



BETA DRUGS LIMITED

BETA: Strong Operational Performance

Despite challenging economic environment and a lockdown of one & half month, Beta was able to increase its revenues by 10.2% compared with the same period a year ago. This was primarily driven by increase in Exports and API. EBITDA margin expanded by 70 basis points to 21.3% from 20.6% on account of higher margin exports as well leveraging technology to drive efficiencies. However, net profit margin declined slightly due to 110% rise in depreciation as compared with the same period a year ago.

The company also managed to improve its working capital management by reducing its accounts receivable and inventory holding by 7 & 6 days, respectively. With strong tailwinds coupled with momentum across its all four segments; Own Brands, Exports, OEMs & API, Beta is poised for strong growth this year. In addition, the company's entry into fast growing targeted therapy market with Tyrosine Kinase Inhibitors (TKIs) and setting up of a manufacturing facility of Pre-Filled Syringe will provide it with extra fillip for many years to come.

Financial Highlights:

- Total Revenue grew to Rs 51.38cr from Rs 46.61cr
- EBITDA went upto Rs 10.93cr from Rs9.59cr
- Cash Flow from operations increased to Rs. 8.68cr from Rs. 3.29cr
- Total Debt (Long term and Short term) is reduced by Rs 3.61cr since 31st March 2020
- The company has been able to create additional FDR of Rs. 1.93cr while simultaneously paying off the debt.



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