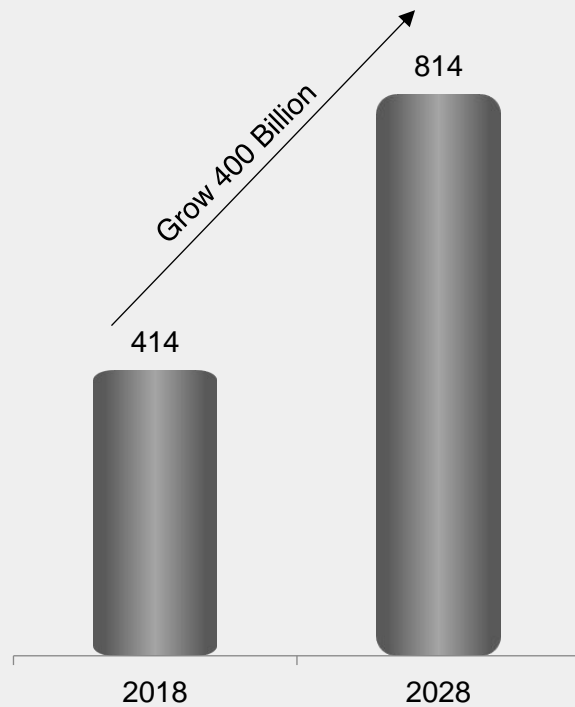


Use of medicines region wise, Defined Daily Doses (DDD)

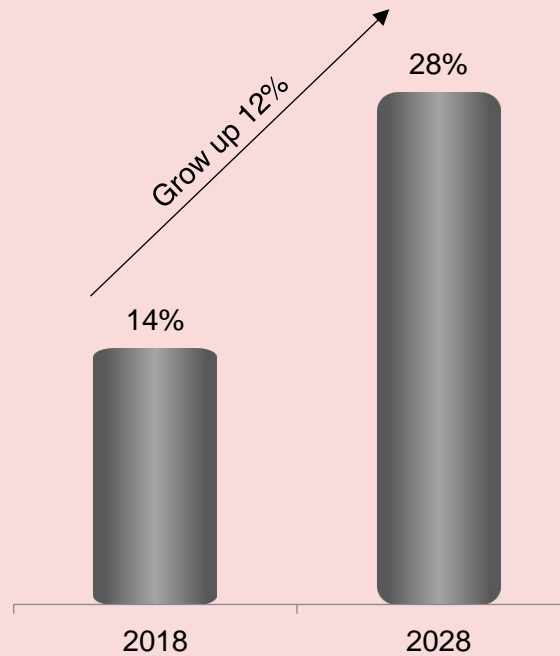
Country Name/Year	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E	2027E	2028E	CAGR % 2024-2028
Asia-Pacific	451	461	477	507	547	538	559	580	598	618	637	3.4%
Latin America	342	357	438	447	448	461	473	484	489	496	506	1.9%
Western Europe	435	445	444	448	469	463	470	476	481	485	488	1.1%
India	354	359	370	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.

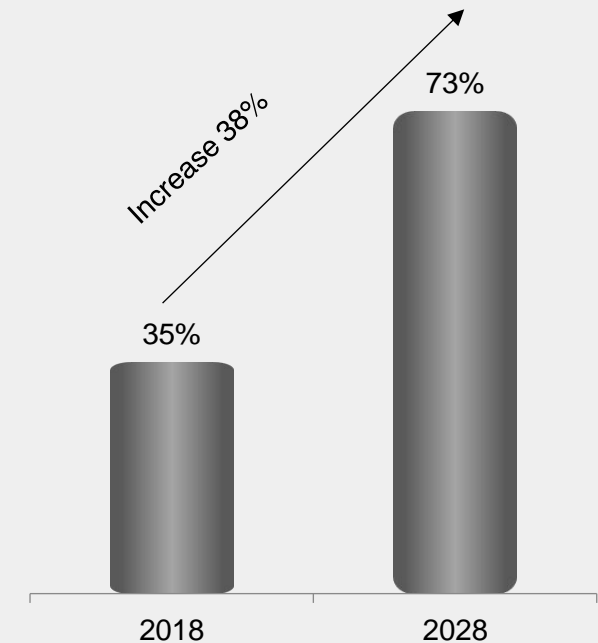
**Defined Daily Doses
(DDD) in billions**



**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 four manufacturing plants at Navi Mumbai, Dehradun, Pimpri & Czech Republic, 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



4

Manufacturing
Facilities



**25
Countries**

Geographical
Reach



~80%

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

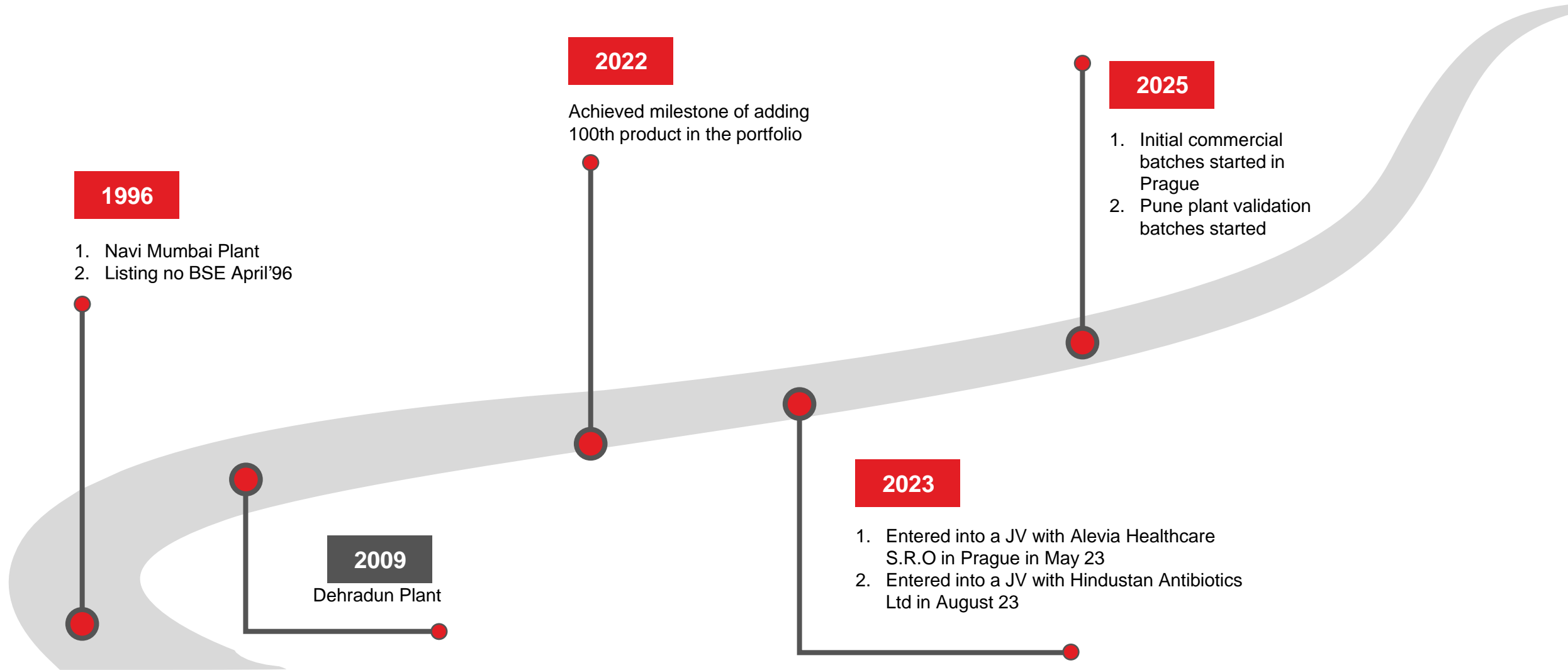
Annual Capsule
Capacity



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.



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.



MISSION

Creating a world-class organization offering products, services & paradigms that open up new worlds of opportunities.

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

MANUFACTURING PLANT







CDMO KEY CLIENTS



Injectables



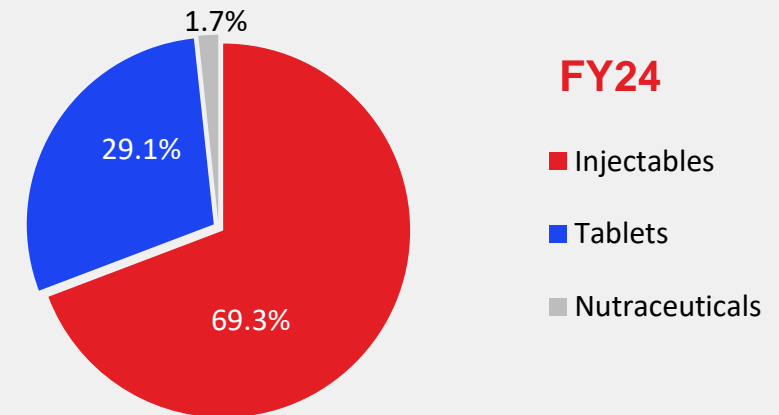
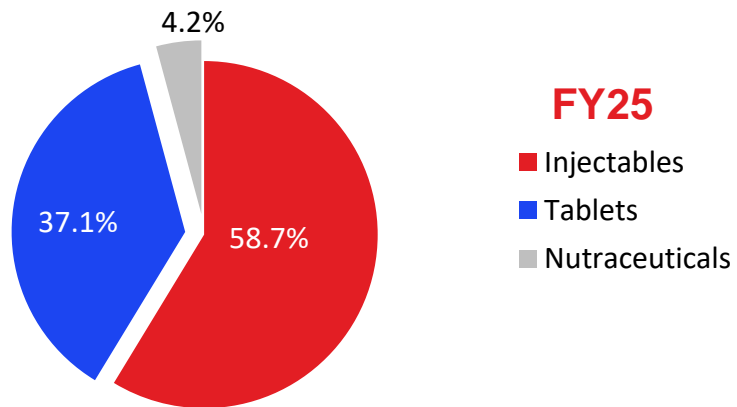
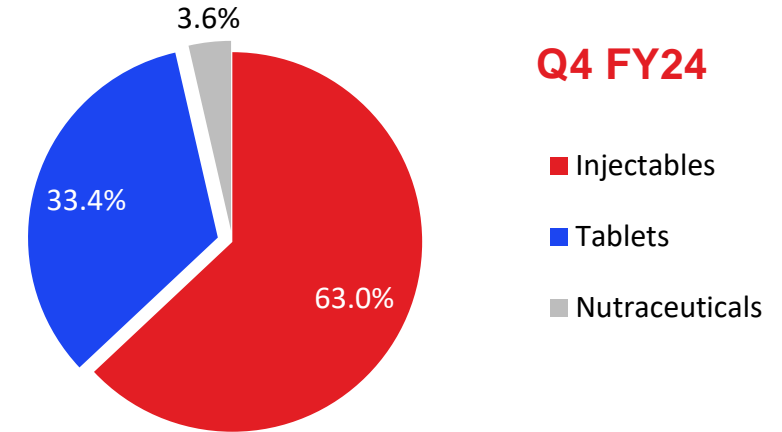
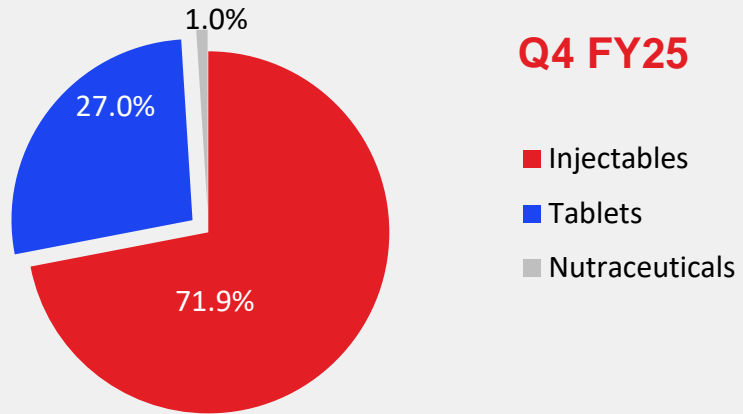
Oral & Nutraceuticals



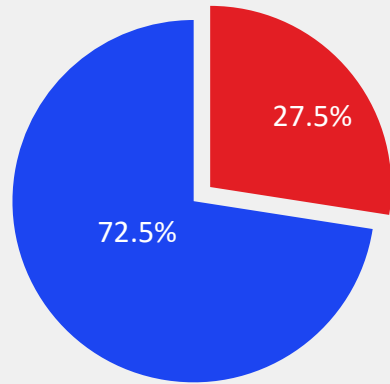
COMPANY'S SEGMENT & REVENUE MIX



Product Category Mix (%)

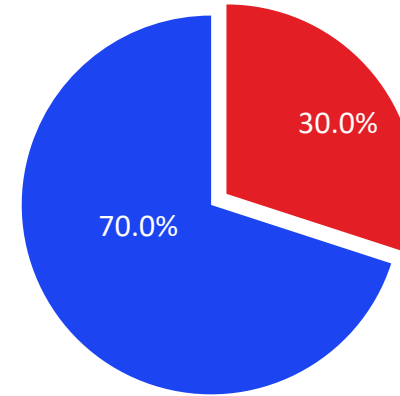


Geographical Mix (%)



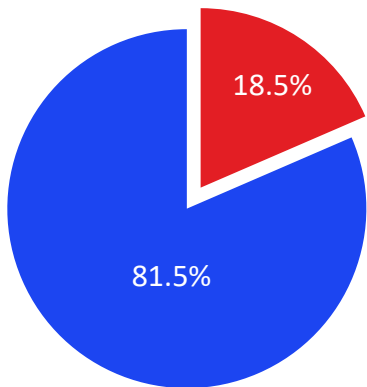
Q4 FY25

■ Domestic
■ Exports



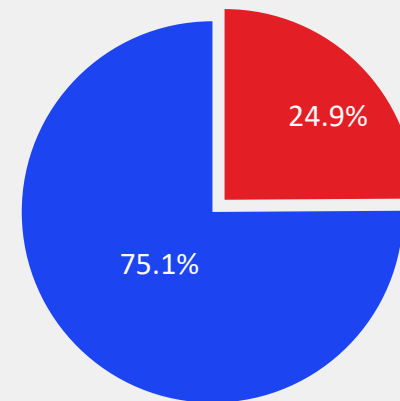
Q4 FY24

■ Domestic
■ Exports



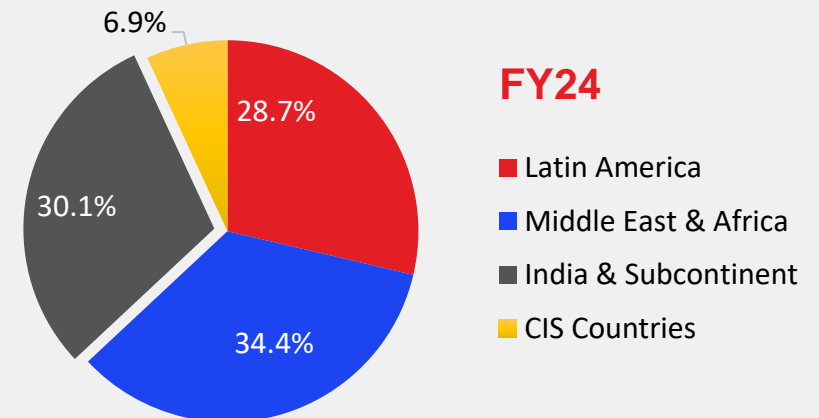
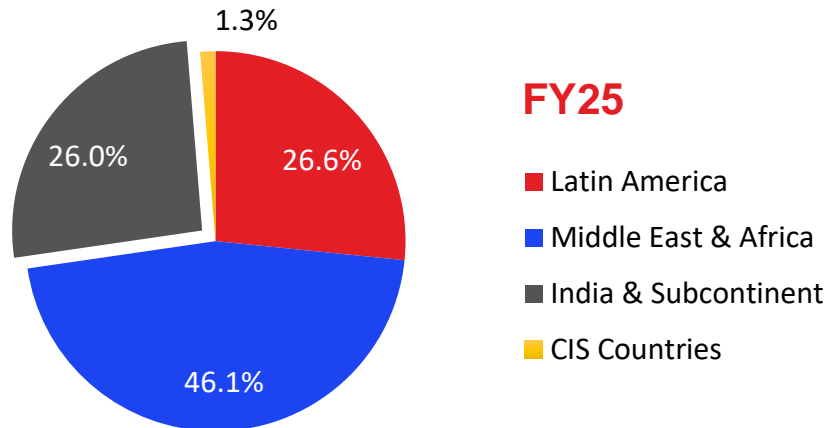
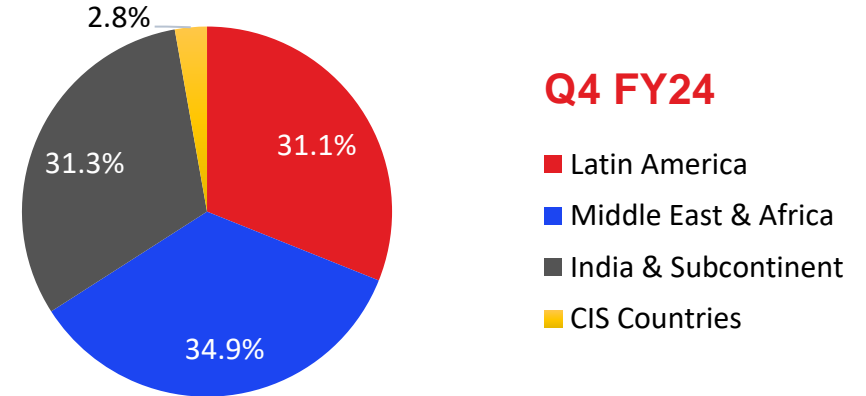
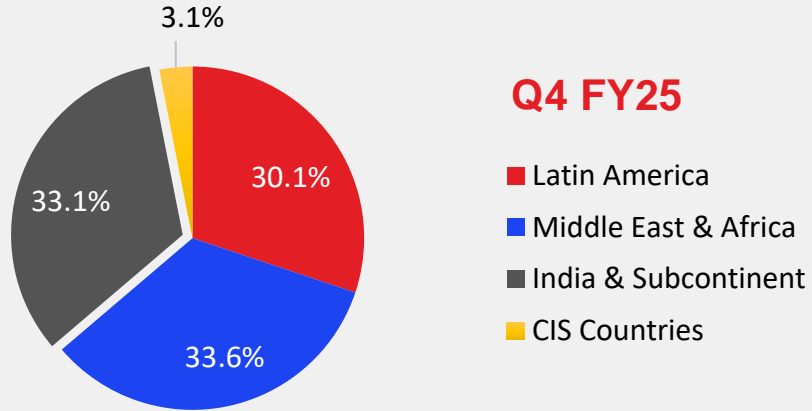
FY25

■ Domestic
■ Exports



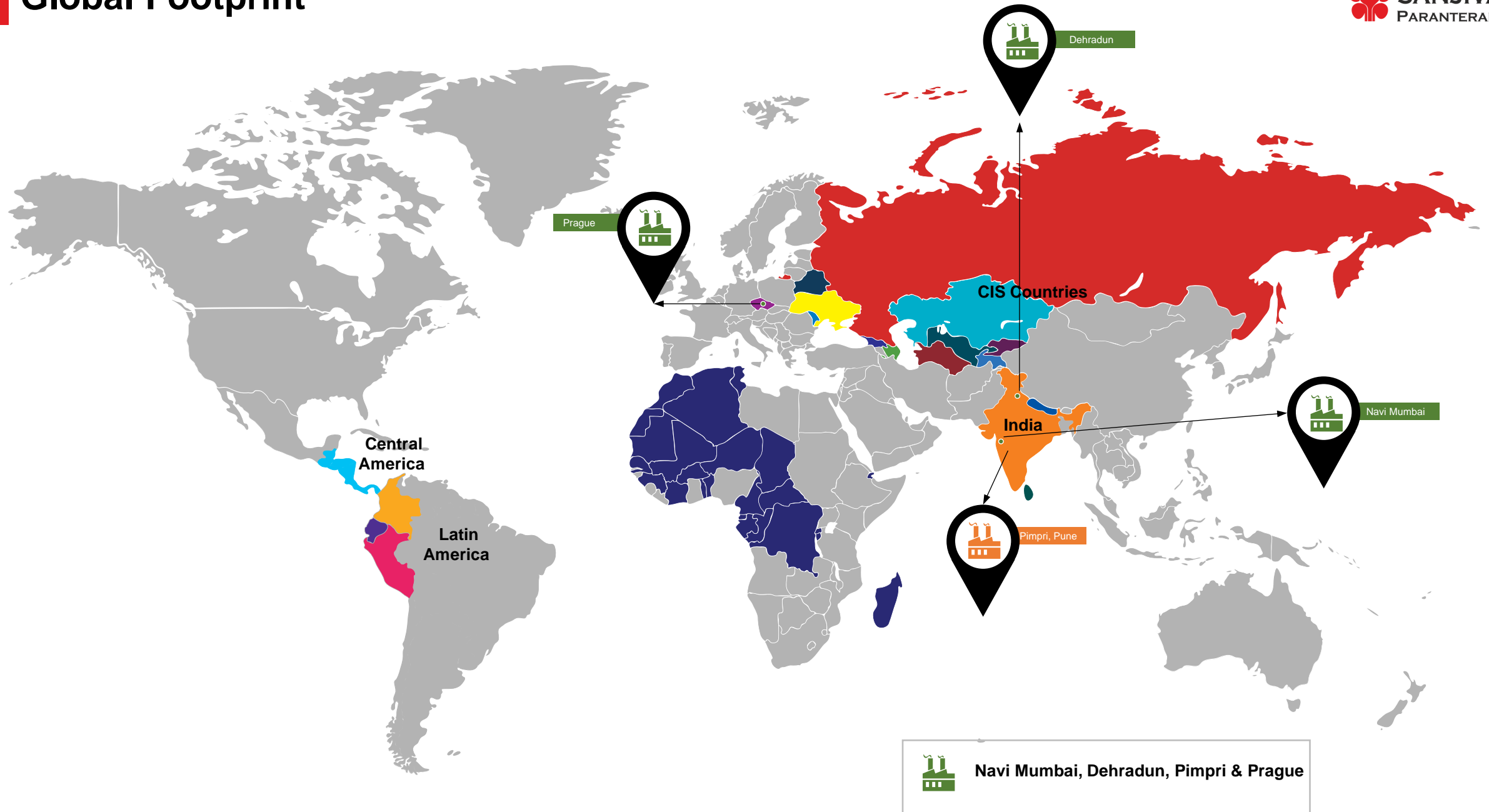
FY24

■ Domestic
■ Exports



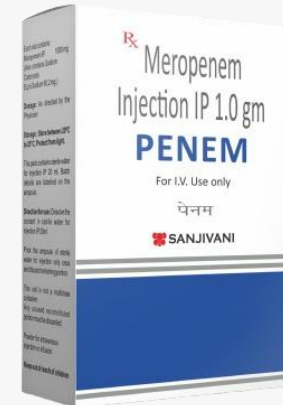
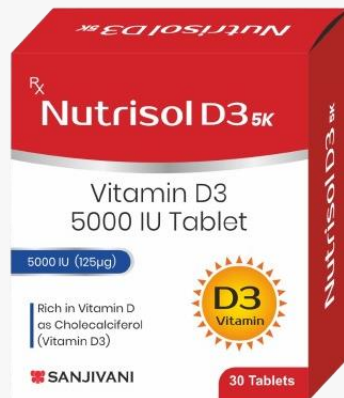
GLOBAL FOOTPRINT





PRODUCT PORTFOLIO





Urologics



Anesthetics



Anesthetics



Anti Convulsants



Anti Thyroid Agent



Anti Fungal



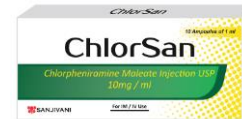
Anti Emetics



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

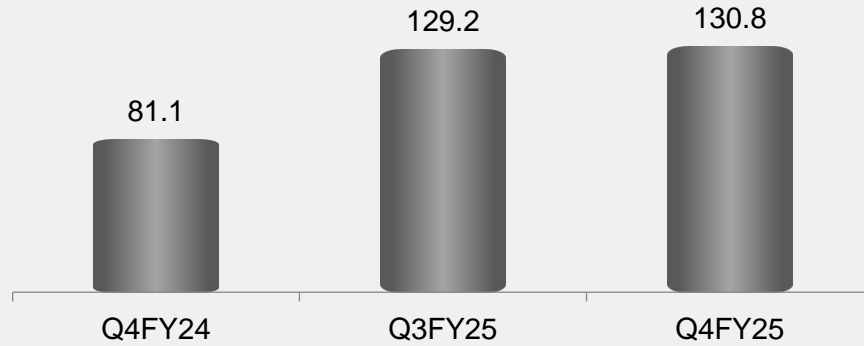


Segment-wise Revenue

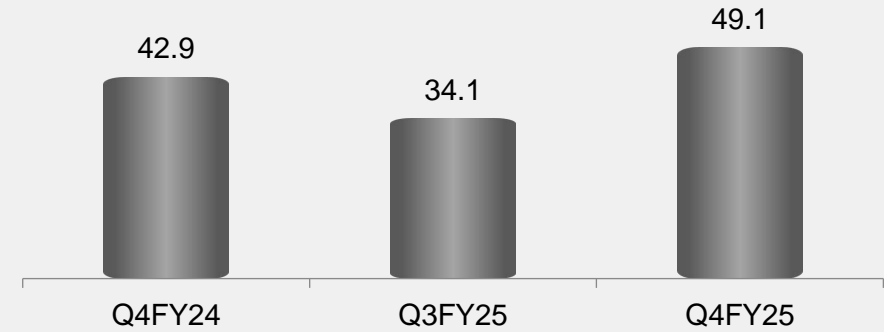
(Injectables, Oral & Nutraceuticals)

Rs. In Mn.

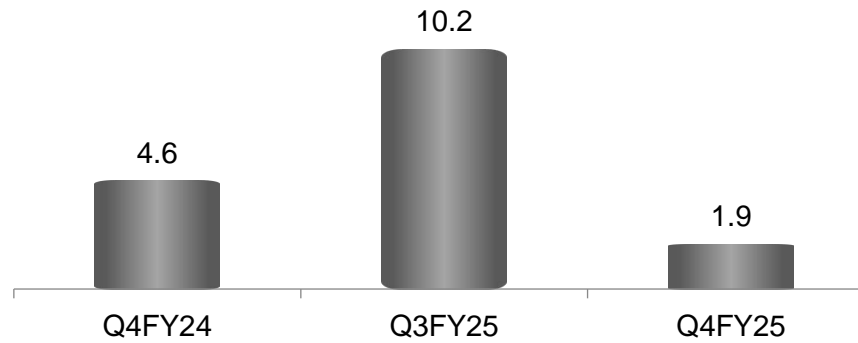
INJECTABLES



ORALS



NUTRACEUTICALS

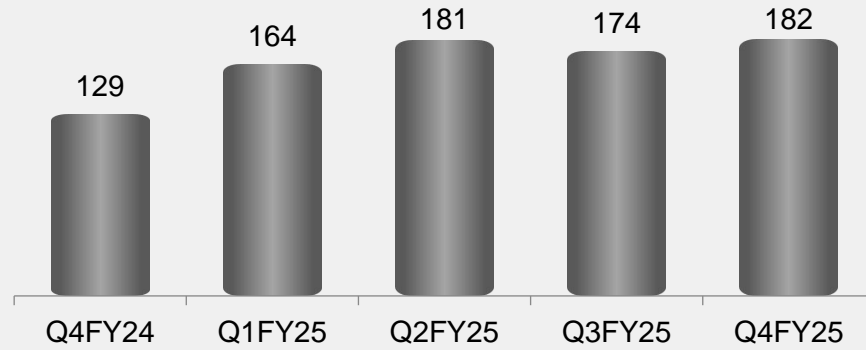


Quarterly Financials -

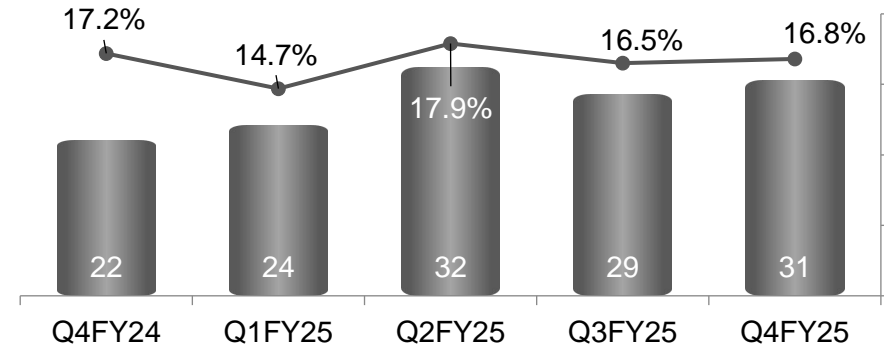
Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.

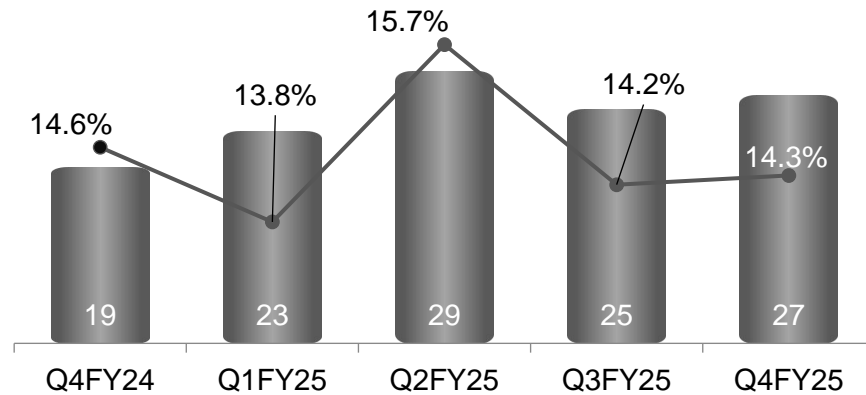
REVENUE*



EBIDTA** & EBIDTA Margin

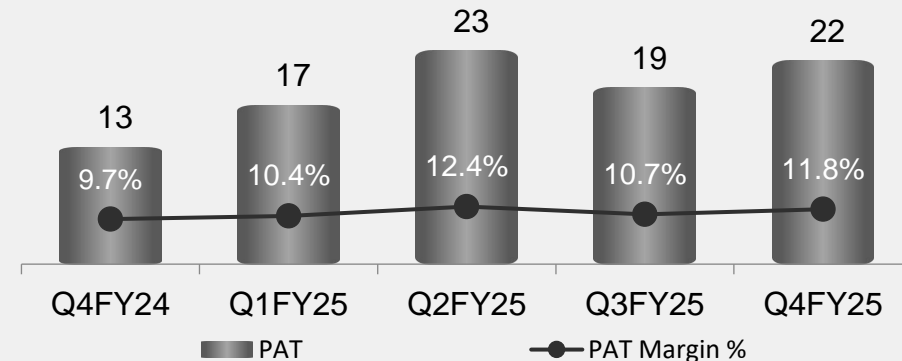


PBT & PBT Margin



*Revenue: operating revenue excluding other income

PAT & PAT Margin



**EBIDTA: includes other income

Q4 & FY25 Profit & Loss Statement

Particulars (Rs. In Mn.)	Q4 FY25	Q4 FY24	YoY%	Q3 FY25	QoQ%	FY25	FY24	YoY%
Revenue From Operations	181.8	128.6	41.3%	173.5	4.8%	701.0	544.1	28.8%
Other Income	4.3	0.5	713.0%	3.1	36.9%	12.1	5.2	134.6%
Total Income	186.1	129.2	44.1%	176.6	5.4%	713.1	549.3	29.8%
COGS	93.9	49.5	89.8%	99.3	-5.4%	404.8	284.8	42.1%
Gross Profit	92.1	79.7	15.7%	77.3	19.2%	308.3	264.4	16.6%
Gross Margin (%)	50.7%	61.9%	-1125bps	44.6%	611bps	44.0%	48.6%	-462bps
Employee Benefit Exp.	21.1	11.3	85.8%	16.5	25.9%	64.9	41.0	58.5%
Other Expenses	40.6	46.2	-12.2%	32.2	27.0%	127.6	135.9	-6.1%
EBITDA incl. other income	30.5	22.1	37.9%	28.6	6.5%	115.7	87.6	32.1%
EBITDA Margin (%)	16.8%	17.2%	-42bps	16.5%	26bps	16.5%	16.1%	41bps
Depreciation	1.8	2.4	-22.6%	1.6	15.7%	6.2	9.3	-33.5%
Finance Cost	2.0	0.9	129.1%	1.9	4.4%	5.9	2.5	133.8%
PBT	26.6	18.8	41.2%	25.1	6.1%	103.6	75.7	36.8%
Tax	4.7	6.3	-25.4%	6.1	-23.5%	22.6	14.1	60.6%
PAT	21.9	12.6	74.4%	19.0	15.55%	81.0	61.7	31.4%
PAT Margin (%)	11.8%	9.7%	205bps	10.7%	104bps	11.4%	11.2%	14bps
EPS (in Rs.)	1.84	1.08	70.4%	1.62	13.6%	6.89	5.28	30.5%

Standalone Balance Sheet as on 31st March 2025

Particulars (Rs. In Mn.)	Mar-25	Mar-24
Equities & Liabilities		
Equity Share Capital	118.8	116.8
Other Equity	261.2	162.1
Total Shareholder's Funds	380.0	279.0
Non-Current Liabilities		
Long-term Borrowings	52.9	9.7
Other Financial Liabilities	7.7	3.5
Other Long-term Liabilities	4.8	4.0
Total of Non-Current liabilities	65.3	17.3
Current Liabilities		
Short Term Borrowings	3.4	0.0
Trade Payables	152.5	57.4
Other Short-Term Liabilities	33.3	69.5
Short Term Provisions	15.4	10.2
Other Current Liabilities		0.7
Total Current Liabilities	204.6	137.8
Total Liabilities	650.0	434.1

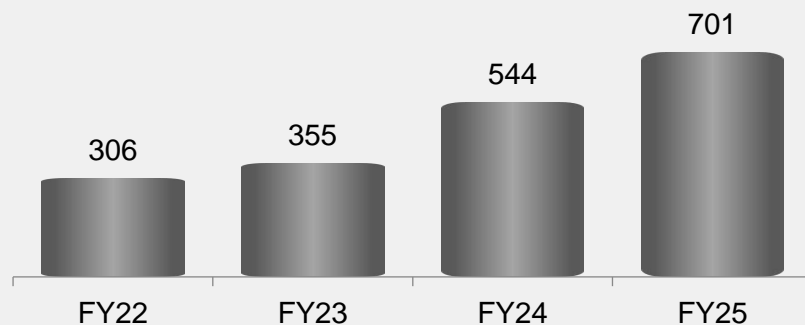
Particulars (Rs. In Mn.)	Mar-25	Mar-24
Assets		
Non-Current Assets		
Property, Plant & Equipment	205.6	99.4
Other Intangible Assets	0.0	0.0
Non-Current Financial Assets		
Non-Current Investments		
Investments	30.0	-
Trade Receivable	6.3	2.9
Long Terms Loans & Advances	14.9	36.2
Other Non-Current Assets	12.1	9.2
Total Non-Current Financial Assets	63.3	48.2
Total – Non-Current Assets	268.9	147.7
Current Assets		
Inventories	104.2	97.3
Current Financial Assets		
Trade Receivables	166.8	47.0
Cash & Cash Equivalents	6.3	5.4
Bank Balance other than Cash & Cash equivalent	9.3	90.2
Short Term Loans & Advances	86.8	37.6
Other Current Assets	7.7	8.9
Total Current Financial Assets	276.9	189.1
Total Current Assets	381.0	286.4
Total Assets	650.0	434.1

Yearly Financials

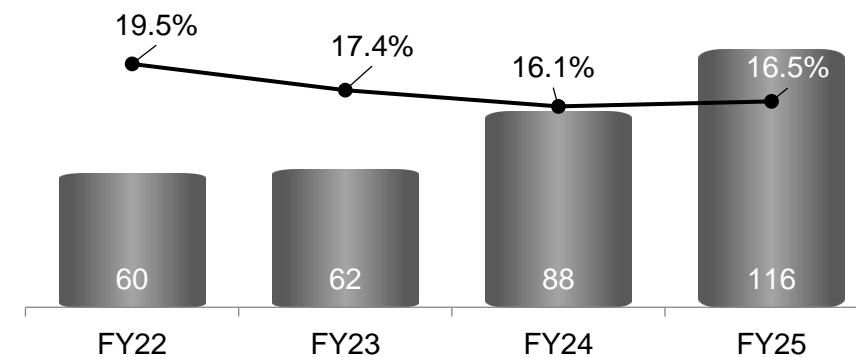
Revenue, EBITDA & Margin, PAT & Margin

Rs. In Mn.

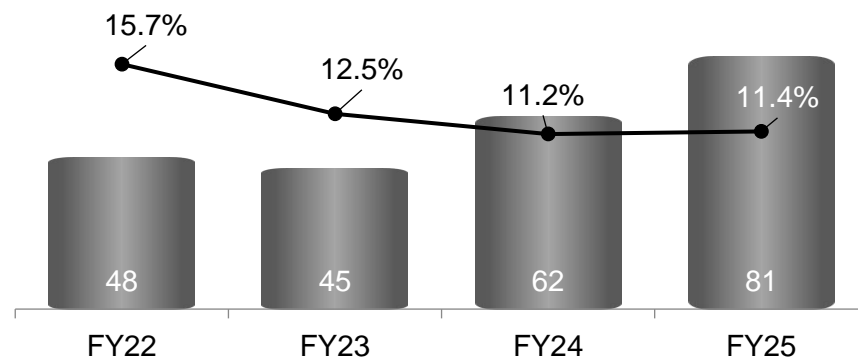
REVENUE*



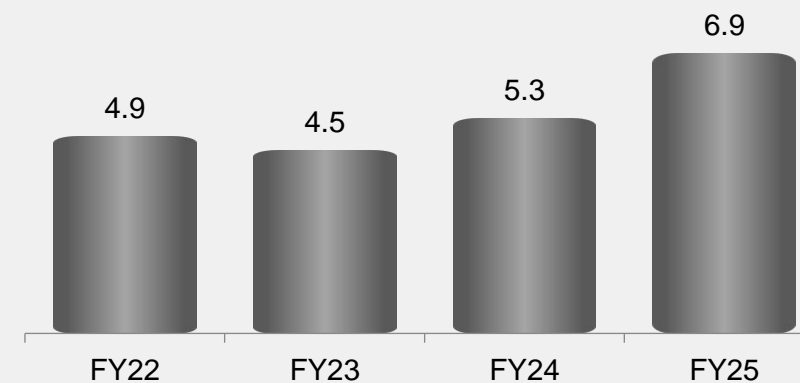
EBIDTA & EBIDTA Margin**



PAT & PAT Margin



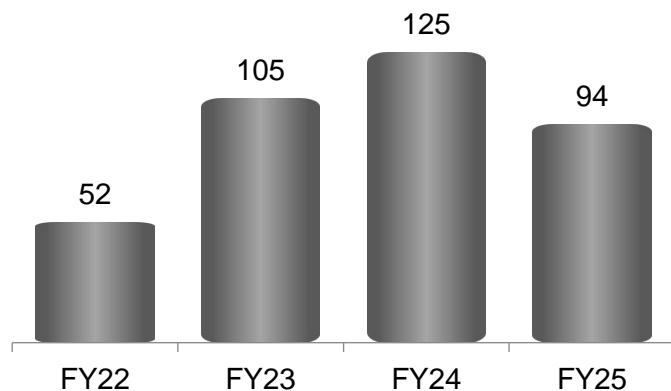
EPS In Rs.



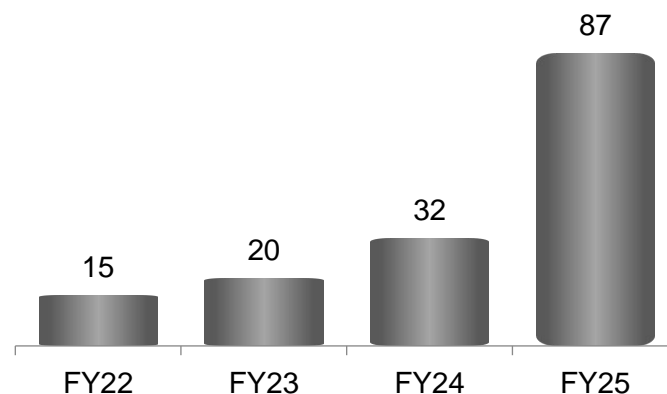
*Revenue: operating revenue excluding other income

**EBITDA: includes other income

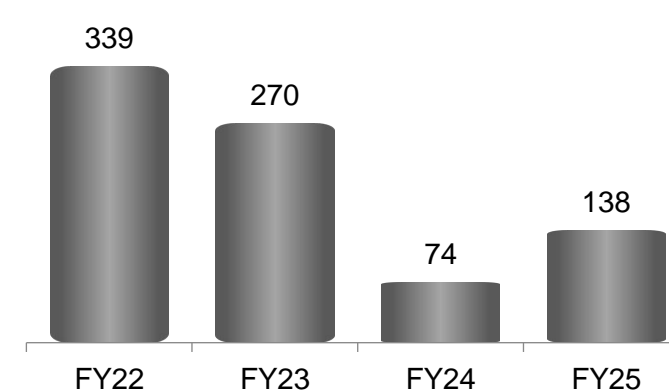
INVENTORY DAYS



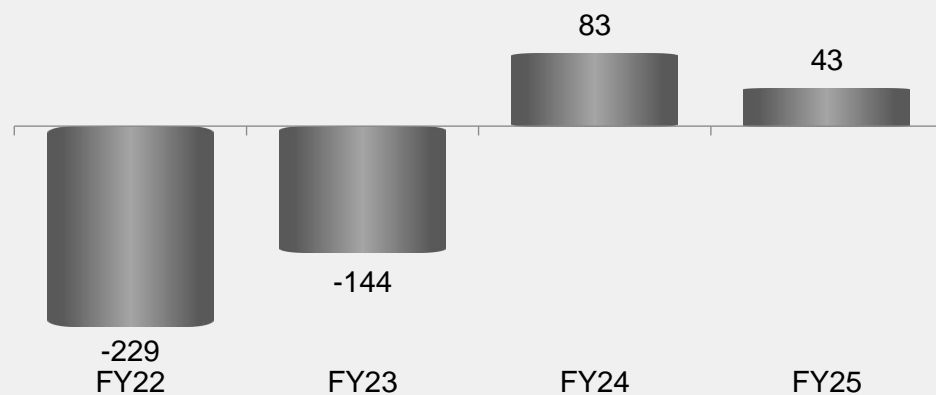
RECEIVABLES DAYS



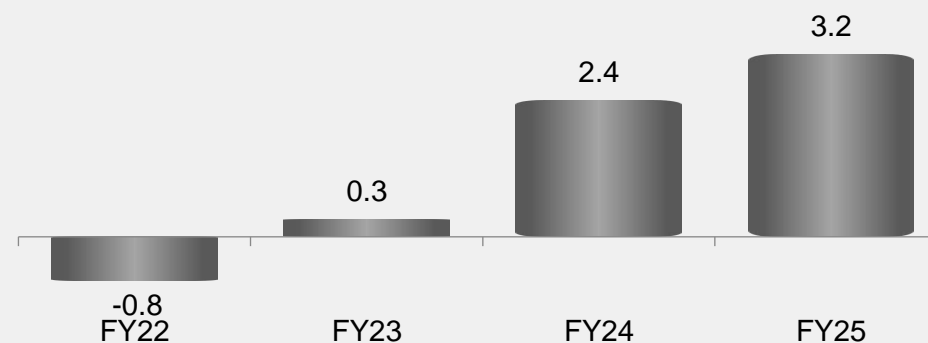
PAYABLES DAYS



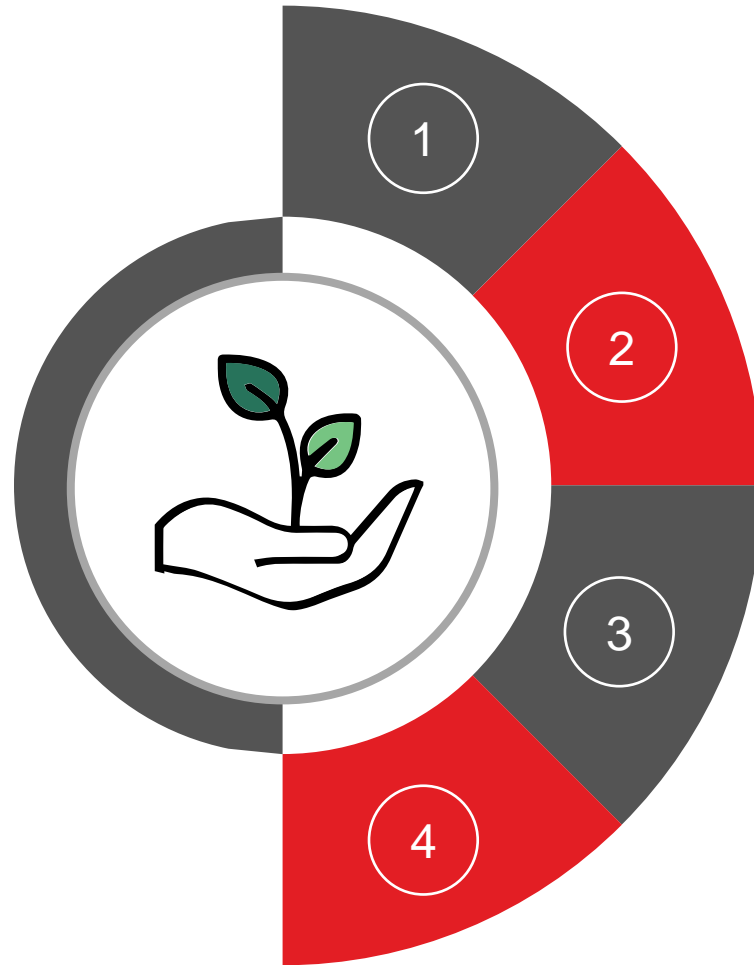
CASH CONVERSION CYCLE DAYS



BOOK VALUE per share, Rs



Inventory & Payable days calculated on COGS basis; Receivables days on sales basis



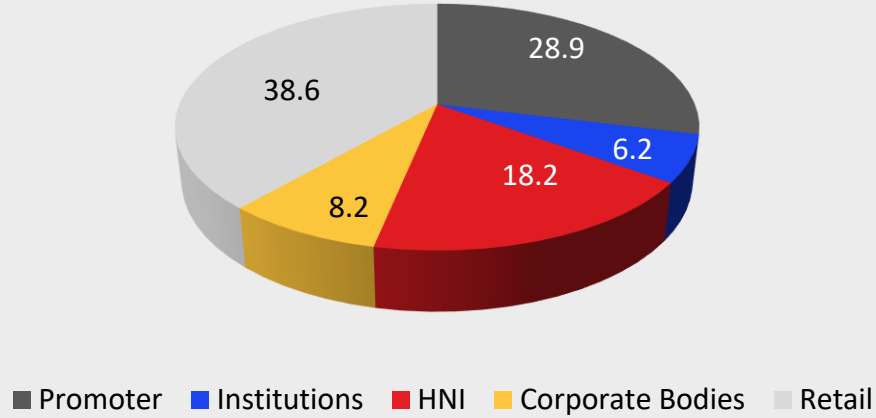
**Expand Product
Portfolio**

**Strategic partnerships
& Collaborations**

**Expand into
New Geographies**

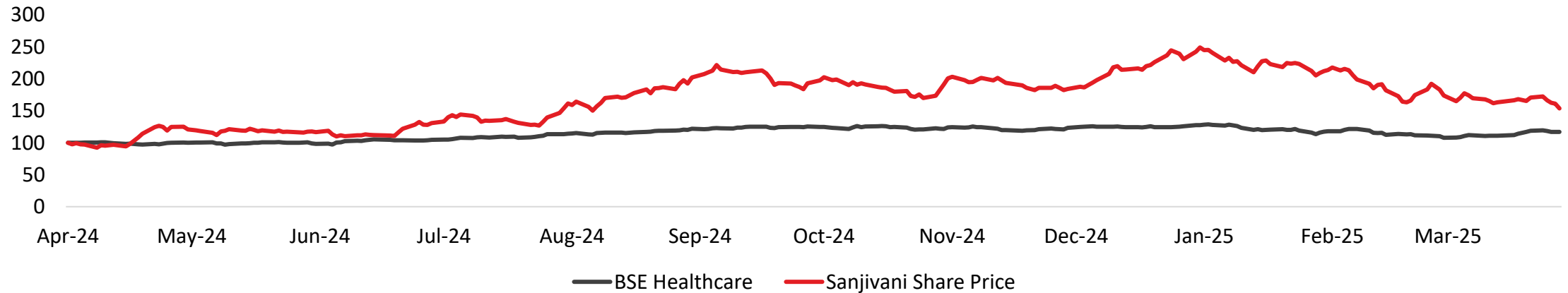
**Therapeutic
Diversification**

Shareholding Pattern as on 31st March 2025



Stock Information (as on 31st March 2025)

Market Cap. (in crores)	285
Stock Price	239.7
52 Week (High / Low)	388.5 / 143.9
BSE – Symbol	531569
Free Float (No. of Shares)	84,51,239
Average Daily Volume (3months) - BSE	11.1k





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