

Date: 29th May, 2025

To, BSE Limited ("BSE"), Corporate Relationship Department, 2 nd Floor, New Trading Ring, P.J. Towers, Dalal Street, Mumbai – 400 001	To, National Stock Exchange of India Limited ("NSE") "Exchange Plaza", 5 th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051
BSE Scrip code: 543399	NSE Symbol: TARSONS

Sub: Investor Presentation for the quarter and financial year ended 31st March, 2025

Dear Sir/Madam,

Pursuant to the provision of Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for the quarter and financial year ended 31st March, 2025.

The Presentation will also be uploaded on the Company's website at www.tarsons.com.

We request you to kindly take the same on your records.

Thanking You,

Yours faithfully,
For Tarsons Products Limited

Santosh Kumar Agarwal
CFO, Company Secretary & Compliance Officer
ICSI Membership No. 44836

Encl: As above



TARSONS PRODUCTS LIMITED

Investor Presentation
May 2025

TRUST DELIVERED





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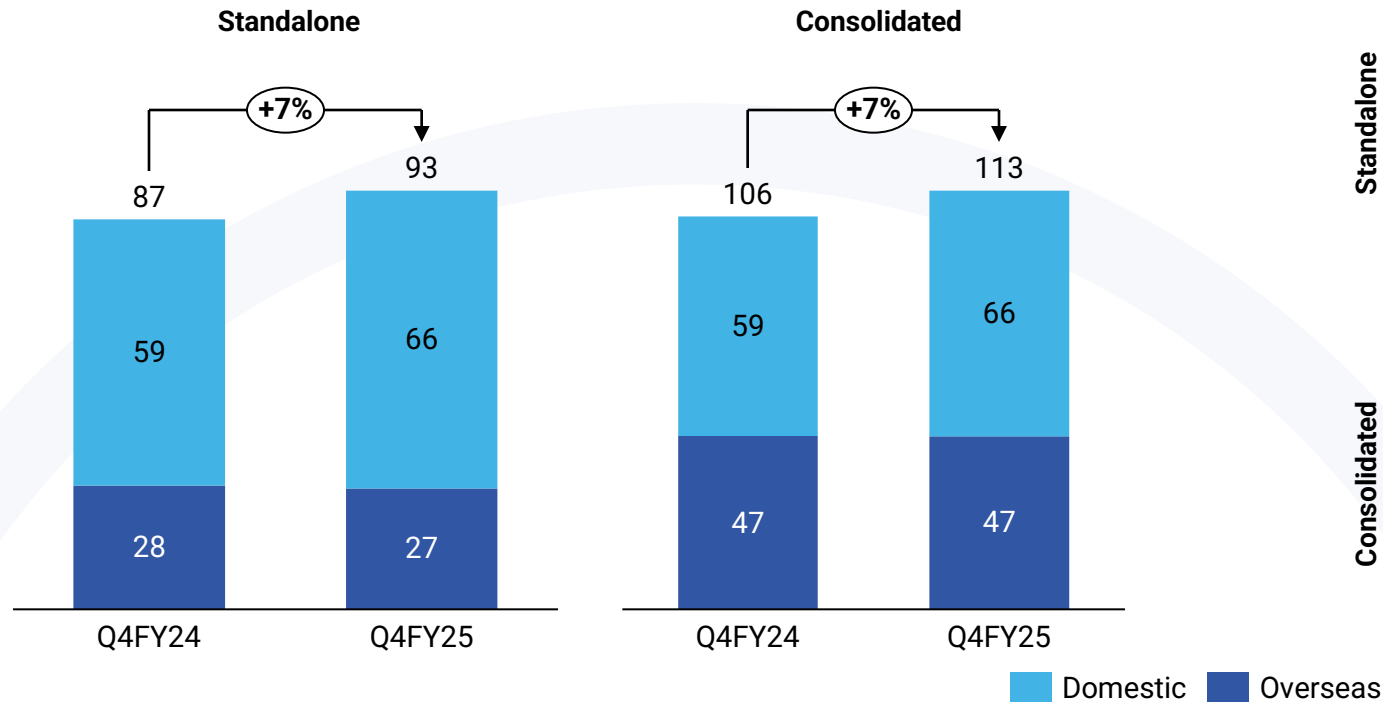
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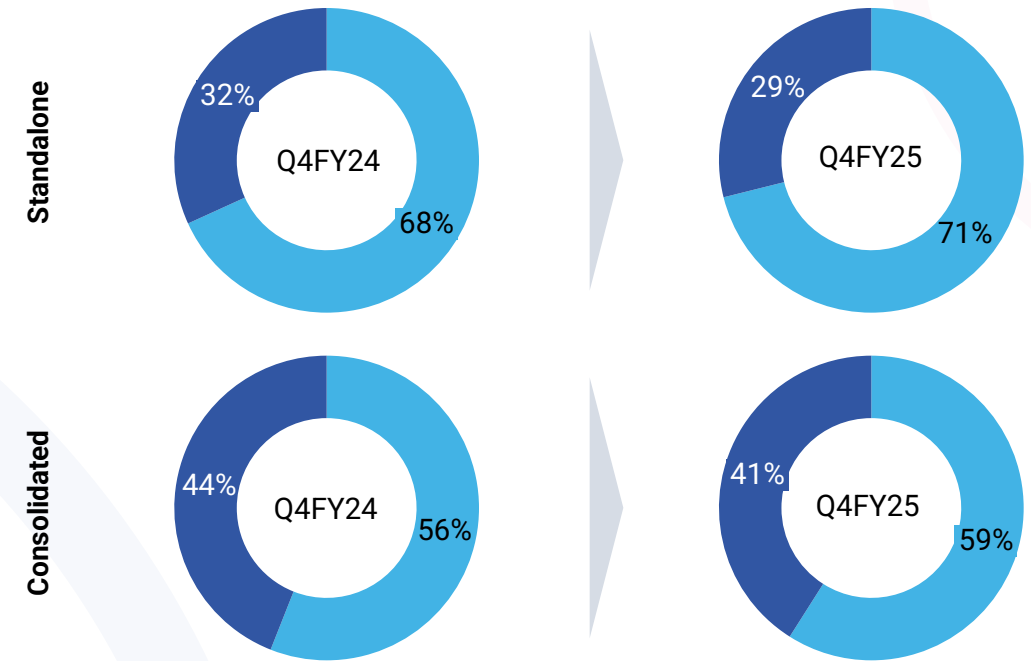
**Q4 & FY25
Financial Highlights**

Q4FY25 Key Operational Highlights

Revenue (in Rs. Crs)



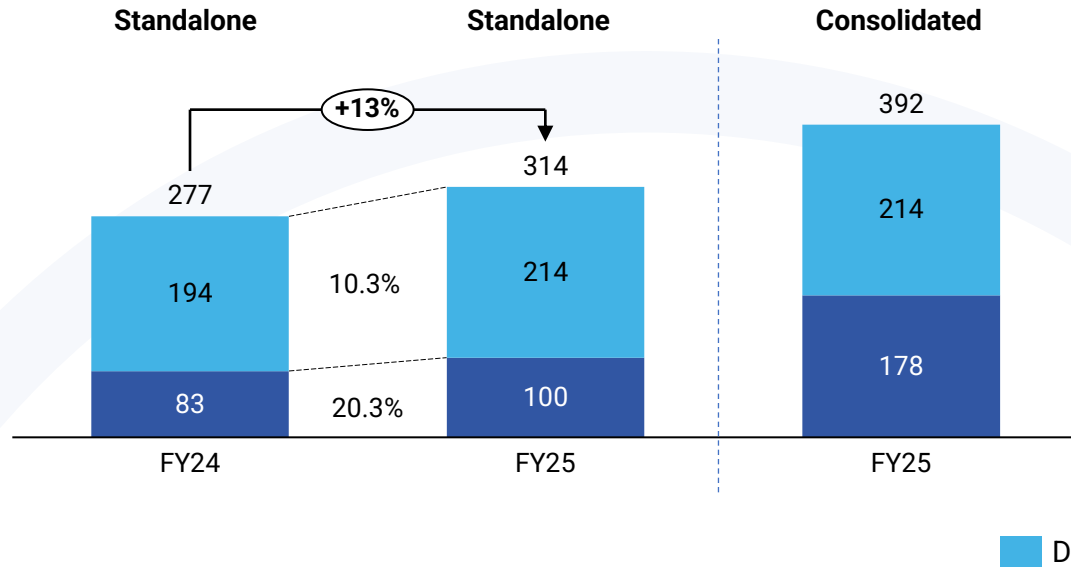
Geography Mix



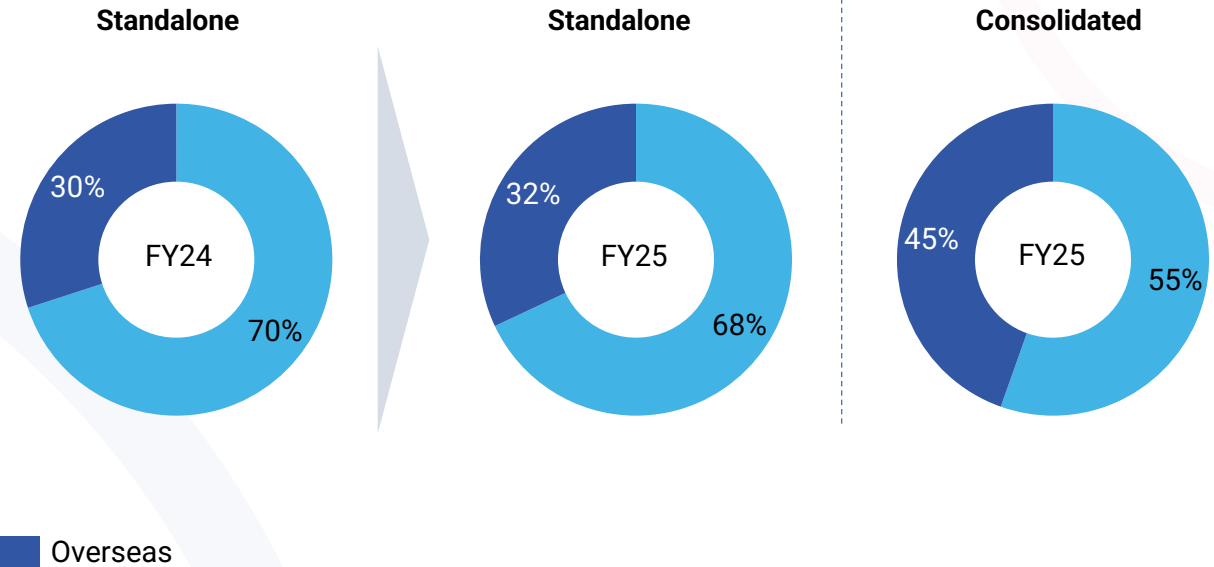
- In Q4FY25, revenues **grew by 7.4%** year-over-year on a standalone basis and **by 6.6%** on a consolidated basis.
- Domestic revenues for standalone entity **grew by 11.9%** for Q4FY25 on a Y-o-Y basis
- Geographical split of consolidated revenue across **Domestic : Overseas stood at 59:41** for Q4FY25

FY25 Key Operational Highlights

Revenue (in Rs. Crs)



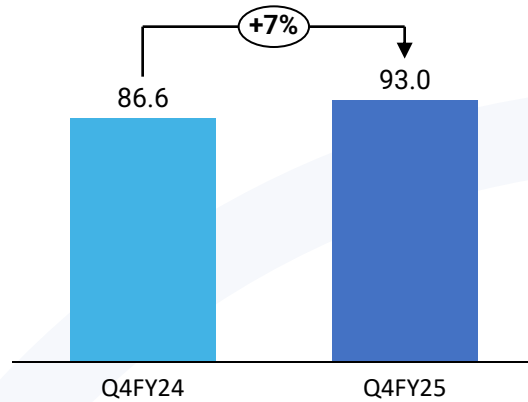
Geography Mix



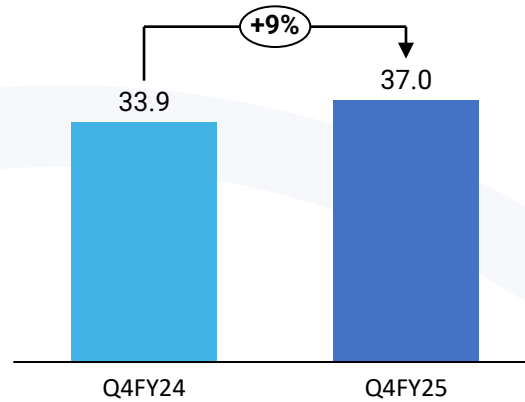
- In FY25, standalone revenue **grew by 13%** year-over-year
- Domestic & Exports revenues for standalone entity **grew by 10.3% & 20.3%** respectively for FY25 on a Y-o-Y basis
- Geography split of consolidated revenue across **Domestic : Overseas stood at 55:45** for FY25

Q4FY25 Key Standalone Financial Highlights

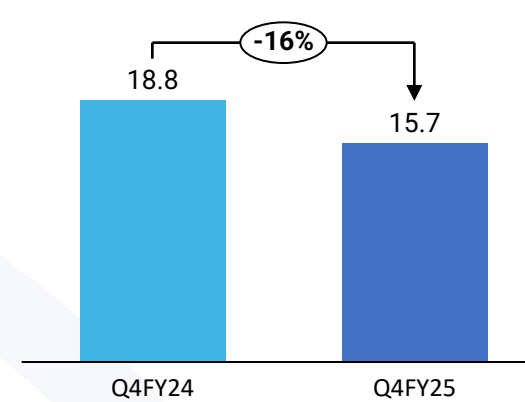
Revenue (in Rs. crs)



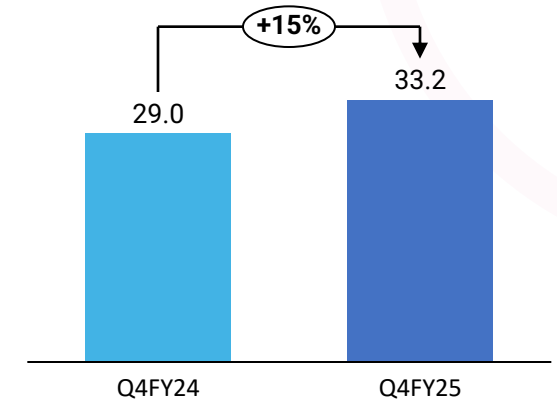
EBITDA (in Rs. crs)



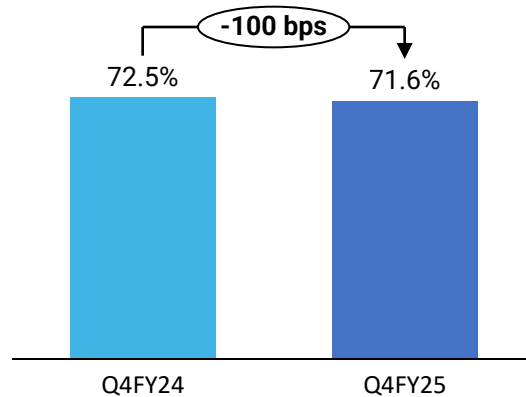
Profit After Tax (in Rs. crs)



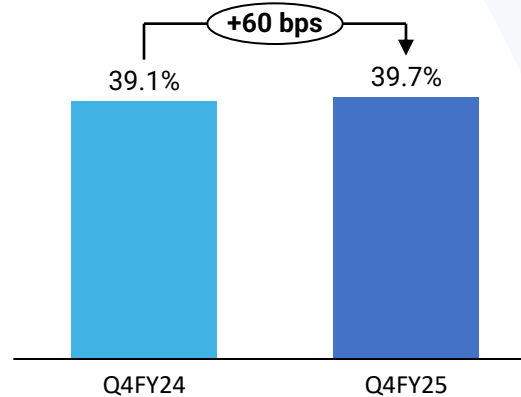
Cash PAT# (in Rs. crs)



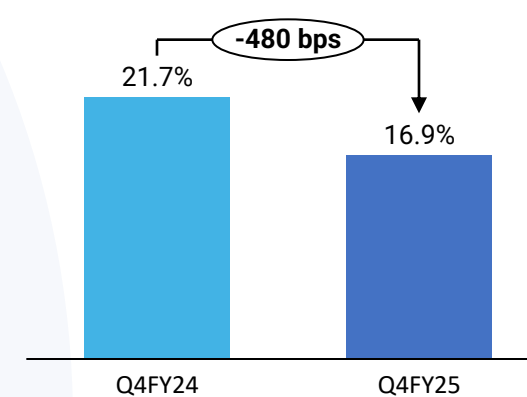
GP Margin (%)



EBITDA Margin (%)



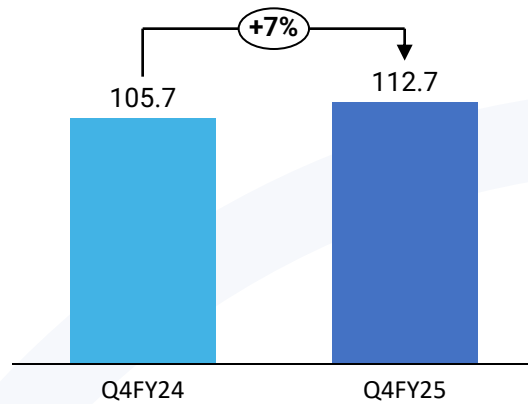
PAT Margin (%)



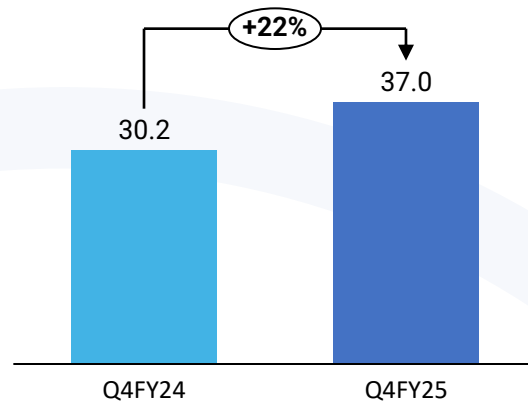
#Cash PAT = PAT + Depreciation

Q4FY25 Key Consolidated Financial Highlights

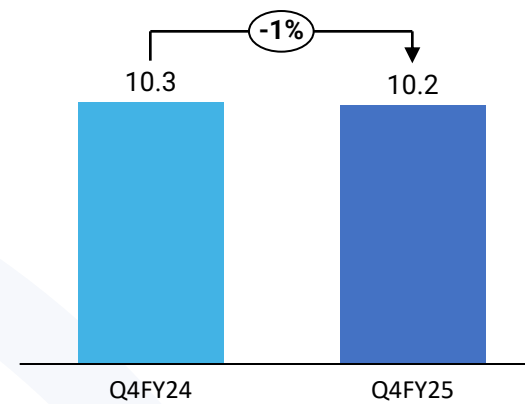
Revenue (in Rs. crs)



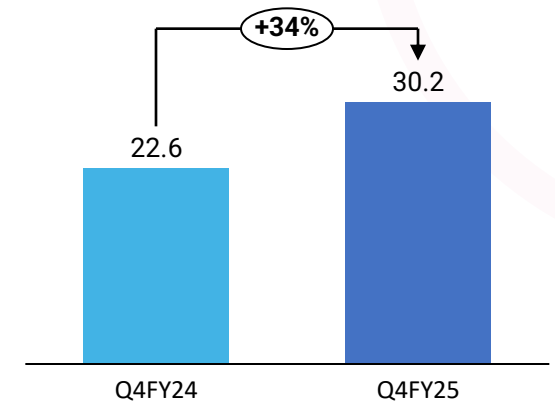
EBITDA (in Rs. crs)



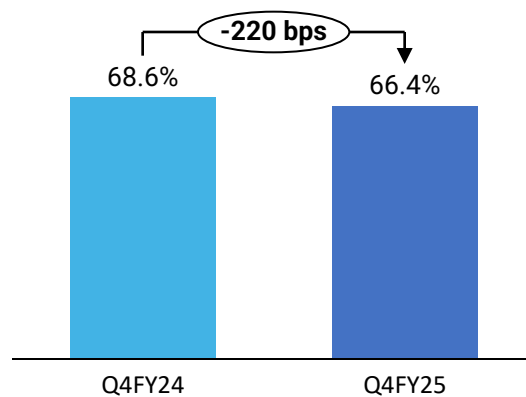
Profit After Tax (in Rs. crs)



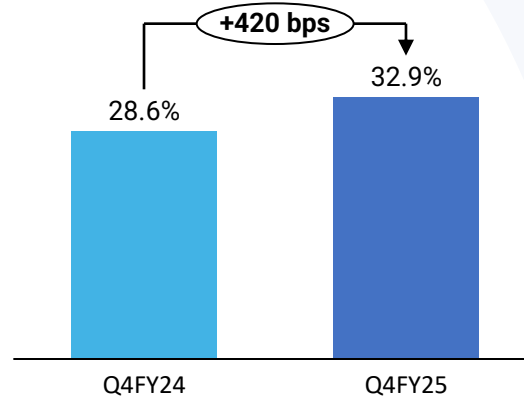
Cash PAT# (in Rs. crs)



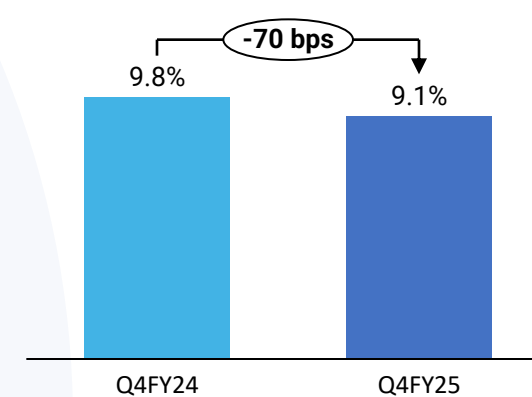
GP Margin (%)



EBITDA Margin (%)



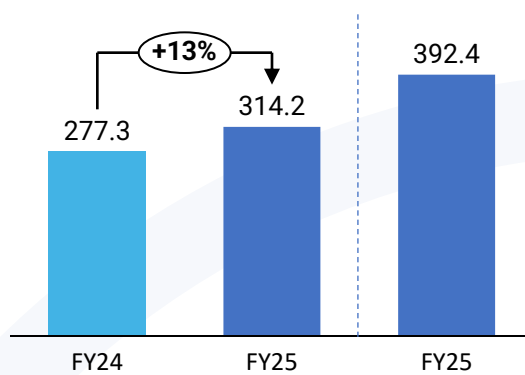
PAT Margin (%)



FY25 Key Financial Highlights

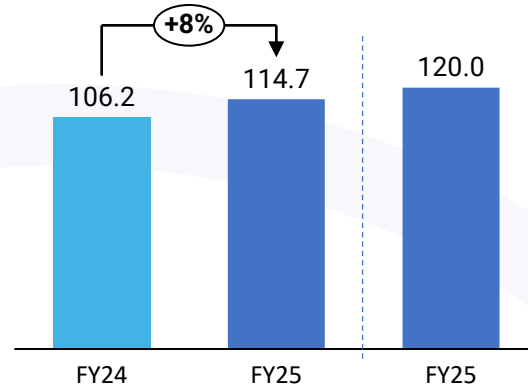
Revenue (in Rs. crs)

Standalone Standalone Consolidated



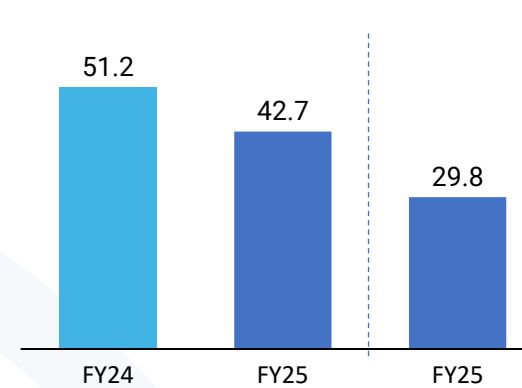
Adj. EBITDA*^ (in Rs. crs)

Standalone Standalone Consolidated



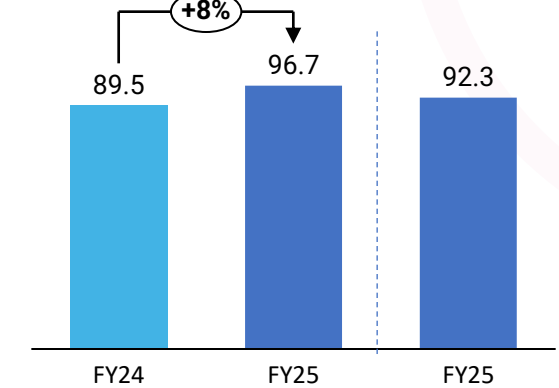
Profit After Tax (in Rs. crs)

Standalone Standalone Consolidated



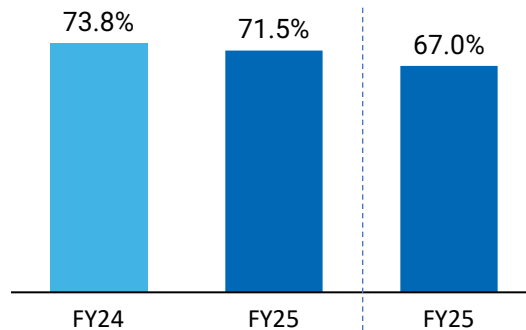
Cash PAT# (in Rs. crs)

Standalone Standalone Consolidated



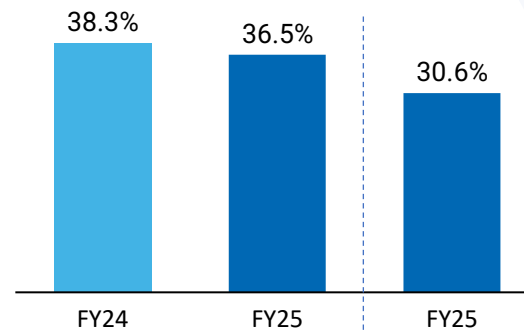
GP Margin (%)

Standalone Standalone Consolidated



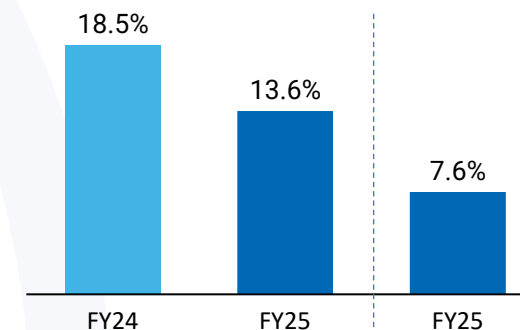
Adj. EBITDA*^ Margin (%)

Standalone Standalone Consolidated



PAT Margin (%)

Standalone Standalone Consolidated



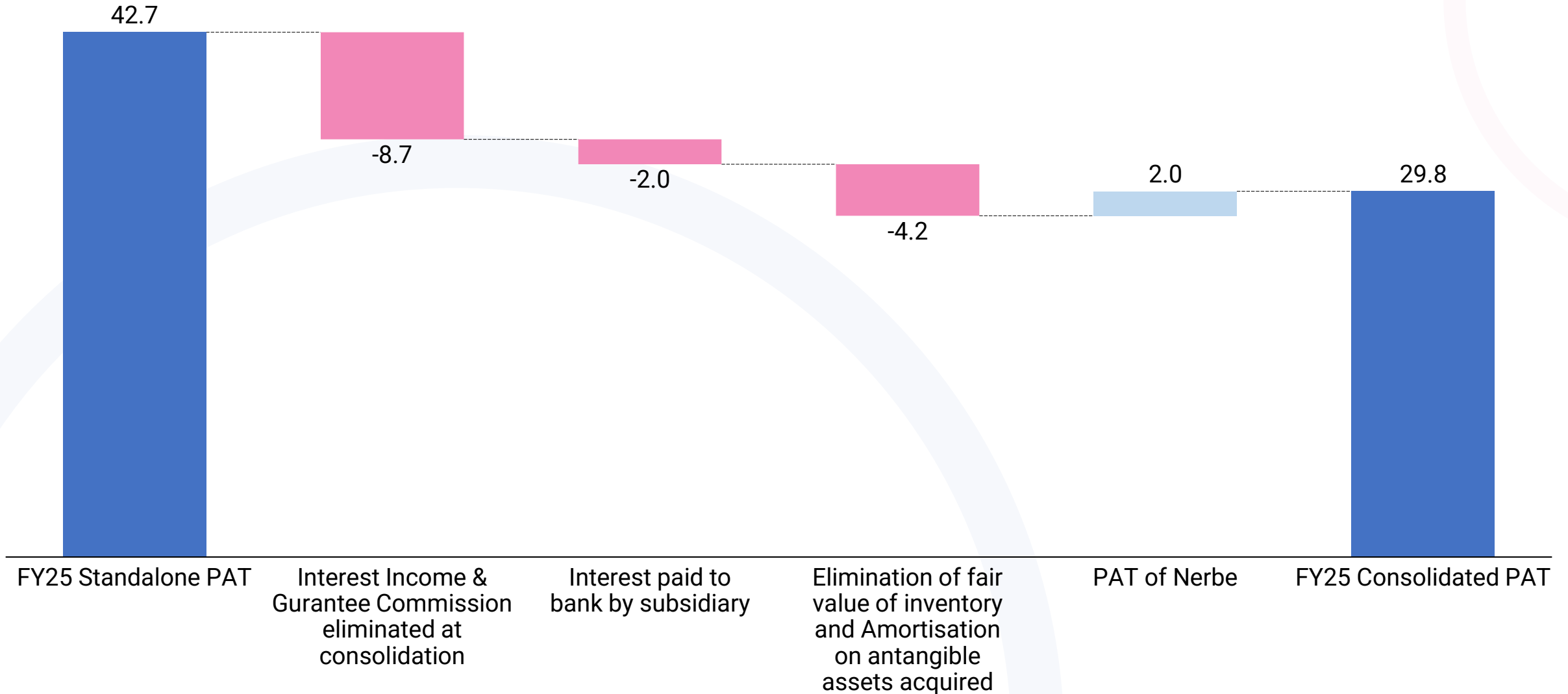
Cash PAT = PAT + Depreciation

* FY25 Adjusted EBITDA excludes one off expenses of Rs. 9.3 crores (provided in Q1 & Q2FY25) on account of provision for machinery damaged during transit. We have filed the claim with the insurance company.

^ FY24 Adjusted EBITDA excludes one-off expenses of Rs. 2.8 crores (incurred in Q1FY24) on account of due diligence for a potential acquisition which didn't fructify.

Bridge between Standalone & Consolidated PAT

(in Rs. crs)





Aryan Sehgal

Promoter and Whole time
Director

Commenting on the performance of the company Mr. Aryan Sehgal, Promoter and Whole time Director of Tarsons, said:

"The life sciences industry has witnessed a significant slowdown in the past six quarters. However, we observed early signs of recovery in Q4, although we believe the industry has not yet returned to normal levels. We are seeing increased inquiries from customers across industries and remain optimistic about a pickup in volumes in the second half of FY26. Despite prevailing industry headwinds, we have successfully increased our market share and continue to outperform overall industry growth.

Although growth in the Nerbe business has been flattish, our domestic business has delivered a steady performance. Standalone revenue grew by 7% in Q4 and 13% in FY25, with domestic revenue growing by 12% in Q4 and 10% for the full year. Cash Profit has grown by 14.5% and 8% in Q4 and FY25 respectively.

We recorded a 7% year-on-year increase in consolidated revenue for Q4FY25, while our EBITDA grew by 22.4% over the same period last year. EBITDA margin improved to 32.9% in Q4FY25 from 28.6% in Q4FY24, reflecting a year-on-year increase of 420 bps. Our profit before tax was impacted by higher depreciation charge, which was mainly due to the partial capitalization of our Panchala facility. We expect this facility to begin contributing to revenue over the coming years.

We remain committed to the industry's long-term growth prospects and have continued to invest through the down cycle to strengthen our capacities and capabilities, positioning ourselves for sustainable growth over the next 3–5 years. Our upcoming capital expenditure projects at the Panchala and Amta facilities are progressing as scheduled, with initial revenue contributions expected to begin in the second half of FY26. Meaningful revenue impact, however, is projected to materialize in FY27 and FY28.

Backed by the strong brand equity of Tarsons and our consistent track record of delivering high-quality products, we are confident in our ability to capture greater market share in our existing product lines while accelerating the adoption of our newly introduced offerings."

Q4 & FY25 Standalone Profit & Loss Statement

Particulars (in Rs. Crs)	Q4FY25	Q4FY24	YoY	FY25	FY24	YoY
Revenue from Operations	93.0	86.6	7.4%	314.2	277.3	13.3%
Cost of Goods Sold	26.5	23.8		89.4	72.8	
Gross Profit	66.6	62.8	6.0%	224.8	204.5	9.9%
Gross Profit Margin	71.6%	72.5%	-100 bps	71.5%	73.8%	-220 bps
Employee Cost	11.1	10.1		43.8	38.8	
Other Expenses	18.5	18.9		66.3	59.5	
Adjusted EBITDA	37.0	33.9	9.1%	114.7	106.2	7.9%
Adjusted EBITDA Margin	39.7%	39.1%	60 bps	36.5%	38.3%	-180 bps
One off expenses/provisions	0.0	0.0		9.3*	2.8^	
Reported EBITDA	37.0	33.9	9.1%	105.4	103.4	1.9%
Reported EBITDA Margin	39.7%	39.1%	60 bps	33.5%	37.3%	-380 bps
Depreciation	17.5	10.2		54.0	38.3	
Other Income	6.4	5.9		24.0	14.2	
EBIT	25.9	29.6	-12.6%	75.4	79.3	-5.0%
Finance Cost	4.5	4.1		17.5	9.9	
Profit before Tax	21.3	25.5	-16.3%	57.9	69.4	-16.6%
Tax	5.6	6.7		15.2	18.1	
Profit After Tax	15.7	18.8	-16.3%	42.7	51.2	-16.7%
Profit After Tax Margin	16.9%	21.7%	-480 bps	13.6%	18.5%	-490 bps
EPS	3.0	3.5		8.0	9.6	

* FY25 Adjusted EBITDA excludes one off expenses of Rs. 9.3 crores (provided in Q1 & Q2FY25) on account of provision for machinery damaged during transit. We have filed the claim with the insurance company.

^ FY24 Adjusted EBITDA excludes one-off expenses of Rs. 2.8 crores (incurred in Q1FY24) on account of due diligence for a potential acquisition which didn't fructify.

Q4 & FY25 Consolidated Profit & Loss Statement

Particulars (in Rs. Crs)	Q4FY25	Q4FY24	YoY	FY25	FY24 [#]	YoY
Revenue from Operations	112.7	105.7	6.6%	392.4	296.4	32.4%
Cost of Goods Sold	37.9	33.2		129.4	82.2	
Gross Profit	74.8	72.5	3.2%	263.0	214.2	22.8%
Gross Profit Margin	66.4%	68.6%	-220 bps	67.0%	72.3%	-520 bps
Employee Cost	16.8	15.6		65.4	44.3	
Other Expenses	21.0	26.7		77.6	67.3	
Adjusted EBITDA	37.0	30.2	22.4%	120.0	102.6	17.0%
Adjusted EBITDA Margin	32.9%	28.6%		30.6%	34.6%	-400 bps
One off expenses/provisions	0.0	0.0		9.3*	2.8 [^]	
Reported EBITDA	37.0	30.2	22.4%	110.7	99.8	10.9%
Reported EBITDA Margin	32.9%	28.6%	420 bps	28.2%	33.7%	-550 bps
Depreciation	20.0	12.3		62.5	40.4	
Other Income	3.8	3.4		16.0	11.5	
EBIT	20.8	21.3	-2.4%	64.2	70.9	-9.5%
Finance Cost	5.2	4.3		19.4	10.1	
Profit before Tax	15.6	17.0	-8.6%	44.8	60.8	-26.3%
Tax	5.4	6.7		15.0	18.1	
Profit After Tax	10.2	10.3	-1.1%	29.8	42.6	-30.2%
Profit After Tax Margin	9.1%	9.8%	-70 bps	7.6%	14.4%	-680 bps
EPS	1.9	1.9		5.6	8.0	

FY24 includes consolidation for one quarter only, i.e., Q4FY24.

* FY25 Adjusted EBITDA excludes one off expenses of Rs. 9.3 crores (provided in Q1 & Q2FY25) on account of provision for machinery damaged during transit. We have filed the claim with the insurance company.

[^] FY24 Adjusted EBITDA excludes one-off expenses of Rs. 2.8 crores (incurred in Q1FY24) on account of due diligence for a potential acquisition which didn't fructify.

Consolidated Balance Sheet

Assets (in Rs. Crs)	Consolidated	
	Mar-25	Mar-24
Non-Current Assets	837.5	736.9
Property Plant & Equipment	455.1	247.8
CWIP	232.9	267.0
Other Intangible assets	31.7	36.6
Right of use assets	16.7	18.8
Goodwill	32.5	32.5
Financial Assets		
Other Financial Assets	4.5	4.7
Current Tax Assets (Net)	3.5	4.2
Other Non Current Assets	60.5	125.2
Current Assets	242.6	235.3
Inventories	126.0	128.7
Financial Assets		
(i) Trade receivables	79.6	77.9
(ii) Cash and cash equivalents	25.1	17.1
(iii) Bank balances other than (ii)	0.5	5.5
Other Financial Assets	0.1	0.0
Other Current Assets	11.2	6.0
Total Assets	1,080.0	972.2

Equity & Liabilities (in Rs. Crs)	Consolidated	
	Mar-25	Mar-24
Total Equity	630.2	612.9
Share Capital	10.6	10.6
Other Equity	619.6	602.2
Non-Current Liabilities	274.1	146.2
Financial Liabilities		
(i) Borrowings	204.9	102.0
(ii) Lease Liabilities	7.4	9.8
(iii) Other Financial Liabilities	0.2	0.5
Provisions	0.2	0.2
Other Non Current Liabilities	52.0	24.5
Deferred Tax Liabilities	9.4	9.2
Current Liabilities	175.7	213.2
Financial Liabilities		
(i) Borrowings	123.7	154.8
(ii) Trade Payables	15.7	14.6
(iii) Lease Liabilities	3.2	2.5
(iv) Other Financial Liabilities	20.5	32.7
Other Current Liabilities	7.2	4.0
Current tax liabilities (net)	0.3	2.1
Provisions	5.1	2.4
Total Equity & Liabilities	1,080.0	972.2

Abridged Consolidated Cash Flow Statement

Particulars (in Rs. Crs)	Consolidated	
	FY25	FY24 [#]
Net Profit Before Tax	44.8	60.8
Adjustments for: Non -Cash Items / Other Investment or Financial Items	86.2	51.8
Operating profit before working capital changes	131.0	112.5
Changes in working capital	-1.0	8.6
Cash generated from Operations	130.1	121.1
Direct taxes paid (net of refund)	-15.8	-18.4
Net Cash from Operating Activities	114.2	102.7
Net Cash from Investing Activities	-145.5	-285.0
Net Cash from Financing Activities	38.9	135.6
Net Decrease in Cash and Cash equivalents	7.7	-46.6
Add: Cash & Cash equivalents at the beginning of the period	17.1	63.8
Exchange difference on translation of foreign currency	0.3	-0.1
Cash & Cash equivalents at the end of the period	25.1	17.1

[#] FY24 includes consolidation for one quarter only, i.e., Q4FY24.

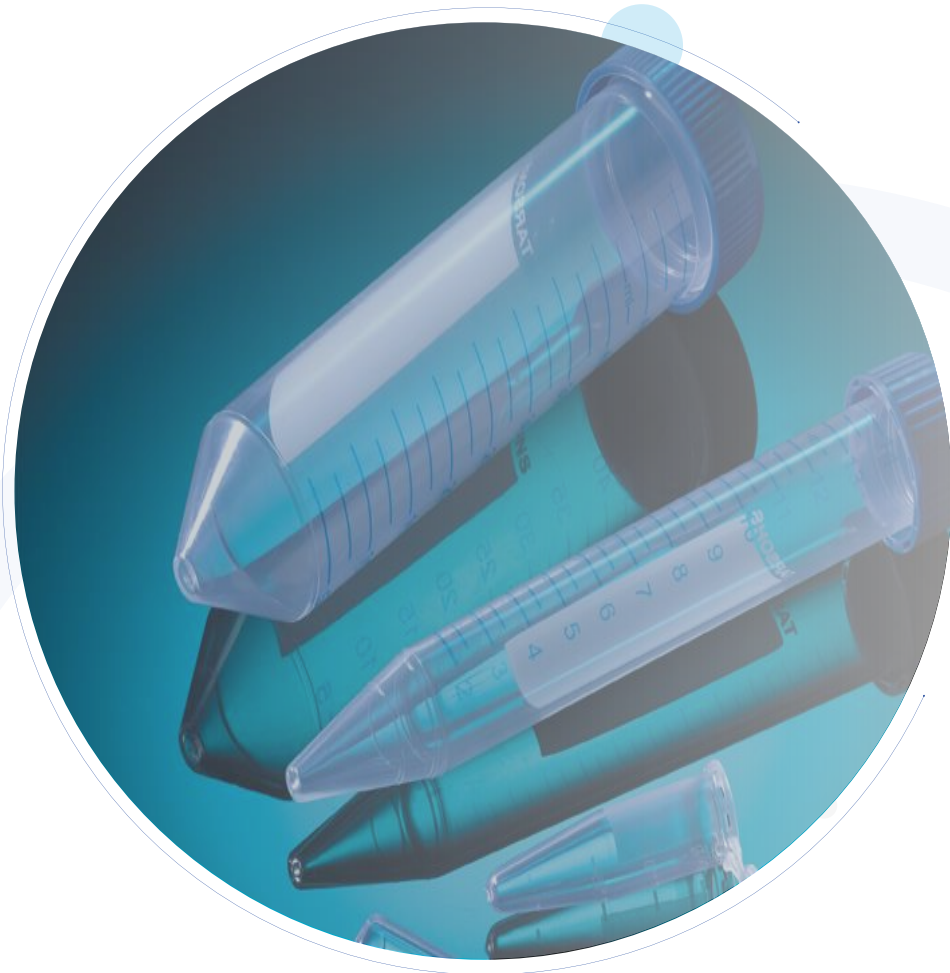


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About Tarsons



Tarsons – at a Glance



One of the **leading Indian labware company** engaged in the designing, development, manufacturing and marketing of consumables, reusables and others (including benchtop equipment & instruments)



Products used in laboratories across **research organizations, academia institutes, pharmaceutical companies, CROs, diagnostic companies and hospitals**



40+ years of experience in the life sciences industry delivering trusted high-quality products.



Robust market share in the highly fragmented Indian labware market*



Diversified product portfolio with **2,000+ SKUs across 350 product segments**



6 vertically integrated manufacturing facilities in West Bengal



Pan-India distribution network with long-standing relationships with the distributors

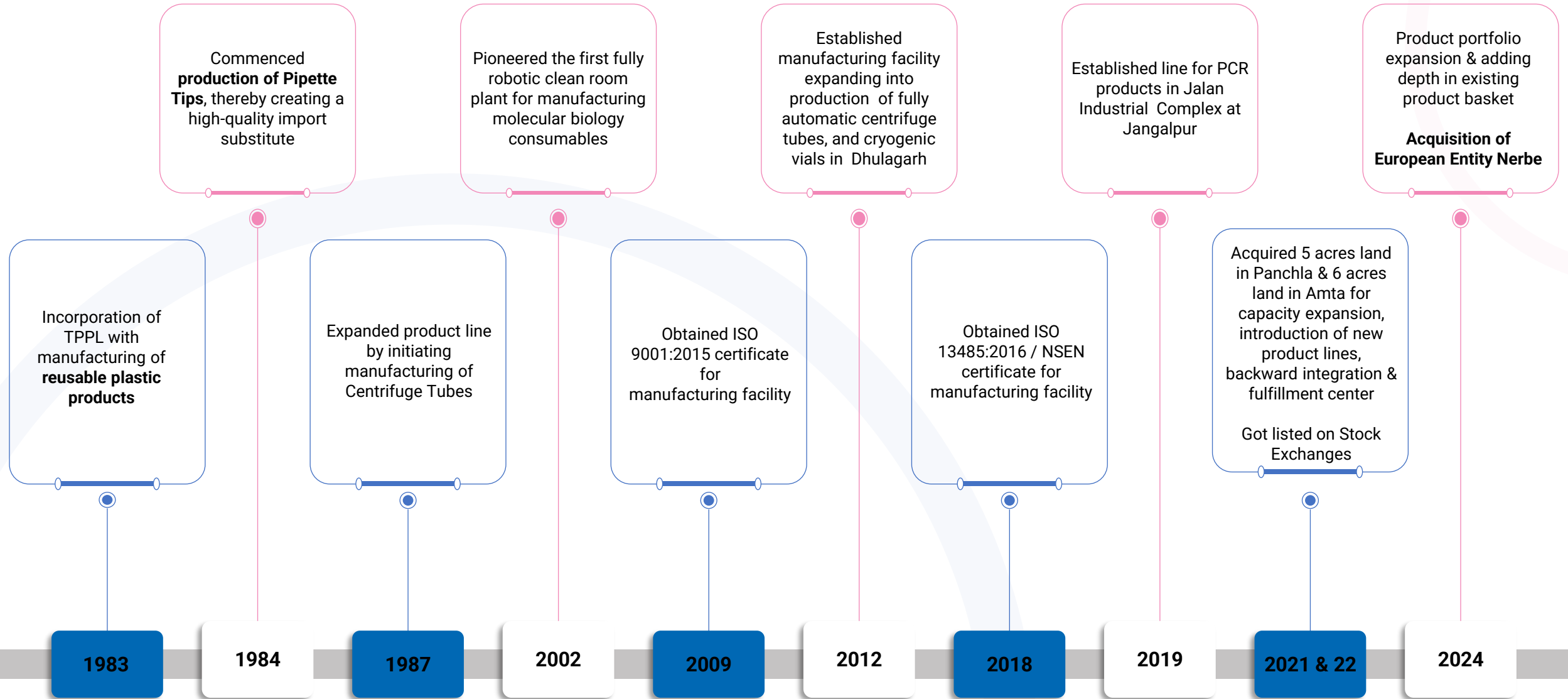


One of the few players in India to have a **global reach[#]** in the labware market with 45+ authorized distributors & partners **supplying products to over 40 countries**

*Approximately 9-12% as per Frost & Sullivan Industry Report 2021

[#]As per Frost & Sullivan Industry Report 2021

Our Journey



Leading Indian Labware Supplier

Trusted Brand for high quality products in the plastic labware market with 40+ years vintage in the industry

Expertise in production of a wide range of labware products & **amongst the top 3 players** with a robust market share*

Ability to offer differentiated, user friendly, reliable quality & cost-effective products has **enabled strong brand recognition & customer loyalty**

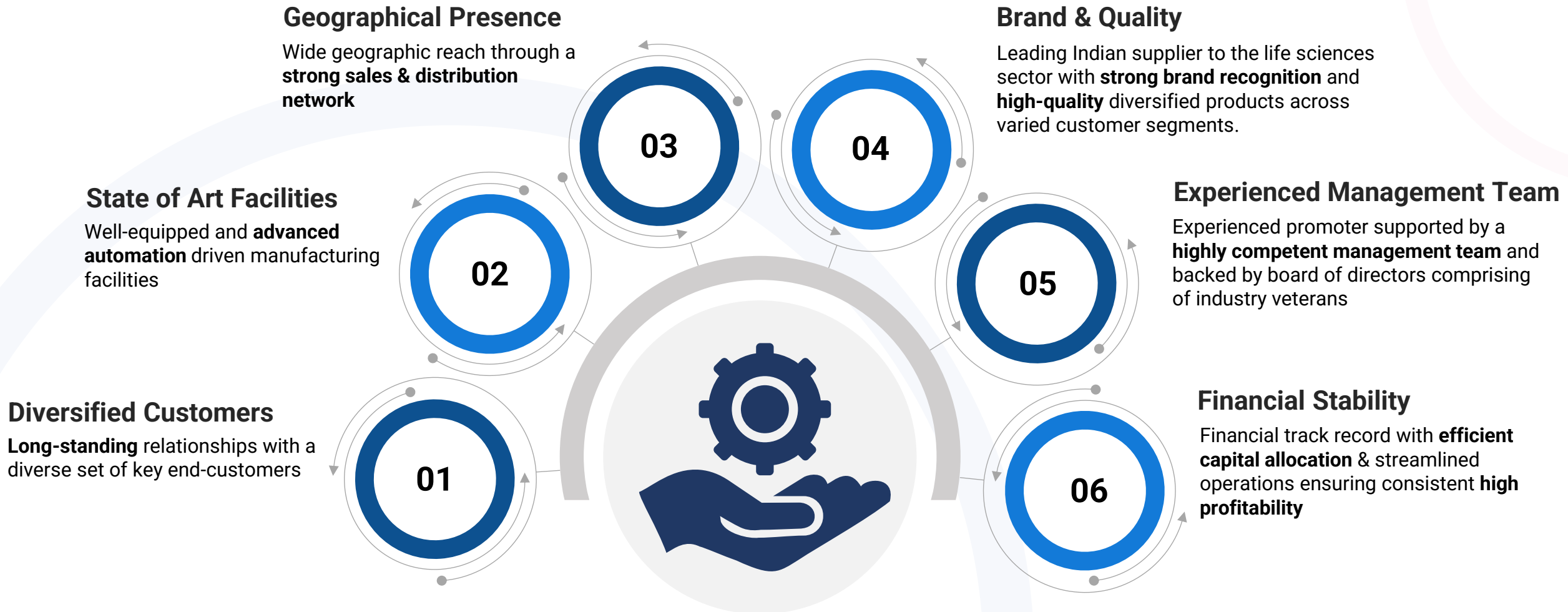


Individual product brands like **Maxipense, Spinwin, Cryochill** are well-recognized by the scientific community























Pioneered the first fully automated plant for manufacturing molecular biology consumables

In-house engineering team driving innovation & ensuring exceptional liquid handling performance across the liquid handling products

Our Competitive Edge



Catering to diversified End User Industry...

 Academic Institutes & Research Organization	 National Centre for Biological Sciences	 Indian Institute of Chemical Technology	 Rain Forest Research Institute	 KIIT University	
 Pharmaceutical Industry	 Dr. Reddy's Laboratories Limited				 Enzene Biosciences Limited
 Contract Research Organization	 Syngene International Limited	 Veeda Clinical Research Limited	 TCG Lifesciences Private Limited		
 Diagnostics Industry	 Dr Lal Pathlabs Limited	 Metropolis Healthcare Limited	 Molbio Diagnostics Private Limited	 Agappe Diagnostics Limited	 Mylab Lifesolutions Private Limited
 Exports Market	 Avantor, Inc	 FC-BIOS SDN BHD	 iCell INC	Toei Kaisha Toei Kaisha Limited	

Measures to strengthen customer relations

- 1 Regular **Feedback from Customers** on quality, delivery & cost
- 2 Maintaining leading industry & **Regulatory Compliance Standards**
- 3 **Product Customization** as per the customer's specific needs
- 4 Adherence to **Quality standards & Safety Protocols** in place
- 5 **Wide Range of Products**
- 6 **50-member Sales Team** with deeply entrenched relationships

Our State-of-the-art Manufacturing Facilities...



Units	Land Area (in sq. mts.)	Ownership	Mfg Revenue Contribution (FY25)
Burroshibtolla I	530	Leased	5.1%
Burroshibtolla II	1,022	Leased	6.3%
Kasba	515	Leased	2.8%
Jangalpur	15,142	Owned	59.1%
Dhulagarh	4,047	Leased	26.7%
Panchla	21,550	Owned	-
Amta	24,280	Owned	-

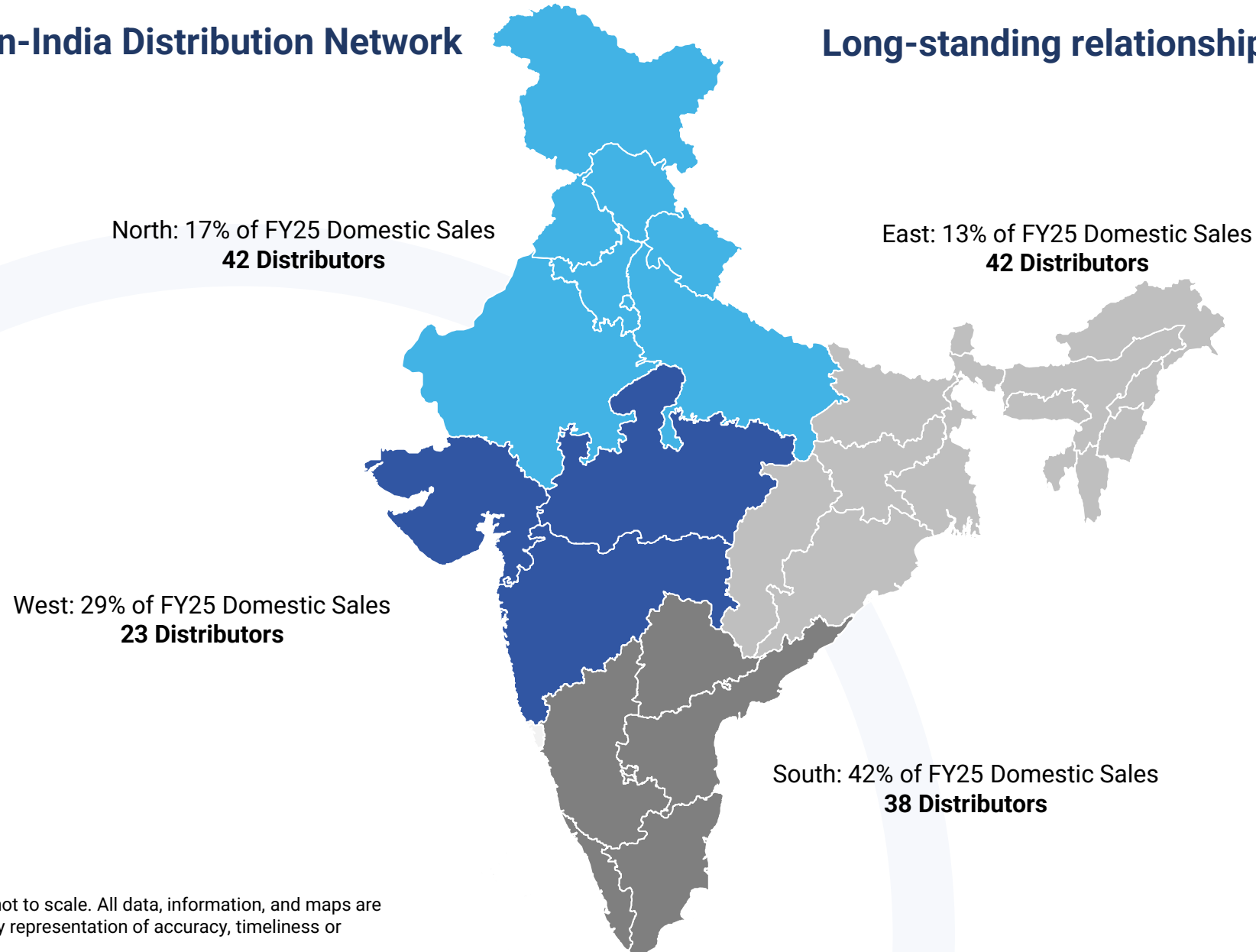
Upcoming Facility

Key Highlights of the High Precision Manufacturing Process

- ✓ Vertically integrated manufacturing capabilities with **design & development** being carried out **in-house**
- ✓ Automated manufacturing with **use of robotics** & other technologies developed in collaboration with overseas partners
- ✓ **Production process free from human touch** & thus helps to achieve the **desired levels of purity** required for use in life sciences products
- ✓ Manufactured in **clean aseptic environment**; manufacturing process is carried out in fully-validated & 3rd-party certified ISO 8 clean rooms
- ✓ Quality Certifications: **ISO & CE certifications**
- ✓ In Amta, West Bengal, the Company is developing a **new fulfillment center with in-house sterilization as well as manufacturing capability**
- ✓ Company is expanding into **new product categories and capacity expansion at upcoming production facility in Panchla, West Bengal**

Comprehensive Pan-India Distribution Network

Long-standing relationships with Distributors



Data as on FY25

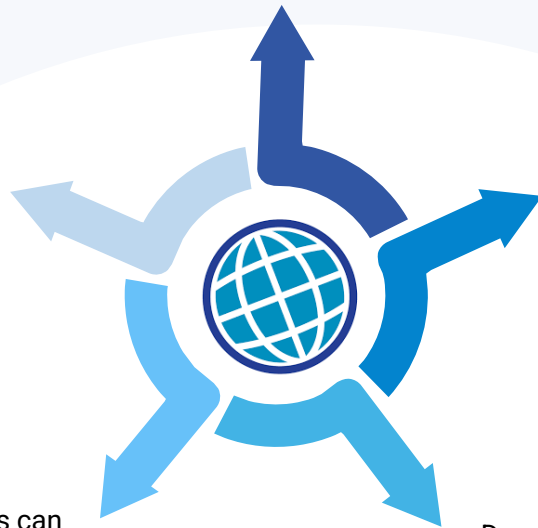
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...with huge underlying Export Market Potential...

Huge Export Opportunity Market

Demand for plasticware expected to **grow at 10% CAGR** for developing markets like APAC & MEA, developed markets like Americas & Europe also expected to grow healthy

Factors such as **supplier reliability**, cultivating new relationships, deepening existing relationships and **meeting demands in timely manner** will enhance the export market share



Rapid increase in demand for plasticware is **providing platform for Indian players** to expand share of export revenues while continuing import substitution at home

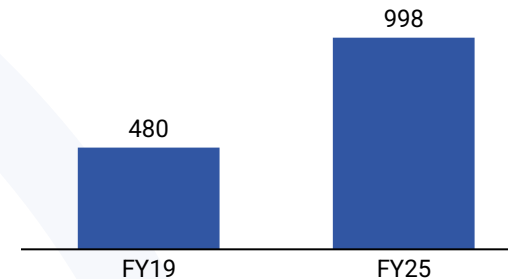
Established Indian players can **further expand export market share** on back of high-quality & reliable products with enhanced R&D and independent design & customization capabilities

Domestic companies in India can take advantage of their **competitive pricing** in order to capture larger share of global market

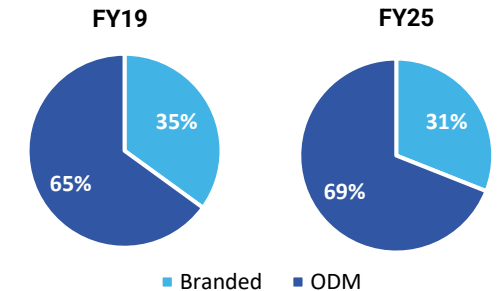
One of the very few players to have a Global Reach

- ✓ As of 31st March 2025, the company sold its products to 40+ countries via 45+ distributors
- ✓ Export operations are a blend of branded and ODM sales
- ✓ Under the ODM model, the product is independently designed & developed by the company as per the requirements given & then sold to the respective brand owners

Export Revenue (INR mn)



Export Revenue Break-up (%)



Key Overseas Clients (ODM Sales)

avantor™



FC-BIOS

Toei Kaisha

...offering Wide Range of High-Quality Products...

Our products are *made from high-quality medical grade DMF registered resins* which are selected to minimize additives & reduce potential leachable

Consumables

55.5% of FY25 Revenues

- Portfolio of products under this category include:
 - Centrifuge ware
 - Cryogenic ware (tubes & accessories)
 - PCR consumables (tubes, plates, and strips)
 - Petri dish
 - Pipettes



Reusables

40.7% of FY25 Revenues

- Portfolio of products under this category include:
 - Bottles & Carboys
 - Beakers
 - Measuring cylinders
 - Racks
 - Others (jars, desiccators etc.)
 - High quality standards maintained to ensure the products are leakage proof through specially designed lip-sealing geometry



Others

3.8% of FY25 Revenues

- Products under this category includes benchtop instrumentation such as:
 - Vortex shakers
 - Centrifuges
 - Pipettors
- These products enable molecular works of cell collection, extraction, simple spin-down and f-tube separation



Offering a **Wide Range of Products** enabling its end-customers to source most of their product needs from a **Single Source**

...diversified product portfolio of Plastic Labware

Consumables (55% of FY25 Sales)

Pipette Tips



Mostly used in research work for transferring small volume of liquids with high precision

Centrifuge Tubes



Perfect for versatile applications, these are used for storage, spinning down & separation of colloidal solution

Petri Dishes



- Mostly used in culture of microbes & sensitivity assays
- Used once & discarded which optimizes time consumed in washing and sterilizing

Sterile Media Bottles



Suited to preparation & containment of buffers, cultures or prolonged storage of pH sensitive liquids such as culture media

Cryo Vials



Used for storage of biological materials at temperatures as low as -196°C (vapour phase of liquid nitrogen) to 121°C

Storage Vials



Designed for use with samples from -80°C to 121°C. Used for storage of PCR reagents, enzymes & other diagnostics, biochemical reagents or samples

Serological Pipette



Disposable pipettes for tissue culture, microbiological and various research applications. Certified DNase, RNase, and Pyrogen free

Reusables & Others (45% of FY25 Sales)

Bottles



- Used for containment, protection and transportation of various kinds of reagents
- Leakproof, strong and durable

Carboys



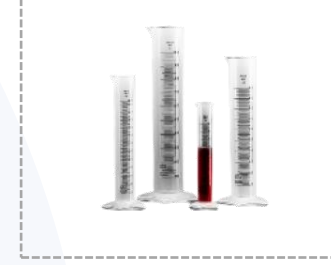
Used for media formulation and mixing, aseptic protocols, stirring and storage of intermediates

Beakers



- Used for mixing; graduations are approximate and not intended for accurate liquid measurement
- Economical enough to discard after one use, or strong enough to reuse

Cylinders



Used to measure the volume of a liquids, chemicals, and solutions during daily lab work

Benchtop Instruments



- Wide variety products which include benchtop instrumentation like vortex shakers, centrifuges, pipettors
- Enable molecular works of cell collection, extraction, simple spin-down and f-tube separation

Glimpse of our product portfolio & processes



SPINOT™ Digital Magnetic Stirrer Hot Plate

Sophisticated digital stirrer hotplates offer control and display of both temperature and stirring speed. Discover reliable mixing and heating operations with Tarsons SPINOT.

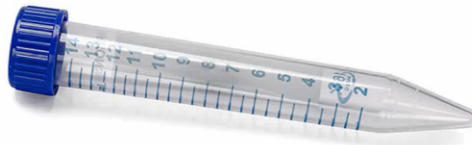
Video link – [Click here](#)



Video link – [Click here](#)



Video link – [Click here](#)



Spinwin™ Tube Conical Bottom

Perfect for versatile applications, the centrifuge tubes are used globally for storage, spinning down, reaction processes and more. Built for high G performance, this is one of the most versatile consumable. Autoclavable.

Video link – [Click here](#)



Video link – [Click here](#)

For more information & videos please visit www.tarsons.com/video-new

Key Business Strategies



Enhance existing & expand product portfolio

- Focus on **branding & promotion** to enhance visibility in the labware industry to increase brand awareness & loyalty
- **Manufacture New Products** in the cell culture & robotic handled consumables and expand into the import dominated markets of these products
- Leverage the advantage of **"Make in India"** and grow our domestic sales vis-à-vis exports



Enhance manufacturing capacities to leverage growth

- **Expand manufacturing capacities** in popular product categories like liquid handling, centrifuge ware, & cryo ware through additional machines, moulds and ancillary infrastructure
- Acquired 5 acres of land to develop a new manufacturing facility in Panchla, West Bengal to **expand & enter into the new product segment** comprising of cell culture
- Also, acquired 6 acres of land at Amta to develop **fulfilment center, radiation facility and manufacture few products**



Increasing presence in overseas markets

- Plans to **export to ~120 countries in the next 5-10 years** through the extensive experience and proven track record of catering to overseas customers
- Acquired Nerbe, a Hamburg-based distributor specializing in plastic labware products
- Two-pronged approach:
 - **Branded sales** targeting emerging markets such as Asia Pacific, Middle East and South America
 - **ODM sales** to supply products to developed markets such as USA and Europe



Maintain operational efficiency & profitability

- Implemented strategic cost-saving and efficiency improvement processes such as **advanced automation solutions** to improve productivity
- Continue to **invest in automation** in order to avoid human error & consequently **improve throughput**

Experienced Board of Director & Managerial Team



Sanjive Sehgal

Chairman & Managing Director

- Chairman & Managing Director of Tarsons Product Limited
- Has over 40 years of experience in the company



Suresh Prabhala

Non-Executive Nominee Director

- Currently acting as Co-founder & Managing Partner at ADV Partners
- Investment professional with 25+ years of experience. Erstwhile ED and India Head for J.P. Morgan's Asia Special Situations Groups



Girish Vanvari

Independent Director

- Founder of Transaction Square – a Tax, Regulatory & Business Advisory Firm
- Qualified Chartered Accountant with over 27 years of experience in business consulting



Divya Momaya

Independent Director

- 22+ years of experience in corporate and secretarial laws, corporate governance, business development
- Previously associated with BSE Ltd. And BSEL Infrastructure Realty Ltd.



Viresh Oberai

Independent Director

- 22+ years experience with Tata Steel
- Conferred with "Udyog Rattan" award from Indian Economics Society



Aryan Sehgal

Promoter and Wholetime Director

- Whole-time Director of the company
- Has over 10 years of experience working in the company



Santosh Agarwal

Chief Financial Officer & Company Secretary

- Qualified Chartered Accountant & Company Secretary
- Has over 21 years of experience

Clean room conditions

eliminates all chances of contamination

Productivity optimisation with use of **high automation**

Use of **Medical Grade Plastics**. Products are designed to withstand critical use

NO litigations faced for pollution or degradation of environment over the past five years

NO impact of Climate change

Employee Welfare: Multi-pronged approach towards employee development.

Company has **NOT** witnessed any employee unrest / strikes or lockouts since inception

Some of the CSR activities has been directed towards **TATA Cancer Hospital**

The Board has an optimum combination of Executive and Non-Executive directors

Company has **Clean Track Record** of Liability payments to various stakeholders

Regular **Review & Updation** of policies for change requirements.

Whistleblower policy implemented

DELIVERING TRUST



Industry Update



Bottles & Carboys



General Lab ware



PCR Products

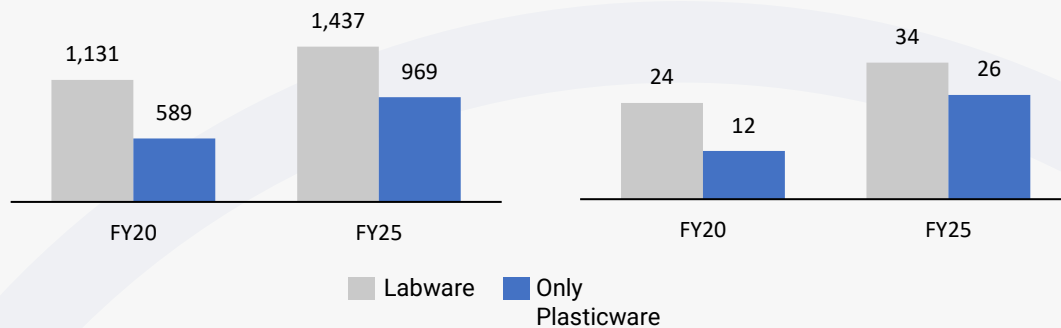


Plastic Labware Market

Indian plastic labware market is expected to grow at 16% CAGR from 2020-2025

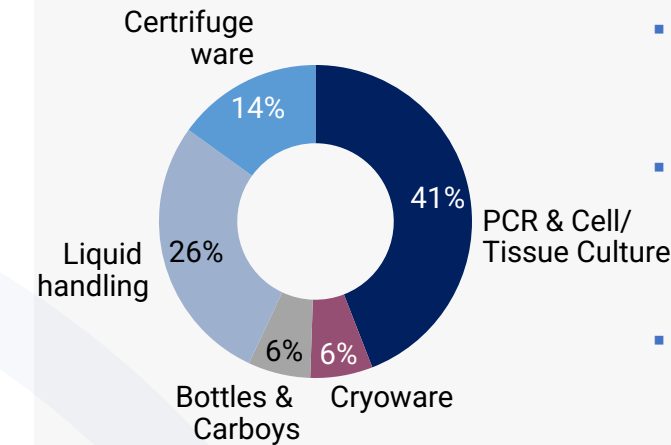
Global Laboratory Equipment Market Size (INR Bn)

Indian Laboratory Equipment Market Size (INR Bn)

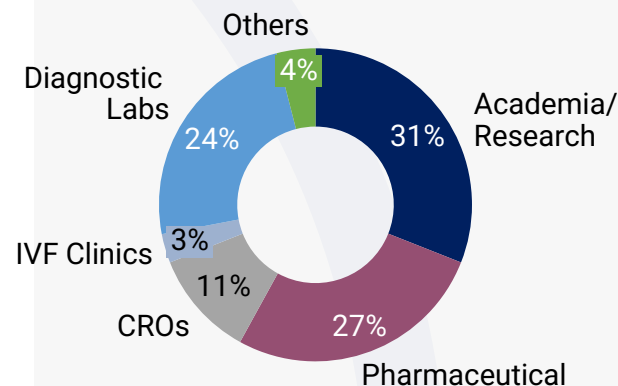


- Expected increase in investments by various pharmaceutical majors to advance research into various chronic diseases treatment
- COVID-19 pandemic** has led to an increase in long term demand for laboratory investigations, vaccine development activities and clinical trials
- Key growth drivers of the Indian market include:
 - Urbanization & growing middle class** coupled with **sedentary lifestyles** are resulting in increasing incidence of **chronic diseases** which in turn drive healthcare research & demand for labware products
 - Highly underpenetrated healthcare sector** provides significant room for growth
 - Growth in **pharmaceutical R&D outsourcing to India** will serve as a huge catalyst for the labware space

Split of Global Market Size of Plastic Labware (2020)



- Centrifuge & Liquid Handling** market dominate the Laboratory equipment market
- The **automated liquid handling market** is anticipated to witness a **significant market growth** during the forecast period
- PCR product segment** has seen a **strong growth** lately due to high demand on account of the pandemic

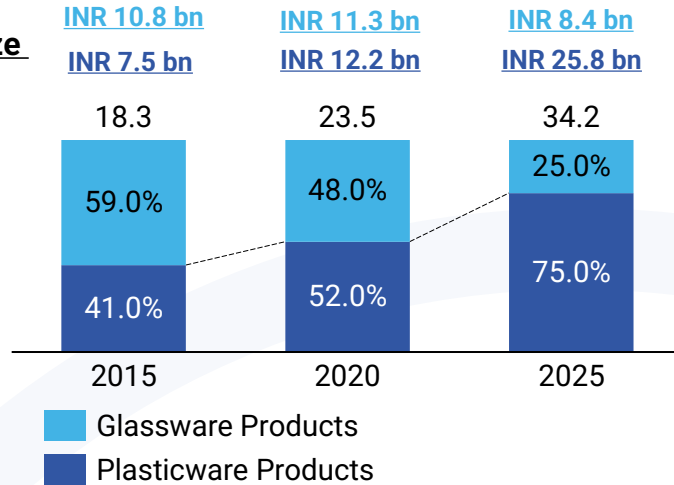


- The **Academia/Research and Pharmaceutical** segments contribute to majority of the end use **making up ~60%**
- With strong **increase in outsourcing by pharma companies**, **CROs are expected to grow** strongly
- Diagnostic labs are expected to grow** at a robust pace on account of **increasing awareness and need of testing**

Rapid Shift from Glassware to Plasticware in India

Indian Laboratory Equipment Market (Breakup of Glassware and Plasticware segments)

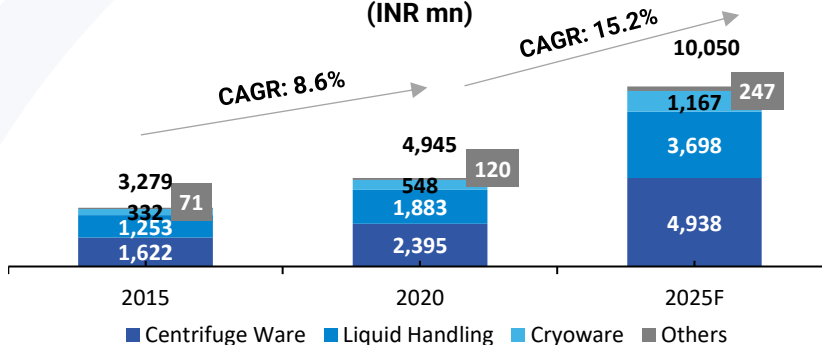
Market Size



Key reasons for the shift:

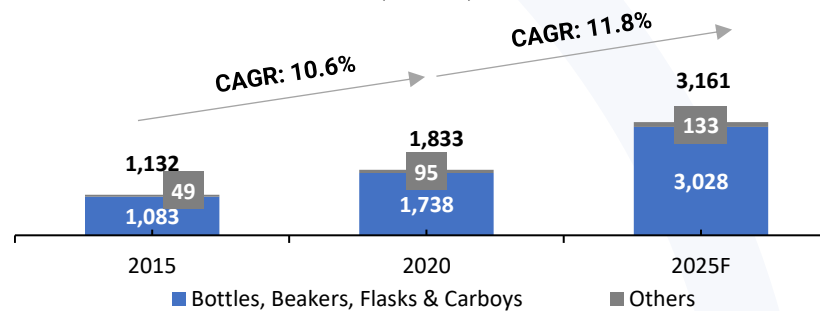
- **Increased Applicability:** Superior ability to handle radioactive isotopes, hazardous & carcinogenic chemicals or substances
- **Enhanced Safety:** Inherent characteristics of plasticware including thermo-stability & safety of laboratory personnel in case of accidents
- **Less Contamination:** Samples stored in glass containers are prone to contamination due to leaching of inorganic ions into aqueous solutions or exposure to light in case of light-sensitive materials; thus, making plasticware a preferred choice vis-à-vis glassware
- **Ease of Handling :** Plastic Labware is significantly lighter in weight and much easier to handle over long hours than glassware
- **Durability:** Plastic equipment is unbreakable & has a longer shelf life as well allowing for better use & flexibility to scientists & researchers
- **Cost Effective:** Plastic Labware is more cost effective than glassware

India Plasticware Laboratory Consumables Market by Product Type (INR mn)



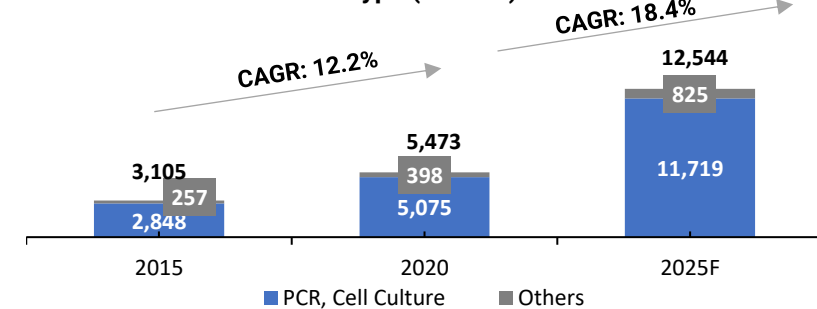
- **Centrifuge ware** is largest segment within consumables with 48% market share
- Increased investments in life sciences sector including omics research, advanced healthcare, microbiology, drug development, and clinical diagnostics are key factors supporting higher usage of laboratory products
- India being a vaccine manufacturing hub is also a driving point for use of laboratory ware especially consumables for quality testing and approvals

India Plasticware Laboratory Reusables Market by Product Type (INRmn)



- India being price sensitive country prefers plastic reusables as they have long shelf life in addition to **being unbreakable and inexpensive as compared to glass**
- **Increase in automation in biotech & diagnostic labs** will boost demand for plasticware reusables where storage and machine handling requires products with better flexibility and dexterity

India Plasticware Laboratory PCR/Cell Culture Market by Product Type (INR mn)



- Cell / Tissue Culture is high end, large & growing market in India with huge potential for growth
- Increase in R&D in field of cell engineering is also expected to propel growth of cell culture supplies market
- **Stringent license and accreditation procedures** involved with maintaining cell cultures allow only specific companies to operate in the market

Key Takeaways



Thank You



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