



Date: October 28, 2024

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,

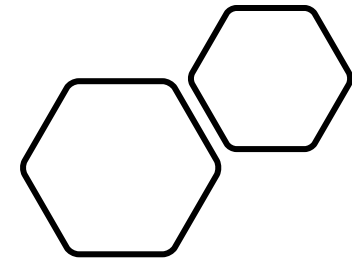
**For Supriya Lifescience Limited**

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

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**Corporate office** : 207/208, Udyog Bhavan, Sonawala Road, Goregaon (East), Mumbai – 400 063. Maharashtra, India.  
Tel: +91 22 40332727 / 66942507 Fax : +91 22 26860011 GSTIN: 27AALCS8686A1ZX  
CIN: L51900MH2008PLC180452 E-mail: [supriya@supriyalifescience.com](mailto:supriya@supriyalifescience.com) Website: [www.supriyalifescience.com](http://www.supriyalifescience.com)

**Factory** : A-5/2, Lote Parshuram Industrial Area, M.I.D.C. Tal.– Khed, Dist. – Ratnagiri, Pin :415 722, Maharashtra, India.  
Tel: +91 2356 272299 Fax: +91 2356 272178 E-mail: [factory@supriyalifescience.com](mailto:factory@supriyalifescience.com)



**Earnings Presentation  
Q2 & H1 FY25**



**SUPRIYA  
LIFESCIENCE LTD.**

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Sustainability



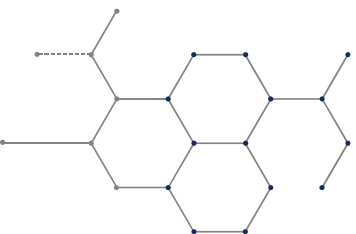
Growth

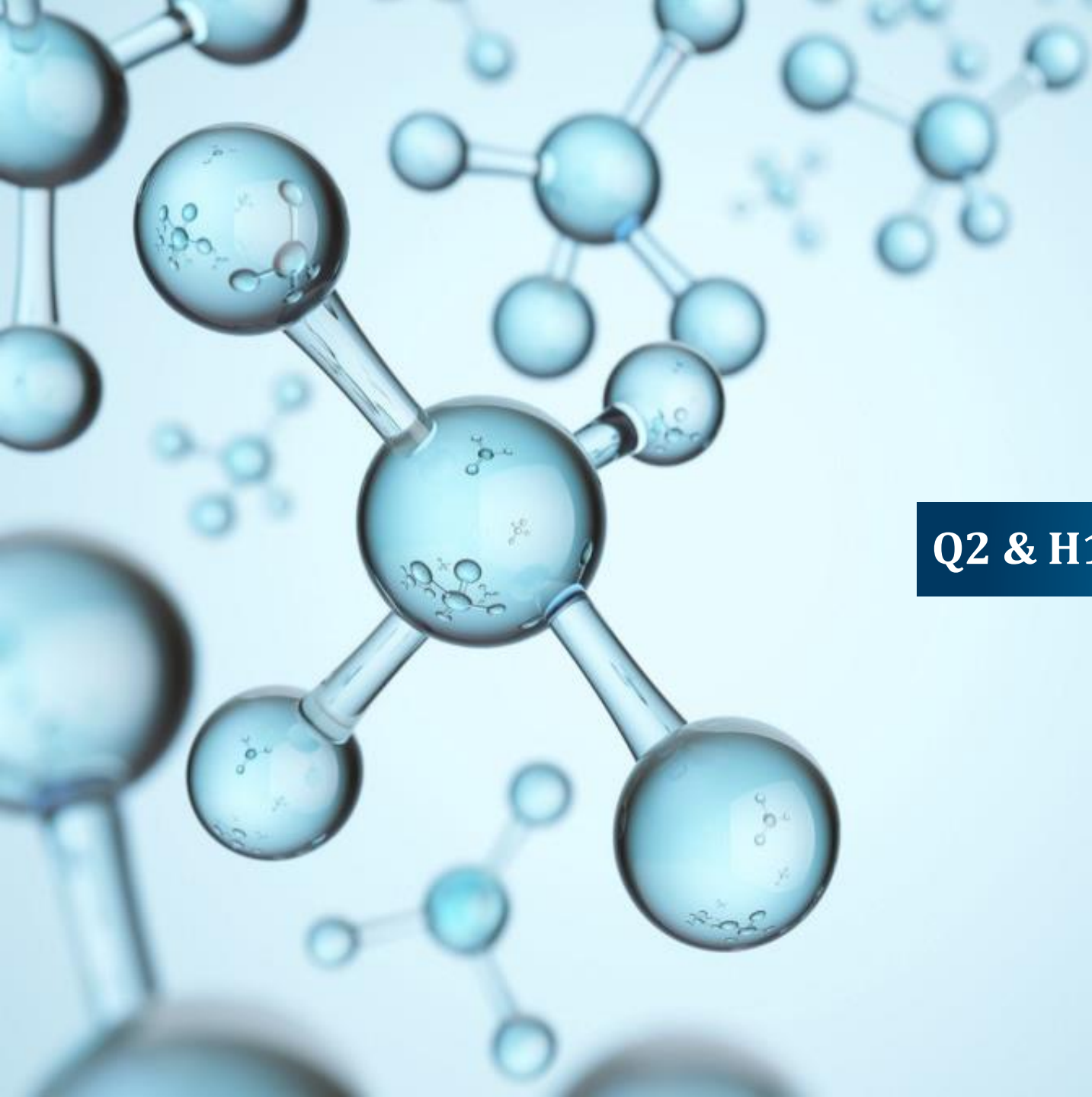


Profitability

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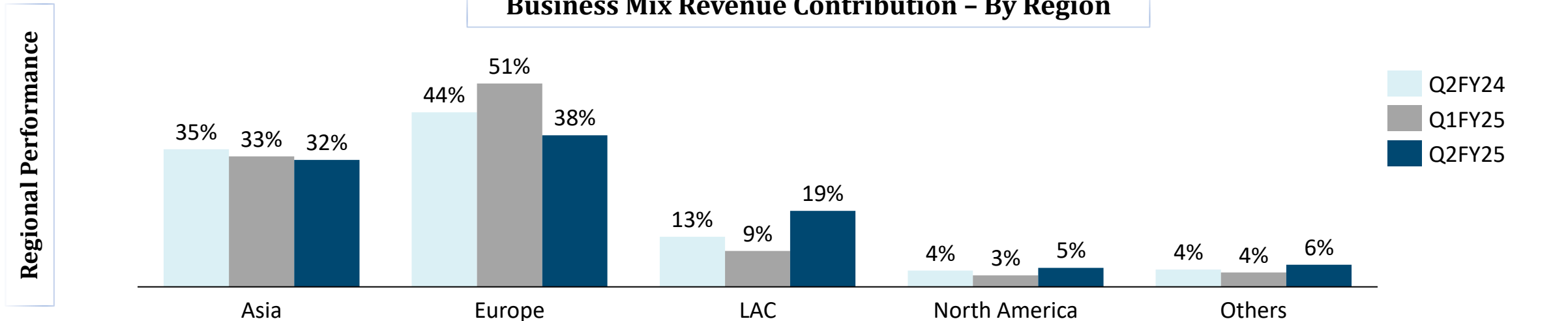
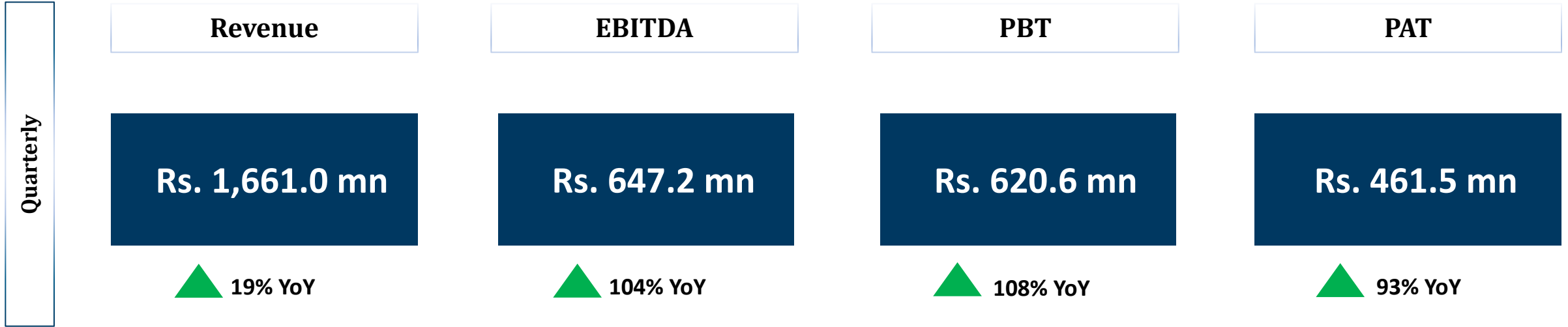
1. Q2 & H1 FY25 Highlights
2. Company Overview
3. Historical Financial Performance
4. Future Outlook



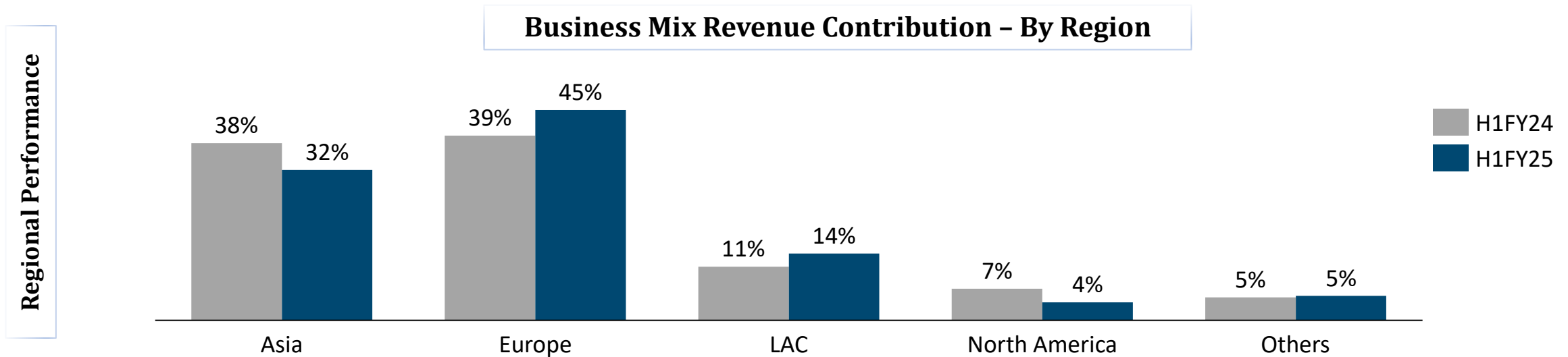
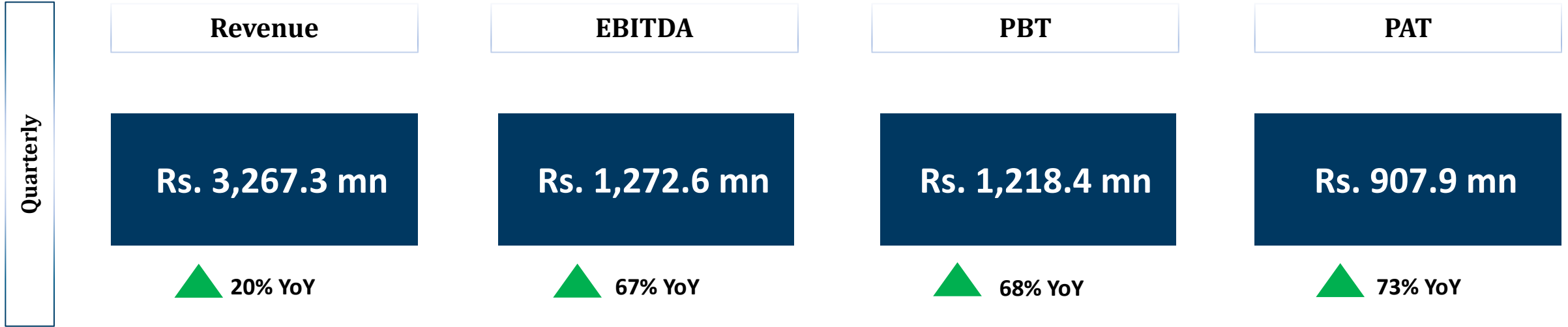


## Q2 & H1 FY25 Highlights

(in INR mn)



(in INR mn)



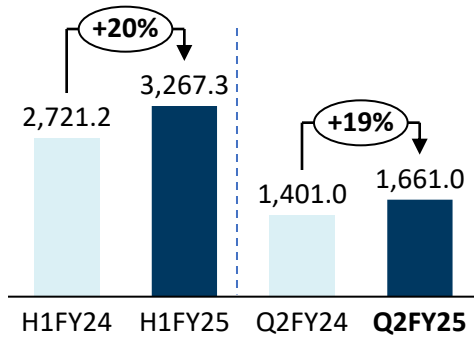


# Q2 & H1 FY25 Highlights

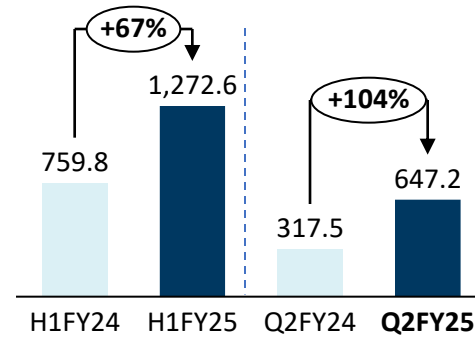
(in INR mn)

Y-o-Y

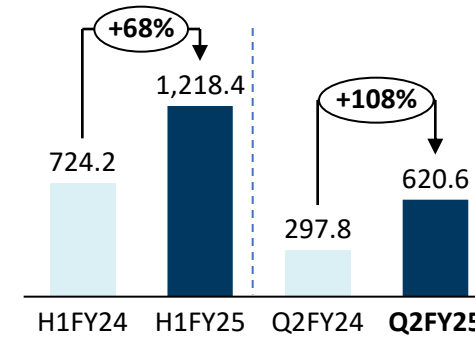
## Revenue



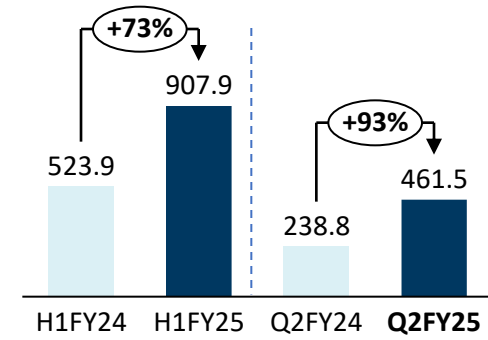
## EBITDA



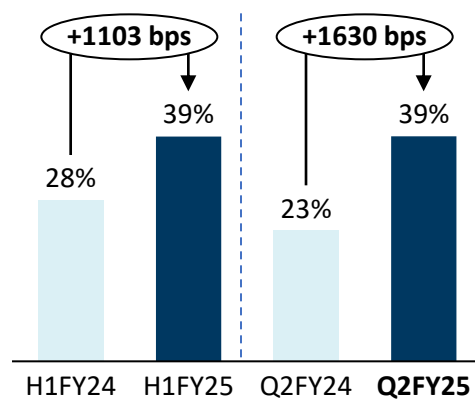
## PBT



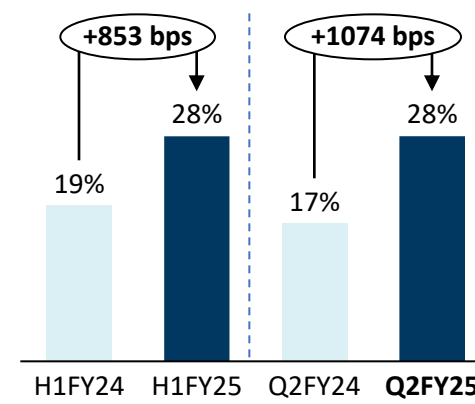
## PAT



## EBITDA Margins

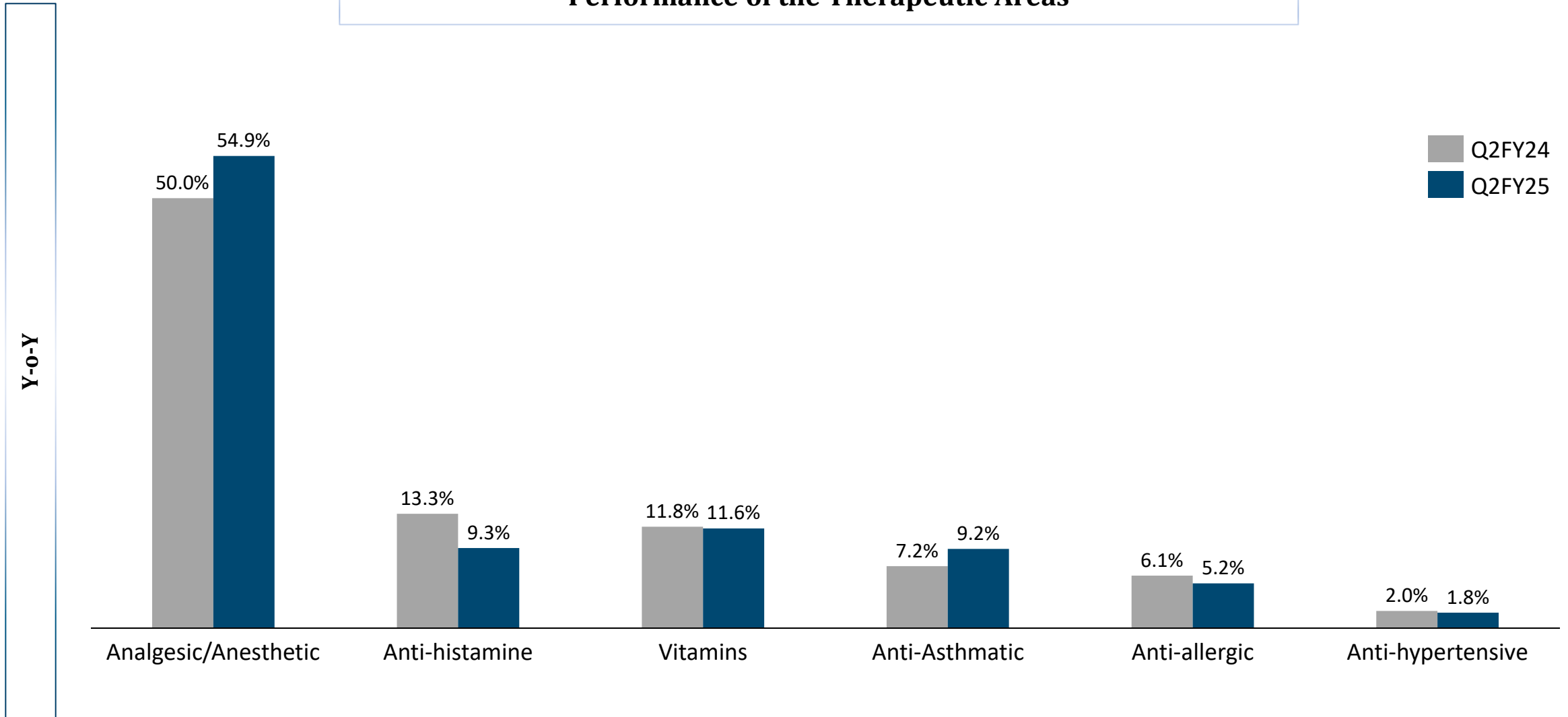


## PAT Margins





## Performance of the Therapeutic Areas



# Q2 & H1 FY25 Profit & Loss Statement



SUPRIYA  
LIFESCIENCE LTD.

Particulars (in INR mn)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
<b>Revenue from Operations</b>	<b>1661.0</b>	<b>1,401.0</b>	<b>18.6%</b>	<b>1,606.3</b>	<b>3.4%</b>	<b>3267.3</b>	<b>2721.2</b>	<b>20.1%</b>
Cost of Materials Consumed	615.8	507.0		557.3		1173.1	982.3	
Changes in Inventories of Finished Goods and Work in Progress	-156.1	109.4		-71.3		-227.4	106.3	
<b>Gross Profit</b>	<b>1,201.3</b>	<b>784.6</b>	<b>53.1%</b>	<b>1,120.3</b>	<b>7.2%</b>	<b>2,321.6</b>	<b>1,632.6</b>	<b>42.2%</b>
<b>GP %</b>	<b>72.3%</b>	<b>56.0%</b>	<b>+1632 Bps</b>	<b>69.7%</b>		<b>71.1%</b>	<b>60.0%</b>	<b>+1106 Bps</b>
Employee Benefits Expense	196.9	175.0		200.8		397.7	329.3	
Other Expenses	357.3	292.0		294.0		651.3	543.5	
<b>EBITDA</b>	<b>647.2</b>	<b>317.5</b>	<b>103.8%</b>	<b>625.4</b>	<b>3.5%</b>	<b>1,272.6</b>	<b>759.8</b>	<b>67.5%</b>
<b>EBITDA %</b>	<b>39.0%</b>	<b>22.7%</b>	<b>+1630 Bps</b>	<b>38.9%</b>		<b>38.9%</b>	<b>27.9%</b>	<b>+1103 Bps</b>
Other Income	25.2	24.7		22.2		47.4	53.9	
Depreciation and Amortisation Expense	47.4	39.8		46.6		94.0	79.4	
<b>EBIT</b>	<b>624.9</b>	<b>302.4</b>	<b>106.7%</b>	<b>601.1</b>	<b>4.0%</b>	<b>1,226.0</b>	<b>734.3</b>	<b>67.0%</b>
Finance Costs	4.3	4.6		3.4		7.6	10.2	
<b>PBT</b>	<b>620.6</b>	<b>297.8</b>	<b>108.4%</b>	<b>597.7</b>	<b>3.8%</b>	<b>1,218.4</b>	<b>724.2</b>	<b>68.3%</b>
Total Tax Expense	159.2	58.9		151.3		310.5	200.2	
<b>Profit for the year</b>	<b>461.5</b>	<b>238.8</b>	<b>93.2%</b>	<b>446.4</b>	<b>3.4%</b>	<b>907.9</b>	<b>523.9</b>	<b>73.3%</b>
<b>PAT %</b>	<b>27.8%</b>	<b>17.0%</b>	<b>+1074 Bps</b>	<b>27.8%</b>		<b>27.8%</b>	<b>19.3%</b>	<b>+853 Bps</b>
<b>EPS</b>	<b>5.71</b>	<b>2.97</b>		<b>5.54</b>		<b>11.25</b>	<b>6.51</b>	

# Balance Sheet Statement

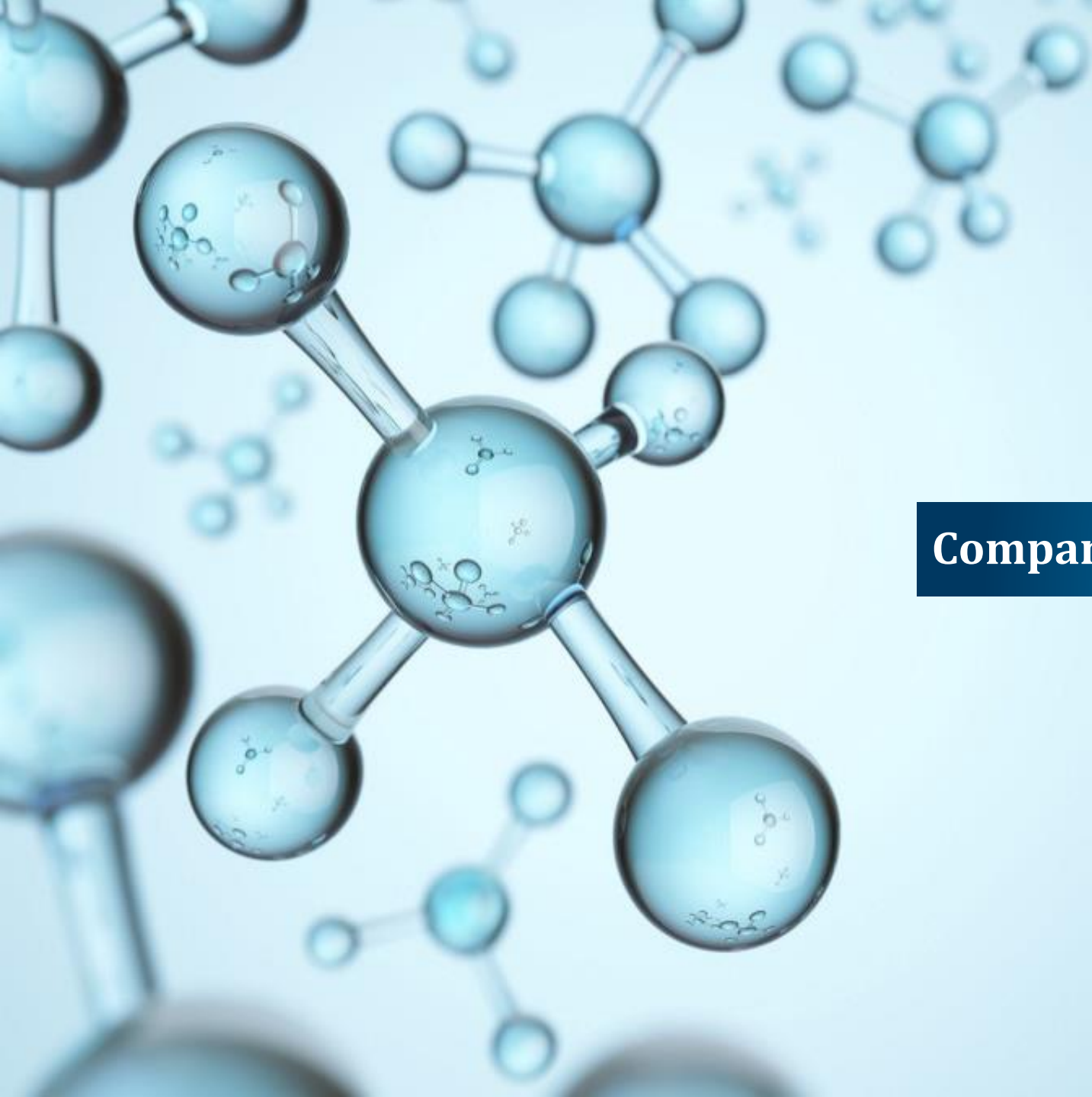


Particulars (in INR mn)	Sep 24	Mar 24
<b>ASSETS</b>		
Non-current assets		
(i) Property, plant and equipment	3,002.7	3,037.0
(ii) Right to Use Asset	48.8	47.8
(iii) Capital Work in progress	2,175.3	1,488.3
(iv) Intangible Assets	27.0	16.6
(v) Financial Assets		
-Investments	724.9	638.0
(vi) Other Non- Current Assets	11.7	6.8
<b>Total Non-current assets</b>	<b>5,990.3</b>	<b>5,234.3</b>
Current assets		
(i) Inventories	1,079.8	852.5
(ii) Financial Assets		
-Trade receivables	1,057.3	1,116.8
-Cash and cash equivalents	775.0	683.5
-Bank balances other than above	68.1	66.1
-Other financial Assets	26.5	45.1
-Loans and Advances	7.7	6.9
(iii) Other current assets	1,119.2	1,207.2
<b>Total Current Assets</b>	<b>4,133.6</b>	<b>3,978.0</b>
<b>TOTAL ASSETS</b>	<b>10,123.9</b>	<b>9,212.4</b>

Particulars (in INR mn)	Sep 24	Mar 24
<b>EQUITY AND LIABILITIES</b>		
EQUITY		
(i) Equity share capital	161.0	161.0
(ii) Other equity	8,897.9	7,992.7
<b>Total Equity</b>	<b>9,058.9</b>	<b>8,153.7</b>
LIABILITIES		
Non-current liabilities		
(i) Financial Liabilities		
-Borrowings	0.0	0.0
-Lease Liabilities	52.2	50.2
-Other financial liabilities	0.0	0.0
(ii) Provisions	17.6	8.0
(iii) Deferred tax Liabilities	240.8	231.5
<b>Total Non-Current Liabilities</b>	<b>310.6</b>	<b>289.8</b>
Current liabilities		
(i) Financial liabilities		
-Borrowings	0.0	0.0
-Lease Liabilities	2.9	4.7
-Trade payables	624.1	595.7
-Other financial liabilities	27.8	15.7
(iii) Provisions	3.8	3.7
(ii) Other current liabilities	95.8	149.2
<b>Total Current Liabilities</b>	<b>754.4</b>	<b>768.9</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>10,123.9</b>	<b>9,212.4</b>

Particulars (in INR mn)	Sep 24	Sep 23
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	1218.4	724.2
Adjustment for Non-Operating Items	82.2	39.8
<b>Operating Profit before Working Capital Changes</b>	<b>1300.6</b>	<b>764.0</b>
Changes in Working Capital	-77.8	27.9
<b>Cash Generated from Operations</b>	<b>1222.7</b>	<b>791.8</b>
Less: Direct Taxes paid	-301.1	-232.2
<b>Net Cash from Operating Activities</b>	<b>921.6</b>	<b>559.7</b>
Cash Flow from Investing Activities	-825.3	-800.3
Cash Flow from Financing Activities	-2.7	-177.1
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>93.6</b>	<b>-417.8</b>
Cash and cash equivalents at the beginning of the year	749.6	1575.8
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0
<b>Cash and cash equivalents at the end of the year</b>	<b>843.1</b>	<b>1158.1</b>





## Company Overview

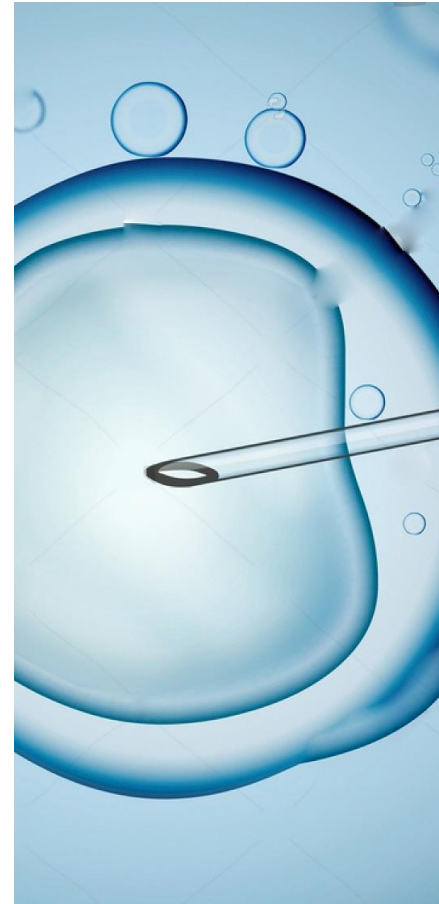
Niche product basket of

**32** APIs

Diversified operations  
with presence in

**128**  
countries

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



Approved facility with  
strong IP

**18** DMFs with USFDA

**9** CEPs with EDQM

**4** CEPs in progress

**10** CADIFA Brazil

**3** process patent filed

Manufacturing facility  
spread across

**23,806**  
sq.mts

Reactor capacity of

**597** KL/day

**1,700**  
customers

2008

Incorporation & conversion from a partnership firm to a public limited company

2010

CEP granted for Chlorphenamine Maleate

2013

**COFEPRIS** and **KFDA** approval granted

2015

**EUGMP** and **EDQM** approval granted

2018

CEP granted for Brompheniramine Maleate, Mepyramine Maleate & Ketamine Hydrochloride

2021

**CEP** granted for Pentoxifylline, Esketamine Hydrochloride and Salbutamol Sulphate; **NMPA** approval granted; Health Canada approval  
**Listed on Stock Exchange BSE & NSE**

2023

The Company commenced operations at its **new R&D lab in Lote Parshuram**

2009

Started production of Ketamine hydrochloride

2011

**IDL** granted for Chlorphenamine Maleate

2014

**USFDA approval granted;** IDL granted for Brompheniramine Maleate

2017

CEP granted for Pheniramine Maleate; **Second time USFDA approval granted**

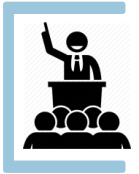
2020

**Third time USFDA approval**

2022

**CEP** (Certificate of suitability) renewed for Pheniramine Maleate, Chlorpheniramine Maleate and Ketamine Hydrochloride





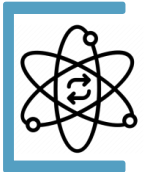
Significant scale with leadership position across key & niche products



Backward integrated business model



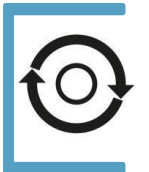
Geographically diversified revenues with a global presence across 86 countries



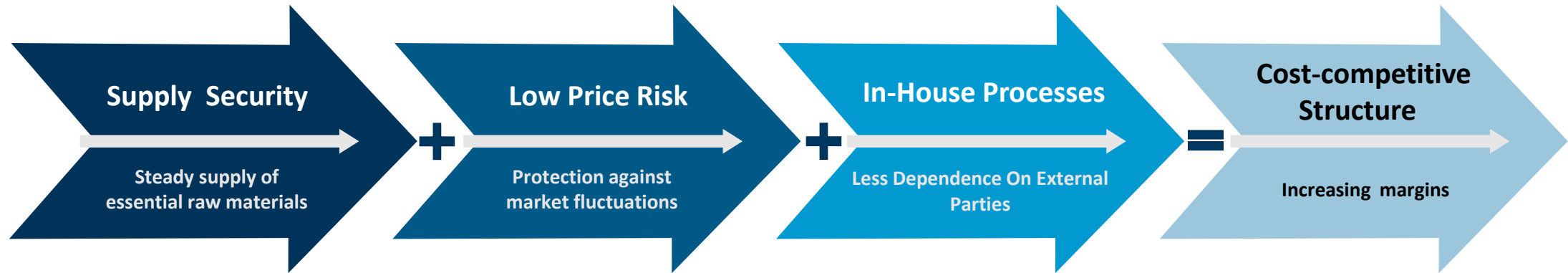
Advanced manufacturing and research and development capabilities



Experienced senior management team and qualified operational personnel



Consistent strong financial performance due to de-risked business model



15 products are backward integrated\* in following therapies

Anesthetics

Anti-Asthmatic

Anti-Histamine

Decongestant

Anti-Gout

74%  
of Q2 FY25 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



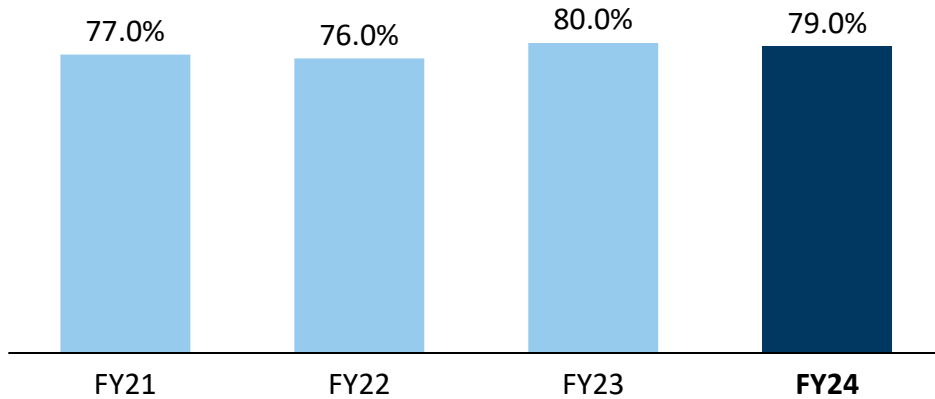
Note: In the process of further backward integrating 3 more products



- 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

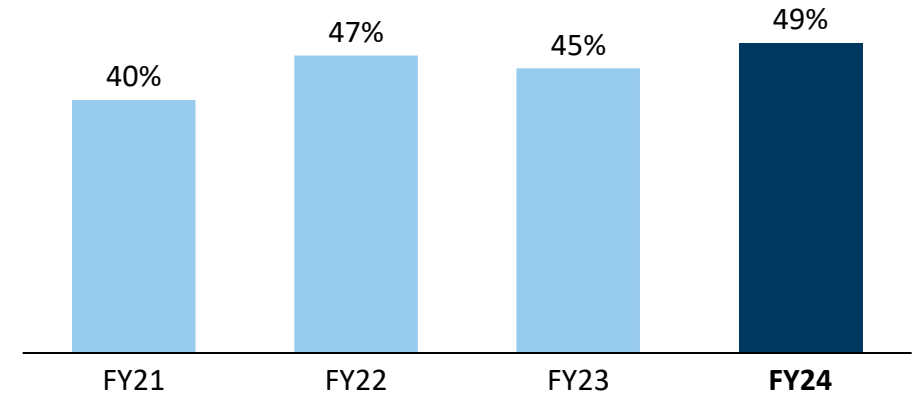
## Significant export presence, with low dependence on a specific geography

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.

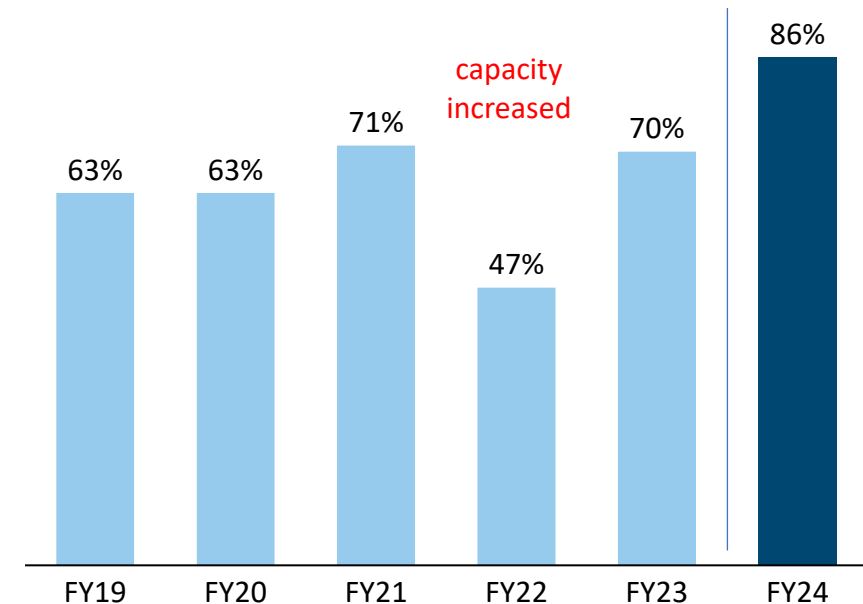
Land area

- ✓ 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
<b>Year of Establishment</b>	1993	1994	2014	2021
<b>Capacities</b>	157 KL	195 KL	30 KL	215 KL
<b>Regulatory Approved</b>	✓	✓	✓	✓

## Steady improvement in capacity utilization



## Supported by R&D driven mindset



DSIR approved  
facility

18\*

DMFs

3\*

Process Patent  
Filed in India

9\*

CEPs

4\*

CEPs in  
process

10\*

CADIFA Brazil



- ✓ 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	18 API's	Submitted
CEP	9 API's	Granted
USDMF	2 API	Submission Under Progress
CEP	4 API's	Under Progress
CADIFA Brazil	10 API's	Granted

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**

## Executive Chairman & WTD

- 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**

## Managing 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**

## Joint Managing Director

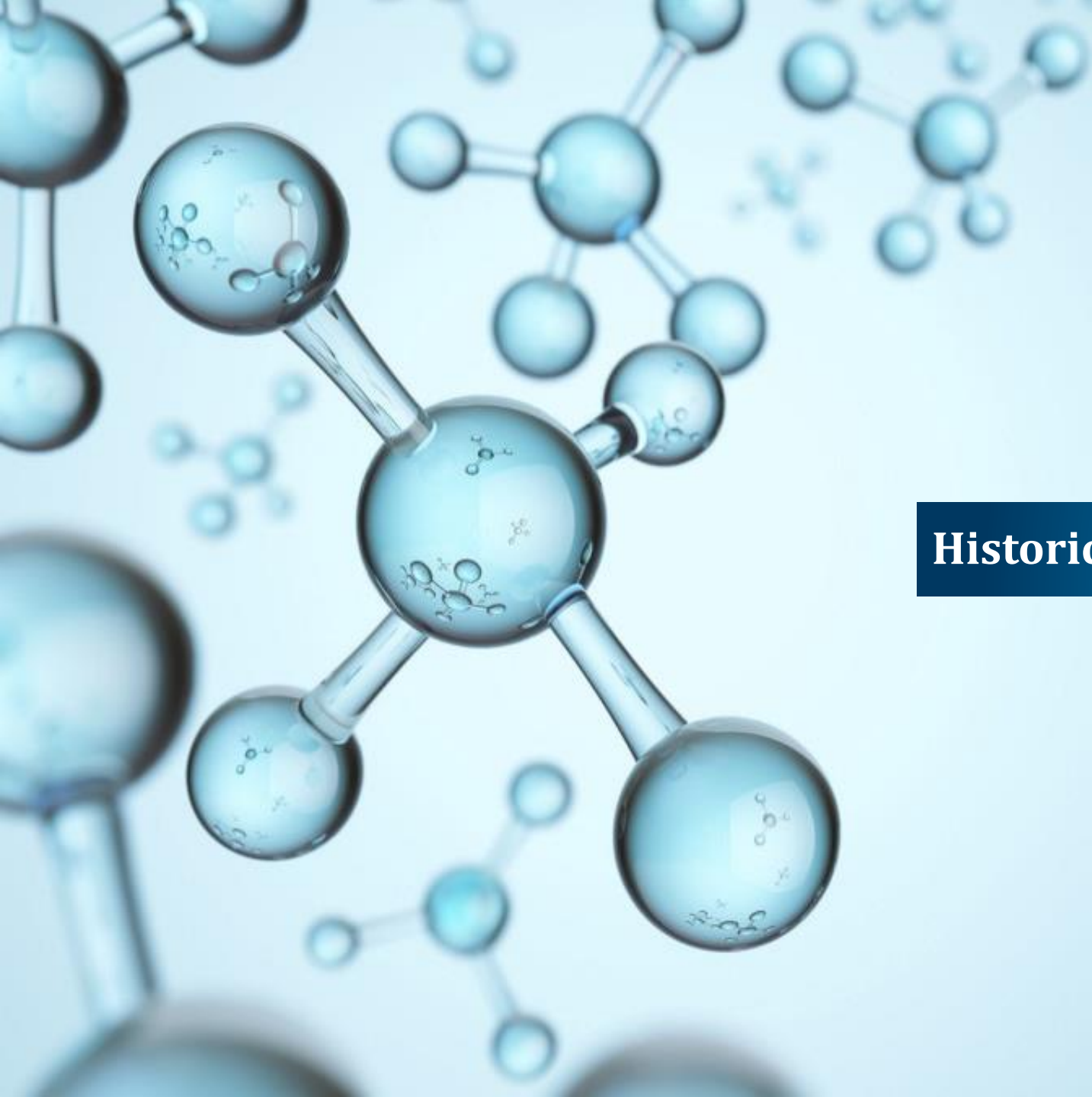
- Bachelor's degree in management studies from M.L. Dahanukar College of Commerce, University of Mumbai, Mumbai and master's degree in International business management from Manchester Business School, University of Manchester, Manchester



**Krishna Raghunathan**

## Chief Financial Officer

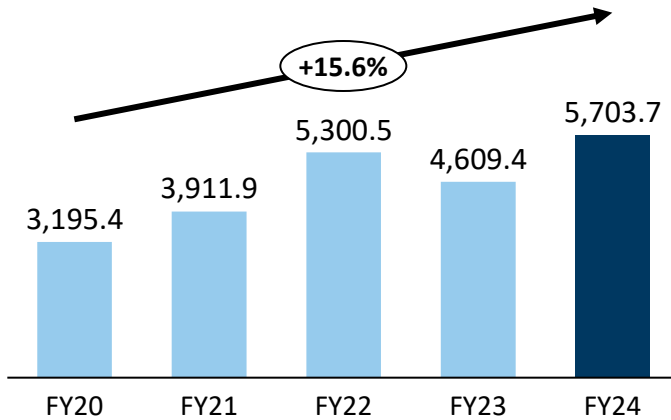
- Chartered Accountant (CA) from ICAI and bachelor degree of Science in Zoology from Madras University, Chennai
- Previously associated with companies like Dr. Reddy's Laboratories Limited and Granules India Limited.



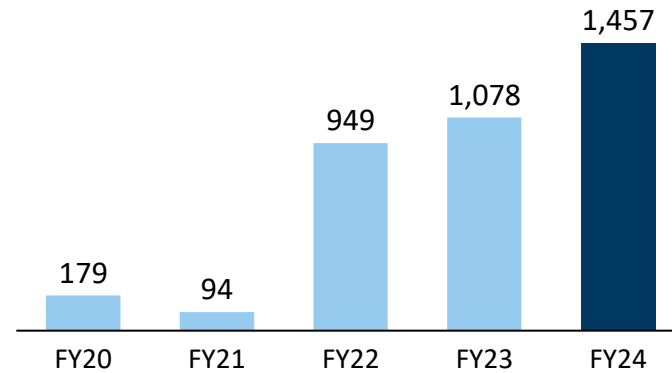
## Historical Financial Performance

# Consistent & Strong Financial Performance

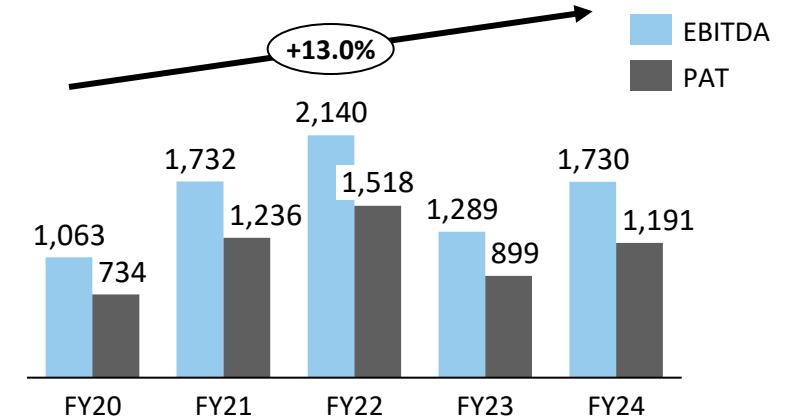
## Robust revenue growth



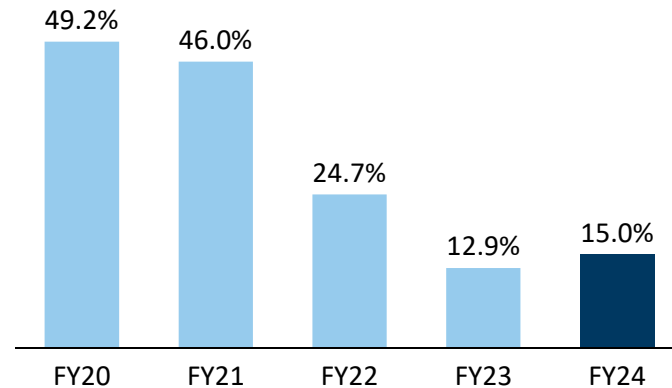
## Capex Spend



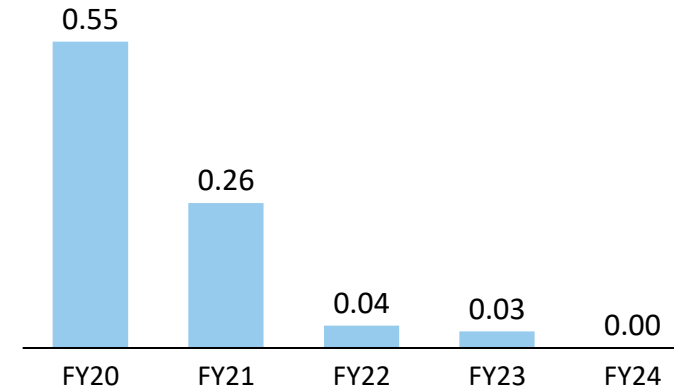
## ... and, focus on profitability



## Return on Net Worth



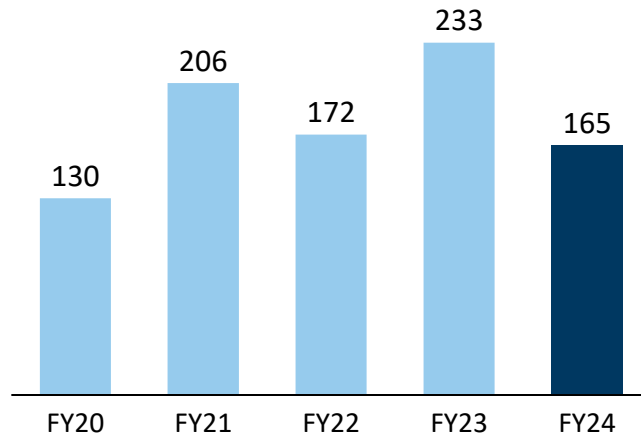
## Healthy leverage profile



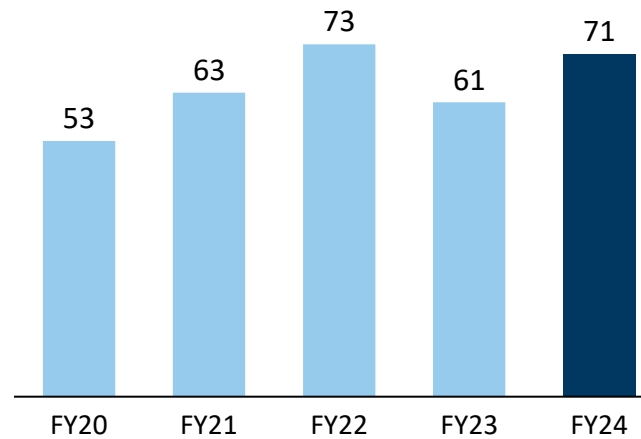
(in INR mn)



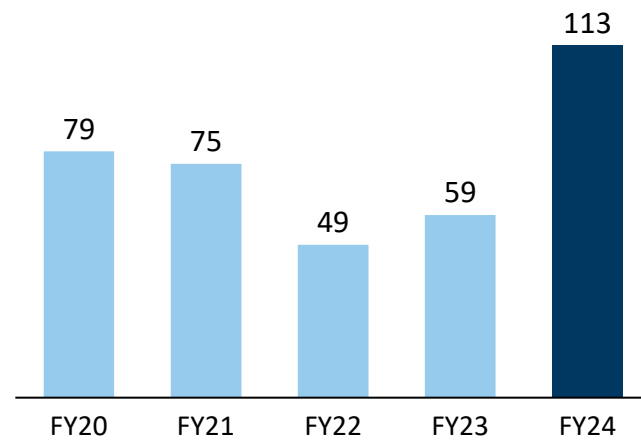
## Inventory



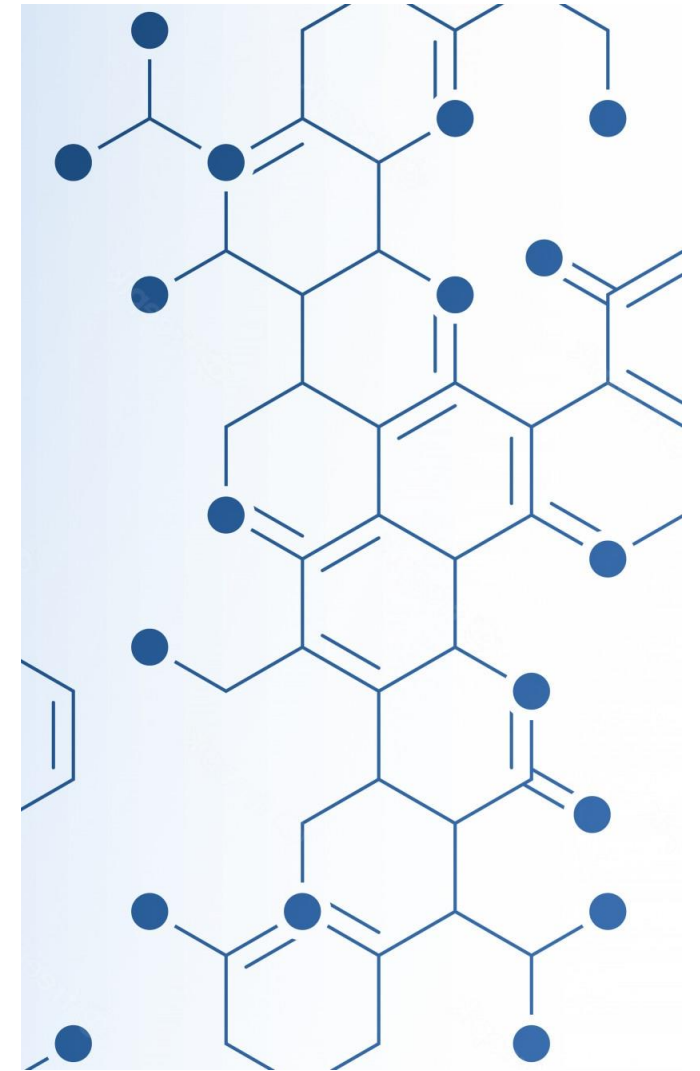
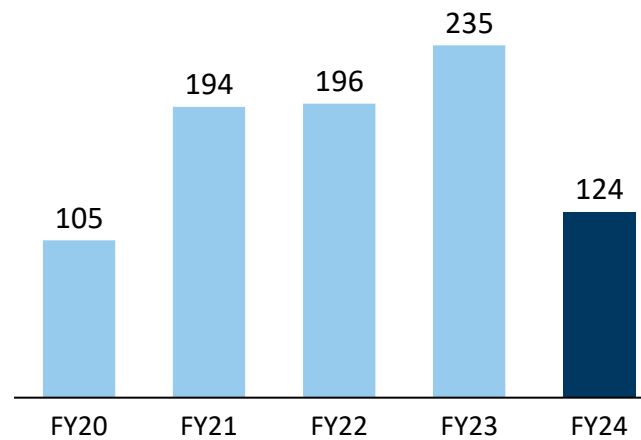
## Receivables



## Payables



## Net Working Capital





# Summary Statement of Profit and Loss

Particulars (in INR mn)	FY24	FY23	FY22	FY21
<b>Total Revenue</b>	<b>5,703.7</b>	<b>4,609.4</b>	<b>5,300.5</b>	<b>3,912.4</b>
Cost of Materials Consumed	1,914.3	1,873.2	1,988.3	1,405.7
Changes in Inventories of Finished Goods and Work in Progress	303.1	-65.1	-30.3	-124.5
<b>Gross Profit</b>	<b>3,486.3</b>	<b>2,801.3</b>	<b>3,342.4</b>	<b>2,631.2</b>
<b>GP %</b>	<b>61.1%</b>	<b>60.8%</b>	<b>63.1%</b>	<b>67.3%</b>
Employee Benefits Expense	676.4	555.8	490.8	327.6
Other Expenses	1,080.2	956.5	711.8	571.8
<b>EBITDA</b>	<b>1,729.7</b>	<b>1,289.0</b>	<b>2,139.8</b>	<b>1,731.7</b>
<b>EBITDA %</b>	<b>30.3%</b>	<b>28.0%</b>	<b>40.4%</b>	<b>44.3%</b>
Other Income	106.4	94.9	75.8	49.8
Depreciation and Amortisation Expense	158.1	118.2	101.2	67.6
<b>EBIT</b>	<b>1,678.0</b>	<b>1,265.7</b>	<b>2,114.4</b>	<b>1,713.9</b>
Finance Costs	21.1	30.8	42.0	40.8
<b>PBT</b>	<b>1,656.9</b>	<b>1,234.9</b>	<b>2,072.4</b>	<b>1,673.1</b>
Total Tax Expense	465.8	336.3	554.4	437.2
<b>Profit for the year</b>	<b>1,191.1</b>	<b>898.6</b>	<b>1,518.1</b>	<b>1,236.0</b>
<b>PAT %</b>	<b>20.9%</b>	<b>19.5%</b>	<b>28.6%</b>	<b>31.6%</b>
<b>EPS</b>	<b>14.80</b>	<b>11.16</b>	<b>18.86</b>	<b>16.89</b>

# Summary Statement of Assets and Liabilities



Particulars (in INR mn)	Mar 24	Mar 23	Mar 22	Mar 21
<b>ASSETS</b>				
Non-current assets				
(i) Property, plant and equipment	3,037.0	2,551.2	1,824.7	969.5
(ii) Right to Use Asset	47.8	53.2	58.0	14.7
(iii) Capital Work in progress	1,488.3	676.3	434.1	787.9
(iv) Intangible Assets	16.6	11.1	15.1	16.1
(v) Financial Assets				
-Investments	638.0	253.0	0.5	0.5
(vi) Other Non- Current Assets	6.8	9.3	39.8	11.2
<b>Total Non-current assets</b>	<b>5,234.5</b>	<b>3,553.9</b>	<b>2,372.2</b>	<b>1,800.0</b>
Current assets				
(i) Inventories	852.5	1,157.7	923.1	724.8
(ii) Financial Assets				
-Trade receivables	1,116.8	846.6	1,151.8	735.0
-Cash and cash equivalents	749.6	852.5	1,657.8	435.0
-Bank balances other than above	-	723.3	621.3	457.8
-Other financial Assets	45.1	64.1	60.3	30.2
-Loans and Advances	6.9	5.5	5.7	5.4
(iii) Other current assets	1,207.2	999.2	555.3	266.5
<b>Total Current Assets</b>	<b>3,978.1</b>	<b>4,648.9</b>	<b>4,975.3</b>	<b>2,654.6</b>
<b>TOTAL ASSETS</b>	<b>9,212.4</b>	<b>8,202.8</b>	<b>7,347.5</b>	<b>4,454.7</b>

Particulars (in INR mn)	Mar 24	Mar 23	Mar 22	Mar 21
<b>EQUITY AND LIABILITIES</b>				
EQUITY				
(i) Equity share capital	161.0	161.0	161.0	146.4
(ii) Other equity	7,992.7	6,833.6	5,995.8	2,539.5
<b>Total Equity</b>	<b>8,153.7</b>	<b>6,994.6</b>	<b>6,156.8</b>	<b>2,685.8</b>
LIABILITIES				
Non-current liabilities				
(i) Financial Liabilities				
-Borrowings	0.0	0.0	0.0	0.0
-Lease Liabilities	50.2	54.9	53.0	20.7
-Other financial liabilities	0.0	0.0	0.0	194.9
(ii) Provisions	8.0	58.7	29.3	13.0
(iii) Deferred tax Liabilities	231.5	136.8	111.5	80.1
<b>Total Non-Current Liabilities</b>	<b>289.7</b>	<b>250.4</b>	<b>193.8</b>	<b>308.6</b>
Current liabilities				
(i) Financial liabilities				
-Borrowings	0.0	166.2	213.0	701.3
-Lease Liabilities	4.7	3.5	8.2	0.0
-Trade payables	595.7	642.3	489.7	510.2
-Other financial liabilities	15.7	8.2	7.9	5.7
(iii) Provisions	3.7	8.4	4.1	9.1
(ii) Other current liabilities	149.2	129.2	274.0	234.0
<b>Total Current Liabilities</b>	<b>768.9</b>	<b>957.8</b>	<b>996.9</b>	<b>1,460.2</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>9,212.4</b>	<b>8,202.8</b>	<b>7,347.5</b>	<b>4,454.7</b>

# Summary statement of Cashflow



(in INR mn)

Particulars (in INR mn)	FY24	FY23	FY22	FY21
<b>Cash Flow from Operating Activities</b>				
Profit before Tax	1,656.9	1,234.9	2,072.5	1,673.9
Adjustment for Non-Operating Items	24.0	72.0	68.7	53.1
<b>Operating Profit before Working Capital Changes</b>	<b>1,680.9</b>	<b>1,306.8</b>	<b>2,141.2</b>	<b>1,727.0</b>
Changes in Working Capital	-171.4	-356.4	-1,043.5	1,844.0
<b>Cash Generated from Operations</b>	<b>1,509.5</b>	<b>950.4</b>	<b>1,097.6</b>	<b>-117.0</b>
Less: Direct Taxes paid	-376.5	-288.6	-609.6	-299.9
<b>Net Cash from Operating Activities</b>	<b>1,133.0</b>	<b>661.9</b>	<b>488.0</b>	<b>799.3</b>
Cash Flow from Investing Activities	-1,735.7	-1,331.5	-598.2	-474.1
Cash Flow from Financing Activities	-223.6	-33.7	1,496.5	-149.3
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>-826.3</b>	<b>-703.3</b>	<b>1,386.3</b>	<b>175.9</b>
Cash and cash equivalents at the beginning of the year	1,575.8	2,279.1	892.8	747.1
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0	0.0	0.0
<b>Cash and cash equivalents at the end of the year</b>	<b>749.5</b>	<b>1,575.8</b>	<b>2,279.1</b>	<b>922.9</b>





## 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. The R&D lab at Lote Parshuram spread across 800 Sqm with 20 fume hoods is now commissioned and in operation. In this lab along with lifecycle management and backward integration the focus would be on new product development and CMO/CDMO opportunities.
  2. The Ambernath lab is currently under construction and will be operational by early Q3 FY25 and this would be used for next phase of expansion
- 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 Anesthetic

## New markets

- Company is currently doing business with over 1700 customers and has presence in more than 128 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
- We have recently announced one of our key CMO project with a leading European company where we will be exclusive API supplier. The contract spans a period of 10 years and is expected to generate peak revenue of 60 Crs/year starting from FY27
- In addition to the aforementioned contract, the company has identified two similar opportunities in the API and advanced intermediate space, along with several other potential opportunities

## Capacity enhancement

- Capacity enhancement for further backward integration of existing products, new product rollouts and CMO/CDMO opportunities
- We are developing a new formulation facility in Ambarnath, along with an R&D facility dedicated to the development of innovative products
- Work is also in progress on the upcoming manufacturing block (E block) at Lote Parshuram, which will increase total capacity from **597 KL to 1,020 KL by Q3 FY25**

- **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 :



**SUPRIYA LIFESCIENCE LTD.**

**Supriya Lifescience Limited**

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