



# FDC LIMITED

Investor Presentation  
Q4FY22 and FY22

# 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

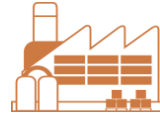
1



## 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

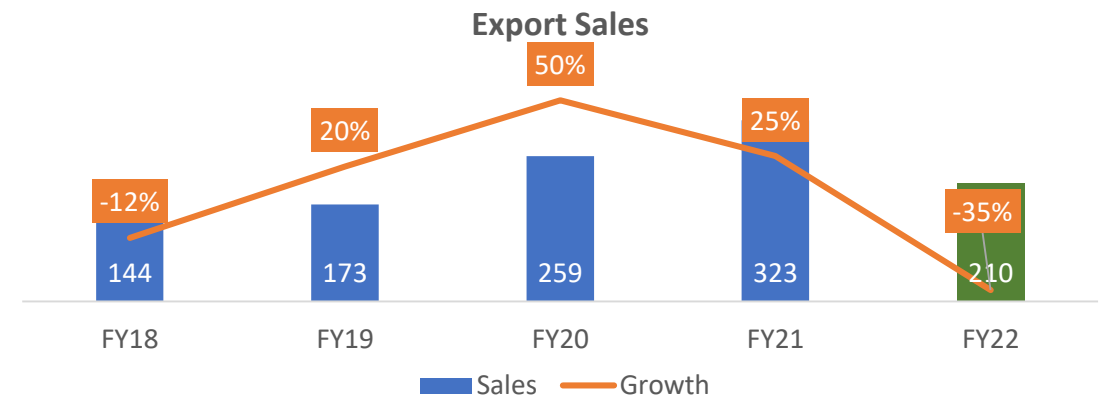
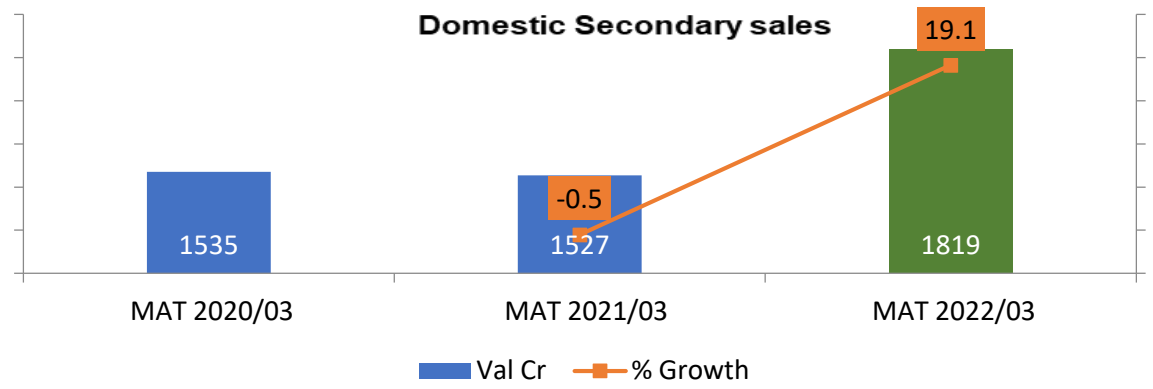
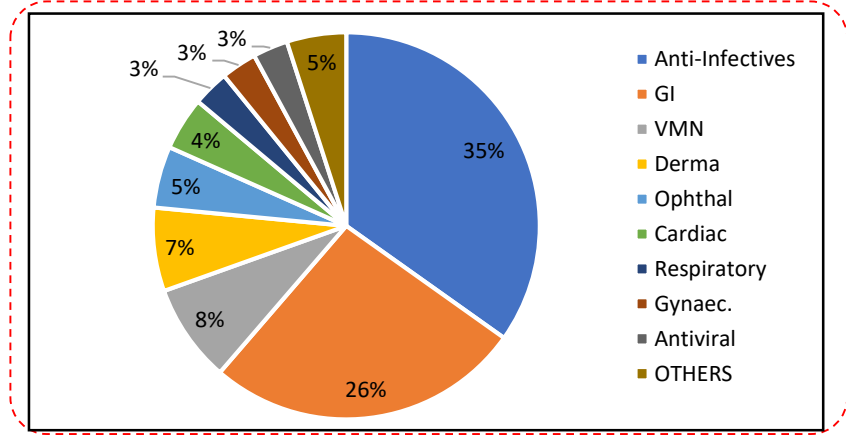
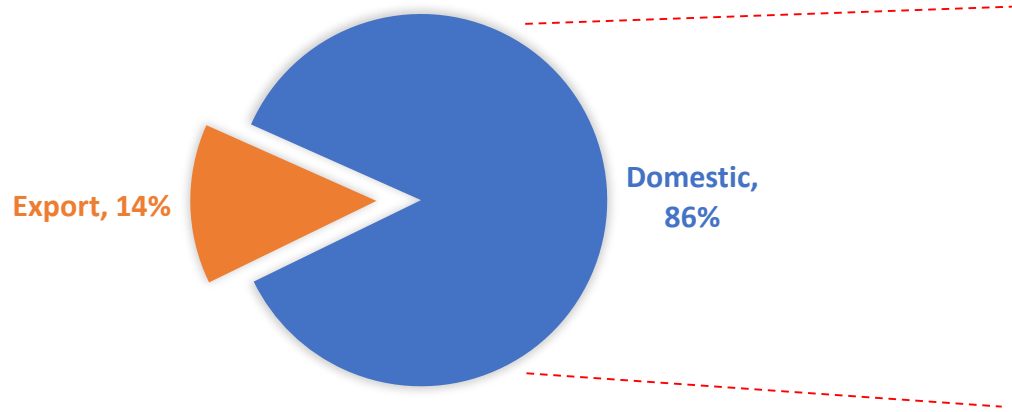


## Strong Financials

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

# Multiple Levers to drive growth

## Revenue Mix



## Sales & Marketing

3,242 Medical representatives across 10 divisions marketing 130+ brands

(Source: IQVIA-Moving Annual Total Turnover- MAT Mar 2022, Internal Data).



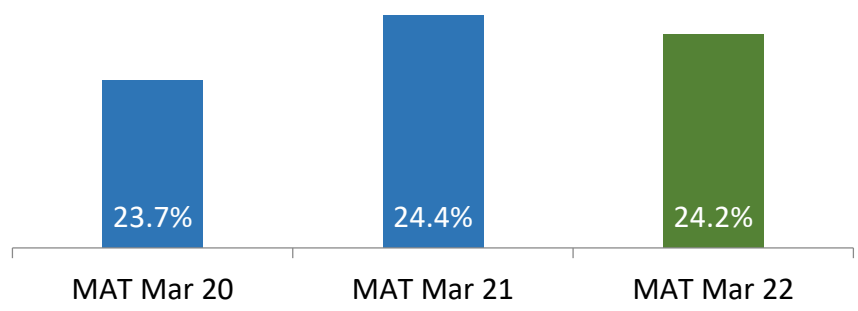
# Multiple Top Brands to anchor growth

Brand	Molecule	Rank	Rs. Crs	MS %
Zifi	Cefixime	1	301	24.2
Electral	Oral Rehydration	1	300	72.4
Enerzal	Energy Drink	1	124	39.1
Vitcofol	Folic acid + Cyanocobalamin + Nicotinamide	8	79	2.5
Zathrin	Azithromycin	5	71	4.3
Zifi CV	Cefixime + Clavulanic acid	1	69	43.3
Zifi O	Cefixime + Ofloxacin	1	52	12.0
Zocon	Fluconazole	1	51	26.3
Amodep AT	Atenolol + Amlodipine	4	40	6.5
Simyl –MCT	Infant Formulas	3	28	23.2

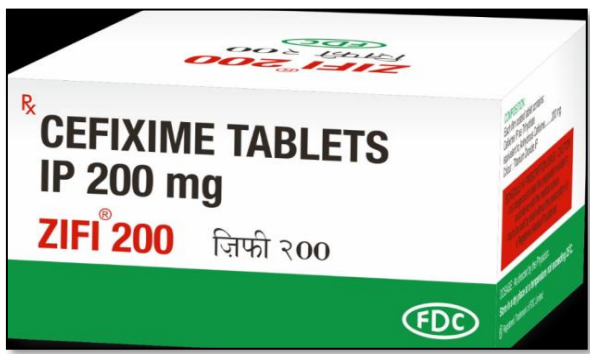
# Zifi – Category Leader in CEFIXIME

## Zifi – Consistent Category Leader

(Market Share)

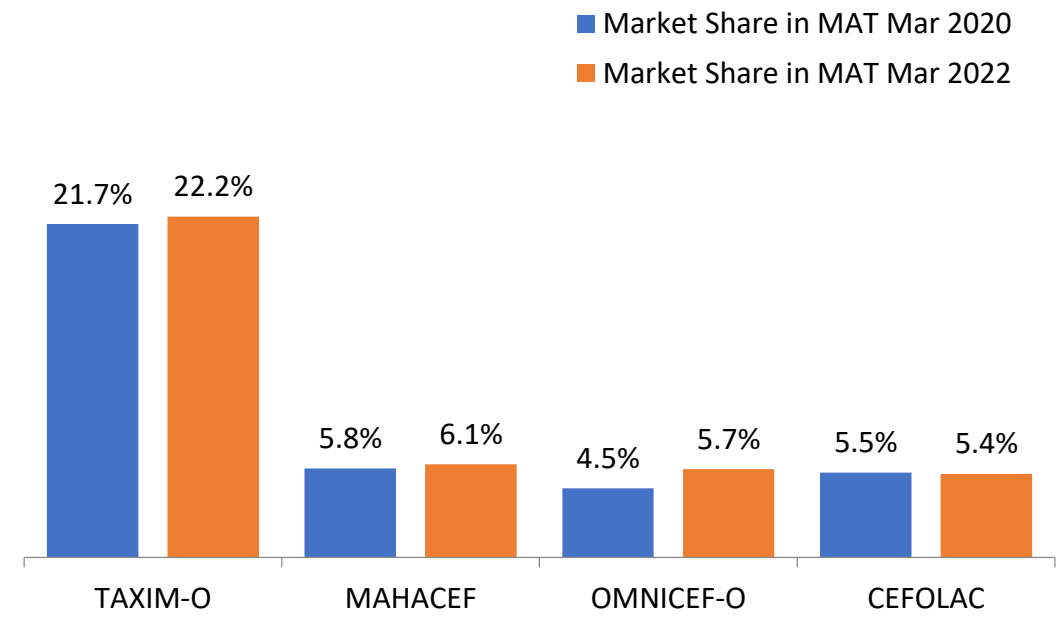


## Multiple SKUs to Driving Consistent Growth



## In an otherwise fragmented market

(Market Shares of Other Players)



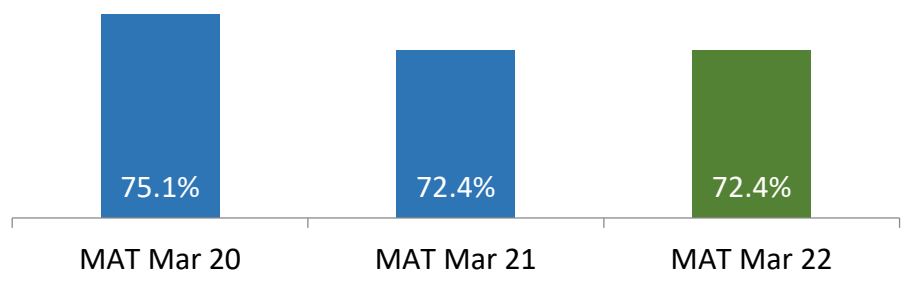
Source: IQVIA-Moving Annual Total Turnover- MAT Mar 2022



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

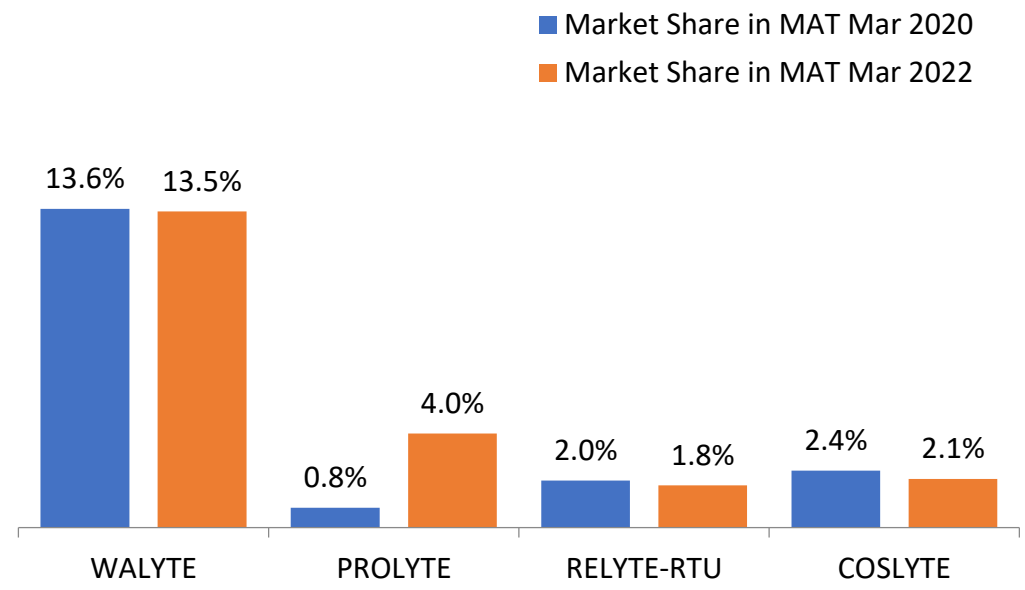
## Electral – Brand synonymous with product category

(Market Share)



## In an otherwise fragmented market

(Market Shares of Other Players)



## Multiple SKUs to Driving Consistent Growth



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

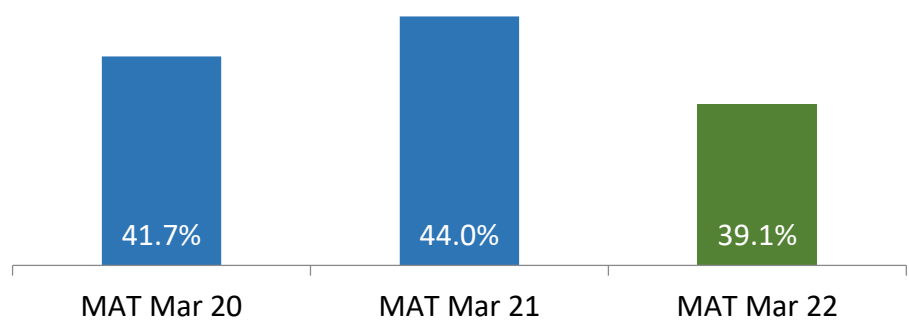




# Enerzal – Category Leader in Energy Drinks

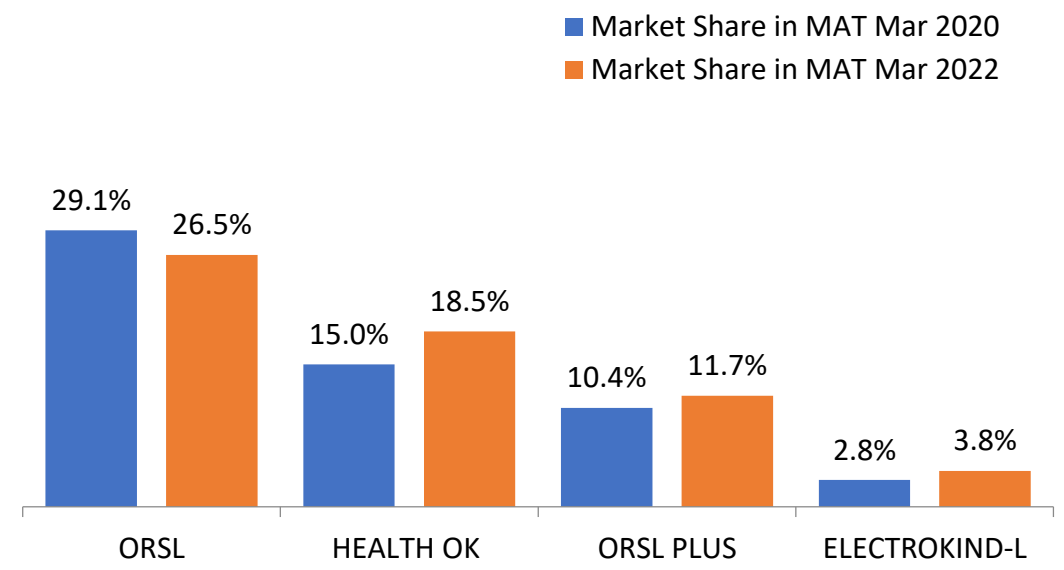
## Enerzal – Consistent Category Leader

(Market Share)



## In an otherwise fragmented market

(Market Shares of Other Players)



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





# Manufacturing Facilities & Regulatory Highlights -1

## Location



Waluj

## Products

- ◆ Sterile ophthalmic preparations
- ◆ Oral Liquids
- ◆ Oral Rehydration Salts
- ◆ External Powders

## Regulatory Approvals

- ◆ Ophthalmic facility is MHRA GMP approved, Undergone 7 MHRA inspections between 2003 and Sep 2021. Recent virtual inspection was completed between Sep 6-9, 2021.
- ◆ Cleared 6 USFDA inspections since 2005, received Establishment Inspection Report (EIR)



Goa 1 & 2

- ◆ Oral Solid Dosages (Tablet/Capsules)
- ◆ Oral Rehydration Salts

- ◆ MHRA GMP approved for capsule manufacturing; last MHRA inspection in Sep 2019
- ◆ cGMP compliant as per PIC/S Malaysia, last inspection in September 2017
- ◆ GMP compliant by MCA-Zimbabwe, last inspection in Sep 2019



Goa 3

- ◆ Oral Solid Dosages (Tablet)

- ◆ MHRA GMP approved; last MHRA inspection in Sep 2019
- ◆ cGMP Compliant by PIC's Malaysia. Last inspection in May 2017

# Manufacturing Facilities & Regulatory Highlights -2

## Location



**Roha**



**Sinnar**



**Baddi**

## Products

- ◆ Active Pharmaceutical Ingredients (APIs)

- ◆ Oral Rehydration Salt
- ◆ Food Plant
  - ◆ Ready to drink – Energy drink
  - ◆ Nutraceuticals
  - ◆ Protein supplements, Spray dried infant milk supplement

- ◆ Cephalosporin Oral Solids
- ◆ Oral Powders
- ◆ Oral Liquids

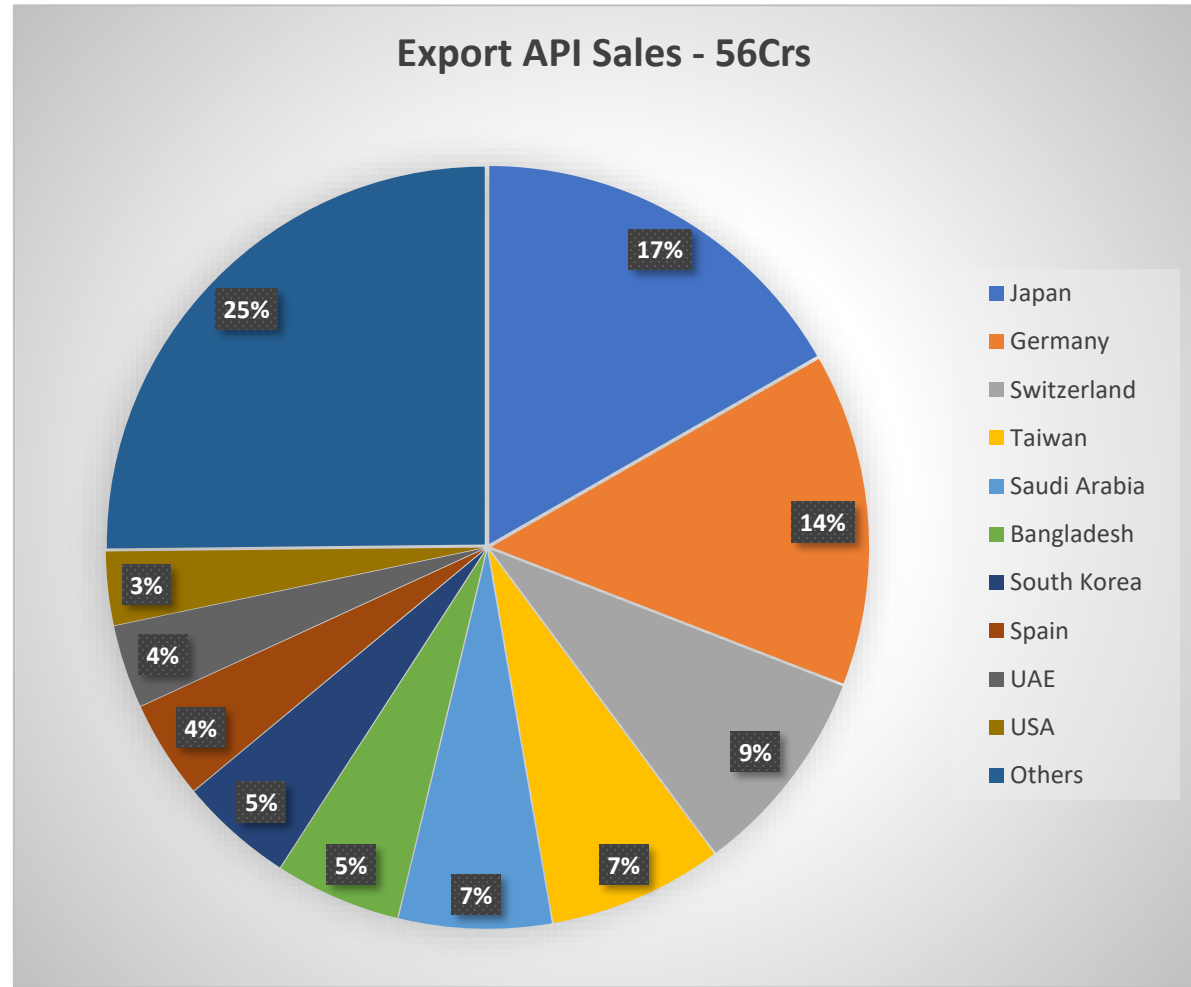
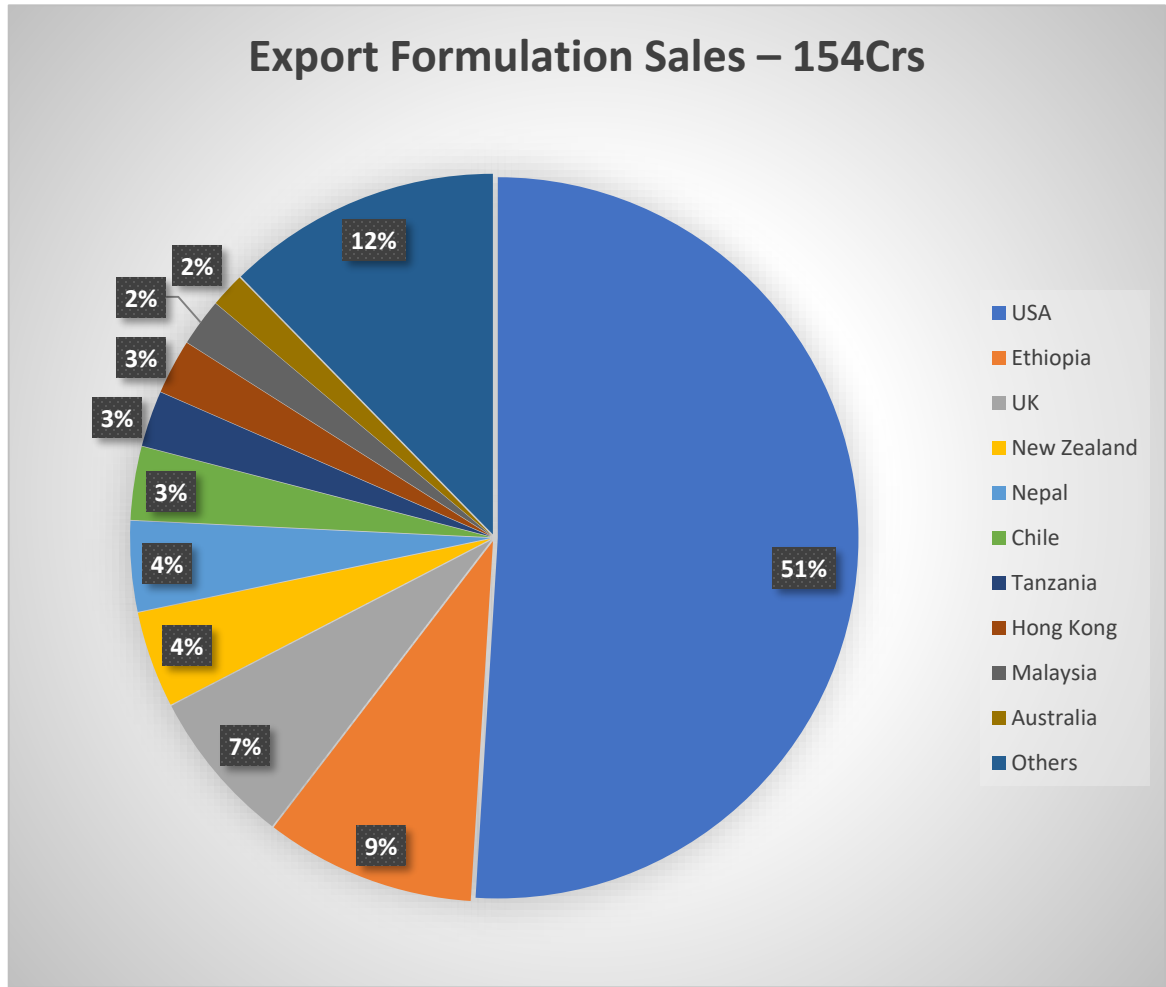
## Regulatory Approvals

- ◆ USFDA approved
- ◆ WHO
- ◆ CEP

- ◆ WHO, Unicef, Tanzania, Ethiopia, Malawi
- ◆ FSSAI, BIS.
- ◆ Certified ISO 22000:2005-Food Safety Management System.

- ◆ WHO approved, USFDA compliant

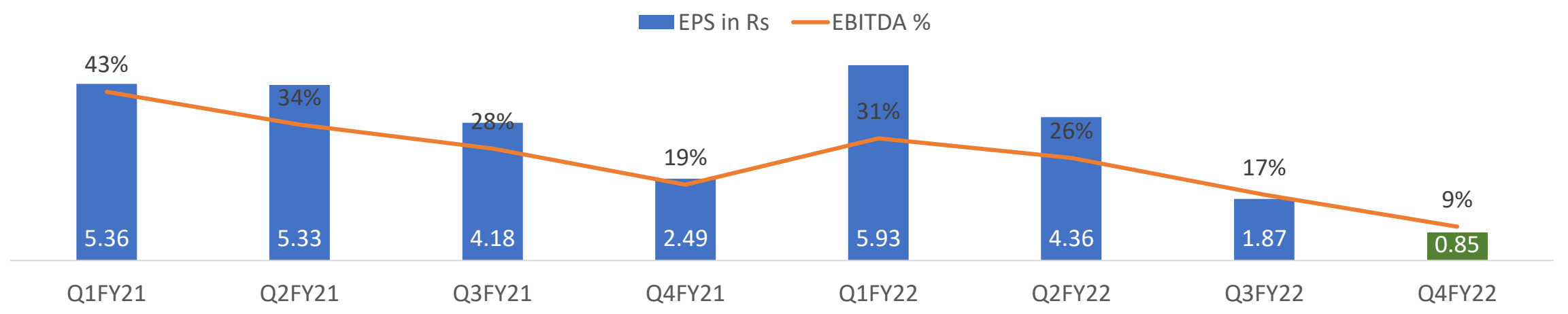
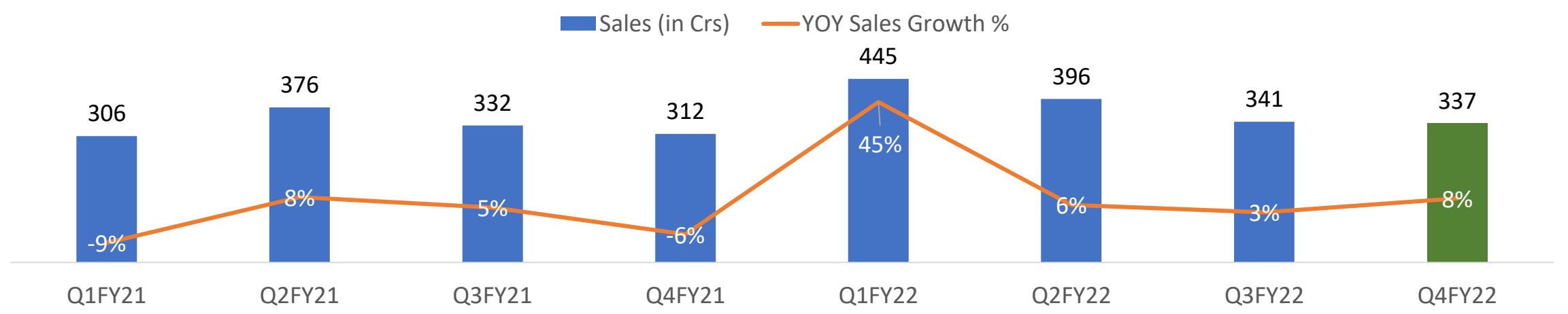
# TOP 10 Countries - Export Sale of APIs & Formulations FY22



Source: Internal Data



# Quarterly Performance

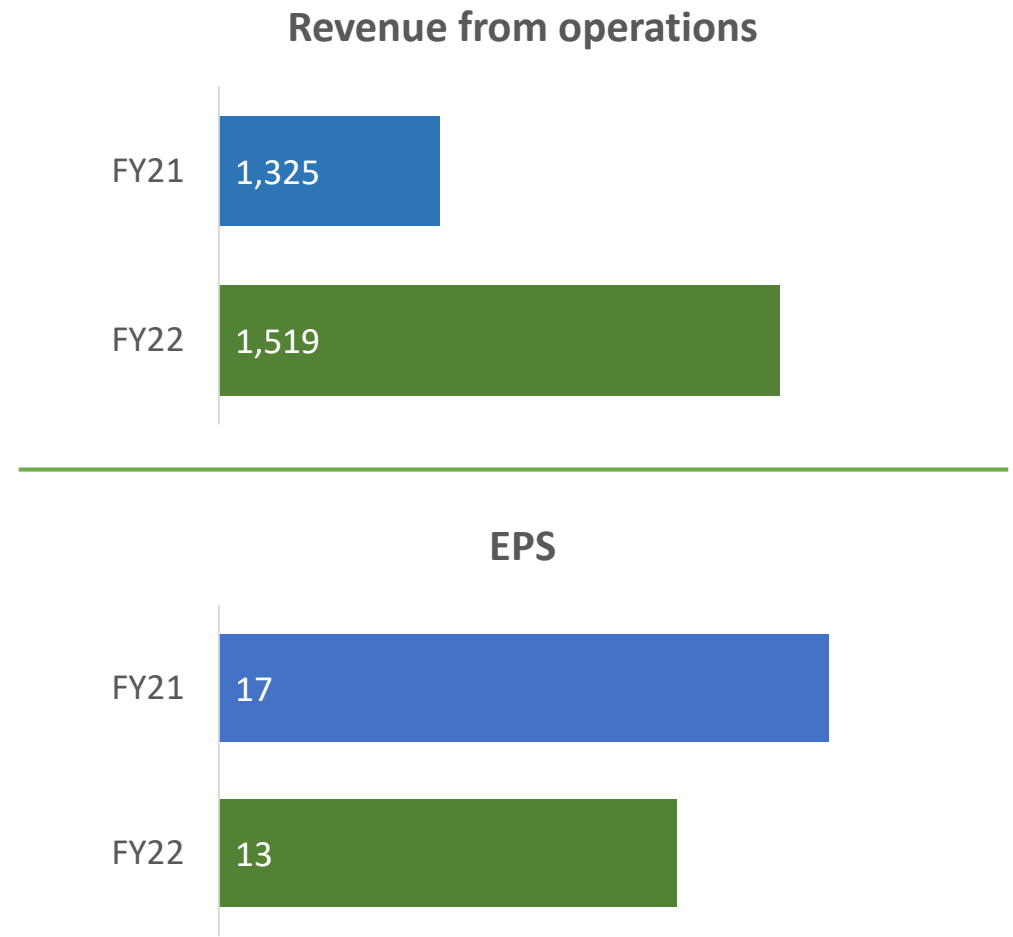


Source: Internal Data



# Yearly Performance

in crs. (except EPS)	FY22	FY21	YoY %
Revenue from operations	1,519	1,325	15%
Other income	78.73	97.	-19%
<b>Total Income</b>	<b>1,598</b>	<b>1,423</b>	<b>12%</b>
Operating Expenses	1,272	1,001	27%
EBITDA	326	421	-23%
Finance Cost	3	3	-10%
Depreciation	37	38	-1%
Profit before Tax	285	380	-25%
Taxes	66	86	-23%
Profit after Tax	220	294	-25%
<b>EPS</b>	<b>13.01</b>	<b>17.32</b>	<b>-25%</b>



Source: Internal Data



# Financial Summary – 5 Year Scenario

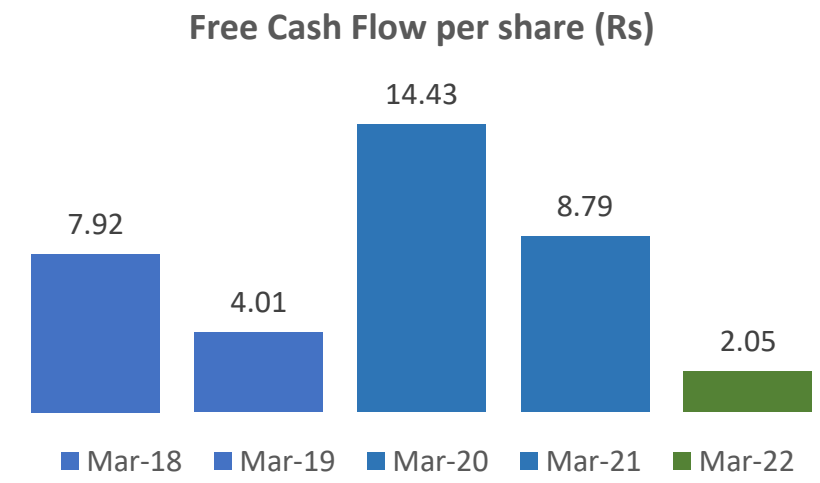
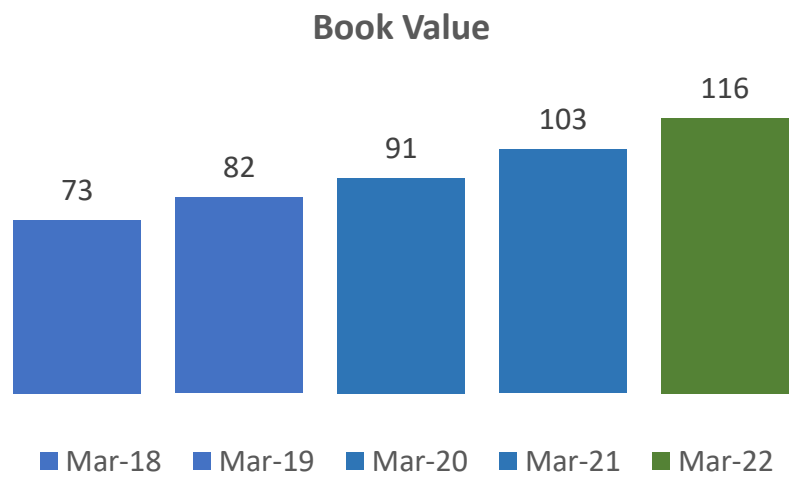
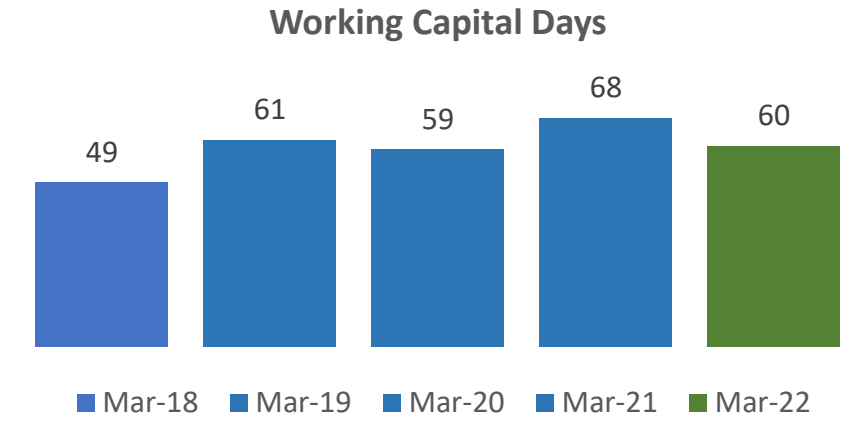
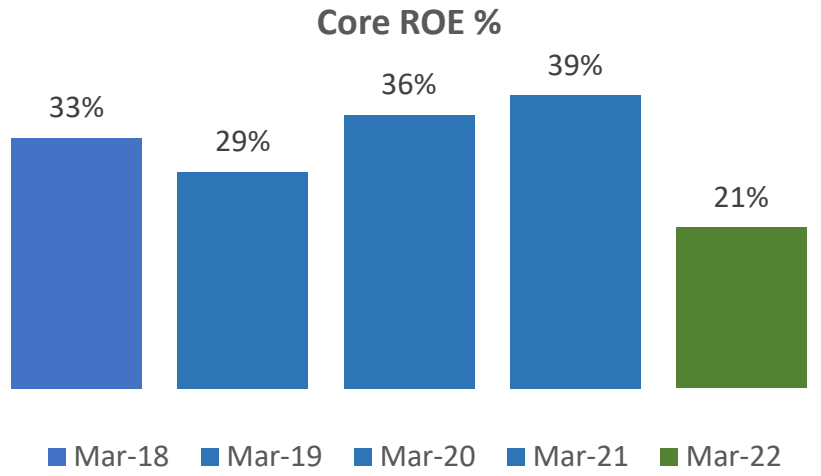
Figures in INR Crores	FY18	FY19	FY20	FY21	FY22
Total Sales	1,070	1,075	1,323	1,316	1,515
Domestic Sales	926	902	1,064	993	1,304
International Sales	144	173	259	323	210
<i>Sales Growth</i>	<i>2.3%</i>	<i>0.5%</i>	<i>23.0%</i>	<i>-0.5%</i>	<i>15.1%</i>
Operating Expenditure	851	855.83	1,048	1,001	1,272
<b>EBITDA</b>	<b>270</b>	<b>275</b>	<b>366</b>	<b>421</b>	<b>326</b>
<i>EBITDA Margins</i>	<i>25%</i>	<i>26%</i>	<i>28%</i>	<i>32%</i>	<i>21%</i>
<b>Net Profits</b>	<b>168</b>	<b>171</b>	<b>247</b>	<b>294</b>	<b>220</b>

Domestic business showed good growth of ~30% in FY22

Export business de-growth is of ~35% in FY22, mainly because of US

Increases in RM/PM as well as Logistics and Marketing costs in the period FY22

# Best in Class Operating Financials



Source: Internal Data





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)



