



## Natco Pharma Limited

Regd. Off. : 'NATCO HOUSE', Road No. 2, Banjara Hills, Hyderabad - 500034.  
Telangana, INDIA. Tel : +91 40 23547532, Fax : +91 40 23548243  
CIN : L24230TG1981PLC003201, www.natcopharma.co.in

12<sup>th</sup> November, 2024

Corporate Relationship Department  
M/s. BSE Ltd  
Dalal Street, For,  
**Mumbai 400001**

**Scrip Code: 524816**

Manager – Listing  
M/s. National Stock Exchange of India Ltd  
“Exchange Plaza”, Bandra Kurla Complex  
Bandra East, **Mumbai 400051**

**Scrip Code: NATCOPHARM**

Dear Sir / Madam,

Sub: - **Q2 FY25 Investor Presentation**

Please find enclosed herewith the Investor Presentation for the Quarter and Half year ended September 30, 2024.

Thanking you

Yours faithfully  
For NATCO Pharma Limited

Ch. Venkat Ramesh  
Company Secretary &  
Compliance Officer

Encl: as above



# **NATCO Pharma Limited**

**Earnings Presentation**

**Q2 FY25**

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# Q2FY25 – Key Business & Consolidated Financial Highlights

Total Revenue stood at INR 14,349 mn | Pharma Export Formulations at INR 12,113 mn | Domestic Formulations Revenue at INR 1,023 mn

Earnings Before Interest Tax Depreciation and Amortization stood at INR 8,681 mn and EBITDA Margin at 60.5% for Q2 FY25

Profit after tax for Q2 FY25 was at INR 6,765 mn

Basic and Diluted EPS for Q2 FY25 is INR 37.81 per share

Investment of US\$ 8 mn in eGenesis, Inc. a biotechnology company focused on xenotransplantation focused on developing safe and effective human compatible organs for transplant

The Board of Directors has declared second interim dividend of INR 1.50 per equity share of INR 2 each

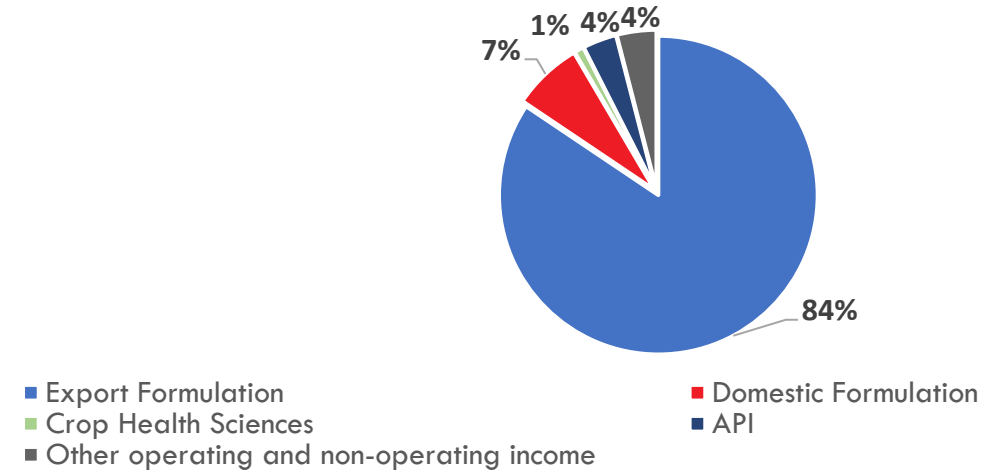
Note: EBITDA and EBITDA Margin includes other income

# Q2FY25 – Quarterly Performance

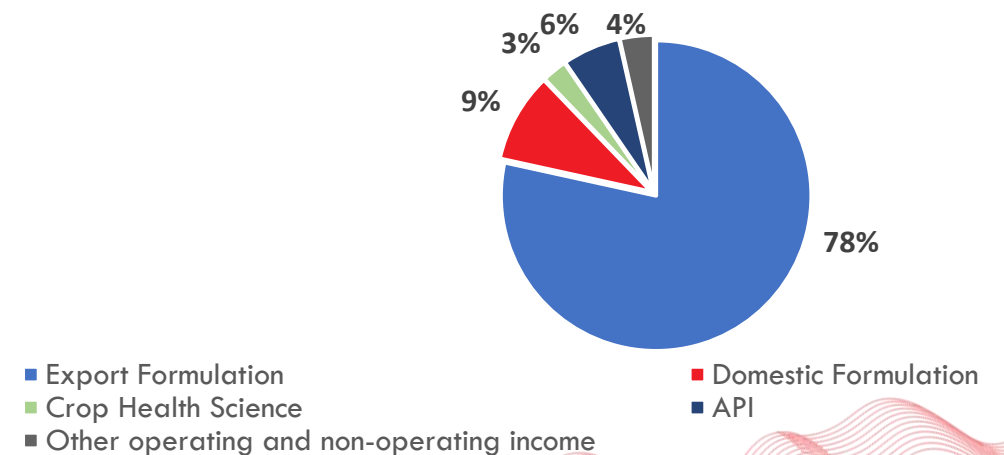
## Revenue Breakup (INR mn)

Revenue Division	Q2FY25	Q2FY24	Q1FY25
<b>API Revenue</b>	496	778	392
<b>Formulation</b>			
Formulation – Exports (incl profit share, license income, export service income & Subsidiaries)	12,113	7,923	12,101
Formulation – Domestic	1,023	1,025	1,022
<b>Formulations Total Revenue</b>	<b>13,136</b>	<b>8,948</b>	<b>13,123</b>
Crop Health Sciences	141	558	156
Other operating & non - operating incomes	576	324	436
<b>Consolidated Total Revenue</b>	<b>14,349</b>	<b>10,608</b>	<b>14,107</b>

## Revenue Breakup (%) – Q2FY25



## Revenue Breakup (%) – FY24



# Consolidated Profit & Loss Statement

Profit & Loss Statement (INR Mn)	Q2FY25	Q2FY24	Q1FY25
<b>Total Revenue</b>	<b>14,349</b>	<b>10,608</b>	<b>14,107</b>
Total Expenses (before finance cost and depreciation)	5,668	5,734	5,578
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>8,681</b>	<b>4,874</b>	<b>8,529</b>
<b>EBITDA Margin* (%)</b>	<b>60.5%</b>	<b>45.9%</b>	<b>60.5%</b>
Finance cost	41	42	52
Depreciation	458	436	441
Profit before tax (PBT)	8,182	4,396	8,036
Tax	1,417	706	1,351
<b>Profit after tax (PAT)</b>	<b>6,765</b>	<b>3,690</b>	<b>6,685</b>
<b>PAT Margin (%)</b>	<b>47.1%</b>	<b>34.8%</b>	<b>47.4%</b>
Reported Earnings per share (EPS) INR – Basic and Diluted	37.81	20.60	37.32

\*includes other income

# Key Product Pipeline - USA

30

Para IVs in the pipeline



14

Approved (either tentative or fully)

## Key Sole FTFs (Para IV) in the pipeline

Key Brand	Molecule	Therapeutic Segment / Primary Indication
Tracleer	Bosentan (32mg)	Anti-hypertensive
Kyprolis	Carfilzomib (10mg)	Cancer/Multiple Myeloma
Imbruvica	Ibrutinib (tablet)	Cancer/Leukaemia
Zydelig	Idelalisib	Cancer/ Blood and Bone Marrow Cancer
Lynparza	Olaparib	Ovarian/Breast Cancer
Ozempic	Semaglutide pen (8mg/3ml & 2 mg/3ml)	Diabetes
Balversa	Erdafitinib	Bladder Cancer
Wegovy	Semaglutide (all strengths)	Weight Loss
Tabrecta	Capmatinib	Cancer/ Lung Cancer

## Key Para IV (shared FTFs) products in the pipeline

Key Brand	Molecule	Therapeutic Segment / Primary Indication
Eliquis	Apixaban	Anticoagulant
Ozempic	Semaglutide pen (2 strengths)	Diabetes
Pomalyst	Pomalidomide	Cancer/Multiple Myeloma
Lonsurf	Trifluridine/Tipracil	Metastatic colorectal cancer
Yondelis	Trabectedin	Advanced soft-tissue sarcoma/ ovarian cancer
Calquence	Acalabrutinib	Cancer/Blood
Kyprolis	Carfilzomib 60 mg/ml	Cancer/Multiple Myeloma
Nurtec	Rimegepant	Migraine
Jevtana	Cabazitaxel	Cancer

Note: Data as of Sept 30, 2024

# Earnings Call Details – Q2FY25



The Earnings call to discuss the operational and financial performance of the company with Mr. Rajeev Nannapaneni, Vice Chairman and Chief Executive Officer and Mr. Rajesh Chebiyam, Executive Vice President, Crop Health Sciences are as below:

## **Details of the Earnings call:**

- *Date: 13<sup>th</sup> November 2024*
- *Time: 11 AM IST*
- *Dial-in-Numbers: (+91 22) 62801222 / 71158123*
- **Pre-register using the link:**  
<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=9308590&linkSecurityString=3e44f85b1a>





# Thank You

## Contact:

Rajeev Menon – Investor Relations

Rajesh Chebiyam – EVP, Crop Health Sciences

 [r.menon@natcopharma.co.in](mailto:r.menon@natcopharma.co.in) / [Rajesh.Chebiyam@natcopharma.co.in](mailto:Rajesh.Chebiyam@natcopharma.co.in)

 **040-23546208/ Ext: 323**

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