



Vaishali Pharma Ltd.
(Formerly Known as Vaishali Pharma Pvt.Ltd.)



Listed
Vaishali Pharma Limited on NSE EMERGE
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RSVP :

ipo@pantomathgroup.com

investor@vaishalipharma.com



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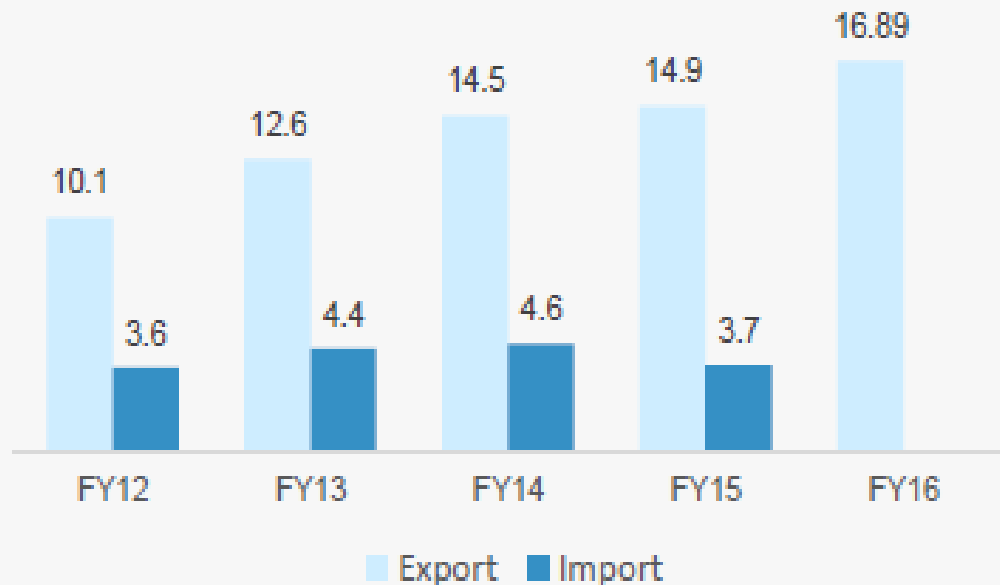
The value of the global prescription drug market was estimated to be \$816bn in 2016, representing underlying growth of 4.9%.

The US market was a key driver of growth, rising 5.6% to \$320bn in 2016, from \$303bn in 2015.

Pfizer has returned to the #1 ranked company both globally and in the US with a market share of 5.6% and 6.8%, respectively, having adopted the strategy of being the leading industry consolidator over 20 years.

PHARMA EXPORT MARKET

Trade data of Indian pharma sector (USD billion)



- Indian pharma companies are capitalising on export opportunities in regulated and semi-regulated markets
- In FY16, India exported pharmaceutical products worth USD16.89 billion, with the number expected to reach USD40 billion by 2020
- Department of Pharmaceuticals targets to export USD18.02 billion worth of pharmaceuticals in 2016. Indian drugs are exported to more than 200 countries in the world, with the US as the key market
- India is the world's largest provider of generic medicines; the country's generic drugs account for 20 per cent of global generic drug exports (in terms of volumes)
- In terms of value, exports of pharmaceutical products increased at a CAGR of 14 per cent during FY12–15
- US is the largest export market for India
- During FY12-14, imports of pharmaceutical products rose at a CAGR of 13.04 per cent to USD4.6 billion
- During 2015-2016 (April-Dec), pharmaceutical products imports into India stood at USD3.7 billion.

MARKET SIZE

Leading Pharma producer

Indian pharmaceutical sector accounts for about 2.4 per cent of the global pharmaceutical industry in value terms and 10 per cent in volume terms

One of the highest exports

India accounts for 20 per cent of global exports in generics. In FY16, India exported pharmaceutical products worth USD16.89 billion, with the number expected to reach USD40 billion by 2020

Among fastest growing industries

The country's pharmaceutical industry is expected to expand at a CAGR of 12.89 per cent over 2015–20 to reach USD55 billion

Rapidly growing Healthcare sector

Indian healthcare sector, one of the fastest growing sectors, is expected to advance at a CAGR of 17 per cent to reach USD250 billion over 2008–20

Growing generics market

The generics market stood at USD26.1 billion in 2016 from USD21 billion in 2015. India's generics market has immense potential for growth

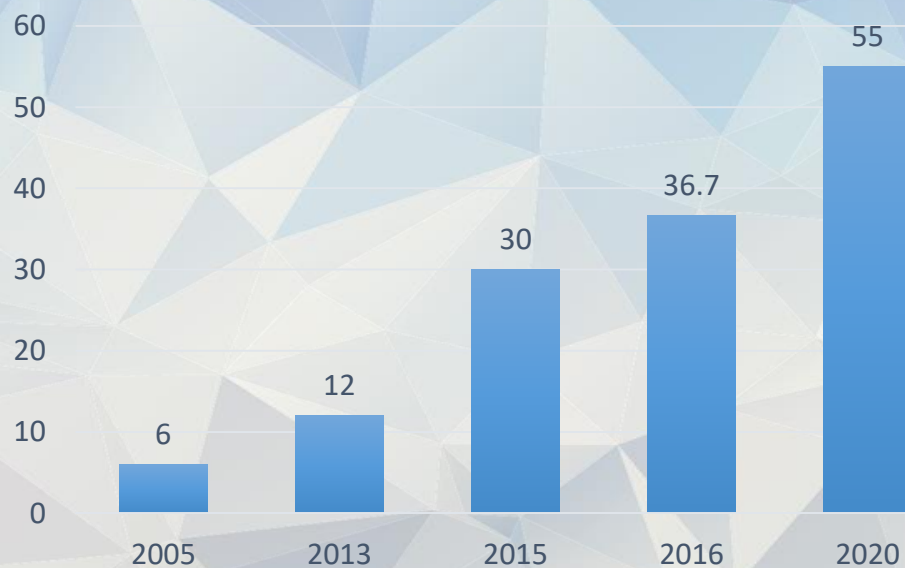
Ranked 5th in terms of attracting FDI

Pharmaceutical sector in India attracted 5 per cent of the total FDIs into India from April 2000 to September 2016

- Cumulative FDI inflows worth USD14.49 billion were made during April 2000 to September 2016

INDIAN PHARMA SECTOR REVENUES

Revenue of Indian pharmaceutical sector (USD billion)



- The Indian pharmaceuticals market witnessed growth at a CAGR of 17.90 per cent, during 2005-16, with the market increasing from USD6 billion in 2005 to USD36.7 billion in 2016.
- By 2020, India is likely to be among the top three pharmaceutical markets by incremental growth and sixth largest market globally in absolute size
- India's cost of production is significantly lower than that of the US and almost half of that of Europe. It gives a competitive edge to India over others.
- Increase in the size of middle class households coupled with the improvement in medical infrastructure and increase in the penetration of health insurance in the country will also influence in the growth of pharmaceuticals sector.

PHARMACEUTICAL INDUSTRY

Pharmaceutical industry

Active Pharmaceutical Ingredients (APIs)

- India has become the third largest global generic API merchant market by 2016, with a 7.2 per cent market share
- The Indian pharmaceutical industry accounts for the second largest number of Abbreviated New Drug Applications (ANDAs), is the world's leader in Drug Master Files (DMFs) applications with the US

Contract Research and Manufacturing Services (CRAMS)

- Fragmented market with more than 1,000 players
- CRAMS industry is estimated to reach USD18 billion in 2018 and expected to witness a strong growth at a CAGR of 18-20 per cent between 2013-2018

Formulations

- Largest exporter of formulations in terms of volume, with 14 per cent market share and 12th in terms of export value
- Domestic market size currently valued at USD11.2 billion
- Double-digit growth expected over the next five years

Biosimilars

- Biosimilar's sector is expected to touch USD1.4 billion by 2016 and the sector is expected to grow annually at a rate of 30 per cent in India
- The government plans to allocate USD70 million for local players to develop biosimilars
- The domestic market is expected to reach USD 40 billion by 2030

HEALTHCARE SECTOR TRENDS

Strong growth in healthcare expenditure

- Healthcare industry is growing at a tremendous pace owing to its strengthening coverage, services and increasing expenditure by public as well private players.
- During 2008-20, the market is expected to record a CAGR of 16.5 per cent.
- As per the Ministry of Health, development of 50 technologies has been targeted in the FY16, for the treatment of disease like Cancer and TB.



ABOUT US



Vaishali Pharma was established in the year **1989**. It was incorporated as Private limited company in the year 2008, under Indian Government Companies Act 1956.



The company started Business operation with API trading and Manufacturing.



Company changed the focus from API to Formulation Business to align with the change in business environment of Domestic and International Market.

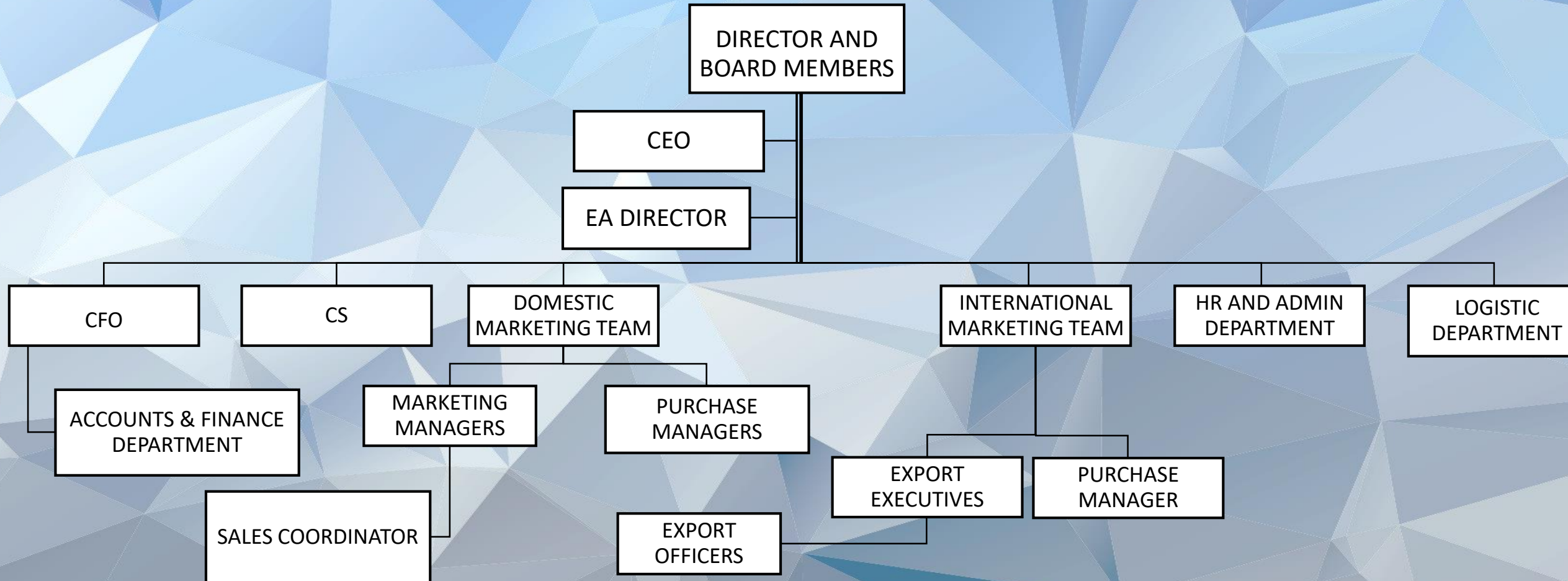


Present dosage forms comprises of; Tablet, Capsule, Liquid Oral, Injections (Dry & Liquid), Dry Syrup in Human / Veterinary; Surgical devices & API.

GLOBAL PRESENCE



OUR MANAGEMENT



STRATEGY

VISION

To be a well recognized Indian MNC in the pharmaceutical and healthcare industry.

MISSION

To contribute substantially towards well-being and health of the society by providing high quality products and services.

PRODUCT PORTFOLIO

INTERNATIONAL



APIs



FORMULATIONS



SURGICAL



HERBAL



VETERINARY

DOMESTIC

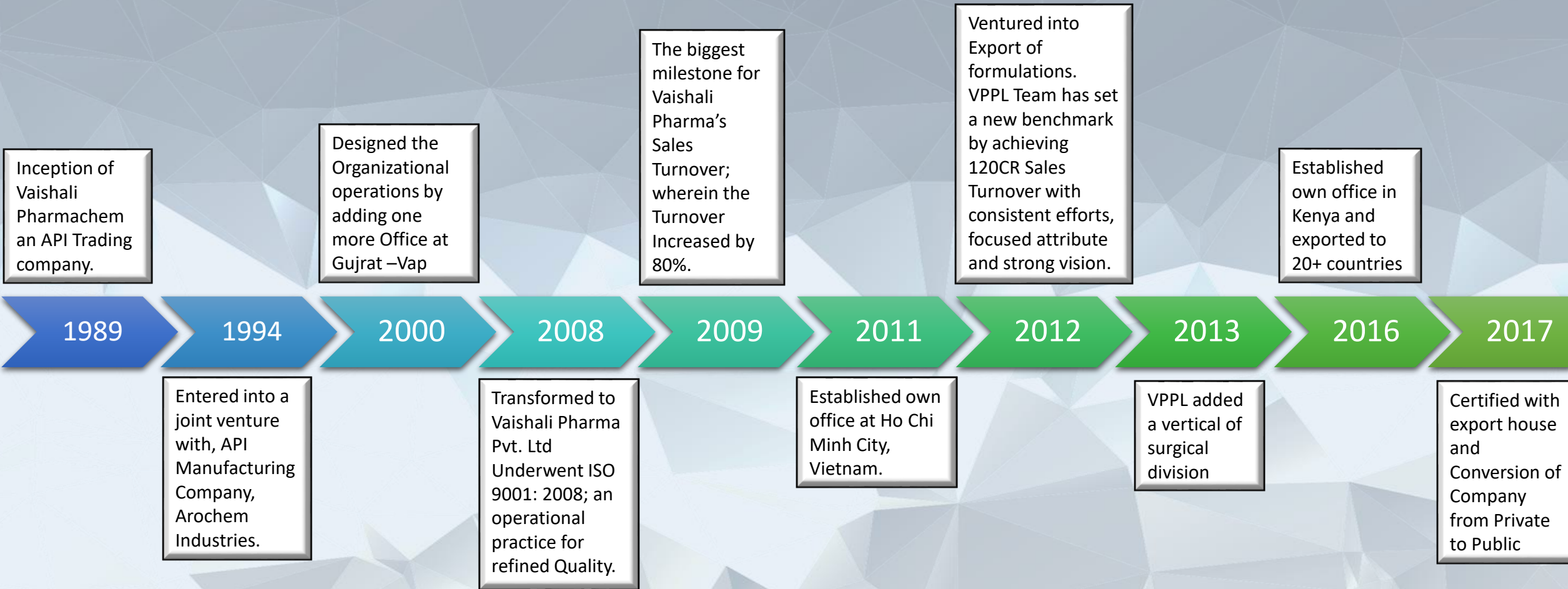


APIs



EXCIPIENTS

MILESTONE



BUSINESS MODEL



COMPETITIVE STRENGTHS

PRODUCT RANGE

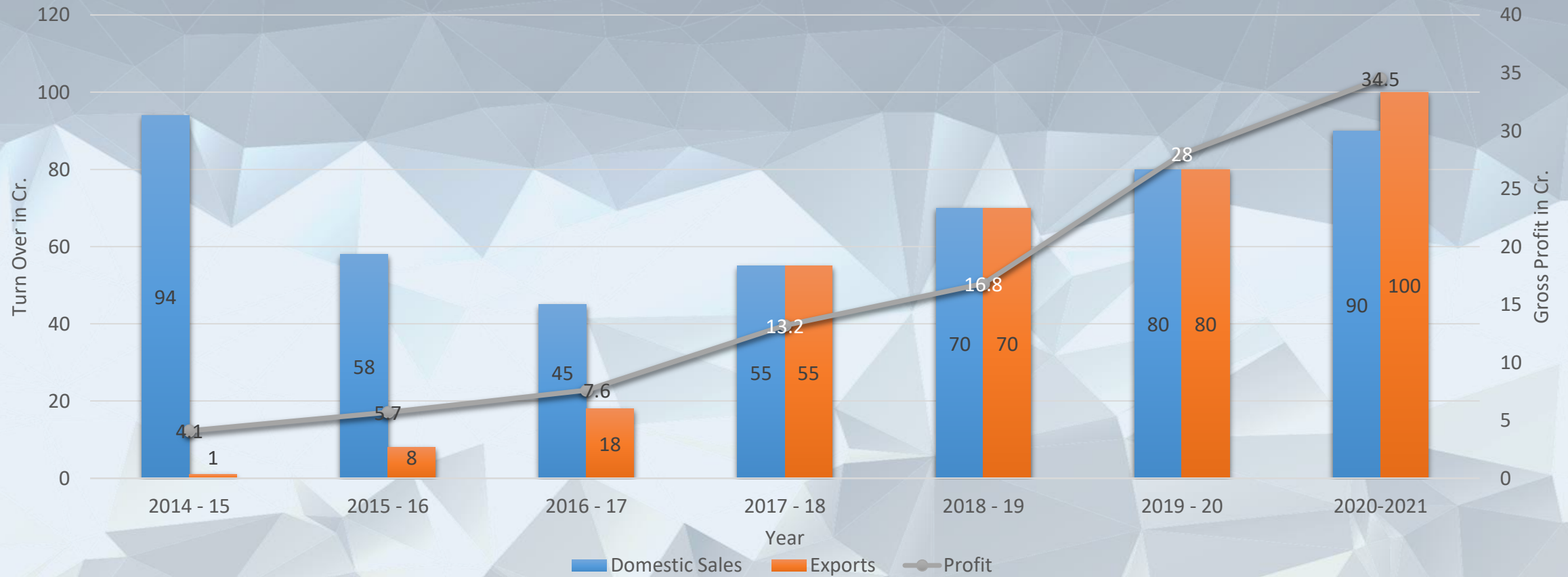
GLOBAL PRESENCE

EXPERIENCED PROMOTERS AND MANAGEMENT TEAM

SCALABLE BUSINESS MODEL

QUALITY ASSURANCE

BUSINESS GROWTH



WE THINK

AND WORK GLOBALLY



EVENTS

BSM Myanmar 2017

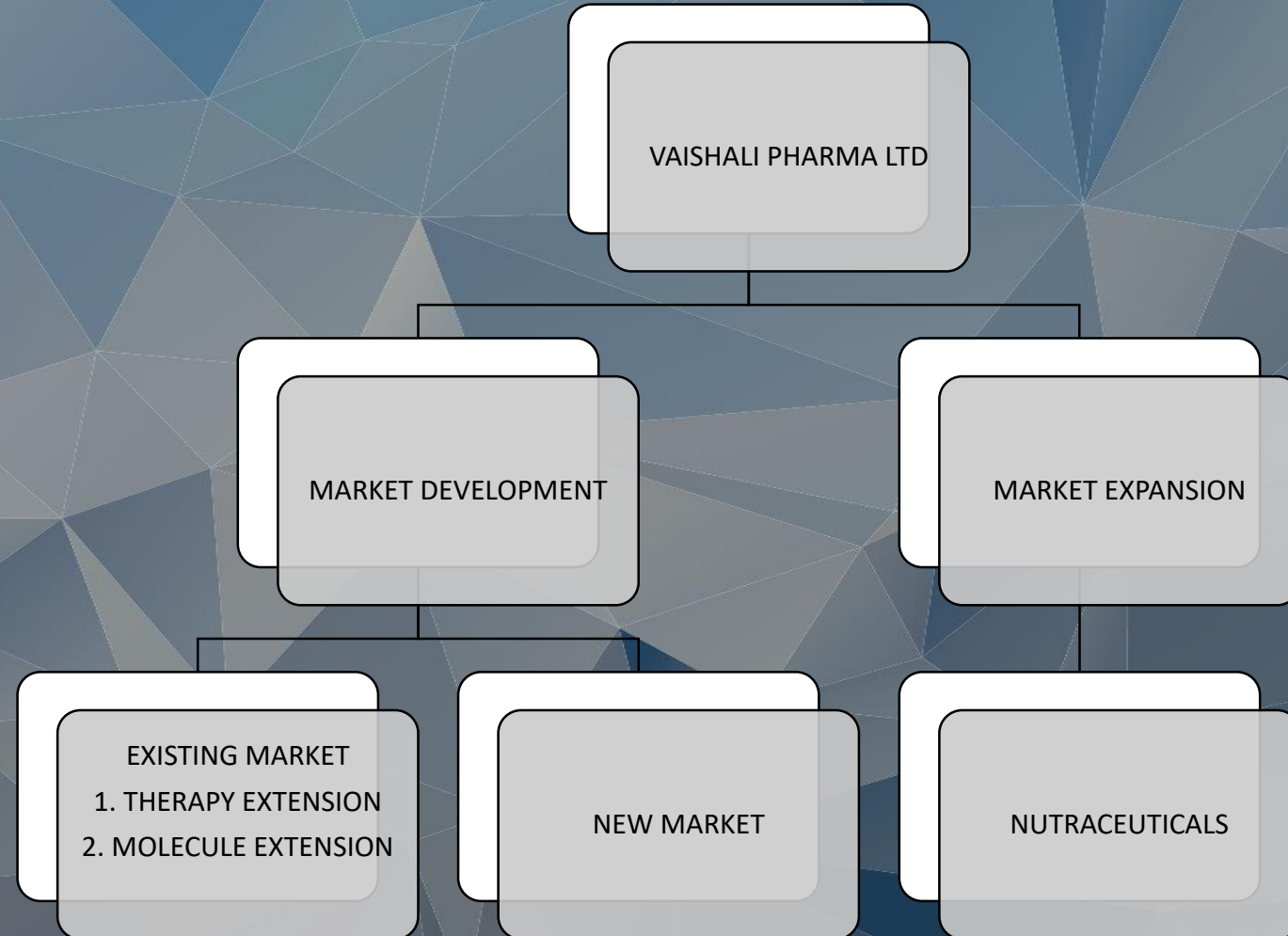


Iphex 2017



AGM 2016-17

WAY FORWARD





Thank You