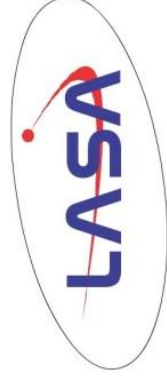


Lasa Supergenerics Limited

Investor Presentation



Safe harbor



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Chairman's Message

Chairman's Message



Commenting on the results, Dr. Omkar Herlerkar, Chairman & Managing Director, Lasa Supergenerics Ltd. said :

The financial for year to date has been in line with our expectation in terms of revenue and profitability. We are glad to focus on new and innovative product which has been effectively helping us to bag new orders in newer geographies and grow our business worldwide. We also witnessed a lot of traction from different geographies for API's. I am very pleased to inform that "Lasa Supergenerics Ltd." shook hands with China's "CIDIC Group". CIDIC Co. Ltd. is one of the Pharma giants in China. Apart from this with the help of strong in-house R&D facility we continue to remain focused on developing advanced catalyst chemistry for our molecules to enhance its productivity.

I thank the entire team of 'LASA' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to go from strength to strength."



Consolidated Financial Highlights

Company Overview



Company Overview

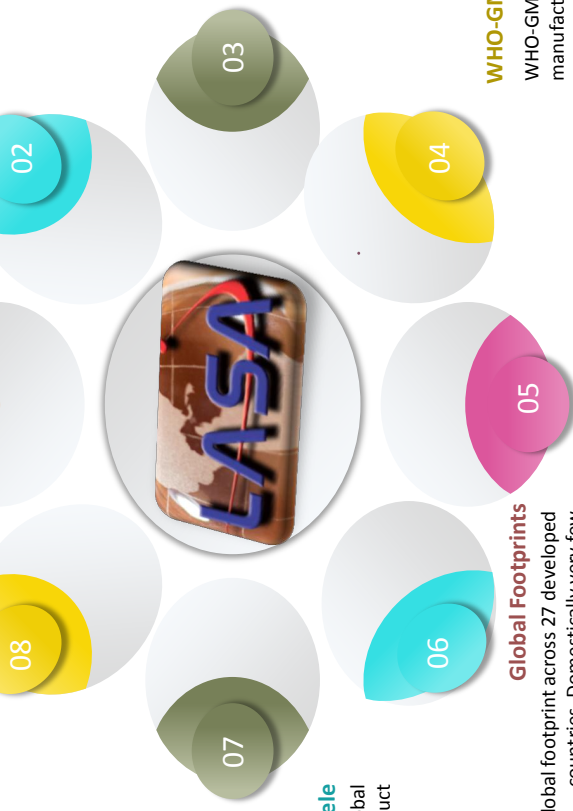


Leader in Vet APIs Market

Acquired in 2012 with annual turnover of Rs 1 crore. Currently, stands at Rs ~200 crore

Market Share

About 35% market share in Indian animal healthcare industry



Strong Pipeline of Process Patents
Over seven 'Process Patents' in pipeline

Leader in Catalyst Chemistry

Established as a leader in 'catalyst' chemistry. With a diverse mix of more than 15 niche anthelmintic (Veterinary APIs)

Diversified Clientele

Over 200 domestic and global customers in every product

Manufacturing Facility

Fully backward integrated manufacturing process. Four vertically integrated manufacturing units located at Mahad and Chiplun, in Konkan region of Maharashtra

Global Footprints

Global footprint across 27 developed countries. Domestically very few players with regulatory capabilities for developed markets

WHO-GMP Certified Plants

WHO-GMP compliant multi-purpose manufacturing plants with total reactor capacity of 1,000 KL. Efficient handling of toxic gases and moisture sensitive compounds

Management Team



Mr. Omkar Herlekar
Chairman & Managing Director

Multiple graduation degrees from reputed universities, Holds 19 'process patents' to his credit

01



Sumant Kharasambale
Whole Time Director

Handles plant operation, supply chain management, industrial relations etc.

03



Ajay Sukhwani
Independent Director

Bachelors of Commerce degree from University of Mumbai. Proprietor of Tax consultancy firm providing various services in Taxation, Insurance, Statutory registration fields

05



04

Ekta Gurnasinghani
Independent Director

Member of the Institute of Chartered Accountants of India and holds Master's Degree in Commerce from Mumbai University



06

Hardesh Tolani
Independent Director

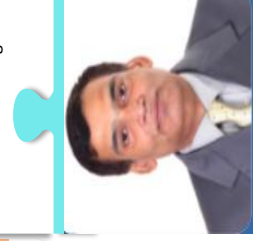
Chartered accountant by profession, associated with leading financial institution Handles audit, financial reporting and taxation subject fields



02

Shivanand Hegde
Managing Director

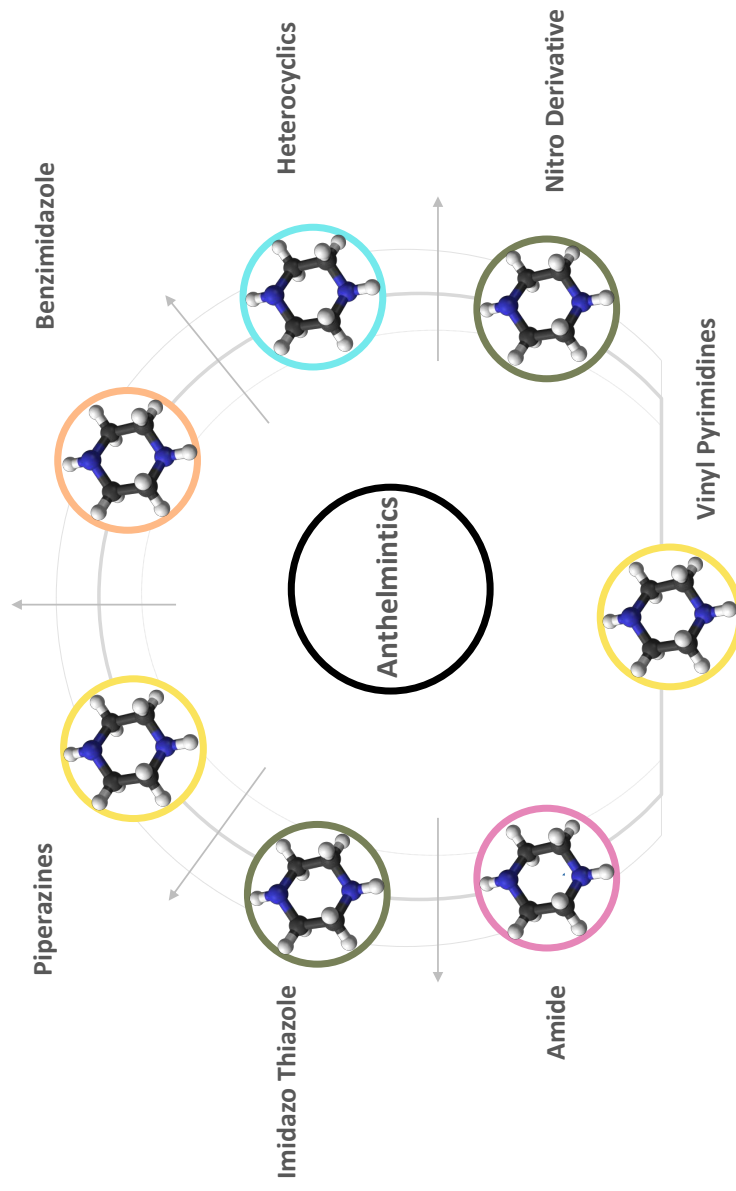
Master of Science (MSc) in organic chemistry. More than two decades of experience in domestic and international marketing



Business Overview

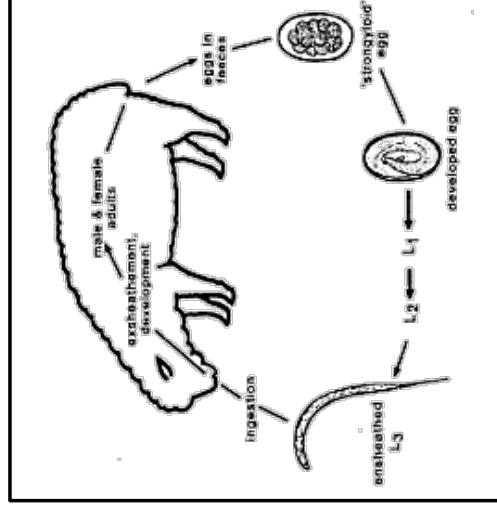


Classification of Anthelmintics

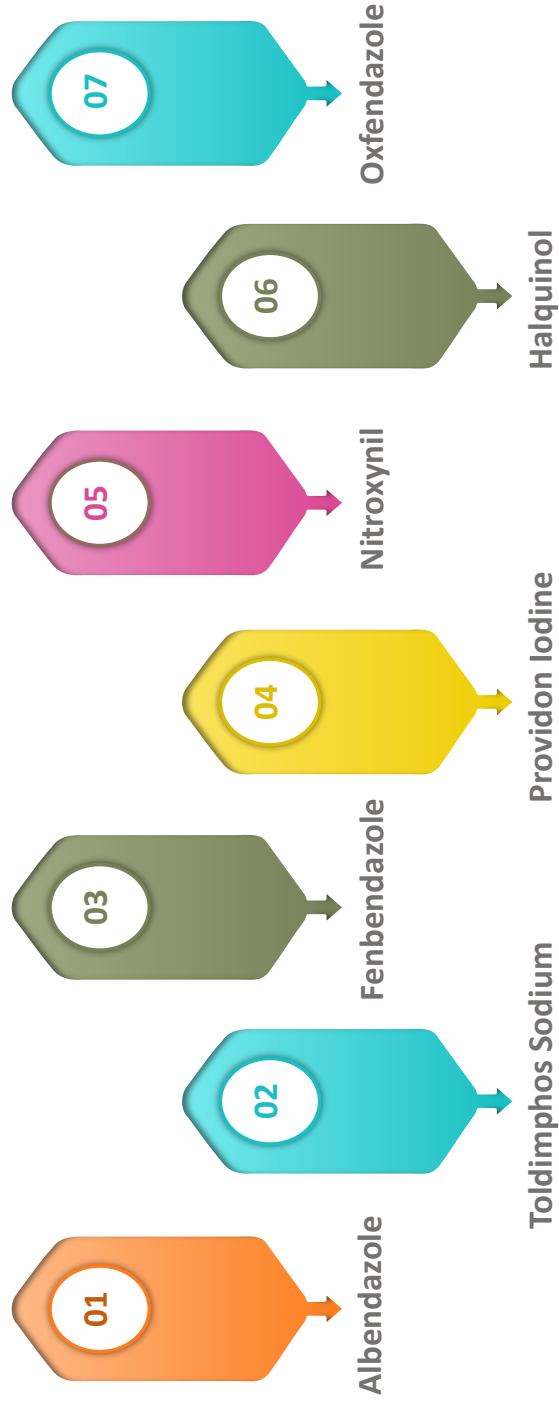


Why Deworming in Cattle / Importance of Deworming in Cattle

Possibility of infection	Farm grazing animals such as cow, goat, sheep etc. to graze closer to the faecal material found in grass
Consequence	Cattle get infected with parasites such as roundworms, tapeworms and liver fluke
Ill effect on the bottom line	Parasite like worms and fluke reduces yield of milk and meat products

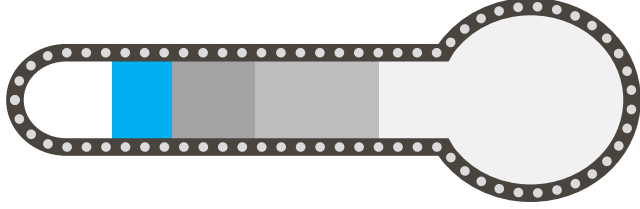


Strong Product Portfolio



- *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

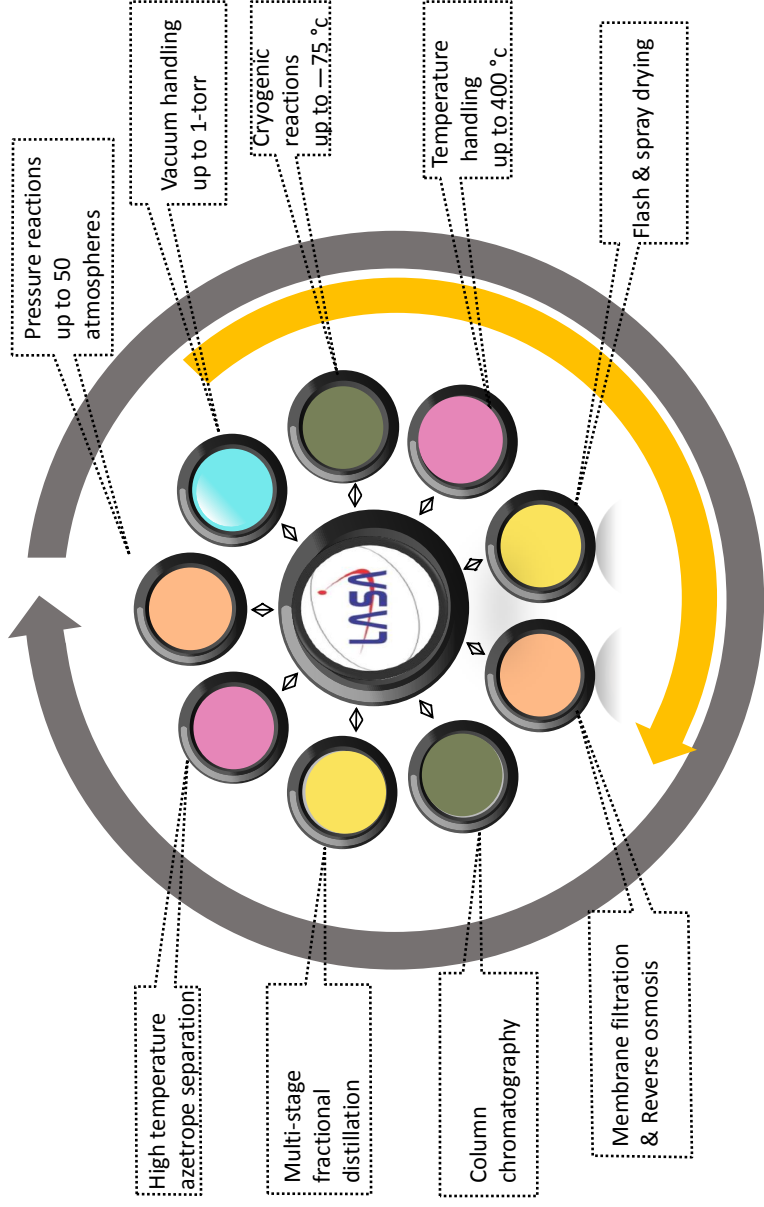


Stringent Regulatory Norms

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



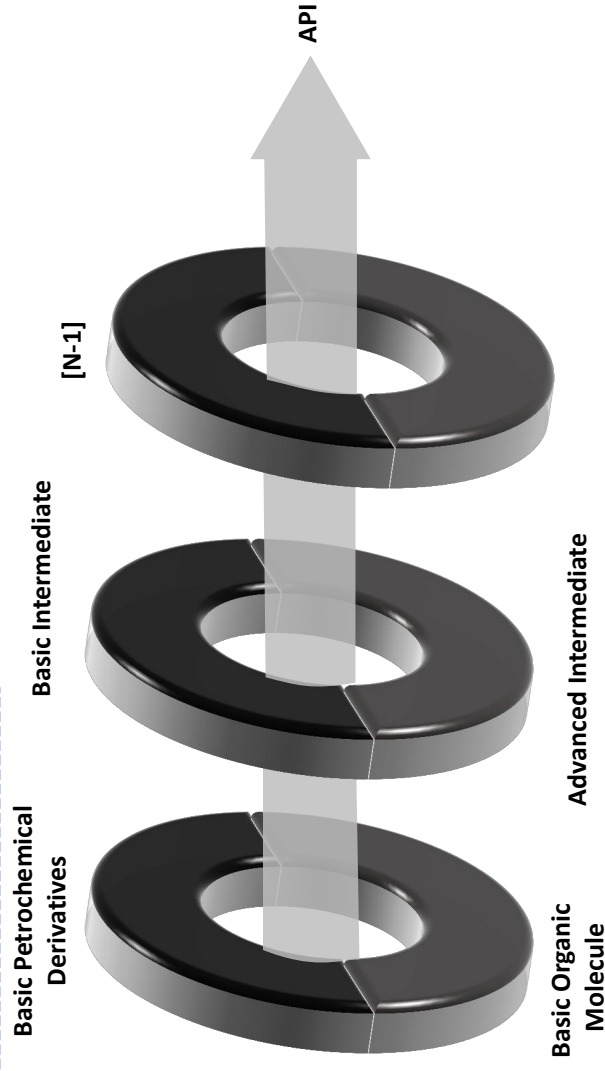
Process Entry Barriers...





Competitive Advantages of Backward Integration / Edge Over Others

Niche In Backward Integration



Efficient handling of toxic gases and moisture sensitive compounds

Advantages of Catalyst Chemistry

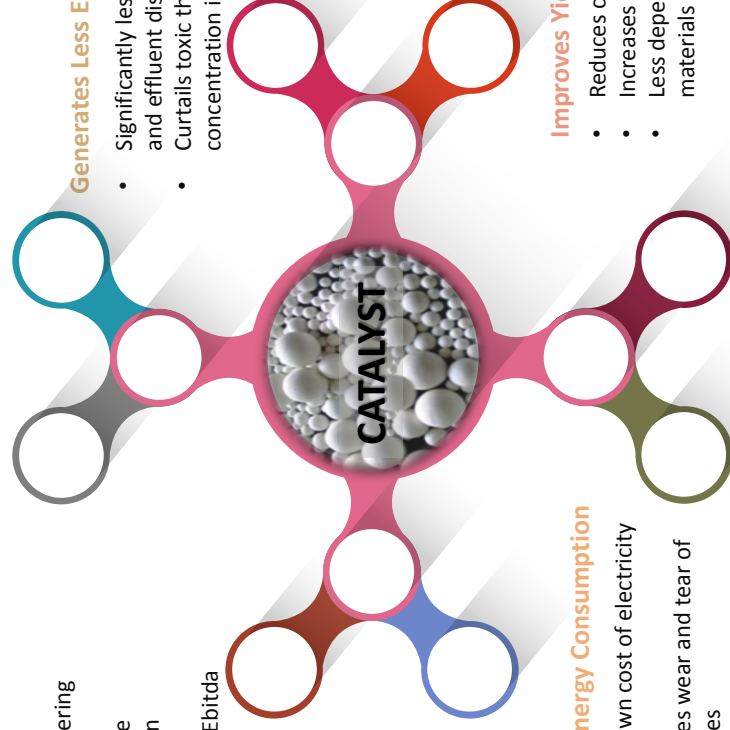


Reduces Time

- Plays crucial role in lowering labour costs
- Cuts down on time cycle
- Increases productivity in same infrastructure, Leadings to handsome Ebitda

Generates Less Emission

- Significantly less by-products and effluent discharge
- Curtails toxic threshold concentration in effluents



Reduces Energy Consumption

- Cuts down cost of electricity & coal
- Mitigates wear and tear of machines

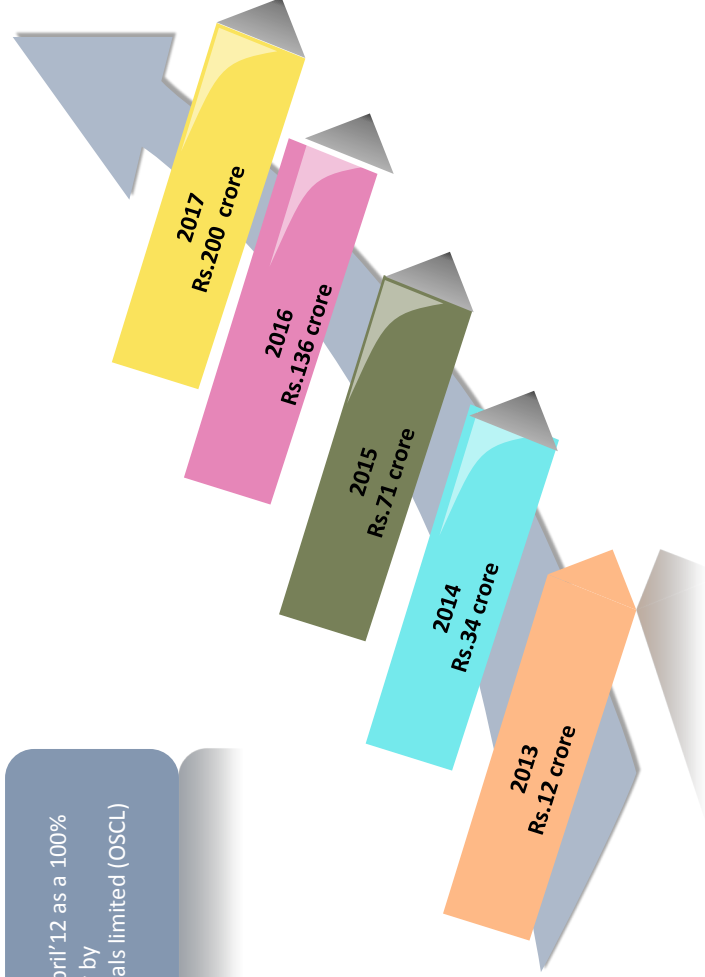
Improves Yield

- Reduces cost of raw materials
- Increases gross profit margins
- Less dependency on import of raw materials

Our Journey So Far....

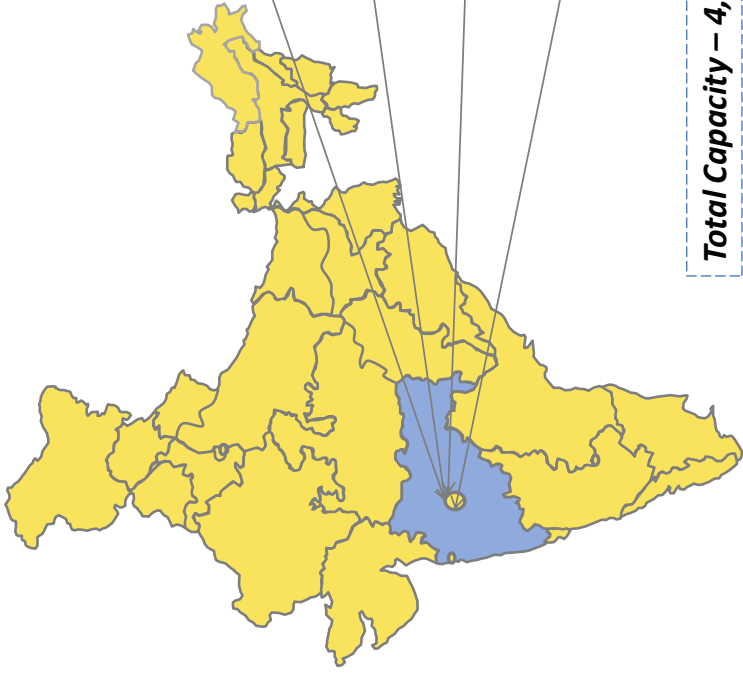


Lasa was acquired in April'12 as a 100% subsidiary by Omkar speciality chemicals limited (OSCL)





Manufacturing Facilities



Location

**Urdhwa, Chiplun
Maharashtra**

**Mahad Unit
Maharashtra**

**Unit V, Chiplun
Maharashtra**

**Unit VI, Chiplun
Maharashtra**

Total Capacity – 4,300 Tonnes Per Annum



Product-wise Global Reach

*Country	Albendazole	Fenbendazole	Oxfendazole	Closantel	Cyromazine	Haliquinol	Nitroxline	PV-1	Ricobendazole	Toltriphos	Oxycloza
Australia	●	●					●				
Bangladesh	●	●	●					●			●
Brazil	●	●	●	●	●	●	●	●	●	●	●
Canada	●							●			
China							●				
Colombia	●	●	●	●		●			●	●	●
Egypt	●	●	●	●			●			●	
Europe	●	●					●	●			●
Germany	●	●				●	●	●			●
Hungary	●	●					●	●			●
Jordan	●		●	●		●	●	●			
Kenya	●					●	●	●			●

Exports Contributes To ~25% of The Revenue

*Above are various countries consuming relevant products, we may or may not supply to all countries



Product-wise Global Reach

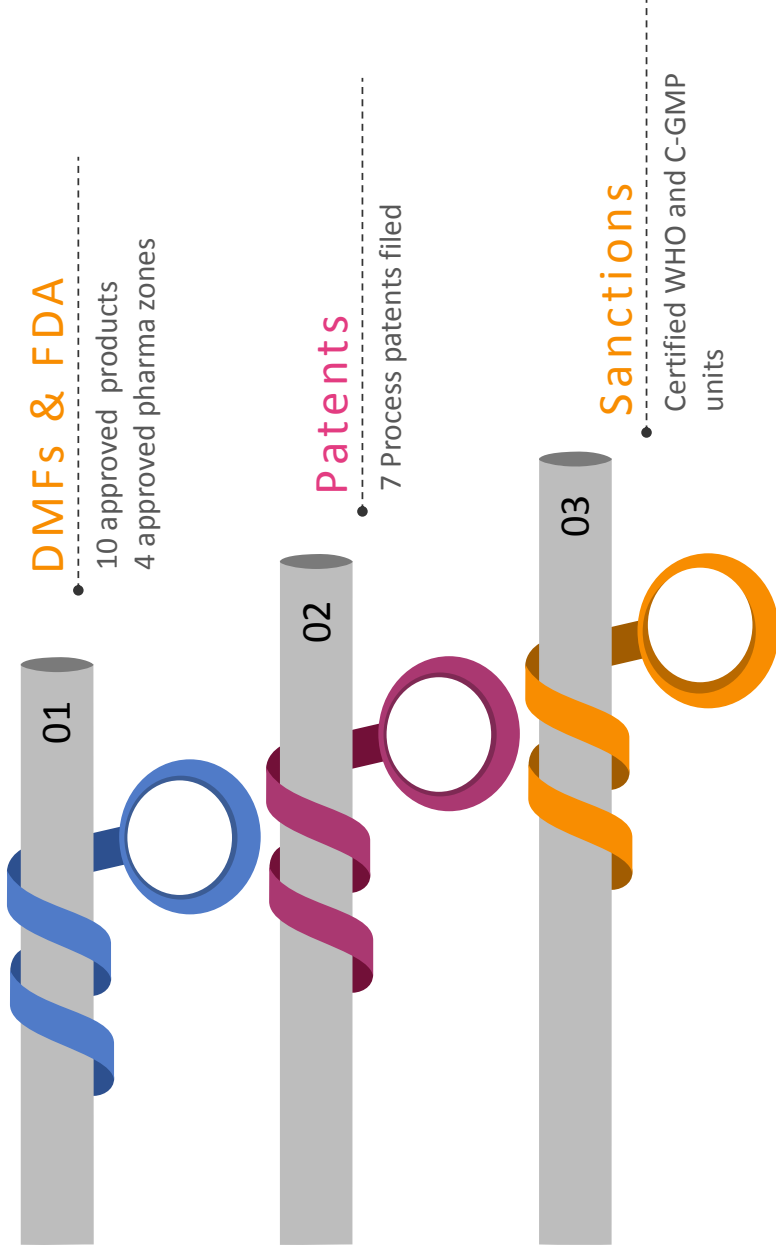
*Country	Albendazole	Fenbendazole	Oxfendazole	Closantel	Cyromazine	Halquinol	Nitroxiline	PV-I	Ricobendazole	Toltriphos	Oxycloza
Korea	●	●						●		●	●
Malaysia	●		●	●			●		●	●	
Brazil	●	●	●	●	●	●	●	●	●	●	●
Merchant exporters	●	●	●	●	●	●	●	●	●	●	●
Pakistan	●	●	●	●			●	●			●
Peru	●	●							●		
Russia	●				●						
Saudi arabia	●			●			●	●			
South africa	●	●	●	●		●	●	●			●
South america	●	●				●		●		●	
Usa	●							●			
West indies	●					●					

Exports Contributes To ~25% of The Revenue

*Above are various countries consuming relevant products, we may or may not supply to all countries



Certifications / Regulatory Approvals





7 Process Patents Filed

Method for the simplified production of fasciolicide and derivative

Method for the preparation of saicylanilide antiparasitic derivative

Process for the preparation of benzimidazole derivative as anthelmintic agents

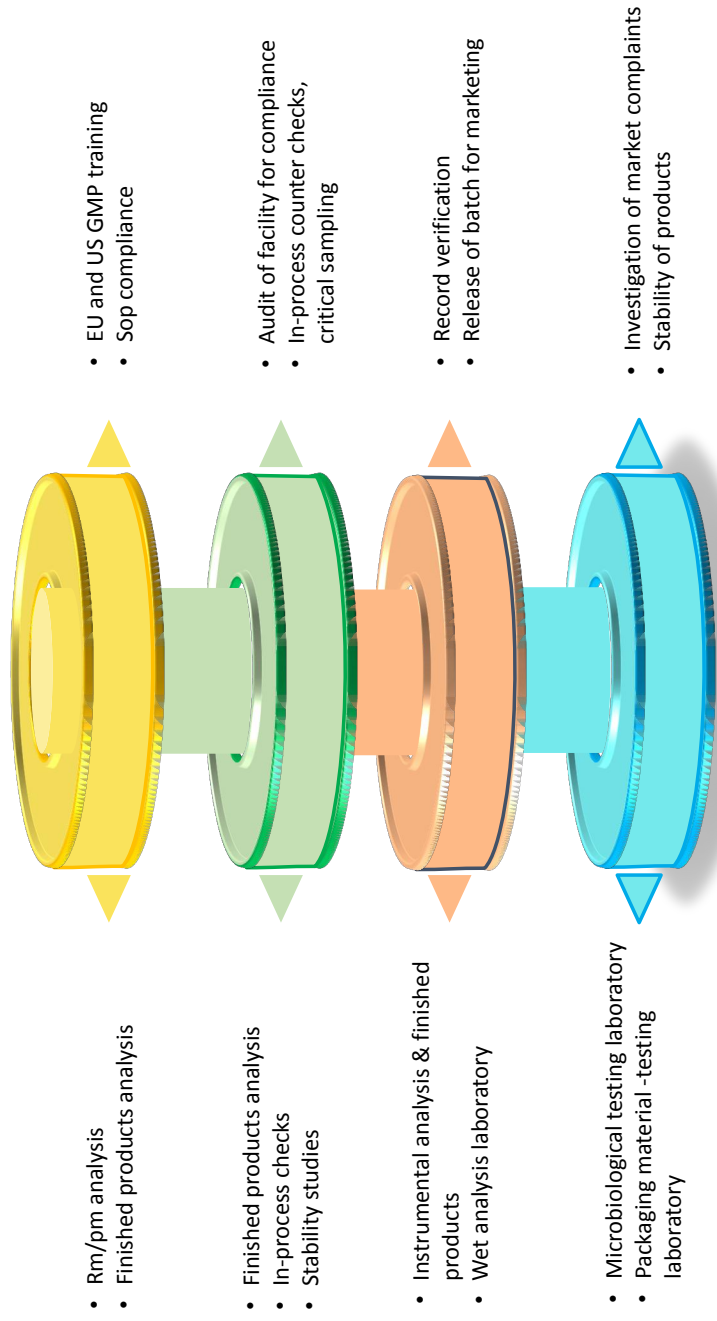
An improved process for the preparation of triazine derivative used as an insecticide

An improved process for the preparation of methyl 5(propylthio)1hbenzo[d]imidazolylcarbamate

Green process for the preparation of methyl 5(phenylthio)1hbenzo[d]imidazolylcarbamate

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

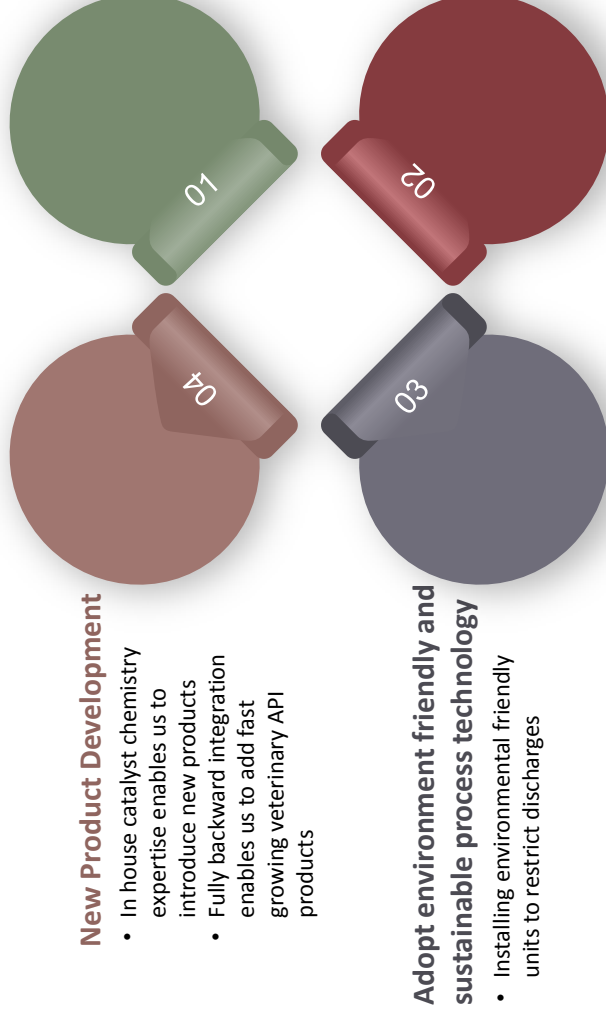
Quality and Assurance





Growth Strategies

Growth Strategies



04 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

03 Adopt environment friendly and sustainable process technology

- Installing environmental friendly units to restrict discharges

01 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

02 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

...Emerge as largest Veterinary API Company in India

Thank You



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LASA

Bloomberg LASA:IN

REUTERS LASA.NS

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