



# FDC LIMITED

Investor Presentation  
Q2FY23

# DISCLAIMER

This report may contain certain statements that might be considered forward looking. These statements are subject to certain risk and uncertainties, since they are based on certain assumptions and expectations of future events. Actual results may differ materially from those expressed in the statement. The Company cannot guarantee that these assumptions and expectations are accurate and will be realised. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement.

# Platform to deliver sustainable value

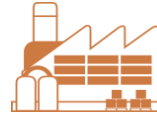
1



## Strong Domestic Business

- ✓ Multiple levers, high growth brands to anchor growth
- ✓ Zifi – Category Creator in CEFIXIME
- ✓ Electral - Category creator & sustained leader in ORS
- ✓ Ophthalmology: legacy strength – 3<sup>rd</sup> highest in volumes
- ✓ Strong portfolio of functional foods & energy drinks

2



## Best-in-class manufacturing facilities & regulatory track record

- ✓ Portfolio of high quality manufacturing facilities
- ✓ Revenues from multiple geographies, exporting to more than 50 countries.

3



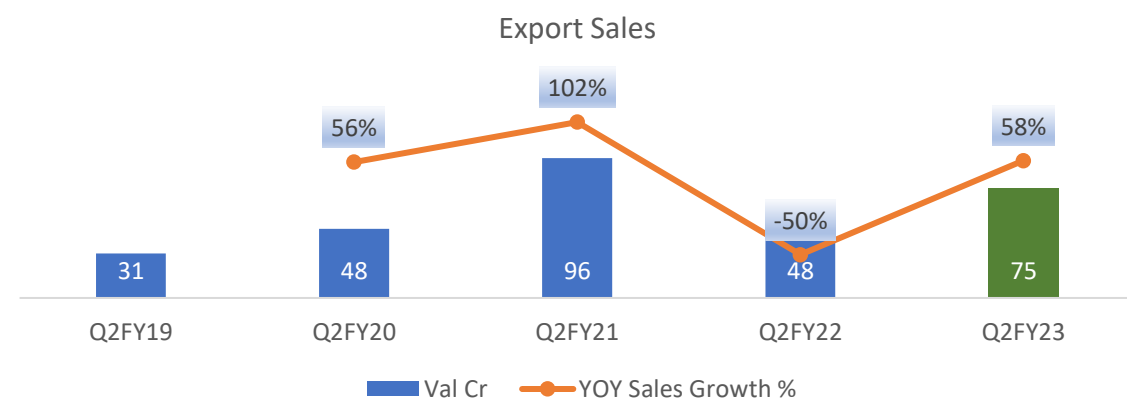
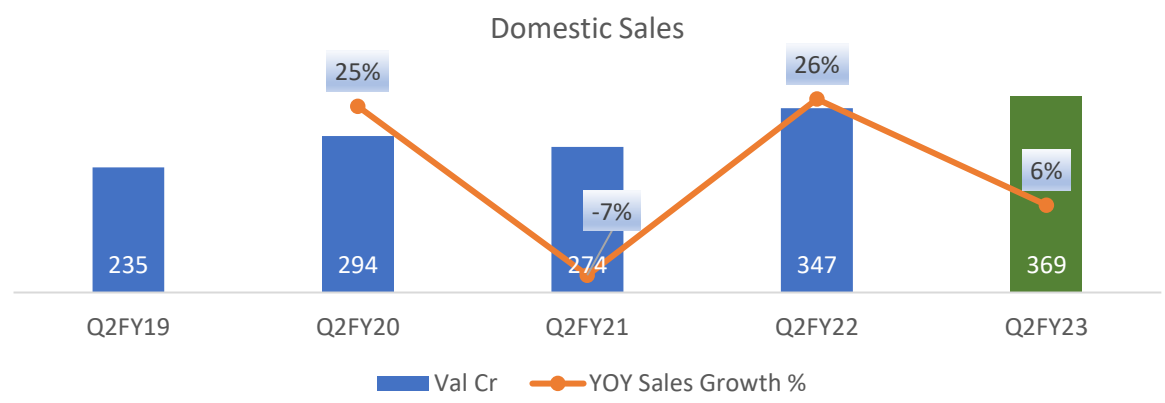
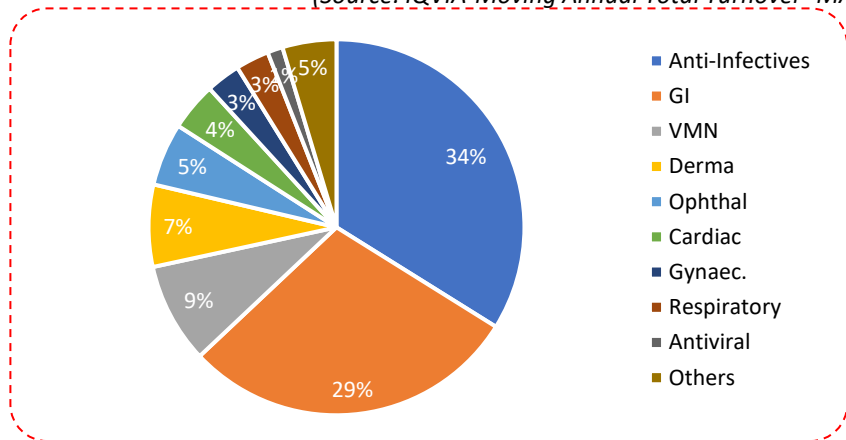
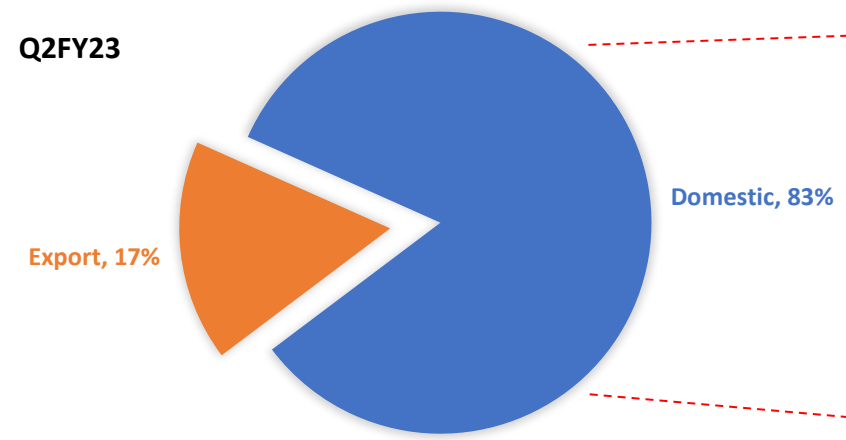
## Strong Financials

- ✓ High Return on Capital Deployed in Business
- ✓ High financial capacity for growth investing

# Multiple Levers to drive growth

(Source: IQVIA-Moving Annual Total Turnover- MAT Sep 2022)

## Revenue Mix



## Sales & Marketing

3,615 Medical representatives across 10 divisions marketing 130+ brands

(Source: Internal Data).



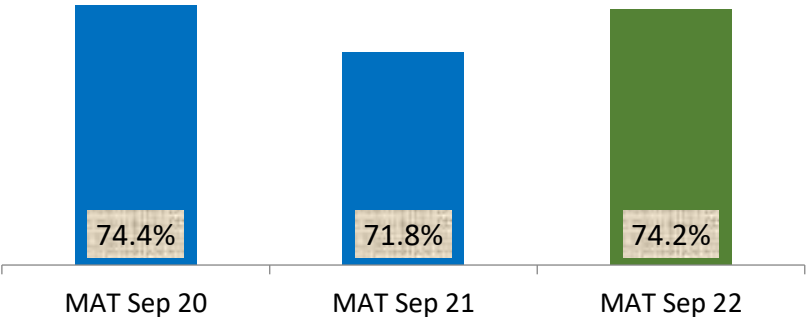
# Multiple Top Brands to anchor growth

Brand	Molecule	Rank	Rs. Crs	MS %
Electral	Oral Electrolytes	①	350	74.2%
Zifi	Cefixime	①	320	24.7%
Enerzal	Energy Drinks	①	151	42.5%
Vitcofol	Folic acid + Cyanocobalamin + Nicotinamide	⑧	86	2.6%
Zifi CV	Cefixime + Clav.	①	75	46.2%
Zathrin	Azithromycin	④	59	4.4%
Zocon	Fluconazole	①	54	27.2%
Zifi-O	Cefixime + Ofloxacin	①	52	13.5%
Simyl MCT	Casein based + Soy based IMS	③	51	33.8%
Amodep AT	Amlodipine + Atenolol	⑤	39	6.3%

# Electral – Category Creator & Consistent Leader in Oral Rehydration Salts

## Electral –Brand synonymous with product category

(Market Share)

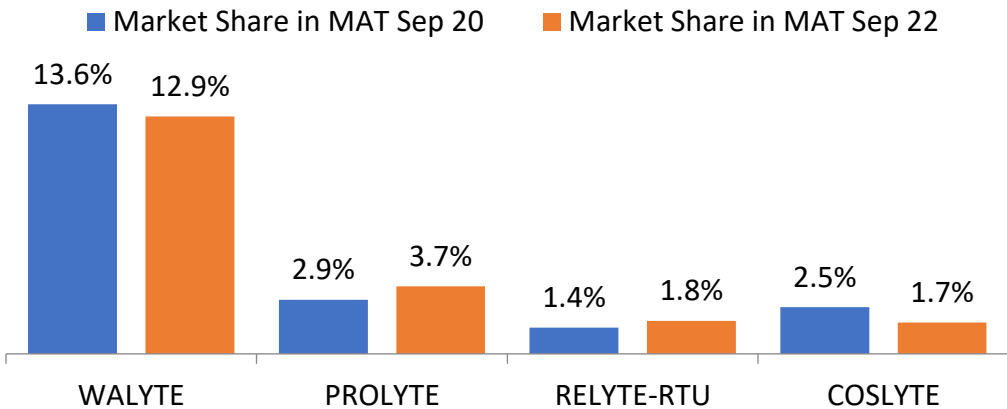


## Multiple SKUs to Driving Consistent Growth



## In an otherwise fragmented market

(Market Shares of Other Players)



Electral is the first FDC Brand to enter Rs.350 Cr club

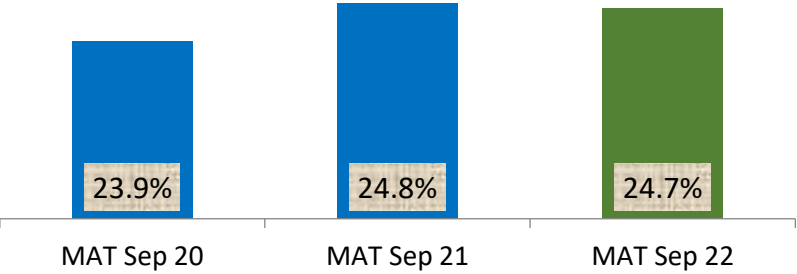
Source: IQVIA-Moving Annual Total Turnover- MAT Sep 2022



# Zifi – Category Leader in CEFIXIME

## Zifi – Consistent Category Leader

(Market Share)

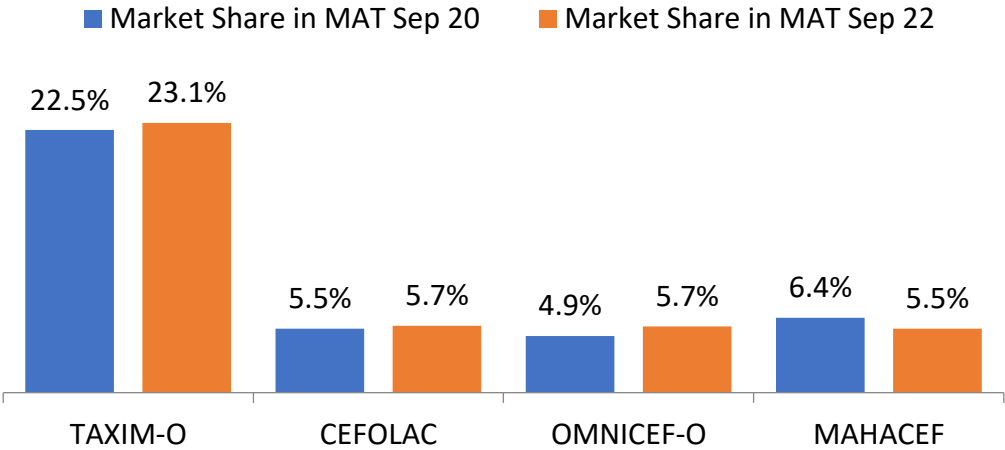


## Multiple SKUs to Driving Consistent Growth



## In an otherwise fragmented market

(Market Shares of Other Players)



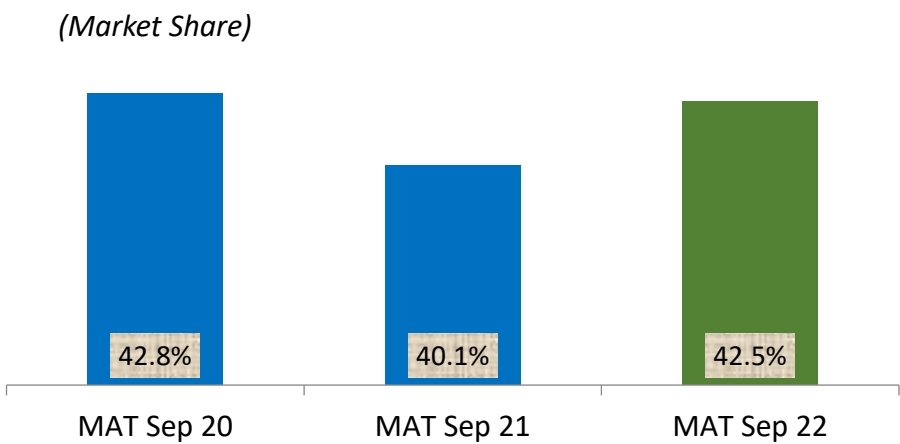
Source: IQVIA-Moving Annual Total Turnover- MAT Sep 2022



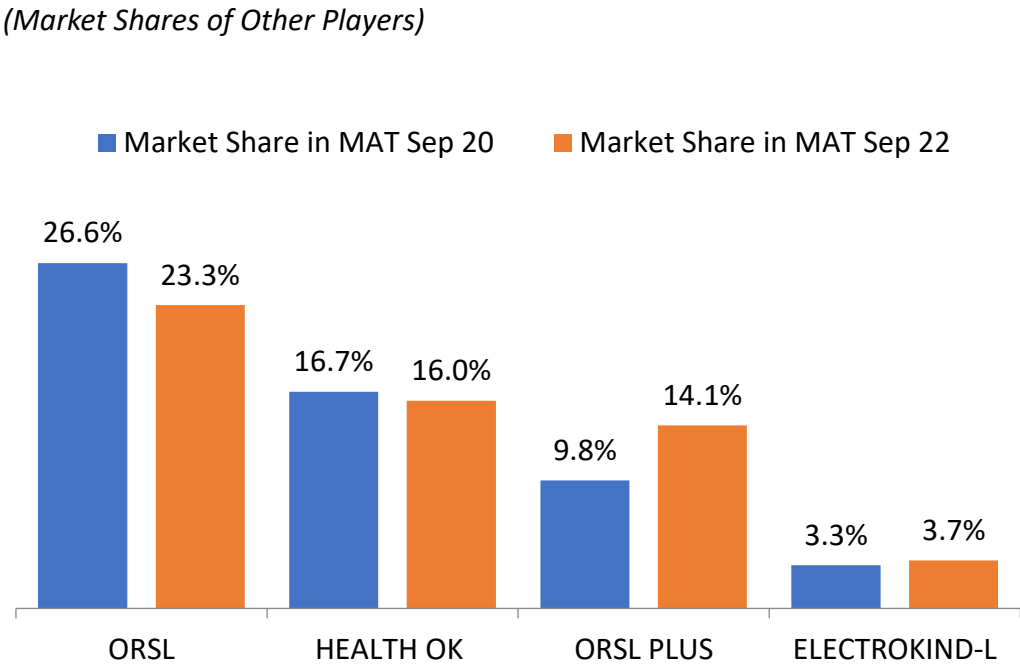


# Enerzal– Category Leader in Energy Drinks

## Enerzal – Consistent Category Leader



## In an otherwise fragmented market



Source: IQVIA-Moving Annual Total Turnover- MAT Sep 2022

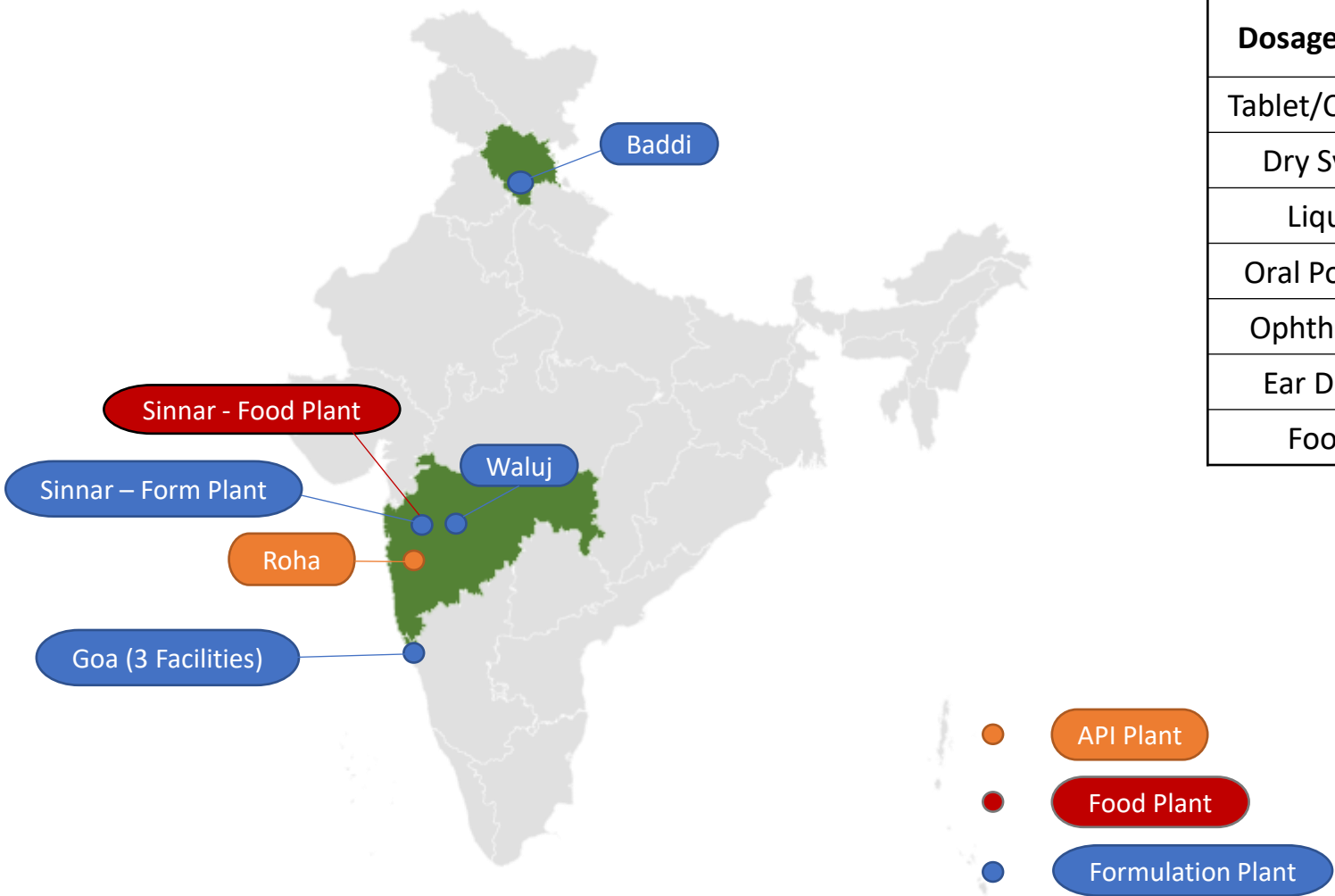


# Among top 20 Corporates in IPM in Prescriptions at Core Specialties in H1 (Apr-Sep YTD)

1e)

Specialities	% Growth			Rank
	FDC	IPM	% MS	
<b>Overall</b>	<b>51</b>	<b>47</b>	<b>5.6</b>	<b>13</b>
GP-NON.MBBS	47	41	9.7	4
GP - MBBS	65	38	7.2	9
PEDIATRICIAN	76	72	5.7	16
ENT SPECIALIST	57	51	5.1	16
OPHTHALMOLOGIST	14	37	5.6	10

# Manufacturing Facilities

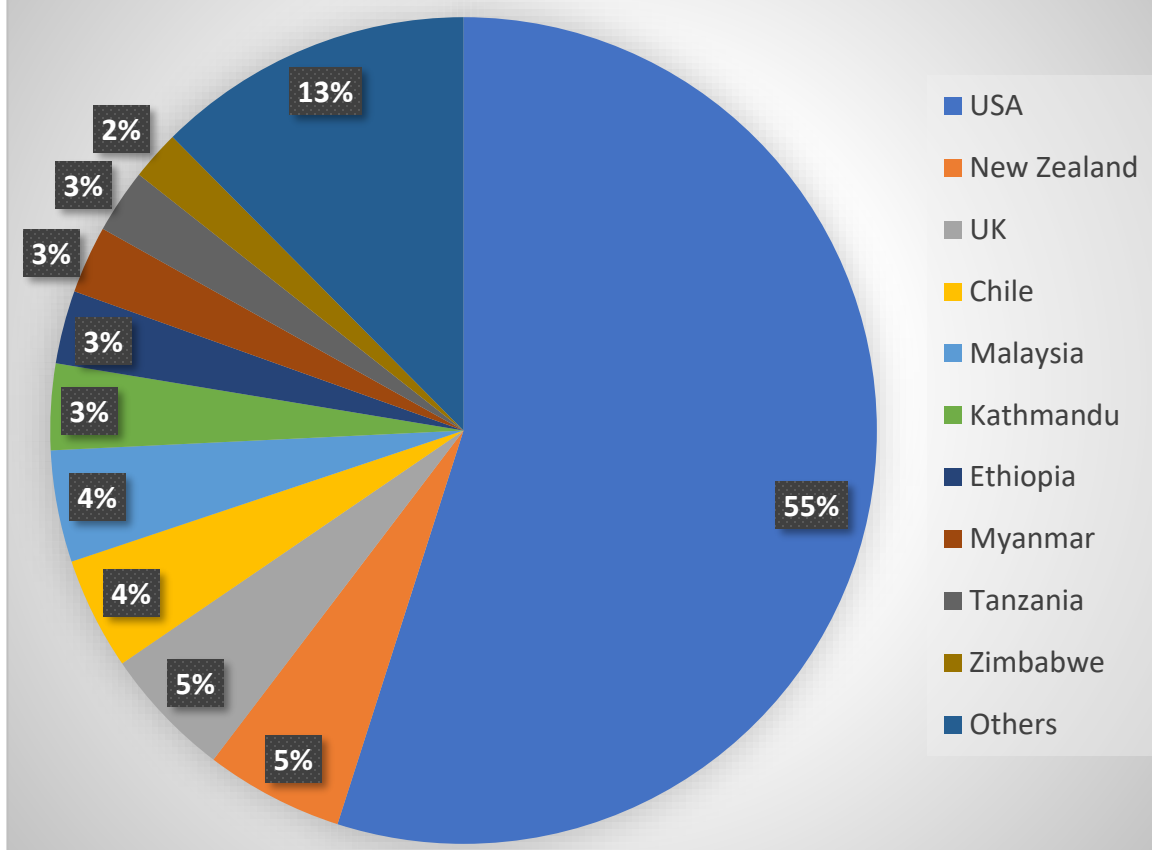


Dosage Form	Baddi	Goa 1/2	Goa 3	Sinnar (Food)	Sinnar (Form)	Waluj
Tablet/Capsule						
Dry Syrup						
Liquid						
Oral Powder						
Ophthalmic						
Ear Drops						
Foods						

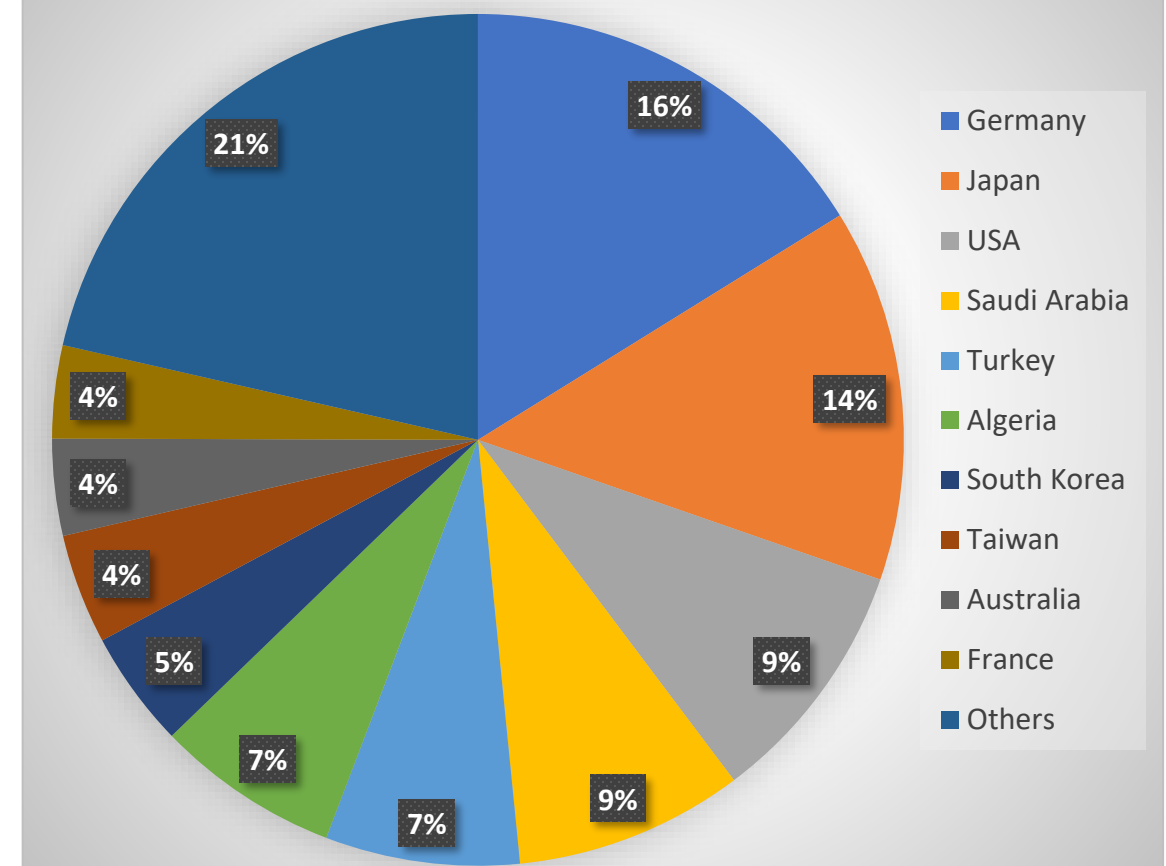
Source: Internal Data

# TOP 10 Countries: Export Sale of APIs & Formulations Q2FY23

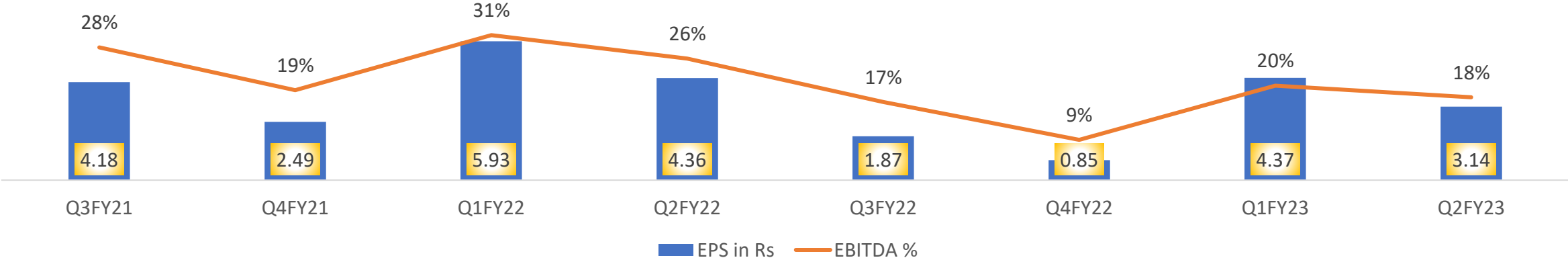
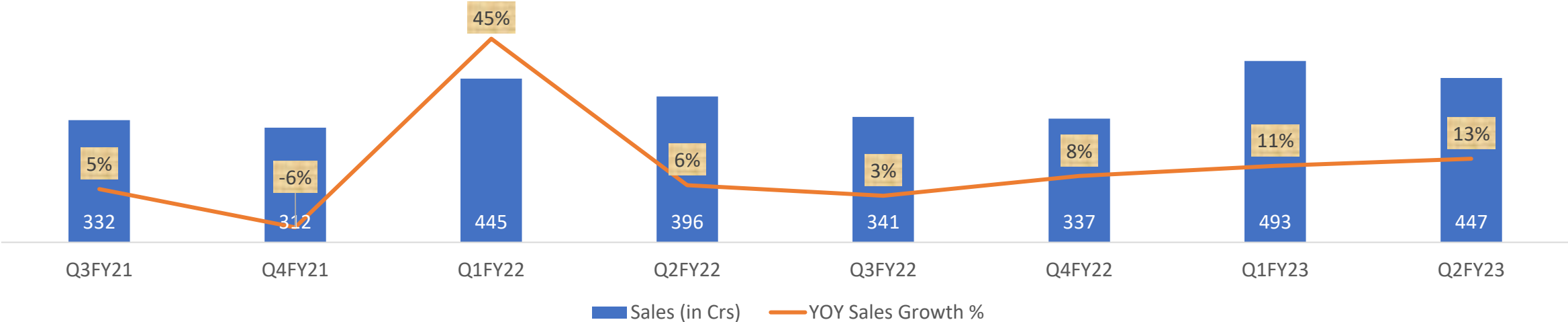
Export Formulation Sales - 58Cr\$



Export API Sales - 17cr\$



# Quarterly Performance



Source: Internal Data



# Quarterly Performance

in crs. (except EPS)	Q1FY23	Q1FY22	YoY %
Revenue from operations	447	396	13%
Other income	28	31	-8%
<b>Total Income</b>	<b>475</b>	<b>427</b>	<b>11%</b>
Operating Expenses	396	324	22%
EBITDA	79	103	-23%
Finance Cost	1.0	0.7	41%
Depreciation	10	9	5%
Profit before Tax	68	93	-26%
Taxes	16	19	-17%
Profit after Tax	54	76	-29%
<b>EPS</b>	<b>3.14</b>	<b>4.36</b>	<b>-28%</b>

## Revenue from operations



## EPS



For updates and company information, please visit our website i.e. [www.fdcindia.com](http://www.fdcindia.com)

For specific queries, kindly email on [investors@fdcindia.com](mailto:investors@fdcindia.com)

THANK YOU