



**SUPRIYA LIFESCIENCE LTD.**

*Creating true values that bind global health*

May 27, 2025

To,

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

National Stock Exchange of India Limited  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex  
Bandra (E), Mumbai - 400 051  
NSE Symbol: SUPRIYA

Dear Sir/Madam,

**Subject: Investor Presentation.**

Further to our Letter dated May 21, 2025, we are enclosing herewith Investor Presentation with respect to Audited Financial Results of the Company for the quarter ended on March 31, 2025.

Kindly take the information on record.

Thanking you,

**For Supriya Lifescience Limited**

**Prachi Sathe**  
**Company Secretary & Compliance Officer**

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CIN: L51900MH2008PLC180452 E-mail: [supriya@supriyalifescience.com](mailto:supriya@supriyalifescience.com) Website: [www.supriyalifescience.com](http://www.supriyalifescience.com)

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**GOVT. RECOGNISED EXPORT HOUSE**



**SUPRIYA  
LIFESCIENCE LTD.**

# **SUPRIYA LIFESCIENCE LTD.**

**Investor Presentation | Q4 & FY25**

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## Q4 & FY25 Highlights



**SUPRIYA  
LIFESCIENCE LTD.**

Quarterly

Revenue

INR 1841.1 Mn

▲ 16% YoY

EBITDA

INR 675.8 Mn

▲ 22% YoY

PBT

INR 640.6 Mn

▲ 20% YoY

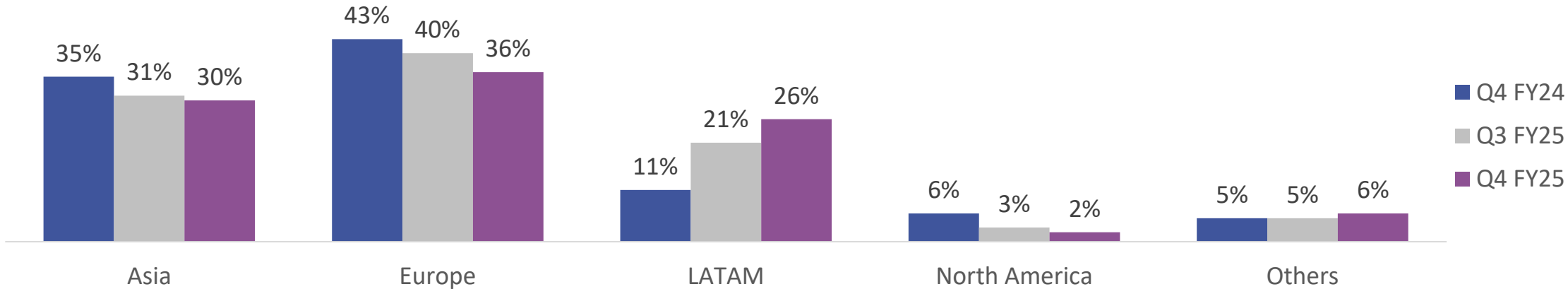
PAT

INR 503.8 Mn

▲ 38% YoY

## Business Mix Revenue Contribution – By Region

Regional Performance

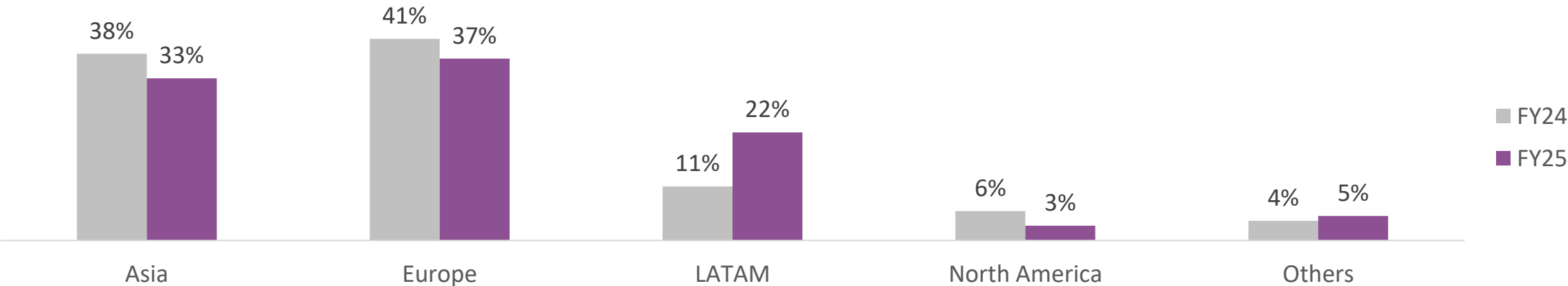


Yearly



Regional Performance

Business Mix Revenue Contribution – By Region



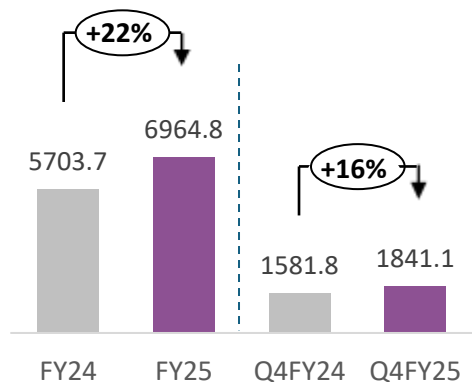
# Q4 & FY25 - Y-o-Y Highlights



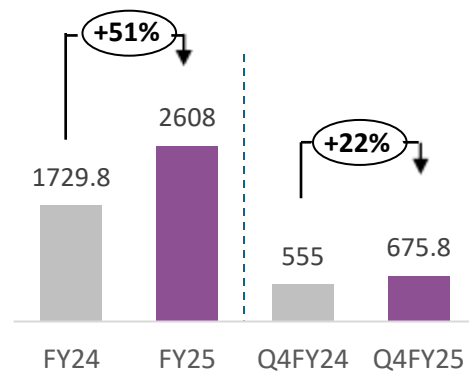
SUPRIYA  
LIFESCIENCE LTD.

(in INR Mn)

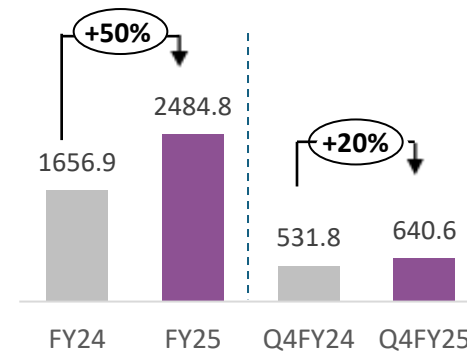
## Revenue



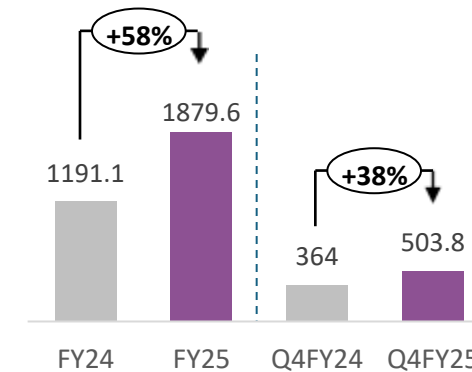
## EBITDA



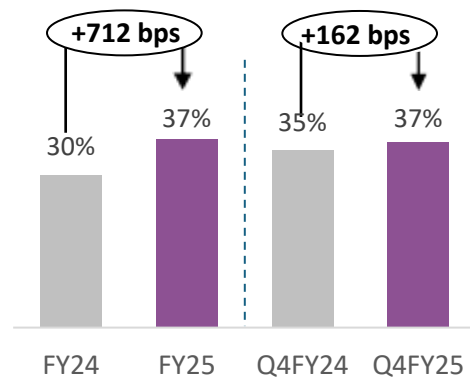
## PBT



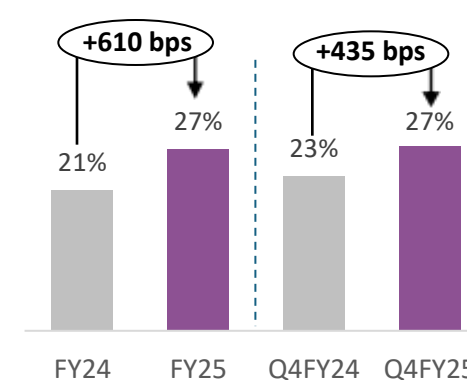
## PAT



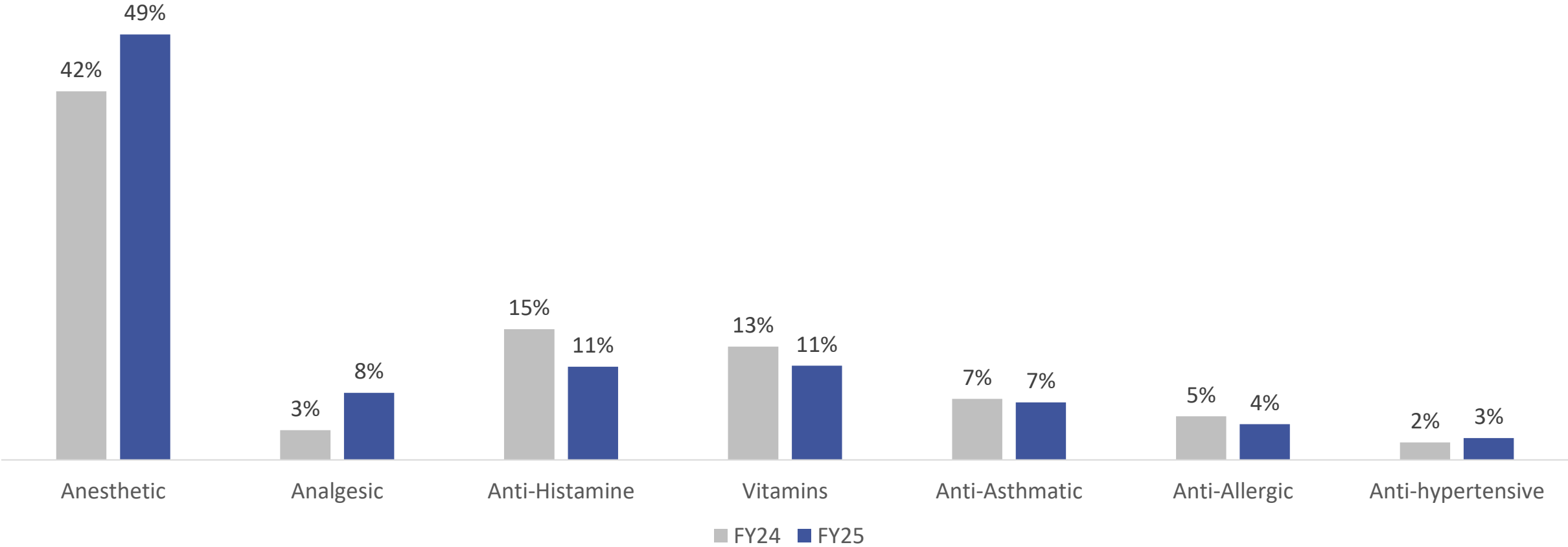
## EBITDA Margins



## PAT Margins



## Performance of the Top Therapeutic Areas





# Profit & Loss Statement

Particulars <i>(in INR Mn)</i>	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
<b>Revenue from Operations</b>	<b>1,841.1</b>	<b>1,581.8</b>	<b>16.4%</b>	<b>1,856.5</b>	<b>-0.8%</b>	<b>6,964.8</b>	<b>5,703.4</b>	<b>22.1%</b>
Cost of Goods Sold	548.3	582.6	-5.9%	617.8	-11.3%	2,111.8	2,217.4	-4.8%
Employee Benefits Expense	209.8	171.4	22.4%	197.7	6.1%	805.2	676.4	19.0%
Other Expenses	407.2	272.7	49.3%	381.4	6.8%	1,439.9	1,079.9	33.3%
<b>EBITDA</b>	<b>675.8</b>	<b>555.0</b>	<b>21.8%</b>	<b>659.5</b>	<b>2.5%</b>	<b>2,608.0</b>	<b>1,729.8</b>	<b>50.8%</b>
<b>EBITDA %</b>	<b>36.7%</b>	<b>35.1%</b>	<b>+162 bps</b>	<b>35.5%</b>	<b>+118 bps</b>	<b>37.4%</b>	<b>30.3%</b>	<b>+712 bps</b>
Other Income	29.7	21.9	36.1%	21.0	41.8%	98.1	106.4	-7.7%
Depreciation and Amortisation Expense	60.8	39.1	55.4%	49.6	22.5%	204.4	158.1	29.3%
<b>EBIT</b>	<b>644.8</b>	<b>537.8</b>	<b>19.9%</b>	<b>630.9</b>	<b>2.2%</b>	<b>2,501.7</b>	<b>1,678.0</b>	<b>49.1%</b>
Finance Costs	4.2	6.0	-30.4%	5.1	-17.5%	16.9	21.1	-20.1%
<b>PBT</b>	<b>640.6</b>	<b>531.8</b>	<b>20.5%</b>	<b>625.8</b>	<b>2.4%</b>	<b>2,484.8</b>	<b>1,656.9</b>	<b>50.0%</b>
Total Tax Expense	136.8	162.4	-18.5%	158.0	-13.4%	605.2	465.8	29.9%
<b>Profit for the year</b>	<b>503.8</b>	<b>369.3</b>	<b>38.4%</b>	<b>467.8</b>	<b>7.7%</b>	<b>1,879.6</b>	<b>1,191.1</b>	<b>57.8%</b>
<b>PAT %</b>	<b>27.4%</b>	<b>23.0%</b>	<b>+435 bps</b>	<b>25.2%</b>	<b>+217 bps</b>	<b>27.0%</b>	<b>20.9%</b>	<b>+610 bps</b>
<b>EPS (INR)</b>	<b>6.29</b>	<b>4.59</b>		<b>5.82</b>		<b>23.35</b>	<b>14.80</b>	

# Balance Sheet



SUPRIYA  
LIFESCIENCE LTD.

(in INR Mn)

Assets	FY24	FY25
<b>Non-current assets</b>		
(i) Property, plant and equipment	3,037	4,468
(ii) Right to Use Asset	48	46
(iii) Capital Work in progress	1,488	1,480
(iv) Intangible Assets	17	14
(v) Financial Assets		
-Investments	638	632
-Loans and Advances	-	-
(vi) Other Non- Current Assets	7	112
<b>Total Non-current assets</b>	<b>5,234</b>	<b>6,753</b>
<b>Current assets</b>		
(i) Inventories	852	1,183
(ii) Financial Assets		
-Trade receivables	1,117	1,344
-Cash and cash equivalents	750	761
-Bank balances other than above	-	31
-Other financial Assets	45	7
-Loans and Advances	7	9
(iii) Other current assets	1,207	1,035
<b>Total Current Assets</b>	<b>3,978</b>	<b>4,370</b>
<b>TOTAL ASSETS</b>	<b>9212</b>	<b>11,123</b>

Equity and Liabilities	FY24	FY25
<b>Equity</b>		
(i) Equity share capital	161	161
(ii) Other equity	7,993	9,807
<b>Total Equity</b>	<b>8,154</b>	<b>9,968</b>
<b>Non-current liabilities</b>		
(i) Financial Liabilities		
-Borrowings	-	-
-Lease Liabilities	50	51
-Other financial liabilities	-	-
(ii) Provisions	8	13
(iii) Deferred tax Liabilities	232	270
<b>Total Non-Current Liabilities</b>	<b>290</b>	<b>334</b>
<b>Current liabilities</b>		
(i) Financial liabilities		
-Borrowings		
-Lease Liabilities	5	3
-Trade payables	596	745
-Other financial liabilities	16	18
(iii) Provisions	4	12
(ii) Other current liabilities	149	43
<b>Total Current Liabilities</b>	<b>769</b>	<b>822</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>9,212</b>	<b>11,123</b>



## Company Overview



**SUPRIYA  
LIFESCIENCE LTD.**

Global leader in Anti-histamines, Anti-Allergic, Vitamins, Anti-Asthmatics & Anesthetics

<div>40+ APIs</div> <div>Niche product basket</div>	<div>120+ Countries</div> <div>Diversified operations with presence</div>	<div>33,000 Sq.mts</div> <div>Manufacturing facility spread across</div>	<div>932 KLPD</div> <div>Reactor capacity</div>
<div>WHO-GMP, Written Confirmation, ISO, Halal, Indonesian Halal. Fami QS</div>	<div>18</div> <div>DMFs with USFDA</div>	<div>10</div> <div>CEP granted</div>	<div>1,500+</div> <div>customers</div>

3 Times USFDA approved	2 times EUGMP/EDQM approved	HEALTH CANADA	COFEPRIS	
ANVISA	KFDA	NMPA	TGA	AIFA

# Journey So Far



SUPRIYA  
LIFESCIENCE LTD.

2020

**Third time  
USFDA approval**

2021

CEP granted for Pentoxifylline, Esketamine Hydrochloride and Salbutamol Sulphate; NMPA approval granted; Health Canada approval

**Listed on Stock Exchange  
BSE & NSE**

2022

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

2023

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

2024

**ANVISA Approval  
Granted**

2018

CEP granted for Brompheniramine Maleate, Mepyramine Maleate & Ketamine Hydrochloride

2017

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

2015

**EUGMP and EDQM** approval granted

2014

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

2013

**COFEPRIS and KFDA** approval granted



2008

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

2009

Started production of Ketamine hydrochloride

2010

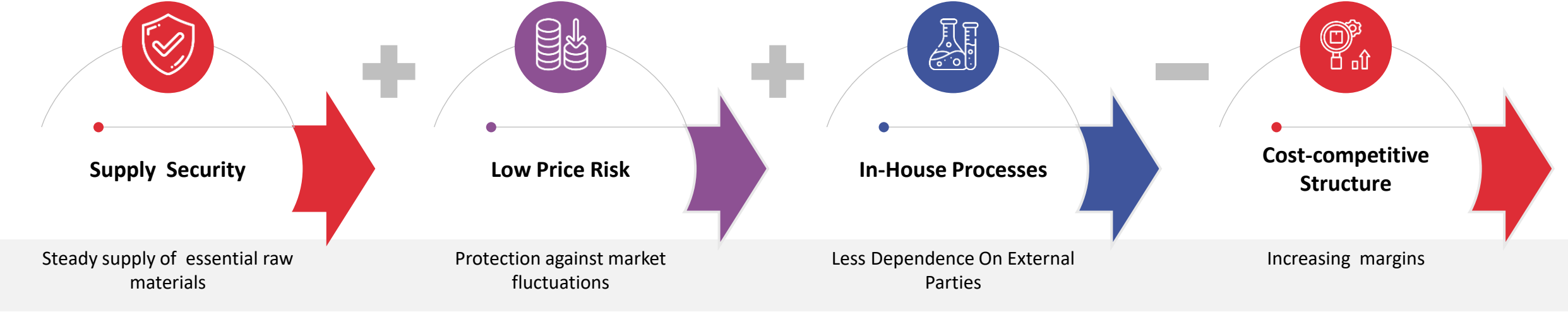
CEP granted for Chlorphenamine Maleate

2011

**IDL** granted for Chlorphenamine Maleate



# Backward Integrated Business Model



18 products are backward integrated\* in following therapies

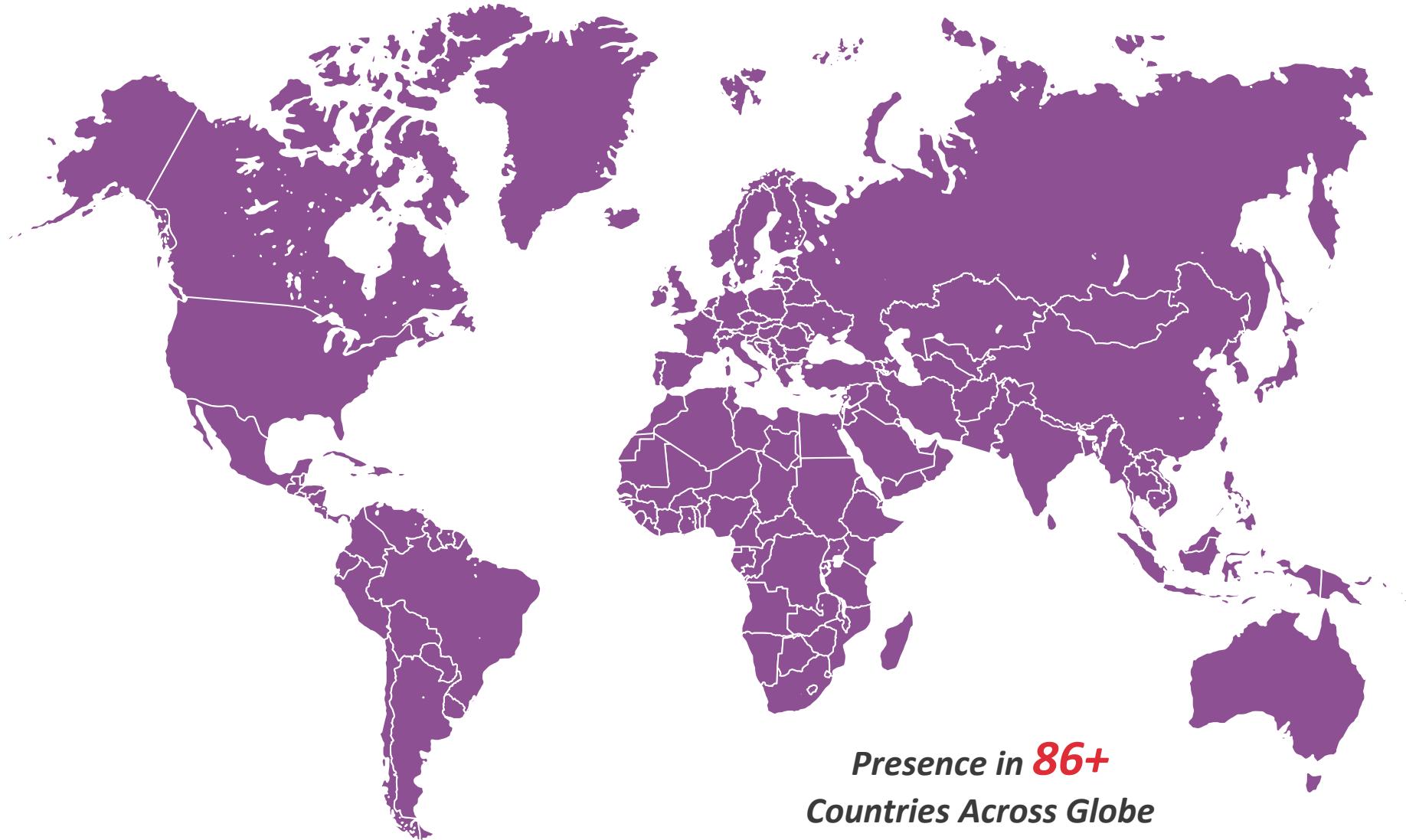
Anesthetics	Anti-Asthmatic	Anti-Histamine
Decongestant	Anti-Gout	

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

**72%**  
of 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





*Presence in **86+**  
Countries Across Globe*

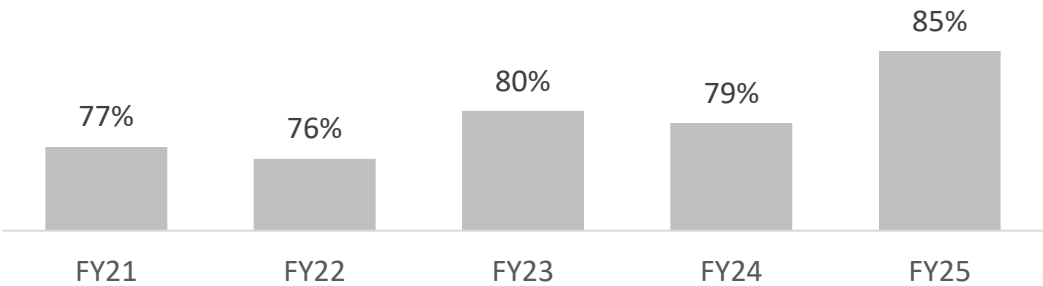
## New Therapies Launched

- Contrast Media
- Cardio Vascular
- ADHD

# Diversified Revenues with Extensive Global Presence

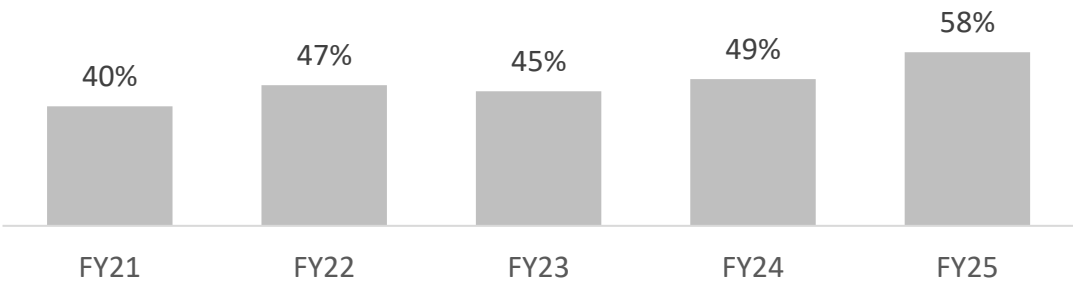
Significant export presence, with low dependence on a specific geography

Export sales, as a % of revenue from operations



... with balanced customer concentration

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



Long standing relationship with global pharma companies ...

... We plan to further 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



- Well defined areas for R&D, Quality Control (chemical, microbiology), Quality Assurance, dedicated areas for engineering maintenance, warehouse, raw materials, packaging materials and finished goods stores
- Recently commissioned Effluent treatment plant for future volume growth and express feeder from the sub-station to ensure reliable power supply
- Commissioned new warehouses and administration block, with new Quality Control Labs, Quality Assurance and R&D Labs (IGBC Gold Certified)
- Strategic Land Acquisitions:**
  - **12,551 sq.mt.:** Adjacent to the existing facility to enable seamless future growth and expansion
  - **24,646 sq.mt.:** Located 20 km from the current facility, strategically acquired for backward integration to enhance operational efficiency
  - **80,000 sq.mt.:** Situated at Isambe, Patalganga, near the upcoming Navi Mumbai International Airport.



5  
Manufacturing Blocks



9  
Clean Rooms



932 KLPD  
Reactor Capacity



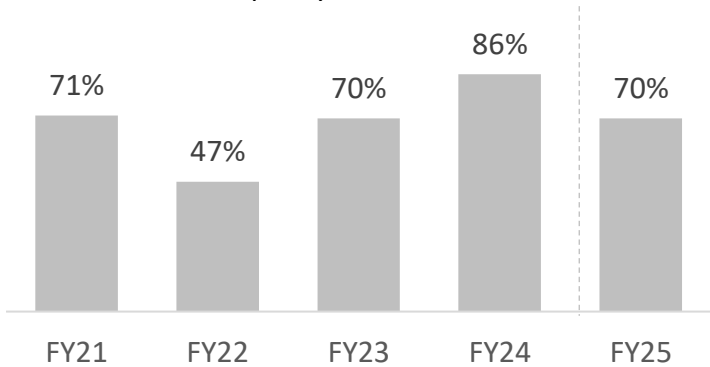
33,000sq.mt.  
Land Area

## Scaled up Manufacturing Facilities over the years

	Block A	Block B	Block C	Block D	Block E
Year of Establishment	1993	1994	2014	2021	2024
Capacities	157 KLPD	195 KLPD	30 KLPD	215 KLPD	335 KLPD
Regulatory Approved	✓	✓	✓	✓	✓

## Healthy capacity utilization

Ramp up of production from Module E will drive the capacity utilisation



DSIR approved facility

**18\***

DMFs

**10\***

CEPs

**4\***

Process Patent  
Filed in India

**10\***

CADIFA Brazil

## Supported by R&D driven mindset

- A team of 60+ scientists primarily focused on API process development across the value chain
- Already started two R&D centres –
  - Ambernath R&D – for formulations and
  - Lote R&D – Generic APIs & Lifecycle improvement
- Consistent efforts to develop new products, improve existing formulations, enhance drug delivery systems, and expand product applications.





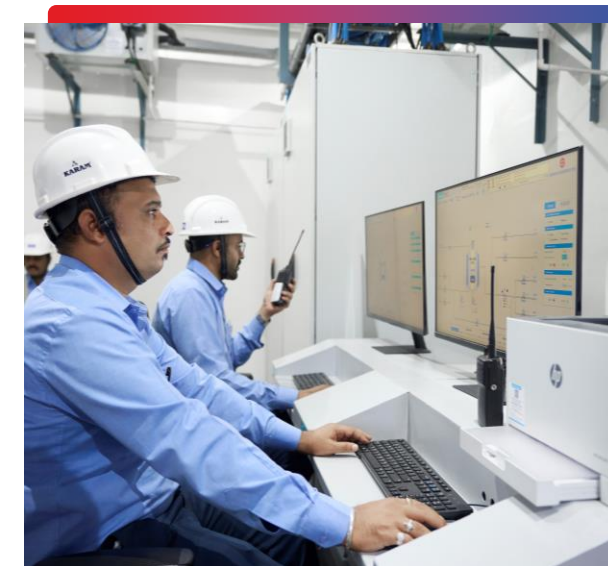
- State-of-the-art, GMP compliant manufacturing facility along with pilot facility for scale up available for trials before validation
- Complete support in validation, stability, & compilation of dossiers
- Dedicated technology transfer team is periodically trained to enhance skills for timely scale-ups and validations
- Quality & regulatory team is well trained with latest guidelines to ensure on-time dossier submissions.





# Recently Commissioned state-of-the-art E Block

- Capacity: **335 KLPD**
- Large volume equipment – multipurpose synthesis with focus on backward integration capabilities
- Closed systems using gravity flow equipped with process control system.



# FDF Facility ready for commissioning at Ambernath



## Facility Location

- The site spans 5,000 sqm, with 70% of the area constructed, located at Plot No. N-60, Additional Ambernath MIDC, District Thane, Maharashtra,
- Situated 60 km from Nhava Sheva Port (New Mumbai) and 50 km from Mumbai International Airport.



## R&D

- Dosage forms R&D being set up for tablets, capsules, liquids, sterile forms
- Analytical laboratories & Complex API synthesis facilities alongside dosage forms development for efficiency
- Focus areas – complex forms, anti-diabetics, anesthetics.



## Manufacturing

- FDF facilities to commission from Q2FY26
- Tablets, capsules and liquids
- Large volume liquids filling line
- Validation and registration batches for dossier submissions.



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

## Ability to handle complex chemistries..

- Simple to highly complex chiral molecules
- Controlled substances
- Products with specialized environment for manufacturing (Methylcobalamin, Vitamin B12 & derivatives)
- Precision distillation of volatile inhaled Anesthetic APIs yielding high purity > 99.97%.

... across varied class of reactions

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

# Regulatory Achievements

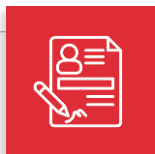


SUPRIYA  
LIFESCIENCE LTD.

## Strong focus on compliance guided by ethical approach

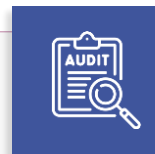
- Our motto is to consistently meet the stringent requirements of regulatory bodies
- Supported by a skilled team of regulatory affairs experts dedicated to the timely submission of dossiers and managing regulatory queries from both authorities and customers.

**50+**



Registrations in  
different countries

**500+**



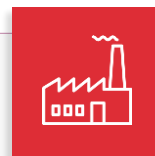
Customer  
Audit Approvals

**10+**



CEP's

**15+**



USDMF's





USDMF	18
CEP	10
CADIFA Brazil	10
KDMF Korea	5
NMPA China	3

# Awards & Accreditation

**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 India



# Key Management Team



**SUPRIYA  
LIFESCIENCE LTD.**



## **Satish Wagh**

### **Executive Chairman & WTD**

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



## **Saloni Wagh**

### **Managing Director**

- Ph.D. in chemistry from the Faculty of Science, Pacific University, Udaipur.
- M.Sc. from Institute of Science, University of Mumbai.
- B.Sc. from Parle Tilak Vidhyalaya Association's Sathaye College, University of Mumbai.



## **Shivani Wagh**

### **Joint Managing Director**

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



## **Krishna Raghunathan**

### **Chief Financial Officer**

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



## Environment

- Regular and strict monitoring to produce highest efficiency in pollution control
- Commitment to reduce, recycle and reuse all resources for conservation and waste reduction, wherever feasible
- Own ETP facility – 400 KLPD, 2000 KL retention volume
- CETP membership – additional discharge of 260 KLPD
- Over the years about 56% reduction in cost reduction and relevant oil consumption
- Focus on solvent recovery, reduced emissions
- Adoption of paperless culture since 2015
- Implementation of ERP system has drastically reduced use of overall paper.



## Health

- Clean, safe and healthy working environment for our all employees
- Mandatory medical examination and periodic medical checkup
- Regular training workshops for employees involved in handling materials, operating various process, waste generation and treatment.



## Safety

- Committed to safe and accident-free operations in all our establishments
- Safeguarding our employees and facilities by acquiring the knowledge of hazardous industrial activities carried out in the neighborhood
- Frequent fire safety mock drills and intensive training programs to inculcate safety awareness and adherence to safety policies
- Periodic internal and external audit for ensuring compliance to our safety policy.
- Implementation of closed-system pneumatic transfer systems for material handling, replacement of liquid bromine with safer alternatives, establishment of a robust work permit system, and deployment of process control systems to monitor safety-critical parameters.



**We believe true corporate citizenship is rooted in giving back to society, recognizing our responsibility extends beyond business paradigm**

- Regular activities hosted in the head office and factory for donations of utilities, clothes, school supplies from the employees to the students in the nearby schools to promote education
- Supporting and participating with NGOs in chosen fields
- Utilization of CSR funding for drinking water scarcity in villages near our factory site
- Contribution to Prime Minister National Relief Fund
- Support patients for cancer treatment
- Fund raisers and donations to worthy social causes, etc.







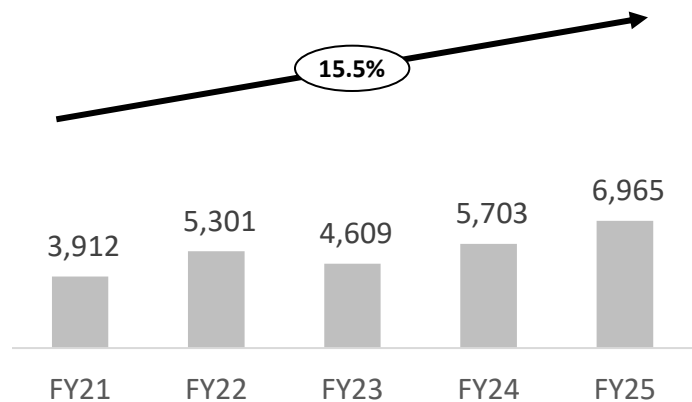
## Historical Financial Performance



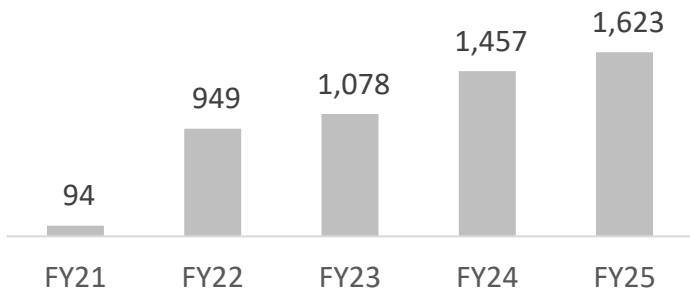
**SUPRIYA  
LIFESCIENCE LTD.**

# Consistent & Strong Financial Performance

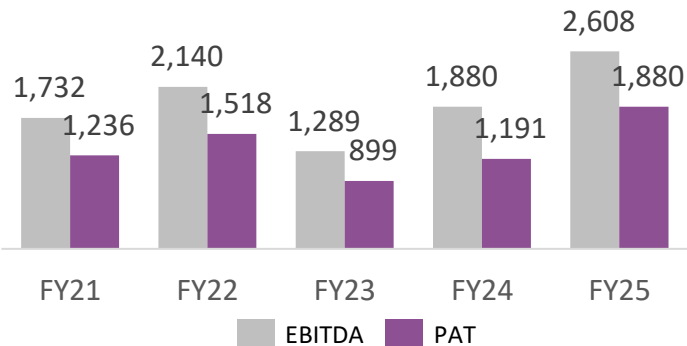
## Robust revenue growth



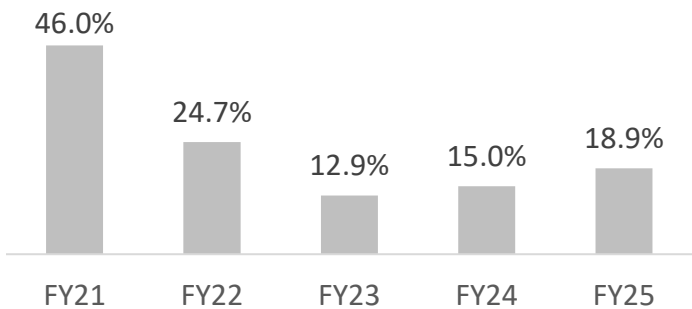
## Capex Spend



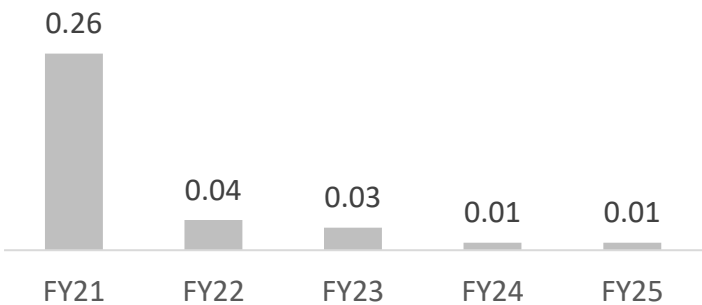
## ... and, focus on profitability



## Return on Net Worth



## Healthy leverage profile

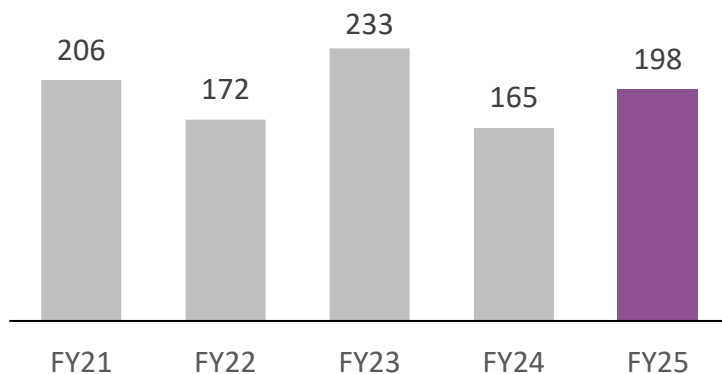


# Working Capital Break-up



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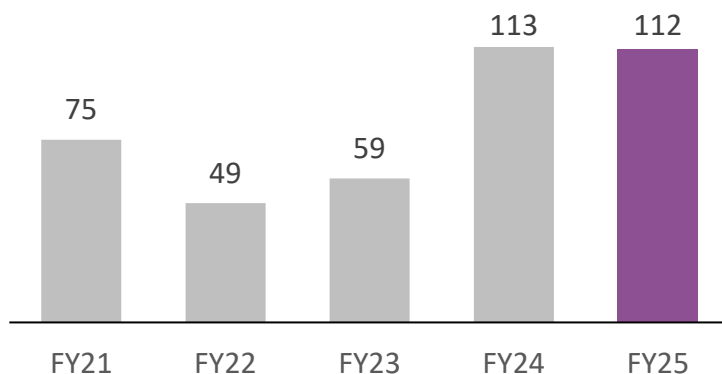
## Inventory



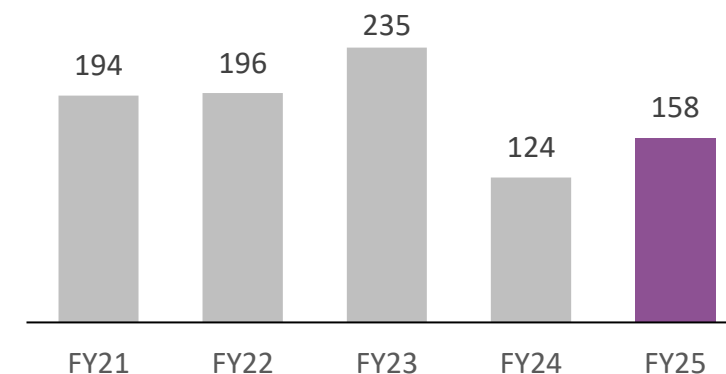
## Receivables



## Payables



## Net Working Capital





## Future Outlook



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## Two new R&D centres

- The future of the company is deeply rooted in R&D, with significant progress made to enhance research capabilities
  1. The R&D lab at Lote Parshuram spans **800 sqm** and is equipped with **20 fume hoods**. This facility focuses on lifecycle management, backward integration, new product development, and CMO/CDMO opportunities
  2. The Ambarnath R&D lab is now fully operational, supporting the next phase of the company's expansion and innovation strategy.
- These centres will help to develop identified APIs which will complement existing product profile
- The controlled drugs portfolio is set to be expanded, with potential APIs already identified and currently in the development pipeline. Additionally, the company is evaluating product portfolio expansion by selecting new products in the anti-diabetic and anesthetic segments.



## New markets

- Company is currently doing business with over **1500+** customers and has presence in more than **120+** 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 us as a reliable source and started sending samples and supplying APIs for their product validation
- Company has taken additional steps for business expansion around the globe especially in North America, 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 **INR 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

- **Commissioned State-of-the-Art Module E Production Block at Lote Parshuram, boosting our capacity by over 55%, increasing it from 597 KLPD to 932 KLPD**
- 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.



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**THANK YOU**