Business Segments

Catering to Diverse Pharmaceutical Needs

At Granules, we take pride in our diverse portfolio across Active Pharmaceutical Ingredients (API), Pharmaceutical Formulations Intermediates (PFI), and Finished Dosage (FD). These segments showcase our commitment to pioneering solutions in pharmaceutical manufacturing, enhancing efficiency, and meeting global healthcare needs with cutting-edge innovation.

22% Share of revenues from our API business on FY 23-24

14% Share of revenues from our PFI business on FY 23-24

64% Share of revenues from our FD business on FY 23-24

Active Pharmaceutical Ingredients (API)

Our focused API portfolio has enabled us to emerge as one of the most efficient and cost-effective manufacturers, globally. We serve our customers through four APIs and intermediate facilities in Hyderabad and Vizag, with a cumulative installed capacity of 40,000 TPA.

In addition to streamlining the manufacturing processes for the existing list of products, our R&D team has developed and commercialized several products to integrate forward and backwards as needed.

API Revenues
(₹ cr)

FY 23-24	**9,866**
FY 22-23	13,414
FY 21-22	9,751
FY 20-21	9,124

Pharmaceutical Formulations Intermediates (PFI)

We pioneered the concept of commercializing pre-formulation intermediates (PFIs) to reduce the cost economics of products and enable manufacturers to operate more efficiently. PFIs enable 'drum to hopper to compression/ encapsulation,' which offer cost and quality advantages on the supply chain, testing, technical and capital resources fronts at finished dosage manufacturers' site. Not all molecules have properties that are amenable to be converted into PFIs. Hence, at the PFI R&D unit, we work on identifying and scaling up PFIs for molecules with a sustainable market presence and focus on bringing in continuous cost efficiencies.

PFI Revenues
(₹ cr)

FY 23-24	**6,107**
FY 22-23	9,021
FY 21-22	8,456
FY 20-21	6,262

Finished Dosages (FD)

Our objective is to focus on vertically integrated dosage formulations through the development of immediate-release, extended-release, delayed-release, and multi-particulate pellet system-based tablets, capsules, press fits, oral solutions, suspensions, and powders for oral solutions, with innovation at the development and manufacturing stages.

Our basket of products include:

- High volume vertically integrated products where scale and continuous manufacturing is critical.
- Medium to high volume complex products: extended-release, delayed-release, multi-particulate pellet system-based products.
- CNS/ADHD product segment, including controlled substances with a focus on extended and delayed-release pellet products.

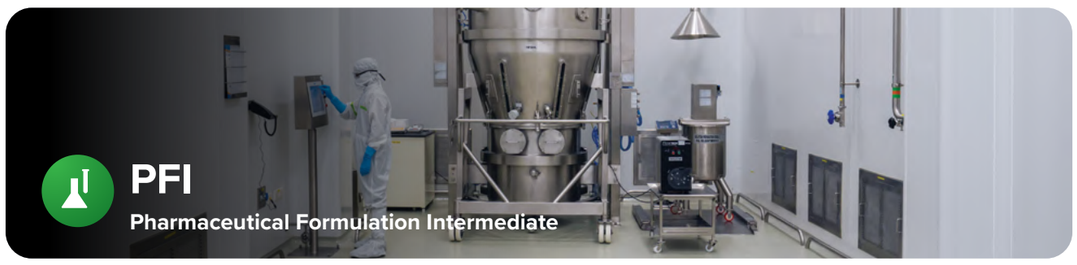
FD Revenues
(₹ cr)

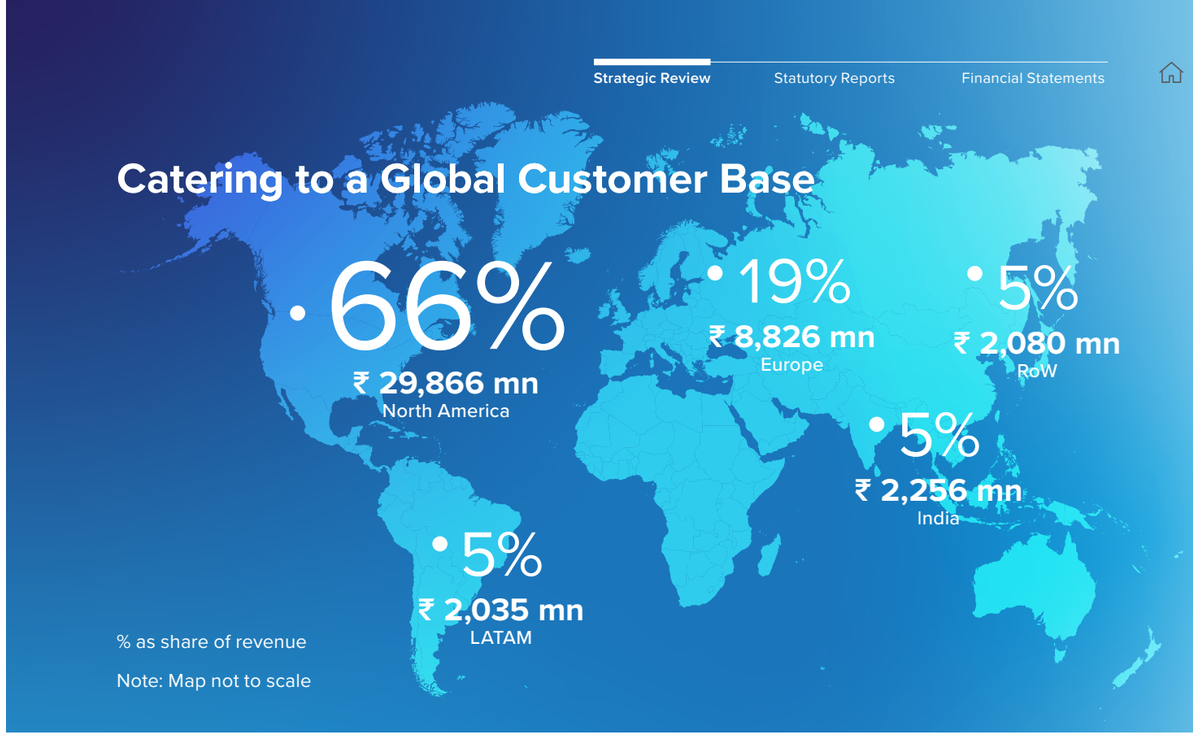
FY 23-24	**29,090**
FY 22-23	22,684
FY 21-22	19,442
FY 20-21	16,989

Advancing Healthcare through Innovative Solutions

We offer a diverse range of products across APIs, PFIs, and FDs, catering to key markets in North America, Europe, India, and Latin America. Our product offerings span from essential, high-volume first-line treatments such as paracetamol, metformin, guaifenesin, and methocarbamol to our emerging portfolio in oncology, other large-volume molecules, and the anti-diabetic segment.

Our diversified portfolio includes various finished dosage forms like tablets, caplets, and press-fit capsules, available in bulk, blister packs, and bottles. We have vertically integrated our offerings in the oncology therapeutic segment and expanded our capabilities to include complex MUPS (Multiple Unit Pellet System) technologies and advanced delivery systems for modified and delayed-release formulations.





Our Robust Manufacturing Capabilities

	Manufacturing Units	Capacity	Regulatory Approvals
API	▶ Bonthapally, Telangana ▶ Jeedimetla, Telangana ▶ Vizag (Unit IV), Andhra Pradesh ▶ Vizag (Unit V), Andhra Pradesh ▶ Bonthapally II (API Intermediate)	▶ 34,560 TPA ▶ 4,800 TPA ▶ 380 KL ▶ 15 KL ▶ 61.5 KL	▶ US FDA, EDQM, WHO, COFEPRIS, INFARMED ▶ US FDA, EDQM, COFEPRIS, WHO, CDCSO ▶ US FDA, KFDA, EU GMP, WHO GMP, EDQM ▶ EU GMP
PFI	▶ Gagillapur, Telangana ▶ Jeedimetla, Telangana	▶ 23,200 TPA ▶ 1,440 TPA	▶ US FDA, COFEPRIS, TGA, MCC, INFARMED ▶ WHO GMP, COFEPRIS, INFARMED
FD	▶ Gagillapur ▶ Virginia, USA ▶ Vizag (Unit V) ▶ Granules Life Sciences (GLS)	▶ 26.8 bn ▶ 1.5 bn ▶ 1.1 bn ▶ 2.5 bn* (8 bn#)	▶ US FDA, MCC, COFEPRIS, TGA, INFARMED ▶ US FDA, DEA ▶ EU GMP
Packaging	▶ Virginia, USA	▶ Two OTC lines and a Rx line	▶ US FDA

Upcoming Facility - Granules Life Sciences (GLS)

8 bn Dosage FD capacity by 2026

* Phase-1: Annual capacity by Mar-2025

\# Phase-2: Annual capacity by 2026