

**Wanbury Limited**

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18th February, 2025

To BSE Limited PJ. Towers, Dalal Street Mumbai-400 001. Script Code: 524212	To National Stock Exchange of India Ltd, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051. Script Code: WANBURY
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Sub.: Press release on Q3 & 9M FY25 Financial Results

Dear Sir/Madam,

Please find attached herewith copy of press release on Q3 & 9M FY25 Financial Results.

This is for your information and record.

Thanking you.

Yours faithfully,
For Wanbury Limited



Jitendra J. Gandhi
Company Secretary



WANBURY

Wanbury Ltd. Reports Q3 & 9M FY25 Results

18th February, 2025, MUMBAI: Wanbury Ltd., a pharmaceutical company with a presence in the global API market and domestic branded formulations, has announced its financial results for the quarter and nine months ended December 31st, 2024.

Consolidated Q3 FY25 Financial Highlights:

(Rs. in Crore)

Particulars	Q3 FY25*	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q
Revenue from Operations	133.5	145.5	-8.3%	161.2	-17.2%
EBITDA (incl. other income)	14.8	21.8	-32.3%	21.6	-31.7%
EBITDA Margin (%)	11.1%	15.0%	-393 bps	13.4%	-235 bps
PAT	1.2	10.3	-88.1%	8.0	-84.8%
PAT Margin (%)	0.9%	7.1%	-615 bps	5.0%	-406 bps

*Note - During Q3FY25, the manufacturing plant of the holding company at Tanuku was shut down for scheduled major upgradation for 30 days thereby impacting revenues and profitability.

Financial Highlights:

For the quarter ended as on 31st December 2024:

- Revenue from operations & EBITDA for Q3FY25 stood at Rs. 133.5 crores and Rs. 14.8 crores respectively compared to revenue from operations Rs. 145.5 crores & EBITDA Rs. 21.8 crores respectively in previous year quarter. This decline was due to shutdown of the Tanuku manufacturing facility for scheduled major upgradation and capacity expansion for 30 days thereby temporarily impacting revenue & EBITDA for the quarter.

Other Key Highlights:

- The Company has successfully completed the Brazilian Health Authority (ANVISA) audit at its Tanuku plant facility, in the month of December 2024 without any observation. This will enable the Company to maintain and further solidify its position in this important market.
- Wanbury Limited has appointed Mr. Rashesh Patel as Corporate Director - India Formulation Business. Mr. Rashesh joins us from Kepler Healthcare where he was working as a Director. During his stint in Kepler, the organization has won many awards like Best Launch of the year & Excellence in Marketing award. Prior to Kepler Healthcare, Mr. Rashesh had a remarkable stint with Corona Remedies for over 8 years as a President. During his tenure in Corona Remedies, he transformed the business from a partially operational 4 division business to a 6 fully operational multi-speciality division, metabolic disorder division and gynaec divisions. In his stint, Corona Remedies rank progressed from 107th rank to 36th rank as per AWACS report. When Mr. Patel took charge, the revenue was Rs. 80 Crore in FY 2013, and he successfully grew it to Rs. 623 Crore by FY 2022, achieving a remarkable 7.8x revenue growth.





Additionally, the Medical Representative (MR) count increased from 750 in FY 2013 to 1,800 in FY 2022, reflecting a 2.4x growth.

Similar was his stint in Troikaa Pharmaceutical, where he had worked for around 12 years and grew from Manager - Marketing to Vice President - Sales and Marketing. He was instrumental in launching 5 divisions within a span of 12 years.

His strategic expertise is expected to drive Wanbury's India Formulation Business to new heights, strengthening its market position and growth trajectory.

- **The Company has appointed Mr. Pallavur Sankar Dass Vaidyanathan as an Additional (Non-Executive Independent) Director.** Mr. Sankar, was the former CEO & Director of Curatio Healthcare Private Limited (from 2014 to 2022), a domestic derma & cosmetic pharma company where he scaled the business and successfully divested the Company to Torrent Pharma one of the large Indian pharma company at the business value by ~7x (Rs. 2,000 crore).

Prior to Curatio, Mr. Sankar was in various senior leadership roles at Dr. Reddy's Lab (DRL) over a 25 year stint. During this period, Mr. Sankar led large teams to create reputed brands across therapeutic areas and managed to place the Gastroenterology, CV and Oral care portfolios of Dr. Reddy's in leadership positions. Over his 35-year career in Pharma Industry, Mr. Sankar has strategized and crafted long and short-term business plans and strategies to build brands in India and emerging markets.

- **The Company has appointed Mr. Manoj Gursahani as an Additional (Non-Executive Independent) Director.** Mr. Manoj is currently Executive Director of Mumbai- Global Chamber since April 2023.

He is also managing trustee of Indian Relief Foundation since May 2018. He is Co-Founder of Vera Healthcare Technologies, which is an AI based platform for early screening and detection of Diabetes Retinopathy, Glaucoma and Age-related Macular Degeneration since February 2010. He is Author of Ted Speaker Global Strategist and Mumbai Chair Las Vegas Chamber of Commerce. His appointment is expected to strengthen Company's governance and strategic direction.

- **During the quarter ended 31 December 2024, 10,000 (Year-to-date 25,000) equity shares of Rs.10 each fully paid up, were allotted by the Holding Company upon exercise of vested options pursuant to the "Wanbury ESOP-2016", resulting in an increase in the paid-up share capital by Rs. 1 Lakh (Year-to-date Rs 25 Lakhs) and Securities Premium account by Rs 2.84 Lakhs (Year-to-date Rs 12.31 Lakhs).**



- The Company entered into Definitive Term sheet with Emerging India Credit Opportunities Fund II, for re-financing of its existing high cost debt, capex funding and working capital requirements, through issue of Unlisted, Secured, Redeemable Non-Convertible Debentures. Company is currently raising funds amounting to ₹ 200,00,00,000/- (Rupees Two Hundred Crores) from Emerging India Credit Opportunities Fund II in two tranches. (Tranche 1 - ₹ 175,00,00,000/- (Rupees One Hundred and Seventy Five Crores) & Tranche 2 - ₹ 25,00,00,000/- (Rupees Twenty Five Crores).

Mr. Mohan Rayana, Director of Wanbury Ltd., said,

“We are pleased to report the Q3FY25 results, demonstrating resilience despite the shutdown of our Tanuku facility for scheduled major upgradation and capacity expansion, for 30 days, temporarily impacting revenue and profitability during the quarter. We continue to strengthen our API portfolio by expanding customer base and broadening our geographic presence with plans to accelerate growth through near term launch of three new APIs.

About Wanbury Limited:

Established in 1988, listed on the National Stock Exchange of India Ltd (Code: WANBURY) and BSE Ltd (Code: 524212). The company has a strong presence in API global market and domestic branded Formulation with its API being exported to over 50 countries and has Pan-India Formulation presence. The company has USFDA & EUGMP approved facilities at Tanuku (Andhra Pradesh) and Patalganga (Maharashtra).

The API product portfolio includes: Metformin, Sertraline, Tramadol, Diphenhydramine, Mefenamic acid, Paroxetine and various other products in pipeline. The company's clients include some of the leading global generic players.

In formulations, the company has a wide presence across major therapeutic categories like, cough and cold solutions, gynaecology, orthopaedics, nutraceuticals, gastro intestinal, anti-inflammatory, & analgesics.

For more details on Wanbury Ltd.: <https://www.wanbury.com/>





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