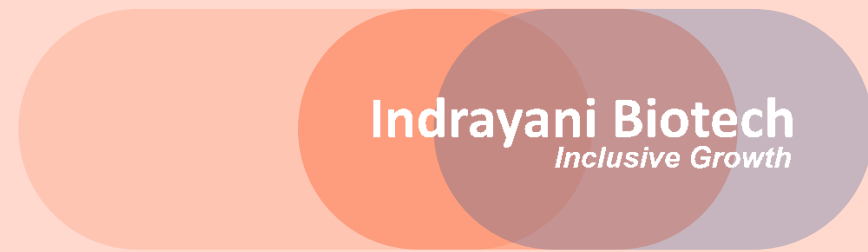


UNIFYING EXPERTISE



Harnessing decades of entrepreneurial expertise to create a diversified, high-impact business ecosystem

AMPLIFYING GROWTH

Corporate Presentation | Mar 2025



IBL | **Indrayani Biotech**
Inclusive Growth

IBL is on a mission to identify and aggregate MSMEs having high potential and expertise, facilitating vertical growth, unlocking value, while complimenting the existing promoters, who shall continue to manage and be at the helm of affairs.

CONTENTS

01

**Business
Overview**

Page 4

02

**Key Subsidiaries
at a Glance**

Page 13

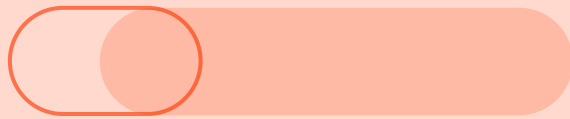
03

**Financial
Snapshot**

Page 19

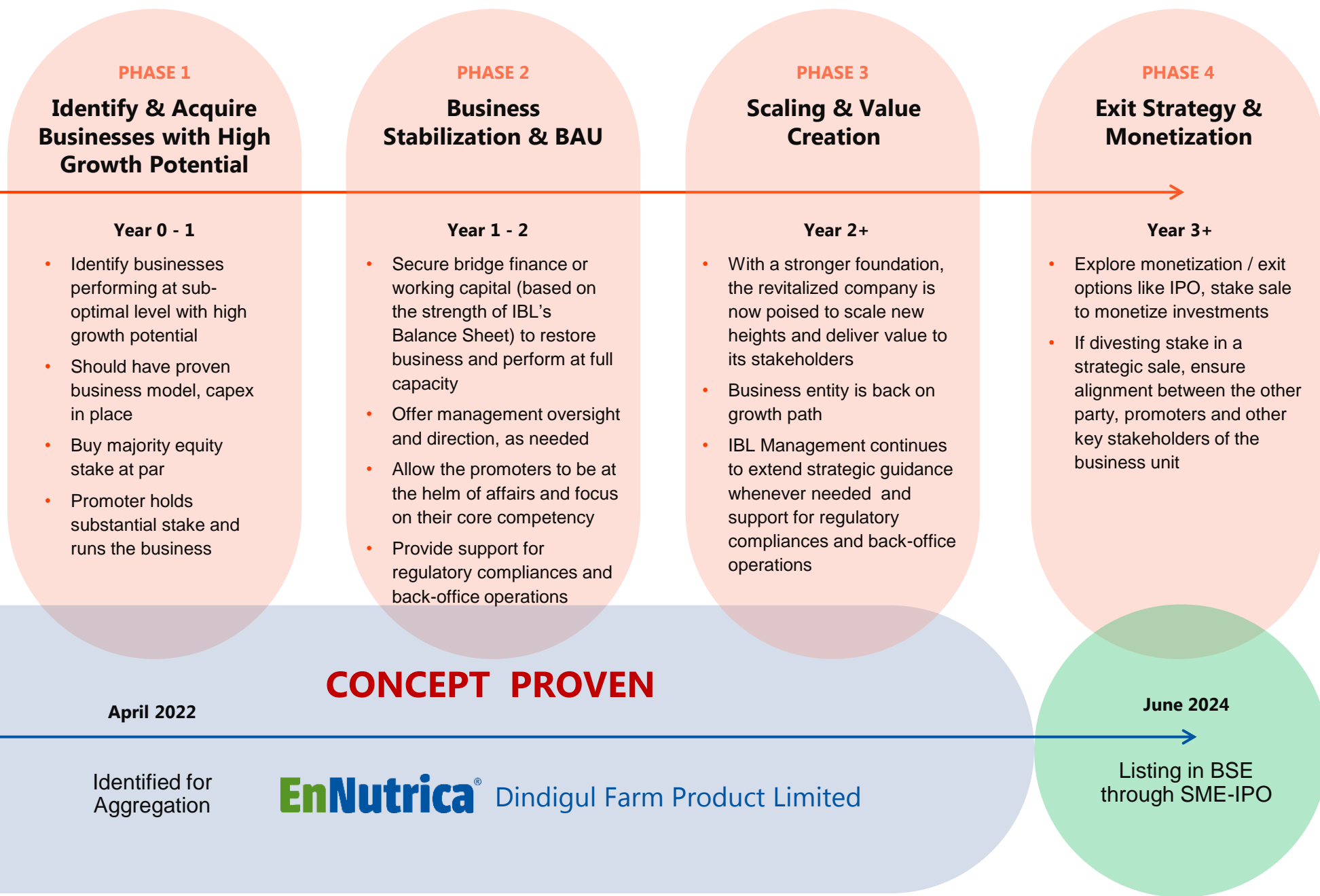
SAFE HARBOUR STATEMENT The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India and any other country, ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein. No part of this presentation may be reproduced, quoted or circulated without prior written approval from Indrayani Biotech Limited

01



BUSINESS OVERVIEW

PROVEN BUSINESS MODEL SUPPORTS VERTICAL GROWTH & VALUE UNLOCKING



SCALABLE BUSINESS MODEL



Management Oversight

As a parent entity provide strategic guidance, governance, & oversight

Operational Autonomy

Provide full autonomy to promoters of subsidiaries in day-to-day operations

Synergy

Facilitate synergies across subsidiaries to optimize resources and reduce redundancy

Scalable Growth Engine

Develop a scalable business model by growing subsidiaries and expanding inorganically through new aggregation

KEY DEVELOPMENTS IN RECENT YEARS



FY 1992-2020

Formation and Listing

The company was incorporated in 1992 but subsequently became dormant until revival plan was devised by the new management in 2019-20

- Incorporated in 1992, listed on February 14, 1994.
- Became dormant with no business operations until 2018.
- Taken over by new management and a revival plan finalised in 2019-20

FY 20-21

IBL Business Revived

Business of Indrayani Biotech Limited was revived and started to see revenue growth

- Amalgamation of 2 companies with IBL
- Regularising and streamlining the operations of amalgamated entities

Entities Amalgamated

- A-Diet Hospitality Service Limited
- Helios Solutions Limited

FY 21-22

Operations Become Profitable

Vertical growth in Revenue
Operations becoming profitable

- Evolution of concept of aggregation by addition of subsidiaries
- Organic Growth of the merged entities

Subsidiaries Added

- IBL Healthcare Limited
- HSL Agri Solutions Limited
- HSL PRIME Properties Private Limited

FY 22-23

Vertical Revenue Growth

Vertical Growth in Revenue. Financial support for revival of new subsidiaries leading to moderate consolidated profit.

- Diversification and addition of new subsidiaries
- Organic growth in existing business

Subsidiaries Added

- Dindigul Farm Product
- Matrix Boilers
- IBL Investments
- IBL Social Foundation
- Healthway India

FY 23-25

Streamlining New Subsidiaries

New subsidiaries with strategic long-term investments resulting in reduced overall current profit. Filing of DRHP for SME-IPO with BSE for Dindigul Farm Product and its final listing in Jun 2024

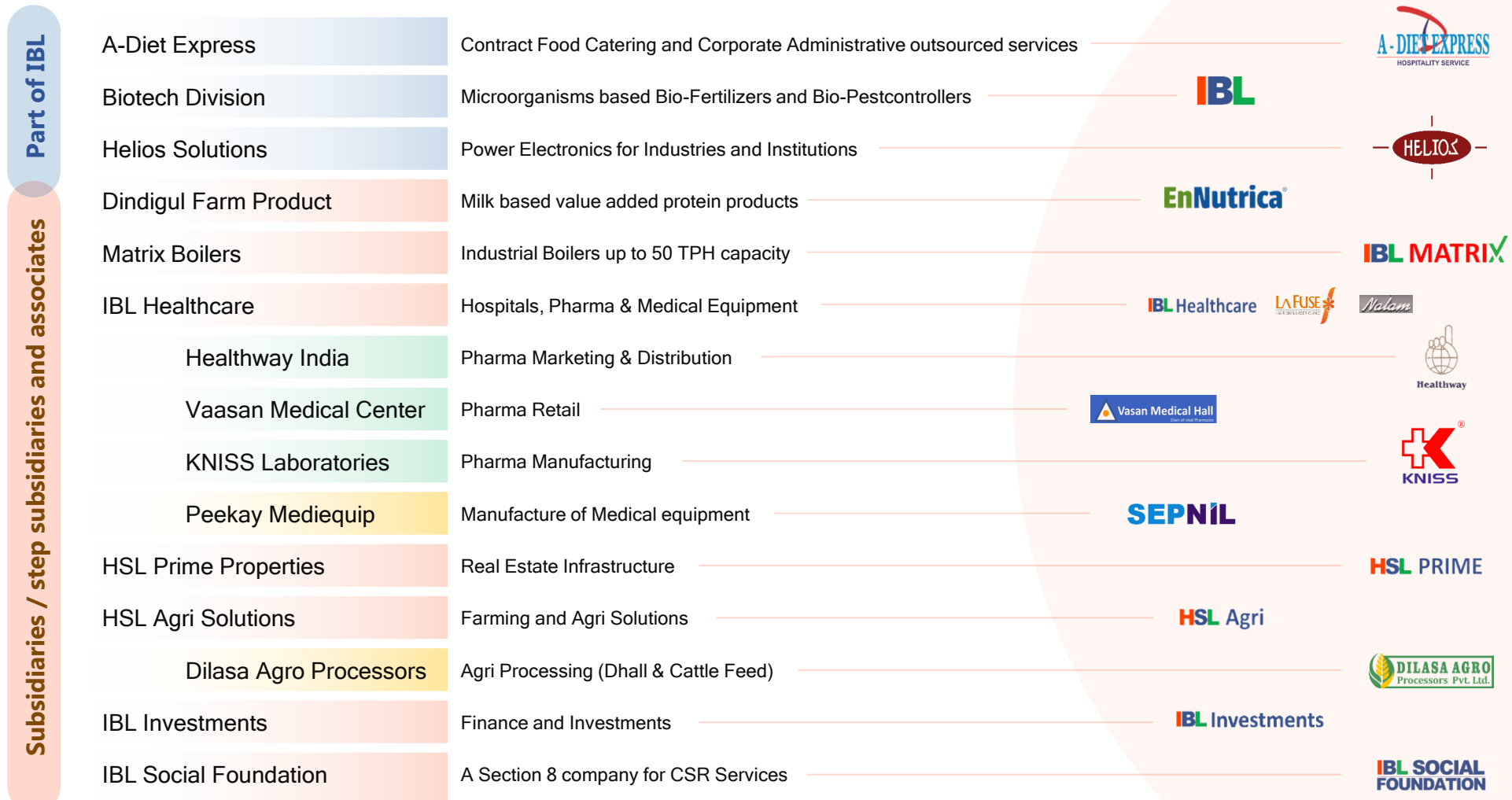
- Expansion of Pharma vertical
- Unlocking Value of Dairy Business

Subsidiaries added

- Vaasan Medical Center
- KNISS Laboratories
- Peekay Mediequip

A PORTFOLIO WITH STRONG GROWTH POTENTIAL

CURRENT STATUS



● Part of IBL
 ● Subsidiary of IBL
 ● Step Subsidiary
 ● Associate

CURRENT CAPACITIES SUPPORT REVENUE EXCEEDING ₹1000 CRORE pa



● Part of IBL ● Subsidiary of IBL ● Step Subsidiary ● Associate

BUSINESS UNIT	FOCUS AREA	CAPACITY	MAX. CAPACITY TURNOVER (₹Cr)
A-Diet Express	Institutional Catering	2 central kitchens, 2 in-house kitchens to produce 1 lakh food daily	200
IBL Biotech	Microorganisms based Bio-Fertilizers and Bio-Pest-controllers	3,000 sf factory at Chennai to produce ~200KL of liquids and 1,000MT of powders p.a.	
Helios Solutions	Customised Power electronics solutions for large institutions	Supply of power electronics systems and AMC contracts involving UPS systems, inverters, battery chargers and associated electronic equipment	
Dindigul Farm Products	Production and supply of Whey Protein and other milk protein derivatives	60 Tons per month plant producing value added milk protein products spread over 17 acres, with potential for brownfield expansion	300
Matrix Boilers	Manufacturing Industrial Boilers	Capacity to produce patented high efficiency multi fuel Industrial Boilers upto a capacity of 50 TPH based on orders. Supplied more than 400 boilers in the past decade.	60
HSL Prime Properties	Real estate infrastructure	Construction of 40,000 sq ft "Class A" commercial building at Guindy, heart of Chennai; and a few such projects in pipeline	55

Contd. on next page

CURRENT CAPACITIES SUPPORT REVENUE EXCEEDING ₹1000 CRORE pa



● Part of IBL ● Subsidiary of IBL ● Step Subsidiary ● Associate

BUSINESS UNIT	FOCUS AREA	CAPACITY	MAX. CAPACITY TURNOVER (₹Cr)
Kniss Laboratories	Pharma manufacturing	Total production capacity per shift. i. 20 lakh tablets, 8 lakh capsules, 6,000 units of dry powder and 30,000 units of liquid orals for allopathy ii. 6 lakh tablets, 2 lakh capsules, 6,000 units of dry powder, 10,000 units of liquid orals for ayurvedic and nutraceuticals.	125
Peekay MediEquip	Medical Equipment manufacturing	1.7million units of 3ml and 5ml disposable syringes per day	130
Healthway India	Pharma marketing and distribution	Suppliers of pharma products and equipment to 400 distributors and wholesalers all over South India catering to 20,000 clinics, nursing homes, corporate hospitals and pharmacies. Market for Allopathy, Ayurveda, Naturopathy, Nutraceutical and Infant food products.	120
Vaasan Medical Centre	Chain of Retail Pharmacy stores	25 operational Pharmacy retail outlets across central Tamilnadu	150
IBL Healthcare	Hospital, Pharma and Medical Equipment	Chain of single speciality hospitals and healthcare units currently focusing on dental and eyecare units	25
HSL Agri Solutions	Agri Solutions	Trading facility for commodities, availability of knowledge capital and innovative technologies for Agri consultation and services.	20
Dilasa Agro Processors	Agri processors	Integrated 2-acre Agro processing unit with a capacity to supply 10,000 MT of processed Dhall and cattle-feed per annum.	

TOTAL CAPACITY TURNOVER > ₹1000 CRORE pa
5x GROWTH POTENTIAL OVER CURRENT REVENUE

LED BY A TEAM OF EXPERIENCED ENTREPRENEURS



Kasiraman Sayee Sundar, Managing Director 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.



Singarababu Indirakumar, Director 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.

G. Swaminathan, Director 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.



Muthukrishnan Ramesh, Director 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.

STRENGTHENED BY MANAGEMENT / PROMOTERS OF SUBSIDIARIES



Raju Rajasekharan, MD, Dindigul Farm Product

He started a liquid oxygen manufacturing company in 1995 (Sarayu Cryogenics). Founder of Dindigul Farm Product. Holds a master degree in chemistry and had been General Secretary of Tamil Nadu Diaries Association.



R R Ravi, MD, IBL Healthcare A seasoned professional and a valuable contributor with 40 years of diversified experience. He has been holding top management positions belonging to Electrical, Solar and Healthcare domain.



Arularasan S, MD, HSL Agro Services, HSL Prime Properties and Dilasa Agro Processors Manages the Agro Services and Infrastructure divisions of IBL. Associated with the group for 10+ years



Narayanasamy Pandian, MD, Matrix Boilers Founder Director of Matrix Boilers and instrumental in getting the orders and supply of more than 400 Industrial boilers all over India, East Asia and African countries.



S Madhavan, MD, Healthway India A seasoned Pharma professional with 34 plus years of field experience . He established Healthway India Private limited in 2013. He has vast expertise of managing Muthu Pharmacy retail chain at Chennai.



M D Varadarajan, MD, KNISS Laboratories Holds B. Pharma degree from Madras Medical College. Started as Senior Chemist, at Madras Pharmaceuticals, eventually set up Kniss laboratories in 1989.



G Shankar, MD, Peekay Mediequip A Mechanical Engineering Graduate and with over 3 decades of experience in Plastic Engineering & Mould Technology. In 1993, he founded Peekay Mediequip Limited and started manufacturing disposable syringes.



Ramkumar MN, CEO, Biotech Division Agriculturist by profession, was managing Nandhini Biotech as a sole proprietorship for more than 2 decades and was engaged in the manufacturing of biofertilizers in Southern India.



Arthanari Ramasamy Sekar, Director, Matrix Boilers, a mechanical engineer, is also the Founder Director of Matrix Boilers and has been instrumental in taking care of production and managing the operations of Matrix Boilers since inception.

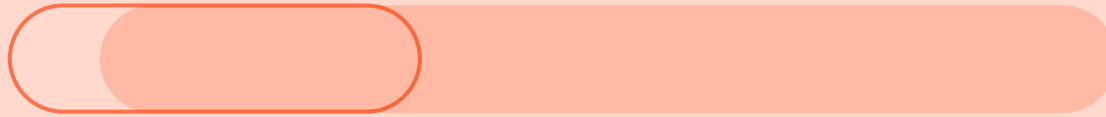


Sanjeev Unhale, Managing Director, Dilasa Agro Processor A journalist turned activist, who developed the organization, Dilasa, which is working in 7284 towns. He is involved directly with the farmers and instrumental in framing 175 plus Farmer Producer Organizations.



Vaishalee Khadilkar, Executive Director, Dilasa Agro processors Pvt. Ltd., has over 26 year's outstanding involvement in Watershed, Water Supply, and Irrigation Projects. She has been instrumental in driving Dilasa as a Consortium in the water supply sector completing 318 water supply schemes.

02



KEY SUBSIDIARIES AT A GLANCE

A-DIET EXPRESS HOSPITALITY SERVICE Institutional Catering



INSTITUTIONS



HEALTHCARE



IT SECTOR



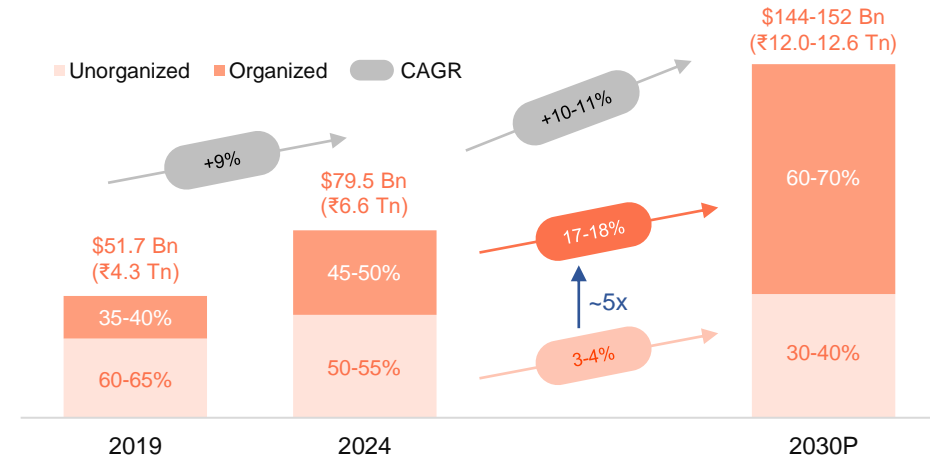
INDUSTRIES



EVENTS

Food Service Industry Landscape

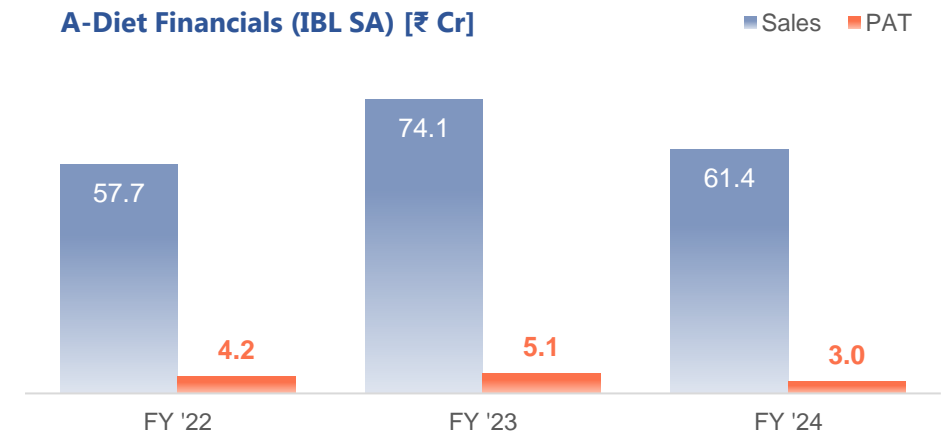
- Indian Food Services sector estimated at Rs 6,60,000 crore, expected to grow at 10-11 per cent CAGR through 2030
- Indian institutional catering industry valued at ₹30,000 - ₹35,000 crore and comprises ~6% of food services market.
- Institutional caterers supply to Offices, Factories, Educational Institutions and Hospitals.



Quick Facts

- Established in 2002 – Two decades of experience
- One of India's most reputed contract catering services provider with 1000 employees
- Operations across 5 states and 10+ cities across India, with marquee clientele
- Average relationship with top clients for over 5 years
- State of the art Infrastructure – large, fast and hygienic Induction based central kitchens and onsite kitchens. ISO 9001 and ISO 22000 certified

A-Diet Financials (IBL SA) [₹ Cr]



DINDIGUL FARM PRODUCTS

Premium Dairy Derivatives

Premium Dairy Derivative Product Landscape

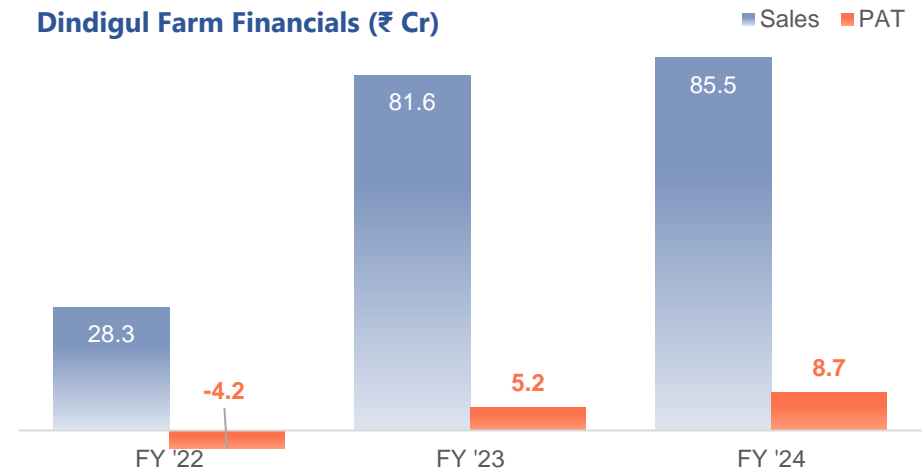
- Indian Dairy Protein Powder Market: - Size: INR 5,500 crores (2023) - Growth Rate: 10% CAGR (2024-2029) - Drivers: Large and growing population, increasing urbanization, health consciousness among consumers and rising incomes
- Rising demand for high-quality, nutritious products especially in the segments of infant and adult nutrition.
- Expanding global export opportunity of high-quality Milk Protein Concentrates, Edible Acid Casein, and Sodium Caseinate to various countries

Quick Facts

- Dindigul Farm Products produces and markets protein-based products under the brand “EnNutrica”.
- State-of-art-plant spread across 17 acres of land, mainly uses renewable energy.
- The company produces 60 tons per month with a potential for brownfield expansion of protein-based products like milk protein concentrates, Casein, Whey powder concentrates, WMP, SMP and dairy whiteners.
- Listed on BSE via SME IPO on June 27, 2024



Dindigul Farm Financials (₹ Cr)



IBL HEALTHCARE

- Incorporated in Oct 2020 and became wholly-owned subsidiary of Indrayani Biotech in Mar 2022
- A wholly owned subsidiary and Healthcare division of Indrayani Biotech Limited
- Focus on Pharma and Medical Equipment industry
- Growth through Partnership and Aggregation

IBL Healthcare has aggregated the following companies each one of them having decades of existence with huge untapped growth potential

Healthway India

Pharma Marketing

Vaasan Medical Center

Pharmacy Retail Chain

Kniss Laboratories

Manufacturer and Marketing of
Pharma Products

Peekay Mediequip

Manufacturer of needles,
syringes and IV sets

PHARMA DOMAIN



Pharma Manufacturing



Pharma Trading



Disposable Syringes



Pharma Retail Chain

BIOTECH DIVISION

The Biotech Division of Indrayani Biotech 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 & SERVICES

Turnkey & Consultancy Services

- Agriculture
- Aquaculture
- Horticulture
- Floriculture
- Sericulture
- Tissue culture

Manufacture, supply and application Agriculture products

- Bio fertilizers
- Bio pesticides
- Bio fungicides
- Bio tonics

Agri Services

- Soil remediation
- Seeds and Nursery
- Agro Process Training
- Nursery and Home Garden kits
- Soil and water testing
- Farm Equipment Sales
- Farm equipment-based services

Aqua Culture Products

- Feed Supplements
- Pond Stabilizer
- Vibrio Control

HSL AGRI SOLUTIONS

Ecosystem for backward and forward integration within various IBL divisions unlocking value leveraging synergies between A-Diet, Agro Division, Biotech Division and Infrastructure division.

- Vegetables and commodities required for A-Diet Division is sourced through Agro unit.
- Biotech division is used for sourcing Bio fertilizers, pesticides and consulting services.

DILASA AGRO PROCESSORS

Dilasa Agro Processors was established in the year 2005 with the registered office at Waladgaon, Aurangabad. Located on Kanchanwadi-Waluj road with an integrated agro processing unit having the following facilities:

- Tur Dhaal Mill
- Channa Dhaal Mill
- Fruits and Vegetable processing unit
- Cleaning & grading of Wheat, Jowar, Maize
- Bakery unit
- Cattle feed unit



HELIOS

HELIOS SOLUTIONS Power Electronics

- Founded in 1995, it actively deploys cutting-edge solutions towards design, development, manufacture, maintenance & services in Power Electronics
- Power solutions are deployed in various sectors like Process Industry, Healthcare, Education and Manufacturing Industry.
- Pioneer 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.
- Custom solutions for government institutions like DRDO, ISRO, Air Traffic Controller (Chennai), Chennai Port Trust, NLC, Tamil Nadu Police, TNEB & Indian Navy, Indian Corporate giants like Godrej, Blue Star, L&T, Hinduja.

CLIENTELE

Indian Operations of MNCs like

- Vestas
- Danfoss
- Siemens
- Daesung
- Areva

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
- Special purpose Machines (SPM)

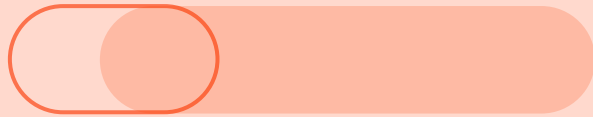


IBL MATRIX

MATRIX BOILERS Engineering Sector

- A subsidiary of IBL for manufacturing industrial boilers of capacities ranging from 2 TPH to 50 TPH and based in Tiruchirappalli
- Incorporated in 2006 and has delivered more than 450 boilers of various capacities to customers in Srilanka, Myanmar, Bangladesh, Africa and India
- Two manufacturing units spread over 4 acres in Mathur industrial area, Tiruchi.
- Empanelled as a speciality supplier for boiler shells for Southern Railway for their T Engine project for steam locomotives

03



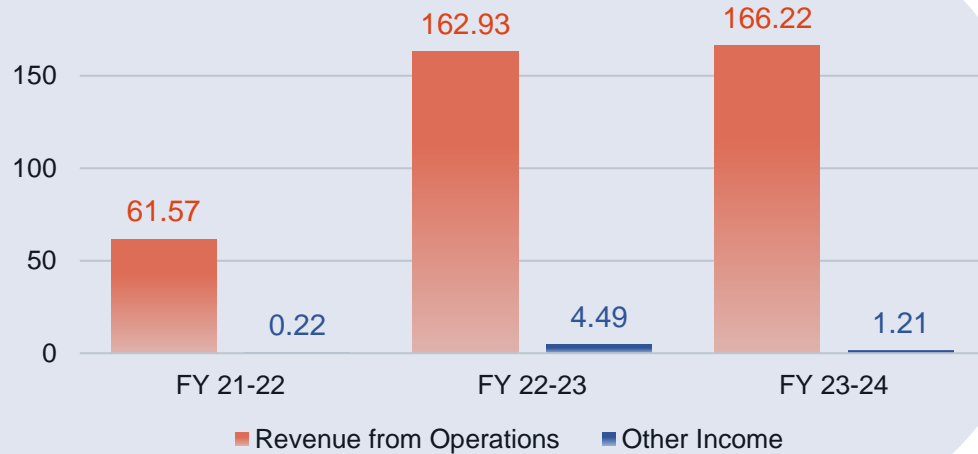
FINANCIAL SNAPSHOT

FINANCIALS: PERFORMANCE HIGHLIGHTS

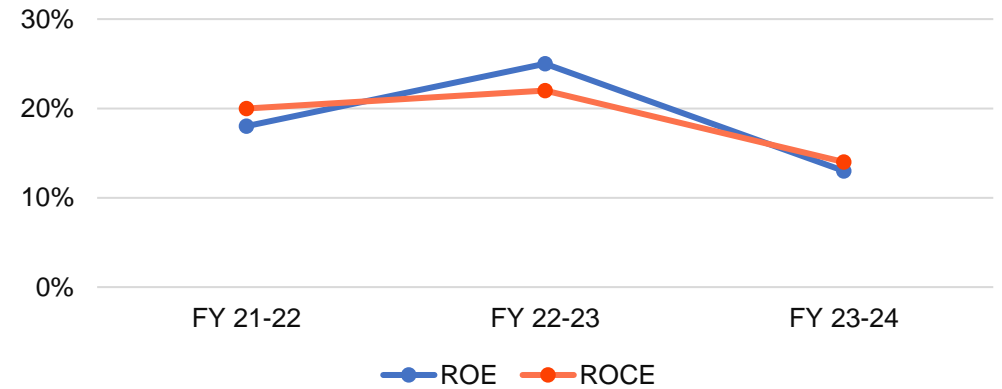
ANNUAL CONSOLIDATED



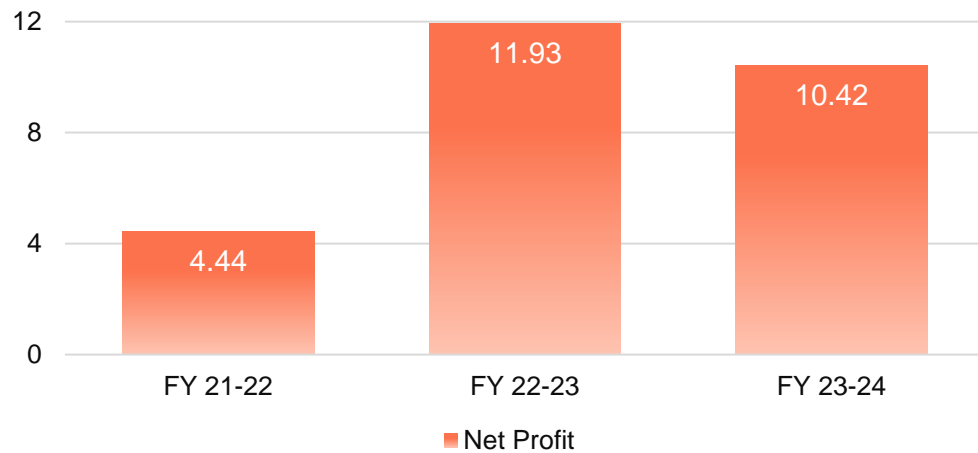
Revenue from Operations (₹ Cr)



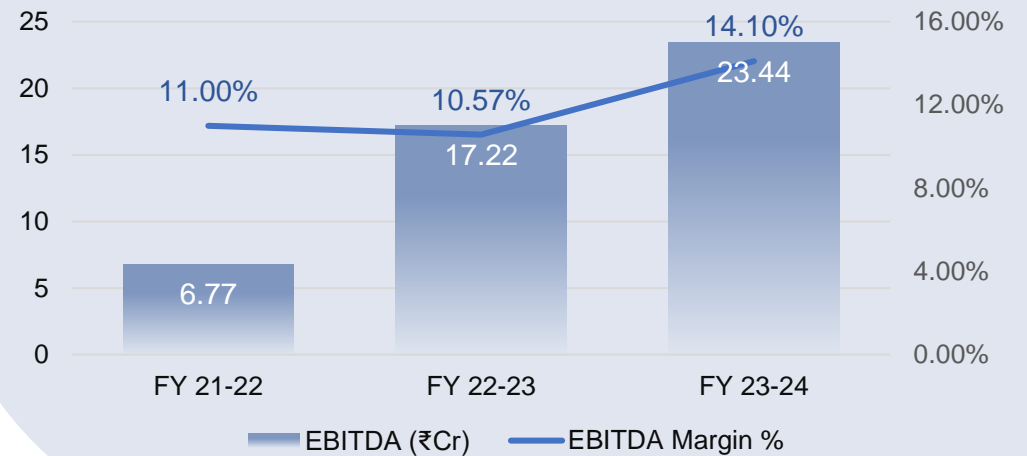
Return on Equity / Return on Capital Employed



Net Profit (₹ Cr)



EBITDA



PROFIT & LOSS SNAPSHOT

ANNUAL TRENDS (₹ Cr)



CONSOLIDATED BALANCE SHEET

	Mar-22	Mar-23	Mar-24
Equity			
Shareholders Equity	24.2	55.1	67.2
Non controlling Interests	0.4	-6.7	9.1
Liabilities			
Long term Borrowings	6.8	29.4	66.6
Other Non Current Liabilities	0.6	6.3	5.1
Short term Borrowings	11.1	33.4	41.1
Trade Payables	5.8	22.7	37.4
Other Current liabilities & Provision	2.6	15.8	8.6
Total Equities & Liabilities	51.4	156.0	235.0
Non Current Assets			
Tangible assets	25.9	47.9	59.4
Intangible assets	3.8	23.4	23.3
Other Non current assets	2.0	7.2	7.3
Current Assets			
Inventories	1.5	12.2	42.4
Trade Receivables	14.1	30.0	39.5
Cash and cash equivalents	1.5	3.0	0.6
Other Current assets	2.5	32.3	62.5
Total Assets	51.4	156.0	235.0

CONSOLIDATED PROFIT AND LOSS STATEMENT

	Mar-22	Mar-23	Mar-24
Income			
Revenue from Operations	61.6	162.9	166.2
Total Expenditure	54.8	145.7	142.8
EBITDA	6.8	17.2	23.4
EBITDA %	11.0%	10.6%	14.1%
Other Income	0.2	4.5	1.2
Finance cost	1.9	5.6	9.9
Depreciation	0.7	3.3	3.8
Profit before exceptional items & tax	4.5	12.8	11.0
Exceptional items	0.0	-0.5	0.0
Profit before tax	4.5	12.3	11.0
Profit for the year	4.4	11.9	10.4
PAT %	7.2%	7.3%	6.3%
EPS	1.3	2.6	1.6

SUMMARY OF CONSOLIDATED CASH FLOW

	Mar-22	Mar-23	Mar-24
Cash flow from Operating activities	4.1	16.2	-30.4
Cash flow from Investing activities	-0.6	-47.4	-16.3
Cash flow from Financing activities	-2.7	32.7	44.2
Net Cash Flow	0.8	1.5	-2.5



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Websites

indrayani.com | adietexpress.com | IBLhealthcare.com | matrixboilers.com
EnNutrica.com | vasanmedical.com | knisslabs.com | dilasaagro.co.in