



Indoco Remedies Limited

COMPANY BACKGROUND.....

- In 1945, Late Mr. Govind Ramnath Kare founded 'Indo-Continental Trading Company', to import pharmaceutical products from Europe, and after independence it ventured into the manufacturing of pharmaceuticals to foster manufacturing of indigenous pharmaceutical formulations, thus, creating Indoco Remedies Limited.
- Indoco Remedies Ltd (Indoco) is an integrated, research-oriented pharmaceutical company with seven decades of presence in Indian markets and a strong international presence.
- The company is primarily engaged in the manufacturing and marketing of formulations (finished dosage forms) and active pharmaceutical ingredients (APIs).
- It has 9 manufacturing facilities in India, 6 for finished dosages and 3 for API's, which is supported by a 100000 sq.ft. state-of-the-art R&D Centre and a 150 Bed Clinical Research Organization (CRO).
- The manufacturing facilities are approved by various regulatory authorities including USFDA, UK-MHRA and TGA-Australia.
- Indoco has a large basket of products backed by ANDAs / eCTD dossiers and Drug Master Files (DMFs).

BUSINESS MIX (as on FY23).....

- Domestic Formulations (49%):** Indoco's domestic formulations business has a pan India presence. Indoco has a strong presence in the Indian market and is rated highly by the key customers and Doctors across the country.
- International Formulations(46%):** For the international markets, Indoco offers complete solutions, including product development, manufacture and supply of finished dosages, APIs and intermediates. Indoco has a strong foothold in the international market with exports to over 55 countries.
- Active Pharmaceutical Ingredient(4%):** Indoco offers full range of services with respect to API supplies in Regulated markets. The distinct advantage of API business emanates from the backward integration for its own ANDAs and Dossiers as well.
- Allied Services(1%):** AnaCipher CRO (state-of-the-art clinical research facility), Indoco Analytical Solutions (USFDA Approved cGMP Laboratory), Xtend Industrial Designers & Engineers Pvt. Ltd (engineering and consulting services for all phases of project development, from project design to product validation)

FINANCIAL PERFORMANCE (CONSOLIDATED)

(INR Mn)	Operating Income	EBITDA	EBITDA%	PAT	PAT%	EPS
FY21	12415	2243	18.06%	930	7.49%	10.10
FY22	15408	3273	21.25%	1548	10.05%	16.80
FY23	16686	2861	17.15%	1423	8.53%	15.42
9M – FY24	13676	1954	14.29%	750	5.48%	8.13

Note: All numbers are as per IND-AS

Key Data

BSE Code	532612
NSE Code	INDOCO
Reuters	INRM.BO
Bloomberg	INDR:IN

Market Data (INR) as on 31ST December, 2023.

Face Value	2.0
CMP	394.3
52 Week H/L	423.1/ 307.0
MCAP (Mn)	36330
Shares O/S (Mn)	92.15
Avg. Volume ('000)	205.5

Performance as on 31ST December, 2023.

	3M	6M	12M
Indoco Remedies LTD.	11.4%	20.5%	-4.1%
SENSEX	9.8%	11.4%	18.7%
BSE SMALLCAP	13.2%	30.5%	47.3%

Shareholding Pattern as on 31ST December, 2023.

Promoters	58.74%
Public	21.89%
DII	17.78%
FII	1.59%

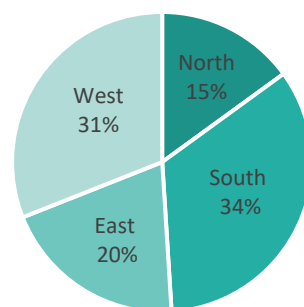
INDIA Business.....

Acute – 50%	Sub-Chronic – 40%	Chronic – 10%
-------------	-------------------	---------------

Domestic Formulations - FY23

Major Therapeutic Segments Contribution

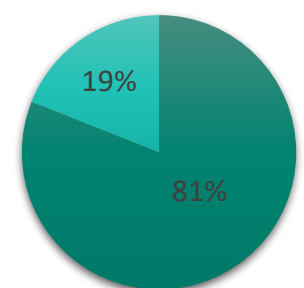
Major Therapeutic Segments	Revenue Share
Stomatologicals	20.2%
Gastro - Intestinal	15.1%
Respiratory	15%
Anti – Infectives	14.9%
Vitamin/Minerals	6.8%
Ophthalmological	5.4%



Top Brands & their revenue share.....

Top Brands	Sales (INR MN)	Market Share
Cyclopm	997.2	49.9%
Febrex Plus	690.3	13.4%
Oxipod	561.7	6.3%
Cital	542	25.4%
ATM	501.8	8.7%
Sensodent-K	499.5	97.7%

International Formulations - FY23



■ Regulated Markets (US, Europe, SA, Others)
 ■ Emerging Markets (FWA, Asia, Africa, LATAM, Others)

KEY GROWTH DRIVERS.....

Domestic Formulations:

- Expand in Northern and Eastern regions.
- Strategic in-licensing in chronic segment.
- Focusing on sales force effectiveness, new product launches & exploring new channels of distribution.
- Strategic focus on sub-chronic category to enhance prescription from mass specialists (pediatrician, ENT, ophthalmologist, dentist, gynecologist) to drive favorable mix.
- Selective launches in specialty segment.

International Formulations:

- Drive operational efficiency.
- Transition to complete in-house distribution in the US.
- EU-GMP compliance for Goa plant-1 and Baddi plant-3 led larger available capacity and launch of proprietary products will help drive EU business.
- Robust pipeline of specialty dosages (ophthalmic and injectable).
- Curb other expenses.
- Strong customer base makes the Company, a preferred partner, offering complete solutions to its customers worldwide.

API & Allied Services:

- Expertise in Research and Development.
- Backward integration with own APIs.
- Full-fledged CRO set-up.

PEER COMPARISON (TRAILING 12 MONTHS) INR MN

Company	Operating Income	Operating EBITDA	Operating EBITDA%	PAT	PAT%	Market Cap
Indoco Remedies	17,787	2,429	13.7%	1,008	5.7%	36330
Glenmark	34,016	14,916	43.8%	-4,421	-13.0%	240972
Gland Pharma	49,123	11,429	23.3%	6,588	13.4%	316810
Cipla	2,53,502	61,489	24.3%	37,434	14.8%	1006533
Sun Pharma	4,72,395	1,25,850	26.6%	89,063	18.9%	3023162

INCOME STATEMENT (CONSOLIDATED)

PARTICULARS (INR Mn)	FY21	FY22	FY23	9M-FY24
Operational Income	12,415	15,408	16,686	13676
Operating Expenses	10,173	12,134	13,825	11722
EBITDA	2,243	3,273	2,861	1954
EBITDA Margins (%)	18.06%	21.25%	17.15%	14.29%
Depreciation and amortisation	731	790	706	656
Finance costs	223	141	250	260
Other Income	31	23	23	72
Exceptional Items	-	-	-	(82)
PBT	1,320	2,366	1,928	1028
Tax Expense	390	818	505	278
PAT	930	1,548	1,423	750
PAT Margins (%)	7.49%	10.05%	8.53%	5.48%
Other Comprehensive Income	(9)	(53)	14	(6)
Total Comprehensive Income	922	1,495	1,437	744
Diluted EPS	10.10	16.80	15.42	8.13

CONSOLIDATED BALANCE SHEET (IND-AS).....

PARTICULARS (INR MN)	FY22	FY23	H1-FY24
EQUITY	9,046	10,282	10,704
Equity Share Capital	184	184	184
Other Equity	8,862	10,098	10,499
Non-controlling interest	-	-	20
NON-CURRENT LIABILITIES	1,566	2,054	2,994
a) Financial Liabilities			
i) Borrowings	959	1,435	2,357
ii) Lease Liability	110	150	149
iii) Other Financial Liabilities	-	-	29
b) Provisions	317	334	321
c) Deferred tax liabilities (net)	106	61	66
d) Other Non- Current Liabilities	74	74	74
CURRENT LIABILITIES	4,249	4,245	5,683
a) Financial Liabilities			
i) Borrowings	1,483	1,710	2,414
ii) Lease Liabilities	15	33	42
iii) Trade Payables	1,333	1,234	1,698
iv) Other financial liabilities	860	576	941
b) Other current liabilities	75	196	139
c) Provisions	474	495	450
d) Income Tax Liabilities(Net)	8	-	-
TOTAL LIABILITIES	5,815	6,299	8,677
TOTAL EQUITY AND LIABILITIES	14,861	16,582	19,380

PARTICULARS (INR MN)	FY22	FY23	H1-FY24
NON-CURRENT ASSETS	7,125	8,500	9,405
a) Property, plant and equipment	5,206	5,952	5,955
b) Capital work-in-progress	528	554	930
c) Right of Use Assets	113	170	175
d) Other Intangible assets	232	660	1,007
e) Intangible assets Under Development	687	582	274
f) Goodwill On Consolidation	1	1	214
g) Financial assets			
i) Investments	-	15	15
ii) Loans	14	29	29
iii) Other Financial Assets	18	20	45
h) Income Tax Assets (Net)	-	54	124
l) Other non-current assets	326	465	639
CURRENT ASSETS	7,736	8,082	9,976
a) Financial Assets			
i) Investment	-	10	31
ii) Trade Receivables	2,972	3,509	4,045
iii) Cash and cash equivalents	175	109	610
iv) Bank balances other than above	23	24	42
v) Loans	5	7	6
vi) Other financial assets	242	30	150
b) Other current assets	1,214	1,132	1,538
c) Inventories	3,105	3,260	3,554
TOTAL ASSETS	14,861	16,582	19,380

INVESTOR RELATIONS TEAM AT VALOREM ADVISORS

Name	Designation	Email	Phone
Anuj Sonpal	CEO	anuj@valoremadvisors.com	+91-22-4903-9500
Divya D Shethia	Associate	divya@valoremadvisors.com	+91-22-4903-9500

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This factsheet has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

Indoco Remedies Limited Disclaimer:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of Indoco Remedies Limited, which are expressed in good faith and in their opinion reasonable, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This document is confidential and may not be copied or disseminated, in whole or in part, and in any manner.