

Gland Pharma reports Q3 FY25 financial performance Revenue of ₹13,841 Mn with improved profitability

Hyderabad, February 3rd, 2025: Gland Pharma Limited (BSE: 543245 | NSE: GLAND), a generic injectable-focused pharmaceutical company, today announced its financial results for the third quarter (Q3FY25) ended on December 31st, 2024.

Commenting on the results, **Mr. Srinivas Sadu, Executive Chairman of Gland Pharma**, said, “Our Q3 FY25 revenue was at ₹ 13,841 Mn. with an EBITDA of ₹ 3,600 Mn., resulting in a 26% EBITDA margin. Notably, our base business EBITDA margin saw a significant improvement of 500 basis points, reaching 39%. We are also excited about the progress of our strategic biologics CDMO collaborations with some of the leading companies in this space. These partnerships open doors to exciting opportunities in the rapidly growing biologics CDMO segment and is expected to generate incremental revenue starting next financial year. Furthermore, the recent conclusion of the USFDA inspections at our Dundigal and Pashamylaram facilities underscores our unwavering commitment to quality and regulatory compliance. We remain focused on driving long-term value creation through strategic partnerships, innovation, and continued investments in new products and technologies.”

Commenting on the results, **Mr. Shyamakant Giri, Chief Executive Officer of Gland Pharma**, said, “I am honoured and excited to lead Gland Pharma as its new CEO. Building on the company's strong foundation, my focus will be on enhancing operational excellence in our base business, ensuring Cenexi's successful turnaround, identifying and pursuing new growth opportunities, and further solidifying our position as a leader in the CDMO space, particularly in biologics and complex injectables. I believe that by fostering a culture of innovation, collaboration, and customer-centricity, we can achieve sustainable growth and create long-term value for all our stakeholders.”

Consolidated Financial Performance

Particulars	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ	9M FY25	9M FY24	YoY
Revenue from operations	13,841	15,452	-10%	14,058	-2%	41,916	41,273	2%
Gross Profit	9,213	9,459	-3%	8,304	11%	25,892	25,536	1%
Gross Profit Margin	67%	61%		59%		62%	62%	
EBITDA	3,600	3,557	1%	2,961	22%	9,214	9,744	-5%
EBITDA Margin (%)	26%	23%		21%		22%	24%	
PBT	2,993	2,832	6%	2,568	17%	7,743	8,343	-7%
PBT Margin (%)	22%	18%		18%		18%	20%	
PAT	2,047	1,919	7%	1,635	25%	5,120	5,800	-12%
PAT Margin (%)	15%	12%		12%		12%	14%	

Consolidated Business

- Revenue decreased by 10% year-on-year and decreased by 2% quarter-on-quarter.
- EBITDA increased by 1% year-on-year and increased by 22% quarter-on-quarter.
- EBITDA margin was 26%, compared to 23% in Q3 FY24 and 21% in Q2 FY25.
- PAT increased by 7% year-on-year and increased by 25% quarter-on-quarter.
- PAT margin was 15%, compared to 12% in Q3 FY24 and 12% in Q2 FY25.

Consolidated Market Wise Performance

Particulars	₹ Mn							
	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ	9M FY25	9M FY24	YoY
USA	7,293	8,216	-11%	7,547	-3%	22,469	21,591	4%
Europe	2,646	3,251	-19%	2,459	8%	7,672	7,963	-4%
Canada, Australia and New Zealand (Other Core Markets)	459	382	20%	515	-11%	1,420	998	42%
India	562	761	-26%	874	-36%	1,963	2,283	-14%
Rest of the world	2,881	2,842	1%	2,663	8%	8,392	8,437	-1%
Total Revenues	13,841	15,452	-10%	14,058	-2%	41,916	41,273	2%

Base Business (Gland) Financial Performance

Particulars	₹ Mn							
	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ	9M FY25	9M FY24	YoY
Revenue from operations	10,123	11,013	-8%	10,659	-5%	30,917	30,032	3%
Gross Profit	6,357	6,128	4%	5,957	7%	17,663	16,996	4%
Gross Profit Margin	63%	56%		56%		57%	57%	
EBITDA	3,911	3,727	5%	3,645	7%	10,497	9,836	7%
EBITDA Margin (%)	39%	34%		34%		34%	33%	
PBT	3,845	3,794	1%	3,832	0%	10,683	9,842	9%
PBT Margin (%)	38%	34%		36%		35%	33%	
PAT	2,864	2,808	2%	2,843	1%	7,955	7,296	9%
PAT Margin (%)	28%	25%		27%		26%	24%	

Financial Highlights:

- Revenue decreased by 8% year-on-year and decreased by 5% quarter-on-quarter.
- EBITDA increased by 5% year-on-year and by 7% quarter-on-quarter.
- EBITDA margin was 39%, compared to 34% in Q3 FY24 and Q2 FY25.
- PAT increased by 2% year-on-year to ₹ 2,861 Mn.
- PAT margin was 28%, compared to 25% in Q3 FY24.

Base Business (Gland) Market Wise Performance

Particulars	₹ Mn							
	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ	9M FY25	9M FY24	YoY
USA	7,135	8,065	-12%	7,393	-3%	22,052	21,053	5%
Europe	419	323	30%	329	27%	1,155	1,079	7%
Canada, Australia and New Zealand (Other Core Markets)	338	292	16%	405	-17%	937	683	37%
India	562	761	-26%	874	-36%	1,963	2,284	-14%
Rest of the world	1,669	1,573	6%	1,658	1%	4,810	4,934	-3%
Total Revenue	10,123	11,013	-8%	10,659	-5%	30,917	30,032	3%

Business Highlights:

- **New Launches:** During the quarter, the company launched 13 new molecules, including chlorpromazine, dexamethasone, phenylephrine, phytonadione, and diphenhydramine.
- **Regulatory filings:** Four ANDAs filed and eight ANDAs approved in Q3 FY25.
- **Cumulative filings:** 366 ANDAs in the U.S. (312 approved, 54 pending). Global product registrations: 1,736.
- **R&D expenses:** ₹ 437 Mn (4.3% of revenue) for Q3 FY25.
- **Regulatory update:** The company received Establishment Inspection Reports (EIRs) from the USFDA for its Dundigal and Pashamylaram facilities in Hyderabad, India, signifying successful closure of the recent USFDA inspections.
- **Capex:** Total capex incurred during the quarter ended December 31, 2024, was ₹ 1,379 Mn.

- **Complex injectables:** The company has completed nine filings in a targeted portfolio of 19 products. Six of these complex products have already been launched, with three more expected to secure approval in due course. These products target an IQVIA market opportunity of US\$7.1 billion, reflecting the significant potential of this segment to drive future growth.
Additionally, 15 complex formulations which are under co-development with MAIA Pharmaceuticals Inc, a specialty injectable development company, have shown promising progress. These include seven 505(b)(2) and eight ANDAs at different stages of development. We expect commercialization to begin from FY27.
- **Biologics:** The company is progressing well with on the strategic biologics CDMO collaboration at the Shamirpet facility. This partnership with one of the leading pharmaceutical companies leverages the company's state-of-the-art biologics manufacturing facility at Genome Valley in Hyderabad and opens exciting new opportunities in the rapidly growing biologics CDMO segment. This collaboration is expected to generate incremental revenue starting next financial year.

Cenexi Financial Performance

Particulars	Q3 FY25		Q3 FY24		YoY	Q2 FY25			9M FY25		9M FY24		YoY
	€ Mn.	₹ Mn.	€ Mn.	₹ Mn.		€ Mn.	₹ Mn.	QoQ	€ Mn.	₹ Mn.	€ Mn.	₹ Mn.	
Revenue from operations	41	3,717	50	4,439	-16%	37	3,399	9%	121	10,999	125	11,240	-2%
Gross Profit	32	2,856	37	3,331	-14%	25	2,347	22%	91	8,229	95	8,540	-4%
Gross Margin	77%	77%	75%	75%		69%	69%		75%	75%	76%	76%	
EBITDA	(4)	(312)	(2)	(170)		(8)	(685)		(14)	(1,283)	(1)	(92)	
EBITDA Margin (%)	-8%	-8%	-4%	-4%		-20%	-20%		-12%	-12%	-1%	-1%	

Fontenay Site (Paris, France):

- Q3 FY25 production was impacted by unannounced inspection by the ANSM, the French health authorities.
- On a positive note, Cenexi's new high-capacity ampoule line began production on schedule. This addition will increase ampoule manufacturing capacity by 40–50 Mn. units, allowing for better service to customers moving forward.

Hérouville Site (Normandy, France):

- Commercial production of a new inactivated vaccine and an ophthalmic gel commenced in December 2024, as anticipated, and will ramp up gradually in 2025.
- Additionally, Cenexi has begun installing a new pre-filled syringe line, which is expected to be operational later this year. This will significantly boost capacity to meet the growing demand for this dosage form.

Braine-l'Alleud Site (Belgium):

- Setbacks from the Lyophilizer breakdown, as indicated in the last quarter continued to affect Belgium site's production levels in Q3 FY25, and this is expected to be restored in H1 FY26.

Outlook:

- Cenexi maintains its goal of achieving a positive EBITDA for the next fiscal year, driven by an increase in revenue above the €200 Mn threshold.



Earnings Call Details

The Company will conduct an Earnings call at 6.30 PM (IST) on February 3rd, 2025, to discuss the business performance and answer participants' questions. To participate in this conference call, please dial the numbers provided below ten minutes before the scheduled start time.

Universal Access	+91 22 6280 1516 / +91 22 7115 8875
Diamond pass link	Click here 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 and 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 has 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

Investor Contacts

Gland Pharma
Sampath Kumar Pallerlamudi
Company Secretary and Compliance Officer

EY Investor Relations
Runjhun Jain / Sneha Salian
investors@glandpharma.com

This press release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological, and/or regulatory factors. Gland Pharma Limited, its directors and any of the affiliates or employee is under no obligation to, and expressly assume any obligation to update any particular forward-looking statement contained in this release.