



Pharmaceuticals Limited

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Date: August 09, 2021

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

Listing / Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C-1, Block G,
Bandra-Kurla Complex, Bandra (East),
Mumbai- 400051

BSE Code: – 532815

NSE Code: SMSPHARMA

Sub: Press Release

Dear Sir/Madam,

Please find attached the press release on the Financial Results for the quarter ended June 30, 2021.

Kindly take the same on record.

Thanking you.

Yours Faithfully,
For SMS Pharmaceuticals Limited

V. S. Venkatish
Company Secretary & Compliance Officer
ICSI M. No.: A21785

Press Release

SMS Pharmaceuticals Limited Reports its Q1FY22 Financial Results

- ✓ Revenue grew by 44.4% YoY
- ✓ Highest ever EBITDA Margin at 27.3%, driven by better product mix and realisations
- ✓ Profit after tax grew by 235.3% YoY

Hyderabad, August 9, 2021: SMS Pharmaceuticals Limited (SMS Pharma) (NSE: SMSPHARMA; BSE:532815), a Hyderabad based diversified and fully integrated pharmaceutical company, with interests in Active Pharmaceutical Ingredients (API) and Intermediates announced its financial results for the quarter ended 30th June 2021.

Particulars (In Rs. Crores)	Q1 FY22	Q1 FY21	YoY%	Q4 FY21	QoQ%
Revenue	163.0	112.9	44.4%	171.3	-4.8%
Gross Profit	63.0	32.9	91.7%	64.5	-2.3%
EBITDA	44.4	21.4	107.2%	41.1	8.1%
EBITDA Margin %	27.3%	19.0%	827bps	24.0%	327bps
Profit Before Tax (PBT)*	33.1	13.81	137.3%	34.3	-4.46%
Profit After Tax (PAT)	23.6	9.2	152.7%	2.2	4.5%
PAT Margin %	14.2%	8.1%	608bps	13.0%	127bps
EPS (in Rs.)	2.74	1.09	151.4%	2.62	4.58%

Note: PBT Includes Share In Profit/(loss) in JV and Associates

Consolidated Financial Highlights – Q1 FY22

- Revenue from operations stood at Rs. 163.0 crores as against Rs. 112.9 crores, up 44.4% YoY.
- EBITDA stood at Rs. 44.4 crores as against Rs. 21.4 crores YoY. EBITDA Margin (%) came in at 27.3%.
- PAT stood at Rs. 23.6 crores as against Rs. 9.2 crores YoY. PAT Margin (%) came in at 14.2%.

Segmental Performance Update

Particulars (In Rs. Crores)	Q1 FY22	Q1 FY21	YoY	Q4FY21	QoQ
API	150.8	110.0	37%	167.9	-10%
Intermediates & Others	12.2	2.9	320%	3.4	254%

API Segment Highlights

- Q1 revenue for the API segment stood at Rs. 150.8 crores, up 37% YoY.
- API segment contributed approximately 93% to the consolidated revenue.
- Within the API segment, ~34% of the revenues came from the domestic market and 66% from the exports market (including deemed exports) for Q1FY22.

- Within the API segment, the anti-retroviral therapeutic category contributed around 43%, anti-viral around 15%, anti-epileptic around 11%, anti-migraine around 9%, anti-erectile dysfunction around 6% and the rest contributed around 16% to total API sales.

Commenting on the results Mr. P. Vamsi Krishna, Executive Director – SMS Pharmaceuticals Limited said, *“Despite facing multiple 2nd wave of covid-19 induced challenges, the company registered a robust revenue growth of 44.4% on YoY basis, driven by strong volume growth. This robust performance is a testimony of company’s agility, resilience and strong execution capabilities during these difficult times.*

Over the years, as a strategy, the company has focused on backward integration and maintaining the leadership position in the top therapeutic areas – anti-ulcer, ARV and anti-migraine. As a result, the company did not witness adverse impact of higher raw material prices and supply chain disruptions on the margins. Continuous efforts to invest in backward integration has reduced import dependency on China for raw materials and KSMs to a great extent. This coupled with China+1 strategy, is expected to drive a growth in exports significantly, going forward.

The company has incurred a capex of Rs. 198 crores in FY21. This capex was aimed towards capacity expansion at the Vizag plant. This capacity expansion will commercialize fully by the end of FY22 and expected to drive the next leg of growth. The growth trajectory in the API segment is expected to accelerate further in the upcoming quarters underpinned by company’s leadership position in top therapies, strong demand and pick-up in the exports business.

The company continues to penetrate international geographies further with more focus on margin lucrative therapies. The company is expected to continue its growth trajectory driven by robust demand, excellent operational execution capabilities and capacity expansion.”

About SMS Pharmaceuticals Limited

Established in 1990, SMS Pharma is a global player in API and intermediates manufacturing having a strong research and manufacturing team supported by state-of-the-art facilities. The Company has capabilities in wide range of APIs / intermediates and has handled varied process reactions and reactor volumes up to 2,000 KL. The company undertakes contract manufacturing of API, Intermediates (advanced and basic) offering a competitive advantage to its clients especially in late stage lifecycle of products. The Company has demonstrated its manufacturing excellence over the past 2 decades in a broad portfolio of therapeutic segments by being a trusted partner to a customer base in over 70 countries (including clientele in top 20 pharma companies). With 2 manufacturing facilities (two USFDA inspected), 2 pilot plants, 1 R&D center and 1 USFDA approved Independent Testing Laboratory, SMS Pharma is an ideal partner for custom synthesis, process development and mass manufacturing of customer’s own discovery products.

For more information, please visit smspharma.com

Safe Harbor

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and

uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For more information please contact:



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SGA Strategic Growth Advisors

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