Neuland Laboratories Limited
11th floor (5th level), Phoenix IVY Building,
Plot No.573A-III, Road No.82, Jubilee Hills,
Hyderabad-500033, Telangana, India.

CONTACT
040 6761 1600 / 6761 1700
neuland@neulandlabs.com
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August 1, 2024

To
BSE Limited
Phiroze Jeejeebhoy Towers,
25th Floor, Dalal Street,
Mumbai – 400 001

Scrip Code: 524558

The National Stock Exchange of India Ltd
Exchange Plaza,
Bandra Kurla Complex
Bandra (E), Mumbai – 400 001

Scrip Code: NEULANDLAB; Series: EQ

Dear Sir/Madam,

Sub: Investors/Analysts Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the presentation to the Investors/ Analysts on the Financial Results of the Company for the quarter ended June 30, 2024.

The presentation is also being uploaded on the website of the Company at www.neulandlabs.com.

This is for your information and records.

Yours sincerely,
For **Neuland Laboratories Limited**
SARADA BHAMIDIPATI
Digitally signed by SARADA BHAMIDIPATI
Date: 2024.08.01 16:14:05 +05'30'
Sarada Bhamidipati
Company Secretary

Encl: As above

Neuland Laboratories Limited

Investor Presentation

Q1FY25

SAFE HARBOUR

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of 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, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Table of Content

Q1FY25 Highlights

Management Commentary

SUCHETH DAVULURI

"We recorded our highest ever quarterly revenues in Q1FY25 led by growth in the CMS business even as we recorded healthy EBITDA margins. We continue to maintain that FY25 will be a year of normalisation of revenue growth and subsequently margins as we continue to invest for growth. We expect our business to regain momentum from FY26 onwards basis our visibility from our portfolio of projects and products."

SAHARSH DAVULURI

"The CMS revenues were driven by commercial molecules in line with our expectations as we outline our strategy over the years. As we evaluate our pipeline of projects and the flow of new projects, we remain enthusiastic on the strong potential of the CMS business over the long term. The GDS business continues to build on the strong base we have with quality focussed customers, even as our R&D team is working on an exciting set of molecules to add to our portfolio."

Business and Financial Highlights

Q1FY25 Business and Financial Highlights

CMS

CMS revenues driven by growth from commercial molecules and molecules close to commercialization.

GDS

Specialty business driven by Dorzolamide and Donepezil

In Prime segment Mirtazapine, Levetiracetam and Escitalopram were the key molecules

DMF filed for Dapagliflozin Propanediol

Free Cash Flow (FCF) generation and utilisation

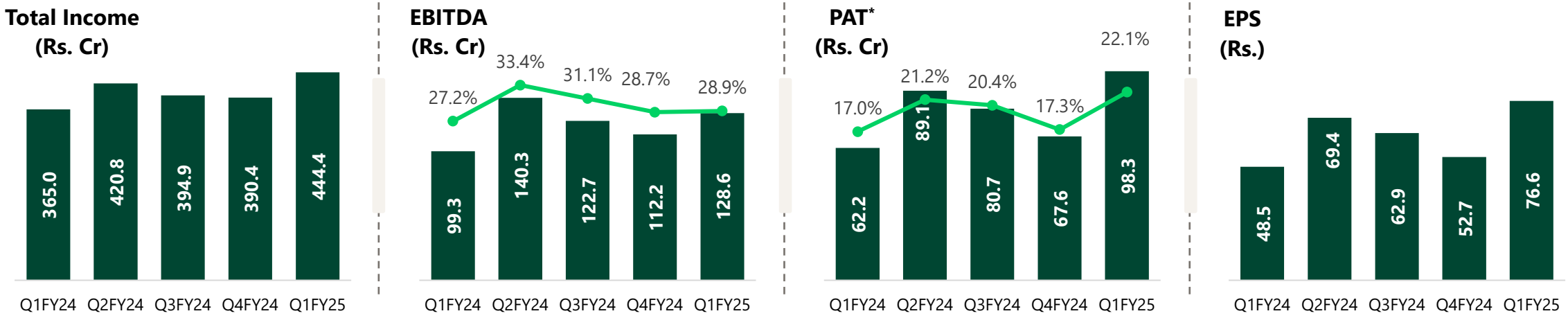
Generated Free Cash Flow of Rs. 50.9 crores during Q1FY25, partly utilised in term loan repayment of Rs 8.7 crores

Capex Investment of Rs. 59.1 crores for enhancement of capabilities

Working Capital

Reduction in working capital cycle to 107 days in Q1FY25 as compared to 118 days in Q1FY24

Q1FY25 Financial Highlights

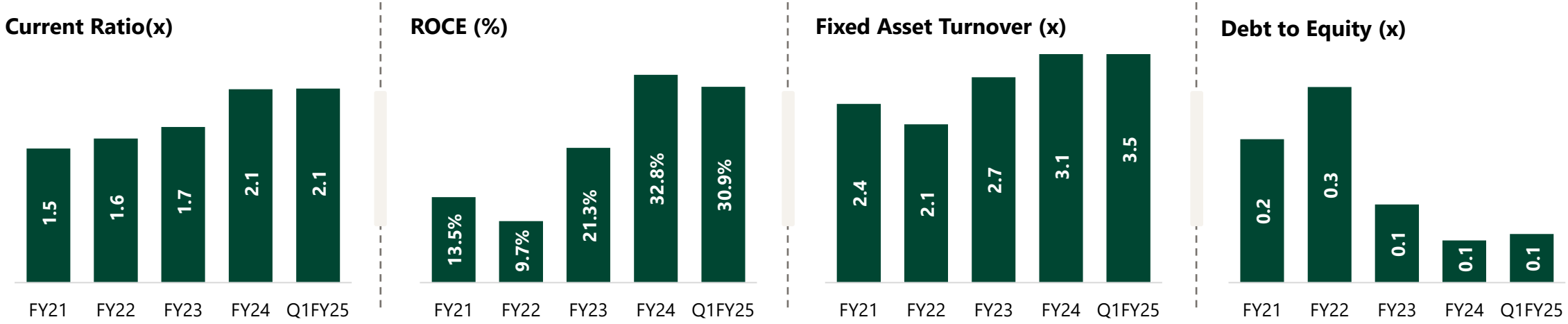


Financial Highlights

- Total Income for Q1FY25 at Rs. 444.4 crore (21.7% YoY)
- EBITDA for Q1FY25 at Rs. 128.6 crore (29.5% YoY)
- EBITDA Margin for Q1FY25 at 28.9% (increase by 174 bps YoY)
- PAT for Q1FY25 at Rs. 98.3 crore (58.0% YoY)*
- Net Debt stood at Rs. (110.2) crore as at Q1FY25 end compared to Rs. 24.6 crore as at Q1FY24 end and Rs (32.6) crore as at Q4FY24 end

*Q1FY25 Includes exceptional item of profit on transfer of investment property of Rs. 20.6 crores

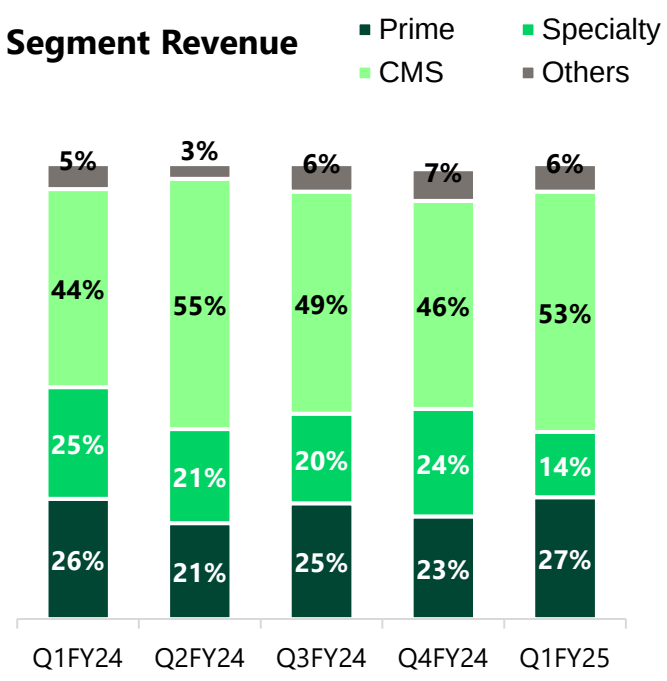
Key Balance Sheet Metrics

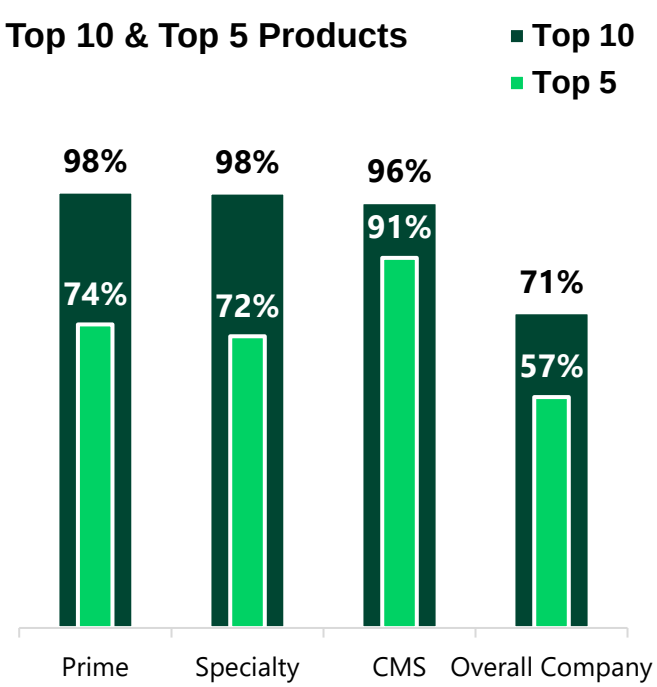


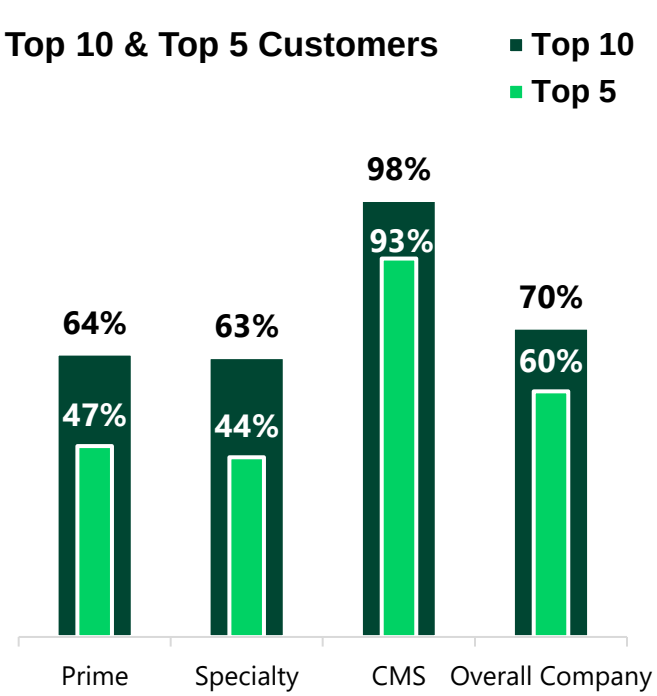
Particulars (Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24	Jun-24
Shareholder's Funds	781.9	835.6	988.4	1,276.5	1,374.9
Net Debt*	152.1	212.0	63.0	-32.6	-110.2
Tangible Assets (including CWIP and Investment property)	437.9	497.2	511.2	575.4	634.4
Working Capital	308.6	376.9	463.0	525.4	522.4

*Net debt includes investment in Mutual Fund

Key Operating Metrics Q1FY25





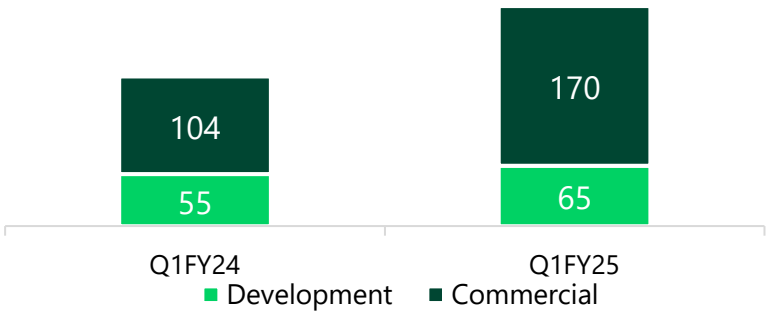


- Steady shift from low margin Prime to high margin Specialty and CMS segments
- CMS business caters to Innovator customers on an exclusive basis, developing and manufacturing APIs/Intermediates in line with rigorous customer expectations hence is highly concentrated in terms of customers
- Specialty segment works on complex products and technologies, hence has a focused approach towards select customers

CMS – Revenue Split & Number of Active Projects

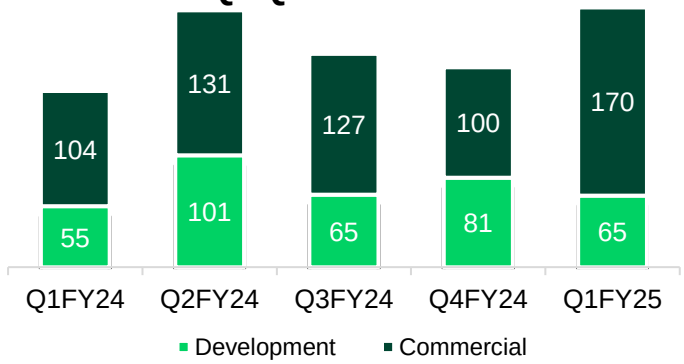
Rs. Cr

YoY Movement



Rs. Cr

QoQ Movement



No. of active CMS projects

Q1FY25	Pre-Clinical	P-1	P-2	P-3	Pre-Reg/Reg*	Commercial	Total
API	8	8	12	3	8	8	47
Intermediate	9	4	11	4	6	10	44
Grand Total	**17**	**12**	**23**	**7**	**14**	**18**	**91**

Q1FY24	Pre-Clinical	P-1	P-2	P-3	Pre-Reg/Reg	Commercial	Total
API	14	5	10	4	8	8	49
Intermediate	6	4	6	4	7	11	38
Grand Total	**20**	**9**	**16**	**8**	**15**	**19**	**87**

Q1FY23	Pre-Clinical	P-1	P-2	P-3	Pre-Reg/Reg	Commercial	Total
API	16	4	7	7	7	9	50
Intermediate	7	5	2	0	8	12	34
Grand Total	**23**	**9**	**9**	**7**	**15**	**21**	**84**

Q1FY22	Pre-Clinical	P-1	P-2	P-3	Pre-Reg/Reg	Commercial	Total
API	15	3	7	3	12	6	46
Intermediate	7	4	2	0	8	11	32
Grand Total	**22**	**7**	**9**	**3**	**20**	**17**	**78**

- Pre-clinical to P-3: Neuland generates revenue by process research & development as well manufacturing quantities for clinical trials
- *Pre-Reg/Reg: Phase-3 complete; Molecules filed but not yet commercial (Earlier labelled as 'Development') or where customer working towards adding Neuland as a second source for a commercial molecule
- Commercial: Neuland generates revenues by manufacturing APIs for commercial novel molecules for innovators
- Steady trend in molecules transitioning from clinical phases to commercialisation resulting in increase in revenue from commercial products

Company Overview

Company Overview

Established in

1984

40 years in API manufacturing and development

Total reactor volume of

941,000 Liters

~1700

Employees, 360 Scientists in R&D

Business verticals

Generic APIs

Manufacturing of generic non-exclusive APIs

CDMO Services

Contract development and manufacturing of NCE API

Facilities Inspected by USFDA, EMA, PMDA, Rx-360, TGA, KFDA, ANVISA, WHO

Supported 3 NDA filings and 18 IND filings by supplying APIs and CMC documentation

Commercially Manufactured novel APIs and Intermediates for brands

Expertise in manufacture of Deuterated molecules, Cyanation, Solution and Solid phase peptides.

Cyclic peptides and PEGylated peptides, Hydrogenation, Bromination, Chiral molecules manufacture, Cryogenic reactions, Enzymatic reactions, Synthetic portion of fermented molecules, Micronization (D90 <5 micron)

3 cGMP Manufacturing facilities

Chemical R&D Labs

Peptide Labs

Analytical R&D Labs

Process Safety Labs

Hydrogenation Lab

Key Facts

40+
Years of experience

978+
DMFs Filed worldwide

100+
API across 10 diverse therapeutic areas

78%
Revenue from exports

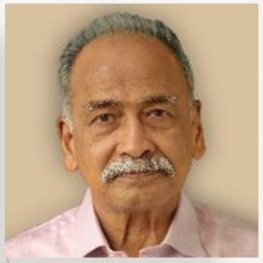
80+
Countries Served

69
Active US DMFs

941KL
API Manufacturing Capacity

1695
Employees

Board Of Directors



Dr. Davuluri Rama Mohan Rao
Executive Chairman

D. Sucheth Rao
Vice Chairman & Chief Executive Officer

D. Saharsh Rao
Vice Chairman & Managing Director

Dr. Christopher M. Cimarusti
Non-executive Director

Ms. Pallavi Joshi Bhakru
Independent Director

Ms. Nirmala Murthy
Independent Director

Mr. Homi Rustam Khusrokhan
Independent Director

Mr. Prasad Raghavan Menon
Independent Director

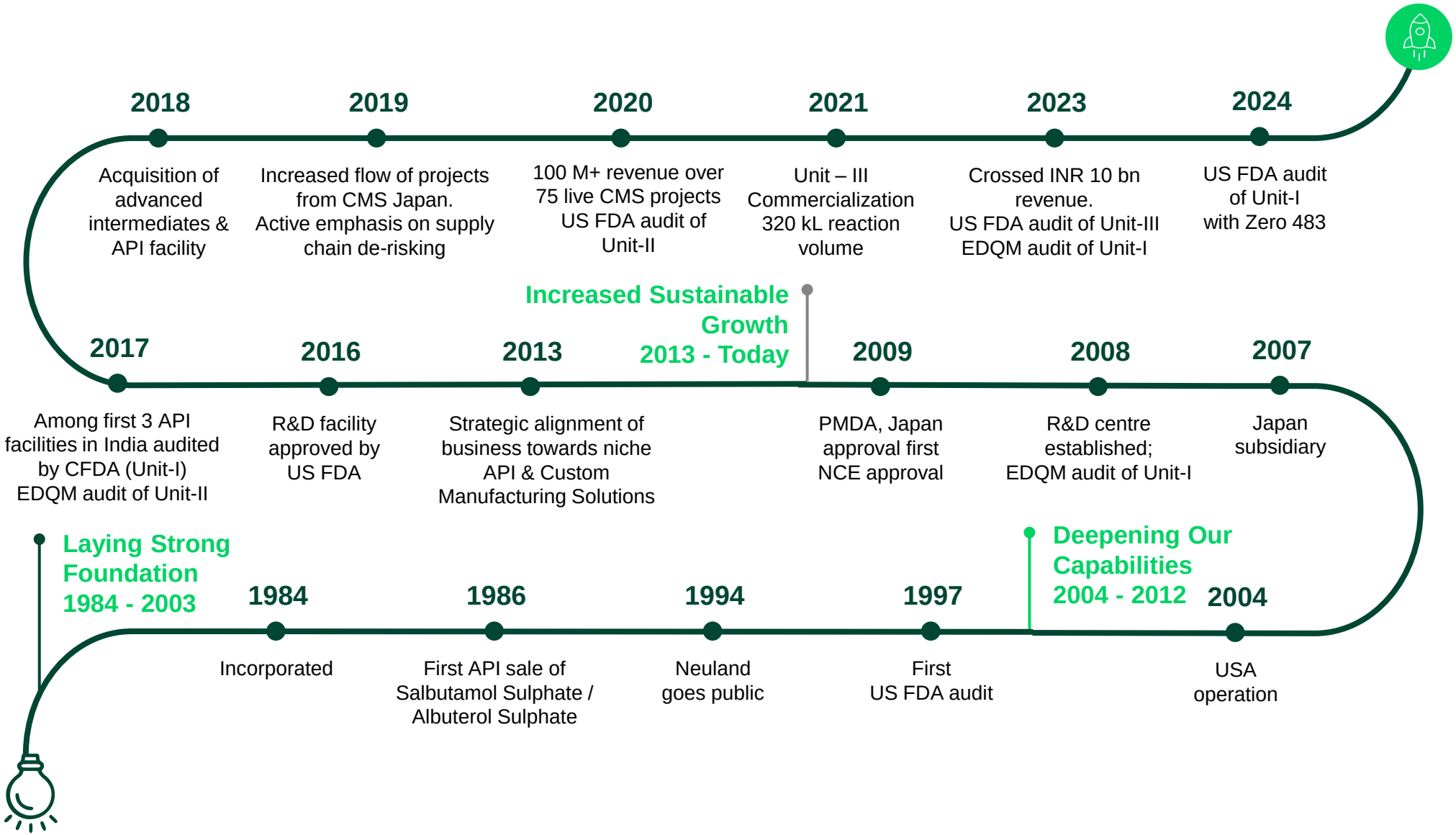
Mr. Sugata Sircar
Independent Director

Key Milestones

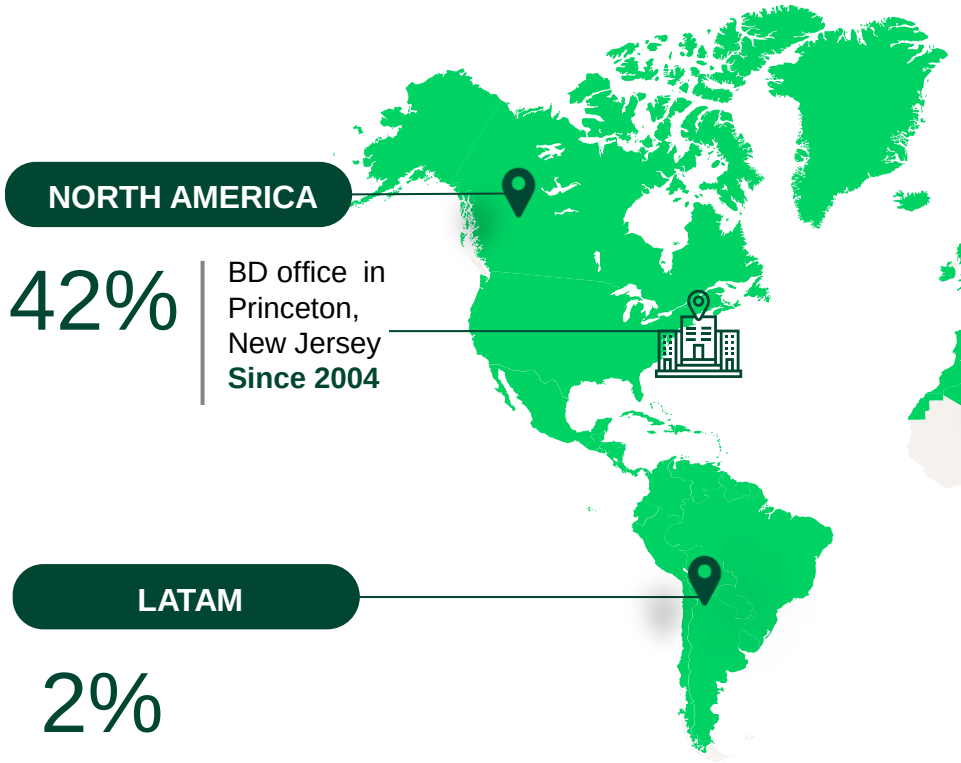
Our Journey

Successfully cleared 17 USFDA inspections

Multiple audits passed with Zero observations



Our Global Presence



EUROPE

48%

BD office in Lugano, Switzerland
Since 2021

NORTH AMERICA

42%

BD office in Princeton, New Jersey
Since 2004

APAC

2%

JAPAN

3%

BD office in Tokyo, Japan
Since 2007

LATAM

2%

INDIA

1%

Headquarters in Hyderabad, India
3 Manufacturing Units

MENA

2%

Manufacturing and Development partner to customers in over 80 Countries globally

Manufacturing Facilities Overview

			
	UNIT - I Bonthapally, Hyderabad 239 kL	**UNIT - II** Pashamylaram, Hyderabad 381 kL	**UNIT - III** Gaddapotharam, Hyderabad 321 kL
Year of Establishment	1986	1994	2017
Blocks	Block - 1, 2, 3, 4, H, kL & S	Block-1, 2, 3, FC, NMSM, Mini plant(A&B)	Block - 1, 2, 4, 5, 7 & 8
Hydrogenation Reaction Volume	7.5 kL	6 kL	5 kL
Solvent Recovery System	100 kL/D	20 kL/D	50 kL/D
Cryogenic Reaction Volume	25 kL	17 kL	15 kL
Regulatory	USFDA, EDQM, CFDA, PMDA, Et al.	USFDA, EDQM, PMDA, ANVISA, Et al.	Desktop Inspection by USFDA in 2020; USFDA May 2023, ANVISA (Brazil) 2022

Adding capacities for backward integration and new business

State-of-the-art R&D Centre

Infrastructure

- 15 Development Labs with space for expansion
- 70 Fume hoods
- Analytical Labs
- Dedicated Kilo Lab for Scale up
- Dedicated Labs for Peptides
- Approvals for DSIR, Govt. of India and USFDA
- R&D Team of 360 People
- 600 MHz NMR

Neuland's R&D facility had been inspected by USDFA in February 2016 with zero observations

Significant R&D achievements

- Several NCE APIs added in NDA or commercial stage drugs
- Support for multiple APIs each year in Phase 2 and Phase 3 clinical candidates

Generic API business

- 978+ DMFs filed
- 300+ API processes developed
- 204+ patents filed
- 3 new DMFs filed in FY24
- 1 New DMF filed in Q1 FY25

Regulatory Filings

69
DMFs with USFDA

32
Filings with Health Canada

10
Japanese DMF filed

17
China DMF filed

20
Filings with KFDA Korea

28
Filings with TGA

274
ROW filings including Turkey, Mexico, Brazil etc.

~499
EUDMF filings across Germany, France, Poland, Italy etc.

29
CEPs received for different products

978+
Filings till date

**** The numbers on this slide reflect the number of filings, the number of active filings could vary as geographic filings are merged and changes in product portfolio**

Financial Highlights FY2015-2024

Rs. Cr

	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
Total Income	469.9	511.6	588.9	533.7	670.3	766.6	953.0	953.2	1,200.9	1,571.1
EBITDA	67.4	81.5	106.9	54.6	61.4	105.3	162.5	144.3	281.1	474.5
EBITDA Margin	*14.3%*	*15.9%*	*18.1%*	*10.2%*	*9.2%*	*13.7%*	*17.1%*	*15.1%*	*23.4%*	30.2%
PAT	15.8	26.4	46.4	11.8	16.1	15.9	80.3	63.5	163.1	299.6
PAT Margin	*3.4%*	*5.2%*	*7.9%*	*2.2%*	*2.4%*	*2.1%*	*8.4%*	*6.7%*	*13.6%*	19.1%
EPS	18.5	29.7	41.6	10.6	12.8	12.4	62.6	49.5	127.1	233.5
Current Ratio (x)	1.1	1.2	1.3	1.2	1.4	1.4	1.5	1.6	1.7	2.1
ROCE (%)	15.7%	18.4%	15.9%	5.0%	4.7%	8.9%	13.5%	9.7%	21.3%	32.8%
Fixed Asset Turnover (x)	3.8	3.7	3.8	3.2	2.9	2.3	2.4	2.1	2.7	3.1
Debt to Equity (x)	1.1	0.9	0.7	0.5	0.3	0.3	0.2	0.3	0.1	0.1

- Revenue was impacted in FY2018 as a result of mismatch in capacity vs orders. EBITDA margins in FY19 & FY20 were impacted as a result of spike in RM prices, which led Neuland to actively work towards Supply chain de-risking before the COVID19 pandemic
- ROCE was impacted by due to acquisition of unit III in FY2018 which was commercialized in FY2021. Unit 3 utilisation levels have recently started ramping up and momentum is expected to continue

Business Strategy

Neuland Strategy Framework

Strategic Priority - I

Build deep competency in complementary new technologies like bio-catalysis, flow chemistry, and physical properties, that are valued by our target customers and differentiated from competitors.

Strategic Priority - II

Optimize manufacturing capacity for agility, including flexible response to customer needs, multi-product production, and reserve capacity to respond quickly to customer needs.

Strategic Priority - III

Building project & client management capabilities which are transparent, flexible, focused on collaboration and constant customer feedback.

Strategic Priority - IV

Digitize planning to delivery processes, financial processes, customer servicing processes and build company-wide dashboard providing shared, real-time, granular data and analytics to create shared context across functions and improve the quality and speed of decisions at every level in the organization.

Strategic Priority - V

Enable employee readiness to deliver on strategic business priorities.

Strategic Priority - VI

GDS business that is focused on quality-conscious customers and pipeline products differentiated on technology.

Our Businesses

Generic APIs (GDS)

- We are a preferred service provider in the manufacturing of Active Pharmaceutical Ingredients (APIs)
- **Process Investigation Department (PID)** majorly helps our customers to meet their price pressures by way of cutting their total cost of ownership in developing an API thereby achieving excellence in Process development

- API manufacturing heritage of over 40 years
- Flexible 100g to hundreds of tons capacity
- Non-competitive advantage (does not compete in finished formulation)
- Worldwide customer base in 80+ countries
- Proven project management systems
- Impeccable EHS record

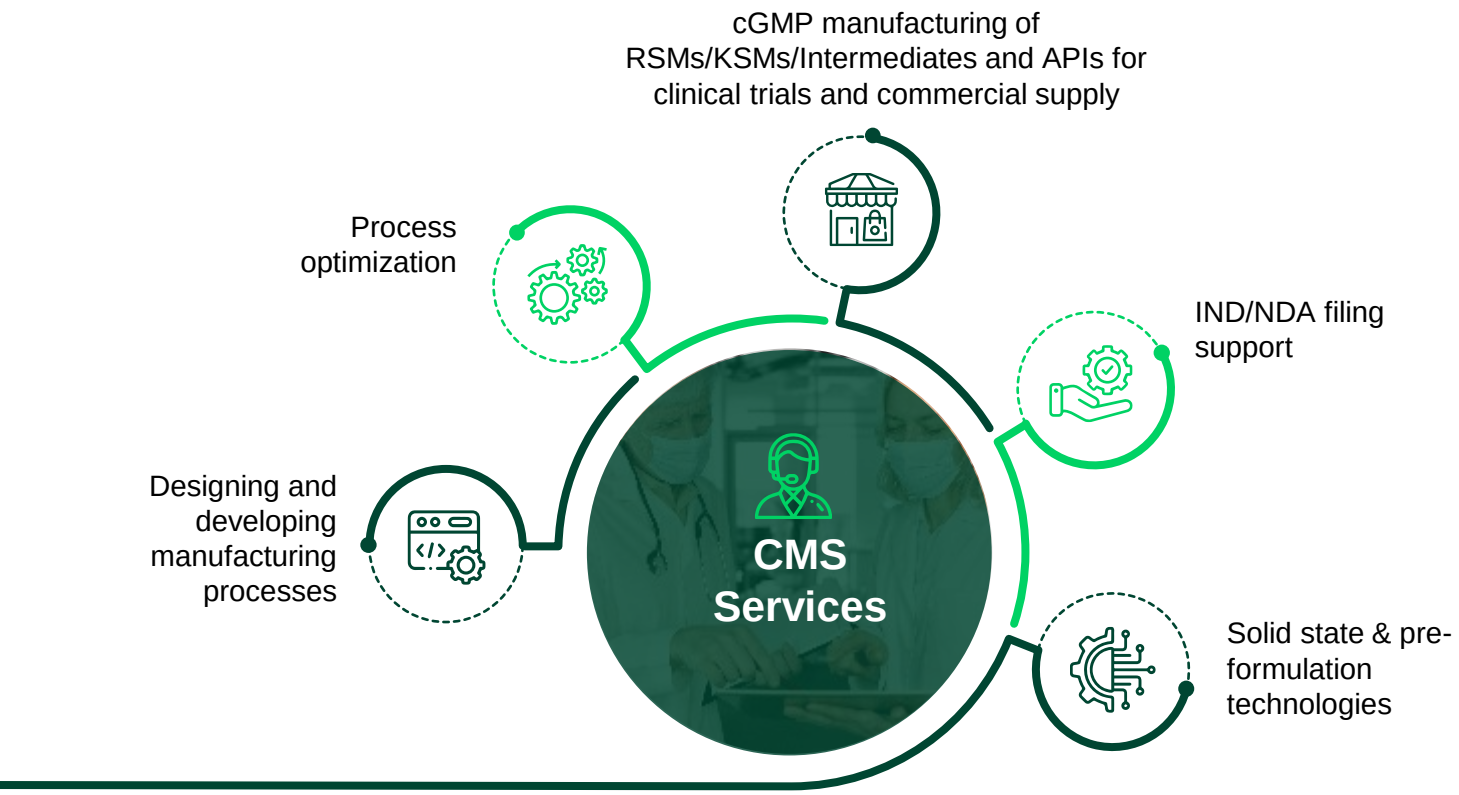
Facilities & Capacity

Three US FDA and cGMP compliant manufacturing facilities

100 APIs across 10 diverse areas

Total capacity of the reactor volume
941,000 liters

CDMO Services (CMS)



Chemistry & manufacturing capabilities

Synthetic portion of fermented molecules	Carbohydrate chemistry
Deuterated molecules	Cyclic and PEGylated peptides
Peptides in solid, solution phase & hybrid technology	Organometallic carbon-carbon bond formation
Cyanation, hydrogenation, bromination, cryogenic	Heterocyclic compounds
Steroidal bile acids & vitamin D derivatives	Chiral compounds manufacturing

Facilities & Capacity

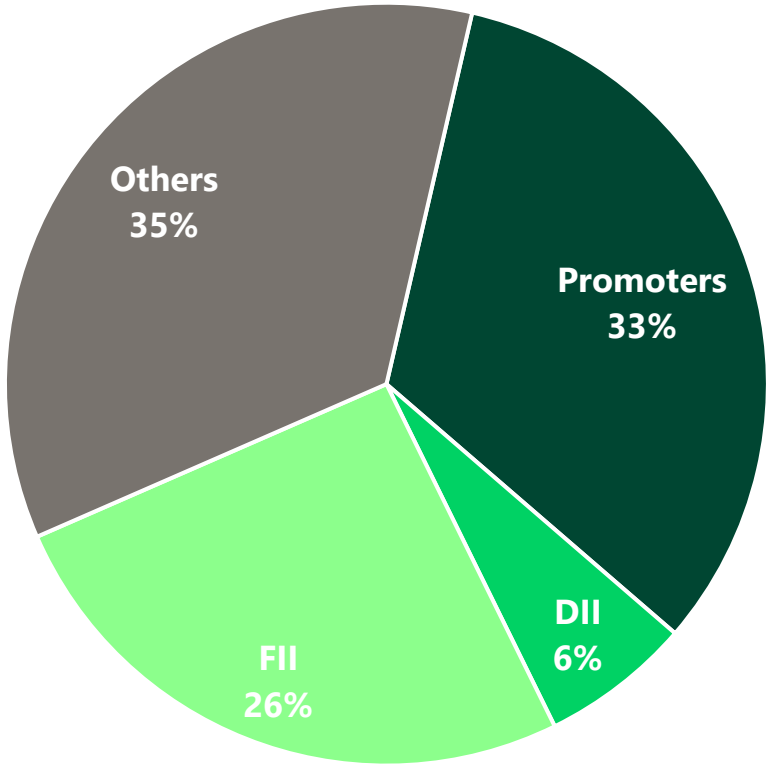
Three US FDA and cGMP compliant manufacturing facilities

Total capacity of the reactor volume

941,000 liters

Shareholder Information

Shareholding Details



Share Information (as on 30th June 2024)	
NSE Ticker	NEULANDLAB
BSE Ticker	524558
Market Cap (Rs. Cr)	9,601
% free-float	67.28%
Free-float market cap (Rs. Cr)	6,459
Shares Outstanding	1,28,29,889
3M Average Daily Traded Volume (ADTV) (Shares)*	42,902
3M Average Daily Traded Value (In Rs. Cr)*	29.06
Industry	Pharmaceuticals

** Source: BSE & NSE*

Annexure

Profit & Loss Snapshot (Standalone)

Particulars (Rs Cr)	Q1FY25	Q1FY24	YoY (%)	Q4FY24	QoQ (%)
Total Income	444.4	365.0	21.7%	390.4	13.8%
EBITDA	128.6	99.3	29.5%	112.2	14.7%
EBITDA Margin	*28.9%*	*27.2%*	*174 bps*	*28.7%*	*21 bps*
Exceptional Item	20.6*	-	-	-	-
Profit Before Tax*	130.3	83.5	56.1%	92.1	41.5%
PBT Margin	*29.3%*	*22.9%*	*640 bps*	*23.6%*	*570 bps*
Profit After Tax	98.3	62.2	58.0%	67.6	45.5%
PAT Margin	*22.1%*	*17.0%*	*510 bps*	*17.3%*	*480 bps*
EPS (Rs.)	76.6	48.5	58.0%	52.7	45.5%

*Q1FY25 includes exceptional item of profit on transfer of investment property of Rs. 20.6 crores

Sustainability Framework

Focus	Our Priorities	Our Commitments	Goal Area	Our Key Goals (included in our Executives' and Leaders' Balanced Scorecard)
Environment	• Effluent and Waste[3'4] • Water[3'4] • Emissions and Climate Change[3'4] • R&D and Innovation[1'4]	• Reduction in direct emissions • Efforts to water neutrality • Waste reduction • Reductions in indirect emissions • Sustainable R&D and Innovation	**Direct emissions (Scope 1 and 2)**	• FY35: Carbon neutrality: 30%* reduction • FY50: Net Zero in absolute emissions (subject to residual – Approx 10%)*
			Water	• FY35: Achieve 25% water neutrality • FY50: Achieve 100% water neutrality
			Waste	• Maintain Zero Waste to Landfill • 100% co-processing of waste • Maintain Zero Liquid Discharge status of effluents
			Indirect emissions (Scope 3)	• FY35: 10%* reduction in indirect carbon emissions (including logistics)
Social	• Occupational Health and Safety[3,4] • Human Capital Development[3,4,5] • Community well-being[3,5]	• Zero Harm • People well-being and development • Human Rights • Improve Diversity • ESG Awareness and capability building	**Zero Harm**	• Maintain Zero Fatality • Maintain Nil LTIFR
			People diversity	FY30: • 10% Women in Management Positions • 16% of all hirings will be Women • 0.5% of all employees will be PwD and Other Genders (LGBTQIA+)
Governance	• Compliance[3,5] • Business Continuity and disaster recovery[1,2] • Digitalisation[2] • Sustainable Supply Chain[2,5]	• Ethics and Compliance • Excellence in Corporate Governance • Risk and Crisis Management Capability • Integrity in reporting • Sustainable supply chain	**Sustainable supply chain**	FY25: Create a roadmap for sustainable supply chain with key milestones

**Aligning ESG priorities with our values: [1] Customer Centricity → [2] Reliability → [3] Accountability → [4] Ownership → [5] Openness and transparency*

Glossary

Term	Description
Active Pharmaceutical Ingredient (API)	Any substance that is intended for incorporation into a finished drug product and is intended to furnish pharmacological activity or other direct effect in the diagnosis, cure, mitigation, treatment, or prevention of disease, or to affect the structure or any function of the body
Biologic	Biologics can be composed of sugars, proteins, or nucleic acids or complex combinations of these substances, or may be living entities such as cells and tissues.
Commercial molecules	Molecules where Neuland is manufacturing for commercial use after the product has been approved
Custom Manufacturing Solutions (CMS)/ Contract Development and Manufacturing Organization (CDMO)	Develop and manufacture pharmaceutical ingredients and intermediates in line with customer expectations.
Development Molecules	Projects where Phase-3 is over, and molecules have been filed but not yet commercial.
DMF	A Drug Master File (DMF) is a submission to the Food and Drug Administration (FDA) that may be used to provide confidential detailed information about facilities, processes, or articles used in the manufacturing, processing, packaging, and storing of one or more human drugs
GDS	Generic Drug Substance (GDS) segment which includes Prime products and Specialty products
International Council for Harmonisation (ICH) Guidelines	Harmonisation project involving regulatory authorities and pharmaceutical industry to improve efficiency of new drug development and registration processes
New Chemical Entity (NCE)	NCE is granted to “a drug that contains no active moiety that has been approved by FDA in any other application”
Peptides	Peptides are sequences of molecules called amino acids. Peptides of precise sequences may occur naturally in the body, but they may also be produced synthetically or using recombinant DNA technology in bacteria and other living systems. These molecules are used to treat a variety of diseases

Term	Description
Pipeline drugs	Drugs (small or large molecule) under development by a manufacturer
Prime APIs	The prime products which typically include mature APIs with relatively higher competition in API space have historically contributed more than 70% of the total business.
Specialty/ Niche APIs	Molecules in the API space which are complex in nature and are in the nature of ‘high value’ added products and Neuland’s focus has been to develop these molecules from laboratory scale to large commercial quantities
Preclinical study	Preclinical studies take place in animals before any testing in humans is done.
Phase I clinical trial	Researchers test an experimental drug or treatment in a small group of people for the first time.
Phase II clinical trial	The experimental drug or treatment is given to a larger group of people to see if it is effective and to further evaluate its safety.
Phase III clinical trial	The experimental study drug or treatment is given to large groups of people. Researchers confirm its effectiveness, monitor side effects, compare it to commonly used treatments, and collect information that will allow the experimental drug or treatment to be used safely.
Small molecule products	A drug that can enter cells easily because it has a low molecular weight. Once inside the cells, it can affect other molecules, such as proteins, and may cause cancer cells to die. This is different from drugs that have a large molecular weight, which keeps them from getting inside cells easily. Many targeted therapies are small-molecule drugs
USFDA	The US Food and Drug Administration is responsible for protecting the public health by ensuring the safety, efficacy, and security of drugs, biological products, and medical devices

Source: FDA.gov, Neuland

Thank you

For further information contact

IR Desk
Neuland Labs
Contact: +91 40 6761 1600
Email: mir@Neulandlabs.com

Ravi Udeshi / Minakshi Machutre
EY IR
Contact: +91 22 6192 2000
Email: Ravi.udeshi@in.ey.com / Minakshi.Machutre@in.ey.com