

## Twitter Thread by Tar ■



**Tar ■**  
@itsTarH



So many updates on #SequentScientific Results, almost none focus on the most important metric

Net profit before tax and exceptional items (True Cash earned by the company) increase by ~55% YoY

<b>Sequent</b> SEQUENT SCIENTIFIC LIMITED AUDITED CONSOLIDATED STATEMENT OF CASH FLOW FOR THE YEAR ENDED 31 MARCH 2021 (₹ in Lakhs)		
Particulars	Year ended 31-Mar-21	Year ended 31-Mar-20
	Audited	Audited * (Refer note 13)
Cash flow from operating activities		
Net profit before tax and exceptional items	14,545.20	9,407.50
Adjustments for:		
Depreciation and amortisation expenses	5,059.80	5,062.20
Unrealised forex loss (net)	421.60	548.80
Bad trade receivables written off	303.10	241.60
Allowance for doubtful trade receivables provided / (written back)	(213.20)	15.40
Finance costs	2,438.30	3,571.40
Dividend income	(99.50)	(526.40)
Interest income	(62.60)	(150.30)
Miscellaneous income	(74.60)	-
Profit on sale of property, plant and equipment (net)	(69.80)	(11.40)
Gain on sale of investments	(257.90)	(36.50)
Property, plant and equipment written off	306.90	-
Lease liability written back (net)	(75.70)	-
Fair value gain on financial instruments at fair value through profit or loss	(1.70)	(40.90)
Share-based payment to employees	723.40	466.70
Operating profit before working capital changes	22,943.30	18,548.10
Changes in working capital		
(Increase) in trade receivables, loans and advances and other assets	(3,947.50)	(5,081.70)
(Increase) in inventories	(4,561.70)	(1,931.40)
(Increase) / decrease in margin money and unpaid dividend accounts	527.70	(347.90)
Increase in trade payables, other payables and provisions	892.90	1,531.30
Net changes in working capital	(7,088.60)	(5,829.70)
Cash generated from operations	15,854.70	12,718.40
Income taxes paid (net)	(4,379.30)	(1,185.40)
Net cash generated from operating activities (A)	11,475.40	11,533.00

ROCE now above 20% and PAT increase by 36.5% are signs of Operating Leverage

Before Op Leverage kicked in for Laurus, its ROCE was in ~14%

Revenue grew by 15.5% YoY to ₹ 13,616 Mn. Operating EBITDA increased to ₹ 2,375 Mn at 17.4%, a healthy expansion of 250 bps YoY. PAT grew 36.5% and the business generated ₹ 1.5 Bn+ in cash from operations enabling us to pare down debt, resulting in a two-notch improvement in credit rating. ROCE now exceeds 20%, reflecting the underlying strength of our business model we have built in Sequent 1.0. This confidence also reflects in the Board recommending a 25% dividend for the year.

The Advisor onboarded created the animal healthcare business for Boehringer Ingelheim (~2nd largest animal healthcare business in the world with net sales of ~4.5 Billion+ and presence in over 150 countries



## Boehringer Ingelheim

7 yrs 5 mos

### Global Head of the Strategic Business Unit Livestock

2017 – Jan 2020 · 3 yrs

Ingelheim, Germany

Responsible for developing and implementing the global strategy for the livestock business segment at Boehringer Ingelheim. Accountable for sales and profits from livestock products and services. Boehringer Ingelheim Animal Health is the second largest animal health pharmaceutical company in the world.

### Global Head of Boehringer Ingelheim Animal Health, Senior VP Boehringer Ingelheim GmbH

Sep 2012 – Dec 2016 · 4 yrs 4 mos

Ingelheim, Germany

Responsible for the Global Animal Health Business of Boehringer Ingelheim GmbH



## Boehringer Ingelheim Vetmedica, Inc

11 yrs 5 mos

### President, CEO

Aug 2002 – Dec 2009 · 7 yrs 5 mos

Sales and Profits of the US business, Sales and Marketing for the USA commercial business, Research and Development in the USA, and Manufacturing in USA.

### Head of Animal Health

Aug 1998 – Aug 2002 · 4 yrs 1 mo

Burlington, Ontario

Head of the Animal Health business for Boehringer Ingelheim in Canada



## Vice President, (Head of Animal Health Operative Unit)

Boehringer Ingelheim Canada Ltd.,

Jan 1999 – Aug 2002 · 3 yrs 8 mos

Burlington, Ontario, Canada

Accountable for the sales and profits from the Animal Health Business in Canada

Look for qualitative insights in a business, quantitative insights are just ~10% of the work

## Formulations delivered strong growth across key geographies

### Highlights

- Europe business accelerates in Q4, driven by new launches
  - Tulathromycin, first in-house developed injectable for global markets
  - Citramox LA, first long acting injectable & Halofusol, in-house developed oral solution
- Turkey growth momentum owing to market share gains in antibacterial & intramammary products
- Brazil records strong growth led by new launches and fresh tender wins
- India revenues double, strong performance around cattle, commercialization of Zoetis distribution arrangement
- Submitted first filings in US, Canada and Australia from India R&D

All values in ₹ Mn

Q4FY21	Q4FY20	YoY% (cc)	FY21	FY20	YoY% (cc)
2,506	1,934	34.3%	9,055	7,789	19.8%

FDFs

1000+

Manufacturing  
facilities

5

Sales to  
regulated  
markets

64%

Countries with  
marketing  
presence

80+

