



Malladi Drugs and Pharmaceuticals Limited

**Second largest manufacturer of Pseudo Ephedrine in the
world**

Malladi Drugs & Pharmaceuticals is one of the globally renowned manufacturers of Ephedrine (Eph) and Pseudo- Ephedrine (PSE). Eph and PSE salts are Active Pharmaceutical Ingredients (API) used for cold / cough and antihistamine formulations. Other products include Phenyl Ephrine, Phenyl Propanalamine. The company's plant in Ranipet is US FDA approved. Exports constitute about 75% of its sales. The Company acquired Novus Fine Chemicals, based in North American, a leading manufacturer of PSE having a US FDA approved facility for the manufacture of a range of APIs and has more than 40 marquee customers

Deal Snapshot

- **Sector : Pharmaceuticals**
- **Investment : US \$ 2.1 mn**
- **Date of Inv.: Jan 2003**
- **Exit : April 2005**
- **Realized IRR : 36% p.a.**

Value Added

- **Consolidation of various group companies into a focused single business entity**
- **Worked closely with management in identifying and negotiating with US acquisition target and funding for acquisition**