Pharmansia

Better Health For Life

Investor Presentation

Presentation - 2025

Visit Our Website

www.pharmansia.com

Our Company

Pharmansia is a dynamic and forward-thinking pharmaceutical company based in Ahmedabad, Gujarat, India. We specialize in the procurement, development, and marketing of Active Pharmaceutical Ingredients (APIs). As part of our expansion strategy, we are always open to collaborating with trusted manufacturers who can undertake job work at their facilities on behalf of our company.

We believe in building strong, transparent, and mutually beneficial partnerships. Whether it's for hormonal APIs, general APIs, or niche therapeutic segments, Pharmansia is committed to maintaining the highest standards in quality, compliance, and timely delivery.

Our aim is to work closely with manufacturers who share our vision for excellence, innovation, and growth in the global pharmaceutical market.

Ankit Kedia

CEO Of Pharmansia

Vision And Mission

Our Vision

At Pharmansia, our vision is to become a trusted global partner in the pharmaceutical industry by consistently delivering high-quality Active Pharmaceutical Ingredients (APIs) through strategic collaborations. We are always open to partnering with reliable manufacturers who can carry out job work at their facilities for all types of APIs.

Our Mission

- Our mission at Pharmansia is to bridge the gap between quality manufacturers and the global pharmaceutical market by offering reliable sourcing, seamless job work collaborations, and consistent supply of high-standard APIs.
- We are committed to:
- Establishing long-term partnerships with GMP-compliant manufacturers
- Ensuring regulatory compliance, quality assurance, and timely delivery
- Expanding access to essential and specialized APIs across various therapeutic segments
- Driving innovation and excellence through collaborative manufacturing solutions
- Through dedication, transparency, and professionalism, we strive to contribute meaningfully to global healthcare advancement.

Why Invest in Pharmansia?

Experienced Team – Experts in API procurement, pricing, compliance
Established Market Access – Tied up with renowned pharma companies
Zero Manufacturing Risk – Job work with approved plant
High Demand Hormones – Niche and profitable market
Attractive Returns – 20 - 25% or more scalable returns

Steps To Start Work In The Job Work Facility (GMP)

Investment 5 Cr

Return on Investment

- Target Turnover: ₹25–30 Crores in 24 months
- Margin Sharing: ~50% From total profit
- Expected ROI: 2.5x in 3 years through equity or revenue sharing

License

We need to take GST + Whole-sale License + Loan License

Procurement

We are in the process of establishing a sourcing office in Shanghai, which will help us:

- Negotiate directly with API and intermediate manufacturers
- Ensure quality control and on-ground inspection
- Secure better payment terms and lead-time control

Manufacturing

We collaborate with selected API manufacturers for customized job work, where production is executed under our brand, technical supervision, and quality protocols.

Test & Delivery

All products undergo rigorous testing either at our partner's in-house laboratories or at certified third-party labs before dispatch. Our QA process ensures compliance with pharmacopeia standards and buyer-specific requirements.

Expense

OFFICE STAFF: 2 (10 TO 15 K PER HEAD) 8 HR SHIFT (ACCOUNTS / FOLLOWUP STAFF)

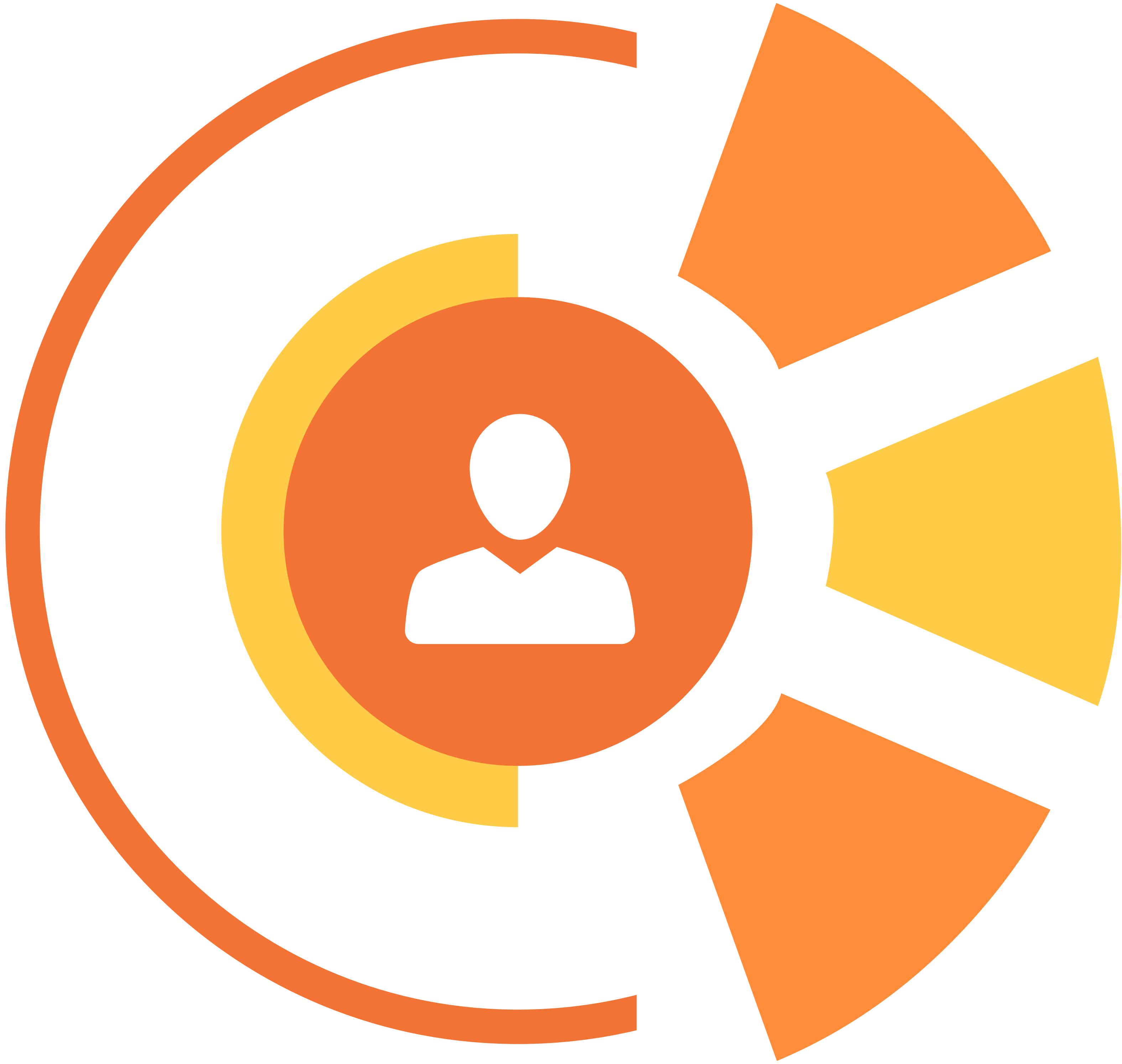
GST + WHOLE-SALE LICENSE + LOAN LICENSE (TOTAL 2.5 LAKHS)

RM + CHEMICALS + SOLVENTS (3.0 CR TO 3.5 CR & 1.5 CR TO 2 CR WORKING CAPITAL)

WE WILL START WITH 4 PRODUCTS

WE DON'T HAVE EXPENCE OF TECHNICAL STAFF AS THE PLANT ALREADY HAVE TECHNICAL STAFF

Accounts Handling



Factory Stock
It will be shared every month end by email

Sales Report
It will be shared every month end by email, you will be getting final profit & sales figure, all customers will be open

Purchase Report
It will be shared every month end by email, you will be getting final price before finallizing, a;; vendores will be open

Import Delivery
As in Hormones only manufacturer can import key starting raw material, it will take 2 months to process for license & it will be taken for every shipment

Product List
Testosterone Base
Testosterone Enanthate
Testosterone Propionate
Testosterone Undecanoate

Product Portfolio (List High-Potential Hormone APIs)

Androgens:
Testosterone Base, Enanthate, Propionate, Undecanoate
Nandrolone Decanoate, Phenylpropionate, Base
Boldenone, Methandienone, Oxandrolone, Stanazolol

Progestins:
Hydroxyprogesterone, Medroxyprogesterone, Desogestrel
Levonorgestrel, Norethisterone (Base/Acetate/Enanthate)

Estrogens:
Estradiol (Benzoate, Valerate, Salts), Ethinyl Estradiol
Conjugated Estrogen, Estriol

Other Hormones:
Mifepristone, Danazol, Cyproterone Acetate, Drospirenone, Dienogest, Allylestrenol

Product Portfolio (List High-Potential Hormone APIs) Phase -1

Androgens Group: 600 TO 700 KGS MONTHLY SALE
Testosterone Base,
Testosterone Enanthate,
Testosterone Propionate,
Testosterone Undecanoate
Key Starting Raw material to Import from China: 4-AD
Net Margin Atleast 15% of the investment

Product Portfolio (List High-Potential Hormone APIs) Phase -2

Androgens Group: 1000 to 1500 KGS MONTHLY SALE
Testosterone Base,
Testosterone Enanthate,
Testosterone Propionate,
Testosterone Undecanoate
Key Starting Raw material to Import from China: 4-AD
Net Margin Atleast 15% of the investment

2nd Phase will start after 5-6 months when batch will be relased in market

Knowledge

Knowledge

China has recently implemented strict regulatory controls or bans on the manufacturing and export of certain hormonal APIs, particularly anabolic-androgenic steroids (AAS) like:

- Testosterone
- Testosterone Enanthate
- Testosterone Propionate
- Boldenone
- Nandrolone
- Trenbolone
- Methenolone
- Stanozolol
- And similar derivatives

Global Impact

Global Impact

1. Supply Chain Disruption
    - China was the largest manufacturer and exporter of steroid APIs.
    - Many Europe-based and US-based buyers are now struggling to source these APIs.
    - The black-market supply chain is also disrupted, increasing prices globally.
2. Price Surge
    - Prices of these APIs have risen 30–60% globally, and in some cases even doubled, due to reduced supply and increased demand.
    - Buyers are urgently looking for alternative legal sources, especially from India, South Korea, and Eastern Europe.

IN Opportunity for India

India can benefit significantly from this shift, due to:

1. Strong Manufacturing Ecosystem
   - Several Indian plants already have the capability to manufacture:
     - Testosterone series APIs (including derivatives like Cypionate, Enanthate, Decanoate)
     - Prohormones and intermediates (like 4-AD, Androstenedione)
2. Regulatory Readiness
   - India has FDA, WHO-GMP, EU-GMP approved plants
   - India is already exporting hormones to LATAM, Africa, and Southeast Asia
3. Fast Track Approvals
   - Indian manufacturers are actively working on technology transfers and job work collaborations to fast-track production

Business Potential

📊 Global Hormonal API Market Size

- The global hormonal API market is valued at $10–12 billion
- Testosterone APIs alone contribute $1.5–2 billion annually
- With China's exit, India can potentially capture 30–40% of this market over the next 2–3 years

🔄 Shift in Buyers

- Buyers in:
    - USA
    - Europe
    - Brazil
    - Egypt
    - Turkey
    - Southeast Asia
    - are actively looking for new suppliers

Strategic Actions for Indian Firms

- Invest in or collaborate with existing API plants
- For job work or tech transfer
- Use intermediates like 4-AD from China, but finish products in India
- Get WHO-GMP or USFDA certifications to cater to regulated markets
- Secure long-term supply contracts with international clients
- Build stock of key intermediates in advance
- Explore export-friendly zones like SEZs or Gujarat pharma parks
- Investment in Pharmansia and Pharmansia will provide service & issue service bill every quatarly, in this way we can start with in 2 months, otherwise it can take atleast a year in being director in my company

Conclusion And Implementation

Conclusion

China's ban on testosterone and anabolic steroid APIs is a once-in-a-decade opportunity for Indian pharma players. With the right investments, collaborations, and marketing, Indian companies can become the next global hub for hormonal APIs, especially in the regulated and semi-regulated markets.

Implementation

Invest in a Pharmansia as a service provider to collaborate with existing API plants for job work

- Use intermediates like 4-AD from China, but finish products in India
- Investment of 5 CR in 2 part
- Return On Investment Per Annum Atleast 10%-15%

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Thank You

For Your Attention

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