

## ***Fredun Pharmaceuticals Reports Exceptional Q3 & 9M FY25 Performance***

Reports Highest Ever Order Book of Rs. 197 Cr

Sustained Growth Momentum Drives Double-digit Revenue Expansion across Quarters

**Rs. 190+ Cr**  
Highest Ever Order Book

**Stellar Growth of 30% YoY**  
Profit After Tax in 9MFY25

**EBITDA Margin at 13%**  
Sustained EBITDA Margin in 9MFY25

**Mumbai, India, 04 February 2025:** Fredun Pharmaceuticals Limited (BSE: 539730), a leading provider of pharmaceuticals and innovative healthcare solutions for human and veterinary applications, announced their financial results for the **quarter and nine months ended December 31, 2024.**

### **Financial Highlights:**

Particulars (Rs. Cr)	Q3FY25	Q3FY24	YoY (%)	9MFY25	9MFY24	YoY (%)
<b>Total Income</b>	102.7	87.0	18.0%	288.9	231.0	25.0%
<b>EBITDA</b>	13.2	10.5	25.8%	37.7	27.7	35.8%
<b>EBITDA Margin (%)</b>	12.9%	12.1%		13.0%	12.0%	
<b>PAT</b>	5.3	4.2	26.3%	13.7	10.6	30.1%
<b>PAT Margin (%)</b>	5.2%	4.9%		4.8%	4.6%	

### **Key Financial Highlights for Q3 FY25:**

- **Total Income** stood at Rs. 102.7 Cr as against Rs. 87.0 Cr in Q3FY24; a growth of 18.0% YoY;
- **EBITDA** at Rs. 13.2 Cr as against Rs. 10.5 Cr in Q3FY24 with an EBITDA Margin of 12.9%
- **Profit after Tax** stood at Rs. 5.3 Cr in Q3FY25 as against Rs. 4.2 Cr, healthy growth of 26.3% YoY

### **Key Financial Highlights for 9M FY25:**

- **Total Income** stood at Rs. 288.9 Cr a growth of 25.0% YoY against Rs.231.0 Cr reported in 9MFY24
- **EBITDA** at Rs. 37.7 Cr against Rs. 27.7 Cr a strong growth of 35.8% YoY
- The EBITDA margin for 9MFY25 was at 13.0% against 12.0% in 9MFY24
- **Profit After Tax** stood at Rs. 13.7 Cr against Rs. 10.6 Cr a robust growth of 30.1% YoY

### **Key Business Updates During Q3FY25:**

- **Launch of Advanced Functional Foods Plant to Boost Pet Health and Nutrition:** Establishing a state-of-the-art manufacturing facility in Palghar, Maharashtra, to produce functional foods for pets, aiming to enhance pet nutrition and prevent chronic diseases. Set to launch by Q3 FY26, this facility will bolster the Company's presence in India's booming pet care market, offering high-quality products for both its own brand and white label clients, domestically and internationally.

- **Launch of India's First Advanced Diagnostic Centre Exclusively for Pets/Companion Animals:** Launched FREDNA VET DIAGNOSTICS, India's first dedicated pet diagnostic centre that features advanced equipment like the country's only CBCT machine for veterinary use and offering 24/7 comprehensive diagnostic services. With plans to expand across major Indian cities, the centre represents a significant advancement in veterinary healthcare, aiming to ensure that every pet benefits from Fredun's products or services by 2031.
- **Installation of Tube Filling Machine to Boost Capacity by 2.9x:** Enhanced production capabilities by installing a second Italian Tube Filling Machine from Axomatic, increasing capacity by 2.9 times to meet surging demand. With additional investments in a 1,000 KG Manufacturing Vessel and Automatic Carton Packaging Machines, the company is set to triple its topical production capacity by Q1 FY26, driving efficiency, reducing costs, and focusing on innovation and quality.
- **Order Book Updates:** Announces a highest ever order book valued at Rs. 197 crores, providing revenue visibility for approximately seven months.

#### **Upcoming Launches in Q4FY25:**

- **Therapeutic Protein Powder:** Aim to introduce a therapeutic protein powder which is a distinctive product.
- **New SKUs in Chuu Balm:** Intend to expand our product line by launching Chuu spray and roll-on, thereby completing our range in this category
- **New NPDs in Fredun Mobility Segment:** Working on new product launches like Cervical Pillow, Posture Correction, Chest Binder, etc. within the Mobility segment.

***Commenting on the Development, Mr. Fredun Medhora, Managing Director, said:*** "We are pleased with our strong growth this quarter and over the nine-month period, reflecting our commitment to innovation and operational excellence. Our strategic initiatives continue to drive momentum, strengthening our position in key markets. A major milestone this year has been the launch of our Advanced Functional Foods Plant in Palghar, Maharashtra, which is set to redefine pet health and nutrition in India. This facility will not just cater to the rising demand in the pet care market but raise the bar for quality and innovation.

*In addition, the establishment of FREDNA VET DIAGNOSTICS, India's first advanced diagnostic centre exclusively for pets, highlights our commitment to improving veterinary healthcare with cutting-edge technology and round-the-clock services. On the operational front, the installation of a new Tube Filling Machine will significantly enhance our capacity, nearly tripling our topical production by Q1 FY26. These advancements, along with strategic investments in manufacturing and packaging, position us well for future growth.*

*With a record order book of ₹197 crores and a revenue visibility of around seven months, we are confident of sustaining this momentum. Our upcoming product launches including protein powder, Chuu Spray & Roll-on, and innovations in the Mobility segment, will further strengthen our portfolio and address evolving consumer needs.*

*This quarter has been one of meaningful progress, and we remain committed to delivering excellence and value to all our stakeholders.”*

## About Fredun Pharmaceuticals Limited:

Fredun Pharmaceuticals Limited, healthcare and pharmaceuticals company offer a range of products, including antihypertensives, antidiabetic, antiretroviral drugs (ARVs) and narcotics. It is also engaged in the manufacturing of dietary/herbal supplements, nutraceuticals, cosmeceuticals, and other healthcare products along with animal healthcare products. With such a diverse range of products, the Company's objective is to be a holistic healthcare provider. The Company primarily exports its products to Africa, Southeast Asia, Commonwealth of Independent States (CIS) countries and Latin America.

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