

23rd October, 2024

BSE Limited

P.J. Towers, Dalal Street, Fort,
Mumbai- 400 001
BSE scrip code: 543635

National Stock Exchange of India Limited

Exchange Plaza, Bandra-Kurla Complex,
Bandra (East), Mumbai – 400 051
NSE symbol: PPLPHARMA

Sub: Press Release and Investor Presentation – Unaudited Financial Results (Standalone & Consolidated) of the Company for the quarter and half year ended 30th September, 2024

Dear Sir / Madam,

Further to our intimation made earlier with regard to Unaudited Financial Results (Standalone & Consolidated) of the Company for the quarter and half year ended 30th September, 2024 ('Financial Results'), please find enclosed herewith the Press Release and the Investor Presentation on the Financial Results.

The above information is also available on the website of the Company at www.piramalpharma.com

You are requested to kindly take the above information on record.

Yours faithfully,

For **Piramal Pharma Limited**

Tanya Sanish
Company Secretary

Encl.: a/a

Piramal Pharma Limited

CIN: U24297MH2020PLC338592

Registered Office: Gr. Flr. Piramal Ananta, Agastya Corporate Park, Opp Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai – 400070 India

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piramalpharma.com

PRESS RELEASE

Piramal Pharma Limited Announces Results for Q2 and H1 FY25

Mumbai, India | October 23, 2024: Piramal Pharma Limited (NSE: PPLPHARMA | BSE: 543635), a leading global pharmaceuticals and wellness company, today announced its standalone and consolidated results for the Second Quarter (Q2) and Half Year (H1) ended 30th September 2024.

Consolidated Financial Highlights

(in ₹ Cr. or as stated)

Particulars	Q2FY25	Q2FY24	YoY Growth	H1FY25	H1FY24	YoY Growth
Revenue from Operations	2,242	1,911	17%	4,193	3,660	15%
CDMO	1,324	1,068	24%	2,381	1,967	21%
CHG	643	589	9%	1,274	1,206	6%
ICH	277	256	8%	541	495	9%
EBITDA	403	315	28%	627	485	29%
EBITDA Margin	18%	16%	-	15%	13%	-
Share of Net Profit of Associates	17	19	(10)%	40	33	18%
PAT	23	5	350%	(66)	(94)	NM
PAT Margin	1%	0%	-	(2)%	(3)%	-

Key Highlights for Q2FY25

- **Revenue from Operations** grew by 17% YoY, primarily driven by robust growth in CDMO business
- **EBITDA** grew by 28% YoY with EBITDA margin of 18%, a YoY improvement of about 150bps, driven by operating leverage, cost optimization initiatives and superior revenue mix
- **Released our FY2024 Sustainability Report.** The report follows GRI standards and is aligned with SASSB and UNGC frameworks. It also highlights our commitment to reduce our GHG¹ emissions in-line with SBTi's² 1.5° decarbonization pathway

Nandini Piramal, Chairperson, Piramal Pharma Limited said, "We continue our momentum of delivering healthy revenue growth accompanied by YoY EBITDA margin expansion. This has been primarily driven by consistent growth in our CDMO business which has witnessed a good pick-up in innovation related work and on-patent commercial revenues. To sustain this growth momentum and to capitalize on rising demand for sterile fill-finish capabilities, we have announced a US\$80Mn expansion plan at our Lexington facility which is expected to get complete by end FY27. In our CHG business, we are witnessing steady volume growth in Inhalation Anesthesia products in the US and Emerging Markets. In our ICH business, we continue to see a robust growth in our power brands and e-commerce sales.

During the quarter, we released our Sustainability Report for FY24 under the theme, 'Building Resilience for a Sustainable Tomorrow', highlighting our progress on the sustainability initiatives.

Over the long term, we remain committed to achieving our financial goals of US\$2 bn revenue with 25% EBITDA margin and 1x net debt / EBITDA by FY30."

Key Business Highlights for Q2 and H1 FY25

Contract Development and Manufacturing Organization (CDMO):

- Market outlook – Biotech funding improved over previous years but remains uneven across months. Regulatory changes and supply chain diversification driving increase in customer enquiries and visits, but decision making by customers remains delayed
- Targeted Business Development efforts resulting in steady inflow of new orders
- YoY improvement in demand in our generic API business
- Operating leverage and cost optimization initiatives yielding continued YoY improvement in EBITDA margins
- Maintained our quality track record with receipt of EIR for our PPDS facility (India) with Zero Form - 483 observations and NAI designation
- Customer led US\$80Mn expansion planed in Lexington to more than double our capacity to capture rising demand for Sterile Fill-Finish capabilities

Complex Hospital Generics (CHG):

- Good volume growth in inhalation anesthesia portfolio in the US and emerging markets
- Capacity expansion at Dahej and Digwal underway to capture growth opportunity in the RoW markets
- Investing in portfolio expansion – Building portfolio of Differentiated and Specialty products to drive long term profitable growth
- Working on multiple cost optimization and productivity enhancement initiatives in the areas of sourcing, manufacturing, distribution, and operational excellence to maintain our healthy EBITDA margin in this business

India Consumer Healthcare (ICH):

- Added 9 new products and 13 new SKUs to our portfolio during H1FY25
- Continue to invest in media and trade spends to drive growth in Power Brands. Power Brands grew by 18% YoY in Q2 and H1 FY25 and contributed to 48% of ICH sales
- Growth in i-range adversely impacted due to regulator mandated price reductions
- E-commerce grew by over 30% YoY in Q2 and H1 FY25. Focus on improving the profitability of this channel through pricing, mix and investment optimization
- Plan to widen our reach - Transition from a Pharmacy-dominant to an Omni-channel consumer healthcare company. Establish winning NPDs from online channel to offline, with general trade and modern trade ready SKUs

Consolidated Profit and Loss Statement
(in ₹ Cr. or as stated)

Particulars	Quarterly					Half Yearly		
	Q2FY25	Q2FY24	YoY Change	Q1FY25	QoQ Change	H1FY25	H1FY24	YoY Change
Revenue from Operations	2,242	1,911	17%	1,951	15%	4,193	3,660	15%
Other Income	61	49	24%	20	213%	81	88	(8)%
Total Income	2,303	1,961	17%	1,971	17%	4,274	3,748	14%
Material Cost	796	638	25%	674	18%	1,471	1,264	16%
Employee Expenses	560	516	8%	580	(3)%	1,139	1,012	13%
Other Expenses	544	492	11%	493	10%	1,037	986	5%
EBITDA	403	315	28%	224	80%	627	485	29%
Interest Expenses	108	110	(2)%	107	1%	215	228	(6)%
Depreciation	192	185	4%	185	4%	377	358	5%
Share of Net Profit of Associates	17	19	(10)%	22	(23)%	40	33	18%
Profit Before Tax	120	40	204%	(45)	NM	75	(68)	NM
Tax	98	35	182%	44	124%	141	26	442%
Net Profit after Tax	23	5	350%	(89)	NM	(66)	(94)	NM
Exceptional item	-	-	-	-	-	-	-	-
Net Profit after Tax after Exceptional Item	23	5	350%	(89)	NM	(66)	(94)	NM

Consolidated Balance Sheet
(in ₹ Cr. or as stated)

Key Balance Sheet Items	As at	
	30-Sep-24	31-Mar-24
Total Equity	7,907	7,911
Net Debt	4,235	3,932
Total	12,143	11,843
Net Fixed Assets	9,096	9,106
Tangible Assets	4,298	4,250
Intangible Assets including goodwill	3,669	3,740
CWIP (including IAUD*)	1,130	1,116
Net Working Capital	2,651	2,339
Other Assets [#]	396	398
Total Assets	12,143	11,843

*IAUD – Intangible Assets Under Development; # Other Assets include Investments and Deferred Tax Assets (Net)

Q2FY25/H1FY25 Earnings Conference Call

Piramal Pharma Limited will be hosting a conference call for investors / analysts on **24th October 2024** from **5:00 PM to 5:45 PM (IST)** to discuss its **Q2 and H1 FY25 Results**.

The dial-in details for the call are as under:

Event	Location & Time	Telephone Number
Conference call on 24 th October, 2024	India – 05:00 PM IST	+91 22 6280 1461 / +91 22 7115 8320 (Primary Number)
		1 800 120 1221 (Toll free number)
	USA – 07:30 AM (Eastern Time – New York)	Toll free number 18667462133
	UK – 12:30 PM (London Time)	Toll free number 08081011573
	Singapore – 07:30 PM (Singapore Time)	Toll free number 8001012045
	Hong Kong – 07:30 PM (Hong Kong Time)	Toll free number 800964448
Express Join with Diamond Pass™	Please use this link for prior registration to reduce wait time at the time of joining the call – Click Here	

About Piramal Pharma Limited:

Piramal Pharma Limited (PPL, NSE: PPLPHARMA | BSE: 543635), offers a portfolio of differentiated products and services through its 17* global development and manufacturing facilities and a global distribution network in over 100 countries. PPL includes Piramal Pharma Solutions (PPS), an integrated contract development and manufacturing organization; Piramal Critical Care (PCC), a complex hospital generics business; and the India Consumer Healthcare business, selling over-the-counter consumer and wellness products. In addition, one of PPL's associate companies, Abbvie Therapeutics India Private Limited, a joint venture between Abbvie and PPL, has emerged as one of the market leaders in the ophthalmology therapy area in the Indian pharma market. Further, PPL has a strategic minority investment in Yapan Bio Private Limited, that operates in the biologics / bio-therapeutics and vaccine segments. In October 2020, PPL received a 20% strategic growth investment from the Carlyle Group.

For more information, visit: [Piramal Pharma](#) | [LinkedIn](#)

* Includes one facility via PPL's minority investment in Yapan Bio.

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Q2 & H1 FY2025 Results

October 2024



Piramal Pharma Limited



Disclaimer

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Except for the historical information contained herein, statements in this Presentation and any 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', 'on-course', 'should', 'potential', 'pipeline', 'guidance', 'will pursue' 'trend line' and similar expressions or variations of such expressions may constitute 'forward-looking statements'.

Such forward-looking statements are not guarantees of future performance and are subject to known and unknown 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 Company’s ability to successfully implement its strategy, the Company’s growth and expansion plans, the performance of the Indian economy and of the economies of various international markets, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, income or cash flow projections, the performance of the industry in India and world-wide, exposure to market risks as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially from results expressed in or implied by this Presentation.

Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections. Given these uncertainties and other factors, viewers of this Presentation are cautioned not to place undue reliance on these forward-looking statements. The information in this Presentation does not constitute financial advice (nor investment, tax, accounting or legal advice) and does not take into account an investor’s individual investment objectives, including the merits and risks involved in an investment in the Company or its securities, or an investor’s financial situation, tax position or particular needs. Past performance information in this Presentation should not be relied upon as an indication of (and is not an indicator of) future performance.

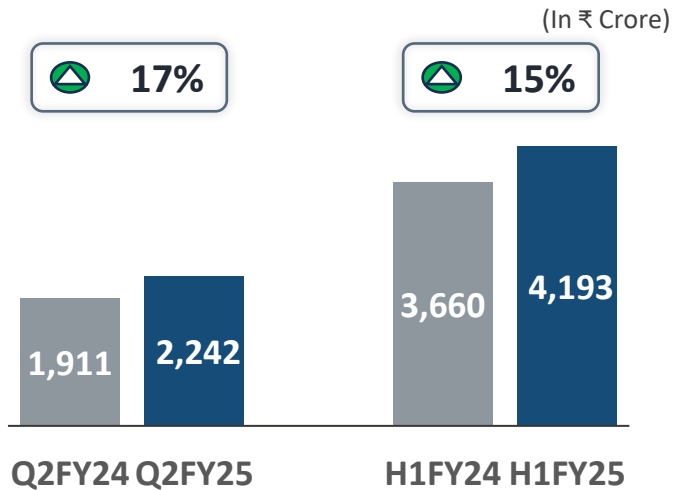
This Presentation is not a prospectus, disclosure document, a statement in lieu of a prospectus, an offering circular, an invitation or an advertisement or an offer document under the Companies Act, 2013, together with the rules and regulations made thereunder, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation, and nothing in this Presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. The Presentation has not been independently verified and any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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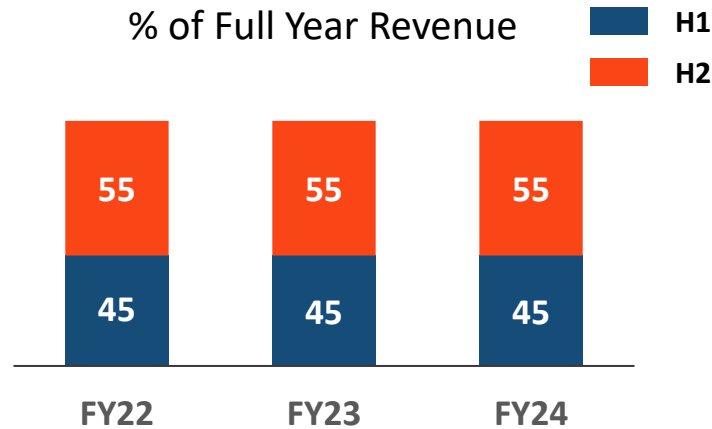
Note: Figures in previous periods might have been regrouped or restated, wherever necessary to make them comparable to current period. For the ease of presentation, certain financial information herein has been rounded off to one decimal place or two decimal places or whole numbers, as the case may be.

Key Performance Highlights of Q2FY25 / H1FY25

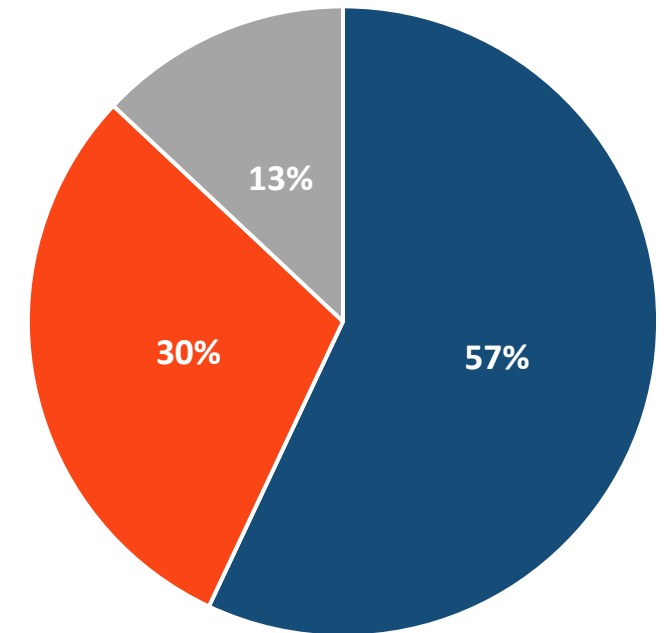
Healthy Revenue Growth...



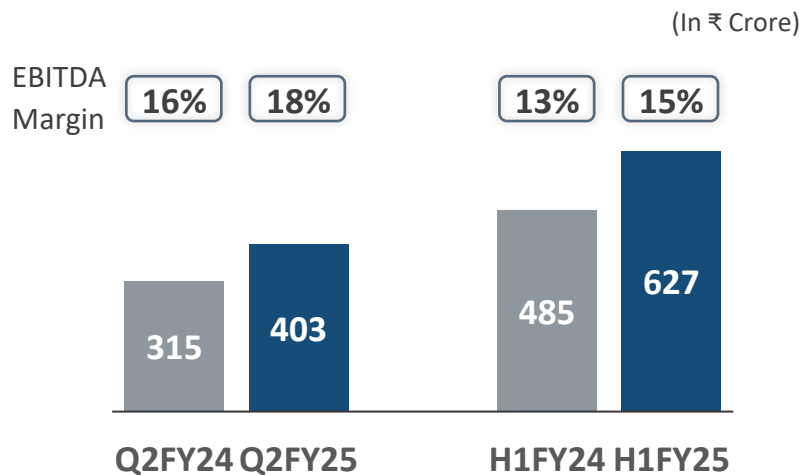
Historically, H2 has Outperformed H1



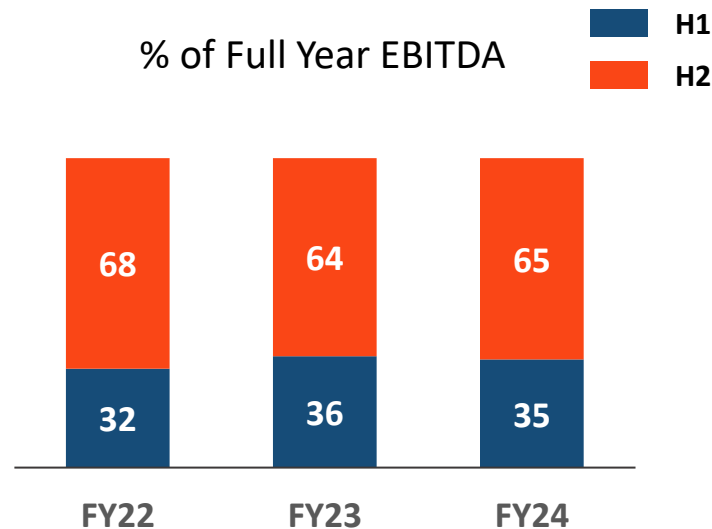
H1FY25 Revenue Break-up



... Providing Impetus to EBITDA



% of Full Year EBITDA



- CDMO
- Complex Hospital Generics
- India Consumer Healthcare

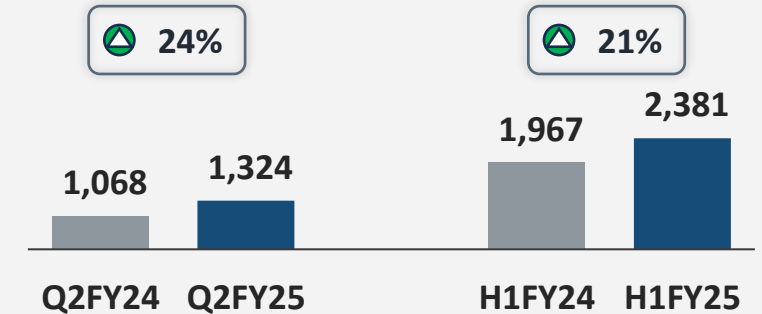
Key Performance Highlights of Q2FY25 / H1FY25

Key Highlights

Revenue (In ₹ Cr) and Growth

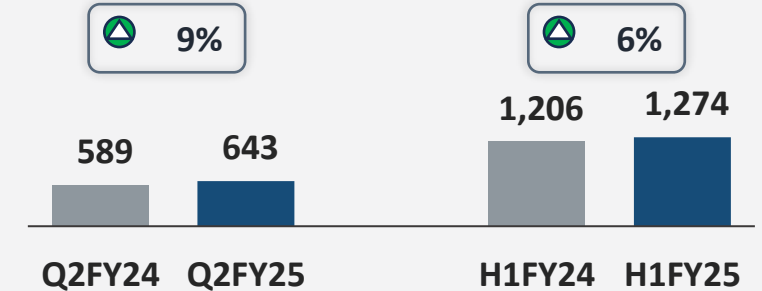
CDMO

- On-patent commercial orders continue to drive **robust revenue growth**
- Improvement in EBITDA margin** through operating leverage and cost optimization
- Customer led US\$80Mn expansion plan in Lexington (Sterile Fill-Finish capabilities)



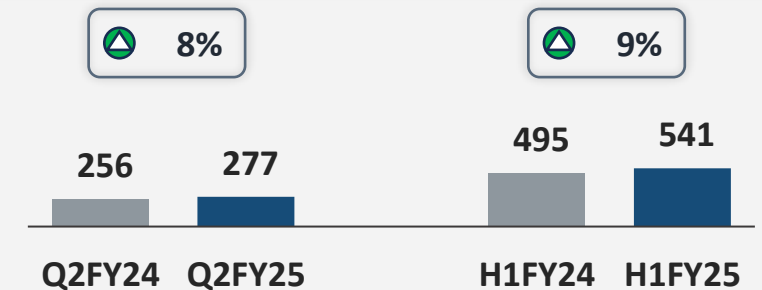
CHG

- Inhalation Anesthesia (IA)** - Healthy volume growth in US and emerging markets
- IA capacity expansion at Digwal & Dahej underway to capture RoW market opportunities
- Building pipeline of **Differentiated** and **Specialty** products



ICH

- 9 new products** and **13 new SKUs** launched in H1FY25
- Power brands** delivered a healthy YoY growth of **18%** in Q2 and H1 FY25
- E-commerce** sales grew at over **30% YoY** in Q2 and H1 FY25





Business Wise Performance

Performance Highlights

❖ Improving Market Outlook:

- **Biotech funding** improved over previous year, but remains uneven across months
- Regulatory changes (e.g. Biosecure Act) and supply chain diversification driving **increased customer enquires** and visits, however continue to witness delayed decision making by customers
- **Strong demand for differentiated capabilities** - ADC, HP API, Sterile fill-finish

❖ Healthy Momentum in Order Inflows:

- Targeted BD¹ efforts resulting in steady **inflow of new orders**
- Seeing a YoY pick-up in the **generic API business**
- Focus on **customer delight** through superior execution to drive integrated services and cross selling opportunities

❖ Continued Improvement in EBITDA Margin Driven by:

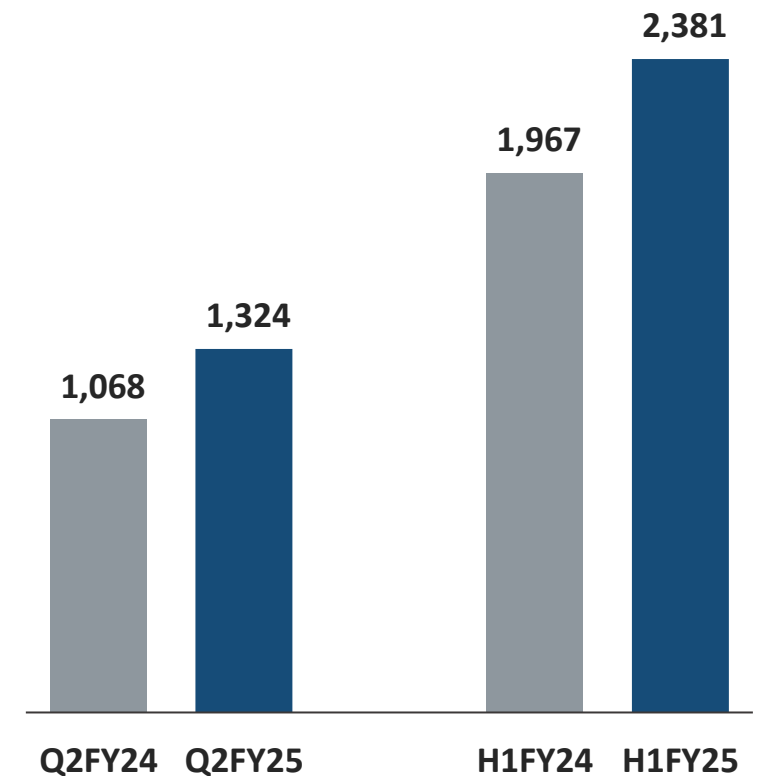
- Rising contribution from **innovation² related work** and **differentiated offerings**
- Cost optimization and operational excellence initiatives

Revenue Growth

▲ 24%

▲ 21%

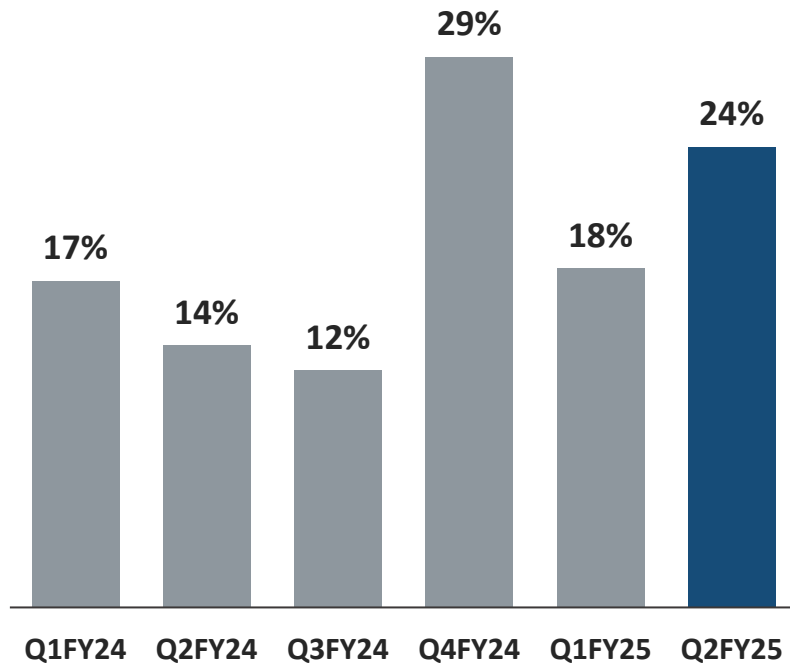
(In ₹ Crore)



Heading in the Right Direction

Consistent Growth...

YoY CDMO Revenue Growth

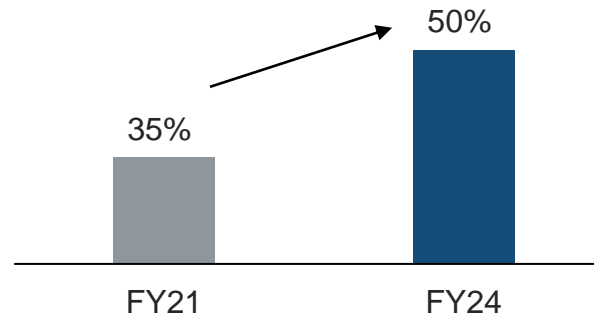


With **margin expansion** led by operating leverage & cost optimization

...With Increasing Share of

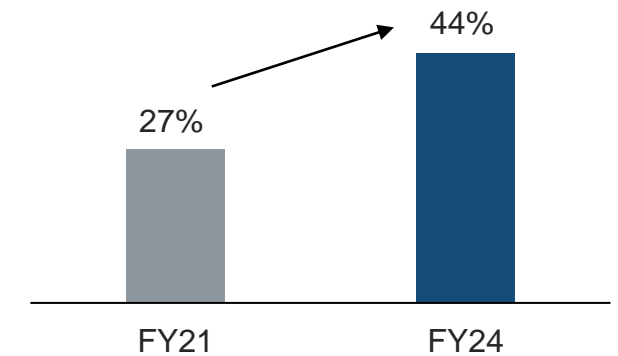
Innovation Related Work

% of CDMO Revenue



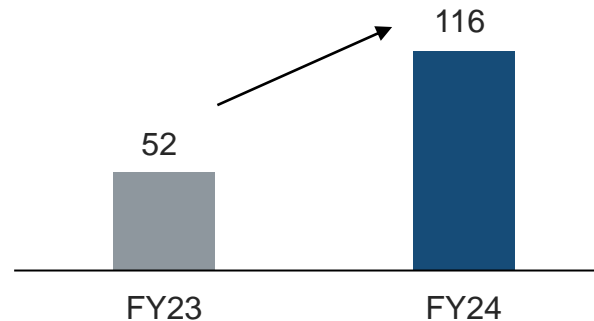
Differentiated Offerings

% of CDMO Revenue



On-Patent Commercial

US\$ in Mn



Integrated Orders / Cross Selling

125+

Integrated projects executed since inception in 2020

16

of our Top 20 customers (& 31 out of Top 50) partnering with two or more sites

More than Doubling the Capacity at Lexington Facility

This expansion to play a vital role in integrated antibody-drug conjugate development and manufacturing



Rendering of the new facility

The site specializes in sterile compounding, liquid filling, and lyophilization for sterile injectable drug products, playing a vital role in our integrated antibody-drug conjugate development and manufacturing program.

US\$80Mn Expansion to be completed by end of FY2027

- **Over 2x capacity increase** - From 104 annual batches to 240 annual batches
- **Additional 24,000 sq. ft of manufacturing space**, a new laboratory, and state-of-the-art machinery
- New filling line, two commercial-size lyophilizers, a special capping machine, and an external vial washer
- **A number of clients plan to commercialize their products following the expansion**



The injectables market has **steadily increased** in recent years and there is currently **insufficient supply**. We are committed to adapting to meet this rising demand.

Peter DeYoung,
Chief Executive Officer,
Global Pharma

Complex Hospital Generics Business

Performance Highlights

❖ Inhalation Anesthesia

- Continue to witness **good volume growth** in Sevoflurane and Isoflurane
- Registering robust performance in emerging markets like Asia, Europe and RoW
- **Capacity expansion** at Dahej & Digwal underway to capture opportunities in the RoW markets

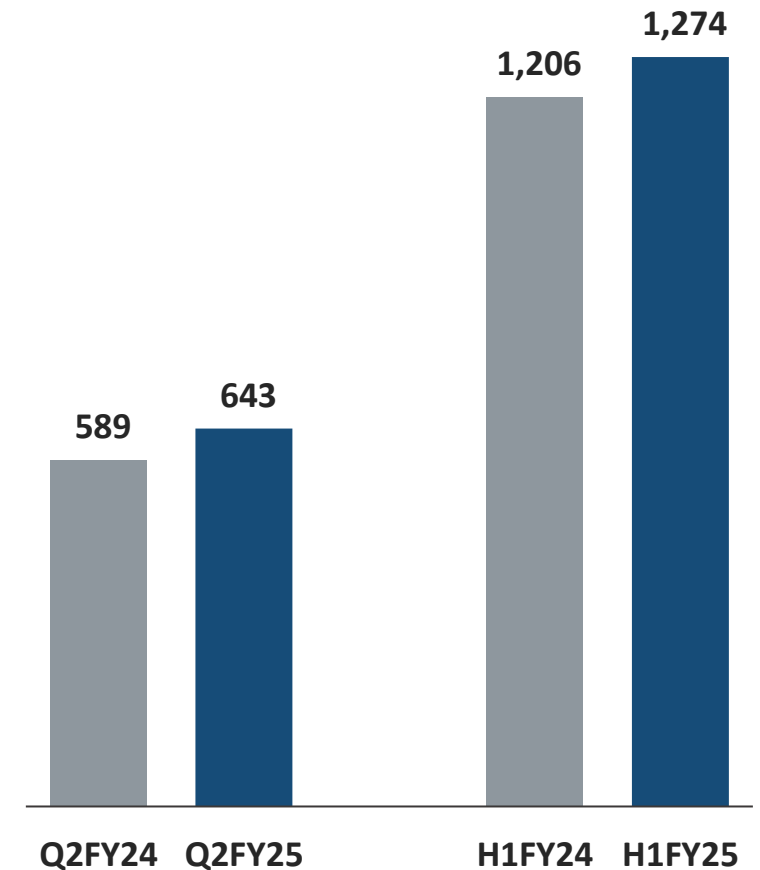
❖ Injectable Pain Management – Focused efforts to improve supplies yielding results

❖ Building on our Experience with Differentiated and Specialty Products

- Current **pipeline of 24 new products** (addressal market size of ~US\$2 Bn) to drive near to mid term growth
- Investing in **Differentiated and Specialty Products** - 505(b)(2)'s, Complex generics, Differentiated generics, Branded products to enable long term growth

❖ Maintain Healthy EBITDA Margins – Multiple cost optimization initiatives in the areas of sourcing, manufacturing, distribution and operational excellence

Revenue Growth



Building a Portfolio of Differentiated and Specialty Products

Addressable Market of Differentiated and Specialty Products

United States

- US\$27 Bn* addressable injectable market
- 30 molecules (~US\$3 Bn* market) to lose exclusivity in next 5 years

Europe

- US\$40 Bn* addressable injectable market
- 32 molecules (~US\$7 Bn* market) to lose exclusivity in next 5 years

Focus on Differentiated & Specialty Products

- E.g. 505(b)(2)'s, Complex generics, Differentiated generics, Branded products to fit our salesforce focus
- Build on our experience with differentiated & specialty products in our existing portfolio (e.g. Gablofen, Mitigo, Neotricon)
- Leverage existing salesforce and further build on internal capabilities for new product development

Select Examples of Our Experience in Differentiated & Specialty Products

Gablofen
(Intrathecal Therapy)



Mitigo
(Intrathecal Therapy)



Neotricon (Neonatal Care)

Neotricon

1.5 mg/ml

Solution for infusion

Dopamine Hydrochloride

45 mg/30 ml

For neonates and children up to 9 kg

Neotricon

4.5 mg/ml

Solution for infusion

Dopamine Hydrochloride

225 mg/50 ml

For neonates and children 10 kg and over

* Internal estimates

India Consumer Healthcare Business

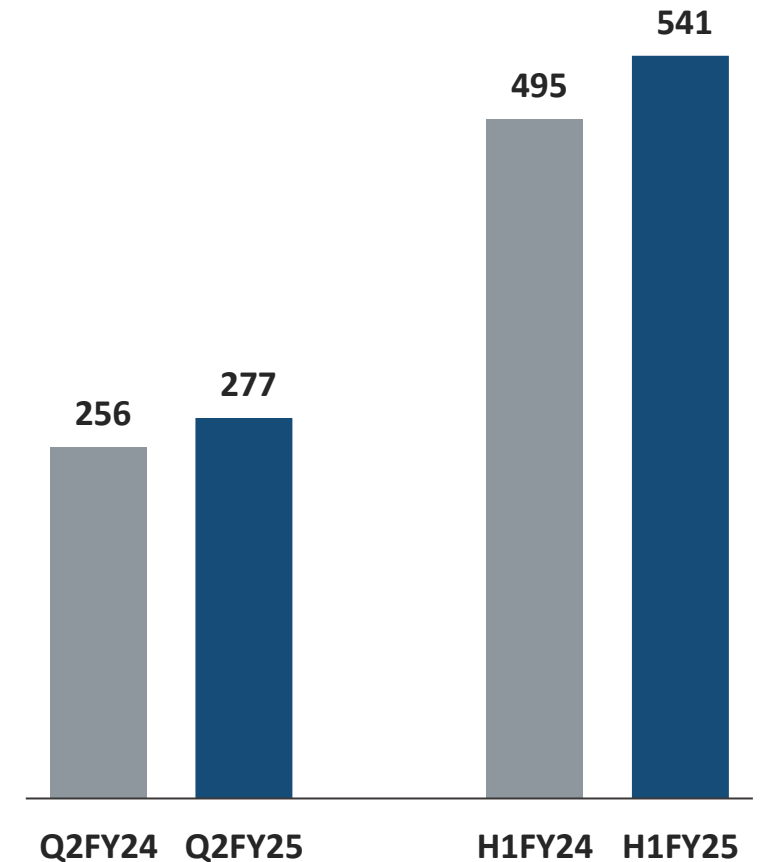
Performance Highlights

❖ **New Product launches - 9 new products and 13 new SKUs** launched in H1FY25. We have launched 150+ new products and SKUs in the last three years



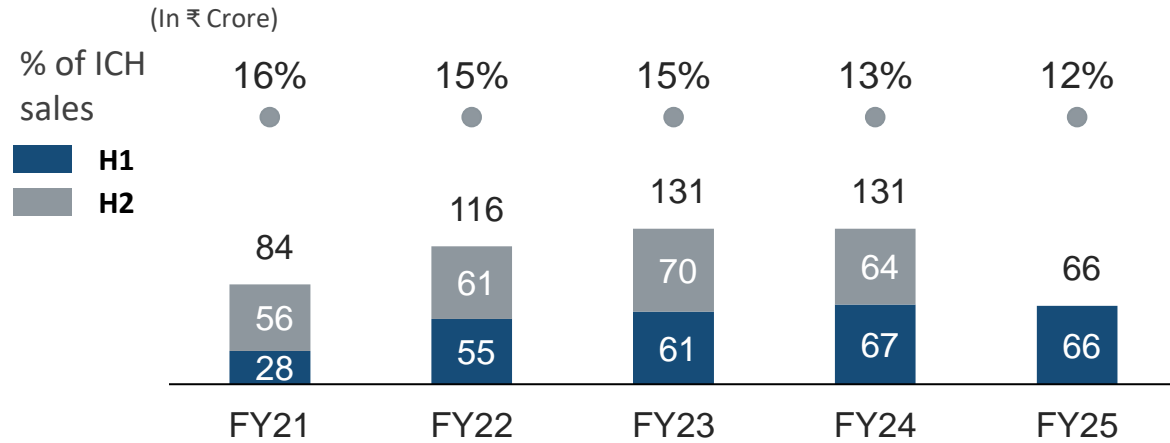
- ❖ **Power Brands - Power Brands grew at 18% YoY** during Q2 and H1 FY25 and contributed to 48% of total ICH sales
 - Growth was driven by robust performance in Little's, Tetmosol and CIR
 - Growth in i-range was adversely impacted due to regulator mandated price reductions
- ❖ **E-commerce sales grew at 32% YoY** in Q2FY25 and contributed 20% to ICH revenues. Focus to **improve its profitability** through pricing, mix and investment optimization
- ❖ **Plan to widen our distribution reach** - Transition from a Pharmacy-dominant to an **Omni-channel** consumer healthcare company

Revenue Growth

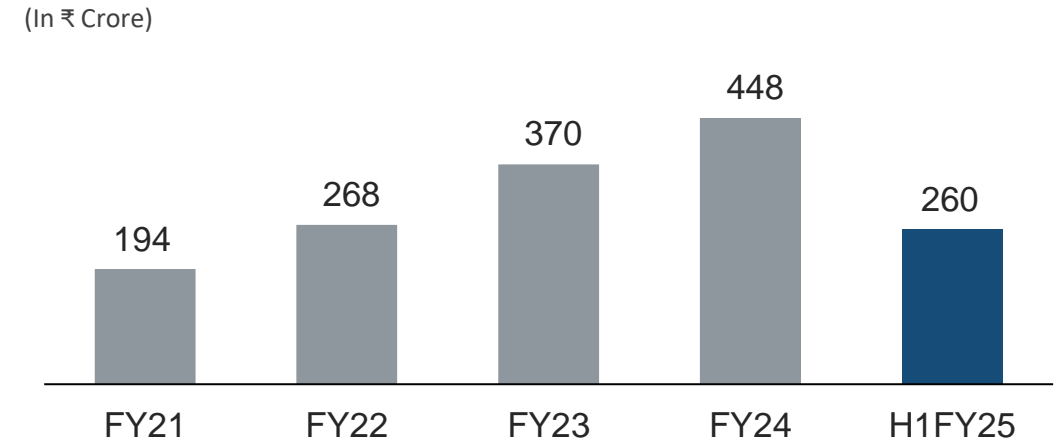


Media Spends and New Product Launches Driving Power Brands

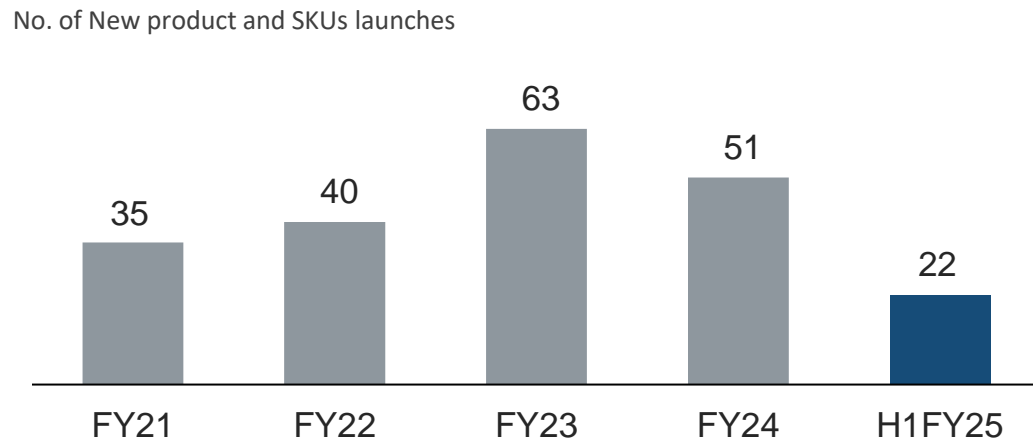
Continuous Media and Trade Spends...



...Fueling Growth of Power Brands...

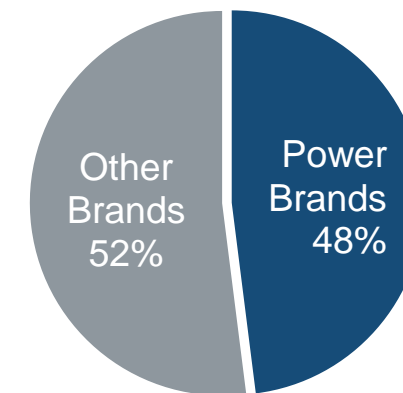


...Underpinned by 150+ New Launches in 3 Years...



...With Significant Contribution from Power Brands

% of H1FY25 Revenue



Power Brands- Little's, Lacto Calamine, i-range, CIR, Tetmosol, and Polycrol



Sustainability Initiatives

Released our FY2024 Sustainability Report



Key Highlights

- The report follows **GRI standards** and is aligned with **SASSB and UNGC frameworks**, underscoring our commitment to sustainable growth, responsible capital allocation, and impactful stakeholder engagement
- **Third Party Assurance:** The Report has been assured by DNV Business Assurance India Private Limited
- The report highlights our approach across **four key strategic pillars:** Responsible Operations, Business Resilience, Customer Centricity, and Quality & Excellence
- The report also covers our comprehensive **sustainability strategy** focusing on 12 key areas and 28 material topics, supported by **50+ specific time-bound targets**



[Link to our Sustainability Page](#)

Sustainability Report for FY2024

Notable Highlights in our FY2024 Sustainability Report

Business Resilience

30%

Women representation in Board in FY2024

Zero

Cases of data breaches

37%

Of critical suppliers assessed on sustainability criteria

5%

Of suppliers by value targeted for the supplier capacity-building programme by FY25

Responsible Operations

4.76%

Reduction in scope 1&2 emissions compared to base year FY22

49%

Increase in renewal energy consumption

2,39,831 KL

Total water savings during the reporting year

Zero

Hazardous waste to landfill

Stakeholder Capacity

17.3%

Of the global workforce are women

61%

Employees covered under ESG training

85%

CDMO customer satisfaction score

55/100

EcoVadis Score
With 60th percentile

Quality and Excellence

36

Successful regulatory inspections in FY24

4

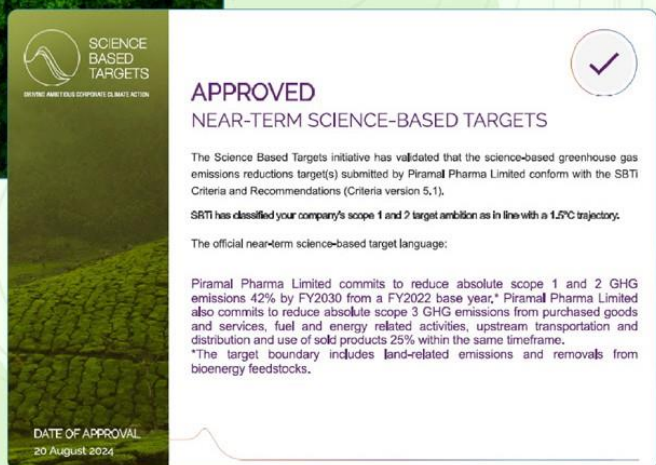
Successful USFDA inspections in FY24

70%

Automation of 6 major OE KPIs across 11 CDMO sites

SBTi Approved GHG Reduction Targets

In Exclusive Club of Companies with SBTi¹ Approved GHG² Reduction Targets



Only five³ Indian Pharmaceuticals, Biotechnology and Life Sciences companies with SBTi approved Near Term Targets

Less than 25³ Pharmaceuticals, Biotechnology and Life Sciences companies in Asia have Near Term Targets approved by SBTi

Highly sought after compliance requirement by large customers

Taken a target for 42% reduction in our Scope 1 and Scope 2 GHG emissions by FY30 (baseline of FY22). This is in-line with the SBTi's# pathway to limit global warming to 1.5°C above pre-industrial levels

Also taken a target to reduce our Scope 3 GHG emissions by 25% by FY30 (baseline of FY22)



Financials

Consolidated Financials Highlights

(in ₹ Cr. or as stated)

Particulars	Q2FY25	Q2FY24	YoY Change	Q1FY25	QoQ Change	H1FY25	H1FY24	YoY Change
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CDMO	1,324	1,068	24%	1,057	25%	2,381	1,967	21%
CHG	643	589	9%	631	2%	1,274	1,206	6%
ICH	277	256	8%	264	5%	541	495	9%
EBITDA	403	315	28%	224	80%	627	485	29%
EBITDA Margin	18%	16%	-	11%	-	15%	13%	-
Share of Net Profit of Associates	17	19	(10)%	22	(23)%	40	33	18%
PAT	23	5	350%	(89)	NM	(66)	(94)	NM
PAT Margin	1%	0%	-	(5)%	-	(2)%	(3)%	-

Note: * Revenue from Operations includes foreign exchange gains/losses

A steady all-round performance in Q2FY25 - Healthy revenue growth of 17% YoY accompanied by about 150bps YoY expansion in EBITDA margin driven by operating leverage and cost optimization initiatives

Consolidated Financials Highlights

(in ₹ Cr. or as stated)

Key Balance Sheet Items	As on 30-Sep-24	As on 31-Mar-24
Total Equity	7,907	7,911
Net Debt	4,235	3,932
Total	12,143	11,843
Net Fixed Assets	9,096	9,106
Tangible Assets	4,298	4,250
Intangible Assets including goodwill	3,669	3,740
CWIP (including IAUD*)	1,130	1,116
Net Working Capital	2,651	2,339
Other Assets [#]	396	398
Total	12,143	11,843

*IAUD – Intangible Assets Under Development

Other Assets include Investments and Deferred Tax Assets (Net)



Strategic Goals

Financial Aspirations for FY2030

3x

Over **3x Growth** in
EBITDA



~25%
EBITDA Margins

2x

More than **Double** the
Revenues



US\$2+ Bn
Revenue

1x

Reduce Leverage
on the Balance Sheet



~1x
Net debt to EBITDA



Exponential Growth
in PAT

Early Teens PAT Margins



Enhance ROCE

High Teens ROCE

Note:- The aspirations mentioned above does not include Inorganic growth

US\$2+ Bn Company with 25% EDITDA Margin by FY2030

Strategic Goals for FY2030

US\$1.2 Bn revenues with ~25%
EBITDA margin



Emerge as a fast-growing, **innovation**-focused **integrated** CDMO, leveraging our **scientific excellence** and our **global network** of end-to-end and **differentiated** services to bring valued solutions to our customers and their patients

US\$600 Mn revenues with 25%+
EBITDA margin



Become a leading **critical care** company by **strengthening our core** of inhalation anesthesia, injectable pain, and intrathecal therapies and building a growing portfolio of **differentiated** and **specialty** products for patients

US\$200 Mn revenues with **double-digit**
EBITDA margin



Establish ourselves as a **significant player** in the Indian consumer healthcare segment with market **leading brands** and **extensive distribution** reach

Key Investment Highlights

US\$2+ Bn Global Pharma, Health & Wellness Company by FY2030

1

Strong promoter group with **over 35 years of demonstrated ability** to build scalable and differentiated businesses



2

Presence in **large multi-billion dollar** size attractive industry segments with promising tailwinds



3

Globally diversified network of **facilities across 3 continents**, differentiated capabilities and market leading brands



4

Target 25% EBITDA margins through enhanced productivity and cost optimization initiatives



5

Strong track record of organic and inorganic expansion – **15+ M&As in last 10 years**



6

Best in class quality and compliance – **350+ successful regulatory inspections** since FY2012



7

Strong focus on sustainability and patient, customer, and consumer centricity – **SBTi approved GHG reduction targets**



Dial-in details for Q2 and H1 FY25 Earnings Conference Call

Event	Location & Time	Telephone Number
Conference Call on 24 th October 2024	India – 05:00 PM IST	+91 22 6280 1461 / +91 22 7115 8320 (Primary Number)
		1 800 120 1221 (Toll free number)
	USA – 07:30 AM (Eastern Time – New York)	Toll free number 18667462133
	UK – 12:30 PM (London Time)	Toll free number 08081011573
	Singapore – 07:30 PM (Singapore Time)	Toll free number 8001012045
	Hong Kong – 07:30 PM (Hong Kong Time)	Toll free number 800964448
Express Join with Diamond Pass™	Please use this link for prior registration to reduce wait time at the time of joining the call – Click Here	

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