Innovating for affordable healthcare

Shilpa Medicare Limited
Corporate & Admin Office:
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Tel: +91-8532-238704, Fax: +91-8532-238876
Email: info@vbshilpa.com, Web: www.vbshilpa.com
CIN: L85110KA1987PLC008739

Date: 08 August, 2024

To
Corporate Relationship Department
BSE Limited,
1st Floor, Rotunda Building,
P.J. Towers, Dalal Street,
Mumbai – 400 001.

To
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No.C/1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051.

Scrip Code: BSE - 530549/ Stock Symbol: NSE – SHILPAMED

Dear Sir/Madam,

Sub: Investor Presentation of the Company for the quarter ended 30 June, 2024
Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject, the Investor Presentation for the quarter ended 30 June 2024, on Company Overview, Business highlights, financial performance and other updates is enclosed herewith for your consideration.

We request you to take the same on record.

Thanking you

For Shilpa Medicare Limited,

RITU TIWARY

Digitally signed by RITU TIWARY
Date: 2024.08.08 19:27:24 +05'30'

Ritu Tiwary
Company Secretary & Compliance Officer

Shilpa Medicare Ltd

Q1FY25 Earnings Presentation

8 August 2024

Management Commentary

"Our strategic focus on profitability-led growth continues to yield positive results. Q1FY25 marks our seventh consecutive quarter of EBITDA and margin improvement. This achievement is a testament to our unwavering commitment to operational excellence and our focus on high-value niche products.

Formulations, particularly in emerging markets, and licensing income were key growth drivers this quarter. Our R&D engine continues to fuel innovation and asset monetization. Significant strides have been made across API, CDMO, and Formulations.

Notably, the successful completion of Phase 1 clinical trials for Recombinant Albumin is a major milestone and opens up various licensing opportunities.

During the quarter, we announced a significant CDMO agreement with Unicycive Therapeutics for Oxylanthanum Carbonate. We will supply the finished formulation using our own API.

Looking ahead, we are confident that our optimized business mix, cost discipline, and strengthened balance sheet position us for sustained growth and profitability. We are focused on expanding our market presence, strengthening our product portfolio, and delivering exceptional value to our shareholders."

***Mr. Vishnukant Bhutada** – Managing Director*

Business Updates

Formulation Business

- First generic of Nilotinib in the EU market (EU Mkt Size US$ 453 mn*)– launch expected in Q3 through a top EU Company
- Participated first time in UNICEF tender for Oncology range and have been awarded one product
- Launch of Lenvatinib in Saudi market by our partner

Transdermal Portfolio

- Rotigotine skin irritation study to be concluded in August 2024 and it is expected to be filed in Europe by our partner in Q2 FY25 (EU Mkt Size – US$227 mn*)

Biologicals

- First international MA received from Moroccan market for Adalimumab
- CDSCO approval received for additional indication of Adalimumab
- Aflibercept Phase III trials to be initiated in Q3FY25

CDMO Business

- OLC product, a CDMO development of US based client Unicycive gears up for filling after successful completion of clinical trials
- Long term manufacturing and supply agreement with SML

Recombinant Albumin

- Successful completion of Phase 1 trials, paving the way for licensing opportunities.
- Excipient grade DMF has been filed
- New green field large scale microbial plant is on track

*Source: IQVIA – MAT-Dec23

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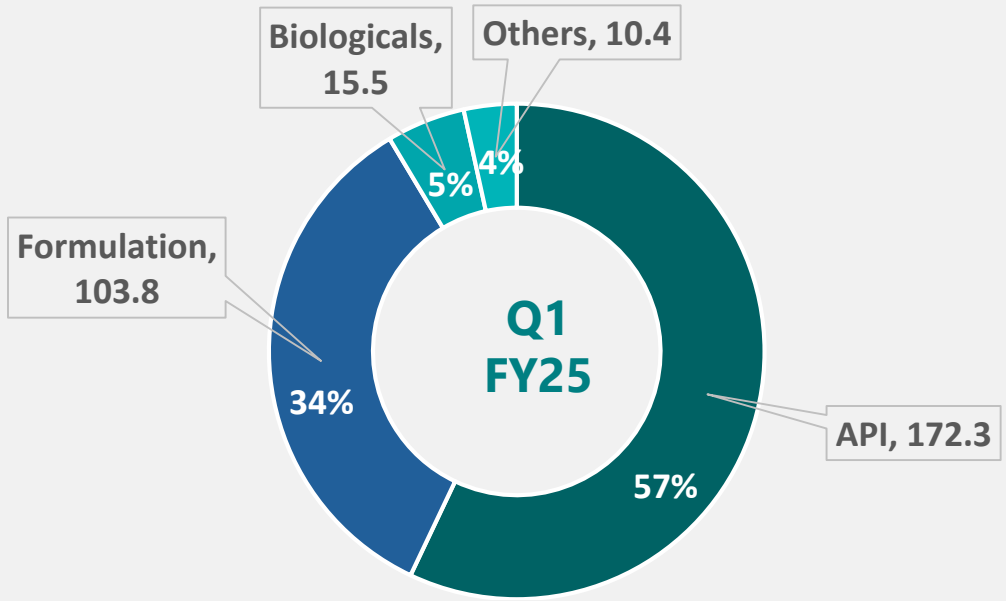
Q1 FY25 - Financial Performance

(INR in Cr.)

Q1 FY25 (Consolidated)

Particulars (INR cr)	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
Total Revenue	**302.0**	**262.1**	***15%***	**294.2**	***3%***
Gross Profit	209.1	173.9	*20%*	197.1	*6%*
GP Margin	*69%*	*66%*		*67%*	
EBITDA	**83.0**	**49.9**	***66%***	**72.6**	***14%***
EBITDA Margin	*28%*	*19%*		*25%*	
PAT	**14.1**	**1.2**	***1075%***	**22.1**	***(36%)***
PAT Margin	5%	0.5%		8%	

Revenue Break-up

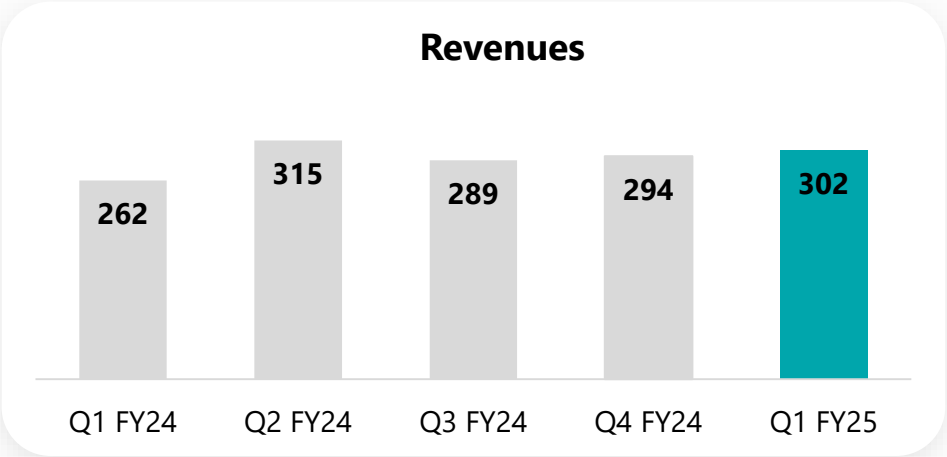


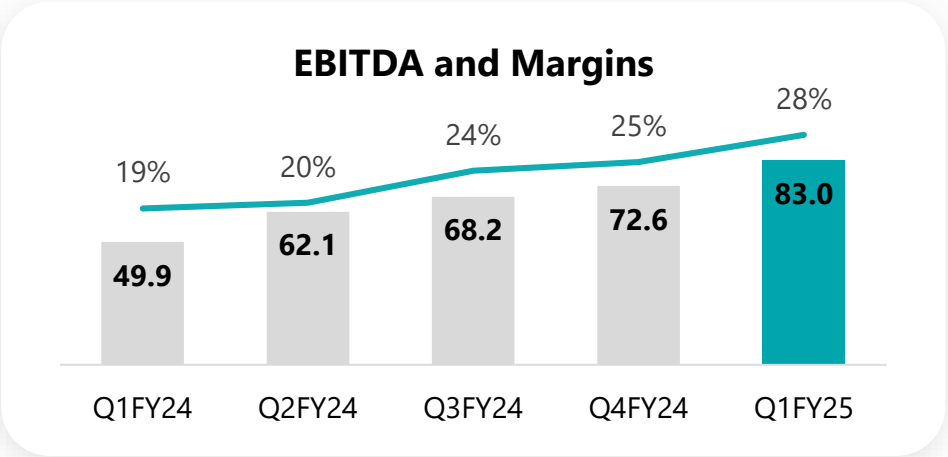
Result commentary:

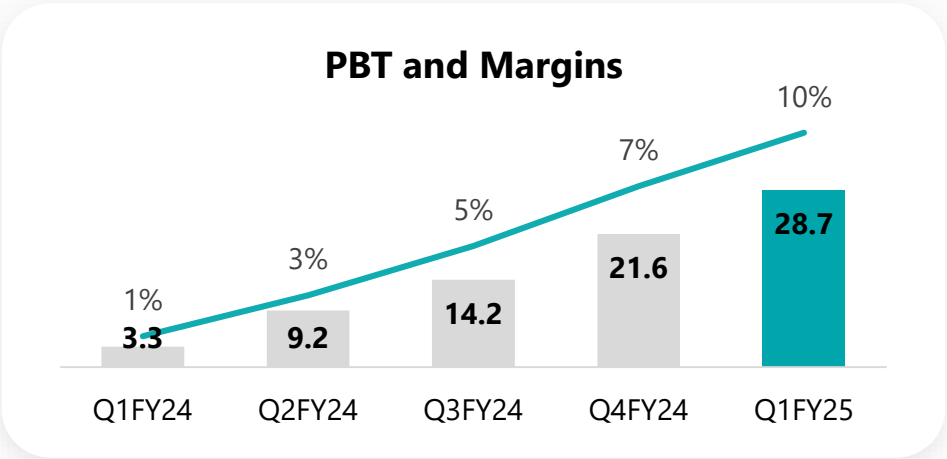
- Revenue growth majorly driven by healthy growth in emerging markets as well as licensing in formulation segment
- Seventh consecutive quarter with sequential improvement in EBITDA

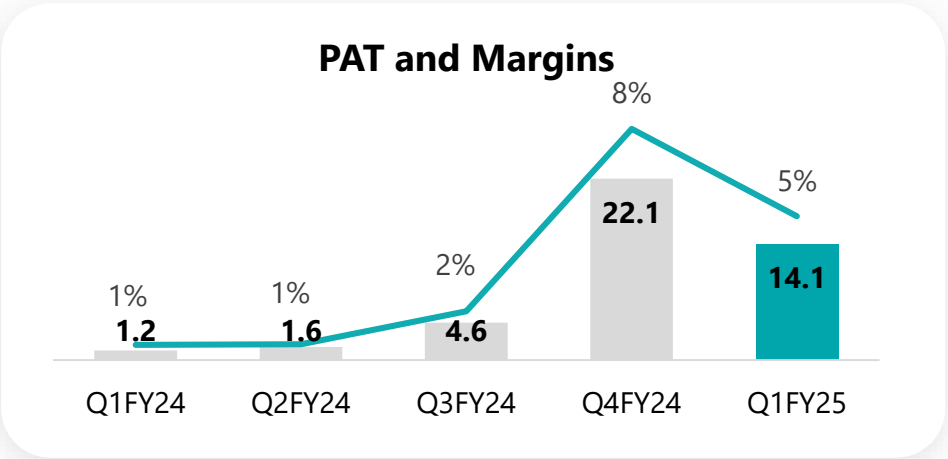
Consolidated Performance - Quarterly

(INR in Cr.)



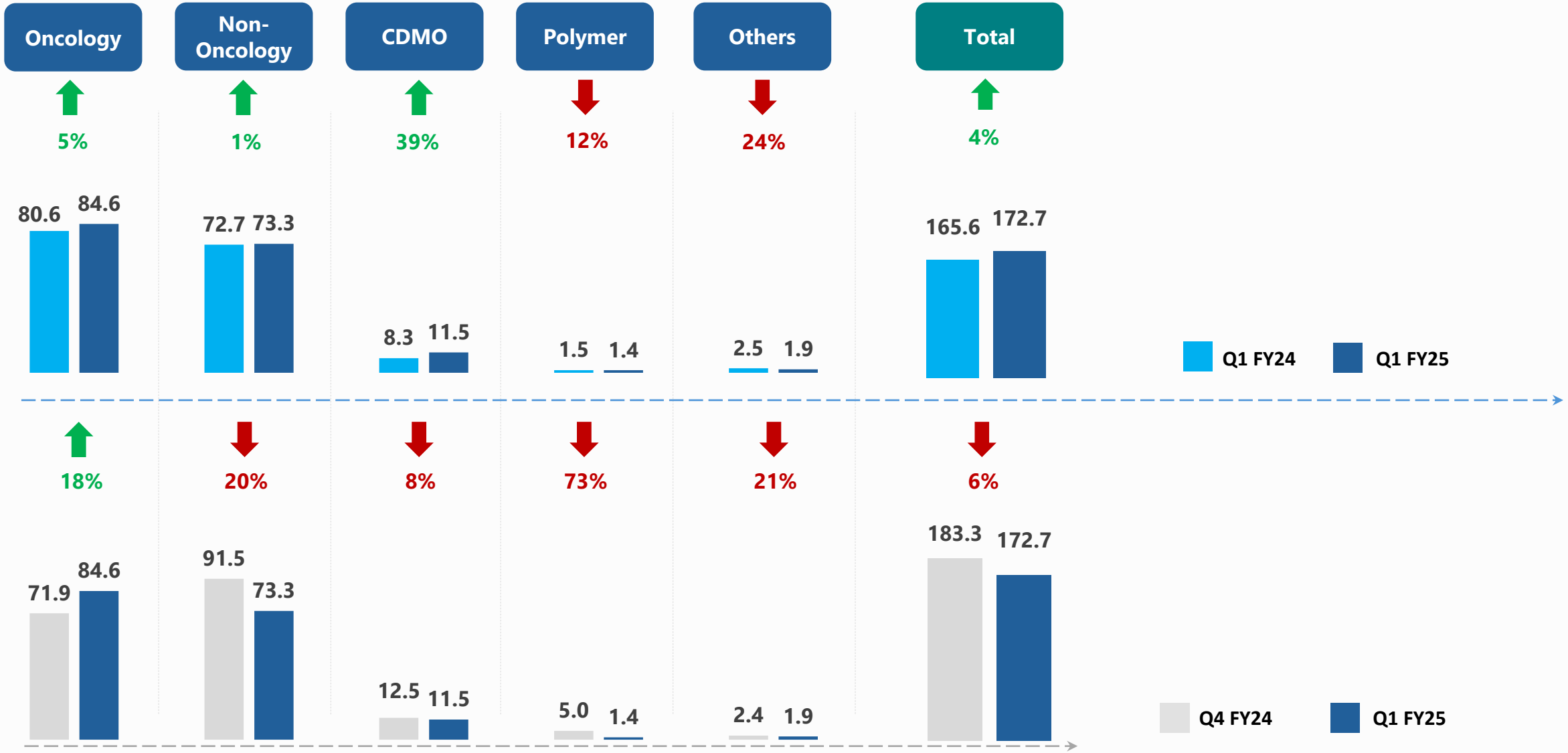






API Business – Q1FY25 Highlights

(INR in Cr.)



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API – Ongoing Developments

Developments

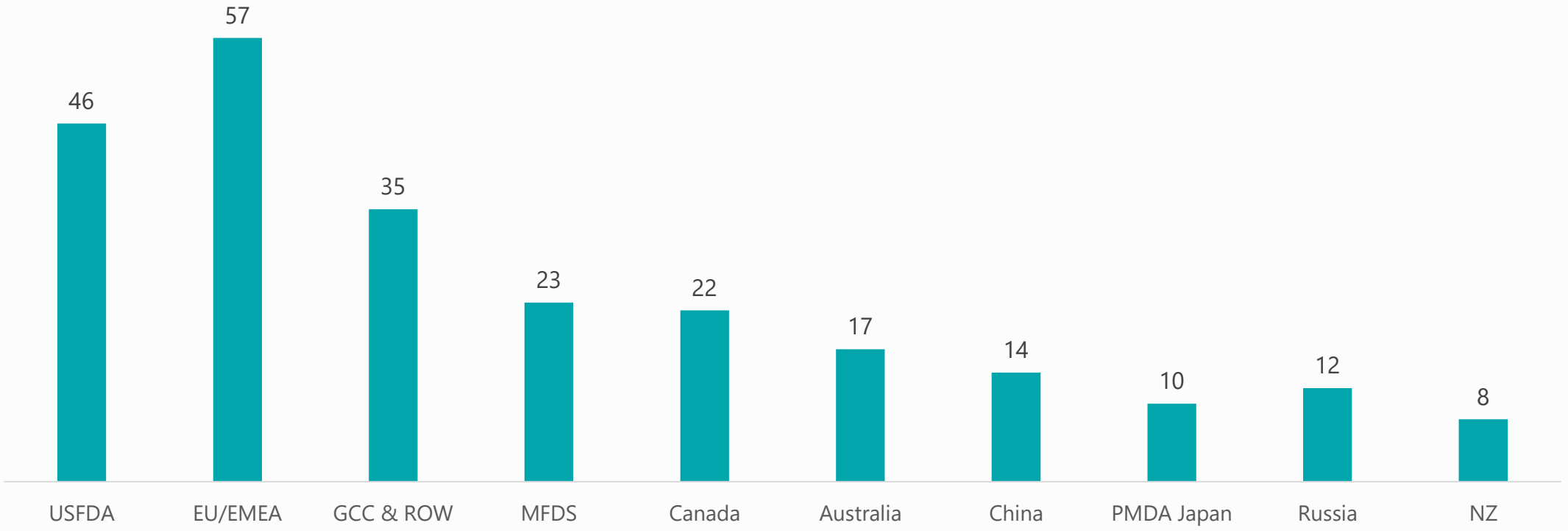
1. **Three molecules** completed validation in Q1 FY25
   - **Methotrexate** – part of Oncology portfolio as an import substitute molecule
   - **Abiretarone acetate** – Oncology
   - **Liraglutide** – Our 3rd peptide molecule
2. **Two Oncology Molecules** - **Palbociclib & Olaparib**, for which validation is planned in Q2FY25
3. **Three Non-Oncology** products in pipeline
4. **Semaglutide** – Peptide under lab validation

Significant Commercial Update

1. **Polymer: Specialty polymer** developed and clinical supplies done for US market, **New polymer project** initiated and planned **to be completed by Q2 FY25**
2. **CDMO:** Clinical supplies and commercialization for a **CDMO project** are in progress – European client initial development phase completed and moving to next phase; Order received from a US client for supply of Phase I/II clinical studies
3. Received CEP approval for UDCA – paving way for Europe launch
4. Molecule 1 – Pre-launch orders received from an US MNC
5. Molecule 2 – Supplied to an US MNC for Phase III clinical studies

Filings – API

API – DMF Filings



New product introduction and increase in geographical coverage replicated with **244 DMF filings** with major regulatory authorities

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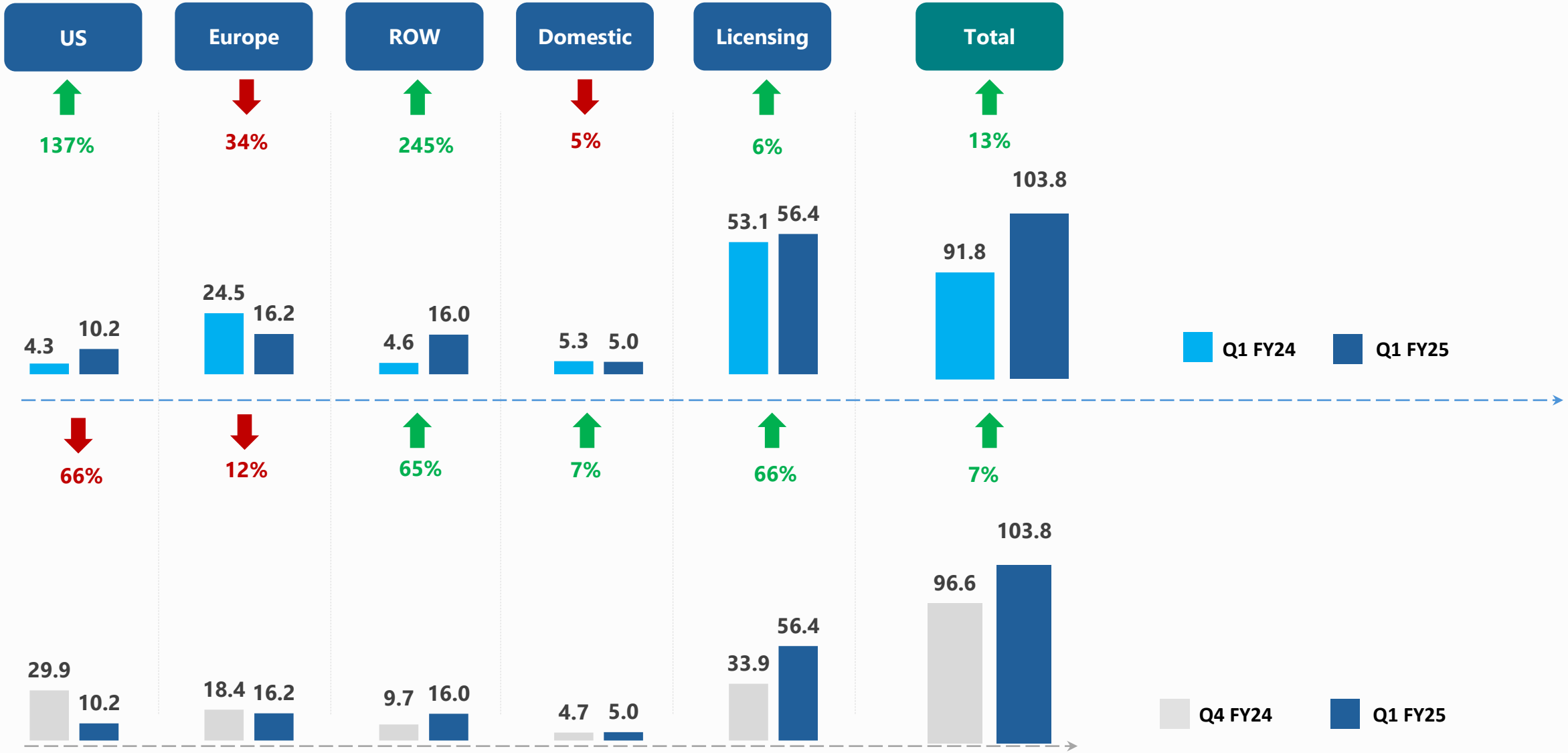
As on 30th June 2024

Formulations Business – Q1FY25 Highlights

(INR in Cr.)



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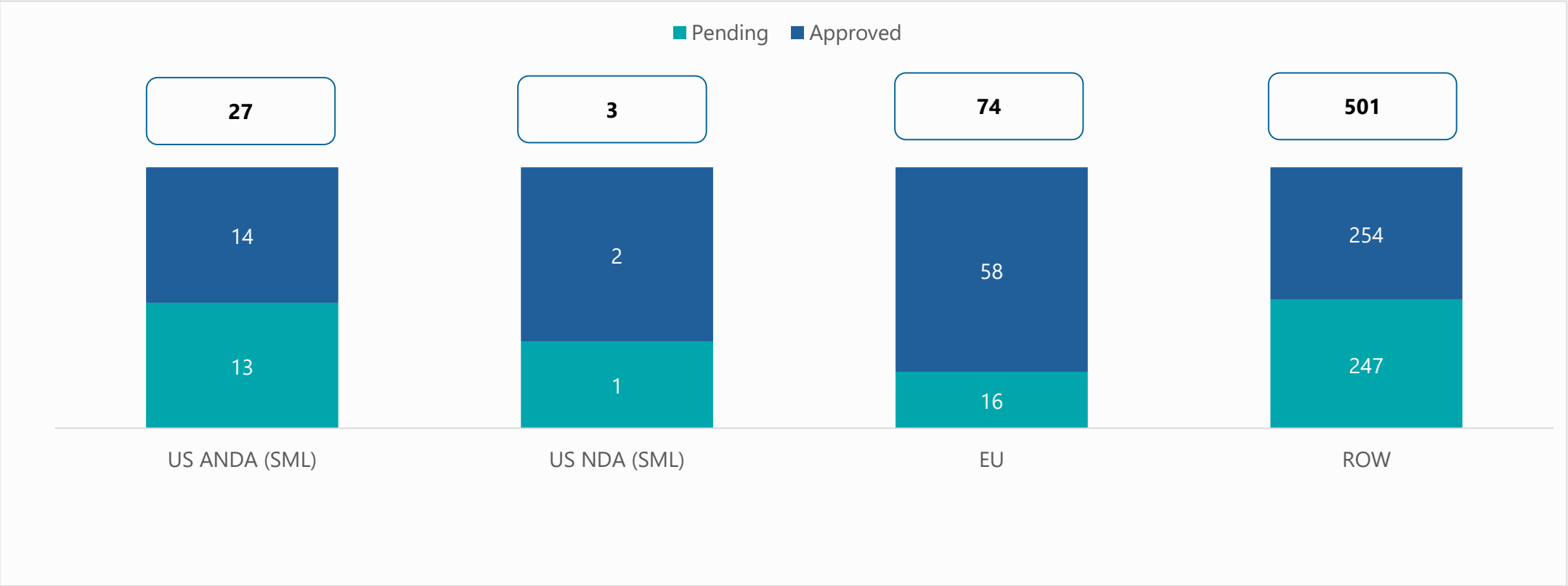
Formulations – Ongoing Developments

NOR - UDCA SMLNUD07	➢ Phase III Studies for NAFLD expected to be completed in August 2024 for India and Emerging markets ➢ Data submission planned for SEC approval and product licence for launch in Q3 FY25 ➢ EU Scientific Advice planned in Q2 FY26
ROTIGOTINE SMLTDP08	➢ Transdermal Patch for the treatment of Parkinson's disease ➢ Skin irritation study clinical completed and study report expected in September 2024 ➢ Planned submission in Q3FY25 for Europe market by our partner
SMLTOP09	➢ Topical Lotion for treatment of Androgenic Alopecia ➢ Phase II completed - Phase III study to be initiated with dosing in August 2024
SMLODF010	➢ Pivotal Completed for Europe Market and Submission planned in Q3 FY 25, Early Launch advantage ➢ Pivotal Study Initiated for US market and to be completed by December FY 25, Early Launch advantage
ODF	➢ Three products – SMLODF010, Tadalafil ODF and Sildenafil ODF Pivotal completed and gearing up for fillings ➢ Expanding reach in Emerging markets capturing untapped markets
TDS	➢ Two new products in transdermal patches added in development portfolio

Filings – Formulations

Formulations – Regulatory Filings



Robust regulatory filings to strengthen the base for growth in the formulation segment

Comprehensive CDMO Development

Unicycive Therapeutics Inc. (NASDAQ:UNCY) reported positive results from pivotal clinical trial of Oxylanthanum Carbonate (OLC)

Expected to file the NDA for OLC by mid-2024 with potential approval by mid-2025

Long term manufacturing and supply agreement with SML.

Binding purchase order for supply of OLC tablets by June 30, 2025; additional tablets to be delivered between December 31, 2025, and June 30, 2026

SML is expected to receive significant milestone income spanning over filing, approval and launch of the product.

Building back-end to develop & manufacture both API & Formulation

***Product Profile**:

- Potential best-in-class product for the treatment of Hyperphosphatemia
- Advantages: (1) Potency: shares high phosphate binding capacity of lanthanum; (2) Pill Burden: smaller and fewer pills; (3) Palatability: swallowed whole with water and not chewed

- A comprehensive CDMO contract for both API and formulation development – a one stop solution
- Shilpa to use its own API for formulation development

Source: Unicycive Presentation

Biosimilars – Ongoing Developments

Adalimumab

High concentration Adalimumab injection:
- Received approval in Morocco
- Received additional indications approval in India – will help in future growth

Aflibercept

- Batches for Phase III clinical trials are ongoing - to initiate the study in Q3FY25

CDMO

- First CDMO project for microbial fermentation with Korean client has moved to second stage
  - GMP supplies expected in Q2/Q3 of FY25 post successful GMP audit by the client in Q1
- Second CDMO project signed with a US client
- Expected to add 2 more CDMO customers in Q2 FY25

Additional product

- Pembrolizumab (Keytruda®) one of the largest selling biologics in the world (global market size US$ 27.5 bn) – product advances from lab scale development to scale-up stage

Albumin

- Successfully completed the Phase I clinical trial - a significant milestone
- DMF filed in the US market

*Source: IQVIA – MAT-Dec23

Financials

Profit & Loss Consolidated

Particulars (INR cr)	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
Revenues	**302.0**	**262.1**	***15%***	**294.2**	***3%***
Gross Profit	209.1	173.9	*20%*	197.1	*6%*
Gross Margin %	69%	66%	*300 bps*	67%	*200 bps*
Employee Cost	72.1	72.9	*-1%*	66.5	*8%*
Other Expenses	54.0	51.2	*5%*	58.1	*-7%*
EBITDA	**83.0**	**49.9**	***66%***	**72.6**	***14%***
EBITDA Margin %	28%	19%	*900 bps*	25%	*300 bps*
Finance Cost	23.7	18.2	*30%*	24.2	*-2%*
Depreciation	27.1	26.7	*1%*	26.6	*2%*
PBT	**28.7**	**3.3**	***770%***	**21.6**	***33%***
PAT	**14.1**	**1.2**	***1075%***	**22.1**	***-36%***
PAT Margin %	5%	1%	*450 bps*	8%	*-300 bps*

Thank You

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