



**Shivalik
Rasayan
Limited**

INVESTOR PRESENTATION JUNE 2020

Safe Harbour Statement

This document contains certain forward looking statements with respect to the financial condition, results of operations and business of Shivalik Rasayan Limited (“SRL”) and certain of the plans and objectives of SRL with respect to these items. By their nature, forward looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward looking statements. These factors include, but are not limited to, domestic and global economic and business conditions, the successful implementation of our strategy and our ability to realize the benefits of this strategy, our ability to develop and market new products, etc. As a result, SRL’s actual future results may differ materially from the plans, goals and expectations set forth in such forward looking statements. SRL does not undertake any obligation to update such forward looking statements to reflect events or circumstances after the date thereof.

Chairman message

Commenting on the result **Rahul Bishnoi, Chariman of the Board**, said “In last couple of years Shivalik Rasayan has laid a strong foundation through it’s investment in infrastructure and product development. With these investments, Shivalik Rasayan has created a compelling business opportunities, result of which will be seen over quarters to come.”

The current geo political relations with China has created vast opportunity in Chemical sector per se. Since Shivalik is dealing with complex chemistry and management is committed to work hard to grab best opportunity at the first instance.

Shivalik Rasayan Overview

Agrochemical domain

Largest producer of Dimethoate Technical in India

2nd largest producer of Malathion Technical in India

1450 MT annual capacity with **95%** capacity utilisation

20 acres of prime location land for Dehradun plant

Pharmaceutical domain

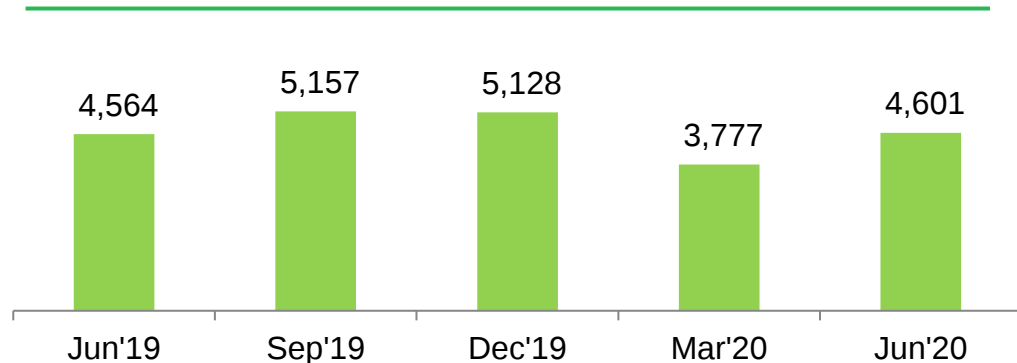
Fully integrated pharma facility including R&D, API and formulations

US FDA and EU standard compliant facility

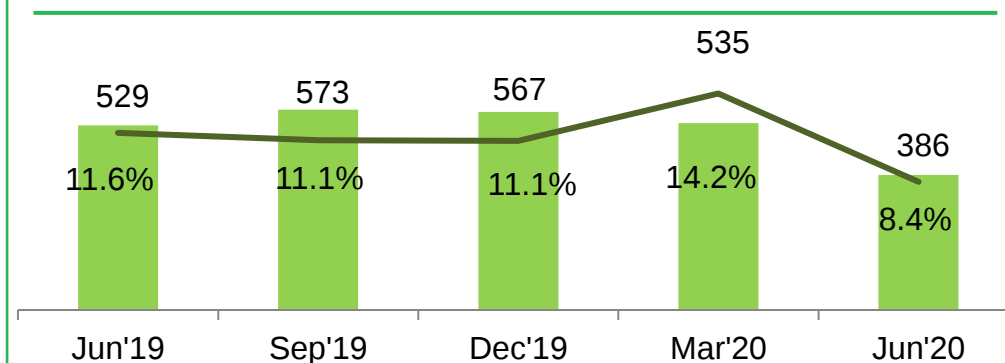
One stop solution-provider for direct commercial production, R&D, pilot scale batches, Contract Manufacturing (CMO) and Contract Research (CRO) services

Financial highlights - Consolidated

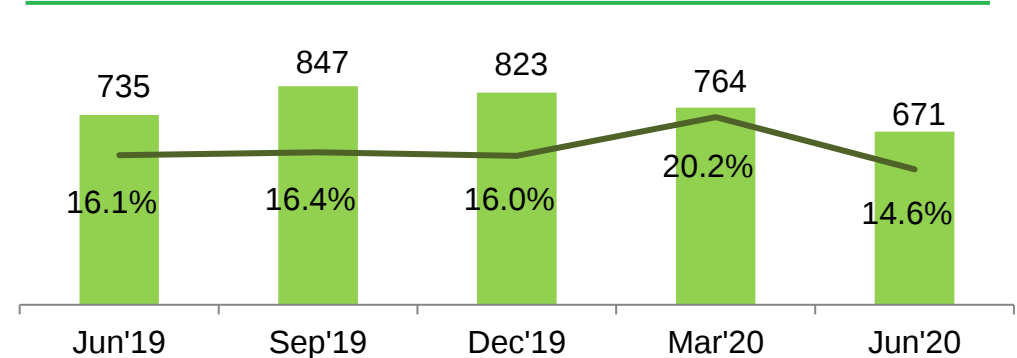
Quarterly revenue



Quarterly PAT margin chart and growth %



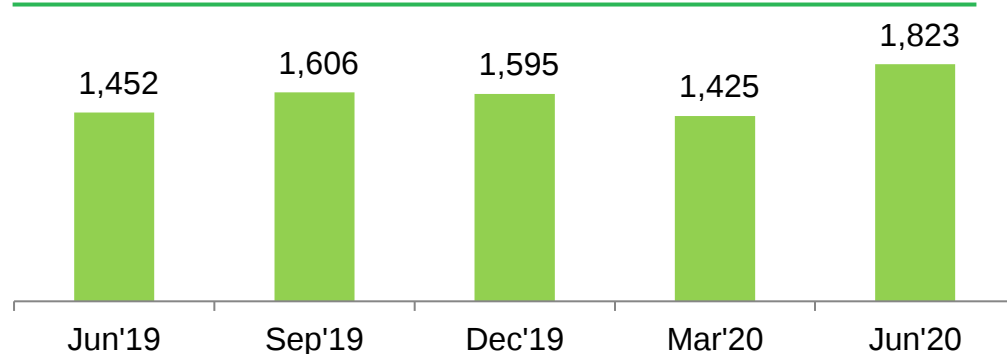
Quarterly EBITDA margin chart and growth %



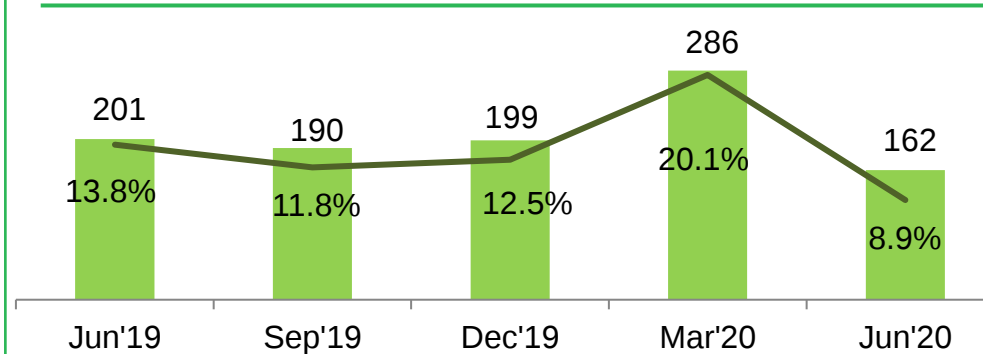
During the quarter under review expenses amounting Rs.169.43 Lakhs pertain to Pharma API plant at Dahej which has commenced operation in the month of April 2020. However, major revenue/income from Pharma API plant will commence after US FDA approval.

Financial highlights - Standalone

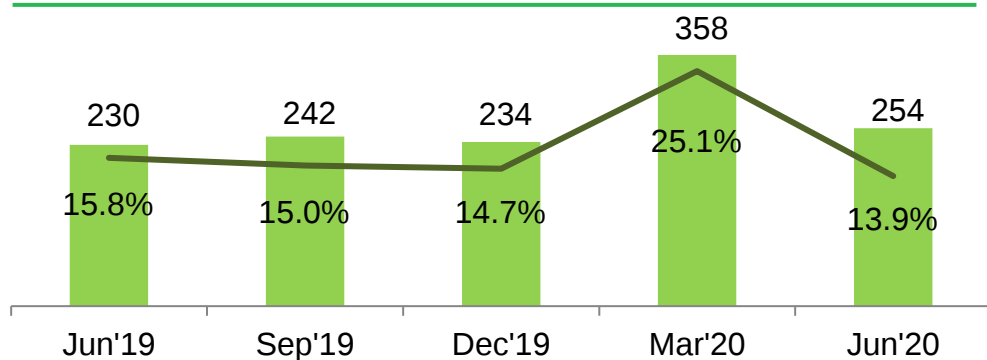
Quarterly revenue



Quarterly PAT margin chart and growth %



Quarterly EBITDA margin chart and growth %



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Overall Snapshots (Quarterly) - Standalone

INR Lacs	Q1'FY21	Q4'FY20	Q1'FY20
Revenue from Operations	1,823	1,425	1,452
Other Income	13	-	44
Total Income	1,836	1,425	1,496
COGS	1,056	645	898
Employee Benefit Expenses	247	191	146
Finance Costs	2	25	21
Depreciation	95	44	18
Other Expenses	279	231	222
Total Expenses	1,679	1,136	1,304
Profit Before Tax	157	289	191
Tax	-5	3	-9
Profit After Tax	162	286	201

Other expenses include INR 40 lacs in pre-operating expenses for the Dahej plant.

Overall Snapshots (Quarterly) – Consolidated

INR Lacs	Q1'FY21	Q4'FY20	Q1'FY20
Revenue from Operations	4,601	3,777	4,564
Other Income	21	110	48
Total Income	4,622	3,887	4,612
COGS	2,892	1,953	2,983
Employee Benefit Expenses	467	437	344
Finance Costs	25	25	37
Depreciation	165	111	75
Other Expenses	592	734	551
Total Expenses	4,142	3,259	3,989
Profit Before Tax	480	628	623
Tax	94	92	94
Profit After Tax	386	535	529

Other expenses include INR 40 lacs in pre-operating expenses for the Dahej plant.

Implemented state-of-the-art Dahej facility with international compliance standards and cGMP practices



Focus on oncology and non-oncology API's

Oncology APIs

- Abiraterone Acetate
- Anastrozole
- Axitinib
- Azacitidine
- Bendamustine HCl
- Bicalutamide
- Cabazitaxel
- Capecitabine
- Clofarabine
- Cytarabine

Non-oncology APIs

- Azilsartan Medoxomil
- Praziquantel
- Dofetilide
- Acebrophylline
- Sitagliptin phosphate
- Vildagliptin
- Teneligliptin HBr monohydrate
- Canagliflozin Hemihydrate
- Saxagliptin
- Eletriptan HCl

Process adopted to meet high quality deliverable goals for Dahej Plant

High potency of oncology APIs

Methodology of handling materials in line with requirements of a high-containment facility has been adopted: starting from active RMs & API sampling to dispensing

Risk of contamination

Extensive use of active/passive valves at various stages of the process to achieve high-containment

Quality control

Presence of in-house state-of-the-art QC laboratory comprising QC chemical & QC microbiology set up at SRL

Controlled storage

Set up of world-class 2,000m² material storage facility at warehouse for APIs, excipients, packing materials, in-process FG quarantine and FG Store

Need for process improvement

Robust technology transfer from state-of-the-art R&D Centre at Bhiwadi, Rajasthan

Manufacturing facilities of Shivalik Rasayan



Dehradun Plant

Agro chemical manufacturing division



R&D Center (Bhiwadi)

Process development, formulation development and analytical development



Dahej Plant

Oncology and non-oncology API facility with a total area of 50,000 meter²

Focused Research and Development at its core

Shivalik's R&D Center at Bhiwadi



Characteristics

DSIR approved center is headed Dr. Akshay Kant with a team of 50 scientist working in CRD, FRD and ARD

Facilitates development of APIs and intermediates along with process improvement of complex molecules

Undertakes R&D for chemicals, formulations and analytical for both oncology and non-oncology products

Enabled with R&D scale equipment (for formulation) such as RMG, FBD, roller compactor, coater in isolator, lyophiliser etc.

Capabilities

Offers full support from concept to commercialisation, development of non-infringing processes for generic APIs, and cost optimisation

Develops formulation for solid dosages, injectable, liquid, cream, gel, syrup, novel drug delivery system and parenteral lyophilised powders

ARD facility capable to develop method validation along with impurity profiling and assessment

Three pronged strategy of developing new products, undertaking investment in new plant and strengthening marketing network

I

TARGET LARGEST THERAPEUTICS

- 36 Oncology
- 05 CNS
- 04 Diabetic
- 04 Cardiovascular
- 02 HIV
- 12 Others

II

NEW API FACILITY AT DAHEJ

- To reap early entry advantage with products getting off patent during 2022, 2025, 2027 and 2030
- Focus on oncology API with higher value at lower volume

III

EXPAND MARKETING NETWORK

- Supply APIs for captive consumption and third-party sales in India and abroad
- Focus on highly regulated markets and file Drug Master File (DMFs) in US, Europe (CEPs), Japan and other high-end markets

Marketing strategy in Indian and overseas high-end markets for captive consumption and third-party sales

Marketing Strategy

1

Leverage existing global nexus of Medicamen Biotech and Mission Pharma A/s (a Toyota Group Company, Japan)

2

File DMFs, in US, Europe (CEPs), Japan and other highly regulated markets

3

Provide impurity standards and working standards of molecules manufactured by SRL to establish market credibility

4

Supply APIs for captive consumption along with third party sales in India and abroad

5

Have a robust process (from production to planning) for elimination of conflict between captive-consumption and third-party sales

6

Offer services as Contract Manufacturing and Contract Research



Thank You !

SHIVALIK RASAYAN LIMITED

1506, Chiranjiv Tower, 43, Nehru Place, New Delhi – 110 019, India
Phone: +91 11 26221811 | Email: cs@shivalikrasayan.com