



## ANNUAL REPORT 2021-22

*Shaping a Dream*



*S h a p i n g a D r e a m*

## Forward-looking statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and our other statements-written and oral- that we periodically make contain forward looking statements that set out anticipated results based on the management plans and the assumptions. We have tried wherever possible to identify such statements by using words such as "anticipate", "estimate", "expects", "projects", "intends", "plans", "believes" and words of similar substance in connection with any decision of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, where as a result of new information, future events or otherwise.

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*Vision*



**Become a  
composite and  
meaning fully integrated  
pharmaceutical corporation  
competing in differentiated arenas where  
greater, more sustainable value can be created**



# Corporate Information

## Board of Directors

**Shri Ram Gopal Agarwal**, Chairman & Non-Executive Director

**Shri Manish Dhanuka**, Managing Director

**Shri Mridul Dhanuka**, Whole-time Director

**Shri Arun Kumar Dhanuka**, Non-Executive Director

**Smt Tanu Singla**, Independent Director

**Dr Dharam Vir**, Independent Director

**Shri Mudit Tandon**, Independent Director

**Shri Manoj Kumar Goyal**, Independent Director

## Management Team

**Shri Sunil Kumar Gupta**, Chief Financial Officer

**Dr R J Sarangdhar**, Vice President (Unit Head – API & FDF)

**Dr Srinivasan S**, Head-CTD & IPM

**Ms Nikita K**, Company Secretary & Compliance Officer

## Statutory Auditors

**CNGSN & Associates LLP**

Chartered Accountants  
Flat No.6, Vignesh Apartments,  
North Avenue, Srinagar Colony,  
Chennai - 600 015, Tamil Nadu, India

## Cost Auditors

**Shri J Karthikeyan**

Cost Accountant  
No.16, Muthalamman Kovil Street  
Selaiyur, Chennai - 600 086  
Tamil Nadu, India

## Secretarial Auditors

**S Dhanapal & Associates**

Practicing Company Secretaries  
Suite No. 103, First Floor, Kaveri Complex,  
No. 96/104, Nungambakkam High Road  
Nungambakkam, Chennai - 600 034,  
Tamil Nadu, India

## Internal Auditor

**M/s. Singhi & Co.**

Chartered Accountants  
Unit-11-D, 11th Floor, Ega Trade Centre,  
809, Poonamallee High Road, Kilpauk,  
Chennai - 600 010, India

## Registrar and Share Transfer Agents (w.e.f. 30.07.2021)

**Abhipra Capital Limited**

A-387, Dilkhush Industrial Area,  
G T Karnal Road, Azadpur  
Delhi - 110033

## Banks / Financial Institutions

Union Bank of India  
HDFC Bank Limited

## Board of Directors



**Shri Ram Gopal Agarwal**  
Chairman &  
Non-Executive Director



**Shri Manish Dhanuka**  
Managing Director



**Shri Arun Kumar Dhanuka**  
Non-Executive Director



**Shri Mridul Dhanuka**  
Whole-time Director



**Dr Dharam Vir**  
Independent Director



**Shri Manoj Kumar Goyal**  
Independent Director



**Smt Tanu Singla**  
Independent Director



**Shri Mudit Tandon**  
Independent Director





## DELIVERING EXCELLENCE

is a practice we have built in Orchid through sustained strategic evolution. A global vision and strategy, passion for science and technology and an emphasis on execution and delivery have helped us achieve excellence in our growth journey. Our integrated business model enables us to cater to business opportunities throughout the pharmaceutical value chain, from research to delivery of drugs across all geographies. Our prudent choice of therapeutic areas combined with state-of-the art infrastructure makes us a preferred partner for the development and manufacture of pharmaceutical products. Our niche product basket helps us maintain an edge over our peers in the markets where we are present. Our strategic alliances ensure a wide market reach, enabling us to deliver not only quality products but also achieve better margins. Our strategy seeks to build a sustainable organizational eco-system where one is constantly motivated to attain new heights, empowered to discover new avenues and focused on delivering those commitments.



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## Message from the Managing Director

### *Dear Shareholders*

I am delighted to share with you, my message, through this annual report, summarizing Orchid's performance after the acquisition of your Company by Dhanuka Laboratories Limited in March 2020.

When I was inducted as the Managing Director of your company on June 29, 2020, my immediate priority was to strengthen the organizational core capabilities, bring greater stability and continuity to the business and enhance employee morale since your Company was under the Corporate Insolvency Resolution Process for more than two years. The company's core values and open culture led me to feel entirely at home immediately on joining, despite the turbulent time on the business front. For this, I would like to express my gratitude to all the former and current employees who have contributed to building the Orchid culture.

In the past couple of years, every one of us had witnessed tumultuous times with the widespread of COVID-19 pandemic including the disruptive impact caused on the Pharma Sector. Due to the imposition of lockdowns and restricted movements thereof, your company was also exposed to unprecedented challenges, however your Company had strived to ensure that the production at the manufacturing facilities and the supply chains continued undisrupted. Multiple initiatives were implemented for the safety of our employees, including adherence to the COVID safety protocols at the manufacturing facilities and other locations.



It has been two years since the company is functioning under the flagship of the Dhanuka Group and has been embracing the effective Organizational change resulting in enhanced performance and business growth. Your Company has undergone significant transformation and with the unstinted support and contribution of every Orchidian, the company has accomplished significant milestones during the last couple of years.

Post completion of the Corporate Insolvency Resolution Process, your company has crossed the revival phase and evidenced various positive developments. During the year, your Company had implemented significant steps to streamline and simplify the functioning and bring in greater efficiencies. Every passing quarter our performance improved driven by our focus on sustainable growth. During the fiscal, your Company had witnessed reduction of debts, positive trends in sales and operating profits and maintained efficient plant operations. I am elated to share that your Company has achieved an increase in Standalone revenues by 24% for the fiscal ended March 2022. We improved operational performance and margins by maximizing revenues and delivering on our cost optimization efforts. In the future, your company would also continue to evaluate organic and inorganic growth opportunities.

This year your Company would be marking its 30th Anniversary and as an organization, our constant endeavor would be to strengthen our core and transform into a future ready organization.

We have in place a detailed strategic plan to achieve significant growth in short, medium and long term. The key growth drivers would include scaling up of the existing products and launch of new products and penetrating into newer markets in both API and Formulations business. We also strive to accomplish a strong balance sheet with industry leading best practices.

I would like to thank our Board of Directors for their relentless pursuit of excellence throughout the last financial year.

We are grateful to the Central and State Governments and the Central DCGI and State FDAs for their support to the Company's business plans. Your Board places on record their appreciation of the support provided by the customers, suppliers, services providers, medical fraternity and business partners.

We are thankful to the esteemed shareholders for their support and encouragement. The Directors and the Management acknowledge and are thankful to the employees for their commitment and contributions for the revival of the businesses and operations.

**Manish Dhanuka**  
Managing Director



# Awards and Accolades

Dr R J Sarangdhar, Vice-President-Unit Head API & FDF received the Export Excellence award for the Financial year 2016-2017 under the "Category Exports above Rs.50 Crore" from Shri. R. N. Ravi - Hon'ble Governor of Tamilnadu - on behalf of Orchid Pharma Ltd., Alathur



Dr R J Sarangdhar, Vice-President-Unit Head API & FDF received the Export Excellence award for the Financial year 2017-2018 under the "Category Exports above Rs.50 Crore" from Shri. R. N. Ravi - Hon'ble Governor of Tamilnadu - on behalf of Orchid Pharma Ltd., Alathur

Dr R J Sarangdhar, Vice-President-Unit Head API & FDF received the Export Excellence award for the Financial year 2018-2019 under the "Category Exports between Rs.10 Crore to 50 Crore" from Smt. Malini Shankar - IAS, Vice Chancellor of Indian Maritime University - on behalf of Orchid Healthcare, Irungattukottai

