



ANUH PHARMA LTD.

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E-Mail : anuh@sk1932.com • CIN: L24230MH1960PLC011586

Date: 29th May, 2025

To,
The Manager (Listing)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai - 400 001

BSE Scrip Code: 506260

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

NSE Symbol: ANUHPHR; Series: EQ

Sub: Investor Presentation – Q4 FY 2024-25

Dear Sir/Madam,

With reference to the subject mentioned above and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Investor Presentation for Q4 FY 2024-25.

This intimation is also being uploaded on the Company's website at www.anuhpharma.com.

Kindly take the above on your records.

Thanking you,

Yours faithfully,

FOR ANUH PHARMA LIMITED

MANAN VADHAN
COMPANY SECRETARY & COMPLIANCE OFFICER

Encl: As above





ANUH PHARMA LTD.

Investor Presentation FY2025 (May-25)

BSE Scrip Code: 506260

Bloomberg Code: ANUH IN

Reuters

Code: ANUH.BO

www.anuhpharma.com

Safe Harbor Statement



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.

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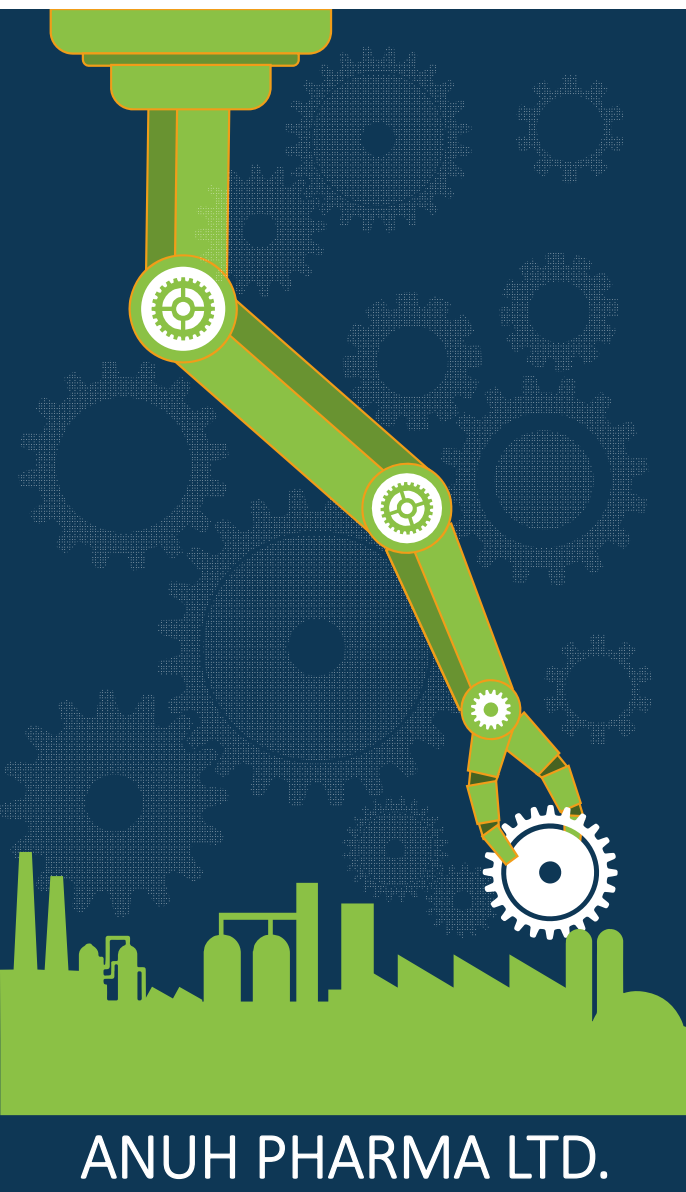


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01

FY 2025 & FY 2024 HIGHLIGHTS

Message from Joint MD



Dear Valued investors and shareholders,

I am pleased to present the Investor Presentation for the fourth quarter and financial year ending 2024–25.

This year's results clearly show the strength of our diversified product portfolio, driven by continuous innovation. They also reflect our unwavering focus on operational efficiency and our resilience in maintaining a competitive edge amidst strong competition from both Indian and Chinese API manufacturers.

Performance Highlights:

Revenue Growth:

For the fourth quarter, Company has recorded its highest-ever quarterly revenue of ₹199.54 crore, marking a historic milestone for the company. For the full financial year, the total revenue stood at ₹670.97 crore, reflecting a growth compared to ₹659.10 crore reported in the previous year.

EBITDA Margin:

The EBITDA for the fourth quarter improved significantly by 27.61%, rising from ₹15.73 crore to ₹20.07 crore, underscoring enhanced operational efficiency and performance. However, for the full financial year, EBITDA stood at ₹70.36 crore, compared to ₹87.25 crore in the previous year, reflecting the impact of external market and cost factors during the earlier part of the year.

Profit Before Tax:

Our company has demonstrated strong sequential growth in profitability, with Profit Before Tax (PBT) for the fourth quarter ended 31st March 2025 increased by 30.26% to ₹17.28 crore, compared to ₹13.27 crore in the previous quarter. This improvement reflects the company's continued focus on operational efficiency and cost management. For the full financial year ended 31st March 2025, the company reported a PBT of ₹61.00 crore, as against ₹78.31 crore in the previous year, representing a decline of 22.10%. The annual performance was impacted by challenges in the initial quarters, but the company remains confident in its long-term growth trajectory and strategic initiatives.

ROCE:

For the financial year ending FY25, the company recorded a Return on Capital Employed (ROCE) of 18.85%, reflecting sound and robust efficiency in the utilization of working capital and overall capital employed.

Message from Joint MD



Business highlights:

In FY25, Anuh Pharma's overall customer base increased from 698 to 737, indicating a notable expansion in market reach. Notably, the export customer base grew from 260 to 304, reflecting strong diversification and deeper penetration into international markets.

We currently manufacture 40 APIs, including 6 introduced this financial year. We expect to add 5 to 6 new products in FY 2026, contributing to revenue growth and business expansion. To support this, manufacturing capacity has increased from 1,800 MT to 2,200 MT, strengthening our portfolio and market presence. Additionally, we plan to expand Intermediate manufacturing capacity by 300 MTPA in FY 2026 to improve efficiency, meet demand, and support new product launches.

Strategic Growth Outlook:

Moving forward, Anuh Pharma's growth strategy relies on market expansion, the addition of new products, and inorganic growth opportunities. The future of Active Pharmaceutical Ingredients (API) lies in innovation and the development of complex chemistry products, with a particular focus on lifestyle drugs addressing conditions such as diabetes, hypertension, and obesity.

Leveraging the strength of our experienced team and the robust resources available in Research & Development and marketing, we are well-positioned to achieve significant growth. The company anticipates a steady growth rate of 15-16% per annum.

We extend our heartfelt gratitude to you, our investors, for your continued trust and partnership. Your support is a driving force behind our accomplishments, and we are committed to realizing even greater numerical milestones together.

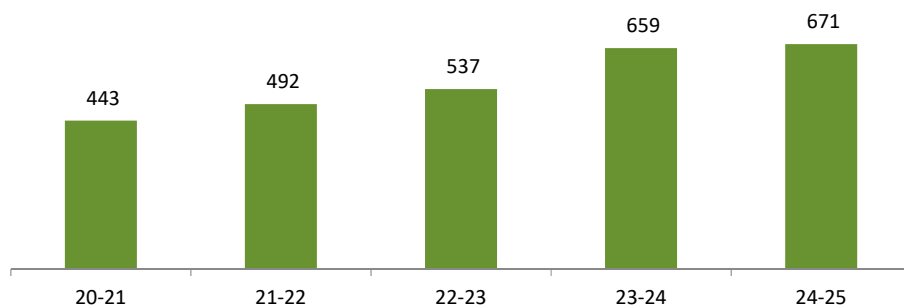
Ritesh Shah (Joint MD)

Vivek Shah (Joint MD)

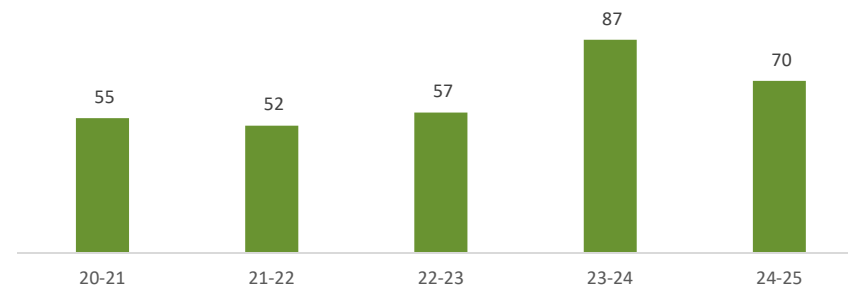
Financial performance highlights (last 5 years)



Total Revenue (INR in Cr.)

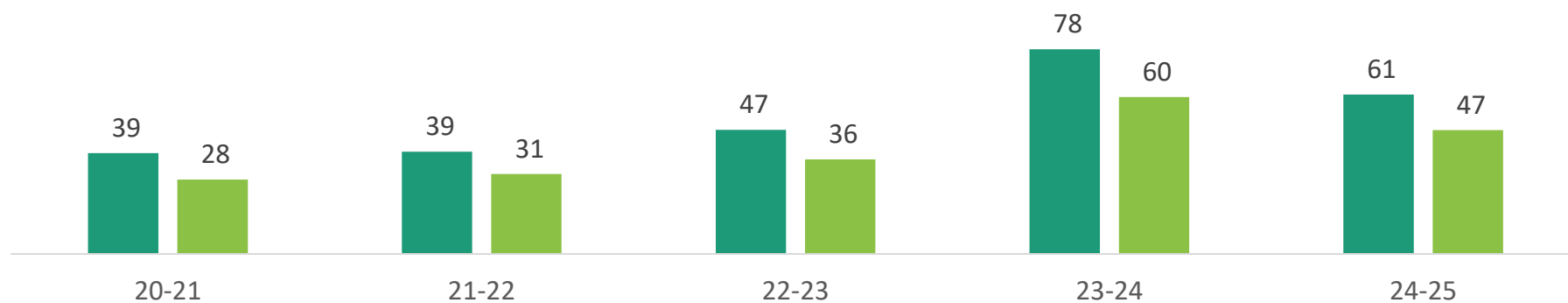


EBITDA (INR in Cr.)



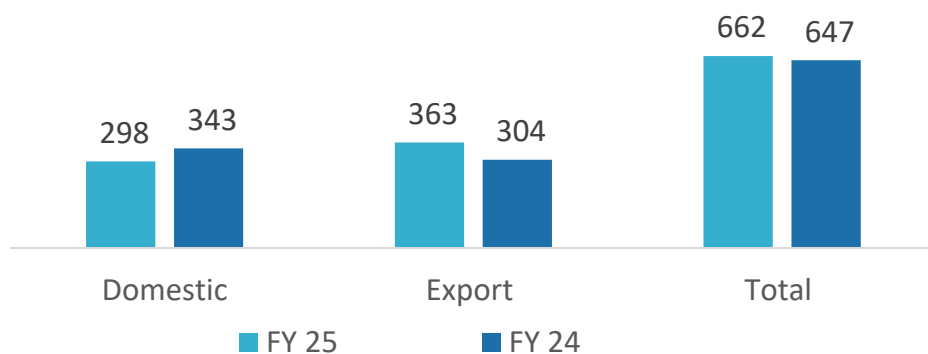
PBT (INR in Cr.)

PAT (INR in Cr.)

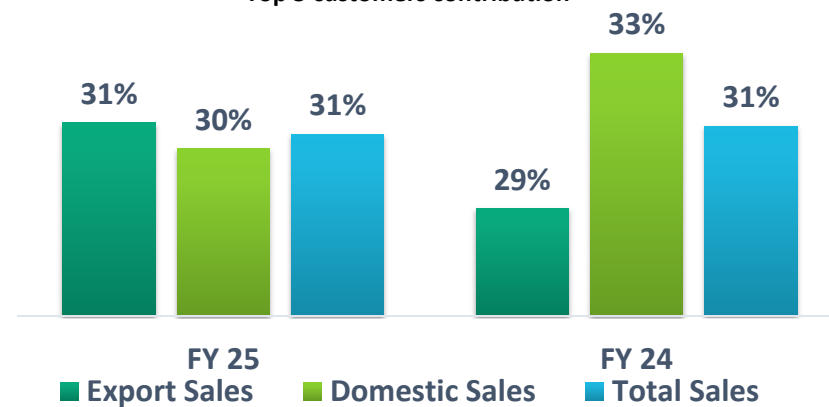


Business mix revenue contribution

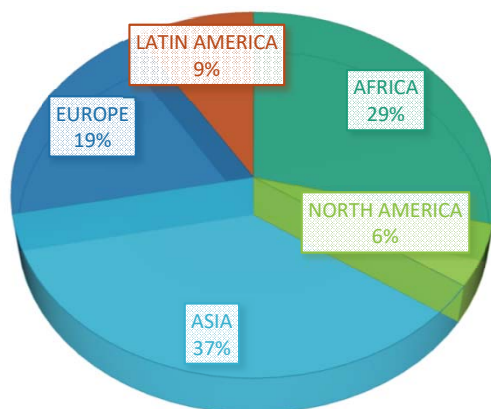
Revenue Split (Rs. In Cr.)



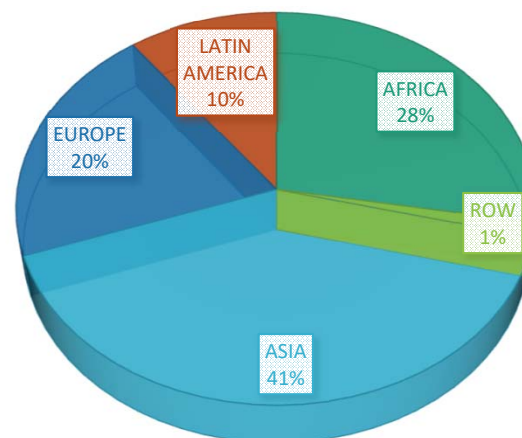
Top 5 customers contribution



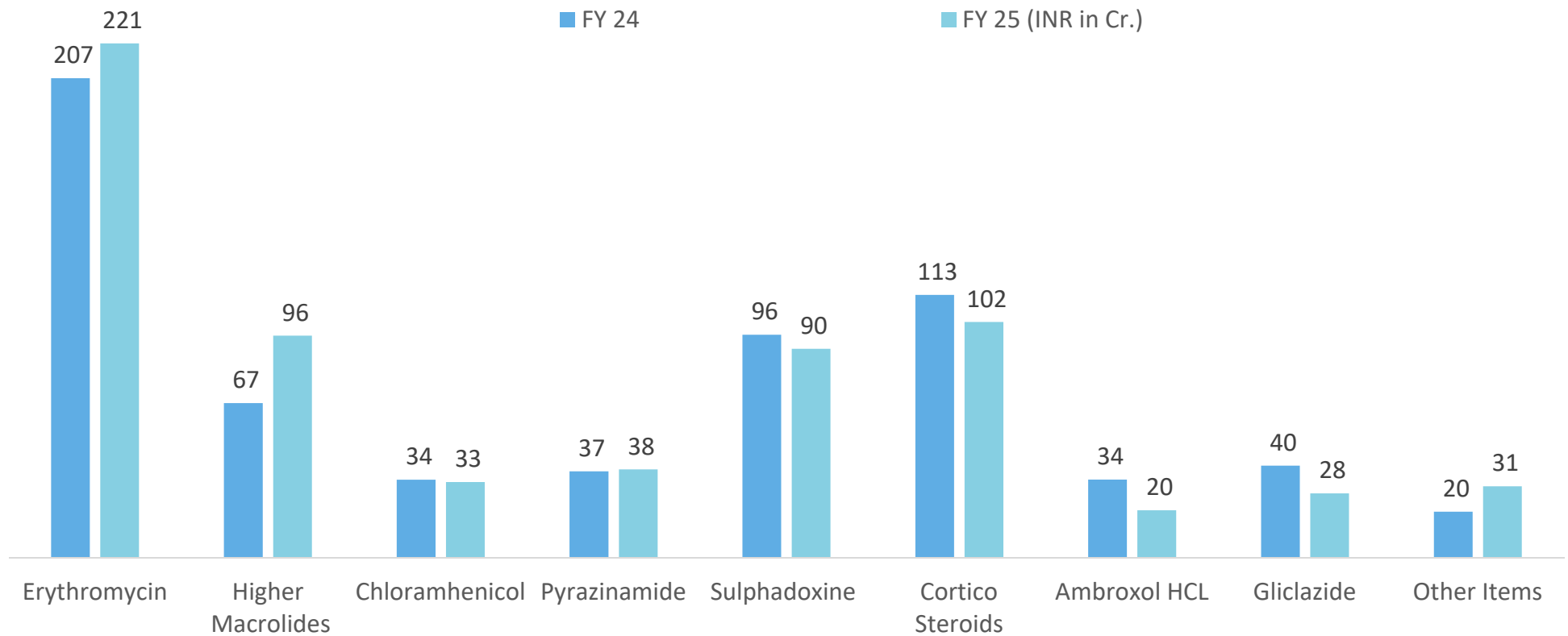
GEOGRAPHICAL EXPORT SALES FY 2025



GEOGRAPHICAL EXPORT SALES FY 2024



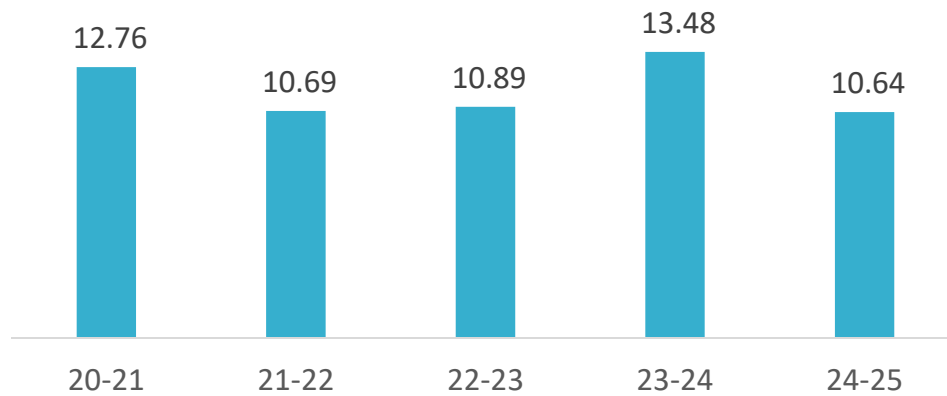
Product mix revenue contribution



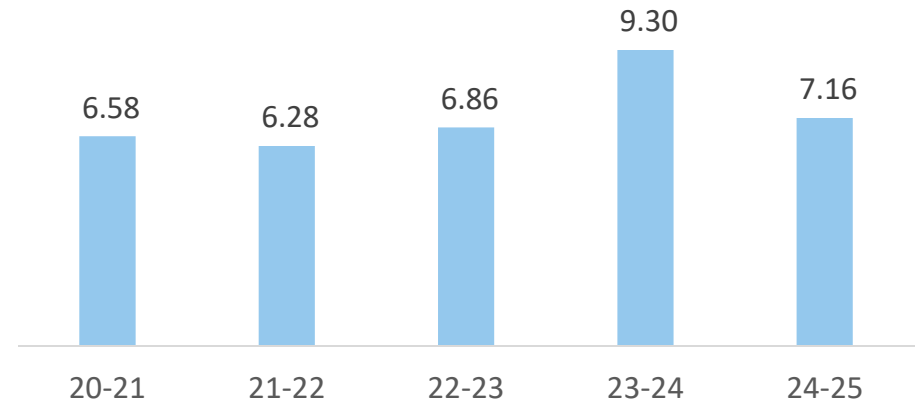
Track Record



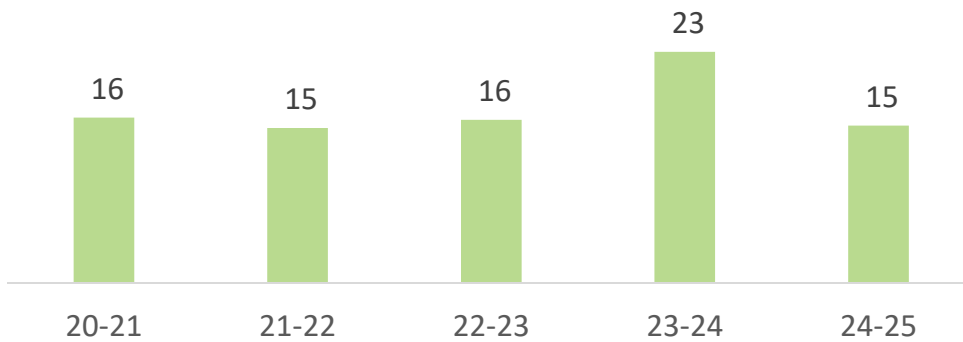
EBITDA Margin %



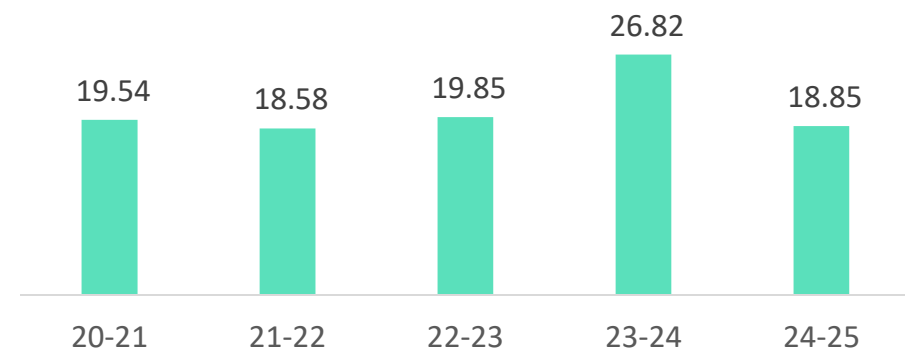
Net Profit Margin %



ROE (%)



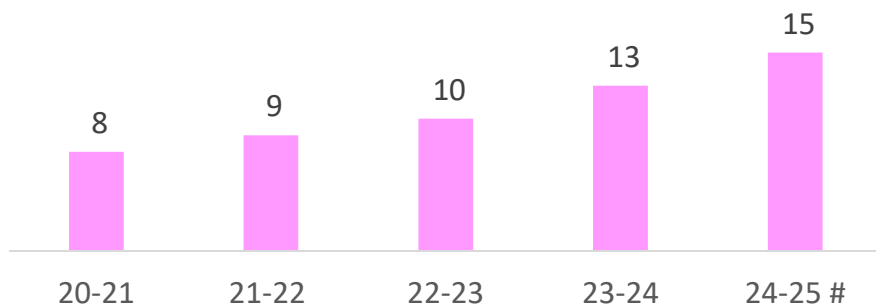
ROCE (%)



Track Record

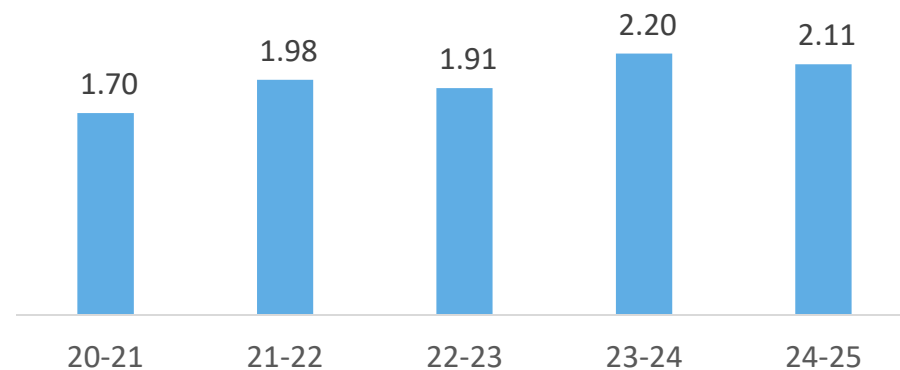


Outflow of Dividend (INR in Cr.)

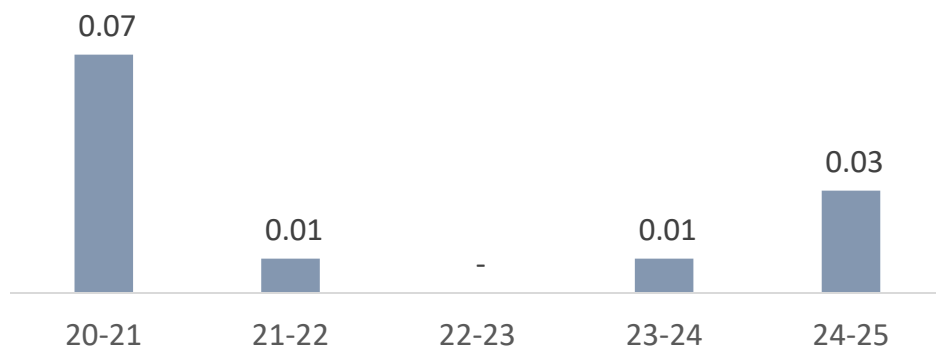


Recommended by BOD, subject to members' approval

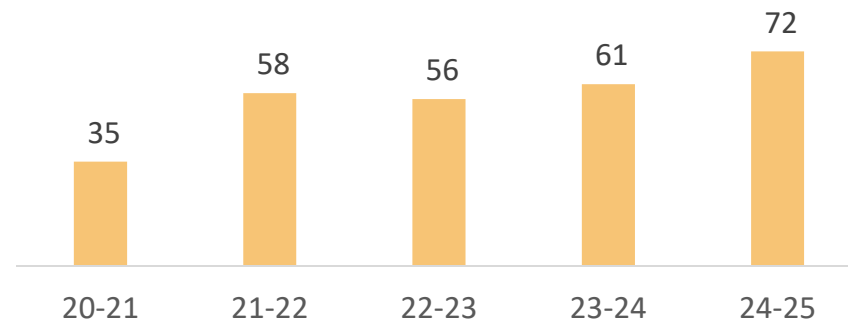
Current ratio



Debt to Equity



Net Working Capital (Days)



FY 25 and FY 24 Financial Performance



Rs. In Cr.

<u>Financial Highlights</u>	3 months ended 31/03/2025	3 months ended 31/12/2024	Variance (%) QoQ	12 months ended 31/03/2025	12 months ended 31/03/2024	Variance (%) YoY
Operating Revenue	198.14	159.51	24.22	661.51	647.00	2.24
Operating Profit (PBT+Dep+Other Exps)	44.20	34.16	29.40	147.94	152.70	(3.11)
% of Margin	22.31	21.41		22.36	23.60	
Other Income	1.40	0.94	49.14	9.46	12.10	(21.84)
EBITDA	20.07	15.73	27.61	70.36	87.25	(19.35)
% of Margin	10.13	9.86		10.64	13.48	
Interest	0.03	0.28	(88.00)	0.62	0.35	75.11
Depreciation	2.76	2.18	26.34	8.74	8.58	1.82
PBT	17.28	13.27	30.26	61.01	78.31	(22.10)
TAX	4.82	2.92	65.03	13.65	18.25	(25.20)
PAT	12.46	10.34	20.44	47.35	60.06	(21.16)
Reported EPS	2.49	2.06	20.44	9.45	11.98	(21.16)



02

COMPANY OVERVIEW

Company Overview



The Company derived ~55% of its revenues from exports in FY24-25.

The Company has strong marketing partnerships with 360 customers in over 59 countries including Europe, Mexico and South Africa.

The expansion project with state of the art manufacturing facility targeted at regulated market is completed and commercial production from the said new facility started w.e.f. 21st December, 2019.

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

The Company owns one manufacturing facility at Tarapur over 11,400 sq. mtrs of land (Incl. newly acquired plot of 7,800 sq. meters) and an R&D facility at Mahape spread over 10,000 sq.ft.

Journey So Far...



Year	Achievements
1989	Started manufacturing Erythromycin salts with capacity of 150 MTPA , followed by doubling the capacity to 300 MTPA in 1995.
2002	Received WHO-GMP for its facilities.
2006	Doubled the capacity by acquiring new plot of 1800 SQMT to expand the output capacity 600 MTPA.
2010	COS, EU/GMP approval for Erythromycin, Erythromycin ethyl succinate and Pyrazinamide.
2012	Acquired R&D assets of Invent Pharma- a Spanish Company and got DSIR approval.
2014	Received approval from COFEPRIS, Mexico for marketing its Erythromycin estolate, Erythromycin stearate and Erythromycin ethyl succinate.
2015	Received approval from COFEPRIS, Mexico for marketing its Chloramphenicol and Chloramphenicol Palmitate.
2015	WHO Geneva pre qualification authorities for sulphadoxine for human use.
2017	DMF approval received from UK MHRA for Erythromycin Stearate.
2018	Received certificate of GMP (WHO GMP) from FDA Maharashtra.
2019	Received approval from WHO- Geneva Pre qualification for Pyrazinamide and sulphadoxine.

Journey So Far...



Year	Achievements
2019	Received EU GMP for Erythromycin, Erythromycin ethyl succinate, Pyrazinamide, Pyrimethmine and Sulphadoxine from AEMPS Spain.
2019	Enhanced the capacity by acquiring new plot of 7800 SQMT to expand the output capacity by 600 MTPA.
2019	USFDA inspection passed successfully with zero 483 observation.
2020	Received approval from WHO Geneva prequalification for Pyrimethamine API
2023	Received CEP from EDQM for Sulphadoxine.
2023	Received CEP from EDQM for Azithromycin (Higher macrolides)
2023	Received CEP from EDQM for Gliclazide (Anti Diabetic)
2023	Enhanced the capacity from 1500 MTPA to 1800 MTPA
2024	Received approval from WHO- Geneva Pre qualification for Isoniazid (Anti TB)
2024	Received renewal of approval from WHO for Pyrimethmine, Isoniazid, Pyrazinamide and Sulphadoxine
2024	Received CEP from EDQM for Allopurinol (Anti gout)
2024	Received CEP from EDQM for Ambroxol HCL (expectorant cum mucolytic agent)
2024	Enhanced the capacity from 1800 MTPA to 2200 MTPA

Market leadership:

-  Erythromycin salts
-  Pyrazinamide
-  Sulfadoxine
-  Ambroxol HCL
-  Gliclazide
-  Clobetasol Propionate
-  Betamethasone Dipropionate

Competitive Advantage

- Regulatory approvals
- Environmental health and Safety Compliance (Audited and approved by Multinational companies).
- Well diversified sourcing with backward integration in key products.
- Surplus capacity available
- Financially strong
- Strong R&D capabilities

Product List



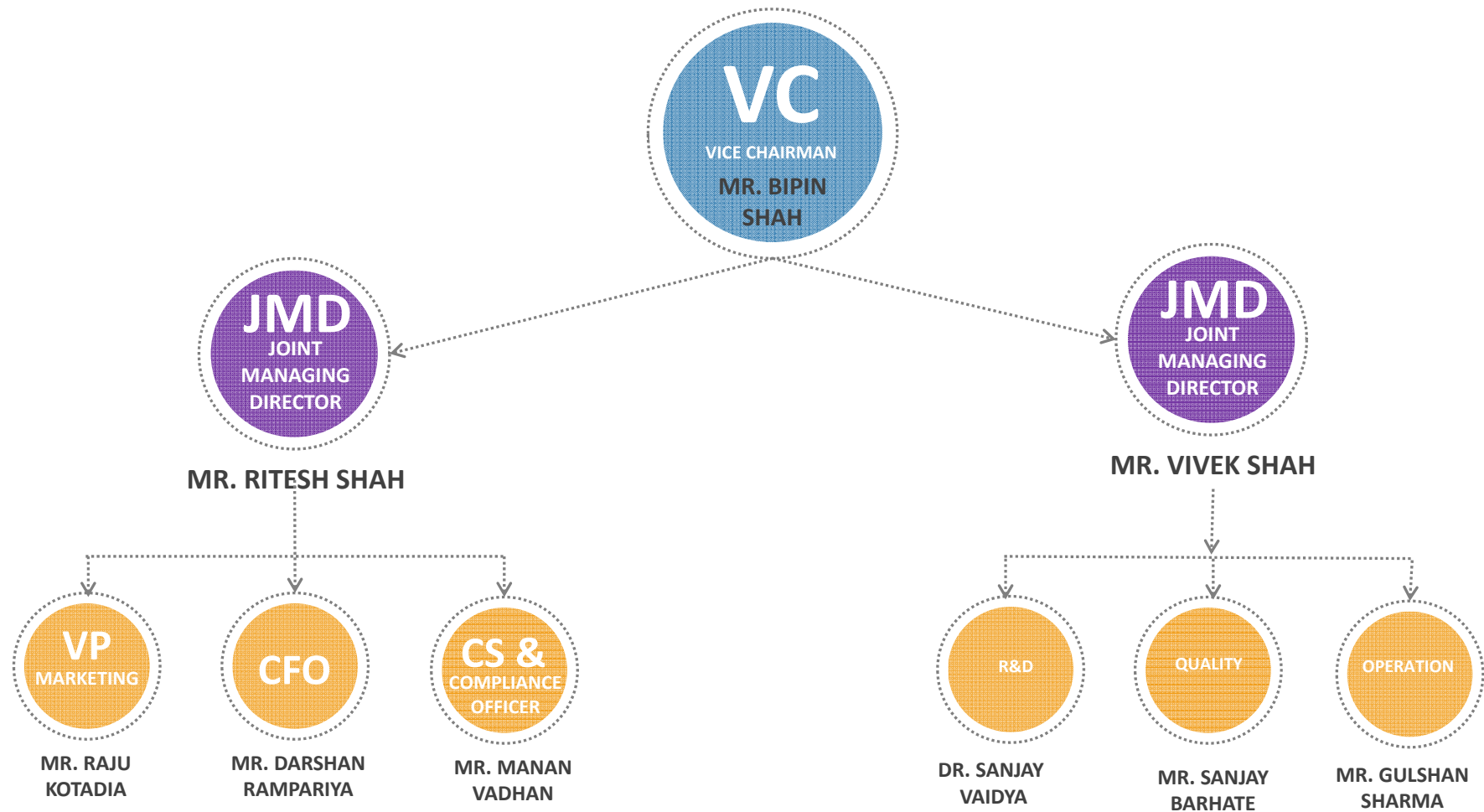
<u>Macrolides</u>	Higher Macrolides	<u>Anti Asthamatics</u>
1. Erythromycin 11,12 Carbonate	1. Azithromycin	1. Acebrophylline
2. Erythromycin Base	<u>Anti TB</u>	<u>Anti Diabetic</u>
3. Erythromycin Estolate	1. Pyrazinamide	1. Gliclazide
4. Erythromycin Propionate	2. Isoniazid	2. Vildagliptin
5. Erythromycin Ethyl Succinate	<u>Anti Bacterial</u>	3. Dapagliflozin
6. Erythromycin Phosphate	1. Chloramphenicol	<u>Antibiotic</u>
7. Erythromycin Stearate	2. Chloramphenicol Palmitate	1. Sulfadimethoxine
<u>Expectorant</u>	<u>Anti Malarial</u>	<u>Anti Gout</u>
1.Ambroxol HCL 2.Acefylline Piperazine	1. Sulfadoxine	1.Allopurinol
<u>Quinolones</u>	2. Pyrimethamine	
1.Moxifloxacin	3. Amodiquine	

Product List



Corticosteroids	
1. Beclomethasone Dipropionate	11. Prednisolone Acetate
2. Betamethasone Acetate	12. Prednisolone Sodium Phosphate
3. Betamethasone Dipropionate	13. Triamcinolone Acetonide
4. Betamethasone Sodium Phosphate	14. Triamcinolone Base
5. Betamethasone Valerate	15. Methyl Prednisolone
6. Clobetasol Propionate	
7. Deflazacort	
8. Dexamethasone Sodium Phosphate	
9. Dexamethasone Acetate	
10. Mometasone Furoate	

Key Management Personnel & Senior Management

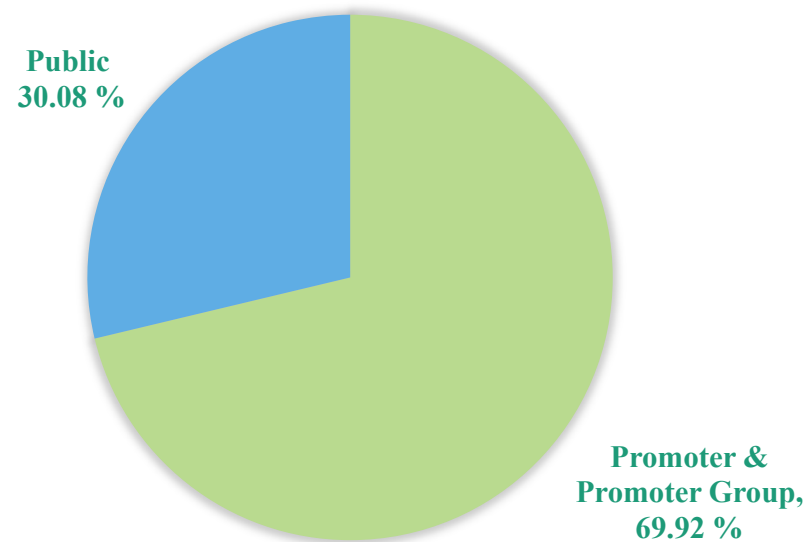


Key Management Personnel & Senior Management



Name	Designation	Profile
Mr. Arun Tadarwal	Chairman	Fellow member of the ICAI and having practice since 1981. He has handled various professional assignments in India and abroad including Audits, Taxation, International Taxation, Joint Ventures, Due Diligence, Management Consultancy etc. He is well-versed on management issues . He has been a Director several large listed Corporations in India and has had major contribution as Chairman / Member of Audit Committee, Risk Management, Nomination & Remuneration, ESG/CSR, etc.
Mr. Bipin N Shah	Vice Chairman	Involved with Anuh Pharma since inception as a Managing Director. He holds Bachelors degree in Chemical Engineering; and he is also President of Thane Belapur Industries Association.
Mr. Ritesh B Shah	Joint MD	BSc. Chemistry, MBA, handled international marketing for Anuh Pharma for over 20 years, currently involved in overall management of the Company.
Mr. Vivek B Shah	Joint MD	MSc. Biotechnology; handling entire manufacturing operations and R&D since 2009.
Mr. Raju Kotadia	VP Marketing	BSc. Chemistry; part of Anuh Pharma since inception, handling overall sales management of the company.
Mr. Sanjay Barhate	VP Quality	MSc, M.Phil with chemistry, having versatile experience of 34 years in various functions of Quality at plant and corporate quality function in Bulk drug and formulation dosage forms with reputable MNC.
Mr. Darshan Rampariya	CFO	CA with 17+ years of experience in audit, taxation, corporate finance, Budgetary Controls, Internal Control System, etc.
Mr. Manan Vadhan	CS & CO	ACS with 4+ years of experience in Corporate Secretarial Compliance, Corporate action, SEBI LODR.
Dr. Sanjay Vaidya	GM R&D	25 years of rich experience in the field of industrial process research experience in API molecules.
Mr. Gulshan Sharma	GM Works	B.Tech(Chemical and Pharmaceutical) with 21+ years of experience in API and food industries having expertise in the area of Productivity, Compliance, Quality & Safety.

Latest Shareholding Pattern



**Market capitalization
(As on 23rd May, 2025)**

INR 1,039 Cr.

**Free float market capitalization
(As on 23rd May, 2025)**

INR 313 Cr.



03

INFRASTRUCTURE

State of Art manufacturing facility



- Anuh Pharma has a **EUGMP/WHO Pre qualified** approved manufacturing facility at Tarapur spread across **11,400 sq. meters** with 8 API's blocks and 1 intermediate block with total capacity of **2200 MTPA** – this includes new expanded capacity.
- With commissioning of **Zero Liquid Discharge (ZLD)** company stands with huge compliance advantage keeping environmental challenges in mind.

Manufacturing facility Photos



Manufacturing facility Photos



Manufacturing facility Photos



Manufacturing facility Photos



Manufacturing facility Photos



Other Facilities



The entire facility is equipped with latest Fire Fighting and Safety Measures.



Zero Liquid Discharge Effluent Control system for treating 100% of Generated Pollution.



100% Power Backup via dedicated power line from Power Distributor to our premises.



Adjoining office and a Training Hall for staff.



Green Belt has been provided to reduce the carbon footprint.



Dedicated Research & Development Facility



FACILITATE ACTIVITIES
THAT LEAD TO
CHARACTERIZATION AND
PROFILING OF PRODUCTS.

ANALYTICAL DEV

DEVELOP PROCESSES AND
PRODUCTS.

CHEMICAL SYNTHESIS

LAB SCALE REACTION
BATCHES TO VALIDATE
RESEARCH

PILOT PLANT

IN HOUSE R&D LAB

A dedicated 10,000 SQ. FT. facility to conduct
in house experiments and improve our
manufacturing process.

We have 16 scientist working at this lab.

APL

empowered by
R&D

NEW PRODUCTS & PROCESSES

Developing new products and processes for
future market penetration and expanding
product pipeline.

RESEARCH & EXPERIENCE

TWO VALUES FORM THE FOUNDATION OF OUR GROWTH AND SUCCESS



04

FUTURE OUTLOOK

Future Outlook – Growth Strategy



Moving forward, Anuh Pharma's growth strategy relies on market expansion, the addition of new products, and inorganic growth opportunities.

The future of Active Pharmaceutical Ingredients (API) lies in innovation and the development of complex chemistry products, with a particular focus on lifestyle drugs addressing conditions such as diabetes, hypertension, and obesity.

Leveraging the strength of our experienced team and the robust resources available in Research & Development and marketing, we are well-positioned to achieve significant growth.

The company anticipates a steady growth rate of 15-16% per annum.

Future Outlook – Product under development

Sr. No	Product Name	Therapeutic application
1)	Ticagrelor	Anti Platelet
2)	Linagliptin	Anti Diabetic
3)	Empagliflozin	Anti Diabetic
4)	Bilastine HCl	Anti-Histamine
5)	Pyronaridine Tetraphosphate	Anti-Malarial
6)	Vonoprazon Fumarate	Anti-Ulcerative
7)	Ethambutol	Anti TB
8)	Sulfadimethoxine Sodium	Antibiotic



05

CORPORATE SOCIAL RESPONSIBILITY

CSR Servicing Society for better tomorrow



- **APL** takes corporate sustainability and social responsibility as a voluntary commitment rather than an obligation. We engage in social activities encompassing education, healthcare, sanitation, vocational skill building, rural development & natural conservation.
- Our purpose is to improve the quality of people's lives, this we attain by closely monitoring the progress of each initiative. This trait has been inherited from the SK Group philosophy of executing charitable activities and also highlighted in our CSR Policy. CSR activities are implemented directly or via the **SK Trust**.



SK Balmandir



SK School of Business Management



Thank You

For specific queries please feel free to contact;
Mr. Darshan Rampariya (CFO)
darshan.r@anuhpharma.com