



Windlas Biotech Limited

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CIN-L74899UR2001PLC033407

February 8, 2024

To
Listing / Compliance Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001

To
Listing / Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051

BSE CODE: 543329

NSE SYMBOL: WINDLAS

Dear Sir/ Madam.

Sub: Regulation 30(6) of the SEBI (LODR) Regulations, 2015

Please find enclosed herewith the Results Presentation for the Quarter and Nine Months ended December 31, 2023 for your records.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Windlas Biotech Limited

Ananta Narayan Panda
Company Secretary & Compliance Officer

Encl: as above

windlas



Windlas Biotech Limited

Investor Presentation – February 2024



Safe Harbour



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Managing Director's Message



**Mr. Hitesh
Windlass**

I am pleased to declare that the company has delivered YoY revenue growth of 36% quarterly and 23% in 9MFY24.

The Indian pharmaceutical market (IPM) grew by 8% in 9MFY24, with increase in sales prices by 4% and volume growth of 1%. This indicates the price increase has been the major growth driver for IPM. We are pleased to have registered an increase of 23% in topline in 9MFY24 as compared to the same period last year. The persistent growth that has been reported so far in 9MFY24 can be attributed to all the three business verticals.

The company continues to focus on increasing its customer base and expanding its product range in Generic Formulation CDMO business vertical. It also aims to increase wallet share from existing customers.

According to industry experts, domestic trade generics constitutes about 15% of IPM size. The Government is targeting to increase the Jan Aushadhi store count by 2.5 times to 25,000 by the end of FY26. This will provide added impetus to our Trade Generics and Institutional business. Besides, the growth in Domestic Trade Generics and Institutional vertical also remains steadfast, driven by strategic initiatives to enrich product portfolio and extend distribution network.

The EPS in 9MFY24 Rs. 19.79 has surpassed 12MFY23 (annual) EPS of Rs.19.70. We have generated robust operating cash flows, paid dividends to our valued shareholders and maintained a strong liquidity position.

As previously mentioned, we have achieved mechanical completion of our injectables facility at the end of Q2 of this fiscal year and are on track for readiness of the facility for commercial production by end of FY24.

The company continues to focus on overall process improvements and improving internal efficiencies. We are currently observing several positive indicators across all its business verticals. Based on the company's distinctive value proposition and substantial customer engagement, the company is strategically positioned to effectively pursue its long-term objectives in a sustainable manner.

CEO & CFO's Message

windlas



**Ms. Komal
Gupta**

We are delighted to announce Rs. 162 Cr revenue and Rs. 20 Cr EBITDA in Q3FY24 - consecutive fourth quarter of highest ever revenue and EBITDA.

The Indian Pharmaceutical Market (IPM) growth in 9MFY24 was mainly driven by price realization growth, while volume growth which is relevant for the company grew by just 1%. The company has been able to register 23% revenue growth in 9MFY24.

The strategic efforts made in the preceding years, such as expanding our customer base and launching innovative products, are showing promising outcomes. Generic Formulations CDMO vertical generated a revenue of Rs 125.5 crores in Q3FY24, reflecting YoY growth rate of 44% and 9MFY24, the revenue increased to Rs 353.6 Crores, witnessing a YoY growth rate of 21%.

In the realm of Domestic Trade Generics and Institutional vertical, our company has consistently provided Accessible, Affordable, and Authentic medication to the rural hinterland markets of India. During Q3 FY24, we generated revenue of Rs. 28.5 crores, exhibiting a YoY growth rate of 19% and for 9MFY24, this vertical registered a revenue of Rs. 87.7 crores, achieving YoY growth of 28% when compared with the corresponding period in the previous year.

During 9MFY24, our company's revenue from exports reached Rs. 18.5 crores, achieving YoY growth of 44%.

In the context of the financial performance of the company, the revenue generated during Q3FY24 amounted to Rs. 162 crores, growth of 36% YoY and for 9MFY24 reached Rs. 460 crores, a YoY gain of 23%. The EBITDA for Q3 FY24 stood at Rs. 20 crores, an uptick of 46% YoY and for 9MFY24 Rs. 56 crores, recording a growth of 28% YoY. The company's PAT for Q3FY24 amounted to Rs. 15 crores, reflecting a YoY increase of 64% and for 9MFY24 stood at Rs. 41 crores, a YoY rise of 32%. The EPS stood at Rs 7.26 and 19.79 per share in Q3FY24 and 9MFY24 depicting a YoY growth of 71% and 38% respectively.



Financial Performance Highlights



Key Highlights: Q3 and 9M FY2024



01

Crossed 160 Cr. milestone
highest revenue
consecutive 4 quarters

02

Revenue Q3 & 9M
FY24 YoY growth
36% & 23%

03

Highest ever EBITDA
Rs 20 Cr. & Rs 56 Cr. in
Q3 & 9M FY24

04

Highest PAT Q3 & 9M
FY24 YoY growth
64% & 32%

05

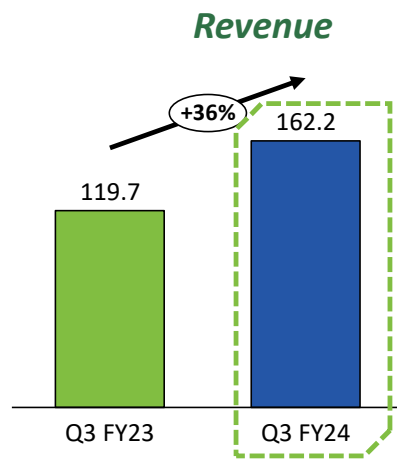
9MFY24 EPS Rs. 19.79
surpassed 12MFY23
(annual) EPS Rs.19.70

06

Strong liquidity of
Rs. 167 Cr. as on
30th Sep 2023

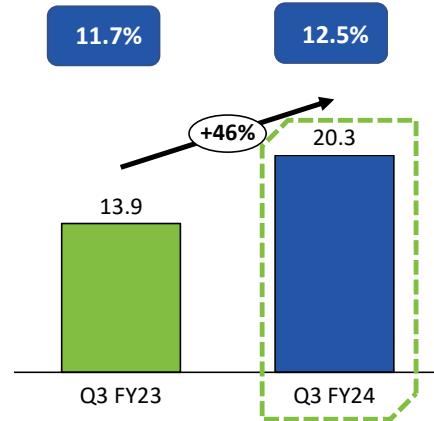
Quarterly Performance Highlights

Consolidated

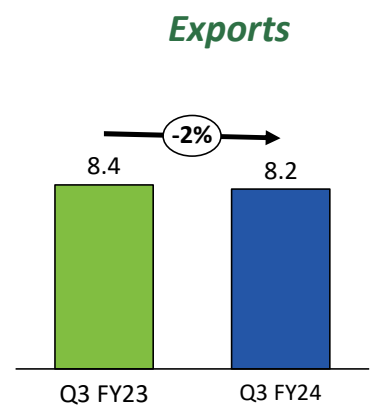
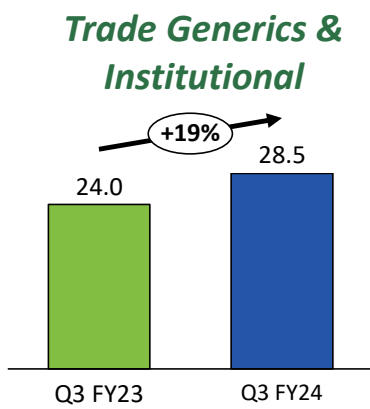
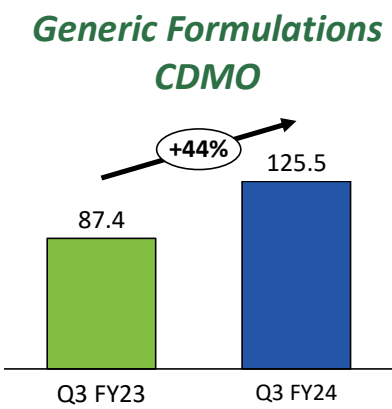


Crossed 160 Cr revenue milestone & consistent highest quarterly revenue four quarters in a row.

EBITDA & EBITDA Margin (%)

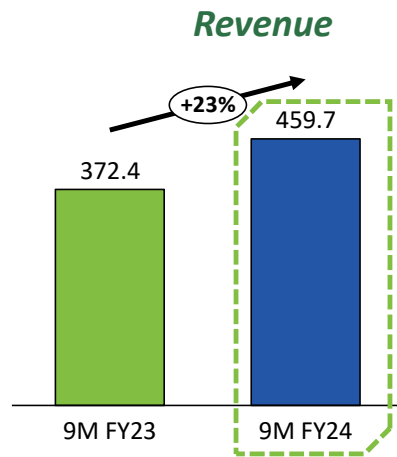


Vertical Revenue



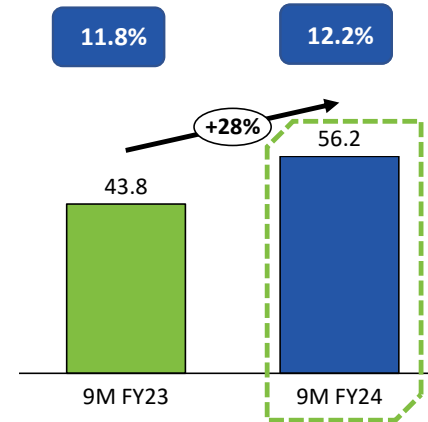
Nine - Monthly Performance Highlights

Consolidated

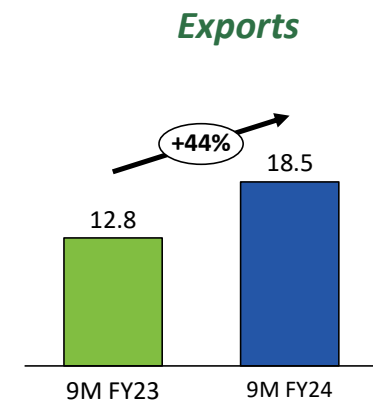
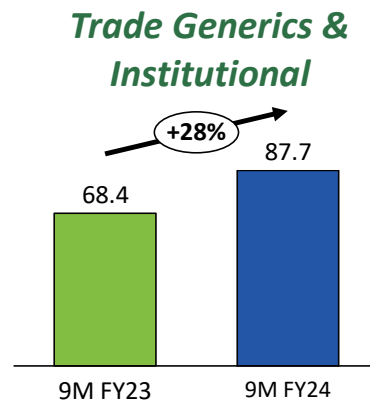
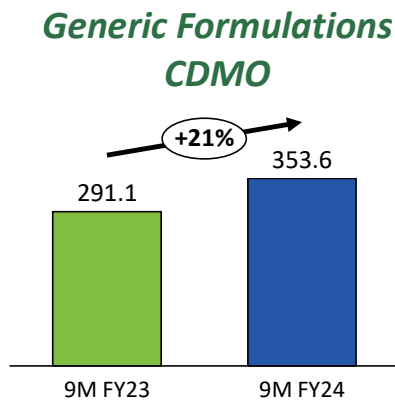


Clocked in highest ever nine monthly Revenue & EBITDA

EBITDA & EBITDA Margin (%)

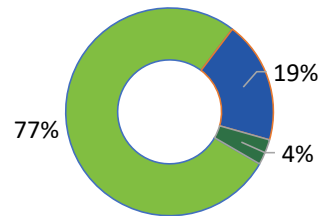


Vertical Revenue



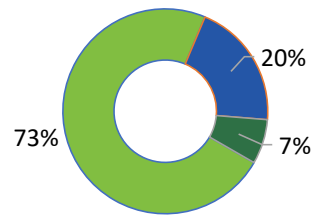
Vertical Break-up

Q2FY24



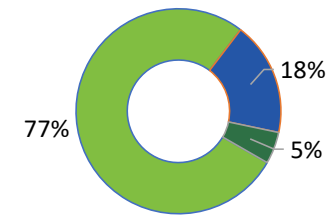
■ CDMO
■ Trade Generics & OTC
■ Exports

Q3FY23



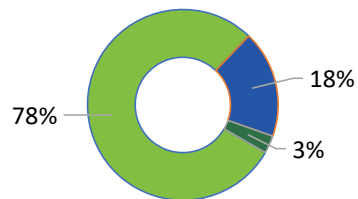
■ CDMO
■ Trade Generics & OTC
■ Exports

Q3FY24



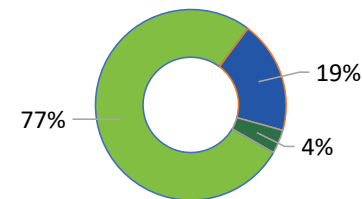
■ CDMO
■ Trade Generics & OTC
■ Exports

9MFY23



■ CDMO ■ Trade Generics & OTC ■ Exports

9MFY24



■ CDMO ■ Trade Generics & OTC ■ Exports

Consolidated Profit & Loss Statement – Q3 & 9M FY24

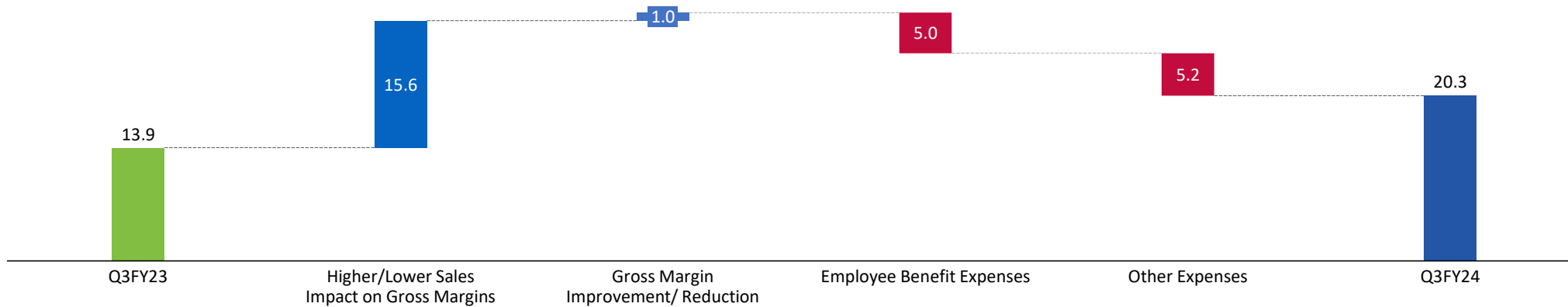


Particulars (Rs. Crores)	Q3FY24	Q3FY23	YoY%	9MFY24	9MFY23	YoY%
Net Revenue from Operations	162.2	119.7	35.5%	459.7	372.4	23.4%
COGS	101.6	75.7		289.0	236.6	
Gross Profit	60.6	44.0	37.7%	170.7	135.8	25.7%
Gross Margin (%)	37.3%	36.7%	60bps	37.1%	36.5%	66bps
Employee Expenses	22.7	17.7		64.6	52.1	
Other Expenses	17.5	12.3		49.9	39.9	
EBITDA	20.3	13.9	45.8%	56.2	43.8	28.3%
EBITDA Margin (%)	12.5%	11.7%	88bps	12.2%	11.8%	46bps
Other Income	3.2	2.2		9.0	7.6	
Finance Costs	0.3	0.2		0.8	0.6	
Depreciation	3.4	3.1		9.9	8.8	
Reported PBT	19.8	12.8	54.5%	54.5	42.0	29.7%
Taxes	4.7	3.6		13.3	10.8	
Reported PAT	15.1	9.2	64.3%	41.2	31.2	32.1%

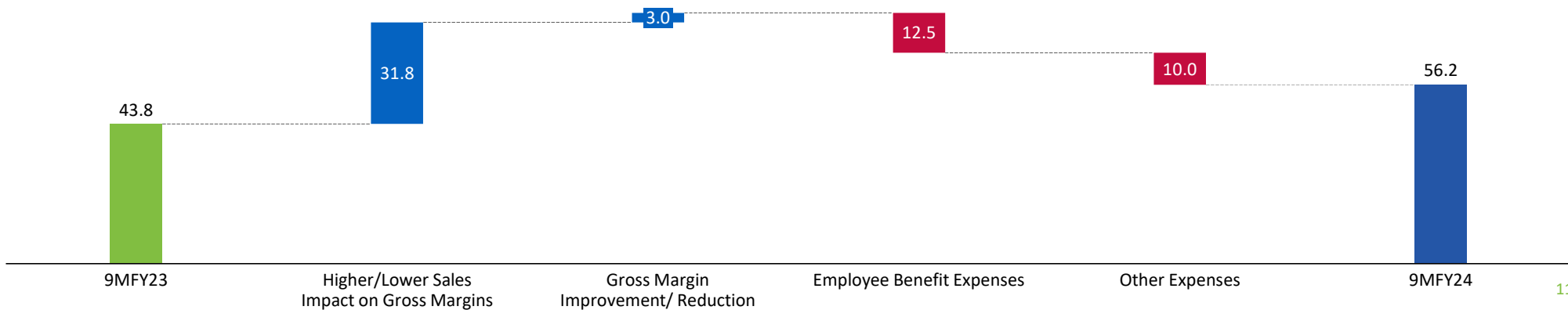
EBITDA Bridge for Q3 & 9M FY24



Q3FY24 EBITDA Bridge(Rs. Crores)



9MFY24 EBITDA Bridge (Rs. Crores)



Rewarding Shareholders



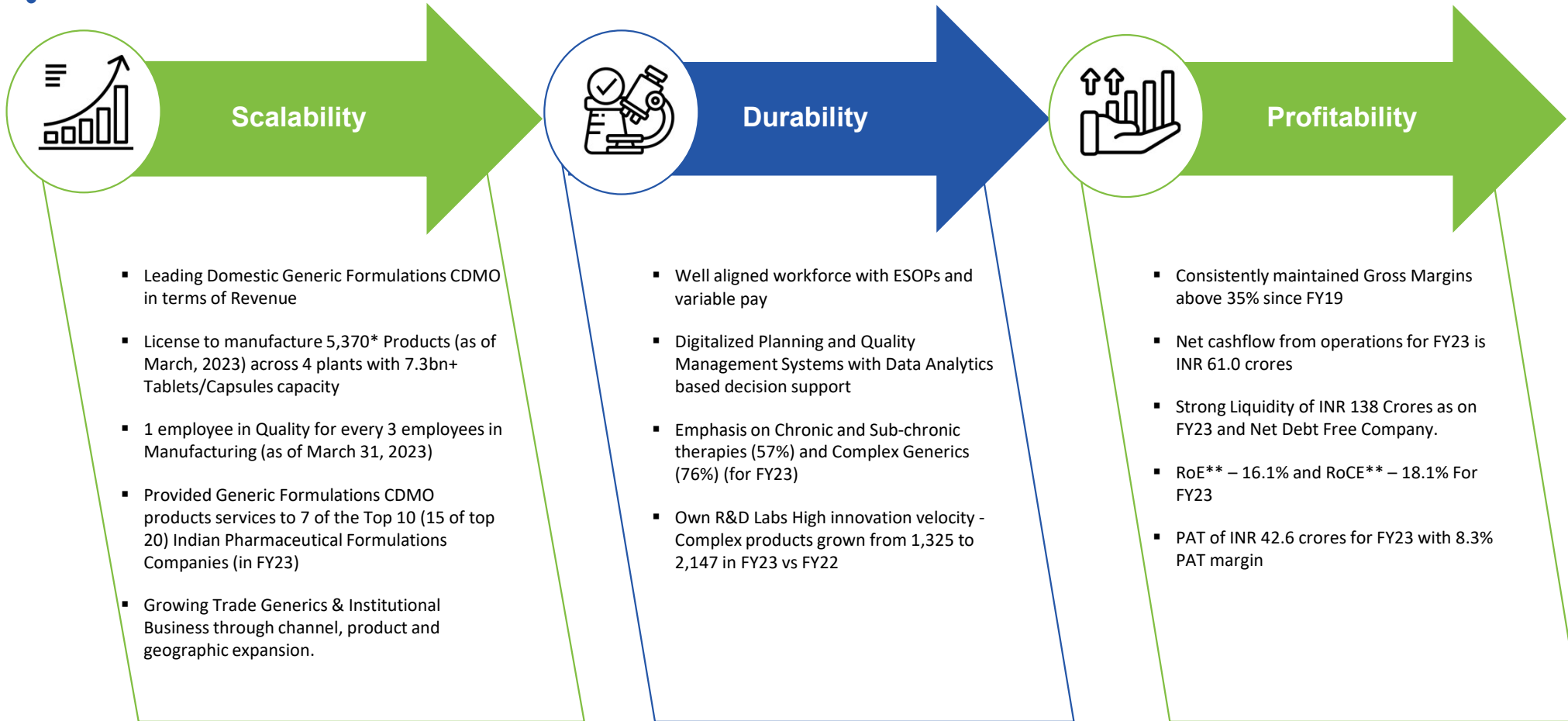
- Highest ever EPS in Q3 and 9M FY24 post listing. The earnings per share (EPS) experienced a growth i.e. in Q3 FY24 the EPS stood Rs 7.26 a growth of 71% YoY and in nine months of fiscal year 2024, the EPS stood at Rs.19.79 YoY growth of 38%.
- Dividend:
 - In line with our policy, Company paid dividend of Rs 8.3 Cr (Rs 4.0 per share) in September 2023 to its shareholders for FY23.
 - According to our company policy, we aim to maintain a Dividend Payout Ratio as near as possible to 20% of our consolidated profit after tax, subject to -
 - Company's need for Capital for its growth plan
 - Positive Cash Flow



Company Overview

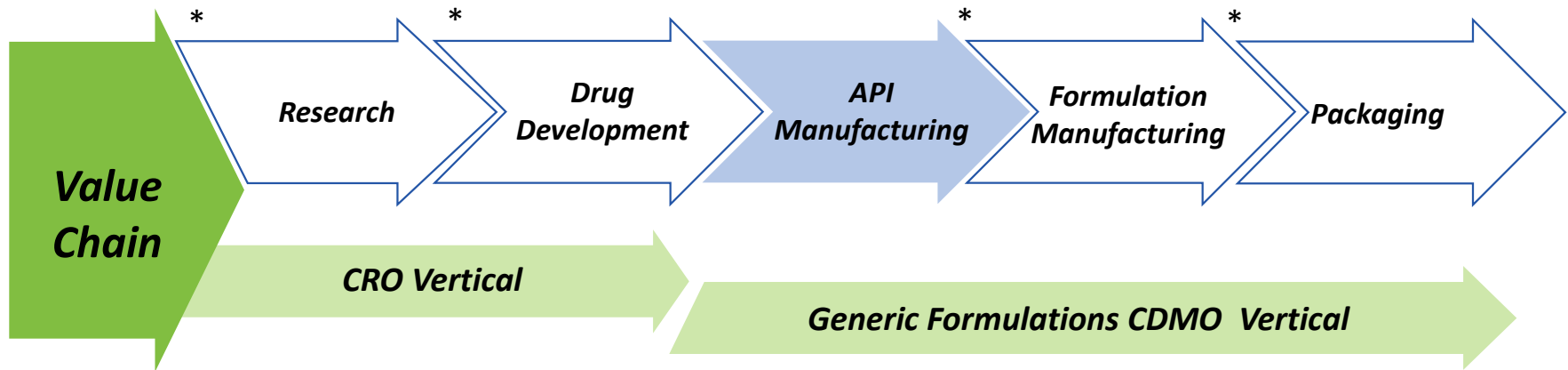


Windlas Biotech at Glance



*from the State Drug Licensing Authority, Drug Controlling and Licensing Authority (Manufacturing), Garhwal Mandal, Uttarakhand
** For ROCE & ROE, Capital Employed & Equity at the end of period after removing cash/bank & mutual fund balances at the end of period

Windlas Biotech's Presence in Pharma Value Chain



 **Signifies Presence of Windlas Biotech in the Respective Verticals*

 *We invest in creating our own formulation technology for our products. Almost 100% of our CDMO supplies are based on products where we own the entire IP from initiation to regulatory permission.*

Journey So Far...



- Commenced operations at Dehradun Plant – I and initiated commercial production

- Commenced operations at Dehradun Plant – IV
Revenues crossed INR 100 Crores for FY2010

- Received first USFDA inspection clearance
- Revenues crossed ₹200 Crores for the FY 2013-14
- Commenced operations at Plant – II
- Investment of ₹75 Crores from Tano India Private Equity Fund II

- Revenues crossed ₹300 Crores for the FY 2016-17
- Launched first product in the United States from the Dehradun Plant – IV
- Commenced operations at Dehradun Plant – III
- Divestment of Windlas Healthcare to Cadila Healthcare

2001

2010

2014-15

2018

2023
Onwards

2021-22

2020

2019

- Buyback of Rs. 25 crores successfully completed
- Dividend payments of Rs. 7.6 Crores (Rs. 3.5 per share) for FY22
- Trade Generics and Institutional grew at CAGR of 35% from FY19 to FY23
- Injectable mechanical completion ongoing and will be operational by FY24

- Approval of Scheme of Amalgamation of Windlas Healthcare
- Capital expenditure of INR 79.18 Crores towards addition of Fixed Assets
- Got listed on Exchanges in August 2021
- Capacity of Capsules/ Tablets increased from 5 Bn+ as of Mar 31, 2020 to 7 Bn+ as of March 31, 2022

- Capital Expenditure of INR 15.2 Crores towards addition to Fixed Assets
- Acquired the erstwhile associate – Windlas Healthcare

- Capital expenditure of INR 12 Crores towards addition to Fixed Assets

Strong Board of Directors...



Ashok Kumar Windlass
Whole Time Director

- **Chairman of Confederation of Indian Industries**, Uttarakhand State Council,
- **Established Windlas Biotech in 2001.**
- Led Windlas Biotech as MD till 2020



Hitesh Windlass
Managing Director

- **21+ years of experience in field of management**
- Bachelor's degree from the **IIT-BHU, MS in Material Science & Engr. from Georgia Institute of Technology and MBA from the Booth School of Business, University of Chicago**
- Leads the company since 2008



Manoj Kumar Windlass
Jt. Managing Director

- **Co-founded Windlas Biotech in 2001**
- Deeply engaged in **managing client relations, and product portfolio expansion**
- Plays a significant role in driving the product portfolio decisions and overall commercial operations including business development, supply chain and procurement
- He is a BBA graduate from George State University Atlanta



Pawan Sharma
Executive Director

- **22+ years** of experience in the pharmaceutical industry, he has a Bachelor's degree in Law from the Hemwati
- Nandan Bahuguna Garhwal University, Srinagar (Garhwal)



Vivek Dhariwal
Chairman and Independent Director

- **22+ years** of experience in manufacturing and supply operations.
- Previously associated with ICI India Ltd, Baxter India Private Ltd, and Pfizer Ltd.
- Bachelor's degree from IIT-B & Master's degree in science from University of Kentucky



Prachi Jain Windlass
Non-Executive Director

- **20+ years** of experience.
- Bachelor's degree in technology from the IIT, Delhi, Master's degree in science from University of Southern California, and an MBA from University of Chicago.
- Currently associated with Michael & Susan Dell Foundation India and previously with Boston Consulting Group



Srinivasan Venkatraman
Non-Executive Director

- Fellow member of the Institute of Chartered Accountants of India.
- Previously associated with Wealth Tree Advisors, Hines, Aon Global Insurance Services, and Lovelock & Lewes



Gaurav Gulati
Non-Executive Director

- Bachelor's degree in Science (computer science) from the University of Illinois. MBA from Booth School of Business.

...Coupled with Proficient Management Team



Mr. Ashok Kumar Windlass,
Whole Time Director

Founded Windlass Biotech in 2001
54+ Years of Experience in the industry, he has led Windlas Biotech as MD till 2020.



Ms. Komal Gupta,
CEO & CFO

Experience – 18+ Years;
Educational Qualification - CA, CS & CWA
Working with Windlas since 2015
Previously worked with DSM Group and Anand Automotives Systems Ltd.



Mr. Hitesh Windlass,
Managing Director

21+ Years of experience in field of management
Leads the company since 2020 & plays a significant role in preparing strategy of Company.



Mr. Om Prakash Sule,
Site Quality Head

Experience - 26+ Years;
Previously worked with Piramal Enterprises Limited and Mankind Pharma Limited.



Mr. Manoj Kumar Windlass,
Joint Managing Director

Experience – 22+ Years;
Co-founded Windlas Biotech in 2001.
Deeply engaged in **managing client relations, and product portfolio expansion**



Mr. Ananta Narayan Panda ,
Company Secretary and Compliance Officer

Experience - 22+ Years;
Previously worked with GMR Airports Limited, Spice Smart Solutions Limited



Mr. Pawan Sharma,
Executive Director

22+ Years of experience in the industry.
He has been attached with Windlass Since 2001.
Controls the Administrative & Commercial activities of the company.



Mr. Mohammed Aslam,
President – Sales and Marketing

Experience - 43+ Years;
Educational Qualification - Graduate in Science (Biology & Chemistry)
Previously worked with Pharmed -Bracco, Modi-Mundi Pharma, a Swiss MNC and Dalmia Industries Limited

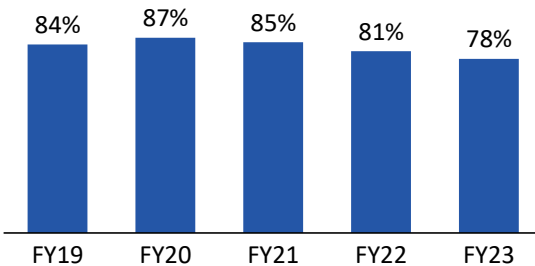
Vertical Overview

Generic Formulations CDMO



- Generic Formulations CDMO vertical focused on providing products & services across- a diverse range of pharmaceutical & nutraceutical generic products.
- Such products are sold to Indian or foreign Pharma MNCs who market products under their own brand names.
- Intellectual Property Rights of 99% of products sold owned by Windlas.

Contribution as a % of Total Revenue from Operations

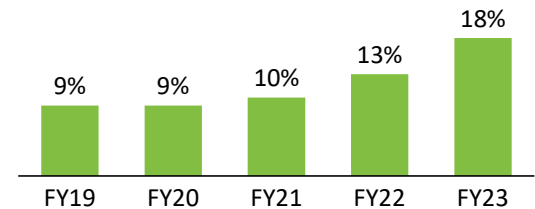


Trade Generics & Institutional



- This vertical consists of Trade Generics which includes products sold to various institutions.
- These products are Drugs for which Patents have been expired and are typically used as a substitute to branded expensive Generic medicines.
- Generally sold to the Distributors & not Medical representatives.

Contribution as a % of Total Revenue from Operations

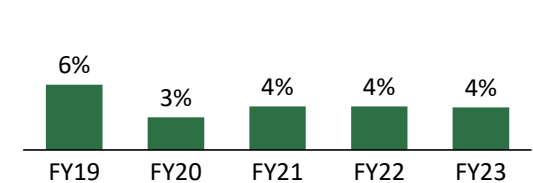


Exports



- Export vertical is engaged in identifying high growth opportunities in Semi regulated international markets & selected regulated markets.
- The motive is to Develop & Register product applications in order to obtain marketing authorizations for medicines & health supplements.
- Subsequently such products are sold to Pharmaceutical Companies & Pharmacies in the respective markets.

Contribution as a % of Total Revenue from Operations



Generic Formulations CDMO Business Highlights



No. Of Customers

371

Brand Used

Brand of the end CDMO Customer

Products

Fixed dosage, Fixed dosage plus modified release, Customized generics, chewable/ dispersible and plain oral solids

Revenue Mix (% of FY23)

78%

Amongst the leading Domestic Generic Formulations CDMO in India

Intellectual Property Rights of 99% of products sold owned by Windlas

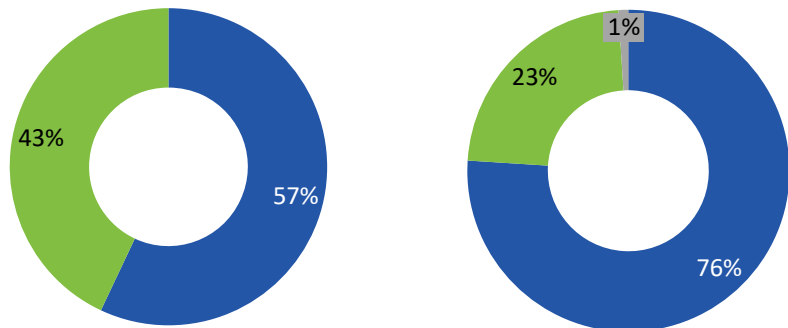
Well Diversified Product Portfolio



Windlas provides Generic Formulations CDMO products & services ranging from product discovery, product development, licensing and commercial manufacturing of complex generic products in compliance with current GMP

Company's product portfolio predominantly overlaps with Fast Growing Chronic vertical and High Margin Complex Generic Vertical:

Portfolio Bifurcation as % of Total Revenue from Operations FY23

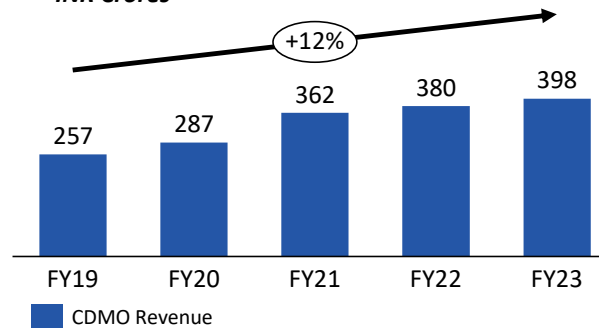


- Chronic & Sub-Chronic
- Acute
- Complex Generics
- Conventional Products
- Others

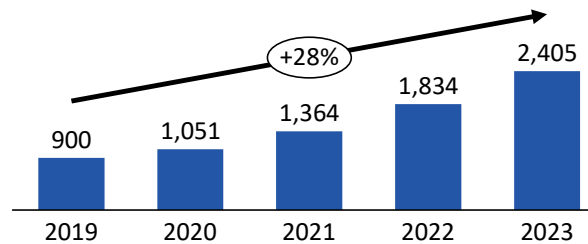
(i) chronic and sub-chronic, such as, anti-diabetic, cardiovascular, neuropsychiatry, respiratory health and nutraceuticals ; and (ii) acute, such as, gastroenterology, vitamins, minerals and supplements ("VMS"), analgesic, dermatological and cough/ cold

Generic Formulations CDMO Revenue grew with a CAGR of 12%

INR Crores



No. of Generic Formulations CDMO Products Catered every year



Value chain of End-to-end Services



Product Discovery & Development



Licensing



Contract Manufacturing

Large Marquee Customer Base

✓ Streamlined Client Acquisition Process



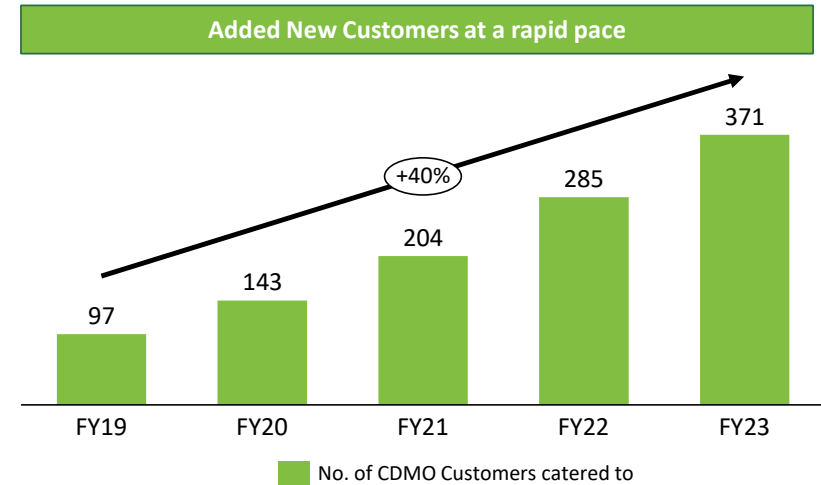
✓ Key Factors that lead to Expansion of Customer base

- ➔ Audits by several MNC & Domestic Customers over the years
- ➔ Product Excellence : dosage innovation, developing complex generic products
- ➔ Manufacturing Excellence : track record, responsiveness, quality & technical standards, turnaround times
- ➔ Planned capital expenditure: Invested in specialized products and services and equipment and dedicated infrastructure

✓ Key Factors that lead to Expansion of Customer base



- Quality, Quantity and specifications for the products
- Company is responsible for the procurement of raw materials and packaging materials
- Provide the proper pricing & supply terms



Key Highlights



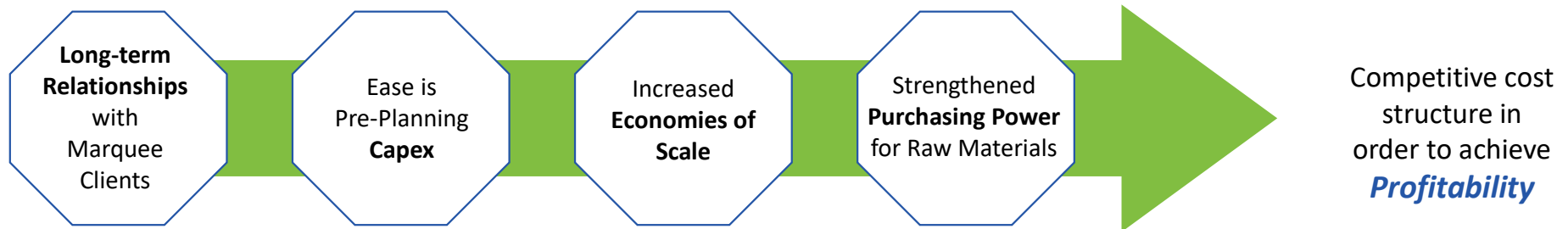
We have consistently maintained strong, **exclusive & Long-Standing relationships** with the leading Indian Pharmaceutical companies.



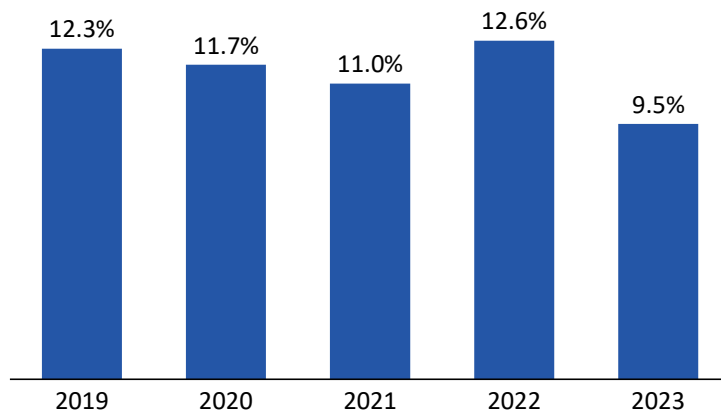
Provided Generic Formulations CDMO Products and Services to **7 of the top 10 (15 of the top 20)** Indian Formulations pharmaceutical companies.

De-Risking the Customer Concentration

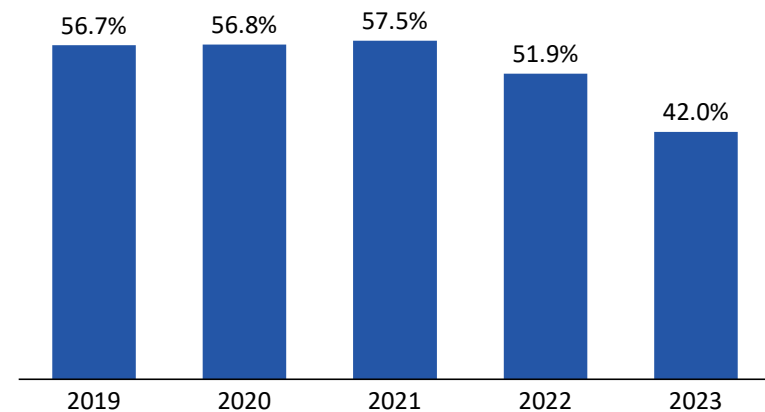
Long-term nature of the relationships help in pre-plan the Capex and eventually help in achieving sustainable growth and profitability



Continuously reducing highest customer's contribution



Lowering client concentration risk



Underpinned by Strong Tailwinds for Organized Players

Key Updates in Generic Formulations CDMO industry

Customers asking for higher quality systems in R&D as well as manufacturing

'Marketeers' equally responsible for quality of the drug product in eyes of regulator

New schedule M to be implemented in October 2021 – many small manufacturers may become unviable

Production Linked Incentive - 2 Scheme to cover complex products in formulations



Scaled CDMOs shifting identity from "Supplier" to "Partner"

Generic Formulations CDMOs deploying superior R&D infrastructure, expertise and capital

'Raw materials purchase efficiency of larger Generic Formulations CDMOs exceeds that of customers in many small – mid volume products

Demand from customers for launch of patent expiry products

End to end services offered by larger Generic Formulations CDMO reduces the complexities in inventory management & logistics for the big pharma companies

Strong Industry Tailwind- Domestic Generic Formulations CDMO to grow at 14%+ CAGR in next 5 years

Consolidation in the Generic Formulations CDMO industry driven by need for providing better and wider portfolio of products and services

INR 370-410 Billion

FY25P



~14% CAGR

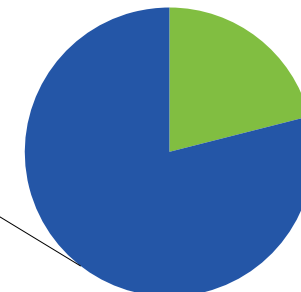
INR 250 Billion

FY21P



FY20

~400 Organised
+ 15,000
Unorganised
Players
79%



Top 6 (incl. Windlas Biotech)
21%

Capex & Outlook For Injectables

Multiple Triggers for Revenue Growth and Improved Return

Foray into High Growth Injectables Business: Injectables business will complement the existing CDMO offerings and will enable to achieve higher margins

Key Highlights

- Achieved mechanical completion for injectables and are on track for readiness of facility for Commercial production by end of FY24
- Brown Field Project at Dehradun Plant - II
- Liquid Vials & Lyophilized vials

Key Growth Drivers

- Rise in chronic diseases
- Emergence of New Drug Delivery Systems
- New Therapeutic areas for Injectables



Impact

- Would help improve economies of scale
- B2B Injectables CDMO vertical to improve overall company's margins



Outlook on Global Injectables Market

\$ 700-800 Billion
2025P



~8% CAGR

\$ 502 Billion
2020



Outlook on Domestic Injectables CDMO Industry

~INR 51 Billion
FY25P



~12% CAGR

~INR 32 Billion
FY21P

Domestic Trade Generics & Institutional Business Overview **windlas**



Brand Used

Company's Brand Names

Products

Focus on Respiratory, Anti-diabetic, Gastroentology & other chronic + sub chronic TA's

Revenue Mix (% of FY23)

18%

No. of Brands

278

Leveraging Trade Generics & Institutional Market Opportunity **windlas**

Highlights

Rs. 91 Crores
Trade Generics & Institutional SBV revenue (FY23)

Distributed through **695** Stockists & Distributors spread across **29 states** (FY23)

Sold directly to the distributor and not marketed through Medical representatives.

Also includes institutional sales.

Key Drivers

Low costs compared to branded generics

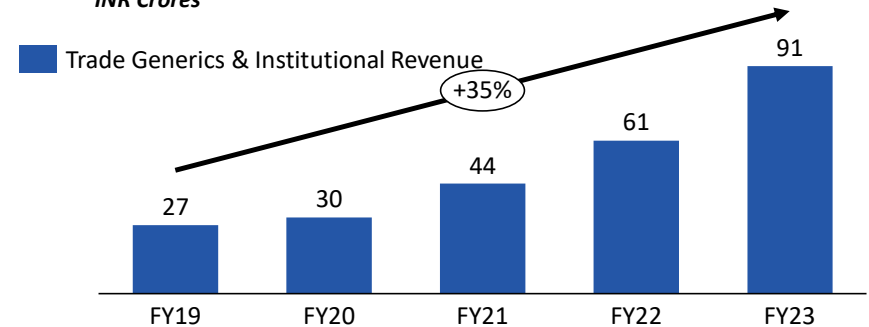
Similar quality to branded generics but are sold at relatively lower prices

People in rural areas who are less privileged to access the healthcare facilities

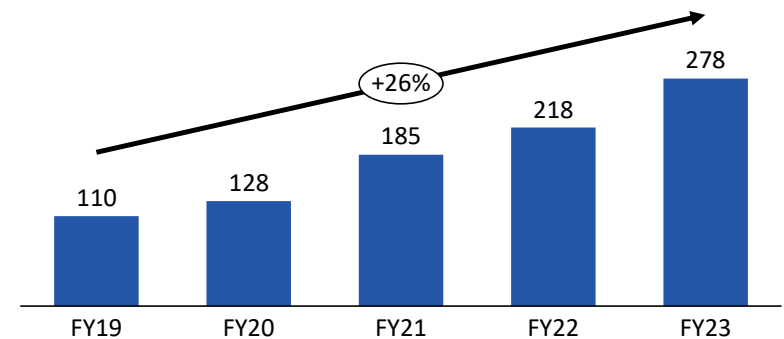
Government push for schemes such as Jan Aushadhi Yojana, encouraging traded generics use

Fastest Growing SBV in the last three years chart

INR Crores



With number of Brands on growing at a healthy pace



Export Business Overview



No. Of Customers
Focused on Emerging & Semi-Regulated Markets

Brand Used
Own Brands and End Customer Brands

Products
Exported 74 Products during FY23 which includes Generic Medicines & Health Supplements

Revenue Mix: 3.9% of FY23 Revenue from Operations
Exports SBV: INR of 20 crore as of FY23.

Geographic Reach

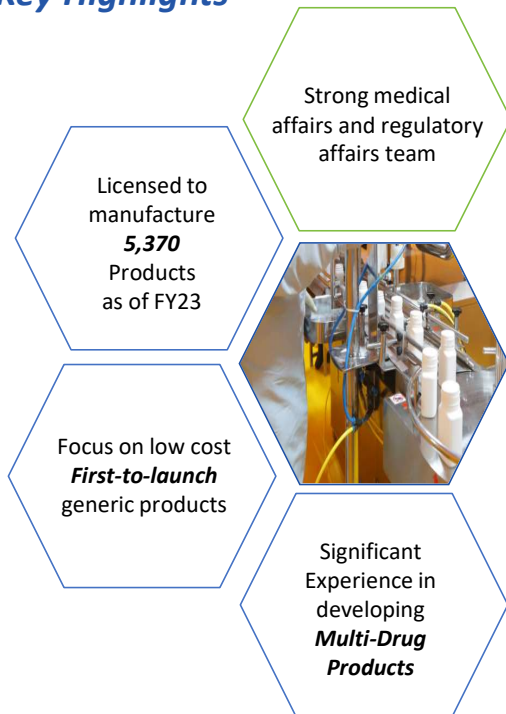


Robust R&D Capabilities

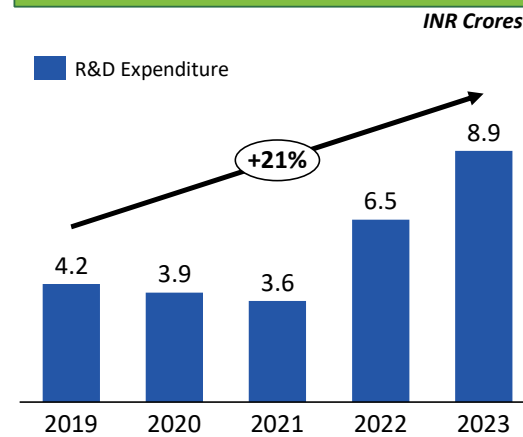


Robust R&D capabilities help in Customize and Market Complex; Generic Products to Customers and differentiate from Competition

R&D Key Highlights



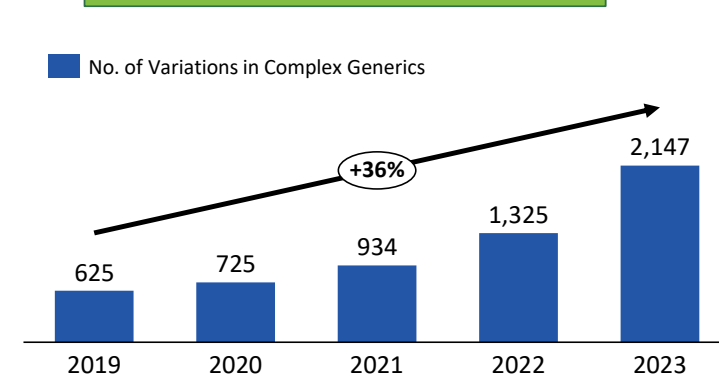
Consistent in R&D Expenditure



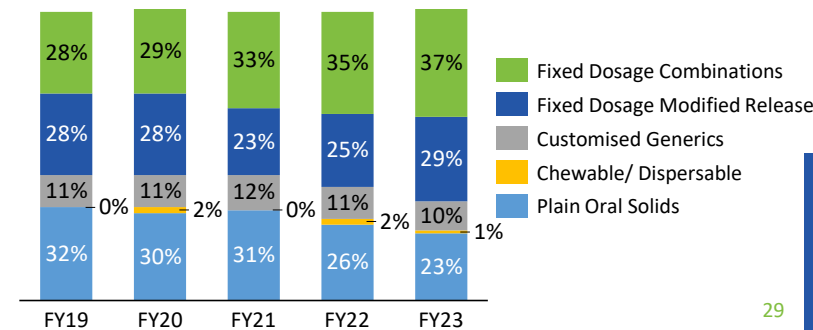
Leading to New Innovations

- Chocolate flavored chewable tablets
- Dispersible tablets
- Sustained release products
- Novel Formulations of Existing Molecules

Robust Growth in Complex Generics



Leading to Significant increase in Revenue from High Margin Complex Generics:



Competencies in Manufacturing Facilities



Efficiency & Effectiveness in Regulatory & Quality Compliance act as solid Entry Barriers



Dehradun Plant 1 commenced operations in **2001**



Dehradun Plant 2 commenced operations in **2014**



Dehradun Plant 3 commenced operations in **2018**

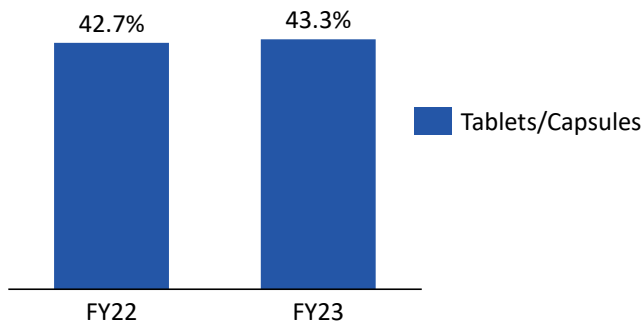


Dehradun Plant 4 commenced operations in **2009**

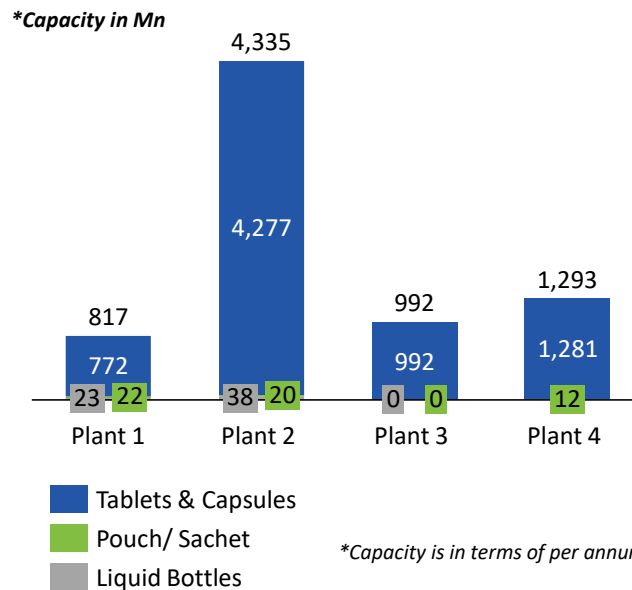
Total Installed operating capacity per annum

Categories	FY22	FY23
Tablets & Capsules	7,064 Mn	7,322 Mn
Pouch & Sachet	54 Mn Packs	54 Mn Packs

Category Wise Capacity Utilization % for FY22 & FY23



Plant wise operating capacity as of 31st March FY23



Key Highlights

Gross block of Fixed Assets*
INR 261.7 Crores
As of Mar 2023

Successful Audits done by MNCs & Large Domestic Customers

Capex for FY23 stands at **Rs. 31.3 Crores**

INR 150.5 Crores Invested in building PPE & Other
**Intangible Assets of Last 4 years

All 4 Plants are WHO-GMP compliant

Total 134 Employees in Quality Control
As of FY23

**Intangible Assets excluding CWIP/ROU/Intangible under development) 30

Strategies & Way Forward...

Strategic Investments/ Acquisitions

- **Leading in Generic Formulations CDMO status benefits the company from the Industry consolidation trend** in an already highly fragmented market with 400 Organized and 15,000 unorganized players



Innovation & Product Development

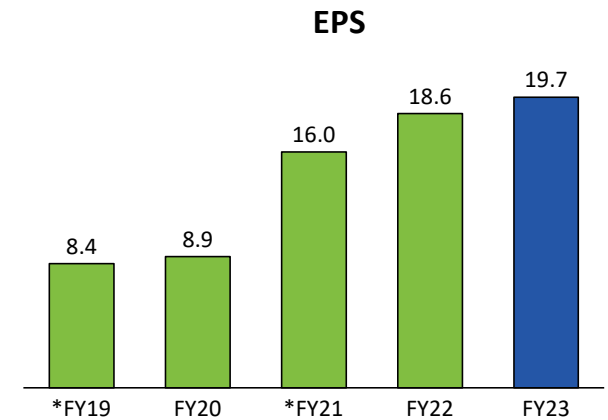
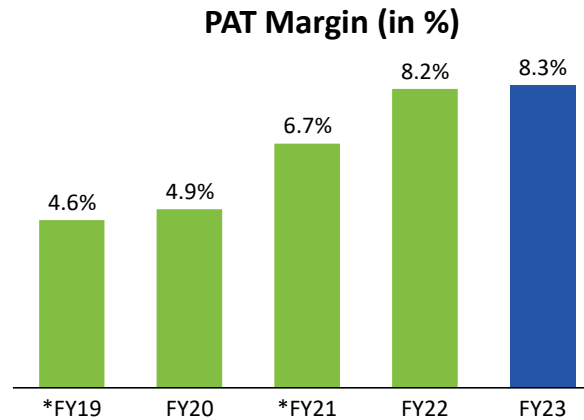
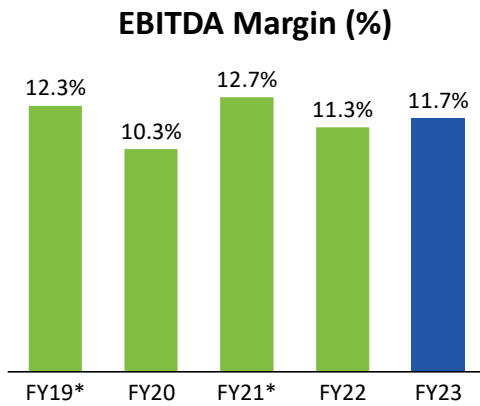
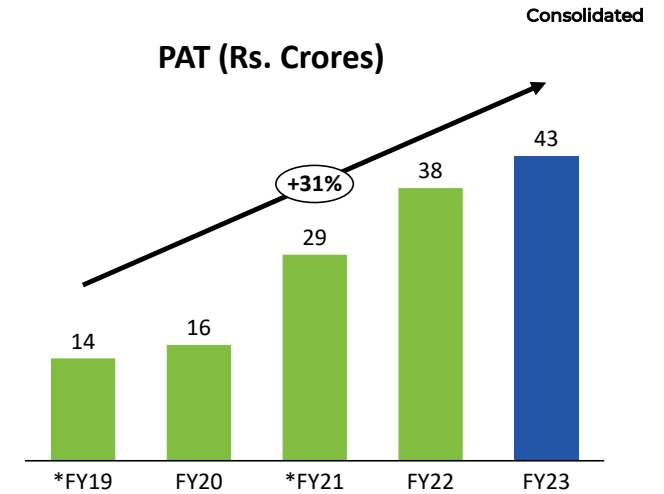
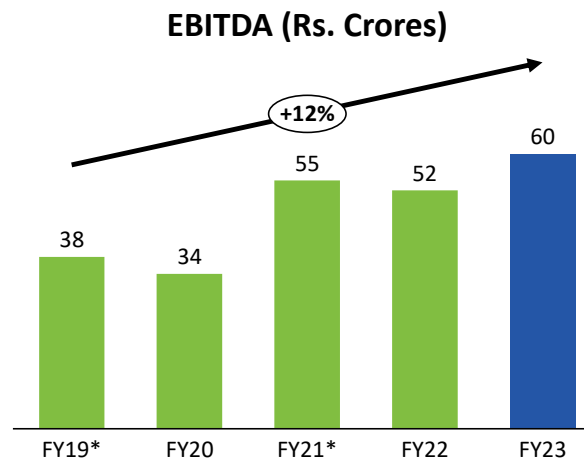
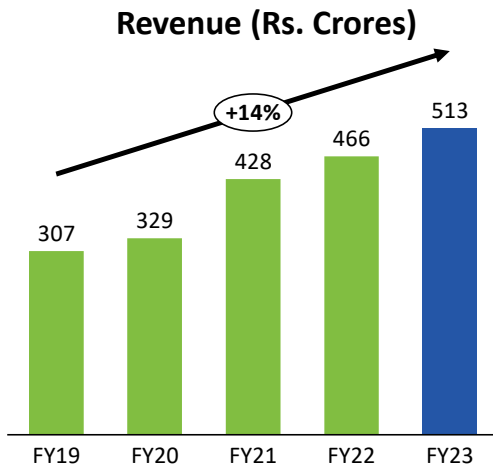
- Continue to focus on **expanding the product development and manufacturing capabilities in complex generic** products and **take advantage of the near-term patent expiry of key molecules**



Historical Financial Snapshot



Financial Snapshot

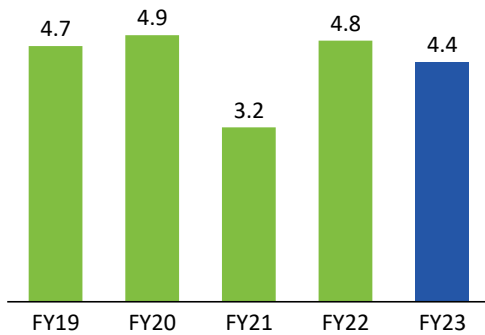


*Adjusted for exceptional items in FY19 (Positive impact of Rs. 50 Crs) and FY21 (Negative Impact of Rs. 22 Crs)

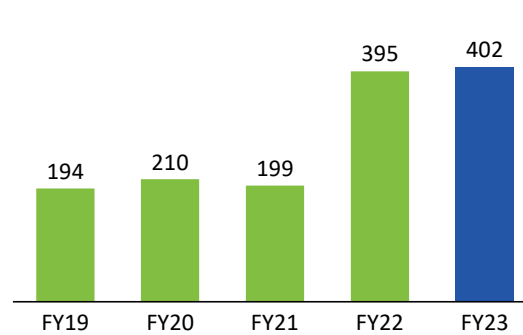
Note: EPS on closing number of shares for FY22 and FY23 comes to 17.5 and 20.4 respectively.

Financial Snapshot

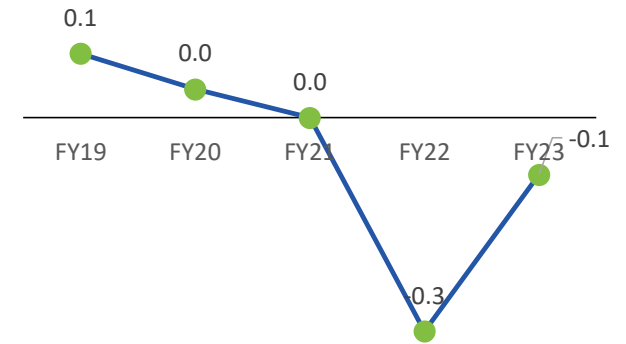
Asset Turnover Ratio



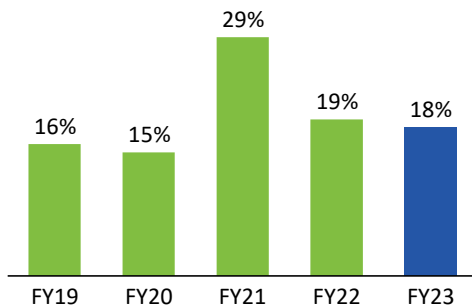
Net Worth (Rs. Crores)



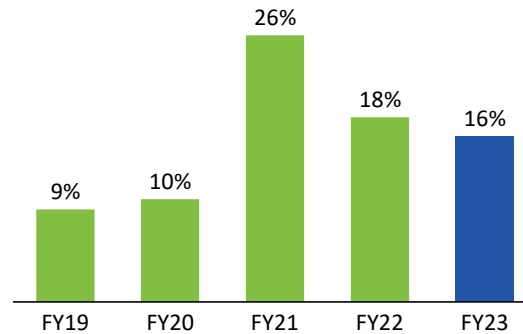
Net Debt to Equity (x)



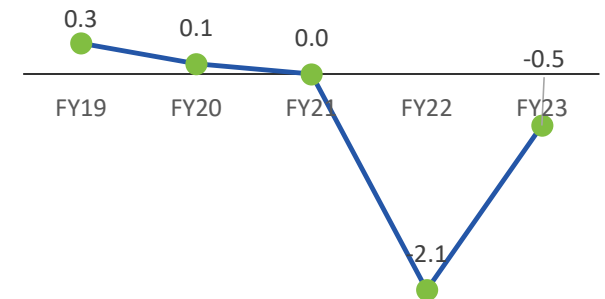
ROCE (In %)



ROE (In %)



Net Debt to EBITDA (x)



Note:

1. Assets Turnover Ratio excluding injectables comes to 5.1.
2. For ROCE & ROE, Capital Employed & Equity at the end of period after removing cash/bank & mutual fund balances at the end of period
3. Net Debt to EBITDA is negative for FY23 as the company is net cash positive

Consolidated Profit & Loss Statement



Consolidated

Particulars (Rs. Crores)	FY23	FY22	FY21	FY20	FY19
Net Revenue from Operations	513.1	465.9	427.6	328.9	307.3
COGS	325.4	302.8	274.4	211.6	191.9
Gross Profit	187.6	163.1	153.2	117.3	115.3
Gross Margin (%)	36.6%	35.0%	35.8%	35.7%	37.5%
Employee Expenses	70.3	63.4	58.3	43.6	43.0
Other Expenses	57.1	47.3	40.4	39.7	34.6
EBITDA	60.2	52.4	54.5	34.0	37.7
EBITDA Margin (%)	11.7%	11.3%	12.7%	10.3%	12.3%
Other Income	10.0	6.7	3.1	2.5	4.3
Finance Costs	0.8	1.4	1.3	2.5	4.8
Depreciation	12.4	12.1	13.0	9.3	10.6
PBT before exceptional items	57.0	45.6	43.4	24.7	26.6
Taxes	14.4	7.5	6.2	8.5	12.3
Reported PAT	42.6	38.1	15.6	16.2	63.8
Exceptional (Expense)/Gain	0.0	0.0	-21.6	0.0	49.5
Tax benefit due to merger with Windlas Healthcare	0.0	0.0	8.3	0.0	0.0
Adjusted PAT	42.6	38.1	28.8	16.2	14.3
Adjusted PAT Margin (%)	8.3%	8.2%	6.7%	4.9%	4.6%
Adjusted Earnings Per Share (EPS)	19.70	18.58	15.99	8.90	8.42

Note: EPS on closing number of shares for FY22 and FY23 comes to 17.5 and 20.4 respectively.

Consolidated Balance Sheet



Consolidated

Assets (Rs. Crores)	FY23	FY22	FY21	FY20	FY19
Non Current assets					
Property, Plant and Equipment	102.6	88.4	92.5	66.1	59.7
Capital work in progress	13.8	7.6	0.0	0.0	4.6
Right to use assets	6.3	2.3	3.0	3.6	4.2
Other Intangible assets	0.5	0.5	0.0	0.0	0.0
Intangible assets under devlp.	1.0	0.4	0.5	0.6	0.4
Financial Assets					
(i) Investments	0.0	0.0	0.0	94.0	101.5
(ii) Other Financial Assets	7.6	5.2	3.0	2.2	2.1
Deferred Tax Assets (net)	2.0	2.0	0.0	0.7	0.5
Other non-current assets	41.6	3.0	2.9	3.3	4.8
Total Non Current Assets	175.4	109.4	101.8	170.5	177.7
Current Assets					
Inventories	74.7	58.7	41.5	49.3	19.0
Financial Assets					
(i) Investments	106.5	64.8	23.1	22.3	20.9
(ii) Trade receivables	116.9	110.8	79.4	63.9	61.7
(iii) Cash and Bank Balances	3.7	0.6	15.9	18.1	12.9
(iv) Bank Balances & Financial Assets	21.8	113.2	15.2	0.3	0.3
(v) Other Financial Assets	1.5	4.2	0.4	0.1	0.1
Current Tax Assets(Net)	0.0	4.1	4.0	0.9	0.0
Other current assets	28.5	25.3	14.8	13.1	5.5
Total Current Assets	353.5	381.7	194.3	168.0	120.5
Non current Asset held for sale					
Total Assets	528.9	491.0	296.1	338.5	298.2

Equities & Liabilities (Rs. Crores)	FY23	FY22	FY21	FY20	FY19
Equity					
Equity Share capital	10.5	10.9	6.4	6.4	6.4
Other Equity	391.8	383.9	192.7	203.2	187.2
Total Equity	402.3	394.8	199.1	209.7	193.6
Financial liabilities					
(i) Borrowings	0.1	0.4	0.8	1.2	5.8
(ii) Other Financial liabilities	0.3	0.2	0.2	0.1	0.0
(iii) Lease Liability	3.0	0.0	0.5	1.0	1.5
Deferred tax liabilities (Net)	0.0	0.0	0.7	0.0	0.0
Provisions	2.0	1.6	1.4	1.2	1.1
Total Non Current Liabilities	5.5	2.2	3.6	3.5	8.4
Financial liabilities					
(i) Borrowings	0.3	5.7	30.5	20.9	17.1
(ii) Trade Payables	87.7	63.2	39.9	83.6	58.4
(iii) Other financial liabilities	26.4	22.7	19.4	1.5	2.8
(iv) Lease Liability	1.5	0.5	0.5	18.9	13.7
Provisions	0.4	0.3	0.3	0.0	4.0
Current tax liabilities (Net)	0.5	0.0	0.0	0.0	0.0
Other current liabilities	4.1	1.5	2.7	0.4	0.3
Total Current Liabilities	121.2	94.0	93.4	125.3	98.5
Total Equity and Liabilities	528.9	491.0	296.1	338.5	298.2

Consolidated Cash Flow



Consolidated

Particulars (Rs. Crores)	FY23	FY22	FY21	FY20	FY19
Net Profit before Tax and Extraordinary items	57.0	45.6	21.7	24.7	76.1
Adjustments for: Non Cash Items / Other Investment or Financial Items	7.3	10.0	36.3	17.3	-33.9
Operating profit before working capital changes	64.4	55.6	58.0	42.0	42.2
Changes in working capital	6.3	-37.6	40.0	3.6	11.5
Cash generated from Operations	70.7	18.0	18.0	38.4	30.7
Direct taxes paid (net of refund)	-9.7	8.9	6.5	13.4	12.1
Net Cash from Operating Activities	61.0	9.1	11.5	25.0	18.7
Net Cash from Investing Activities	-14.1	-154.6	-20.2	-14.3	-5.3
Net Cash from Financing Activities	-43.7	130.1	0.8	-5.4	-6.2
Net Decrease/Increase in Cash and Cash equivalents	3.1	-15.4	-8.0	5.2	7.2
Add: Cash & Cash equivalents at the beginning of the period	0.6	15.9	23.9	12.9	5.7
Cash & Cash equivalents at the end of the period	3.7	0.6	15.9	18.1	12.9

IPO Proceeds Utilization

Particulars (Rs. Crores)	Proposed	Utilized as on 31 st March 2023	Balance
Purchase of equipment required for (i) capacity expansion of our existing facility at our Dehradun Plant – IV (ii) addition of injectables dosage capability at our existing facility at Dehradun Plant – II	50.0	50.0	0.0
Funding incremental working capital requirements of our Company	47.6	47.6	0.0
Repayment/prepayment of certain of our borrowings	20.0	20.0	0.0
General corporate purposes	35.5	35.5	0.0
Issue Expense	11.9	11.9	0.0
Total Net Proceeds	165	165	0.0

Successfully completed the utilization of IPO receipts for its stated objects

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