



## Press Release

### Gland Pharma's Q1FY23 Revenue stood at ₹8,569 Mn with PAT margin of 25%

Hyderabad, July 20, 2022: Gland Pharma Limited (BSE: 543245 | NSE: GLAND), a generic injectable focused pharmaceutical company, today announced its financial results for the quarter ended June 30, 2022.

*Commenting on the results, Mr. Srinivas Sadu, MD & CEO of Gland Pharma said "While market demand for our products remained strong, continuing supply disruptions in the midst of challenging macro environment has impacted our growth for the first quarter of fiscal 2023. The revenue for the quarter stood at ₹8,569 Mn and our PAT stood at ₹2,292 Mn. We ensured timely new product launches which is key to our sustainable business growth. In spite of pricing pressure in the US market and inflationary costs, we managed to improve our margin. We are continuously investing into our people, infrastructure and portfolio to expand our global footprint."*

#### ❖ Financial summary:

(₹ in million)

Particulars	Q1FY23	Q1FY22	Y-o-Y growth	Q4FY22	Q-o-Q growth
Revenue from operations	8,569	11,539	(26%)	11,030	(22%)
Total Income	9,313	12,157	(23%)	11,682	(20%)
EBITDA <sup>(1)</sup>	3,443	4,981	(31%)	4,136	(17%)
EBITDA Margin (%) <sup>(2)</sup>	37%	41%		35%	
PBT	3,085	4,718	(35%)	3,805	(19%)
PBT Margin (%)	33%	39%		33%	
PAT	2,292	3,507	(35%)	2,859	(20%)
PAT Margin (%)	25%	29%		24%	

<sup>(1)</sup> EBITDA stands for earnings before interest, taxes, depreciation, and amortisation which has been arrived at by adding finance expense, depreciation expense and total tax expense to the profit for the period.

<sup>(2)</sup> EBITDA Margin= EBITDA/Total Income

- Continued supply disruption, cost escalation and the Company's decision to shut down two of its manufacturing lines for productivity improvement have affected the business for the quarter. Revenue from operations during the quarter has declined by 26% as compared to corresponding quarter of the previous year, which was higher due to COVID related product sales. The Company maintained a healthy EBITDA margin of 37% and PAT margin of 25% during the quarter.
- The Company has generated ₹3,328 Mn of cash flow from operations during Q1FY23. As of June 2022, the company had total ₹37,853 million of Cash.



#### ❖ Marketwise Revenue:

(₹ in million)

Particulars	Q1FY23	Q1FY22	Y-o-Y growth	Q4FY22	Q-o-Q growth
USA, Europe, Canada and Australia ( <i>Core Markets</i> )	7,056	7,507	(6%)	7,110	(1%)
India	510	1,805	(72%)	2,018	(75%)
Rest of the world	1,002	2,227	(55%)	1,902	(47%)
TOTAL	8,569	11,539	(26%)	11,030	(22%)

Note: - Sales made to Indian customers for the US market has been considered in the US sales.

- Core markets of US, Europe, Canada, and Australia accounted for 82% of revenue during Q1FY23 as compared to 65% in Q1FY22.
- Sale to US market is comprising of products sold to both US customers and Indian customers for US markets. For Q1FY23 sale to US customers was ₹5,513 million and to Indian customers for US markets was ₹872 million, totalling to ₹6,385 million. Total sales to US market grew by 6% on Q-o-Q basis and declined by 4% on Y-o-Y basis.
- Rest of the World markets, accounted for 12% of Q1FY23 revenue for the quarter as against 19% in Q1FY22. The delay in input material supplies has significantly impacted the ability to take up orders. The Company's key markets continue to remain MENA, LATAM and APAC, and it has registered additional products during the quarter in new geographies.
- India market accounts for 6% of Q1FY23 revenue as compared to 16% in Q1FY22. India B2B sales were impacted due to planned shutdown of Insulin line during the quarter and higher sales of COVID drugs like Remdesivir and Enoxaparin Injection during the same quarter of last year.

#### ❖ Research and Development:

- The total R&D expense for Q1FY23 was ₹410 million which is 4.8% of revenue. As of Jun 30, 2022, we along with our partners had 316 ANDA filings in the United States, of which 255 were approved and 61 pending approvals. The Company has total 1,567 product registrations globally.

#### ❖ Capex:

- Total Capex incurred during the quarter ended June 30, 2022, was ₹414 million.



❖ Earnings Call details:

- The Company will conduct an Earnings call at 6.30 PM (IST) on July 20<sup>th</sup>, 2022, to discuss the business performance and answer questions from participants. To participate in this conference call, please dial the numbers provided below ten minutes ahead of the scheduled start time.

Universal Access	+91 22 6280 1516 / +91 22 7115 8875
Diamond pass link	Click <a href="#">here</a> to register
National Toll Free	1 800 120 1221
International Toll-Free Number	USA – 18667462133 UK – 08081011573 Singapore – 8001012045 Hong Kong – 800964448
International Toll Number	USA + 1 3233868721 UK + 44 2034785524 Singapore + 65 31575746 Hong Kong + 852 30186877

- Playback of the earnings call will be available after the end of the call on the below mentioned number:

Replay Dates	July 20 <sup>th</sup> 2022, till July 27 <sup>th</sup> 2022
Access Code	83036
Dial-in Number	India +91 22 71945757 Hong Kong 800965553 Singapore 8001012510 UK 8007563427 USA 18332898317

- Audio record and the Transcript of the earnings call will be uploaded on the Company's website.



## About Gland Pharma Limited (BSE: 543245, NSE: GLAND)

Gland Pharma was established in 1978 in Hyderabad, has grown over the years from a contract manufacturer of small volume liquid parenteral products, to become one of the largest and fastest growing injectable-focused companies, with a global footprint across 60 countries, including the United States, Europe, Canada, Australia, India, and other markets. It operates primarily under a business to business (B2B) model and have an excellent track record in the development, manufacturing, and marketing of sterile injectables. It has a wide range of injectables, including vials, ampoules, pre-filled syringes, lyophilized vials, dry powders, infusions, oncology, and ophthalmic solutions and also enjoys the distinction of having pioneered Heparin technology in India. For more information, log on to: [www.glandpharma.com](http://www.glandpharma.com)

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