

FY 2022-23 BUSINESS UPDATE



EIKO LIFESCIENCES

F E E L T H E C H E M I S T R Y

ABOUT US

Our company is manufacturer, supplier and exporter of Speciality Chemicals, fine chemicals, Pharma Intermediates etc. We have successfully ventured in the business of manufacturing, processing, formulating, producing, buying, selling, and exporting Speciality and Fine Chemicals. Our products find application in a host of Agrochemical, Personal Care industries, and food industry. Our Company commenced commercial production in October 2020 from our manufacturing facility located at Badlapur, Maharashtra and have since scaled our operations, grown our brand and customer base to become the one of the fastest growing speciality chemicals companies in India. The key products manufactured by our Company are used in pharmaceutical and agrochemical industries with various end use application including corrosion control, photographic chemicals, solvents, and corrosion inhibitors amongst others.

Our Company's philosophy right from its inception has always remained focused on in-house product development and launching the same for domestic or overseas market. Our Company is pioneer in most of the products being currently manufactured by it. The R&D Centre of our Company not only works on development of new products but is also focused on continuous upgradation of processes for improving in quality and costing. The cost reduction is brought about by improving process efficiency, use of innovative catalysts, savings in utilities and energy cost. Our Company also focuses on enhancing the value addition by way of backward and forward integrations. Our manufacturing facilities are designed in such a manner that there is a total fungibility for manufacturing various products as per the market requirements.

KEY FINANCIAL INFORMATION AND KEY PERFORMANCE INDICATORS

₹ IN LAKHS

Particulars	Q4 FY 2023	Q3 FY 2023	Q4 FY 2022	FY 2022-23	FY 2021-22
Revenue from operations	659.44	437.58	529.19	1,832.14	2,543.24
EBITDA	57.19	51.07	45.47	180.93	196.87
EBITDA Margin (%)	8.41	11.20	8.27	9.44	7.55
Profit/ (loss) after tax	28.29	25.39	14.69	76.88	70.57
PAT margin (%)	4.16	5.57	2.67	4.01	2.71

MANUFACTURING FACILITY

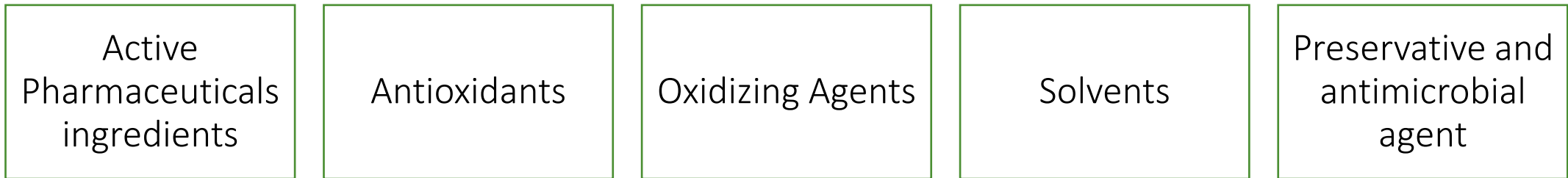
We operate our manufacturing facility which is located at W-62, MIDC, Badlapur (E) - 421 503, District Thane, Maharashtra for the manufacture of all our products. The manufacturing facility is spread across 41,920 square meters as of March 31, 2023. Our manufacturing facility has received environmental clearance for additional capacity, and based on our growth strategies, we may in the future implemented de-bottlenecking measures through additional equipment or otherwise develop additional capacity within the same manufacturing facility. The manufacturing of our products involves high temperature and pressure reactions, reflecting our ability to handle chemical reactions. Our facility is equipped with its own quality department, central quality assurance and quality control department, co-generation power plant, desalination plant, effluent treatment plant, sewage treatment plant and warehouse.

Additionally, we have also tied up with other companies for manufacturing and sourcing of our products on Job Work basis. The said job work is as per our specifications and quality standards. Also, our company has entered into a strategic partnership with various entities for development, sourcing and supply of products which are currently not manufactured by us.

MARKET SEGMENT



PRODUCT PORTFOLIO



NEW PRODUCT DEVELOPMENT

In the past two quarters, we have successfully developed **Isopropyl Myristate** and **Isopropyl Palmitate**. We are pleased to announce that we have started commercial production and sales of these products. We are also in discussion with multiple reputed companies from other countries for export of the said product on regular basis. Isopropyl Myristate and Isopropyl Palmitate is a very specialized emollient used widely in **cosmetic and perfume industry**. We are proud to announce that the developed products meet the market specification and so far, we have received approvals from major customers. We are confident that these products will meet the needs and expectations of our customers and partners around the world.

Other products in pipeline for commercial batches are as follows:

1. Ethylene Glycol Di-stearate (pearling agent)
2. Ethylene Glycol Monostearate (pearling agent)
3. MCT Oil (emollient)

FEW OF OUR PRODUCTS

PRODUCT NAME	APPLICATION	OVERVIEW
Isopropyl Myristate (New product)	Solvents	Isopropyl myristate is notable for promoting the absorption of medicine and other products through the skin. It is commonly found in creams, lotions and topical medicines. It is also used as a thickening agent, emollient and moisturizer, as well as a solvent, binder and diluent in perfumes and food flavorings
Isopropyl Palmitate (New product)	Solvents	An ester derived from Isopropyl Alcohol and Palmitic Acid, Isopropyl Palmitate is used in many industrial processes as an emollient, thickening agent, moisturizer and anti-static agent. It is also used in Topical Medicinal Preparations.
Benzylkonium Chloride	Preservative and Antimicrobial Agent	Benzalkonium Chloride is primarily used as a preservative and antimicrobial agent, and secondarily used as a surfactant. It works by killing microorganisms and inhibiting their future growth, and for this reason frequently appears as an ingredient in antibacterial hand wipes, antiseptic creams, and anti-itch ointments. In cosmetics, its antimicrobial properties are employed to protect products from spoiling. It's mostly used in personal care products.

FEW OF OUR PRODUCTS

PRODUCT NAME	APPLICATION	OVERVIEW
5-Chloro-8-hydroxyquinoline	API	5-Chloro-8-hydroxyquinoline is mainly used in Agro product like pesticides, animal foodstuff and additives, antifungal and antiprotozoal drug.
3,3 Thiodipropionic Acid	Antioxidants	3,3 Thiodipropionic Acid is used as an antioxidant for fats and other foodstuff, soap products and polymers of ethylene, plasticizers, and lubricants.
Pyridinium chlorochromate	Oxidizing Agent	Pyridinium chlorochromate is used as an oxidant. It has proven to be highly effective in oxidizing primary and secondary alcohols to aldehydes and ketones, respectively.
Pyridinium Dichromate	Oxidizing Agent	Pyridinium Dichromate is used as an oxidant. It has proven to be highly effective in oxidizing primary and secondary alcohols to aldehydes and ketones, respectively. Pyridinium Dichromate is less acidic than Pyridinium chlorochromate and is therefore more suitable for the oxidation of acid-sensitive substrates.

SAFE HARBOR

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