



FDC Limited

MANUFACTURERS & EXPORTERS OF FOODS, DRUGS & CHEMICALS

Date:- May 26, 2023

To,

BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai- 400 001

National Stock Exchange of India Ltd.

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

Bandra-Kurla Complex, Bandra (E),

Mumbai - 400 051

BSE Script Code: 531599

NSE Symbol: FDC

Sub: Press Release on Q4 - FY 2022-23 and 12M - FY 2022-23 Results.

Dear Sir/Ma'am,

Please find attached herewith the Press Release issued in relation to the Audited Standalone and Consolidated Financial Results of the Company for the Quarter and Year ended March 31, 2023.

Kindly take the same on record.

Thanking you,

Yours truly

For FDC Limited

VARSHARA Digitally signed by
VARSHARANI
NI RAJARAM RAJARAM KATRE
KATRE Date: 2023.05.26
17:41:41 +05'30'

Varsharani Katre

Company Secretary & Compliance Officer

M No.: FCS-8948

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E-mail : fdc@fdcindia.com • Website : www.fdcindia.com

REGISTERED OFFICE : B-8, M.I.D.C. Industrial Area, Waluj - 431 136, Dist. Aurangabad. INDIA
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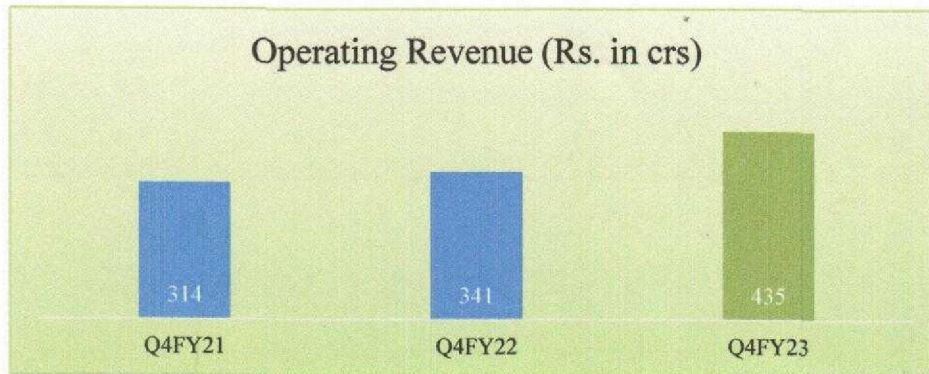


FDC Limited

MANUFACTURERS & EXPORTERS OF FOODS, DRUGS & CHEMICALS

FDC Limited reports Q4FY23 results

Mumbai, 25th May 2023: FDC Limited (NSE: FDC, BSE: 531599, ISIN: INE258B01022) reported financials for the fourth quarter that ended 31st Mar 2023.



Consolidated Q4FY23 and FY23 FDC reported

Rs. in crores	Q4FY23	Q4FY22	YoY Growth %
Operating Revenue	435	341	27.5%
EBITDA	56	29	94.2%
EBITDA %	12.9%	8.5%	
PBT	45	19	137.8%
PAT	31	10	195.0%
EPS (Rs.)	1.85	0.62	198.4%

Rs. in crores	FY23	FY22	YoY Growth %
Operating Revenue	1,784	1,528	16.7%
EBITDA	301	330	-8.8%
EBITDA %	22.3%	27.8%	
PBT	258	289	-10.9%
PAT	194	216	-10.3%
EPS (Rs.)	11.66	12.81	-9.0%

Commenting on the results;

We are pleased to announce that all our business segments have achieved positive growth for the quarter. Moving forward, our goal is to maintain this momentum and strive for continued success in the next financial year. Our domestic business has displayed consistent growth in this quarter, which can be attributed to the increasing demand for our established therapies and brands.

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Notably, our Export Formulation and API business have also witnessed significant QoQ and YoY growth. However, we must acknowledge the impact on margins and profits due to the continuous rise in raw material (RM) and packaging material (PM) prices across our product range. This upward trend in prices has been more pronounced compared to the price increases we have implemented for our finished goods.

Business-wise Sales Performance

Rs. In crores	Q4FY23	YoY Grw %
Net Sales	435	27.5%
India Formulations	338	21.4%
US Formulations	41	68.8%
Emerging Markets	35	88.1%
API Sales	21	46.4%

India Market:

The revenue of branded formulations in India for Q4FY23 was Rs. 338 crores, with a growth of ~21.4% on YoY and 6.4% on QoQ. Overall revenue in the Indian market accounted for 78% of total consolidated revenue for the quarter. For FY23 sales were at Rs. 1,447 crores, a growth of 10.9% over the same period last year.

As per secondary sales data by IQVIA for the quarter that ended Mar 31, 2023, the Company delivered strong YoY growth of 30.5% compared to the Indian Pharmaceutical Market (IPM) growth of 14.9% YoY. This growth was mainly driven by top brands such as Electral, Enerzal, Zocon and Simly MCT Oil which witnessed good growth. Electral has moved up to 12th in IPM in MAT Mar'23 as compared to 18th in the same period last year.

Export Formulations Market:

Formulation Revenue in the Export market was Rs. 76 crores in Q4FY23, up by 56.9% over YoY and up by 5.9% over QoQ, accounting for 17% of total consolidated revenue. For FY23 revenue was Rs. 261 crores, up by 55.8% over the same period last year. The main contributor is the USA market, accounting for 54% of total Export Formulations Revenue.

Export API Market:

API Sales in the Export market were Rs. 21 crores in Q4FY23, up by 46.4% over YoY and up by 5.7% over QoQ, accounting for 5% of total consolidated revenue. For the FY23, sales were Rs. 76 crores, up by 35% 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 ophthalmic. FDC has also set up globally approved, multi-location manufacturing facilities for Active Pharmaceutical 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.

