National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,

Bandra (E), Mumbai – 400 051

Bandra Kurla Complex,



Date: November 5, 2024

BSE Limited
P J Towers,
Dalal Street,
Mumbai – 400 001

Script Code: 543904 Symbol: MANKIND

Dear Sir/ Madam,

Subject: Investor Presentation

Pursuant to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation on financial results of the Company for the Q2FY25.

The presentation is also being uploaded on the website of the company i.e. www.mankindpharma.com.

You are requested to kindly take the above information on your records.

Thanking You,

Yours Faithfully,

For Mankind Pharma Limited

Pradeep Chugh Company Secretary and Compliance Officer

Encl.: As above





INVESTOR PRESENTATION

Q2FY25

05 November 2024



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Financial Performance



PAT (INR Cr) / Margin

Q2 FY25 - Key Financial Snapshot



Financials / Margins	Growth	Capital Efficiency
3,077	13.6%	35.3%
Revenue (INR Cr)	YoY Growth	ROCE ¹
853 / 27.7%	24.3%	30.5%
EBITDA (INR Cr) / Margin	YoY Growth	ROE ¹
659 / 21.4%	28.9%	

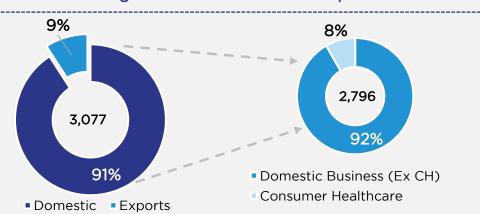




- "We are pleased to report steady revenue growth of 13.6% YoY with strong EBITDA margins of 27.7%, driven by recovery in volume, continued outperformance in chronic segment and operating leverage.
- OTC business has been carved out to a WOS of Mankind Pharma. From Q3, this business has embarked on the journey towards its next phase of growth.
- Our acquisition of BSV, perfectly aligns with our vision to expand into high entry barrier portfolio with #1 player in the gynaecology segment, leadership in certain critical care products and further enhance our R&D capabilities.
- Multiple growth levers resilient base business, fast growing specialty chronic segment, high potential OTC business, and high-entry barrier super specialty portfolio of BSV. Together, these levers will propel our growth journey ahead."



YoY Growth





Q2 & H1 FY25 - P&L Highlights

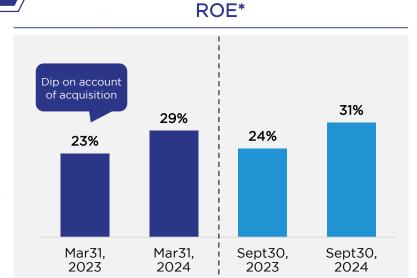


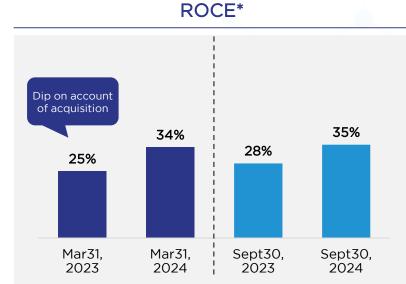
INR Crore	Q2FY25	Q2FY24	YoY Growth	Q1FY25	QoQ Growth	H1FY25	H1FY24	YoY Growth
Revenue from Operations (A=B+C)	3,077	2,708	13.6%	2,893	6.3%	5,970	5,287	12.9%
Domestic Business (B)	2,796	2,529	10.5%	2,634	6.1%	5,430	4,948	9.7%
i. Domestic Business (ex CH)	2,564	2,336	9.7%	2,428	5.6%	4,992	4,547	9.8%
ii. Consumer Healthcare (CH)	232	193	20.4%	206	12.6%	438	401	9.4%
Exports Business (C)	281	179	57.0%	259	8.3%	540	339	59.3%
Gross Profit	2,202	1,883	16.9%	2,081	5.8%	4,283	3,642	17.6%
EBITDA	853	686	24.3%	686	24.3%	1,538	1,346	14.3%
Profit After Tax	659	511	28.9%	543	21.3%	1,202	1,005	19.6%
Diluted EPS ¹ (INR)	16.3	12.5	30.4%	13.4	21.8%	29.7	24.6	20.4%
Cash EPS ¹ (INR)	18.9	14.9	26.9%	16.1	17.5%	35.0	29.3	19.5%
Gross Margins %	71.6%	69.5%	210 bps	71.9%	30 bps	71.7%	68.9%	280 bps
EBITDA Margins %	27.7%	25.3%	240 bps	23.7%	400 bps	25.8%	25.5%	30 bps
Adj. EBITDA Margins % ²	27.7%	25.3%	240 bps	25.2%	250 bps	26.5%	25.5%	100 bps
PAT Margins %	21.4%	18.9%	250 bps	18.8%	260 bps	20.1%	19.0%	110 bps

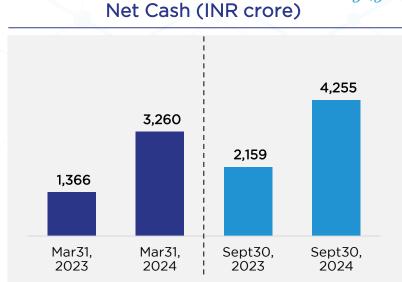


Key Financial Metrics

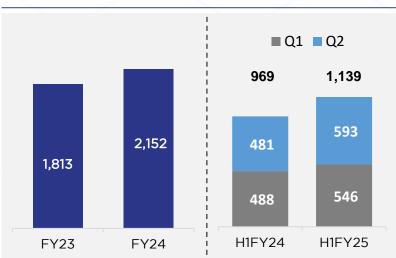




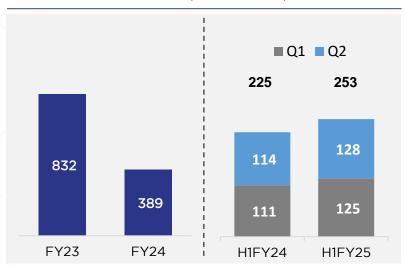




Cash Flow from Operations (INR crore)



CAPEX (INR crore)



Net Operating Working Capital Days



6





Business Updates



Domestic Business Performance



Strong Growth in Domestic Revenue*



- ❖ Secondary sales growth of 8.6% vs 8.0% IPM growth (1.1x to IPM) supported by
 - * strong outperformance of 3.4x volume growth to IPM (1.3% for Mankind vs 0.4% for IPM)
 - strong outperformance of 1.3x in chronic growth vs IPM chronic and 1.6x vs IPM
- Growth partially impacted by
 - * regulatory headwinds in certain key products in acute segment
 - certain initiatives adopted to enhance field force efficiency
- ❖ Consistently maintained #1 rank over last 7 years with prescription share of 15.4% in Q2FY25
- ❖ Prescriber Penetration increased to 83.5% in Q2FY25 vs 83.2% in Q2FY24

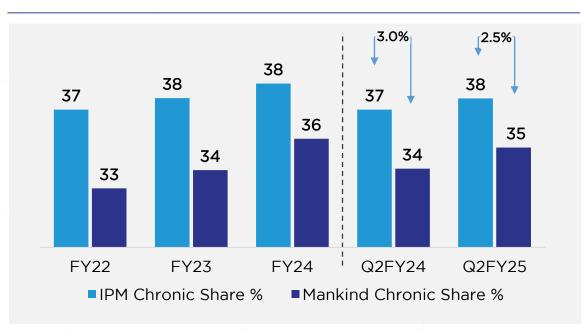


Increasing Share of Chronic Segment

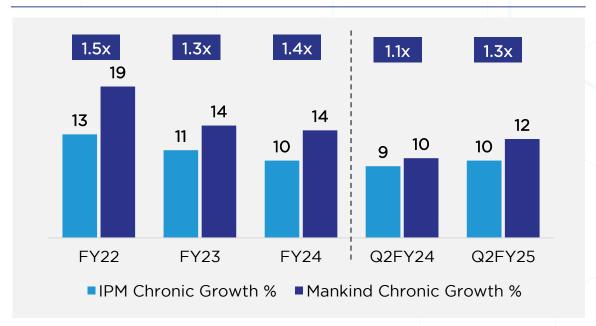


Increased chronic share by 119bps in last 12 months

Consistent focus to increase chronic contribution



1.3x outperformance to IPM chronic in Q2FY25



- ❖ 1.6x and 1.4x outperformance to IPM in Cardiac and Anti-Diabetic respectively
- ❖ Chronic outperformance is supported by recent strategic launches
 - ❖ 100%+ growth in Nobeglar (Insulin glargine)
 - ❖ 22% combined growth in respiratory inhalers (Combinale & Symbicort)
 - ❖ Increasing traction in Crenzlo Inclisiran (Cardiac Lipid lowering)



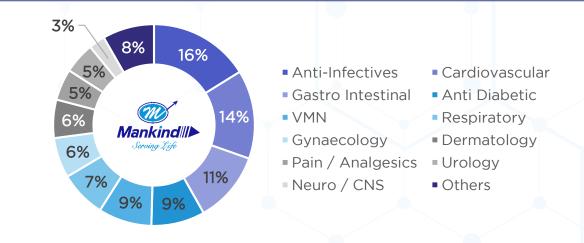
Q2FY25 – Therapywise Performance



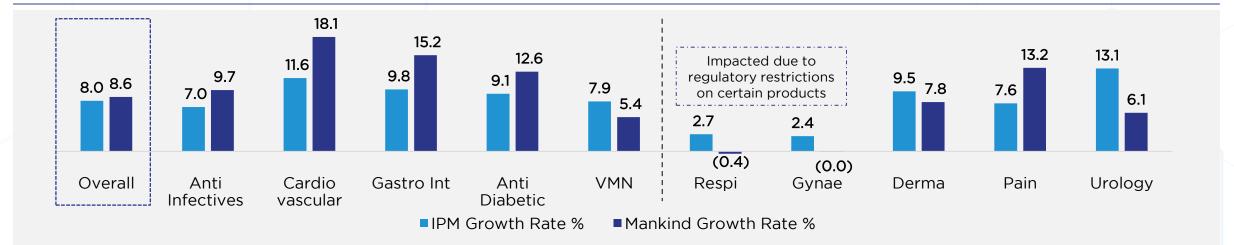
High Ranks across Acute and Chronic Areas

Key Therapy Areas	Rank in CVM	FY 20-24 CAGR			
	(Q2FY25)	Mankind	IPM		
Chronic therapies		15%	11%		
Cardiovascular	4	18%	11%		
Anti Diabetic	5	16%	7%		
Acute therapies		11%	9%		
Anti-Infectives	4	11%	7%		
Gastro Int	4	10%	11%		
Respiratory	5	11%	10%		
Overall	2	12%	9%		

Q2FY25 - Sales Mix representing Diversified Therapy Presence



Q2Y25 - Significant outperformance in key therapies (Anti-infectives, Cardio, Gastro and Anti-diabetic)

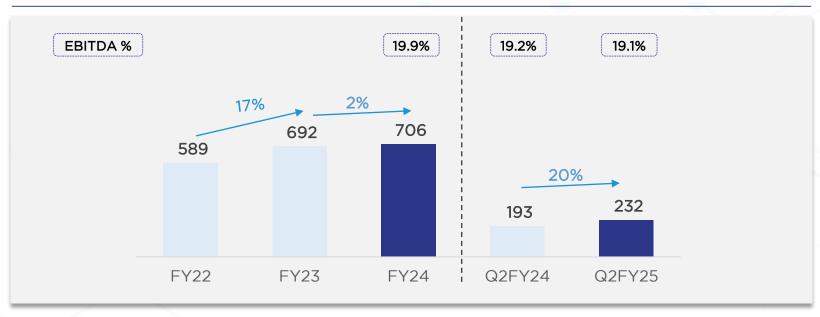




Building Consumer Healthcare Franchise



Consumer Healthcare Segment Revenue (INR Crore)



- ❖ Strong revenue growth of 20% YoY¹ in Q2FY25 propelled by steady growth in key brands like Manforce, Gas-o-fast, and HealthOk further aided by faster growth in E-commerce and Q-Commerce channels
- Strong growth in secondary sales² for Manforce, Gas-o-fast and HealthOk of 15%, 28% and 27% YoY respectively
- ❖ Gaining strong traction in recent strategic launches: Manforce Epic (Premium category), Nimulid (Pain Management) etc.
- ❖ With a focus on consistently increasing accessibility, Nimulid is now available in ~1,00,000 stores, Manforce Epic available in 25,000+ select stores, and Ovanews is available in 15,000 A+ stores



Strong Corporate Identity Complements Brand Recall...



Strategically selected national and regional brand ambassadors

Dominant Brands

Corporate Brand Ambassadors

Consumer Healthcare Brand Ambassadors









Condom Brand Market Share - 28%



Kartik Aaryan



Sunny Leone



Prega News Pregnancy Test Kit Brand Market Share - 83%



Anushka Sharma



Kajal Aggarwal



Srabanti Chatterjee



Antacid Powder Brand Market Share - 9%



Paresh Rawal & Neena Gupta



Brahmana ndam



Biswanath Basu



#8 Vitamins, Minerals, **Nutrients Brand** Market Share - 3%



Ranveer Singh



Mahesh Babu



AcneStar Medicated Anti-Acne **Brand** Market Share - 36%



Rashi Khanna

UNWANTED-72

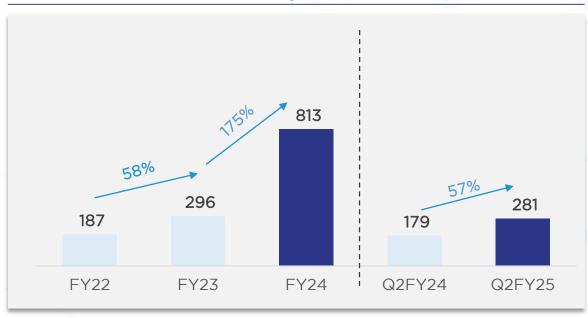
Emergency Contraceptive Brand Market Share - 54%



Exports Business Update



Revenue from Exports (INR Crore)



- Revenue growth of 57% YoY driven by increase in our base business supported by new launches in last 12-24 months
- During the quarter, we have launched 1 new product in US taking the total launched products to 42





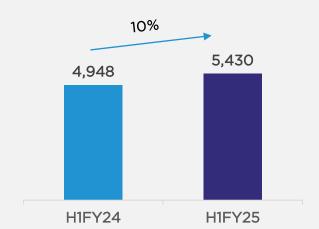
Additional Information



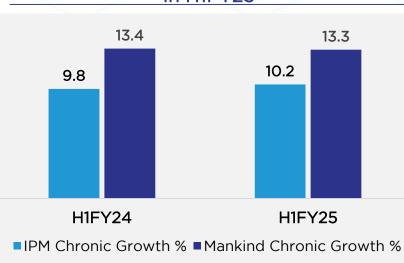
H1FY25 Business Updates

Strong Growth in Domestic Revenue (INR crore)





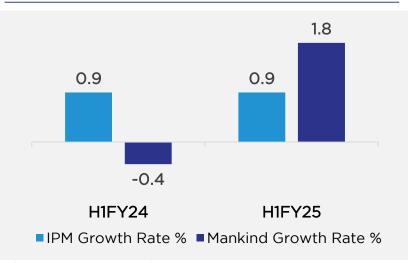
1.3x outperformance to IPM chronic in H1FY25*



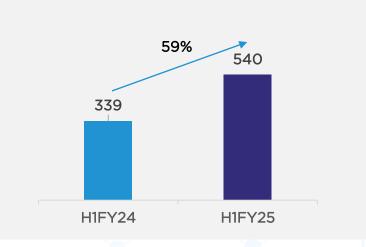
Consumer Healthcare Segment Revenue (INR crore)



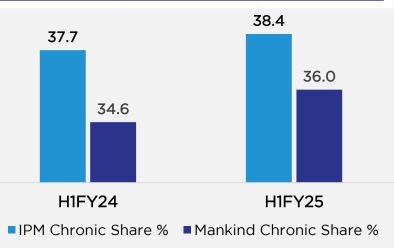
2x outperformance to IPM Volume*



Revenue from Exports (INR crore)



+140 bps increase in Mankind chronic share*

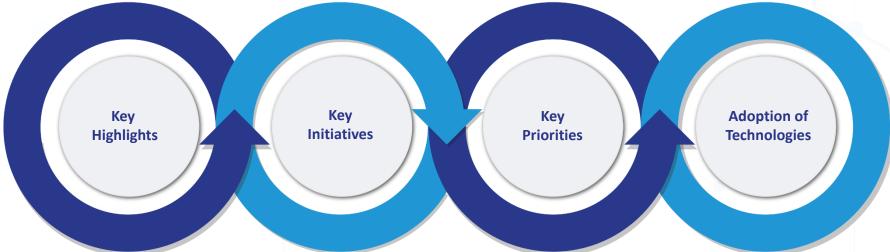


^{*} As per IQVIA, for 6 months ended September 30, 2024



ESG: Organization Focus on Sustainable Growth# (H1'25)





- 65.5% Hazardous waste disposal for coprocessing from all 3 Poanta units & 100% from Sikkim unit achieved.
- 46.5% (33,745 KL) of Treated waste water recycled back for various applications, an increase of 2.7% as compared to H1'24
- 7.5% (0.08 MT) CO2 emissions reduced per million No of Tablets produced.
- 20.1% YoY Increased renewable energy generation as compared to H1'24.

- 9,308 MT of EPR target of post-consumer plastic waste collection & recycling has been taken for FY'25.
- Undertaken independent General and Electrical Safety inspections by 3rd Party at multiple Manufacturing Units.
- CO2 emission reduction to achieve Carbon Neutrality by FY2030
- Complete ESG
 assessment by EcoVadis
 in FY25
- Supplier assessment for FY'24-25.
- Completed lab trials on DG sets using Hydrogen gas (Green fuel) generation from water
- Commissioned Mechanical Vapor Recompression (MVR) system to achieve ZLD at Sikkim unit.
- Installed air pollution control device (Bag filter) to further reduce the particulate matter level at Unit 3 Paonta.



Zero Reportable Lost Time accidents across all manufacturing units



*Plastic Neutrality Achieved (FY24)

^{*}Plastic neutral according to the approved EPR Target Plan, subject to CPCB reconciliation

[#] Data is for Standalone Manufacturing Units except Udaipur, as it was not part of the BRSR boundary during FY 23-24.









Plastic Neutral in FY24**



Hazardous Waste - 70% for co-processing and 30% for landfilling by 2027 (Base year FY21)



Implementation of Wild life Conservation plan for 2 no's of Schedule-1 species in Sotanala area



Carbon neutral by 2030 (Base year FY21)



100% Renewable Power by 2030



Reduce ground water intensity in Operations by 50% by 2030 (Base year FY20)



Social



Ensuring the well being of our employees and partners.



Governance



Implementation of effective stakeholder engagement strategy for collaboration to address key sustainability issues backed by Sustainability council.



Highest standards of compliance and ethics backed by robust corporate governance

^{*}Mankind Standalone Units

^{**}Certificate received from co-processing / recycling agencies. Awaiting upload on CPCB website by agencies to get the credits of confirmation from CPCB



Mankind Pharma at a Glance





Market Leadership #1

Rank in Prescriptions over the last seven years* Youngest

in Top 5 of the IPM*

#4

Rank by value in IPM*

4

Consumer Healthcare brands ranked #1 in their categories*



INR 10,335 Crore

FY24 Revenue

92%

FY24 Domestic Revenue

23

Brand families* worth INR 100 Cr+ 16,000+

Mar'24 Field force***



18.5%

Revenue CAGR FY21-24

16.5%

Domestic Business Revenue CAGR FY21-24 15.0%

Consumer Healthcare Revenue CAGR FY21-24 15.4%

EBITDA CAGR FY 21-24



24.7%

FY24 EBITDA Margin

18.8%

FY24 PAT Margin

34.0%

FY24 ROCE**

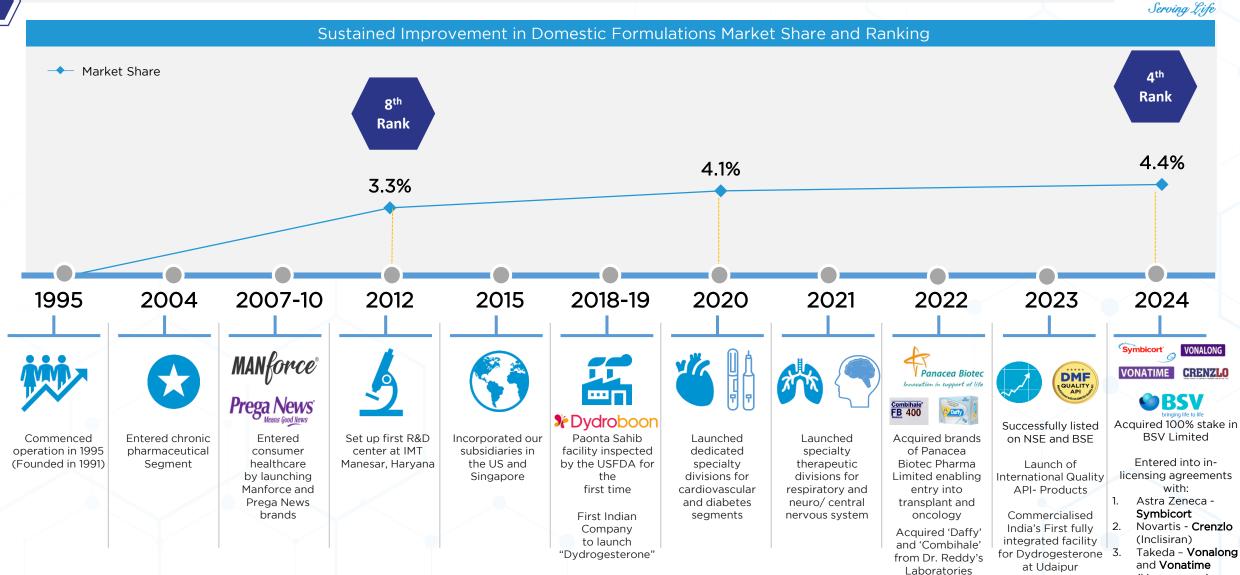
28.9%

FY24 ROE**



Mankind Pharma - Key Milestones

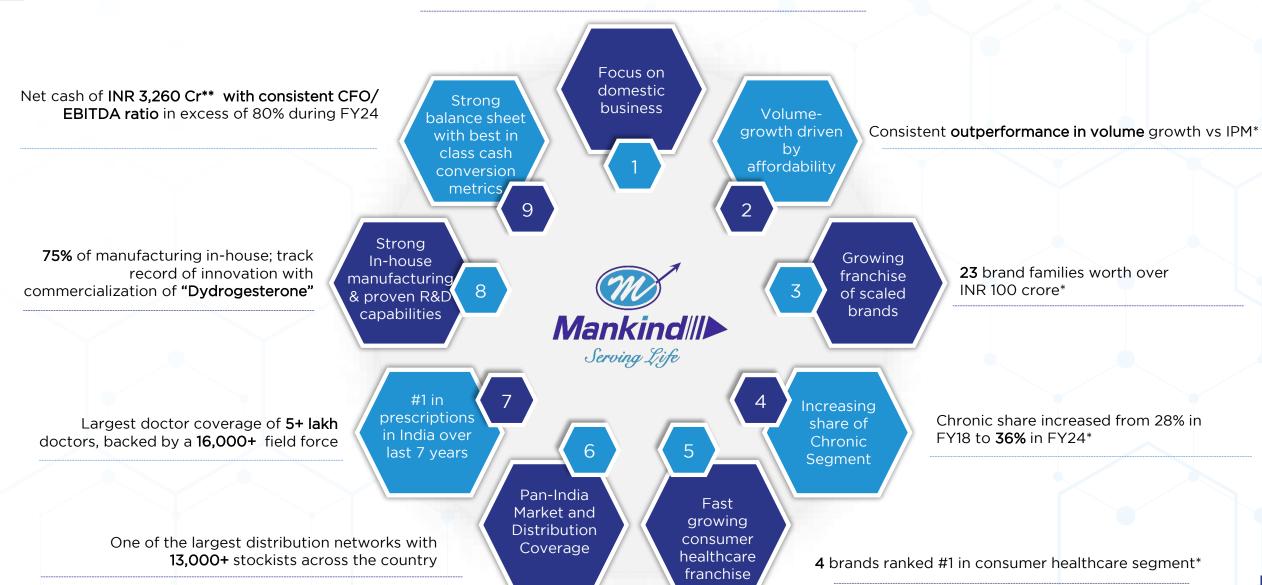




(Vonoprazan)



India revenues contribute 92% of total revenues in FY24





Strategy Going Ahead





Increase the value of prescriptions in existing markets by expanding market coverage; CVM moved from 62% in FY21 to 69% in FY24*



Increasing share of chronic segment by growing presence in existing therapies (Diabetes - Insulin Glargine, Respiratory - Inhalers) and expansion into new therapies like CNS, Transplant, Urology, Oncology



Increase penetration in Metros/Tier I cities by engaging Key Opinion Leaders, hospital tie-ups and specialty division launches (10+ divisions launched in last 3 years)



International DMF Quality API, introducing DMF quality medicines at Indian prices (~200 SKUs launched till date)



Grow consumer healthcare business leveraging existing brand equity, additional distribution models, Rx to OTx to OTC



Pursue In-organic growth via M&A and in-licensing with a focus on high entry barrier markets in Chronic, Consumer Healthcare segment, and other Healthcare adjacencies



Build alternative channels of growth including modern trade and other contemporary trade channels (~6% in FY24)



Continue to develop digital platforms to enhance doctor engagement medical content; end-to-end business transformation through AI/ML based technologies to improve productivity and efficiency



Consistently Expanding to Specialty and Super Specialty



Mankind Pharma Domestic

From mass market to consumer to specialty chronic

Mass Market (Acute/Chronic / Semi Chronic)



Specialty Chronic (Cardio / Diabeto / CNS)



Consumer Healthcare (OTC)



INR 8,816 Cr Domestic Revenue (FY24)

1.4x

Revenue Growth vs IPM

(FY20-24)



28% / 36% Increase Chronic Share (FY18 / FY24)



10+ divisions launched to focus on Specialty



Chronic



#4 / #2 Rank in IPM / CVM Volume (FY24)



Acquired the specialty Onco and Transplant brands from Panacea



16.000+ Field Force 23 Brands >100 Cr in FY24



In-licensed super specialty Chronic products from MNCs-Neptaz, Symbicort. Inclisaran and Vonoprazan



~INR 706cr Revenue (FY24)



4 Brands Ranked #1 in Consumer Health



>30% MS in Condoms



85%/60% MS in Pregnancy Test Kits/ Emergency Contraceptive

BSV - Super Specialty



~INR 1.723 Cr/28% Revenue/Adj. EBITDA Margin (FY24)



High entry barrier portfolio with specialty R&D tech platform



Ranked #1/#2 in 9 of the top 10 fast growing brands with limited competition in India



Recombinants, Niche Biologics, Novel Delivery and Immunoglobulins



Brands across the Women's Health Lifecycle in India; Comprehensive Fertility drug portfolio globally

Mankind has consistently evolved having a comprehensive portfolio across the pharma value chain



Consistently Expanding Our Portfolio Towards Specialty Products



 /					od oddy 2,90
Therapy Area	Brand Launched (Year)	Indication	Reference Market Size (INR Cr)	Market 5 Year CAGR	Rationale
Ke	Neptaz # (2023)	Heart Failure	626 ¹	21%	• Neptaz – In-licensed from Novartis . Strong Revenue and Volume growth. Ranks in the top 5 in its market.
CARDIAC	CRENZLO # (2024)	High LDL Cholesterol	5,576	12%	 Crenzlo - In-licensed from Novartis, to foray into the latest generation lipid-lowering injectables through the patented drug 'Inclisran'.
ANTI-DIABETIC	Nobeglar ® # (2023)	Type 1 and 2 Diabetes	4,450	6%	 In-licensed from Biocon, to foray in niche insulin category. Launch of the year, with 1 lakh+ prescriptions within one year.
RESPIRATORY	Combihale * (2022) Symbicort # (2024)	Chronic Obstructive Pulmonary Disease (COPD)	4,596	14%	 Combihale - acquired from DRL, to foray into the rapidly growing inhaler market. Symbicort - Exclusive distribution agreement with AstraZeneca for India, marking our entry into the premium inhalation segment.
DERMA	Daffy * (2022)	Paediatric Skin and Hair care	2,665	15%	 Daffy, acquired from DRL, strong growth continues since its acquisition in 2022. Foray into the infant skin and hair care category within the emollients section growing by 1.5X of IPM over the last 5 years.
GASTRO INTESTINAL	VONATIME VONALONG # (2024)	Gastroesop hageal Reflux Disease (GERD)	8,064	8%	 Vonoprazan - In-licensed from Takeda, we aim to improve the quality of life for those suffering from acid-related illnesses. GERD prevalence in the Indian population is ~8.2%, with a higher prevalence of around 11.1% in the urban population.



Financials - Steady Growth Trajectory



Revenue (INR Cr)

Strong Growth in Domestic Revenue

Revenue from Exports (INR crore)



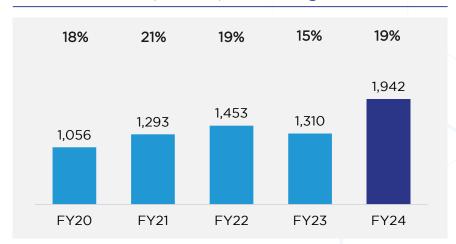




EBITDA (INR Cr) and Margin %(1)

25% 27% 26% 22% 25% 2,550 2,550 1,448 1,660 FY20 FY21 FY22 FY23 FY24

PAT (INR Cr) and Margin %





Key Performance Highlights

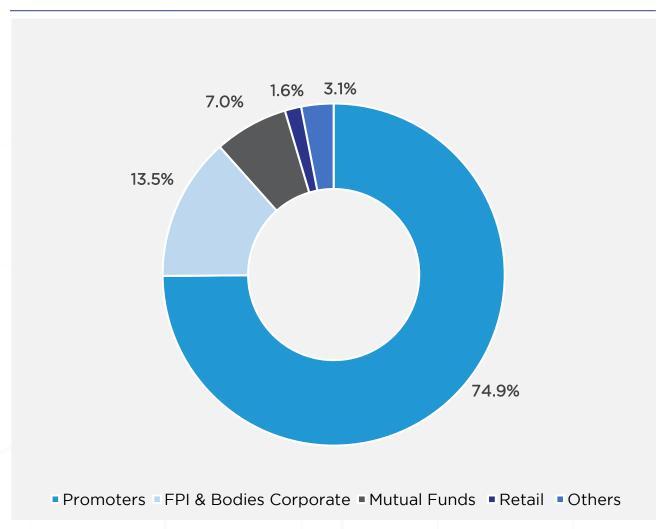


Key Performance Highlights	FY18	FY19	FY20	FY21	FY22	FY23	FY24
Value Growth YoY in IPM (%)	11.3	12.6	12.5	11.1	17.7	10.6	8.5
Market share by Value in IPM (%)	3.9	4.0	4.1	4.3	4.3	4.4	4.4
Market Ranking by Value in IPM (x)	4	4	4	4	4	4	4
CVM share in total IPM (%)	60.2	61.6	62.4	62.2	65.4	68.1	68.8
Market Share in covered market (%)	6.6	6.5	6.5	6.9	6.6	6.5	6.4
Covered market Rank by Volume (x)	2	2	2	2	2	2	2
Volume Share in IPM (%)	4.8	5.1	5.2	5.7	5.5	5.7	5.8
Market Ranking by Volume in IPM (x)	5	3	3	3	3	3	3
Chronic Share in Total portfolio (%)	27.9	31.9	32.2	34.1	32.9	33.9	35.5
Chronic Growth YoY (%)	16.4	28.6	13.5	17.6	13.6	14.1	13.5
Metro & Class 1 Share (%)	49.9	49.2	48.1	51.8	52.9	53.2	53.0



Shareholding Pattern





BSE Ticker	543904		
NSE Symbol	MANKIND		
Market Cap. (INR Crore)*	1,00,988		
% Free Float	25.1		
Free Float Market Cap. (INR Crore)	25,348		
Shares Outstanding (Crore)	40.06		
Industry	Pharmaceuticals		

Annexures



- ROE = (Profit for the year) / (average total equity less cash)
 - o Profit excludes interest income and gain on current investments measured at FVTPL
- Adjusted ROE = (Adjusted profit for the year) / (average adjusted total equity less cash)
 - o Profit excludes any M&A related impact, interest income and gain on current investments measured at FVTPL
 - o Adjusted total equity excludes Cash, cash used for acquisitions and is adjusted for M&A related impact (net of Tax)
- ROCE = (EBIT for the year) / (Capital employed less cash)
 - EBIT excludes other income
 - Capital employed is the sum of total equity, total borrowings, total lease liabilities and deferred tax liabilities (net) less deferred tax assets and Cash.
- Adjusted ROCE = (Adjusted EBIT for the year)/ (Adjusted Capital employed less cash)
 - Adjusted EBIT excludes M&A related impact and other income
 - Adj. Capital employed is the sum of total equity, total borrowings, total lease liabilities, deferred tax liabilities (net),
 M&A related impact (net of Tax) less deferred tax assets, Cash and cash used for acquisitions.
- Cash = (Cash and cash equivalents + Other bank balances + investment in Mutual funds)
- Net Cash = (Cash Current borrowings Non Current borrowings at the end of the year)
- Net Operating Working Capital Days = (Average operating working capital / Revenue from operations) X 365 days.

 Operating working capital is the sum of Inventories and Trade receivables less Trade payables
- Cash EPS = Profit/(Loss) for the period plus Depreciation, Amortization and Impairment / weighted average number of equity shares outstanding during the period



Safe Harbour Statement



The statements, are as on date and may contain forward-looking statements like the words "believe", "expects", "anticipate", "aim", "will likely result", "would", "will continue", "contemplate" "intends", "plans", "estimates", "seek to", "future", "objective", "projects", "goal", "likely", "project", "should", "potential" "will", "may", "targeting" or other words of similar expressions/ meaning regarding the financial position, business strategy, plans, targets and objectives of the Company. Such forward-looking statements involve known and unknown risks which may cause actual results, performance or achievements to be materially different from the results or achievements expressed or implied. The risks and uncertainties inter-alia, relating to these statements include (i) cash flow projections, (ii) industry and market conditions; (iii) ability to manage growth; (iv) competition; (v) government policies and regulations; (vi) obtaining regulatory approvals; (vii) domestic & international economic conditions such as interest rate & currency exchange fluctuations; (viii) political, economic, legal and social conditions in India/ elsewhere; (ix) technological advances; (x) claims and concerns about product safety and efficacy; (xi) domestic and foreign healthcare reforms; (xii) inability to build production capacity; (xiii) unavailability of raw materials and failure to gain market acceptance.

The Company and its subsidiaries shall not have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith. Also, the Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.



Q2 & H1 FY25 Earnings Call Details



Date	05 November, 2024			
Time	06:00 PM IST			
Dial – In Details				
Universal Access Numbers	+91 22 6280 1120 / +91 22 7115 8003			
Diamond Pass	https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=4789128&linkSecurityString=1fd9251b90			

Thank You

For more information please visit our website: https://www.mankindpharma.com

For specific queries, contact:

Abhishek Agarwal Investor Relations - 011 - 46846700 Ext. 3532 Investor.relations@mankindpharma.com

