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Originally incorporated as ‘Sudarshan Specialty Chemsolve Private Limited’ in 2008 at Mumbai, our company was subsequently named ‘Sudarshan Pharma Industries Private Limited’. In 2016 the company was listed as a public limited company and currently it is ‘Sudarshan Pharma Industries Limited’ (SPIL).

The Company’s promoters, Mr. Hemal. V Mehta & Mr. Sachin V Mehta have a combined experience of over 25 years in the Special Chemical, Bulk drug and overall Pharmaceutical Industry. Their passion for building an integrated chemical and pharmaceutical company has been the pillar of our company’s growth and drives its strong value system.

In terms of geographies and therapeutic areas, SPIL has diversified business in the pharmaceutical and specialty chemicals industries. Specialty chemicals and intermediates have a wide-range of applications in pharma, paint, food and adhesive industry. The company has marked its presence in India and international markets. Its products have been exported to the UK, Australia, Uzbekistan, Syria, Oman, Taiwan and MENA regions.

Apart from this, the Company is also involved in contract manufacturing, outsourcing and supply of generic pharma formulation and medicines to healthcare institution, NGOs and Hospitals. We own the distribution network and a salesforce that carries about ethical marketing of pharmaceutical formulation and products in the domestic and international markets.

SPIL regularly participates in trade fair and exhibitions in India and abroad; especially in Europe and the Gulf countries, to register its footprints in the international markets.
Vision

We aim to be among the top pharmaceutical companies in India by constantly evolving and bringing home innovative products in healthcare segment.

Mission

- Leveraging science to deliver new and innovative offerings
- Enhancing value to our customers
- Delivering superior returns to our Investors

Values

- Creation
- Integrity
- Safety
- Excellence
- Care
- Innovation
Investor Presentation

Corporate Identity

Industry Overview

Road Ahead

Financial Performance

IPO Highlights

Milestone

SPIL incorporated for Pharmaceutical segment

2008

Import and supply of Active Pharma ingredients

SPL incorporated for Pharmaceutical segment

2009

Established our footprints in Gujarat, West Bengal, Chhattisgarh and Uttar Pradesh

Contract Manufacturing of specialty chemicals

2010

Branded Generic Formulations in Maharashtra

Manufacturing of intermediates

2011

Introduce branded products in New Drug Delivery System

Generic formulations for institution supply, NGO’s and wholesale market

2012

Over 5,000 medical practitioners associated with SPIL

Established our footprints in Gujarat, West Bengal, Chhattisgarh and Uttar Pradesh

2013

Introduced 7 own branded products in New Drug Delivery System

Over 5,000 medical practitioners associated with SPIL

2014

Brand Brilliance Award from Asian African leadership forum in Pharma

Manufacturing of Nutraceuticals

2015

Listing on NSE emerging markets

Over 5,000 medical practitioners associated with SPIL

2016

Milestone

Manufacturing of Nutraceuticals

2017

Listing on NSE emerging markets

Manufacturing of Nutraceuticals

2018

Over 5,000 medical practitioners associated with SPIL

Manufacturing of Nutraceuticals

2019

Over 5,000 medical practitioners associated with SPIL

Manufacturing of Nutraceuticals

2020
Our Business Structure

SUDARSHAN PHARMA INDUSTRIES LTD (BUSINESS ACTIVITIES)

DOMESTIC MARKET
- SPECILITY CHEMICALS TRADING
- API/ FORMULATION TRADING
- CONTRACT MANUFACTURING
- IN-HOUSE SALES & MARKETING- VIMAC DIVISION

INTERNATIONAL MARKET
- DIRECT MARKETING
- INSTITUTIONAL MARKETING
- INSTITUTIONAL MARKETING
Key Business Verticals

- Ethical marketing of branded and unbranded generics in the domestic pharmaceuticals market through our own distribution logistics network and field force in 5 States.

- Contract manufacturing and supply of Specialty chemicals, drugs and intermediates as per client’s specification. Indenting and sourcing of chemicals, bulk drugs and intermediates from domestic and overseas vendors.

- Contract manufacturing and supply of Pharmaceutical formulations and medicines for well known Pharmaceutical Companies in India and Institutional Customers like AFMSD, L&T (Aeronautical division).

- Exports in pipeline for Formulations & API to Non-regulated markets in Eurasia, Africa and Southeast Asia.
Specialty Chemicals

Manufacturing and Supply of API, Intermediates and Specialty Chemicals having Wide Application in

- Paints, Coatings and Inks
- Fibres
- Fragrance and Perfumes
- Food

Pharmaceuticals
- Pesticides and Agro Chemicals
- PVC Plastic additives
- Corrosive Inhibitors

Our Clientele

- SRF
- Dupont
- AkzoNobel
- AMRI
- Bilag
- Huntsman
- Teva
- Lanxess
- Sandoz
- Exelta
- Centrient
- Astral Pipes
- Strides Shasun
- Reliance

Investor Presentation
The Products Manufactured have wide applications in

- Bronchial
- Diabetic / Cardiac
- Gynaecology
- Infertility
- Anti-Infectives
- Neuropsychiatric
- MD, Physician & GP Range
- Oncology
- Diabetes
- Gastrointestinal

**Institutional Supply**

We are approved vendor and lead supplier for many Government institutions like Indian Railways, Vasai Virar Municipal Corporation, Dhulia & Amalner Municipal Corporations with respect to high-quality medical products and Chemicals. The Pharmaceutical Industry is focused on branded and generic products. Our Indian market is also moving in the same direction. Our aim is to take the first mover advantage by focusing on the generic drug market in India with affordable and quality generic products for all chronic and acute diseases.
Our Core Business Strategy

1. Strong Export Division
2. Increasing Operational Efficiency
3. Broaden and Deepen presence in existing product portfolio
4. Increase by targeting unexplored markets
5. Expand our scope by adding more products
CMD
HEMAL MEHTA

JOINT MD
SACHIN MEHTA

CEO

API BULK DRUG
- PURCHASE
- SALES

PHARMA FORMULATION
- PURCHASE
- SALES

VIMAC PHARMA

CFO

MANAGER ACCOUNT, TAX & COMPLIANCE

MANAGER BANKING & FINANCE

COMPANY SECRETARY

MANAGER LEGAL & SECRETARY WORK

CEO

PRODUCTION MANAGER
- CONTRACT MANUFACTURING
- OWN MANUFACTURING

MARKETING
- EXPORT
- LOCAL

CFO

SALES

SALES

PURCHASE

PURCHASE

Company Structure
Our Recognition

Received Brand brilliance in Pharma Sector Award From ASIAN–AFRICAN LEADERSHIP FORUM ON 23, MARCH 2019

Left to Right: Dr. Neetu Singh, Director General of ACCI, Dr. G. D. Singh, Founder and Chairman of Asian - African Chamber of Commerce and Industry, Mr. Anil Trigunayat, Former Ambassador to Hashemite Kingdom of Jordan, Libya and Malta, Mr. Sachin Mehta, MD of Sudarshan Pharma Industry Ltd, Mr. Hemal Mehta, Founder and Chairman of Sudarshan Pharma Industry Ltd, Mr. Yoo Chang Ho, Minister Counsellor Embassy of the republic of Korea.
Board Of Directors

Mr. Hemal V. Mehta
Chairman and Managing Director

With an experience of 15 years in Sourcing and Supply of Specialty Chemicals, Intermediates, API and Bulk Drugs, Mr. Hemal has shown his presence in Pharmaceuticals for the past 2 years where he manages promotion and ethical marketing of branded and generic items. He holds a Diploma in Chemistry from Pune University and regularly attends Business Excellence Programs conducted by leading Business trainers to sharpen his skillset. Under his leadership, SPIL has participated in Trade Exhibitions like CPHI, IPEX, Chemspec, Pharmec and other exhibitions organised by Industry bodies like Chemexil and Pharmexil (Export Promotion Council of India). He now plays a prime role in managing trade alliances & partnership arrangement with leading API manufacturers for the purchase of all kinds of Chemicals from SPIL.

Mr. Sachin V. Mehta
Joint Managing Director

Mr Sachin plays a crucial role in sourcing of Specialty Chemicals, Intermediates & Basic Solvents from Korea, Taiwan, China and Japan for SPIL. He also looks after R&D & new Chemical entities. He holds a Diploma in Exports & Import Management from Indian Merchant Chambers in Mumbai and works towards Business Excellence programs. In 2006, under his leadership, the Company successfully developed new products of Specialty intermediates through Organic Research. These products are now used as import substitutes for Key Starting material used in the manufacturing of APIs used by Pesticides, Insecticides, Paints and Coating Industries.

Mr. Chetan Kantilal Mehta
Director

Mr. Chetan Mehta is an expert in Financial Re-engineering and is credited for the turnaround of various companies through financial intermediation. He is a founder & CMD of C M Securities Pvt. Ltd and also the Director of Gatsby Commerce Pvt. Ltd. He has experience of over 27 years in the Capital market & Securities markets coupled with a wide business network, rich experience and immense knowledge that adds value to the Board and strengthen its working in the Financial markets.
Dr. Ujwala Vilas Salvi  
Independent Director

An Executive MBA in Healthcare from IIM Kolkata and a Doctorate in Science from the University of Mumbai. Dr. Ujwala has over 15 years of experience across the global and local Pharmaceutical/CRO, Tier I Medical Devices and the BPO industry. She is trained in Six Sigma Black Belt and other project management tools with core experience in Therapeutic areas. She has worked at all stages of Clinical Development from Phase II to the production of clinical documentation necessary for product license applications.

Mr. Sandeep Rameshchandra Mehta  
Independent Director-Non Executive

Sandeep Mehta after completion of his Inter-Commerce and started his own trading in Chemicals. He has domain knowledge of Distilled solvents & chemicals, Pharma short expiry and by-products. He is dealing with large Pharma companies for their requirements of surplus products and chemicals since 12 years. His knowledge on distilled products and chemicals will add value to the management.

Mr. Hetang Shah  
Independent Director

Mr. Hetang is a Bachelor in Commerce with an experience of 15 years as a Management Consultant in the domain of Banking, IT, Education, Pharma and Healthcare with elite clientele such as Globe Capital, Hem Securities and Cubit Education. He is also a visiting faculty for renowned business Schools like Nirma Institute of Management- Ahmedabad, Narsee Monjee Institute of Management Studies- Mumbai and WLC College India (collaboration with Wigan & Leigh College UK) -Delhi. His management skills will provide a strong backbone to SPIL.
Executive Management Team

Mr. Shekhar Bhuwania
Chief Financial Officer
Qualification: Chartered Accountant, Company Secretary, Law Graduate
Expertise: Rich experience of more than a decade in the field of Finance, Investment banking, Taxation, Legal, secretarial and compliance activities.

Mr. Indraraj Neogi
India Head in Sales and Marketing
Qualification: Graduate in science stream with specialization in Botany along with Zoology and Chemistry.
Expertise: 18 years’ experience in core Pharma Business.

Mr. Santosh Thakur
Head of International Sourcing Chain
Qualification: Bachelor of Commerce from IGNOU University, Dubai.
Expertise: 16 years’ experience in International Sourcing.

Mr. Shrinivas Patil
Head of Export’s Business
Qualification: B.Sc(Chemistry), M.Sc(Environmental science), D Pharm from MSBTE
Expertise: 18 years’ experience Export and Import

Mr. Vinay Kumar Singh
Head of Pharma business in Manufacturing and Strategic Marketing
Qualification: Bachelors and Masters in Technology.
Expertise: 12 years’ experience in Manufacturing, R & D and Product Designing.

Mr. Prabhat Agarwal
Advisory Board member
Chartered Accountant, CFA charter hold, and Masters in Business administration.
Expertise: 18 years’ experience in Business Strategy, Pharmaceuticals, management operations and Financial reporting.
Business Clientele
Investment Proposition

- **Established Manufacturing and supply chain for Chemical, Pharma and formulation**
- **Quality Manufacturing Facility with HiTech Machines duly approved by FDA and other agencies**
- **F&O Research & Development setup at Dehradun plant and now to put a dedicated facility**
- **Commitment to supply as per TQM and Supply chain for efficient production**
- **Belief in Cost plus formula and after sales services**
- **Experienced Management team with dedicated workforce**
- **More than 48 FDA registered Pharma Formulations and Medicines for Domestic market**
- **Own Sales and distribution network in 5 States with Sales & Marketing team of 85 executives.**
Pharmaceutical Industry Overview
Indian Pharmaceutical Market

- Indian pharmaceutical market grew 5.5 per cent in FY2017 in terms of moving annual turnover. With a turnover of Rs 1.16 trillion (US$ 18.06 billion).
- In Jul-Sep 2018, Indian pharmaceutical market grew 9.7 per cent and stood at Rs 1.26 trillion (US$ 17.95 billion) for the Moving Annual Total (MAT) ended September. In November 2018, the Indian market grew by 6.3 per cent year-on-year.
- 71 per cent of market share (in terms of revenues), generic drugs form the largest segment of the Indian pharmaceutical sector. Over the Counter (OTC) medicines and patented drugs constitute 21 per cent and 9 per cent, respectively.
- The share of generic drugs is expected to continue increasing; domestic generic drug market is expected to reach US$ 27.9 billion in 2020.
- Due to their competence in generic drugs, growth in this market offers a great opportunity for Indian pharmaceutical firms.

Based on moving annual turnover, Anti-infectives, Cardiac, Gastro Intestinal had the biggest market share in the Indian pharma market in 2017.
India is the world’s largest provider of generic medicines; the country’s generic drugs account for 20 per cent of global generic drug exports (in terms of volumes). Indian drugs are exported to more than 200 countries in the world, with the US as the key market.

Indian pharma companies are capitalising on export opportunities in regulated and semi-regulated markets.

Pharmaceutical exports from India reached US$ 17.27 billion in FY18 and US$ 10.80 billion in FY19 (up to October 2018). Pharmaceutical exports include bulk drugs, intermediates, drug formulations, biologicals, Ayush & herbal products and surgicals.

The US is the biggest export destination for Indian pharma product is the US. In FY18, 31 per cent of India’s pharma exports were to the North America, followed by 19.4 per cent to Africa and 15.9 per cent to the European Union.
Indian Pharmaceutical Sector – Segmental Views

**Active Pharmaceutical Ingredients (APIs)**
- Domestic API consumption is expected to reach US$ 18.8 billion by FY22.
- In April 2018, a high-level task force was constituted to create a roadmap for increasing domestic production of APIs. Currently India imports over 60 per cent of its APIs from other countries.

**Formulations**
- Largest exporter of formulations in terms of volume, with 14 per cent market share and 12th in terms of export value. Drug formulation exports from India reached US$ 12.91 billion during FY18 and US$ 8.16 billion between Apr-Oct 2018.
- Double-digit growth is expected over the next five years.

**Contract Research and Manufacturing Services (CRAMS)**
- Fragmented market with more than 1,000 players.
- CRAMS industry was estimated to reach US$ 18 billion in 2018 and hope to witness a strong growth at a CAGR of 18-20 per cent between 2013-18.

**Biosimilar**
- The government plans to allocate US$ 70 million for local players to develop Biosimilar.
- The domestic market is expected to reach US$ 40 billion by 2030.

Source: IBEF December 2018
Growth Drivers Of Indian Pharmaceutical Sector

Supply-Side Drivers
- Cost advantage
- Skilled manpower
- India a major manufacturing hub for generics
- India accounts for 22 per cent of overall USFDA approved plants
- Increasing penetration of chemists

Demand-Side Drivers
- Increasing fatal diseases
- Accessibility of drugs to greatly improve
- Increasing penetration of health insurance
- Growing number of stress-related diseases due to change in lifestyle
- Better diagnostic facilities

Policy Support
- National Health Policy 2015, which focuses on increasing public expenditure on healthcare segment
- Reduction in approval time for new facilities
- Plans to setup new pharmaceutical education and research institutes
- Exemptions to drugs manufactured through indigenous R&D from price control under NPPP-2012

Source: IBEF December 2018
Road Ahead
Future Roadmap

To Set up a dedicated State-of-the-Art Manufacturing (Oral Solid Dosage) plant with a F&O Research & Development and put dedicated facility duly certified by FDA, WHO, GMP & GLP

Introduce Cardiac First Aid Kit, Heart Kit and New Drug Delivery System (Mouth dissolving strips) for treatment of cold and cough and for treatment of Thyroid. Curcumin Logingis for the treatment of Cancer, Psoriasis, Heartkit-"4", Heartkit-LD

Expansion of our Sales footprint in the Pharma formulations and medicine in the Domestic and Export markets

Focus on Pharma formulations and Branded generic medicines through the launch of new products in the Gyny, Chronic diseases, Gastrointestinal and Anti-allergic treatments. Increase our field force for Ethical marketing of Generics drugs and medicines and to develop local distribution channel with use of digital technology
Product Focus - Pharmaceuticals

**JIVANKIT**
General Tonic for Immunity Booster

“JIVAN KIT” is India’s a First Ayurvedic product in India. It is rejuvenates critically ill patients and offers detoxification with antioxidant ayurvedic property. Jivan Kit is prescribed to boost the immune system. To illustrate role on inflammatory path ways NF-k, JAK/STAT, AP-1, PPARy, Hsp90, Nrf2 and HIF-1. Increase observed in Expression of CD4 on CD8+ T cell after 96 hrs. Also CD56+ NK cells were activated in 96 hrs. to promotes immune response and life span by enhancing immune response, Strong HIV prohibitions & 24 times more active than AZT.

**INFORT Q-10**
Infertility Cure

Unique Medicine for male infertility to reduce oxidative stress. It also stops the flow of free radicals in Male infertility. It has Omega-3 fatty acids that helps to reduce fatal heart attacks, reduces pain and improves heart and blood vessel function in those with very high cholesterol and heart failure. Also INFORT Q-10 reduces side effects of muscle pain from statin drugs in those with high cholesterol, according to results from three new studies. Coenzyme Q 10 Capsules can give as an additional therapy to diabetic Patient and Cardio Vascular Disease Patient.

**SETDOWN**
Bowel Regulator

Constipation is the most alarming disorder that is caused due to sedentary lifestyle. Common homemade Ayurvedic therapy like isabgul husk powder and commonly prescribed medicine lactulose syrup provides non-compliance in dosing, difficult palatability and expensive therapy. Setdown is a small sized single tablet solution which should be consumed once a day.

**IREN**
Iron Deficiency - Anemia

Vitamin D plays an important role in Iron absorption, unlike other common products available in market, our supplement contains Vitamin D3 – 1000 IU and address the issue effectively. It helps in Iron absorption in tissues.

**RX HEART KIT 4**

It is a unique combination drug to address multiple cardiac diseases and high cholesterol problem. Heart Kit is one such medicine which helps in cutting down of multiple medicine intake while significantly lowering the prices.
### Product Focus - Pharmaceuticals

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<th><strong>FIXPOLLEN-M</strong></th>
<th><strong>RIPRO-L</strong></th>
<th><strong>PULMORELIEF AB</strong></th>
<th><strong>VXIME-500 TABLETS</strong></th>
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<td><strong>Respiratory Anti-Allergic</strong></td>
<td><strong>Anti Ulcer Therapy &amp; GI Prokinetic</strong></td>
<td><strong>Respiratory Bronchodilator</strong></td>
<td><strong>Anti bacterial</strong></td>
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</table>

**Market for medicines that are non-sedative and anti-allergic is increasing. There is a limited number of companies that offer such kind of medicine for the patients. "FIXPOLLEN M" provides rapid results within few minutes and is anti-allergic. We intend to capture 20% of the market share as the leading brand in the market as our MRP is 40% cheaper when compared to other top brands.**

**RIPRO-L provides complete solution for Hyperacidity and GI motility problems. It has a unique gastro-retentive pallet technology and ensures 24 hours effectiveness. It is one of the best medicines that will provide total patient satisfaction from symptoms related to Hyperacidity.**

**It is the first medicine in India that ensures duel power in Asthma Relief. It has helped in significant reduction in Asthma attacks and lower usage of steroids to ensures to provide healthy life ahead.**

**In Asthma, COPD Medicine is as important as Rehabilitation. "PULMORELIEF AX" offers supreme efficacy with minimum side effects, unlike theophylline. Asthma is poorly controlled despite effective modern medication & Psychological factors can be as important as physiological in affecting symptom perception and disease impact. Breathing exercises can improve psychological state. Breathing exercises should be offered to all asthma patients.**

**Get rid of pre and post-operative surgical infection as well as orthopedic infection with Vxime 500(Cefuroxime Axetil). Vixime 500 is combative in approach and assertive in action.**
In Dengue Patta Pappaya ensure significant rise in platelet level from day one itself. It minimize fever, illness, and hospital stay during Dengue, henceforth minimizes cost and maximize speedy recovery of patients.

In acute coronary syndrome Heart Kit LD can save a lot of lives from heart attack.

Patients who are prone to heart attack, Heart Kit LD can give them new dimension of life.

A complete solution for osteoporosis. Additionally, it contains methylcobalamin along with other vitamin and calcium, which ensures maximum deposition of calcium in bone and fills the painful pores of osteoporosis.

Common solution for routine UTI in women. Nitropure contains 75% pure crystalline raw materials, which ensure 100% eradication of E Coli & other UTI pathogens. It also helps in curing uncommon UTI diseases.

The safest antiulcer medicine with minimum drug interaction with other drugs. Also helps in control of heart burn without reflux.
Sudarshan’s “Lovebird” OTC division is about to launch more than 150 quality luxury lifestyle products. In this division the Company has already launched 8 Products.

**LOVE-BIRD**
Fragrance Mouth Strip
Cool Mint Breath Freshener with Novel Drug Delivery System (NDDS)

**LOVE BIRD-TAD20**
Sex Power Enhancer Capsules under NDDS- for treatment of Erectile dysfunction

**SAFETY-72**
Contraceptive Pill

**OVEBIRD SAFETY 72** (Levonorgestrel) is used for emergency contraception. It provides a safe and effective way to prevent an unwanted pregnancy.

**SDMAC TABLET** (Sildenafil 100mg+Dapoxetine 60mg) is the first product in the market which is designed to treat Erectile dysfunction in men. Most commonly the Sildenafil 100mg + Dapoxetine 60mg tablets are prescribed for male erectile dysfunction as well as premature ejaculation.

**SD Mac** (Sildenafil- for treatment of Erectile dysfunction)

**LAPE-BIRD TAD20** is to treat men to overcome fertility issues. Patients suffering with erectile dysfunction can be treated with Love Bird- Tad20, it works as PDE5 inhibitor and ensure vasodilatation. Love Bird- Tad20 boosts sexual performance and leads to complete intercourse satisfaction.

**Key benefits of LOVE-BIRD BREATH FRESHENER:**
- Instant Breath Freshener Mint Strips.
- Sugar Free
- Oral Dissolving Strips.
- Kill Bad Breath Bacteria.
- Small Pouch can be Carried in Shirt Pocket, Wallet In Car’s cup Holder.

**Key benefits of SAFETY 72 TAB:** -
- An emergency contraceptive and should not be used as a regular form of birth control.
- It is a progestin hormone that works mainly by preventing the release of an egg (ovulation) during your menstrual cycle.
- It also makes vaginal fluid thicker to help prevent sperm from reaching an egg (fertilization) and changes the lining of the uterus (womb) to prevent attachment of a fertilized egg.
- Using this medication will not stop an existing pregnancy or protect you or your partner against sexually transmitted diseases (such as HIV, gonorrhea, chlamydia).

**Key benefits of SDMAC TAB:** -
- SD MAC (Sildenafil with Dapoxetine) combination is one tablet containing two different substances that have a specific effect on the body, and does not interact with each other.
- Dapoxetine with Sildenafil is the best example of modern medicine in strengthening the erection, prolonging it and preventing early ejaculation, your sex will become indescribable; you and your partner will experience an incredible pleasure that will last for many hours.
- One SDMAC tablet will make you five times stronger.
- This drug can be used for all age groups. It is used both to increase the duration of the active phase of sex, and for preventive purposes aimed at restoring male health.
Sudarshan’s “Lovebird” OTC division is about to launch more than 150 quality Luxury lifestyle products. In this division the Company has already launched 8 Products

**“Love Bird Ayur”- Ayurvedic Sex Enhancer**

**LOVE BIRD AYUR** Capsule works naturally without side effects and is therefore better than prescribed sex pills. Lovebird Ayur Capsule works instantly that means – in minutes after consuming, you can start enjoying truly mind-blowing sex. Lovebird Ayur capsule instantly improves libido, sexual energy and maximize penis length along with immunity boost. Also reduces recovery time between ejaculations always on and ready to reload and react quickly, All night long.

**Key benefits of LOVE BIRD AYUR Capsule:**
- Highly Used for Stamina, Strength, Energy, Counter weakness.
- Sexual stimulant, Revitalize for important organs, Spermatogenesis.
- Providing strength, stamina to local tissues by helping in strengthening muscles to energizing, rejuvenating and vitalizing the body.
- Used for general weakness and to rejuvenate and restore the body’s strength.
- Improve general immunity level and health.
- Improves Libido and Increase in Sperm count.
- Boosts Immune Function.

**“Love bird V-Wash” (Personal Hygiene Product)**

**LOVE BIRD V WASH** is an intimate wash product specially designed for a woman. It’s special Lactic Acid formula; infused with tea tree oil and sea buckthorn oil, helps to maintain the pH balance of the vagina, prevents itchiness, irritation, dryness and leaves you feeling fresh all day long.

**Key benefits of LOVE BIRD V WASH:**
- LOVE BIRD V - WASH is a good product to be use for personal care for women.
- Recommended to women who experience vaginal problems frequently.
- It is safe to use during menstruation as well.
- It is ideal to use once a day to prevent vaginal infection.
- It is not all vaginal infections can be cured by using LOVE BIRD V - Wash, It’s meant to prevent dryness, itchiness and irritation, but vaginal infection and STDs need medical attention.

**Love Bird Softy**

**LOVEBIRD SOFTY** (Sanitary Pad) is a soft absorbent product used during menstruation, bleeding after giving birth, recovering from gynecologic surgery, used during miscarriage or abortion, in any other situation where it is necessary to absorb a flow of blood from the vagina.

**Key benefits of LOVEBIRD SOFTY:**
- LOVEBIRD SOFTY (Sanitary Pads) is used to absorb menstrual discharge.
- This is usually individually wrapped so they are easier and more discreet to carry in a purse or bag. This wrapper may be used to wrap the soiled pads before disposing them in appropriate receptacles.
- Can be used as a Emergency bandage.
- Spill cleanup. A sanitary pad can be an effective tool for absorbing spills.
- Test tube cleaners. Tampons are the perfect size for cleaning out test tubes.
- Keep spare sanitary pads in your glove compartment, purse, camping gear, first aid kit, and backpack. You never know when you may need one!

**Love Bird Prega Kit**

**LOVEBIRD PREGA KIT** (Pregnancy Test) helps to determine pregnancy. Indicative markers are found in blood and urine, and pregnancy tests require sampling one of these substances. The test detects the presence of a hormone called the human chorionic gonadotropin (hCG) in the urine sample, preferably should be used in the early morning sample.

**Key benefits of LOVEBIRD BREATH FRESHNER:**
- It enables the user to find out whether a woman is pregnant or not within the comfort of home.
- The test is very simple and is easy to perform.
- Provides instant result.
- The test enables women to seek antenatal care as soon as possible.
"Creative Chemistry is our core competency" is a punch line of Sudarshan Pharma. We are dealing with more than 2,00,000 Specialty Chemicals & intermediates for our elite customers like SRF Limited, Bayer India, Reliance Industries Ltd., Axalta, Lanxess, Huntsman, L&T and L&T defense etc. In the Pharma segment we have our reputed clients like Sandoz Ltd, Teva Pharma, Sun Pharma, Lupin and Jubilant Life sciences. For the Chemical Segment we are the sole distributor in Western Maharashtra & Goa for a Water disinfectant of a well-known international brand “Oxystrong Platinum” by Solvay Peroxyhai (Thailand).
In 2018, Sudharshan pharma introduced OXYSTRONG, an oxygen and disinfectant cleaner to the Indian market such as Maharashtra, Goa, Daman, Diu & Dadra and Nagar Haveli. OXYSTRONG is a product of “Solvay Peroxythai Limited”, a European-based company headquartered in Brussels, Belgium. It is one of the leading chemicals manufacturing company in the world.

OXYSTRONG is a colourless liquid product that works as a single solution for water treatment such as raw water, process water and wastewater. It is a powerful oxidizing agent and disinfectant agent.

OXYSTRONG is completely environment friendly as it comes with the sustain release disintegrate into water and remaining by-product will be oxygen.

Benefits

- To reduce the cost on electricity consumption
- Sludge formation can be removed by 30-40%
- To prevent scale, corrosion, fouling and bio-contamination
- To remove toxic and mutagenic halogenated by-products from wastewater.
- Destruction of BOD and COD in wastewater
- De-Chlorination, nitrite elimination and cyanide destruction
- Efficient control of fecal coliforms, fecal strept. total coliforms, and E.coli at a continue dose of 1 ppm
- To reduce high harmful gases to less harmful gases like:
  - Hydrogen Sulfide (H2S) to Hydrogent Sulfate (SO4)
  - Carbon Monoxide (CO) to Carbon di oxide (CO2)
  - Sulphur di oxide (SO2) to Sulfuric acid (H2SO4)

Properties

OXYSTRONG is a colourless liquid that is soluble in water, is biodegradable, highly oxidizing agent, green disinfectant, non-corrosion, reduce scale formation, de-chlorination, nitrite elimination and no report of genetic resistant in the past 20 years.

Peroxide division is a very important part of the chemical sector where Solvay Peroxythai Limited represents OXYSTRONG. The company has a peroxide division of total 19 Manufacturing sites, 2 in Thailand, 2 in China, 1 in Australia, 1 in Saudi and so on.
SPIL – Forward Integration

01 Chemical Raw Material for Pharmaceuticals

02 Intermediates for API

03 API Manufacturing and Import

04 Finished Formulation and F&O Research & Development

05 Branded Generics
Strong Financial Performance
**Strong Financial Performance**

### Revenue from Operations

<table>
<thead>
<tr>
<th>FY</th>
<th>Rs. In Lacs</th>
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<tbody>
<tr>
<td>FY16</td>
<td>3,789</td>
</tr>
<tr>
<td>FY17</td>
<td>5,537</td>
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<tr>
<td>FY18</td>
<td>8,815</td>
</tr>
<tr>
<td>FY19</td>
<td>13,809</td>
</tr>
</tbody>
</table>

**CAGR:** 53.89%

### EBITDA

<table>
<thead>
<tr>
<th>FY</th>
<th>Rs. In Lacs</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>37</td>
</tr>
<tr>
<td>FY17</td>
<td>74</td>
</tr>
<tr>
<td>FY18</td>
<td>220</td>
</tr>
<tr>
<td>FY19</td>
<td>517</td>
</tr>
</tbody>
</table>

**CAGR:** 140.35%

### PBT

<table>
<thead>
<tr>
<th>FY</th>
<th>Rs. In Lacs</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>14</td>
</tr>
<tr>
<td>FY17</td>
<td>25</td>
</tr>
<tr>
<td>FY18</td>
<td>99</td>
</tr>
<tr>
<td>FY19</td>
<td>327</td>
</tr>
</tbody>
</table>

**CAGR:** 185.85%

### PAT

<table>
<thead>
<tr>
<th>FY</th>
<th>Rs. In Lacs</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>9</td>
</tr>
<tr>
<td>FY17</td>
<td>16</td>
</tr>
<tr>
<td>FY18</td>
<td>74</td>
</tr>
<tr>
<td>FY19</td>
<td>235</td>
</tr>
</tbody>
</table>

**CAGR:** 193.68%
**Strong Financial Performance**

**Working Capital Days**

<table>
<thead>
<tr>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>43</td>
<td>52</td>
<td>53</td>
</tr>
</tbody>
</table>

**Net Worth (in Rs. Lakhs)**

<table>
<thead>
<tr>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>165</td>
<td>321</td>
<td>854</td>
<td>1,874</td>
</tr>
</tbody>
</table>

**ROE & ROCE (%)**

<table>
<thead>
<tr>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>56.1</td>
<td>24.41</td>
<td>11.79</td>
<td>8.67</td>
</tr>
</tbody>
</table>

Assumptions
1. We have taken Inventory, Debtors and Creditors for Inventory Turnover, Debtors Turnover and Creditors Turnover Ratio
2. Purchases includes Purchase of Materials and Other Direct Cost

**Debt to Equity(X)**

<table>
<thead>
<tr>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.69</td>
<td>0.75</td>
<td>0.32</td>
<td>0.24</td>
</tr>
</tbody>
</table>
# Financial Performance

## Profit and Loss Statement

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>I Revenue From Operation</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sale of Products</td>
<td>13,913.02</td>
<td>8,814.51</td>
<td>5,537.21</td>
<td>3,789.02</td>
</tr>
<tr>
<td>II. Other Income - Commission and others</td>
<td>88.94</td>
<td>161.92</td>
<td>14.51</td>
<td>5.31</td>
</tr>
<tr>
<td><strong>Total Revenue (I+II)</strong></td>
<td>14,001.96</td>
<td>8,976.43</td>
<td>5,551.72</td>
<td>3,794.33</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purchase of materials</td>
<td>13,285.14</td>
<td>8,646.68</td>
<td>5,452.51</td>
<td>3,550.91</td>
</tr>
<tr>
<td>Other Direct Costs</td>
<td>81.16</td>
<td>2.91</td>
<td>30.94</td>
<td>31.07</td>
</tr>
<tr>
<td>Changes in Inventories</td>
<td>(374.30)</td>
<td>(330.43)</td>
<td>(232.37)</td>
<td>26.45</td>
</tr>
<tr>
<td>Employee Benefit Expenses</td>
<td>246.85</td>
<td>225.70</td>
<td>77.98</td>
<td>26.27</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>175.42</td>
<td>115.69</td>
<td>40.79</td>
<td>21.01</td>
</tr>
<tr>
<td>Depreciation and Amortization Expenses</td>
<td>14.90</td>
<td>5.93</td>
<td>7.75</td>
<td>2.20</td>
</tr>
<tr>
<td>Other Expenses - Admin., Marketing overhead</td>
<td>246.12</td>
<td>211.07</td>
<td>148.69</td>
<td>122.39</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>13,675.31</td>
<td>8,877.56</td>
<td>5,526.47</td>
<td>3,780.31</td>
</tr>
<tr>
<td><strong>Net profit before Tax - Operating Income</strong></td>
<td>326.64</td>
<td>98.87</td>
<td>25.25</td>
<td>14.02</td>
</tr>
<tr>
<td><strong>Provision for Taxes</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Current taxes</td>
<td>89.80</td>
<td>25.46</td>
<td>8.38</td>
<td>4.91</td>
</tr>
<tr>
<td>2. Tax adjustment of earlier years</td>
<td>-</td>
<td>-</td>
<td>1.47</td>
<td>-</td>
</tr>
<tr>
<td>3. MAT Credit Entitlements</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>4. Deferred tax (Assets)\ Liabilities</td>
<td>2.05</td>
<td>(0.56)</td>
<td>0.23</td>
<td>0.16</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td>234.79</td>
<td>73.98</td>
<td>15.63</td>
<td>9.27</td>
</tr>
</tbody>
</table>

**Rs. In Lacs**
## Balance Sheet

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY19</th>
<th>FY18</th>
<th>FY17</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity &amp; Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Share Capital</td>
<td>954.70</td>
<td>471.97</td>
<td>216.97</td>
<td>1.00</td>
</tr>
<tr>
<td>Reserve &amp; Surplus</td>
<td>919.68</td>
<td>382.15</td>
<td>104.18</td>
<td>15.52</td>
</tr>
<tr>
<td><strong>Total (A)</strong></td>
<td>1,874.38</td>
<td>854.12</td>
<td>321.14</td>
<td>16.52</td>
</tr>
<tr>
<td><strong>Non Current Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long Term Borrowings</td>
<td>445.82</td>
<td>276.89</td>
<td>240.51</td>
<td>127.00</td>
</tr>
<tr>
<td><strong>Total (B)</strong></td>
<td>445.82</td>
<td>276.89</td>
<td>240.51</td>
<td>127.00</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade Payables</td>
<td>1,600.77</td>
<td>1,152.07</td>
<td>1,071.37</td>
<td>592.97</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>1,012.37</td>
<td>777.01</td>
<td>8.62</td>
<td>0.64</td>
</tr>
<tr>
<td><strong>Total (C)</strong></td>
<td>2,693.51</td>
<td>1,965.36</td>
<td>1,431.27</td>
<td>683.72</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>5013.71</td>
<td>3,096.37</td>
<td>1,992.93</td>
<td>827.24</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Fixed Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tangible Asset</td>
<td>354.98</td>
<td>19.96</td>
<td>21.28</td>
<td>2.91</td>
</tr>
<tr>
<td>Intangible Asset</td>
<td>2.33</td>
<td>2.61</td>
<td>1.50</td>
<td>0.17</td>
</tr>
<tr>
<td><strong>Total (E)</strong></td>
<td>357.31</td>
<td>22.57</td>
<td>22.78</td>
<td>3.08</td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventories</td>
<td>1,041.08</td>
<td>666.78</td>
<td>336.35</td>
<td>103.98</td>
</tr>
<tr>
<td><strong>Total (F)</strong></td>
<td>4,073.46</td>
<td>2,474.19</td>
<td>1,813.65</td>
<td>794.70</td>
</tr>
<tr>
<td><strong>Total (G=E+F) - TOTAL ASSETS</strong></td>
<td>5013.71</td>
<td>3,096.37</td>
<td>1,992.93</td>
<td>827.24</td>
</tr>
</tbody>
</table>
## Financial Highlights

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY19</th>
<th>FY18</th>
<th>FY17</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Share Capital</td>
<td>954.70</td>
<td>471.97</td>
<td>216.97</td>
<td>1.00</td>
</tr>
<tr>
<td>Reserves and Surplus</td>
<td>919.68</td>
<td>382.15</td>
<td>104.18</td>
<td>15.52</td>
</tr>
<tr>
<td><strong>Net Worth</strong></td>
<td>1,874.38</td>
<td>854.12</td>
<td>321.14</td>
<td>16.52</td>
</tr>
<tr>
<td><strong>Sales</strong></td>
<td>14,001.96</td>
<td>8,976.43</td>
<td>5,551.72</td>
<td>3,794.33</td>
</tr>
<tr>
<td>EBIDTA</td>
<td>516.97</td>
<td>220.49</td>
<td>73.97</td>
<td>37.23</td>
</tr>
<tr>
<td>PAT</td>
<td>234.79</td>
<td>73.98</td>
<td>15.63</td>
<td>9.27</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>2.79</td>
<td>2.94</td>
<td>1.61</td>
<td>92.70</td>
</tr>
<tr>
<td><strong>Book Value</strong></td>
<td>19.63</td>
<td>18.10</td>
<td>14.80</td>
<td>165.17</td>
</tr>
<tr>
<td>Return of Net worth % age</td>
<td>12.53%</td>
<td>8.66%</td>
<td>4.87%</td>
<td>56.12%</td>
</tr>
</tbody>
</table>
IPO Issue Highlights
## IPO Issue Information

<table>
<thead>
<tr>
<th>Equity Shares to be Listed on</th>
<th>NSE Emerge SME Equity Platform, Mumbai</th>
</tr>
</thead>
<tbody>
<tr>
<td>IPO</td>
<td>Fixed price IPO</td>
</tr>
<tr>
<td>Offer Price – Indicative</td>
<td>Rs. 75 per equity share of Rs. 10 each (Rs. 65 share premium) Lot Size 1600 equity shares</td>
</tr>
<tr>
<td>Number of Equity offered to public</td>
<td>34,40,000 equity shares</td>
</tr>
<tr>
<td>Issue Size</td>
<td>Rs. 2,580 lacs</td>
</tr>
<tr>
<td>Promoters stake – pre issue</td>
<td>100 %</td>
</tr>
<tr>
<td>Promoters stake – post issue</td>
<td>73.51 %</td>
</tr>
<tr>
<td>Expanded Equity – post IPO</td>
<td>Rs. 1,299 lacs - Face Value of Rs 10/- each</td>
</tr>
<tr>
<td>Industry</td>
<td>Pharmaceuticals Formulations &amp; Nutraceuticals</td>
</tr>
</tbody>
</table>
The Net Proceeds from the Issue are proposed to be utilized by the Company for following objects:

- To set up a dedicated manufacturing facility for Pharmaceutical Business
- Distribution and Warehousing Centre's & Purchase of Corporate Office
- Additional Working Capital
- General Corporate Expenses
- To meet expenses of the Issue
### Deployment of Funds

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (in lacs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land &amp; Building &amp; Infra at Wada for Pharma Unit</td>
<td>625</td>
</tr>
<tr>
<td>Machines, Equipment &amp; Power, QC and R &amp;D</td>
<td>625</td>
</tr>
<tr>
<td>Working Capital</td>
<td>525</td>
</tr>
<tr>
<td>Distribution and Warehousing &amp; Corporate office premises</td>
<td>450</td>
</tr>
<tr>
<td>IPO related expenses</td>
<td>75</td>
</tr>
<tr>
<td>Branding and Promotion expense &amp; General Corporate purpose</td>
<td>280</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2,580</strong></td>
</tr>
</tbody>
</table>
India has evolved as “Pharmacy of the World” and Pharma is a sector which is relatively immune to domestic macro and associated volatility.

With experienced management, professional approach and an impressive list of marquee domestic and international clients, Sudarshan Pharma is geared up to take advantage of growth opportunities in the sector.

Sudarshan Pharma has impressive balance sheet strength and also delivered healthy growth on P&L parameters in previous years.

Sudarshan Pharma is raising Rs.2,580 lakhs and plans to dilute 26.49% in the company with promoter stake coming down from 100% to 73.51%.

With adherence to the highest corporate governance benchmarks and adoption of best practices in the industry, Sudarshan Pharma provides attractive investment opportunity for stakeholders.
Corporate Video

THANK YOU

Head Office:
301, Sudarshan House, Aura Biplex
Landmark Kalyan Jewellers, S V Road,
Borivali(West). Mumbai – 400 092.
Telephone: +91 22 4222 1100

info@sudarshanpharma.com  http://www.sudarshanpharma.com
https://www.youtube.com/channel/UCmgz6ji-1WLS4ZjHYGj3g/videos?view_as=subscriber
https://twitter.com/PharmaSudarshan