



FDC Limited

MANUFACTURERS & EXPORTERS OF FOODS, DRUGS & CHEMICALS

Date:- February 09, 2023

To,

BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai- 400 001

BSE Script Code: 531599

National Stock Exchange of India Ltd.

Exchange Plaza, Plot no. C/1, G Block,

Bandra-Kurla Complex, Bandra (E),

Mumbai - 400 051

NSE Symbol: FDC

Sub: Press Release on Q3 - FY 2023 and 9M - FY 2023 Results.

Dear Sir/Ma'am,

Please find attached herewith the Press Release issued in relation to the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended December 31, 2022.

Kindly take the same on record.

Thanking you,

Yours truly

For FDC Limited

VARSHARA | Digitally signed by
VARSHARANI
NI RAJARAM | RAJARAM KATRE
KATRE | Date: 2023.02.09
18:12:27 +05'30'

Varsharani Katre

Company Secretary & Compliance Officer

M No.: FCS-8948

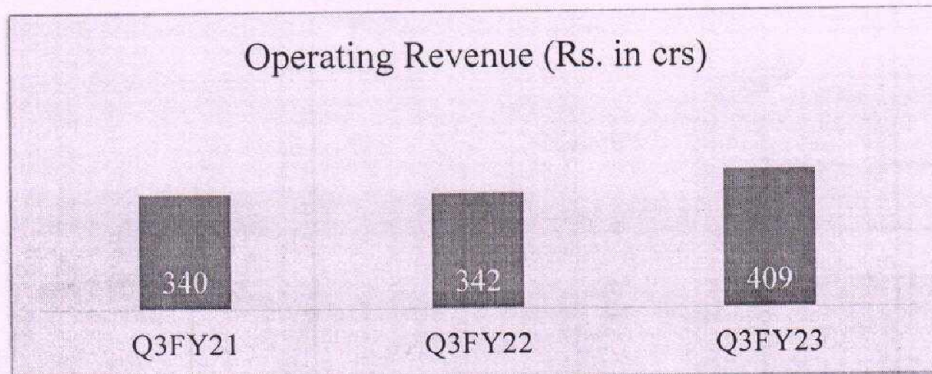
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FDC Limited reports Q3FY23 results

Mumbai, 9th Feb 2023 : FDC Limited (NSE: FDC, BSE: 531599, ISIN: INE258B01022) reported financials for the third quarter that ended 31st December 2022.



Consolidated Q3FY23 and 9MFY23 FDC reported

Rs. in crores	Q3FY23	Q3FY22	YoY Growth %
Operating Revenue	409	342	19.8%
EBITDA	68	61	11.5%
EBITDA %	13.8%	14.9%	
PBT	57	51	11.5%
PAT	41	36	14.3%
EPS (Rs.)	2.44	2.11	15.5%

Rs. in crores	9MFY23	9MFY22	YoY Growth %
Operating Revenue	1,349	1,187	13.7%
EBITDA	245	301	-18.6%
EBITDA %	18.1%	25.4%	
PBT	213	270	-21.3%
PAT	163	206	-20.7%
EPS (Rs.)	9.81	12.19	-19.5%

Commenting on the results;

We have registered positive growth for the quarter across all our business segments and will strive to do the same for the rest of the financial year. Our domestic business has continued its growth trajectory in this quarter as well. This growth was driven by demand across our established therapies and brands.

Registered Office: Waluj, Aurangabad, Maharashtra – 431 136. India



We have registered good QoQ and YoY growth in the Export Formulation and API business. However, there are impacts on the margin and profits because of the continuous increase in RM and PM prices across products, and this rise is on the higher side compared to the price increases which we have taken on our Finished Goods.

Business-wise Sales Performance

₹ Cr	Q3FY23	YoY Grw %
Net Sales	409	19.8%
India Formulations	318	10.2%
US Formulations	34	38.3%
Emerging Formulations Markets	38	85.3%
API Sales	20	37.4%

India Market:

The sale of branded formulations in India for Q3FY23 was Rs. 318 crores, with a growth of 10.2% on YoY and -14.1% on QoQ. Overall sales in the Indian market accounted for 78% of total consolidated sales for the quarter. For 9MFY23 sales were at Rs. 1,109 crores, a growth of 8.1% over the same period last year.

As per secondary sales data by IQVIA for the quarter that ended Dec 31, 2022, the Company delivered strong YoY growth of 17.5% compared to the Indian Pharmaceutical Market (IPM) growth of 10.0% YoY. This growth was mainly driven by top brands such as Enerzal, Zifi CV, Zocon and Simly MCT Oil which witnessed good growth. Electral has moved up to 30th in IPM in MAT Dec'22 as compared to 38th in the same period last year.

Export Formulations Market:

Formulation Sales in the Export market were Rs. 72 crores in Q3FY23, up by 84.2% over YoY and up by 24.6% over QoQ, accounting for 17% of total consolidated sales. For 9MFY23 sales were Rs. 185 crores, up by 55.3% over the same period last year. The main contributor is the USA market, accounting for 47% of total Export Formulations Sales.

Export API Market:

API Sales in the Export market were Rs. 20 crores in Q3FY23, up by 37.4% over YoY and accounted for 5% of total consolidated sales. For the 9MFY23, sales were Rs. 55 crores, up by 31% over the same period last year.



ABOUT FDC LTD

FDC was established in the year 1936 as a partnership firm. This firm was incorporated as a Company in 1940, with the vision of building a world-class company while contributing to making the nation self-reliant in healthcare. FDC carries forward the flaming spirit of its first dream, achieving accreditations from the US-FDA, UK-MHRA, MCC-RSA, and the UAE. FDC is a forerunner in the manufacturing and marketing of Oral Rehydration Salts (ORS), anti-infectives and ophthalmics. FDC has also set up globally approved, multi-location manufacturing facilities for Active Pharmaceuticals Ingredients (APIs) as well as Finished Dosage Forms. These facilities are located at Roha, Waluj and Sinnar in Maharashtra, Verna in Goa and Baddi in Himachal Pradesh. FDC markets more than 300 products in India and exports many of these to over 50 countries. FDC strives to explore, innovate and integrate solutions with modern technology, empowering talent and expanding healthcare horizons for a better quality of life for millions globally.

Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve several risks and uncertainties including the impact of Covid-19 and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, fluctuation in earnings, foreign exchange rates, our ability to manage international operations and exports, our exposure to market risks as well as other risks.

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