



Date: November 11, 2022

To,
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai – 400 001
Scrip Code: 543434

To,
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051
Scrip Symbol: SUPRIYA

Dear Sir/Madam,

Subject: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the Investor Presentation.

You are requested to kindly take the same on record.

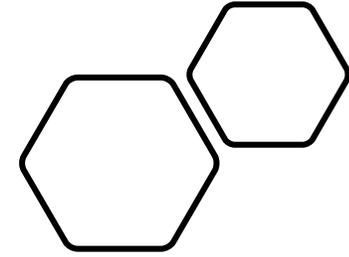
Thanking you,

For Supriya Lifescience Limited

Shweta Singh
Company Secretary & Compliance Officer
Membership No.: A44973

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Earnings Presentation Q2FY23



**SUPRIYA
LIFESCIENCE LTD.**

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Sustainability



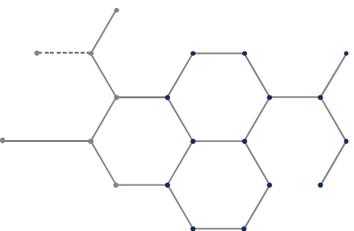
Growth

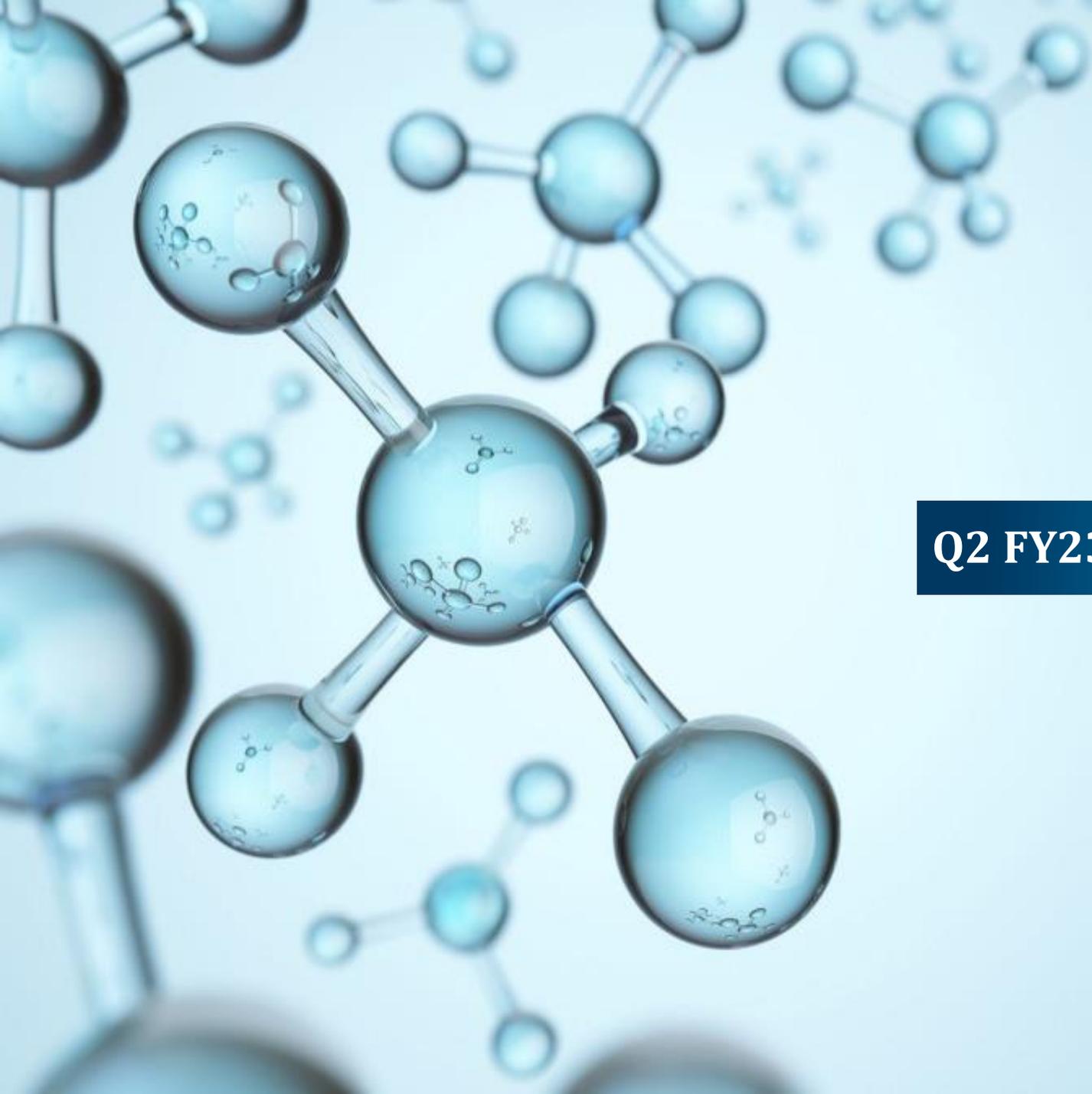


Profitability

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Q2 FY23 Highlights



Dr. Satish Wagh, Chairman and Managing Director

“The first half of the financial year has been difficult for most sectors. However, we believe that this is only a temporary setback on the long road to development. In Q2FY23, we faced challenges in China market due to lockdowns in major cities. This has impacted our performance in the last fiscal. Our operating revenue in Q2FY23 was Rs 1122 mn as against Rs 1502 mn in Q2FY22 with a EBITDA margin of 25% and PAT margin of 15%. For H1FY23 our operating revenue in was Rs 2135 mn as against Rs 2272 mn in H1FY22 with an EBITDA margin of 28% and PAT margin of 20%.

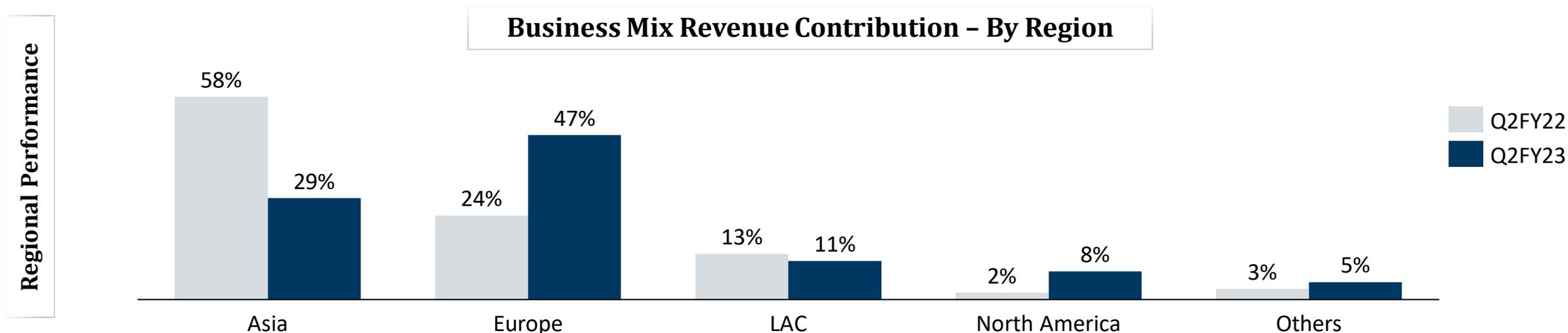
We are confident that in the upcoming quarters we will be able to gain on the lost opportunity.

The important focus areas where we are experiencing excellent progress includes backward integration, increasing capacity for future prospects, and capitalising on CMO/CDMO potential.

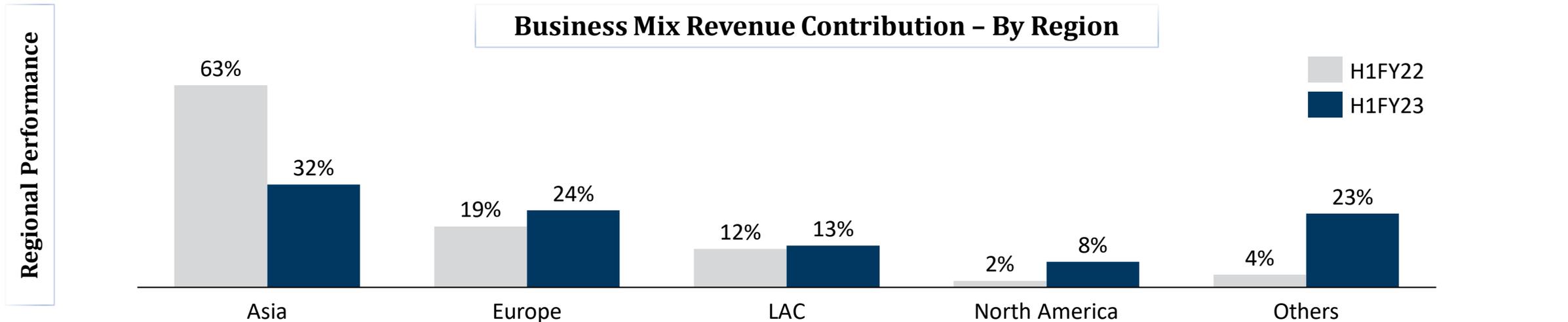
Work is progressing well for building new warehouse capacities and R&D facilities, one of which is in Lote for product lifecycle management + backward integration and the other in Ambernath with a pilot plant for new molecules and CMO/CDMO opportunities. These projects at Lote and Ambernath are expected to be fully operational in Q1FY24.

We continue to make investments that will help us build a strong foundation for the long term profitable growth which will help us gain market share.”

(in INR mn)



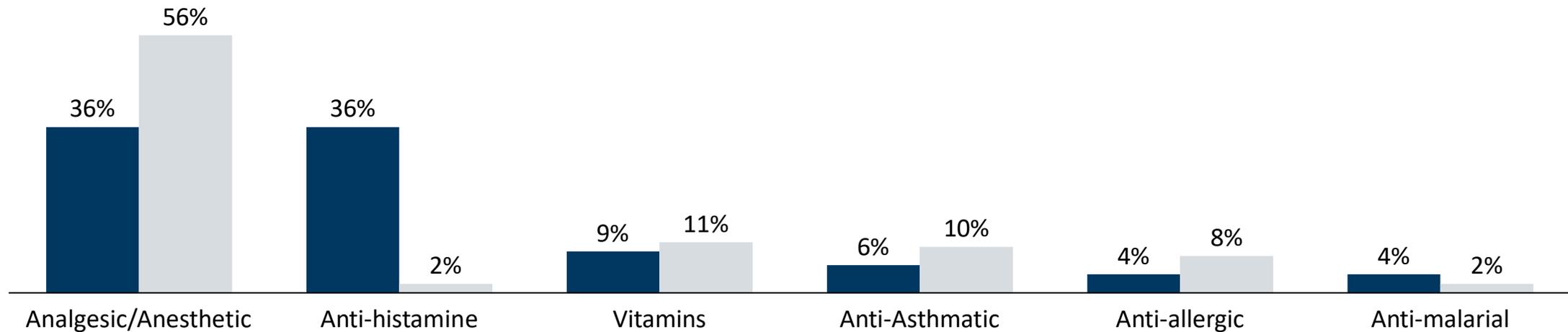
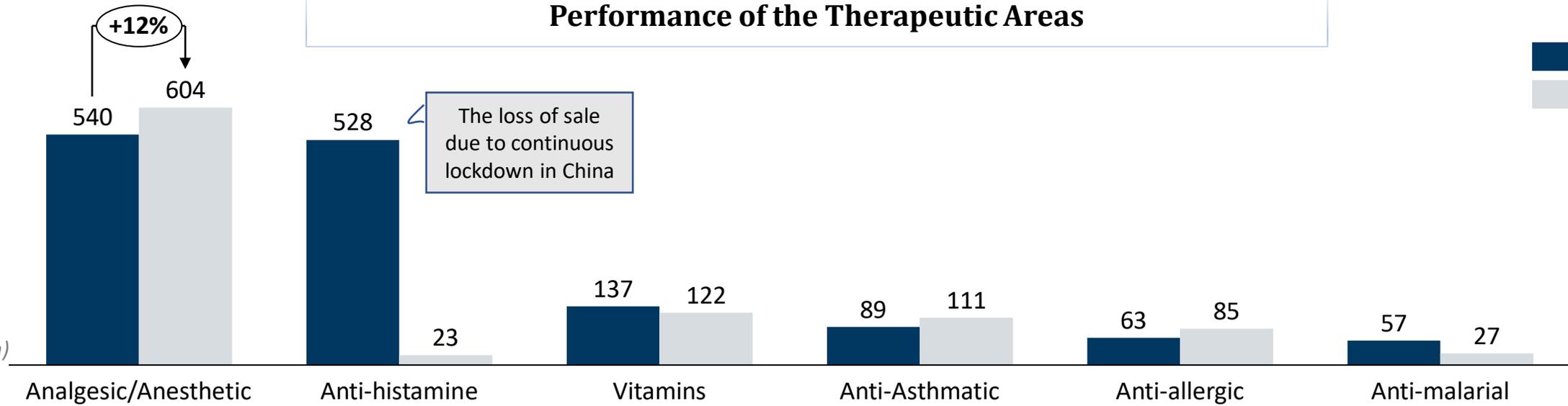
(in INR mn)



Performance of the Therapeutic Areas

■ Q2FY22
■ Q2FY23

(in INR mn)



Profit & Loss Statement



Particulars (in INR mn)	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
Revenue from Operations	1121.7	1502.3	-25%	1,013.6	11%	2135.3	2271.8	-6%
Cost of Materials Consumed	424.9	464.4		425.9		850.8	883.6	
Changes in Inventories of Finished Goods and Work in Progress	44.0	-28.2		-75.7		-31.8	-51.8	
Gross Profit	652.8	1066.2	-39%	663.4	-2%	1316.2	1439.9	-9%
GP %	58%	71%	-18%	65%	-11%	62%	63%	-3%
Employee Benefits Expense	129.6	94.0		126.7		256.3	177.8	
Other Expenses	237.6	168.9		224.3		461.8	304.3	
EBITDA	285.6	803.3	-65%	312.5	-9%	598.1	957.8	-38%
EBITDA %	25%	53%	-52%	31%	-17%	28%	42%	-34%
Other Income	26.1	9.4		23.6		49.6	28.9	
Depreciation and Amortisation Expense	29.7	24.6		28.9		58.6	49.4	
EBIT	281.9	788.1	-64%	307.2	-8%	589.1	937.3	-37%
Finance Costs	7.8	10.6		5.8		13.6	20.3	
Exceptional Items	-	-		-		-	-	
PBT	274.2	777.5	-65%	301.4	-9%	575.5	916.9	-37%
Total Tax Expense*	105.6	195.3		48.9		154.4	257.4	
Profit for the year	168.6	582.2	-71%	252.5	-33%	421.1	659.6	-36%
PAT %	15%	39%	-61%	25%	-40%	20%	29%	-32%
EPS	2.1	7.9		3.1		5.2	9.0	

Summary Statement of Assets and Liabilities



Particulars (in INR mn)	Sep 22	Mar 22
ASSETS		
Non-current assets		
(i) Property, plant and equipment	1,821.4	1,824.7
(ii) Right to Use Asset	55.5	58.0
(iii) Capital Work in progress	743.6	434.1
(iv) Intangible Assets	13.1	15.1
(v) Financial Assets		
-Investments	0.5	0.5
-Loans and Advances	-	-
(vi) Other Non- Current Assets	41.9	39.8
Total Non-current assets	2,676.0	2,372.2
Current assets		
(i) Inventories	1,063.0	923.1
(ii) Financial Assets		
-Loans and Advances	4.6	5.7
-Trade receivables	807.2	1,151.8
-Cash and cash equivalents	1,288.5	1,657.8
-Bank balances other than (iii) above	607.2	621.3
-Other Financial Assets	44.8	60.3
(iii) Other current assets	1,126.3	555.3
Total Current Assets	4,941.6	4,975.4
TOTAL ASSETS	7,617.6	7,347.6

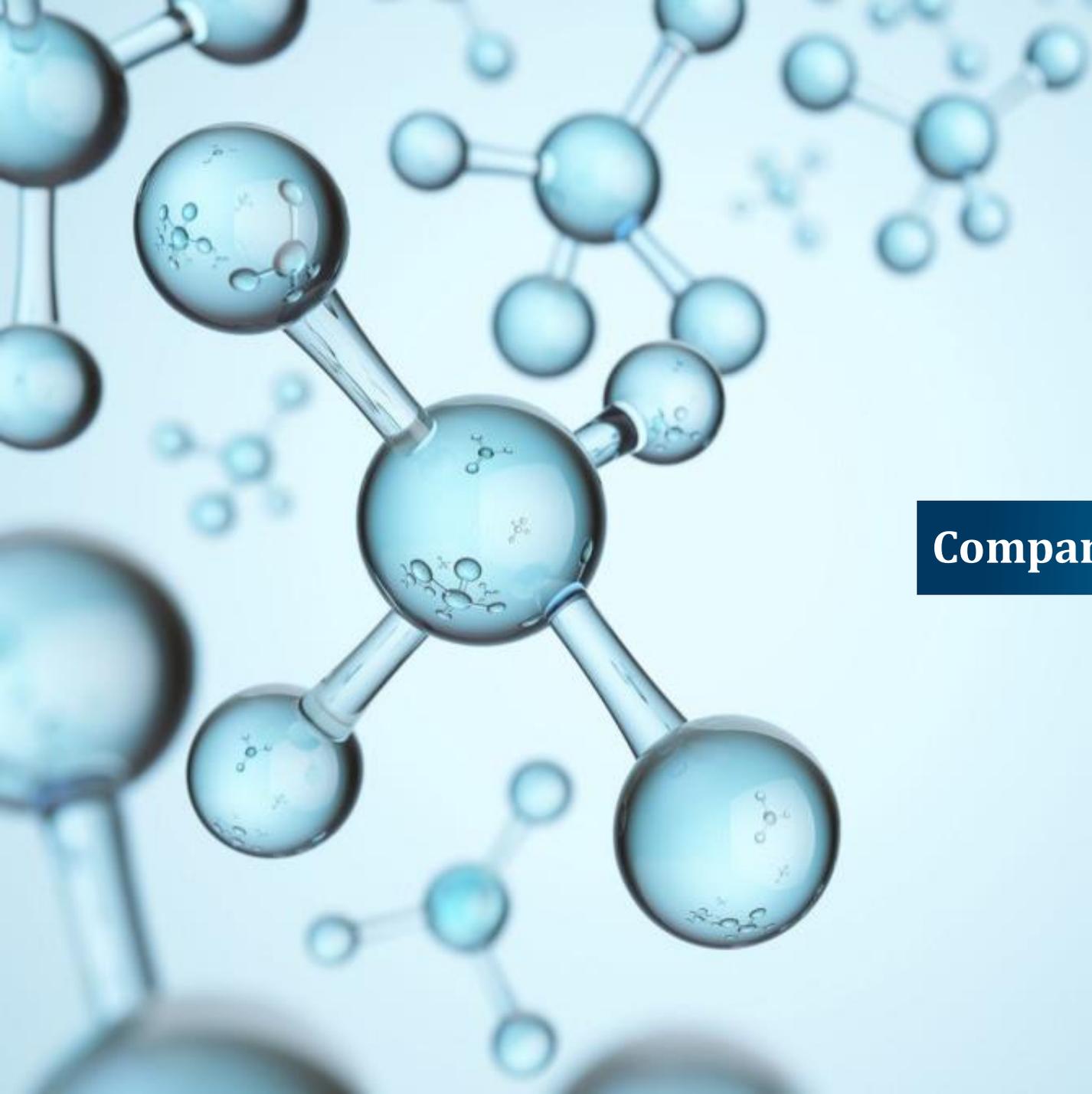
Particulars (in INR mn)	Sep 22	Mar 22
EQUITY		
(i) Equity share capital	161.0	161.0
(ii) Other equity	6,358.5	5,995.9
Total Equity	6,519.4	6,156.9
LIABILITIES		
Non-current liabilities		
(i) Financial Liabilities		
-Borrowings	-	-
-Lease Liabilities	56.7	53.0
-Other financial liabilities	-	-
(ii) Provisions	40.1	29.3
(iii) Deferred tax Liabilities	115.4	111.5
Total Non-Current Liabilities	212.2	193.8
Current liabilities		
(i) Financial liabilities		
-Borrowings	304.3	213.0
-Lease Liabilities	3.1	8.2
-Trade payables	538.3	489.7
-Other financial liabilities	3.8	7.9
(ii) Provisions	6.6	4.1
(iii) Other current liabilities	29.8	274.0
Total Current Liabilities	885.9	997.0
TOTAL EQUITY AND LIABILITIES	7,617.6	7,347.6



Summary statement of Cashflow

(in INR mn)

Particulars (in INR mn)	Sep 22	Sep 21
Cash Flow from Operating Activities		
Profit before Tax	575.6	917.0
Adjustment for Non-Operating Items	22.7	41.0
Operating Profit before Working Capital Changes	598.3	957.9
Changes in Working Capital	-548.4	-613.2
Cash Generated from Operations	49.9	344.7
Less: Direct Taxes paid	-150.5	-183.8
Net Cash from Operating Activities	-100.6	161.0
Cash Flow from Investing Activities	-360.9	-96.3
Cash Flow from Financing Activities	78.1	15.4
Net increase/ (decrease) in Cash & Cash equivalent	-383.4	80.1
Cash and cash equivalents at the beginning of the year	2,279.1	922.9
Effect of exchange rate changes on Cash & Cash Equivalent	-	-
Cash and cash equivalents at the end of the year	1,895.7	1,003.0



Company Overview

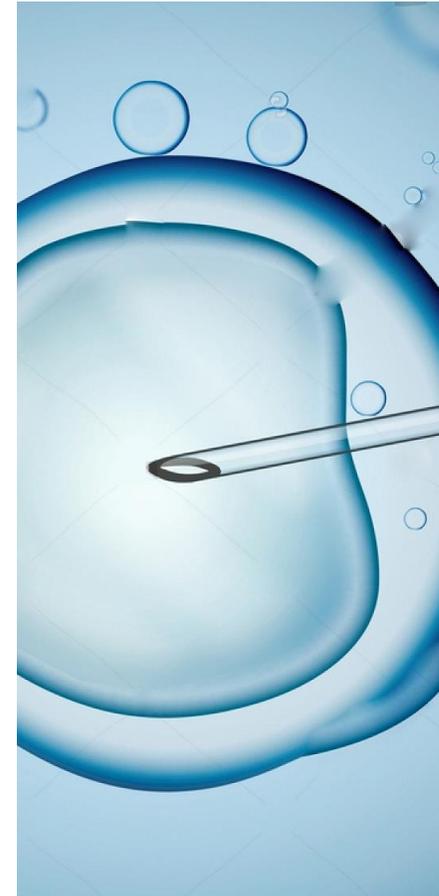
Niche product basket of

38 APIs

Diversified operations
with presence in

86 countries

Largest exporter of
**Chlorpeniramine
Maleate, Ketamine
Hydrochloride** and
Salbutamol Sulphate
from India



Approved facility with
strong IP

15 DMFs with USFDA

Manufacturing facility
spread across

23,806
sq.mts

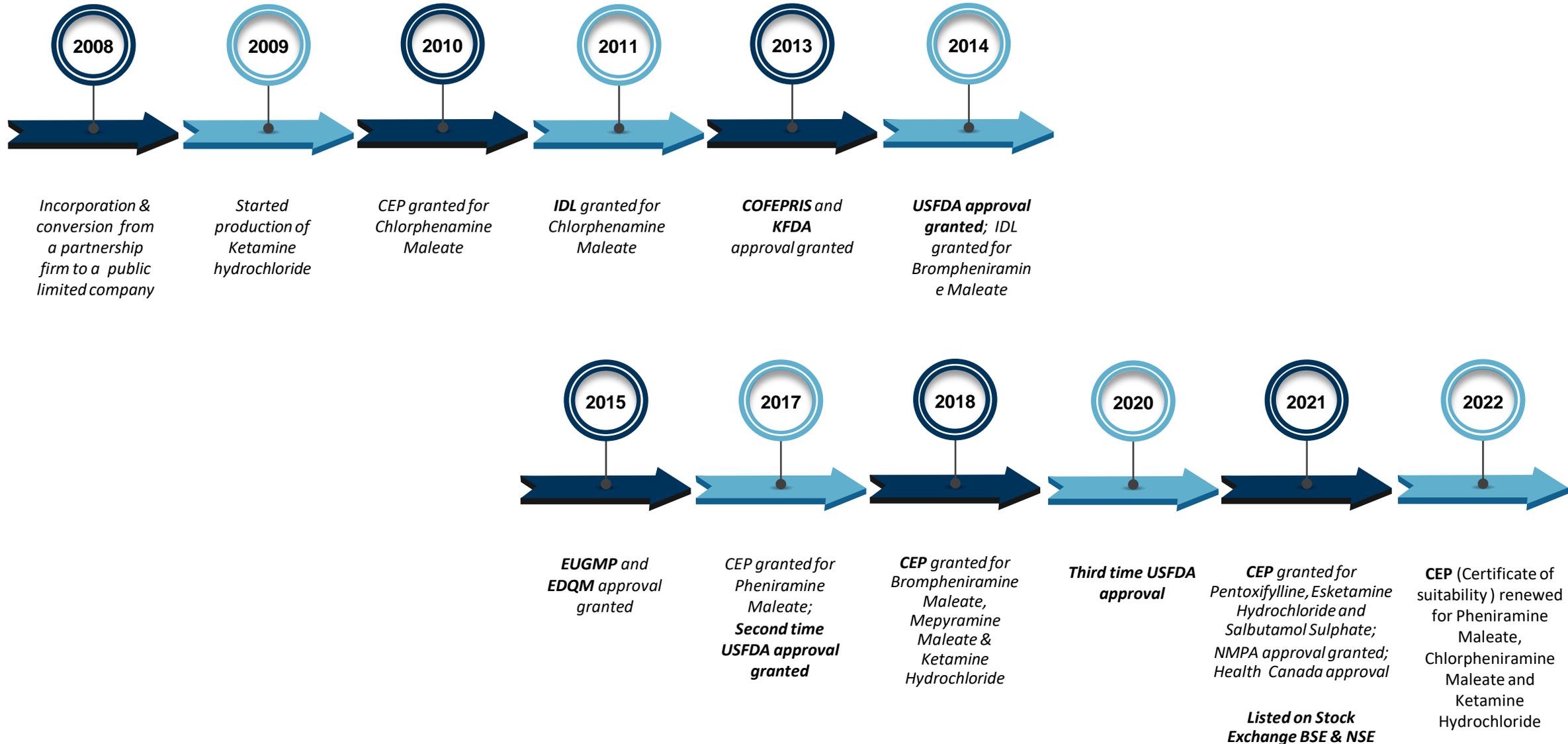
Reactor capacity of

597 KL/day

1,200
customers

9 CEPs with EDQM

3 process patent filed





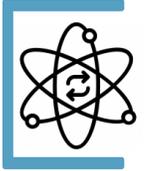
Significant scale with leadership position across key & niche products



Backward integrated business model



Geographically diversified revenues with a global presence across 86 countries



Advanced manufacturing and research and development capabilities



Experienced senior management team and qualified operational personnel

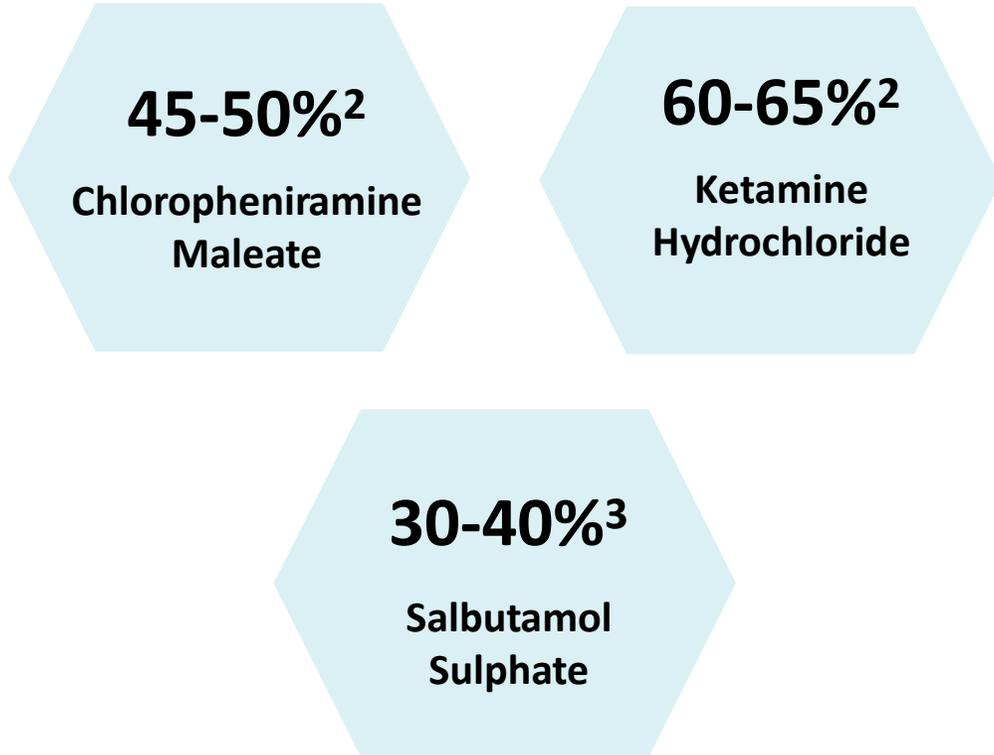


Consistent strong financial performance due to de-risked business model

Niche product offerings of 38 APIs with demonstrated ability to develop & scale-up production

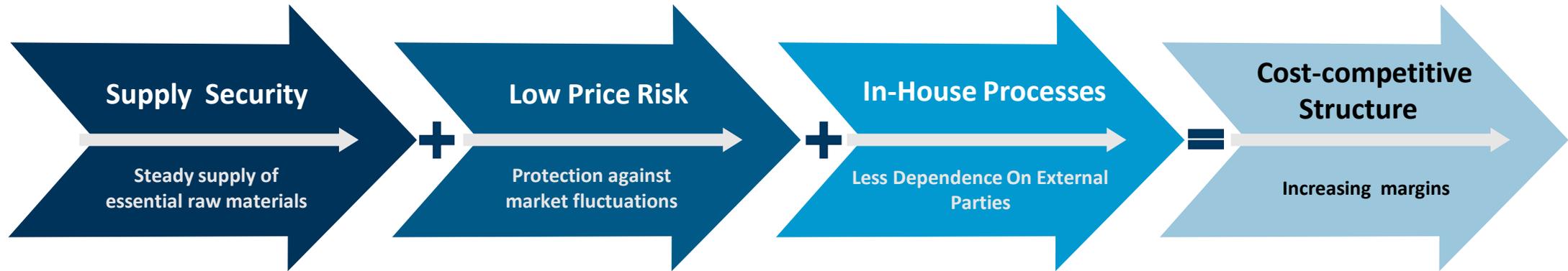
Leading exporter from India

% share of exports from India (in terms of volume)



Presence for 10+ yrs in large & growing markets

 <p>Anti-histamine & Anti-allergy</p>	 Cetirizine Dihydrochloride	<p>Market size</p> <p>\$3.5bn</p> <hr/> <p>8~10% CAGR FY20-25</p>
	 Diphenhydramine Hydrochloride	
	 Chlorpheniramine Maleate	
	 Pheniramine Maleate	
 <p>Pain management</p>	 Ketamine Hydrochloride	<p>Market size</p> <p>\$7.8bn</p> <hr/> <p>5% CAGR FY20-25</p>



12 products are backward integrated* in following therapies

Anesthetics

Anti-Asthmatic

Anti-Histamine

Decongestant

Anti-Gout

71%
of Q2 FY23 revenue

Integrated business model helped us grow revenue and sustain margins in the last year. Large part of growth and sustainability was driven by these backward integrated products



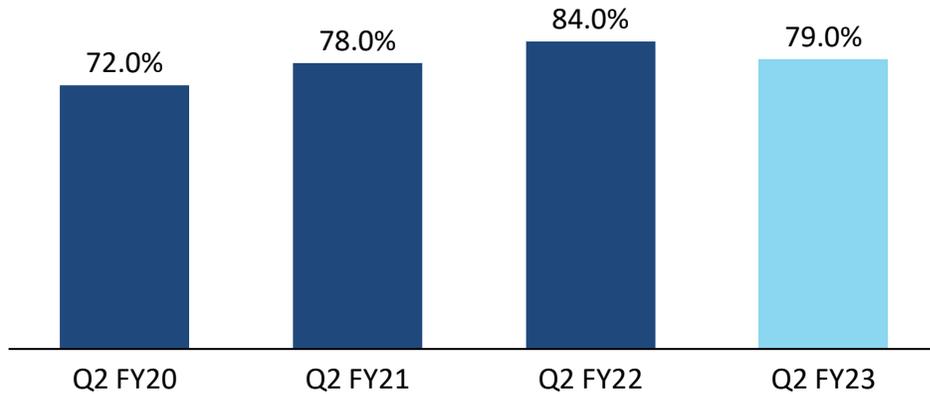
Note: In the process of further backward integrating 3 more products



- For key products we are seeing good traction in untapped regulated markets of North America
- For Anaesthetic therapy 3 ANDA projects have been initiated and we are also working on ANDA projects for Anti Hypertensive and Vitamins

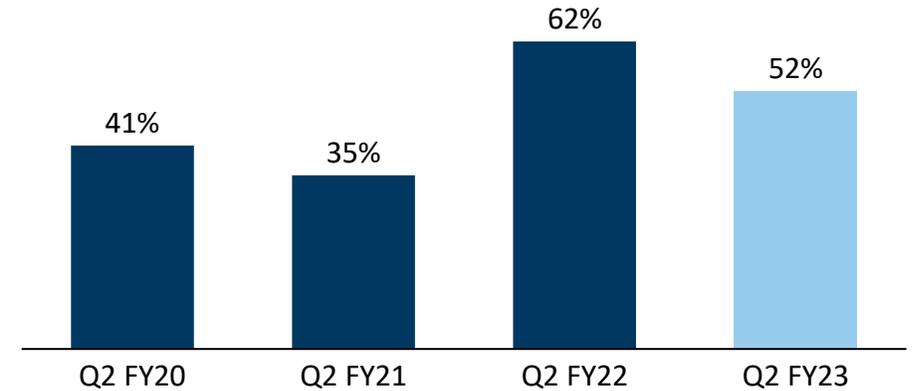
Significant export presence, with low dependence on a specific geography

Export sales, as a % of revenue from operations



... with customer concentration

Share of top 10 customers, as a % of revenue from operations



Long standing relationship with global pharma companies ...



... We plan to reduce customer concentration

- Penetration of existing products to newer geographies by registering these products
- Adding new niche products with high volume potential for which we are building 2 new R&D centers
- CMO/CDMO opportunities

4

**Manufacturing blocks
segregated therapy wise**

7

**Clean
rooms**

597 KL

**Reactor
capacity**

23,806 sq.mt.

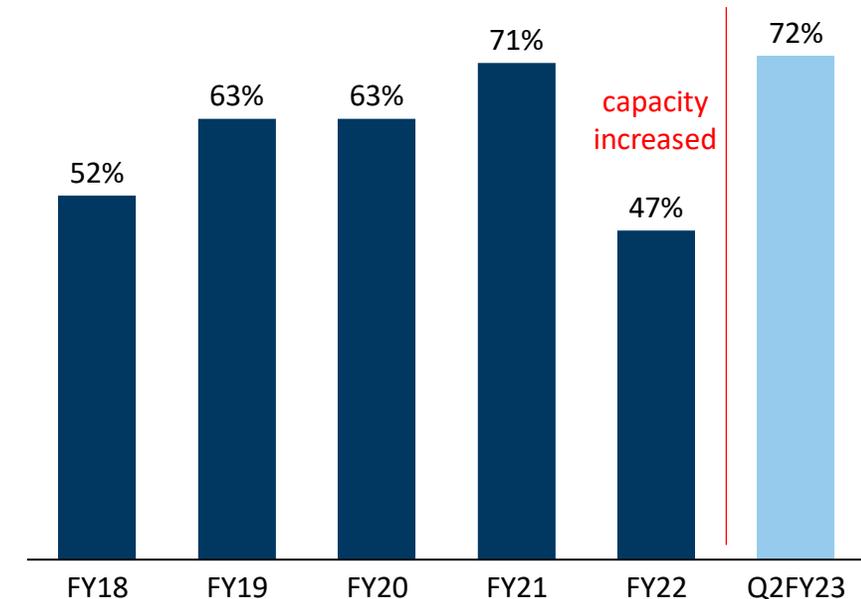
**Land
area**

- ✓ Well delineated areas for R&D, quality control (chemical microbiology), quality assurance, dedicated areas for engineering maintenance, warehouse, materials and finished goods stores
- ✓ Effluent treatment plant and an express feeder from the sub-station for power
- ✓ Initiated construction of a new warehouse and administration block, with new quality control & assurance lab
- ✓ Acquired a plot of land, measuring 12,551 sq.mt., near present manufacturing facility– for future growth
- ✓ Acquired a plot of land, measuring 24,646 sq.mt, 20 kms from the present manufacturing facility for backward integration
- ✓ Acquired a plot of land measuring 80,000 sq mt, at Isambe near Patalganga

Scaled up Manufacturing Facilities over the years

	Block A	Block B	Block C	Block D
Year of Establishment	1993	1994	2014	2021
Capacities	157 KL	195 KL	30 KL	215 KL
Regulatory Approved	✓	✓	✓	✓

Steady improvement in capacity utilization



Supported by R&D driven mindset



DSIR approved
facility

15*
DMFs

9*
CEPs

3*
Process Patent
Filed in India



- ✓ The Company has a DSIR approved R&D facility in Parshuram Lote, Maharashtra.
- ✓ Team of 26 scientists* primarily focused across the value chain of API process development
- ✓ Supriya's R&D efforts are mainly focused across the value chain of API process development, demonstrated by a strong pipeline of products
- ✓ Consistent efforts towards
 - Developing new products
 - Improving existing products and drug delivery systems
 - Expanding product applications

Focus on uniform manufacturing standards to achieve standardised product quality across markets

Ability to handle complex chemistries..

- ✓ Simple to highly complex chiral centre molecules
- ✓ Control category drugs
- ✓ Drugs with specialized environment for manufacturing (Methylcobalamin, Vitamin B12 & derivatives)

... across varied class of reactions

High vacuum distillations
Cyclisation **Grignard reaction**
Fridel craft acylation
Decyanation Etherification
Formylation High pressure catalytic reductions
Bromination
Nitration Oxirane

Recognized by Key Regulatory Bodies



API's Under Pipeline		Status
USDMF's	15 API's	Submitted
CEP	9 API's	Granted
USDMF	4 API	Submission Under Progress
CEP	1 API's	Assessment Under Progress
CEP	4 API's	Submission Under Progress

2009

Certificate of Excellence for outstanding Export Performance in the product group Chemicals, Drugs, Pharma and Allied Products (MSME) awarded by Federation of Indian Export Organisation

2010

Special Recognition National Award for Research and Development awarded by Ministry of Micro Small and Medium Enterprises, Government of India

2016

Export House for the Year for 2015-16 awarded by Directorate of Industries, Government of Maharashtra
Export Achievement for 2015-16 in the product group Basic Chemical, Pharmaceutical & Cosmetics Products (MSME) awarded by Directorate of Industries, Government of Maharashtra

2017

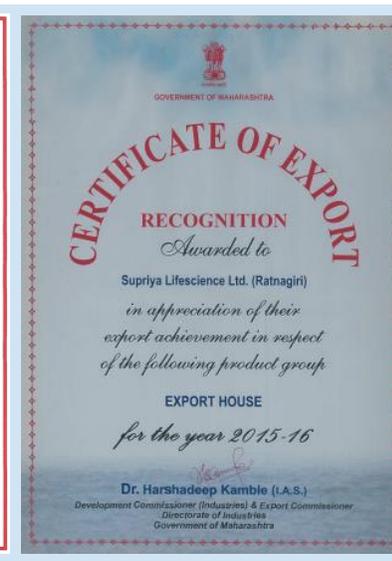
Export House for the Year for 2016-17 awarded by Directorate of Industries, Government of Maharashtra
Export Achievement for 2016-17 in the product group Basic Chemical & Pharmaceutical Cosmetics (SSI) awarded by Directorate of Industries, Government of Maharashtra

2019

Outstanding Export Performance Award for the year 2018-19 for product group API / Bulk Drugs by Pharmaceuticals Export Promotion Council of Indi



Awards



Awards





Satish Wagh

Chairman & MD

- B.Sc. from R.D National College and W.A. Science College, University of Bombay, Mumbai & an honorary Ph.D. in entrepreneurship from Faculty of Management Studies, National American University.
- Director on the boards of Supriya Medi-Chem Private Limited, Lote Industries Testing Laboratory Association and Sachin Industries Limited.



Saloni Wagh

Whole-time Director

- B.Sc. from Parle Tilak Vidhyalaya Association's Sathaye College, University of Mumbai, Mumbai, a master's degree in science from Institute of Science, University of Mumbai, Mumbai and a PhD in chemistry from the Faculty of Science, Pacific University, Udaipur



Shivani Wagh

Whole-time Director

- Bachelor's degree in management studies from M.L. Dahanukar College of Commerce, University of Mumbai, Mumbai and master's degree in International business management from Manchester Business School, University of Manchester, Manchester



Rajeev Jain

Chief Executive Officer

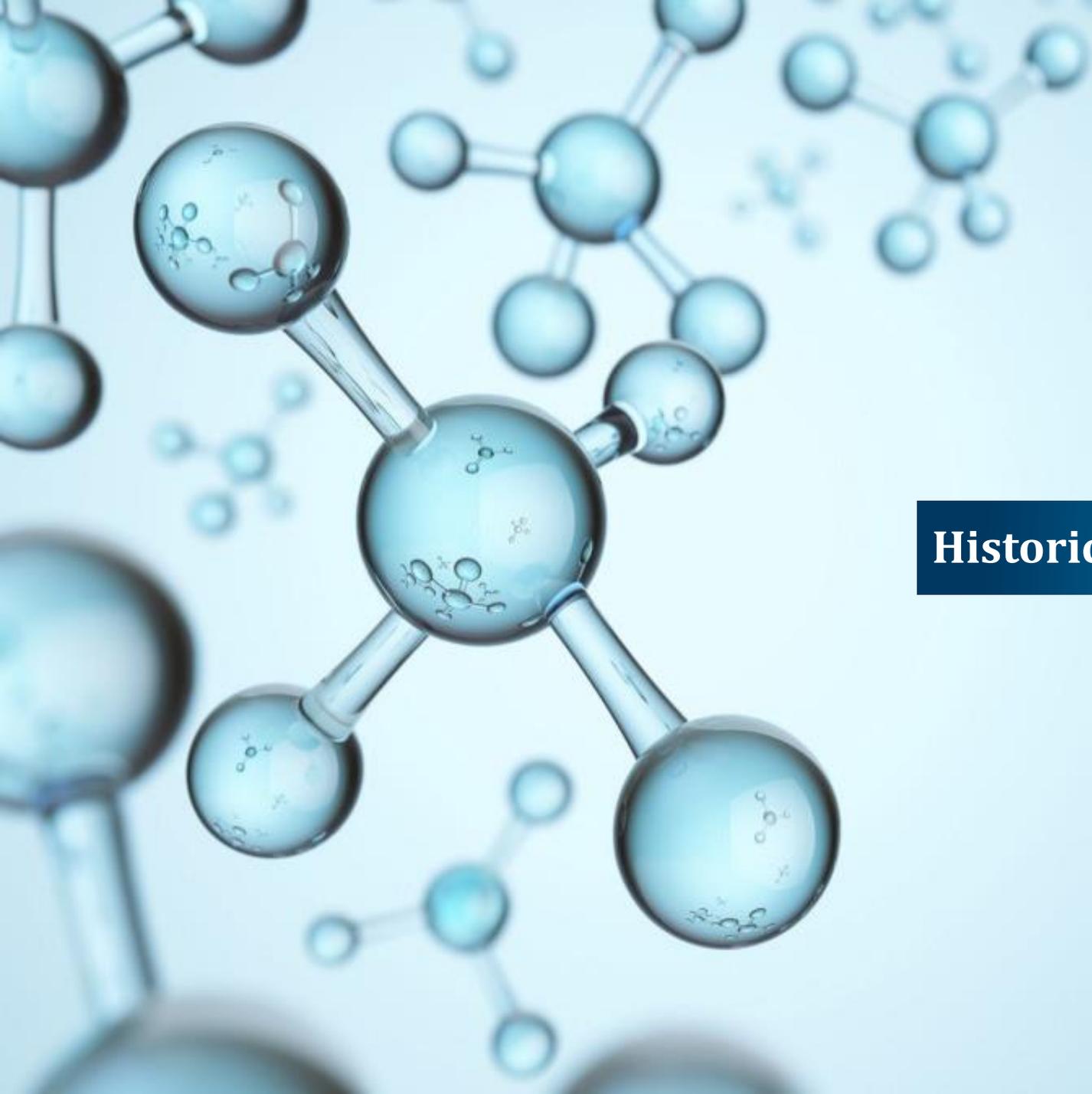
- Master of Business Administration (Marketing) from Jivaji University, Gwalior and B Sc (PCB) with distinction
- Previously associated with Morepen Labs Ltd., Ind Swift Labs, Arch Pharma, Trident Group and Max India (DSM)



Ashish Nayak

Chief Financial Officer

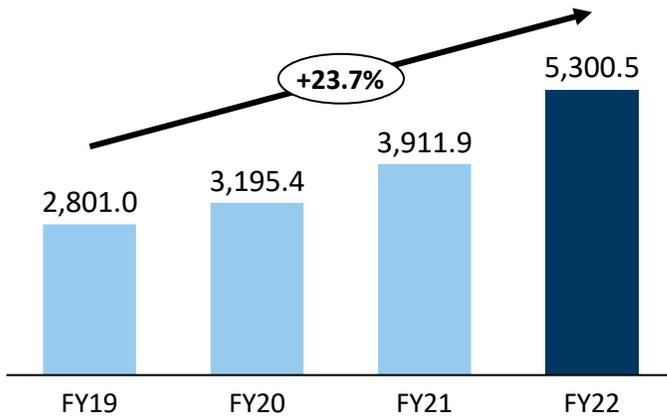
- He has cleared the final examination held by the ICAI
- Previously associated with Brand Holdings (India) Pvt. Ltd. as the CFO, Timezone Entertainment Pvt. Ltd. as the CFO, Foresight Vision Care Company Pvt. Ltd. and Crown Healthcare



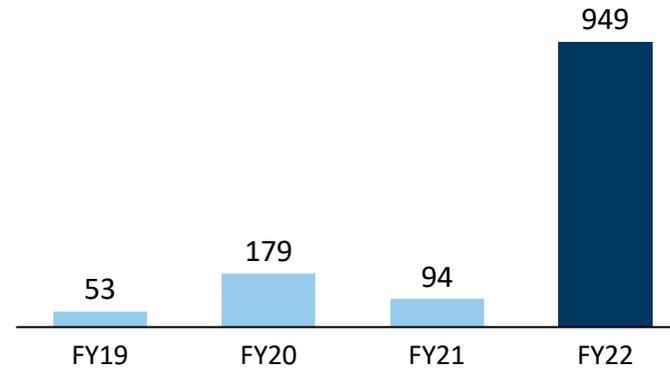
Historical Financial Performance

Consistent & Strong Financial Performance

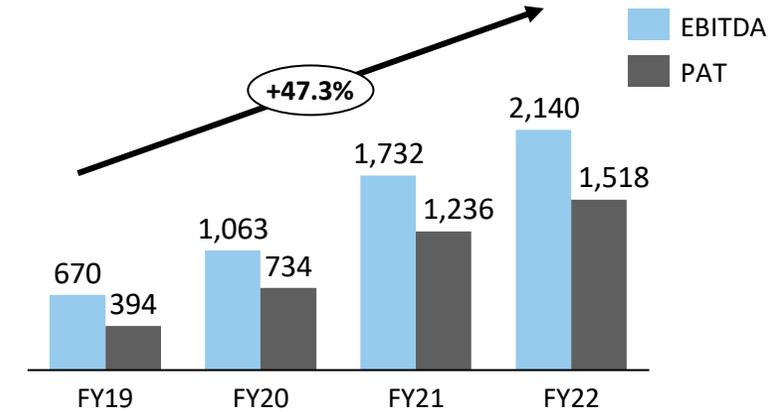
Robust revenue growth



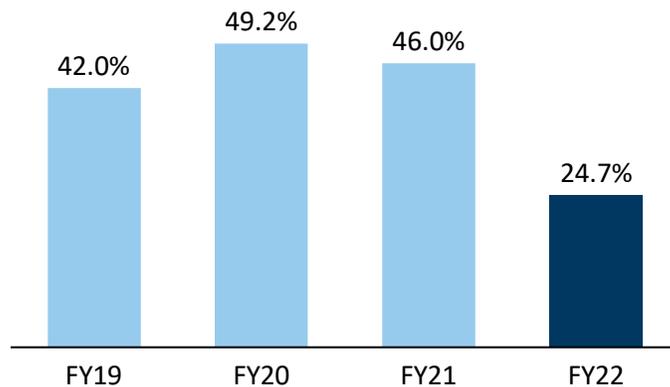
... Capex Spend



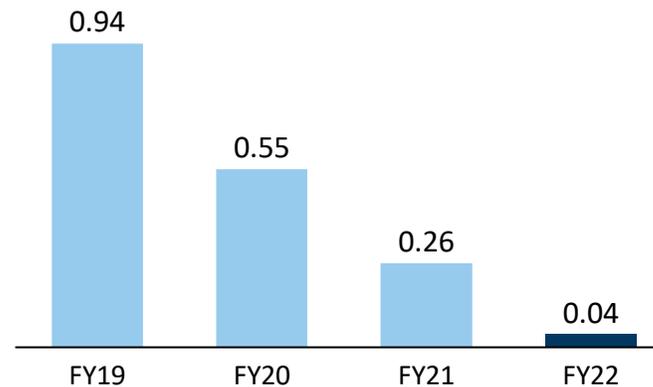
... and, focus on profitability



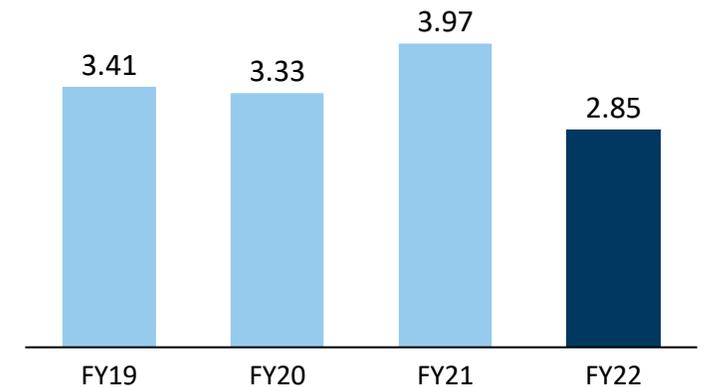
Return on Net Worth



Healthy leverage profile

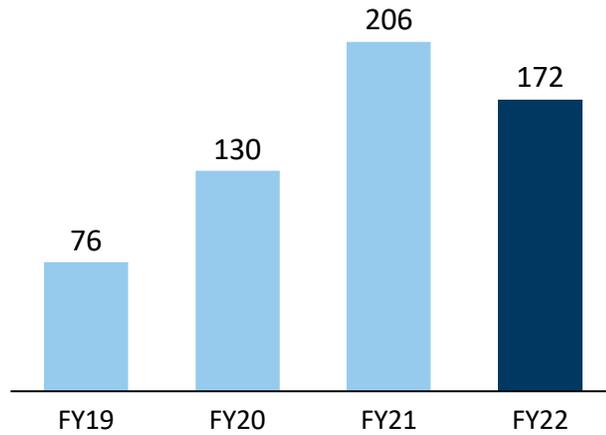


Strong operating performance

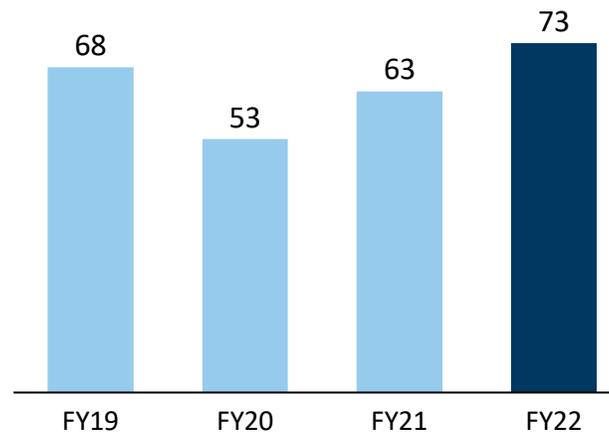


(in INR mn)

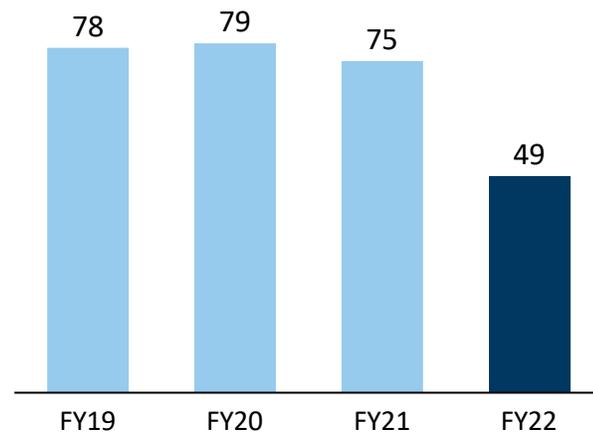
Inventory



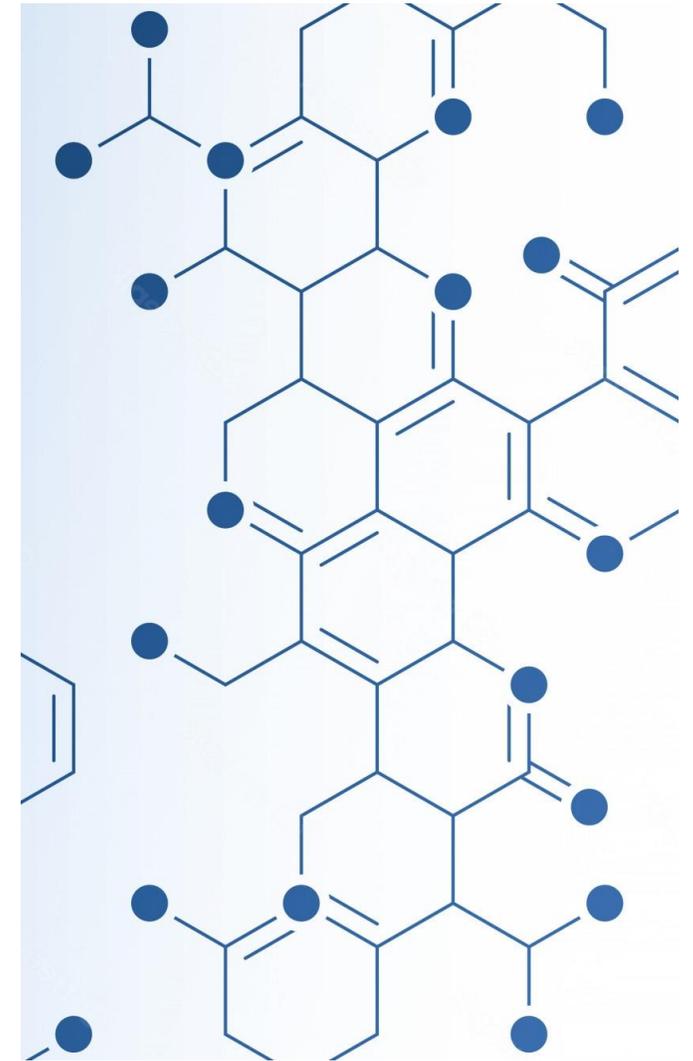
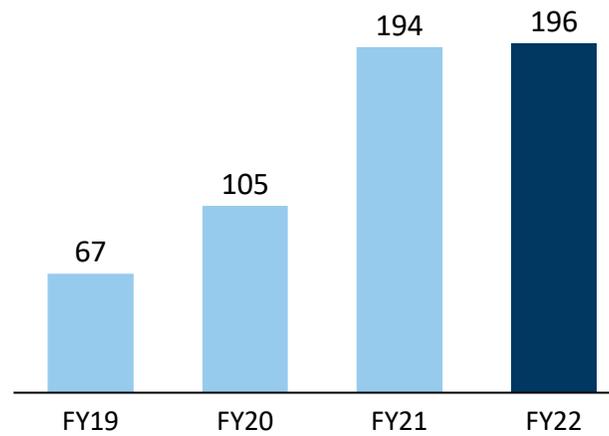
Receivables



Payables



Net Working Capital



Summary Statement of Profit and Loss

Particulars (in INR mn)	FY22	FY21	FY20	FY19
Total Revenue	5,300.5	3,912.4	3,195.4	2,801.0
Cost of Materials Consumed	1,988.3	1,405.7	1,523.8	1,460.7
Purchase of Traded Goods	-	-	-	-
Changes in Inventories of Finished Goods and Work in Progress	-30.3	-124.5	-139.0	8.0
Gross Profit	3,342.4	2,631.2	1,810.5	1,332.3
GP %	63%	67%	57%	48%
Employee Benefits Expense	490.8	327.6	255.9	189.7
Other Expenses	711.8	571.8	491.8	472.5
EBITDA	2,139.8	1,731.7	1,062.8	670.0
EBITDA %	40%	44%	33%	24%
Other Income	75.8	49.8	31.8	57.6
Depreciation and Amortisation Expense	101.2	67.6	63.8	54.3
EBIT	2,114.4	1,713.9	1,030.8	673.3
Finance Costs	42.0	40.8	68.5	102.2
Exceptional Items	-	-	-	-
PBT	2,072.4	1,673.1	962.3	571.0
Total Tax Expense	554.4	437.2	228.2	176.8
Profit for the year	1,518.1	1,236.0	734.0	394.2
PAT %	29%	32%	23%	14%
EPS	18.86	16.89	50.14	26.93

Summary Statement of Assets and Liabilities

Particulars (in INR mn)	Mar 22	Mar 21
ASSETS		
Non-current assets		
(i) Property, plant and equipment	1824.7	969.5
(ii) Right to Use Asset	58.0	14.7
(iii) Capital Work in progress	434.1	787.9
(iv) Intangible Assets	15.1	16.1
(v) Financial Assets		
-Investments	0.5	0.5
-Loans and Advances	0.0	0.0
(vi) Other Non- Current Assets	39.8	11.2
Total Non-current assets	2,372.18	1,800.03
Current assets		
(i) Inventories	923.1	724.8
(ii) Financial Assets		
-Trade receivables	1151.8	735.0
-Cash and cash equivalents	1657.8	435.0
-Bank balances other than above	621.3	457.8
-Other financial Assets	60.3	30.2
-Loans and Advances	5.7	5.4
(iii) Other current assets	555.3	266.5
Total Current Assets	4975.4	2654.6
TOTAL ASSETS	7347.6	4454.7

Particulars (in INR mn)	Mar 22	Mar 21
EQUITY AND LIABILITIES		
EQUITY		
(i) Equity share capital	161.0	146.4
(ii) Other equity	5,995.9	2,539.5
Total Equity	6,156.9	2,685.8
LIABILITIES		
Non-current liabilities		
(i) Financial Liabilities		
-Borrowings	-	-
-Lease Liabilities	53.0	20.7
-Other financial liabilities	-	194.9
(ii) Provisions	29.3	13.0
(iii) Deferred tax Liabilities	111.5	80.1
Total Non-Current Liabilities	193.8	308.6
Current liabilities		
(i) Financial liabilities		
-Borrowings	213.0	701.3
-Lease Liabilities	8.2	-
-Trade payables	489.7	510.2
-Other financial liabilities	7.9	5.7
(iii) Provisions	4.1	9.1
(ii) Other current liabilities	274.0	234.0
Total Current Liabilities	997.0	1,460.2
TOTAL EQUITY AND LIABILITIES	7,347.6	4,454.7

Summary statement of Cashflow



(in INR mn)

Particulars (in INR mn)	FY22	FY21	FY20	FY19
Cash Flow from Operating Activities				
Profit before Tax	2,072.4	1,673.9	962.3	571.0
Adjustment for Non-Operating Items	68.7	53.1	102.4	124.6
Operating Profit before Working Capital Changes	2,141.2	1,727.0	1,064.7	695.6
Changes in Working Capital	-1,043.5	1,844.0	669.6	655.5
Cash Generated from Operations	1,097.6	-117.0	395.0	40.1
Less: Direct Taxes paid	-609.6	-299.9	-270.1	-140.9
Net Cash from Operating Activities	488.0	799.3	1,160.6	486.7
Cash Flow from Investing Activities	-598.2	-474.1	-245.3	48.3
Cash Flow from Financing Activities	1,496.5	-149.3	-292.3	-497.2
Net increase/ (decrease) in Cash & Cash equivalent	1,386.3	175.9	623.1	37.9
Cash and cash equivalents at the beginning of the year	922.9	747.1	124.0	86.1
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0	0.0	0.0
Cash and cash equivalents at the end of the year	2,309.2	922.9	747.1	124.0





Future Outlook

Two new R&D centres

- The future of company lies in R&D, initiated the process of setting up enhanced R&D facility
 1. At Lote Parshuram to cater to lifecycle management and further backward integration projects (to be operational by Q3FY23)
 2. At Ambernath to cater to new molecules and CMO/CDMO business. (to be operational by Q3FY23)
- These centres will help to develop identified APIs which will complement existing product profile.
- Further controlled drugs portfolio to be expanded , identification of potential APIs have been done which are in development pipeline, also evaluating product portfolio expansion by selecting products in anti-diabetic and CNS range.

New markets

- Company is currently doing business with over 1200+ customers and has presence in more than 86 countries.
- The geographical locations are distributed within sales team to focus on sustaining the business and expansion through new customer acquisition.
- For regulated market, regulatory team is registering the products and filling DMFs. Sales team is in discussion with new customers to qualify Supriya as source and started sending samples and supplying APIs for their validation of products.
- Company has taken additional steps for business expansion around the globe especially in north America market, Japan, Australia and New Zealand.

CMO/CDMO space

- Company understands large scale special chemical manufacturing and has experience in handling hazardous complex process chemistry.
- Initiated discussion with various companies ranging from big pharma to innovator companies to work as a partner for supplying products as per their needs.
- Currently work in progress on 5 projects including developing process in the laboratory for these projects. Also with the new capacity being setup in Ambernath more CMO/CDMO opportunities will be pursued
- Two of the CMO/CDMO opportunities that we were working on have moved to phase two and we expect to initiate the regulating filing in Q4FY23.

Capacity enhancement

- Capacity enhancement for further backward integration for existing products, new product rollouts and CMO/CDMO opportunities
- Currently plants are running at full capacity. Company is enhancing and expanding infrastructure at Lote Parshuram for R&D, Quality Laboratory, warehousing and effluent treatment.
- These facilities are expected to be operational in FY23. Work in progress on the next manufacturing block (E block) at Lote Parshuram with capacity of 340 KL to replace old block with 145 KL capacity.
- A new manufacturing block with capacity of 70 KL along with a new R&D facility with Pilot plant is also being set up at Ambernath.
- With these projects the total capacity will increase from **547 KL to 810 KL** by Q1 FY24
- The existing plots at Lote Parshuram and Ambernath will be fully utilised once these projects are operational

- **API** – Active Pharmaceutical Intermediates
- **DMF** – Drug Master File
- **CEP** – Certificate of Sustainability
- **USFDA** – US Food And Drug Administration
- **EDQM** – European Directorate for the Quality of Medicines & HealthCare
- **IDL** – Import Drug Licence of China
- **KFDA** – Korea Medical Device Registration
- **COFEPRIS** – Mexico Medical Device Registration
- **NMPA** – National Medical Products Administration
- **SFDA** – Saudi Food And Drug Authority
- **DSIR** – Department of Scientific and Industrial Research
- **cGMP** – Current Good Manufacturing Practice
- **KSM** – Key Starting Material
- **WHO** – World Health Organisation
- **CDC** – Centres for Disease Control and Prevention

Thank You!

Company :



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