

## ASA SUPERGENERICS LIMITED

Correspondence Office : B/207, "CITI POINT", Near Kohincor Hotel, J. B. Nager, Andheri (E), Mumbal - 400059 Tel. ( +91 22 4970 1092

Ref. No.: LASA/SE/17-18/023

Wednesday December 13, 2017

To,	To <sub>y</sub>
<b>Corporate Services Department</b>	Corporate Services Department
BSE Limited	National Stock Exchange of India Limited
Phiroze Jeejeebhoy Towers,	"Exchange Plaza", Plot No. C/1,
Dalal Street,	G Block Bandra-Kurla Complex,
Mumbai - 400 001.	Bandra (E), Mumbai - 400 051.
BSE CODE -540702	NSE CODE: LASA

Dear Sir/Madam,

#### Investors Presentation - REG. 30

Pursuant to Regulation 30of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to submit investors presentation for information of all members.

In this regard, please also find enclosed herewith press release and the presentation.

Request you to take the same on your records and inform members accordingly.

Thanking You Yours Sincerely,

For Lasa Supergenerics Limited

HITESH WADHWANI COMPANY SECRETARY M NO.: A43914





# Lasa Supergenerics Limited

Investor Presentation December 2017



## Safe harbor



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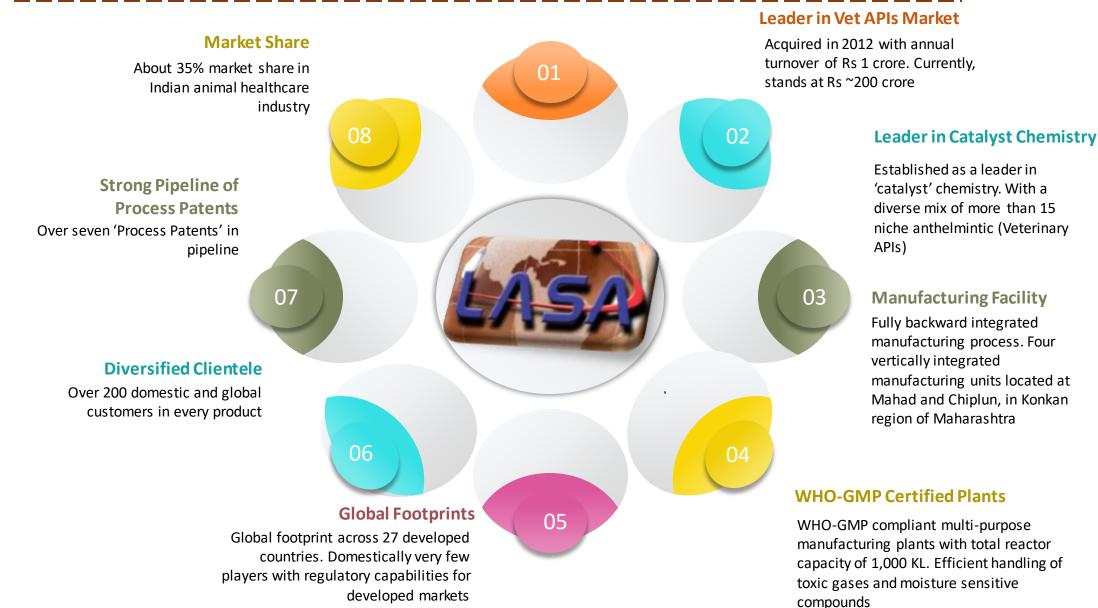
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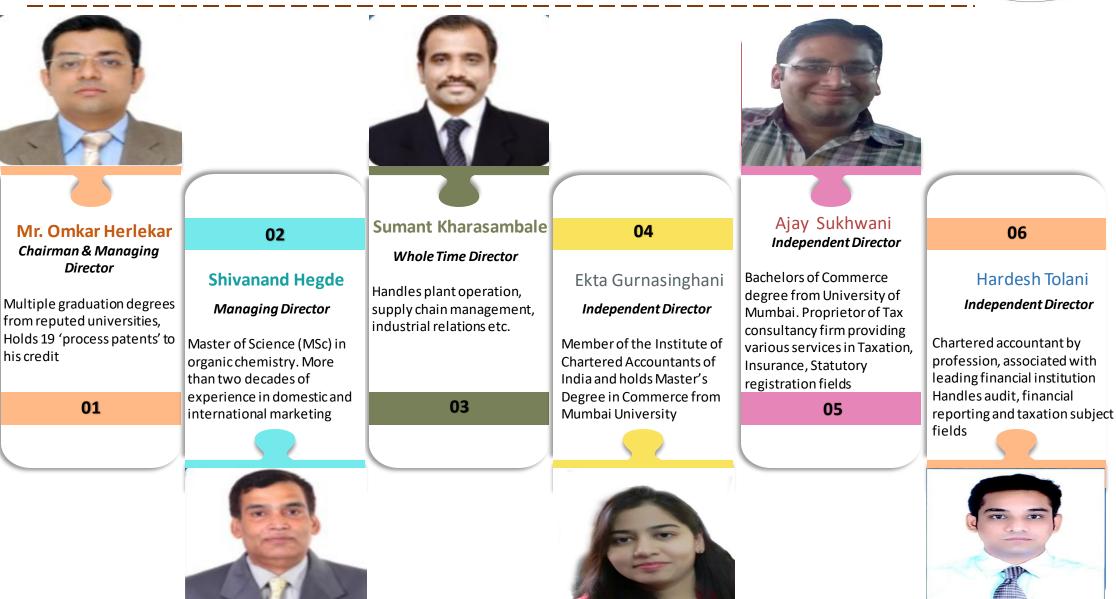
# **Company Overview**

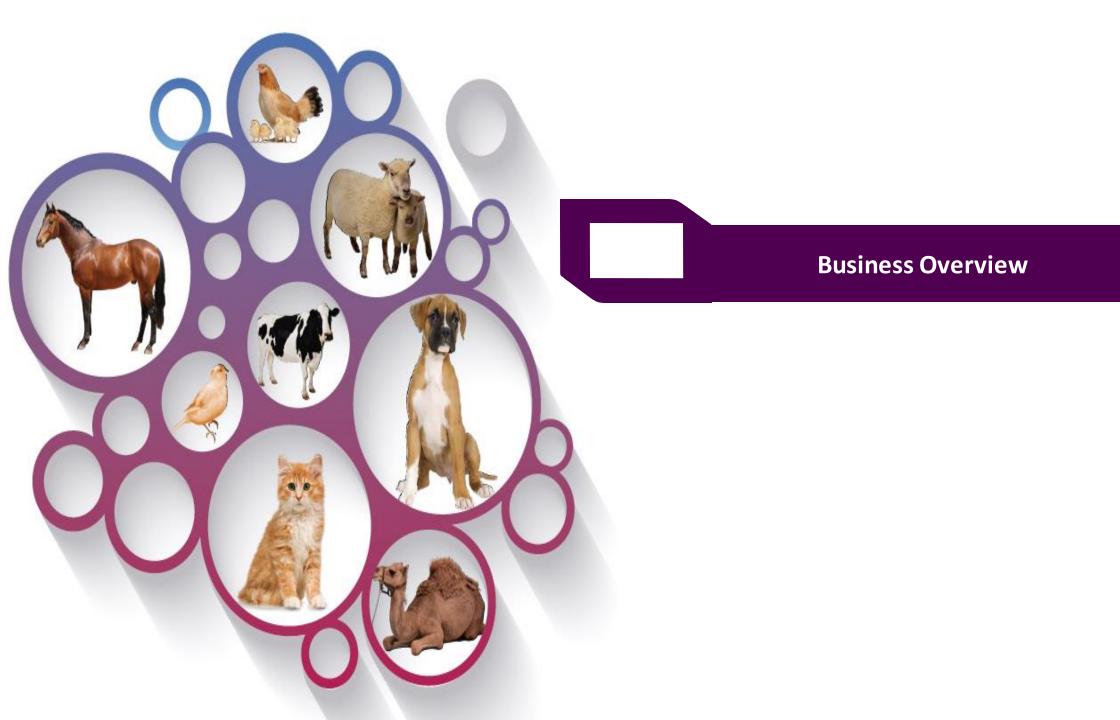




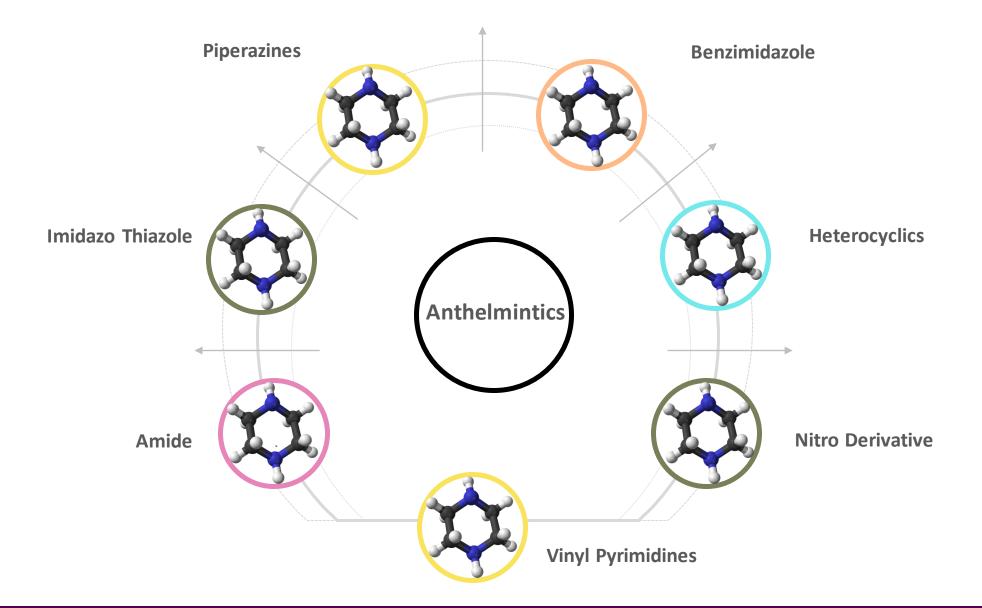
### **Management Team**



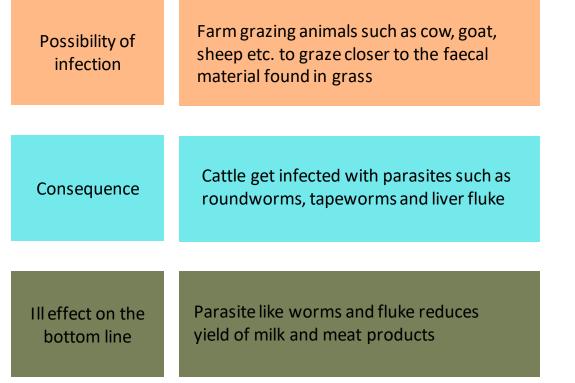


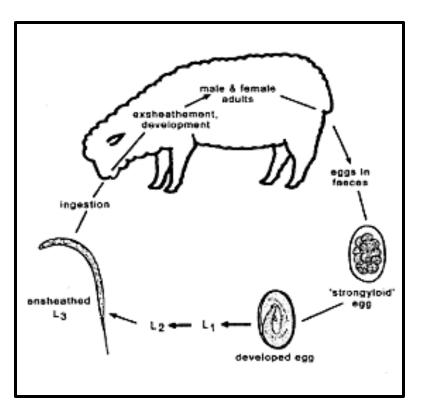




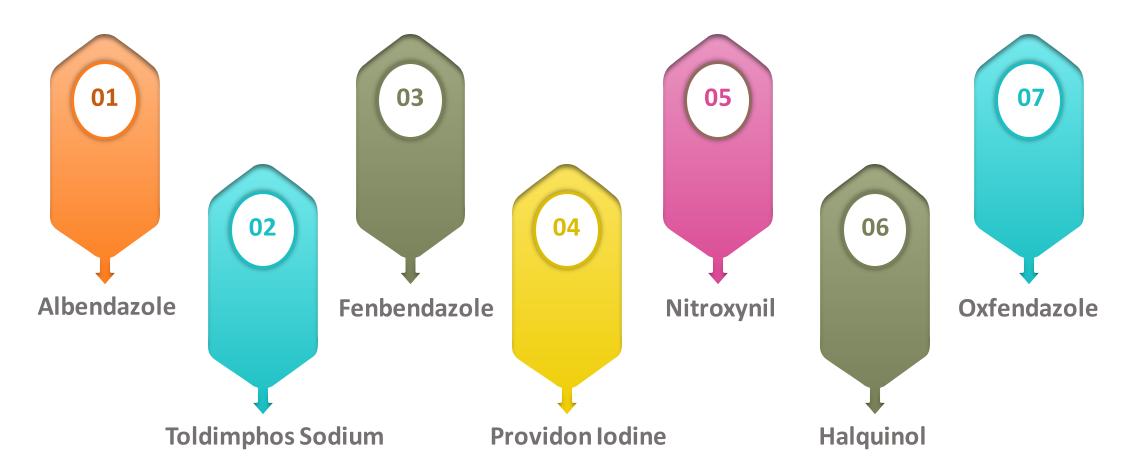








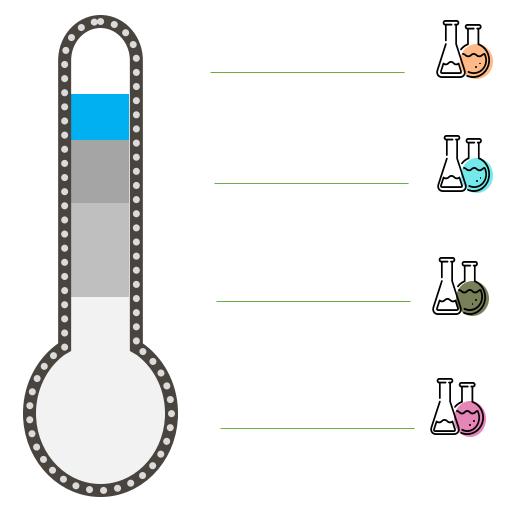




- Leader in Veterinary API products, Animal feed ingredients, Reagents for therapeutic Use & other API products
- **No Product Dependency Top seven products contributes to 80% of Top-line**

# Industry Entry Barriers...





#### **Backward Integration**

• Our fully backward integrated API manufacturing model helps us to lower our product cost

### **Catalyst Backed Products**

 Extensive use of catalysts in API manufacturing helps us to increase our gross profit margins

#### **Catalyst Process Patents**

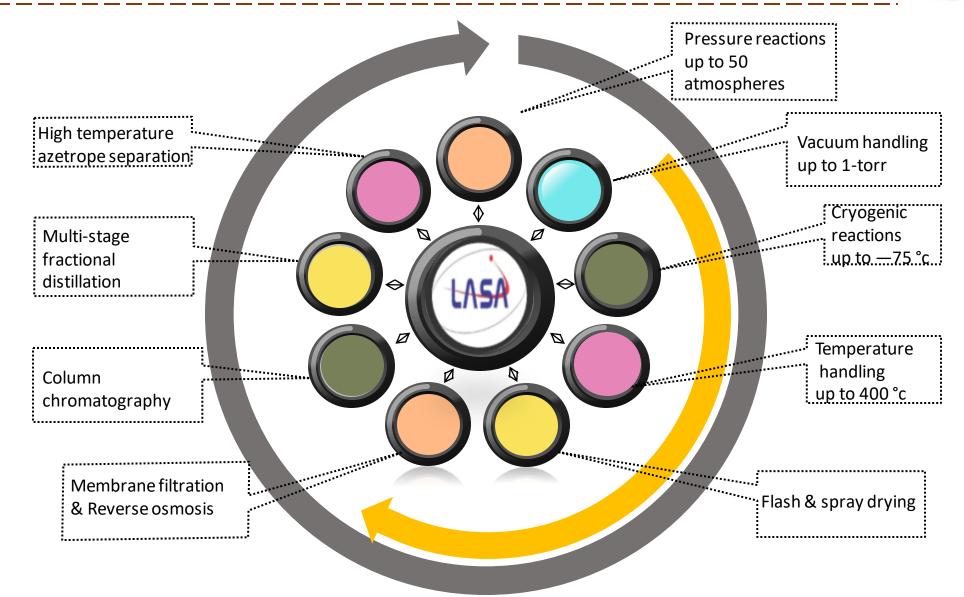
 Seven catalyst process IPR prohibits our peers from infringing in to our process, thereby creating a strong entry barriers

#### **Stringent Regulatory Norms**

• Strong regularity norms of for Benzimidazole derivatives enable us the advantage over our peers

# **Process Entry Barriers...**

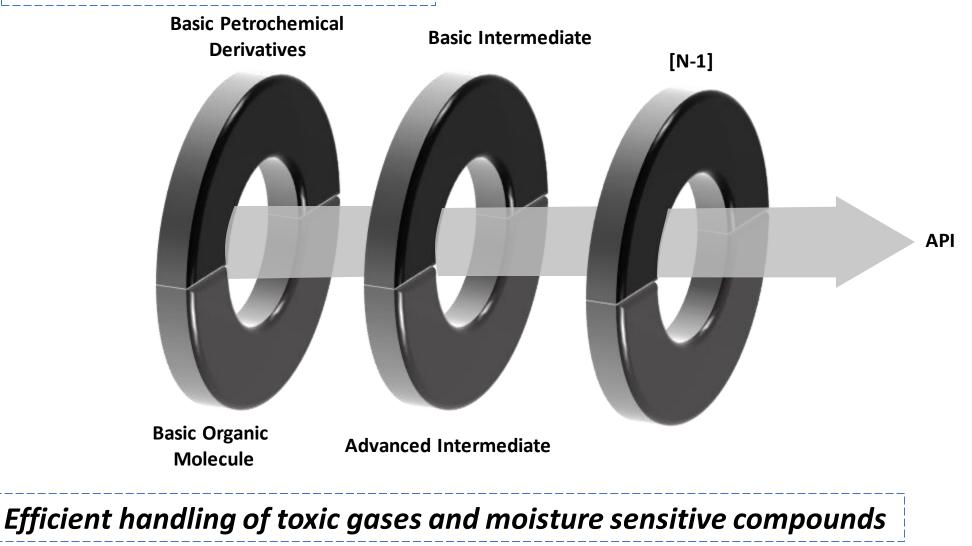




# Competitive Advantages of Backward Integration / Edge Over Others



# Niche In Backward Integration

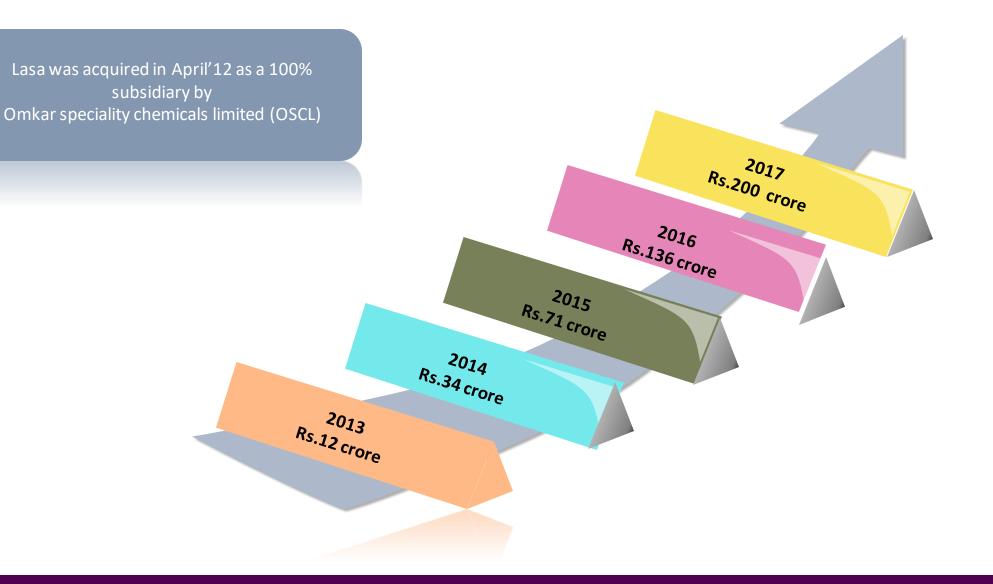


# **Advantages of Catalyst Chemistry**



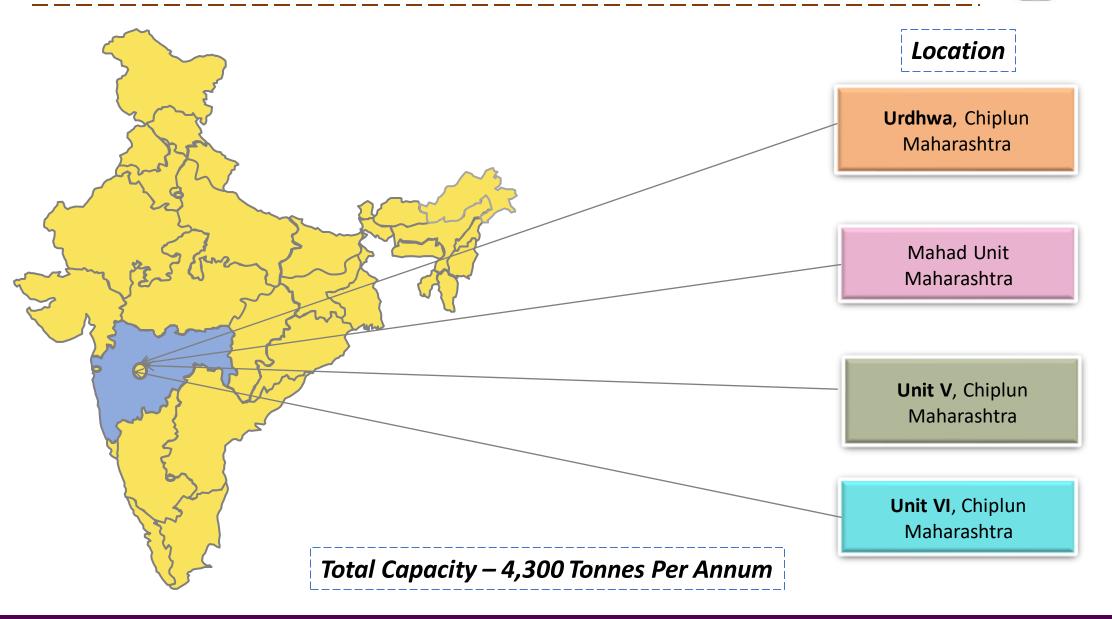
#### **Reduces Time** Plays crucial role in lowering **Generates Less Emission** labour costs Cuts down on time cycle • Significantly less by-products Increases productivity in and effluent discharge • same infrastructure, Curtails toxic threshold Leadings to handsome Ebitda concentration in effluents CATALYST **Improves Yield Reduces Energy Consumption** Reduces cost of raw materials ٠ Cuts down cost of electricity • Increases gross profit margins ۰ & coal Less dependency on import of raw ۰ Mitigates wear and tear of ٠ materials machines





## **Manufacturing Facilities**





## **Product-wise Global Reach**



*Country	Albendazole	Fenbendazole	Oxfendazole	Closantel	Cyromazine	Halquinol	Nitroxline	PV-I	Ricobendazole	Toldimphos	Oxycloza
Australia											
Bangladesh											
Brazil											
Canada					1.5					Ì	
China			A.						÷.		
Colombia											
Egypt						V					
Europe											
Germany											
Hungary											
Jordan											4
Kenya											

Exports Contributes To ~25% of The Revenue

## **Product-wise Global Reach**

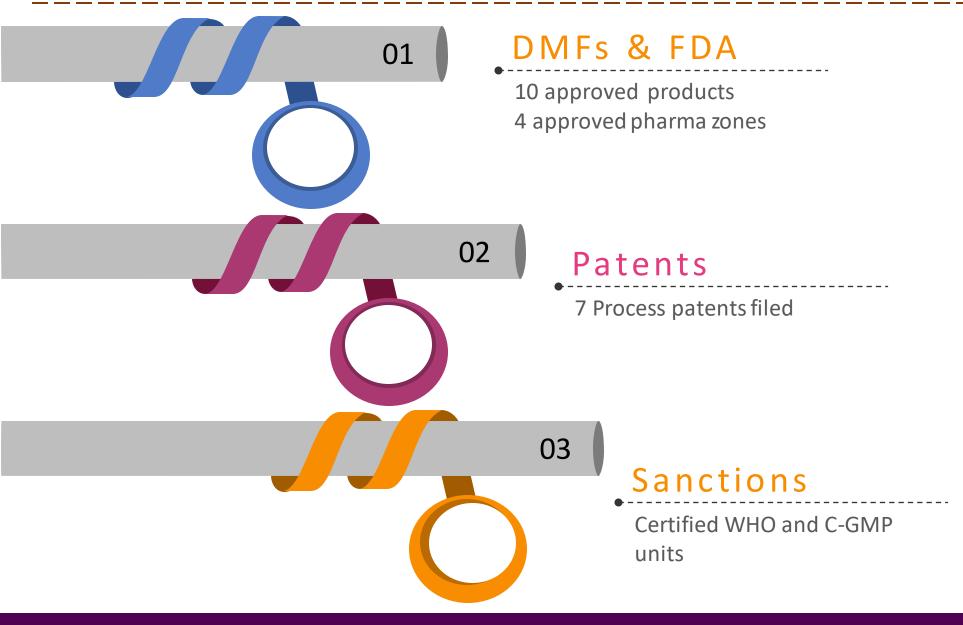


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*Country	Albendazole	Fenbendazole	Oxfendazole	Closantel	Cyromazine	Halquinol	Nitroxline	PV-I	Ricobendazole	Toldimphos	Oxycloza
Korea											
Malaysia											
Brazil											
Merchant exporters											
Pakistan									4		
Peru								1			
Russia										-	
Saudi arabia											-
South africa											
South america											
Usa											>
West indies											

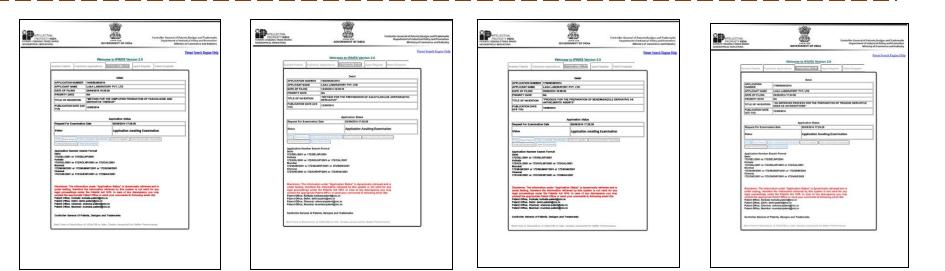
Exports Contributes To ~25% of The Revenue

# **Certifications / Regulatory Approvals**





### **7** Process Patents Filed



Method for the simplified production of Method for the preparation of salicylanilide fasciolicide and derivative antiparasitic derivative

Process for the preparation of benzimidazole An improved process for the preparation derivative as anthelmintic agents

of triazine derivative used as an insecticide

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	Published Applications Status Apent Register Published Engister
	Detail
APPLICATION	1953/WUM/2014
APPLICANT NAM	HE LASA LABORATORY PYT. LTD.
DATE OF FILING	
PROBITY DATE	
TITLE OF	"AN IMPROVED PROCESS FOR THE PREPARATION OF METHYL S(PROPYLTHO) BENZO [D] INIDAZOL 2-YLCARBAMATE"
PUBLICATION DA	
	Application Status
Record For Exa	
Status	Application Awaiting Examination
Delhi 172/DEL/2091 or Kalkata 172/KDL/2091 or Mombai 172/MUM/2091 or Chanaai	112/KOLMP2001 or 112/CAL2001 112/Kumm20001 or 112/E0042001 112/CHEVP2001 or 112/KAL2000
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An improved process for the preparation of methyl 5(propylthio)1hbenzo [d] imidazol2ylcarbamate



Green process for the preparation of methyl 5(phenyl thio) 1hbenzo [d] imidazole2ylcarbamate



A simple, safe and cost effective process for preparation of halquinol product

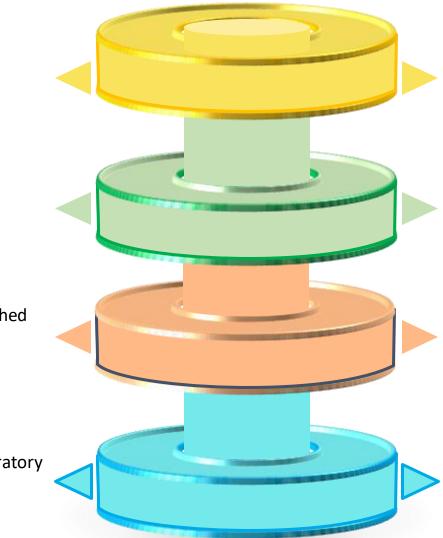
# **Quality and Assurance**



- Rm/pm analysis
- Finished products analysis

- Finished products analysis
- In-process checks
- Stability studies
- Instrumental analysis & finished products
- Wet analysis laboratory

- Microbiological testing laboratory
- Packaging material -testing laboratory



- EU and US GMP training
- Sop compliance

- Audit of facility for compliance
- In-process counter checks, critical sampling
- Record verification
- Release of batch for marketing

- Investigation of market complaints
- Stability of products

# **Consolidated Financial Highlights**

# Quarterly & Half Yearly Profitability Highlights – Q2&H1 FY18



Rs crore	Q2 FY18	Q1 FY18	H1 FY18
Revenue from Operations	64.53	61.01	125.54
Other Income	1.35	1.30	2.65
Excise	-	2.31	2.31
Net Sales	65.88	60.00	125.88
Raw Material & Fuel costs	42.71	36.91	79.62
GP	21.82	24.10	45.92
GP Margin	33.81%	39.50%	36.58%
Employee Cost	2.57	2.37	4.94
Other costs	6.22	4.10	10.32
Total Expenditure	51.49	43.39	94.88
EBIDTA	14.39	16.61	30.99
EBITDA Margin (%)	22.30%	27.22%	24.69%
Depreciation	6.09	2.42	8.51
EBIT	8.30	14.19	22.49
EBIT Margin	12.86%	23.26%	17.91%
Interest	2.42	2.53	4.96
Profit Before Tax	5.88	11.66	17.53
Тах	(2.79)	4.62	1.83
Profit After Tax	8.66	7.04	15.70
PAT Margin (%)	13.43%	11.53%	12.51%
EPS	3.79	3.08	6.87

# Half Yearly Balance Sheet Highlights



Rs crore	As on 30th Sep 2017	As on 30th Jun 2017
Shareholder's Funds	117.72	81.77
Share capital	22.86	22.86
Other Equity	94.85	58.91
Non-current liabilities	46.34	87.49
Long term borrowings	45.92	83.22
Defer Tax liabilities	0.14	4.12
Long-Term Provisions	0.28	0.15
Current liabilities	117.67	83.57
Short Term Borrowings	22.20	22.31
Trade Payables	65.07	40.14
Other Financial Liabilities	21.47	10.95
Other Current liabilities	2.32	4.36
Provision	1.10	1.41
Current Tax Liability	5.52	4.41
Total Equities & Liabilities	281.73	252.83

Rs crore	As on 30th Sep 2017	As on 30th Jun 2017
Non-current assets	166.34	149.85
Prop., Plant & Equip.	146.20	129.47
CWIP	17.00	17.00
Intangible Assets	2.19	2.59
Intangible Assets under dev.	0.24	0.17
Financial Assets		
Loans	0.71	0.62
Current assets	115.39	102.99
Inventories	38.51	28.72
Financial Assets		
Trade Receivables	65.46	60.49
Cash & Cash Equivalents	0.94	0.58
Bank Balance & Other Cash	1.06	
Equiv.		1.04
Loans	0.01	-
Other Current Assets	9.41	12.17
Total Assets	281.73	252.83



## **Growth Strategies**



#### New Product Development

- In house catalyst chemistry expertise enables us to introduce new products
- Fully backward integration enables us to add fast growing veterinary API products

# Adopt environment friendly and sustainable process technology

• Installing environmental friendly units to restrict discharges

... Emerge as largest Veterinary API Company in India

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# Expansion & Entry in newer geographies

- Commissioning of a multipurpose plant with capability to handle various high pressure unit operations
- Entry in newer geographies with focus on low cost of production

# Margin improvement through

- Increase sales of high margin products existing and new
- Increase exports in fast growing markets of Far East, Australia and other developing nations





#### For further information, please contact:

Company :

Lasa Supergenerics Ltd. CIN: U24233MH2016PLC274202

Mr. Hitesh Wadhwani Company Secretary

investor@lasalabs.com

www.lasalabs.com

**Investor Relations Advisors :** 

**Bridge Investor Relations Pvt. Ltd.** CIN: U74900MH2016PTC273679

Mr. Amit Sharma amit@bridge-ir.com

www.bridge-ir.com