



## Natco Pharma Limited

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15<sup>th</sup> February 2024

Corporate Relationship Department  
M/s. BSE Ltd  
Dalal Street, For,  
**Mumbai 400001**

**Scrip Code: 524816**

Manager – Listing  
M/s. National Stock Exchange of India Ltd  
“Exchange Plaza”, Bandra Kurla Complex  
Bandra East, **Mumbai 400051**

**Scrip Code: NATCOPHARM**

Dear Sir / Madam,

Sub: - **Q3 FY24 Investor Presentation**

Please find enclosed herewith the Investor Presentation for the Quarter and nine months ended December 31, 2023.

Thanking you

Yours faithfully  
For NATCO Pharma Limited

Ch. Venkat Ramesh  
Company Secretary &  
Compliance Officer

Encl: as above



# **Natco Pharma Limited**

**Earnings Presentation**

**Q3FY24**

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## Q3FY24 Key Business & Financial Highlights



# Q3FY24 – Key Business & Financial Highlights

Total Revenue stood at INR 7,956 mn | Pharma Export Formulations at INR 6,056 mn | Domestic Formulations at INR 994 mn | Agchem at INR 141 mn

Earnings Before Interest Tax Depreciation and Amortization stood at INR 3,051 mn | EBITDA Margin for Q3FY24 was at 38.4%

Net Profit for the quarter was at INR 2,127 mn

Basic and Diluted EPS for the quarter is INR 11.88 per share

Board has approved third interim dividend of INR 1.25 per equity share of INR 2/- for the year FY23-24

Investment of US\$2mn in Cellogen Therapeutics Private Ltd., with R&D programs involving cell and gene therapy solutions

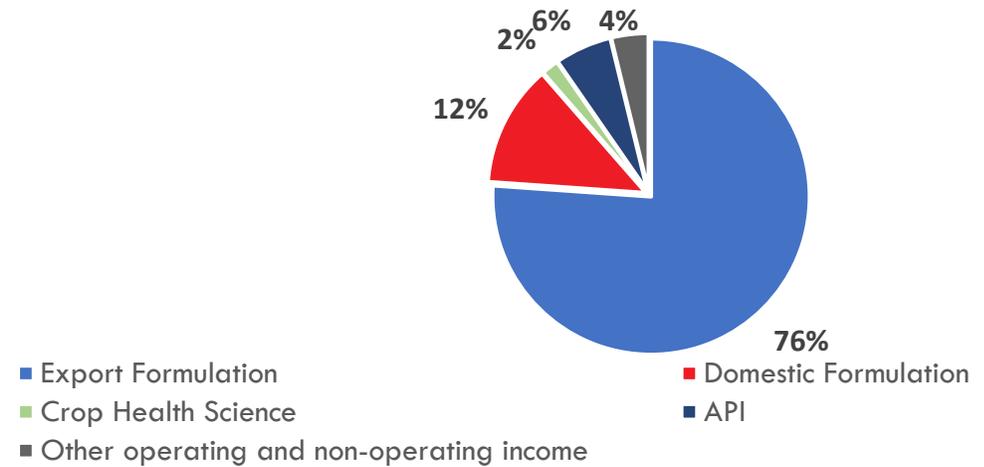
\*EBITDA and EBITDA Margin includes other income

# Q3FY24 – Quarterly Performance

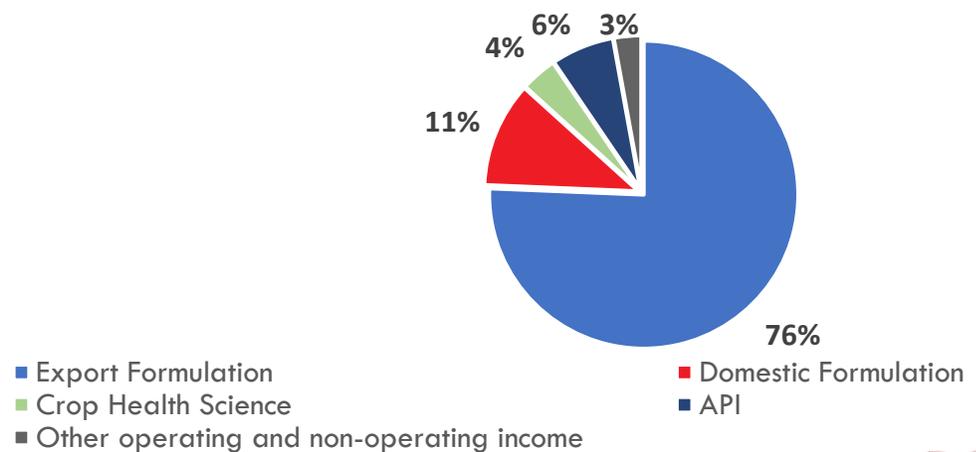
## Revenue Breakup (INR Mn)

Revenue Division	Q3FY24	Q3FY23	Q2FY24
<b>A) API Revenue</b>	463	426	778
<b>B) Formulation</b>			
B1) Formulation – Exports (incl profit share, license income, export service income & Subsidiaries)	6,056	3,337	7,923
B2) Formulation - Domestic	994	1,011	1,025
<b>Formulations Total Revenue (B1 + B2)</b>	<b>7,050</b>	<b>4,348</b>	<b>8,948</b>
C) Crop Health Sciences	141	99	558
D) Other Operating & Non - operating incomes	302	260	324
<b>Consolidated Total Revenue</b>	<b>7,956</b>	<b>5,133</b>	<b>10,608</b>

## Revenue Breakup (%) – Q3FY24



## Revenue Breakup (%) – 9MFY24



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## Financial Summary



# Consolidated Profit & Loss Statement

Profit & Loss Statement (INR Million)	Q3FY24	Q3FY23	Q2FY24
<b>Total Revenue</b>	<b>7,956</b>	<b>5,133</b>	<b>10,608</b>
Total Expenses (before finance cost and depreciation)	4,905	3,866	5,734
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>3,051</b>	<b>1,267</b>	<b>4,874</b>
<b>EBITDA Margin* (%)</b>	<b>38.4%</b>	<b>24.7%</b>	<b>45.9%</b>
Finance cost	46	38	42
Depreciation	442	415	436
Profit before tax (PBT)	2,563	814	4,396
Tax	436	191	706
<b>Profit after tax (PAT)</b>	<b>2,127</b>	<b>623</b>	<b>3,690</b>
<b>PAT Margin* (%)</b>	<b>26.7%</b>	<b>12.1%</b>	<b>34.8%</b>
Reported Earnings per share (EPS) INR – Basic and Diluted	11.88	3.41	20.60

\*includes other income

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## Key Product Pipeline



# Key Product Pipeline - USA

23

Para IVs in the pipeline



15

Approved (either tentative or fully)

## Key Solo FTFs (Para IV) in the pipeline

Key Brand	Molecule	Therapeutic Segment / Primary Indication
Tracleer	Bosentan (32mg)	Anti-hypertensive
Kyprolis	Carfilzomib (10mg)	Cancer/Multiple Myeloma
Imbruvica	Ibrutinib (tablet)	Cancer/Leukaemia
Zydelig	Idelalisib	Cancer
Lynparza	Olaparib	Ovarian/Breast Cancer
Ozempic	Semaglutide pen (8mg/3ml)	Diabetes
Balversa	Erdafitinib	Bladder Cancer
Wegovy	Semaglutide	Weight Loss

## Key Para IV products in the pipeline

Key Brand	Molecule	Therapeutic Segment / Primary Indication
Eliquis	Apixaban	Anticoagulant
Ozempic	Semaglutide pen	Diabetes
Pomalyst	Pomalidomide	Cancer/Multiple Myeloma
Lonsurf	Trifluridine/Tipracil	Metastatic colorectal cancer
Yondelis	Trabectedin	Advanced soft-tissue sarcoma/ ovarian cancer
Calquence	Acalabrutinib	Cancer/Blood

Note: Data as of Dec 31, 2023



# Thank You

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