



**ANUH PHARMA LTD.**

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**Date: 29<sup>th</sup> November, 2024**

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

**Ref: Scrip Code No. 506260**

**Sub: Investor Presentation – Q2 FY2024-25**

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 Q2 FY2024-25.

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 (Nov-24)

**BSE Scrip Code:** 506260

**Bloomberg Code:** ANUH IN

**Reuters**

**Code:** ANUH.BO

[www.anuhpharma.com](http://www.anuhpharma.com)

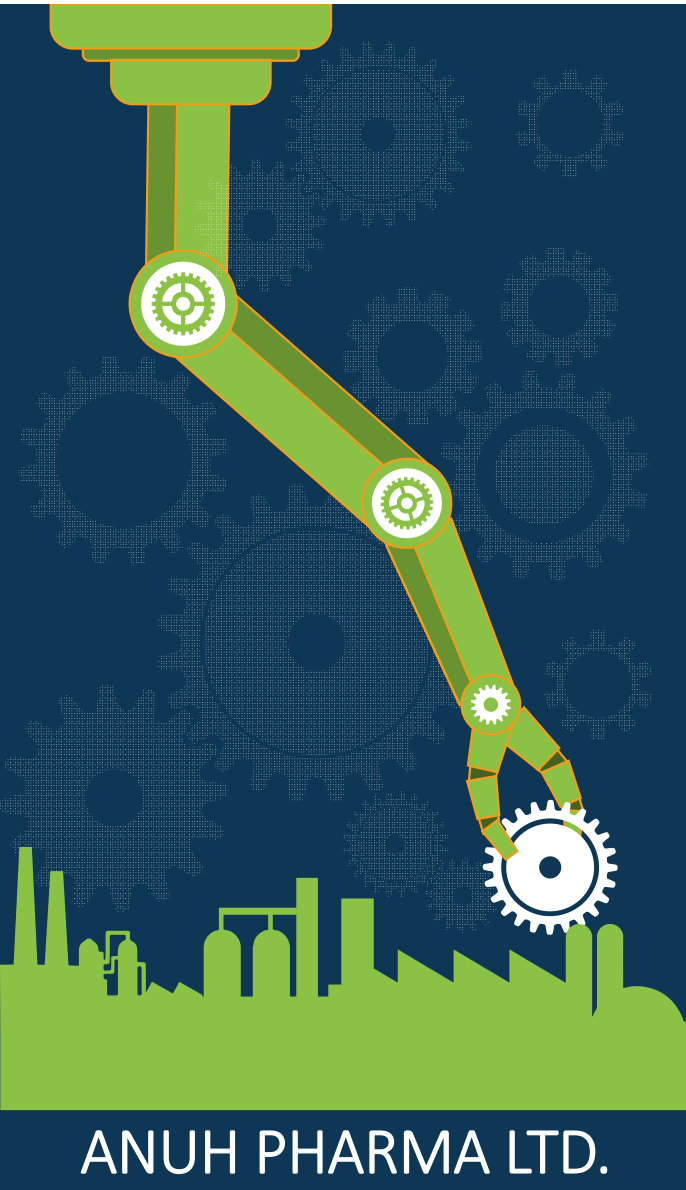
## Safe Harbor Statement



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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# 01

## H1 2025 & FY 2024 HIGHLIGHTS

## Message from Joint MD



Dear Valued Share Holder,

We are delighted to present to you the Investor presentation for 2<sup>nd</sup> quarter ended of FY 2025. We would like to share some key highlights that demonstrate our ongoing commitment to growth and value creation.

**Top Line:**

The company has clocked Revenue of Rs 169.35 CR for the Q2 FY25 compared to Rs. 141.62 CR for Q1 FY 25 registering 20% growth. This growth has been driven mainly by sales of high margin products and Market Expansion especially in regulatory markets.

**Quarter to Quarter EBITDA Growth:**

In the second quarter, the company achieved an EBITDA of Rs. 20.27 crore, marking a remarkable quarter-over-quarter growth of 42% compared to the first quarter. This increase highlights our operational efficiency and our capacity to effectively manage costs while optimizing revenue.

**Earnings Per Share (EPS):**

Our earnings per share have also shown a positive trajectory, increasing to Rs. 3.00 from Rs. 1.90 in the last quarter. This significant improvement underscores our focus on profitability and shareholder value.

**Capex:**

The company has made a capital expenditure of Rs. 20 Cr to expand capacity at the current location. As a result, capacity will increase from 1800 MTPA to 2200 MTPA. During mid-November 2024, the increased capacity has been made ready for commercialization.

## Message from Joint MD



### Product Expansion:

In addition to these metrics, we would like to highlight our market share growth in recently launched products like Acebrophylline, Vildagliptin, Moxifloxacin, Allopurinol, Amodiquine hcl, and Sulfadimethoxine. These indicators reflect our strong market position and our strategic initiatives that are delivering results.

### Regulatory Approvals:

We have CEPs for our eight items, which allows us to sell them in Europe. Furthermore, we have four products with WHO Geneva Prequalification's, three products approved by the NMPA (China), and USFDA approval. This is critical for access to markets like Europe, China, Africa and USA.

### R&D

Looking ahead, we remain optimistic about the second half of the year. We anticipate continued momentum driven by launch several new products by our R&D team namely Dapagliflozin, Ticagrelor, Linagliptin, Acefylline piprazine and more.

### Cost Saving and Sustainability:

Company is currently working on investing in Solar power in its endeavour to invest in sustainability and power supply from said Solar project is expected soon.

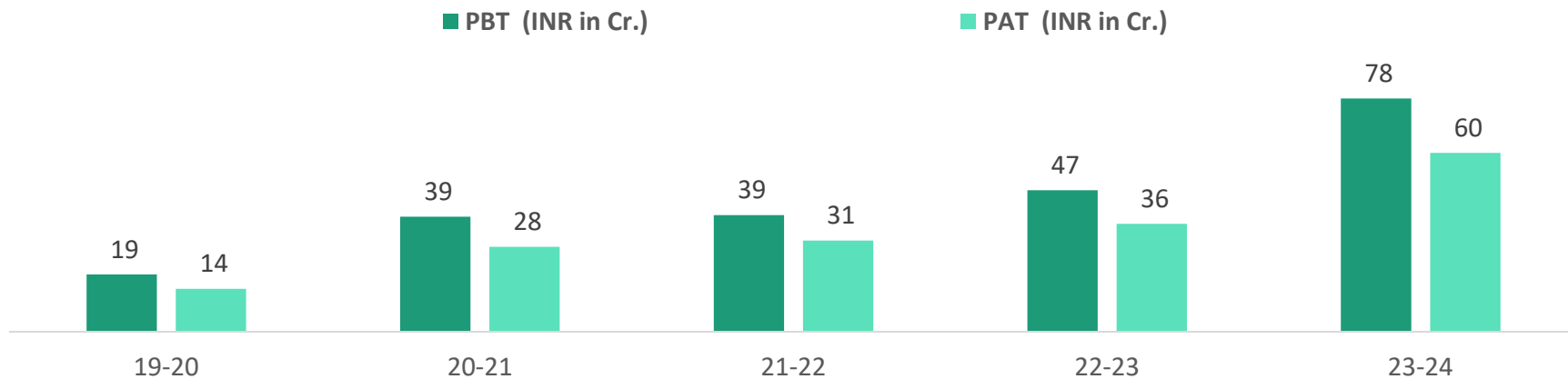
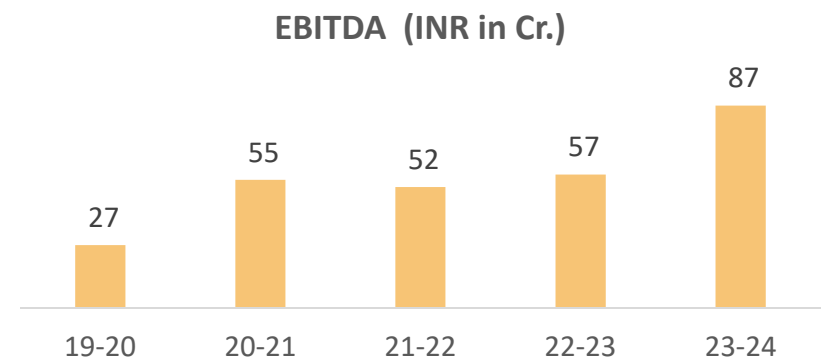
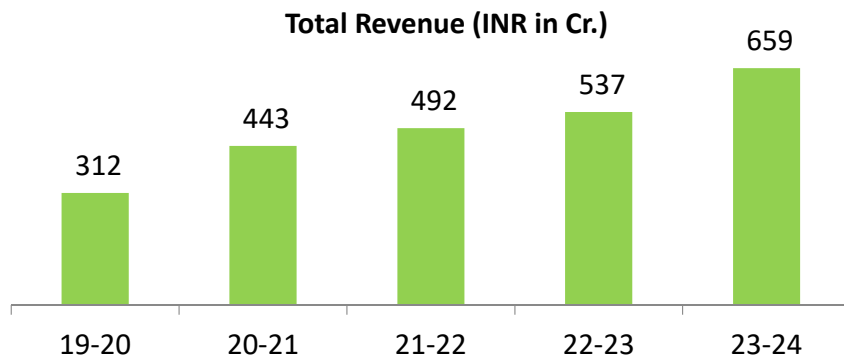
We remain confident in our ability to deliver consistent value to our esteemed shareholders.

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)

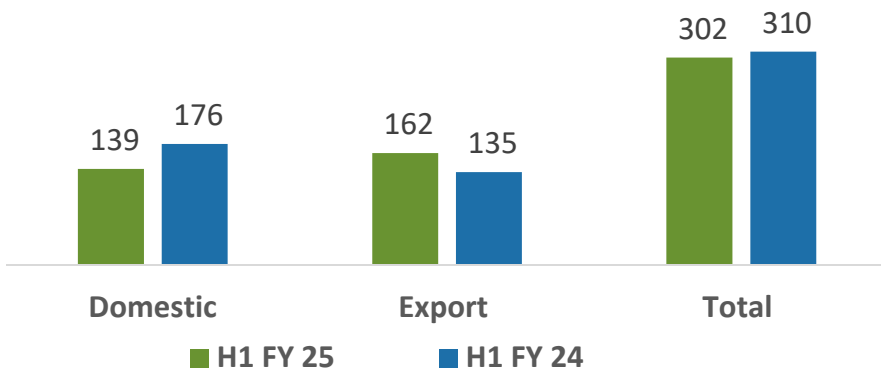




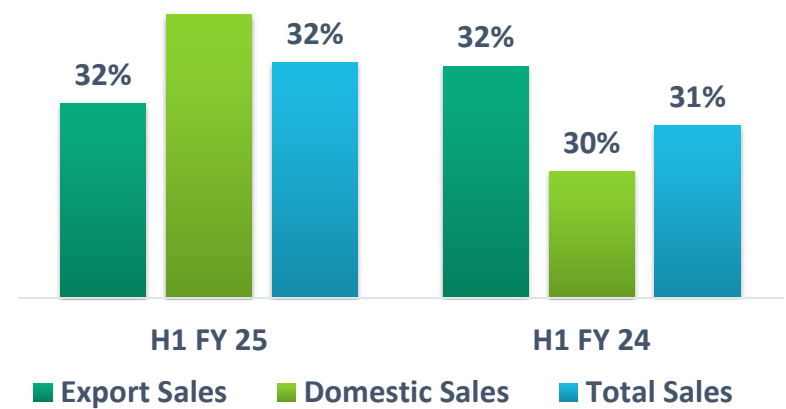
# Business mix revenue contribution



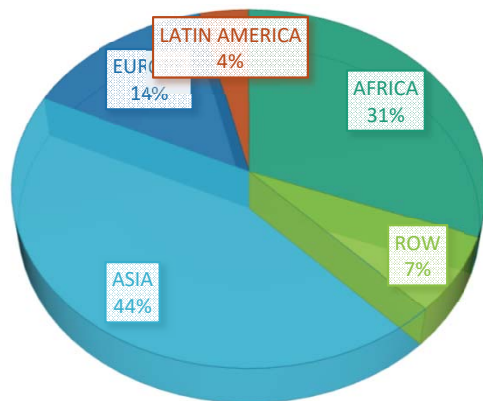
Revenue Split (Rs. In Cr.)



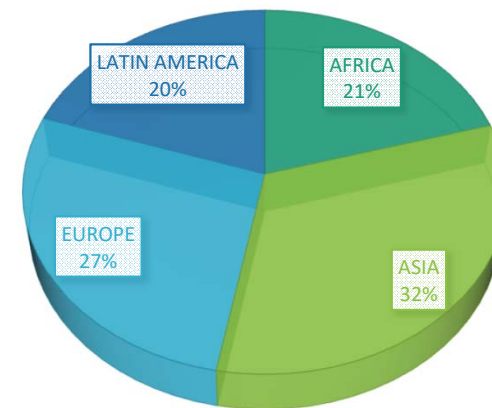
Top 5 customers contribution



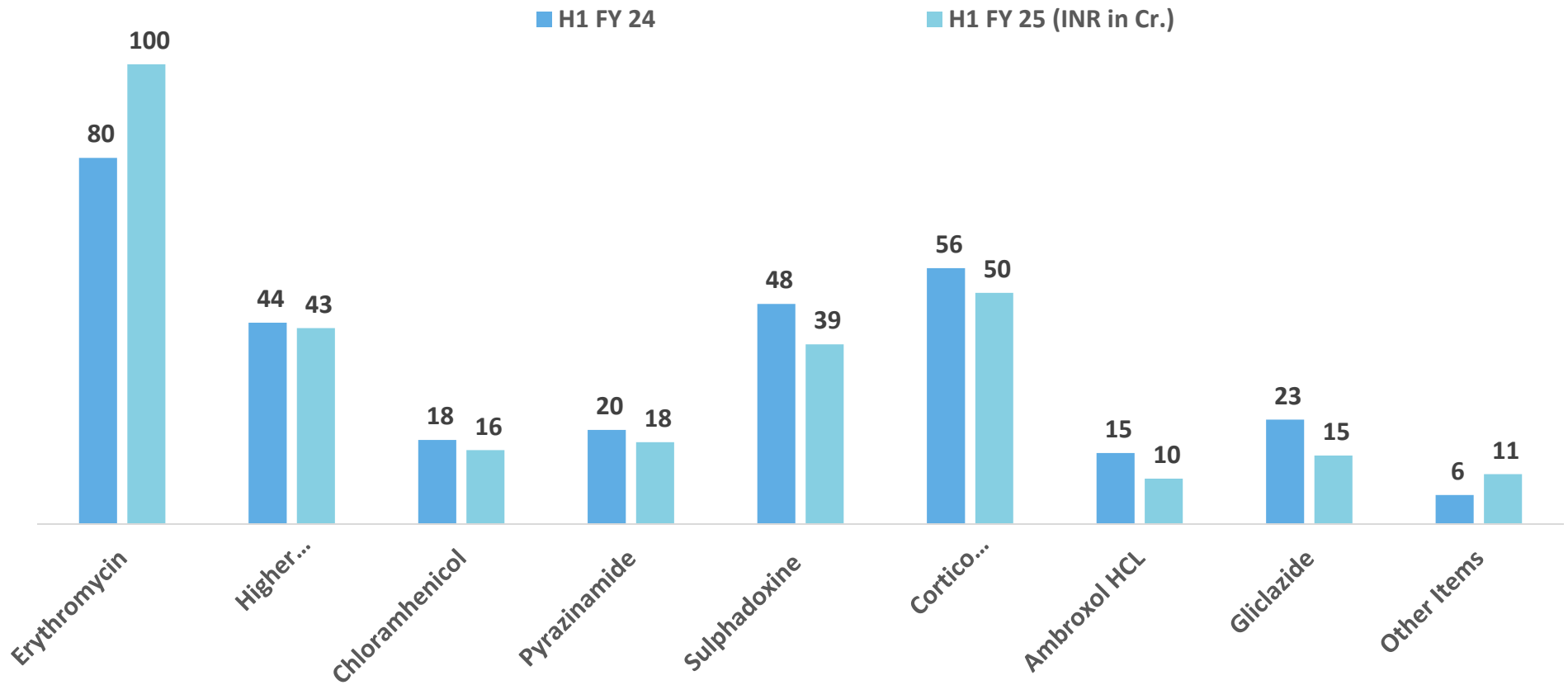
GEOGRAPHICAL EXPORT SALES H1 FY 25



GEOGRAPHICAL EXPORT SALES H1 FY 24



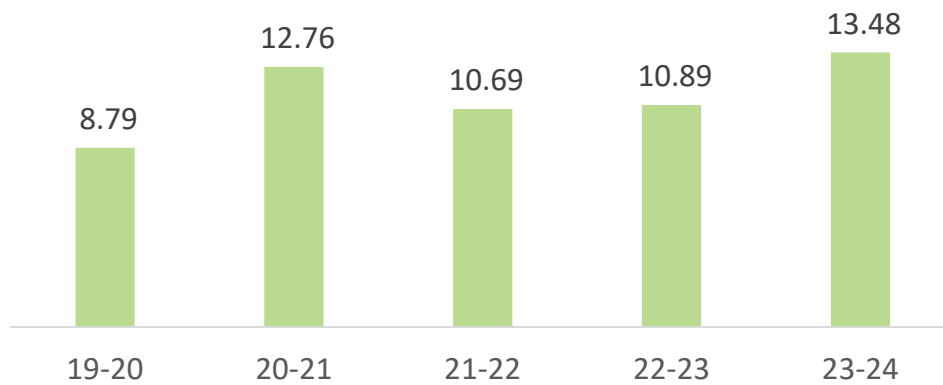
## Product mix revenue contribution



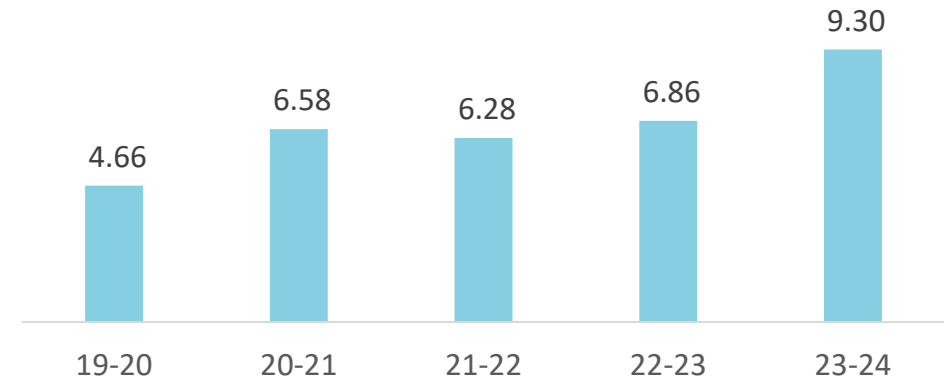
## Track Record



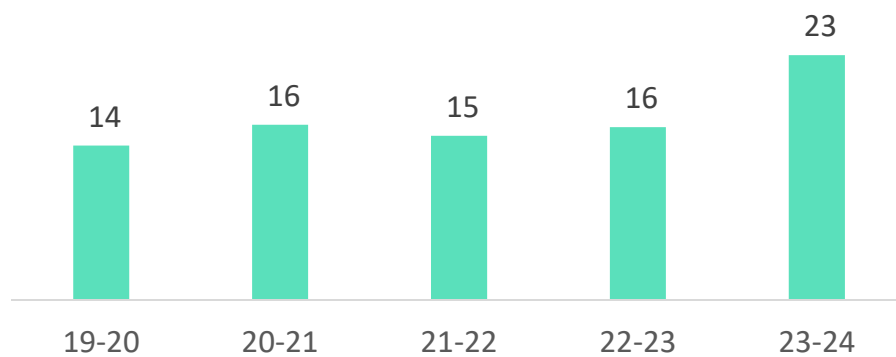
### EBITDA Margin %



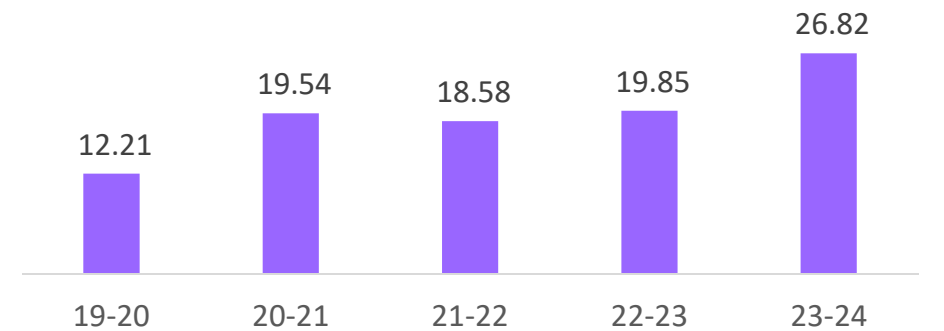
### Net Profit Margin %



### ROE (%)



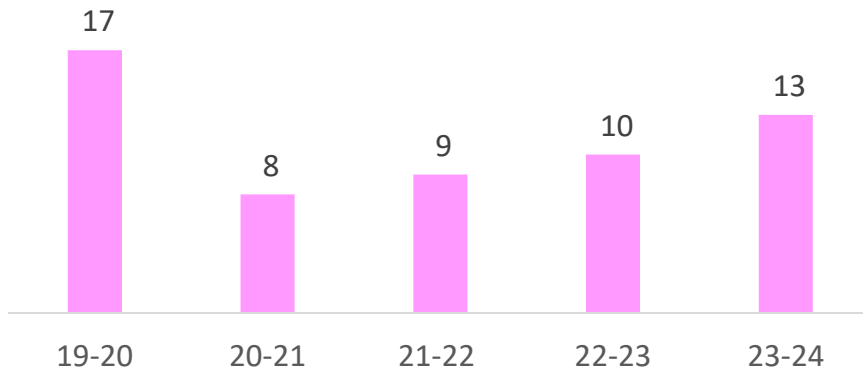
### ROCE (%)



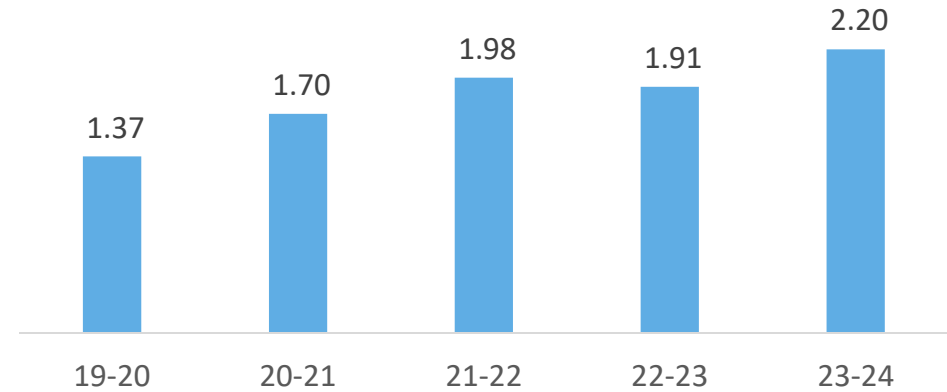
## Track Record



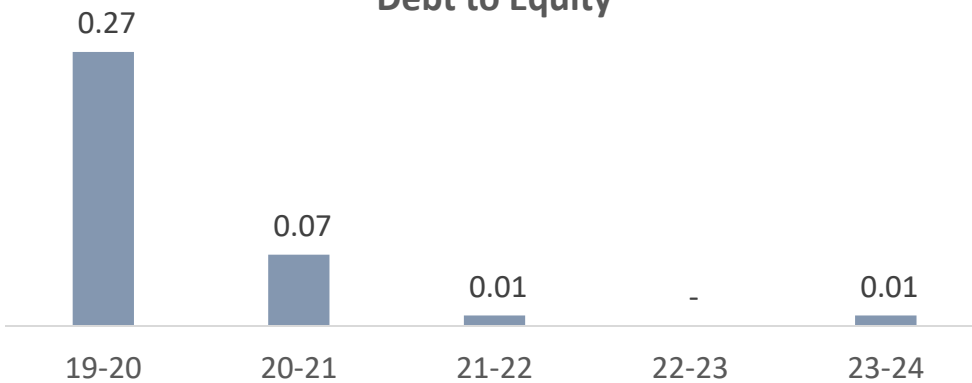
### Outflow of Dividend (INR in Cr.)



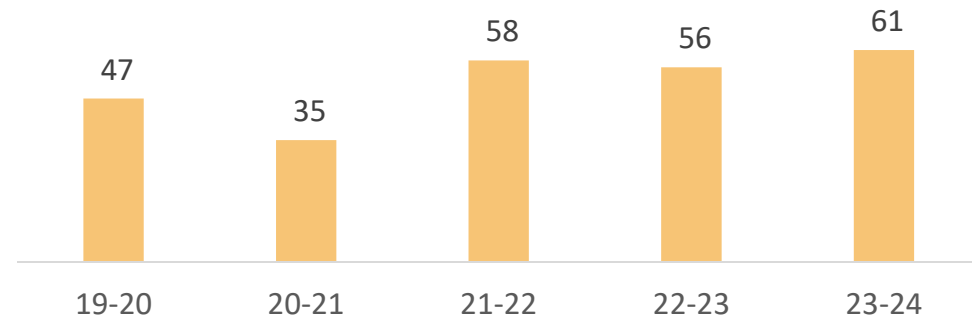
### Current ratio



### Debt to Equity



### Net Working Capital (Days)



## H1 FY 25 and FY 24 Financial Performance



Rs. In Cr.

Particulars	3 months ended 30/09/2024	3 months ended 30/06/2024	Variance (%) QoQ	6 months ended 30/09/2024	6 months ended 30/09/2023	Variance (%) YoY
Operating Revenue	165.95	137.91	20.34	303.86	311.01	(2.30)
Operating Profit (PBT+Dep+Other Exps)	38.44	31.15	23.39	69.59	66.89	4.03
% of Margin	23.16	22.59		22.90	21.51	6.47
Other Income	3.40	3.72	(8.57)	7.12	5.62	26.71
EBITDA	20.28	14.29	41.93	34.57	37.55	(7.95)
% of Margin	12.22	10.36		11.38	12.07	
Interest	0.16	0.14	15.72	0.31	0.11	175.48
Depreciation	1.92	1.88	2.24	3.80	4.15	(8.48)
PBT	18.19	12.27	48.32	30.46	33.29	(8.49)
TAX	3.15	2.76	14.28	5.91	7.70	(23.27)
PAT	15.04	9.51	58.19	24.55	25.59	(4.04)
Reported EPS	3.00	1.90	58.19	4.90	5.11	(4.04)



02

COMPANY  
OVERVIEW

## Company Overview



**The Company derived ~47% of its revenues from exports in FY23-24.**

**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. 21<sup>st</sup> 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 CEP from EDQM for Ambroxol HCL (expectorant cum mucolytic agent) during January, 2020
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)

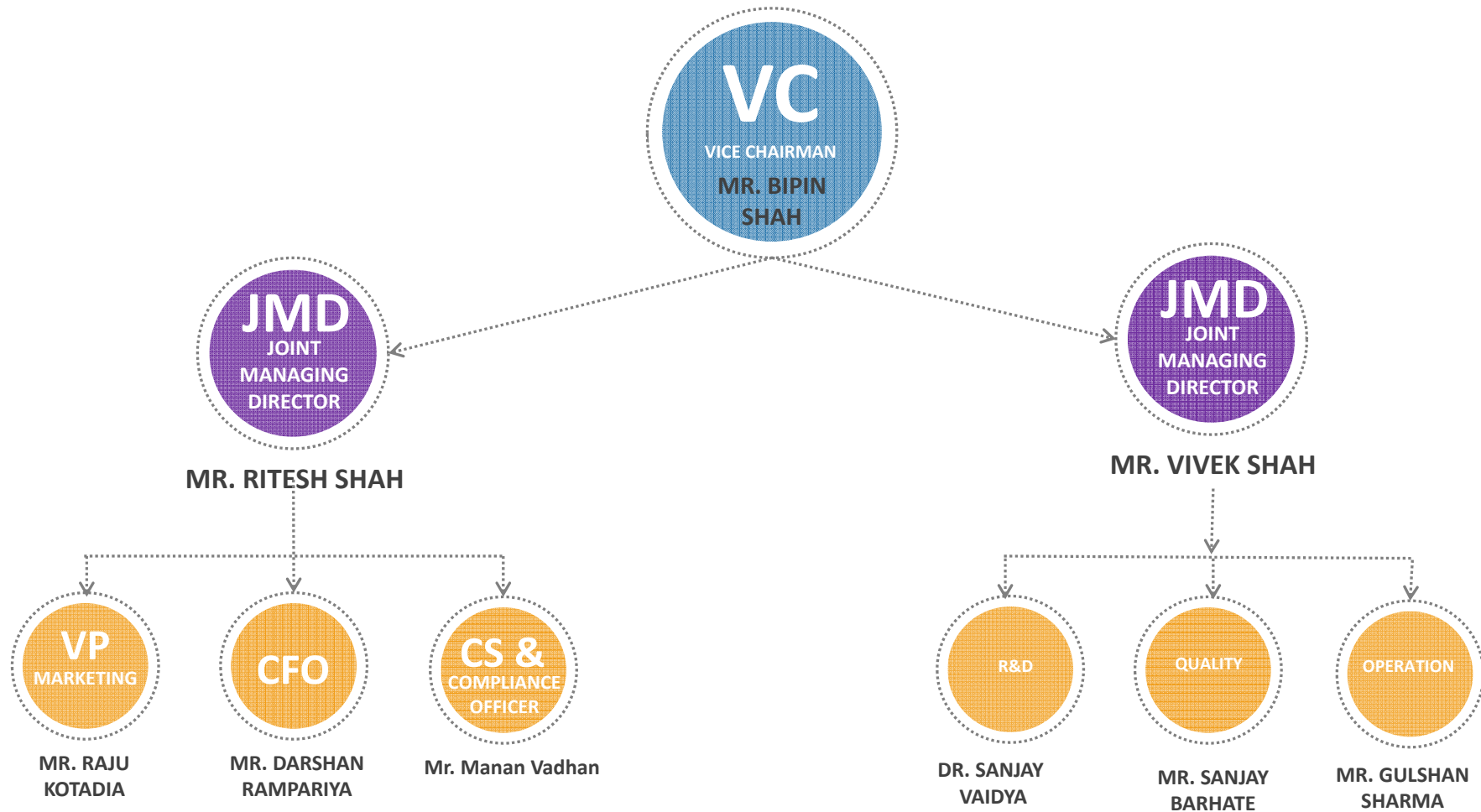
### Market leadership:

-  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

## Key Management Personnel & Senior Management

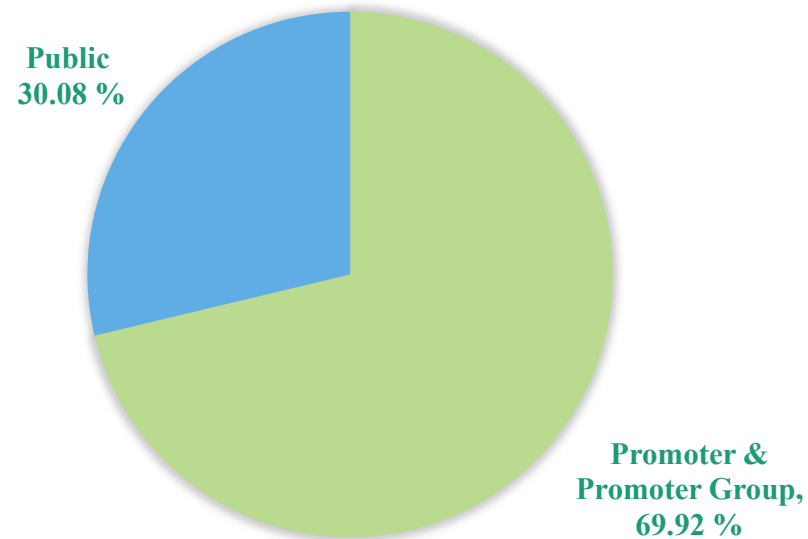


## Key Management Personnel & Senior Management



Name	Designation	Profile
Mr. Arun Todarwal	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 19 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 33 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 16+ 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	24 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 22<sup>nd</sup> November, 2024)

INR 977 Cr.

Free float market capitalization  
(As on 22<sup>nd</sup> November, 2024)

INR 294 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 **1800 MTPA** – this includes new expanded capacity.
- With commissioning of **Zero Liquid Discharge (ZLD)** company stands with huge compliance advantage keeping environmental challenges in mind.

## Major Equipment Capabilities

SNO.	EQUIPMENT	MOC	CAPACITY	QTY
1	REACTOR WITH CONDENSER AND RECEIVER	SS 316	650 L TO 10 KL	37
2	REACTOR WITH CONDENSER AND RECEIVER	GLR	500 L TO 10 KL	8
3	CENTRIFUGE	SS 316	36" TO 48" BASKET	15
4	FLUID BED DRYER	SS 316	100 KG TO 400 KG	11
5	BLENDER	SS 316	2000 TO 4500 LTR	10
6	MULTIMILL	SS 316	250 KG/HR	16
7	SIFTER	SS 316	80 TO 250 KG/HR	11
8	AIR JET MILL	SS 316	80 L	4
9	SPARKLER FILTER	SS 316	50 L TO 125 L	10
10	AGITATED NUTSCHE FILTER DRYER (ANFD)	SS 316	500 L to 1KL	2
11	EVAPORATING PAN	SS 316	800 L	1

### NOTES:

- The entire area is supplied with 3 Micron Filtered Forced Draft Ventilation.
- The utilities are connected such that temperatures from 250°C to -7°C can be achieved in all reactors and condensers.
- The entire area has been constructed as per latest cGMP Guidelines.
- Purified Water as per IP/BP/USP is supplied via Loop System with Zero Dead leg Valves.





## Major Equipment- Utility Capabilities

SNO.	EQUIPMENT	QTY	CAPACITY	USE
1	BOILER	2	2000 KG/HR WITH PRESSURE OF 10 KG/CM <sup>2</sup>	GENERATION OF STEAM
2	COMPRESSOR	4	700 CFM	FOR AIR JET MILLING
3	WATER SYSTEM	2	3000 LITRES/HR	FOR SUPPLY OF PURIFIED WATER
4	CHILLING PLANT	5	90TR, 95 TR & 270TR,220&297 TR	FOR CHILLING ,HVAC AND BRINE
5	NITROGEN PLANT	1	85 CU.M/HR	FOR NITROGEN GENERATION
6	THERMIC FLIUD HEATER	1	2 LAC KCAL / HR	FOR HOT OIL SUPPLY
7	ZLD PLANT	1	100 CMD	EFFULENT TREATMENT PLANT



## Other Facilitates



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



### **Marketing:**

- Increase Contribution from new Geographies especially in Japan, Vietnam and South Korea.
- Continued focus on increasing market share in Corticosteroids, for which manufacturing capacity at L&L site is enhanced to 12 MTPA.
- To tap opportunities with CEP approval of Gliclazide and Azithromycin with access in European markets.
- Tap large opportunities in Sulfadoxine Institutional business.

### **Production:**

- Building efficiency and improve the Yield & Through put

### **R&D:**

- 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

### **Sourcing:**

- Development of indigenous supplier to reduce dependency on China for intermediate requirement.

## Future Outlook – Product under development



Sr. No	Product Name	Therapeutic application
1)	Ticagrelor	Anti Platelet
2)	Dapagliflozin	Anti Diabetic
3)	Empagliflozin	Anti Diabetic
4)	Bilastine HCl	Anti-Histamine
5)	Pyronaridine Tetraphosphate	Anti-Malarial
6)	Vonoprazon Fumarate	Anti-Ulcerative



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;  
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[darshan.r@anuhpharma.com](mailto:darshan.r@anuhpharma.com)