

RESEARCHING
TODAY
TO **INNOVATE**
TOMORROW



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RESEARCHING TODAY TO INNOVATE TOMORROW

BGPL Group is continually seeking advancement in its activities as it aspires to improve the quality of life of its customers. The company strives to innovate its products and services to meet specific healthcare needs. BGPL group has been leading in its field and the activities pronounces absolute Quality by design while delivering products with adequate importance in defined packings, innovating products has been our hallmark in our said field.

Bliss GVS Group has worked tirelessly for the last three decades in order to develop a reputation to ensure improved accessibility to all its products and services. We feel honoured and privileged that our line of work helps to contribute extensively in the lives of patients.

This gives the company infinite courage and motivation in persevering and continually expanding its operations in order to create a greater impact in the existing and new markets globally.

Managing Director's Message to Shareholders



Dear Shareholders,

It gives me great pleasure to present our Company's 33rd Annual Report. In a nutshell:

Our consolidated operational revenue for the year FY18 changed from last year of ₹ 8,024 Mn to ₹ 8,151 Mn (an increase of 1.6%). On a yearly basis, EBITDA has gone down from ₹ 2,028 Mn in FY17 to ₹ 1,971 Mn in FY18 (decrease of 2.8% on Y-o-Y basis). Our consolidated PAT for FY18 is ₹ 886 Mn in comparison to ₹ 1,127 Mn in FY17.

Since majority of the company's sales are export driven and are

primarily from the African countries, the decline in Standalone FY18 Sales was due to the economic instability and currency devaluations in those countries.

Major Sub-Saharan African economies have been experiencing economic turbulence and currency re-rating & devaluations, we were able to insulate to a large extent our existing revenues from these markets, however, it did have an impact on the growth rates. We anticipate that as these economies rebound it will help us to bring the sales growth back on track.

In FY18, the board of directors decided to divest their subsidiary company, Bliss GVS Healthcare Ltd. The decision was made to lessen the dependence on tender driven managed healthcare business and give further focus to the growing pharmaceutical business. In return for the divestment of Bliss GVS Healthcare Ltd, the company received a total consideration of USD 12 Mn in April, 2018.

Hence, the company decided to go forward with the divestment and focus on the core pharmaceutical operations of the business.

The net proceeds from this transaction will be used to repay a portion of the company's debt, fund capital expenditure for the expansion of company's manufacturing facility as well as incentivise our shareholders.

During FY18, Kremoint Pharma Pvt. Ltd., India, a 70% subsidiary of BGPL has acquired 60% stake in Echo Rich Cosmetic India Pvt. Ltd., a Mumbai based company engaged in manufacturing of cosmetic, personal & healthcare OTC Pharma products. Their basket of products will further enhance BGPL's product portfolio.

The company's existing business is majorly generated from anti-malarial, anti-fungal & anti-bacterial segments. The existing and upcoming registrations in other therapeutic segments such as antibiotic, anti-inflammatory, anti-diabetic, anti-hypertensive, cough & cold, etc. will help us gain market share.

Bliss GVS has enjoyed a 26% CAGR over the last three years. I strongly believe that this is a direct result of the organization being true to its principles. In response to growing customer demands, we have continuously enhanced our R&D and production capabilities and expanded our product portfolio across dosage forms and therapeutic segments. Today, I am proud to say that our distribution portfolio comprises 250+ products that are consumed across 64 countries. Specifically, we are among the world-leaders in the Suppositories and Pessaries dosage form and our brands are recognized among the leading ones in the generic anti-malarial segment in most African countries. Over the years, we have thus successfully shaped sustainable business relationships across the globe that will provide the backbone for continued future growth.

One of the great privileges of working in the pharmaceutical industry is the opportunity to directly contribute towards the advancement of human quality of life. This has always been our greatest source of purpose in propelling Bliss GVS forward.

Once again, our pharmaceutical business delivered stable results despite a challenging macroeconomic environment in some of our markets. We continue to retain our leadership positions in antimalarials across Sub-Saharan African (SSA) markets – our key brands of Lonart and P-Alaxin delivered strong numbers across the board. Our flagship brands of Funbact and Lofnac are household names in anti-fungal dermatology and pain management respectively across Anglo-West Africa and East African markets and continue to grow in these markets.

Our efforts to grow our business outside SSA markets are also showing healthy signs with encouraging developments in both South-East Asian and CIS regions. The efforts in these regions are largely focused on the suppositories and pessaries segment, where our niche expertise provides a key differentiating factor. The company has recently entered the Phillipines market & also opened offices in Myanmar & Vietnam for registration & marketing of our products.

Our continued investments in R&D will help drive these new initiatives in current and new markets. I am confident that it is well-placed to build on recent investments made in R&D and marketing to expand our presence in existing markets and build a solid business in new markets.

To conclude, I would like to sincerely thank all shareholders, partners and employees for their support over the last year. I believe the organization is well-placed to drive growth in the years to come and look forward to this continuing support from all stakeholders.

Yours sincerely,

S. N. Kamath

Managing Director

Pharmaceuticals

Bliss GVS Pharma is a fast growing pharmaceutical company with a proven track record of developing, manufacturing, and marketing high quality branded formulations at affordable prices.

Product
Portfolio

250+
BRANDED
FORMULATIONS

20+
THERAPEUTIC
SEGMENTS

16+
DOSAGE
FORMS

OPERATIONS IN
60+
COUNTRIES



Current Operations



Planned Expansion



BGPL Offices

Brand building is central to BGPL's strategy in Sub-Saharan Africa markets.

BGPL has a leadership position in Anti-Malarial, Anti-Fungal Dermatological, Anti-Inflammatory branded formulations across Sub-Saharan African markets with brands across various dosage forms – tablets, suspensions, suppositories and injections.

It is a world leader in Suppositories and Pessaries dosage forms with one of the largest product portfolios in this segment.

The company's brands such as Lonart, P-Alaxin, Funbact and Lofnac command leadership positions across Sub-Saharan African countries in antimalarial, anti-fungal and anti-inflammatory segments.

Brand leaders in Anti-Malarials

BGPL is a leading player in the anti-malarial branded formulations segment, which is a prized opportunity given the percentage of malaria cases in the African continent with numerous countries, where approximately 90% of global cases of malaria are prevalent. BGPL's anti-malaria Brands Lonart, P-Alaxin are leaders in their segments across east and west of Africa.

Key Achievements in Anti-Malarial Segment



Only company to offer Artesunate across two dosage forms:

- Injections 30/60/120 mg
- 50/100/200 mg



Pioneers in launching:

6 dose Artemether + Lumefantrine combination with "Lonart DS"



First to introduce:

Dihydroartemisinin + Piperaquine combination suspension with "P-Alaxin Suspension", P-Alaxin TS Tabs

Key Brands in Cream and Ointment Segment

- Funbact - A

- Lofnac gel, Suppositories



Pioneers & Leaders in Suppositories & Pessaries

BGPL has three decades of experience, which has enabled the company to gain niche expertise in the development and manufacturing of suppositories. BGPL is the world's largest manufacturer of suppositories and pessaries.

Suppository is a niche dosage form, which is a medication through anal/vaginal route of administration and is a drug delivery system, which is being used to deliver a wide range of therapeutic segments for local as well systemic effect, with less or no side effects. Pessaries are a type of suppository intended for vaginal use. It is most prevalently used in the Europe, Japan, Africa & the US

And as the population ages in the coming decades, there is enormous potential in these largely untapped markets with huge market potential and its major applications are in pediatrics, geriatrics & gynaecology.

It is worth highlighting that we are the only EU-GMP certified suppositories and pessaries manufacturer in India with one of the largest product portfolio in this segment.

The company has the most extensive product offerings in suppositories across various therapeutic categories such as Anti-haemorrhoidal, Laxative, Anti-inflammatory, Anti-emetic, Anti-depressant, etc.

The company's Gsunate brand of Artesunate suppositories is already available in a number of African countries and it is their mission to make it available in all malaria-prone regions.

The Company has expanded its Suppositories and Pessaries footprint into over 60 countries in the last ten years and is an in-license contract-manufacturer for suppositories for leading players like Sanofi, Sun Pharma, Alkem, Mankind and Intas.

BGPL is promoting contraceptive pessaries with its well-known Women's Contraceptive brand, 'Today'.

BGPL is the only EU-GMP certified suppositories and pessaries manufacturer in India with one of the largest product portfolio in this segment.



Power 1 Heat 1 Pump Main Fan Automatic Suppository Packaging Line
Self Pac Filling Invert Fill Plunger
Tank Outflow Filling Cool
Cal Carry 1 Group 1y Carry 2 Stop TC-14 TC-07 TC-02

Research & Development leading to Innovation

Increasing Manpower for
Research and Development



**Growth
Triggers**

New Manufacturing Plant
Operational from Q1-FY20



Global Expansion in
developed and regulated
markets

Analytical Development

Tech Transfer

Formulation Development

Commercialization