



Zeal & Innovation in Medicine

Ref No.: ZLL/CS/BSE/NSE

Date: 03.08.2024

BSE Limited, Market Operations Dept. P. J. Towers, Dalal Street, Mumbai- 400 001 Company Code- 541400	National Stock Exchange of India Limited Listing Compliance Department Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051 (Symbol - ZIMLAB)
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Dear Sir/Madam,

**Sub: Q1 FY25 - Earnings Presentation**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed Q1 FY25 - Earnings Presentation.

Kindly take the intimation on record.

Thanking you,

Yours faithfully,

For ZIM LABORATORIES LIMITED

(Piyush Nikhade)  
Company Secretary and Compliance Officer  
Membership No. A38972

Encl : As above.

**ZIM LABORATORIES LIMITED**

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# ZIM LABORATORIES LIMITED

Q1 FY25 – EARNINGS PRESENTATION



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- 05 SHAREHOLDING

# INTEGRATED BUSINESS MODEL

## End-to-End Product Development

### 01. Product Conceptualisation

Conceptualisation involves R&D and product research to examine feasibility

### 02. Product Development

Development includes technical studies, BE studies, and Dossier creation, with the API being outsourced

### 03. Dossier Development & Filing

Dossiers are filed and technically supported until Marketing Authorisation (MA) is obtained

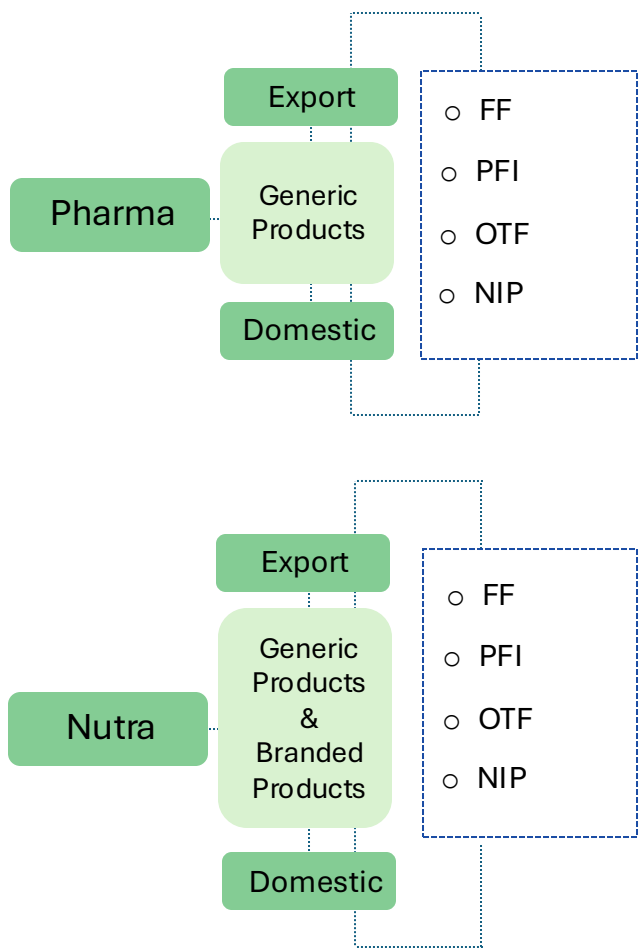
### 04. Marketing Authorisation (MA)

Marketing Authorisation is granted to ZIM or its partners

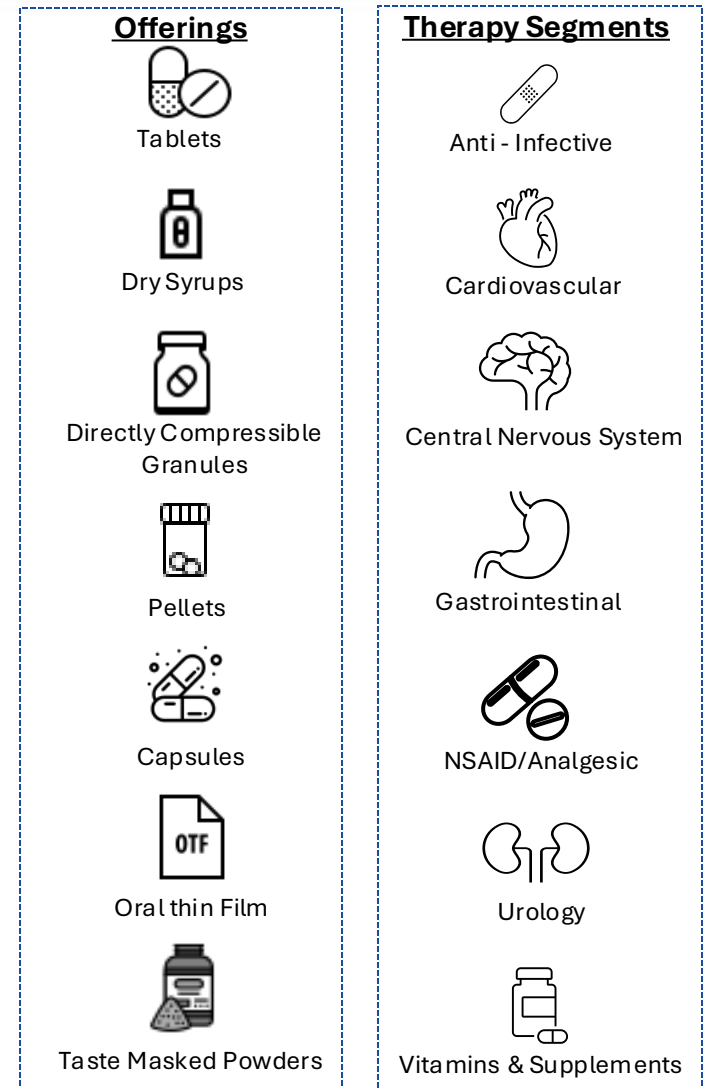
### 05. Manufacturing & Supply

Final stage involves Manufacturing and Supply

## Business Segments



## Distinct Offerings Across therapy segments and Dosage forms



# Q1FY25 HIGHLIGHTS

## Financial Highlights

Total operating income increased 21.4% YoY; ₹818 Mn in Q1FY25 vs ₹674 Mn in Q1FY24



EBITDA increased to ₹90 Mn in Q1FY25 vs ₹59 Mn in Q1FY24; margins were 11% vs 8.8%



Gross Block addition remains aligned with our strategy for developed markets; ₹125 Mn added in Capex, ₹34 Mn in BE & registrations



₹80 Mn was invested in R&D in Q1FY25 (c.9.8% of Total Operating Income)



## Business Highlights



ZIM was granted NIP Marketing Authorisation (MA) in EU for Azithromycin Oral Suspension



ZIM filed 1 NIP & 1 OTF dossier in Australia through its Subsidiary (ZIMTAS Pty Ltd)



2 NIP filings for 1 molecule done in Portugal

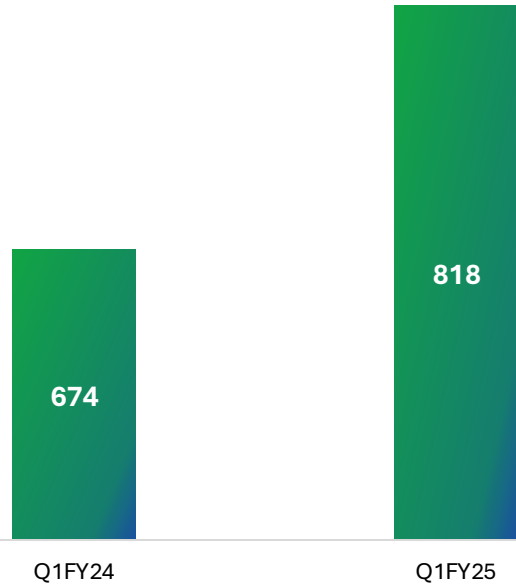


6 NIP filings for 4 molecules done in Pharmerging & RoW markets



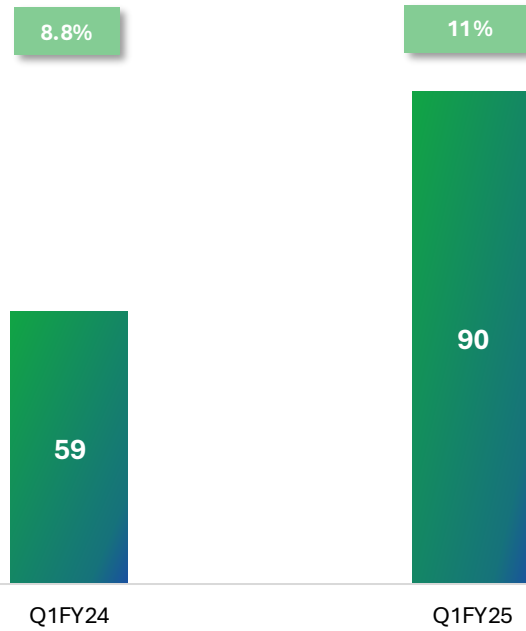
# FINANCIAL PERFORMANCE – Q1FY25

## Total Operating Income



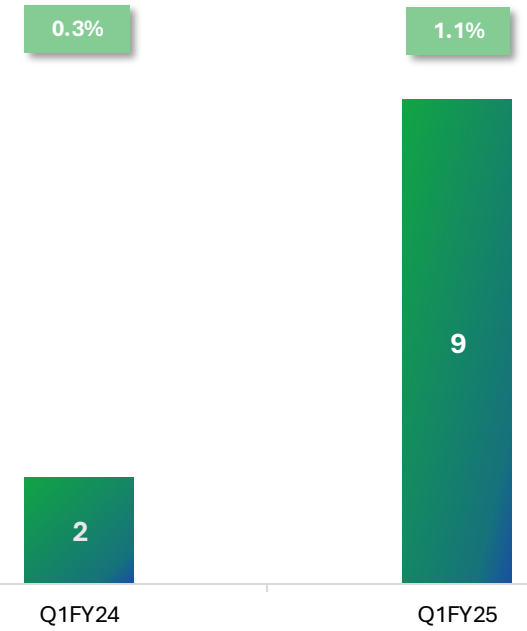
■ Total Operating Income (₹ Mn)

## EBITDA & EBITDA margin



■ EBITDA (₹ Mn)

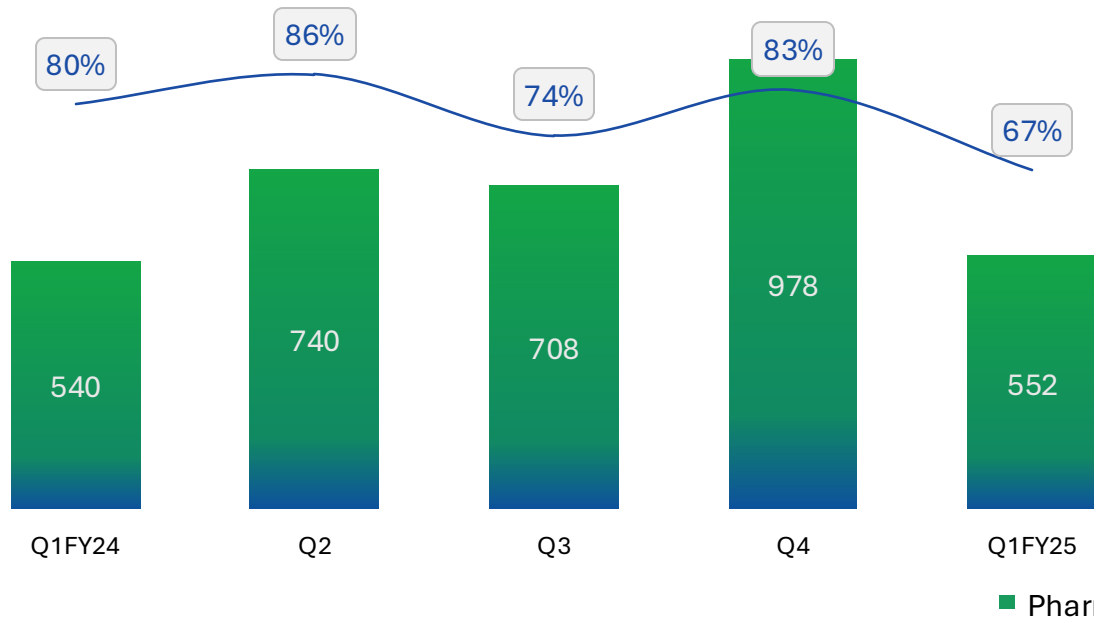
## Profit After Tax (PAT) & PAT margin



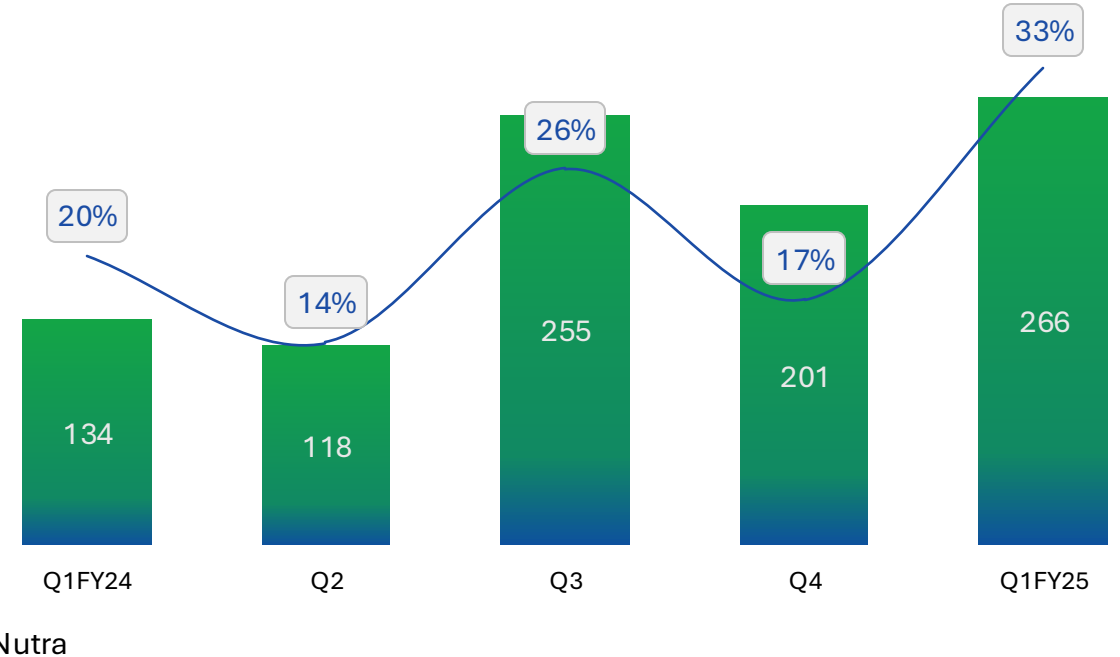
■ PAT (₹ Mn)

- Total Operating Income grew 21.4% YoY, driven by increased contributions from our Innovative Product basket (NIP + OTF) and early signs of resolution in currency issues in some regions
- EBITDA grew 52.5% YoY primarily on account of top line growth and an improved product mix

### Pharma Revenue (₹ Mn) & Contribution to Total Operating Income (%)



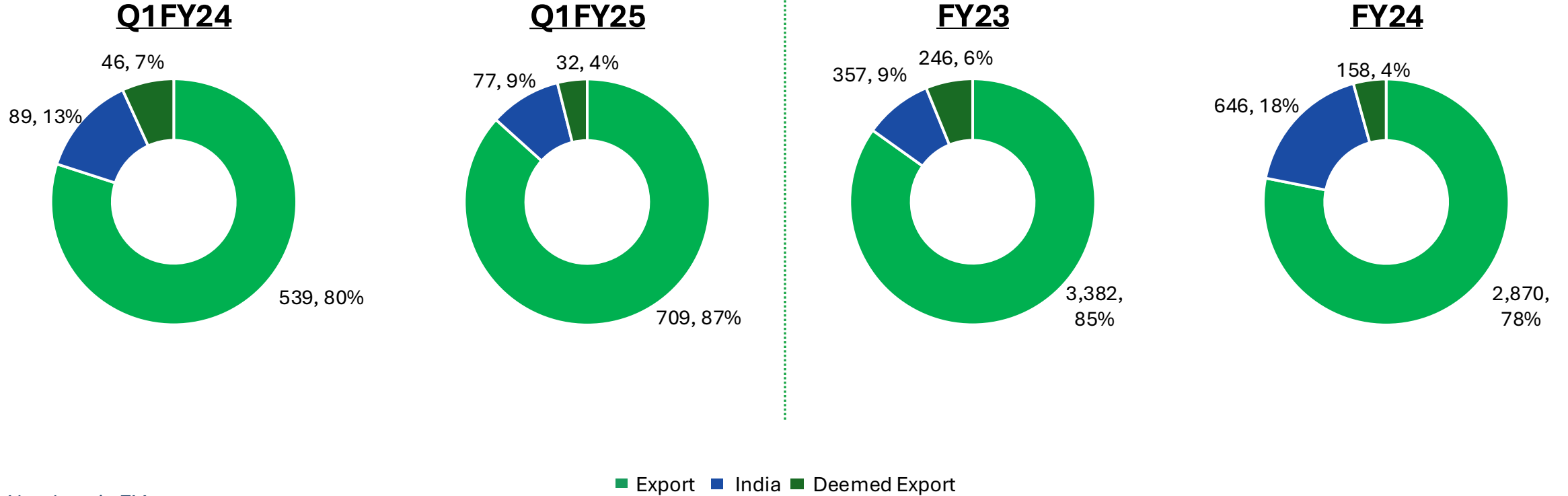
### Nutra Revenue (₹ Mn) & Contribution to Total Operating Income (%)



- **Q1FY25** : Pharma business contributed to 67% of revenue while Nutra contributed 33%. Pharma business contribution increased in absolute terms YoY
- Increase in Nutra business contribution was driven by a significant order for our Over The Counter (OTC) Urology NIP and repeat orders for some of our differentiated Nutra products from regions where we experienced currency issues in FY24



# REVENUE MIX

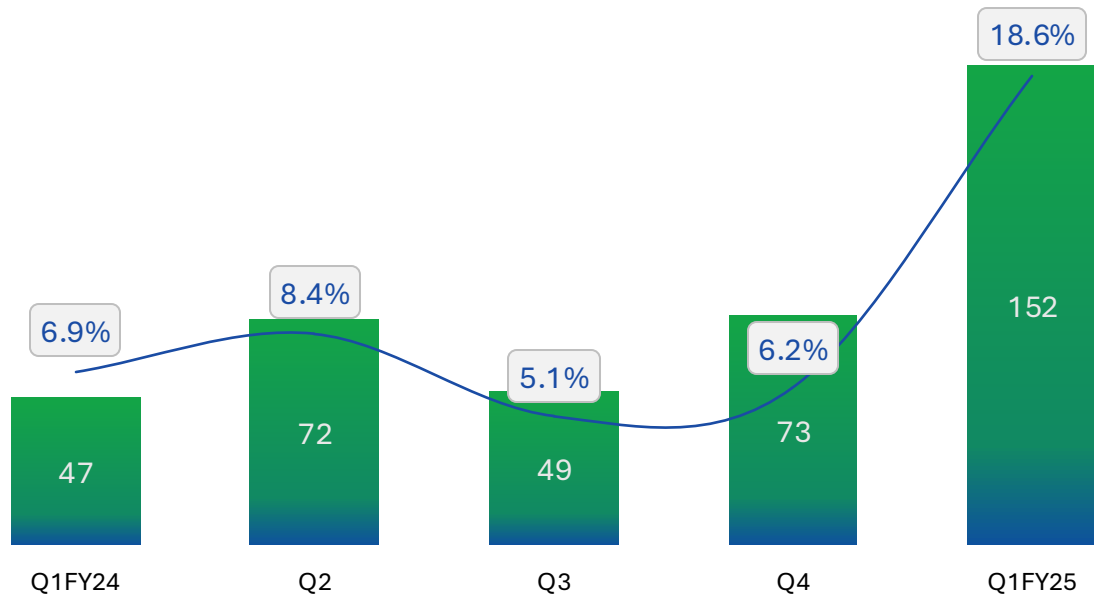


Numbers in ₹Mn

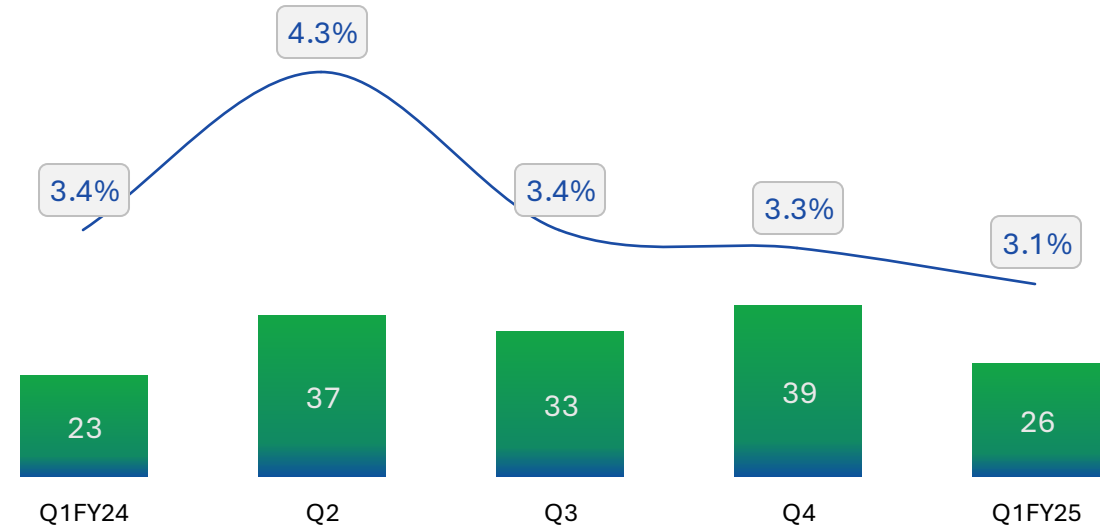
- **Q1FY25** : Export business grew 31.6% YoY reaching ₹709 Mn in Q1FY25 vs ₹539 Mn in Q1FY24
- India business contributed ₹77 Mn in Q1FY25
- Lower margin deemed export business declined in line with our strategy to focus on higher value products

# REVENUE CONTRIBUTION FROM NIP + OTF

### NIP Revenue (₹ Mn) & Contribution to Total Operating Income (%)



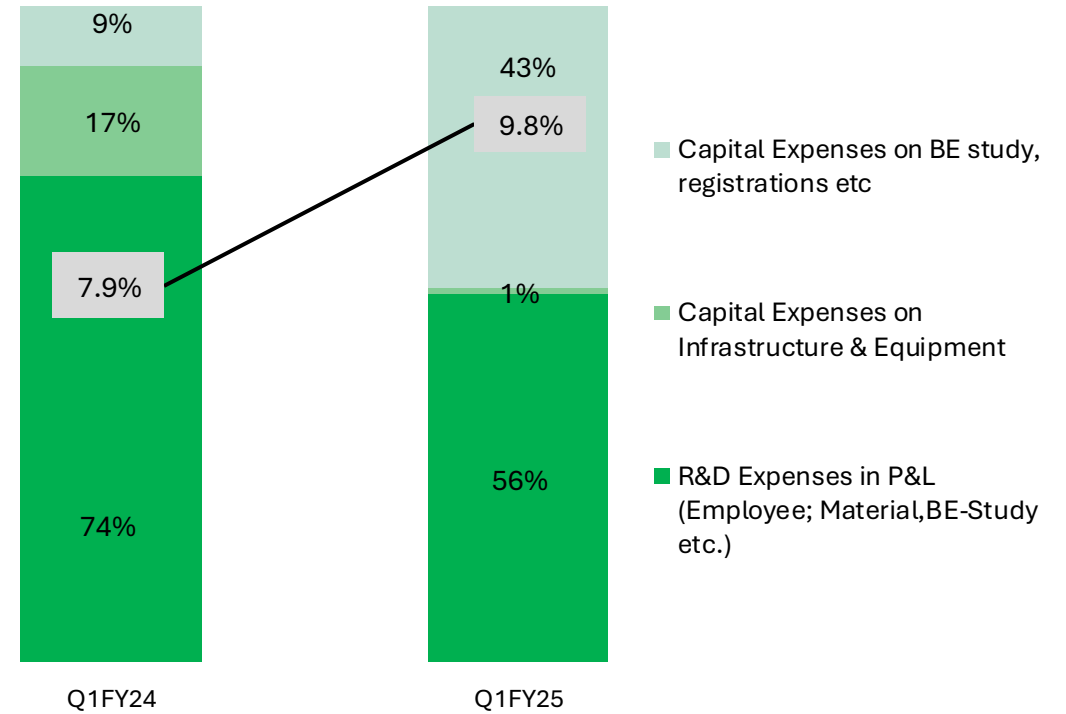
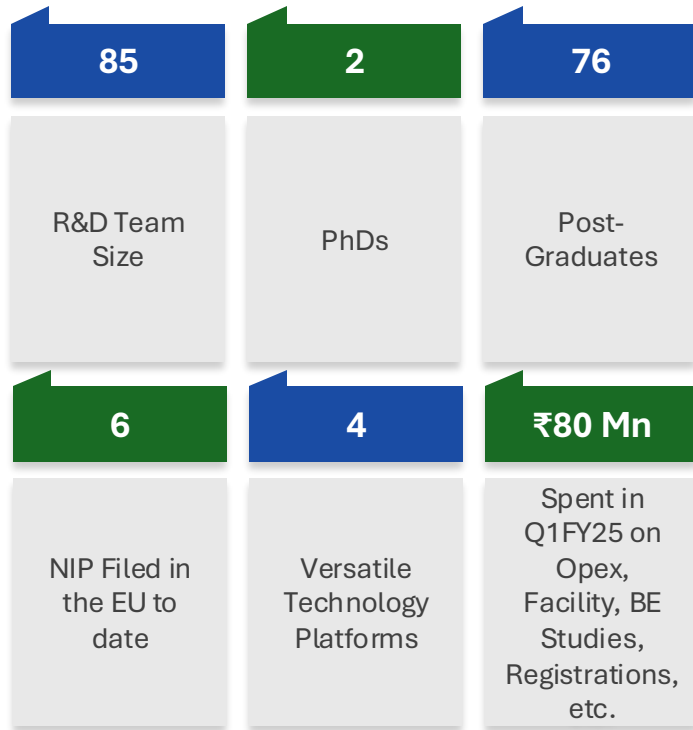
### OTF Revenue (₹ Mn) and Contribution to Total Operating Income (%)



- **Q1FY25** : New Innovative Products (NIP) business witnessed growth on account of repeat orders from our partners for our Urology and Gastro products in India, as well as a significant order for an Over The Counter (OTC) Urology product in a high value market region
- OTF business grew slightly YoY and is expected to gain momentum in the coming quarters

# R&D DRIVING PRODUCT INNOVATION

## R&D Expense Mix % of Total R&D Spend and Total R&D Spend as % of Total Operating Income ( )

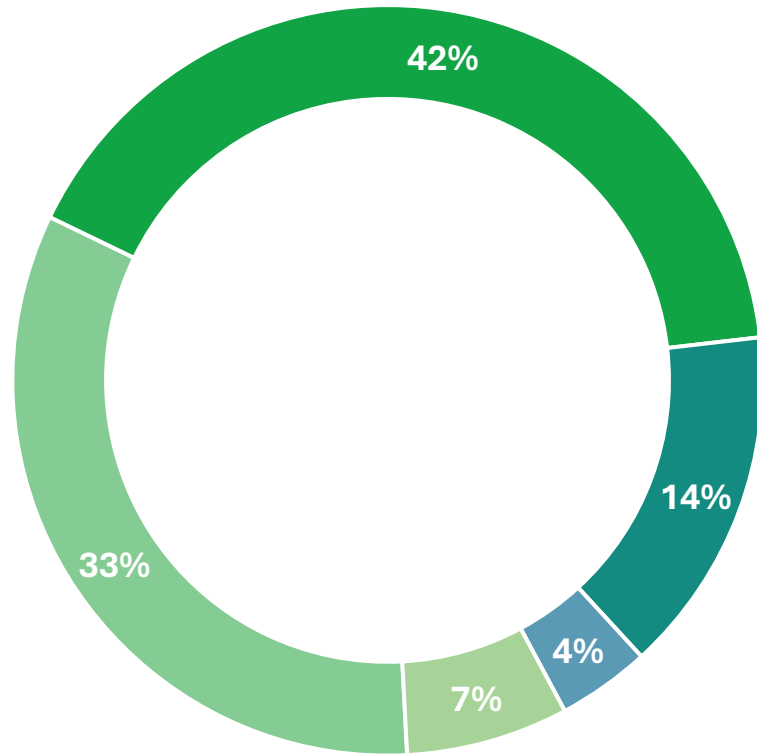


- R&D spend was ₹346 Mn in FY24 to upgrade its plant, equipment , BE studies and product registrations
- We continue to invest in our innovative product line with ₹34 Mn spent in Q1FY25 on BE studies and registrations

# INCOME STATEMENT

Particulars (₹ Mn)	Q1FY25	Q1FY24	Change % (YoY)	FY24	FY23	Change % (YoY)
Total Operating Income	818	674	21.4%	3,674	3,985	(7.8%)
Other Income	10	11	(9.1%)	52	64	(19.2%)
<b>Total Income</b>	<b>828</b>	<b>685</b>	<b>20.9%</b>	<b>3,725</b>	<b>4,049</b>	<b>(8%)</b>
<b>EBITDA</b>	<b>90</b>	<b>59</b>	<b>52.5%</b>	<b>465</b>	<b>584</b>	<b>(20.3%)</b>
EBITDA %	11%	8.8%	220bps	12.7%	14.7%	(200bps)
Profit Before Tax (PBT)	12	2		236	354	(33.1%)
PBT %	1.5%	0.3%	120bps	6.4%	8.9%	(250bps)
<b>Profit After Tax (PAT)</b>	<b>9</b>	<b>2</b>		<b>172</b>	<b>244</b>	<b>(29.4%)</b>
PAT %	1.1%	0.3%	80bps	4.7%	6.1%	(140bps)
EPS (₹ / Share)* <small>(not annualised)</small>	0.18	0.05		3.54	5.01	(29.3%)

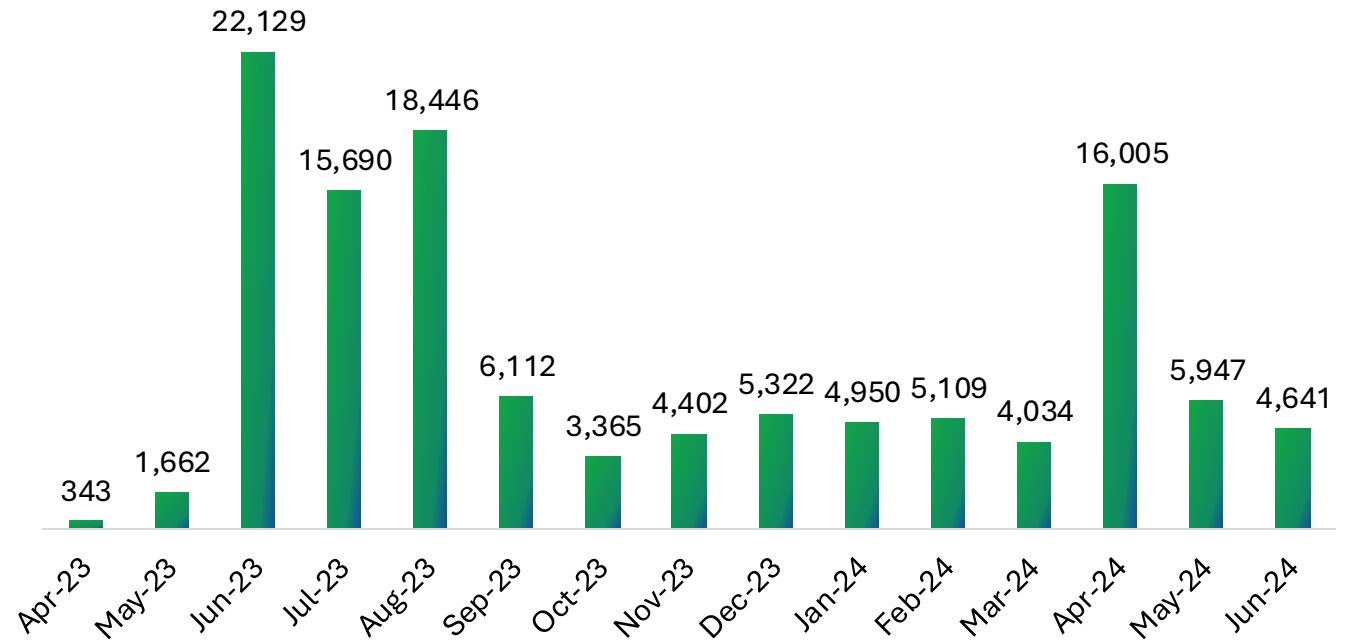
**Ownership % (June 2024)**



- Promoter
- Other Public Shareholding
- HNI
- NRI and foreign individuals
- Body Corporates

Percentage figures rounded off to show whole numbers

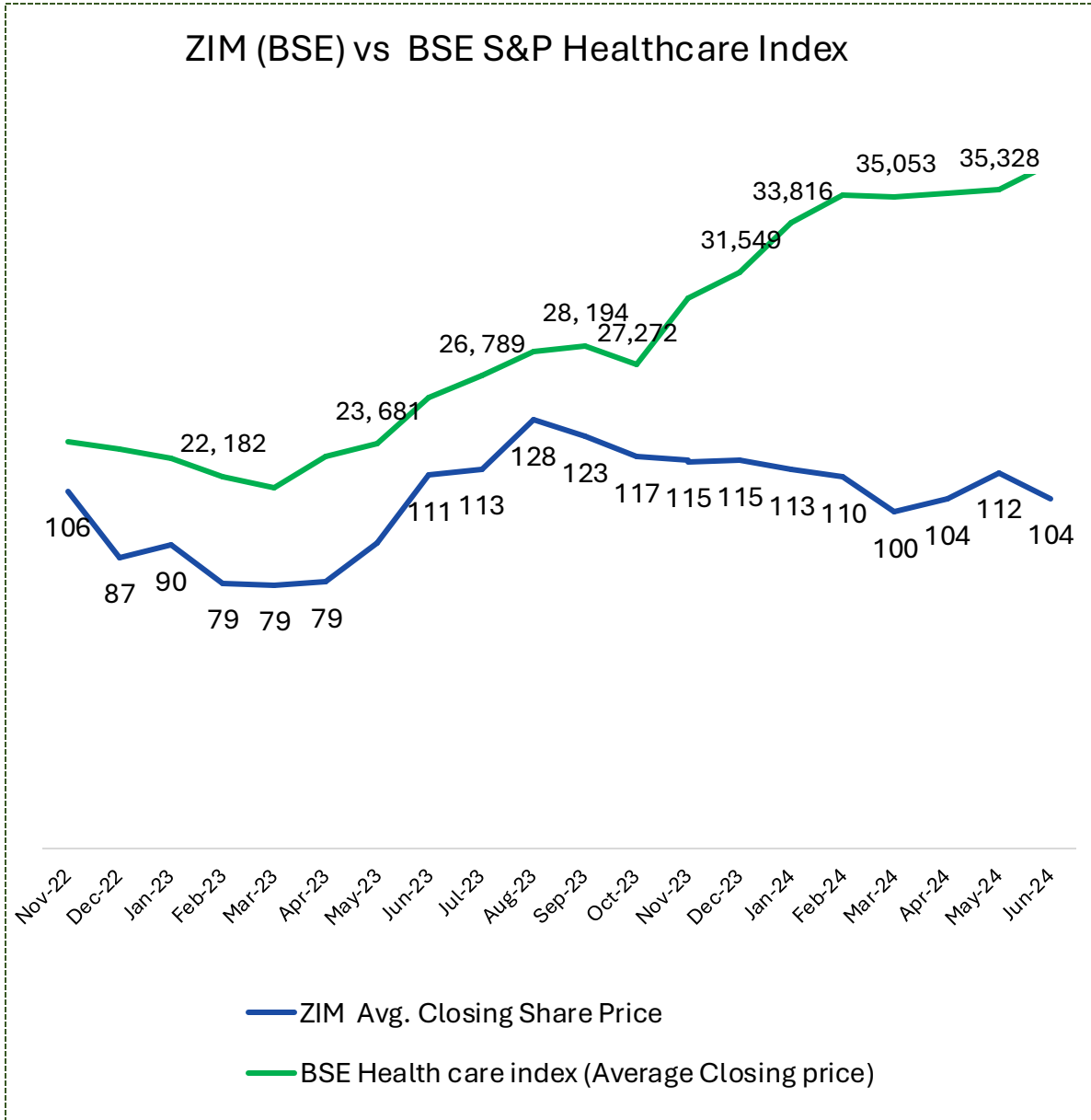
**Traded Volume (In K) BSE+NSE**



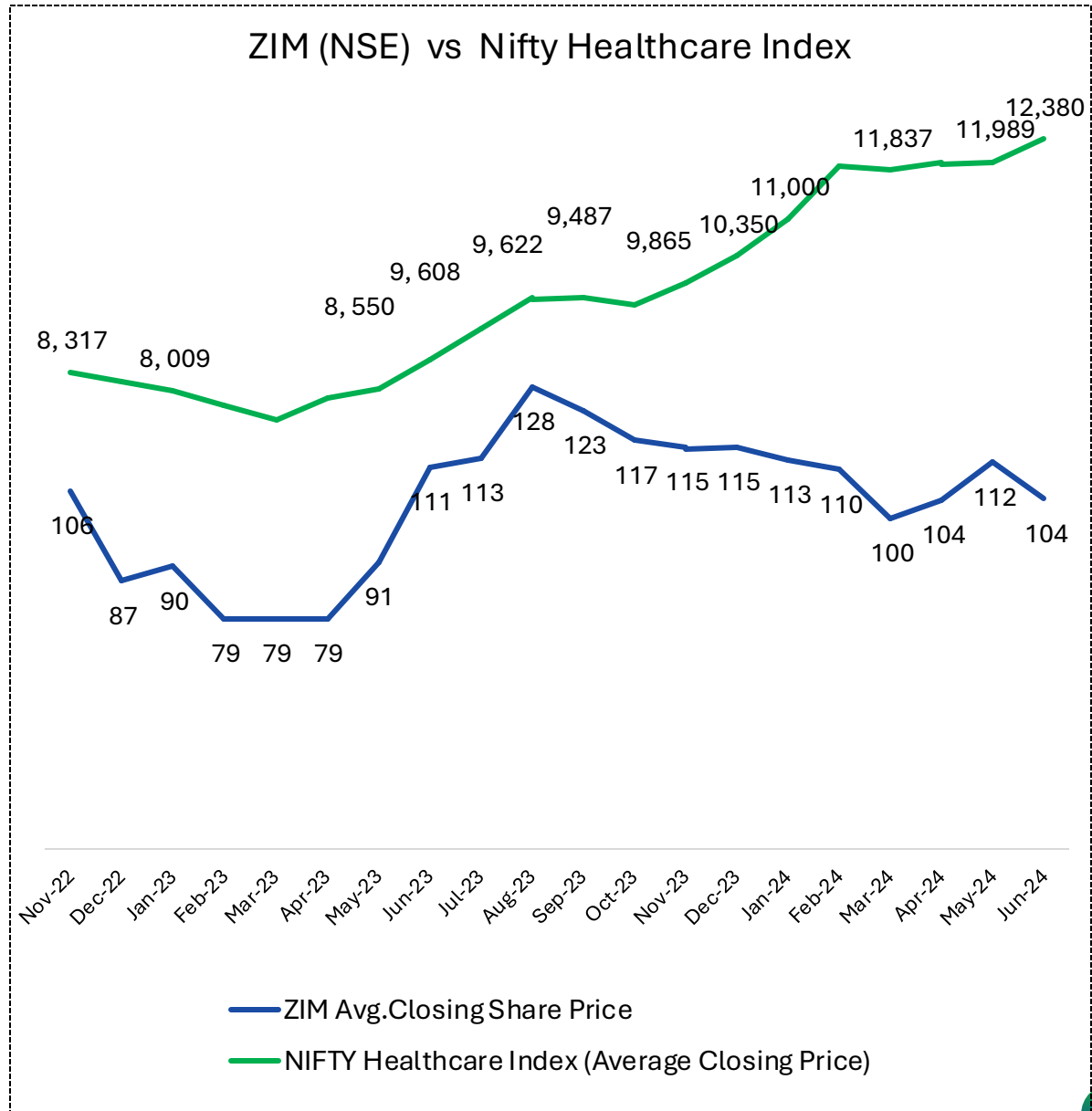
- Number of Shareholders in Q1FY25 accounted to 17.3K
- The company is seeing growth in number of shareholders
- Promoter shareholding is free of any encumbrance

# SHARE PRICE MOVEMENT

### ZIM (BSE) vs BSE S&P Healthcare Index



### ZIM (NSE) vs Nifty Healthcare Index



# THANK YOU

## INVESTOR RELATIONS

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