



Sudarshan Pharma Industries Ltd

Investor Presentation



Table Of Contents

Corporate Identity 03-19

Pharmaceutical Industry Overview 20-24

Road Ahead 25-34

Strong Financial Performance 35-40

IPO Issue Highlights 41-45



Corporate Identity



About Us

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.

Core Business

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.

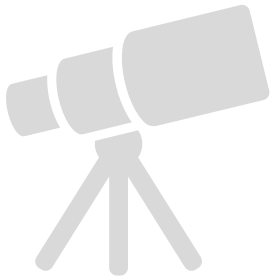
Apart from this, the Company is also involved in contract manufacturing, outsourcing and supply of generic pharma formulation and medicines to healthcare institution, NGOs and Hospitals. We own the distribution network and a salesforce that carries about ethical marketing of pharmaceutical formulation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

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

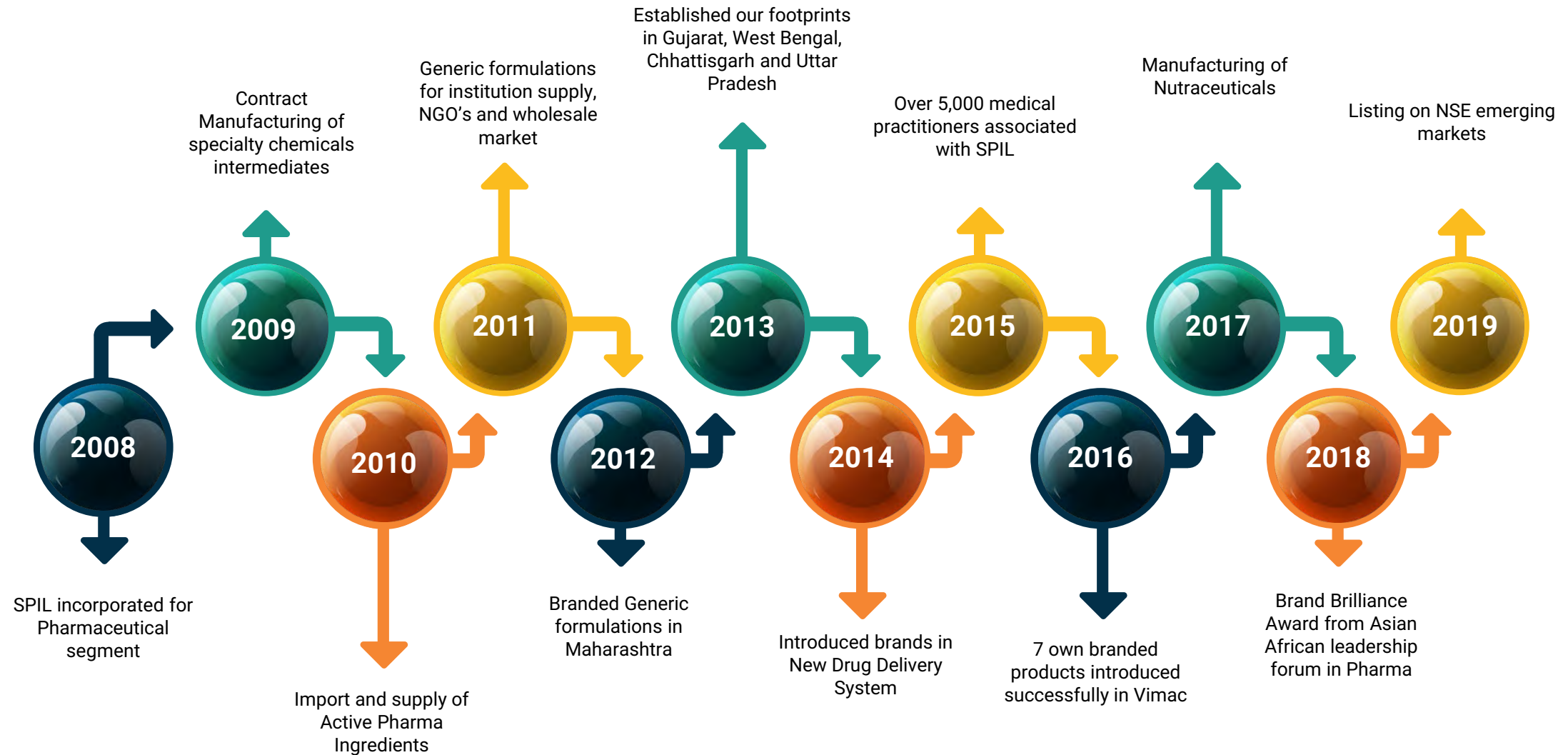


Care

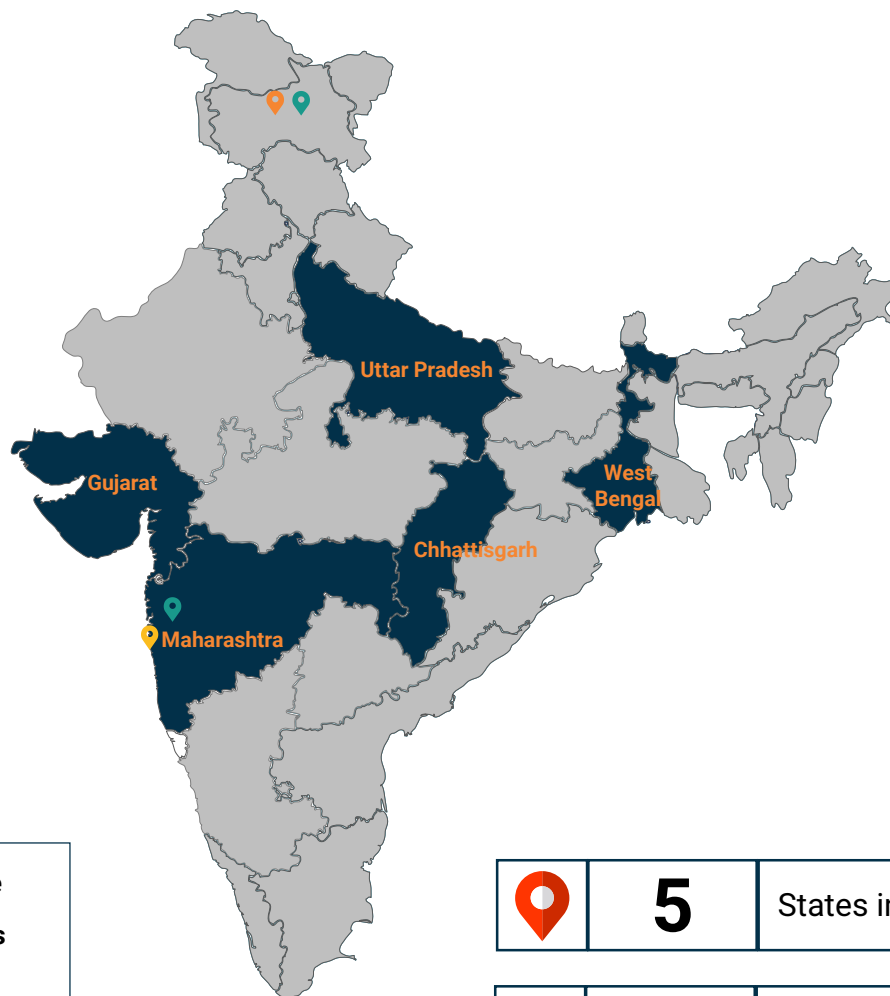
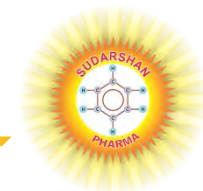


Innovation

Milestone



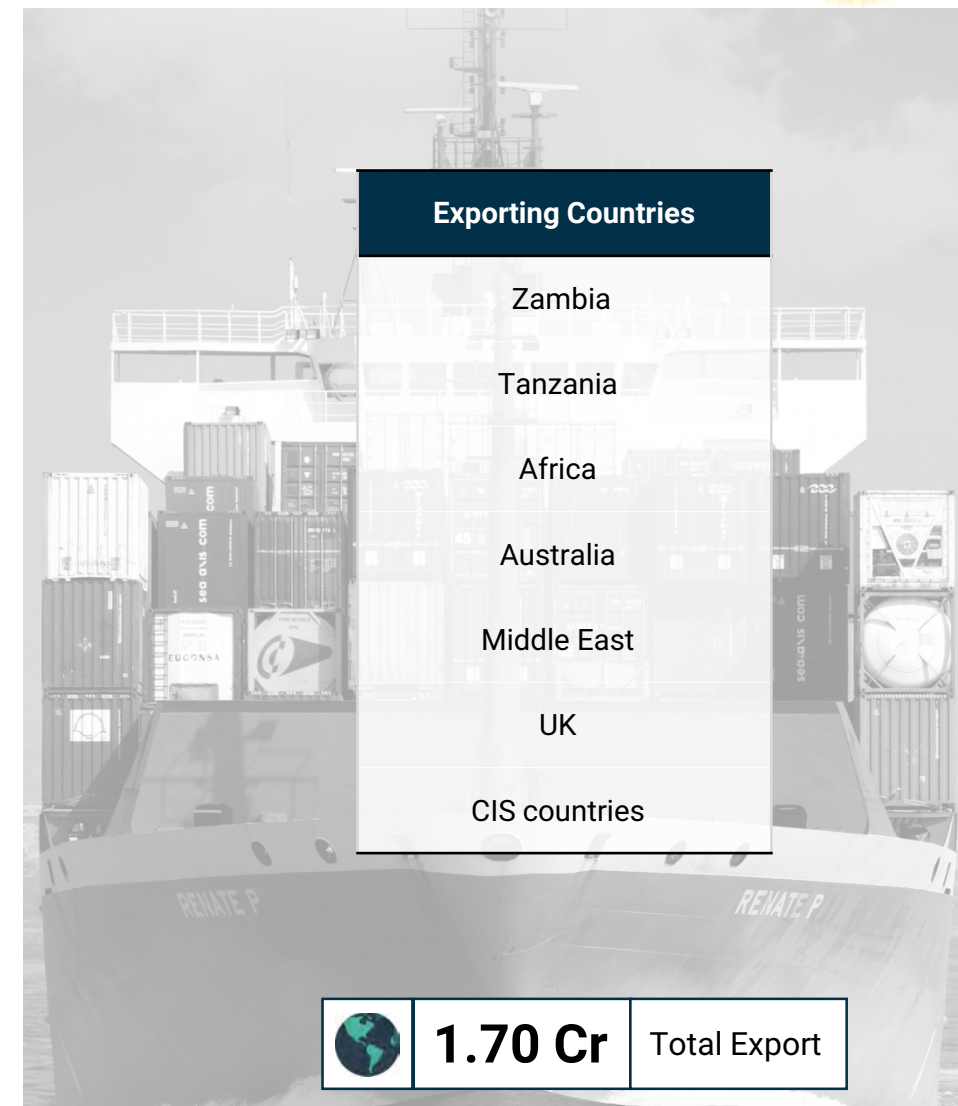
Geographical Reach



- Office
- Plants
- R&D

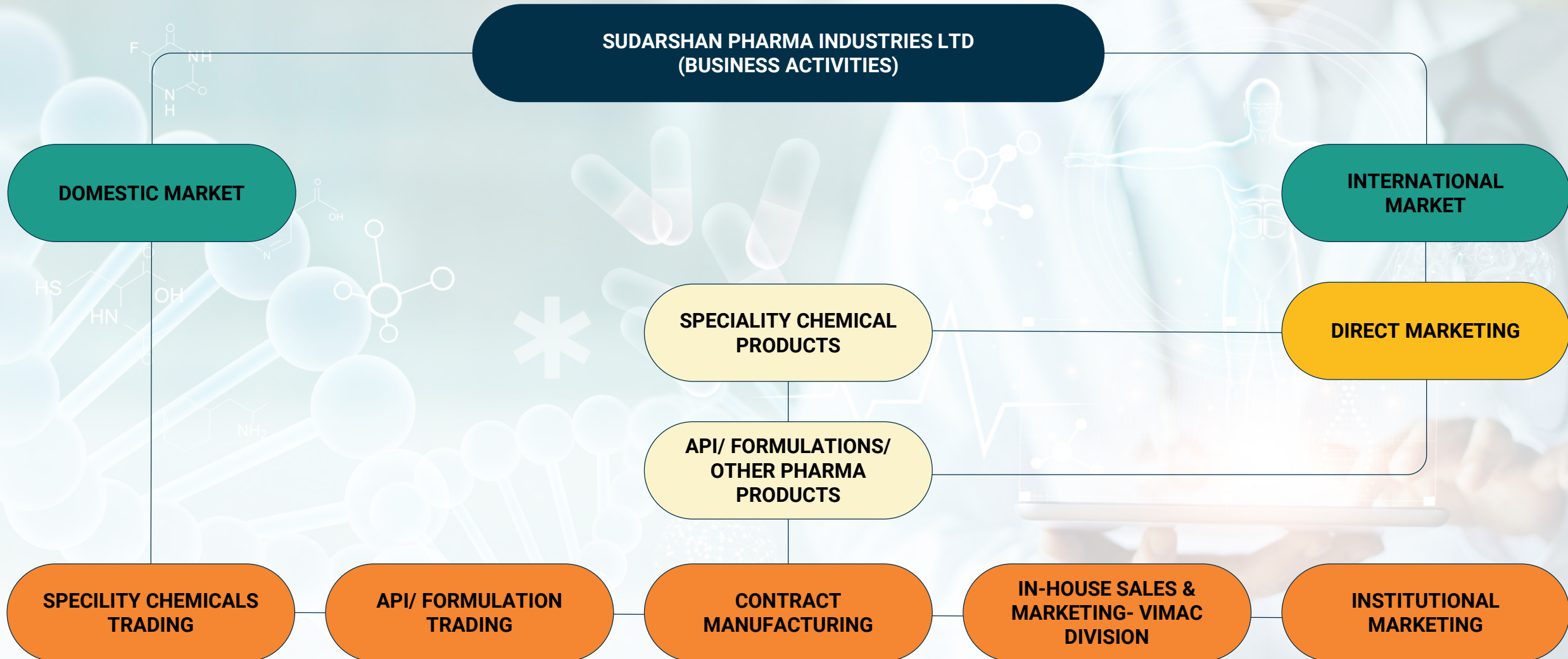
	5	States in Presence
--	----------	--------------------

	70+	Field Force
--	------------	-------------





Our Business Structure





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 Pharmaceutical formulations and medicines for well known Pharmaceutical Companies in India and Institutional Customers like AFMSD, L&T (Aeronautical division)



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.



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



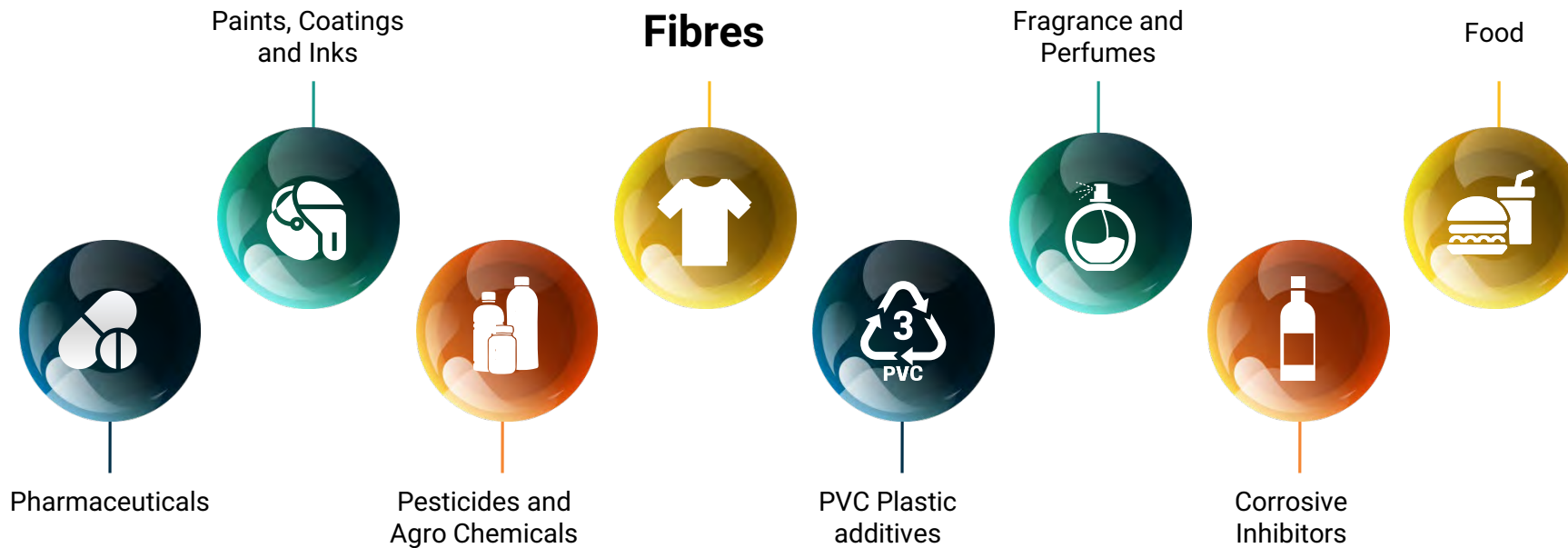
Key Business Verticals

Specialty Chemicals



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

Our Clientele



Pharmaceutical Formulation & Institutional Supply



The Products Manufactured have wide applications in



Bronchial



Diabetic / Cardiac



Gynaecology



Infertility



Anti-Infectives



Neuropsychiatric



MD, Physician &
GP Range



Oncology



Diabetes



Gastrointestinal

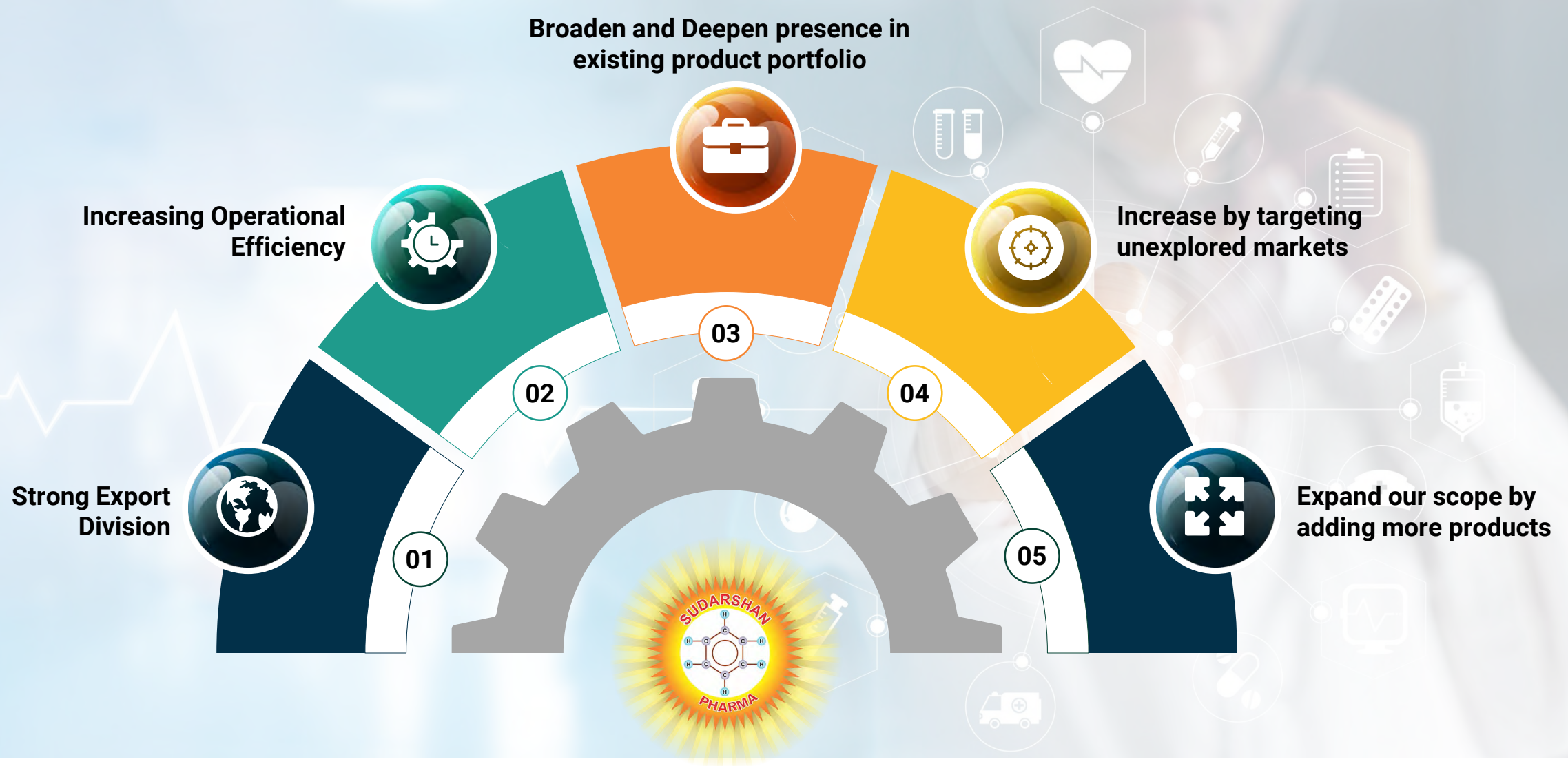
Our Clientele



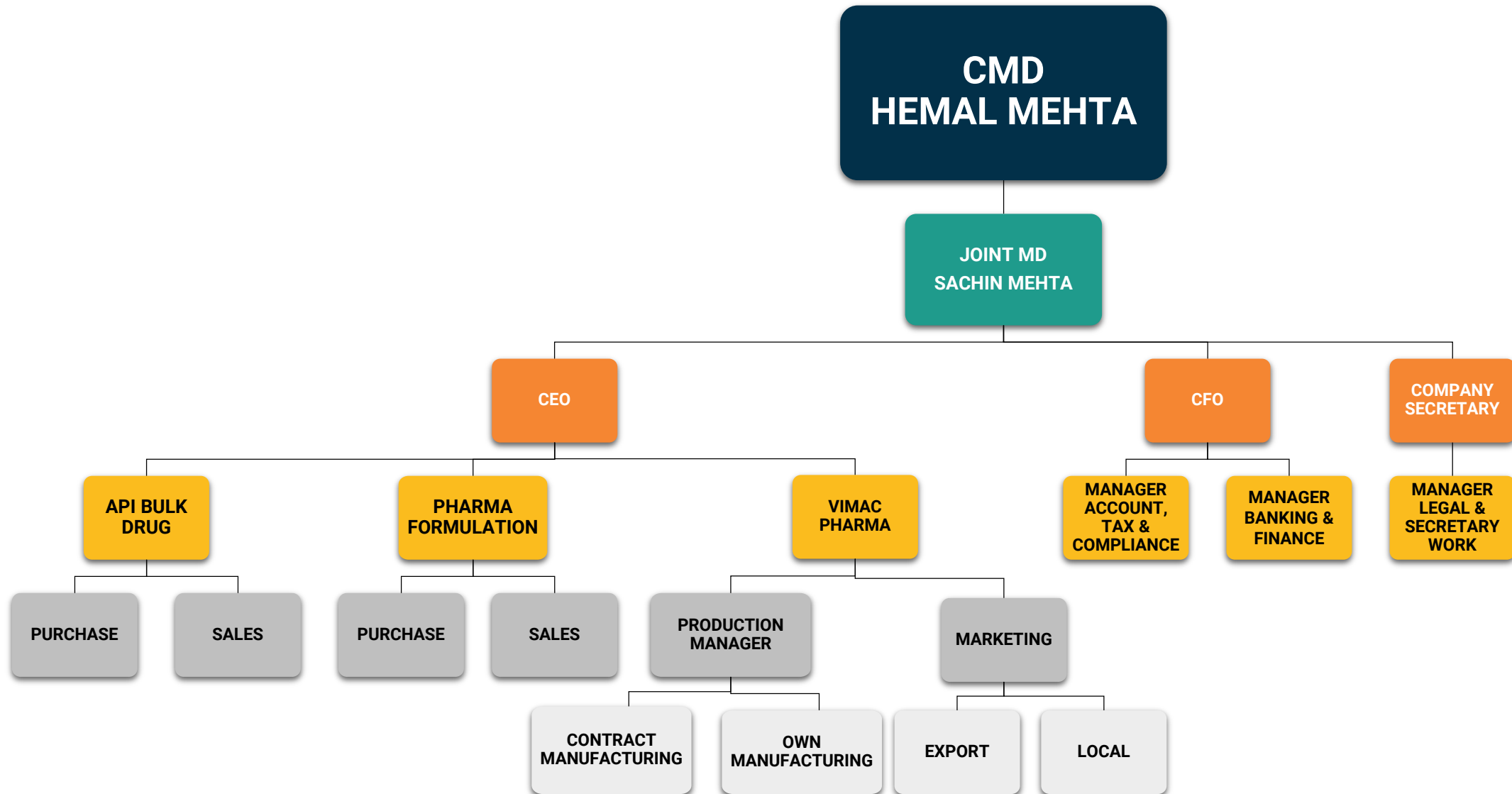
Institutional Supply

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



Company Structure



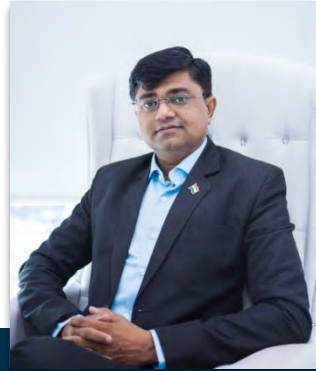
Our Recognition



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 AACCI, 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.

Board Of Directors



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

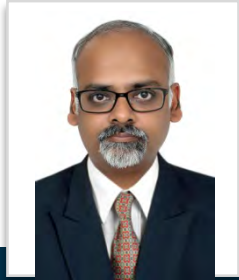
Sandeep Mehta after completion of his Inter-Commerce and started his own trading in Chemicals. He has domain knowledge of Distilled solvents & chemicals, Pharma short expiry and by-products. He is dealing with large Pharma companies for their requirements of surplus products and chemicals since 12 years.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



Cipla



FlintGroup



TOYOINK



Investment Proposition





Pharmaceutical Industry Overview

Indian Pharmaceutical Market



#1

Largest provider of generic medicines

#2

Largest share of pharma & biotech workforce

200

Countries India exports globally

India supplies

50%

Global demand for various vaccines

40%

Generic drugs demand in US

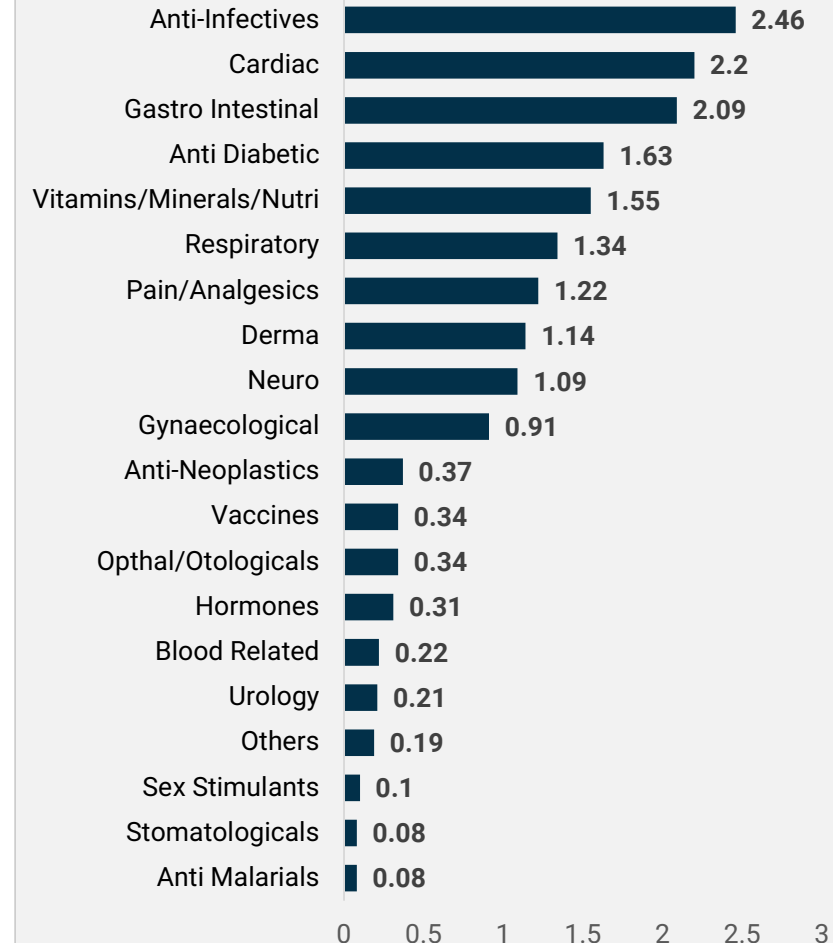
25%

All medicines in UK

- 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

Source: IIFL December 2018
Based on moving annual turnover, Anti-infectives, Cardiac, Gastro Intestinal had the biggest market share in the Indian pharma market in 2017.

Segment Wise Moving Annual Turnover December 2017 (US\$ billion)

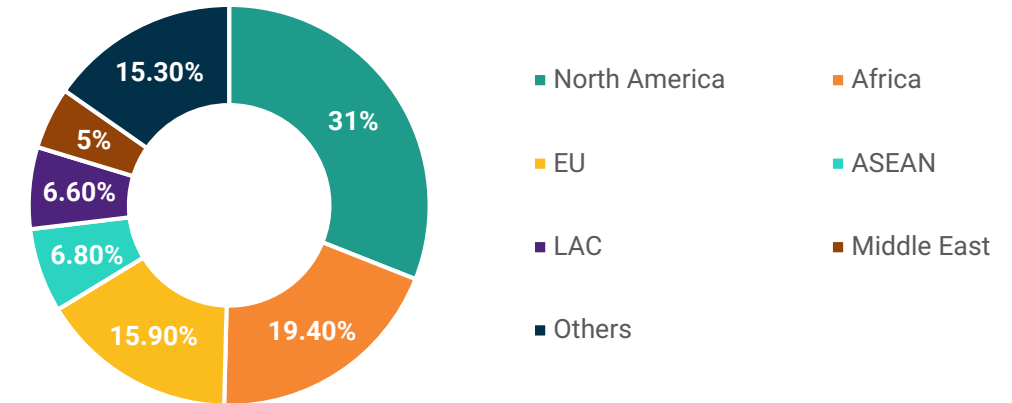




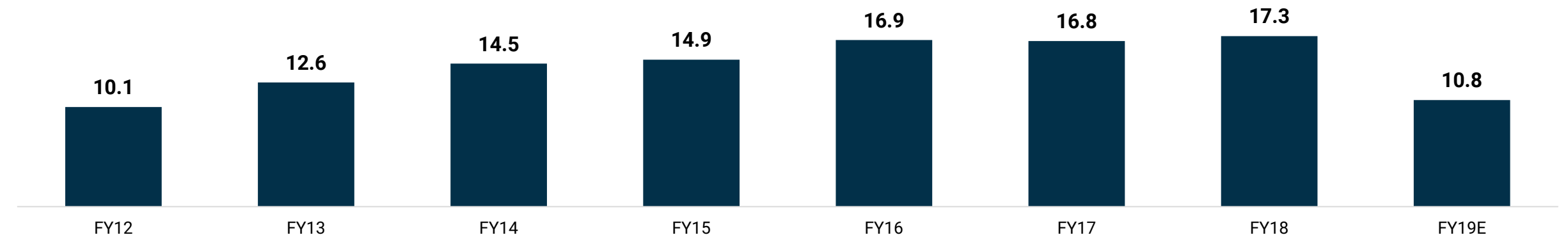
Outlook On Exports Of Indian Pharmaceutical

- 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.

Major Export Destinations in India's Pharma Export in FY18 (%)



Pharmaceutical Exports from India (US\$ billion)



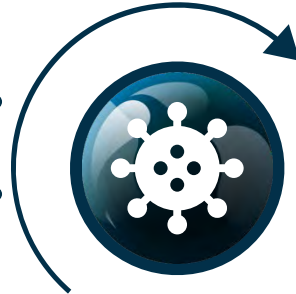
Source: IBEF December 2018



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.



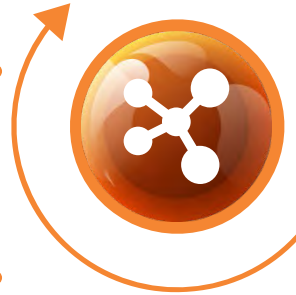
Contract Research and Manufacturing Services (CRAMS)

- 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.



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.



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





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



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

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



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

Focus on Pharma formulations and Branded generic medicines through the launch of new products in the Gyeny, 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, PPAR γ , Hsp90 Nrf2 and HIF-1. Increase Observed in Expression of CD4 on CD3+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" coenzyme Q10 (CoQ10) 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



FIXPOLLEN-M Respiratory Anti-Allergic

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 Anti Ulcer Therapy & GI Prokynetic

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.



PULMORELIEF AB

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



PULMORELIEF Respiratory Bronchodialator

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.



VXIME-500 TABLETS Anti bacterial

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.

Product Focus - Pharmaceuticals



PATTA PAPPAYA

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.



HEART KIT LD

It is the first medicine in India that helps in prevention of Heart Attacks. 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.



METFOCAL CAPSUL

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.



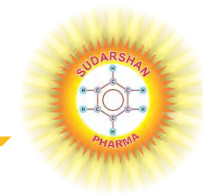
NITROPURE

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.



MacPPI DSR

The safest antiulcer medicine with minimum drug interaction with other drugs. Also helps in control of heart burn without reflux.



Product Focus – Lifestyle Division (Love-Bird)

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)

LOVEBIRD BREATH FRESHNER is a product dissolves in the mouth for the purpose of eliminating halitosis. It is occasionally advertised for smokers or those who dip tobacco, and occasionally to cover up the smell of cigarette/cigar smoking.

Ingredients:

Pullulan, Menthol, Sucralose, Copper Gluconate, Polysorbate80, Carrageenan, Glyceryl Oleate, Thymol, Eucalyptol, Methyl Salicylate, Ceratonia Siliqua Gum, Propylene Glycol, Xanthan Gum, Poly Ethyene Glycol 400, Flavors, Permitted Food Colors.

Key benefits of LOVEBIRD BREATH FRESHNER:

- o Instant Breath Freshener Mint Strips.
- o Sugar Free
- o Oral Dissolving Strips.
- o Kill Bad Breath Bacteria.
- o Small Pouch can be Carried in Shirt Pocket, Wallet In Car's cup Holder.



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

Love 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 vasodilation. Love Bird- Tad20 boosts sexual performance and leads to complete intercourse satisfaction.



SAFETY-72 Contraceptive Pill

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

Key benefits of SAFETY 72 TAB: -

- o An emergency contraceptive and should not be used as a regular form of birth control.
- o It is a progestin hormone that works mainly by preventing the release of an egg (ovulation) during your menstrual cycle.
- o 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.
- o Using this medication will not stop an existing pregnancy or protect you or your partner against sexually transmitted diseases (such as HIV, gonorrhea, chlamydia).



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

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.

Key benefits of SDMAC TAB: -

- o 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.
- o 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.
- o One SDMAC tablet will make you five times stronger.
- o 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.

Product Focus – Lifestyle Division (Love-Bird)



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 LOVEBIRD 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, or 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!

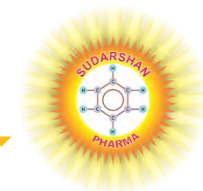


Love Bird Prega Kit

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.



Product Focus – Specialty Chemicals

“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 “Oxystromg Platinum” by Solvay Peroxyhai (Thailand).

Oxy Strong

Acetonitrile

Tetrahydrofuran (THF)

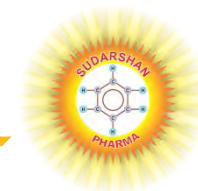
1,4-Dioxane

DMF/DMSO

Hydrogen
Hydride

Diethyl ether

Oxystrong Sole Distributor



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 Hydrogen Sulfate (SO₄)
 - Carbon Monoxide (CO) to Carbon dioxide (CO₂)
 - Sulphur dioxide (SO₂) to Sulfuric acid (H₂SO₄)

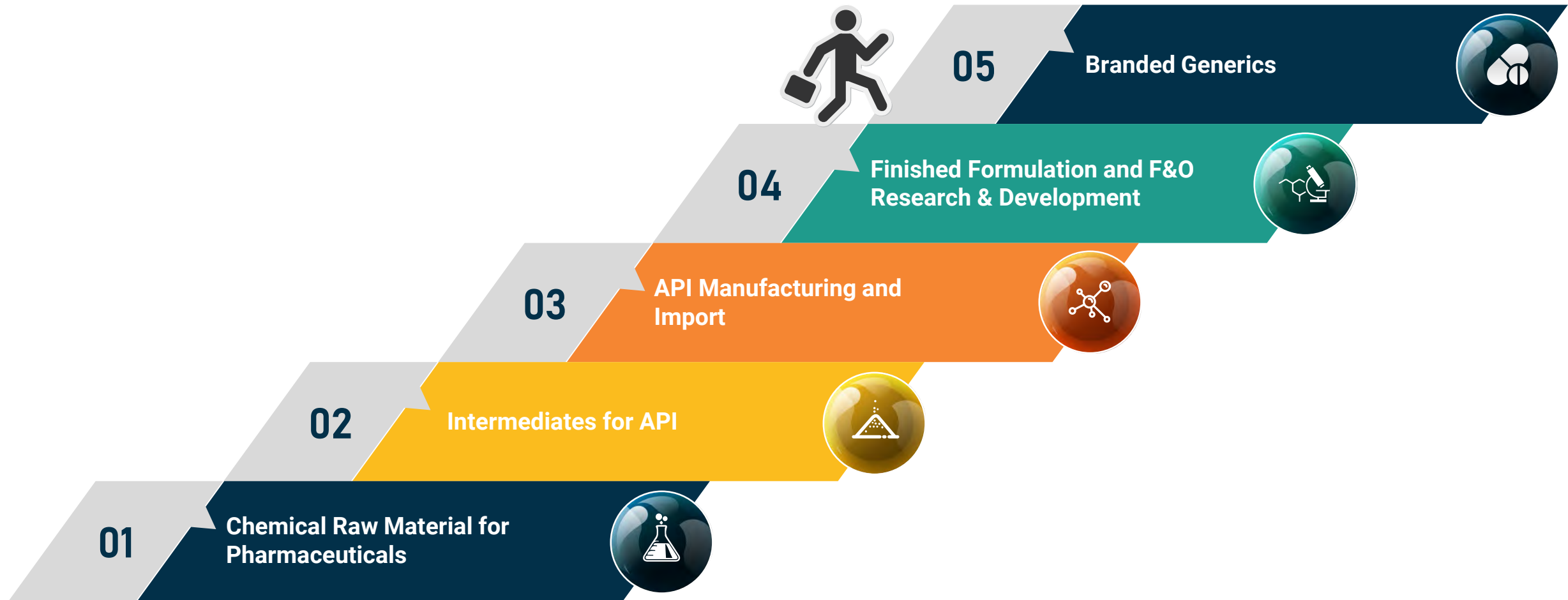


Properties

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





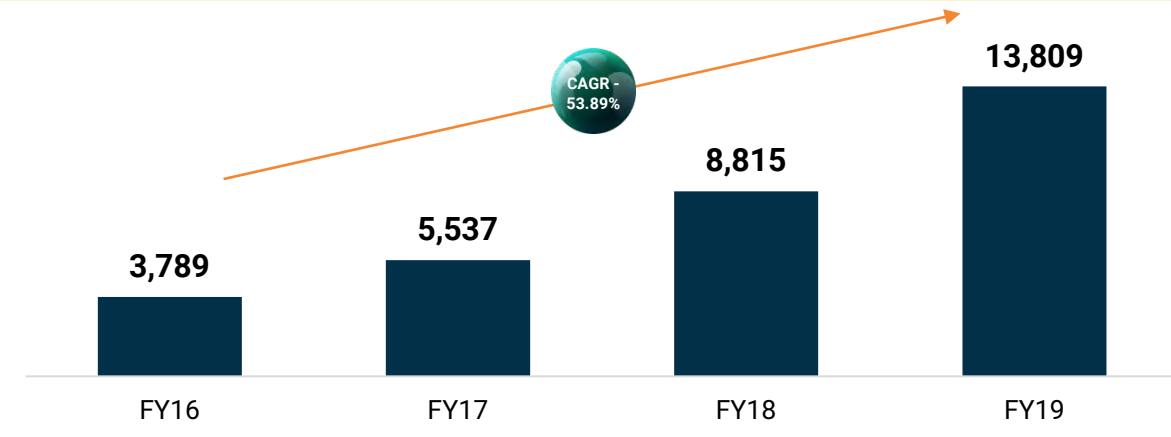
Strong Financial Performance

Strong Financial Performance

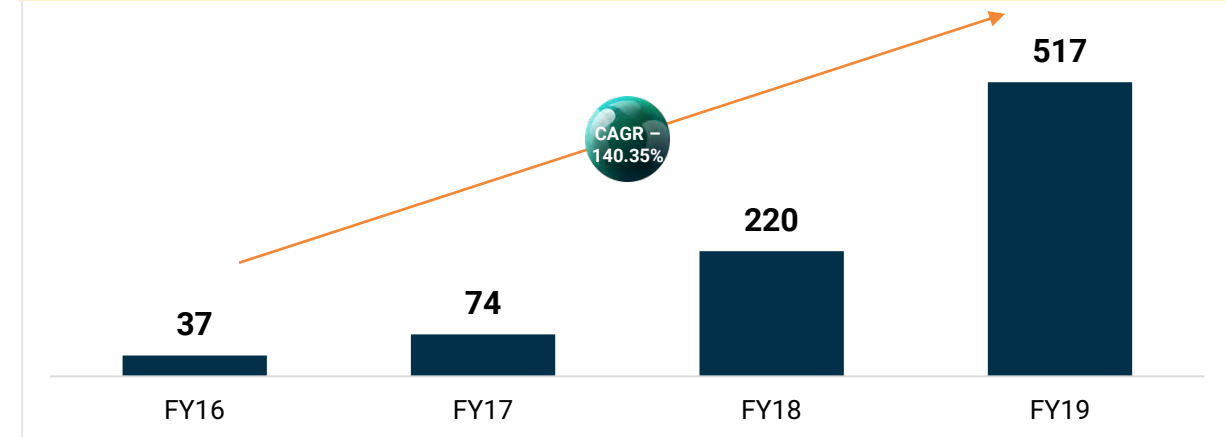


Rs. In Lacs

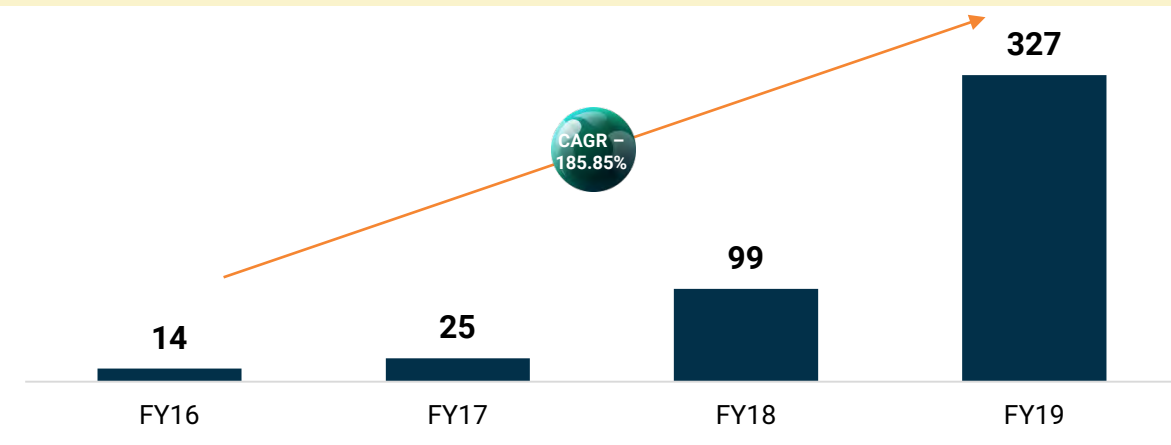
Revenue from Operations



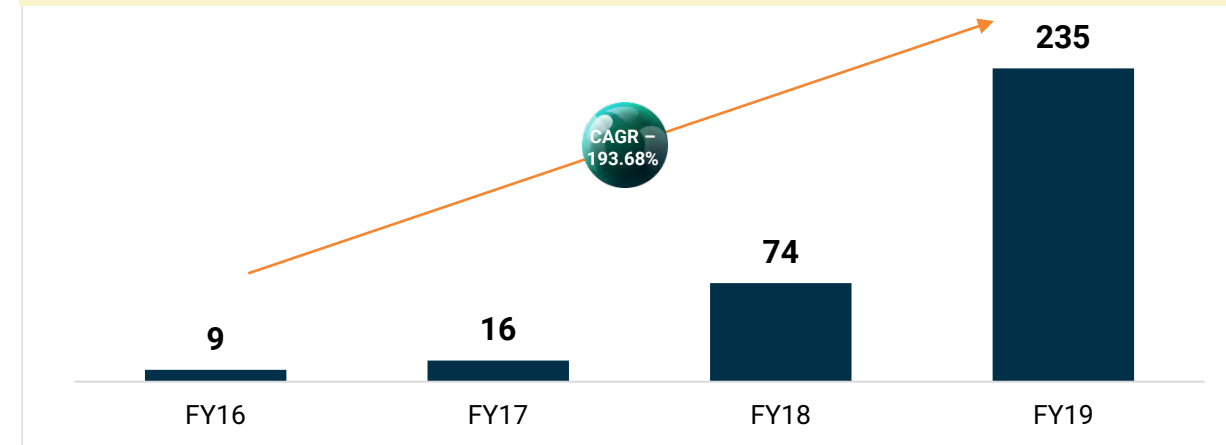
EBITDA



PBT



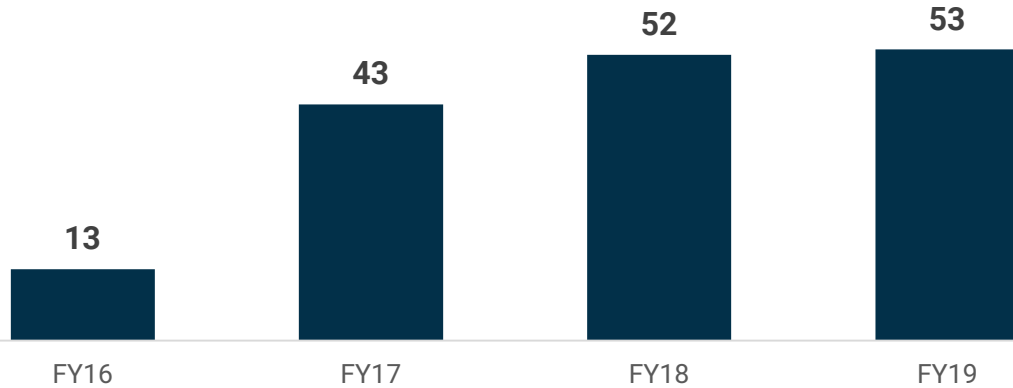
PAT



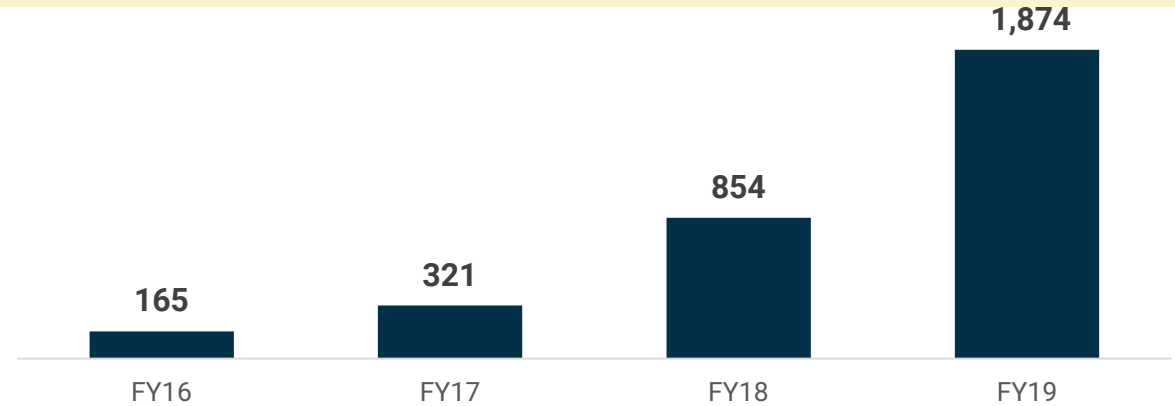
Strong Financial Performance



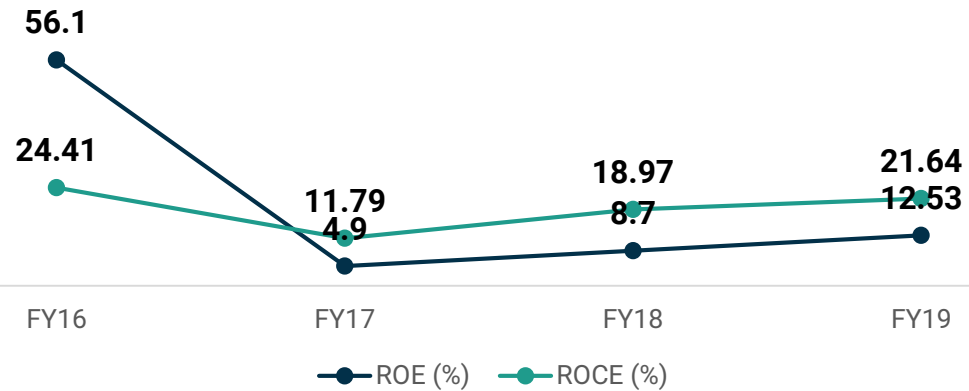
Working Capital Days



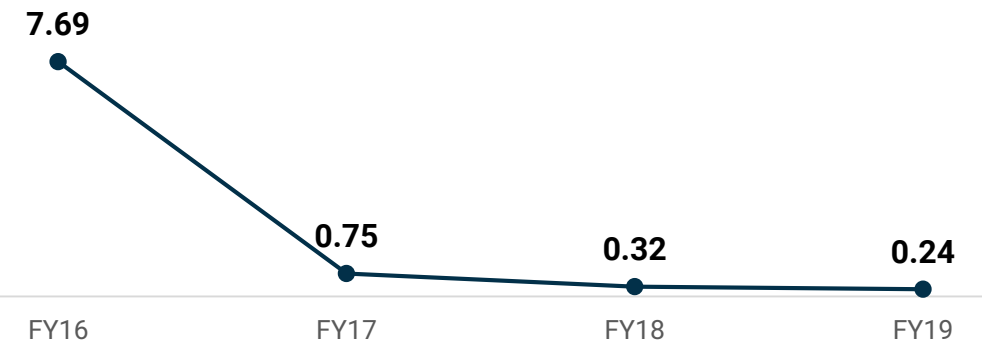
Net Worth (in Rs. Lakhs)



ROE & ROCE (%)



Debt to Equity(X)



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

Profit and Loss Statement



Rs. In Lacs

Particulars	2019	2018	2017	2016
Revenue				
I Revenue From Operation				
Sale of Products	13,913.02	8,814.51	5,537.21	3,789.02
II. Other Income - Commission and others	88.94	161.92	14.51	5.31
Total Revenue (I+II)	14,001.96	8,976.43	5,551.72	3,794.33
Expenses				
Purchase of materials	13,285.14	8,646.68	5,452.51	3,550.91
Other Direct Costs	81.16	2.91	30.94	31.07
Changes in Inventories	(374.30)	(330.43)	(232.37)	26.45
Employee Benefit Expenses	246.85	225.70	77.98	26.27
Finance Cost	175.42	115.69	40.79	21.01
Depreciation and Amortization Expenses	14.90	5.93	7.75	2.20
Other Expenses - Admn., Marketing overhead	246.12	211.07	148.69	122.39
Total Expenses	13,675.31	8,877.56	5,526.47	3,780.31
Net profit before Tax - Operating Income	326.64	98.87	25.25	14.02
Provision for Taxes				
1. Current taxes	89.80	25.46	8.38	4.91
2. Tax adjustment of earlier years	-	-	1.47	-
3. MAT Credit Entitlements	-	-	-	-
4. Deferred tax (Assets)\ Liabilities	2.05	(0.56)	0.23	0.16
Profit After Tax	234.79	73.98	15.63	9.27

Balance Sheet



Rs. In Lacs

Particulars	FY19	FY18	FY17	FY16
Equity & Liabilities				
Share Capital	954.70	471.97	216.97	1.00
Share Application Money	-	-	-	-
Reserve & Surplus	919.68	382.15	104.18	15.52
Total (A)	1,874.38	854.12	321.14	16.52
Non Current Liabilities				
Long Term Borrowings	445.82	276.89	240.51	127.00
Total (B)	445.82	276.89	240.51	127.00
Current Liabilities				
Short Term Borrowings	-	-	336.42	85.33
Trade Payables	1,600.77	1,152.07	1,071.37	592.97
Other Current Liabilities	1,012.37	777.01	8.62	0.64
Short Term Provisions	80.37	36.27	14.85	4.77
Total (C)	2,693.51	1,965.36	1,431.27	683.72
TOTAL LIABILITIES	5013.71	3096.37	1992.93	827.24
Assets				
Fixed Assets				
Tangible Asset	354.98	19.96	21.28	2.91
Intangible Asset	2.33	2.61	1.50	0.17
Non Current Investments	5.29	4.95	4.72	2.90
Long Term Loans & Advances	578.70	593.58	148.11	25.34
Other Non Current Assets	-	-	3.16	0.94
Deferred Tax Assets	(0.97)	1.08	0.52	0.29
Total (E)	940.26	622.18	179.28	32.54
Current Assets				
Current Investments	-	-	-	-
Inventories	1,041.08	666.78	336.35	103.98
Trade Receivables	2,591.33	1,721.33	1,391.25	654.21
Cash & Bank Balances	355.93	11.33	80.69	32.08
Short Term Loans & Advances	-	-	-	-
Other Current Assets	85.12	74.76	5.35	4.43
Total (F)	4,073.46	2,474.19	1,813.65	794.70
Total (G=E+F) - TOTAL ASSETS	5013.71	3,096.37	1,992.93	827.24

Financial Highlights



Rs. In Lacs

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



IPO Issue Highlights



IPO Issue Information



Equity Shares to be Listed on	NSE Emerge SME Equity Platform, Mumbai
IPO	Fixed price IPO
Offer Price – Indicative	Rs. 75 per equity share of Rs. 10 each (Rs. 65 share premium) Lot Size 1600 equity shares
Number of Equity offered to public	34,40,000 equity shares
Issue Size	Rs. 2,580 lacs
Promoters stake –pre issue	100 %
Promoters stake – post issue	73.51 %
Expanded Equity –post IPO	Rs. 1,299 lacs - Face Value of Rs 10/- each
Industry	Pharmaceuticals Formulations & Nutraceuticals



Object of Issue



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



Particulars	Amount (In lacs)
Land & Building & Infra at Wada for Pharma Unit	625
Machines, Equipment & Power, QC and R &D	625
Working Capital	525
Distribution and Warehousing & Corporate office premises	450
IPO related expenses	75
Branding and Promotion expense & General Corporate purpose	280
Total	2,580



Conclusion



- 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 Biplax
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_1WLS4ZrIHYGj3g/videos?view_as=subscriber



<https://twitter.com/PharmaSudarshan>