

STRATEGIC INVESTMENT OPPORTUNITY




Susaah
LABORATORIES PVT. LTD



ABOUT SUSAAH

SUSAAH LABORATORIES PRIVATE LIMITED was incorporated as private limited company under companies Act, 1956 at Hyderabad in the state of Andhra Pradesh, India. The company is engaged in the manufacturing of Active Pharmaceutical Ingredients and Intermediates for catering to the domestic as well as international market



SRINIVAS KANCHARLA

SRINIVAS KANCHARLA is a Postgraduate degree holder in Organic Chemistry. He worked in prestigious companies called M/s. Dr Reddy Laboratories Limited, M/s Sanochemia (Europe-based), M/s Krebs Bio Chemicals Limited and M/s Liquors India Limited. He is a 54-year-old dynamic, dedicated, hard-working nature and has a good Vision.

Having a good and idealistic career, he established his career's the Flagship company' M/s Sanova Pharmaceuticals Private Limited' to carry on the business of Agro-based pharma products. He is having 33 years of experience in the field of Chemicals and Bulk Drugs.

His will of becoming 'Business Pride' for Andhra and Telangana States, insisted him to form this company, M/s.Susaah Laboratories Private Limited, which most of the top industrialists followed the same entrance in their career. The main objective of the company is to manufacture bulk drugs. His market knowledge, excellent Management skills, Excellent vision, Right Decision making, dedication to work, Co-ordination of a Team, Development of work and workforce, and Preparation of successful company policies and strategies will surely help the company in making company 'THE FIRST' and 'THE BEST' always. He believes in 'DARE TO DREAM AND STRIVES TO ACHIEVE'



VISION

A preferred partner for the global pharmaceuticals industry and share responsibilities for the enhancement of human health



MISSION

To develop and manufacture active pharmaceutical ingredients (APIs) and intermediates for global supply, complying with quality and regulatory requirements



VALUES

World Class Performance |
Respect for Environment |
Cohesive Team-work |
Innovative Culture | Quality
Consciousness |
Collaborative Approach



BUSINESS MODEL



Advance Intermediates and APIs Manufacturing

New/Complex Product Development and Manufacturing

Contract Research and Manufacturing Services (CRAMS)



MANUFACTURING CAPABILITIES

Advanced Intermediates

APIs

Polymorphs Screening & Genotoxic Evaluation

Analytical Method Development & Quality Assurance

Drug Master File Preparation

**SUSAAH
Laboratories**

End to end manufacturing capabilities for your rapid Filings...



CHEMISTRY CAPABILITIES

- Suzuki and Other couplings
- Cyclization's
- Amination & Amidation reaction
- Cryogenic Reactions
- Heterogeneous reactions
- Metal Coupling reactions
- Pyrophoric reagents
- Chiral chemistry
- Lithiation Reactions (n-BuLi)
- Catalysis
- Bromination
- Chlorination
- Nitration
- Sulphonation
- Alkylation
- Cyanation
- Grignard
- Peptide Coupling

CLASS OF PRODUCTS OFFERED

1

Active Pharmaceutical Ingredients

2

Advanced Intermediates

(Advanced Intermediates for Clinical Candidates)

3

Intermediates / Regulatory Starting Materials

4

Key Starting Materials

5

Specialty Products

COMMERCIAL PRODUCTS LIST

⊙ Risedronate Sodium

⊙ Biperidine HCl

⊙ Tamsulosin HCl

⊙ Fluticasone Propionate

⊙ Etorocoxib



MANUFACTURING UNIT

✓ Plant Area: ~12000 SQM / 3.0 Acres

✓ Reactors: 15+

✓ Clean Room for APIs

✓ Intermediate Production Block

✓ Capacity available for expansion (30% as of now)



ANALYTICAL FACILITY

- HPLC : 16 (UV/ DAD/PDA, ELSD & RI)
- LC-MS/MS : 02
- Ion Chromatography (Metrohm): 01
- PuriFlash (Preparative cum Flash): 01
- GC-with FID : 02
- Client Server : Lab Solutions CS
- PSD Malvern Mastersizer 3000: 01
- FTIR with ATR : 01
- UV/VIS Spectrophotometer : 01
- Temp/Humidity Chambers : 04
- Photo stability chamber : 01
- Dissolution Apparatus- : 04
- KF Titrator & Potentiomer : 01
- Polarimeter : 01
- Flame Photometer : 01
- Viscometer : 01

Auditable Analytical Services Partner



State-of-the art Analytical and Bio-analytical facility*
with well-qualified & experienced team

QUALITY ASSURANCE

- To meet the standards that our customers expectations.
- Implement internationally benchmarked QMS (quality management systems)
- Employees are committed to quality culture
- Implementing good documentation process
- Quality assurance (QA) implementing uniform standards across the organization on quality control, quality compliance, training, turnaround time, quality by design. Electronic quality, Vendor qualification, information services, Annual Product Quality Review, Product release and self inspections

PPEs | ZLD Facility | Green Practices | Emergency Exists Fire Hydrant System | Separate Solvent Yard



Central Pollution Control Board (CPCB) Approval for the facility | Waste/Effluent Disposal Mechanisms in place

All the chemists are trained with general laboratory safety guidelines at the time of induction

Labs are equipped with fire extinguishers, sand buckets, eye washers etc., and also under video surveillance

All the chemists are given Lab coats, Safety glasses, Gloves, Safety shields are used for hazardous reactions and high temp reactions | Safety manual is kept in the labs | All the liquid waste is segregated as chlorinated / non- chlorinated types

Solid waste segregation | Continuous training on Safety to employees



R&D PARTNER

Team: 20+Years Experienced Professionals Leading Product Development & CRAMS; Post-doctoral & Doctoral Fellows from Reputed Institutes; Talented & Experienced Masters' Chemists/ Process Engineers; Well-established Cross Functional Teams to deliver Products on Time

Facility: State-of-the Art R&D Facility (25,000 Sft) / 30+ Research Fume Hoods – Ambient working Space for R&D / Kg scale production

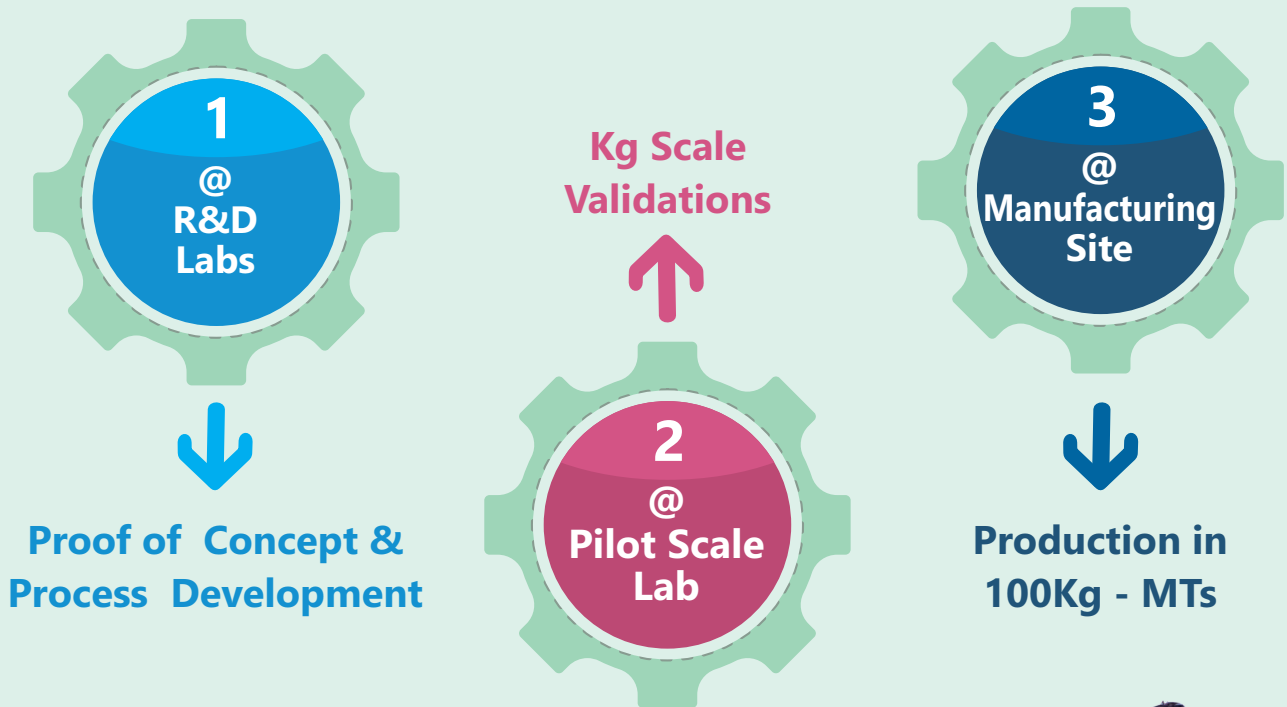
Pilot Scale Set-up: Well Equipped with Process Engineering Set-up; All Glass & SS Reactors – 630L, 200L, 100L & 50L

Spacious Ware House with Cold Storage Facility
R&D Partner is committed for Quality, IP & Confidentiality

R&D Partner is having Sci-Finder / Reaxys search data base online journals



ONE-STOP SOLUTION FOR MANUFACTURING



WHY SUSAAH

We are the experts in manufacturing pharmaceuticals. We have the facilities, systems and work-flows in place to support





SWOT ANALYSIS

S

Strengths

- Cost effective process
- Quality Standards
- Stability Chambers
- Manufacturing sites

W

Weakness

- Compliance to principles
- Oriented services
- Imitate Business Model
- Supply & operation risk

O

Opportunities

- Enhance sales channel
- Mapping production
- Brand position
- Community Relations

T

Threats

- Competition
- Commodification
- Counterfeit drugs
- Government Intervention



COMPANY'S OPERATIONAL OVERVIEW WITH MARKET POSITION

The Indian healthcare sector is one of the fastest-growing sectors and is expected to cross US\$ 375 Billion by 2022. India's domestic pharmaceutical market stood at US\$ 42 billion in 2021 and is likely to reach US\$ 65 billion by 2024 and further expand to reach US\$ 120-130 billion by 2030. SUSAH is a pharma company which deals with CRAMS, KSMs, speciality chemicals and APIs.

List of API's-

- | | | | |
|----------------------|-----------------|------------------------------|---|
| ➤ Etoricoxib | ➤ Sitagliptin | ➤ Raltegravir / elvitegravir | ➤ Caftors (Tezacaftor, Ivacaftor, Lumacaftor) |
| ➤ Tamsulosin | ➤ Biperiden Hcl | ➤ / Dolutegravir | |
| ➤ Risedronate Sodium | ➤ Empagliflozin | ➤ Apixaban | ➤ Acyclovir ; Valacyclovir, |
| ➤ Fluticasone | ➤ Siponimod | ➤ Brivaracetam | Abacavir. |

Major Segments- Major products includes CRAMS, KSMs of potential anticancer and antivirals. Seeing the trend of the drug approvals for the last 5 years most of the revenue as per US, EU and worldwide sales comes from onco, antivirals, antidiabetic and followed by cardiovascular, neuro.



INDUSTRY INSIGHTS

Market size and Supply Chain - Indian pharmaceutical sector supplies over 50% of the global demand for various vaccines, 40% of the generic demand for the US and 25% of all medicines for the UK.

- Indian drug & pharmaceutical exports stood at US\$ 2,119.08 million in June 2022.
- Expectation-Rs. 37,000 crore (US\$ 4.83 billion) has been allocated to the 'National Health Mission. According to the Indian Economic Survey 2021, The domestic market is expected to grow 3x in the next decade.
- India's API industry is ranked as the third largest in the world, and the country contributes approximately 57 per cent of APIs to the WHO prequalified list of the WHO.
- The Indian API Industry market is estimated to witness a high CAGR during the forecast period (2020-2026).

Pharma Industry trends and growth - Pharma group members are developing the roadmap to implement Pharma 4.0 model in the future which will enable faster decision making. In the last five years, investment in these fields have doubled in size with a future projection of over 30% increase by 2025.

Schemes initiated- To achieve self-reliance and minimise import dependency on the country's essential bulk drugs, the Department of Pharmaceuticals initiated a PLI scheme to promote domestic manufacturing by setting up greenfield plants with minimum domestic value addition in four separate 'Target Segments' with a cumulative outlay of Rs. 6,940 crores (US\$ 951.27 million) from FY21 to FY30.

FINANCIAL SUMMARY

In Lakhs

YEAR END 31ST MARCH	ACTUAL			PROJECTED				
	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27
NET REVENUE	1062.08	1028.85	1609.87	3600	4680.00	7956.00	11,138.00	13,366.08
REVENUE GROWTH (%)	68.17%	-3.13%	56.47%	123.62%	30.00%	70.00%	40.00%	20.00%
TOTAL OPERATING COST	754.44	763.23	1248.89	3091.69	3776.13	6462.36	8995.79	10628.29
GROSS PROFIT	307.64	265.62	360.98	508.31	903.87	1493.64	2142.21	2737.79
% GROSS PROFIT MARGIN	28.97%	25.82%	22.42%	14.12%	19.31%	18.77%	19.23%	20.48%
EBIDTA	229.08	210.84	274.96	479.51	834.69	1424.46	2073.43	2668.61
% OF EBIDTA OVER REVENUE	21.57%	20.49%	17.08%	13.32%	17.81%	14.72%	15.03%	19.37%
PBT	35.6	24.06	80.32	300.63	733.26	1331.29	1985.43	2580.61
% OF PBT	3.35%	2.34%	4.99%	8.35%	15.67%	16.73%	17.83%	19.31%
PROFIT AFTER TAX	27.55	18.82	53.42	222.47	597.61	1085.00	1618.12	2103.20
% PROFIT AFTER TAX	2.59%	1.83%	3.32	6.18%	12.77%	13.64%	14.53%	15.74%

SHARE HOLDING PATTERN



KANCHARLA SRINIVAS
1,17,98,800 - 90.76%



KANCHARLA LAKSHMI
12,00,000 - 9.23%



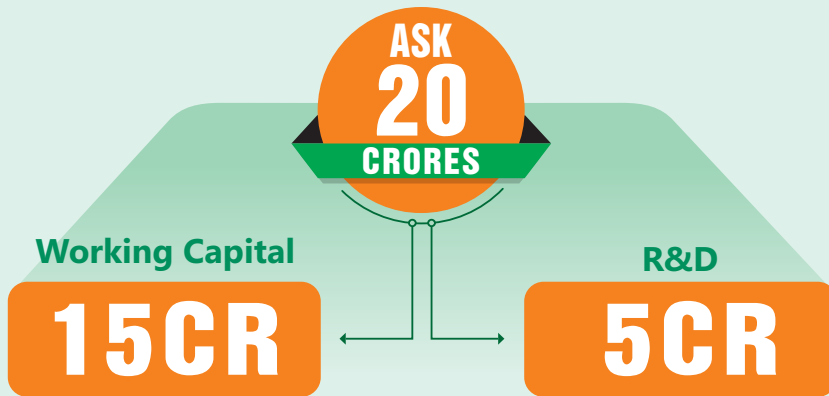
KANCHARLA PRASAD
1,200 - 0.01%

OUR CLIENTS





GROWTH PLAN



FAIR VALUE

Valuation :

Computed the Value of Equity Shares of Susaah Laboratories Pvt.Ltd. based on Discounted Cash Flow Method which is mentioned below

Value of Equity :

The Value of Equity has been arrived at based on the Company's business, future plans and projections. The detailed valuation of Equity has been set out in Appendix I



The Fair Market Value per share of Equity as at November 30, 2022:

Indian Rupees 35 per EquityShare

*Contact us For a Detailed Fair Value Report (Appendix 1)



HOW TO INVEST IN 3 STEPS

1

KYC

- Required Documents**
- Pan Card
 - Aadhar Card
 - Demat a/c details - (CML Copy)
 - Bank Details

2

Payment to be made towards G.A Capital Management Private Limited



3

On receipt of payment to G.A. CM, stocks to be transferred to clients demat a/c

Investment time frame will be a period of **12-18 months**

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CORPORATE OFFICE #202, Shashank Residency, Srinivasa Nagar Colony
Opp Radhika Theatre, ECIL, Kapra
Hyderabad - 500 062, Telangana, India

MANUFACTURING UNITS (ISO 9001:2008) & (GMP Facility)
Plot No.7B, Phase-II, Industrial Park
Nadikudi, Dachepalli
Guntur – 522 414, Andhra Pradesh, India

For Investment Enquiries



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