

PRESS RELEASE

Q4FY22 Revenue stood at Rs. 69.45 Cr, up 68.88% YoY

Q4FY22 EBITDA grew by 91.49% YoY to Rs. 2.58 Cr

Mumbai, India | May 16, 2022

Fredun Pharmaceuticals Limited (BSE: 539730), a pharmaceutical company, announced its financial results for the fourth quarter and full year ended March 31, 2022.

Commenting on the performance, Mr. Fredun Medhora, Managing Director of Fredun Pharmaceuticals said, "Our performance in Q4 has been spectacular. However, we have a long way to go. In the first two quarters we will reassess our future trajectory to make sure we are on a path of permanent growth. We continued to expand our presence in Southeast Asia, West & Central Africa and GCC region with new registrations and product launches. Moreover, basis the orders in hand and projected new product orders, we expect an overall revenue growth of 25-27% in FY23."

Key Operational Highlights of Q4FY22

Demographic – wise expansion

- **Southeast Asia**
 - Substantially increased our presence in these countries
 - Received 18 registrations and expect to receive 14 more in Q1FY23
- **West & Central Africa**
 - Launched Nutritional products in this region; expect the sales to commence from September
 - Expect to launch 42 topical ointments/lotions across the region in the next two quarters
 - Plans to introduce 11 Nutraceuticals / Cardiovascular products in West Africa by Q2FY23
- **GCC region**
 - 12 products are under registration in UAE through FPL
 - Planning to expand our product basket from 6 products to 68 products in UAE and GCC region by end of FY24

Consolidated Performance Highlights

Particulars (In Rs Cr)	Q4 FY22	Q4 FY21	YoY (%)	FY22	FY21	YoY (%)
Revenue from Operations	69.45	41.12	68.90%	221.74	131.55	68.56%
EBITDA	5.40	2.82	91.49%	15.43	9.37	64.67%
EBITDA Margin %	7.78 %	6.86 %	13.41 bps	6.96	7.12	-2.25 bps
PAT	2.30	0.73	215.06%	6.34	2.01	215.42%
PAT Margin %	3.31	1.78	85.96 bps	2.86	1.53	86.93 bps



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Guidance for FY23

- Q1FY23 revenue will be in the same line as Q1FY22
- Expect sales to increase by ~25% QoQ for the next two quarters of FY23. This is based on orders at hand and projected new product orders.
- We are projecting a 25-27% overall growth in revenue in FY23

About Fredun Pharmaceuticals

Fredun Pharmaceuticals Limited is a pharmaceutical company primarily engaged in the business of pharmaceuticals and healthcare. It offers a range of products, including antihypertensives, antidiabetic, antiretroviral drugs (ARVs) and narcotics. It is also engaged in the manufacturing of dietary/herbal supplements, nutraceuticals, and other healthcare products along with animal healthcare products. With such a diverse range of products, the Company's objective is to be a holistic healthcare provider. The Company primarily exports its products to Africa, Southeast Asia, Commonwealth of Independent States (CIS) countries and Latin America.

For further details, please feel free to contact:

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