

**Ref: STEX/OUTCOME/2020-21**

**Date: 13.08.2020**

**BSE Limited**  
Department of Corporate Services-Listing  
PJ Towers, Dalal Street  
Mumbai- 400001

**Company No.: 539148**

**Sub. : Outcome of Board Meeting**

Dear Sir,

We wish to inform you that the Board of Directors of the Company at its meeting held today approved the Un-Audited Financial Results (Standalone and Consolidated) of the Company for the quarter ended on June 30, 2020.

Pursuant to Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose the following:

- a) Statement showing the Un-Audited Financial Results (Standalone & Consolidated) of the Company for the quarter ended on June 30, 2020 as **Annexure-A** and
- b) Limited Review Report on the Un- Audited Financial Results (Standalone & Consolidated) as **Annexure-B**
- c) An Investor Release on the financial results is enclosed at **Annexure-C**.

Further Board of Directors at their meeting approved the following resolutions:

- a) Approved draft Annual Report for the financial year 2019-20.
- b) Appointment of M/s Cheena & Associates as Cost Auditor of the Company for the financial year 2020-21.


The meeting of the Board of Directors commenced on 4:00 pm and concluded at 6:15 p.m.

The Un-Audited Financial Results (Standalone & Consolidated) of the Company for the quarter ended on June 30, 2020, as approved by the Board, will also be available on the Company's website [www.shivalikrasayan.com](http://www.shivalikrasayan.com).

This is for your information and records.

Thanking You.

Yours faithfully,  
**For Shivalik Rasayan Limited**

  
**Parul Choudhary**  
Company Secretary  
ACS-34854



# Shivalik Rasayan Ltd.

Regd. Office: Village Kolhupani, P.O. Chandanwari, Dehradun- 248007

CIN : L24237UR1979PLC005041

E-mail : cs@shivalikrasayan.com, www.shivalikrasayan.com

Un-audited Standalone & Consolidated segment wise revenue, results, assets and liabilities for the Quarter ended on 30th June 2020

Sl. No.	Particulars	Standalone				Consolidated			
		Quarter Ended			Year Ended	Quarter Ended			Year Ended
		3 Months Ended	3 Months	3 Months		3 Months	3 Months	3 Months	
		30/06/2020	Ended	Ended	31/03/2020	30/06/2020	31/03/2020	30/06/2019	31/03/2020
		Unaudited	Audited	Unaudited	Audited	Unaudited	Audited	Unaudited	Audited
1	Segment revenue								
	A. Agrochemicals	1,822.66	1,425.02	1,451.58	6,077.19	1,822.66	1,425.02	1,451.58	6,077.19
	B. Active Pharma Ingredient (API)	-	-	-	-	-	-	-	-
	C. Pharma Formulation	-	-	-	-	2,778.35	2,352.47	3,112.91	12,550.38
	D. Unallocated other operating revenue	-	-	-	-	-	-	-	-
	<b>Total Revenue</b>	<b>1,822.66</b>	<b>1,425.02</b>	<b>1,451.58</b>	<b>6,077.19</b>	<b>4,601.01</b>	<b>3,777.49</b>	<b>4,564.49</b>	<b>18,627.57</b>
2	Segment results								
	A. Agrochemicals	327.62	314.40	212.43	962.95	327.62	314.40	212.43	962.95
	B. Active Pharma Ingredient (API)	(169.43)	-	-	-	(169.43)	-	-	-
	C. Pharma Formulation	-	-	-	-	347.77	338.49	448.16	1,854.87
	<b>Sub Total</b>	<b>158.19</b>	<b>314.40</b>	<b>212.43</b>	<b>962.95</b>	<b>505.96</b>	<b>652.89</b>	<b>660.59</b>	<b>2,817.82</b>
	Less: Finance costs	1.52	25.19	21.01	91.64	25.47	25.19	37.40	148.49
	Less: Unallocable expenditure net of unallocable income	-	-	-	-	-	-	-	-
	<b>Profit before exceptional items and tax</b>	<b>156.67</b>	<b>289.21</b>	<b>191.42</b>	<b>871.31</b>	<b>480.49</b>	<b>627.69</b>	<b>623.19</b>	<b>2,669.32</b>
	Exceptional Items	-	-	-	-	-	-	-	-
	<b>Profit/(Loss) before tax</b>	<b>156.67</b>	<b>289.21</b>	<b>191.42</b>	<b>871.31</b>	<b>480.49</b>	<b>627.69</b>	<b>623.19</b>	<b>2,669.32</b>
	Less: Tax Expenses	(5.25)	3.27	(9.17)	(3.98)	94.16	92.43	94.47	464.91
	<b>Net Profit/(Loss) for the period/year</b>	<b>161.92</b>	<b>285.94</b>	<b>200.59</b>	<b>875.29</b>	<b>386.33</b>	<b>535.26</b>	<b>528.72</b>	<b>2,204.41</b>
3	Segment assets								
	A. Agrochemicals	3,599.49	3,129.00	3,567.47	3,129.00	3,599.49	3,129.00	3,567.47	3,129.00
	B. Active Pharma Ingredient (API)	9,432.65	-	-	-	9,432.65	-	-	-
	C. Pharma Formulation	-	-	-	-	11,047.93	11,977.74	11,019.03	11,977.74
	D. Unallocated	-	-	-	-	-	-	-	-
4	<b>Total</b>	<b>13,032.14</b>	<b>3,129.00</b>	<b>3,567.47</b>	<b>3,129.00</b>	<b>24,080.07</b>	<b>15,106.74</b>	<b>14,586.50</b>	<b>15,106.74</b>
	Segment liabilities								
	A. Agrochemicals	1,284.89	1,594.41	862.30	1,594.41	1,284.89	1,594.41	862.30	1,594.41
	B. Active Pharma Ingredient (API)	322.46	-	-	-	322.46	-	-	-
	C. Pharma Formulation	-	-	-	-	2,703.38	3,993.71	2,901.19	3,993.71
	D. Unallocated	-	-	-	-	-	-	-	-
	<b>Total</b>	<b>1,607.35</b>	<b>1,594.41</b>	<b>862.30</b>	<b>1,594.41</b>	<b>4,310.73</b>	<b>5,588.12</b>	<b>3,763.49</b>	<b>5,588.12</b>

*R. B. Sharma*



# Shivalik Rasayan Ltd.

Regd. Office: Village Kolhupani, P.O. Chandanwari, Dehradun- 248007

CIN : L24237UR1979PLC005041

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Un-audited Standalone and Consolidated Financial Results for the Quarter ended on 30th June 2020

PART I		Standalone				Amount Rs. In Lakhs (Except per share data)			
Sl. No.	Particulars	Quarter Ended		Year Ended		Quarter Ended		Year Ended	
		3 Months Ended	3 Months Ended	Corresponding 3 Months Ended	Year Ended	3 Months Ended	3 Months Ended	Corresponding 3 Months Ended	Year Ended
		30/06/2020	31/03/2020	30/06/2019	31/03/2020	30/06/2020	31/03/2020	30/06/2019	31/03/2020
		Unaudited	Audited	Unaudited	Audited	Unaudited	Audited	Unaudited	Audited
1	Income from operations								
	(a) Net Sales/Income from operations	1,822.66	1,425.02	1,451.58	6,077.19	4,601.01	3,777.49	4,564.49	18,627.56
	(b) Other Income	12.85	-	44.10	120.36	21.26	109.67	47.94	314.25
	<b>Total Revenue</b>	<b>1,835.51</b>	<b>1,425.02</b>	<b>1,495.68</b>	<b>6,197.55</b>	<b>4,622.27</b>	<b>3,887.16</b>	<b>4,612.43</b>	<b>18,941.81</b>
2	Expenses								
	a) Cost of Material Consumed	1,035.15	803.54	797.65	3,522.50	2,833.32	2,343.79	2,951.72	11,567.79
	b) Purchase of Stock-in-Trade	-	-	-	-	-	-	-	-
	c) Changes in inventory of Finished Goods and Work in Progress	20.53	(158.21)	100.76	(51.48)	58.63	(391.20)	31.01	(204.73)
	d) Employees Benefits Expenses	247.44	190.60	145.59	680.71	467.37	437.40	343.75	1,633.10
	e) Finance Cost	1.52	25.19	21.01	91.64	25.47	25.19	37.40	148.49
	f) Depreciation and Amortisation Expenses	95.45	43.98	17.55	101.19	164.69	110.66	74.51	351.11
	g) Other expenses	278.76	230.71	221.70	981.68	592.30	733.63	550.85	2,776.73
	<b>Total Expenses</b>	<b>1,678.84</b>	<b>1,135.81</b>	<b>1,304.26</b>	<b>5,326.24</b>	<b>4,141.78</b>	<b>3,259.47</b>	<b>3,989.24</b>	<b>16,272.49</b>
3	Profit/(Loss) before Exceptional Items & Tax (1-2)	156.67	289.21	191.42	871.31	480.49	627.69	623.19	2,669.32
4	Exceptional Items (Commercial Tax Expenses Related to Earlier Year)	-	-	-	-	-	-	-	-
5	Profit/(Loss) before Extra Ordinary Items & Tax (3-4)	156.67	289.21	191.42	871.31	480.49	627.69	623.19	2,669.32
6	Tax Expenses								
	Current Year	43.59	10.83	55.51	147.66	140.52	99.22	166.51	641.59
	MAT Credit Entitlement	(43.59)	(10.83)	(55.51)	(147.66)	(43.59)	(10.83)	(55.51)	(147.66)
	Deferred Tax Liability	(5.25)	3.27	(9.17)	(3.98)	(2.77)	4.04	(16.53)	(29.01)
	<b>Total Tax Expenses</b>	<b>(5.25)</b>	<b>3.27</b>	<b>(9.17)</b>	<b>(3.98)</b>	<b>94.16</b>	<b>92.43</b>	<b>94.47</b>	<b>464.91</b>
7	Net Profit/Loss for the period (5-6)	161.92	285.94	200.59	875.29	386.33	535.26	528.72	2,204.41
8	Other Comprehensive Income								
	Item that will not be reclassified to Profit & Loss	-	-	-	-	-	-	-	-
	<b>Total Comprehensive Income Net of Tax</b>	<b>161.92</b>	<b>285.94</b>	<b>200.59</b>	<b>875.29</b>	<b>386.33</b>	<b>535.26</b>	<b>528.72</b>	<b>2,204.41</b>
9	<b>Total Comprehensive Income for the Period (7+8)</b>	<b>161.92</b>	<b>285.94</b>	<b>200.59</b>	<b>875.29</b>	<b>386.33</b>	<b>535.26</b>	<b>528.72</b>	<b>2,204.41</b>
10	Net Profit/ (Loss) attributable to								
	a) Controlling Interest	161.92	285.94	200.59	875.29	250.61	384.48	330.26	1,400.56
	b) Non Controlling Interest	-	-	-	-	135.72	150.79	198.46	803.85
11	Paid-up equity share capital (Rs.5/- per share)	688.96	688.96	688.96	688.96	688.96	688.96	688.96	688.96
12	Earning Per Share (Rs.)								
	(a) Basic	1.18	2.08	1.46	6.35	1.82	2.79	2.40	10.16
	(b) Diluted	1.18	2.08	1.46	6.35	1.82	2.79	2.40	10.16

## NOTES :

- The Un-audited financial results for the quarter ended June 30, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 13.08.2020.
- The figures are regrouped in previous year also, wherever considered necessary.
- The company operates in business segment viz Agro Chemical, Pharma API & Pharma Formulations.
- During the quarter under review expenses amounting Rs.169.43 Lakhs pertain to Pharma API plant at Dahej which has commenced operation in the month of April 2020. However, major revenue/income from Pharma API plant will commence after US FDA approval.
- The Earning Per Share has been calculated as per Ind AS-33.
- Limited Review Report has been carried out by the Statutory Auditors for the above period.

for & on behalf of Board of Directors  
Shivalik Rasayan Limited

*R. Bishnoi*  
(Rahul Bishnoi)  
Chairman

Place : New Delhi  
Dated : 13.08.2020

**Independent Auditor's Review Report on Unaudited Standalone Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To

**The Board of Directors,  
Shivalik Rasayan Limited**  
Village Kolhupani, P.O.  
Chandanwari, Dehradun-248007

1. We have reviewed the accompanying statement of unaudited standalone financial results of M/s Shivalik Rasayan Limited having its Corporate Office situated at 1506, Chiranjiv Tower, 43, Nehru Place, New Delhi-110019 for the quarter ended June 30, 2020 ("the statement") being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This statement is the responsibility of the Company's Management and has been approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard ("Ind AS 34") prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on these financial statements based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For Rai Qimat & Associates  
Chartered Accountants**



**Qimat Rai Garg**  
Partner

**Place: Gurugram  
Date: 13.08.2020**

**(Membership Number: 080857)  
UDIN: 20080857AAAABO2048**



**Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To

**The Board of Directors,  
Shivalik Rasayan Limited**  
Village Kolhupani, P.O.  
Chandanwari, Dehradun-248007

1. We have reviewed the Unaudited Consolidated Financial Results of Shivalik Rasayan Limited (the "Parent Company"), and the Associate Company for the quarter ended June 30, 2020 which are included in the accompanying 'Statement of Consolidated Unaudited Financial Results for the quarter ended June 30, 2020' (the "Statement"). The Statement is being submitted by the Parent Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, (the "Listing Regulations, 2015").
2. This Statement, which is the responsibility of the Parent Company's Management and approved by the Parent Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion. We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.
4. The Statement includes the results of the Medicamen Biotech Limited ( the "Associate" Company)
5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.



6. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement has not been prepared in all material respects in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.
7. The Consolidated Unaudited Financial Results also includes the Group's share of net profit after tax of Rs. 161.92 Lakhs for the quarter ended June 30, 2020, as considered in the consolidated unaudited financial results, in respect of an associate, based on their interim financial information which has not been reviewed by their auditors. According to the information and explanations given to us by the Management, these interim financial informations are not material to the Group. Our conclusion on the Statement is not modified in respect of the above matter.

**Place: Gurugram**  
**Date: 13.08.2020**

**For Rai Qimat & Associates**  
**Chartered Accountants**

  
**CA Qimat Rai Garg**  
**(Partner)**

**(Membership Number: 080857)**  
**UDIN: 20080857AAAABO2048**





**Shivalik  
Rasayan  
Limited**

**INVESTOR PRESENTATION JUNE 2020**

# Safe Harbour Statement

This document contains certain forward looking statements with respect to the financial condition, results of operations and business of Shivalik Rasayan Limited (“SRL”) and certain of the plans and objectives of SRL with respect to these items. By their nature, forward looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward looking statements. These factors include, but are not limited to, domestic and global economic and business conditions, the successful implementation of our strategy and our ability to realize the benefits of this strategy, our ability to develop and market new products, etc. As a result, SRL’s actual future results may differ materially from the plans, goals and expectations set forth in such forward looking statements. SRL does not undertake any obligation to update such forward looking statements to reflect events or circumstances after the date thereof.



# Chairman message

Commenting on the result **Rahul Bishnoi, Chariman of the Board**, said “In last couple of years Shivalik Rasayan has laid a strong foundation through it’s investment in infrastructure and product development. With these investments, Shivalik Rasayan has created a compelling business opportunities, result of which will be seen over quarters to come.”

The current geo political relations with China has created vast opportunity in Chemical sector per se. Since Shivalik is dealing with complex chemistry and management is committed to work hard to grab best opportunity at the first instance.

# Shivalik Rasayan Overview

## Agrochemical domain

**Largest** producer of Dimethoate Technical in India

**2<sup>nd</sup> largest** producer of Malathion Technical in India

**1450 MT** annual capacity with **95%** capacity utilisation

**20 acres** of prime location land for Dehradun plant

## Pharmaceutical domain

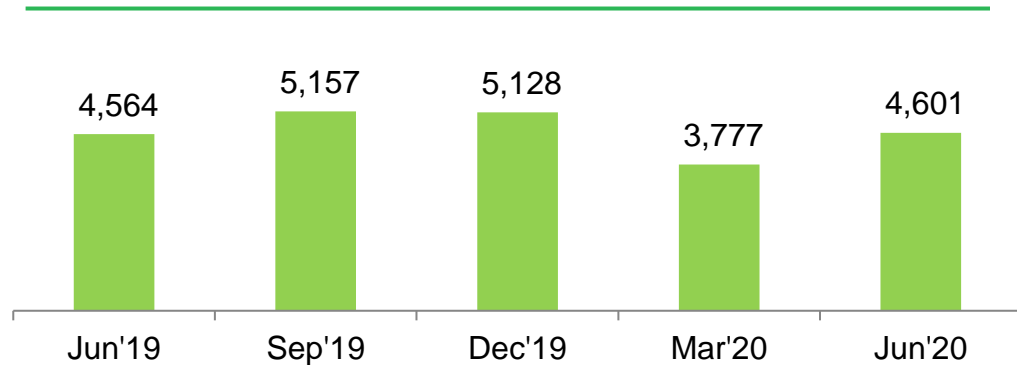
**Fully integrated** pharma facility including R&D, API and formulations

**US FDA and EU** standard compliant facility

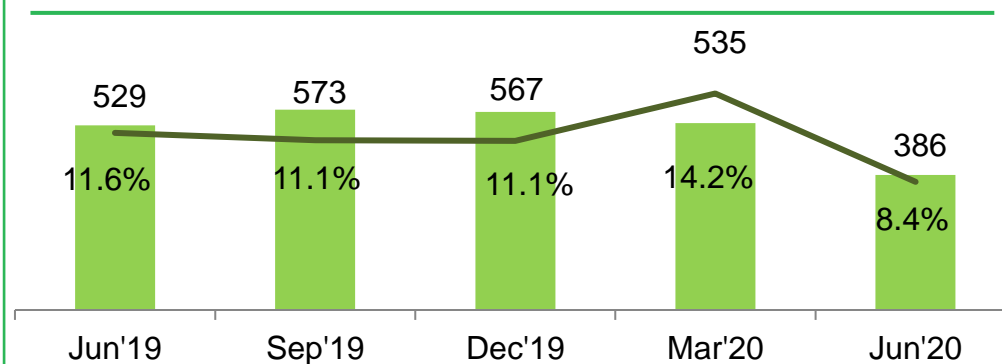
**One stop** solution-provider for direct commercial production, R&D, pilot scale batches, Contract Manufacturing (CMO) and Contract Research (CRO) services

# Financial highlights - Consolidated

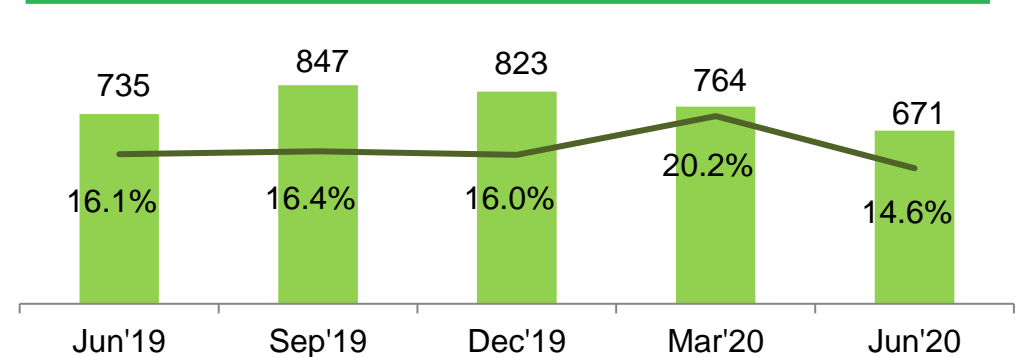
## Quarterly revenue



## Quarterly PAT margin chart and growth %



## Quarterly EBITDA margin chart and growth %

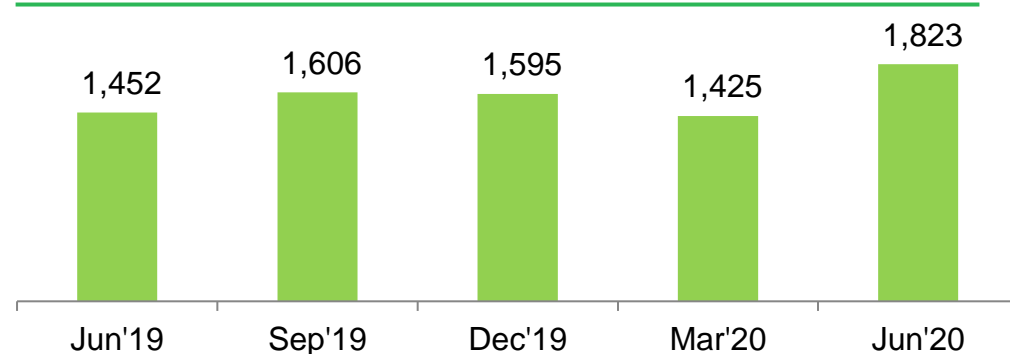


During the quarter under review expenses amounting Rs.169.43 Lakhs pertain to Pharma API plant at Dahej which has commenced operation in the month of April 2020. However, major revenue/income from Pharma API plant will commence after US FDA approval.

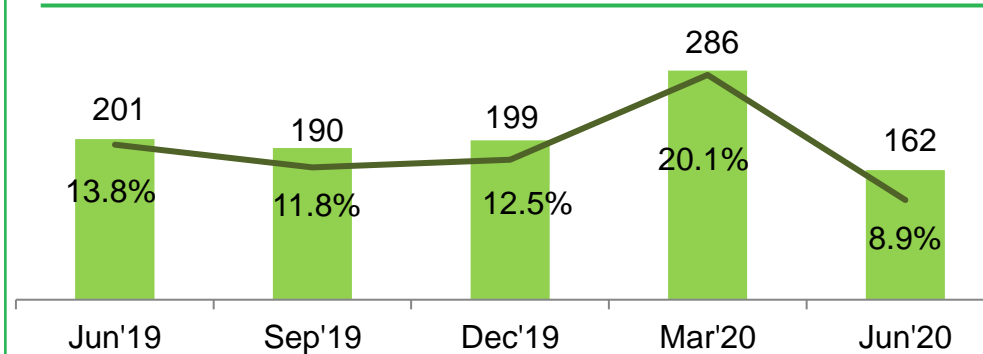


# Financial highlights - Standalone

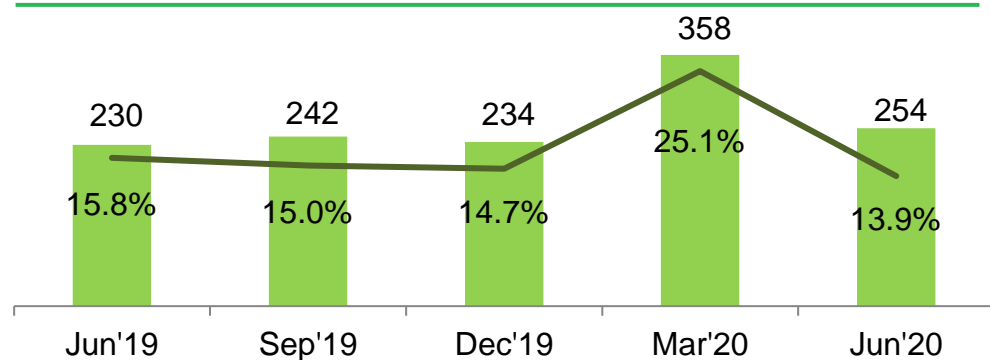
## Quarterly revenue



## Quarterly PAT margin chart and growth %



## Quarterly EBITDA margin chart and growth %



During the quarter under review expenses amounting Rs.169.43 Lakhs pertain to Pharma API plant at Dahej which has commenced operation in the month of April 2020. However, major revenue/income from Pharma API plant will commence after US FDA approval.

# Overall Snapshots (Quarterly) - Standalone

INR Lacs	Q1'FY21	Q4'FY20	Q1'FY20
Revenue from Operations	1,823	1,425	1,452
Other Income	13	-	44
<b>Total Income</b>	<b>1,836</b>	<b>1,425</b>	<b>1,496</b>
<b>COGS</b>	<b>1,056</b>	<b>645</b>	<b>898</b>
Employee Benefit Expenses	247	191	146
Finance Costs	2	25	21
Depreciation	95	44	18
Other Expenses	279	231	222
<b>Total Expenses</b>	<b>1,679</b>	<b>1,136</b>	<b>1,304</b>
<b>Profit Before Tax</b>	<b>157</b>	<b>289</b>	<b>191</b>
Tax	-5	3	-9
<b>Profit After Tax</b>	<b>162</b>	<b>286</b>	<b>201</b>

Other expenses include INR 40 lacs in pre-operating expenses for the Dahej plant.

# Overall Snapshots (Quarterly) – Consolidated

INR Lacs	Q1'FY21	Q4'FY20	Q1'FY20
Revenue from Operations	4,601	3,777	4,564
Other Income	21	110	48
<b>Total Income</b>	<b>4,622</b>	<b>3,887</b>	<b>4,612</b>
<b>COGS</b>	<b>2,892</b>	<b>1,953</b>	<b>2,983</b>
Employee Benefit Expenses	467	437	344
Finance Costs	25	25	37
Depreciation	165	111	75
Other Expenses	592	734	551
<b>Total Expenses</b>	<b>4,142</b>	<b>3,259</b>	<b>3,989</b>
<b>Profit Before Tax</b>	<b>480</b>	<b>628</b>	<b>623</b>
Tax	94	92	94
<b>Profit After Tax</b>	<b>386</b>	<b>535</b>	<b>529</b>

Other expenses include INR 40 lacs in pre-operating expenses for the Dahej plant.



# Implemented state-of-the-art Dahej facility with international compliance standards and cGMP practices



# Focus on oncology and non-oncology API's

## Oncology APIs

- Abiraterone Acetate
- Anastrozole
- Axitinib
- Azacitidine
- Bendamustine HCl
- Bicalutamide
- Cabazitaxel
- Capecitabine
- Clofarabine
- Cytarabine

## Non-oncology APIs

- Azilsartan Medoxomil
- Praziquantel
- Dofetilide
- Acebrophylline
- Sitagliptin phosphate
- Vildagliptin
- Teneligliptin HBr monohydrate
- Canagliflozin Hemihydrate
- Saxagliptin
- Eletriptan HCl



# Process adopted to meet high quality deliverable goals for Dahej Plant

## High potency of oncology APIs

Methodology of handling materials in line with requirements of a high-containment facility has been adopted: starting from active RMs & API sampling to dispensing

## Risk of contamination

Extensive use of active/passive valves at various stages of the process to achieve high-containment

## Quality control

Presence of in-house state-of-the-art QC laboratory comprising QC chemical & QC microbiology set up at SRL

## Controlled storage

Set up of world-class 2,000m<sup>2</sup> material storage facility at warehouse for APIs, excipients, packing materials, in-process FG quarantine and FG Store

## Need for process improvement

Robust technology transfer from state-of-the-art R&D Centre at Bhiwadi, Rajasthan



# Manufacturing facilities of Shivalik Rasayan



**Dehradun Plant**

Agro chemical manufacturing division



**R&D Center (Bhiwadi)**

Process development, formulation  
development and analytical  
development



**Dahej Plant**

Oncology and non-oncology API  
facility with a total area of 50,000  
meter<sup>2</sup>

# Focused Research and Development at its core

## Shivalik's R&D Center at Bhiwadi



### Characteristics

DSIR approved center is headed Dr. Akshay Kant with a team of 50 scientist working in CRD, FRD and ARD

Facilitates development of APIs and intermediates along with process improvement of complex molecules

Undertakes R&D for chemicals, formulations and analytical for both oncology and non-oncology products

Enabled with R&D scale equipment (for formulation) such as RMG, FBD, roller compactor, coater in isolator, lyophiliser etc.

### Capabilities

Offers full support from concept to commercialisation, development of non-infringing processes for generic APIs, and cost optimisation

Develops formulation for solid dosages, injectable, liquid, cream, gel, syrup, novel drug delivery system and parenteral lyophilised powders

ARD facility capable to develop method validation along with impurity profiling and assessment

# Three pronged strategy of developing new products, undertaking investment in new plant and strengthening marketing network

I

## TARGET LARGEST THERAPEUTICS

- 36 Oncology
- 05 CNS
- 04 Diabetic
- 04 Cardiovascular
- 02 HIV
- 12 Others

II

## NEW API FACILITY AT DAHEJ

- To reap early entry advantage with products getting off patent during 2022, 2025, 2027 and 2030
- Focus on oncology API with higher value at lower volume

III

## EXPAND MARKETING NETWORK

- Supply APIs for captive consumption and third-party sales in India and abroad
- Focus on highly regulated markets and file Drug Master File (DMFs) in US, Europe (CEPs), Japan and other high-end markets



# Marketing strategy in Indian and overseas high-end markets for captive consumption and third-party sales

## Marketing Strategy

1

Leverage existing global nexus of Medicamen Biotech and Mission Pharma A/s (a Toyota Group Company, Japan)

2

File DMFs, in US, Europe (CEPs), Japan and other highly regulated markets

3

Provide impurity standards and working standards of molecules manufactured by SRL to establish market credibility

4

Supply APIs for captive consumption along with third party sales in India and abroad

5

Have a robust process (from production to planning) for elimination of conflict between captive-consumption and third-party sales

6

Offer services as Contract Manufacturing and Contract Research



**Thank You !**

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