Indoco Remedies Limited

COMPANY BACKGROUND……………………………………………………………

- In 1945, Late Mr. Govind Ramnath Kare founded 'Indo-Continental Trading Company', to import pharmaceutical products from Europe, and after independence it ventured into the manufacturing of pharmaceuticals to foster manufacturing of indigenous pharmaceutical formulations, thus, creating Indoco Remedies Limited.
- Indoco Remedies ltd (Indoco) is an integrated, research-oriented pharmaceutical company with seven decades of presence in Indian markets and a strong international presence.
- The company is primarily engaged in the manufacturing and marketing of formulations (finished dosage forms) and active pharmaceutical ingredients (APIs).
- It has 9 manufacturing facilities in India, 6 for finished dosages and 3 for API's, which is supported by a 1,00,000 sq.ft. state-of-the-art R&D Centre and a 150 Bed Clinical Research Organization (CRO).
- The manufacturing facilities are approved by various regulatory authorities including USFDA, UK-MHRA and TGA-Australia.
- Indoco has a large basket of products backed by ANDAs / eCTD dossiers and Drug Master Files (DMFs).

BUSINESS MIX (as on Q1-FY25) (STANDALONE)……………………………

- **Domestic Formulations (51%):** Indoco's domestic formulations business has a pan India presence. Indoco has a strong presence in the Indian market and is rated highly by the key customers and Doctors across the country.
- **International Formulations(40%):**. For the international markets, Indoco offers complete solutions, including product development, manufacture and supply of finished dosages, APIs and intermediates. Indoco has a strong foothold in the international market with exports to over 55 countries
- **Active Pharmaceutical Ingredient(8%):** Indoco offers full range of services with respect to API supplies in Regulated markets. The distinct advantage of API business emanates from the backward integration for its own ANDAs and Dossiers as well.
- **Allied Services(1%):** AnaCipher CRO (state-of-the-art clinical research facility), Indoco Analytical Solutions (USFDA Approved cGMP Laboratory), Xtend Industrial Designers & Engineers Pvt. Ltd (engineering and consulting services for all phases of project development, from project design to product validation)

FINANCIAL PERFORMANCE (CONSOLIDATED) ……………………………..

(INR Mn)	Operating Income	EBITDA	EBITDA%	PAT	PAT%	EPS
FY22	15,408	3,273	21.25%	1,548	10.05%	16.80
FY23	16,686	2,861	17.15%	1,423	8.53%	15.42
FY24	18,173	2,443	13.44%	970	5.34%	10.51
Q1-FY25	4,315	478	11.07%	18	0.42%	0.20

Note: All numbers are as per IND-AS

Key Data

BSE Code	532612
NSE Code	INDOCO
Reuters	INRM.BO
Bloomberg	INDR:IN

Market Data (INR) as on 30th June, 2024.

Face Value	2.0
CMP	328.50
52 Week H/L	417.0/ 286.5
MCAP (Mn)	29,890.1
Shares O/S (Mn)	92.2
Avg. Volume ('000)	179.9

Performance as on 30th June, 2024.

	3M	6M	12M
Indoco Remedies LTD.	-1.32%	-22.23%	-0.87%
SENSEX	6.8%	9.4%	21.9%
BSE SMALLCAP	19.7%	21.6%	59.4%

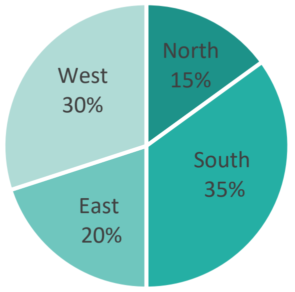
Shareholding Pattern as on 30th June, 2024.

Promoters	58.74%
Public	21.89%
DII	17.78%
FII	1.91%

INDIA Business (FY24)…………………………………………………………………….

Acute – 88%	Chronic – 12%

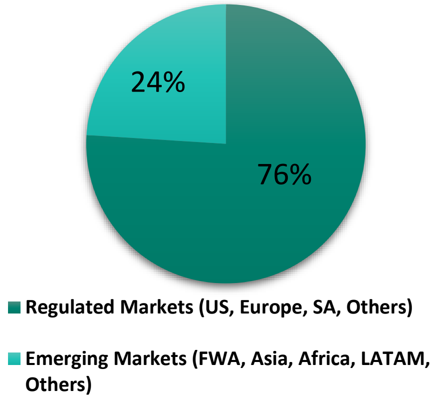
Domestic Formulations – FY24



Major Therapeutic Segments Contribution (FY24)……………………………

Major Therapeutic Segments	Revenue Share
Stomatologicals	19%
Gastro - Intestinal	15%
Respiratory	16%
Anti – Infectives	17%
Others	33%

International Formulations – FY24



Top Brands & their revenue share (FY24)……………………………………….

Top Brands	Market Share
Cyclopam	50%
Febrex Plus	8%
Oxipod	5%
Cital	14%
ATM	7%
Sensodent-K	10%

KEY GROWTH DRIVERS……

Domestic Formulations:

- Expand in Northern and Eastern regions.
- Strategic in-licensing in chronic segment.
- Focusing on sales force effectiveness, new product launches & exploring new channels of distribution.
- Strategic focus on sub-chronic category to enhance prescription from mass specialists (pediatrician, ENT, ophthalmologist, dentist, gynecologist) to dive favorable mix.
- Selective launches in specialty segment.

International Formulations:

- Drive operational efficiency.
- Transition to complete in-house distribution in the US.
- EU-GMP compliance for Goa plant-1 and Baddi plant-3 led larger available capacity and launch of proprietary products will help drive EU business.
- Robust pipeline of specialty dosages (ophthalmic and injectable).
- Curb other expenses.
- Strong customer base makes the Company, a preferred partner, offering complete solutions to its customers worldwide.

API & Allied Services:

- Expertise in Research and Development.
- Backward integration with own APIs.
- Full-fledged CRO set-up.

PEER COMPARISON (TRAILING 12 MONTHS) INR MN ……………………………………………………………….

Company	Operating Income	Operating EBITDA	Operating EBITDA%	PAT	PAT%	Market Cap
Indoco Remedies	18,223	2,309	12.67%	746	4.10%	29,890
Glenmark	1,20,212	13,463	11.20%	-12,665	-10.54%	3,47,275
Gland Pharma	58,578	13,036	22.25%	7,222	12.33%	3,00,514
Cipla	2,61,391	65129	24.92%	43,312	16.57%	11,95,226
Sun Pharma	4,92,088	1,32,990	27.03%	1,04,649	21.27%	36,52,748

INCOME STATEMENT (CONSOLIDATED) ....

PARTICULARS (INR Mn)	FY22	FY23	FY24	Q1-FY25
Operational Income	**15,408**	**16,686**	**18,173**	**4,315**
Operating Expenses	12,134	13,825	15,730	3,837
EBITDA	**3,273**	**2,861**	**2,443**	**478**
EBITDA Margins (%)	**21.25%**	**17.15%**	**13.44%**	**11.27%**
Depreciation and amortisation	790	706	919	275
Finance costs	141	250	380	143
Other Income	23	23	99	10
Exceptional Items	-	-	115	-
PBT	**2,366**	**1,928**	**1,358**	**70**
Tax Expense	818	505	388	52
PAT	**1,548**	**1,423**	**970**	**18**
PAT Margins (%)	***10.05%***	**8.53%**	**5.34%**	**0.42%**
Other Comprehensive Income	(53)	14	3	1
Total Comprehensive Income	**1,495**	**1,437**	**973**	**17**
Diluted EPS	16.80	15.42	10.51	0.20

CONSOLIDATED BALANCE SHEET (IND-AS)..

PARTICULARS (INR MN)	FY22	FY23	FY24
EQUITY	**9,046**	**10,283**	**11,105**
Equity Share Capital	184	184	184
Other Equity	8,862	10,099	10,915
Non-controlling interest	-	-	6
NON-CURRENT LIABILITIES	**1,566**	**2,054**	**4,219**
a) Financial Liabilities			
i) Borrowings	959	1,435	3,517
ii) Lease Liability	110	150	124
iii) Other Financial Liabilities	-	-	48
b) Provisions	317	334	337
c) Deferred tax liabilities (net)	106	61	118
d) Other Non- Current Liabilities	74	74	75
CURRENT LIABILITIES	**4,249**	**4,245**	**6,123**
a) Financial Liabilities			
i) Borrowings	1,483	1,710	3,034
ii) Lease Liabilities	15	33	44
iii) Trade Payables	1,333	1,235	1,536
iv) Other financial liabilities	860	576	880
b) Other current liabilities	75	196	145
c) Provisions	474	495	484
d) Income Tax Liabilities(Net)	8	-	-
TOTAL LIABILITIES	**5,815**	**6,299**	**10,342**
TOTAL EQUITY AND LIABILITIES	**14,861**	**16,582**	**21,447**

PARTICULARS (INR MN)	FY22	FY23	FY24
NON-CURRENT ASSETS	**7,125**	**8,446**	**11,900**
a) Property, plant and equipment	5,206	5,952	7,726
b) Capital work-in-progress	528	553	1,029
c) Right of Use Assets	113	170	156
d) Other Intangible assets	232	660	1,446
e) Intangible assets Under Development	687	582	219
f)Goodwill On Consolidation	1	1	215
g) Financial assets			
i) Investments	-	15	15
ii) Loans	14	29	31
iii) Other Financial Assets	18	20	67
h) Income Tax Assets (Net)	-	-	-
I) Other non-current assets	326	465	996
CURRENT ASSETS	**7,736**	**8,136**	**9,547**
a) Financial Assets			
i) Investment	-	10	72
ii) Trade Receivables	2,972	3,509	4,062
iii) Cash and cash equivalents	175	109	149
iv) Bank balances other than above	23	24	95
v) Loans	5	7	15
vi) Other financial assets	242	30	70
b) Other current assets	1,214	1,132	1,536
c) Inventories	3,105	3,260	3,531
d) Current tax Assets (Net)	-	55	17
TOTAL ASSETS	**14,861**	**16,582**	**21,447**

INVESTOR RELATIONS TEAM AT VALOREM ADVISORS ……………………………………………………………….

Name	Designation	Email	Phone
Anuj Sonpal	CEO	anuj@valoremadvisors.com	+91-22-4903-9500
Sumeet Singhania	Lead Manager	sumeet@valoremadvisors.com	+91-22-4903-9500

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This factsheet has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

Indoco Remedies Limited Disclaimer:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Indoco Remedies Limited, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This document is confidential and may not be copied or disseminated, in whole or in part, and in any manner.