



Natco Pharma Limited

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12th February, 2025

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: - **Q3 FY25 Earnings Presentation**

Please find enclosed herewith the Earnings Presentation for the Quarter and nine months ended December 31, 2024.

Thanking you

Yours faithfully
For NATCO Pharma Limited

Ch. Venkat Ramesh
Company Secretary &
Compliance Officer

Encl: as above



NATCO Pharma Limited

Earnings Presentation

Q3 FY25

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Q3FY25 – Key Business & Consolidated Financial Highlights

Total Revenue stood at INR 6,511 Mn | Pharma Export Formulations at INR 2,858 Mn | Domestic Formulations Revenue at INR 961 Mn

Earnings Before Interest Tax Depreciation and Amortization stood at INR 2,151 Mn and EBITDA Margin at 33% for Q3 FY25

Profit after tax for Q3 FY25 was at INR 1,324 Mn

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

NATCO's partner (Mylan Pharmaceuticals Inc.) and Novo Nordisk have reached a settlement of the U.S. patent litigation related to generic Ozempic (Semaglutide)

Submitted Abbreviated New Drug Application (ANDA) containing a paragraph IV certification with the U.S. FDA for the generic version of EVRYSDI (Risdiplam) 0.75 mg/mL for Oral Solution having a shared First to File (FTF) status at the time of potential launch

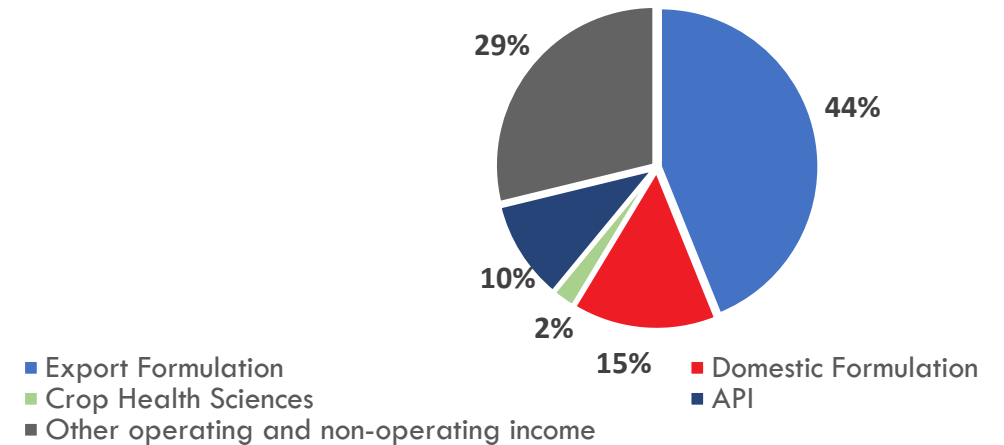
Note: EBITDA and EBITDA Margin includes other income

Q3FY25 – Quarterly Performance

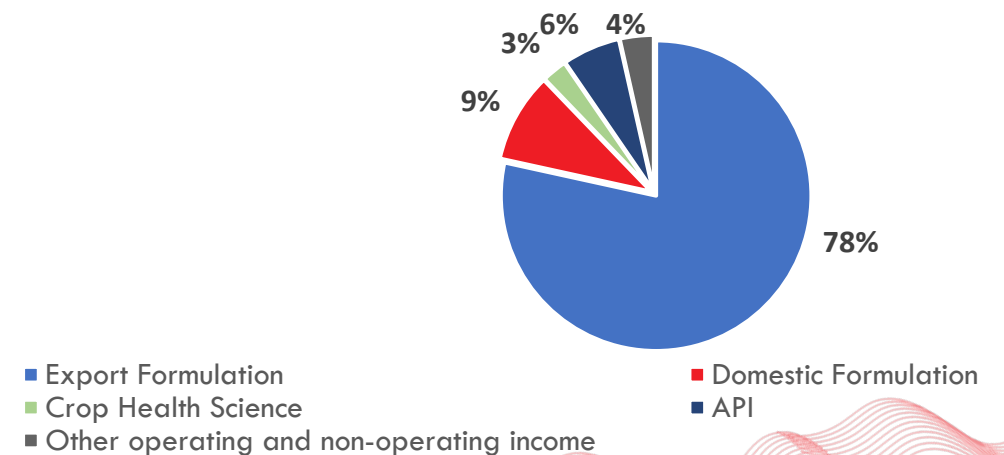
Revenue Breakup (INR Mn)

Revenue Division	Q3FY25	Q3FY24	Q2FY25
API Revenue	666	463	496
Formulation			
Formulation – Exports (incl profit share, license income, export service income & Subsidiaries)	2,858	6,056	12,113
Formulation – Domestic	961	994	1,023
Formulations Total Revenue	3,819	7,050	13,136
Crop Health Sciences	151	141	141
Other operating & non - operating incomes	1,875	302	576
Consolidated Total Revenue	6,511	7,956	14,349

Revenue Breakup (%) – Q3FY25



Revenue Breakup (%) – FY24



Consolidated Profit & Loss Statement

Profit & Loss Statement (INR Mn)	Q3FY25	Q3FY24	Q2FY25
Total Revenue	6,511	7,956	14,349
Total Expenses (before finance cost and depreciation)	4,360	4,905	5,668
Earnings before interest, tax, depreciation and amortization (EBITDA)	2,151	3,051	8,681
EBITDA Margin* (%)	33.0%	38.3%	60.5%
Finance cost	44	46	41
Depreciation	470	442	458
Profit before tax (PBT)	1,637	2,563	8,182
Tax	313	436	1,417
Profit after tax (PAT)	1,324	2,127	6,765
PAT Margin (%)	20.3%	26.7%	47.1%
Reported Earnings per share (EPS) INR – Basic and Diluted	7.43	11.88	37.81

*includes other income

Key Product Pipeline - USA

28

Para IVs in the pipeline



13

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
Everydi	Risdiplam Oral Solution	Spinal Muscular Atrophy

Note: Data as of Dec 31, 2024

Earnings Call Details – Q3FY25



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: 13th February 2025*
- *Time: 10 AM IST*
- *Dial-in-Numbers: (+91 22) 62801222 / 71158123*
- *Pre-register using the link:*
<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=2629264&linkSecurityString=1248cdc8c0>



Thank You

Contact:

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