



## Press Release

### **Gland Pharma's Q1FY24 Revenue stood at ₹ 12,087 Mn, a y-o-y growth of 41% with PAT of ₹ 1,941 Mn.**

**Hyderabad, August 07, 2023:** Gland Pharma Limited (BSE: 543245 | NSE: GLAND), a generic injectable focused pharmaceutical company, today announced its financial results for the first quarter ended June 30, 2023.

*Commenting on the results, Mr. Srinivas Sadu, MD & CEO of Gland Pharma said "I am pleased to share that the efforts made for business recovery, after a challenging previous year, are yielding fruitful results. I would like to congratulate our team for their relentless efforts in launching 33 product SKUs during this quarter. The operating revenue for the quarter stood at ₹ 12,087 Mn, a y-o-y growth of 41% with an EBITDA of ₹ 2,982 Mn. The outcomes of the recently conducted US FDA inspections at three of our sterile facilities demonstrate our commitment to being a quality-focused and regulatory-compliant company. Maintaining an unwavering focus on quality and regulatory compliance establishes trust with our partners and will keep us in good stead in further strengthening our customer base."*

#### **❖ Consolidated Financial summary:**

(₹ in million)

Particulars	Q1FY24	Q1FY23	Y-o-Y	Q4FY23	Q-o-Q
Revenue from operations	12,087	8,569	41%	7,850	54%
Gross Profit	7,558	4,828	57%	4,202	80%
Gross Profit Margin	63%	56%		54%	
EBITDA <sup>(1)</sup>	2,982	2,699	10%	1,684	77%
EBITDA Margin (%)	25%	31%		21%	
PBT	2,613	3,085	(15%)	1,112	135%
PBT Margin (%)	22%	36%		14%	
PAT	1,941	2,292	(15%)	787	147%
PAT Margin (%)	16%	27%		10%	

Note - Results for the quarter Q1FY24 is not comparable to the earlier periods presented due to inclusion of Cenexi results for two months.

<sup>(1)</sup> EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortisation expense excluding other income and foreign exchange loss or gain.

- During the first quarter of financial year 2024, Revenue from operation grew by 41% as compared to corresponding quarter of the previous year of which 37% contributed from the acquisition of Cenexi and 4% from the base business.
- The Company has improved Gross Margin both on yearly and sequential basis due to improved margin from the base business US portfolio and Cenexi's margin profile.



❖ **Gland Pharma (excluding Cenexi) Financial summary:**

(₹ in million)

Particulars	Q1FY24	Q1FY23	Y-o-Y	Q4FY23	Q-o-Q
Revenue from operations	8,873	8,569	4%	7,850	13%
Gross Profit	5,122	4,828	6%	4,202	22%
Gross Profit Margin	58%	56%		54%	
EBITDA <sup>(1)</sup>	2,636	2,699	(2%)	1,684	57%
EBITDA Margin (%)	30%	31%		21%	
PBT	2,537	3,085	(18%)	1,112	128%
PBT Margin (%)	29%	36%		14%	
PAT	1,873	2,292	(18%)	787	138%
PAT Margin (%)	21%	27%		10%	

<sup>(1)</sup> EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortisation expense excluding other income and foreign exchange loss or gain.

❖ **Consolidated break-up of Revenue as per Market:**

(₹ in million)

Particulars	Q1FY24	Q1FY23	Y-o-Y	Q4FY23	Q-o-Q
USA	6,021	6,395	(6%)	4,808	25%
Europe	2,224	418	432%	325	585%
Canada, Australia and New Zealand (Other Core Markets)	260	253	3%	366	(29%)
India	647	501	29%	647	0%
Rest of the world	2,935	1,002	193%	1,706	72%
<b>TOTAL</b>	<b>12,087</b>	<b>8,569</b>	<b>41%</b>	<b>7,850</b>	<b>54%</b>

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

- Sale to US market is comprising of products sold to both US customers and Indian customers for US market. For Q1FY24 direct sale to US customers was ₹ 5,486 million and to Indian customers for US market was ₹ 535 million.
- The growth in the Europe and ROW market due to acquisition of Cenexi.
- Rest of the World market, accounted for 24% of Q1FY24 revenue as against 12% in Q1FY23.
- India market accounts for 5% of Q1FY24 revenue as compared to 6% in Q1FY23.

❖ **Gland Pharma (excluding Cenexi) break-up of Revenue as per Market:**

(₹ in million)

Particulars	Q1FY24	Q1FY23	Y-o-Y	Q4FY23	Q-o-Q
USA	5,905	6,395	(8%)	4,808	23%
Europe	504	418	21%	325	55%
Canada, Australia and New Zealand (Other Core Markets)	193	253	(23%)	366	(47%)
India	647	501	29%	647	0%
Rest of the world	1,623	1,002	62%	1,706	(5%)
<b>TOTAL</b>	<b>8,873</b>	<b>8,569</b>	<b>4%</b>	<b>7,850</b>	<b>13%</b>

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



❖ **Cenexi's performance highlight for two months of May'23 and June'23:**

- On April 27th, 2023, Gland Pharma through its wholly owned subsidiary in Singapore acquired 100% of Cenexi and accordingly two months' financials have been considered in the consolidated financials of Q1FY24. Summary of key financials of Cenexi:
  - Revenue of ₹ 3,214 million
  - Gross Profit Margin of 76%
  - EBITDA of ₹ 347 million
- In Q2 FY24, Cenexi's facilities will be having up to 4 weeks of annual summer shutdown.

❖ **R&D Expenditure:**

- The total R&D expense for Q1FY24 was ₹457 million which is 5% of revenue from operation (excluding Cenexi). During the quarter we have filed 5 ANDAs and received approval for 9 ANDAs. As of Jun 30, 2023, we along with our partners had 337 ANDA filings in the United States, of which 270 were approved and 67 pending approvals. The Company has total 1,620 product registrations globally.

❖ **Capex:**

- Total Capex incurred during the quarter ended June 30, 2023 was ₹ 687 million.



#### ❖ Earnings Call details:

- The Company will conduct an Earnings call at 7.30 PM (IST) on August 7<sup>th</sup> 2023, 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

#### **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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