

# **Corporate Presentation**

Cohizon Life Sciences Ltd.

***Partners in Progress***



# Cohizon at a Glance



Leading **CDMO** with  
**> 25 years** of  
manufacturing  
experience



Long standing  
successful business  
relationship with  
**global innovator  
companies**



- Presence across key **regulated markets** - US, Europe & Japan
- **Export Oriented** Facility  
~94% business from  
International clients



- **Strong financial standing**
- CVC backing for  
future investments  
for growth



**Strict adherence to  
IPR, Customer  
Confidentiality &  
non-competing** with  
our customer

## Enriched Product Portfolio with Strong Pipeline

Strong presence across **life cycle management** including as under :

- **36 Commercial products**, out of which, 10 are patented
  - **7 AI's for AgChem**, out of which 2 are patented products
- **24 Under development products**, out of which, 7 are patented
- **19 Early-stage development**, out of which, 10 are patented

## Manufacturing Facilities

- **2** State of the art Manufacturing Sites
  - **7** Manufacturing Plants (18 Product Streams)
  - **Pilot Plant**; Recently Built
  - New **MPP**; Civil Foundation ready

## Research & Development

- **2** R&D Center - Navi Mumbai & Ankleshwar, Gujarat - India
  - **85+** Employee count
  - **12** PhD
  - **55** Masters

## Human Resource

- Employee Count : **887 (+380 Contractual Workers)**

# Cohizon's Leadership Team



**Rajesh Srivastava**  
Managing Director & CEO

## Management Team



**Geetesh Ahuja**  
Chief Financial Officer



**C.B. Bhardwaj**  
Chief of Operations & Executive Director



**Dr. Gelebith Modi**  
Chief of R&D



**Vikas Gupta**  
Chief Supply Chain Officer



**Kartik Iyer**  
Chief Human Resources Officer

## Commercial Team



**Vijay Todi**  
Vice President -  
Business Development  
(Japan)



**Harshil Shah**  
Vice President -  
Business Development  
(USA & India)



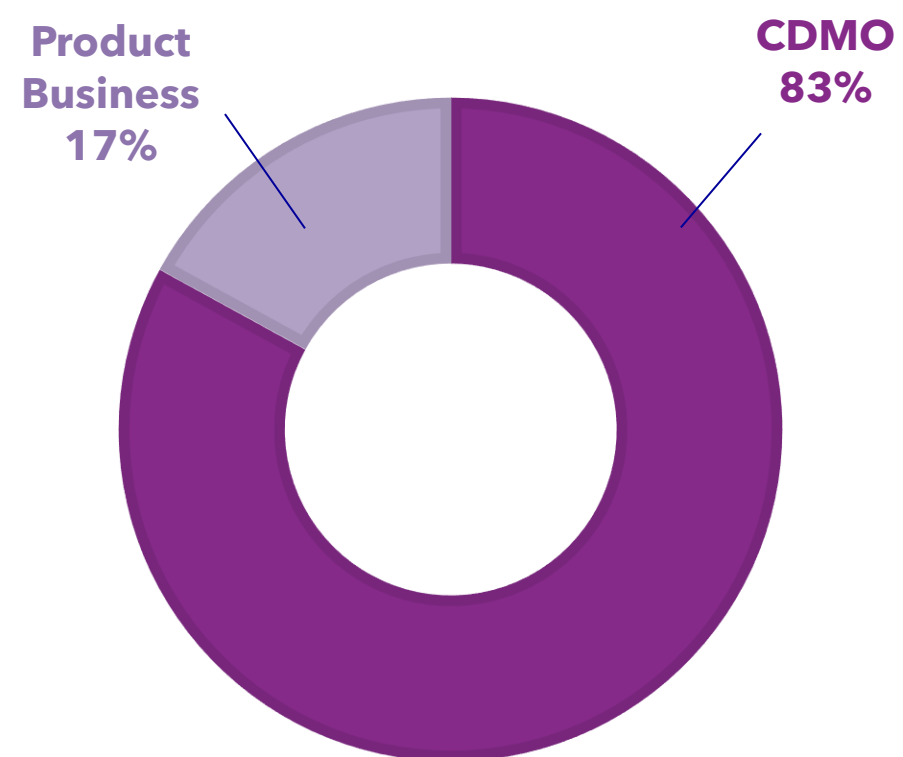
**Kushal Bhalla**  
Vice President -  
Business Development  
(Europe)



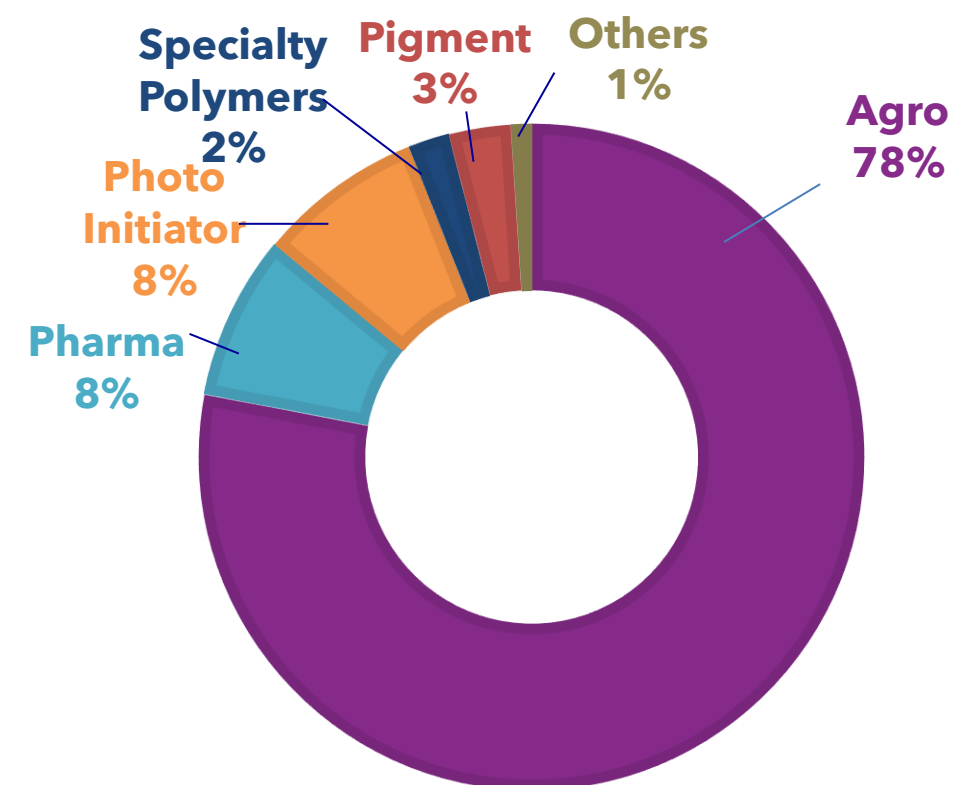
**Yasuhiro Tomita**  
Representative - Japan

# Cohizon's Business Overview

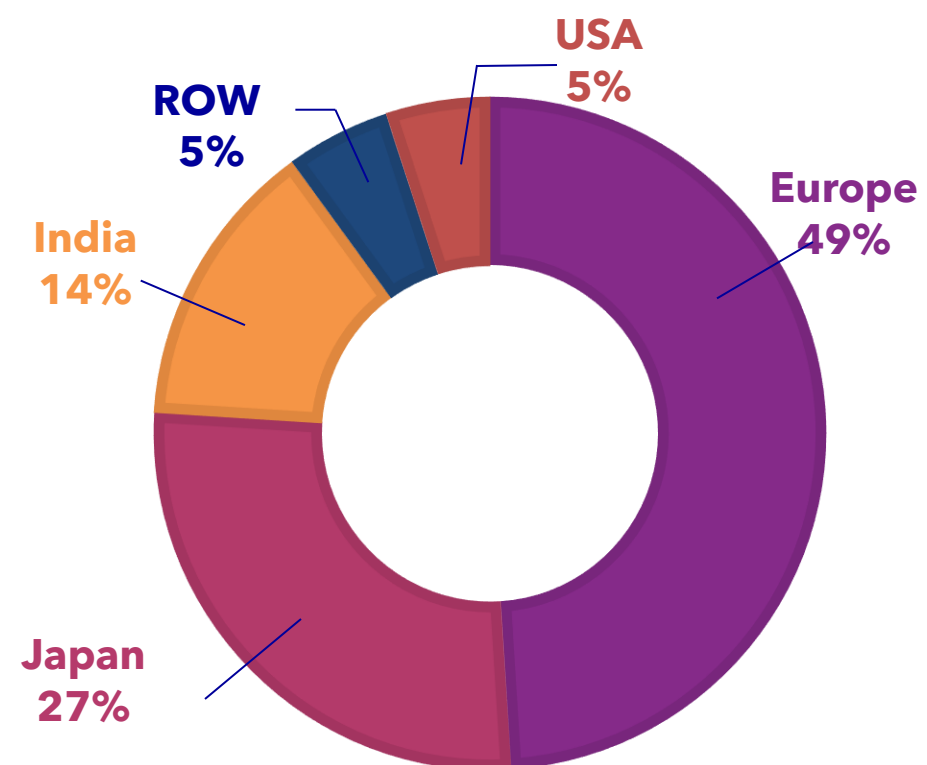
**CDMO vs  
Product Business**



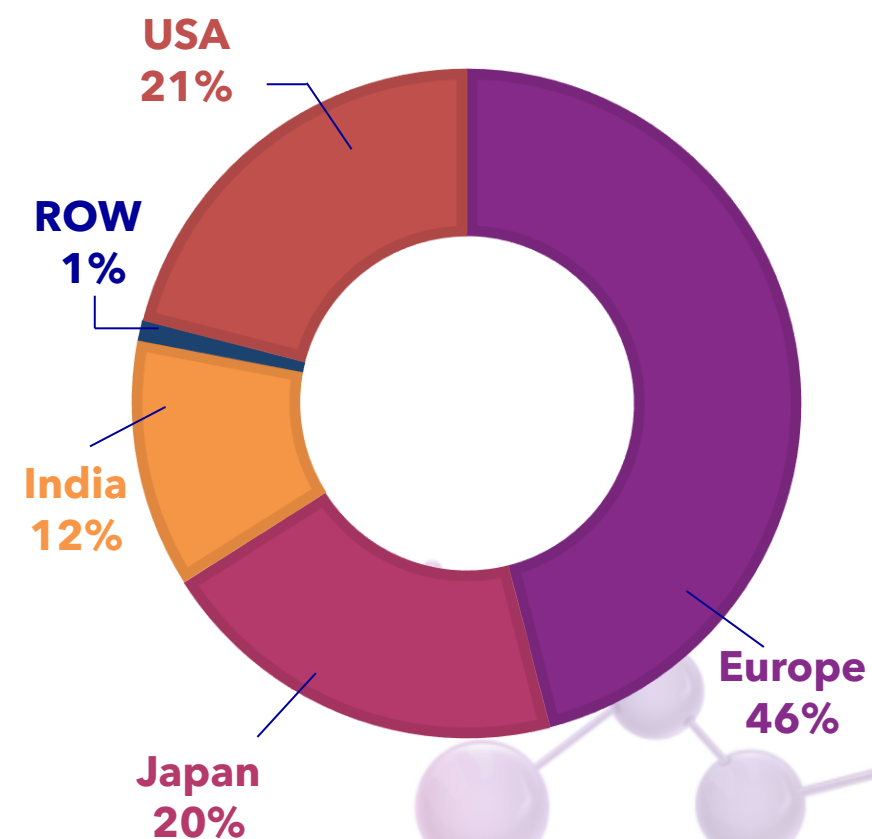
**Industry Segments**



**Geographical Presence  
as per  
Sales/ Invoicing**



**Geographical Presence  
as per  
Customer Base**





# Cohizon's Business Segments



## CDMO - AGRO CHEMICALS

- Active Ingredients
- Advanced Intermediates



## CDMO - SPECIALTY CHEMICALS

- Electronic Chemicals
- Photo Initiators
- Dyes & Pigments
- Personal Care
- Plastic & Polymer Additives
- Intermediates & Building blocks for API in Pharma (Non-GMP)



## SPECIALTY CHEMICALS - PRODUCT BUSINESS

**DCTF and its derivatives** such as 2,3 CTF, 2,5 CTF, etc.

### **Pyrimidine Derivatives**

- 2,4-Diamino-6-chloropyrimidine
- 2,4,6-Trichloropyrimidine
- 2,4,5,6-Tetrachloropyrimidine
- ADMP Carbamate

### **Others**

- 2-Aminobenzamide
- 4-Nitro-2-sulphobenzoic acid monopotassium salt (2-NSB)
- 2-Aminobenzonitrile (2-ABN)
- 5-Bromonicotinic acid (5-BNA)



## CUSTOM R&D

- **Lab Process Development**  
Services including Route selection/ Design
  - ✓ Process Safety Analysis & Data Generations
  - ✓ Analytical Services
  - ✓ Process Optimization
- **Kilo lab quantities** (up to 10s of Kgs)
- **Pilot Quantities** (100s of Kgs)



# Overview of Research & Development



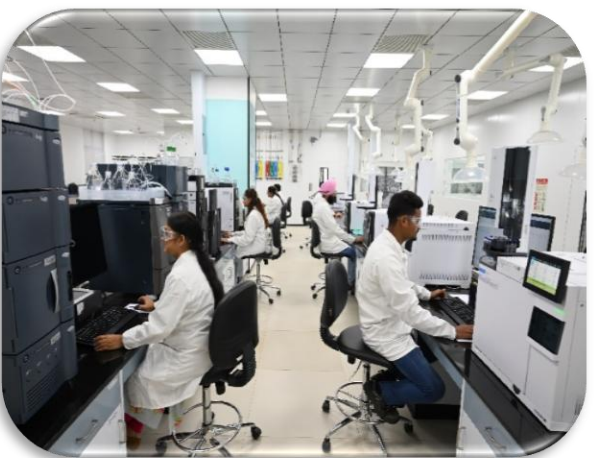
## SYNTHESIS LABS

4 labs with 48 fume hoods



## KILO LABS

2 labs - SCADA-enabled with automation & data logging



## ANALYTICAL LABS

Advanced capabilities for analysis - HPLC, GCMS-HS, LCMS, ELSD, UPLCs, NMR, ICP-MS, etc.



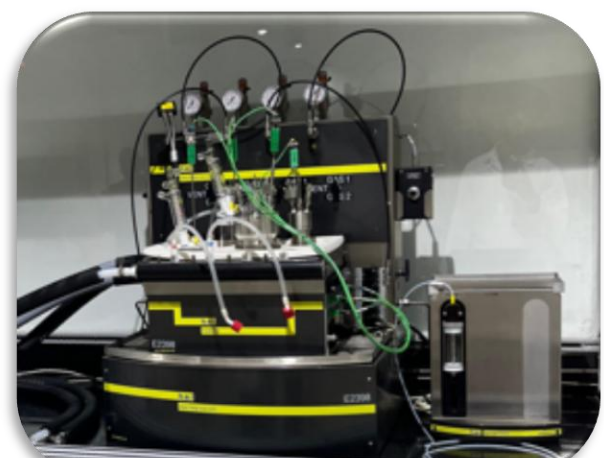
## FLOW CHEMISTRY LAB

Focused on cost-effective process development - Silicon carbide reactors, Vapour tech systems, ACR-ATR-AM technology, CSTR, etc.



## SCALE UP LABS

Validates process & emphasizes the necessity of simple, reproducible systems



## PROCESS SAFETY LABS

Identifies potential hazards and assesses risks in chemical processes to prevent major incidents



## HIGH PRESSURE & FLUORINATION LAB

6 high-pressure reactors of SS & H/C MoC, including 2 workstations for reactions with AHF

## Rabale, Navi Mumbai, India

Established a new state-of-art Research and Development Centre

**54,000+ sq. ft.**

## Ankleshwar, Gujarat, India

A dedicated R&D center for Tech Transfer & Plant support

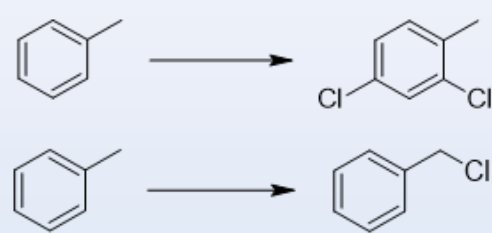
**3900+ sq. ft.**

# Extensive Portfolio of Chemistries at Lab Scale, with 30+ Scaled to Commercial Production

Cohizon's team has extensive experience of various chemistries including diazotization, fluorination with AHF, sulfonyl urea, halex, photochlorination, cyanation, grignard etc. and technologies like vapour phase reactions & flow chemistry.

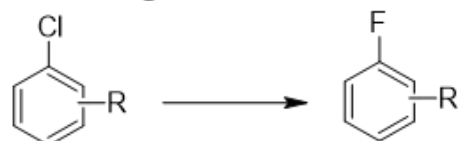
## Chlorination

- Introduction of Chlorine



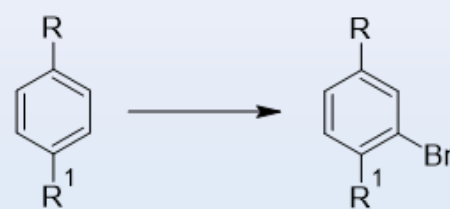
## Fluorination

- Using HF
- Balz-Schiemann Reaction
- Halex Reaction (using NaF, KF)

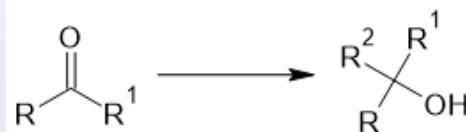


## Bromination

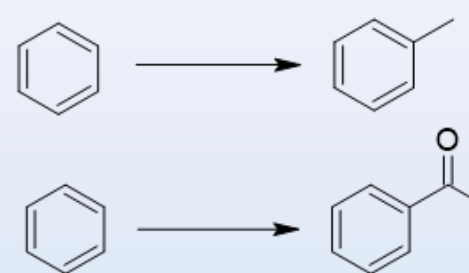
- Using Bromine, Aqueous HBr, HBr in Acetic Acid



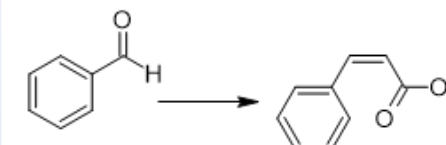
## Grignard Reactions



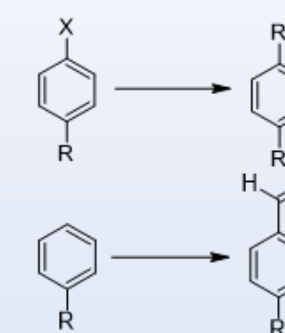
## Friedel-Crafts reaction



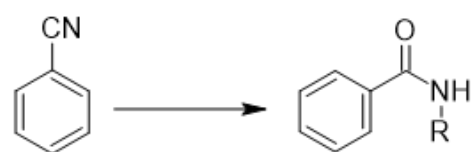
## Perkin Reaction



## Coupling Reactions



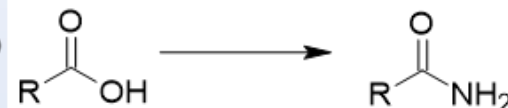
## Ritter Reaction



## Nitration



## Amidation



## Cyanation



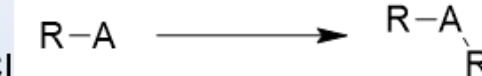
## Diazotization and Sandmeyer Reaction



## Acid Chloride



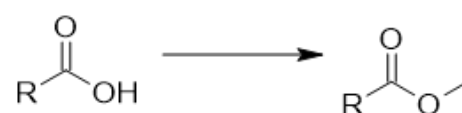
## Alkylation



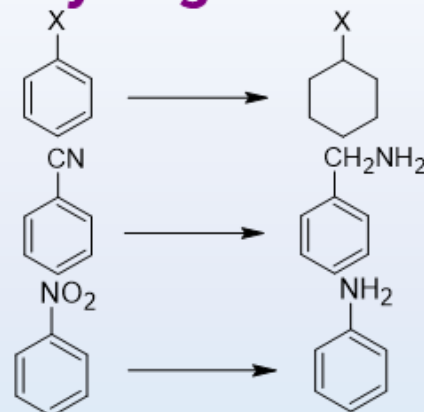
## Amination



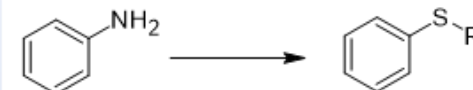
## Esterification



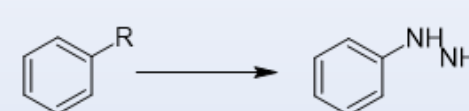
## Hydrogenation



## Sulfur Chemistry - thiolation



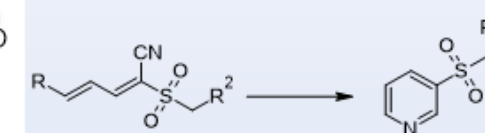
## Hydrazine Chemistry



## Phosgenation (triphosgene)



## Heterocyclic Ring Formation





# Manufacturing Facilities



## SITE 1

### PLANT A

7 product streams  
4000 TPA capacity  
87 reactors (1090 KL)

### PLANT B

4 product streams  
2800 TPA Capacity  
58 reactors (680KL)

### PLANT C

3 product streams  
5800 TPA Capacity  
45 reactors (400KL)

### PLANT D

1 product stream  
300 TPA Capacity  
9 reactors (130KL)

### PLANT E

1 product stream  
300 TPA Capacity  
3 reactors (40KL)



## SITE 2

### DCTF-1

1 product stream  
720 TPA capacity

### DCTF-2

1 product stream  
600 TPA capacity

### New Pilot Plant

14 Reactors  
2 Auto clave  
Sizes from 0.5 Kl to 2 Kl

### Upcoming Multi Purpose Plant

Civil Foundation  
ready for expedited  
plant construction

### Future Expansion

~ 34561 m<sup>2</sup>  
additional land  
available for future  
expansion





# Environment, Safety & Accolades



In 2024 - Engaged with DSS+ for **Safety Culture Transformation & Process Risk Assessment**



**ECOVADIS - Silver Certified**  
(Scored 70 in 2025 vs 61 in 2024)



Building a **zero-harm culture** through shared responsibility and visible leadership

Awarded **Responsible Care logo 2025** by ICC



Participated in **CDP Assessment 2024**; achieved **Score 'C' for Climate and Water Security'**



# Cohizon's Strategic Offerings



## Process Development and Scale -up

- Paper feasibility, Proof of concept & process optimization
  - Customer technical package
  - Inhouse technology development
- Scale-up services
  - Kilo Lab
  - Pilot trials
- Safety data generation - In house process safety lab
- IP retained by customer
- Commercial production commitment optional
- Engagement models
  - FTE (Full-Time Equivalent) or
  - FFS (Fee-for-Service)

## Large Scale Manufacturing

- Capacities available in existing plants (being multi-purpose) ensuring faster new product commissioning
- Additional capacities available of supporting infrastructure (Utilities & ETP)
- New Multi-purpose plant - civil foundation ready ensuring faster go-to market
- Land available to support long-term partnership opportunities
- Experience in product registration process incl for Agroactives
- Stringent adherence to cross-contamination SOPs
- **Continuous Cost Improvement** (Project Lakshya) - Our Commitment to consistently improve 'Cost' - leveraging cross-functional teams



# Cohizon's Flexible Business Models



**End-to-End Contract Manufacturing** – Cohizon offers complete manufacturing solutions, either by developing the product using our technology or based on the **Customer's Tech Pack**

Under this model, customers may choose to:

- Supply raw materials and receive the finished product on a **Conversion Fee basis**, or
- Opt for a full-cost model, where Cohizon manages the raw material procurement and delivers the final product.



**Flexibility for molecule-level collaborations w/o paying fixed charges for new facility**

**Dedicated plant for Customer with 2-3 Products commitment of volumes at formula based pricing**

- **Portfolio-level flexibility**, with an indicative agreement on total business volume & flexibility to modify volumes of individual molecules within the portfolio
- **Operations & deliverables** to be managed by Cohizon



**Dedicated capacities leasing (virtually Customer's plant). Customer to pay fixed charges**

**Dedicated plant for Customer** with **investment and operations & maintenance by Cohizon but leased to Customer**

- **Levels of investment by Customer** can be explored
- **Lower CAPEX** leveraging Cohizon's local know-how & experience
- **Involvement in operations** as per Customer's comfort



# Cohizon's USPs/ Differentiators



## Customer Centric Approach

- Focused CDMO player with > 85% of revenue from **pureplay CDMO**
- Long standing **track record** with innovator customers maintaining full confidentiality and strict adherence to IPR.
- Dedicated Business Excellence team led by Six Sigma Black Belt – for **Continuous improvement** to support customers
- **Dedicated Program Management & Tech Transfer Team** - Ensuring Robust and seamless commercialization thru four stages (Lab, Kilo-lab, Pilot Plant & Commercial plant)

## Chemistry Platform & Technology

### Differentiated chemistry platforms -

- ✓ Vapour phased Continuous Chlorination & Fluorination & Dehalogenation
- ✓ Mercaptan Handling,
- ✓ Organo-Phosphorus compound Handling,
- ✓ Aluminium Chloride Handling (Friedel-Crafts)
- ✓ Building Flow Reaction Capability

## Management & Flexible Business Models

- **Strong leadership team** with the support of Global Advisory Board and stable financial standing backed by CVC.
- **Flexible business models** to fit into customer specific and agile business needs.
- Willingness and Capital availability to invest in new dedicated capacity.



# Thank You

