



JAGSONPAL PHARMACEUTICALS LIMITED

Corporate Office: Nimai Tower, 3rd Floor, Plot No. 412-415, Phase-IV, Udyog Vihar, Gurugram -122015, Haryana (India)

Ph.: +91 124 4406710; E-mail: cs@jagsonpal.com; Website: www.jagsonpal.com

CIN NO. L74899DL1978PLC009181

February 02, 2024

The Department of Corporate Services- Listing BSE Ltd, Phiroze Jeejeebhoy Towers, Dalal Street Mumbai-400 001 Scrip Code: 507789	The Department of Corporate Services- Listing National Stock Exchange of India Ltd Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051 Symbol: JAGSNPHARM
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Subject: Press Release for the quarter and nine months ended December 31, 2023

Dear Sir/ Madam,

In terms of regulation 30 of the SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015, please find enclosed herewith a copy of Press Release for the Unaudited Financial results for the quarter and nine months ended December 31, 2023.

We request you to take the above on record.

Thanking you,

For **Jagsonpal Pharmaceuticals Limited**

Abhishek Joshi
Company Secretary & Compliance Officer

Regd. Office: T-210 J, Shahpur Jat, New Delhi - 110049 (India)



Jagsonpal Pharmaceuticals announces Q3 & 9MFY24 Results

Q3FY24 Revenues at ₹ 47.2 Crores
Pre-ESOP Operating EBITDA at ₹ 6.0 Crores, EBITDA margins at 12.7%

Gurugram, February 02, 2024: Jagsonpal Pharmaceuticals Limited (BSE: 507789, NSE: JAGSNPHARM) today announced the Unaudited financial results for the quarter and nine months ended December 31, 2023.

A detailed presentation on the performance is included as part of this press release

₹ in Crores	Q3 FY24	Q3 FY23	Gr %	YTD Dec'23	YTD Dec'22	Gr %
Revenues	47.2	60.1	-21.5%	165.2	181.3	-8.9%
Operating EBITDA*	6.0	12.4	-51.6%	31.7	34.0	-6.8%
EBITDA Margin	12.7%	20.6%	-792 bps	19.2%	18.8%	+42 bps
ESOP Cost	2.7	4.0		11.0	4.8	
PAT	4.0	7.8	-48.6%	19.0	21.1	-10.0%

* Before ESOP accounting

Commenting on the Company's performance, Mr. Manish Gupta, Managing Director stated – "The quarter gone by was extremely challenging resulting in 21.5% decline in our revenues, impacting our profitability by 49% for the quarter. On a YTD basis, our sales declined 9% while PAT declined by 10%.

The performance was affected due to continued head-winds in two of our largest products – sharp slowdown in Divatrone^R due to hypercompetition and disruption in Indocap^R due to availability of counterfeit products. Both products saw decline in sales even as they performed well as per IQVIA.

On Balance sheet front, our cash balance now stand at ₹ 137 crores, an increase of ₹ 11 crores during the quarter driven by efficiencies in working capital cycle.

Our consistent focus on improving engagement in our core areas of Gynecology and Orthopaedics coupled with new launches gives us the confidence of returning to strong growth in FY25."

Appointment of Chief Financial Officer

Consequent to retirement to Mr. S V Subha Rao who was part of the organisation for over 30 years, the Company has appointed Mr. Ashish Lakhotia as Chief Financial Officer w.e.f February 03, 2024.

Mr. Ashish Lakhotia joined the Company as Deputy Chief Financial Officer on August 28, 2023. He has over 24 Years of experience across sectors and is a member of the Institute of Chartered Accountants of India, the Institute of Company Secretaries of India and the Institute of Cost Accountants of India.

ABOUT JAGSONPAL PHARMACEUTICALS LIMITED

Jagsonpal Pharmaceuticals Limited is a Delhi-based pharmaceutical company. Founded in 1978, the Company has a proven track record of 40+ years of catering to the Indian pharmaceutical market. The Company has a robust portfolio of drugs focusing on Gynaecology and Orthopaedics segments. Over the years, the Company has successfully built multiple brands that today hold market-leading position in respective segments. It has created a niche for itself in these value-accretive segments with 17 brands amongst Top 5 brands in the molecule category. It has an extensive pan-India presence through its strong sales team of 900+ individuals.

Infinity Holdings acquired a majority stake in the company and is a joint promoter of the company. The company is listed on the National Stock Exchange Limited (NSE) and Bombay Stock Exchange Limited (BSE).

For more information, please visit: www.jagsonpal.com

Mr. S.V. Subha Rao

Chief Financial Officer

Contact: cs@jagsonpal.com, +91 124 440 6710

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Jagsonpal Pharmaceuticals Limited

Q3 & 9MFY24 Earnings Presentation

February 02, 2024

Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Q3 & 9MFY24 Performance

“The quarter gone by was extremely challenging resulting in 21.5% decline in our revenues, impacting our profitability by 49% for the quarter. On a YTD basis, our sales declined 9% while PAT declined by 10%.

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Manish Gupta, Managing Director

Financial Performance

9M FY24 Update

- Sales decline by 9% to ₹ 165.3 Crores
- Gross margins improve by 83 bps to 61.9%
- Operational EBITDA at ₹ 31.7 Cr, margins at 19.2% - Improves by 42 bps
- PAT at ₹ 19.0 Cr, margin remain consistent at 11.5%

Q3 FY24 Update

- Sales decline by 21% to ₹ 47.2 Crores
- Gross margin decline by 330 bps to 58.3%, impacted by adverse product mix
- Operational EBITDA at ₹ 6.0 Cr, margins at 12.7%
- PAT at ₹ 4.0 Crores, decline by 49%

Business Update

Strong performance in focus molecules (Source: IQVIA)

- Endoreg +17%, Indocap +15%, Metadec +2%

Strategic moderation in Dydrogesterone

- Hypercompetition impacting internal growth, ProRetro discontinued

Counterfeit Indomethacin product availability

- Spurious product found in the market, appropriate actions initiated with the help of various Regulatory Authorities
- Production unit located and closed down; key conspirators apprehended
- Stronger security features on strip and primary packing being rolled out in key brands starting February'24

New product launches in Q4 – Focus on smaller, value-add spaces

- Equirex M – Preferred for IBS associated with Gastric pain
- Queezy ER – Once a day formulation for nausea and vomiting of pregnancy, tablet in tablet technology
- Lycored Plus SG – Unique formulation with new anti-oxidants
- MemUp – Therapy for post-menopausal hormonal changes – First time in India

Key Brands Progression (Source: IQVIA)

All values in ₹ Crores

Brand	Company			Market		
	YTD Dec'22	YTD Dec'23	Gr %	YTD Dec'22	YTD Dec'23	Gr %
Indocap/ SR	28.1	32.2	15%	38.6	42.6	10%
Maintane Injection	29.9	26.9	-10%	116.1	112.6	-3%
Divatrone	22.6	22.5	-1%	740.0	881.8	19%
Metadec	24.3	24.8	2%	102.7	102.1	-1%
Lycored SG/ Syrup	22.7	20.8	-8%	347.8	374.1	8%
Maintane Tablet	13.3	11.3	-15%	25.2	23.6	-6%
Endoreg	10.2	11.9	17%	69.5	76.7	10%
Equirex	10.9	10.5	-4%	76.0	80.7	6%
Doxypal DRL	10.1	9.7	-4%	147.0	181.2	23%



Financial Performance

Profit and Loss Statement

All values in ₹ Mn

Particulars	Q3 FY 24	Q3 FY 23	YTD Dec 23	YTD Dec 22	FY 23
Revenue from Operations	472	601	1,652	1,813	2,367
Material Consumption	-197	-231	-630	-706	-931
Gross Margin	275	370	1,023	1,107	1,436
%	58.2%	61.5%	61.9%	61.1%	60.7%
Employee Benefit Expenses	-116	-142	-371	-432	-564
Operating Expenses	-98	-104	-335	-335	-438
Operational EBITDA Pre-ESOP	60	124	317	340	434
%	12.8%	20.6%	19.2%	18.8%	18.3%
ESOP Cost	-27	-40	-110	-48	-88
Net Operational EBITDA	34	84	206	292	346
%	7.2%	13.9%	12.5%	16.1%	14.6%
Exchange Gain/(Loss)	0	1	0	1	1
FMV gain/(losses) on investments	0	3	0	-4	-4
Other Income	25	17	67	29	57
Finance Cost	-2	-2	-6	-2	-4
Depreciation	-4	-3	-13	-7	-12
Exceptional Items	0	0	0	-32	-35
Earnings Before Tax	53	99	255	275	348
Taxes	-13	-21	-65	-64	-81
Earnings After Tax	40	77.8	190	211	267
%	8.4%	12.9%	11.5%	11.7%	11.3%

Key Balance sheet Items

All values in ₹ Mn

Particulars	As at 31 Dec 23	As at 30 Sep 23	Movement
Shareholders' Funds	1,794	1,694	100
Tangible Assets	10	11	-1
Assets Held for Sale	172	172	0
Financial Assets (Cash & Equivalents)	1,357	1,243	114
Investments	10	11	-1
Other Non-Current Assets (Net)	36	16	20
Lease liabilities	91	93	-2
Net Working Capital	234	262	-27

Thank You



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