



Natco Pharma Limited

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28th May, 2024

Corporate Relationship Department
M/s. BSE Ltd
Dalal Street, Fort
Mumbai- 400 001

Manager – Listing
M/s. National Stock Exchange of India Ltd
“Exchange Plaza”, Bandra – Kurla Complex
Bandra (E) Mumbai -400 051

Scrip Code: 524816

Scrip Code: NATCOPHARM

Dear Sir/Madam,

Sub: - Q4 FY2024 Investors Presentation

Please find enclosed herewith the Investor Presentation for the Quarter and year ended 31st March , 2024.

Thanking you

Yours faithfully
For NATCO Pharma Limited

Ch. Venkat Ramesh
Company secretary &
Compliance Officer



NATCO Pharma Limited

Earnings Presentation

Q4FY24 & FY24

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Q4FY24 & FY24 Key Business & Financial Highlights



Q4FY24 & FY24 – Key Business & Financial Highlights

Q4FY24: Total Revenue stood at INR 11,103 mn | Pharma Export Formulations at INR 9,549 mn | Consolidated Total Revenue for FY24 stood at INR 41,269 mn

Earnings Before Interest Tax Depreciation and Amortization stood at INR 5,393 mn for Q4FY24 and INR 18,795 mn for FY24 | EBITDA Margin for Q4FY24 & FY24 was at 48.6% and 45.5% respectively

Profit Before Tax for Q4FY24 at INR 4,776 mn and INR 16,735 mn for FY24

Profit after tax for Q4FY24 was at INR 3,863 mn | Net Profit for FY24 was at INR 13,883 Mn

Basic and Diluted EPS for FY24 is INR 77.34 per share

Investment of US\$2mn in Cellogen Therapeutics Private Ltd., with R&D programs involving Cell and Gene Therapy Solutions

Note: EBITDA and EBITDA Margin includes other income

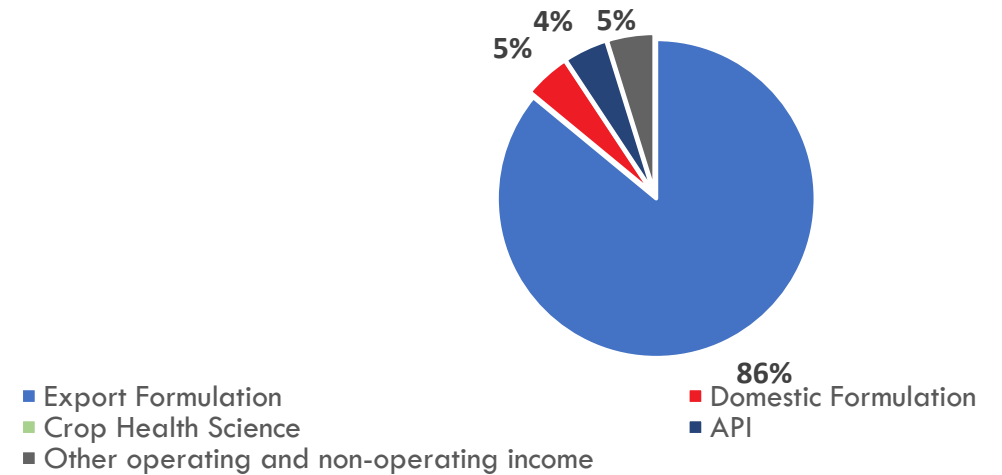
Q4FY24 & FY24 – Quarterly Performance

Revenue Breakup (INR mn)

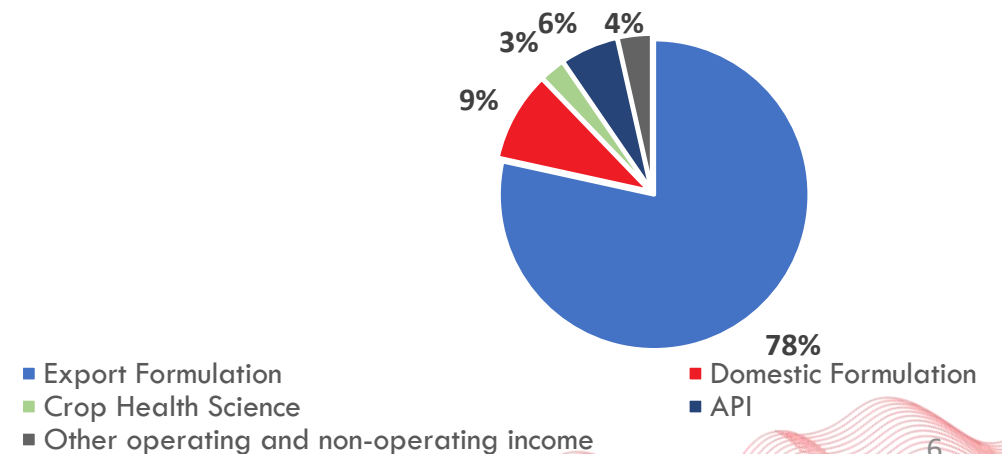
Revenue Division	Q4FY24	Q4FY23	Q3FY24	FY24	FY23
API Revenue	500	728	463	2,492	2,103
Formulation					
Formulation – Exports (incl profit share, license income, export service income & Subsidiaries)	9,549	7,092	6,056	32,369	20,632
Formulation - Domestic	524	918	994	3,867	3,749
Formulations Total Revenue (B1 + B2)	10,073	8,010	7,050	36,236	24,381
Crop Health Sciences	(3.7)	270	141	1,083	409
Other Operating & Non - operating incomes	534	261	302	1,458	1,225
Consolidated Total Revenue	11,103	9,269	7,956	41,269	28,117

- In Pharma Formulations Domestic business, there was a charge and account for a return of stock from super-stockist to C&F amounting to INR 350 mn due to change in our distribution model
- In Crop Health Sciences Business (CHS), due to poor crop season the stock returns were more than expected at INR 250 mn
- Provision on assets of CHS division amounted to INR 300 mn, this was done due to non utilization of certain assets used for manufacturing of Agro Intermediates.

Revenue Breakup (%) – Q4FY24



Revenue Breakup (%) – FY24



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Financial Summary



Consolidated Profit & Loss Statement

Profit & Loss Statement (INR Million)	Q4FY24	Q4FY23	Q3FY24	FY24	FY23
Total Revenue	11,103	9,269	7,956	41,269	28,117
Total Expenses (before finance cost and depreciation)	5,710	5,588	4,905	22,474	17,715
Earnings before interest, tax, depreciation and amortization (EBITDA)	5,393	3,681	3,051	18,795	10,402
EBITDA Margin* (%)	48.6%	39.7%	38.4%	45.5%	37.0%
Finance cost	62	27	46	192	145
Depreciation	555	410	442	1,868	1,638
Profit before tax (PBT)	4,776	3,244	2,563	16,735	8,619
Tax	913	486	436	2,852	1,466
Profit after tax (PAT)	3,863	2,758	2,127	13,883	7,153
PAT Margin (%)	34.8%	29.8%	26.7%	33.6%	25.4%
Reported Earnings per share (EPS) INR – Basic and Diluted	21.56	15.11	11.88	77.34	39.18

*includes other income

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Key Product Pipeline



Key Product Pipeline - USA

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Para IVs in the pipeline



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Approved (either tentative or fully)

Key Solo FTFs (Para IV) in the pipeline

Key Brand	Molecule	Therapeutic Segment / Primary Indication
Tracleer	Bosentan (32mg)	Anti-hypertensive
Kyprolis	Carfilzomib (10mg)	Cancer/Multiple Myeloma
Imbruvica	Ibrutinib (tablet)	Cancer/Leukaemia
Zydelig	Idelalisib	Cancer
Lynparza	Olaparib	Ovarian/Breast Cancer
Ozempic	Semaglutide pen (8mg/3ml)	Diabetes
Balversa	Erdafitinib	Bladder Cancer
Wegovy	Semaglutide	Weight Loss

Key Para IV products in the pipeline

Key Brand	Molecule	Therapeutic Segment / Primary Indication
Eliquis	Apixaban	Anticoagulant
Ozempic	Semaglutide pen	Diabetes
Pomalyst	Pomalidomide	Cancer/Multiple Myeloma
Lonsurf	Trifluridine/Tipracil	Metastatic colorectal cancer
Yondelis	Trabectedin	Advanced soft-tissue sarcoma/ ovarian cancer
Calquence	Acalabrutinib	Cancer/Blood
Nurtec	Rimegepant	Migraine

Note: Data as of March 31, 2024

Earnings Call Details – Q4FY24



The Earnings call to discuss the operational and financial performance of the company with Mr. Rajeev Nannapaneni, Director and Chief Executive Officer and Mr. Rajesh Chebiyam, Executive Vice President, Crop Health Sciences will be held at 11 AM on (Tuesday) 28.05.2024.

Details of the Earnings call:

- *Date: 28.05.2024*
- *Time: 11 AM IST*
- *Dial-in-Numbers: (+91 22) 62801222/71158123*
- Pre-register using the link: <https://bit.ly/4bKARl8>



Thank You

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