



GLAND PHARMA LIMITED

# Gland Pharma Limited

Financial Results  
Q1'FY25

6<sup>th</sup> August 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.*

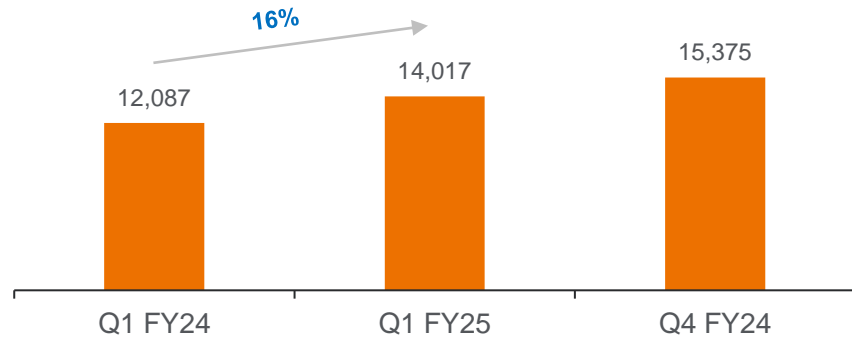
*This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India and any other country, ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceuticals industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.*

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# Group Financial Highlights (1/4)

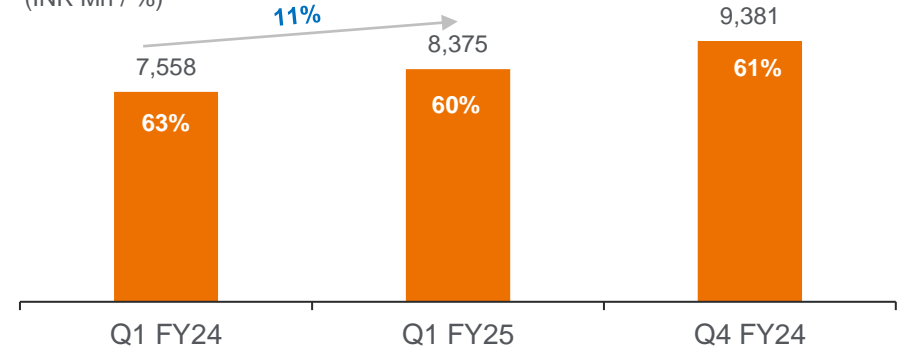
## Revenue from Operations

(INR Mn)



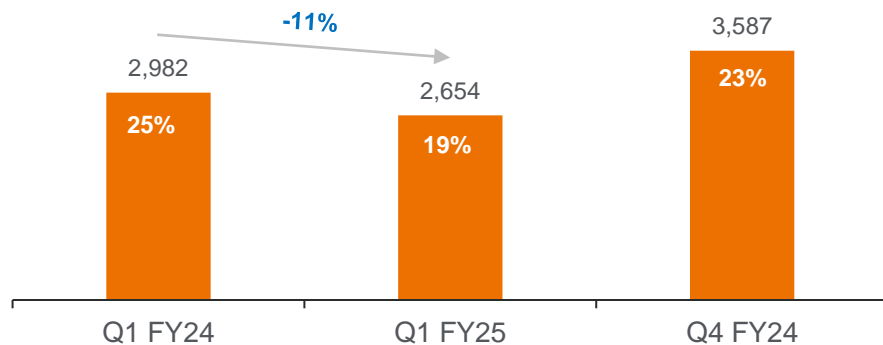
## Gross Profit <sup>(1)</sup> / Gross Profit Margin <sup>(2)</sup>

(INR Mn / %)



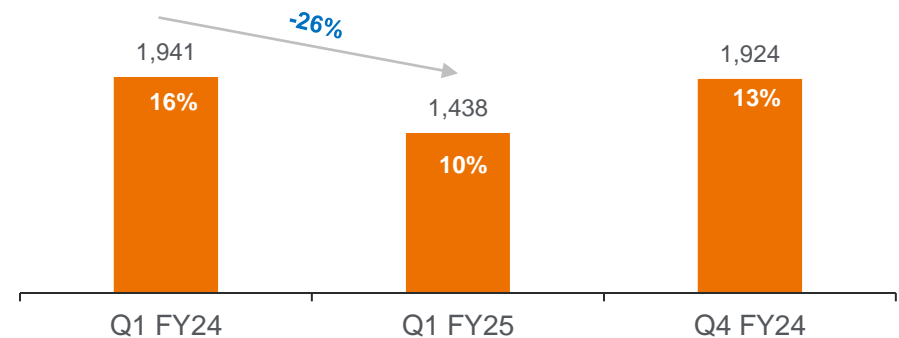
## EBITDA <sup>(3)</sup> / EBITDA Margin <sup>(4)</sup>

(INR Mn / %)



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

(INR Mn / %)



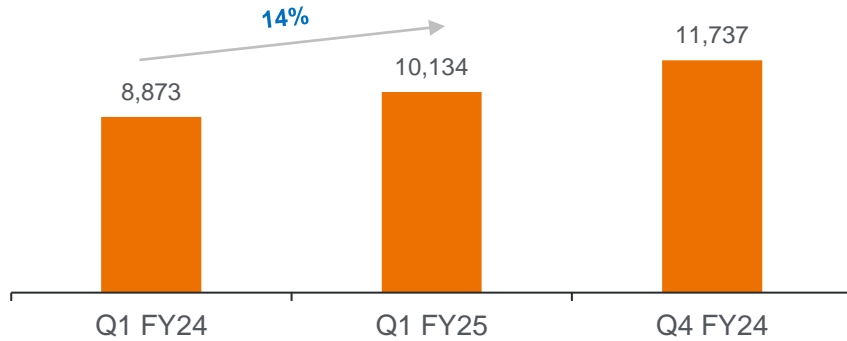
Figures for Q1FY24 have two months performance of Cenexi

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)

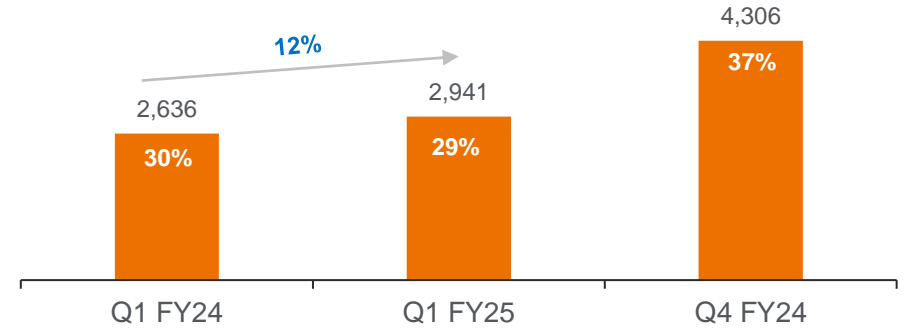
## Revenue from Operations

(INR Mn)



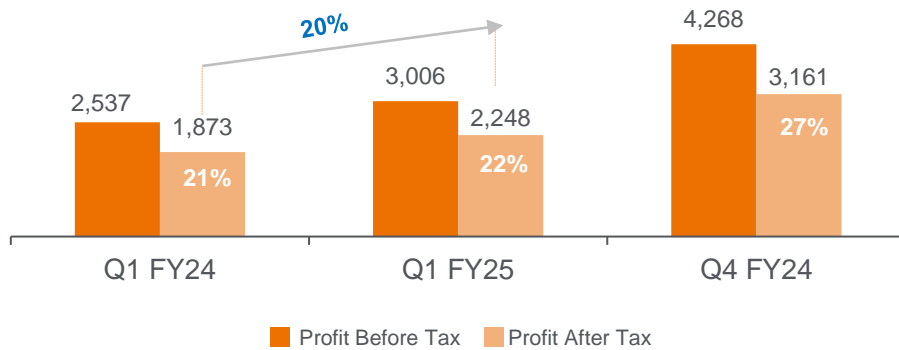
## EBITDA <sup>(1)</sup> / EBITDA Margin <sup>(2)</sup>

(INR Mn / %)



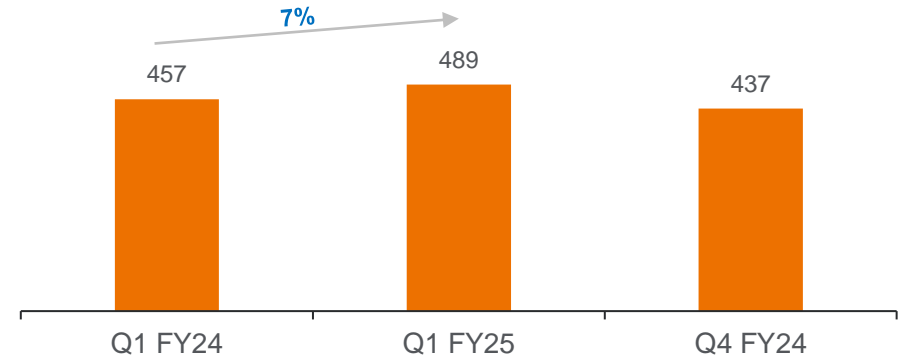
## PBT / PAT / PAT Margin <sup>(3)</sup>

(INR Mn / %)



## R&D Expenses

(INR Mn)

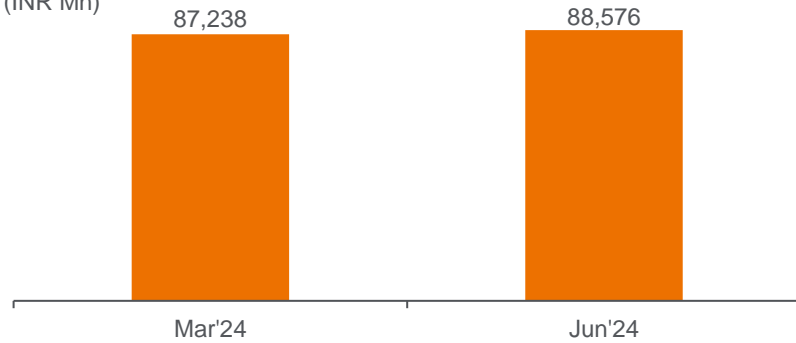


Note: (1) EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortisation expense excluding other income and foreign exchange loss or gain. (2) EBITDA margin = EBITDA / Revenue from operations ; (3) PAT margin = Profit for the period / Revenue from operations.

# Group Financial Highlights (3/4)

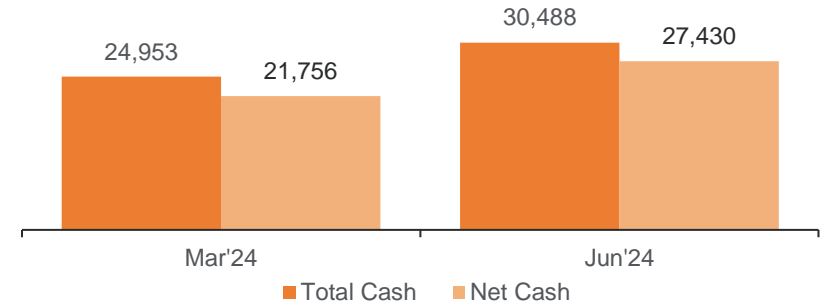
## Net Worth <sup>(1)</sup>

(INR Mn)



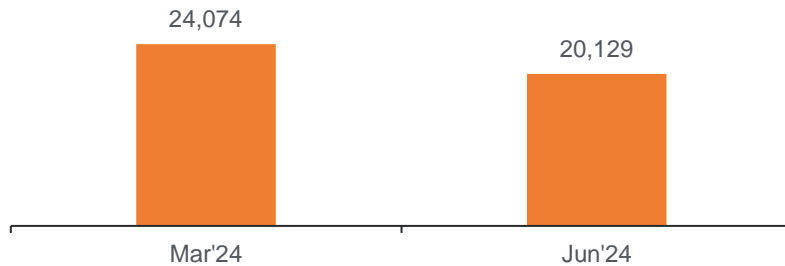
## Cash and Bank Balances / Net Cash <sup>(2)</sup>

(INR Mn)



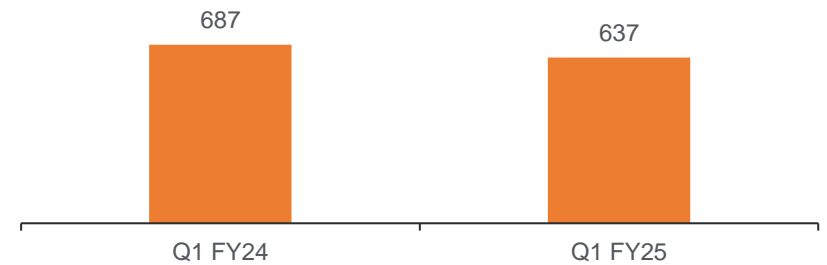
## Net Working Capital <sup>(3)</sup>

(INR Mn)



## Capital Expenditure

(INR Mn)

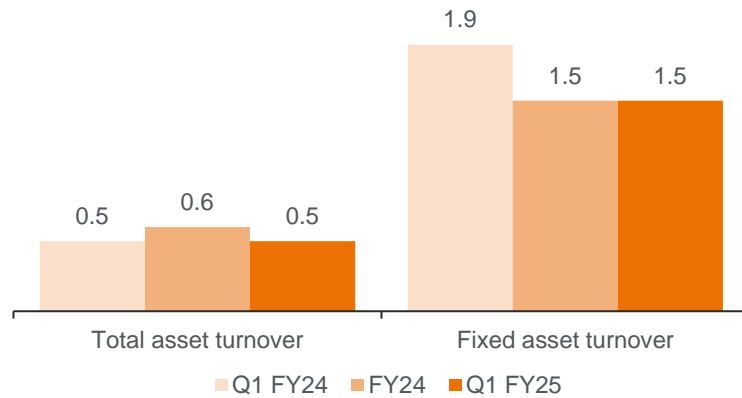


*Figures for Q1FY24 have two months performance of Cenexi*

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.

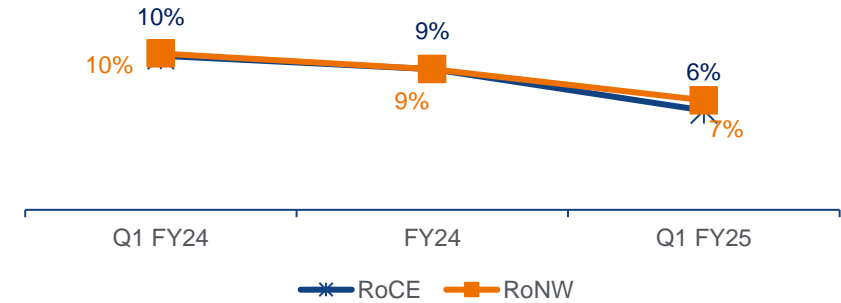
# Group Financial Highlights (4/4)

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



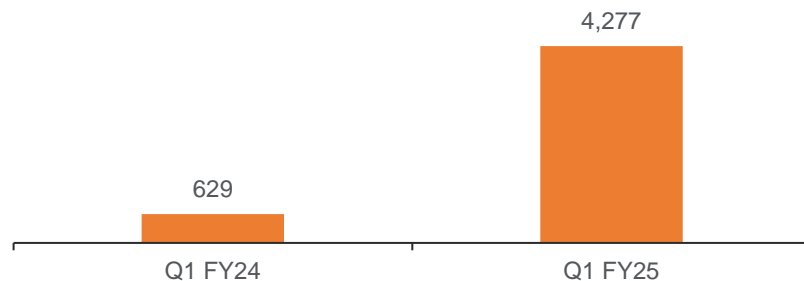
## ROCE <sup>(3)</sup> / RONW <sup>(4)</sup>

(%)



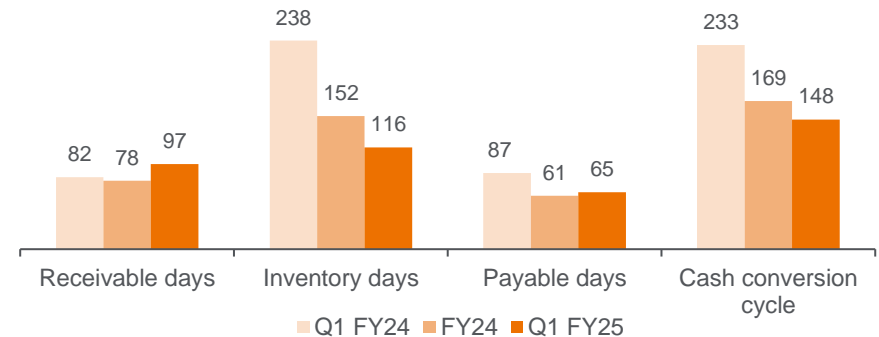
## Cash Flow from Operations

(INR Mn)



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

(# of Days)



Figures for Q1FY24 have two months performance of Cenexi

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 90/365 days (as applicable), Inventory days calculated as average inventory for the period divided by COGS\* over 90/365 days (as applicable), & Payable days calculated as average trade payable for the period divided by COGS\* over 90/365 days (as applicable). CCC calculated as Receivable days + Inventory days - Payable days;

# P&L Highlights

Group P&L					
INR Mn					
Particulars	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
Revenue from operations	14,017	12,087	16%	15,375	(9%)
Other Income	514	375	37%	421	22%
<b>Total Income</b>	<b>14,531</b>	<b>12,462</b>	17%	<b>15,796</b>	(8%)
<b>Gross Margin<sup>(1)</sup></b>	<b>8,375</b>	<b>7,558</b>	11%	<b>9,381</b>	(11%)
<i>% margin</i>	60%	63%		61%	
<b>EBITDA<sup>(2)</sup></b>	<b>2,654</b>	<b>2,982</b>	(11%)	<b>3,587</b>	(26%)
<i>% margin<sup>(3)</sup></i>	19%	25%		23%	
<b>PBT</b>	<b>2,182</b>	<b>2,613</b>	(16%)	<b>2,982</b>	(27%)
<i>% margin</i>	16%	22%		19%	
<b>PAT</b>	<b>1,438</b>	<b>1,941</b>	(26%)	<b>1,924</b>	(25%)
<i>% margin<sup>(4)</sup></i>	10%	16%		13%	

Cenexi P&L					
INR Mn					
Particulars	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
Revenue from operations	3,883	3,214	21%	3,637	7%
<b>Gross Margin<sup>(1)</sup></b>	<b>3,026</b>	<b>2,436</b>	24%	<b>2,810</b>	8%
<i>% margin</i>	78%	76%		77%	
<b>EBITDA<sup>(2)</sup></b>	<b>(286)</b>	<b>347</b>		<b>(719)</b>	
<i>% margin<sup>(3)</sup></i>	(7%)	11%		(20%)	

Figures for Q1FY24 have two months performance of Cenexi

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

# Base Business (Ex-Cenexi) Performance

## Q1FY25 Highlights

- Revenue: INR 10,134 million, driven by volume growth in key injectables and new product launches compared to Q1FY24.
- Gross margin: 53%.
- EBITDA: INR 2,941 million, EBITDA margins were at 29%, compared to 30% in Q1 FY24.
- R&D expenses: INR 489 million (5% of revenue).
- Regulatory filings: 8 ANDAs filed, 7 ANDAs approved. Total filings: 356 ANDAs in the U.S. (295 approved, 61 pending). Global product registrations: 1,708.

## Key Updates:

- **US Market:** Eight molecules, including Eribulin mesylate, Plerixafor, Nelarabine, and Edaravone, were launched in the market.
- **China Market:** Nine products have been filed to date, of which three have been approved and one has been commercialized.
- **Complex Injectables:** Six approvals have been received out of 19 molecules under development to date. To accelerate growth, we are exploring acquisitions, in-licensing, and co-development opportunities.
- **Biologics:** Our biologics facility in Genome Valley is attracting advanced-stage interest from multiple players for contract manufacturing of monoclonal antibodies and novel plasma-based proteins. In addition, we are in discussions with a leading biologics company for a potential strategic collaboration. This collaboration could involve large-scale contract manufacturing of key biosimilars, with a possible in-licensing opportunity for Gland in specific markets of interest. Although this discussion is in the early stages, it represents promising avenues for Gland to maximize its value in both CDMO and complex portfolio expansion. We will continue to update you on our progress.
- **Quality & Operations:** The USFDA made two surprise inspections of our manufacturing sites in Hyderabad. The inspections concluded with two and three form 483 observations at Dundigal and Pashamylaram, respectively. As previously communicated, these observations are procedural and do not affect our compliance status.



## Q1FY25 Highlights

- Revenue: INR 3,883 million / Euro 43 million
- Gross margin: 78%
- EBITDA: INR -286 million / Euro -3 million

## Key Updates:

### Fontenay Site (Paris, France):

- It is a significant revenue contributor and is showing improved operational performance due to efficiency enhancements, additional shifts, organizational changes, optimized production planning, and maintenance reorganization.
- A new ampoule line will be commissioned in August, with commercial production starting in early 2025. This line is expected to increase capacity, improve customer service, and generate approximately €10 million in revenue in 2025.

### Hérouville Site (Normandy, France):

- Poised for future growth with new business from technology transfer projects.
- New aseptic ophthalmic gel line to begin commercial production for a key customer before the end of the year.

### Belgium and Osny Sites (France):

- On track with business plan expectations

## Outlook:

- **Q2FY25 Impact:** Lower activity levels are expected due to the European holiday season and planned summer maintenance shutdowns. The Fontenay plant will have an extended 3-week shutdown for new ampoule line installation.
- **Reaffirmed Outlook:** We expect positive EBITDA for Q4 of this fiscal year and a positive EBITDA for the next fiscal year, driven by increased revenue exceeding the €200 million threshold.

# Segment wise revenue break-up

## US Market (Ex-Cenexi)

### Revenue:

Launched 8 molecules in the market, including Eribulin mesylate, Plerixafor, Nelarabine and Edaravone.

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

Q1 FY25 : 11 Product SKUs (8 Molecules)

### US filings update:

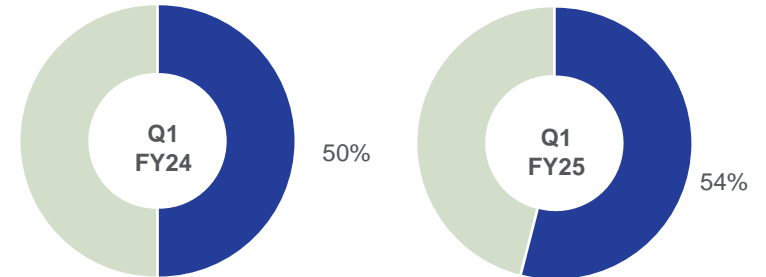
As of June 30<sup>th</sup>, 2024, we along with our partners had 356 ANDA filings in the United States, of which 295 were approved and 61 pending approval.

	Q1 FY25
ANDA Filed	8
ANDA Approved	7
DMFs Filed	-

## Group Revenue Contribution

Q1 FY25: Rs. 7,628 Mn

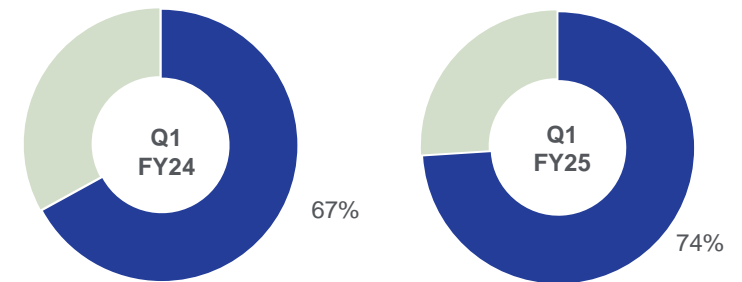
YoY Change: 27%



## Gland Revenue Contribution (Ex-Cenexi)

Q1 FY25: Rs. 7,524 Mn

YoY Change: 27%



■ USA

Note: ANDA count includes technology transfer ANDAs

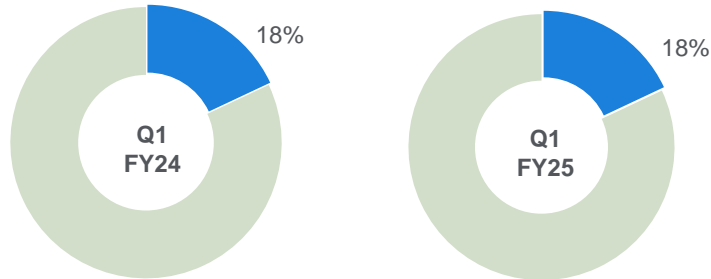
(1) Includes products where launch quantity is dispatched to our partners.

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

## Europe

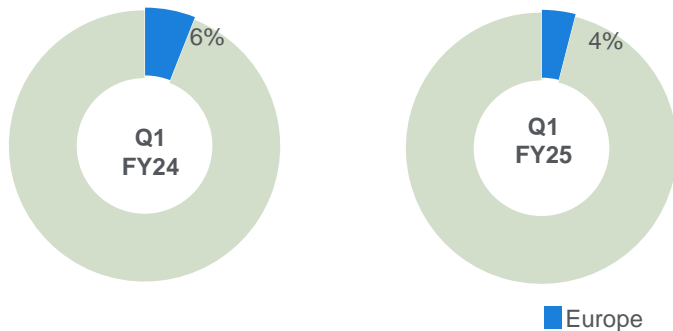
### Group Revenue Contribution

Q1 FY25: Rs. 2,566 Mn  
YoY Change: 15%



### Gland Revenue Contribution (Ex-Cenexi)

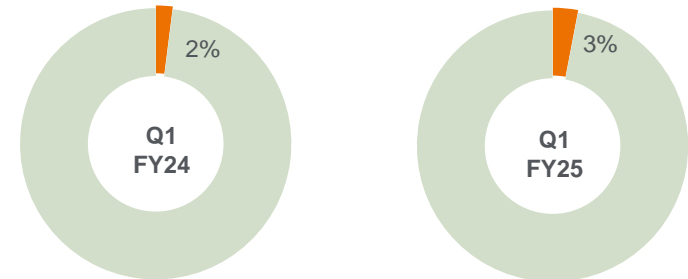
Q1 FY25: Rs. 407 Mn  
YoY Change: -19%



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

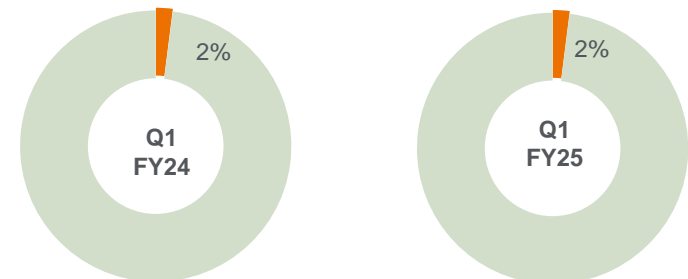
### Group Revenue Contribution

Q1 FY25: Rs. 447 Mn  
YoY Change: 72%



### Gland Revenue Contribution (Ex-Cenexi)

Q1 FY25: Rs. 194 Mn  
YoY Change: 1%



# Rest of the World Markets

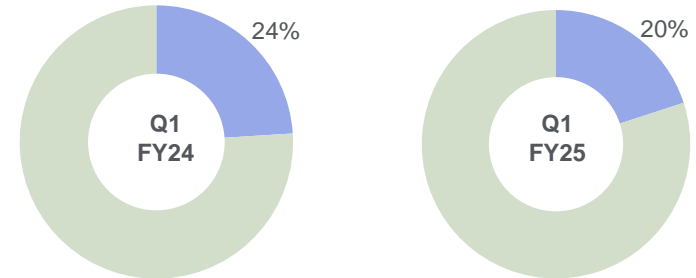
## Rest of the World Markets (Ex-Cenexi)

- The Rest of the World markets contributed 15% of our revenue in Q1 FY25, compared to 18% in Q1 FY24.
- We registered Ertapenem, Dexrazoxane, and Vasopressin in new geographies during the Q1 FY25.
- RoW performance reflects the inherent fluctuations in the business, as some tender-led procurements from partners have been delayed to subsequent months. However, the RoW markets are expected to grow at a healthy rate on an annual basis.

## Group Revenue Contribution

Q1 FY25: Rs. 2,849 Mn

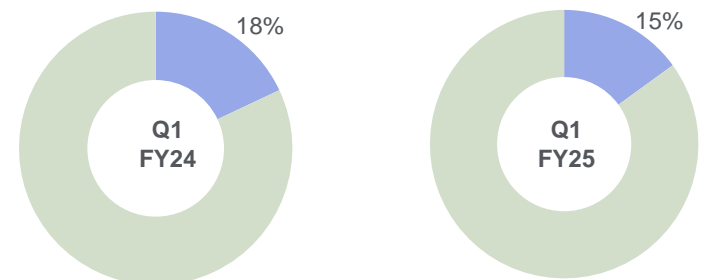
YoY Change: -3%



## Gland Revenue Contribution (Ex-Cenexi)

Q1 FY25: Rs. 1,481 Mn

YoY Change: -9%



■ RoW

# India (Domestic Market)

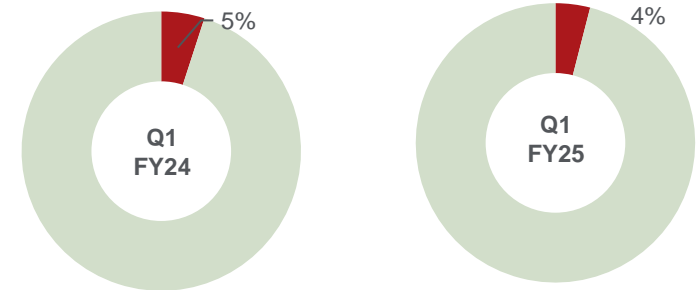
## India - Domestic Market (Ex-Cenexi)

- The Indian market made up 5% of our revenue in Q1 FY25, experiencing a 19% decrease compared to Q1 FY24.
- We are currently evaluating various strategic options to determine the best path forward for this business.

## Group Revenue Contribution

Q1 FY25: Rs. 527 Mn

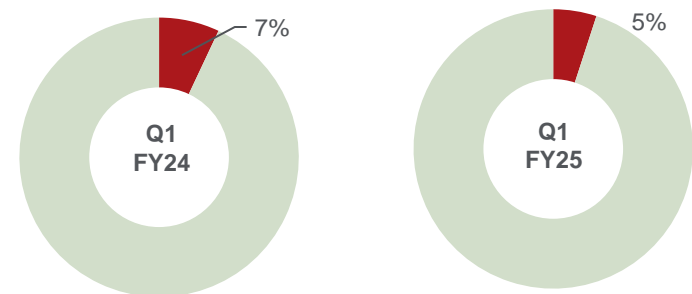
YoY Change: -19%



## Gland Revenue Contribution (Ex-Cenexi)

Q1 FY25: Rs. 527 Mn

YoY Change: -19%



■ 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