



GLAND PHARMA LIMITED

# Gland Pharma Limited

Financial Results  
Q3'FY24

14<sup>th</sup> February 2024



# Safe Harbor Statement

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The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares.

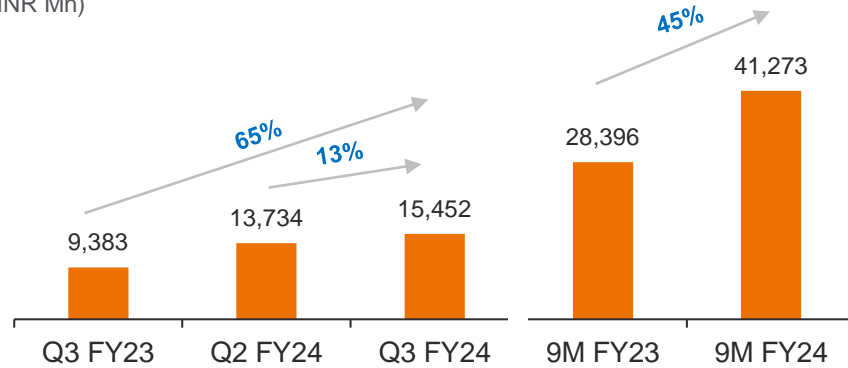
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# Group Financial Highlights (1/4)

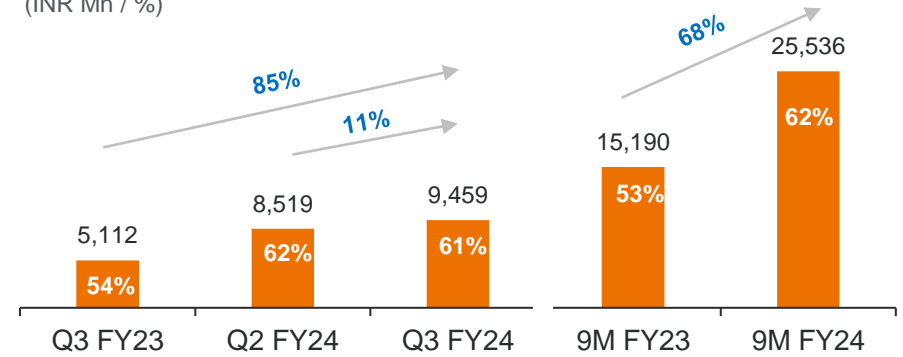
## Revenue from Operations

(INR Mn)



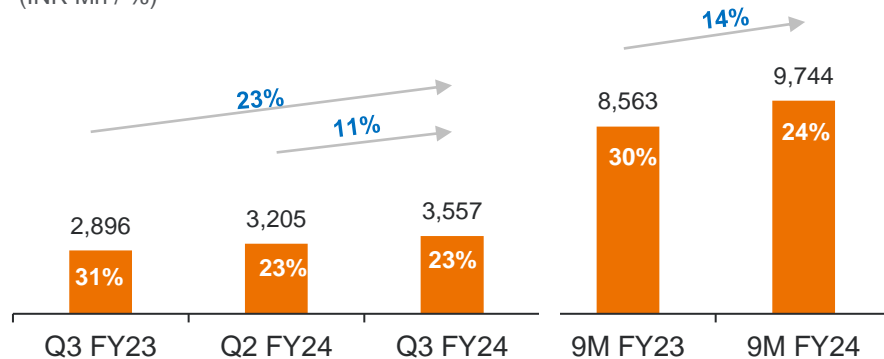
## Gross Profit <sup>(1)</sup> / Gross Profit Margin <sup>(2)</sup>

(INR Mn / %)



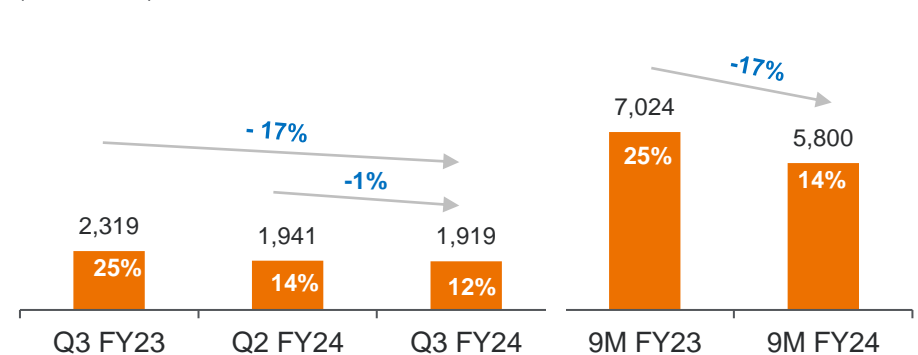
## EBITDA <sup>(3)</sup> / EBITDA Margin <sup>(4)</sup>

(INR Mn / %)



## PAT / PAT Margin <sup>(5)</sup>

(INR Mn / %)



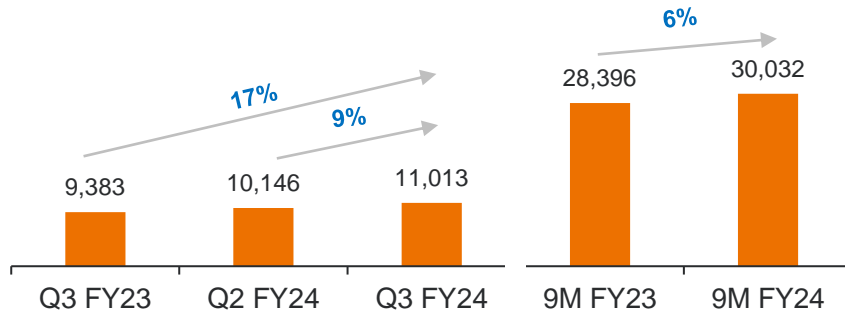
*Results for the quarter and Nine Months FY24 are not comparable to the earlier periods of the previous year due to the inclusion of Cenexi results.*

Note: (1) Gross Profit = Revenue from Operations – Materials consumed (2) Gross Profit Margin = Gross profit / Revenue from operations (3) EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortization expense excluding other income and foreign exchange loss or gain. (4) EBITDA margin = EBITDA / Revenue from operations; (5) PAT margin = Profit for the period / Revenue from operations.

# Gland Financial Highlights (Ex-Cenexi) (2/4);

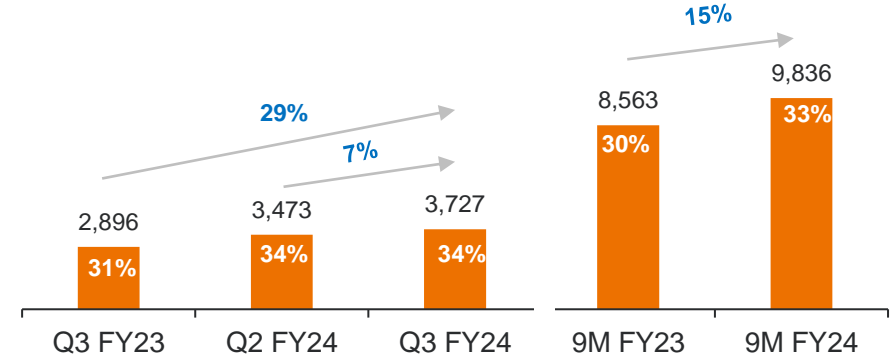
## Revenue from Operations

(INR Mn)



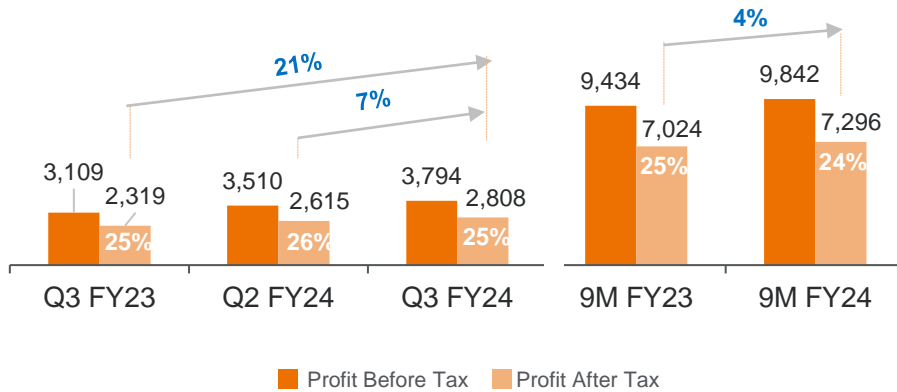
## EBITDA <sup>(1)</sup> / EBITDA Margin <sup>(2)</sup>

(INR Mn / %)



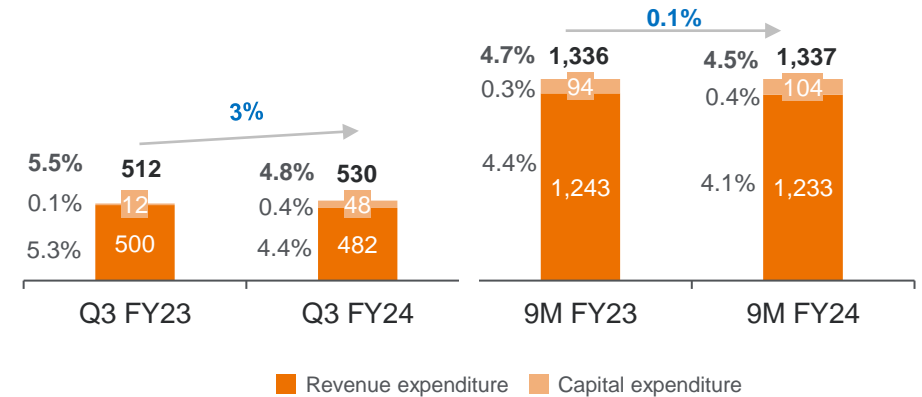
## PBT / PAT / PAT Margin <sup>(3)</sup>

(INR Mn / %)



## R&D Expenses / (R&D % of Revenue)

(INR Mn / %)

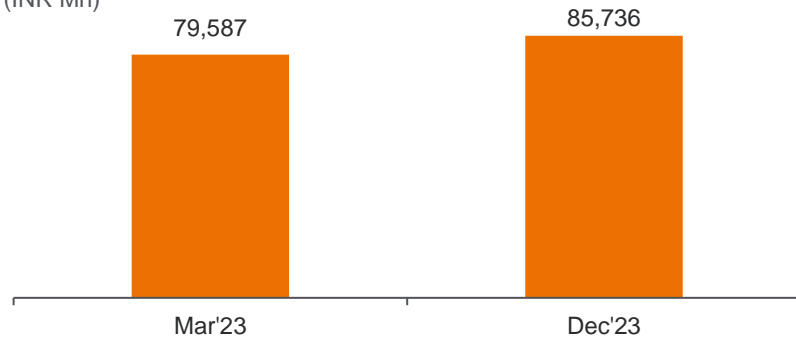


Note: (1) EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortisation expense excluding other income and foreign exchange loss or gain.  
 (2) EBITDA margin = EBITDA / Revenue from operations ; (3) PAT margin = Profit for the period / Revenue from operations.

# Group Financial Highlights (3/4)

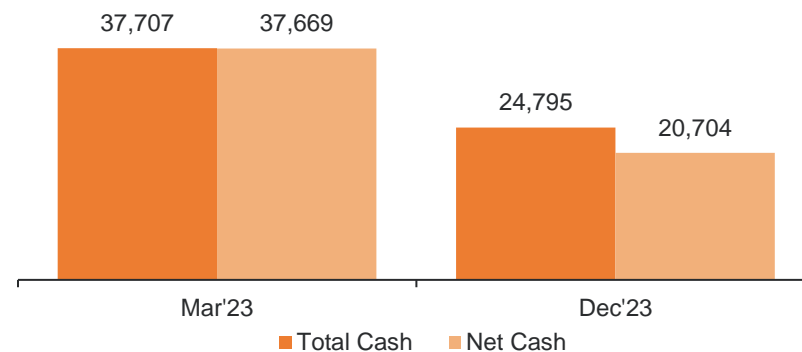
## Net Worth <sup>(1)</sup>

(INR Mn)



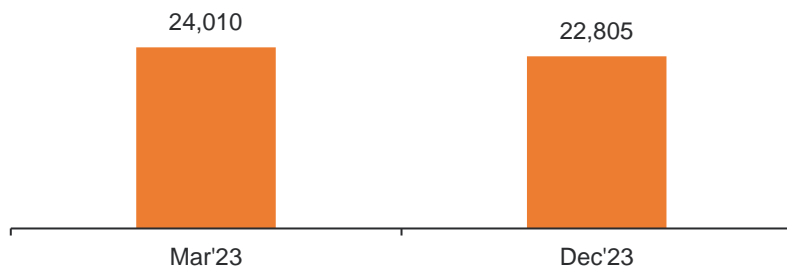
## Cash and Bank Balances / Net Cash <sup>(2)</sup>

(INR Mn)



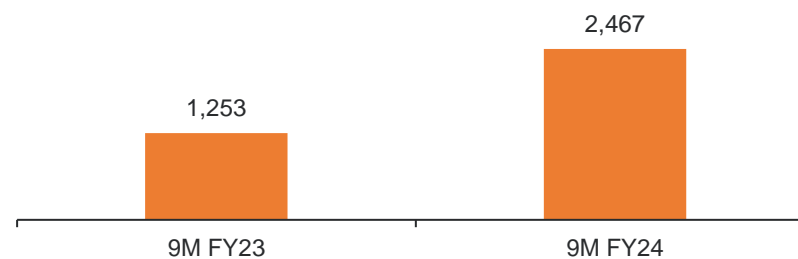
## Net Working Capital <sup>(3)</sup>

(INR Mn)



## Capital Expenditure

(INR Mn)



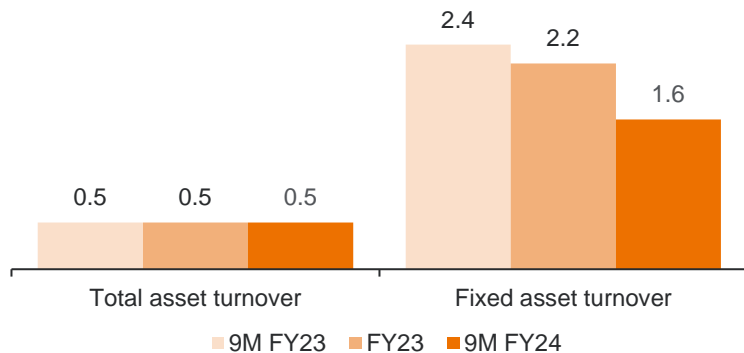
*Results for the quarter and Nine Months FY24 are not comparable to the earlier periods of the previous year due to the inclusion of Cenexi results.*

Note: (1) Net Worth refers to sum of equity share capital and other equity. (2) Net Cash refers to Cash, Investments in Debt Mutual Funds, Deposits with Financial Institutions and Bank Balances less Non-current borrowings (including current maturities). (3) Net Working Capital refers to Current assets (excluding cash and bank balances) less Current liabilities.



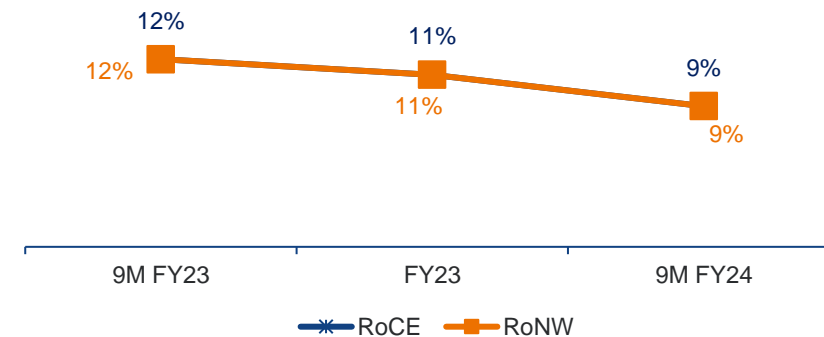
# Group Financial Highlights (4/4)

## Asset Turnover Ratio <sup>(1)(2)</sup>



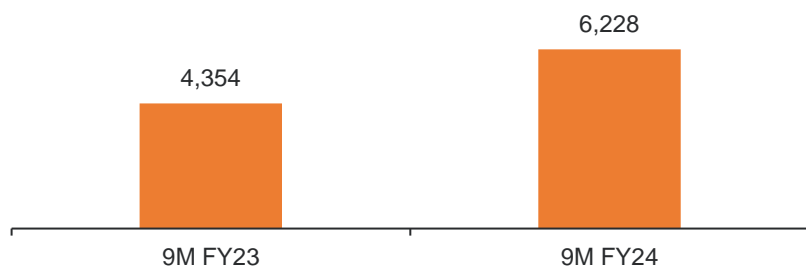
## ROCE <sup>(3)</sup> / RONW <sup>(4)</sup>

(%)



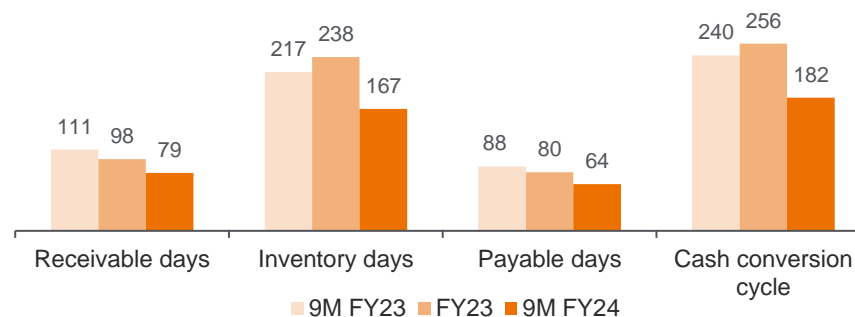
## Cash Flow from Operations

(INR Mn)



## Cash Conversion Cycle (CCC) <sup>(5)(6)</sup>

(# of Days)



**Results for the quarter and Nine Months FY24 are not comparable to the earlier periods of the previous year due to the inclusion of Cenexi results.**

Note: (1) Asset Turnover is calculated as Total Income for the period divided by average total assets for the period; (2) Fixed Asset Turnover is calculated as Total Income for the period divided by average total fixed assets for the period (Property, plant and equipment + Right-of-use assets + Capital work in progress); (3) Return on Capital Employed (ROCE) = (EBIT - Taxes) / Average Capital Employed for the period. Capital Employed represents Total Assets - Current Liabilities; (4) Return on Net Worth (RONW) = Profit for the period / Average Net Worth for the period. Net Worth represents sum of equity share capital and other equity; (5) COGS mean cost of goods sold includes cost of materials consumed, purchases of traded goods, change in inventories of finished goods, traded goods and work-in-progress and manufacturing overheads; (6) Receivable days calculated as average trade receivables for the period divided by revenue from operations \* over 275/365 days (as applicable), Inventory days calculated as average inventory for the period divided by COGS\* over 275/365 days (as applicable), & Payable days calculated as average trade payable for the period divided by COGS\* over 275/365 days (as applicable). CCC calculated as Receivable days + Inventory days - Payable days;

# P&L Highlights

## Group P&L

(INR Mn)

| Particulars                       | Q3 FY24       | Q3 FY23      | YoY         | 9M FY24       | 9M FY23       | YoY         | Q2 FY24       | QoQ        |
|-----------------------------------|---------------|--------------|-------------|---------------|---------------|-------------|---------------|------------|
| Revenue from operations           | 15,452        | 9,383        | 65%         | 41,273        | 28,396        | 45%         | 13,734        | 13%        |
| Other Income                      | 374           | 615          | -39%        | 1,281         | 2,015         | -36%        | 532           | -30%       |
| <b>Total Income</b>               | <b>15,826</b> | <b>9,998</b> | <b>58%</b>  | <b>42,554</b> | <b>30,411</b> | <b>40%</b>  | <b>14,266</b> | <b>11%</b> |
| <b>Gross Margin<sup>(1)</sup></b> | <b>9,459</b>  | <b>5,112</b> | <b>85%</b>  | <b>25,536</b> | <b>15,190</b> | <b>68%</b>  | <b>8,519</b>  | <b>11%</b> |
| <i>% margin</i>                   | 61%           | 54%          |             | 62%           | 53%           |             | 62%           |            |
| <b>EBITDA<sup>(2)</sup></b>       | <b>3,557</b>  | <b>2,896</b> | <b>23%</b>  | <b>9,744</b>  | <b>8,563</b>  | <b>14%</b>  | <b>3,205</b>  | <b>11%</b> |
| <i>% margin<sup>(3)</sup></i>     | 23%           | 31%          |             | 24%           | 30%           |             | 23%           |            |
| <b>PBT</b>                        | <b>2,832</b>  | <b>3,109</b> | <b>-9%</b>  | <b>8,343</b>  | <b>9,434</b>  | <b>-12%</b> | <b>2,899</b>  | <b>-2%</b> |
| <i>% margin</i>                   | 18%           | 33%          |             | 20%           | 33%           |             | 21%           |            |
| <b>PAT</b>                        | <b>1,919</b>  | <b>2,319</b> | <b>-17%</b> | <b>5,800</b>  | <b>7,024</b>  | <b>-17%</b> | <b>1,941</b>  | <b>-1%</b> |
| <i>% margin<sup>(4)</sup></i>     | 12%           | 25%          |             | 14%           | 25%           |             | 14%           |            |

## Cenexi P&L

(INR Mn)

| Particulars                       | Q3 FY24      | Q2 FY24      | QoQ         |
|-----------------------------------|--------------|--------------|-------------|
| Revenue from operations           | 4,439        | 3,588        | 24%         |
| <b>Gross Margin<sup>(1)</sup></b> | <b>3,331</b> | <b>2,773</b> | <b>20%</b>  |
| <i>% margin</i>                   | 75%          | 77%          |             |
| <b>EBITDA<sup>(2)</sup></b>       | <b>-170</b>  | <b>-268</b>  | <b>-37%</b> |
| <i>% margin<sup>(3)</sup></i>     | -4%          | -7%          |             |

*Results for the quarter and Nine Months FY24 are not comparable to the earlier periods of the previous year due to the inclusion of Cenexi results.*

Note: (1) Gross Margin = Revenue from Operations – Materials consumed; (2) EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortisation expense excluding other income and foreign exchange loss or gain. (3) EBITDA margin = EBITDA / Revenue from operations; (4) PAT margin = PAT / Revenue from operations

# Q3 FY24 key highlights

## Gland (Ex-Cenexi)

- Quarter-over-quarter growth propelled by consistent performance, increased volumes shipped in a stable pricing environment, and the introduction of new products.
- Manufacturing sites remain operational with efficiency, and the company is committed to delivering high-quality products at scale with competitive costs and all-time compliance. We are conducting a facility upgrade activity on one of the lyophilization lines at our Dundigal flagship facility in Hyderabad. Consequently, this lyophilization line will remain non-operational for two weeks in March. There will be a temporary supply disruption from this line; however, all the facility's other lines will remain operational.
- Total R&D expenses for Q3 FY24 were INR 530 million, or 5% of operating revenue.
- Filed 10 ANDA during the quarter and received approval for 3 ANDAs. As of December 31, 2023, Gland and its partners filed 346 ANDAs in the United States, 279 of which were approved and 67 pending approval.

## Cenexi

- For Q3 FY24, Cenexi reported a revenue of INR 4,439 million with a gross contribution of 75% and a negative EBITDA of INR 170 million.
- The business achieved EBITDA break-even on an adjusted basis, excluding some one-time expenses. An organizational restructuring exercise and changes to the pension provisions resulted in an effect of around two million euros in the quarter ended Dec 2023.
- Our post-merger integration review is now mostly complete, and we identified areas where Cenexi would need investments and significant improvements in operational efficiencies.
- Reasonable confidence in Cenexi's current clientele and the partners' commitment for the long term. As for expansion, we have a solid order book of new programs that have been signed and are currently in various stages of tech transfer and approval.



## Revenue:

Launched 9 molecules in the market, including Octreotide Acetate, Ketamine, Zinc Sulfate and Levothyroxine Sodium.

Increase in volume for some of the key products, such as Ketorolac Tromethamine, Rocuronium, Enoxaparin Sodium and Carboplatin.

## New launches<sup>(1)</sup>:

Q3 FY24: 13 Product SKUs

## US filings update:

As of December 31<sup>st</sup>, 2023, we along with our partners had 346 ANDA filings in the United States, of which 279 were approved and 67 pending approval.

|               | Q3 FY24          |
|---------------|------------------|
| ANDA Filed    | 10               |
| ANDA Approved | 3 <sup>(2)</sup> |

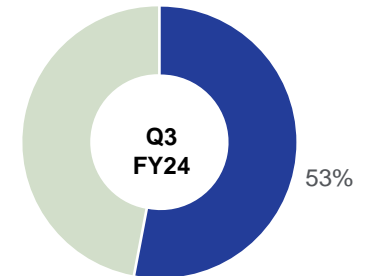
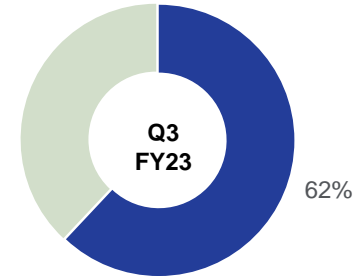
## Group Revenue Contribution

9M FY24: Rs. 21,591 Mn

YoY Change: 14%

Q3 FY24: Rs. 8,216 Mn

YoY Change: 41%



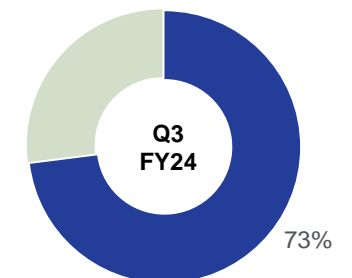
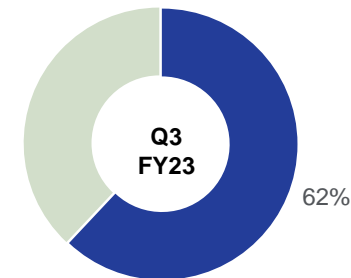
## Gland Revenue Contribution (Ex-Cenexi)

9M FY24: Rs. 21,053 Mn

YoY Change: 11%

Q3 FY24: Rs. 8,065 Mn

YoY Change: 38%



■ USA

Note: ANDA count includes technology transfer ANDAs

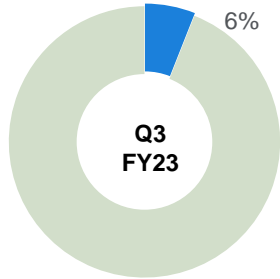
(1) Includes products where launch quantity is dispatched to our partners. (2) Includes 1 tentative approvals

# Europe, Other Core Markets (Canada, Australia and New Zealand)

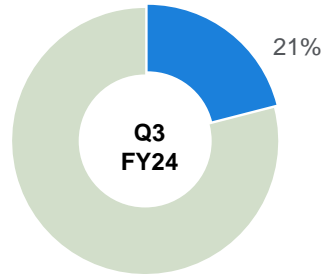
## Europe

### Group Revenue Contribution

9M FY24: Rs. 7,963 Mn  
YoY Change: 415%

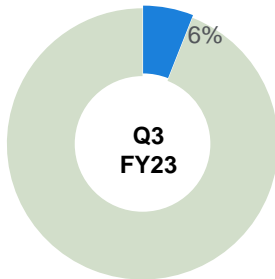


Q3 FY24: Rs. 3,251 Mn  
YoY Change: 435%

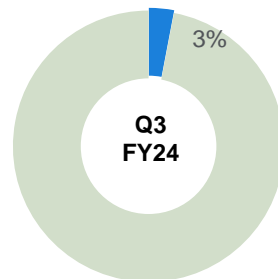


### Gland Revenue Contribution (Ex-Cenexi)

9M FY24: Rs. 1,079 Mn  
YoY Change: -30%



Q3 FY24: Rs. 323 Mn  
YoY Change: -47%

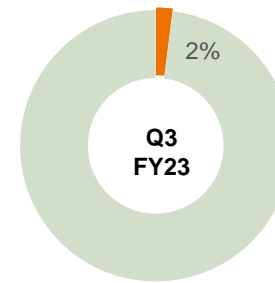


■ Europe

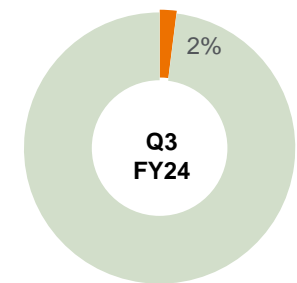
## Other Core Markets (Canada, Australia and New Zealand)

### Group Revenue Contribution

9M FY24: Rs. 998 Mn  
YoY Change: 51%

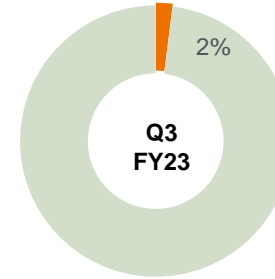


Q3 FY24: Rs. 382 Mn  
YoY Change: 101%

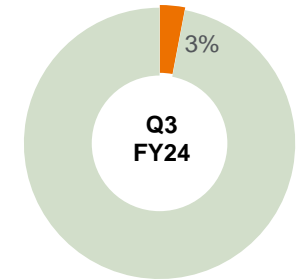


### Gland Revenue Contribution (Ex-Cenexi)

9M FY24: Rs. 683 Mn  
YoY Change: 4%



Q3 FY24: Rs. 292 Mn  
YoY Change: 54%



■ Other Core Markets (Canada, Australia and New Zealand)

# Rest of the World Markets

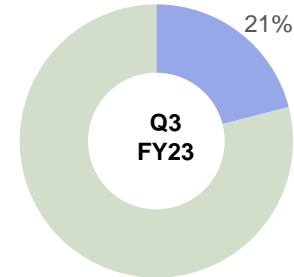
## Rest of the World Markets

- The Rest of the World markets contributed 18% of our revenue in Q3 FY24, compared to 21% in Q3 FY23.
- These markets reported a 7% QoQ increase, largely attributable to Cenexi volumes.
- We registered Zoledronic acid, Rocuronium Bromide, and Voriconazole in new geographies during the Q3 FY24.

## Group Revenue Contribution

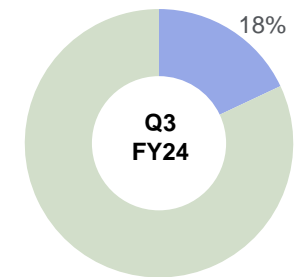
9M FY24: Rs. 8,437 Mn

YoY Change: 63%



Q3 FY24: Rs. 2,842 Mn

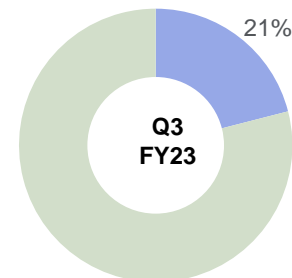
YoY Change: 46%



## Gland Revenue Contribution (Ex-Cenexi)

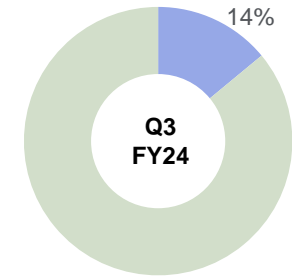
9M FY24: Rs. 4,934 Mn

YoY Change: -5%



Q3 FY24: Rs. 1,573 Mn

YoY Change: -19%



■ RoW

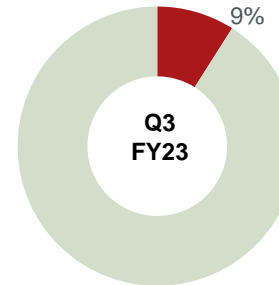
# India (Domestic Market)

## India - Domestic Market (Ex-Cenexi)

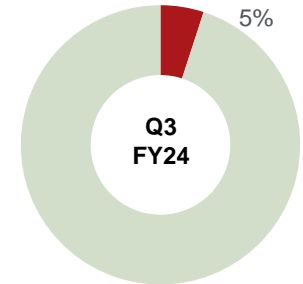
- The India market contributed 5% to our revenue in Q3 FY24 and experienced a 7% decrease compared to the corresponding period in the previous fiscal year.
- While building the other markets, we remain focused on strategically important products in India and will explore avenues for value creation.

## Group Revenue Contribution

9M FY24: Rs. 2,283 Mn  
YoY Change: 11%

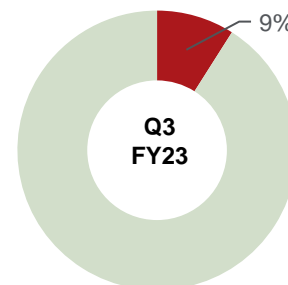


Q3 FY24: Rs. 761 Mn  
YoY Change: -7%

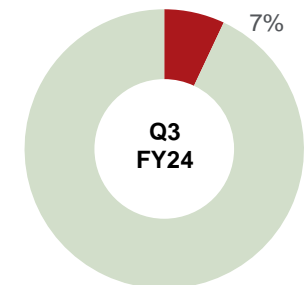


## Gland Revenue Contribution (Ex-Cenexi)

9M FY24: Rs. 2,283 Mn  
YoY Change: 11%



Q3 FY24: Rs. 761 Mn  
YoY Change: -7%



■ India (Domestic Market)



### Registered Office

**Gland Pharma Limited**  
Survey No. 143-148, 150 & 151  
Near Gandimaisamma 'X' Roads  
D.P. Pally, Dundigal Gandimaisamma Mandal  
Medchal-Malkajgiri District  
Hyderabad 500043, Telangana, India

### Corporate Office:

**Gland Pharma Limited**  
Plot No. 11 & 84, TSIIC Phase: IV  
Pashamylaram (V), Patancheru (M),  
Sangareddy District  
Hyderabad 502307, Telangana, India

**BSE** 543245

**NSE** GLAND

**Bloomberg** GLAND:IN