

# Investor Presentation

Second Quarter - FY 2022-23



*Constantly Evolving, Consistently Excelling*

## 75 years of glorious presence in the Indian Pharma Market

Fully integrated, research based, global pharmaceutical Company registering a double digit growth year on year.

Turnover of ₹ 405 crores in Q2FY 2022-23, PAT ₹ 49.6 crores.

6 Formulation sites, 3 API sites, R&D facility, Clinical Research Organization and Analytical solution provider.



Rank in India :  
Ranked 26<sup>th</sup> in Indian Pharma Market for QTR-II FY22-23.  
(source AWACS)

Footprints across 55+ countries and expanding.

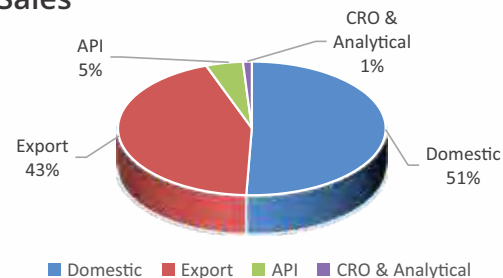
Various manufacturing sites accredited by USFDA, UK-MHRA, EUGMP, TGA-Australia, SAHPRA-South Africa, NDA-Uganda, TMDA-Tanzania, MOH-Ukraine, PPB-Kenya, DPML-Ivory Coast, etc.

(₹ in Crores)



	Q2FY23	Q1FY23	Q2FY22	% GROWTH
SALES	405	395	373	8.6
EBIDTA	88	71	86	1.7
PBT	67	48	65	3.7
EPS (RS/SHARE)	5.39	4.17	4.51	

Sales



(₹ in Lakhs)

Particulars	Quarter Ended				Half Year Ended			Year Ended
	Jul'22- Sep'22	Apr'22- Jun'22	Jul'21- Sep'21	Gw%	Apr'22- Sep'22	Apr'21- Sep'21	Gw%	Apr'21- Mar'22
Gross Sales								
<b>Formulations:</b>								
- Domestic	20847	20005	21362	(2.4)	40852	42868	(4.7)	80310
- Export								
Regulated Market:	14764	14769	11136	32.6	29533	23965	23.2	50357
Emerging Market:	2648	2965	2417	9.5	5612	4833	16.1	11696
<b>Export Total</b>	<b>17412</b>	<b>17734</b>	<b>13553</b>	<b>28.5</b>	<b>35146</b>	<b>28797</b>	<b>22.0</b>	<b>62054</b>
<b>Formulations...(A)</b>	<b>38259</b>	<b>37739</b>	<b>34915</b>	<b>9.6</b>	<b>75998</b>	<b>71665</b>	<b>6.0</b>	<b>142363</b>
<b>API:</b>								
- Domestic	1255	272	503	149.5	1527	919	66.1	1947
- Export	578	1055	1470	(60.7)	1633	2141	(23.7)	4392
<b>API...(B)</b>	<b>1832</b>	<b>1327</b>	<b>1973</b>	<b>(7.1)</b>	<b>3159</b>	<b>3060</b>	<b>3.2</b>	<b>6339</b>
AnaCipher CRO & Indoco Analytical Solutions (IAS)....(C)	369	423	375	(1.7)	792	655	20.8	1567
<b>Gross Sales (A+B+C)</b>	<b>40460</b>	<b>39489</b>	<b>37263</b>	<b>8.6</b>	<b>79949</b>	<b>75380</b>	<b>6.1</b>	<b>150270</b>
Other Operating Income	2809	1301	1396	101.2	4110	1928	113.2	3702
<b>Income from Operations</b>	<b>43269</b>	<b>40790</b>	<b>38659</b>	<b>11.9</b>	<b>84059</b>	<b>77308</b>	<b>8.7</b>	<b>153971</b>
EBIDTA	8776	7130	8632	1.7	15906	17313	(8.1)	32700
Operating Profit	8564	6532	8513	0.6	15096	16201	(6.8)	30855
Profit /(Loss) Before Tax	6720	4820	6481	3.7	11540	12602	(8.4)	23623
Profit /(Loss) After Tax	4964	3847	4157	19.4	8811	8118	8.5	15452

# Financial Ratios



Particulars	Quarter Ended			Half Year Ended		Year Ended
	30.09.2022	30.06.2022	30.09.2021	30.09.2022	30.09.2022	31.03.2022
Material Cost (%)	31.5	33.5	28.5	32.5	28.7	30.4
Employee Benefits Expense (%)	19.8	21.0	20.0	20.4	19.9	19.6
Depreciation (%)	3.9	5.1	5.2	4.5	5.5	5.3
R&D Expenses (%)	4.6	4.6	5.7	4.6	5.0	5.0
Other Expenditure (%)	29.3	26.2	26.3	27.8	26.0	25.7
Finance Cost (%)	1.3	1.0	0.8	1.2	1.0	0.9
Tax (Curr. & Deferred - Before MAT ent.) to PBT (%)	26.1	20.2	35.9	23.6	35.6	36.4
Tax (Curr. & Deferred- After MAT ent.) to PBT (%)	26.1	20.2	35.9	23.6	35.6	34.6
Profit Before Tax (%)	16.6	12.2	17.4	14.4	16.7	15.7
Profit After Tax (Before Other Comprehensive Income) (%)	12.3	9.7	11.2	11.0	10.8	10.3
Profit After Tax (After Other Comprehensive Income) (%)	12.0	9.5	11.1	10.8	10.7	9.9
EBIDTA (₹ in Lakhs)	8776	7130	8632	15906	17313	32700
EBIDTA (%)	21.7	18.1	23.2	19.9	23.0	21.8
Operating Profit (₹ in Lakhs)	8564	6532	8513	15096	16201	30855
Operating Profit (%)	21.2	16.5	22.8	18.9	21.5	20.5



**PAN India  
Presence**



**Leader in Dental  
Segment**

**18**

**Therapeutic  
Segments**

**8**

**Specialised  
Marketing Divisions**

**55**

**Brands ranking  
amongst the top 5  
in their respective  
therapeutic segments**



**New launches  
through in-house  
development in India**

**24**

**Depots &  
Branches**

**83**

**Million  
prescriptions annually**

(IQVIA Medical Audit R<sub>x</sub> data)

**Sales for Q2FY23**

**₹ 208 crores**

(4.2 % growth over Q1FY23)

**Ranked 20<sup>th</sup> in terms of  
prescription generation  
during Sep'22**

(source IQVIA R<sub>x</sub> data)

**26<sup>th</sup> Rank in IPM**

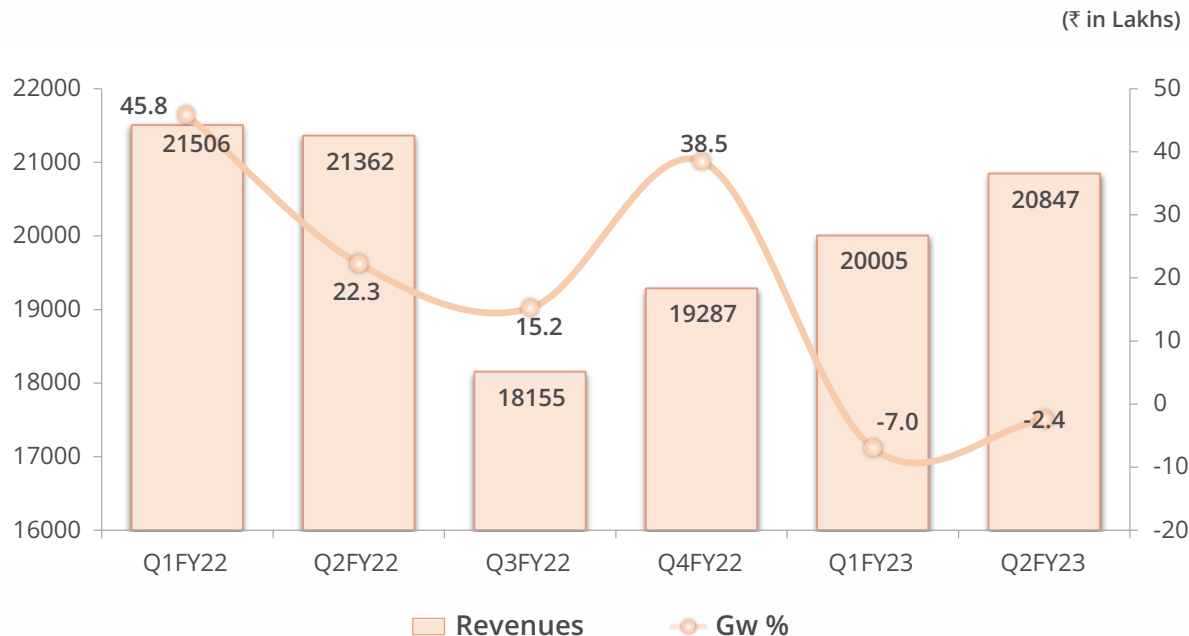
**Q2FY23** basis (AWACS)

**TOP BRANDS**

**Cyclopam, Febrex Plus,  
ATM, Rexidin M & Karvol  
Plus were among the top  
300 brands by prescription  
in their respective  
therapeutic segment**

(source IQVIA)

Q2 QoQ Gw 4.2 %

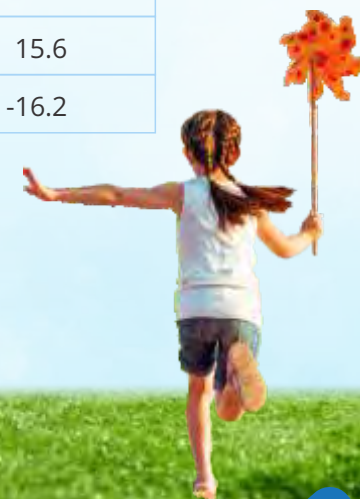


- Revenue grew for the quarter by 4.2 % at ₹ 208.5 crores, as against ₹ 200.0 crores, in the immediately preceding quarter.
- Factoring COVID effect, most therapeutic segments performed well.

# Major Therapies

(₹ In Lakhs)

THERAPY	Q2FY23	Q2FY22	GW %
Stomatologicals	4256	4092	4.0
Anti-infectives	3924	4247	-7.6
Gastro-intestinal	3068	2818	8.9
Respiratory	3003	3411	-12.0
Vitamins / Minerals / Nutrients	1326	1329	-0.2
Ophthal / Otological	1121	1146	-2.2
Gynaec.	1077	1034	4.1
Dermatology	1033	904	14.3
Pain / Analgesics	889	769	15.6
Anti-diabetic	650	775	-16.2





## Major Brands

(₹ In Lakhs)

BRANDS	Q2FY23	Q2FY22	GW %
Cyclopam	2501	2288	9.3
Febrex Plus	1734	2294	-24.4
Oxipod	1706	1757	-2.9
ATM	1561	1824	-14.4
Cital	1414	1314	7.6
Sensodent K	1361	1355	0.4
Sensodent KF	759	639	18.9
Rexidin	677	660	2.5
Cloben G	581	627	-7.3
Sensoform	527	620	-15.0



- North America : US, CA
- Latam : Chile, Brazil, Columbia, Bolivia, Guatemala
- EU : Spain, Germany, UK, Poland, Portugal, Netherlands, Croatia, Czech Republic, Slovakia, others
- Africa : South Africa, Kenya
- CIS : Russia, Ukraine, others
- East Asia : Singapore, Malaysia
- ANZ : Aus, NZ



**International Formulation Business accounts for 43% of Revenues during Q2FY23**

**Business Geographies :**

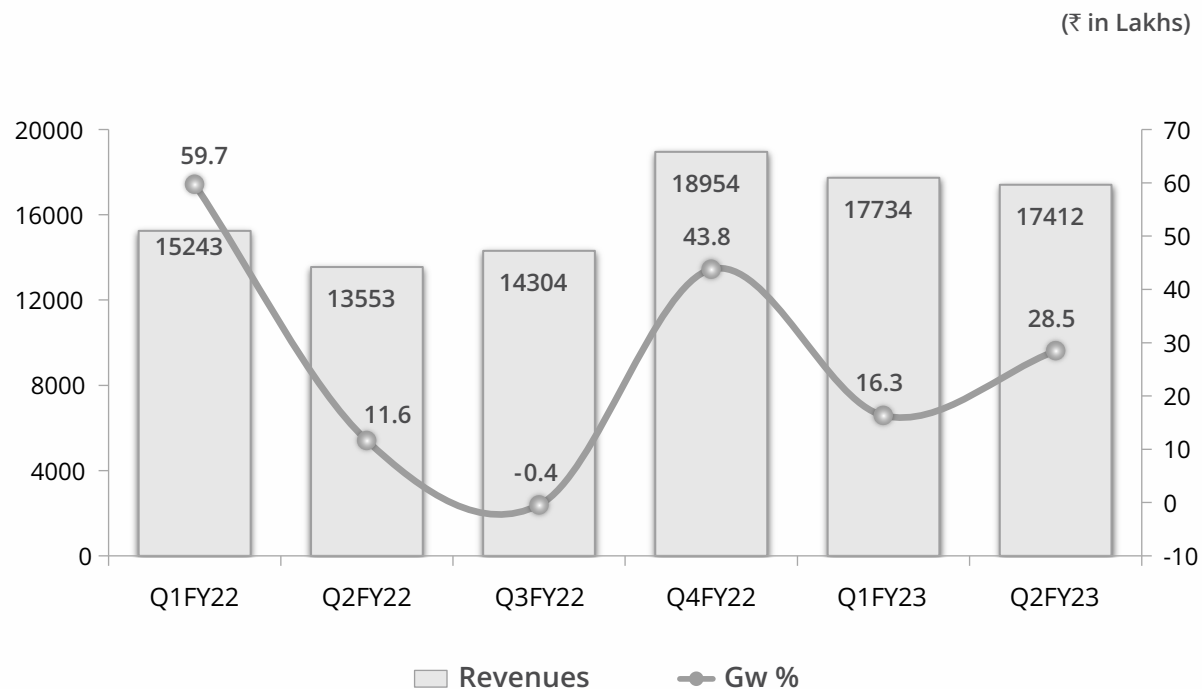
- **US/Canada**
- **Europe**
- **South Africa & NZ**
- **Latin America**
- **Rest of the World**

# International Formulation Business Highlights



International formulation business witnessed a growth of 28.5 % at ₹ 174.1 crores, as against ₹ 135.5 crores for the same quarter last year.

Q2 YoY Gw 28.5 %

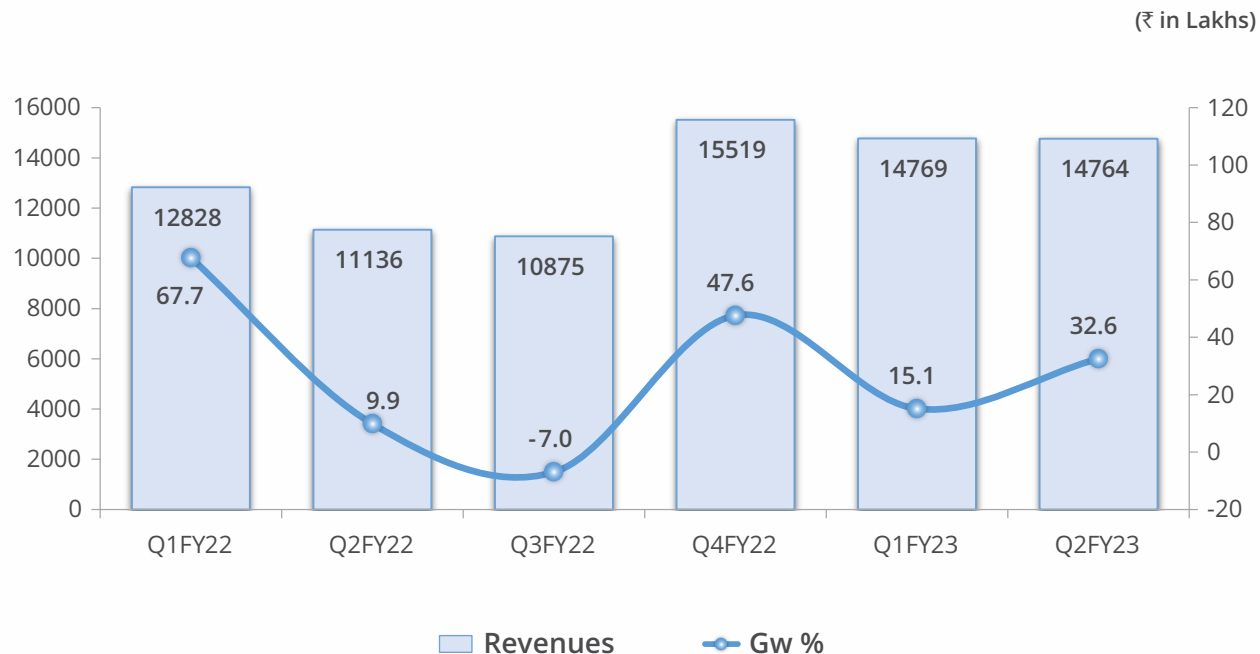


# International Regulated Formulation Business



International Regulated markets for the quarter grew by 32.6 % at ₹ 147.6 crores, as against ₹ 111.4 crores for the same quarter last year.

Q2 YoY Gw 32.6 %



## USA

Revenues from US business for the quarter grew by 44.7 % at ₹ 69.3 crores, as against ₹ 47.9 crores for the same quarter last year.

## EUROPE

Europe business for the quarter grew by 25.2 % at ₹ 74.7 crores, as against ₹ 59.7 crores for the same quarter last year.

## SOUTH AFRICA, AUSTRALIA AND NEW ZEALAND

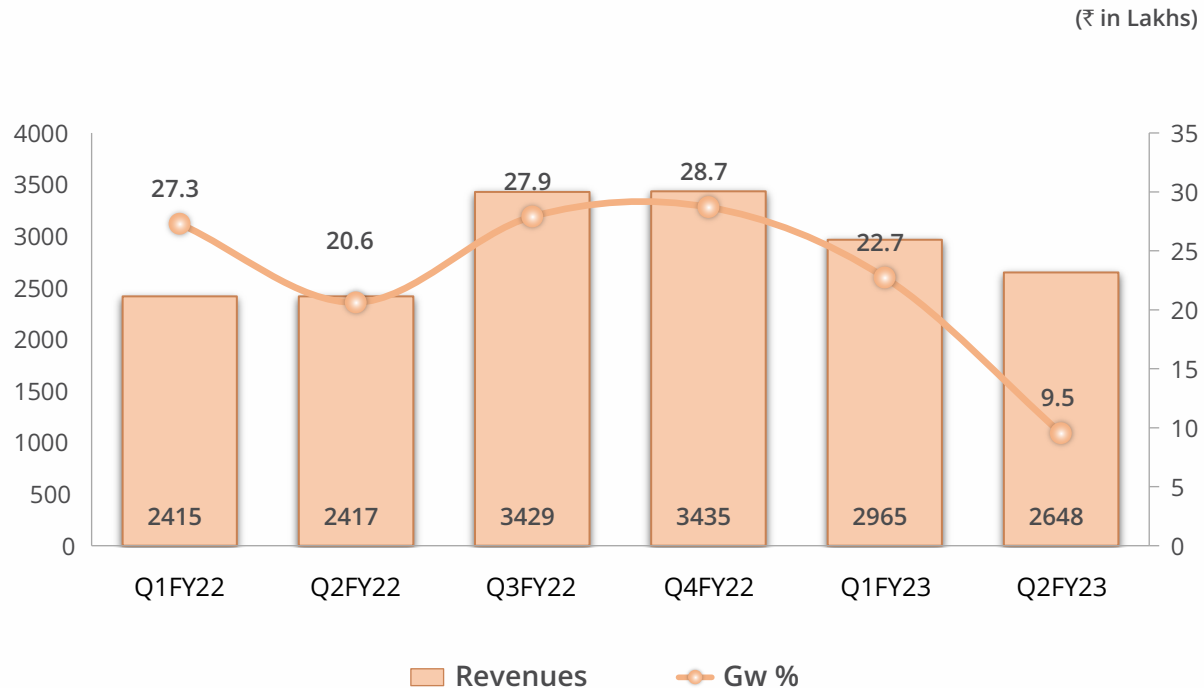
South Africa, Australia and New Zealand business for the quarter registered sales at ₹ 3.6 crores, as against ₹ 3.8 crores for same quarter last year.

# Emerging Markets Formulation Business



Revenues from Emerging Markets for the quarter grew by 9.5 % at ₹ 26.5 crores, as against ₹ 24.2 crores for the same quarter last year.

Q2 YoY Gw 9.5 %



API business for the quarter recorded a growth of 38.1% at ₹ 18.3 crores as against ₹ 13.3 crores, in the immediately preceding quarter.

**Q2 QoQ Gw 38.1 %**





Revenues from AnaCipher CRO & Indoco Analytical Solutions (IAS) business for the quarter recorded sales at ₹3.7 crores as against ₹3.7 crores, same quarter last year.

### Credit Rating

The Company's working capital facilities are rated as [ICRA] 'A1+' and long term borrowings are rated as [ICRA] 'AA-' with stable outlook.

Short term [ICRA] 'A1' rating Instruments with this rating are considered to have very strong degree of safety regarding timely payment of financial obligations. Such instruments carry lowest credit risk.

Long term [ICRA] 'AA-' rating instruments are considered to have high degree of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk.

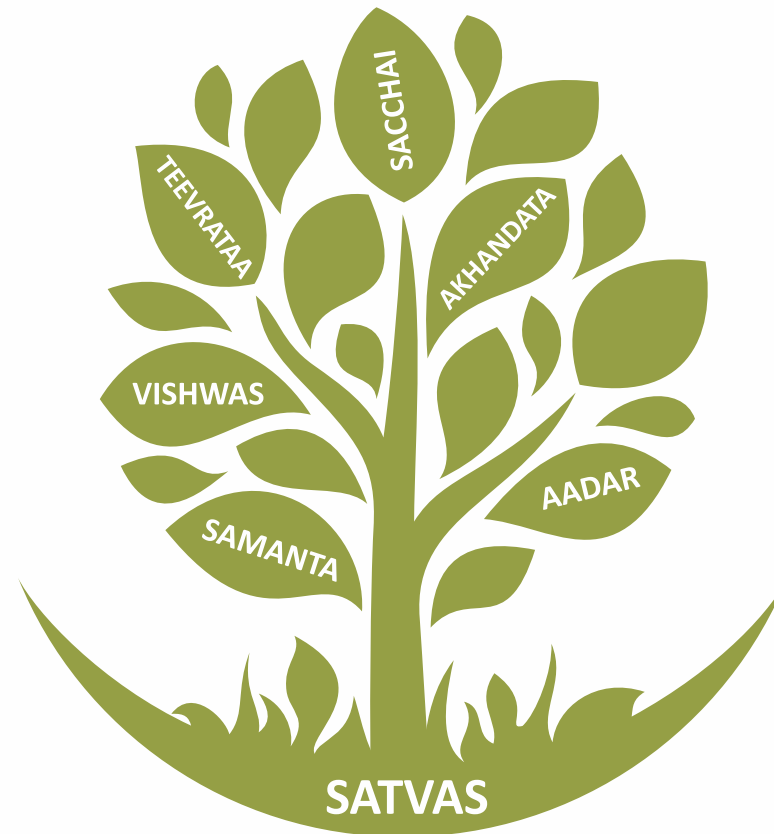
The Company's Domestic business continues to focus on brand building, thrust on chronic and sub-chronic segment as well as penetration in the North and East Region. The Company selectively launches new products in the specialty segment to boost growth. Well-known legacy brands, Doctors' loyalty over 7 decades, highly motivated field force, distribution network across India and presence in growing segments, including Stomatologicals and Ophthalmology will help the Domestic business to grow on a sustainable basis.

On International front, the Company's US business is expected to grow as ANDAs are being commercialized at regular intervals as USFDA approvals have started flowing in. EU-GMP compliance certificate for Goa Plant-I and Baddi (Plant-III) will boost the EU business, with availability of larger manufacturing capacity. Indoco is also consolidating its position in the Emerging Markets through active promotion of its brands in select markets. Robust pipeline in speciality dosages, viz., Ophthalmic and Injectables, will enable the Company to have an upper edge over its competitors in the International business.

The capacity expansion at the Company's API manufacturing facility at Patalganga will augment the captive requirements and boost external sale of APIs.

Expertise in Research and Development, backward integration with own APIs, a full-fledged CRO set-up, excellence in finished dosages manufacturing and a strong customer base makes the Company, a preferred partner, offering complete solutions to its customers worldwide.

Statements made in this Management Discussion and Analysis (MDA) describing the Company's objective, projections, estimates and expectations may be 'forward-looking statements' within the meaning of applicable securities laws and regulations. Actual results could differ from those expressed or implied due to risks, uncertainties and inaccurate assumptions.



Our values drive us towards a better world... Thank You!