

ANUPAM RASAYAN INDIA LTD.

Date: August 6, 2021

ARILSLDSTX20210806023

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai -400001, India
SCRIP CODE: 543275

To,
Sr. General Manager
National Stock Exchange of India Limited
'Exchange Plaza', C-1, Block-G,
Bandra Kurla Complex
Bandra (East), Mumbai 400051, India
SYMBOL: ANURAS

Dear Sir/Madam,

Subject: Investor Presentation on unaudited financial results for the quarter ended June 30, 2021.

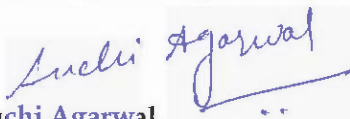
We enclosed herewith the Investor Presentation on unaudited financial results for the quarter ended June 30, 2021.

The Investor Presentation is also being hosted on the Company's website at www.anupamrasayan.com.

We request you to kindly note the same and take into your records.

Thanking you,

Yours Faithfully,
For, Anupam Rasayan India Limited


Suchi Agarwal
Company Secretary & Compliance Officer
M.N.: A32822

Encl: As above

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Sachin, SURAT-394 230
Gujarat, India.

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Website : www.anupamrasayan.com
CIN - L24231GJ2003PLC042988



ANUPAM RASAYAN INDIA LIMITED



ANUPAM
RASAYAN INDIA
LIMITED

INVESTOR
PRESENTATION

BSE: 543275 | NSE: ANURAS | ISIN: INE930P01018
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Q1FY22
AUGUST 2021



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01

COMPANY

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Making a Mark Globally
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Key Strength
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COMPANY AT A GLANCE



Established Custom Synthesis player with **37** years of track record



Specialises in **multi-step synthesis** undertaking complex chemical reactions to produce key specialty chemicals with focus on developing innovative manufacturing processes



Catering to globally relevant chemical & agrochemical companies, including **23 MNC** and cumulative 66 clients

- GOI recognized three-star export house



Strong supply chain with backward **integrated facilities**



~**27,000 MT** Manufacturing Capacity, spread over **6** manufacturing facilities



Strong technical capabilities in complex chemistries supported by an R&D team of **55** professionals



Incorporated in 1984, Company operates in two verticals, namely

- Life Science related Specialty Chemicals
- Other Specialty Chemicals
- **44** Complex products manufactured as of Q1FY22

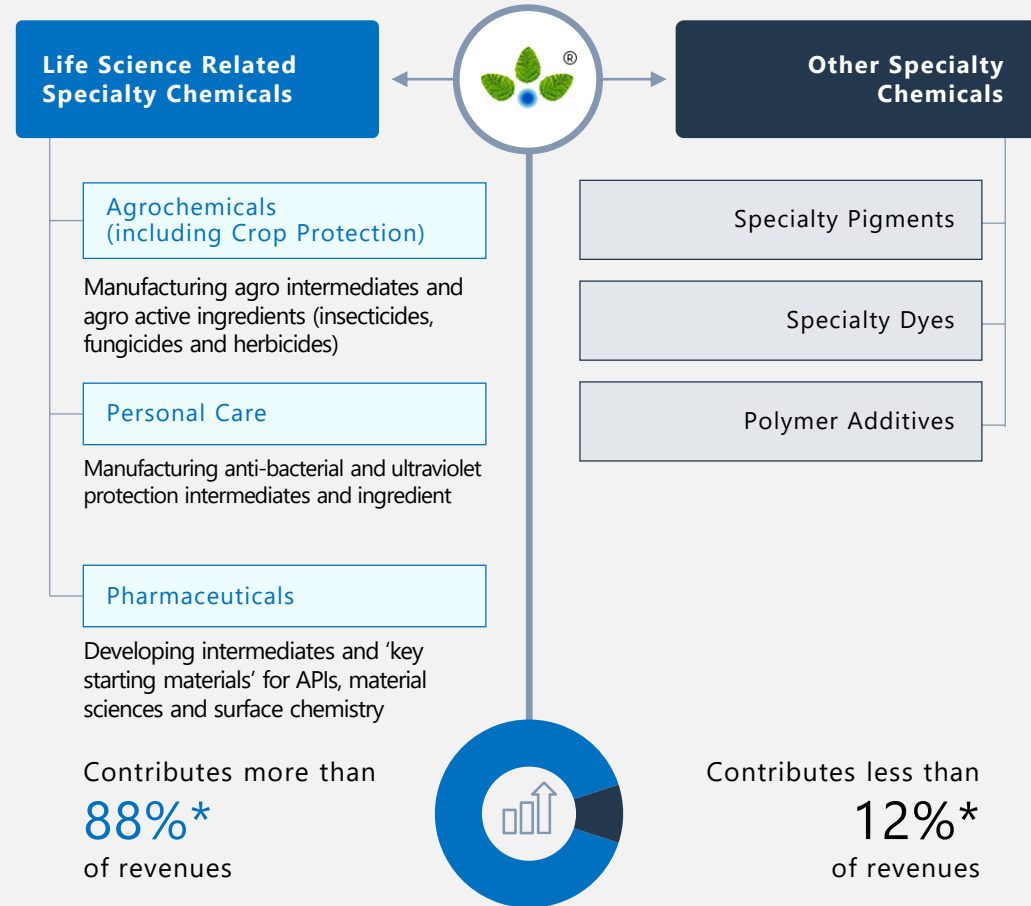


1,350+ committed employees
Strong and Dedicated Management Team



Business Verticals

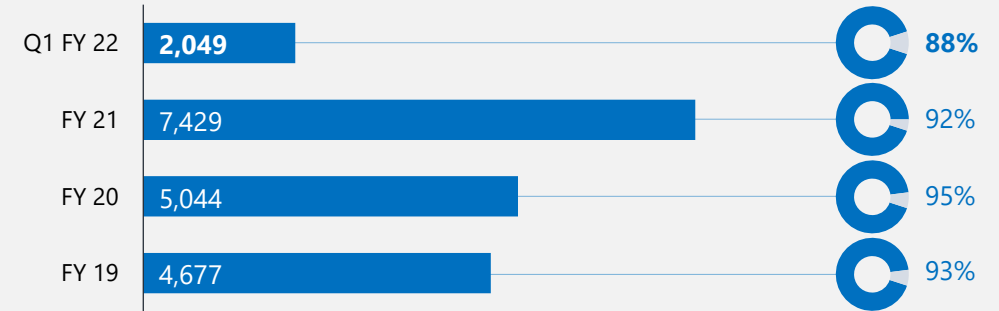
BUSINESS VERTICALS OVERVIEW



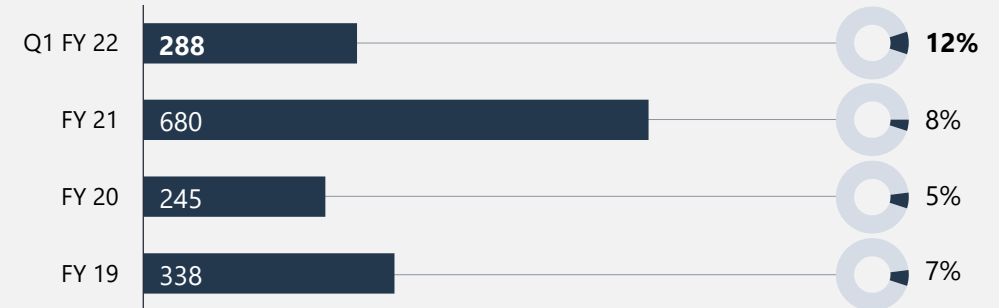
*Note: Financials, revenue from operations proportion rounded-off to zero decimal also *as of Q1 FY22.*

HISTORICAL BUSINESS PERFORMANCE

Revenue from Life Science (In ₹ Mn)



Revenue from Other Specialty Chemicals (In ₹ Mn)



Life Science related specialty chemicals continues to remain our main stay and foresee a strong pipeline going ahead



Making a Mark Globally



MANUFACTURING
UNITS IN INDIA

(In Nos.)

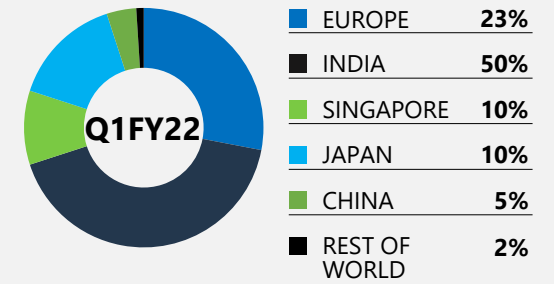
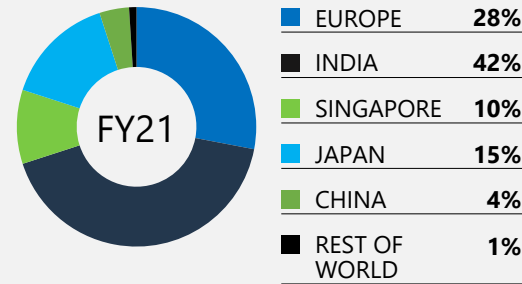
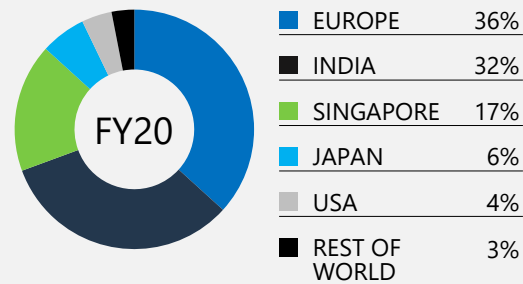
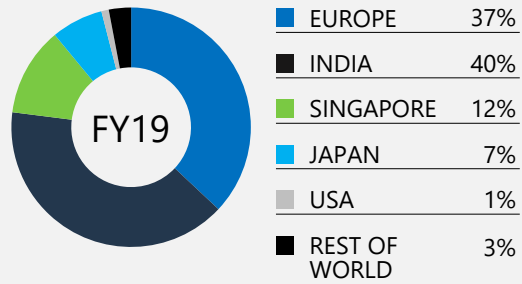
6*

CLIENTELE
GLOBALLY

(In Nos.)

66*

REVENUE BY GEOGRAPHY



Note: All percentages above have been rounded-off to zero decimal. | *as of Q1 FY22.



Key Strength: Customer Stickiness

- Long-standing relationships, clients onboarded after significant gestation period
- Stringent customer audits, approvals & requirements adhered
- Dealing with top MNC's around the globe supplying niche molecules to them
- Expertise in executing complex chemistries & products
- Focused on cornering higher wallet-share with scalable clients
- Focused on becoming preferred partner for top clients, for all current as well as future product additions

LONG TERM CONTRACTS

- Validity of the contract ranging between 2 to 5 years
- Long term contracts enhance visibility of operations and helps in planning CAPEX

FEW OF OUR TOP GLOBAL CLIENTS

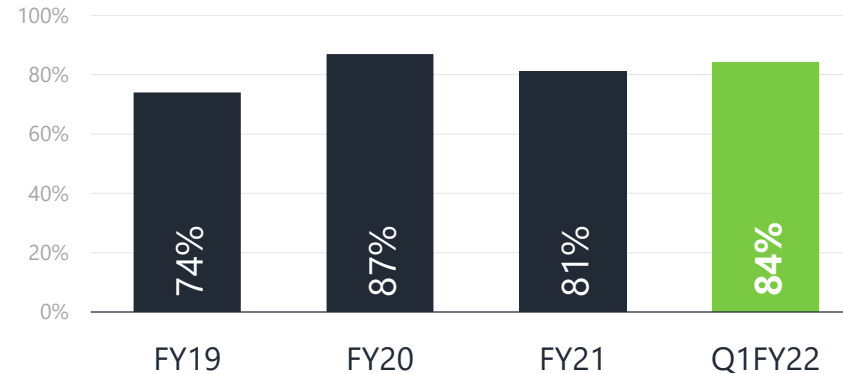


SUMITOMO CHEMICAL



REVENUE FROM TOP 10 CUSTOMER

(In %)



- Top 10 customers contribution to reduce significantly over the next three years
- Top 10 customers contribute ~24 products
- For the key customers, company have long term contracts in the range of two to five years

02

FINANCIALS

Quarterly Financial Highlights
Slide 09

Financial Summary
Slide 10

Highlights & Ratio Analysis
Slide 11





Quarterly Financial Highlights

Operating Revenue was
₹ **2,337 Mn.**; Y-o-Y growth of **73%**

EBITDA (Incl. Other Revenue) was
₹ **650 Mn.**; Y-o-Y growth of
101%

PBT stood at ₹ **440 Mn.**,
against ₹ **19 Mn.** Y-o-Y

PAT Margin stood at **14%** for
Q1FY22

1 new product commercialized
in Q1FY22

Finance Costs stood at ₹ **66 Mn.**,
against ₹ **179 Mn.** Y-o-Y

TOTAL REVENUE

(In ₹ Mn)

2,380

As compared to revenue of ₹ 1,346 Mn in Q1FY21

TOTAL REVENUE GROWTH

(In %)

77%

(YoY)

TOTAL NO. OF PRODUCTS

(In Nos)

44

Note: All numbers above have been rounded-off to zero decimal.

Profit & Loss Summary



(All amounts are in ₹ Mn)	Q1FY21	Q1FY22
INCOME		
Revenue from Operations	1,354	2,337
Other Income	(8)	43
Total Revenue	1,346	2,380
<i>Total Revenue Growth (%)</i>		77%
EXPENSES:		
Cost of Raw Materials Consumed	516	874
Gross Profit	838	1,463
<i>Gross Margins (%)</i>	62%	63%
<i>Gross Profit growth (%)</i>		75%
Employee Benefits Expenses	75	109
Other Expenses	433	748
EBITDA (Incl. Other Revenue)	323	650
<i>EBITDA Margins (%)</i>	24%	27%
<i>EBITDA Growth (%)</i>		101%
Finance Cost	179	66
Depreciation and Amortization	125	144
Profit Before Tax	19	440
Tax (Including Deferred Tax)	17	118
Profit for the Year	2	321
<i>PAT Margins (%)</i>	0.2%	14%
Diluted EPS (Not Annualized)	0.05	3.21

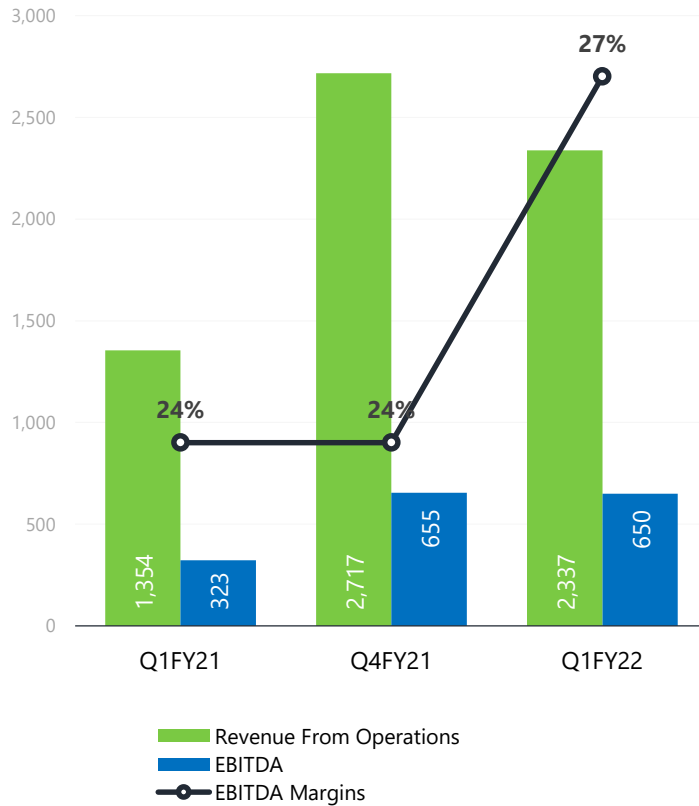
Note: All numbers above have been rounded-off to zero decimal.



Quarterly Ratio Analysis

REVENUE FROM OPERATIONS, EBITDA & EBITDA MARGINS

(In ₹ Mn and %)



Note: EBITDA incl Other Income

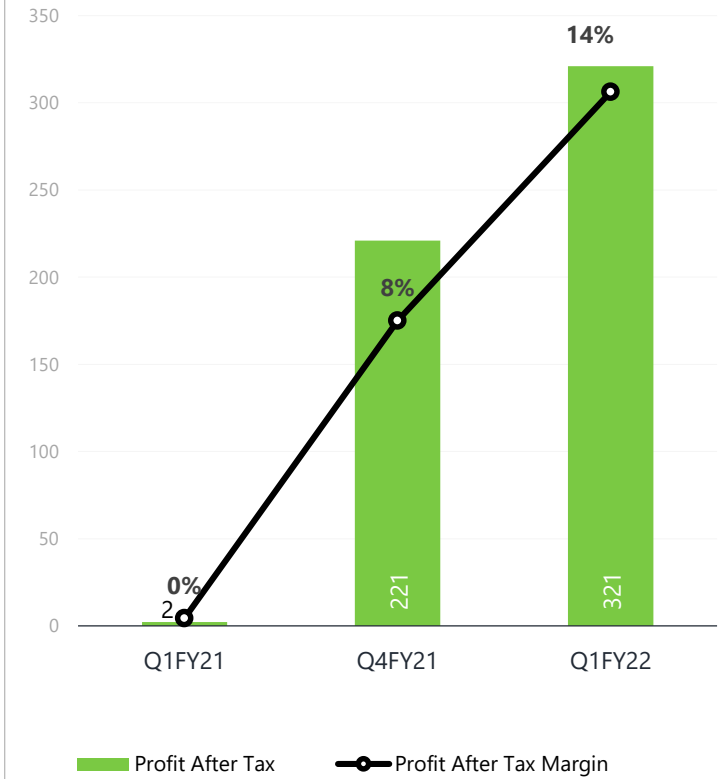
Gross Profit & Gross Profit Margins

(In ₹ Mn & %)



Profit After Tax & Profit After Tax Margins

(In ₹ Mn & %)



IPO Fund Utilization



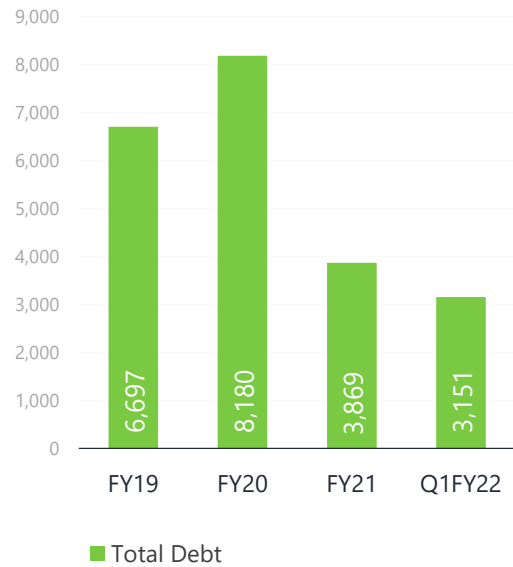
The net proceeds of the Issue was proposed to be utilized in the following manner:

- Prepayment of certain indebtedness availed by the Company,
- Enhance our visibility and our brand image among our existing and potential customers

As of Q1FY22 we have repaid ₹ **5,320.92 Mn** of our Total debt

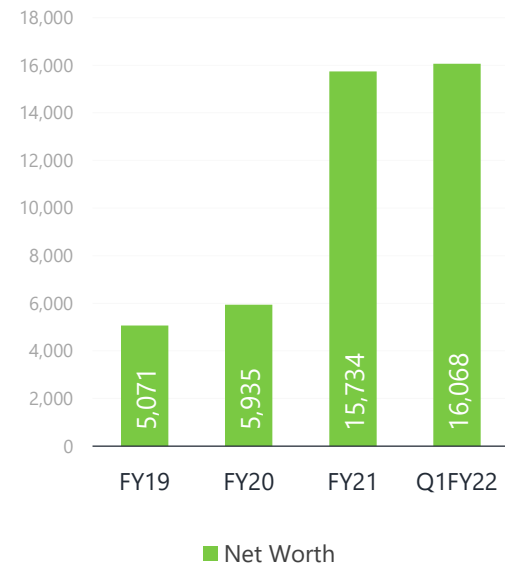
TOTAL DEBTS

(In ₹ Mn)



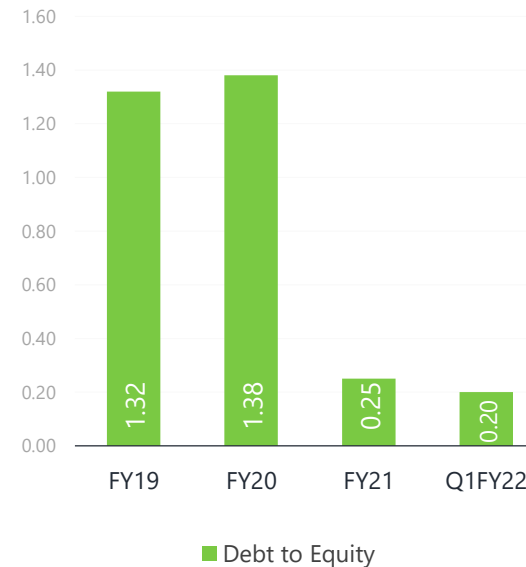
NET WORTH

(In ₹ Mn)



DEBT TO EQUITY

(In Times)



- Net worth stands at over ₹16,068 Mn with significantly reduced debt., providing further headroom for organic and in-organic growth
- Repayment from IPO Proceeds reduces borrowings
- Further expansion of profitability & improved cash flows

Note: All numbers above have been rounded-off to zero decimal except Debt to Equity which is rounded-off to two decimal.



Managing Director's Message



Mr. Anand S Desai
MANAGING DIRECTOR

Despite the challenges brought by the pandemic, we are pleased to have had such a solid start to the new financial year. As a result of the company's timely debt repayment, the company's balance sheet has become leaner and more in line with the company's scale of operations. We have clearly defined strategic objectives of increasing capital efficiency, capturing profitable growth and generating positive cash flow which will lead to significant increase in RoE and RoCE; this all is reflected in our superior EBITDA margins of 27%, an increase of 300 basis points both Q-o-Q and Y-o-Y. To stay ahead of the curve, keep abreast with the advancements in technology, and stride ahead of the competition, we continue to increase our investments in research and development, especially in light of increasing inquiries received from major MNCs recently exhibiting promising market potential.

Note: All numbers above have been rounded-off to zero decimal.

03

STRATEGIC PRIORITIES

Key Strategic Priorities
Slide 15

EHS at Anupam Rasayan
Slide 16





Key Strategic Priorities



01

CONTINUE TO FOCUS ON CSM BY DEVELOPING INNOVATIVE PROCESSES AND VALUE ENGINEERING



02

EXPAND BUSINESS BY CAPITALIZING ON INDUSTRY OPPORTUNITIES VIA ORGANIC & INORGANIC GROWTH



03

DIVERSIFY PRODUCT PORTFOLIO AND EXPAND CHEMISTRY EXPERTISE



04

CONTINUE TO FOCUS ON COST EFFICIENCY AND IMPROVING PRODUCTIVITY





EHS at Anupam Rasayan



WASTE MANAGEMENT

COMMITTED TO MAKE POSITIVE IMPACT ON THE ENVIRONMENT

- Zero Liquid Discharge Sites
- Biological Treatment Systems, Evaporation, and Oxidation technologies



ENVIRONMENT MANAGEMENT

WE BELIEVE PROTECTING THE WELL BEING OF OUR EMPLOYEE AND ENVIRONMENT IS OUR RESPONSIBILITY

- Installed liquid multiple effect evaporation system
- Advanced ozonation
- Installed scrubbers using different media



SAFETY

COMMITTED TO CONDUCTING ALL OUR OPERATION IN SAFE AND RELIABLE MANNER

- Running reaction and differential scanning calorimetry tests
- Conducting hazards & operability studies
- Mitigate hazard with engineering controls and secure work practices



EHS at Anupam Rasayan_(cont.)



SUSTAINABILITY

- Installation of Solar Power plant to reduce dependency
- Use of Natural gas-based steam
- Hot Oil Boilers
- Minimize Carbon footprint by reducing fossil fuel dependency



CSR ACTIVITIES

- Sickle Cell Disease comprehensive care program
- To reduce Neonatal Mortality Rate (NMR), Infant Mortality Rate (IMR) and child malnutrition in six tribal blocks of Gujarat
- Upgradation of Physiotherapy Department of Dinbandhu Charitable Hospital Trust
- Environment conservation and protection of flora and fauna
- Skill Angel Cognitive Learning Program



AWARDS & RECOGNITION



04

OUR BUSINESS

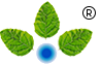
Evolution of Anupam
Slide 19

Strong Technical Capabilities
Slide 20

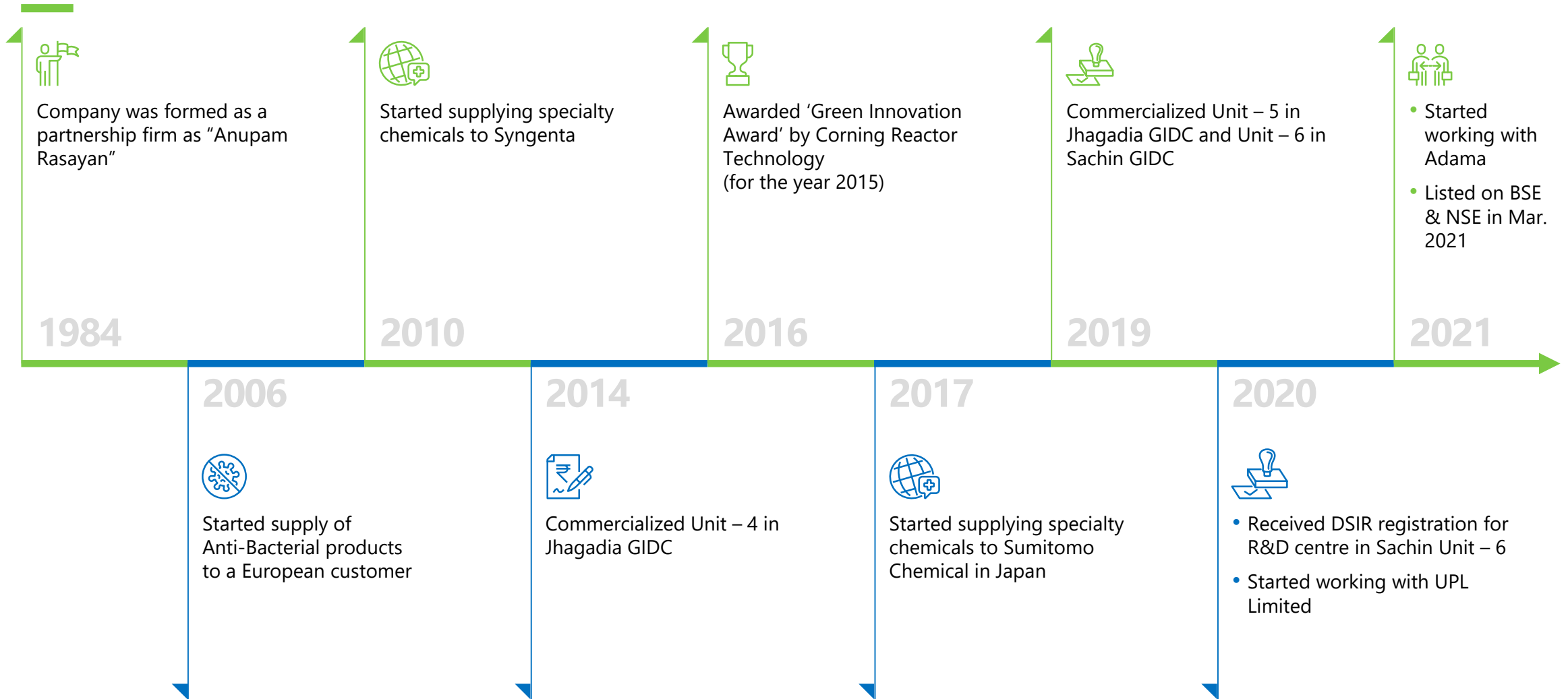
Anupam's Value Chain
Slide 22

Infrastructure
Slide 23





Evolution of Anupam





Strong Technical Capabilities

DSIR recognized R&D center

R&D headed by **Dr. Nileshkumar Naik**, with team of **55** professionals

R&D team oversees transfer of technology from lab scale to plant scale.

Received the 'Corning Green Innovation Award' for customer excellence in Advanced-FlowTM Reactor applications development for 2015

R&D Focus areas:



Enabling multi-step synthesis



In-house process development



Process innovation



New chemical screening & engineering



Identification of complex chemistries



Achieving cost optimizations

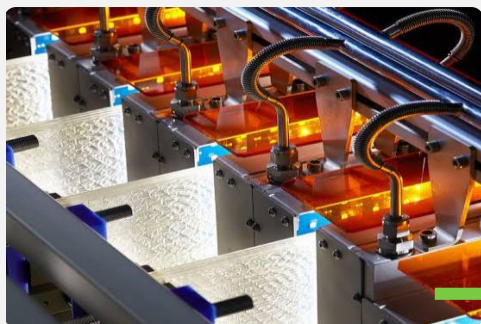
COMPETENCE IN KEY CHEMISTRIES



Strong Technical Capabilities (Contd.)



PROCESS TECHNOLOGIES DEPLOYED



Flow Chemistry

Significant advantages of flow chemistry technology over traditional batch process :

- Reduced lead-time
- Material-efficient & cost benefits
- Reduce environmental impacts in the laboratory
- One of the leading Indian companies in manufacturing products using continuous & flow chemistry technology on a commercial scale.



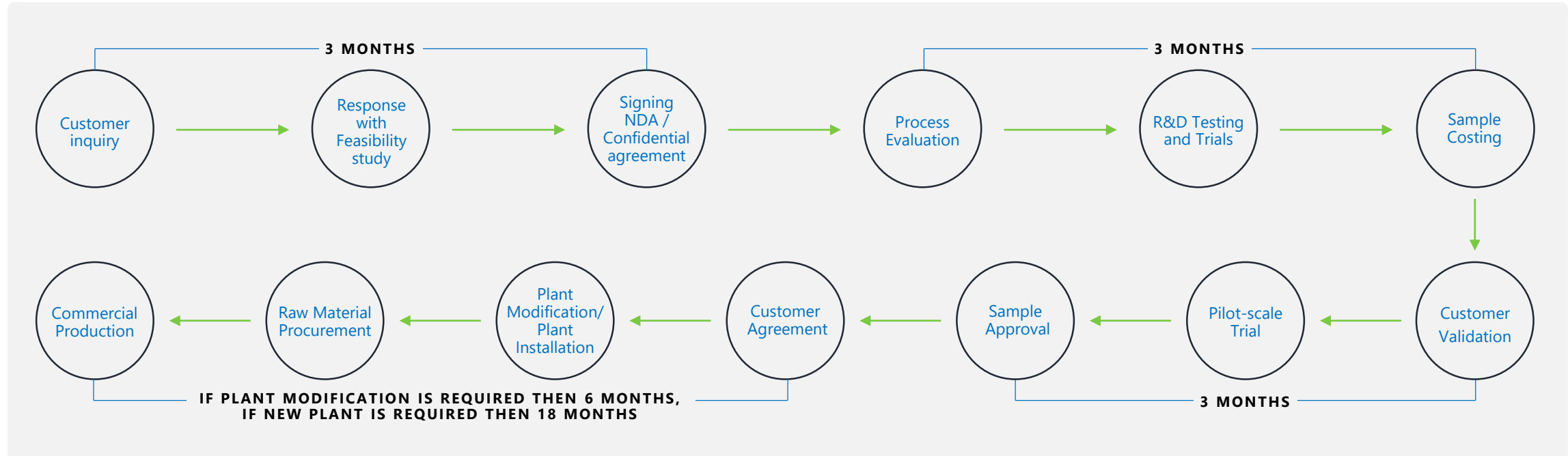
Photo Chemistry

Increasingly becoming an important tool in the search of new active compounds for specialty chemicals & pharmaceuticals; relatively new technology for specialty chemicals, leading to benefits such as:

- Shorter & simplified multistep synthesis of complex molecules
- Larger potential for automation
- Increased accessibility of a portfolio of novel compound families
- Required micro reactors unlike conventional photo chemical systems which require larger reactors



Anupam's Value Chain



CUSTOMER RETENTION

- Acquiring customers is typically a 15-27 months process
- Customers are required to register manufacturer with regulatory bodies & hence suppliers are selected only after careful review. This builds in customer stickiness
- Additionally, to limit spread of sensitive & confidential information, only a limited number of suppliers are selected

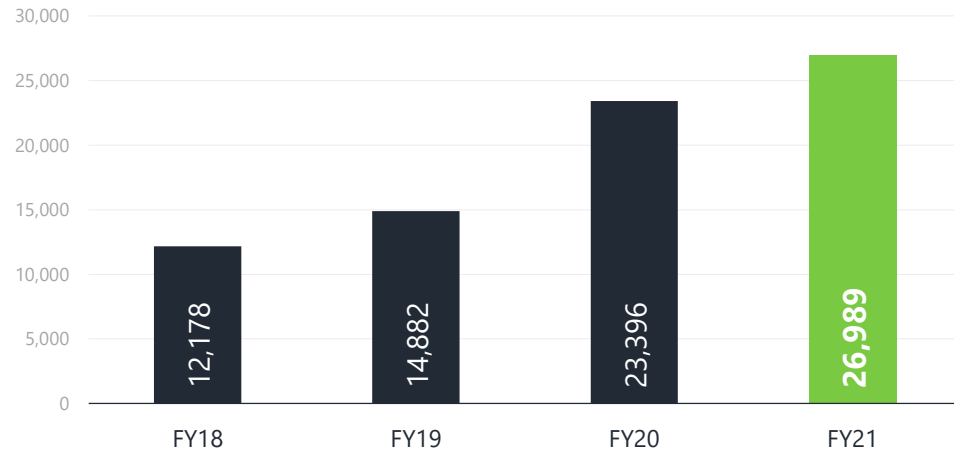
Note: Time period for Value chain is approximate and can differ depending on product and client requirements.

World-class Infrastructure

- Manufacturing operations were commenced in 1984
- Highly automated multi-purpose facilities
- Equipped with glass-lined, titanium clad and stainless-steel reactors enabling manufacture of diverse range of products
- Strategically located close to the ports
- In the last 3 years, the Company has undertaken a massive CAPEX to double the manufacturing capacity

MANUFACTURING CAPACITY

(In MT)



Note: All numbers & percentages above have been rounded-off to zero decimal.



HIGHLIGHTS



6
Manufacturing
Facilities



~27,000 MT
Cumulative
Capacity



Equipped with
**Pilot plant
facility**



Among the
few companies
to use **Flow
process on
commercial
scale**



Personnel
employed
1,350+



Facility (as of Q1FY22)	Installed Capacity (MT)	Capacity Utilization (%)
Sachin Unit – 1	5,202	95%
Sachin Unit – 2	2,520	74%
Sachin Unit – 3	6,190	91%
Jhagadia Unit – 4	4,455	80%
Jhagadia Unit – 5	7,200	68%
Sachin Unit – 6	1,482	72%
Total	26,989	81%

Production Facilities (1/2)



INFRASTRUCTURE – UNIT IV PRODUCTION SITE (JHAGADIA)



INFRASTRUCTURE – UNIT V PRODUCTION SITE (JHAGADIA)



OUR BUSINESS

Production Facilities (2/2)

INFRASTRUCTURE – UNIT III (SACHIN)



NEW R&D CENTRE AND PILOT FACILITIES



05

TEAM

Board of Directors
Slide 27



TEAM

Board of Directors



DR. KIRAN C PATEL
CHAIRMAN &
NON-EXECUTIVE DIRECTOR

- Associated with the company for past 5 years and intends to stay committed with company for long term



MR. ANAND S DESAI
MANAGING DIRECTOR

- Over 28 years of experience in chemicals industry associated with the Company since 1992 & was one of the first Directors of the Company



MS. MONA A DESAI
VICE-CHAIRMAN &
WHOLE-TIME DIRECTOR

- Over 18 years of experience in chemicals industry and associated with the Board since the incorporation of the Company



MR. MILAN THAKKAR
NON-EXECUTIVE DIRECTOR

- Associated with the company for past 8 years and intends to stay committed with company for long term



MR. HETUL KRISHNAKANT MEHTA
INDEPENDENT DIRECTOR



DR. NAMRATA DHARMENDRA JARIWALA
INDEPENDENT DIRECTOR



MR. VIJAY KUMAR BATRA
INDEPENDENT DIRECTOR



MR. VINESH PRABHAKAR SADEKAR
INDEPENDENT DIRECTOR

OTHER KEY MANAGERIAL PERSONNEL

MR. AFZAL MALKANI
CHIEF FINANCIAL OFFICER

DR. NILESHKUMAR NAIK
TECHNICAL HEAD

DR. ANUJ THAKAR
R&D (PROCESS DEVELOPMENT)
HEAD AND UNIT II HEAD

MR. RAVI DESAI
SALES HEAD

MS. SUCHI AGARWAL
COMPANY SECRETARY AND
COMPLIANCE OFFICER

Safe Harbor



Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The company's results may be affected by factors including, but not limited to, the risks and uncertainties in research and development; competitive developments; regulatory actions; the extent and duration of the effects of the COVID-19 pandemic; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations. Anupam Rasayan India Limited will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances



ANUPAM RASAYAN INDIA LIMITED

THANK YOU

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