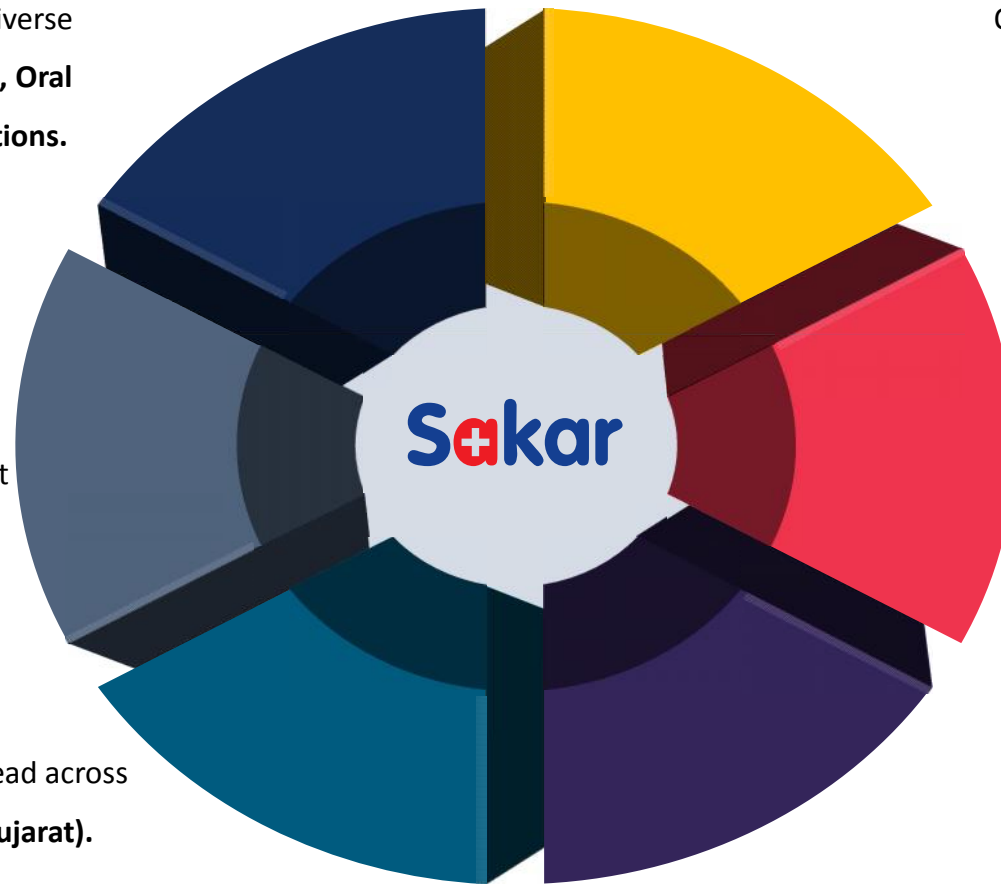




*Investor Presentation
December 2018*



Company Overview



Operates as a **Contract Manufacturer (CMO)** for leading **Multinational Pharmaceutical Companies**.

Manufactures and market **150+ pharmaceutical formulations** for the international markets with **243 Registered Brands**.

Channel partners in over **53 countries** of **Africa, South East Asia, Latin America, Asia and CIS**.

State-of-the-art manufacturing facility spread across **10,640 sq. m**, located in **Ahmedabad (Gujarat)**.

Manufactures formulations covering **22 therapeutic** categories with manufacturing unit having **14 overseas approvals**.

Engaged in manufacturing and marketing of diverse range of pharmaceutical products: **Oral Solids, Oral Liquids, Liquid/lyophilized/dry powder injections**.

Milestones



- Set up and commercialization of Antibiotics and Injectable SVP plant.
- Started Manufacturing of formulations in form of tablets, capsules, dry syrup, sachets, ampoules and vials.
- Commencement of exports of the products.

- Initial Public Offering of 14.81 Cr with Issue of 29,61,000 equity shares of Rs. 10 each at issue price Rs. 50 per share.
- Installed Lyophilizer and started commercialization of Lyophilized products locally and through exports.
- Processed for EU GMP approval.
- Commercialized 243 Registered Sakar Brands in 34 countries.

2004 - 2007

2008 - 2011

2012 - 2015

2016 - 2018

- Company incorporated as Sakar Healthcare Pvt. Ltd.
- Started commercial production with Liquid Orals.
- Initiated CMO operations.

- Started Production of formulations in form of dry powder injections.
- Triggered registration of products in overseas market.
- Conversion to Public Limited Company.

Product Line



Oral Solids

- This is the most widely used formulation type. The manufacturing process includes dispensing, sifting, granulation, drying, blending, compression, Tablet Coating/ capsule filling, packaging.



Oral Liquids

- The liquid form is the most acceptable dosage form across age groups. It is normally available in sealed glass or pet bottles in different volumes.



Injectables

- Injectables are meant for administration inside veins or muscles in human body. The manufacturing process involves dispensing, compounding, filtration, filling & sealing, External washing of Vial/ampule, packaging.



Dry Powder

- Dry powder injections are stable and need to be reconstituted prior administration.
- The manufacturing process includes dispensing, Vial washing, sterilisation & powder filling, sealing, external vial washing, packaging.



Lyophilized Injections

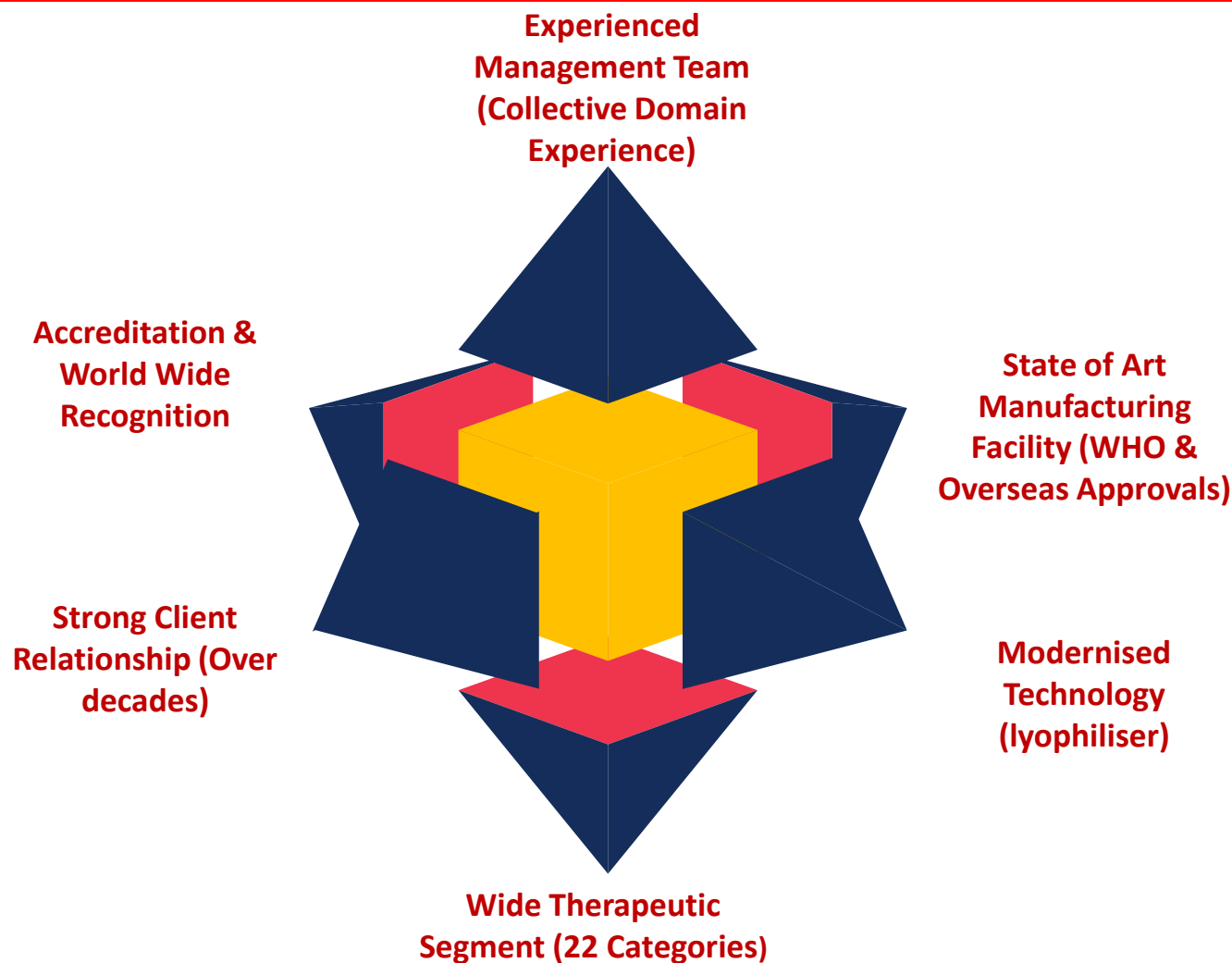
- Lyophilization is the process commonly known as Freeze Drying which helps enhance the product stability. Process involves dispensing, compounding, filtration, washing and sterilization, lyophilization, sealing, external vial washing, packaging.



Business Model



Strengths



Experienced Promoter Team..



MR. SANJAY SHAH



**FOUNDER &
MANAGING DIRECTOR**

- Mr. Sanjay has more than a decade of experience in pharmaceutical, mineral-water and plastic industry.
- He is presently instrumental in managing the key affairs and functioning of our Company including strategy, finance, business development and corporate relations.
- He holds a degree of Master of Business Administration from Vikram University, Ujjain, Madhya Pradesh. With basic qualification in plastic technology.

MRS. RITA SHAH



DIRECTOR

- Mrs. Rita Shah has been a Promoter Director of our Company since its' inception.
- She is a science graduate from Gujarat University and an experienced business woman.
- She manages the day to day administrative operations of the Company and also assists in procurement of materials, production and controlling of quality products.

MR. AARSH SHAH



**JOINT MANAGING
DIRECTOR**

- Mr. Aarash Shah currently lends his professional acumen as a Pharmacist in the company and is actively involved in production, sales & marketing and developing business relations for the company.
- He is a Pharmacist and holds a degree of Master of Business Administration from University of Cardiff, UK.

Strong Management Team



MR. JOHNNY GEORGE

Head Finance

Mr. George is with the organisation since inception and has ensured the systems and processes are in place. His decade long experience in most of the organisation he has worked for speaks about his depth of understanding and setting up means and control financial infrastructure of the organisation. With master in Commerce he handles the key operational details and lead the team effectively.



MR. SANJAY JAVIA

Plant Head – Oral Liquid

Mr.Sanjay Javia, is with the organisation since a decade. With a background in the field of science, he is having an overall experience over two decades in the same arena. He monitors and controls the manufacturing of oral liquid preparations, intended for exports and domestic markets.



MR. BIKRAMJIT GHOSH

VP - Strategy & Business Development

Mr.Bikramjit Ghosh has been with the organisation since past four years. He has a vast experience over two decades covering Indian and International markets relevant to strategy, business development, marketing and business operations. He is Pharmacy graduate with a flair of working with various multinational organisations, leading team to success.



OUR
STRONG
TEAM



MR. BHUSHAN PATIL

Plant Head - Injectables (Small Volume – Liquid & Lyophilized)

Mr.Bhushan Patil, has almost two decades of experience with top Indian companies. He has the precision in work and managing plant operations for injections, both liquid & lyophilised; meant for export and supplies to leading Indian pharmaceutical companies.

MR. V.P KATHE

Head Technical

Mr.V.P Kathe is having a vast experience over few decades in the field of quality assurance and control. He has worked for various multinational organisations in similar role, enriching his exposure. He is with the organisation past three years, ensuring the development and maintenance of the technical aspects of products manufactured.

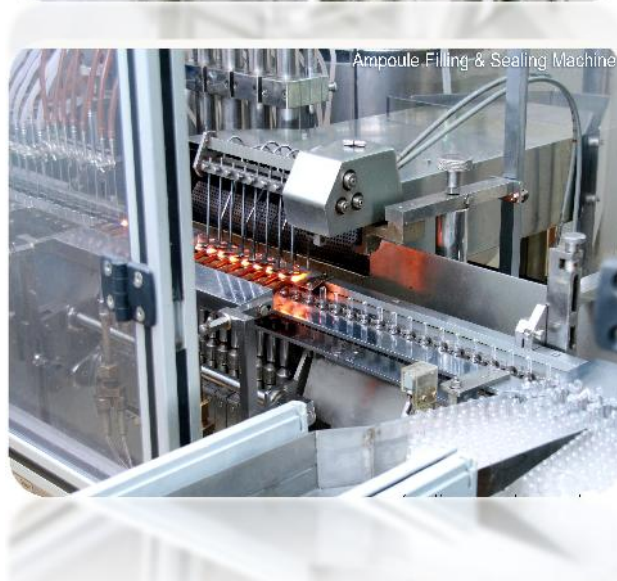


MR. RAJENDRA PATIL

Head Quality Control

Mr.Rajendra Patil, has done his masters in Analytical Chemistry and has spent most his successful assignments across pharma industry for past three decades, has been associated with the company for past five years.

State of Art Manufacturing Facility



- Manufacturing facility spread across **10,640 sq. m** in **Ahmedabad, Gujarat.**
- All four state of art manufacturing units are certified by **WHO-GMP, cGMP** and **national drug authority** of **14 overseas countries.**

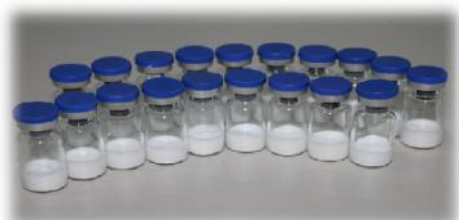
| Facility | Product Manufactured | Capacity (in lac units) |
|----------|---|-------------------------|
| Plant-1 | Liquid Orals | 138 |
| Plant-2 | <ul style="list-style-type: none">• Tablet and Capsules• Dry Syrup/ Sachet | 576 46 |
| Plant-3 | <ul style="list-style-type: none">Liquid and Lyophilised Injections• Ampoules• Vials• Lypholised Vials | 691 346 33 |
| Plant-4 | Dry Powder Injection | 138 |

Modernised Technology

Lyophilization



- Toflon Make Lyophilizer
- With automatic Loading & Unloading System
- ORABs
- Freeze Drying to improve solubility & stability of products



State of The Art Equipment's



- Equipment make:
 - Pam Glatt, Germany
 - Brevetti, Italy
 - Bectochem
 - Cadmach (WHO approved)
- Apparatus:
 - Shimadzu, Japan
 - Mettler Toledo, Switzerland

Therapeutic Segment Coverage



Antacid

Antimalarial

Anticoagulant

Laxative

Anthelmintic

Bronchodilator

Anaesthetic

Antidepressant

Sedative

Adrenergic

Anti-infective

Therapeutic Segment

Diuretics

Oxytocic

Analgesic

Antipsychotic

Antifungal

Antiemetic

PPI

Anti-inflammatory

Antihistamine

Multi vitamins

Anticonvulsant

Long Track Record With Clients



Certifications & Accreditations



Nigeria



Uganda



Vietnam



Philippines



Zimbabwe



Peru



Ghana



Cote d'Ivoire



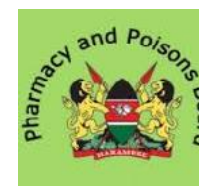
Yemen



Malawi



Cambodia



Kenya



Ethiopia

World Wide Recognition

69 distribution partners : 53 countries



- Strong presence in South East Asia, Africa and Latin America.
- Key Markets include Nigeria, Ethiopia, Kenya, Ghana, D.R Congo, Uganda, Cameroon, Philippines, Bolivia.

Industry Dynamics

Pharmaceutical Industry

- India pharmaceutical industry is expected to expand at a CAGR of 22.4 per cent over 2015–20 to reach US\$ 55 billion.
- India's pharmaceutical exports stood at US\$ 17.27 billion in 2017-18, In 2018-19 these exports are expected to cross US\$ 19 billion.
- India is the largest provider of generic drugs globally with the Indian generics accounting for 20 per cent of global exports in terms of volume.
- Patent expiration of prominent drugs, government initiatives, regional penetration and increasing aged population are some of the factors that are driving the market growth.
- Asia Pacific is expected to be highest market share during the forecast period due to low operation costs and high investments in medical research.
- The high cost of skilled labour and energy are the most significant factors that enforced western market to move its base to emerging countries, such as India and China.

Way Forward



Enhancing Quality of Manufacturing Facilities

To widen the commercialization of freeze dried products (capacity of 22,000 vials per batch of the lyophilizer)

Maintaining and upgrading the machinery to ensure we stay ahead of the curve and quality is maintained for necessary regulatory approvals.

Robust distribution network

To strengthen the distribution network through screening and targeting their market presence and capabilities.



Oncology

Setting up a standalone manufacturing facility for Oncology formulations & Active Pharmaceutical Ingredients (API) which will help us venture into high margin business.

New Products & Formulations

To Introduce new formulations and increase the numbers of registered products.

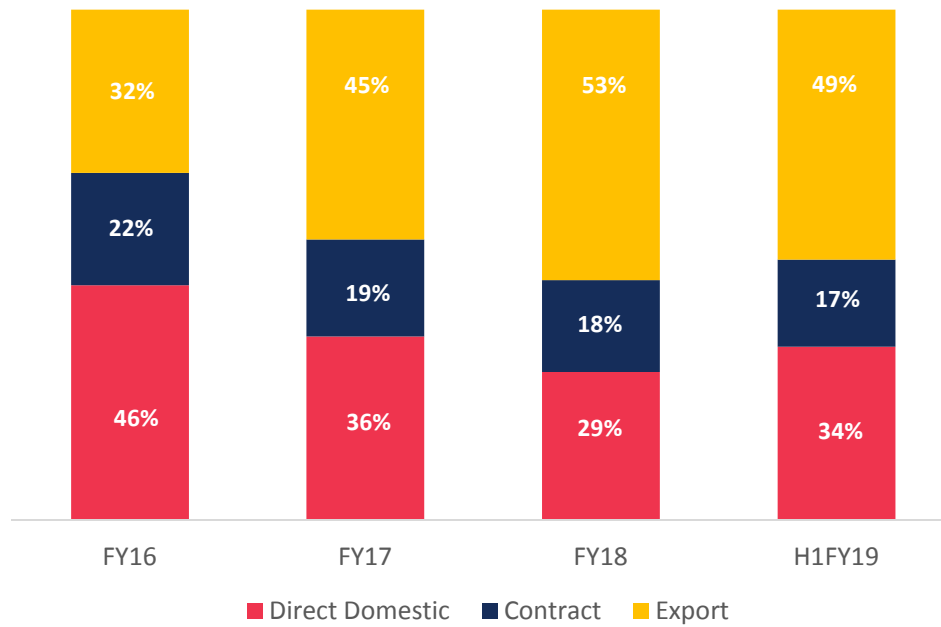
Strengthening Marketing & Relationship

To increase technical staff and region specific marketing team by 10%.

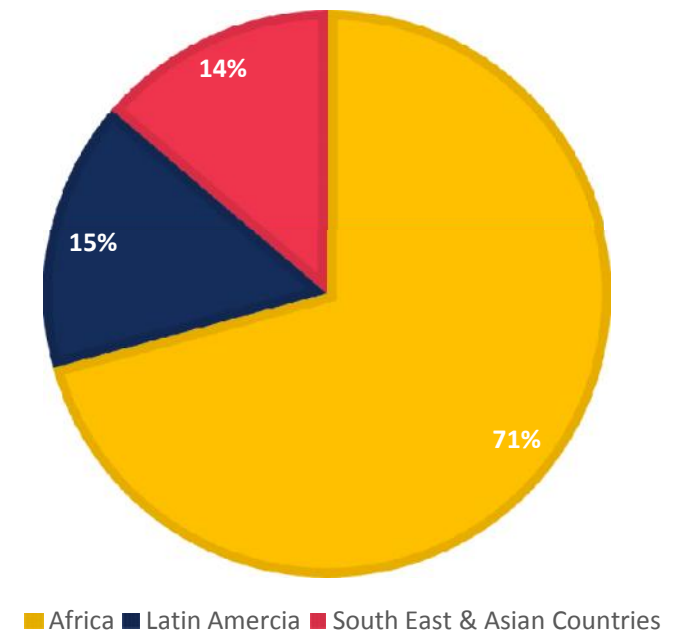
Financial Highlights



SALES BREAKUP

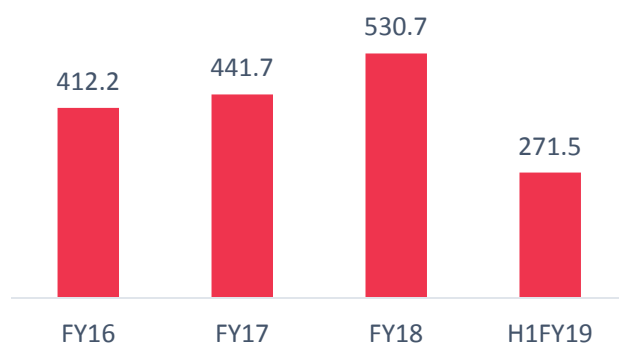


GEOGRAPHICAL SALES

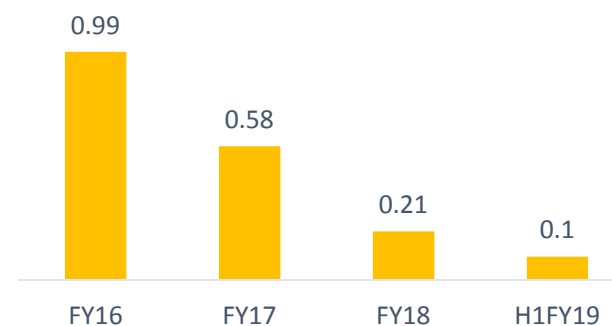


Financial Highlight

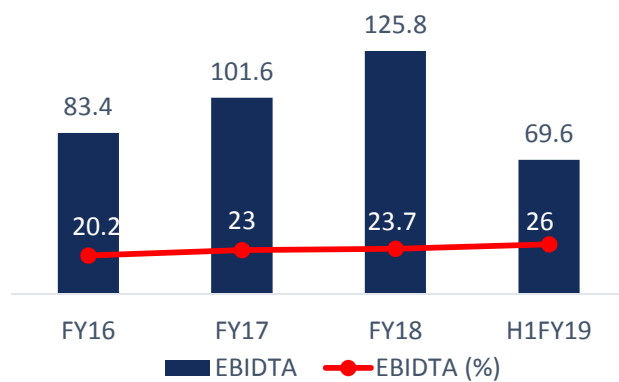
REVENUE (In mn)



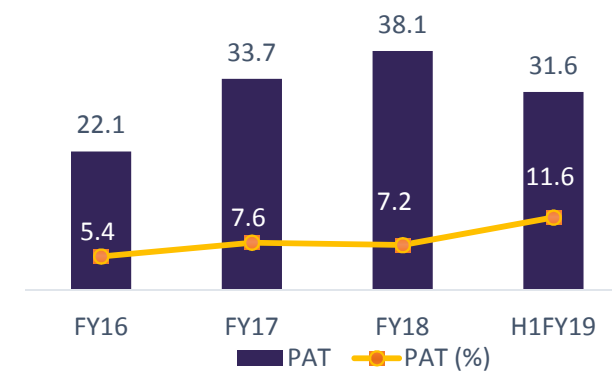
DEBT TO EQUITY



EBIDTA (In mn)



PAT (In mn)



Profit & Loss



Consolidated Financials

| (Rs. Lakhs) | H1FY19 | FY18 | FY17 | FY16 |
|-------------------------------------|---------------|----------------|----------------|---------------|
| Total Income from Operations | 2715.3 | 5307.65 | 4417.08 | 4122.6 |
| Cost of Raw material Consumed | 1391.5 | 2720.73 | 2281.95 | 2187.6 |
| Changes in Inventory | 15.36 | 79.19 | -53.44 | 9.16 |
| Total Raw material Consumed | 1406.86 | 2799.92 | 2228.51 | 2196.76 |
| Employee Cost | 343.1 | 683 | 594.56 | 478.89 |
| Other Cost | 269.19 | 565.94 | 577.65 | 612.78 |
| Total Expenditure | 2019.15 | 4048.86 | 3400.72 | 3288.43 |
| EBITDA | 696.15 | 1258.79 | 1016.36 | 834.17 |
| EBITDA Margin% | 25.6% | 24% | 23% | 20% |
| Interest | 88.61 | 258.51 | 268.52 | 293.61 |
| Depreciation | 269.73 | 440.91 | 338.94 | 273.35 |
| Other Income | 44.38 | 53.24 | 73.4 | 20.63 |
| Exceptional Item | -0.48 | -1.66 | -0.17 | -1.76 |
| Profit Before Tax | 381.71 | 610.95 | 482.13 | 286.08 |
| Tax | 65 | 229.44 | 144.27 | 64.27 |
| PAT | 316.71 | 381.51 | 337.86 | 221.81 |
| PAT Margin% | 11.7% | 7.2% | 7.6% | 5.4% |

Balance Sheet



| Rs. (Lakhs) | H1FY19 | FY18 | FY17 | FY16 | Rs. (Lakhs) | H1FY19 | FY18 | FY17 | FY16 |
|---------------------------------|--------|------|------|------|---------------------------------------|--------|------|------|------|
| NON-CURRENT ASSETS | | | | | Equity Share Capital | 1221 | 1221 | 1096 | 800 |
| Property, Plant & Equipment | 5738 | 5097 | 4893 | 3725 | Reserve & Surplus | 3777 | 3461 | 2454 | 1118 |
| Intangible Assets | 225 | 236 | | | Money received against share warrants | 928 | 468 | | |
| Long Term Loan & Advances | 41 | 35 | 43 | 28 | TOTAL EQUITY | 5926 | 5150 | 3550 | 1918 |
| TOTAL NON-CURRENT ASSETS | 6004 | 5368 | 4936 | 3753 | LIABILITIES | | | | |
| CURRENT ASSETS | | | | | NON-CURRENT LIABILITIES | | | | |
| Inventories | 520 | 393 | 696 | 645 | Borrowings | 846 | 984 | 1591 | 1542 |
| Trade Receivables | 712 | 1082 | 535 | 298 | Deferred Tax Liabilities | 698 | 698 | 645 | 431 |
| Cash & Bank Balances | 523 | 36 | 45 | 23 | TOTAL NON-CURRENT LIABILITIES | 1544 | 1681 | 2236 | 1973 |
| Loans & Advances | 1252 | 1209 | 824 | 392 | CURRENT LIABILITIES | | | | |
| Other Current Assets | 19 | 21 | 24 | | Borrowings | 287 | 137 | 532 | 391 |
| TOTAL CURRENT ASSETS | 3025 | 2741 | 2122 | 1358 | Trade Payables | 534 | 441 | 310 | 398 |
| TOTAL ASSETS | 9029 | 8109 | 7058 | 5111 | Other Current Liabilities | 614 | 584 | 396 | 399 |
| | | | | | Provisions | 124 | 117 | 34 | 32 |
| | | | | | TOTAL CURRENT LIABILITIES | 1559 | 1278 | 1272 | 1220 |
| | | | | | TOTAL EQUITY & LIABILITIES | 9029 | 8109 | 7058 | 5111 |

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CIN: L24231GJ2004PLC043861

Contact: Helpdesk

+91-79-26584655

Email Id: info@sakarhealthcare.com



KDA Strategic Advisors

Contact: Mr. Sagar Mehta/ Mr. Vivek Jain

+91-9892122787/+91-8928791740

Email Id: sagarm@kdg.co.in/vivekj@kdg.co.in