



GLAND PHARMA LIMITED

February 14, 2024

BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
25th floor, Dalal Street
Mumbai - 400 001
Scrip Code: 543245

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, 5th floor
Plot no. C-1, Block G, Bandra Kurla Complex Bandra
(East), Mumbai - 400 051
Symbol: GLAND (ISIN: INE068V01023)

Dear Sir/Madam,

Sub: Investor Presentation on Q3FY24 Financial Results

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; please find enclosed the Investor Presentation on Q3FY24 Financial Results.

This is for your information and records.

Yours truly,
For Gland Pharma Limited

Sampath Kumar Pallerlamudi
Company Secretary and Compliance Officer

Encl: As above



GLAND PHARMA LIMITED

Gland Pharma Limited

Financial Results
Q3'FY24

14th February 2024



Safe Harbor Statement

The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares.

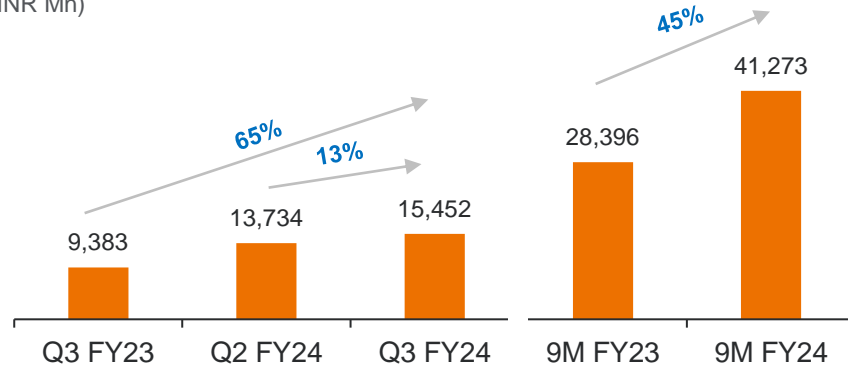
This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India and any other country, ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceuticals industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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Group Financial Highlights (1/4)

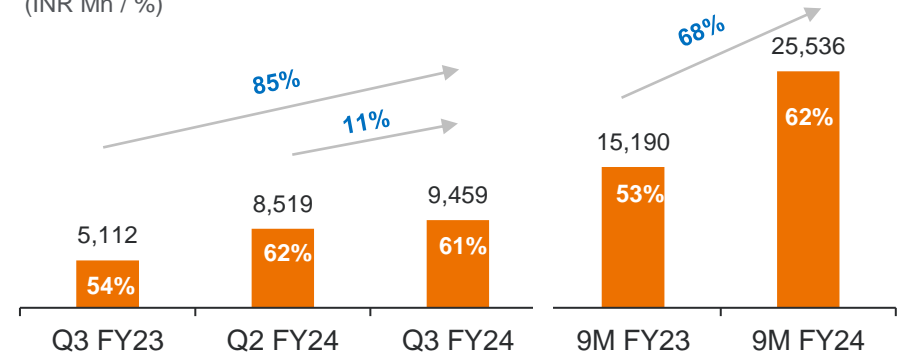
Revenue from Operations

(INR Mn)



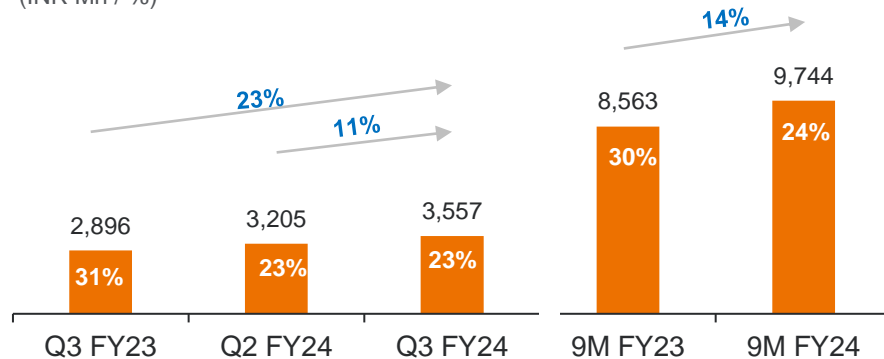
Gross Profit ⁽¹⁾ / Gross Profit Margin ⁽²⁾

(INR Mn / %)



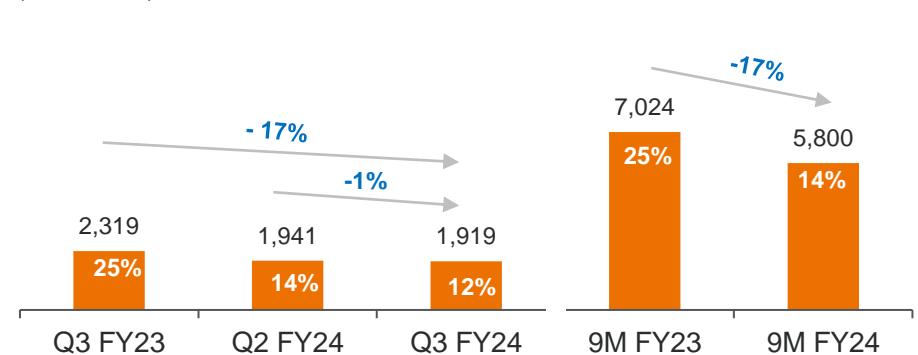
EBITDA ⁽³⁾ / EBITDA Margin ⁽⁴⁾

(INR Mn / %)



PAT / PAT Margin ⁽⁵⁾

(INR Mn / %)



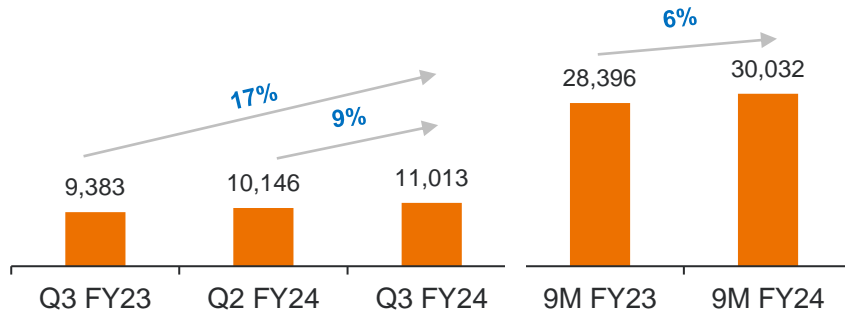
Results for the quarter and Nine Months FY24 are not comparable to the earlier periods of the previous year due to the inclusion of Cenexi results.

Note: (1) Gross Profit = Revenue from Operations – Materials consumed (2) Gross Profit Margin = Gross profit / Revenue from operations (3) EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortization expense excluding other income and foreign exchange loss or gain. (4) EBITDA margin = EBITDA / Revenue from operations; (5) PAT margin = Profit for the period / Revenue from operations.

Gland Financial Highlights (Ex-Cenexi) (2/4);

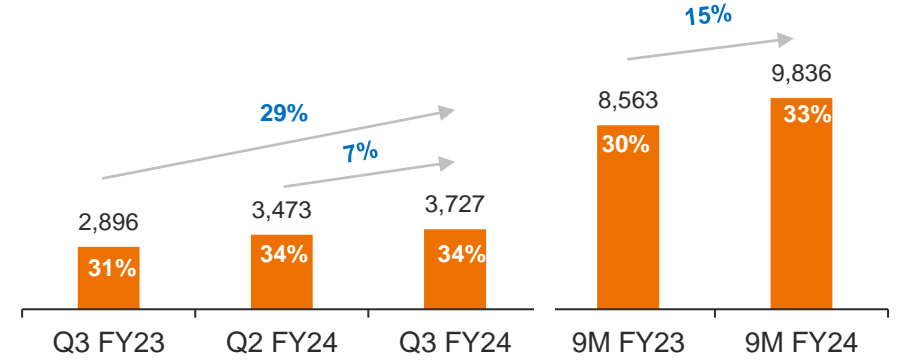
Revenue from Operations

(INR Mn)



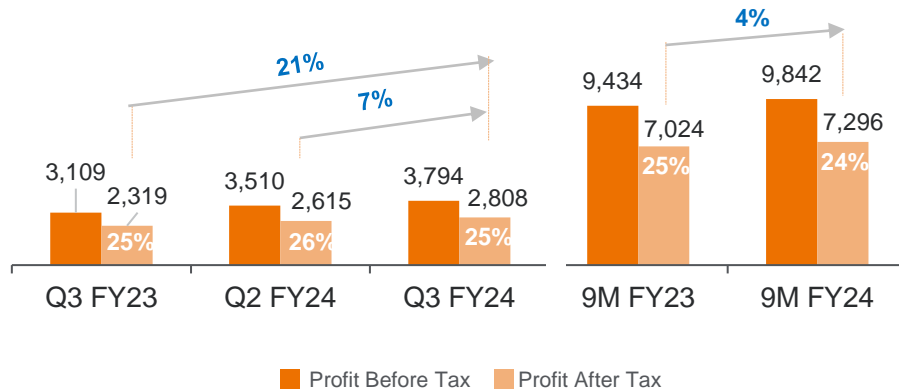
EBITDA ⁽¹⁾ / EBITDA Margin ⁽²⁾

(INR Mn / %)



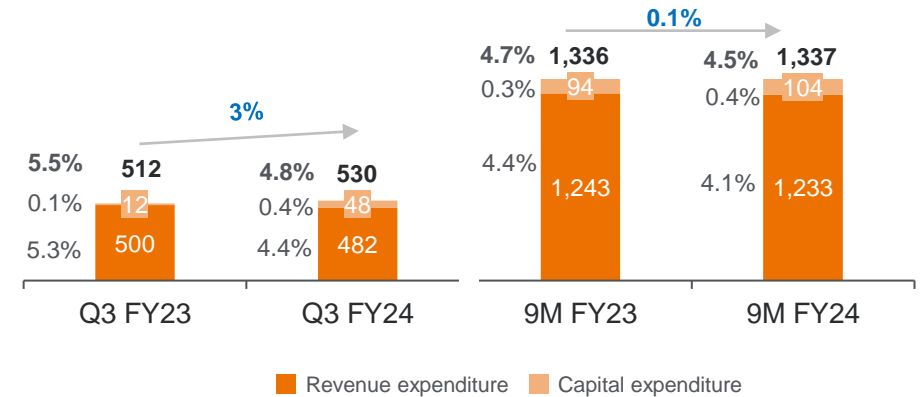
PBT / PAT / PAT Margin ⁽³⁾

(INR Mn / %)



R&D Expenses / (R&D % of Revenue)

(INR Mn / %)

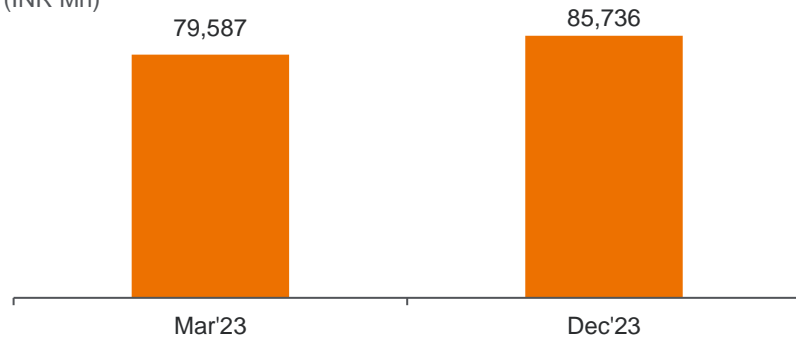


Note: (1) EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortisation expense excluding other income and foreign exchange loss or gain.
 (2) EBITDA margin = EBITDA / Revenue from operations ; (3) PAT margin = Profit for the period / Revenue from operations.

Group Financial Highlights (3/4)

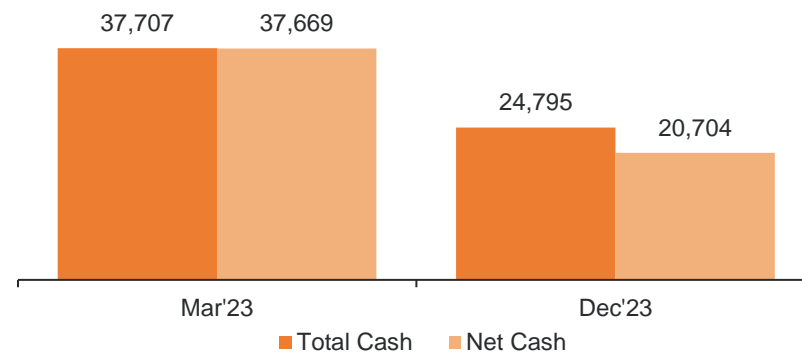
Net Worth ⁽¹⁾

(INR Mn)



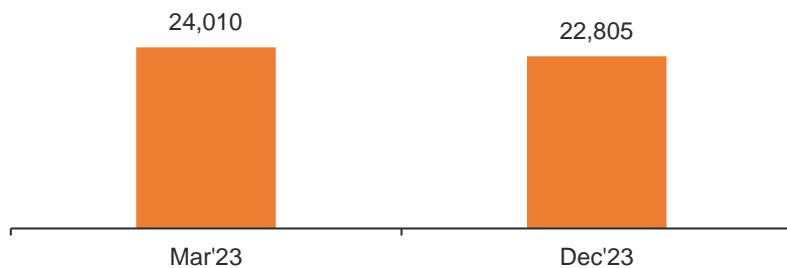
Cash and Bank Balances / Net Cash ⁽²⁾

(INR Mn)



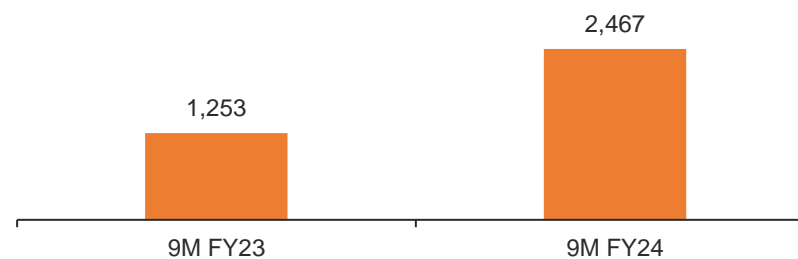
Net Working Capital ⁽³⁾

(INR Mn)



Capital Expenditure

(INR Mn)

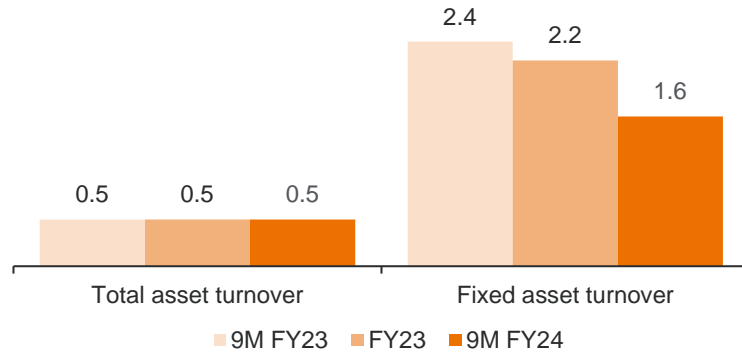


Results for the quarter and Nine Months FY24 are not comparable to the earlier periods of the previous year due to the inclusion of Cenexi results.

Note: (1) Net Worth refers to sum of equity share capital and other equity. (2) Net Cash refers to Cash, Investments in Debt Mutual Funds, Deposits with Financial Institutions and Bank Balances less Non-current borrowings (including current maturities). (3) Net Working Capital refers to Current assets (excluding cash and bank balances) less Current liabilities.

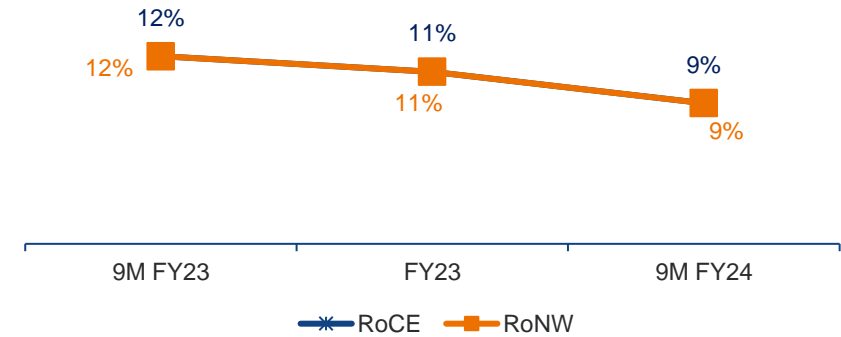
Group Financial Highlights (4/4)

Asset Turnover Ratio ⁽¹⁾⁽²⁾



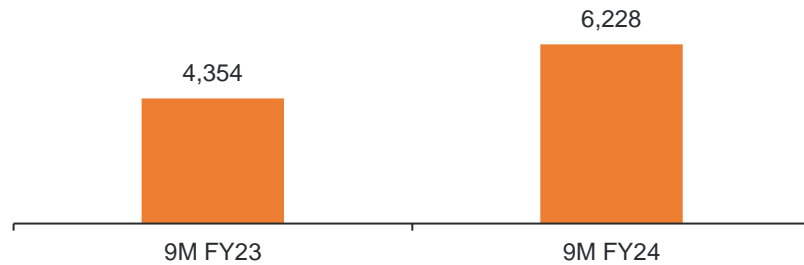
ROCE ⁽³⁾ / RONW ⁽⁴⁾

(%)



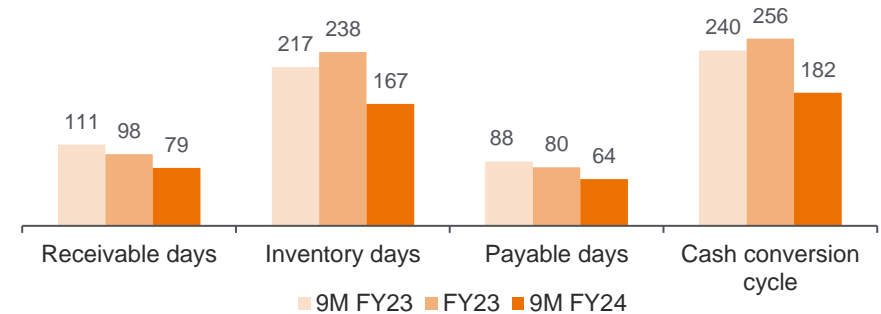
Cash Flow from Operations

(INR Mn)



Cash Conversion Cycle (CCC) ⁽⁵⁾⁽⁶⁾

(# of Days)



Results for the quarter and Nine Months FY24 are not comparable to the earlier periods of the previous year due to the inclusion of Cenexi results.

Note: (1) Asset Turnover is calculated as Total Income for the period divided by average total assets for the period; (2) Fixed Asset Turnover is calculated as Total Income for the period divided by average total fixed assets for the period (Property, plant and equipment + Right-of-use assets + Capital work in progress); (3) Return on Capital Employed (ROCE) = (EBIT - Taxes) / Average Capital Employed for the period. Capital Employed represents Total Assets - Current Liabilities; (4) Return on Net Worth (RONW) = Profit for the period / Average Net Worth for the period. Net Worth represents sum of equity share capital and other equity; (5) COGS mean cost of goods sold includes cost of materials consumed, purchases of traded goods, change in inventories of finished goods, traded goods and work-in-progress and manufacturing overheads; (6) Receivable days calculated as average trade receivables for the period divided by revenue from operations * over 275/365 days (as applicable), Inventory days calculated as average inventory for the period divided by COGS* over 275/365 days (as applicable), & Payable days calculated as average trade payable for the period divided by COGS* over 275/365 days (as applicable). CCC calculated as Receivable days + Inventory days - Payable days;

P&L Highlights

Group P&L

(INR Mn)

Particulars	Q3 FY24	Q3 FY23	YoY	9M FY24	9M FY23	YoY	Q2 FY24	QoQ
Revenue from operations	15,452	9,383	65%	41,273	28,396	45%	13,734	13%
Other Income	374	615	-39%	1,281	2,015	-36%	532	-30%
Total Income	15,826	9,998	58%	42,554	30,411	40%	14,266	11%
Gross Margin⁽¹⁾	9,459	5,112	85%	25,536	15,190	68%	8,519	11%
<i>% margin</i>	61%	54%		62%	53%		62%	
EBITDA⁽²⁾	3,557	2,896	23%	9,744	8,563	14%	3,205	11%
<i>% margin⁽³⁾</i>	23%	31%		24%	30%		23%	
PBT	2,832	3,109	-9%	8,343	9,434	-12%	2,899	-2%
<i>% margin</i>	18%	33%		20%	33%		21%	
PAT	1,919	2,319	-17%	5,800	7,024	-17%	1,941	-1%
<i>% margin⁽⁴⁾</i>	12%	25%		14%	25%		14%	

Cenexi P&L

(INR Mn)

Particulars	Q3 FY24	Q2 FY24	QoQ
Revenue from operations	4,439	3,588	24%
Gross Margin⁽¹⁾	3,331	2,773	20%
<i>% margin</i>	75%	77%	
EBITDA⁽²⁾	-170	-268	-37%
<i>% margin⁽³⁾</i>	-4%	-7%	

Results for the quarter and Nine Months FY24 are not comparable to the earlier periods of the previous year due to the inclusion of Cenexi results.

Note: (1) Gross Margin = Revenue from Operations – Materials consumed; (2) EBITDA = Profit before tax plus exceptional items plus finance expense plus depreciation and amortisation expense excluding other income and foreign exchange loss or gain. (3) EBITDA margin = EBITDA / Revenue from operations; (4) PAT margin = PAT / Revenue from operations

Q3 FY24 key highlights

Gland (Ex-Cenexi)

- Quarter-over-quarter growth propelled by consistent performance, increased volumes shipped in a stable pricing environment, and the introduction of new products.
- Manufacturing sites remain operational with efficiency, and the company is committed to delivering high-quality products at scale with competitive costs and all-time compliance. We are conducting a facility upgrade activity on one of the lyophilization lines at our Dundigal flagship facility in Hyderabad. Consequently, this lyophilization line will remain non-operational for two weeks in March. There will be a temporary supply disruption from this line; however, all the facility's other lines will remain operational.
- Total R&D expenses for Q3 FY24 were INR 530 million, or 5% of operating revenue.
- Filed 10 ANDA during the quarter and received approval for 3 ANDAs. As of December 31, 2023, Gland and its partners filed 346 ANDAs in the United States, 279 of which were approved and 67 pending approval.

Cenexi

- For Q3 FY24, Cenexi reported a revenue of INR 4,439 million with a gross contribution of 75% and a negative EBITDA of INR 170 million.
- The business achieved EBITDA break-even on an adjusted basis, excluding some one-time expenses. An organizational restructuring exercise and changes to the pension provisions resulted in an effect of around two million euros in the quarter ended Dec 2023.
- Our post-merger integration review is now mostly complete, and we identified areas where Cenexi would need investments and significant improvements in operational efficiencies.
- Reasonable confidence in Cenexi's current clientele and the partners' commitment for the long term. As for expansion, we have a solid order book of new programs that have been signed and are currently in various stages of tech transfer and approval.

Revenue:

Launched 9 molecules in the market, including Octreotide Acetate, Ketamine, Zinc Sulfate and Levothyroxine Sodium.

Increase in volume for some of the key products, such as Ketorolac Tromethamine, Rocuronium, Enoxaparin Sodium and Carboplatin.

New launches⁽¹⁾:

Q3 FY24: 13 Product SKUs

US filings update:

As of December 31st, 2023, we along with our partners had 346 ANDA filings in the United States, of which 279 were approved and 67 pending approval.

	Q3 FY24
ANDA Filed	10
ANDA Approved	3 ⁽²⁾

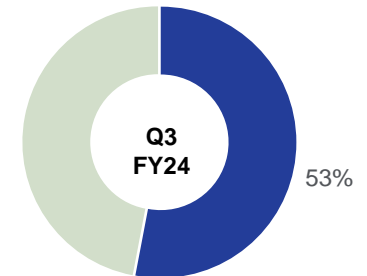
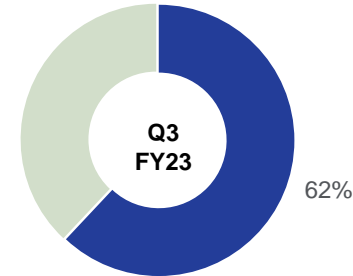
Group Revenue Contribution

9M FY24: Rs. 21,591 Mn

YoY Change: 14%

Q3 FY24: Rs. 8,216 Mn

YoY Change: 41%



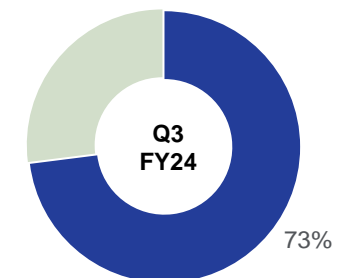
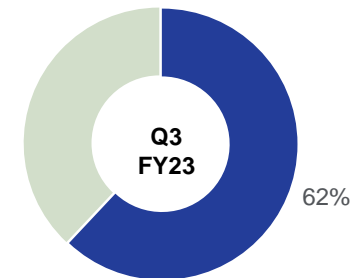
Gland Revenue Contribution (Ex-Cenexi)

9M FY24: Rs. 21,053 Mn

YoY Change: 11%

Q3 FY24: Rs. 8,065 Mn

YoY Change: 38%



■ USA

Note: ANDA count includes technology transfer ANDAs

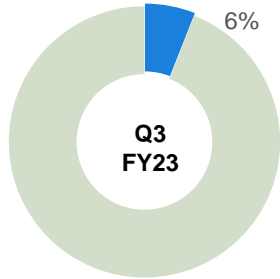
(1) Includes products where launch quantity is dispatched to our partners. (2) Includes 1 tentative approvals

Europe, Other Core Markets (Canada, Australia and New Zealand)

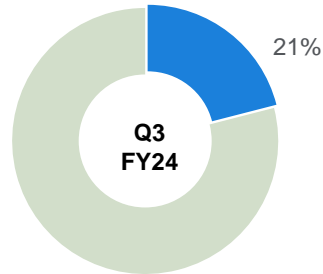
Europe

Group Revenue Contribution

9M FY24: Rs. 7,963 Mn
YoY Change: 415%

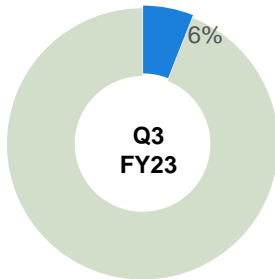


Q3 FY24: Rs. 3,251 Mn
YoY Change: 435%

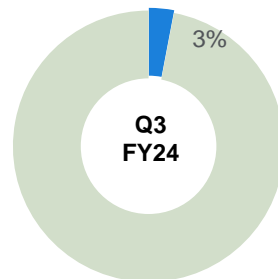


Gland Revenue Contribution (Ex-Cenexi)

9M FY24: Rs. 1,079 Mn
YoY Change: -30%



Q3 FY24: Rs. 323 Mn
YoY Change: -47%

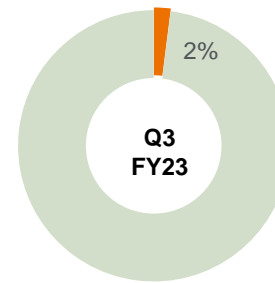


■ Europe

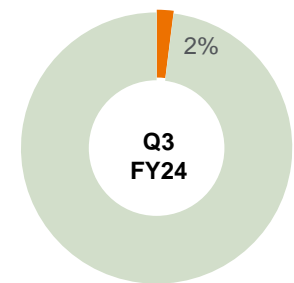
Other Core Markets (Canada, Australia and New Zealand)

Group Revenue Contribution

9M FY24: Rs. 998 Mn
YoY Change: 51%

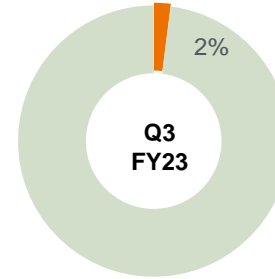


Q3 FY24: Rs. 382 Mn
YoY Change: 101%

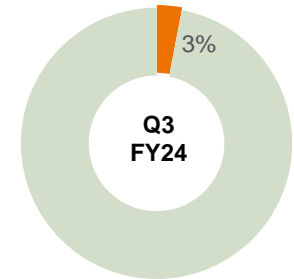


Gland Revenue Contribution (Ex-Cenexi)

9M FY24: Rs. 683 Mn
YoY Change: 4%



Q3 FY24: Rs. 292 Mn
YoY Change: 54%



■ Other Core Markets (Canada, Australia and New Zealand)

Rest of the World Markets

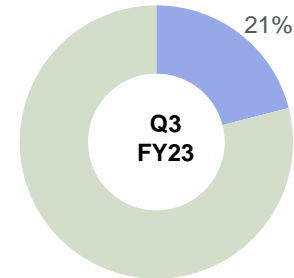
Rest of the World Markets

- The Rest of the World markets contributed 18% of our revenue in Q3 FY24, compared to 21% in Q3 FY23.
- These markets reported a 7% QoQ increase, largely attributable to Cenexi volumes.
- We registered Zoledronic acid, Rocuronium Bromide, and Voriconazole in new geographies during the Q3 FY24.

Group Revenue Contribution

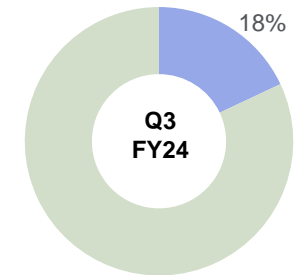
9M FY24: Rs. 8,437 Mn

YoY Change: 63%



Q3 FY24: Rs. 2,842 Mn

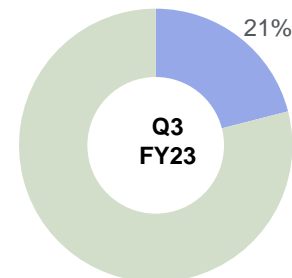
YoY Change: 46%



Gland Revenue Contribution (Ex-Cenexi)

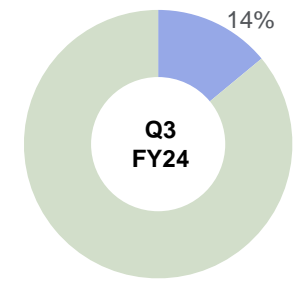
9M FY24: Rs. 4,934 Mn

YoY Change: -5%



Q3 FY24: Rs. 1,573 Mn

YoY Change: -19%



■ RoW

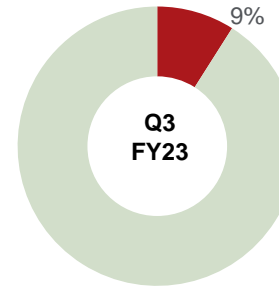
India (Domestic Market)

India - Domestic Market (Ex-Cenexi)

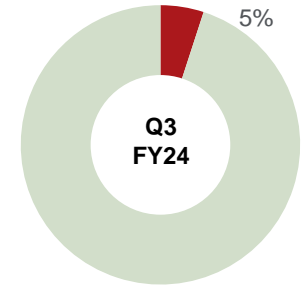
- The India market contributed 5% to our revenue in Q3 FY24 and experienced a 7% decrease compared to the corresponding period in the previous fiscal year.
- While building the other markets, we remain focused on strategically important products in India and will explore avenues for value creation.

Group Revenue Contribution

9M FY24: Rs. 2,283 Mn
YoY Change: 11%

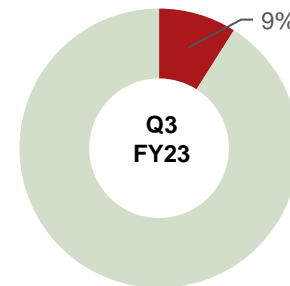


Q3 FY24: Rs. 761 Mn
YoY Change: -7%

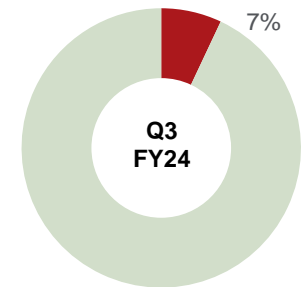


Gland Revenue Contribution (Ex-Cenexi)

9M FY24: Rs. 2,283 Mn
YoY Change: 11%



Q3 FY24: Rs. 761 Mn
YoY Change: -7%



■ India (Domestic Market)



Registered Office

Gland Pharma Limited
Survey No. 143-148, 150 & 151
Near Gandimaisamma 'X' Roads
D.P. Pally, Dundigal Gandimaisamma Mandal
Medchal-Malkajgiri District
Hyderabad 500043, Telangana, India

Corporate Office:

Gland Pharma Limited
Plot No. 11 & 84, TSIIC Phase: IV
Pashamylaram (V), Patancheru (M),
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Hyderabad 502307, Telangana, India

BSE 543245

NSE GLAND

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