

November 02, 2023

To,
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, Plot No C-1, Block G, Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

NSE Symbol: BALAXI

Dear Sir/Madam,

Subject: Investor Presentation

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith the Investor Presentation on highlights of the Financial Results of the Company for the quarter ended September 30, 2023.

The aforesaid information is also being hosted on the Company's website at www.balaxipharma.in.

This is for your information and records.

Yours Faithfully,

For Balaxi Pharmaceuticals Limited

Udayan Shukla
(Company Secretary and Compliance Officer)
Membership No.: F11744

Encl: A/a

Registered Office:

Plot No. 409, H. No. 8-2-293, Maps Towers, 3rd Floor, Phase III, Road No. 81, Jubilee Hills, Hyderabad (T.G.) - 500 096

CIN: L25191TG1942PLC121598

Phone: +91 40 23555300 | Email: info@balaxi.in | Website: www.balaxipharma.in

Balaxi

Pharmaceuticals Limited

Branded IPR-driven Pharma Player in Frontier Markets

Investor Presentation

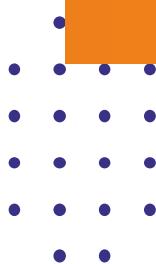




Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Balaxi Pharmaceuticals Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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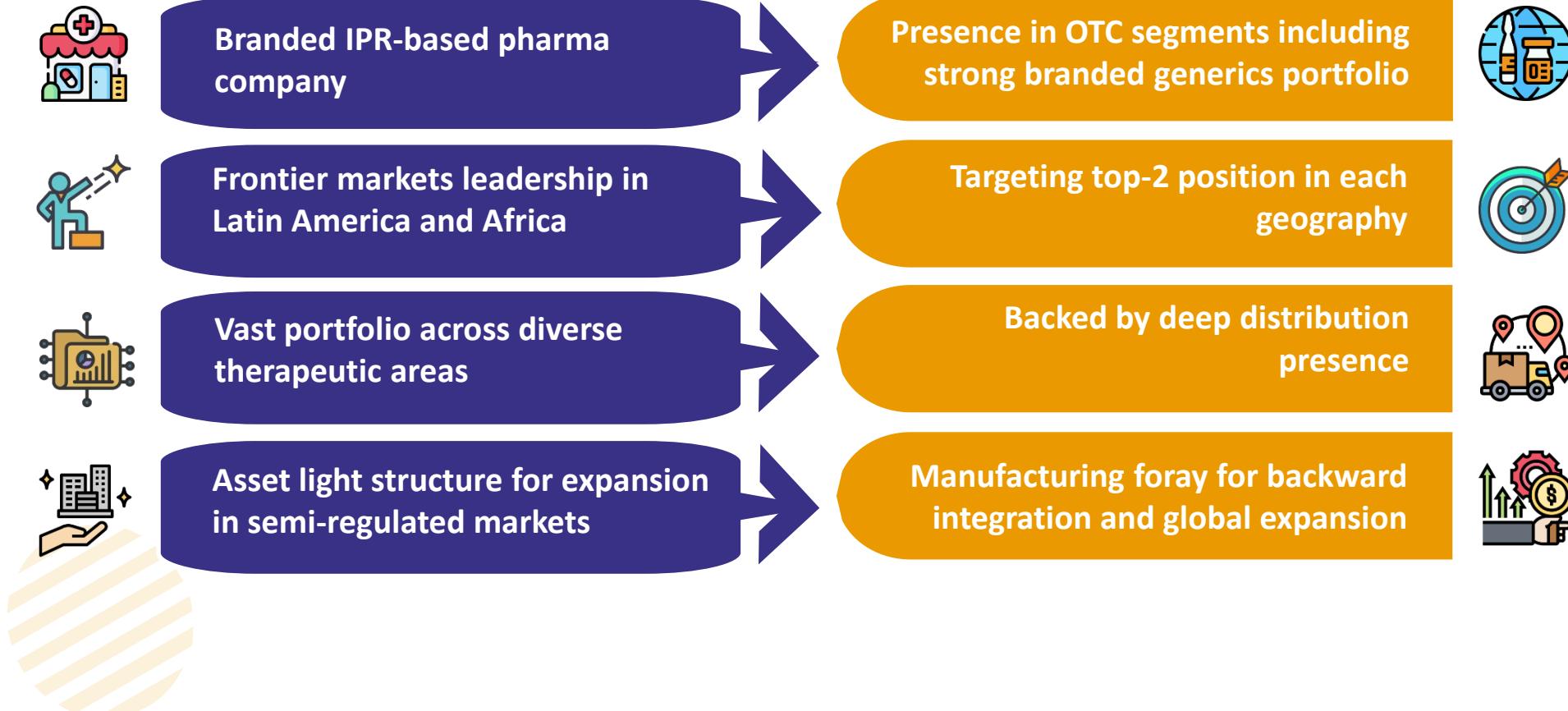
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Bridging the Supply Gap in Frontier Markets



Successful Produce, Stock, Sell Business Model

Markets

Established operations: Guatemala (Latin America), Dominican Republic (Caribbean) and Angola (Africa)
New operations: Honduras, El Salvador and Central African Republic

Expansion initiated:
Nicaragua, Ecuador, Chile (Latin America)

Products

Vast range of essential OTC medicines – with healthy mix of generics and branded generics

855 product registrations in six countries
700+ registrations submitted or in the pipeline

Supply Chain

Outsourced production from WHO GMP certified plants in India, China and Portugal

Establishing the Company's first pharmaceutical formulation facility in Hyderabad

Distribution

Deep presence through 38 warehouses and on-ground fleet support

Successful process being replicated in other frontier markets; expansion plans in other global markets over near to medium term

Transformation

New initiatives strengthening functionality in supply chain, regulatory affairs and customer service

Centralized digital procurement, regulatory management and customized CRM tools

Key Success Factors

Market Selection Methodology

- Focus on countries with high-potential economic growth framework
- Identify non-English speaking countries with similar characteristics
- Low competitive intensity and potential to establish top-2 position
- On-ground feedback mechanism allows deep understanding of demand dynamics
- As population crosses prosperity thresholds, healthcare spends expand exponentially

Human Capital Management

- Established unique ecosystem of 100+ Indian expatriates in operating geographies
- Financial security ecosystem for key personnel, creating a highly motivated leadership team
- Local language training and support from local staff improves on-ground effectiveness
- Home grown management systems have already proven successful in several countries
- Homogeneous target markets allow cross-movement of people and resources

Regulatory Affairs Systems

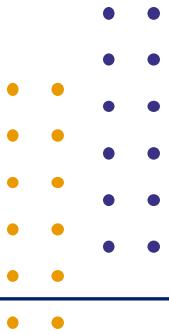
- Appreciation and full compliance of local regulatory framework
- Comprehensive, in-house capabilities backed by cross-functional coordination with business/tech teams
- Digitization of regulatory operations with end-to-end management and data security
- Typical 12-24 month regulatory process is monitored at every stage – supports corporate planning and creates strong local IP

Transition from “Asset Light” to “Asset Right”



As a part of its corporate evolution, Balaxi is moving its business model from ‘Asset Light’ to ‘Asset Right’. The company is setting up its first pharmaceutical manufacturing facility for which it has acquired land in a Pharma SEZ located at Jadcherla, Hyderabad.

Investment in Manufacturing Facilities



Setting up its first pharmaceutical formulation manufacturing unit

General Oral Solid Dosage (OSD) and Liquid Injection formulations

Allows full backward integration of supply chain

Targeting demand for high quality products in Latin American markets

Production from Pharma SEZ unit near Hyderabad by the end of FY25

Historically, Balaxi has successfully executed on its “produce, stock and sell” model. The company has built a large and diversified portfolio of products and a leading position by bridging the supply gap in several countries, first in low-regulation markets in Africa and more recently in semi-regulated markets in Latin America. This outreach has been backed by outsourced, WHO GMP compliant, diversified supply chains developed by the company. As a part of its corporate evolution, Balaxi is now setting up its first pharmaceutical formulation manufacturing unit to cater to the demand for high quality products in existing as well as targeted markets.

Favorable ROI on Capital Expenditure

Immediate demand for new production from established markets

Strong control over manufacturing ecosystem

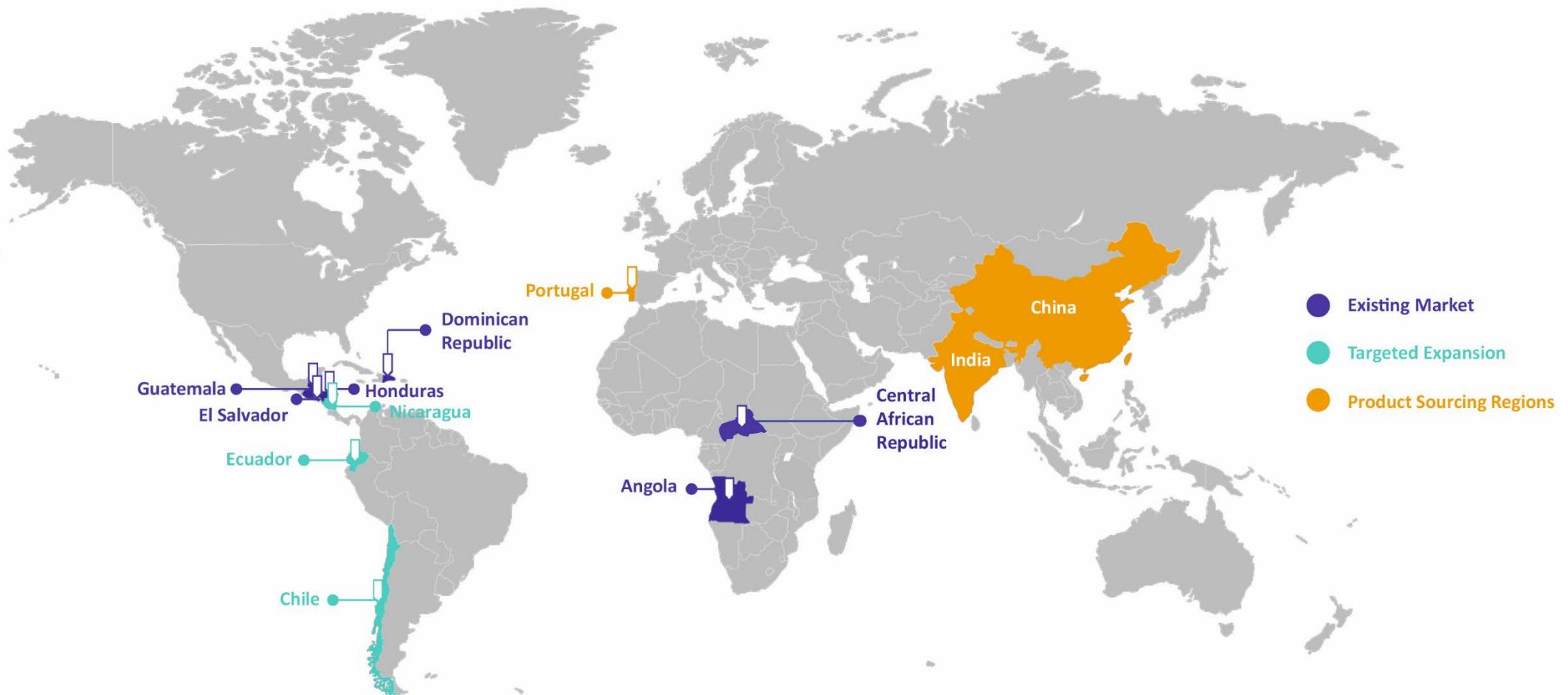
Opens up several new market opportunities globally

Higher efficacy, greater acceptance, enhanced profit margins

Improved regulatory processes, reduced time-to-market for new launches

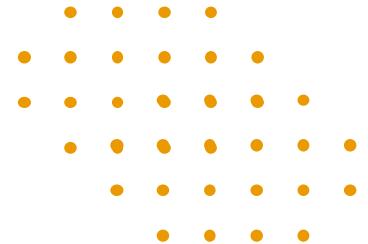
Production from the unit, located at a Pharma SEZ near Hyderabad, will commence by the end of FY25, focusing on General Oral Solid Dosage (OSD) and Liquid Injection formulations markets in Latin America and Africa. This will drive backward integration of the supply chain to these countries, currently outsourced through contract manufacturing relationships. This facility will produce higher efficacy products that enjoy greater acceptance and enhanced profit margins. From the operations standpoint, Balaxi will establish a manufacturing ecosystem that affords better control, improves regulatory processes and reduces time to market for new product launches. Over the medium term, Balaxi sees several new market opportunities opening up for its product lines.

Global Footprint



Existing/targeted markets have aggregate GDP of \$ 400 billion and pharma imports of \$ 6 billion

Key Milestones



Started business supplying white labelled products to customers in Africa

Products were sourced from WHO GMP certified plants based in India

Diversified supply chain by sourcing pharma products from WHO GMP certified manufacturers in China

Set-up central distribution warehouse in Guatemala, entering the third geography

2003-07

2008-10

2011-13

2014-16

2017-19

2020-23

Created front-end presence by setting up the first pharma wholesale depot in Angola

Continued Angola expansion by setting up the 14th pharma wholesale depot and a central distribution warehouse

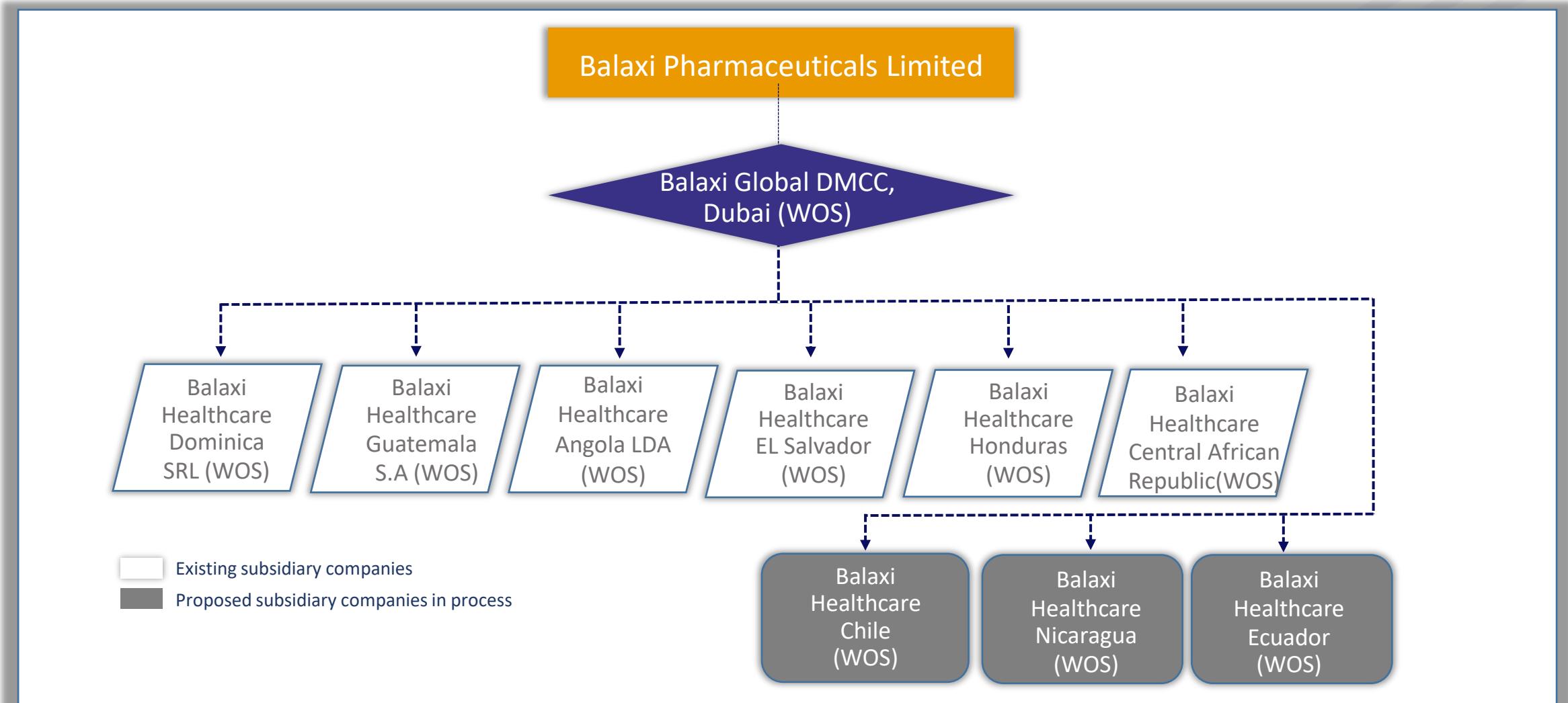
Made in-roads in Dominican Republic – initiated product registrations and opened a central distribution warehouse

Started operations in Honduras and El Salvador, and Central African Republic

Successfully completed fund raising exercise through Preferential issue – INR 49.36 crore

Capex plans – Project initiated for our first Pharma Formulation manufacturing facility in Hyderabad

Corporate Structure



Experienced Board of Directors



Ashish Maheshwari

Chairman & Managing Director
Founder of the company, first
generation entrepreneur,
qualified Chartered Accountant



Minoshi Maheshwari

Non-Executive Director
Co-founder, 20 years of
rich experience with Balaxi



Kunal Bhakta

Independent Director
Chartered Accountant with 15 years'
experience, manages First Water
Capital, a SEBI registered listed
markets AIF



Gandhi Gamji

Independent Director
MBA and Bachelors in Engineering,
heads successful niche specialty
paints and ink chemicals business in
Africa/GCC



M.S. Rao

Independent Director
MBA from Asian Inst of Mgt, Manila; PGD
from IIM-A, Cornell, Kansas State
University Ex-CEO, Cereals System
Initiative for S Asia promoted by Bill &
Melinda Gates Foundation



Purnima Kamble

Independent Director
LLB from Univ of Lucknow,
Heads Hyderabad practice of Fox Mandal,
Solicitors & Advocates; 23 years' experience
in corporate and commercial law

Dynamic Leadership Team



Ashish Maheshwari

Chairman & Managing Director

Founder of the company, first generation entrepreneur, qualified Chartered Accountant

Commenced business by supplying white labelled pharmaceuticals formulations to various importers

Established Balaxi Group as a conglomerate spanning four continents

Recognizes and appreciates knowledge, discipline, transparency and accountability



Amol Mantri

CFO

Qualified Chartered Accountant and Certified Public Accountant from USA

Associated with Balaxi Group since 2012

Inherent talent in designing and implementing systemic processes, checks and balances in all operations of the company

Clear understanding of the company's businesses spread across four continents and seven countries



Pranav Maheshwari

Head – Latin America

BBA and Economics Graduate from Emory University, Atlanta

Keen observer, quick learner, leads from the front Oversees the company's vision for Latin America



Paridhi Maheshwari

Head – Alternate Channels

MBA Graduate from London Business School.

Stickler for well-defined systems and processes

Initiated and leads the consumer products business

“

FINANCIAL HIGHLIGHTS



Management's Comments

“During the quarter, we took various corrective measures to manage the exceptionally challenging situation that arose in the previous quarter due to unprecedented economic chaos in our oldest and biggest market of Angola, where local currency weakened in record time beyond the 825-per-dollar mark for the first time ever. Despite the unparalleled economic scenario that created disorder in customer sentiments and an uncertain market outlook, the Company demonstrated perseverance and managed the situation in the best possible way. In our strategic focused market of LATAM, we faced tough operating environment due to geo-political upheavals in Dominican Republic and Guatemala which resulted in contraction in top line during the quarter but we managed to maintain a healthy gross profit margin of 39%.

In the quarter under review, we received 22 new product registrations. As on 30 September, the number of registered products in our portfolio expanded to 855 across six countries in Africa and Latin America. Apart from this, we have another 700+ products under registration or in the pipeline for registration. With the increase in the number of product offerings, we expect to further increase our market share in the countries of our focus. We also plan to launch our operations in new countries in these regions.

Going forward, we believe that our experience coupled with our efforts will enable us in sailing through this tough situation and creating long-term value for our stakeholders.”

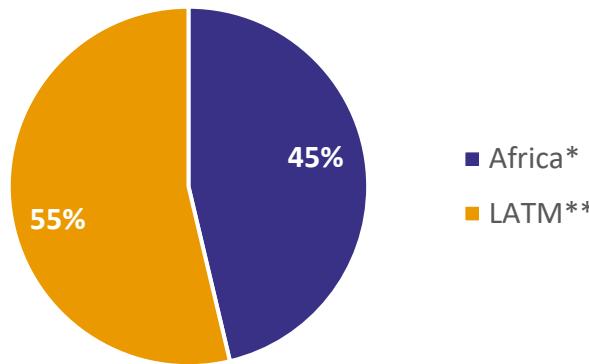
Quarterly Financial Performance

Particulars (INR Crore)	Q2FY24	Q2FY23	YoY
Revenue	54.72	86.38	(36.6%)
Gross Profit	25.60	36.04	(29.0%)
<i>Gross Margin %</i>	46.8%	41.7%	+510 bps
EBITDA*	16.41	14.75	+11.2%
<i>EBITDA Margin %</i>	29.9%	17.1%	+1280 bps
Profit After Tax*	14.43	15.49	(6.8%)
<i>PAT Margin %</i>	26.4%	17.9%	+850 bps
Earnings Per Share (INR)	14.10	14.15	(0.3%)

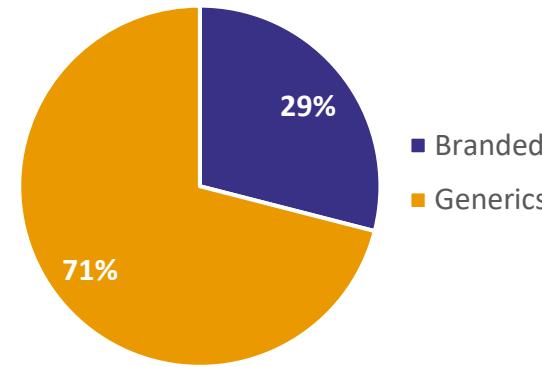
*During the current quarter, unrealised loss recognised in previous quarter profit and loss account has been reversed to the extent of INR 5.65 Cr. and has been classified under Exceptional items in Financials. As mentioned previously, inventory lying in the books continues to be sold at substantially higher than the carrying value and profits will continue to be recognised as and when realised.

Pharma Product Mix – Q2 FY24

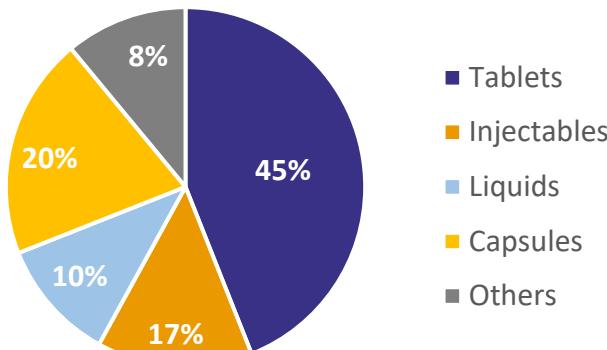
Geographies



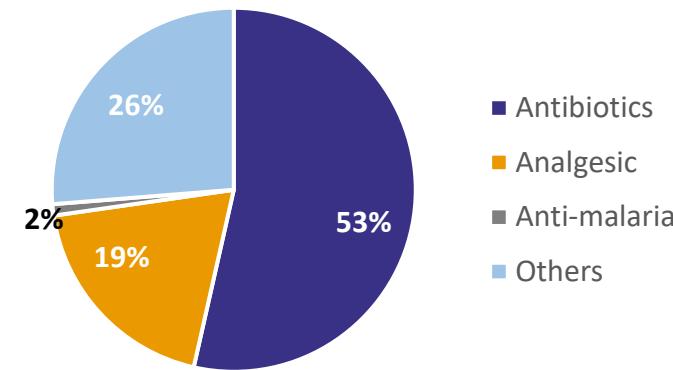
Products



Dosage Forms



Therapeutic Areas



*Africa: Angola and Central African Republic

**LATM – Guatemala, Dominican Republic, Honduras and El Salvador

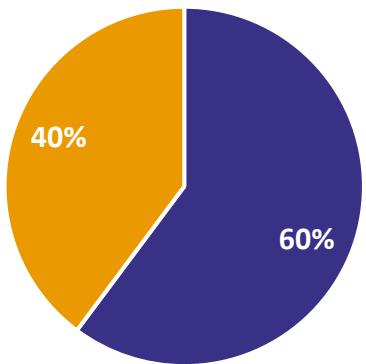
Historical Financial Performance (Consolidated): FY23

Particulars (INR Crore)	FY23	FY22	YoY
Revenue	336.43	279.39	+20.4%
Gross Profit	134.01	83.79	+59.9%
Gross Margin %	39.8%	30.0%	+980 bps
EBITDA	59.17	55.18	+7.2%
EBITDA Margin %	17.6%	19.7%	(210 bps)
Profit After Tax	45.96	47.66	(3.6%)
PAT Margin %	13.7%	17.1%	(340 bps)
Earnings Per Share (INR)	45.81	47.66	(3.9%)

NOTE: Financial Results for FY23 are not strictly comparable with FY22 due to the consolidation of Balaxi Healthcare LDA Angola, which became a wholly owned subsidiary of Balaxi Global DMCC with effect from 1st January 2022

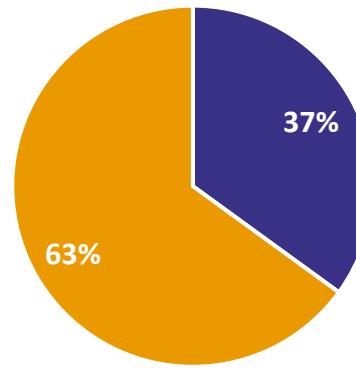
Pharma Product Mix – FY23

Geographies



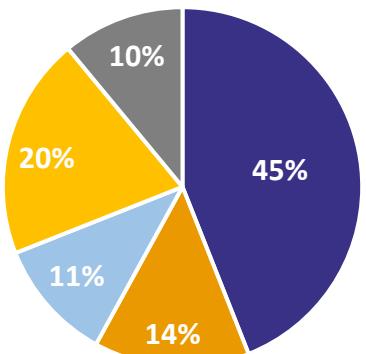
■ Africa*
■ LATAM**

Products



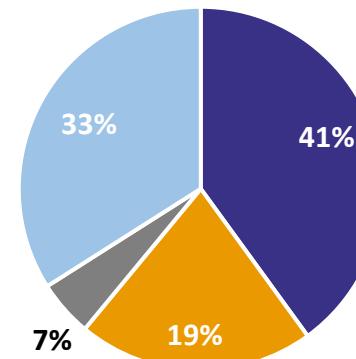
■ Branded
■ Generics

Dosage Forms



■ Tablets
■ Injectables
■ Liquids
■ Capsules
■ Others

Therapeutic Areas



■ Antibiotics
■ Analgesic
■ Anti-malaria
■ Others

*Africa: Angola and Central African Republic

**LATAM – Guatemala, Dominican Republic, Honduras and El Salvador

Core Strategy: Enter, Expand & Excel



Balaxi in 2020: Business Consolidation

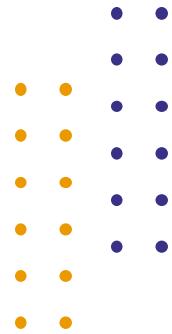
- Presence across Angola, Guatemala and Dominican Republic
- Effective and efficient supply chain model consisting of 38 warehouses and a fleet of owned vehicles

Balaxi in 2021-23: Expansion into New Geographies

- Aim to capture incremental market share in existing geographies by continuing to pursue various opportunities by leveraging physical assets
- Expanding presence in Honduras, El Salvador, Nicaragua, and Central African Republic
- Focus on offering a comprehensive product portfolio to fulfill consumer demand

Balaxi in 2024 & Beyond

- Foray into other Latin American countries, South-East-Asia and CIS markets, replicating the established and differentiated business model
- Plans to enter new global markets backed by our first pharma formulation manufacturing set up
- Focus on ideal mix of branded and generic medicines, maximizing returns in key geographies
- Targeting strong global presence in top 20 frontier markets over the next five years



Our Offerings



Balaxi

Pharmaceuticals Limited



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Towers, Jubilee Hills, Road No:81, Hyderabad.
Telangana

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Thank You