



Granules India Limited
Q4 and FY22 Earnings Presentation

Safe Harbor



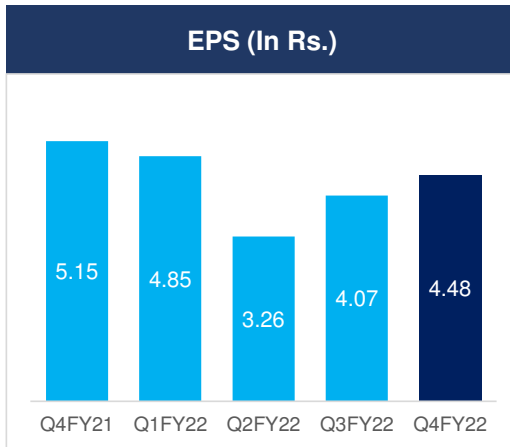
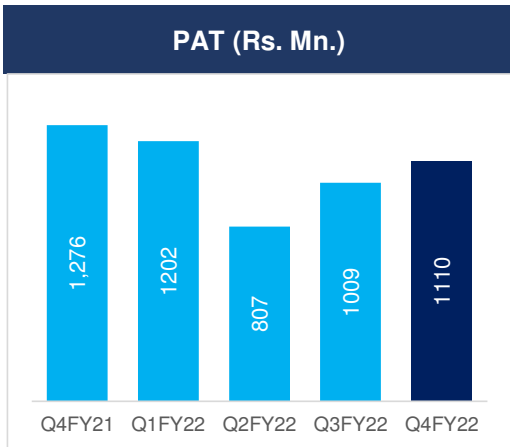
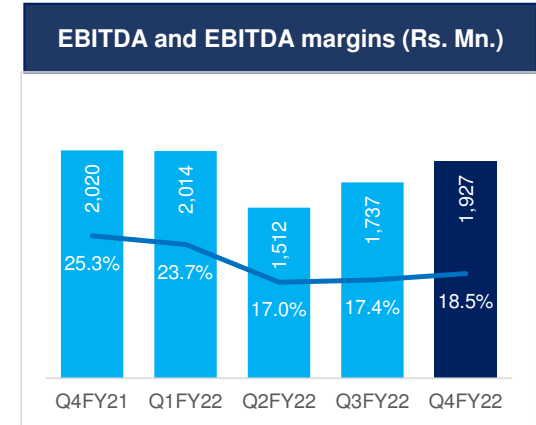
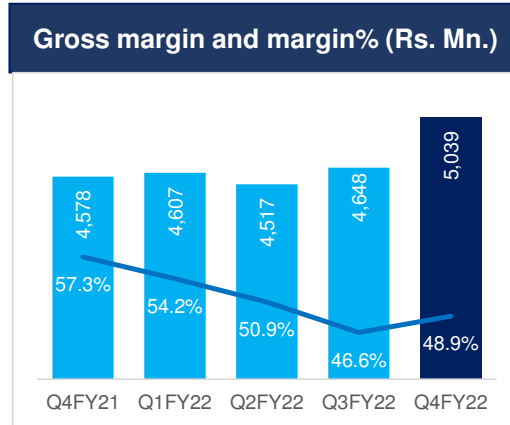
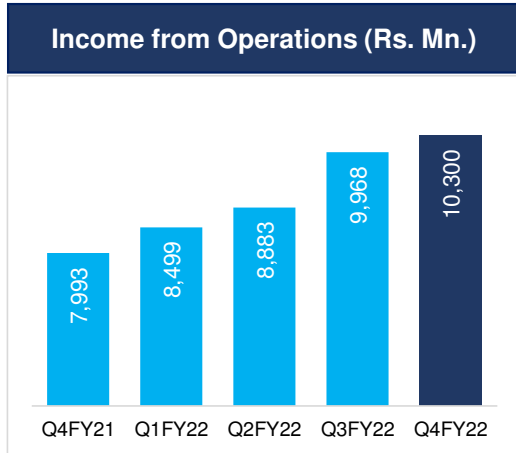
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Q4 FY22 Financial Highlights

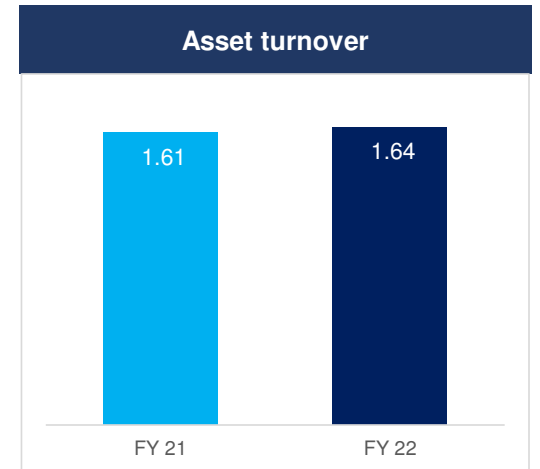
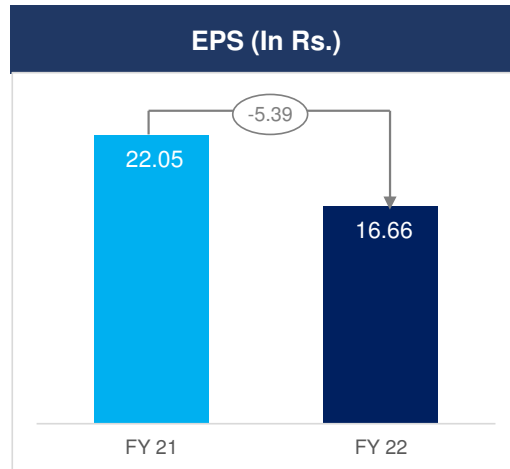
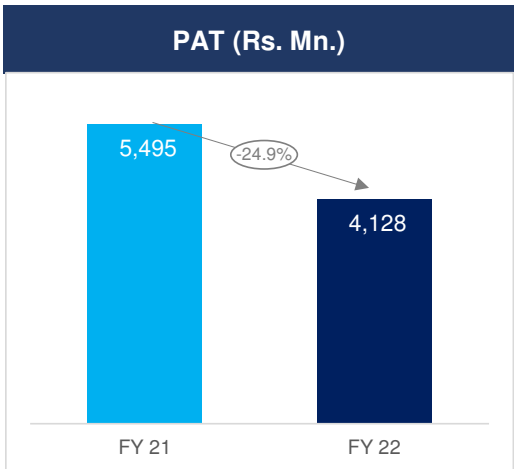
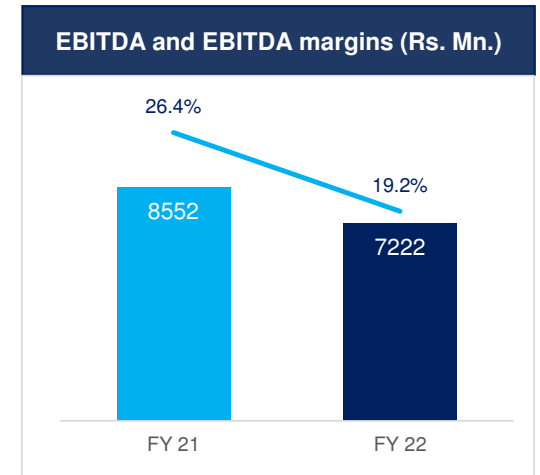
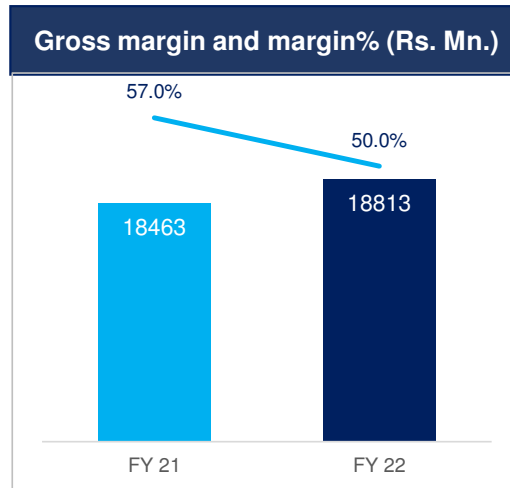
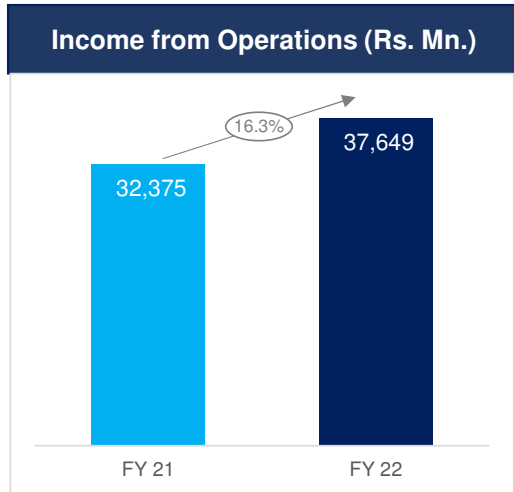
(In ₹ Mn)



- Income growth is mainly on account of higher selling price realisation from Paracetamol and new launches in US.
- EBITDA % drop is on account of pricing pressure in US and also increase in cost of KSM's and solvents and increase in logistic cost.

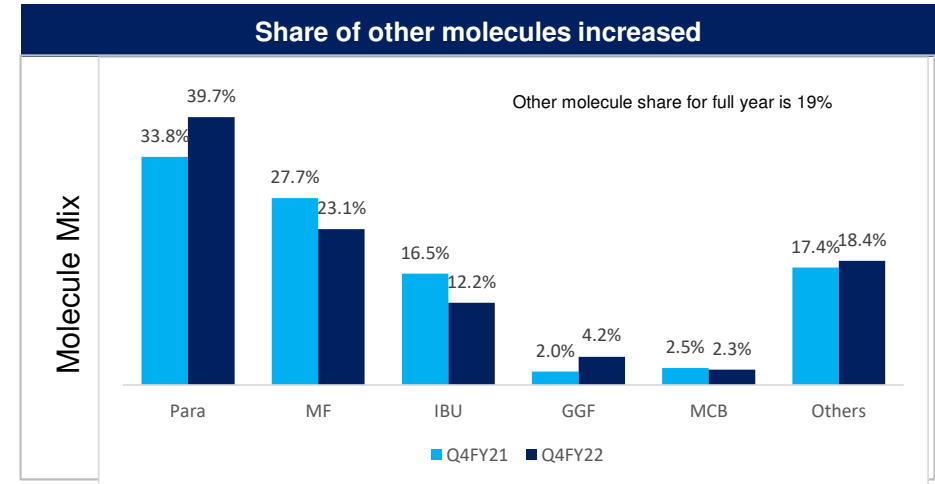
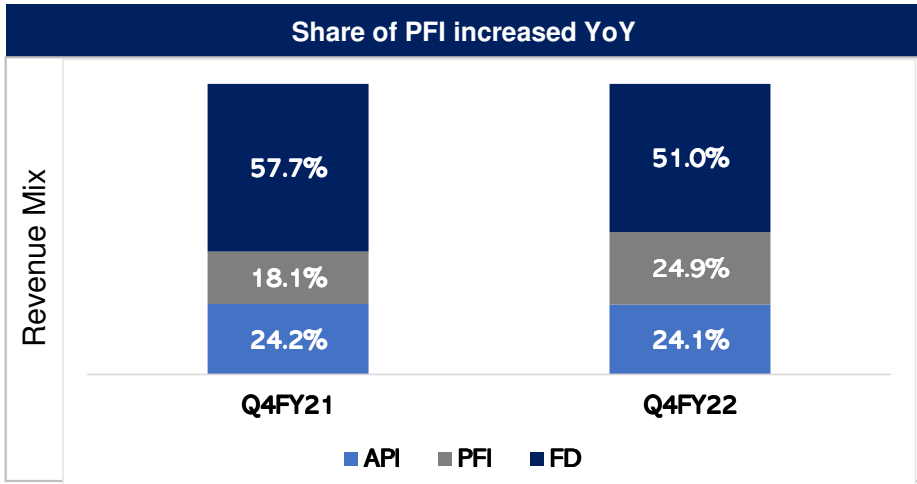
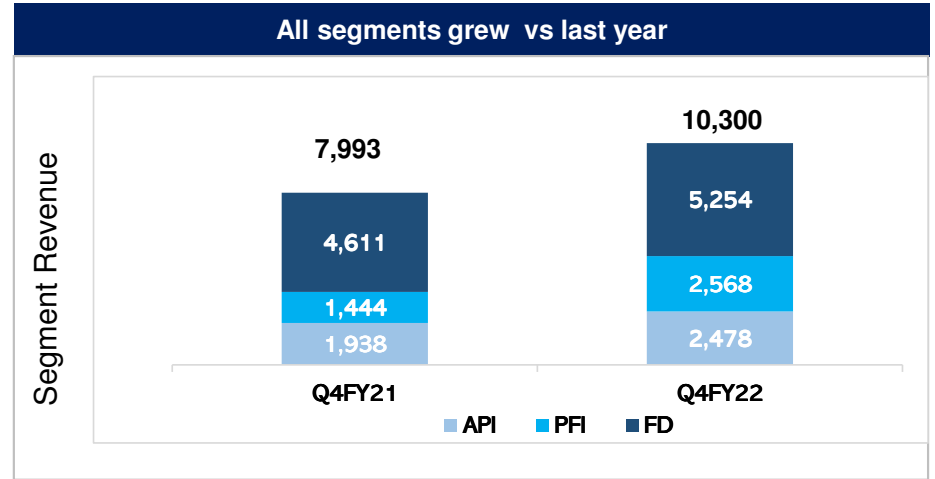
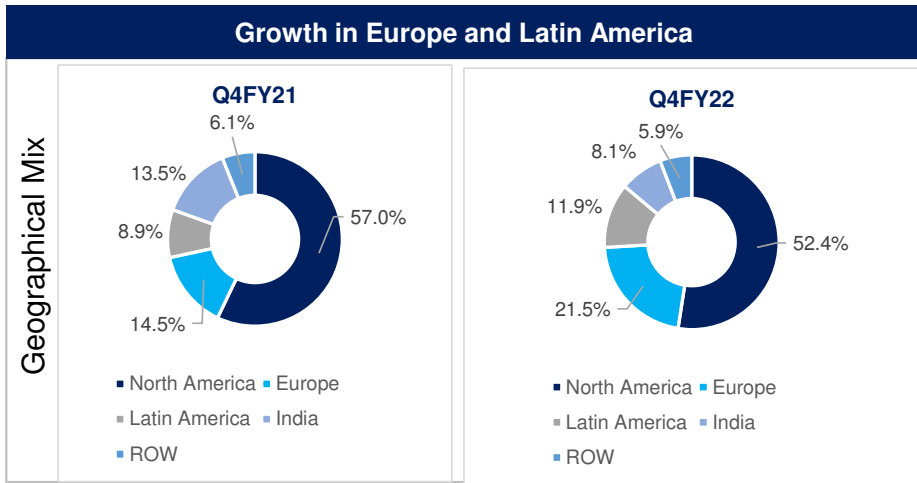
FY22 Financial Highlights

(In ₹ Mn)



Q4FY22 Revenue split by Market, Molecules and Segments

(In ₹ Mn)



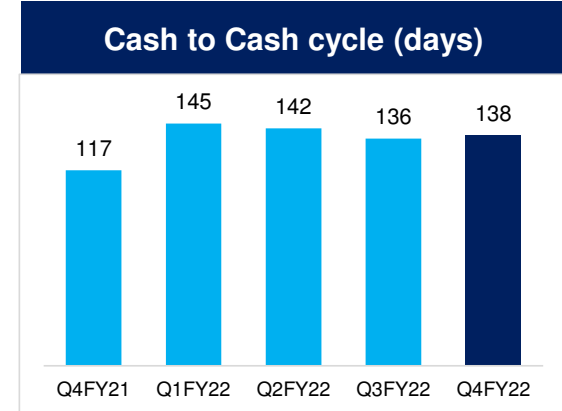
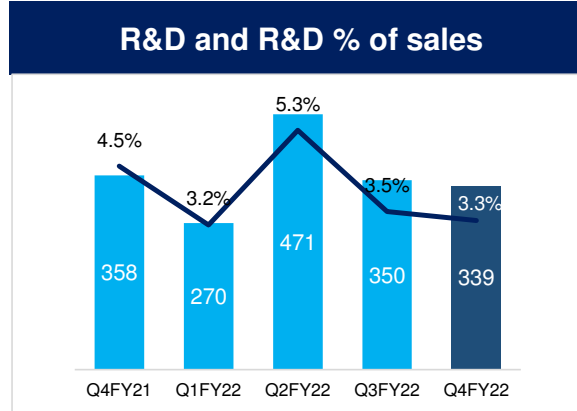
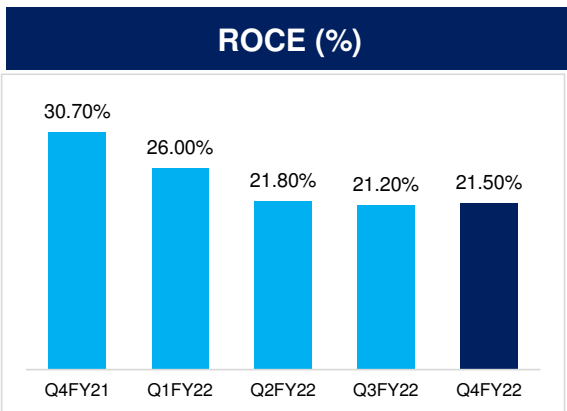
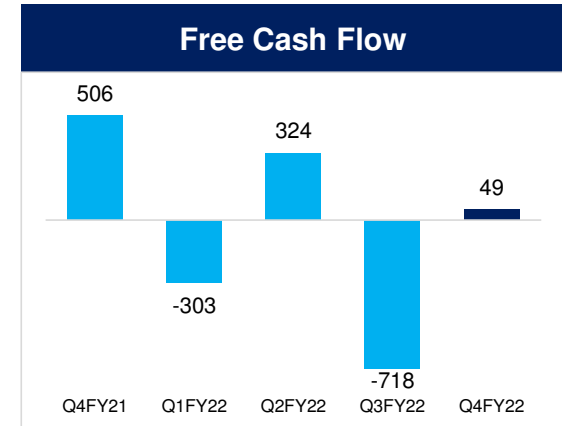
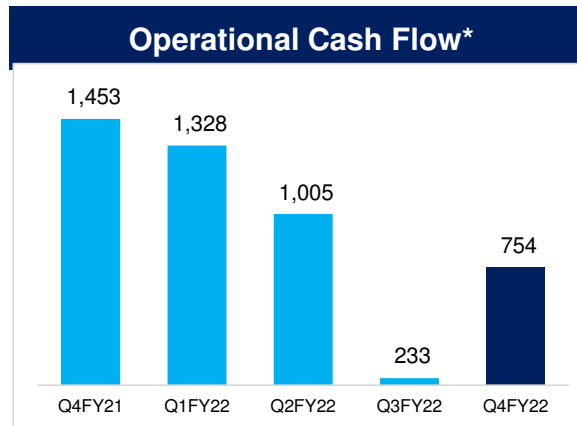
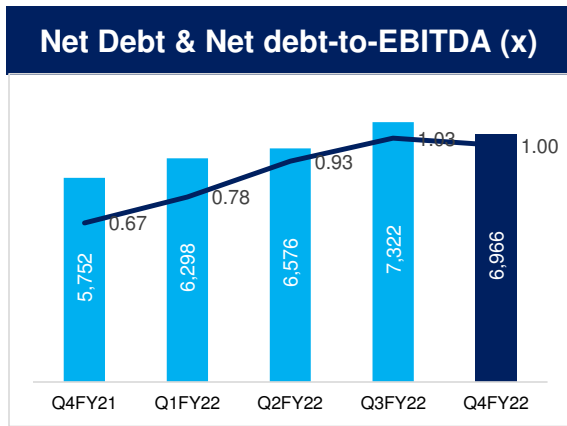


Financial and Business Summary for Q4FY22 and FY22

- The Board of Directors have recommended final dividend of 75 paise per equity share of Re.1/- each in addition to interim dividend of 75 paise per equity share of Re.1/- each paid during the year.
- Revenue for Q4FY22 stood at INR 10,300 Mn, growth of 29% YoY across all geographies and segments. Revenue share from Europe increased to 21.5% when compared to 14.5% YoY.
- Increase in Revenue, EBITDA and PAT in Q4FY22 compared to Q3FY22, despite adverse business condition arising out of supply constraints of Para Amino Phenol (PAP), other input price cost increase and logistic cost increase.
- Revenue share of non-core molecules stood at 19% on a full year basis versus 16% in the previous year, in line with our long-term strategy
- Operational cash and free cash started improving from Q3 FY 22. Full year free cash was negative due to higher spend on capex and higher working capital requirement compared to last year
- Full year R&D spent was up by INR 428 Mn compared to last year
- During the quarter we filed one ANDA, two US DMF, and received two ANDA approvals.

Q4 FY22 Financial Ratios

(In ₹ Mn)



*Operational Cash flow has reduced primarily due to increased working capital



ANDA/Dossier filing status

Filing Status	GPI IP	GIL IP					Total
	USA	USA	Europe	Canada	South Africa	UK	
Approved	23	25	2	2			52
Tentatively Approved	1	1					2
To be approved	5	9	4	3	2	2	25
Total Products	29	35	6	5	2	2	79

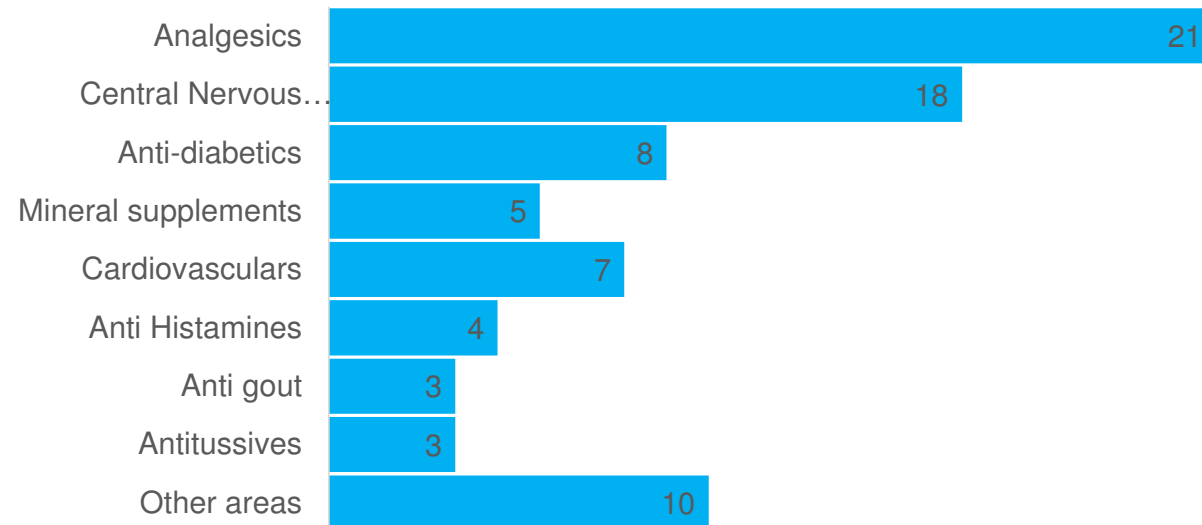
Total GPI products include:

- CII – 7
- PFOS – 4
- Liquid Orals – 3

IMS value for these products is approximately \$9,229 Mn

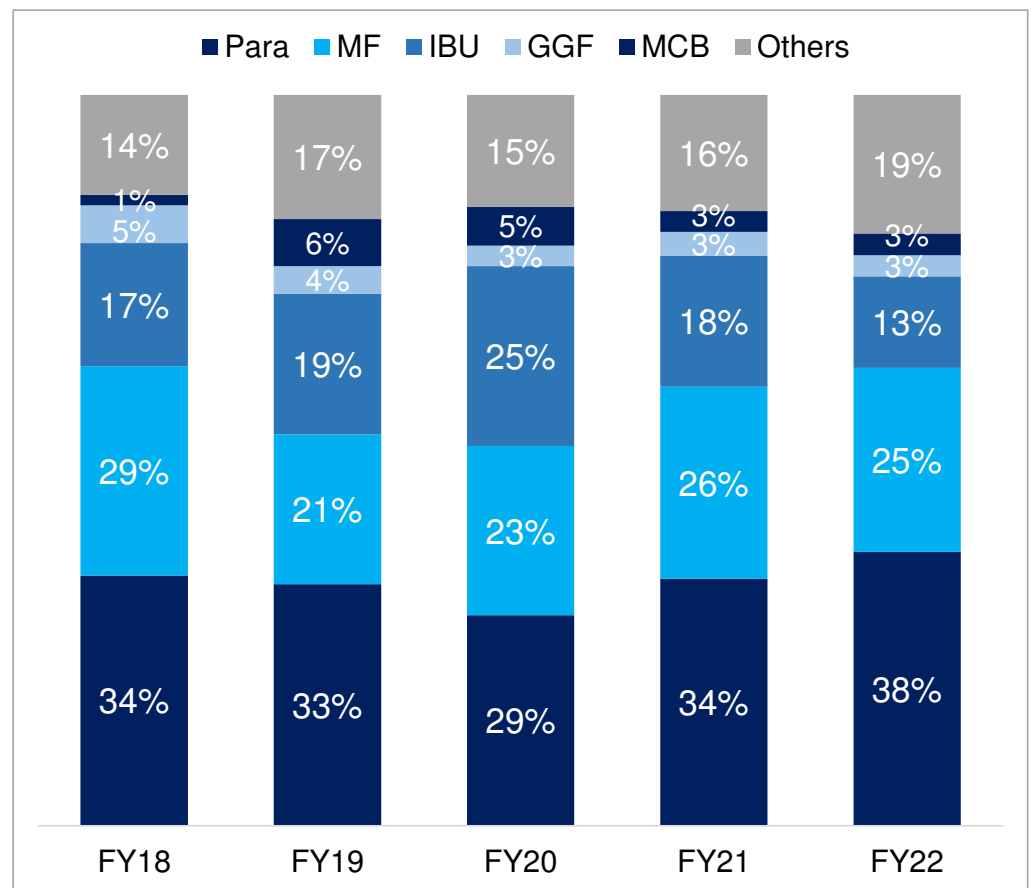
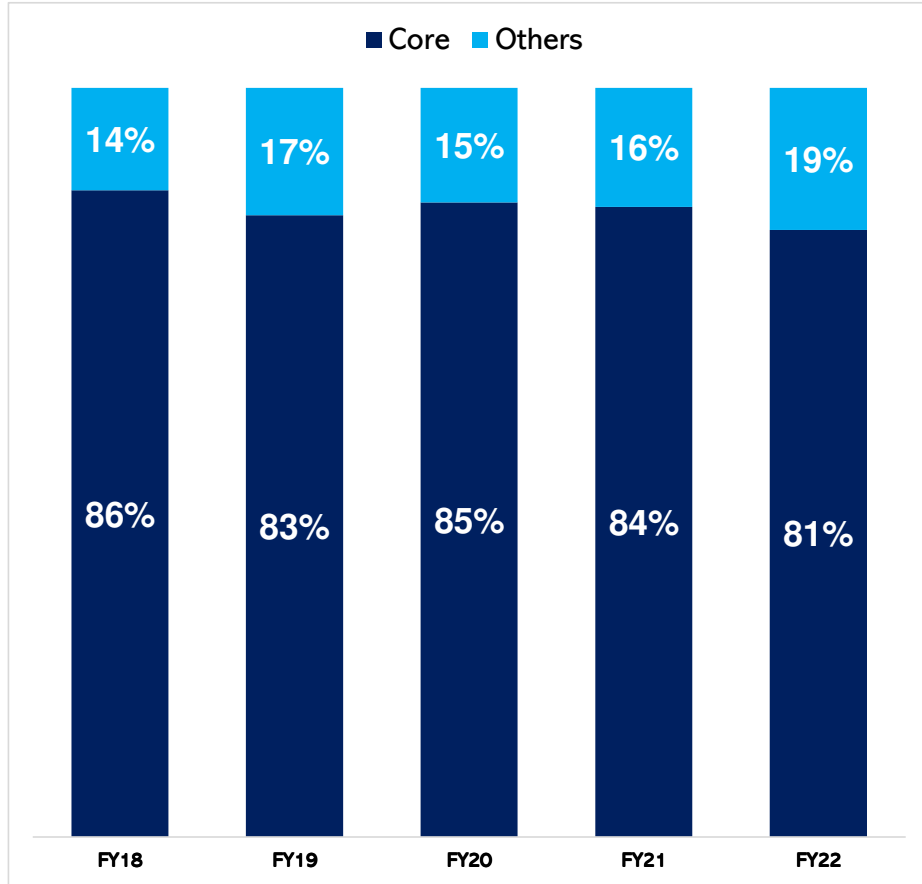
*Source IMS MAT Nov 2021

ANDA/Dossier filed - Therapeutic area wise





Revenue trend – percentage share from Core and Other Molecules

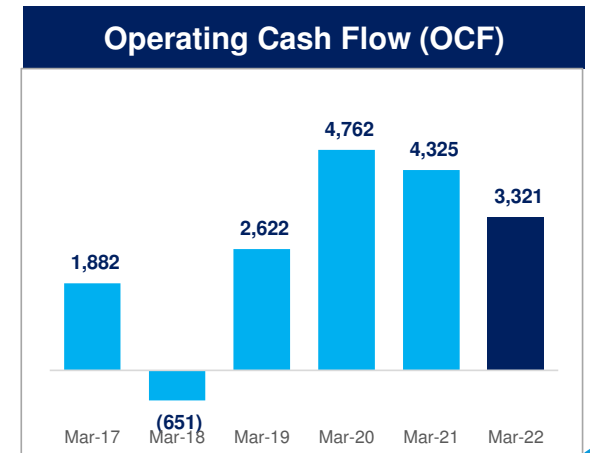
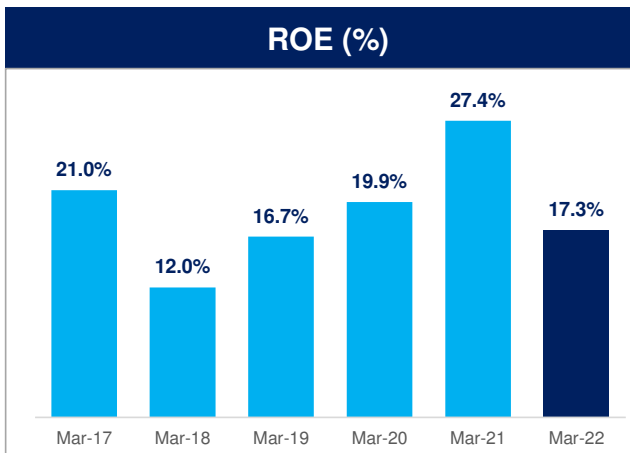
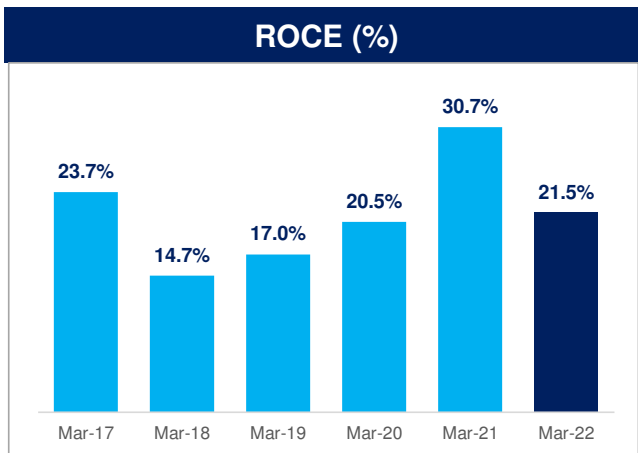
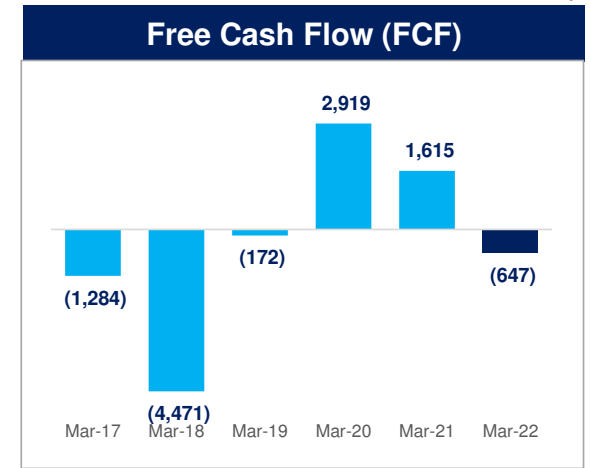
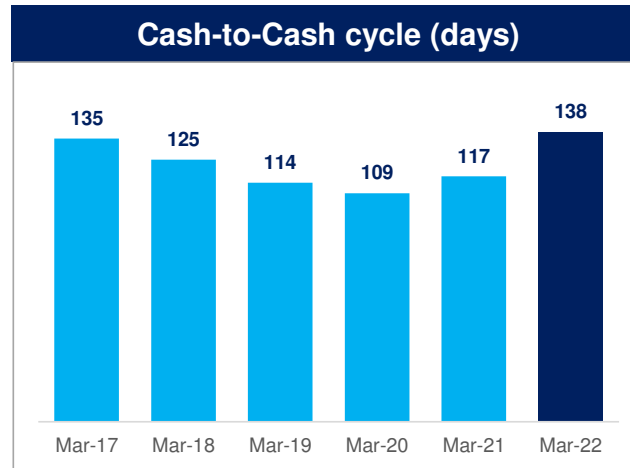
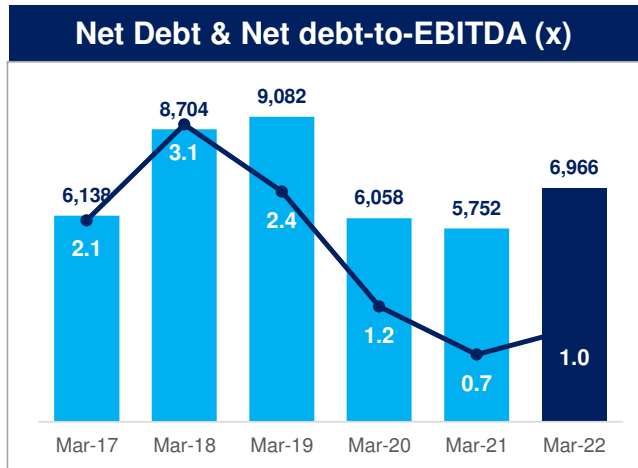


Core includes Paracetamol, Metformin, Ibuprofen, Methocarbamol and Guaifenesin



5-year trajectory: Key Ratios and Cash Flow

(In ₹ Mn)

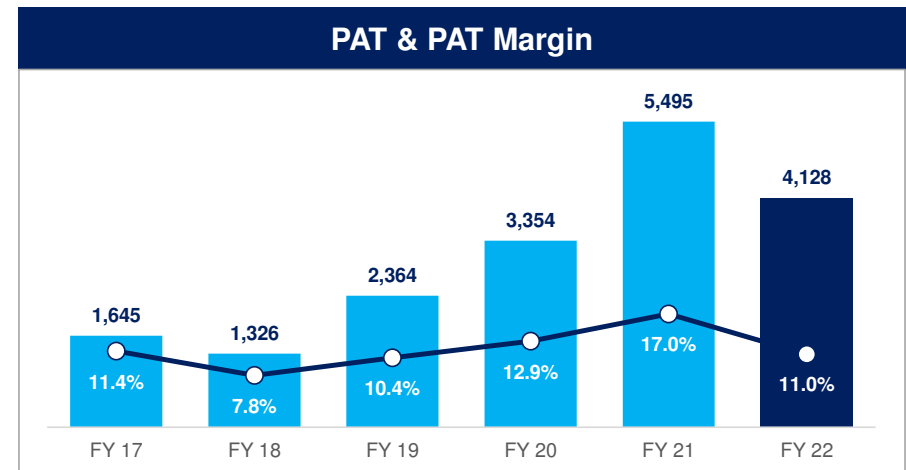
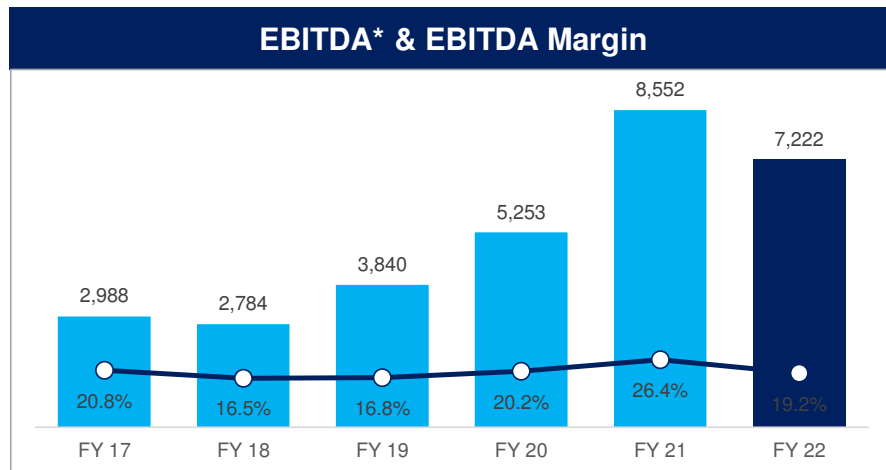
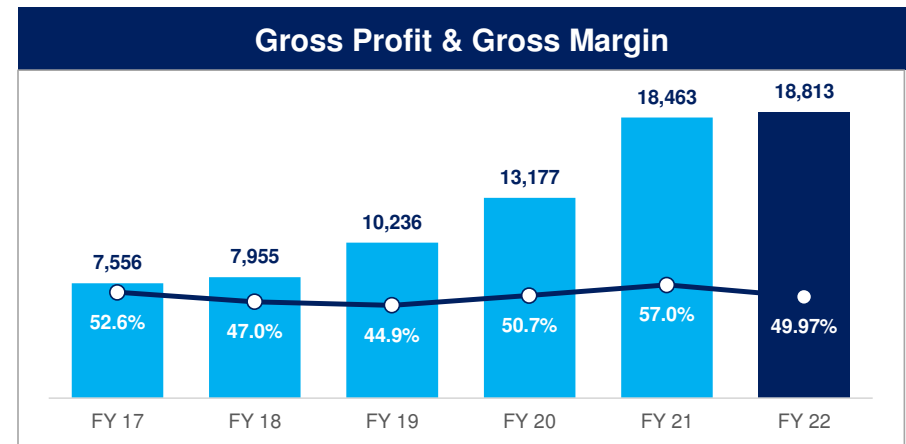
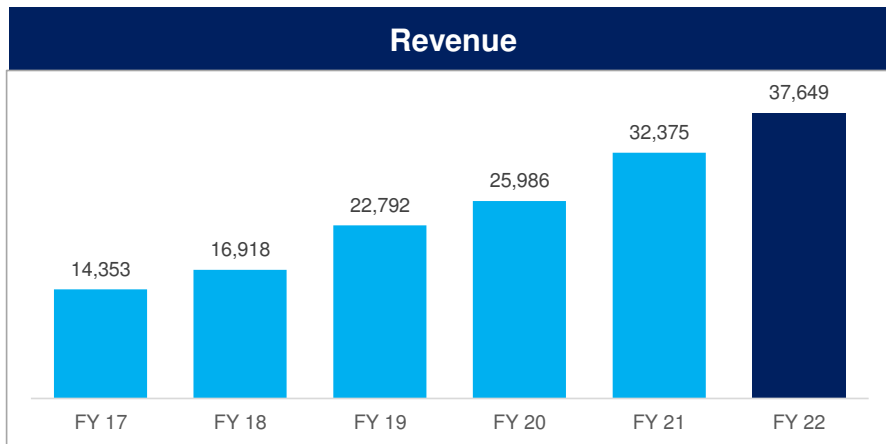


ROCE = $\frac{EBIT}{\text{Avg. Capital Employed (Total assets-current liabilities)}}$; FCF = CF from operating activities - Capex



5-year trajectory : Revenue and Profitability

(In ₹Mn)

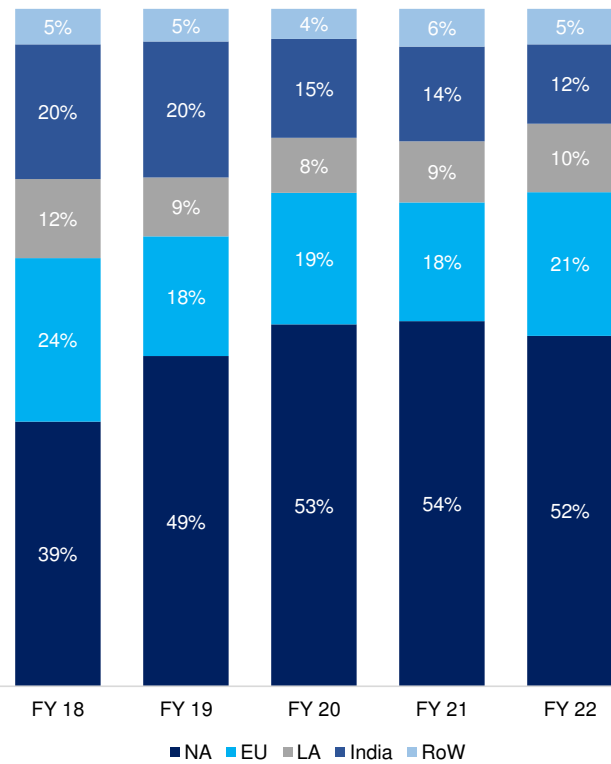




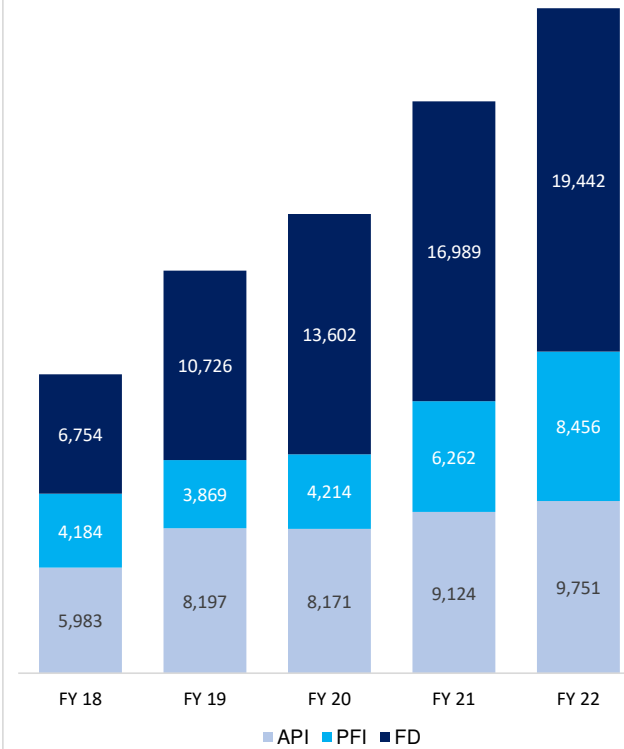
5-year trajectory: Market and Segment mix

(In ₹Mn)

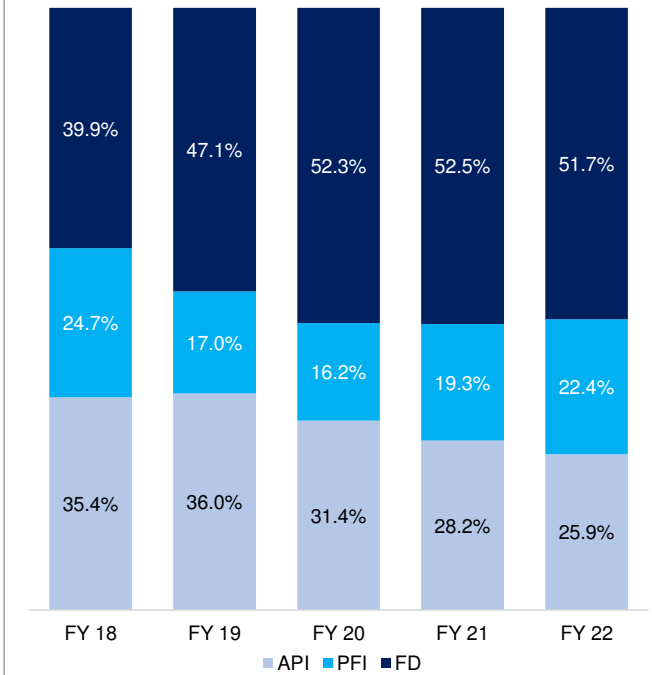
Higher revenue contribution coming from regulated market, 73% of total revenues



Finished Dosage contribution in value going up

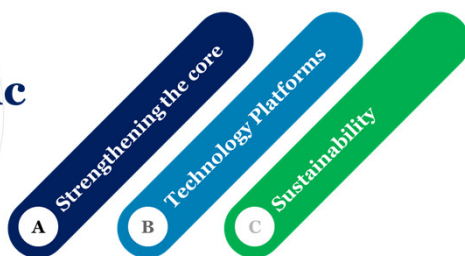


FD segment share increased to 40% to 52% in last 5 yrs





Strategic Levers



Strengthening the Core

Drive cost leadership and EBITDA transformation, through **strong focus on cost management**

Commercial excellence incl. new product launch management capabilities to propel growth in US and other geographies. B2B business with focus on value-add APIs.

Build the formulations business (oral solids) as a key value driver over next 5 years

- Gain formulations market share in core molecules in the US market, and expand beyond the US (e.g., Europe)
- Launch formulations beyond the core molecules (ANDA pipeline)

Technology Platforms

Invest to build a strong Science and Technology backbone (including new technology platforms), that helps us build differentiated and sustained value proposition across all our businesses

Sustainability

Build leadership in ESG by embedding sustainability in org structure and management system/ business practices

- **Investments in sustainability initiatives** (energy and water conservation, minimum waste generation, minimum usage of reagents, recycling of byproducts) in ongoing and future capital projects to reduce environmental footprint.
- **Continued trainings and investments in infrastructure** to build a sustainable safety culture.

Glossary



API: Active Pharmaceutical Ingredient

PFI: Pharmaceuticals Formulation Intermediates

FD: Finished Dosage

OTC: Over the counter drugs

Rx: Prescription drugs

IR: Immediate Release

ER: Extended Release

CII: Control substances

PFOS: Powder for oral suspensions and solutions

MUPS: Multi-unit pellet system

Para: Paracetamol

MF: Metformin

IBU: Ibuprofen

GGF: Guaifenesin

MCB: Methocarbamol

NA: North America

EU – Europe

RoW – Rest of the World



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thank you!



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