



**FDC Limited**

MANUFACTURERS & EXPORTERS OF FOODS, DRUGS & CHEMICALS

**Date:- May 30, 2024**

**To,**

**BSE Limited**

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai- 400 001

**National Stock Exchange of India Ltd.**

Exchange Plaza, Plot no. C/1, G Block,

Bandra-Kurla Complex, Bandra (E),

Mumbai - 400 051

**BSE Script Code: 531599**

**NSE Symbol: FDC**

**Sub: Press Release on Q4 - FY 2023-24 and 12M - FY 2023-24 Results.**

Dear Sir/Ma'am,

Please find attached herewith the Press Release issued in relation to the Audited Standalone and Consolidated Financial Results of the Company for the Quarter and Year ended March 31, 2024.

Kindly take the same on record.

Thanking you,

Yours truly

**For FDC Limited**

VARSHARANI  
RAJARAM KATRE  
Digitally signed  
by VARSHARANI  
RAJARAM KATRE  
Date: 2024.05.30  
10:16:35 +05'30'

**Varsharani Katre**

**Company Secretary & Compliance Officer**

**M No.: FCS-8948**

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E-mail : waluj@fdcindia.com • CIN : L24239MH1940PLC003176

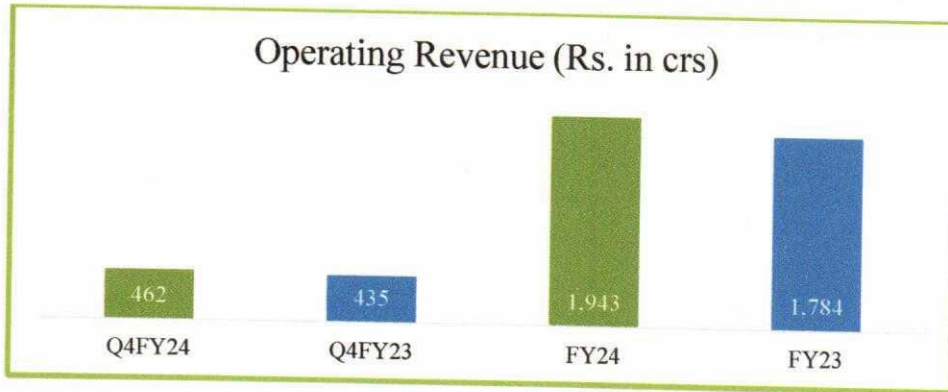


# FDC Limited

MANUFACTURERS & EXPORTERS OF FOODS, DRUGS & CHEMICALS

## FDC Limited reports Q4 FY24 results

Mumbai, 29<sup>th</sup> May 2024: FDC Limited (NSE: FDC, BSE: 531599, ISIN: INE258B01022) reported financials for the fourth quarter ended 31<sup>st</sup> March 2024.



### Consolidated Q4FY24 and FY24 reported:

Rs. in crores	Q4FY24	Q4FY23	YoY Grw %	FY24	FY23	YoY Grw %
Operating Revenue	462	435	6.3%	1,943	1,784	8.9%
EBITDA	56	49	15.1%	339	251	34.9%
EBITDA %	12.2%	11.3%		17.4%	14.1%	
PBT	65	45	44.6%	396	258	53.7%
PAT	46	31	50.9%	305	194	57.4%
EPS (Rs.)	3	2	53.7%	19	12	59.3%

### Commenting on the results;

We are delighted to report consistent growth momentum in revenue both in the domestic as well as the international market during Q4 and for the fiscal year FY24. Growth in the Domestic Formulation business is majorly contributed by our flagship brands Electral, Zifi, Enerzal and Zifi-O. The International Formulation business continues to show healthy traction both in the US and ROW markets. During the fiscal year FY24 the consolidated revenue in the international formulation business grew by 12% with the revenue of Rs. 288crs. The API business has also performed well with strong double-digit growth.



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Further, the EBITDA for the quarter and the fiscal year FY24 grew at a healthy rate of 15% and 35% respectively with EBITDA of Rs. 56 crs for Q4 and Rs. 339 crs for the fiscal year FY24, supported by improved margins and a reduction in operating expenses. Profit after tax also showed a healthy growth trend with PAT for the Q4 at Rs. 46 crs and the fiscal year FY24 at Rs. 305 crs with the growth rate of 51% & 57% respectively, driven majorly by improved other income and operating margin.

## Business-wise Sales Performance

₹ Cr	Q4FY24	YoY Grw %	FY24	YoY Grw %
Net Sales	458	5.4%	1,935	8.9%
India Formulations	358	6.1%	1,555	8.0%
US Formulations	37	-9.8%	149	11.2%
Emerging Markets	36	5.0%	139	14.9%
API Sales	27	24.0%	92	11.9%

### India Market:

The sale of Domestic Branded formulations for Q4 FY24 stood at Rs. 358 crores registering a growth of 6.1% on YoY. For FY24, sales were at Rs. 1,555 crores, a growth of 8.0% over the same period last year. The Domestic Branded Formulation business accounted for 79% for the quarter and 80% for FY24.

As per IQVIA, secondary sales data for the quarter ended Mar 31, 2024, the Company delivered YoY growth of 4.2% compared to the Indian Pharmaceutical Market (IPM) growth of 5.7% YoY. The company's flagship brand Electral moved up to 22<sup>nd</sup> rank in IPM in MAT Mar'24 compared to 26<sup>th</sup> in the same period last year.

### Export Formulations Business:

Export Formulation Business is showing consistently healthy trend with growth across geographies. The company is consolidating its position in the US market and in certain ROW markets. The revenue reported in the export formulation business in Q4 at Rs. 73 crs, marginally down by 3.1% over YoY and Rs. 288 crores for FY24, up by 12.9% over the same period last year. The export formulation business accounted for 15% of consolidated revenue for the FY24.

### API Business:

API Business reported sales of Rs. 27 crores in Q4 FY24, up by 24.0% over YoY. For FY24, sales were Rs. 92 crores, up by 11.9% over the same period last year and accounted for 5% of total consolidated sales.



## ABOUT FDC LTD

FDC was established in the year 1936 as a partnership firm. This firm was incorporated as a Company in 1940, with the vision of building a world-class company while contributing to making the nation self-reliant in healthcare. To cite a few, FDC carries forward the flaming spirit of its first dream, achieving accreditations from the US-FDA, UK-MHRA, MCC-RSA, and the UAE. FDC is a forerunner in the manufacturing and marketing of Oral Rehydration Salts (ORS), anti-infectives and ophthalmic. FDC has also set up globally approved, multi-location manufacturing facilities for Active Pharmaceutical Ingredients (APIs) as well as Finished Dosage Forms. These facilities are located at Roha, Waluj and Sinnar in Maharashtra, Verna in Goa, and Baddi in Himachal Pradesh. FDC markets more than 300 products in India and exports many of these to over 50 countries. FDC strives to explore, innovate, and integrate solutions with modern technology, empowering talent and expanding healthcare horizons for a better quality of life for millions globally.

## Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve several 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 our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, fluctuation in earnings, foreign exchange rates, our ability to manage international operations and exports, our exposure to market risks as well as other risks.



The image shows a handwritten signature in blue ink on the left, followed by a circular purple stamp. The stamp contains the text "FDC LIMITED" at the top, "MUMBAI, INDIA" at the bottom, and two small stars on either side of the text.