13th February 2025 IOLCP/CGC/2025

National Stock Exchange of India Ltd.

Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai - 400 051

Security Symbol: IOLCP

BSE Limited

Phiroze Jeejeebhoy Towers, Dalal Street Mumbai- 400 001

Security Code: 524164

Subject: Investor Presentation-Q3 FY2025.

Dear Sir,

Please find enclosed herewith the Investor Presentation on the Financial Results of the Company for the quarter and nine months ended 31st December 2024. This presentation is being submitted in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

This presentation is also made available on the Company's website www.iolcp.com

Thanking You,

Yours faithfully,

for IOL Chemicals and Pharmaceuticals Limited

Abhay Raj Singh Sr. Vice President & Company Secretary

IOL Chemicals And Pharmaceuticals Limited

Q3 FY2025 Investor Presentation February 2025



Disclaimer



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IOL Chemicals & Pharma - Overview



Incorporated in 1986, IOLCP is one of the leading API Pharmaceuticals company and is a significant player in the field of specialty chemicals with world class facilities

Key Highlights



Team size of 2800+ employees



Credit Rating: A+, outlook; stable (Care Ratings Limited)



Debt free company, No term debt raised since 2017



Customer base across 80 countries



Existing facility spread over a sprawling campus of over 180 acres
Purchased 101 acres of land alongside
Chandigarh-Bathinda Highway for expansion at new site



2nd Largest producer of Iso Butyl Benzene (IBB) with ~30% Global share



Zero Discharge Effluent Treatment Plant



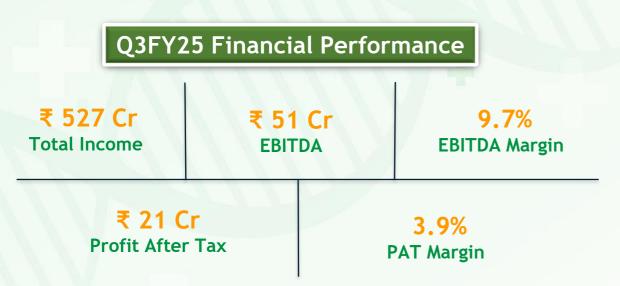
Over 20 products are commercialized with 8 products in pipeline



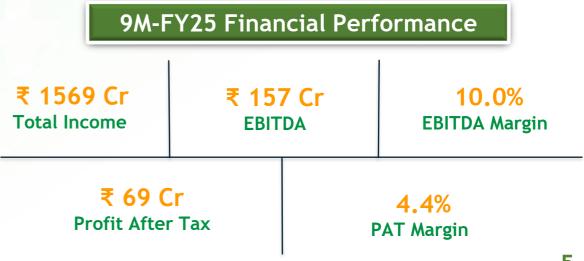
Largest producer of Ibuprofen and the only company worldwide being backward integrated with $\sim\!30\%$ Global share

Q3 & 9M FY25 Performance

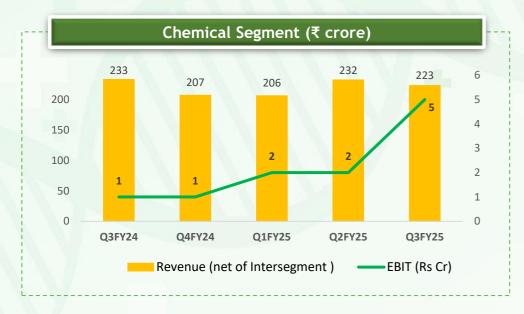


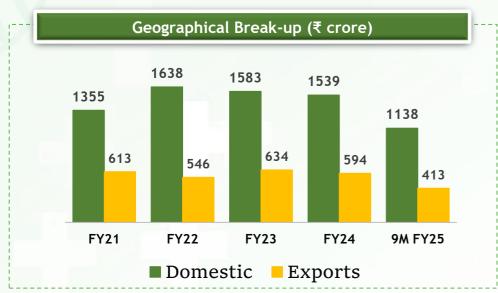


- The Board declared an Interim Dividend of Rs. 4/per equity share of face value of Rs 10 each.
- Post approval from Shareholders, Record Date has been fixed for Mar 11, 2025 ' for sub-division/split of face value of equity shares to Rs 2 from Rs 10 earlier.
- Indian Chemical Council awarded Responsible Care® logo to the Company for three years
- CARE Ratings reaffirmed the credit rating for enhanced banking facilities
- Margin contraction due to stagnant demand and pricing pressure

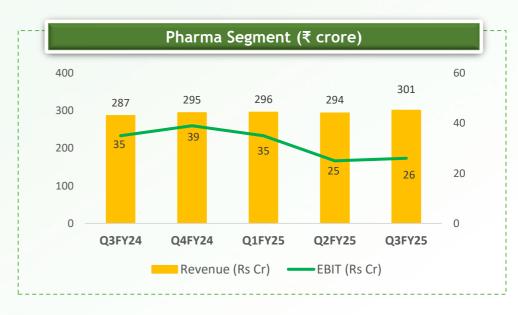


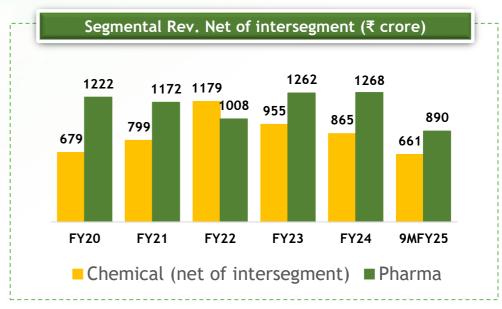
Geographical and Segmental highlights













Financial Highlights

Standalone Quarterly & Nine Monthly Income Statement



Particulars (₹ Cr)	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ	9M FY25	9M FY24	YoY
Revenues	523.3	520.4	0.6%	525.8	-0.5%	1,551.4	1,628.9	-4.8%
Other Income	4.1	8.4		6.4		17.9	22.6	
Total Income	527.4	528.8	-0.3%	532.2	-0.9%	1,569.3	1,651.5	-5.0%
Total Expenses	476.5	476.0		484.2		1,412.2	1,447.5	
EBITDA	50.9	52.8	-3.6%	48.0	6.1%	157.1	204.0	-23.0%
EBITDA Margin (%)	9.7%	10.0%	-30 bps	9.0%	70 bps	10.0%	12.4%	-240 bps
Depreciation	18.7	16.3		17.9		53.4	46.4	
Finance Cost	4.4	4.3		4.2		10.7	12.7	
Profit Before Exceptional Items	27.8	32.2	-13.7%	25.9	7.4%	93.0	144.9	-35.8%
Exceptional items (Expense) / Income								
Profit Before Tax	27.8	32.2	-13.7%	25.9	7.4%	93.0	144.9	-35.8%
Tax	7.3	9.0		6.8		23.6	37.7	
Profit After Tax	20.5	23.2	-11.6%	19.1	7.4%	69.4	107.2	-35.3%
PAT Margin (%)	3.9%	4.4%	-50 bps	3.6%	30 bps	4.4%	6.5%	-210 bps
Other Comprehensive Income	-0.1	0.1		0.1		-1.5	-1.6	
Total Comprehensive Income	20.4	23.3		19.2		67.9	105.6	
Basic & Diluted EPS (INR)	3.5	4.0		3.3		11.8	18.3	

Standalone Income - Sustained revenue



Particulars (₹ Cr)	FY19	FY20	FY21	FY22	FY23	FY24	9M FY25
Revenues	1,685.3	1,894.5	1,967.0	2,184.0	2,217.1	2,132.8	1,551.4
Other Income	10.4	16.0	24.3	32.0	25.6	30.1	17.9
Total Income	1,695.7	1,910.5	1,991.3	2,216.0	2,242.7	2,162.9	1,569.3
Total Expenses	1,275.7	1,320.6	1,375.2	1,927.6	1,990.6	1,901.3	1,412.2
EBITDA	420.0	589.9	616.1	288.4	252.1	261.6	157.1
EBITDA Margin (%)	24.8%	30.9%	30.9%	13.0%	11.2%	12.1%	10.0%
Depreciation	32.5	35.7	38.9	43.3	46.1	62.9	53.4
Finance Cost	51.4	20.9	5.8	8.3	16.5	16.1	10.7
Profit Before Exceptional Items	336.1	533.3	571.4	236.8	189.5	182.6	93.0
Exceptional items (Expense) / Income				-13.9			
Profit Before Tax	336.1	533.3	571.4	222.9	189.5	182.6	93.0
Tax	99.5	172	126.8	57.2	49.5	47.2	23.6
Profit After Tax	236.6	361.3	444.6	165.7	140.0	135.4	69.4
PAT Margin (%)	14.0%	18.9%	22.3%	7.5%	6.2%	6.3%	4.4%
Other Comprehensive Income	-1.4	-1.52	-2.14	-0.6	-0.2	-1.3	-1.5
Total Comprehensive Income	235.2	359.8	442.5	165.1	139.8	134.1	67.9
Basic & Diluted EPS (INR)	42.1	63.4	76.2	28.2	23.8	23.1	11.8

Standalone Balance Sheet - Building assets



Balance Sheet (₹ Cr)	FY19	FY20	FY21	FY22	FY23	FY24	H1FY25
Shareholders' Funds	474.3	813.5	1260.4	1390.3	1506.6	1611.3	1658.8
Long-term Debt	284.0	56.0	0.0	0.0	0.0	0.0	0.0
Total Non-current Liabilities	20.8	79.7	59.1	56.6	58.1	72.9	76.1
Total Current Liabilities	162.8	220.6	290.6	513.4	455.9	559.8	529.7
Equity & Liabilities	941.9	1169.8	1610.1	1960.3	2020.6	2244.0	2264.6
Fixed Assets	438.7	488.2	560.6	665.8	841.0	1033.6	1133.0
Fixed Deposits (Non-Current)	6.9	5.3	21.2	203.7	230.7	48.3	7.6
Other Non-Current Assets	8.3	5.4	6.0	12.0	29.8	42.6	38.7
Non Current Assets	453.8	498.9	587.8	881.5	1101.5	1124.5	1179.3
Investments	0.1	0.1	1.2	2.4	2.6	2.9	3.2
Cash & Bank Balances	29.6	154.7	364.8	137.9	20.9	142.6	150.7
Other Current Assets	458.4	516.1	656.3	938.5	895.6	974.0	931.4
Current Assets	488.1	670.9	1022.3	1078.8	919.1	1119.5	1085.3
Assets	941.9	1169.8	1610.1	1960.3	2020.6	2244.0	2264.6

Standalone Cash Flow Statement

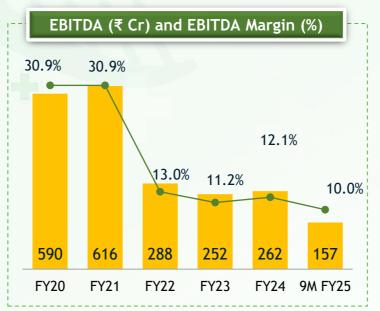


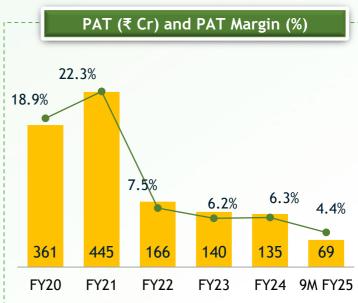
Particulars (₹ Cr)	FY19	FY20	FY21	FY22	FY23	FY24	H1FY25
Profit before tax	336.2	533.2	571.4	222.8	189.5	182.6	65.2
Adjustments for: Non Cash Items / Other Investment or Financial Items	82.4	51.9	27.2	33.1	44.4	60.1	37.5
Operating profit before working capital changes	418.5	585.2	598.5	256.0	233.9	242.7	102.7
Changes in working capital	-77.6	2.8	-76.5	-102.3	-63.7	90.1	-89.6
Cash generated from Operations	340.9	588.0	522.0	153.6	170.2	332.8	13.1
Income tax paid(net)	-67.7	-117.2	-142.3	-62.6	-47.1	-42.0	-16.2
Net cash flow from operating activities	273.2	470.8	379.8	91.0	123.1	290.8	-3.1
Net cash flow from investing activities	-63.0	-184.2	-317.3	-120.6	-119.2	-191.7	-75.6
Net cash from financing activities	-197.5	-271.9	-58.3	-1.6	-4.1	-92.5	89.4
Net Increase/Decrease in Cash and Cash equivalents	12.7	14.7	4.3	-31.2	-0.2	6.6	10.7
Cash & Cash equivalents at the beginning of the period	0.7	13.4	28.1	32.3	1.1	0.9	7.5
Cash & Cash equivalents at the end of the period	13.4	28.1	32.3	1.1	0.9	7.5	18.2

5-years Performance

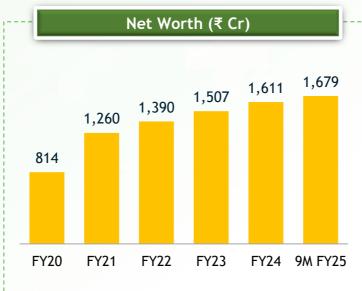


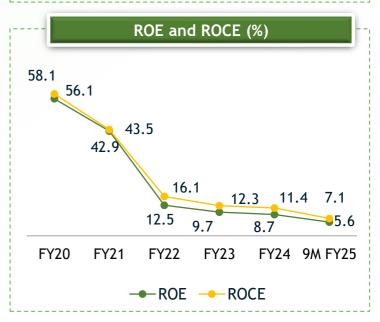






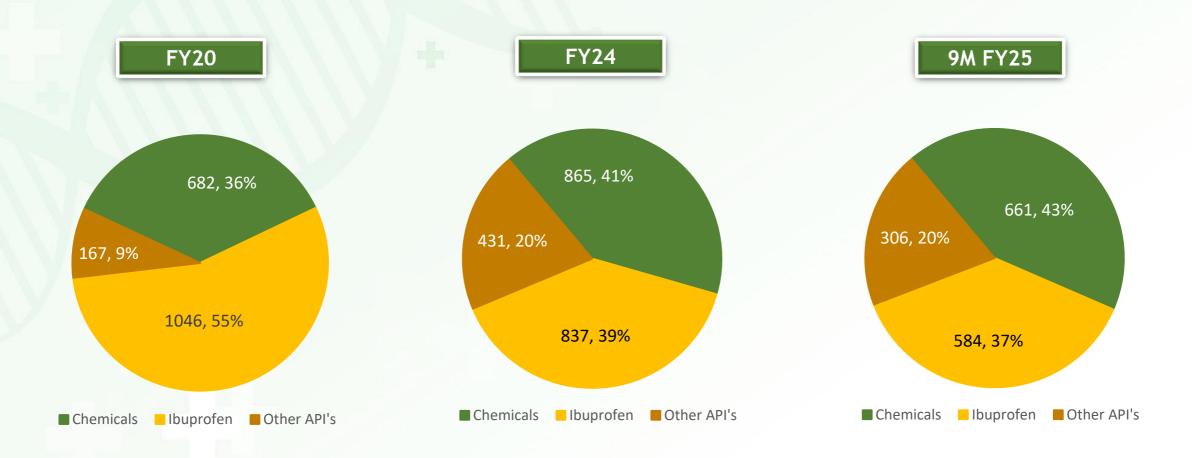






Diversified revenue base





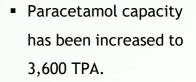


Company Overview

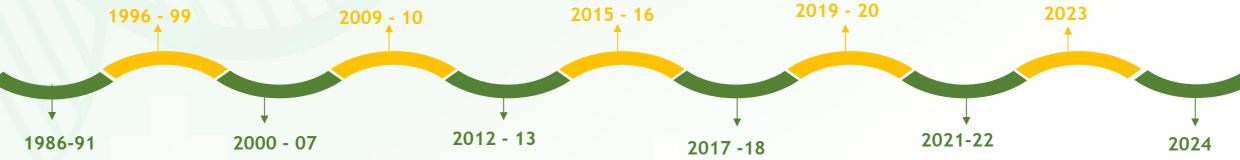
The Journey



- 1996 Commencement of Ethyl Acetate Plant
- 1999 Commencement of Acetic Anhydride Plant
- 2009 Commencement of IBB, MCA and Acetyl Chloride Plants
- 2010 Listing on NSE Co-Generation Plant - 13MW
- 2015 USFDA, EIR for Ibuprofen
- 2016 Unit-03 for new product launches
- 2019 Unit-06 for Pantoprazole (Dedicated)
- 2020 Unit-07 Metformin (Dedicated)



 Commenced plant for Acetic Anhydride



- Incorporated & establishedAcetic Acid Plant
- 2000 Commencement of Ibuprofen Unit-1
- 2007 Unit-01 Ibuprofen
 (Dedicated) Co Generation Plant 4MW
- 2012 Commencement of Unit-02 for Multi

Product

- 2013 Received EUGMP
 Certification
- 2017 Conversion of Unit-2 as Dedicated facility for Ibuprofen
- 2018 Unit-04
 Metformin (Dedicated)
 Unit-05 Clopidogrel &
 Fenofibrate
- 2021-Unit-08 & Unit-10* for Multi Products
- 2022-Commenced commercial production of
 Paracetamol, with backward integration
- Successful completion of Site Inspection by
 - ANVISA, Brazil
 - GMP of all 10 API's
 - manufacturing
 - unit and received approval in May

15

2024

Core management team



Varinder Gupta (Managing Director)

Wide and rich experience of more than 37 years in the chemical & fertilizer industry and along with a comprehensive approach and strong Pharma API industry oversight has paved a way for innovation and excellence



Abhiraj Gupta (Executive Director*)

Possesses requisite qualification and experience in the Company's business. He oversees the non-ibuprofen API and chemical business, R&D, regulatory, digital marketing, and strategic decisions. The non-ibuprofen API business is doing good and meeting its targets under his leadership.



Vikas Gupta
(Joint Managing Director)

Academically equipped with knowledge and possesses organizational capacity. He has worked in strategic department of the Company and played a main role in guiding Chemical and Pharmaceutical business of the company. He has been vital to the functioning of the company over the last 9 years



Kushal Kumar Rana (Director - Works)

Bachelor's in Chemistry, Physics, Math and Master's degree in Chemistry

Over 32 years in the pharmaceutical industry in companies like Morepen Laboratories, Chemiplast Industries
His expertise lies in looking after quality assurance, quality control & corporate regulatory affairs

Board of Directors





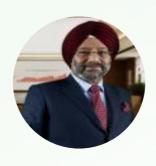
Rajender Mohan Malla (Chairman and Independent Director)

- With four decades of experience held top and significant decision-making positions in Banks, Financial Institutions & NBFCs
- In his most recent executive roles, he was MD & CEO of PTC India Financial Services Limited (PFS), and prior to that CMD of IDBI



Sharad Tyagi (Independent Director)

- Over 37 years of intrapreneurship in India and international markets in diverse industries including pharmaceuticals, OTC, automotive catalysts and specialty chemicals
- Most recently until December 2020, he was the Managing Director for Boehringer Ingelheim (BI) (2009-2020), India



Harpal Singh (Independent Director)

- Over 36 year's experience of banking and financial services
- Most recently he was General Manager of Punjab National Bank and headed entire operations of bank in State of Punjab from 2010 to 2015



Ms Rajni Jha (Independent Director)

- Ms. Rajni Jha is a accomplished Senior
 Pharmaceutical Regulatory, Quality, and Compliance professional with over 32 years of experience.
- An esteemed IIT Kanpur scholar with an M.Sc. in Synthetic Organic Chemistry from Kanpur University,
- Held leadership roles at top Indian pharmaceutical giants, including Ranbaxy, Torrent, and Glenmark Pharma.

Certifications and Accreditations





Approved USFDA facility since 2015, recertified in 2019



EUGMP Certification in 2013, 2017 & Recertification in 2020



Certificate of Suitability from EDQM



Certified Halal in accordance with Shariah **Board Guidelines**



Ministry of Food and **Drug Safety**

Certificate of DMF Registration From MFDS Korea



ISO 9001:2015, 14001:2015 & 45001:2018











Certificate of Occupational Health & Safety Management System, OHS 586128





GMP Certificate by Ministry of Industry and Trade of the Russian Federation



State Food and Drug Administration

> Manufacturing License, GMP







CDE of NMPA approval tp export in Metformin Hydrochloride to China Market in 2024



Approved ANVISA, Brazil GMP for 10 API Facilities



Responsible Care -Permitted to be used by Indian Chemical Council



Business Overview

Pharmaceuticals - Building API portfolio



IOLCP is the largest producer of Ibuprofen with ~30% Global share and the only company worldwide being backward integrated for all Intermediate stages of Ibuprofen having a capacity of 12000+ MT

- Dedicated USFDA approved facilities for Ibuprofen
- · Among the major producer of Metformin in India
- Metformin Hydrochloride" has been approved by Center for Drug Evaluation (CDE) of National Medical Products Administration (NMPA), China.
- Received CEP Certificate for 15 APIs products enabling to export these products in European and other CEP accepting countries.
- Filed 15 DMFs with USFDA & 19 CEP with EDQM.

Product Portfolio

Existing Porffolio						
Ibuprofen	Clopidogrel	Losartan Potassium				
Ibuprofen Lysinate	Pantoprazole Sodium	Levetiracetam				
Ibuprofen Sodium	Fenofibrate	Paracetamol				
Dex-Ibuprofen	Gabapentin					
Metformin HCL	Lamotrigine					

Product application across various therapeutic areas



Anti - Inflammatory



Analgesic & Antipyretic



Anti - Diabetic



Anti - Convulsant



Anti - Platelet



Anti - Cholelithic



Anti- Cholesterol



Proton Pump Inhibitor

Specialty chemicals - capitalizing on global demand



IOL first commenced manufacturing Ethyl Acetate in 1996, with initial capacity of 3000 TPA. Today, the Company has grown this business to become major producer of Ethyl Acetate, with a production capacity of 1,00,000 TPA

- Strengthening the backward integration for Ibuprofen and Paracetamol with the production of Acetic Anhydride, which is used for captive consumption as well as merchant sale
- India's second largest manufacturer for Iso Butyl Benzene (IBB) with ~30% global share
- REACH Certificate for ethyl acetate enabling to export over 40 countries worldwide
- Asia's first continuous dual technology (green chemistry) plant for MCA and Acetyl Chloride

Product Portfolio

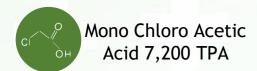




Acetyl Chloride 5,200 TPA



Iso Butyl Benzene 12,000 TPA





Acetic Anhydride 25,000 TPA

Product application across diversified industries



Food processing



Textiles



Flexible Packaging



Ink



Pharma



Paints



Chemical Intermediate



Pesticides

Manufacturing facilities











API manufactured in batch manner and intermediates & Specialty chemicals in continuous product delivery manner based on DCS technology

Dedicated and multiproduct blocks involved in manufacturing of APIs

Facility is coupled with ISO class-8 HVAC system, PSA Nitrogen & Purified water along with 185 MTPH steam generation capacity with multiple boilers

Manufacturing facilities involves Reactions, Filteration, Centrifugation,
Drying, Blending & Sieving, Micronization
operation

Four stage treatment zero discharge ETP, solvent recovery plants & EHS cell as a part of the facility

Dedicated decentralized utilities from -20 to 275 deg.C temp and dedicated co-generation plant of 17MW

Research & Development



124 Highly skilled members



Working on generic molecules with latest equipment & techniques for process development



DSIR approved facility for research & development



In-house development of multi step products

Ensuring a Sustainable Tomorrow Through ESG Initiatives





- State of the art Zero liquid Discharge (ZLD) Facility
- Committed to ensure that our operations have minimal impact on the environment
- Constantly monitoring environmental footprints and implementing relevant initiatives.
- Continuous Air Quality Monitoring System (CAAQMS) to monitor real-time concentrations of all key pollutants in ambient air.
- Our continuous efforts have resulted in a 3.91% reduction in Scope-01 greenhouse gas (GHG) emissions during FY 2023-24
- Our targets include a reduction in Scope-01 emissions by 40.0% and 100% reduction in Scope-02 emissions by 2035. based on the baseline emissions of FY 2022-23

Social

- Committed towards making a difference in the lives of communities surrounding our operations through our CSR efforts
- We strive to create sustainable and meaningful change through our philanthropic efforts, reflecting our core values and commitment to social responsibility.
- SA 8000 : 2014 Social Accountability Standard Certified Organization

Governance

We prioritize strong and effective corporate governance to ensure the best interests of all our stakeholders. ISO 27001 on Information Security Management Certification has been received by the Company.



100% Water



100%

Zero Liquid Discharge (ZLD)



Frequency and severity rate



81%

Power requirement met via renewable energy



3.9%

Reduction in Scope-01 **GHG** Emission



6.8%

Reduction in water consumption KL/ton of production



Industry Overview

Pharmaceuticals - Emerging strongly out of pandemic



Indian API Market

- The Indian API market is expected to grow at a CAGR of 13.7% over the four years
- India hosts 500 API manufacturers, contributing approximately 8% to the global API Industry.
- As the largest supplier of generic medicines, India manufactures around 60,000 different generic brands across 60 therapeutic categories.
- In FY24 India saw a 4.12% increase in the total imports of bulk drugs and intermediates, amounting to ₹ 37,721.88 crore, compared to ₹ 36,229.15 crore in FY23.
- Indian medicines are preferred worldwide due to their combination of low price and high quality, earning India the title of "pharmacy of the world."

World Pharmaceutical Industry







Indian Pharmaceutical Industry







Specialty Chemicals - an era of sustained robust growth



Short-term growth to remain subdued...

- Demand headwinds from export markets, China's rising supplies and inventory destocking have impacted margins & profitability of Indian players
- Expectations of sluggish global growth, oversupplied industry situation and ongoing conflict in the Red Sea likely to impact margin recovery in H1 FY25
- Any sustained improvement in profitability would likely be driven by a rebound in demand from China and permanent capacity closures to help ease oversupply conditions, probably in H1 FY25

...yet long-term structural growth story to remain intact

- India is expected to become a \$1,000 Bn chemicals market by 2040, currently constituting 3.6% share of the global chemical market
- India's market share in Specialty Chemical to increase at a CAGR of 11% to US\$ 64 billion by 2026 against 5.7% globally.
- India has cost advantage in production of Iso-Butyl Benzene (IBB) compared to China (15% lower) and Germany (35% lower) commanding two-third of the global market

Indian Specialty Chemical Industry

Year	Chemical	Specialty Chemicals	Growth		
2022	US\$220 Billion	US\$32 Billion	9-10%		
2040	US\$ 850-1000 Billion	US\$140-190 Billion	11.5% (2021-27) 7-9.5% (2027-40)		

Source: McKinsey, IBEF, ICRA Research, S&P Global



Way Forward



Four pronged strategy for growth

Improved asset utilization

The Company's turnover increased to ₹ 2,133 crore in FY24 from ₹ 983 crore in FY18 at a CAGR of 13.77%

Focus on Regulated Markets

The share of regulated market sale has increased to ₹ 300 crore in FY24 from ₹100 crore in FY18

Expanding Non-Ibuprofen Business

Increased contribution
of non-Ibuprofen
drugs
from ₹35 crore in
FY18
to ₹431 crore in FY24,
showing a steady
upward
trend over the years

Capacity expansion in Pharma & Chemicals

Added more than 10 products since 2017 in APIs and chemical segments.
The Company has recently commenced a new plant of Acetic Anhydride

Expanding the non-Ibuprofen business



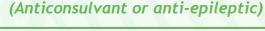


Paracetamol

Multi Product facility focused on Paracetamol, with an installed capacity of 3,600 MT/Annum, with a backward integration process

Regulatory Filings: CEP approved; US DMF filed

(Antiplatelet drug, used in cardiovascular therapies, preventing future heart attacks, strokes, and other clot-related diseases)



As a prime manufacturer and supplier, we are commercialized with an installed capacity of 24 MT/Annum





Dedicated manufacturing facility with installed capacity of 240 MT/Annum, with a fully backward integrated process.

Regulatory Filings: US/EU/ANVISA



Clopidogrel Bisulphate



Regulatory Filings: US/EU/ANVISA/China

(Antidiabetic and potential antineoplastic used for patients with type 2 diabetes)

Dedicated manufacturing block with an installed capacity of 7,200 MT/Annum



Metformin Hydrochloride

Lamotrigine

Pantoprazole

Sodium

(Treatment for gastroesophageal reflux disease and promote healing of tissue damage caused by gastric acid)



Fully backward integration process, commercialized with an installed capacity >200 MT/Annum



Regulatory Filings: US/EU/ANVISA

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THANK YOU



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