ANUH PHARMA LTD.

ANUH PHARMA LTD.

Investor Presentation

February 2015

BSE Code: 506260 **Bloomberg** Code: ANUH IN **Reuters** Code: ANUH.BO

www.anuhpharma.com

Disclaimer

- This presentation may include certain "forward looking statements", based on current expectations, within the meaning of applicable laws and regulations. Actual results may differ and the Company does not guarantee realization of these statements. The Company also disclaims any obligation to revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

- No part of this presentation may be reproduced, quoted or circulated without prior written approval from Anuh Pharma Limited.

Vision Statement

- To be a leader in the field of APIs by adhering to sound business ethics with a strong dependence on modern management concepts, constantly striving for excellence in every sphere of our operations.

ANUH PHARMA LTD

Company Overview

- Anuh Pharma, a bulk drug manufacturing company is part of the INR 8.5bn SK Group, which employs ~2000 people across businesses such as manufacturing of pharma formulations, trading, distribution and logistics (primarily for large MNC brands)

- Anuh Pharma is one of the largest manufacturers of Macrolides and Anti-TB products in India, besides being a major player in Anti-bacterials, Anti-malarial, Anti-hypertension and Corticosteroids

ANUH PHARMA LTD

Company Overview

- The Company owns one manufacturing facility at Tarapur over 3,600 sq mtrs of land and an R&D facility at Mahape spread over 10,000 sq.ft.
- The Company derived ~40% of its revenues from exports in FY14; share of domestic markets increased from ~54% to ~60% (FY12-FY14)
- The Company has strong marketing partnerships with 350 customers in over 57 countries including Europe, Mexico and South Africa
- Debt-free company with revenues growing at a CAGR of 15% over last 4 years

ANUH PHARMA LTD

Journey So Far…

Started manufacturing Erythromycin salts with capacity of 150 MTPA
1989

Doubled capacity to 300 MTPA
1995

Received WHO-GMP for its facilities
2002

Doubled capacity to 600 MTPA
2006

COS, EU/GMP approval for Erythromycin, Erythromycin ethyl succinate and Pyrazinamide
2010

WHO Geneva pre-qualification for pyrazinamide
2012

Increased the capacity to 900 MTPA
2012

Acquired R&D assets of Invent Pharma- a Spanish Company and got DSIR approval
2012

COS, EU/GMP renewal for Pyrazinamide
2013

Received approval from COFEPRIS, Mexico for marketing its Erythromycin estolate, Erythromycin stearate and Erythromycin ethyl succinate
2014

ANUH PHARMA LTD

State of the Art Manufacturing facility

- Anuh Pharma has a cGMP and ISO 9001-2000 approved manufacturing facility at Tarapur spread across 3600 sq. mtrs with 6 blocks and a total capacity of 900 MTPA – this is rated capacity whereas the maximum achievable capacity is 1140 MTPA

ANUH PHARMA LTD

State of the Art Manufacturing facility

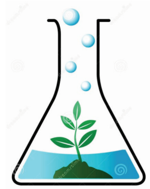
- The products manufactured at the facility are Erythromycin Salts, higher macrolides (Azithromycin, Roxithromycin, Clarithromycin), Chloramphenicol, Pyrazinamide, Sulfadoxine, Losartan Potassium.
- The company also manufactures Corticosteroids at a dedicated L&L facility which has a capacity of 7 MTPA
- The average current capacity utilization of the facilities is ~65% of the maximum achievable capacity

ANUH PHARMA LTD

R&D Infrastructure

- To develop new products and processes and to expand its product portfolio, the Company acquired R&D assets of Invent Pharma, a Spanish company in 2012

ANUH PHARMA LTD



R&D Infrastructure

- The R&D centre is spread across 10,000 sq.ft and is situated at Mahape, Navi Mumbai
- It has three sections; i.e. Analytical Development lab, Chemical Synthesis lab and a Pilot Plant equipped with latest and sophisticated equipments and machinery

ANUH PHARMA LTD

1

Competitive Advantage

- Anuh Pharma Limited is the largest producer of Erythromycin salts in India and among the top 5 producers in the world for both Erythromycin and Anti-TB drugs

- CEP, EU GMP, COFEPRIS approvals and WHO Geneva pre-qualification for products manufactured at its facilities located at Tarapur that are built and operated according to cGMP standards (current good manufacturing practices)

ANUH PHARMA LTD

1

Competitive Advantage

- Debt-free company with strong credit rating from leading global suppliers
- Facilities built at low cost resulting in exceptionally high capital efficiency
- Attrition rates lower than industry standards

ANUH PHARMA LTD

1

Competitive Landscape

Product	Global demand (MTPA)	Anuh mkt share	Other key players
Erythromycin	1800	18	S.M. Biomed (Malaysia), Linaria Chemical (Thailand)
Higher macrolides (Azi/Roxi/Clari)	1000	10	Zhejiang Guobang Pharma, CSPC, HEC Pharm(China)
Chloramphenicol	200	14	Northeast Pharma, Nanjing Baijingyu, Wuhan Wuyao (China)
Pyrazinamide	1200	20	Calyx Pharma, Linaria Chemical
Corticosteroids	100	5	GSK, MSD, Pharmabios (Italy)

Source: Company Estimates; captive capacities not considered

- Anuh Pharma still has considerable surplus capacity available for macrolides (including erythromycin) and chloramphenicol and can grow market share without setting up fresh capacity

- It expects to significantly increase market share on corticosteroids as well in the next couple of years, given the low base

ANUH PHARMA LTD

Product-wise Sales mix

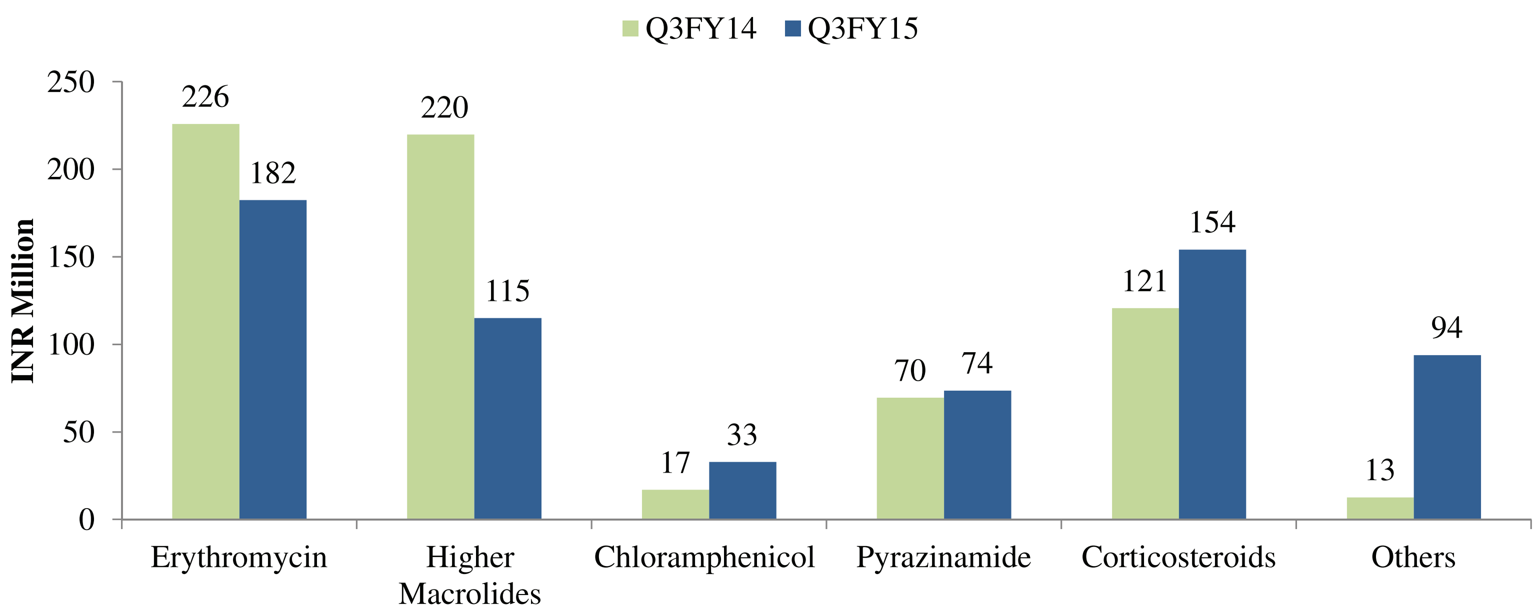
- Growth in Q3FY15 v/s Q3FY14 was led by approximately 28% increase in sales of Corticosteroids and a 93% increase in sales of Chloramphenicol

- Revenue contribution from Corticosteroids rose considerably from 18% to 24% y-o-y, driven by sharp improvement in products like Clobetasol Propionate, Prednisolone Sodium Phosphate, Betamethasone Dipropionate, Deflazacort and Betamethasone

ANUH PHARMA LTD

Product-wise Sales mix

- Dependence on macrolides (including erythromycin) was reduced to 46% from 67% y-o-y

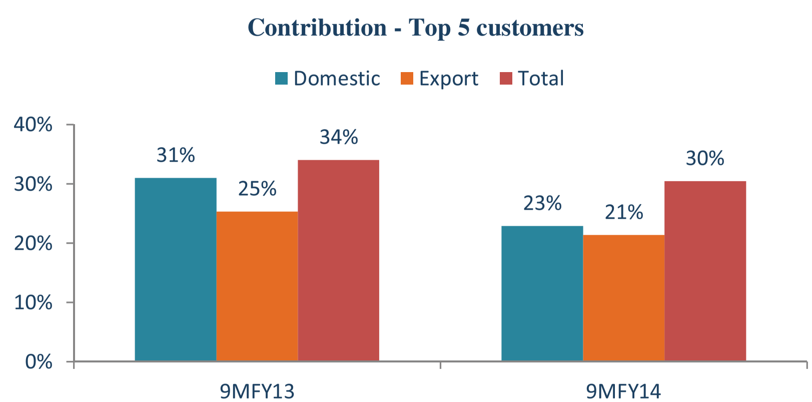


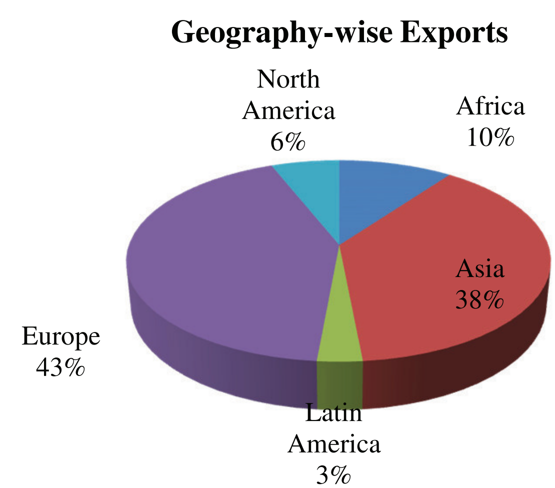
ANUH PHARMA LTD

Diversified Customer base

- Anuh Pharma has consistently had a diversified customer base, when it comes to both domestic as well as exports business, without over dependence on any customer

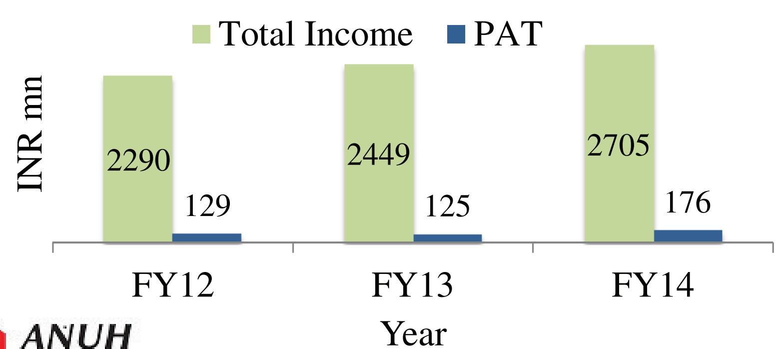
- Majority of sales continue to come from domestic markets, the contribution from exports has consistently been northwards of 40% on an average

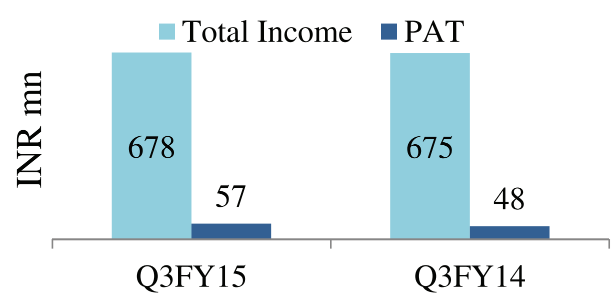




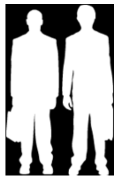
Financial Highlights

Particulars (INR mn)	Q3FY15	Q3FY14	% Growth	9MFY15	9MFY14	% Growth	FY14
Operating Revenue	663.2	668.0	-0.7	2127.8	1897.8	12.1	2664.0
Operating Profit	83.0	81.6	1.7	250.7	193.58	29.5	231.8
% Margin	12.5	12.2		11.8	10.2		8.7
Other Income	14.4	7.1	102.8	35.67	31.41	13.6	41.5
PAT	56.9	47.5	19.8	170	119	42.9	175.9
% Margin	8.6	7.1		8.0	6.3		6.5
EPS	6.81	5.69	19.7	20.37	14.25	42.9	21.06
Net Cash & Investment							235.0
Book Value per share							102.8
% ROCE							15.7
% ROE							21.8





ANUH PHARMA LTD

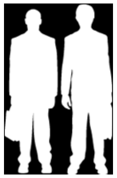


Focus on Shareholder Value Creation

- Anuh Pharma has consistently focused on shareholder value creation and has maintained dividend payout ratio in the range of 36-40% of post tax profits over the last 3 years (FY12-FY14)
- Dividend payments have increased at a CAGR of 19% over the same period
- FY14 marked a year of strong growth; while operating revenues grew at a relatively modest 10%, operating profits grew at over 35% and post tax profits at over 40%

ANUH PHARMA LTD

Focus on Shareholder Value Creation



- The growth momentum has sustained in 9MFY15 as well, with operational revenue, operational profit and post tax profits registering a growth of 12%, 30% and 42% respectively, as is evident from the Financial Highlights

ANUH PHARMA LTD

Growth Strategy

Continued focus on increasing market share in corticosteroids, for which manufacturing capacity at L&L site is being enhanced to 12 MTPA (expected to be commissioned in Q4FY15)

Within corticosteroids, the focus shall continue to be on higher margin products to maximize profits

Identification of new molecules and therapeutic areas is currently underway and will drive the next leg of growth over the medium to long term, while boosting utilization levels in the short run

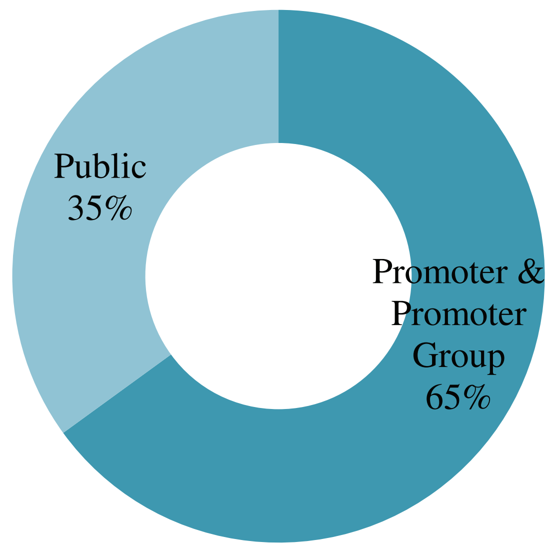
Immediate focus shall be on exploiting the current product approvals in Europe which offer a USD 15mn opportunity; more approvals are pending which will enhance this addressable market further

2 new products proposed for FY16 launch in anti-bacterial and respiratory segments

Setting up of a state-of-the-art manufacturing facility targeted at regulated markets is under consideration, for which land is in process of being acquired

ANUH PHARMA LTD

Latest Shareholding Pattern



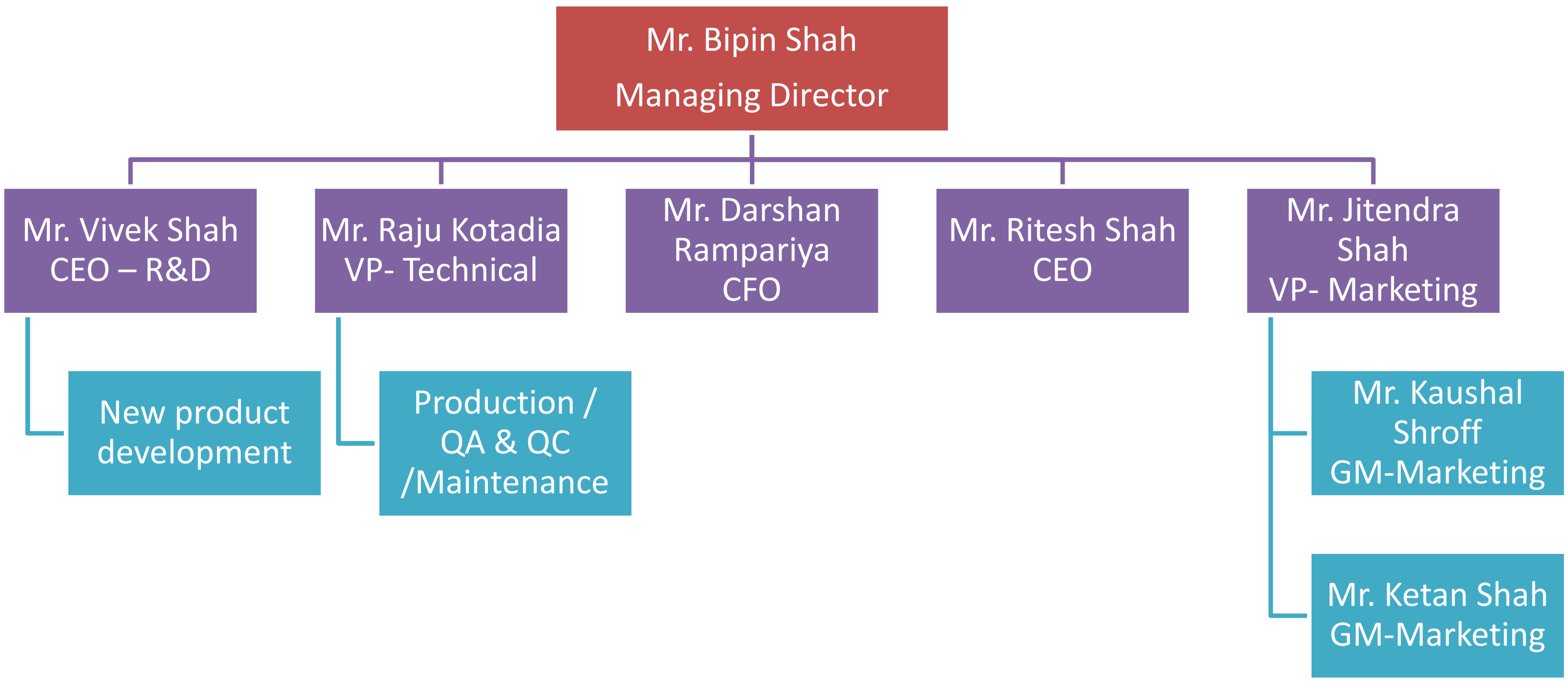
Market capitalization (18th February 2015)	**INR 3679 mn**
Free float market capitalization (18th February 2015)	INR 1472 mn

ANUH PHARMA LTD

Key Management Personnel

Name	Designation	Profile
Mr. Jasvantlal G Shah	Chairman	Economics & Law Graduate, PGDBM and CS; was a senior professional in two reputed business groups as well as number of international pharmaceutical companies. Also a director and VP of BSE
Mr. Bipin N Shah	Managing Director	Involved with Anuh Pharma since inception as promoter. He holds Bachelors degree in Chemical Engineering; is also a director in S.K.Finechem and President of Thane Belapur Association.
Mr. Ritesh B Shah	CEO	BSc. Chemistry, MBA, handled international marketing for Anuh Pharma for over 10 years, currently involved in overall management of the company
Mr. Vivek B Shah	CEO R&D	MSc. Biotechnology; handling entire operations and R&D since 2009
Mr. Raju Kotadia	VP Technical	BSc. Chemistry; part of Anuh Pharma since inception, handling overall management of factory
Mr. Jitendra Shah	VP Marketing	CA with 20+ years of experience in Pharma Business Development
Mr. Darshan Rampariya	CFO	CA with 8+ years of experience in audit, taxation and corporate finance
Ms. Ashwini Ambrale	CS	CS with 2+ years of experience in Corporate Secretarial Compliance

Key Management Personnel



ANUH PHARMA LTD

ANUH PHARMA LTD

Thank You.

For specific queries please feel free to contact;

Mr. Darshan Rampariya (CFO)
darshan.r@sk1932.com