

# INDRAYANI BIOTECH

INCLUSIVE GROWTH

COMPANY PRESENTATION

JULY 2023





## SAFE HARBOUR STATEMENT

This presentation and the accompanying slides (the “Presentation”), which have been prepared by INDRAYANI BIOTECH Limited, the Company solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

# Contents

1

ABOUT US

2

VISSION, MISSION & VALUES

3

OUR BUSINESS MODEL

4

MANAGEMENT PROFILE

5

GROUP HISTORY

6

GROUP STRUCTURE

7

OUR SUBSIDIARIES

8

FINANCIALS

## ABOUT COMPANY

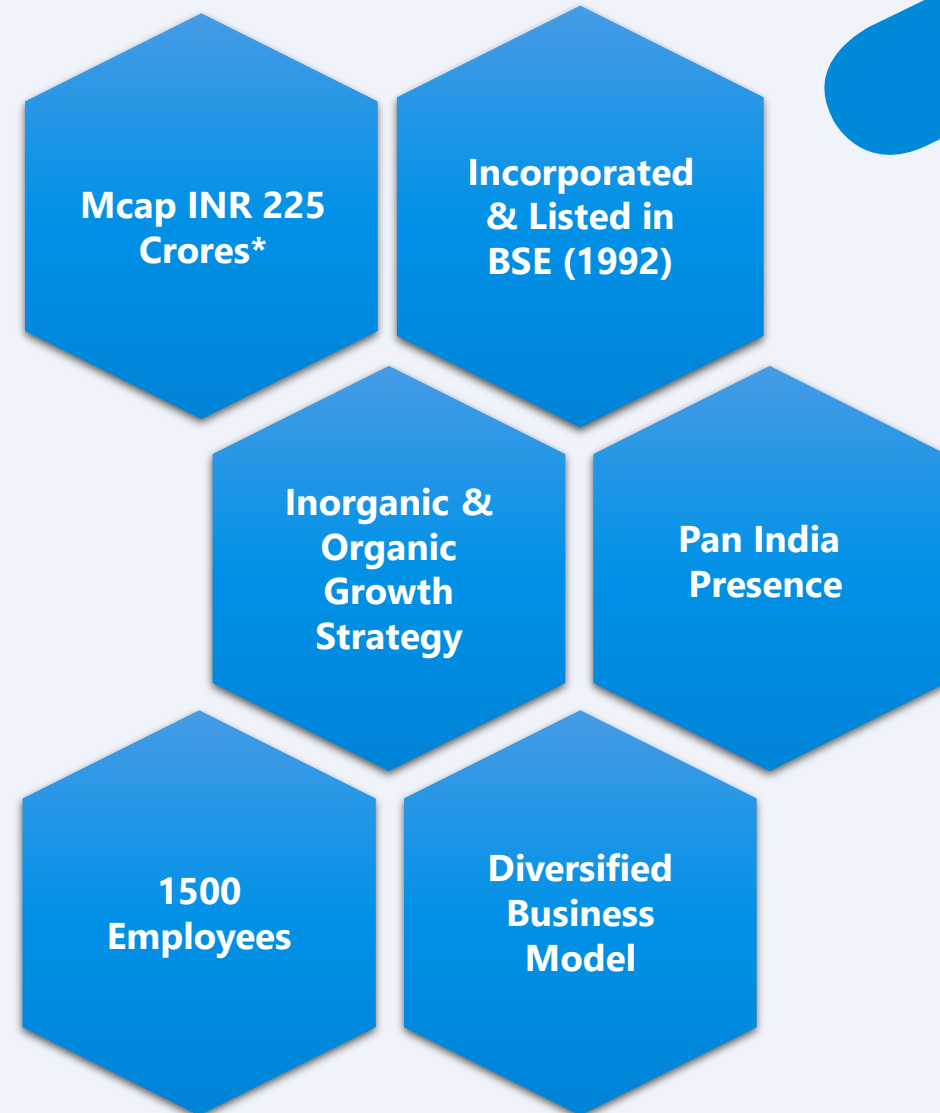
Indrayani Biotech Limited (IBL) is a company managed by entrepreneurs each of them having more than two decades of expertise who had been managing their own companies in the past.

IBL is having business operations in the field of Food and Hospitality, Dairy, Healthcare & Pharma, Engineering, Biotech, Agriculture and Infrastructure.

The company follows an unique diversified business model where each of these business is an aggregated, brown field entity which was managed by entrepreneurs having expertise in those fields for decades and are continued to be managed by them now. The existing promoters to continue at the helm of affairs of the subsidiary and manage with additional board members infused from the parent listed entity.

The company has practiced the above philosophy and has aggregated several business entities during the reporting financial year. Several other companies having business in various domains are in the middle of due diligence process which are likely to be joining IBL in the current financial year. The results of the initiatives taken have been very positive so far and the market has received this approach very positively.

## INDRAYANI AT A GLANCE



## VISION, MISSION & VALUES



### VISION

- To be the most trusted organization for all stakeholders, achieving excellence, being socially responsible and maximizing wealth through inclusive growth



### MISSION

- To identify and aggregate MSMEs having high potential but at crossroads, looking for support and to facilitate vertical growth, unlocking value, while allowing the existing promoters to manage and continue to be at helm of affairs.



### VALUES

- Promoting Inclusive growth
- Being Socially Relevant, Reliable, Responsible and Trustable
- Providing an eco-system to unlock value
- Committed to innovation

## IBL'S BUSINESS MODEL

IBL has multiple and diversified business units, each of them professionally managed by an independent team of experts in the respective fields. The company has a very innovative, validated, and proven model which provides a safety net, a launching pad and a stable platform for MSME companies. The company aggregates and assimilates such MSME companies and take them in as a subsidiary, based on mutual agreement. Each of the unit is managed with independent control and the consolidated financials of IBL reflects collective performance of all its business units. IBL supports all its business units through strong corporate functions and central policies

IBL looks to assimilate already existing, suitable companies / businesses with high potential and expertise, with itself, on an ongoing and mutually agreeable basis.



## OUR BUSINESS SEGMENTS





# MANAGEMENT PROFILE



**KASIRAMAN SAYEE SUNDAR**

**MANAGING DIRECTOR**

Mr Sayee Sundar was instrumental in acquiring Indrayani Biotech Limited (IBL) in 2018. He has over 36 years of industrial experience working in various countries with MNCs including Siemens, IBM, holding top management positions. His leadership and vision drives the company towards achieving its organic as well as inorganic growth aspirations across sectors and nations. He is a graduate in Electrical and Electronics and is an expert in design and development of complex real time, embedded systems from concept to completion in varied application areas like bio-medical, industrial, power electronics and communication systems.



**G. SWAMINATHAN**

**DIRECTOR**

Mr. G. Swaminathan is a co-founder of Helios Solutions Limited (HSL), an Industrial power electronics company and has been driving the company's growth for the past 25 years in business development strategies before merging with IBL. With his expertise in strategizing, corporate structuring, team building and raising resources, he is currently propelling the growth of IBL through aggregations in various sectors. He is an Electrical & Electronics engineering graduate with a Master Degree in Business Administration. Earlier, he has successfully promoted and managed an industrial training institute and also employed at Mgmt. cadre in Singapore.



**SINGARABABU INDIRAKUMAR**

**DIRECTOR**

Mr. Indirakumar is a visionary and the key promoter / founder of A Diet Express Hospitality service Limited (ADEHSL). Under his stewardship the company grew leaps and bounds both vertically and horizontally and was instrumental in making ADEHSL a ₹ 500 million company and subsequently merging it with IBL. He has a rich domain expertise of more than 3 decades in industrial, institutional catering and hospitality industry. His strategic networking ability and vision to perceive potential business opportunities is steering the growth of IBL.

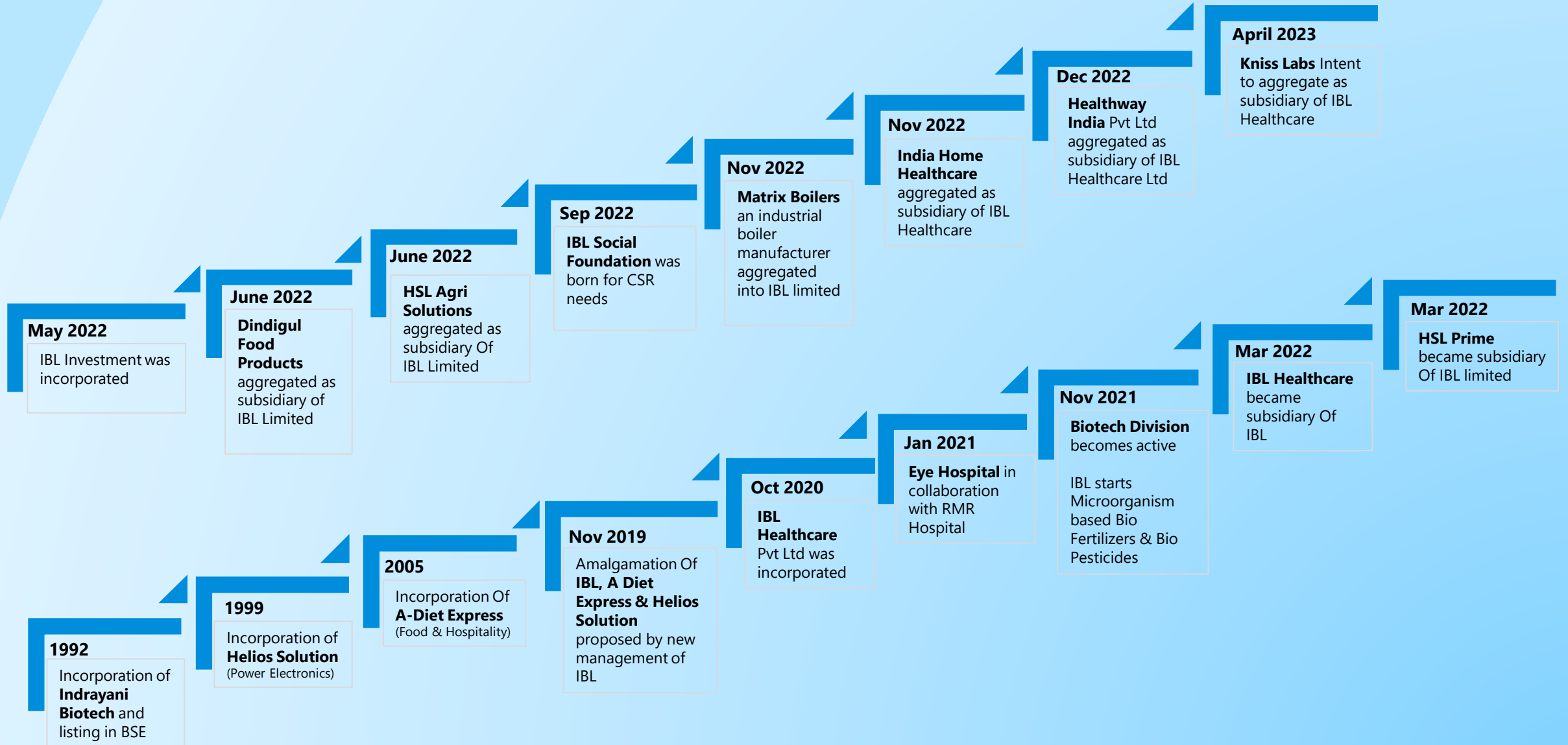


**MUTHUKRISHNAN RAMESH**

**DIRECTOR**

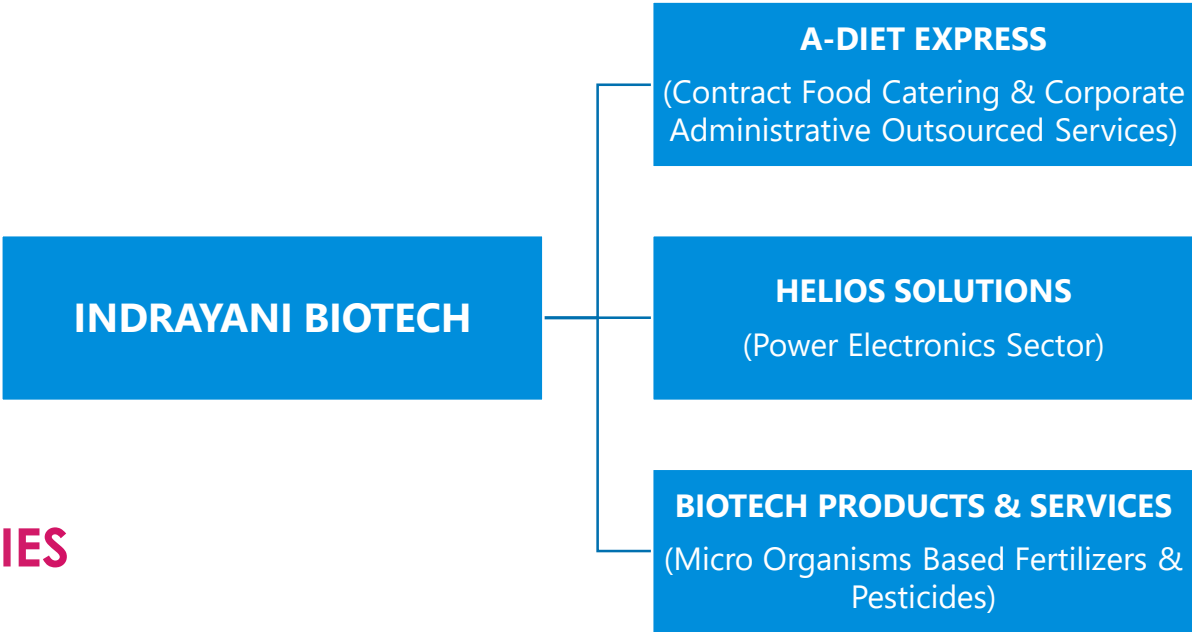
Mr. Muthukrishnan Ramesh is the co-founder of A-Diet Express Hospitality service Limited (ADEHSL). He has over 3 decades of administrative and organisational expertise spanning over the entire gamut of operations, including pan-India expansion. He successfully built a marquee clientele of prestigious educational institutions and large multinationals from various industry verticals across India. His hard work and expertise grew ADEHSL to a phenomenal success by raising it to a ₹ 500 million company within a span of two decades. His enriched expertise in operations and management is steering the company towards its global expansion.

# GROUP HISTORY

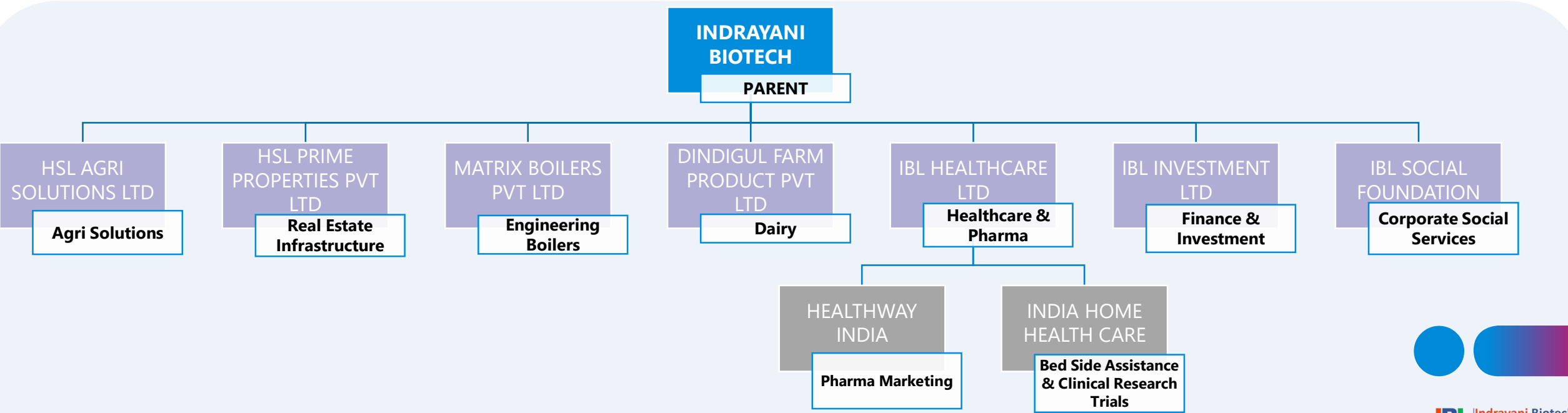




# GROUP STRUCTURE



# SUBSIDIARY & GROUP COMPANIES



# A DIET EXPRESS

## India's Most Reputable Catering & Facility Management Company

A Diet Express is India's most reputed Catering services Company operating across 12 states and 20 cities with 2 central kitchens at Capacity of 50000 meals / day and several more onsite kitchens spread across India. It is an entity engaged in Full range of food supply services on a contract basis to Colleges and Universities, Hospitals and Healthcare Institutions, Corporate Offices, Industries, IT and ITES Companies. The Brand **"Nalla Sappadu"** Food Court Chain serves complete choice of foods to clients and extends its supply of Food Court Services in shopping malls, IT Parks and IT Company Premises include Covid19 Food Delivery Service, Meal Box Food Service, Cloud Kitchen, Packed Food Service and Delivering uninterrupted service, while de-risking delivery, providing transparency in communication and ensuring business continuity through engineering and managerial resource.



Website - [adietexpress.com](http://adietexpress.com)



## A DIET EXPRESS CLIENTELE

## INDUSTRIAL



## IT/ITES/FS



## EDUCATIONAL



## HEALTHCARE



## SERVICES OFFERED

A DIET EXPRESS - Single Stop Solution For All Your Administrative Needs



Industrial Catering



Facilities  
Management



Security Services



Staff Transport



Manpower Supply

### About Company

- ✓ Ability To Serve Pan India
- ✓ Scale – Ability to service large assignments
- ✓ Nimble – Capable To Scale Up & Down at short notice
- ✓ Affordable Rates - Ability to operate with thin margins for volumes
- ✓ Professionally managed Large Corporate Clients meeting stringent regulation & compliance requirements
- ✓ Assured Industrial leading Quality Of Service
- ✓ Dependable & Reliable – Long Relationships with Marquee Clients

### Quick Facts

- ✓ Established in 2002 – Two decades of experience
- ✓ One of India's most reputed Administration services provider
- ✓ Average relationship with top clients for over 5 years
- ✓ Operations across 12 states and 20 cities across India
- ✓ ISO 9001 and ISO 22000 certified
- ✓ State of the art Infrastructure – large, fast and hygienic Induction based central kitchens and onsite kitchens.



## About Company

Established in 1995 as Helios Solutions Limited is now merged with Indrayani Biotech in 2018.

Helios is actively deploying cutting-edge solutions towards design, development, manufacture, maintenance & services in Power Electronics with a proven track record of over two decades and a loyal customer base.

We are Pioneers in Automatic Rescue Device Solution for Elevators in India with more than 15000 installations.

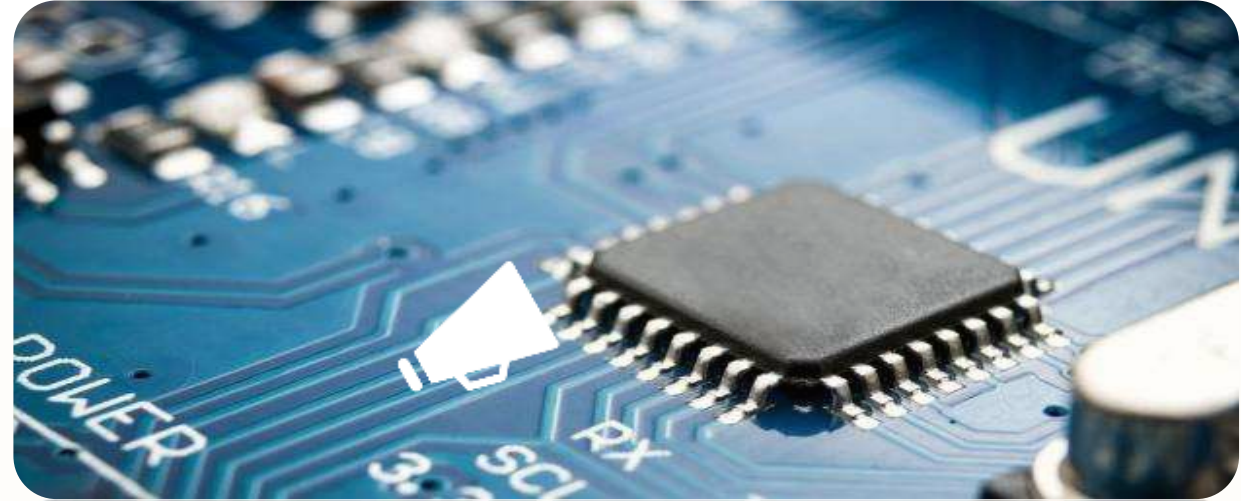
We are Pioneers in industrial UPS and battery chargers for power plants with installations in countries like Spain, Italy, South Africa, Sudan, UAE, Cambodia, Thailand, Nepal and Sri Lanka.

We Successfully indigenized the unique power supply of 2x25 KW to submarine and was appreciated by Indian Navy for its technical excellence (Modular 3 phase unbalanced supply)

Recognized and appreciated for technical excellence towards building and supply of Pyro control console for all satellite launching facilities in India (ISRO, DRDO).

A pilot batch of 50 electric garbage collection vehicle (ePIC) has been supplied to Chennai corporation with successful service record of 1 year.

Recognized and appreciated for technical excellence towards building and supply of Pyro control console for all satellite launching facilities in India (ISRO, DRDO).



**Product range :** FCBC, Battery Charger, Modular, Industrial and commercial On-line UPS System, Industrial Inverters, AC / DC Power Supplies, DC-DC Converters, Servo Controlled Voltage Stabilizer, Automatic Rescue Device (ARD) for Elevator application – up to 400 KVA and Special purpose Machines (SPM).

**Partnerships :** Gammatronic (Israel), Gewiss (Italy) for over two decades in distributing, maintaining and service of their products in India.

**Clientele :** Indian operations of MNCs like Vestas, Danfoss, Siemens, Daesung and Areva. Custom solutions for government institutions like DRDO, ISRO, Air Traffic Controller (Chennai), Chennai Port Trust, NLC, Tamil Nadu Police, TNEB and Indian Navy, Indian Corporate giants like Godrej, Blue Star, L&T, Hinduja.

**Factory:** Guindy, Chennai

**Market segments:** Power solutions are deployed in various sectors like Process Industry, Health care, Education and Manufacturing Industry

# BIOTECH PRODUCTS & SERVICES

Established as Nandhini Biotech (A Proprietary Concern) in Late 1990's

Later Acquired by IBL in Year 2020

The company is actively marketing and selling Microorganisms based Bio fertilizer, Bio control, VAM, Organic compost, Neem based agriculture Products and vermi-compost to farmers across India. Products such as **Pseudomonas**, **Beauveria Bassiana**, **Metarhizium**, **Potash Mobiliser**, **Tricoderma Viride**, **Verticillium Lecanii**, **Humic acid**, **Coirpith compost**, **Vermicompost**, **MN Mixture**, **NP Virus**, **VAM** are sold in the market. To enhance the capabilities, the company has assimilated Nandhini Biotech private Limited with itself along with their products, facilities, equipment, employees, know how, customer base etc. Marketing of products and services is enhanced to achieve a leapfrog growth in business. The company has plan to expand the services encompassing all the fields of service in Biotech area





## SERVICES OFFERED

### About Company

- ✓ Biotech division produces and sells agricultural products like microorganism-based Bio-fertilizers, bio-pest-repellents, bio-tonics and bio-fungicides, aquaculture products like feed supplements, pond stabilizer and vibrio control.
- ✓ The products are microorganism based, very advanced and superior to widely available bio products
- ✓ The products are manufactured under very tight controlled environment and are tested in exclusive advanced lab.
- ✓ The team also provides consultancy services for farmers who would like to move to bio fertilizers and help them in achieving high productivity.
- ✓ Product Names : TricoGuard, Garuda, Phospo (BioSolublePhospo), Potash, BlackGold, NematodeControl, Meta-RH, VertiSwaga (BioKiller), Vortex-III, Azo-LQ (Bio Nitrogen Fixer), Super-77 (Bio N-P-K), VAM, SepTech (BioTreater), Coirpith based compost, VermiCompost, Ciorpith Bricks.
- ✓ Technical Names : Pseudomonas, Beauveria Bassiana, Metarhizium, Potash Mobiliser, Tricoderma Viride, Verticillium Lecanii, Humic acid, MN Mixture, NP Virus, VAM
- ✓ Factory : Ponneri, Chennai & Sirumugai, Coimbatore

## PRODUCT SEGMENTATION

### Turnkey & Consulting Services

Agriculture

Aquaculture

Horticulture

Floriculture

Sericulture

Tissue Culture

### Agri Services

Soil Remediation

Seeds & Nursery

Agro Process Training

Nursery & Home Garden Kits

Soil & Water Testing

Farm Equipment Sales

Farm Equipment Based Services

### Manufacture, Supply, Application Of Agri Products

Bio Fertilizers

Bio Pesticides

Bio Fungicides

Bio Tonics

### Aqua Culture Products

Feed Supplements

Pond Stabilizer

Vibrio Control

# OUR SUBSIDIARIES

## HSL AGRI SOLUTIONS

### About Company

- ✓ HSL Agri Solutions Limited is Established in 2018 and is a wholly owned subsidiary of Indrayani Biotech Limited
- ✓ The company does corporate farming in own farms and additional land extent taken on lease. The farm uses Biotech products manufactured by the Biotech unit of IBL and provides the farm products to the food division of IBL for consumption.
- ✓ Eco system for backward and forward integration within various IBL Divisions. There is lot of synergy between A-Diet, Agro Division, Biotech Division and Infrastructure division which is leveraged for unlocking value.
- ✓ Management of organic integrated free range grazing biotech farms with more than 100 Acres of farm land.
- ✓ Additionally, it also is involved in trading of agricultural commodities for the group companies and external entities.
- ✓ Farm : Pellakuppam & Vadamanipakkam, Tindivanam, Tamilnadu

### SYNERGIES AMONG IBL GROUP

Vegetables & Commodities required for A Diet Division is sourced through Agro unit



Own land & leased land is used to cultivate and supply organic vegetables to A Diet based on consumption plan



Biotech Division is used for sourcing Bio fertilizers, pesticides and consulting services

The company facilitates and has been successful in creating and maintaining ecosystems where the subsidiaries can procure (raw material and consumables) and supply (their products and services) within the organisation (other subsidiaries), thereby increasing the demand and realizing better value for their products and services.

# OUR SUBSIDIARIES

## HSL PRIME PROPERTIES

### About Company

- ✓ HSL Prime Properties was founded in 2017 with an objective to venture into real estate and infrastructure development
- ✓ The promoters have got experience in
  - Building Joint venture properties.
  - Development and sale of DTCP plots at various locations in Tamil Nadu, up to the tune of around 50 acres.
  - Development of residential apartments at prime locations in Chennai.
- ✓ Our Plan is to also develop Farm lands suitable for “Work from Farm” for IT employees and high net worth individuals with management of farm taken care centrally by the Agro division of company
- ✓ Currently in the process of developing Desavani Towers, a 4 storied commercial class A building with 44,000 Sq ft of IT cum office space at Guindy, Chennai.



# OUR SUBSIDIARIES

## MATRIX BOILERS

### About Company

- ✓ MATRIX Boilers Private Limited., was established in 2006 and is a subsidiary of Indrayani Biotech since 2022. Matrix Boilers has cumulative end to end experience in Design, Engineering and manufacturing of Waste heat recovery systems Package Boilers (AFBC, FBC), Economiser, Super heaters, Steam Drums, Deaerator cum feed, water storage tanker, Blow down systems, Dosing systems, Heat exchangers, Pressure vessels and Storage tanks, Water-preheaters and Air-preheaters.
- ✓ Products : Design, Engineering and manufacturing of Waste heat recovery systems Package Boilers (AFBC, FBC), Economiser, Super heaters, Steam Drums, Deaerator cum feed water storage tanker, Blow down systems, Dosing systems, Heat exchangers, Pressure vessels and Storage tanks, Water-preheaters and Air-preheaters.
- ✓ Capacity : Manufacturing industrial boilers of capacities ranging from 2 TPH to 25 TPH
- ✓ Factory : IBL Matrix Boilers has two manufacturing units spread over 4 acres in Mathur industrial area, Tiruchi.
- ✓ IBL Matrix Boilers has developed, tested, revalidated a new HYBRID Design of packaged process boilers which will have 15 to 20% lesser fuel and power consumption and they have got the PATENT registered for the design.
- ✓ IBL Matrix has been empaneled as a specialty supplier for boiler shells for Southern Railway for their T Engine project for steam locomotives



# OUR SUBSIDIARIES

## DINDIGUL FARM PRODUCT

### About Company

- ✓ Dindigul Farm Product Pvt Ltd., was established in 2011 and is a subsidiary of Indrayani Biotech since 2022.
- ✓ Dindigul Farm product Private Limited produces and markets protein-based products under the brand “EnNutrica”.
- ✓ Products : Skimmed Milk Powder, Milk Protein Concentrates, Milk Whey Powder, Whey Powder, Whey Protein Concentrates, Evaporated Milk, Whole Milk Powder, Dairy Whitener and Casein
- ✓ Product Names : Formula 7+, Formula 8 And Formula 8+ for Business ; ActivDay (Prime, Choco, Premium, Junior) for Retail
- ✓ Factory : Pillayarnatham, Dindigul, Tamilnadu
- ✓ Has a State of the Art plant spread in 19 Acres of land in a green environment churning out export quality products
- ✓ The company produces 60 tons per month of protein-based products like milk protein concentrates, Casein, Whey powder concentrates, WMP, SMP and dairy whiteners. The products are widely used in Nutrition, Dairy, Ice-cream and Baking Industries





# OUR SUBSIDIARIES

## IBL HEALTHCARE

### About Company

IBL Healthcare is a wholly owned subsidiary of Indrayani Biotech Limited established in 2020.

Growth through Partnership and Acquisitions:-

- ✓ The plan is to operate hospitals in a hub and spoke model. As per this model, larger urban centers shall have complete state of the art infrastructure acting as hub and the OP centers around such facilities shall act as feeders (spoke) to feed patients to the hub.
- ✓ In the process of identifying and partnering with several prospective companies in Healthcare sector specializing in single specialty departments
- ✓ Includes outsourced single specialty departments within multi specialty hospitals
- ✓ Partnered with 75 bedded RMR Hospital at Tiruvannamalai and established Ophthalmology Division
- ✓ Taken over Operation and Maintenance of eye hospital run by Dr. Manju Kulkarni at Chetpet, Chennai
- ✓ Added a Multispecialty Dental care hospital at Alandhur, Chennai
- ✓ A cosmetic clinic by name LA FUSE is added at Chennai





# OUR SUBSIDIARIES

## HEALTHWAY INDIA

### About Company

- ✓ Healthway India Private Limited ("Healthway") was established in 2013 as a Health and Wellness company with a vision of Healing Lives. Healthway is a pharma and medical devices marketing company, under the management of Mr. S. Madhavan.
- ✓ Healthway is marketing branded medicines and medical devices through ethical promotion to medical practitioners, Nursing Homes, clinics and leading corporate hospitals. Healthway has over 400 distributors and wholesalers all over South India catering to 20,000 clinics, nursing homes, corporate hospitals and pharmacies.
- ✓ Healthway's R&D establishment has assisted the development & Marketing of Onco Nutrition products (CELNORM), Ayurvedic Arthritis Liniment (ARLIN), GI – remedy for diarrhea (Loparet), Herbal cough syrup (HERCOF) and a unique delivery of Paracetamol, ready for the market.
- ✓ The aggregation with IBL Healthcare Limited will enable and expand capability to Research, launch and market Products under the brand name "Healthway" in Allopathy, Ayurveda and Nutraceuticals domains. The subsidiary will use the facilities and factory of associated Pharma manufacturing Companies with 40 years expertise in manufacturing quality medicines. The company is poised to assist medical practitioners with Quality Medicines, enable them heal millions of patients and reach a turnover of INR 300 million in the next two years.



# OUR SUBSIDIARIES

## IBL INVESTMENT & IBL SOCIAL FOUNDATION

### IBL Investments

IBL Investments is a fully owned subsidiary of IBL. This company strategically manages the investments of the parent company and its group companies.

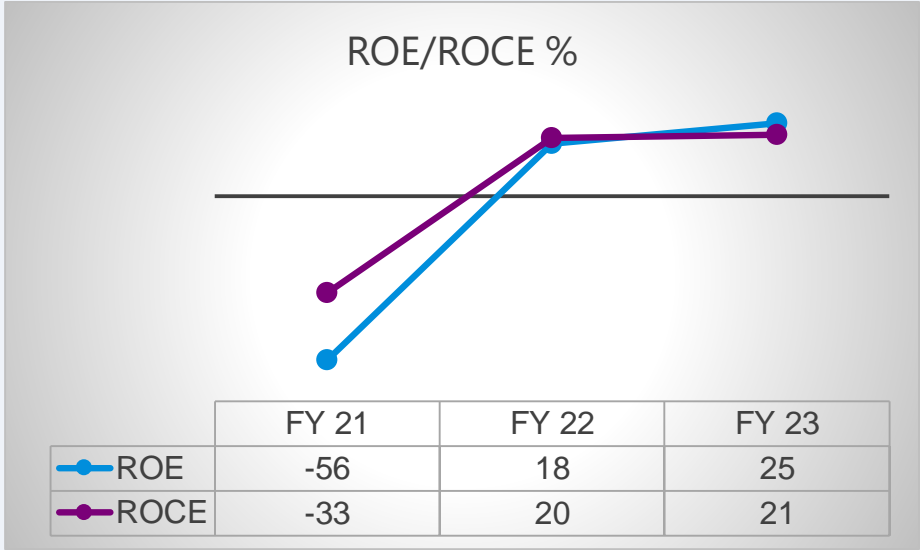
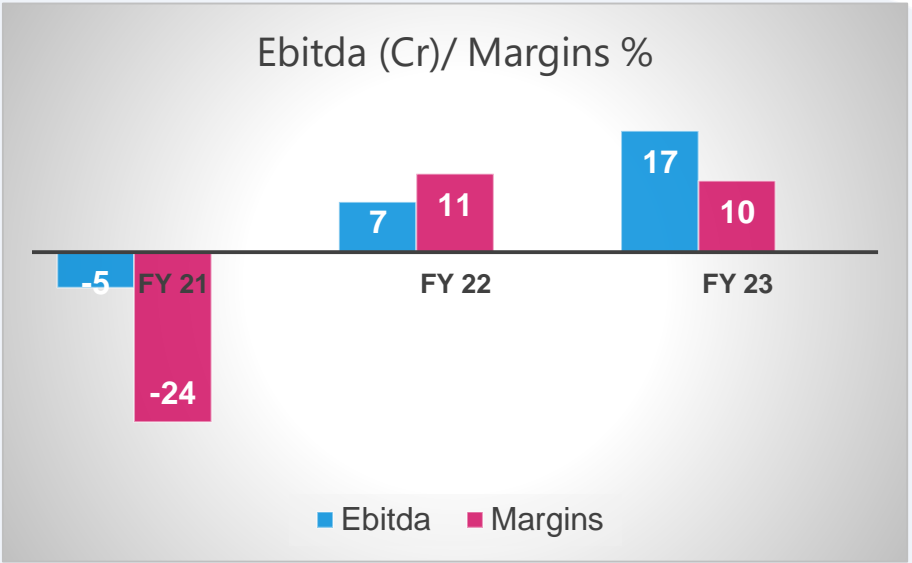
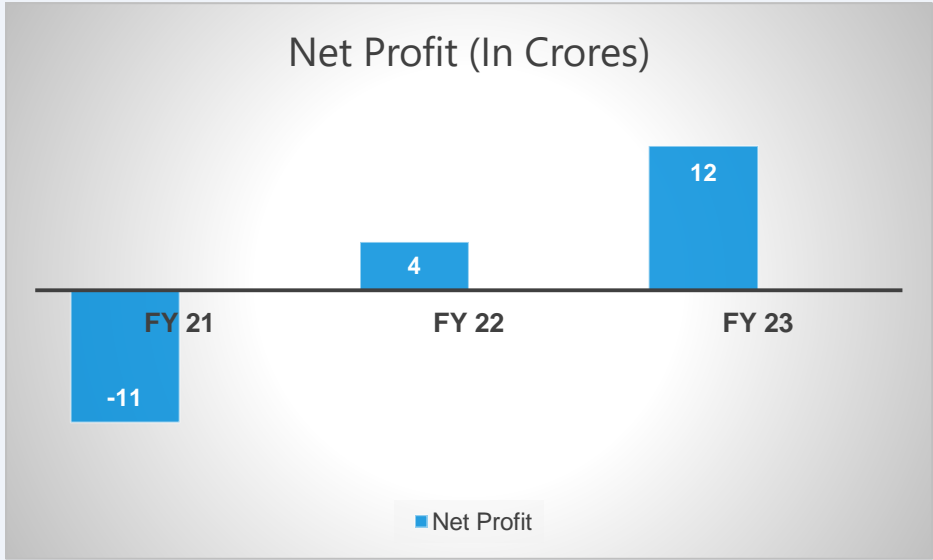
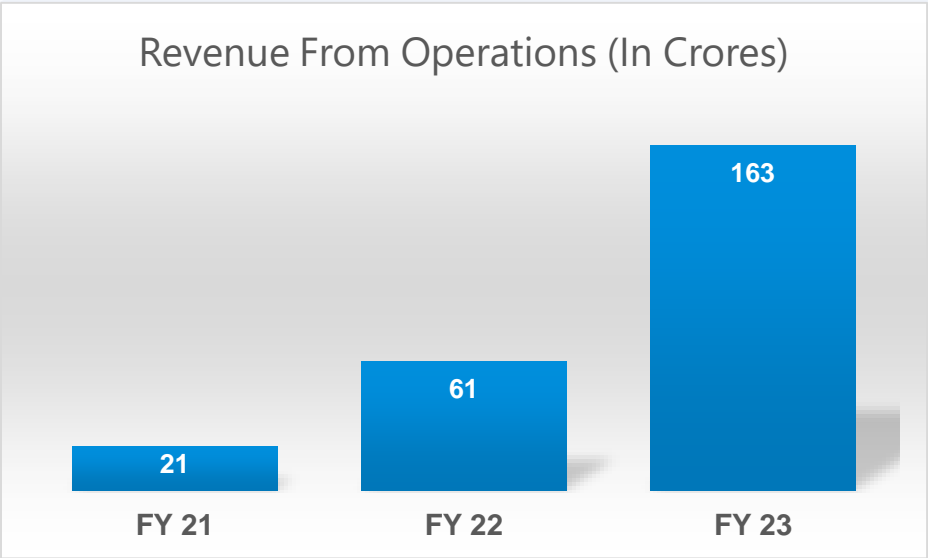
### IBL Social Foundation

- IBL Social Foundation is a Section 8 company and is a fully owned subsidiary of IBL.
- The company has got license to issue certificate under Section 80G of the IT act of 1961
- This company is working towards attracting and managing funds for the CSR initiatives
- The CSR activities of the group companies are supported by this company.
- Company's focus would be on socially relevant companies and to promote socially responsible products and services. Most of them would have active on-going CSR initiatives as part of their operation.



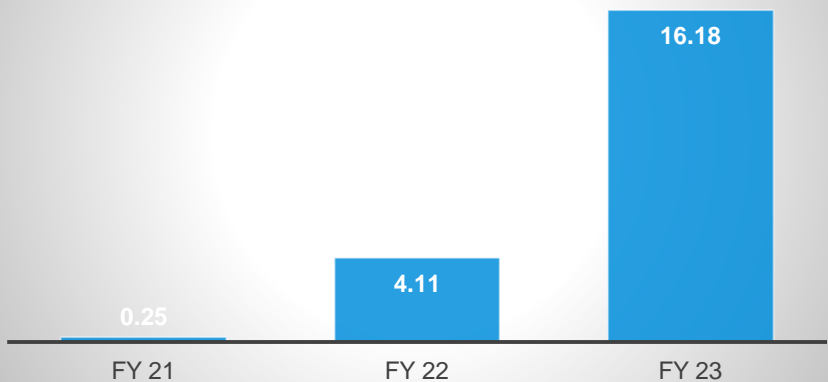
**Being Socially relevant and responsible:** While doing so, the company's focus would be on socially relevant companies and to promote socially responsible products and services. Most of them would have active on-going CSR initiatives as part of their operations.

PERFORMANCE HIGHLIGHTS (Annually Consolidated)

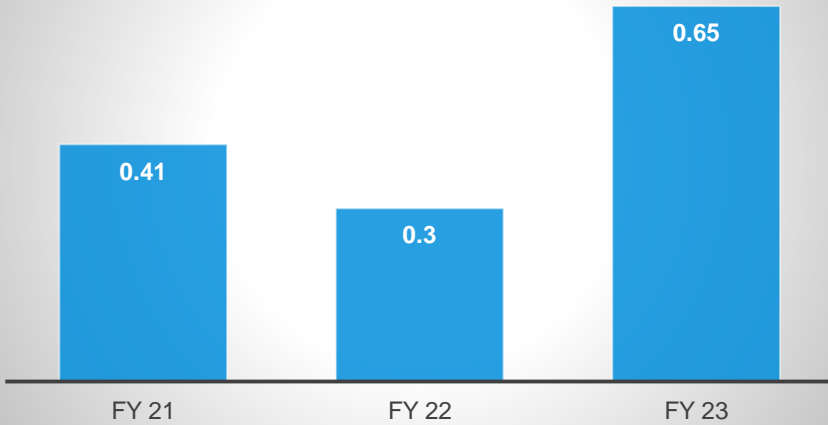


PERFORMANCE HIGHLIGHTS (Annually Consolidated)

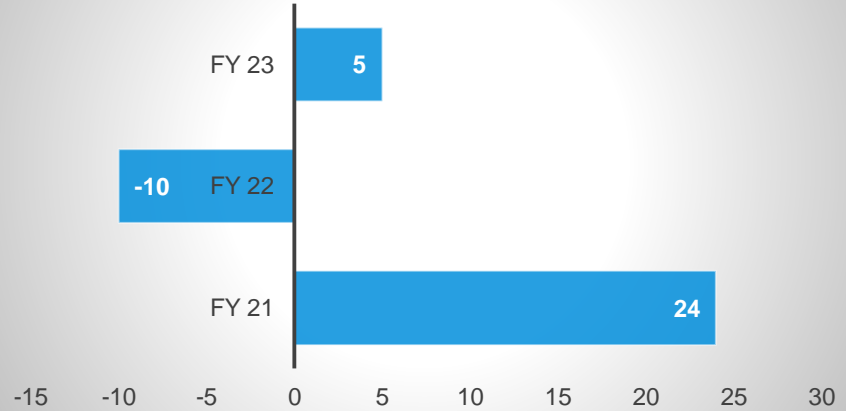
Cash Flow From Operations (In Crores)



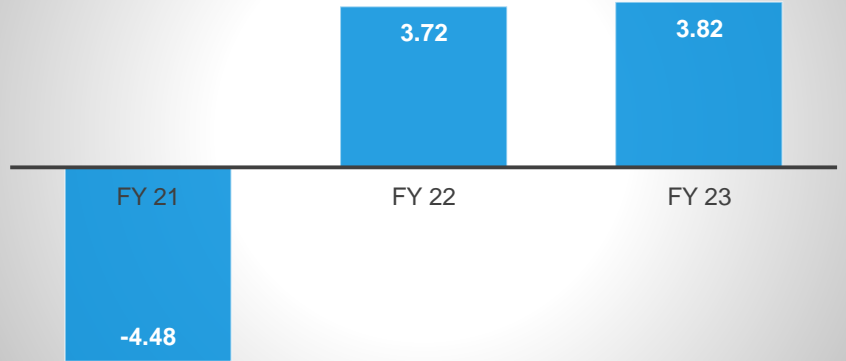
Long Term Debt Equity Ratio



Working Capital days



Interest Coverage Ratio



## PROFIT & LOSS STATEMENT (CONSOLIDATED)

Details (Amt in Crores)	Q4 FY 23	Q4 FY 22	YOY Growth %	Q3 FY 23	QOQ Growth %	FY 23	FY 22	Growth %
<b>Revenue From Operations</b>	49.24	17.25	185.45	45.99	7.07	162.93	61.57	164.63
Raw Material Expenses	31.84	12.23		26.81		102.21	41.04	
Employee Expenses	7.3	1.81		6.81		23.54	10.22	
Other Expenses	6.93	0.97		6.8		19.95	3.54	
<b>Total Expenditure</b>	46.07	15.01		40.42		145.70	54.80	
Ebitda Excluding Other Income	3.17	2.24		5.57		17.23	6.77	
Ebitda Margins	6.44	12.99	-50.42	12.11	-46.84	10.58	11.00	-3.82
Other Income	2.05	0.01		0.08		4.49	0.22	
Depreciation	1.15	0.18		0.78		3.35	0.66	
Interest Cost	2.23	0.44		1.21		5.56	1.88	
Exceptional Items	-	-0.08		0.25		0.5	-	
<b>Profit Before Tax</b>	1.84	1.63		3.41		12.31	4.45	
Tax	0.4	0.01		0		0.38	0.01	
Profit After Tax (PAT)	1.44	1.62	-11.11	3.41	-35.0	11.93	4.44	168.69
Income Attributable to Non Controlling Interest	0.36	0.1		0.98		3.19	0.01	
<b>Net Profit</b>	1.08	1.52		2.43		8.74	4.43	
PAT Margin %	2.92	9.39	-68.86	7.42	-40.64	7.32	7.21	1.52
<b>EPS</b>	0.32	0.44	-27.27	0.72	-53.25	2.05	1.29	58.91

# THANK YOU



Company Secretary & Compliance Officer: Mr. Rajesh Kumar Sundarray

Email: [cs@indrayani.com](mailto:cs@indrayani.com)

For Investor Complaints: Email : [info@indrayani.com](mailto:info@indrayani.com)

Website : [www.indrayani.com](http://www.indrayani.com)



**INDRAYANI BIOTECH LIMITED**

Registered Office: Block 1, Module 33, 3rd Floor, SIDCO Electronic Complex, Thiru Vi Ka Industrial Estate, Guindy, Chennai — 600032. CIN: L40100TN1992PLC12930



**IBL** | **Indrayani Biotech**  
Inclusive Growth

Propriety & Confidential property of Indrayani Biotech Limited