



# FDC LIMITED

Investor Presentation  
Q1FY23

# 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

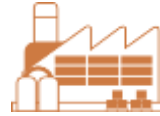
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## Strong Domestic Business

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

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## Best-in-class manufacturing facilities & regulatory track record

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

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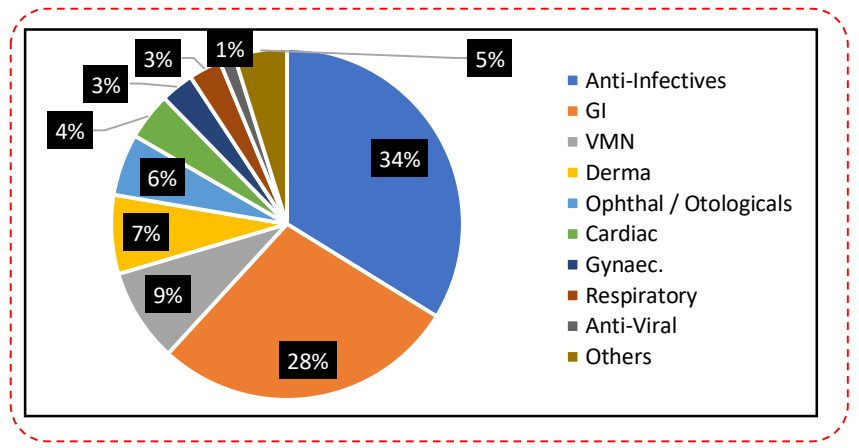
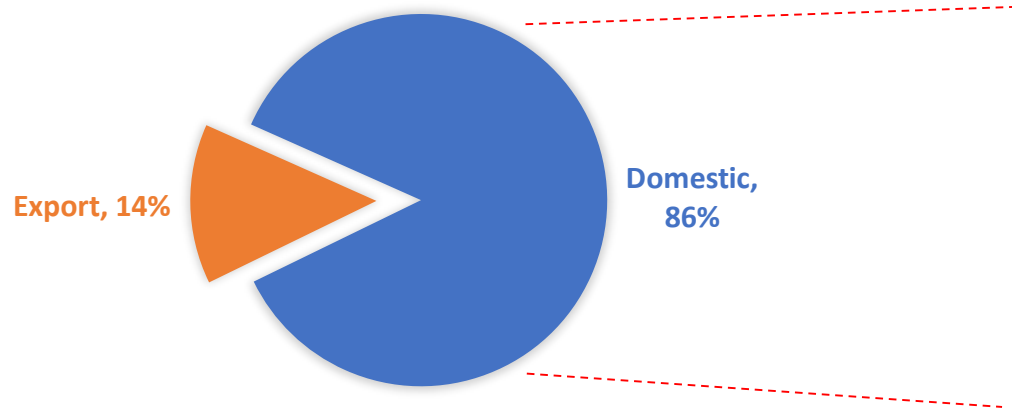


## Strong Financials

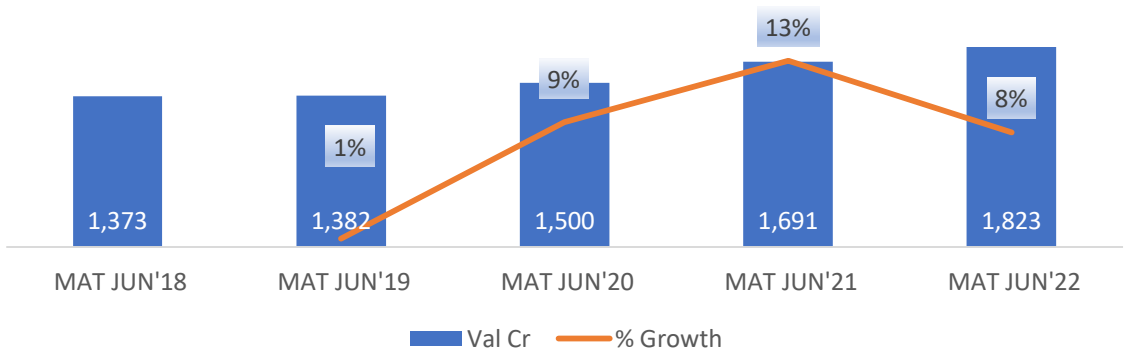
- ✓ High Return on Capital Deployed in Business
- ✓ High financial capacity for growth investing

# Multiple Levers to drive growth

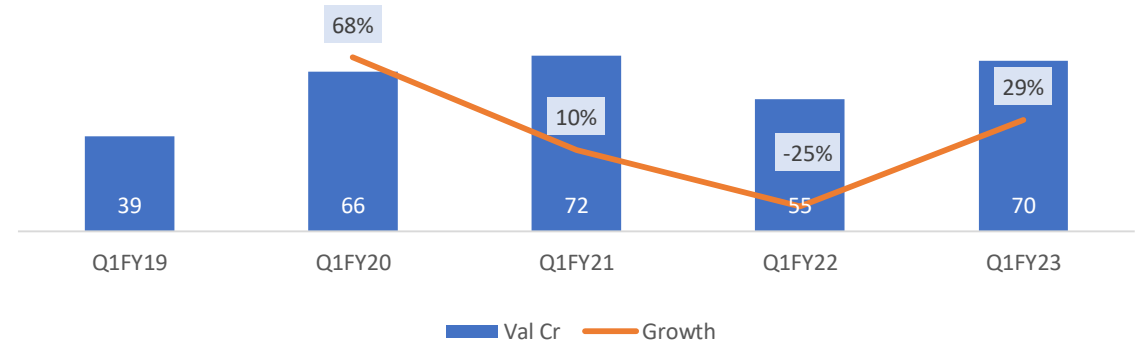
## Revenue Mix



Domestic Secondary Sales



Export Sales



## Sales & Marketing

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

(Source: IQVIA-Moving Annual Total Turnover- MAT Jun 2022, Internal Data).



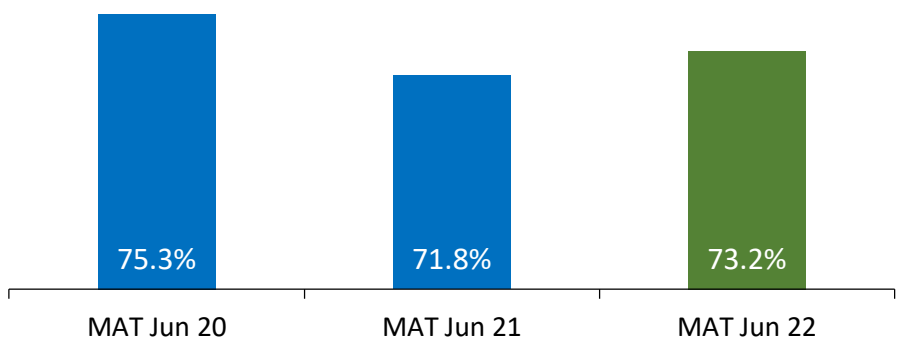
# Multiple Top Brands to anchor growth

Brand	Molecule	Rank	Rs. Crs	MS %
Electral	Oral Electrolytes	①	319	73.2%
Zifi	Cefixime	①	301	24.3%
Enerzal	Energy Drinks	①	137	41.8%
Vitcofol	Folic acid + Cyanocobalamin + Nicotinamide	⑧	82	2.6%
Zifi CV	Cefixime + Clav.	①	71	44.9%
Zathrin	Azithromycin	④	60	4.5%
Zocon	Fluconazole	①	52	26.9%
Zifi-O	Cefixime + Ofloxacin	①	50	12.9%
Simyl MCT	Casein based + Soy based IMS	③	48	20.7%
Amodep AT	Amlodipine + Atenolol	⑤	39	6.4%

# Electral – Category Creator & Consistent Leader in Oral Rehydration Salts

## Electral – Brand synonymous with product category

(Market Share)

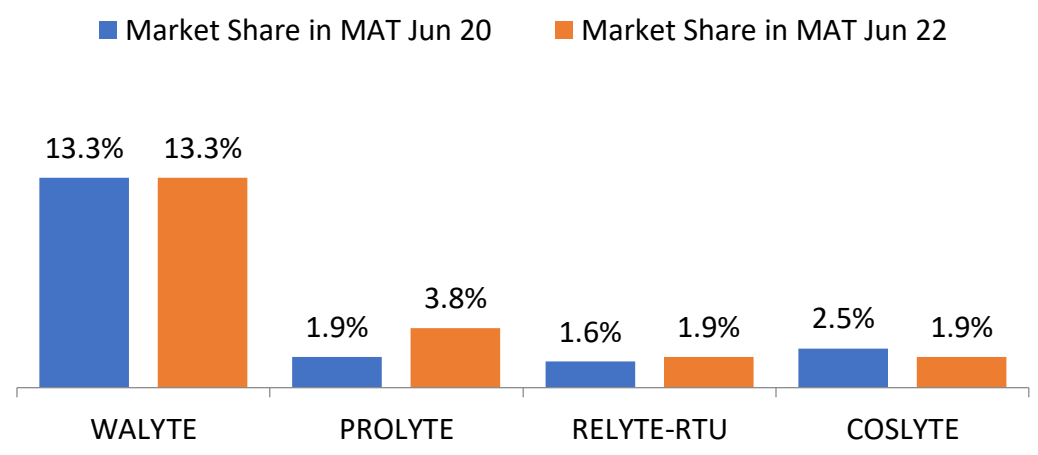


## Multiple SKUs to Driving Consistent Growth



## In an otherwise fragmented market

(Market Shares of Other Players)



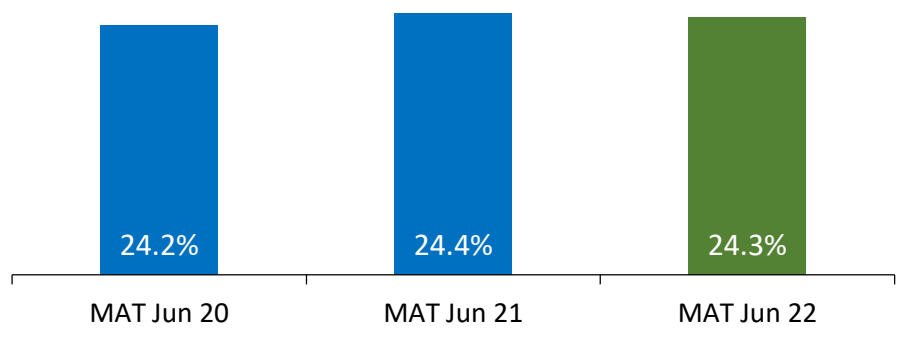
Source: IQVIA-Moving Annual Total Turnover- MAT Jun 2022



# Zifi – Category Leader in CEFIXIME

## Zifi – Consistent Category Leader

(Market Share)

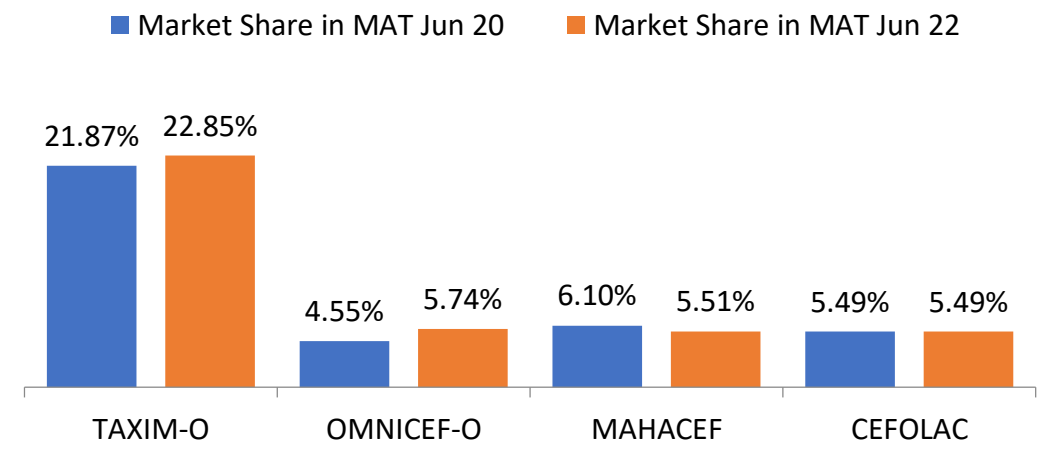


## Multiple SKUs to Driving Consistent Growth



## In an otherwise fragmented market

(Market Shares of Other Players)



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

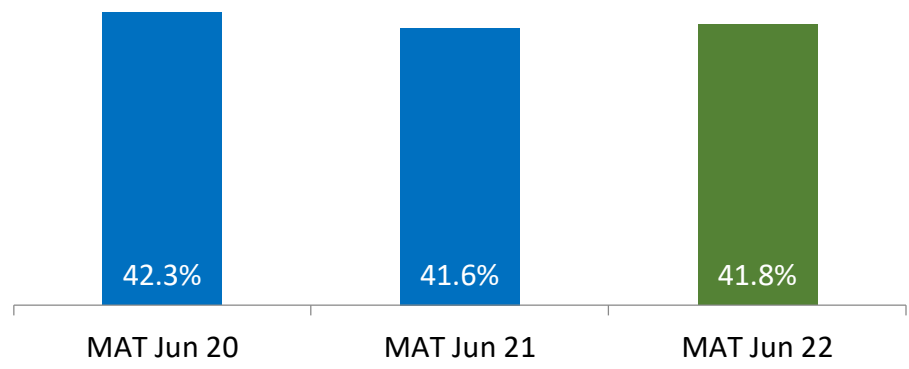




# Enerzal – Category Leader in Energy Drinks

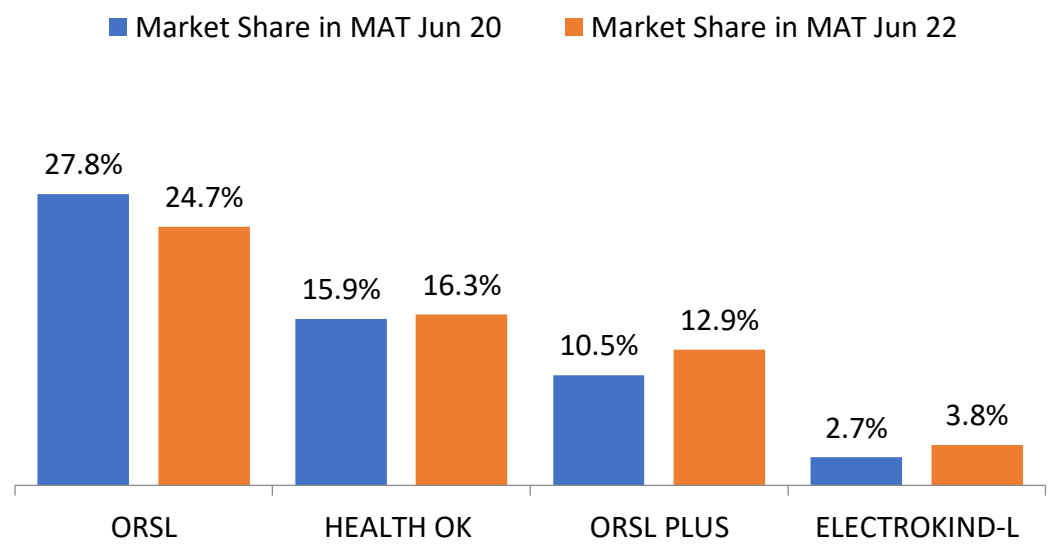
## Enerzal – Consistent Category Leader

(Market Share)



## In an otherwise fragmented market

(Market Shares of Other Players)

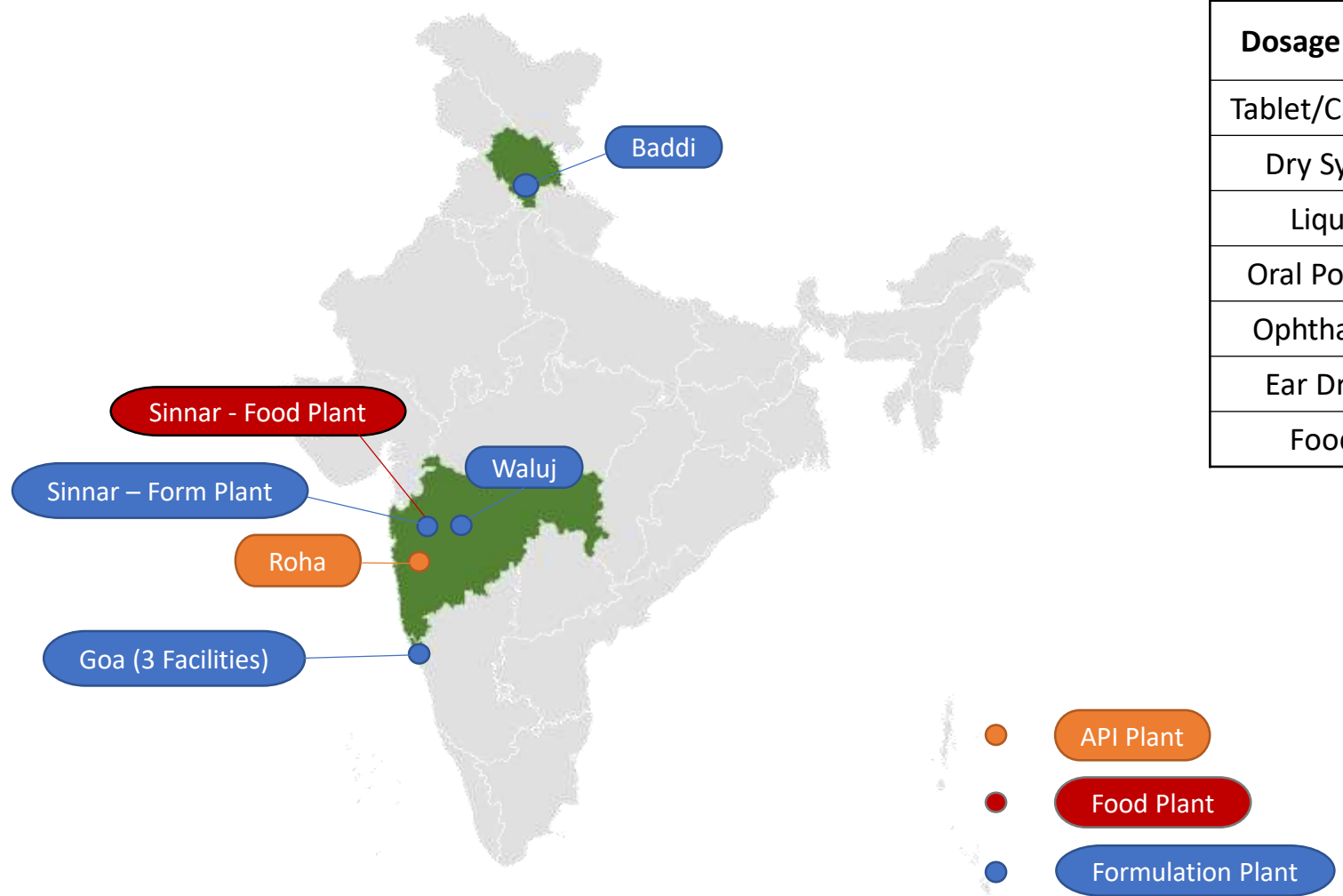


Source: IQVIA-Moving Annual Total Turnover- MAT Jun 2022





# Manufacturing Facilities



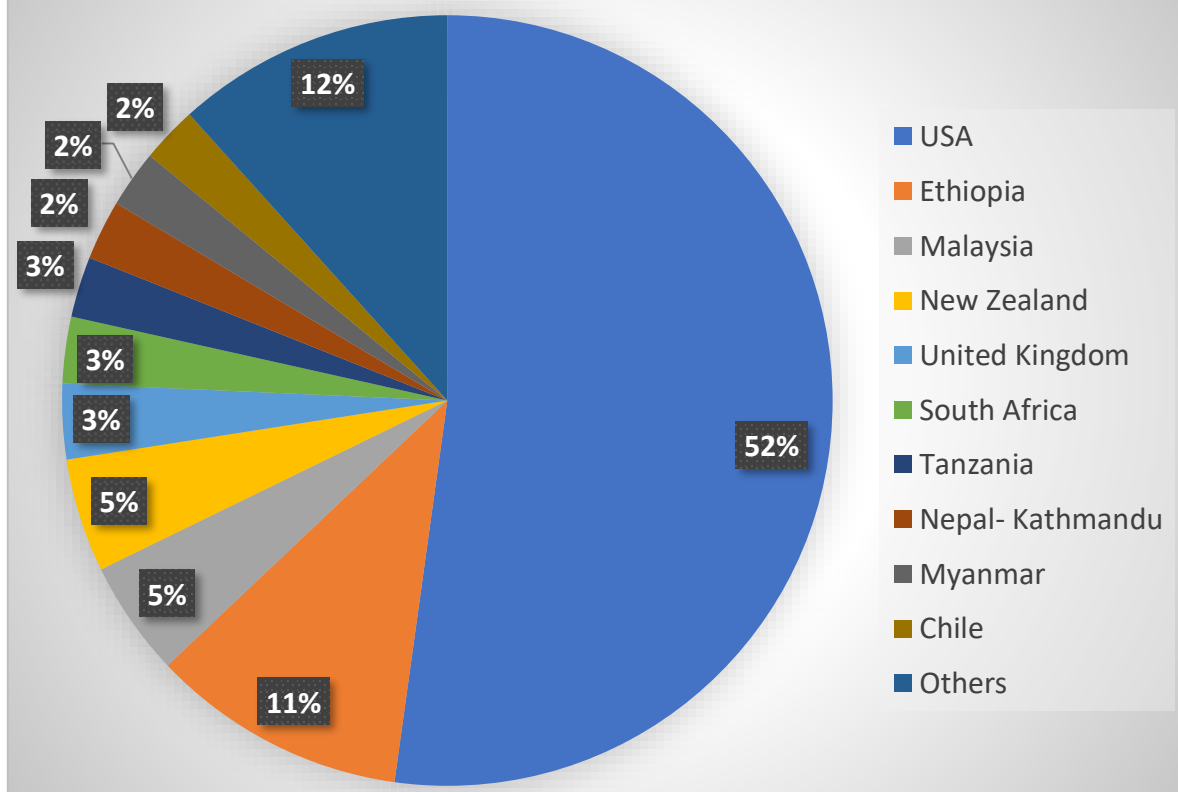
Dosage Form	Baddi	Goa 1/2	Goa 3	Sinnar (Food)	Sinnar (Form)	Waluj
Tablet/Capsule	Blue	Blue	Blue			
Dry Syrup	Blue					
Liquid	Blue					Blue
Oral Powder		Blue			Blue	Blue
Ophthalmic						Blue
Ear Drops					Blue	
Foods				Red		

Source: Internal Data

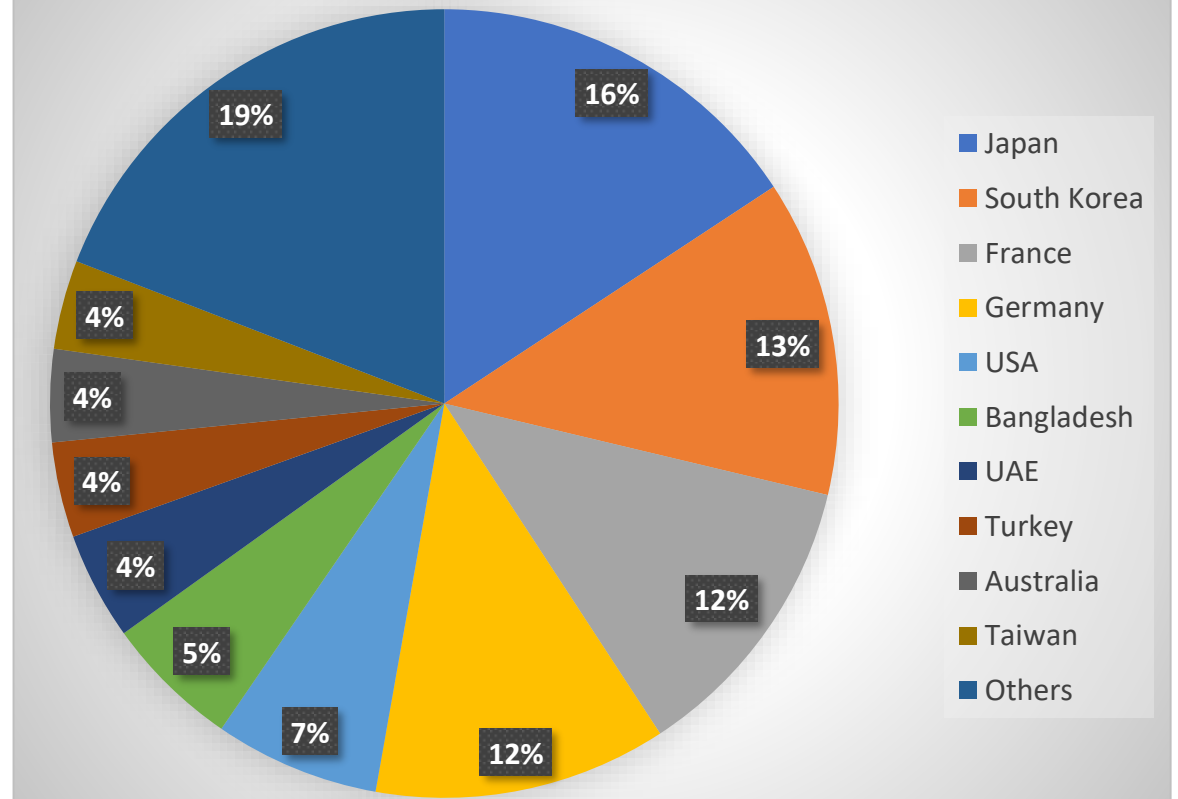


# TOP 10 Countries: Export Sale of APIs & Formulations Q1FY23

Export Formulation Sales - 53Crs



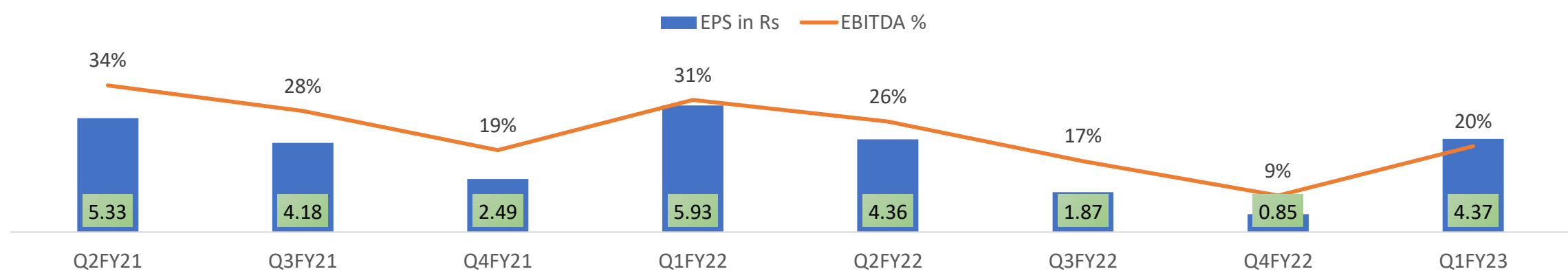
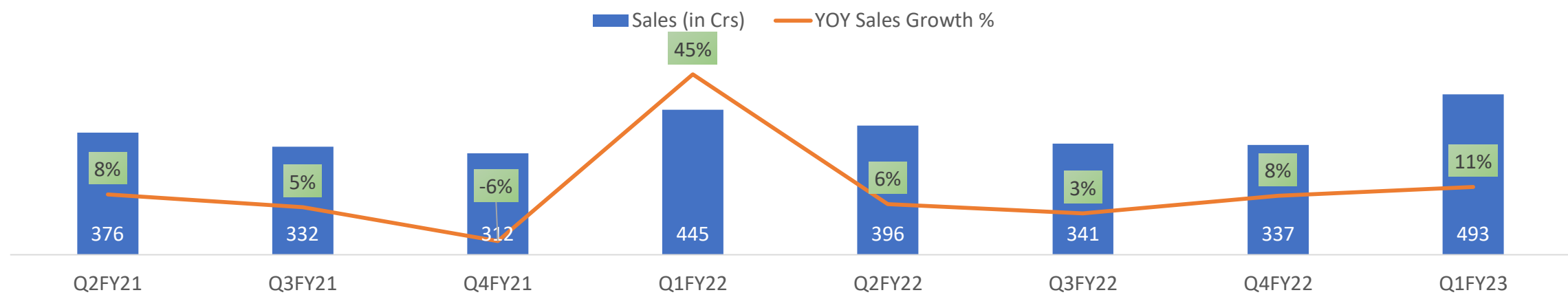
Export API Sales - 17crs



Source: Internal Data



# Quarterly Performance

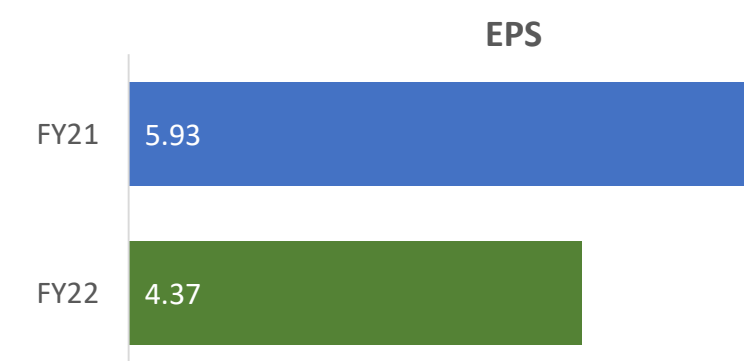
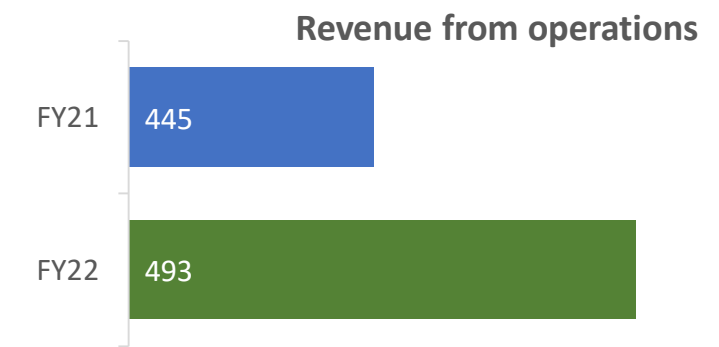


Source: Internal Data



# Quarterly Performance

in crs. (except EPS)	Q1FY23	Q1FY22	YoY %
Revenue from operations	493	445	11%
Other income	19	23	-17%
<b>Total Income</b>	<b>512</b>	<b>468</b>	<b>9%</b>
Operating Expenses	413	331	25%
EBITDA	99	137	-28%
Finance Cost	0.7	0.8	-13%
Depreciation	9	9	-2%
Profit before Tax	89	127	-30%
Taxes	16	27	-39%
Profit after Tax	73	100	-27%
<b>EPS</b>	<b>4.37</b>	<b>5.93</b>	<b>-26%</b>



For updates and company information, please visit our website i.e. [www.fdcindia.com](http://www.fdcindia.com)

For specific queries, kindly email on [investors@fdcindia.com](mailto:investors@fdcindia.com)



