



*Discover Secrets of  
Long & Healthy Life to  
**Improving the lives  
of people globally***

*Annual  
Report*

**2022**



***Mission :***

We Pursue on our core Values and Collaborations with the team members and global partners that guide us in every decision making and we value such positive inputs to fine tune in providing our products and services.

***Vision :***

Constantly work towards ensuring quality medicines by finding solutions to the problems that are sustainable and lead to 'caring for better and meaningful life'.





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# What we do

*Vivanza Biosciences Limited is a BSE-listed specialty pharmaceutical company focused on commercializing novel and generic pharmaceuticals, offering patients better, safe and more accessible medicines.*

*Vivanza Biosciences Limited has a 40-years track record of innovation and success in developing oral drug delivery systems. These technologies have been successfully commercialized in numerous products that continue to be marketed around the world.*

*A technology driven company, Vivanza Biosciences Limited has expertise in complex oral and topical dose forms including highly potent compounds, modified release products & injections.*

*Vivanza Biosciences Limited has two full-service contract development, contract manufacturing.*

*For further information visit the Company's website at [www.vivanzabiosciences.com](http://www.vivanzabiosciences.com)*

## FY21-22 Key Metrics



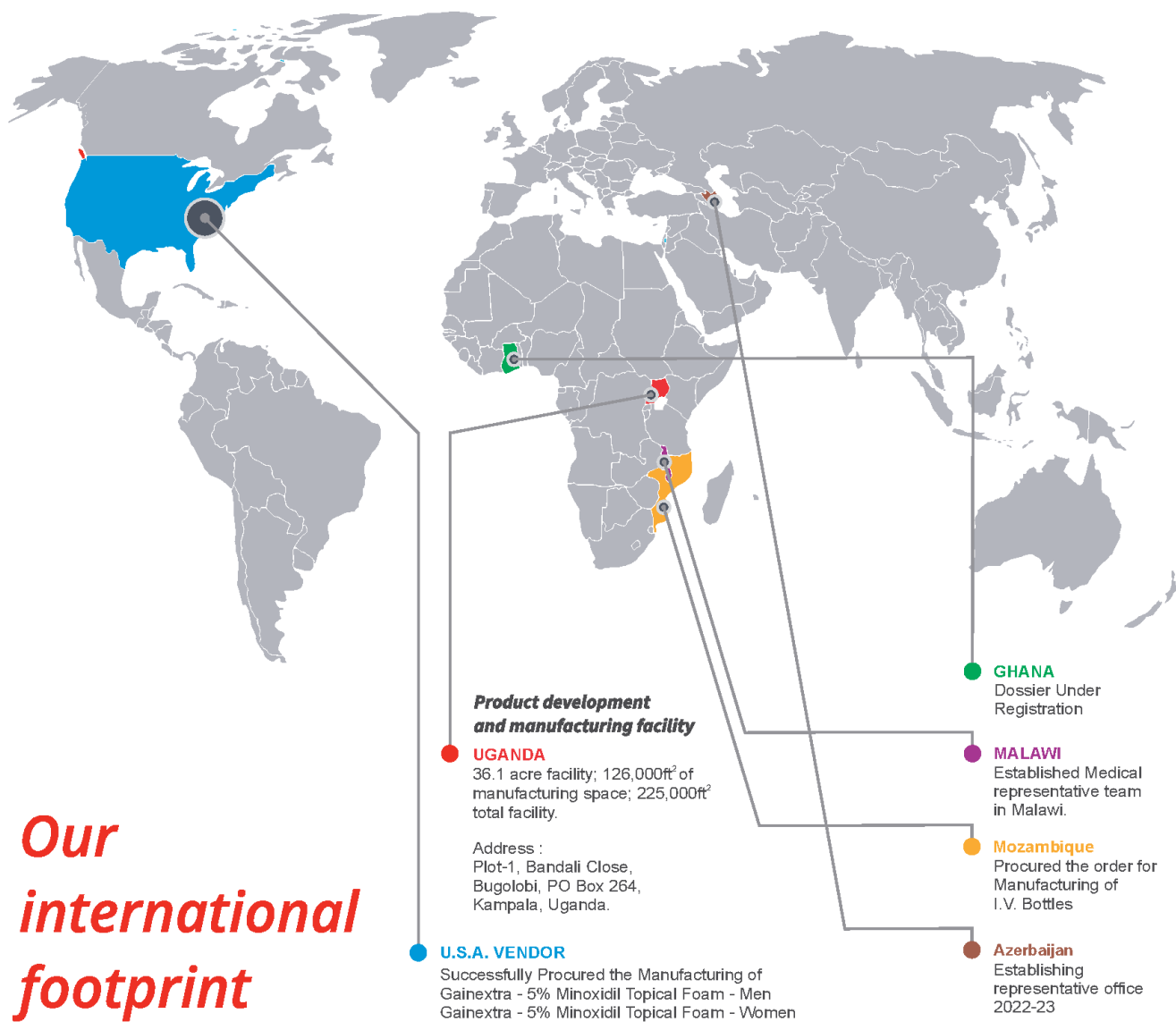
**₹ 1040.02 Lacs**  
revenue

**25+**  
pipeline products

**60%**  
marketed products  
globally

**100+**  
contract  
service clients

**10,00,00,000**  
doses sold Globally

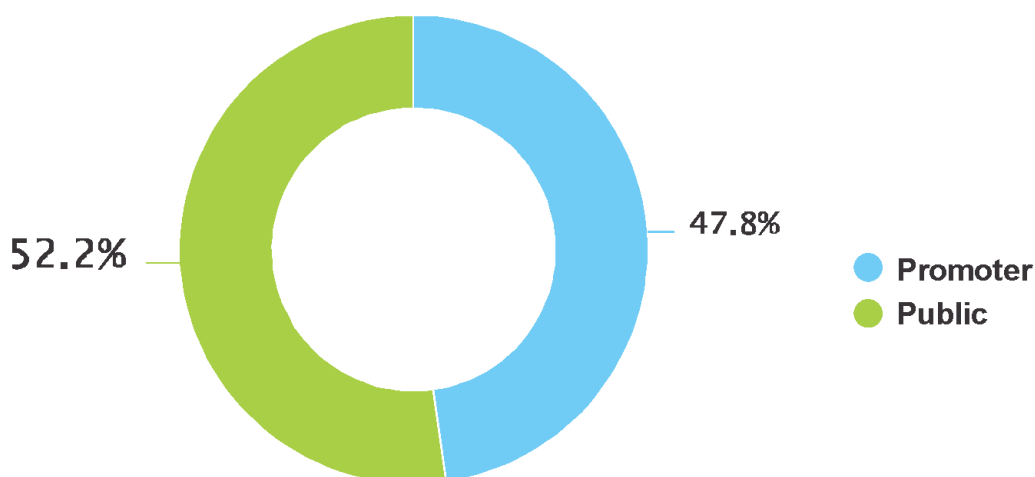


# Milestones

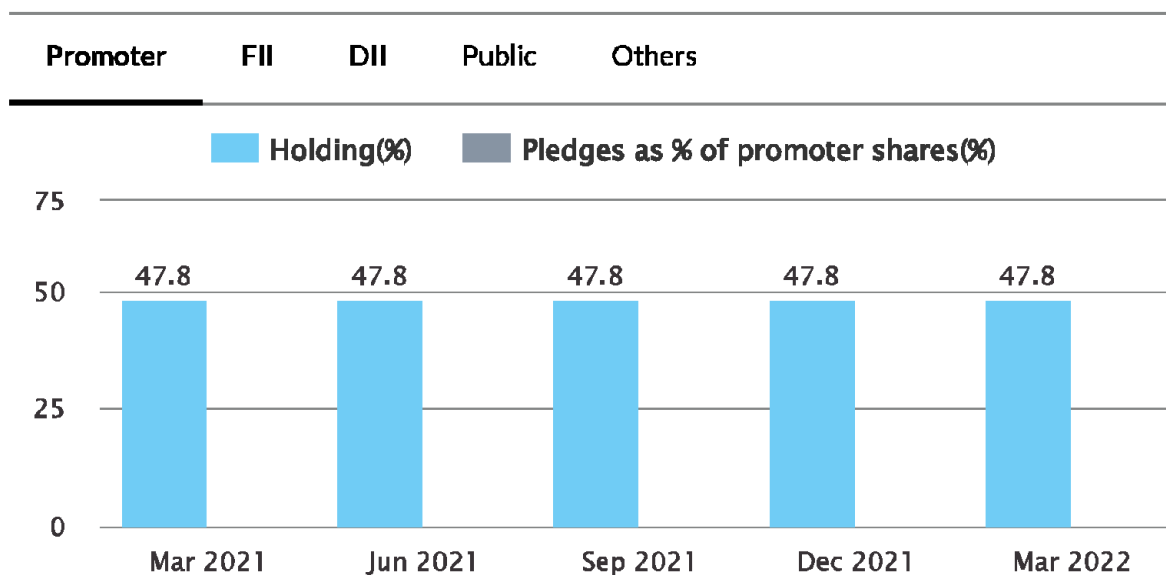
Year	Particulars	Country	Rationale
2022	Tie-up with vendor for manufacturing of Minoxidil		Manufacturing of Minoxidil
2022	Tie-up with USA based in license Injectable Products	Dominic Republic	Tablet / Injectable Medicines
2022	Licensing agreement with Vitaaglobal Healthcare Uganda Ltd.	UGANDA	Access to Injectable formulation.
2022	Licensing agreement with eight I.V. Products	Mozambique	Access to Southern African Countries.
2018	Acquired Vivanza Lifesciences Pvt. Ltd. (Formerly known as "Fortune Beverages Pvt Ltd")	India	Access to Food Supplements

## SHAREHOLDING

### Summary



### Trend





## BUSINESS MODEL

The business model involves four critical growth strategies to drive sustainable growth and achieve higher efficiencies. Vivanza Biosciences Limited is strategically poised to capitalise on the emerging opportunities in the global pharmaceutical sector, to deliver consistent long-term stakeholder value.



### Growth Strategies

#### Create sustainable revenue streams

- Enhance share of specialty business globally
- Achieve differentiation by focusing on technically complex products
- Focus on key markets
- Focus on ROW market
- Ensure sustained compliance with global cGMP regulatory standards

#### Cost leadership

- Optimise operational costs
- Focus on vertically integrated operations
- Rationalise global manufacturing footprint

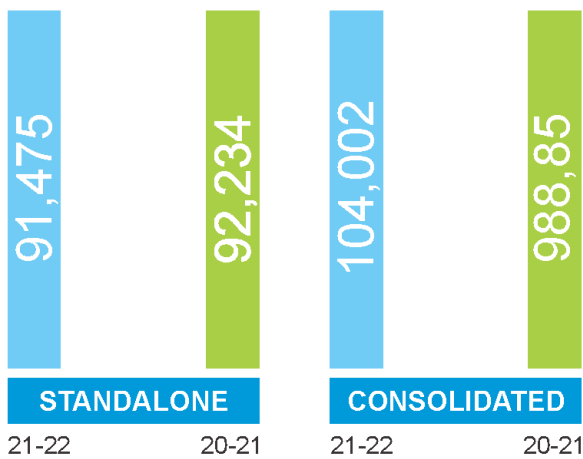
#### Business development

- Use and adopt new formulation.
- Focus on access to products, technology, market presence
- Focus on payback timelines

## KEY PERFORMANCE INDICATORS

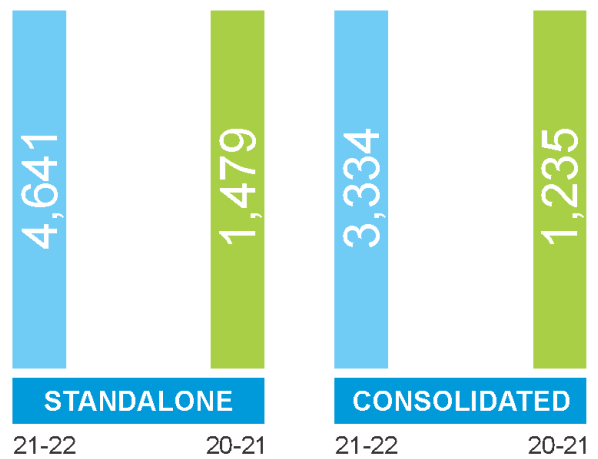
### Gross Sales

(In ₹ Thousand)



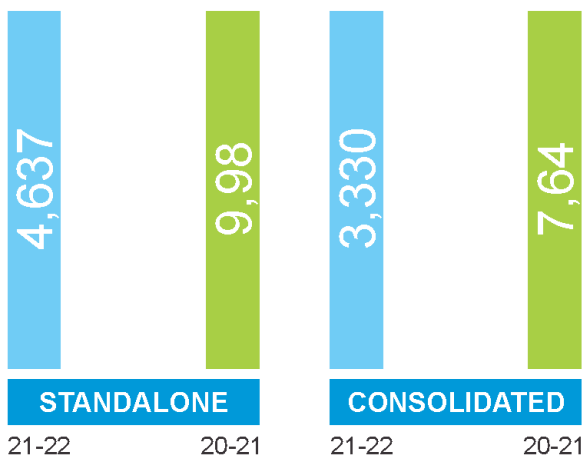
### EBITDA\*

(In ₹ Thousand)



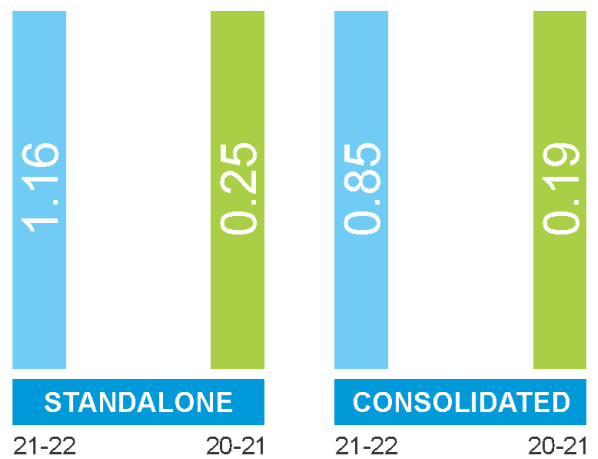
### Adjusted Net Profit After Minority Interests (excluding Exceptional Items)

(In ₹ Thousand)



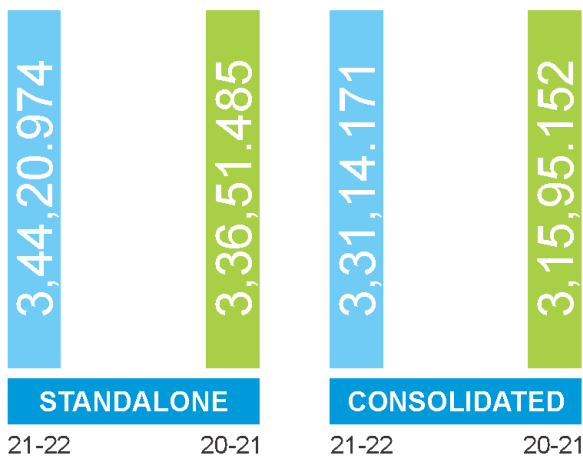
### Adjusted Earnings Per Share (excluding Exceptional Items)

(₹ Per Share)



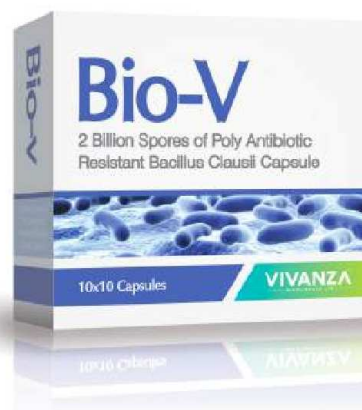
### Net Worth

(In ₹ Thousand)



\* EBITDA : Earnings before interest and tax





**BOARD OF DIRECTORS**

Mr. Parikh H. A.	Director
Ms. Patel M. S.	Director
Mr. Bhatt G. B.	Managing Director
Mr. Shah S. D.	Director
Mr. Bhatt J. R.	Chief Financial Officer
Ms. Mashru A. J.	Company Secretary (Resigned w.e.f. 30.09.2021)
Mr. Bhojwani A. G.	Company Secretary (Appointed w.e.f. 27.05.2022)

**AUDITORS**

M/s. GMCA & Co.  
Chartered Accountants  
Ahmedabad

**REGISTERED OFFICE**

403/TF, Sarthik II, Opp. Rajpath Club,  
S.G Highway, Bodakdev,  
Ahmedabad

**REGISTRAR & SHARE TRANSFER AGENTS**

Purva Sharegistry (India) Pvt. Ltd.  
Shiv Shakti Industrial Estates, Unit No. 9  
J. R. Boricha Marg, Opp. Kasturba Hospital Lane  
Lower Parel (E), Mumbai - 400011.