



FDC LIMITED

Investor Presentation

Q3FY23

DISCLAIMER

This report may contain certain statements that might be considered forward looking. These statements are subject to certain risk and uncertainties, since they are based on certain assumptions and expectations of future events. Actual results may differ materially from those expressed in the statement. The Company cannot guarantee that these assumptions and expectations are accurate and will be realised. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement.

Platform to deliver sustainable value

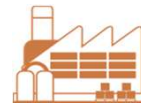
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Strong Domestic Business

- ✓ Multiple levers, high growth brands to anchor growth
- ✓ Zifi – Category Creator in CEFIXIME
- ✓ Electral - Category creator & sustained leader in ORS
- ✓ Ophthalmology: legacy strength – 3rd highest in volumes
- ✓ Strong portfolio of functional foods & energy drinks

2



Best-in-class manufacturing facilities & regulatory track record

- ✓ Portfolio of high quality manufacturing facilities
- ✓ Revenues from multiple geographies, exporting to more than 50 countries.

3



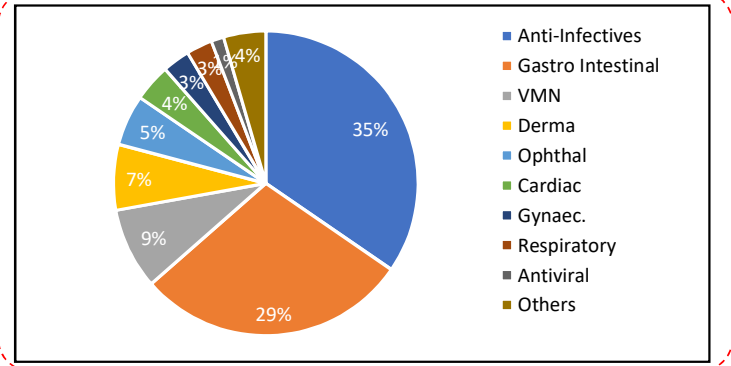
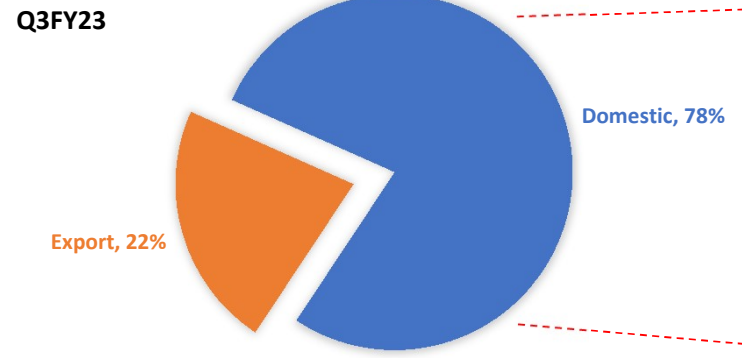
Strong Financials

- ✓ High Return on Capital Deployed in Business
- ✓ High financial capacity for growth investing

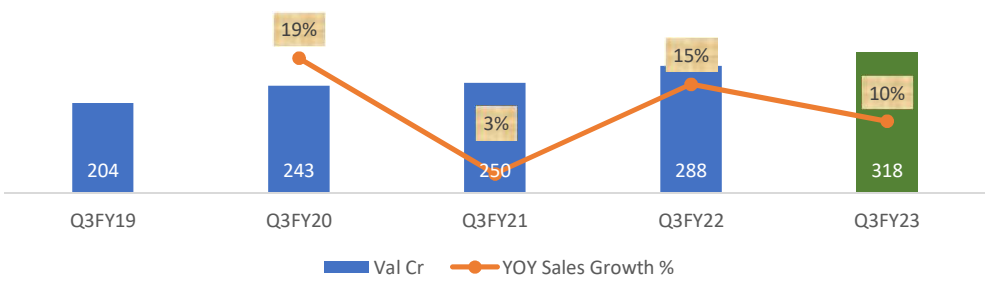
Multiple Levers to drive growth

(Source: IQVIA-Moving Annual Total Turnover- MAT Dec 2022)

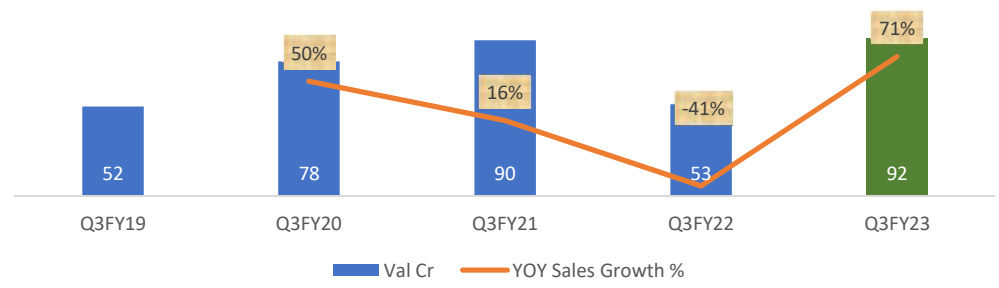
Revenue Mix



Domestic Sales



Export Sales



Sales & Marketing

3,615 Medical representatives across 10 divisions marketing 130+ brands

(Source: Internal Data).



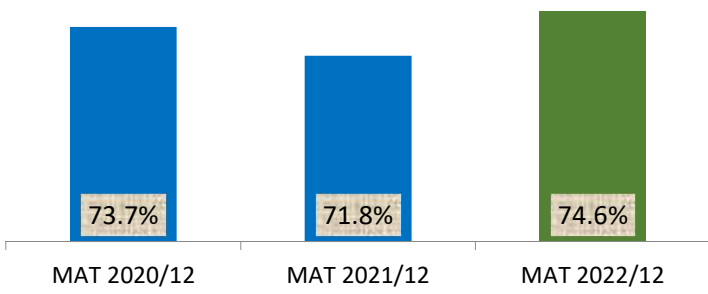
Multiple Top Brands to anchor growth

Brand	Molecule	Rank	Rs. crs	MS %
Electral	Oral Electrolytes	1	360	74.6%
Zifi	Cefixime	1	337	25.2%
Enerzal	Energy Drinks	1	159	37.5%
Vitcofol	Folic acid + Cyanocobalamin + Nicotinamide	8	87	2.6%
Zifi CV	Cefixime + Clav.	1	81	48.3%
Zathrin	Azithromycin	5	62	4.4%
Zocon	Fluconazole	1	54	26.9%
Zifi-O	Cefixime + Ofloxacin	1	54	13.9%
Simyl MCT	Casein based + Soy based IMS + Fat	1	54	33.4%
Amodep AT	Amlodipine + Atenolol	5	40	6.3%

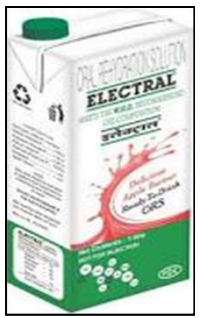
Electral – Category Creator & Consistent Leader in Oral Rehydration Salts

Electral – Brand synonymous with product category

(Market Share)

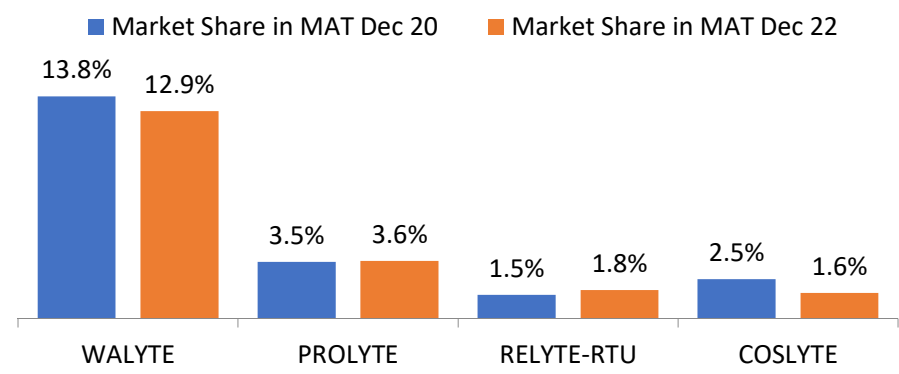


Multiple SKUs to Driving Consistent Growth



In an otherwise fragmented market

(Market Shares of Other Players)



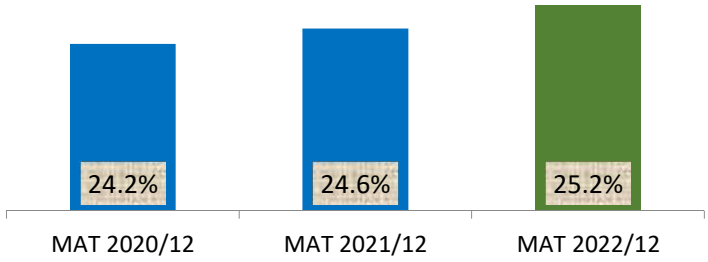
Source: IQVIA-Moving Annual Total Turnover- MAT Dec 2022



Zifi – Category Leader in CEFIXIME

Zifi – Consistent Category Leader

(Market Share)

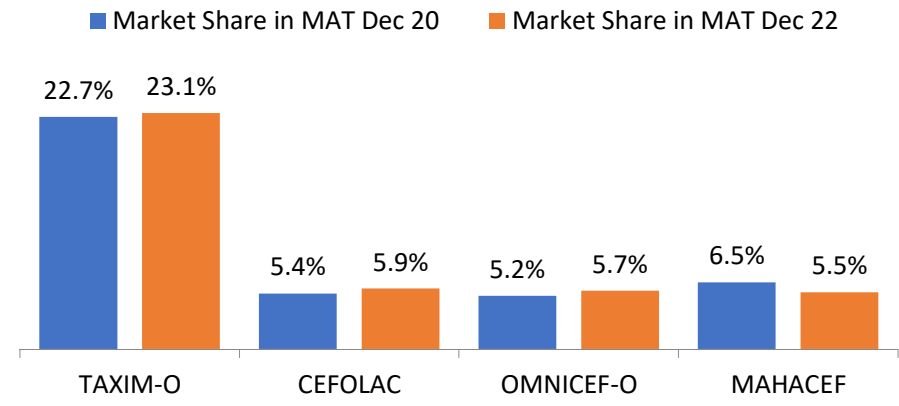


Multiple SKUs to Driving Consistent Growth



In an otherwise fragmented market

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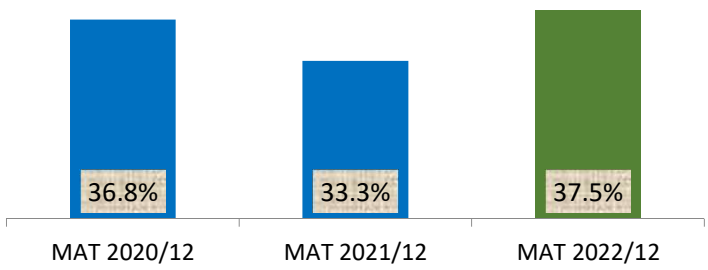
Source: IQVIA-Moving Annual Total Turnover- MAT Dec 2022



Enerzal – Category Leader in Energy Drinks

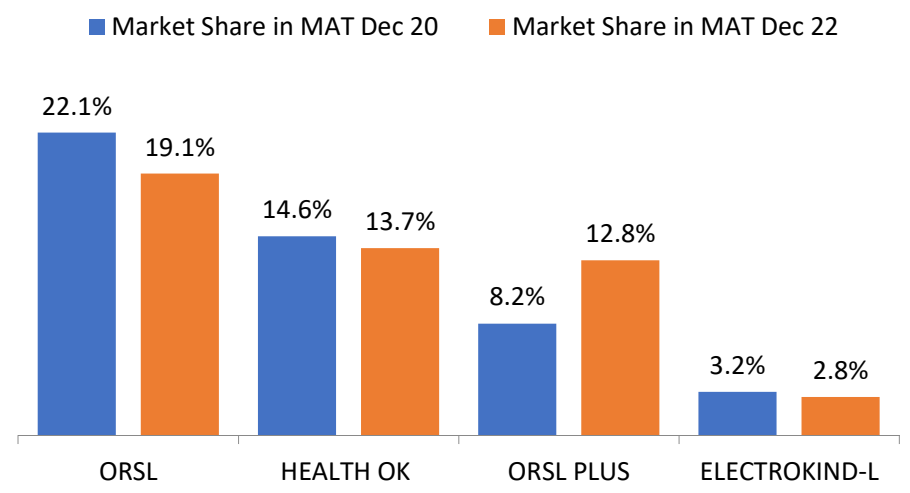
Enerzal – Consistent Category Leader

(Market Share)



In an otherwise fragmented market

(Market Shares of Other Players)



Source: IQVIA-Moving Annual Total Turnover- MAT Dec 2022



Among top 20 Corporates in IPM in Prescriptions by Core Specialties in Apr-Dec YTD

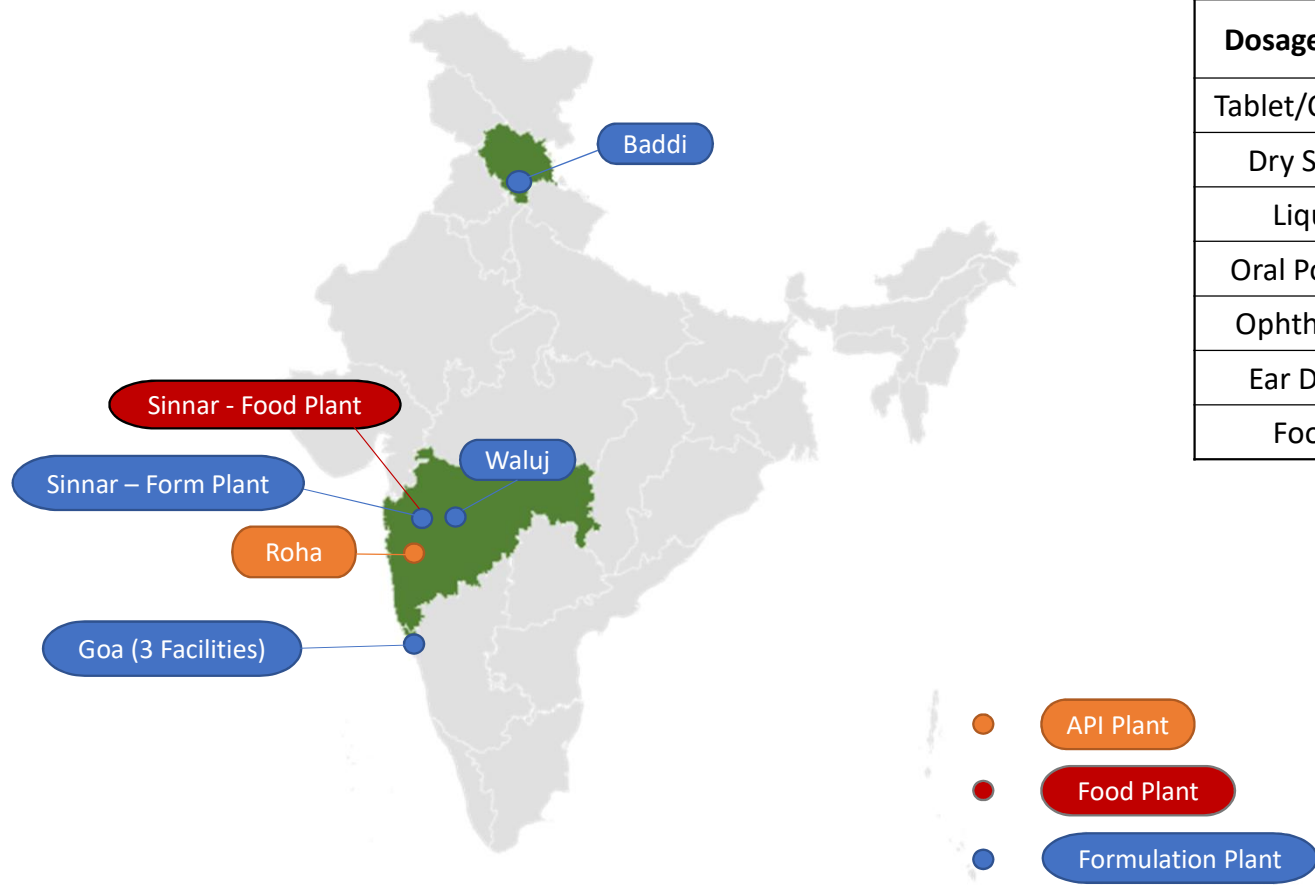
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Specialities	% Growth			Rank
	FDC	IPM	% MS	
Overall	38	34	5.6	13
GP-NON.MBBS	39	35	9.6	5
GP - MBBS	47	28	7.1	9
PEDIATRICIAN	50	44	5.7	18
ENT SPECIALIST	29	29	5.3	15
OPHTHALMOLOGIST	2	22	5.6	9

(Source: IQVIA-Medical Audit data Dec 2022 (Apr-Dec))



Manufacturing Facilities



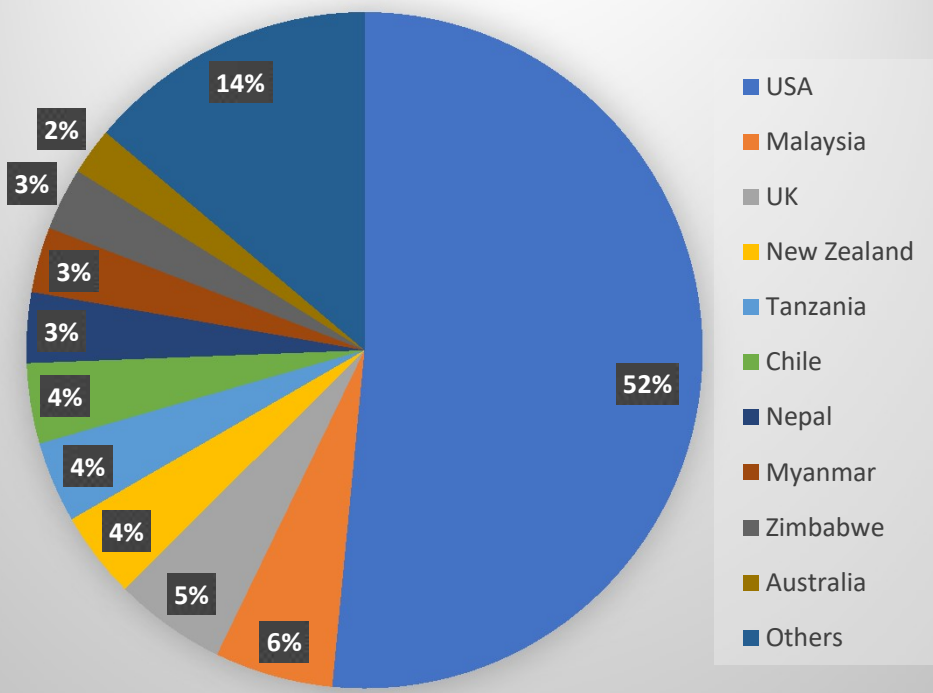
Dosage Form	Baddi	Goa 1/2	Goa 3	Sinhar (Food)	Sinhar (Form)	Waluj
Tablet/Capsule	Blue	Blue	Blue			
Dry Syrup	Blue					
Liquid	Blue					Blue
Oral Powder		Blue			Blue	Blue
Ophthalmic						Blue
Ear Drops					Blue	
Foods				Red		

Source: Internal Data

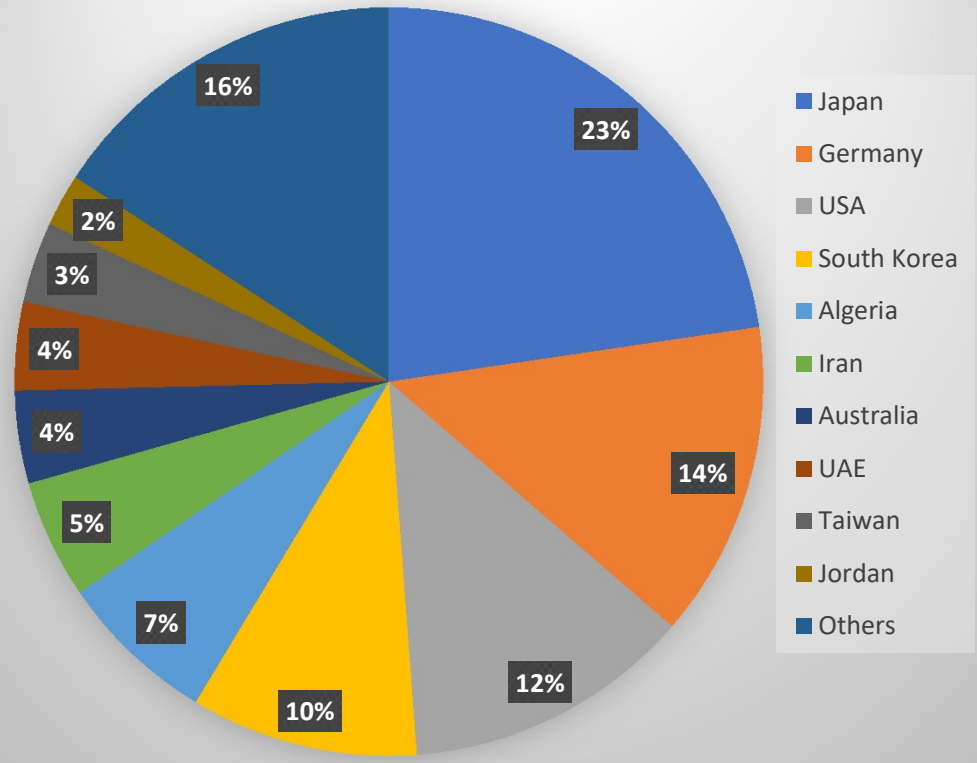


TOP 10 Countries: Export Sale of APIs & Formulations Q3FY23

Export Formulation Sales - 65Cr\$



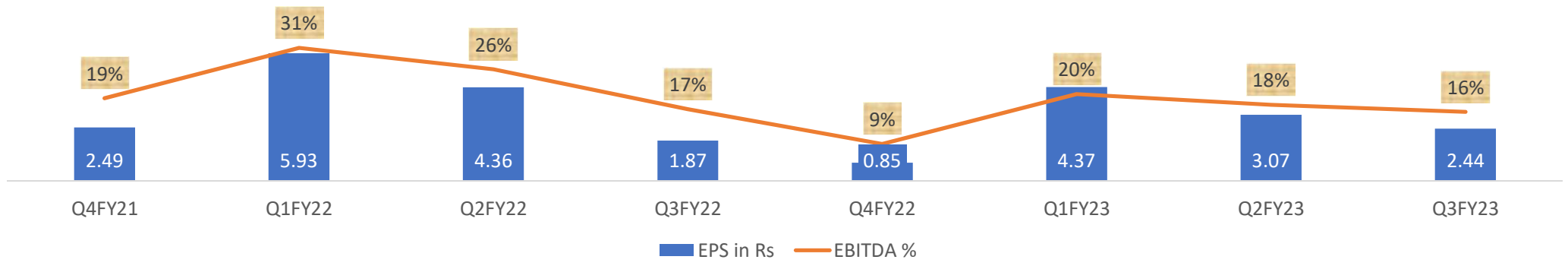
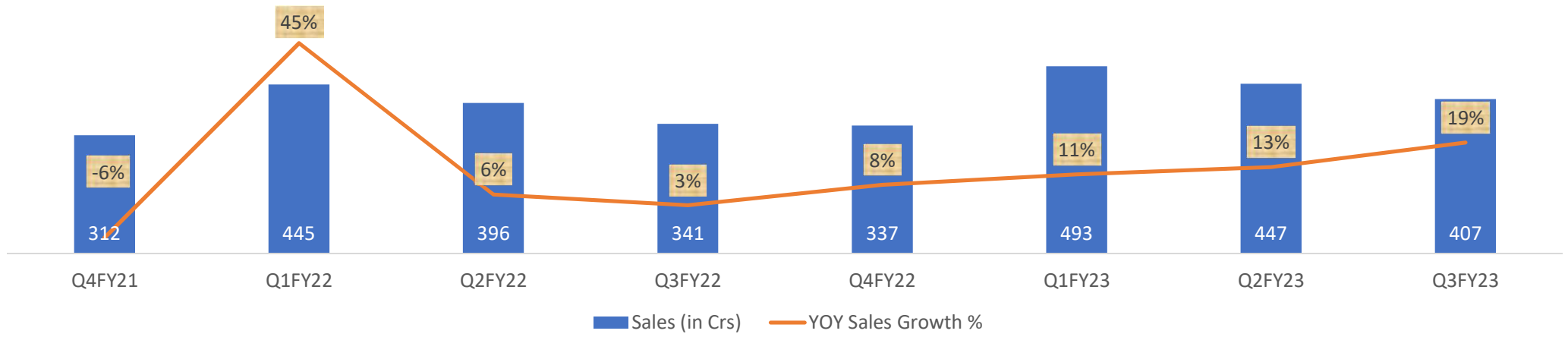
Export API Sales - 20cr\$



Source: Internal Data



Quarterly Performance

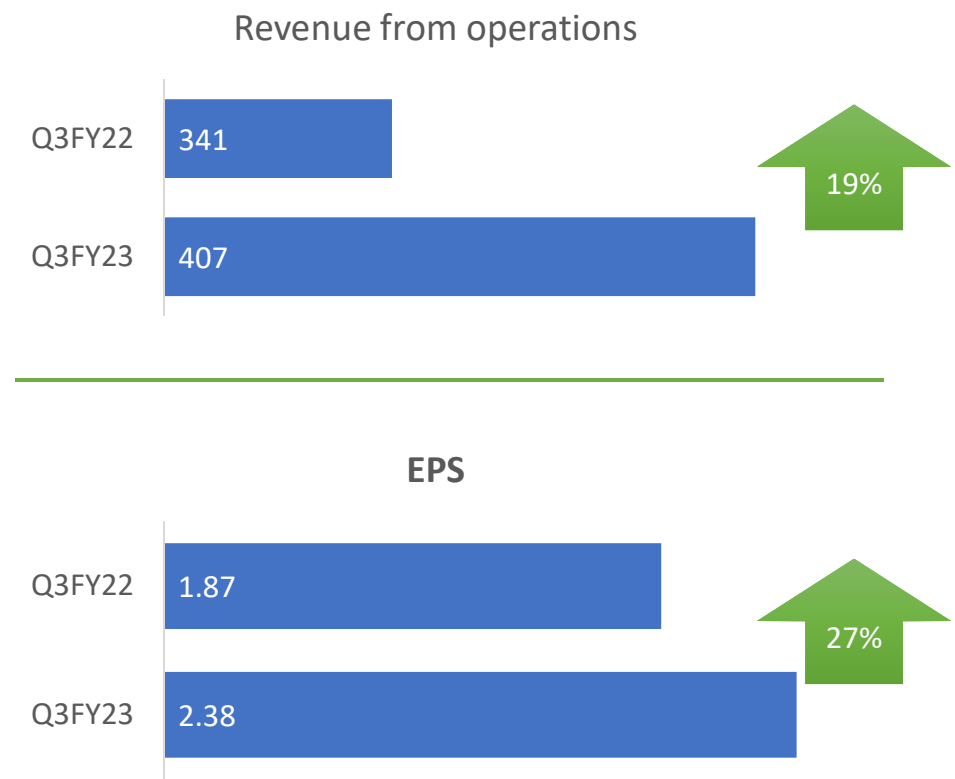


Source: Internal Data



Quarterly Performance

in crs. (except EPS)	Q3FY23	Q3FY22	YoY %
Revenue from operations	407	341	19%
Other income	19	13	43%
Total Income	425	354	20%
Operating Expenses	360	298	21%
EBITDA	65	57	15%
Finance Cost	1.2	0.8	40%
Depreciation	10	9	9%
Profit before Tax	54	47	16%
Taxes	39	32	25%
Profit after Tax	41	32	26%
EPS	2.38	1.87	27%



Source: Internal Data



For updates and company information, please visit our website i.e. www.fdcindia.com

For specific queries, kindly email on investors@fdcindia.com



THANK YOU