



JAGSONPAL PHARMACEUTICALS LTD.

CIN: L74899DL1978PLC009181

Registered Office: T-210 J, Shahpur Jat, New Delhi – 110049

Phone No.: 011-46181100, Email: cs@jagsonpal.com, website: jagsonpal.com

May 23, 2023

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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Dear Sir/Madam,

Subject: Press Release for the quarter and financial year ended March 31, 2023

In terms of regulation 30 of the SEBI (LODR) Regulations, 2015, please find enclosed Press Release and Investor Presentation, being issued by the Company for the financial results for the quarter and year ended March 31, 2023.

We request you to take the above on record.

Thanking you,

For Jagsonpal Pharmaceuticals Limited

Abhishek Joshi

Company Secretary & Compliance Officer



Jagsonpal Pharmaceuticals announces FY23 Results

Reports strong operational and financial performance
Board recommends dividend of ₹ 5 per share (100%)

Revenues grew by 8.8% to ₹ 237 Crores
Operating EBITDA grew by 80.7% to ₹ 43 Crores, EBITDA margin at 18.3%
PAT grew by 41.7% to ₹ 27 Crores

Gurugram, May 23, 2023: Jagsonpal Pharmaceuticals Limited (BSE: 507789, NSE: JAGSNPHARM) today announced the financial results for the year ended March 31st, 2023

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

₹ in lakhs	Q4 FY23	Q4 FY22	FY23	FY22
Revenues	5,545	5,123	23,671	21,758
Operating EBITDA	936	78	4,337	2,399
EBITDA Margin	16.9%	1.5%	18.3%	11.0%
PAT	560	32	2,672	1,885

* Before ESOP accounting and one-time expenses

Commenting on the Company's performance, Mr. Manish Gupta, Managing Director stated "FY23 has been an extremely important and transformational year for us at Jagsonpal. The year saw Infinity Holdings becoming the largest shareholder in the company and the consequent changes across the governance and operational framework.

I am pleased to report strong performance across all operating and financial matrices in a year of significant transition. While our revenues grew at 8.8%, the improvement in the quality of business aided expansion of operating margins by 730 bps, driving significant improvement in operational profits and balance sheet.

The performance is reflective of the strong brand equity of Jagsonpal. Our key brands are on growth track with Divatrone (our dydrogesterone brand) emerging as our largest brand within 18 months of launch.

With cash reserves in excess of ₹ 115 crores, we have put in place a clear roadmap for accelerating growth even as we evaluate opportunities for strategic use of our cash surplus."

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 Gynecology and Orthopedic 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 4406710

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Registered Office: T-210 J, Shahpur Jat, New Delhi – 110049

Corporate Office: Nimai Tower, 3rd floor, Udyog Vihar, Gurugram – 122015



Jagsonpal Pharmaceuticals Limited

FY23 Earnings Presentation

May 23, 2023

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.

FY23 Performance

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Manish Gupta, Managing Director

Earnings Summary

All values in ₹ lakhs



Performance	Revenue	Op. EBITDA*	Profit Before Tax	Profit After Tax
Q4FY23	5,545	936	732	560
YoY Growth	8.2%	12x	16x	18x
FY23	23,671	4,337	3,481	2,672
YoY Growth	8.8%	80.8%	30.7%	41.8%

* Before ESOP accounting and one-time expenses

FY23 – Foundation strengthened for stronger future



- Onboarded Infinity Holdings as joint promoter – Induction of new Board for strategic direction
- Controls and Governance - Big-5 as auditor, Internal auditor, Risk control frame-work
- Realigned leadership, organization structure, ESOPs rolled out for long term value creation
- Seamless transition to new office in Gurgaon to establish, support new organisational culture
- Dydrogesterone emerges as largest product within first year, smooth transition to C&F distribution model
- Strengthened focus on execution drives improvement across all operating and financial matrices

Business Updates

- Continuing outperformance of domestic pharmaceutical industry (Source: IQVIA) on a full year basis
 - Overall growth of 10.5% vis-à-vis industry growth of 7.9%
- Strong performance by Dydrogesterone franchise – collectively 3.8%+ market share; Ranked 7th in industry
- Market share gains in 4 out of top 5 brands

Financial Updates

- Strong improvement across all major operating matrices – Margins, Working capital and Return ratios
- Strong cash flow generation - Treasury position exceed ₹ 115 Crores, up @70%

Key Brands Progression

All values in ₹ crores



Molecule	Brand	JPL Sales			Market size		
		FY22	FY23	Gr %	FY22	FY23	Gr %
Hydroxyprogesterone	Maintane Inj.	32.5	40.0	23.3%	131.6	155.7	18.3%
Indomethacin	Indocap SR	32.3	38.7	19.9%	45.5	52.2	14.7%
Dydrogesterone*	Divatrone/ ProRetro	13.3	38.1	185.6%	606	1,001	65.2%
Nandrolone Decanoate	Metadec	29.4	32.8	11.5%	149.7	139.2	-7.0%
Lycopene	Lycored SG/ Syrup	31.3	30.1	-3.9%	469.8	465.2	-1.0%
Allylestrenol	Maintane Tabs	17.3	17.2	-0.7%	32.9	32.6	0%
Dienogest	EndoReg	9.9	13.7	38.4%	75.5	91.3	20.8%
Doxycycline + Lactob.	Doxypal DR-L	23.3	13.0	-44.3%	296.9	201.2	-32.2%
Iron Supplement	JP Tone Syrup	12.1	9.9	-18.4%	960.1	1,011.1	5.3%
Collagen Pep	Colla-2	4.1	4.1	1.2%	276.9	334.5	20.8%

*Dydrogesterone – Aug'21 launch

Source: IQVIA

Financial Performance

Profit and Loss Statement

All values in ₹ lakhs



Particulars	Q4 FY 23 Audited	Q3 FY 23 Unaudited	Q4 FY 22 Audited	FY 23 Audited	FY 22 Audited
Revenue From Operations	5,545	6,014	5,123	23,671	21,758
Material Consumption	-2,251	-2,314	-2,339	-9,310	-8,896
Gross Margin	3,294	3,700	2,784	14,361	12,862
%	59.4%	61.5%	54.3%	60.6%	59.1%
Employee Benefit Expenses	-1,321	-1,419	-1,407	-5,641	-5,768
Operating Expenses	-1,037	-1,045	-1,298	-4,383	-4,695
Operational EBITDA	936	1,236	78	4,337	2,399
%	16.9%	20.6%	1.5%	18.3%	11.0%
ESOP Cost	-393	-398	0	-877	0
Exchange Gain/(Loss)	1	8	-	8	0
FMV gain/(losses) on investments	0	25	-36	-45	104
Other Income	255	166	72	565	343
Finance Cost	-20	-18	-6	-41	-29
Depreciation	-48	-33	-65	-121	-153
Exceptional Items	0	0	0	-346	0
Earnings Before Tax	732	987	45	3,481	2,664
Tax incl. Deferred Tax	172	208	13	809	779
Earnings After Tax	560	778	32	2,672	1,885

Key Balance Sheet Items

All values in ₹ lakhs



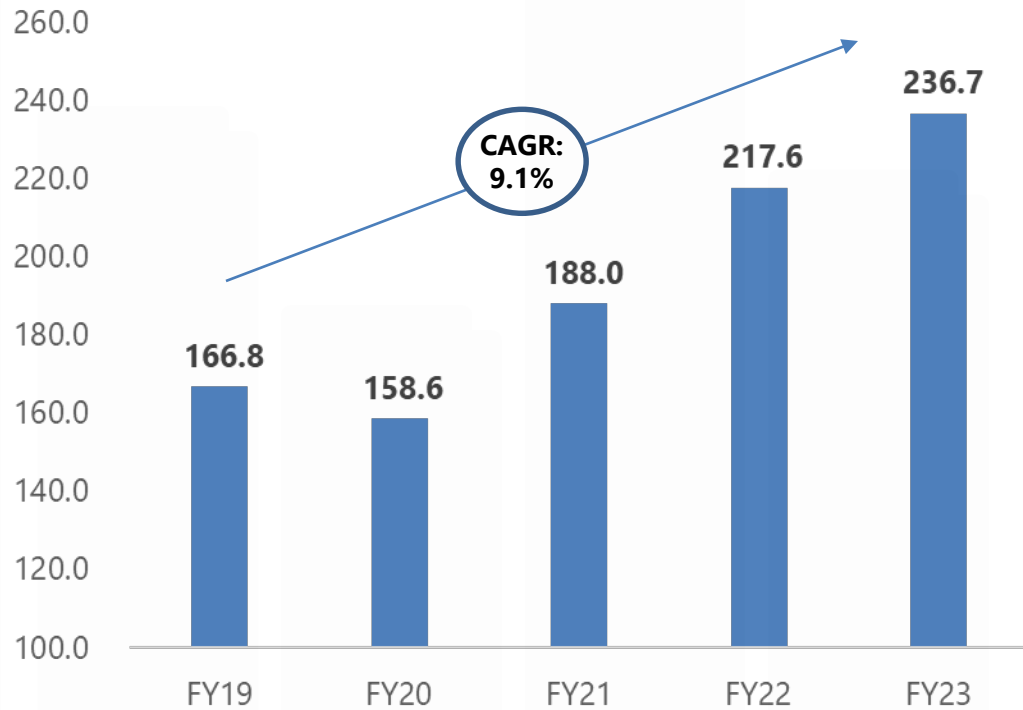
Particulars	March 31, 2023	March 31, 2022
Shareholders Funds	15,889	13,276
Tangible Assets	1,835	2,257
Cash and cash equivalents	11,584	7,599
Net Working Capital	2,223	3,493

Improving Financial Matrices

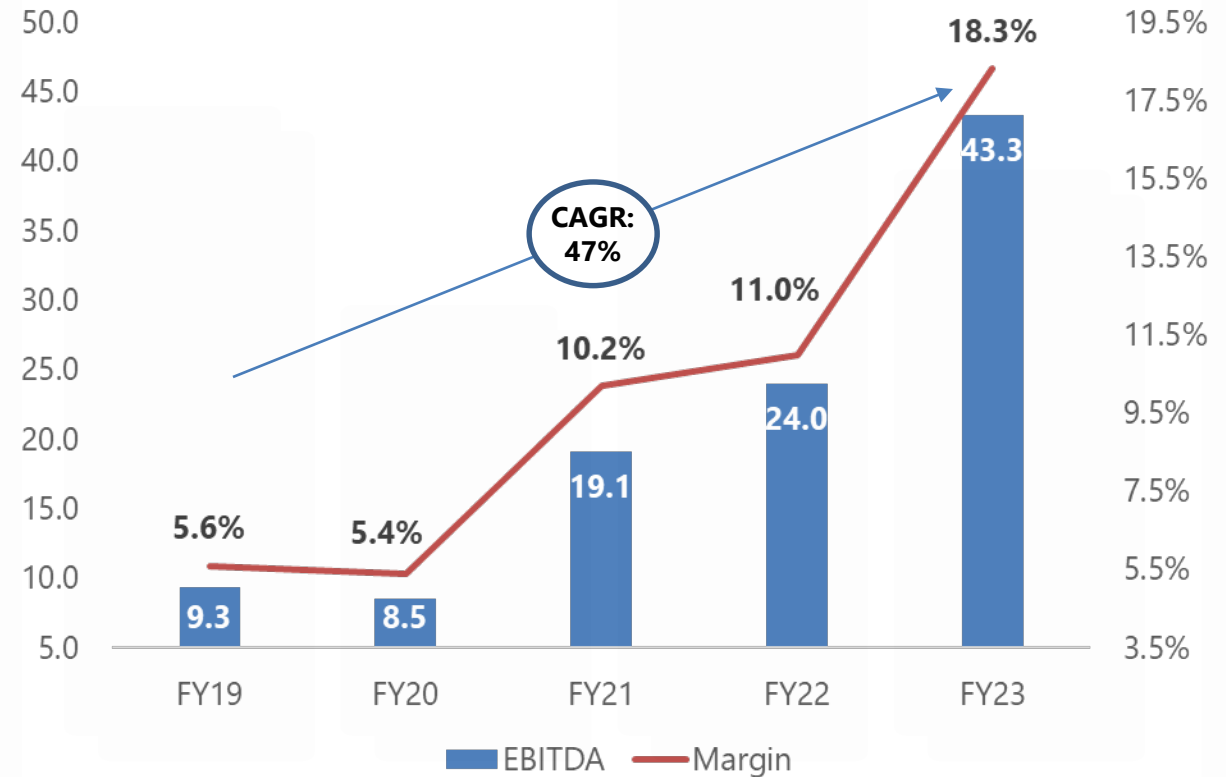
All values in ₹ Crores



Revenue from Operations



Operational EBITDA, Margin

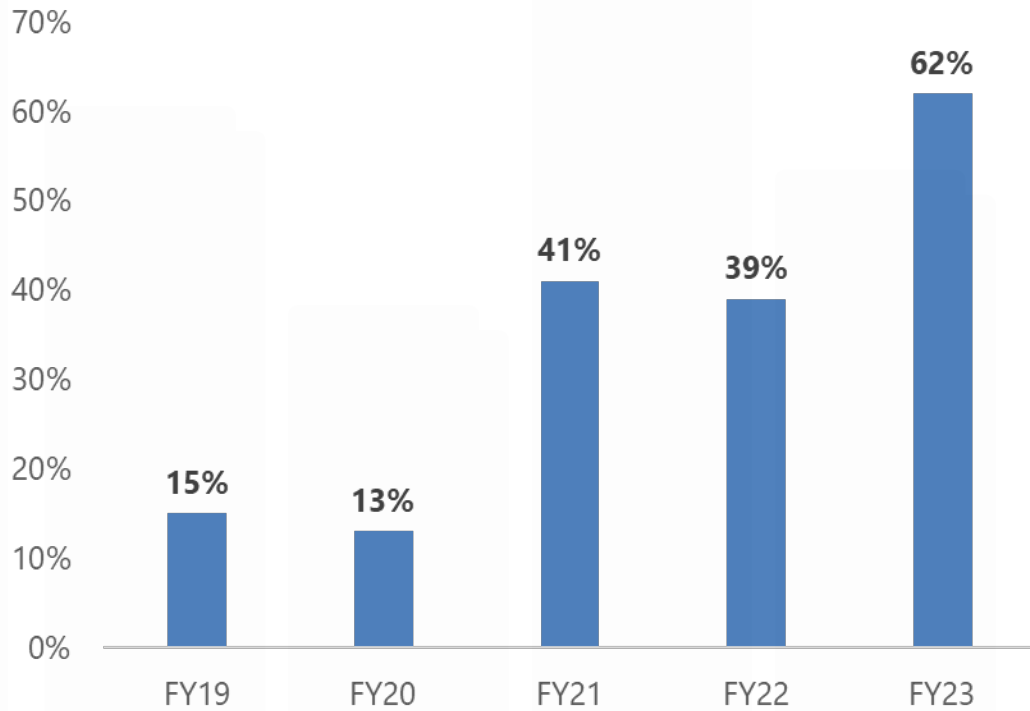


Improving Financial Matrices

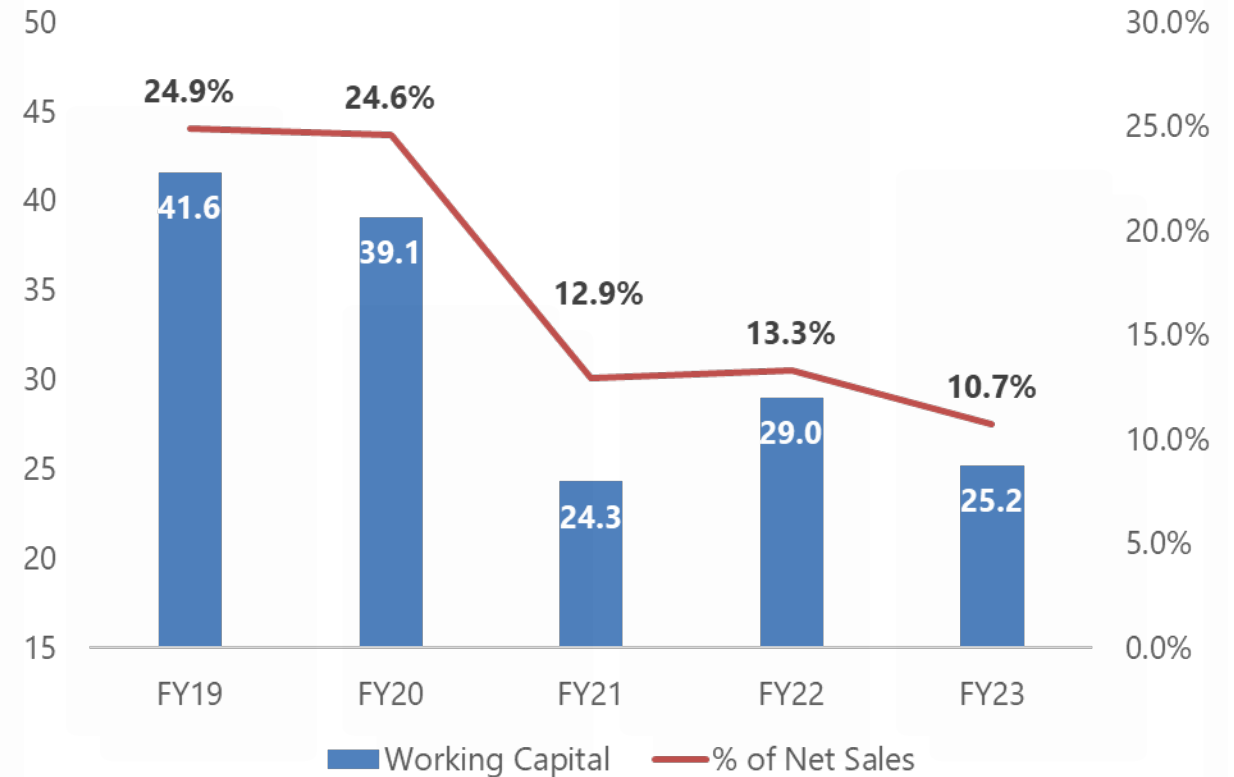
All values in ₹ Crores



Return on Capital Employed*



Working Capital, % of Net Sales



*Net of Treasury Investments



Thank You