

24<sup>th</sup> May, 2023

**BSE Limited**  
P.J. Towers, Dalal Street, Fort,  
Mumbai- 400 001  
BSE scrip code: 543635

**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400 051  
NSE symbol: PPLPHARMA

**Sub: Press Release and Investor Presentation – Audited Financial Results (Standalone & Consolidated) of the Company for the quarter and year ended 31st March, 2023**

Dear Sir / Madam,

Further to our intimation made earlier with regard to Audited Financial Results (Standalone & Consolidated) of the Company for the quarter and year ended 31<sup>st</sup> March, 2023 ('Financial Results'), please find enclosed herewith the Press Release and the Investor Presentation on the Financial Results. The above information is also available on the website of the Company at [www.piramal.com](http://www.piramal.com)

Request you to please take the above on record.

Yours faithfully,  
For **Piramal Pharma Limited**

**Tanya Sanish**  
**Company Secretary**  
Encl.: a/a

**Piramal Pharma Limited**

CIN: U24297MH2020PLC338592

Registered Office: Gr. Flr. Piramal Ananta, Agastya Corporate Park, Opp Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai – 400070 India

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[piramal.com](http://piramal.com)

PRESS RELEASE

## Piramal Pharma Limited Announces Consolidated Results for Q4 and FY2023

**Mumbai, India | May 24, 2023:** Piramal Pharma Limited (NSE: PPLPHARMA | BSE: 543635), today announced its consolidated results for the fourth quarter (Q4) and full year FY23 ended 31<sup>st</sup> March 2023.

### Consolidated Financial Highlights

(In INR Crores)

Particulars	Quarterly					Full Year		
	Q4 FY23	Q4 FY22	YoY Growth	Q3 FY23	QoQ Growth	FY23	FY22	YoY Growth
<b>Revenue from Operation</b>	<b>2,164</b>	<b>2,131</b>	<b>2%</b>	<b>1,716</b>	<b>26%</b>	<b>7,082</b>	<b>6,559</b>	<b>8%</b>
CDMO	1,285	1,322	-3%	1,021	26%	4,016	3,752	7%
Complex Hospital Generic	702	550	28%	514	37%	2,286	2,002	14%
India Consumer Healthcare	206	269	-23%	214	-4%	859	806	6%
<b>EBITDA</b>	<b>376</b>	<b>476</b>	<b>-21%</b>	<b>170</b>	<b>121%</b>	<b>853</b>	<b>1,225</b>	<b>-30%</b>
<b>EBITDA Margin (%)</b>	<b>17%</b>	<b>22%</b>		<b>10%</b>		<b>12%</b>	<b>19%</b>	
<b>PAT</b>	<b>50</b>	<b>204</b>	<b>-75%</b>	<b>-90</b>	<b>N/A</b>	<b>-186</b>	<b>376</b>	<b>-150%</b>

Note: The previous year (FY22) financials do not include non-common control transactions and hence YoY financials are not strictly comparable. Please refer to pages 3 and 4 for detailed explanation and like-to-like financials.

EBITDA stands for earnings before interest, taxes, depreciation, and amortisation which has been arrived at by adding finance expense, depreciation expense to the profit before tax for the period

### Key Highlights for Q4 FY23 and FY23

- Revenue from Operation grew by 2% YoY in Q4FY23 and 8% in FY23
- EBITDA margin for Q4 FY23 and FY23 was 17% and 12% respectively impacted by lower sales and higher operating expenses
- Successfully cleared multiple regulatory inspections and customer audits in FY23
- New capabilities / capacity expansion gone live at Ahmedabad PDS, peptide facility (Turbhe, India) and Riverview (US) are witnessing good customer demand
- Rights Issue – DLOF filed with the SEBI, currently under review

**Nandini Piramal, Chairperson, Piramal Pharma Limited** said, “Over the recent years, Q4 has always been the strongest quarter for the Company in terms of revenue contribution and EBITDA margin. This year as well, we have seen a healthy pickup in our Q4 revenues and EBITDA margin compared to previous three quarters of the financial year.

Our CDMO business, which had a challenging year, witnessed significant pickup in order bookings in Q4. Our Inhalation Anesthesia portfolio continues to see a healthy demand and hence we are expanding our capacities. Our India Consumer Healthcare business is delivering good growth driven by our power brands. We continue to maintain our quality track record with successful US FDA inspections – zero observations at Riverview and Digwal facilities, and EIR received for Lexington and Sellersville facilities. We believe in the potential of our businesses and our main focus over the next few months will be on capturing demand and executing them well, driving productivity through operational excellence and executing critical maintenance and growth capex.”

## Key Business Highlights for Q4 and FY23

### Contract Development and Manufacturing Organization (CDMO):

- Witnessed a **significant pickup in order bookings in Q4** compared to the previous three quarters. The orders received during Q4 was a healthy mix of on-patent and generic product development and manufacturing.
- Continue to see good demand for our CDMO services in the niche areas of **high potent API, peptide and anti-body drug conjugate**. New capabilities / capacity expansion gone live at Riverview (US), peptide facility (Turbhe, India) and Ahmedabad PDS, witnessing healthy customer demand
- Expect to go live with **expansion at our Grangemouth facility** in H2FY24 which should help strengthen our position in the anti-body drug conjugate segment
- **Maintained our quality track record** – successfully cleared 4 US FDA inspections in FY23
  - I. Zero observations at Riverview and Digwal and
  - II. EIR\* received from US FDA for Sellersville and Lexington facilities
- **Development pipeline** - Aim to continue discovering and developing new molecules for our customers and have a development pipeline of molecules across various stages of development

### Complex Hospital Generics (CHG):

- **Inhalation Anesthesia** portfolio continues to see a strong demand in the US and non-US markets. We are accordingly expanding our capacities at Digwal and Dahej
- As per IQVIA MIDAS MAT® Sep. 2022 data, we are **the leading player in Sevoflurane in the US** with value market share of 39%
- **Intrathecal portfolio** in the US continued to command leading market share.
- **Injectable Pain Management** - Growth in FY23 impacted by supply constraints at our CMO. We are currently seeing improved traction in production
- **Other Injectable** – Launched 3 new products (10 SKUs) during FY23 in US and Europe
- **Building pipeline of new products / SKUs** which are various stages of development

### India Consumer Healthcare (ICH):

- **26 new products and 37 new SKUs launched** in FY23. New products launched since April 2020 contributed to 18% of total ICH sales in FY23
- Continue to **invest in media and trade spends** to drive growth in power brands
- **Power Brands** – Littles, Lacto Calamine, Polycrol, Tetmosol and I-range, grew by 37% YoY in FY23 and contribute to 42% of ICH sales
- **E-commerce** grew by more than 40% YoY in FY23 and contributed 16% to ICH revenues
- **Wide distribution reach** across general trade outlets and organised retail stores. Also presence across all leading e-commerce platforms

\* EIR – Establishment Inspection Report

**Consolidated Profit and Loss Statement**
*(In INR Crores)*
**Reported Financials**

Particulars	Quarter					Full Year		
	Q4 FY23	Q4 FY22	YoY Change	Q3 FY23	QoQ Change	FY23	FY22	YoY Change
Revenue from Operations	2,164	2,131	2%	1,716	26%	7,082	6,559	8%
Other Income	25	78	-69%	83	-70%	225	276	-18%
<b>Total Income</b>	<b>2,188</b>	<b>2,210</b>	<b>-1%</b>	<b>1,799</b>	<b>22%</b>	<b>7,307</b>	<b>6,835</b>	<b>7%</b>
Material Cost	840	840	0%	625	34%	2,703	2,451	10%
Employee Expenses	474	403	18%	492	-4%	1,896	1,589	19%
Other Expenses	499	490	2%	511	-2%	1,854	1,569	18%
<b>EBITDA</b>	<b>376</b>	<b>476</b>	<b>-21%</b>	<b>170</b>	<b>121%</b>	<b>853</b>	<b>1,225</b>	<b>-30%</b>
Finance Cost	104	57	83%	95	10%	344	198	74%
Depreciation	184	165	12%	164	12%	677	586	15%
Share of net profit of associates	8	19	-59%	16	-50%	54	59	-8%
<b>Profit Before Tax</b>	<b>95</b>	<b>273</b>	<b>-65%</b>	<b>-74</b>	<b>N/A</b>	<b>-113</b>	<b>500</b>	<b>-123%</b>
Tax	45	69	-35%	17	171%	66	109	-39%
<b>Net Profit after Tax</b>	<b>50</b>	<b>204</b>	<b>-75%</b>	<b>-90</b>	<b>N/A</b>	<b>-179</b>	<b>391</b>	<b>-146%</b>
Exceptional item	0	0	N/A	0	N/A	-7	-15	-54%
<b>Net Profit after Tax after exceptional item</b>	<b>50</b>	<b>204</b>	<b>-75%</b>	<b>-90</b>	<b>N/A</b>	<b>-186</b>	<b>376</b>	<b>-150%</b>

**Note: FY23 financials are strictly not comparable to FY22 respectively**

The Hon'ble NCLT, on 12<sup>th</sup> Aug'22, approved the composite scheme of arrangement for transfer by way of demerger of the Pharma business from Piramal Enterprises Ltd (PEL) into Piramal Pharma Ltd. and amalgamation of PPL's wholly owned subsidiaries Hemmo Pharmaceuticals Pvt Ltd (HPPL) and Convergence Chemical Pvt Ltd (CCPL) into itself with an appointed date of 1<sup>st</sup> Apr'22.

Accordingly, the financial statements of PPL have been prepared giving effect to the scheme from 1<sup>st</sup> Apr'2022.

Financial statements of CCPL and HPPL, wholly owned subsidiaries of PPL have been combined as if the amalgamation had occurred on 1<sup>st</sup> April, 2021 or from the date on which the Company acquired control over these subsidiaries, whichever is later.

Prior to the demerger, PPL had entered into an arrangement with PEL for continued onward sale by PEL, of products under Government tenders that were obtained in the name of PEL, till obligations under these tenders were fully met. The agreement also included sale of PPL's Consumer products (OTC) through PEL's CFA (Carrying and

Forwarding Agent) network till all requisite licenses, registrations, permits were fully transferred in the name of PPL.

In accordance with the scheme the demerger of pharma undertaking has been considered as non-common control transaction and accounted as business combination as per Ind-AS 103 in the financial statements of PPL w.e.f 1<sup>st</sup> Apr'22. Accordingly, the financial results for FY23 are not comparable with corresponding previous period. Like-to-Like financials are as shown in the table below.

Also, all the closing inventory as on 31<sup>st</sup> Mar'22 at PEL, in respect of such transactions included the margin element charged by PPL to PEL on arm's length basis. Since the demerger is effective 1<sup>st</sup> Apr'22, the opening inventory transferred to PPL at fair value (provisional) as per IND-AS included the margin element and the same has been charged to the P&L in Q1FY23 of PPL financial statements, on sale of such products in PPL.

The one-time, non-recurring impact on EBITDA of this inventory margin in Q1FY23 financial statements is INR 68Cr.

### Like-to-Like Financials

(In INR Crores)

Particulars	Quarterly					Full Year		
	Q4 FY23	Q4 FY22	YoY Change	Q3 FY23	QoQ Change	FY23	FY22	YoY Change
<b>Revenue from Operations</b>	<b>2,164</b>	<b>2,139</b>	<b>1%</b>	<b>1,716</b>	<b>26%</b>	<b>7,082</b>	<b>6,700</b>	<b>6%</b>
CDMO	1,285	1,394	-8%	1,021	26%	4,016	3,960	1%
CHG	702	548	28%	514	37%	2,286	2,002	14%
ICH	206	196	5%	214	-4%	859	741	16%
<b>EBITDA</b>	<b>376</b>	<b>478</b>	<b>-21%</b>	<b>170</b>	<b>121%</b>	<b>922</b>	<b>1,194</b>	<b>-23%</b>
<b>EBITDA margin</b>	<b>17%</b>	<b>22%</b>		<b>10%</b>		<b>13%</b>	<b>18%</b>	

**Consolidated Balance Sheet**
*(In INR Crores)*

Key Balance Sheet Items	As at	
	31-Mar-23	31-Mar-22
Total Equity	6,773	6,697
Net Debt	4,781	3,656
Deferred Consideration	11	90
<b>Total</b>	<b>11,565</b>	<b>10,443</b>
Net Fixed Assets	<b>8,887</b>	<b>8,051</b>
Tangible Assets	4,441	3,716
Intangible Assets including goodwill	4,446	4,336
Net Working Capital	2,320	2,058
Other Assets <sup>#</sup>	358	335
<b>Total Assets</b>	<b>11,565</b>	<b>10,443</b>

# Other Assets include Investments and Deferred Tax Assets (Net)

## Q4 and FY2023 Earnings Conference Call

Piramal Pharma Limited will be hosting a conference call for investors / analysts on **25<sup>th</sup> May 2023 at 5:00 PM (IST) to discuss its Q4 and FY2023 Results.**

The dial-in details for the call are as under:

Event	Location & Time	Telephone Number
Conference call on 25 <sup>th</sup> May, 2023	India – 5:00 PM IST	+91 22 6280 1461 / +91 22 7115 8320 (Primary Number)
		1 800 120 1221 (Toll free number)
	USA – 7:30 AM (Eastern Time – New York)	Toll free number 18667462133
	UK – 12:30 PM (London Time)	Toll free number 08081011573
	Singapore – 7:30 PM (Singapore Time)	Toll free number 8001012045
	Hong Kong – 7:30 PM (Hong Kong Time)	Toll free number 800964448
Express Join with Diamond Pass™	Please use this link for prior registration to reduce wait time at the time of joining the call – <a href="https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=4595170&amp;linkSecurityString=17ebb5d7ec">https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=4595170&amp;linkSecurityString=17ebb5d7ec</a>	

### About Piramal Pharma Ltd:

Piramal Pharma Limited (PPL, NSE: PPLPHARMA | BSE: 543635), offers a portfolio of differentiated products and services through its 17 global facilities which include end-to-end development and manufacturing capabilities and a global distribution network in over 100 countries. PPL includes Piramal Pharma Solutions (PPS), an integrated Contract Development and Manufacturing Organization; Piramal Critical Care (PCC), a Complex Hospital Generics business; and the India Consumer Healthcare business, selling over-the-counter products. In addition, one of PPL's associate companies, Allergan India Private Limited, is a JV with AbbVie Inc. and has emerged as one of the market leaders in the ophthalmology therapy area. Further, PPL has a minority investment in Yapan Bio. In October 2020, PPL received 20% strategic growth investment from the Carlyle Group.

For more information visit: <https://www.piramal.com/pharma/>, [Facebook](#), [Twitter](#), [LinkedIn](#)

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# Piramal Pharma Limited

## Q4 & FY2023 Results

May 2023





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Note: Figures in previous periods might have been regrouped or restated, wherever necessary to make them comparable to current period. For the ease of presentation, certain financial information herein has been rounded off to one decimal place or two decimal places or whole numbers, as the case may be.

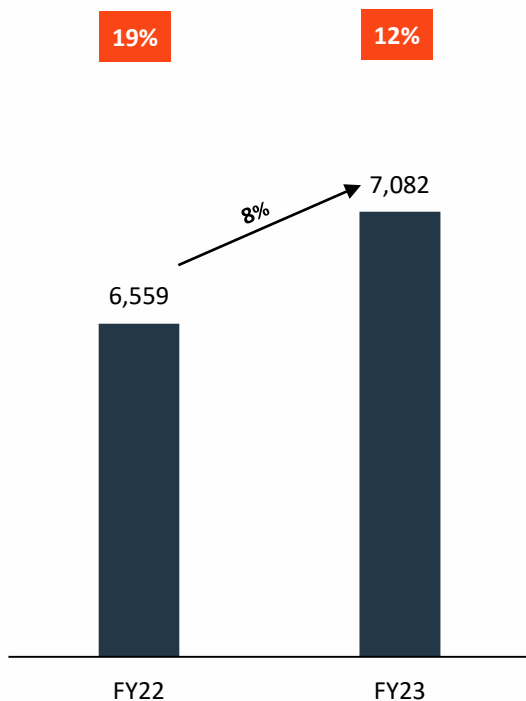
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# Key Highlights of the Financial Year

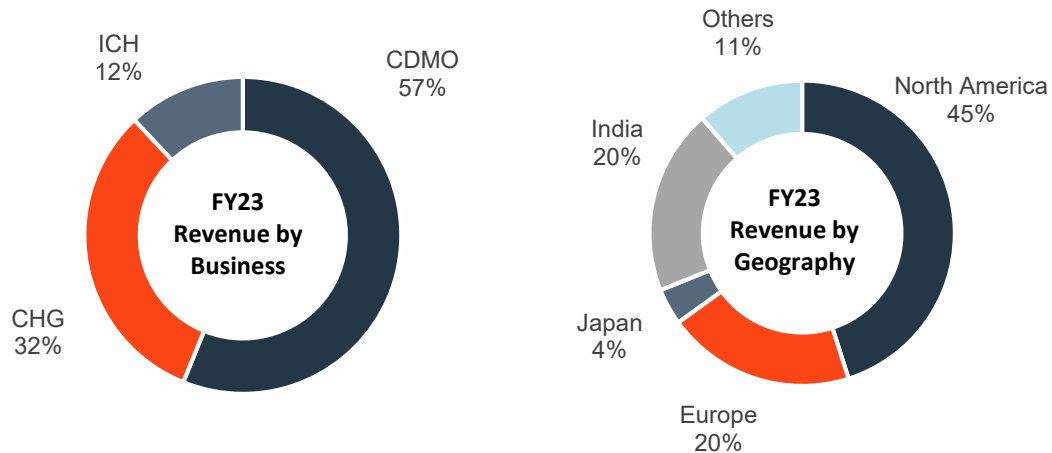
## Key Financial Highlights

### Revenue grew by 8% YoY in FY23

(In INR Crore)  Revenue  EBITDA Margin



### Diversified Revenue Mix



Business Segment	FY23 YoY Growth	
	Reported	Like-to-Like*
Contract Development and Manufacturing Organisation (CDMO)	7%	1%
Complex Hospital Generic (CHG)	14%	14%
India Consumer Healthcare (ICH)	6%	16%

\* For detailed financials, please refer slide 22 and 23

# Key Highlights of the Financial Year

## Strategic Initiatives



- ❖ **Demerged** from Piramal Enterprise Ltd. and listed as a separate entity
- ❖ **Capacity expansion** across multiple facilities to meet growing demand
- ❖ **Rights Issue** – Filed the DLOF with the SEBI for the Rights Issue not exceeding INR 1,050 Cr.

## Best-in-Class Quality Track Record

**36**  
Successful regulatory inspections in FY23

**4**  
Successful US FDA inspections in FY23

**Zero**  
OAIs<sup>#\*</sup>

Successfully cleared multiple **customer audits** in FY23

Note - Received nil observations in two US FDA inspections and EIR in remaining two US FDA inspections in FY23  
\* Since FY12  
# OAI - Official Action Indicated

## Integrating Sustainability



- ❖ Established **ESG framework** to integrate sustainability in our operations
- ❖ Developed **ESG policy**
- ❖ Took **initiatives**<sup>§</sup> in areas including decarbonisation, water stewardship, waste management, diversity & inclusion, learning & development

§ Details will be shared in forthcoming FY23 Sustainability Report



## Details on the Rights Issue

### Progress on the Rights Issue not exceeding INR 1,050 Cr.

- ❖ **February 2023** - The Board of Directors of the Company approved the recommendation to allot equity shares for an amount not exceeding INR 1,050 Cr., subject to receipt of requisite regulatory approvals, market conditions and other considerations
- ❖ **March 2023** – The Company filed the DLOF (Draft Letter of Offer) with the SEBI on 28<sup>th</sup> March, 2023
- ❖ **As on date** – Currently under review with the SEBI

### Objects of the Issue

The Company intends to utilize the Net Proceeds from the Issue towards funding of the following objects:

- ❖ **Repayment or prepayment**, in full or in part, of certain borrowings availed by our Company
- ❖ **General corporate purposes**

*The Promoter, Ajay G. Piramal, together with other persons in the Promoter Group, have confirmed that they intend to (i) subscribe the full extent of their rights entitlement in the Issue in accordance with Regulation 10(4)(a) of the SEBI Takeover Regulations; and (b) together with other persons in the Promoter Group will subscribe to the full extent of the aggregate rights entitlement of the Promoter and the Promoter Group in the Issue, and will further subscribe to such number of additional Equity Shares for any unsubscribed portion in the Issue as may be required to ensure that the aggregate subscription in the Issue shall be 100% of the Equity Shares offered in the Issue*

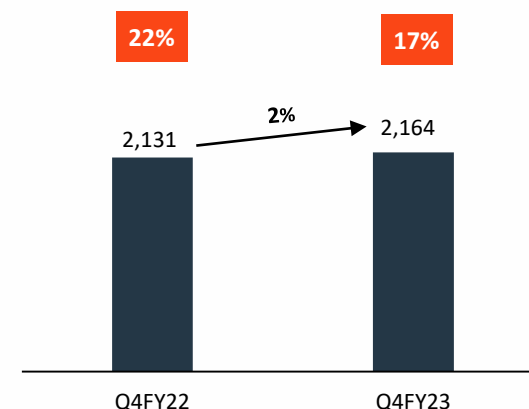
# Key Highlights of the Quarter (Q4FY23)

## Key Highlights

- ❖ **Revenue from Operations** in Q4FY23 was Rs.2,164Cr – growth of 26% QoQ and 2% YoY
  - EBITDA margin in Q4FY23 was 17% compared to 10% in Q3FY23 and 22% in Q4FY22
- ❖ **CDMO business:**
  - Significant **pick-up in order inflows in Q4FY23** compared to previous quarters
  - **Capacity expansions gone live** at Ahmedabad PDS, peptide facility (Turbhe, India) and Riverview (US) seeing good customer demand
- ❖ **CHG business:**
  - **Continued strong demand** for Inhalation Anesthesia (IA) products in the US and non-US markets
  - **Capacity expansion** in progress at Indian and US sites to meet growing demand for IA products
- ❖ **ICH business:**
  - **5 new products** and **3 new SKUs** launched in Q4FY23
  - **High growth rate in power brands** driven by sustained marketing and brand building efforts

## Revenue and EBITDA performance\*

(In INR Crore)  Revenue  EBITDA Margin



Business Segment	Q4FY23 YoY Growth	
	Reported	Like-to-Like#
CDMO	-3%	-8%
CHG	28%	28%
ICH	-23%	5%

\* Based on reported numbers

# For detailed financials, please refer slide 23 and 24



# CDMO Business (Piramal Pharma Solutions)

# Contract Development and Manufacturing Organization Business

## Performance Highlights

### ❖ Pick-up in order inflows:

- Witnessed significant **pick-up in order bookings in Q4FY23** compared to previous quarters
- Underlying demand for CDMO services, especially for our **differentiated offerings remains strong**
- **Capacity expansions gone live** at Riverview (US), peptide facility (Turbhe, India) and Ahmedabad PDS to help YoY growth in FY24

### ❖ Successfully closed US FDA inspection:

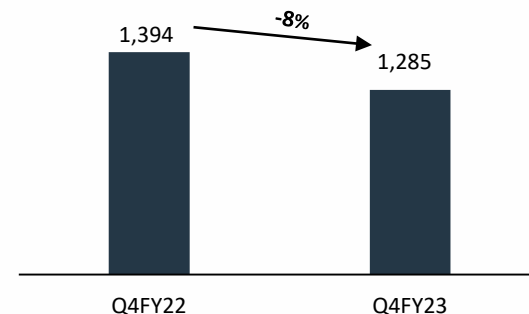
- Successfully cleared 36 regulatory inspections and multiple customer audits in FY23
- US FDA Inspections - Received **zero observations** at Riverview and Digwal; and EIR (Establishment Inspection Report) for Lexington and Sellersville

### ❖ Improve profitability: Undertaking cost optimization, strategizing procurement and operational excellence measures to mitigate inflationary pressures and **improve profitability**

### ❖ Sustainability initiatives: Taking initiatives across sites in the areas of decarbonization, water stewardship and waste management to integrate sustainability in our operations

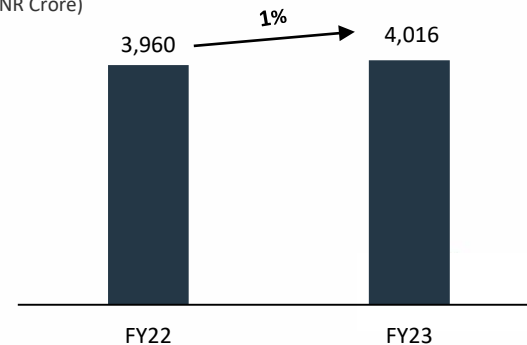
## Revenue performance\* in Q4FY23

(In INR Crore)



## Revenue performance\* in FY23

(In INR Crore)

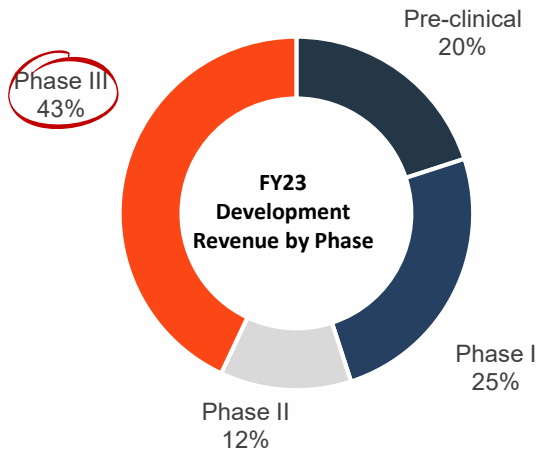
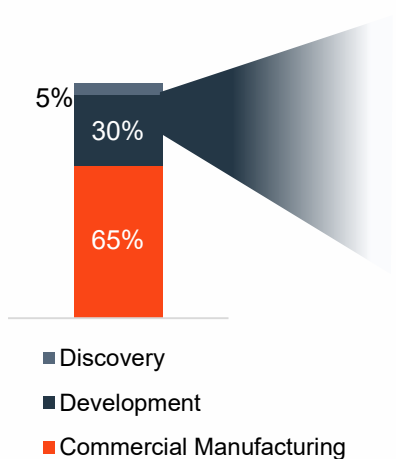


\* Based on like-to-like numbers. For reported numbers, please refer slide 23 and 24

# Presence across Value Chain – Discovery, Development, Commercial Manufacturing

High proportion of Commercial and Phase III development revenue

FY23 Revenue by Services



## Strong Growth in Commercial Products Under Patent

**2x**  
growth in number of commercial products under patent (9 in FY19 to 18 in FY23)

**\$52mn**  
revenue from commercial products under patent in FY23, up from \$19mn in FY19

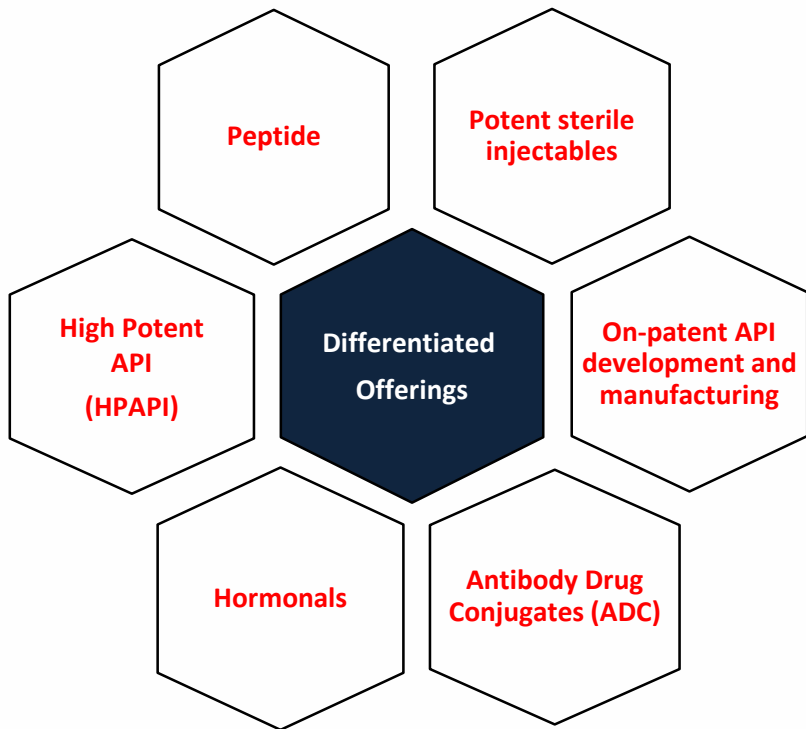
**45%** of revenues from **Innovation\*** related work

\* Discovery + Development + Commercial Manufacturing of products under patent



# Attracting Customers with our Differentiated Offerings and Integrated Services

## Differentiated Offerings



## Integrated Projects

**200+**  
Integrated projects executed till date

**32**  
number of integrated projects in FY23

**\$67mn**  
Value of order book of integrated projects in FY23

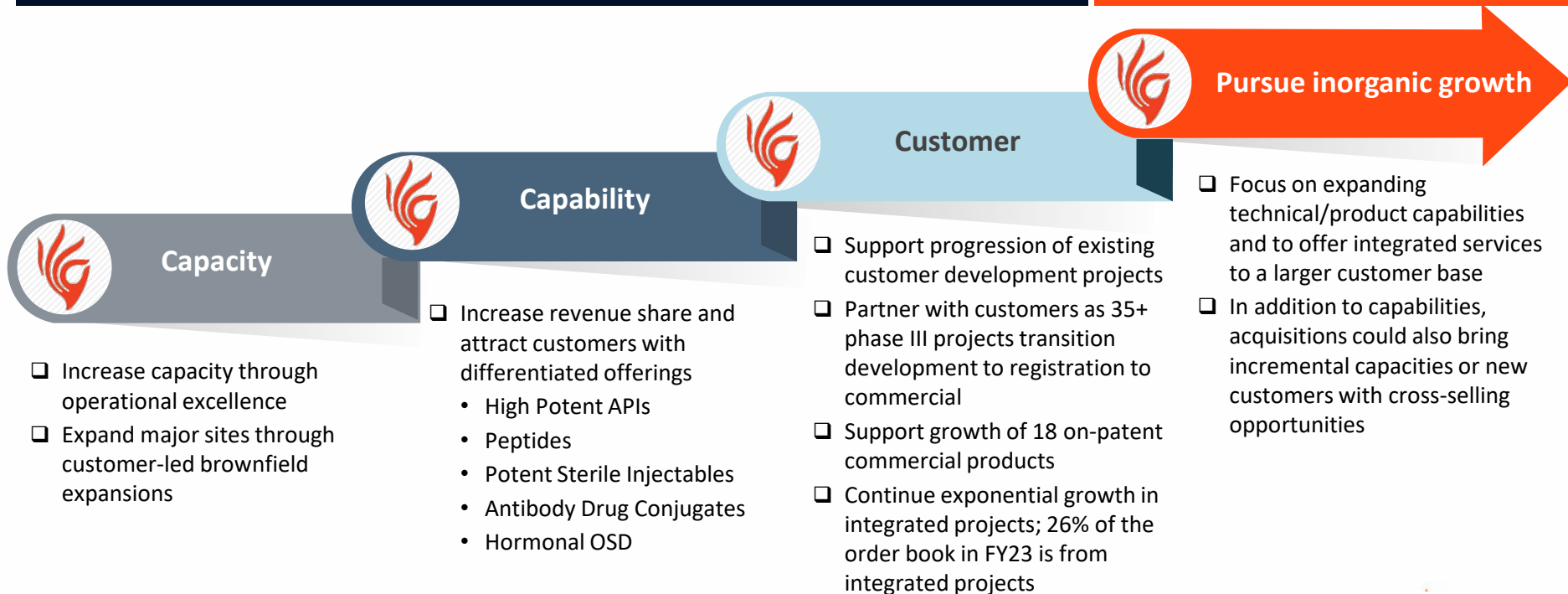
**26%**  
of the order book in FY23 is from integrated projects

Integrated project is defined as project **involving more than one site**

# Growth Drivers for CDMO Business

## Near-term Visible Revenue Growth Levers

## Upsides Beyond the Plan



# Complex Hospital Generics (Piramal Critical Care)



## Complex Hospital Generics Business

### Performance Highlights

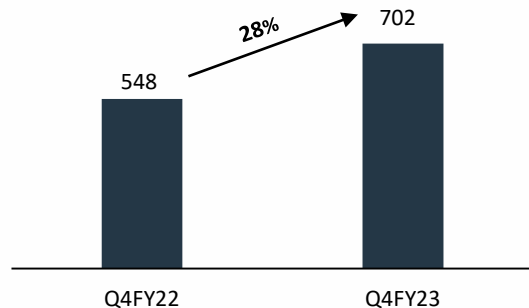
- ❖ **Continued momentum in Inhalation Anesthesia (IA) sales** in the US with volume growth driving market share gains
  - **Leading player in Sevoflurane in the US** with 39% market share\*\*
  - **IA production capacity:** Focus on improving output through greater operating efficiencies and through execution of planned capacity expansion projects
- ❖ **Intrathecal portfolio** in the US continued to command leading market share
  - **Rank #1** in the US market of **Baclofen's pre-filled syringe and vial** with our brand **Gablofen** having **78%** market share\*\*
- ❖ **Injectable Anesthesia and Pain Management portfolio:** Growth in FY23 was impacted by scale up challenges at new CMOs. Production has ramped up over last few months
  - **Fentanyl (ampoules)** is **Rank #1** brand by USD value in its representative market in Japan, South Africa and Indonesia markets\*\*
- ❖ **Other Injectable portfolio:**
  - **3 new products (10 SKUs)** launched during the year
  - Building pipeline of new products which are various stages of development

\* Based on like-to-like numbers. For reported numbers, please refer slide 23 and 24

\*\*As per IQVIA MIDAS MAT® Sept 2022

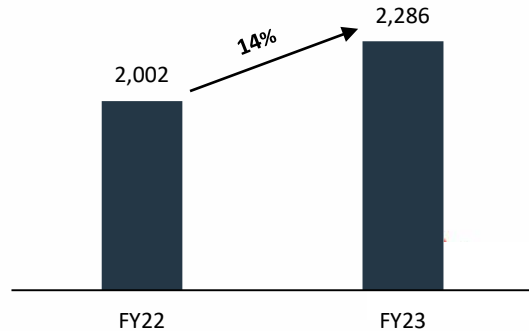
### Revenue growth\* in Q4 FY23

(In INR Crore)



### Revenue growth\* in FY23

(In INR Crore)



# Differentiated Portfolio for Gaining Market Share and Driving Growth

Differentiated portfolio spanning inhalation anesthesia and injectable

Inhalation Anesthesia (64%<sup>1</sup>)



Intrathecal Therapy (15%<sup>1</sup>)



Injectable Anesthesia and pain management (11%<sup>1</sup>)



Other Products (9%<sup>1</sup>)



✓ Characterized by **high barriers to entry** and **low competition**

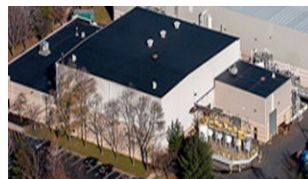
✓ **Branded nature** for bulk of the portfolio

✓ Commercial presence in **over 100 countries**

✓ **Direct sales force** in the US with strong GPO relationships

Vertically Integrated Manufacturing Capabilities with Global Regulatory Accreditations

Inhalation anesthesia facility (Bethlehem, USA)



In-house manufacturing of **Sevoflurane and Desflurane**

Inhalation anesthesia facility (Digwal, India)



In-house manufacturing of **Isoflurane**

Specialty Fluorochemicals facility (Dahej, India)

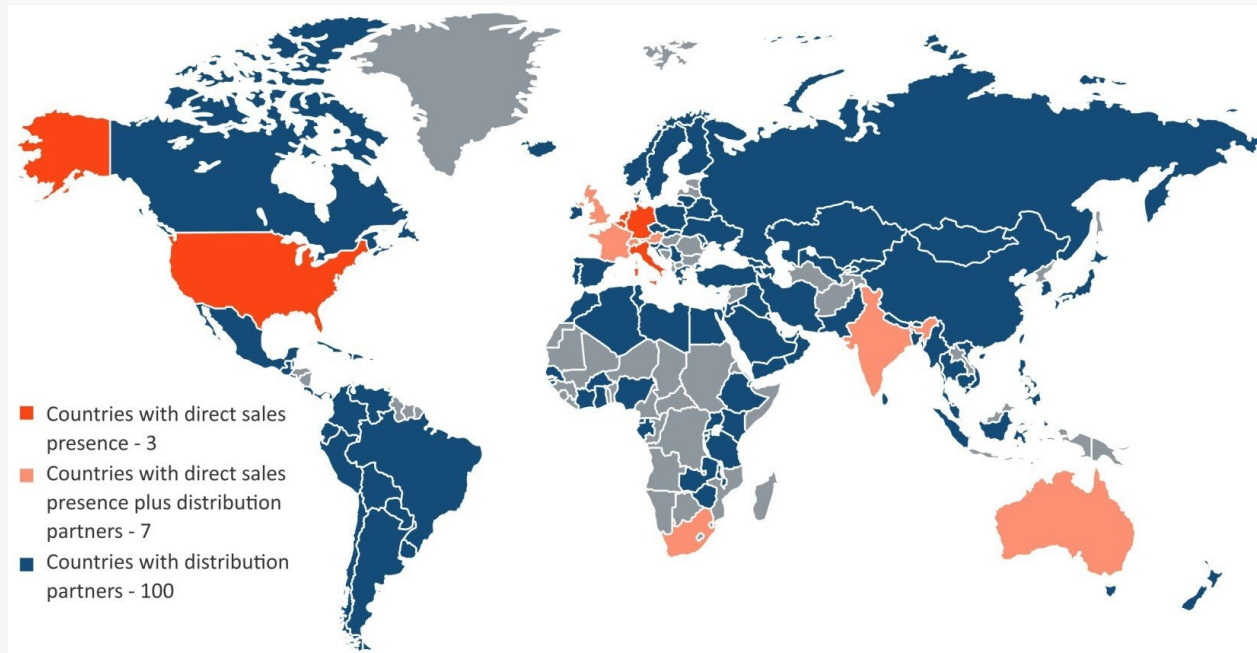


**Vertically integrated** in-house manufacturing to make KSM

Note: (1) % of FY23 CHG revenues

# Flexible Blend of Direct Commercialization Capabilities and Local Partners

Marketing worldwide through a global sales and distribution network

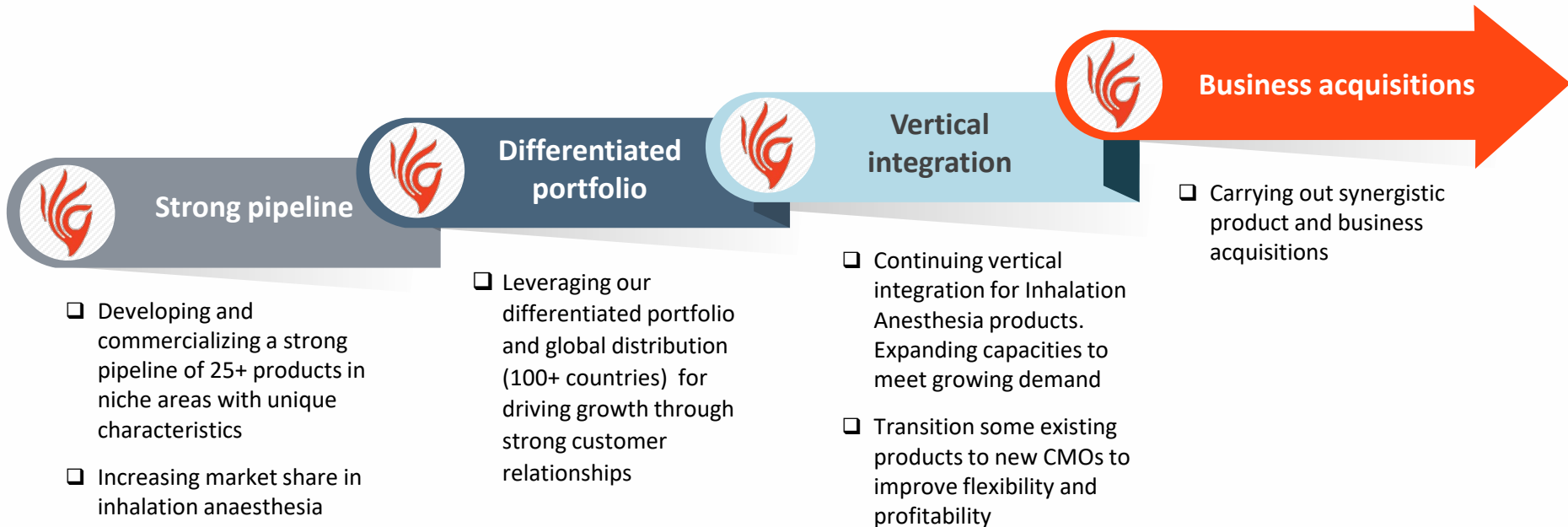


- ✓ Established **channel relationships** and robust **commercial infrastructure**
- ✓ **Direct sales force** in the US with strong GPO relationships
- ✓ Direct to market access in key European countries
- ✓ Distribution reach to over **100 countries** across the globe
- ✓ **Over 5,500 hospital customers** in the US

# Growth Drivers for CHG Business

## Near-term Visible Revenue Growth Levers

## Upsides Beyond the Plan



# India Consumer Healthcare (Consumer Products Division)



# India Consumer Healthcare Business

## Performance Highlights

❖ **New Product launches - 26 new products and 37 new SKUs** launched in FY23. NPDs launched since Apr'20 contribute to 18% of sales



❖ **Power Brands** comprising of Lacto Calamine, Littles, Polycrol, Tetmosol and I-range, registered YoY growth of 31% and 37% during Q4FY23 and FY23 respectively

- Power Brands continued its strong growth momentum and contributed to 42% of total ICH sales in FY23

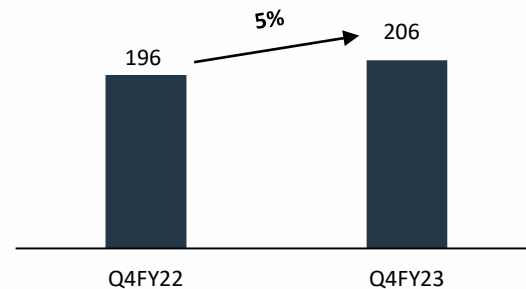
❖ **E-commerce** sales grew at over 40% YoY rate in FY23 and contributed 16% to ICH revenues

❖ **Littles** grew over 50% YoY in FY23

❖ **Lacto Calamine** grew at more than 40% YoY in FY23 powered by new launches and excellent traction on e-commerce

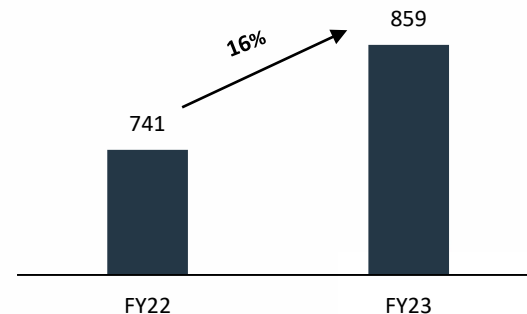
## Revenue growth\* in Q4 FY23

(In INR Crore)



## Revenue growth\* in FY23

(In INR Crore)



\* Based on like-to-like numbers. For reported numbers, please refer slide 23 and 24

# Focus on Power Brands with Continuous Investments in Brand Promotion and Marketing

## Investments in brand promotion and marketing



**Kareena Kapoor**  
Little's



**Priyanka Mohan**  
Lacto - South India



**Sourav Ganguly**  
Polycrol



**Amyra Dastur**  
Lacto - HSM belt



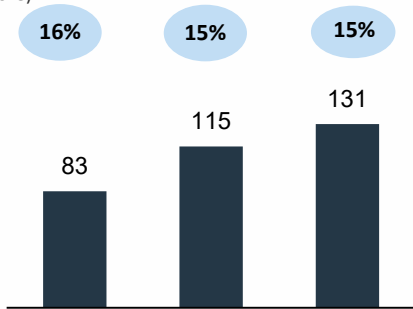
**Ajay Devgan**  
Tetmosol



**i-pill Daily**  
New Media launch

## Investments in media and trade spends

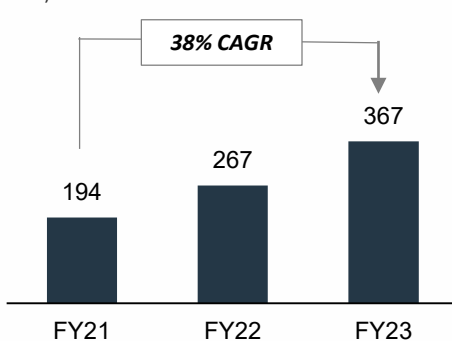
(In INR Crore)



% of ICH sales

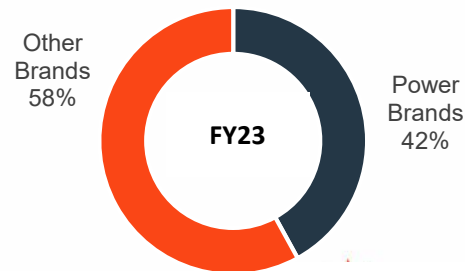
## Strong growth in power brands

(In INR Crore)








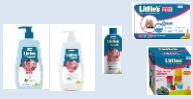















## Revenues contribution from power brands

% of sales



Power Brands - Lacto, Littles, Polycrol, Tetmosol and I-range

# Diversified Portfolio of Attractive Brands, Including Power Brands

Analgesics	Skin care	VMS	Women's health	Digestives	Kids wellness	Health & Hygiene
 <p><b>Saridon®</b> Headache relief Tablet</p>	 <p><b>Lacto Calamine</b> Oil Control Lotion, Facewash, Sunscreen</p>	 <p><b>Supradyn®</b> Multivitamin</p>	 <p><b>i-pill, i-know</b> Contraceptive Pill, Ovulation Kit</p>	 <p><b>Polycoral</b> Antacid</p>	 <p><b>Littles</b> Wipes, Toys, Diapers, Feeding</p>	 <p><b>NIXIT</b> Smoking Cessation</p>
 <p><b>Sloan's</b> Balm, Liniment &amp; Spray</p>	 <p><b>Tetmosol</b> Medicated Soap, Cream &amp; Powder</p>	 <p><b>Ourdaily</b> Range of Health Supplements</p>	 <p><b>i-Can</b> Pregnancy Detection Kit</p>	 <p><b>Digeplex</b> Digestive enzyme</p>	 <p><b>Jungle Magic</b> Range of Toys and colouring books</p>	 <p><b>Covifind</b> Rapid Antigen Test Kit</p>
 <p><b>QuikKool gel</b> Mouth ulcer gel</p>	 <p><b>Neko</b> Daily Use Soap</p>	 <p><b>Ferradrol</b> Iron supplement</p>	 <p><b>i-Activ</b> Menstrual cups</p>	 <p><b>Naturolax</b> Isabgol Laxative</p>	 <p><b>CIR</b> Geriatrics Care</p>	 <p><b>Tri-Activ</b> Range of Disinfectant &amp; Hygiene Protection Solutions</p>
<p><b>Becozyme-C Forte</b> B Complex B6 tablet</p>	<p><b>Caladryl</b> Anti-allergy and anti- itch Lotion</p>	<p><b>Benadon</b> Vitamin B6 tablet</p>				

# Well Established Commercial Infrastructure with Multi-channel Distribution Strategy

Wide coverage across general trade, chemist and toy shops

- ✓ **Wide presence** in chemists, cosmetics stores, kids, toys and gift shops
- ✓ **Dedicated teams** for ‘chemist only’ and ‘cosmetics and chemist channel’
- ✓ **100% Tech enabled sales coverage** to enhance productivity of field force
- ✓ **Visibility at Point of Sales** to drive consumer demand
- ✓ **Direct coverage** of toy stores to enhance depth and visibility

Strengthening presence across alternate channels

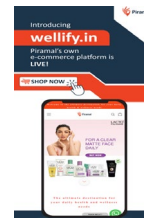
Revenue share of alternate channels<sup>1</sup>

10% (FY20)



20% (FY23)

wellify.in Launched

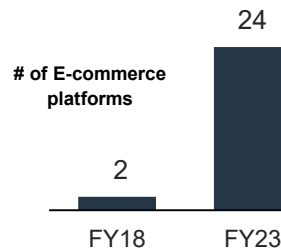


Presence **Modern Trade** Stores



Alternate Channels

E-commerce crosses



Launching new products on e-commerce



# Financials

## Explanation on Financial Statement

### **Note explaining why Q4FY23 and FY23 financials are strictly not comparable to Q4FY22 and FY22**

The scheme of demerger of the pharma business (PPL) from the PEL and amalgamation of PPL's wholly owned subsidiaries into PPL is effective the appointed date of 1st April 2022. To the extent of non-common control transactions, the financial results are not comparable with the corresponding previous year result.

Like-to-like financial has been made available in the subsequent slide, eliminating the impact of inter-company transactions between PEL and PPL during the prior periods.

Accordingly, all the closing inventory as on 31st Mar'22 at PEL, in respect of such transactions included the margin element charged by PPL to PEL on arm's length basis. Since the demerger is effective 1st Apr'22, the opening inventory transferred to PPL at fair value as per IND-AS included the margin element and the same has been charged to the P&L in Q1FY23 of PPL financial statements, on sale of such products in PPL.

The one-time, non-recurring impact on EBITDA of this inventory margin in Q1FY23 financial statements is INR 68Cr.

## Consolidated Financials Highlights – Profit & Loss Statement

(In INR Crores or as stated)

Particulars	Reported Financials					Like-to-Like Financials				
	Q4FY23	Q3FY23	QoQ Change	Q4FY22	YoY Change	Q4FY23	Q3FY23	QoQ Change	Q4FY22	YoY Change
<b>Revenue from Operations*</b>	<b>2,164</b>	<b>1,716</b>	<b>26%</b>	<b>2,131</b>	<b>2%</b>	<b>2,164</b>	<b>1,716</b>	<b>26%</b>	<b>2,139</b>	<b>1%</b>
CDMO	1,285	1,021	26%	1,322	-3%	1,285	1,021	26%	1,394	-8%
CHG	702	514	37%	550	28%	702	514	37%	548	28%
ICH	206	214	-4%	269	-23%	206	214	-4%	196	5%
<b>EBIDTA</b>	<b>376</b>	<b>170</b>	<b>121%</b>	<b>476</b>	<b>-21%</b>	<b>376</b>	<b>170</b>	<b>121%</b>	<b>478</b>	<b>-21%</b>
<b>EBIDTA Margin</b>	<b>17%</b>	<b>10%</b>		<b>22%</b>		<b>17%</b>	<b>10%</b>		<b>22%</b>	
<b>PAT</b>	<b>50</b>	<b>-90</b>		<b>204</b>	<b>-75%</b>	<b>50</b>	<b>-90</b>		<b>215</b>	<b>-77%</b>
<b>PAT Margin</b>	<b>2%</b>	<b>-5%</b>		<b>10%</b>		<b>2%</b>	<b>-5%</b>		<b>10%</b>	

Particulars	Reported Financials			Like-to-Like Financials		
	FY23	FY22	YoY Change	FY23	FY22	YoY Change
<b>Revenue from Operations*</b>	<b>7,082</b>	<b>6,559</b>	<b>8%</b>	<b>7,082</b>	<b>6,700</b>	<b>6%</b>
CDMO	4,016	3,752	7%	4,016	3,960	1%
CHG	2,286	2,002	14%	2,286	2,002	14%
ICH	859	806	6%	859	741	16%
<b>EBIDTA</b>	<b>853</b>	<b>1,225</b>	<b>-30%</b>	<b>922</b>	<b>1,194</b>	<b>-23%</b>
<b>EBIDTA Margin</b>	<b>12%</b>	<b>19%</b>		<b>13%</b>	<b>18%</b>	
<b>PAT</b>	<b>-186</b>	<b>376</b>	<b>-150%</b>	<b>-137</b>	<b>351</b>	<b>-139%</b>
<b>PAT Margin</b>	<b>-3%</b>	<b>6%</b>		<b>-2%</b>	<b>5%</b>	

EBITDA for full year FY23 in the above table includes near expiry inventory provision of INR 92 Cr (on account of lower demand during COVID-19 pandemic) and one-off provision for receivables from a biotech customer of INR 32 Crores. Adjusting for these provisions, like-to-like EBIDTA for FY23 was INR 1,046 Crs. with EBIDTA margin of 15%

Note: \* Revenue from Operations includes foreign exchange gains/losses

## Consolidated Financials Highlights – Balance Sheet

(In INR Crores)

Key Balance Sheet Items	31-Mar-23	31-Mar-22
Total Equity	6,773	6,697
Net Debt	4,781	3,656
Deferred Consideration	11	90
<b>Total</b>	<b>11,565</b>	<b>10,443</b>
Net Fixed Assets	<b>8,887</b>	<b>8,051</b>
Tangible Assets	4,441	3,716
Intangible Assets including goodwill	4,446	4,336
Net Working Capital	2,320	2,058
Other Assets#	358	335
<b>Total</b>	<b>11,565</b>	<b>10,443</b>

# Other Assets include Investments and Deferred Tax Assets (Net)



## Dial-in details for Q4 and FY2023 Earnings Conference Call

Event	Location & Time	Telephone Number
Conference Call on 25 <sup>th</sup> May 2023	India – 5:00 PM IST	+91 22 6280 1461 / +91 22 7115 8320 (Primary Number)
		1 800 120 1221 (Toll free number)
	USA – 7:30 AM (Eastern Time – New York)	Toll free number 18667462133
	UK – 12:30 PM (London Time)	Toll free number 08081011573
	Singapore – 7:30 PM (Singapore Time)	Toll free number 8001012045
	Hong Kong – 7:30 PM (Hong Kong Time)	Toll free number 800964448
Express Join with Diamond Pass™	Please use this link for prior registration to reduce wait time at the time of joining the call – <a href="https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=4595170&amp;linkSecurityString=17ebb5d7ec">https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=4595170&amp;linkSecurityString=17ebb5d7ec</a>	



## For Investor Queries:

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General Manager – Investor Relations & Sustainability

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Phone : +91 22 3802 3090