



May 22, 2024

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001

Scrip code: 532531

**The National Stock Exchange of India Limited**

Exchange Plaza, Bandra-Kurla Complex  
Bandra (E) Mumbai - 400 051

Scrip code: STAR

Dear Madam/ Sir,

**Sub: Press Release**

Please find enclosed herewith Press Release (along with Earnings presentation) issued by the Company titled:

**“Strides reports best-ever full-year performance for FY24  
Strides declares a final dividend of ₹2.5 per share”**

The meeting commenced at 11:30 hrs IST and concluded at 13:30 hrs IST.

This is for your information and records.

Thanks & Regards,  
For **Strides Pharma Science Limited**,

**Manjula Ramamurthy**  
Company Secretary  
ICSI Membership No.: A30515



*Encl. As above*

**Strides Pharma Science Limited**

CIN: L24230MH1990PLC057062

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Regd Off: 201, Devavrata, Sector 17, Vashi, Navi Mumbai – 400 703, India | Tel: +91 22 2789 2924 / 3199 Fax: +91 22 2789 2942

corpcomm@strides.com, www.strides.com

## Strides reports best-ever full-year performance for FY24

### Strides declares a final dividend of ₹2.5 per share

#### FY2024 Performance Highlights

- Highest ever full-year Revenue of ₹40,555 million in FY24, up 14.4% YoY
- Highest ever full-year EBITDA of ₹7,477 million in FY24, up 77.6% YoY
- US business achieved top end of \$250 million revenue outlook for FY24, grew by 11.8% YoY
- Net Debt reduced by ₹3,131 million in FY24
- Net Debt to EBITDA improved to 2.72x in FY24

#### Q4FY2024 Performance Highlights

- Highest ever quarterly Revenue of ₹10,583 million
- Gross Margin returned to a historic high of 60.7% in Q4FY24
- Highest ever quarterly EBITDA of ₹2,040 million

#### OneSource Update

- Incumbent Biologics business recorded positive EBITDA for the first time in Q4FY24, net of one-time expenses
- Delivered on-track FY24 EBITDA performance for Strides SGC and Steriscience businesses proposed to merge into OneSource
- Received "No objection" from Stock Exchanges (NSE and BSE) on 21<sup>st</sup> May'24 for OneSource listing; Filing with NCLT to be completed in Q1FY25

**Bangalore, India, May 22, 2024** - Strides Pharma Science Ltd (BSE: 532531, NSE: STAR) today announced its consolidated financial results for the quarter (Q4FY24) and Full Year (FY24) ended March 31, 2024.

#### Financial Highlights (In ₹ m)

Particulars	Q4FY24	Q3FY24	QoQ	Q4FY23	YoY	FY24	FY23*	YoY
Revenues	10,583	10,389	1.9%	9,904	6.9%	40,555	35,458	14.4%
Gross Margin	6,421	6,176	4.0%	5,897	8.9%	24,150	20,246	19.3%
<b>Gross Margin %</b>	<b>60.7%</b>	<b>59.5%</b>	<b>122bps</b>	<b>59.5%</b>	<b>113bps</b>	<b>59.5%</b>	<b>57.1%</b>	<b>245bps</b>
EBITDA	2,040	1,950	4.6%	1,596	27.8%	7,477	4,210	77.6%
<b>EBITDA %</b>	<b>19.3%</b>	<b>18.8%</b>	<b>51bps</b>	<b>16.1%</b>	<b>316bps</b>	<b>18.4%</b>	<b>11.9%</b>	<b>656bps</b>

<sup>1</sup> Adjusted PAT = PAT from continuing operations without JV share and exceptional items (net-off taxes)

\* FY23 numbers are excluding de-consolidated UCL

**Arun Kumar, Founder, Executive Chairperson & Managing Director**, commented on the performance and said, “FY24 was an exceptional year for Strides, marked by the successful completion of our Reset strategy initiated in FY22. The company achieved all its key objectives laid down in our Reset strategy and has bounced back to become a strong and resilient company.

As a result of our focus on consistent growth and cost containment, FY24 concluded as the best year in the Company’s history in terms of both Revenue and absolute EBITDA.

With today’s leadership announcement, we have introduced a well-structured succession and leadership development program, guided by the Board. I am confident that the strong internal talent we have developed over the years will ensure the company’s continued long-term growth.

In the near term, we will continue to focus on operating cash flows while investing in growth to ensure that the efforts of our Reset are balanced by an improved revenue CAGR, in the coming years.

Our ESG efforts have started to yield results, with our EcoVadis rating improving from 30 to 44 during the first year of review. We will continue to intensify our efforts to become a more sustainable and responsible company”.

**Detailed investor communication on the performance of the Company is attached.**

### **About Strides**

Strides, a global pharmaceutical company headquartered in Bengaluru, India, is listed on the BSE Limited (532531) and National Stock Exchange of India Limited (STAR). The Company mainly operates in the regulated markets and has an “in Africa for Africa” strategy and an institutional business to service donor-funded markets. The Company’s global manufacturing sites are located in India (Chennai, Puducherry, and two locations in Bengaluru), Italy (Milan), Kenya (Nairobi), and the United States (New York). The Company focuses on “difficult to manufacture” products sold in over 100 countries. Additional information is available at the Company’s website at [www.strides.com](http://www.strides.com).

**For further information, please contact:**

<p><b><u>Strides</u></b> <b>Badree Komandur</b> Executive Director – Finance &amp; Group CFO +91 80 6784 0747 Email: <a href="mailto:investor-relations@strides.com">investor-relations@strides.com</a></p> <p><b>Saurabh Ambaselkar</b> Investor Relations +91 99609 31220 Email: <a href="mailto:saurabh.ambaselkar@strides.com">saurabh.ambaselkar@strides.com</a></p> <p><b><u>Strides Pharma Science Limited</u></b> CIN: L24230MH1990PLC057062 Regd. Office: 201, ‘Devavrata’, Sector - 17, Vashi, Navi Mumbai - 400 703 Corp. Office: Strides House, Bannerghatta Road, Bengaluru – 560076</p>	<p><b><u>Corporate Communication</u></b> <b>Pallavi Panchmatia:</b> +91 80 6784 0193 Email: <a href="mailto:pallavi.panchmatia@strides.com">pallavi.panchmatia@strides.com</a></p> <p><b><u>PR Consultancy</u></b> Adfactors PR <b>Janhavi Bellare:</b> +91 93228 54508 <a href="mailto:Janhavi.bellare@adfactorspr.com">Janhavi.bellare@adfactorspr.com</a></p> <p><b>Talal Syed:</b> +91 99876 19679 <a href="mailto:syed.talal@adfactorspr.com">syed.talal@adfactorspr.com</a></p>
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# Delivering with **Momentum**

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Q4 & FY24 Results | May 22, 2024

Strides Pharma Science Limited

## Safe Harbor

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.

# Best Full-year and Quarterly Performance

	FY24	FY23*	YoY	Q4FY24	Q4FY23	YoY
<b>Revenues</b>	₹40,555m	₹35,458m	14.4% ↑	₹10,583m	₹9,904m	6.9% ↑
<b>Gross Margins</b>	₹24,150m 59.5%	₹20,246m 57.1%	19.3% ↑ 245bps	₹6,421m 60.7%	₹5,897m 59.5%	8.9% ↑ 113bps
<b>EBITDA</b>	₹7,477m 18.4%	₹4,210m 11.9%	77.6% ↑ 656bps	₹2,040m 19.3%	₹1,596m 16.1%	27.8% ↑ 316bps
<b>Adj. PAT<sup>1</sup></b>	₹1,990m 4.9%	₹600m 1.7%	232% ↑ 321bps	₹670m 6.3%	₹341m 3.4%	96.1% ↑ 288bps
<b>EPS<sup>2</sup></b>	₹21.66	₹6.64		₹7.29	₹3.78	

<sup>1</sup> Adjusted PAT = PAT from continuing operations without JV share and exceptional items (net-off taxes)

<sup>2</sup> EPS on Adjusted PAT

\* FY23 numbers are excluding de-consolidated UCL (of Rev/GM/EBITDA/Adj. PAT of ₹ 1,584m/ ₹ 527m/ ₹ 250m/ ₹ 114m)

“FY24 was an exceptional year for Strides, marked by the successful completion of our Reset strategy initiated in FY22.

The company achieved all its key objectives laid down in our Reset strategy and has bounced back to become a strong and resilient company. As a result of our focus on consistent growth and cost containment, FY24 concluded as the best year in the Company’s history in terms of both Revenue and absolute EBITDA.

With today’s leadership announcement, we have introduced a well-structured succession and leadership development program, guided by the Board. I am confident that the strong internal talent we have developed over the years will ensure the company’s continued long-term growth.

In the near term, we will continue to focus on operating cash flows while investing in growth to ensure that the efforts of our Reset are balanced by an improved revenue CAGR, in the coming years.









Our ESG efforts have started to yield results, with our EcoVadis rating improving from 30 to 44 during the first year of review. We will continue to intensify our efforts to become a more sustainable and responsible company”

**Arun Kumar**

Founder, Executive Chairperson & Managing Director

# FY24 Performance Highlights

Strides declares final dividend of ₹2.5 per share for the year FY24

FY24 OUTLOOK	FY24 ACHIEVEMENTS	COMMENTS
 <b>CONTINUING BUSINESS REVENUES TO GROW AT 15% YOY</b>	 <b>FY24 REVENUES AT ₹40,555M, GREW BY 14.4% YoY*</b>	<ul style="list-style-type: none"><li>Recorded highest-ever full-year revenue in FY24 driven by growth in the US and Other Regulated Markets</li><li>Q4FY24 revenue growth was driven by the US markets and Growth markets</li></ul>
 <b>AIMING FOR AN EBITDA OF ₹7,000M – ₹7,500M</b>	 <b>FY24 EBITDA AT ₹7,477M, ACHIEVING HIGHER END OF THE OUTLOOK</b>	<ul style="list-style-type: none"><li>Stable operating costs led by cost control measures and manufacturing efficiencies enabled superior EBITDA margin expansion</li></ul>
 <b>NET DEBT TO EBITDA &lt; 3x</b>	 <b>NET DEBT TO EBITDA 2.72x AS OF MARCH'24</b>	<ul style="list-style-type: none"><li>Net Debt reduced by ₹ 3,131 m in FY24</li><li>Net Debt at ₹ 20,350 m as of Mar'24</li></ul>
 <b>EMPHASIS ON MANUFACTURING NETWORK OPTIMIZATION</b>	 <b>NETWORK OPTIMIZATION CONCLUDED</b>	<ul style="list-style-type: none"><li>Right sizing of network optimization achieved across all our manufacturing infrastructure and further augmented by the exit of Singapore facility</li></ul>

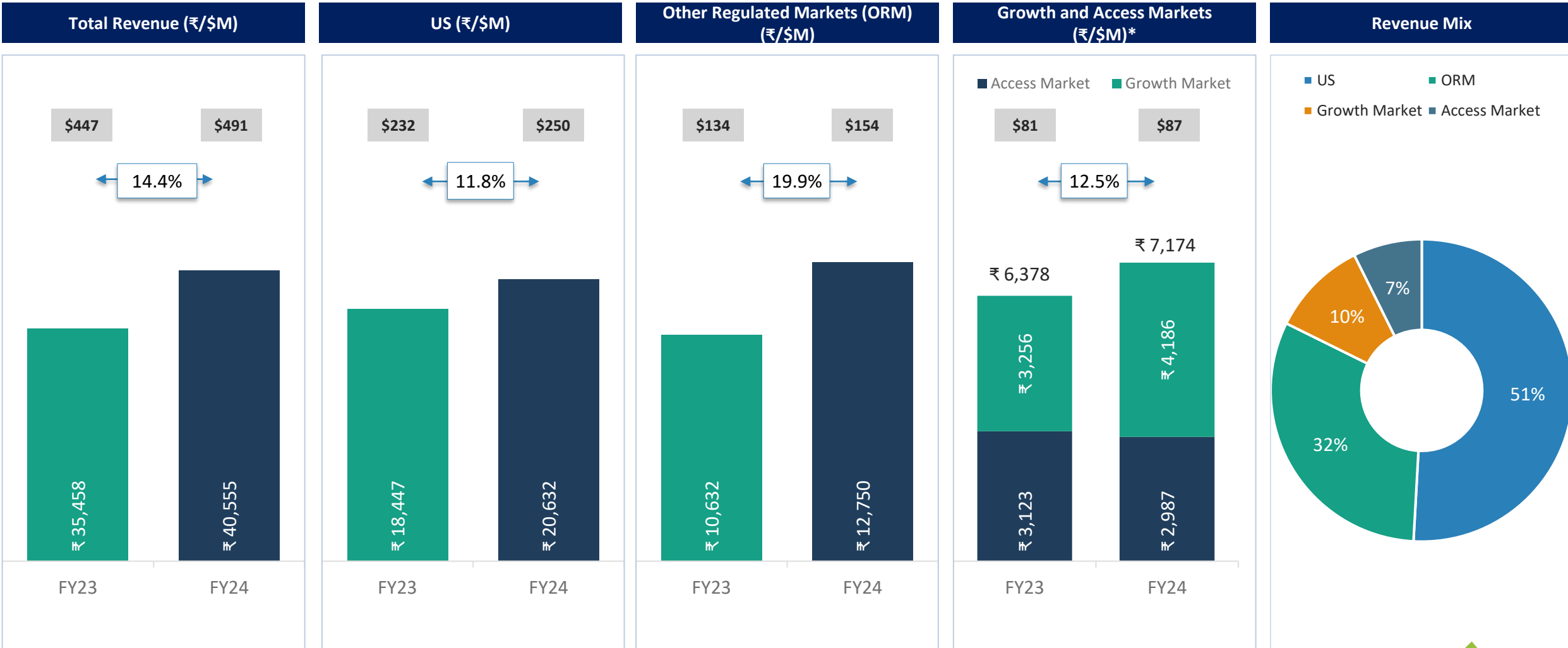
\* YoY growth on continuing business i.e. excluding UCL

# Revenue Break-up - Revenues Grew in Line with the Outlook

US achieves revenue of \$250m in FY24; Other Regulated Markets delivered a strong 19.9% YoY growth in ₹ terms



XX Revenue in \$M ← XX% → YoY change



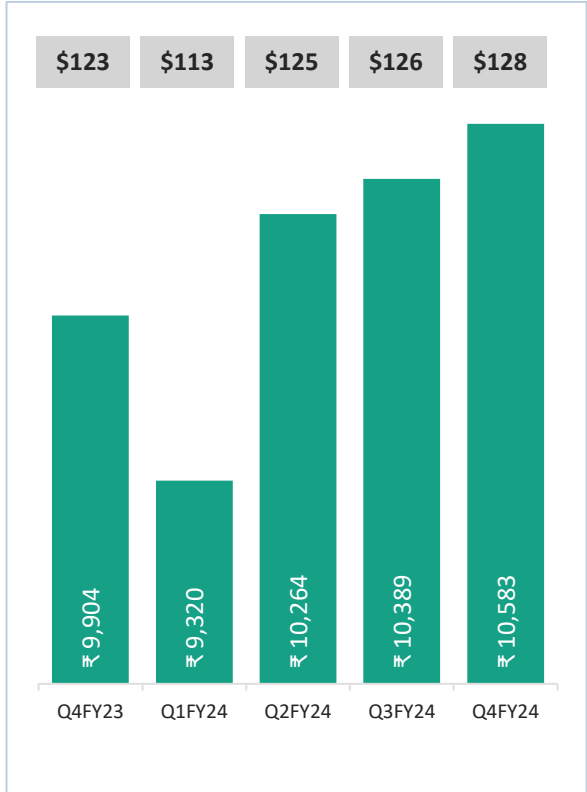
\*FY23 Growth Markets Excl. UCL numbers



# Consistent and Linear Improvement in Key Financial Metrics

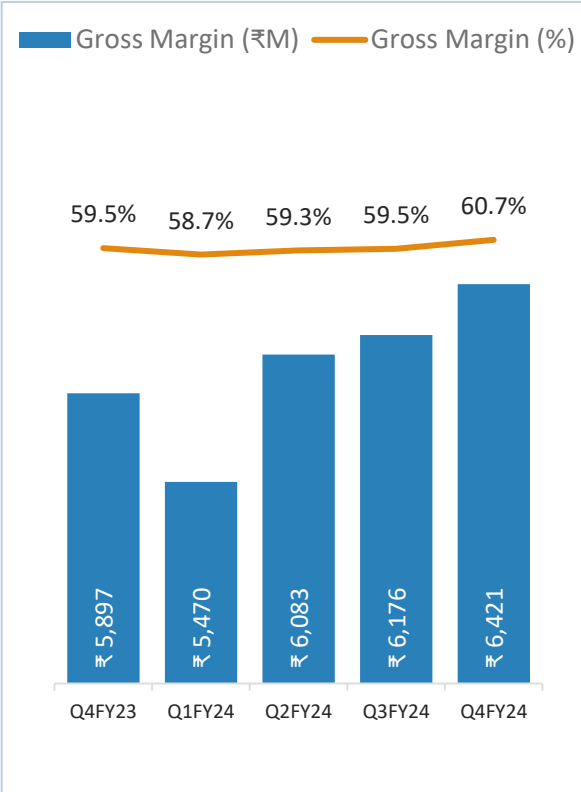
## Stable and sustainable margins

**Total Revenue (₹/\$M)**



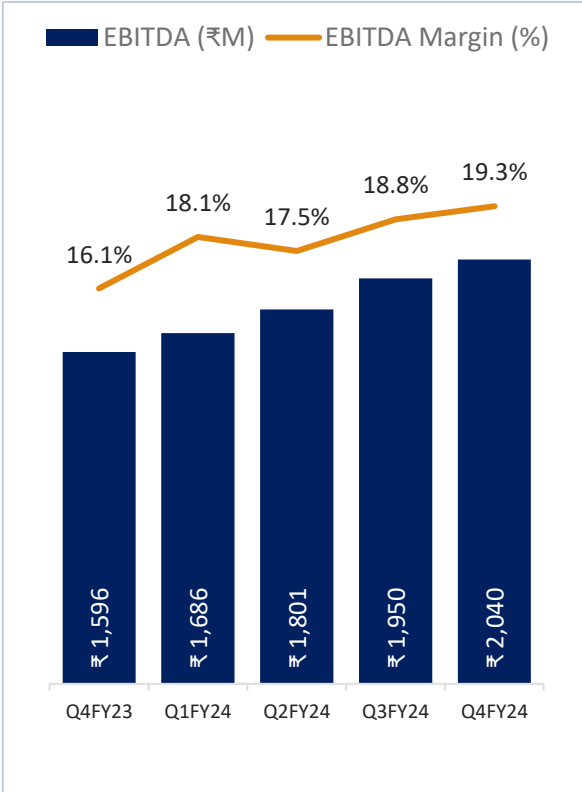
- Linearity in revenue in past few quarters
- Further incremental growth to come in H2FY25

**Gross Margin**



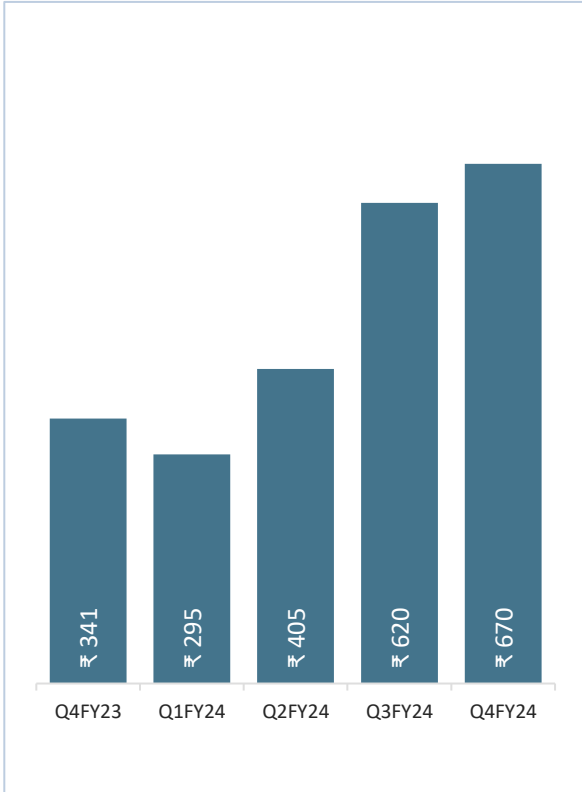
- Quality of business improved on the back of superior portfolio mix
- Gross Margin consistently improved and returned to historic highs

**EBITDA & EBITDA Margin**



- Stable cost and operating leverage enabled EBITDA Margin improvement

**Adj. PAT (₹M)**



- Full year impact of Singapore sale to reflect in EPS next year

## US Market

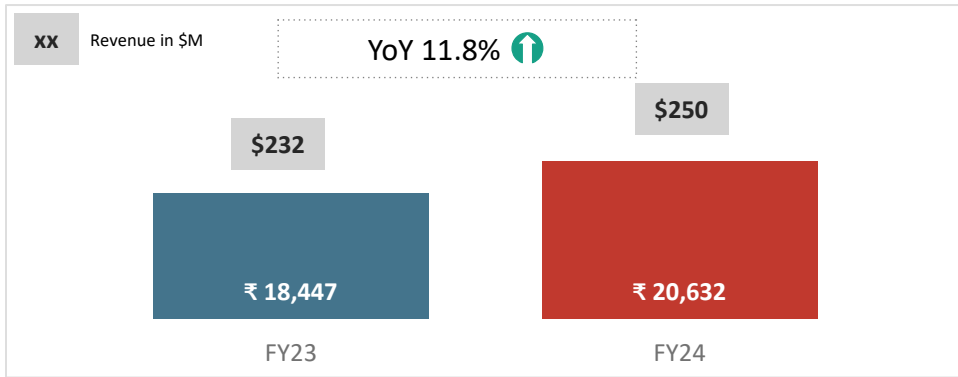
The US remains a key market for Strides, Having achieved the higher end of the FY24 revenue outlook of \$250m, we are well poised to achieve the ~\$400m objective over the next 3 years

# US Business Achieved Top-end of \$250m Revenue Outlook, Grew by 11.8% YoY

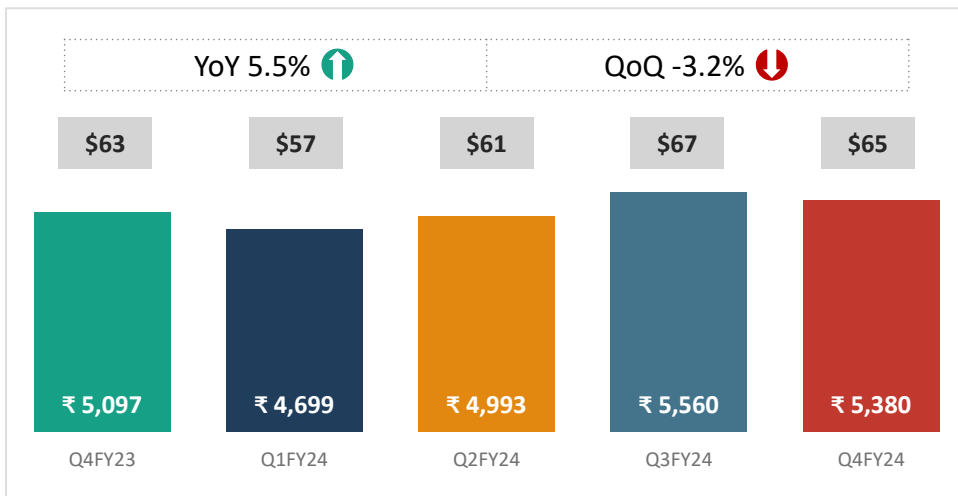
Incremental growth to be visible in H2FY25



## Full Year Revenue (₹/\$M)



## Quarterly Revenue Trend (₹/\$M)



YoY and QoQ growth are on ₹ reported numbers

## Highlights

- ▶ FY24 Revenues at ₹ 20,632m (\$250m), grew 11.8% over FY23
- ▶ Q4FY24 Revenues at ₹ 5,380m (\$65m), grew 5.5% YoY
- ▶ Sustained market share across the product portfolio enabled YoY growth
- ▶ Very weak flu season in Q4FY24 was offset by gSuprep launch
- ▶ Received 9 new product approvals
- ▶ Launched 6 products; total commercialized products at 66
- ▶ Disciplined and calibrated portfolio launch approach led to improved profitability
- ▶ Ranked amongst the top 3 in 34 products enjoying a market-leading position for several years, contributing 75% of our total US revenues
- ▶ Industry-leading customer service levels amongst generic pharma players leading to near-zero Failure-To-Supply penalties

## Business Outlook

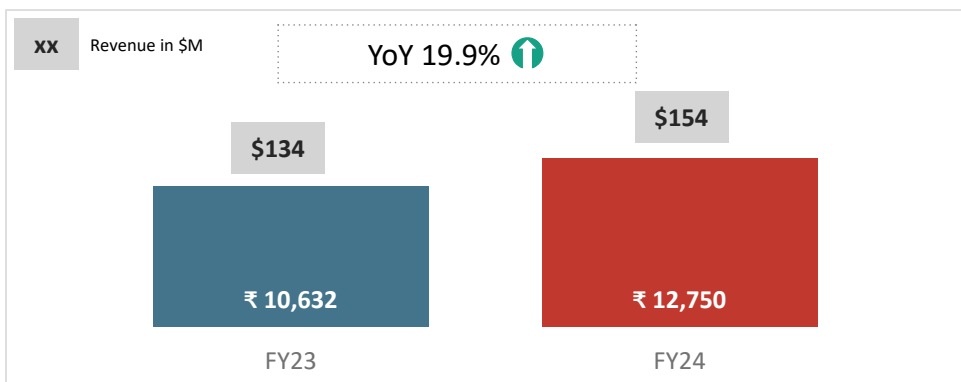
- ▶ The focus remains on the fast-tracked launches from our approved basket of ANDAs (260+ active ANDAs with 245 approvals)
- ▶ Aiming to launch an additional 60 products over the next 3 years to achieve the stated objective of \$400m revenue
- ▶ Investment in new segments as part of a long-term strategy to grow beyond \$400m; entry into the nasal spray and 505 (b)(2)
- ▶ Aiming for first filing from the new segment in the next 12-15 months

# Other Regulated Markets

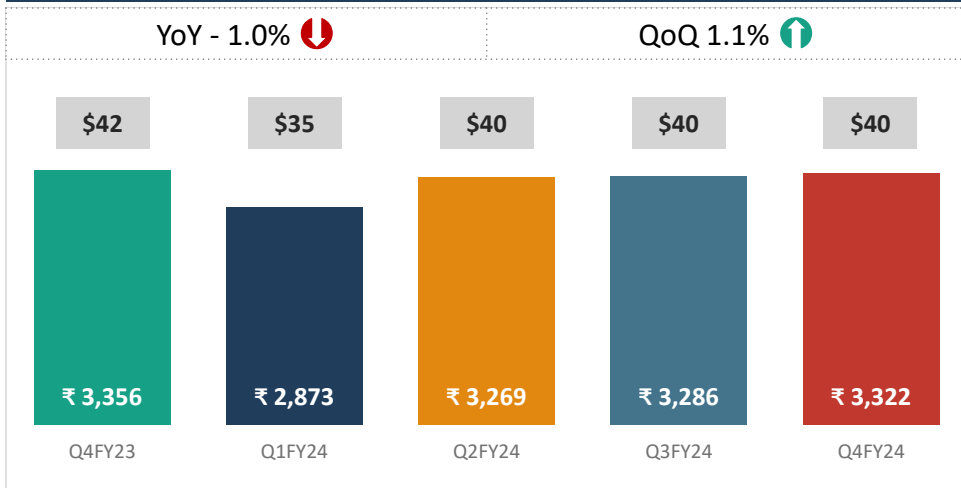
Portfolio maximization and increased focus on B2B partnerships will continue to drive growth

# Other Regulated Markets - FY24 Revenues at \$154m, Grew by 19.9% YoY

## Full Year Revenue (₹/\$M)



## Quarterly Revenue Trend (₹/\$M)



YoY and QoQ growth are on ₹ reported numbers

## Highlights

- ▶ All regulated markets ex-US form part of the Other Regulated Markets
- ▶ FY24 Revenues at ₹12,750m (\$154m), grew 19.9% YoY
- ▶ Q4FY24 Revenues at ₹3,322m (\$40m)
- ▶ Robust demand for key products coupled with new long-term supply contracts, has significantly propelled growth within the EU market
- ▶ Strong customer advocacy and dependable supply enabled us to expand our customer base

## Business Outlook

- ▶ Expansion of product portfolio and new customer acquisitions to drive growth
- ▶ Conversion of the existing strong funnel of new opportunities to deliver growth
- ▶ Continued momentum in filings and approvals to fast-track growth
- ▶ New product approvals in key markets to drive growth in H2FY25

# Growth and Access Markets

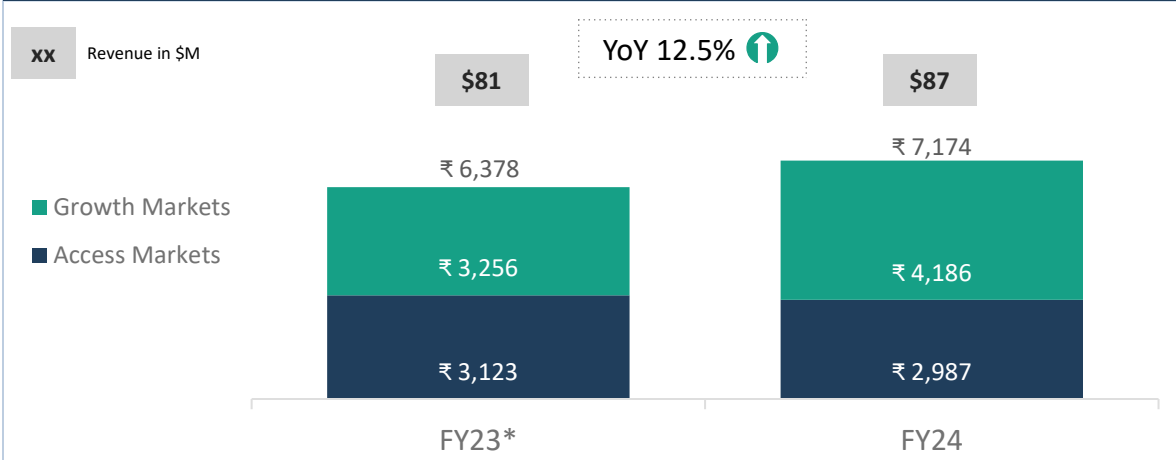
Growth Markets positioned for strong growth via geographical expansion & new products

# Growth Markets and Access Markets FY24 Revenues at \$87m

Growth Market grew 29% YoY; Muted growth in Access Markets



## Growth Market Revenue (₹/\$M)



## Growth Markets

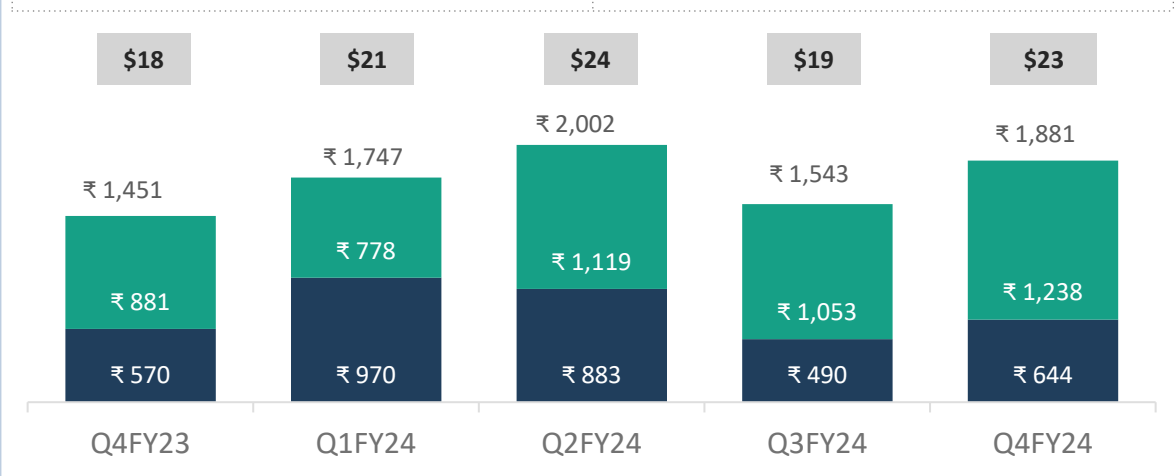
- ▶ Growth Markets includes Africa operations and new geographies of LATAM, MENA, CIS, APAC
- ▶ FY24 Revenues at ₹4,186m (\$51m) and Q4FY24 Revenues at ₹ 1,238m (\$15m)

### Business Outlook :

- ▶ Focus on portfolio maximization strategies and astute channel partner expansion will drive the future growth in Growth Markets
- ▶ New filings to aid Growth Market to grow better than company average

YoY 29.6% ↑

QoQ 21.9% ↑



## Access Market

- ▶ FY24 Revenue at ₹2,987m (\$36m) and Q4FY24 Revenue at ₹644m (\$8m)
- ▶ Continued focus on CIPs with vendors to reduce costs and enhance competitiveness
- ▶ Contribution to overall Revenues continues to be small

### Business Outlook :

- ▶ Global Funds allocation was muted in FY24. However, Strides received a higher allocation in FY25 on the back of superior DIFOT (Delivery In Full On Time)
- ▶ Access Markets Revenues continue to be lumpy Q-o-Q

\*Excl. UCL numbers

YoY and QoQ growth are on ₹ reported numbers

# Financial Performance

Strong Financial discipline enabled profitability and cash flow generation



# Profit & Loss Account – Q4 & FY24

Income statement (₹m)									
Particulars	Q4 FY24	Q3 FY24	QoQ	Q4 FY23	YoY	FY24	FY23 Restated*	YoY	FY23 Reported
<b>I. Revenue</b>	<b>10,583</b>	<b>10,389</b>	<b>1.9%</b>	<b>9,904</b>	<b>6.9%</b>	<b>40,555</b>	<b>35,458</b>	<b>14.4%</b>	<b>37,042</b>
II. Material Costs	4,162	4,212		4,007		16,405	15,212		16,269
<b>III. Gross Margin (I- II)</b>	<b>6,421</b>	<b>6,176</b>	<b>4.0%</b>	<b>5,897</b>	<b>8.9%</b>	<b>24,150</b>	<b>20,246</b>	<b>19.3%</b>	<b>20,773</b>
Gross Margin %	60.7%	59.5%	122 bps	59.5%	113 bps	59.5%	57.1%	245 bps	56.1%
a. Personnel Cost	1,992	1,845		1,757		7,511	7,195		7,320
b. Other Opex	2,389	2,381		2,545		9,162	8,841		8,993
<b>IV. Total Opex (a+b)</b>	<b>4,381</b>	<b>4,226</b>		<b>4,301</b>		<b>16,674</b>	<b>16,037</b>		<b>16,313</b>
<b>V. EBITDA (III-IV)</b>	<b>2,040</b>	<b>1,950</b>	<b>4.6%</b>	<b>1,596</b>	<b>27.8%</b>	<b>7,477</b>	<b>4,210</b>	<b>77.6%</b>	<b>4,460</b>
<b>EBITDA Margin %</b>	<b>19.3%</b>	<b>18.8%</b>	<b>51 bps</b>	<b>16.1%</b>	<b>316 bps</b>	<b>18.4%</b>	<b>11.9%</b>	<b>656 bps</b>	<b>12.0%</b>
c. Depreciation and amortisation	498	512		609		2,207	2,392		2,433
d. Net Finance Cost	<b>680</b>	<b>717</b>		<b>574</b>		<b>2,791</b>	<b>1,814</b>		<b>1,866</b>
e. Exceptional items – net (gain) / loss	81	101		73		1,890	119		170
f. JV share of loss	486	520		406		1,757	2,853		2,853
<b>VI. Profit/ (loss) before tax (V-c-d-e-f)</b>	<b>296</b>	<b>100</b>	<b>195.9%</b>	<b>-67</b>		<b>-1,169</b>	<b>-2,968</b>		<b>-2,862</b>
g. Tax	193	101		71		316	-596		-553
<b>VII. Profit/(loss) after tax from continuing operations</b>	<b>104</b>	<b>-1</b>		<b>-138</b>		<b>-1,485</b>	<b>-2,372</b>		<b>-2,309</b>
h. Profit from Discontinued Operations	1	541		0		542	186		186
<b>VIII. Profit / (loss) for the period (VII+h)</b>	<b>104</b>	<b>541</b>		<b>-138</b>		<b>-943</b>	<b>-2,186</b>		<b>-2,123</b>

Reconciliation of EBITDA (₹m)						
Particulars	Q4FY24	Q3FY24	Q4 FY23	FY24	FY23 Restated*	FY23 Reported
<b>Profit before exceptional items &amp; tax</b>	863	721	412	2,478	4	161
Less: Finance income	122	76	231	353	745	745
Add : Depreciation and Amortization	498	512	609	2,207	2,392	2,433
Add : Finance costs	802	793	805	3,144	2,559	2,611
<b>Consolidated EBITDA as per press note</b>	<b>2,040</b>	<b>1,950</b>	<b>1,596</b>	<b>7,477</b>	<b>4,210</b>	<b>4,460</b>

\* FY23 restated numbers are excluding de-consolidated UCL

# Net Debt reduced by ₹3,131m in FY24, Net Debt at ₹20,350m

Current Net Debt to EBITDA stands at 2.72x – Ahead of the outlook of <3x



Particulars (In ₹m)	Mar'23	Mar'24
Working Capital Loans	14,473	15,742
Long Term Loans	7,617	4,727
US Long Term Revolver Facility*	4,507	3,676
<b>Gross Debt</b>	<b>26,596</b>	<b>24,145</b>
Cash and Cash Equivalents**	-3,115	-3,795
<b>Net Debt</b>	<b>23,481</b>	<b>20,350</b>

\* Long-term revolver is asset-based financing backed purely by local assets, mainly US receivables with no recourse to Indian operations

\*\* Cash and cash equivalents ₹ 3,795m consists of cash balance ₹ 1,610m , deferred consideration receivable ₹ 742m and deposits of ₹ 1,443m

Finance cost (In ₹m)	FY23	FY24
Interest Cost on Borrowings (A)	1,977	2,544
Other Finance Charges (B)	634	601
Finance Income (C)	805	353
<b>Net Finance Cost (A+B-C)</b>	<b>1,807</b>	<b>2,791</b>

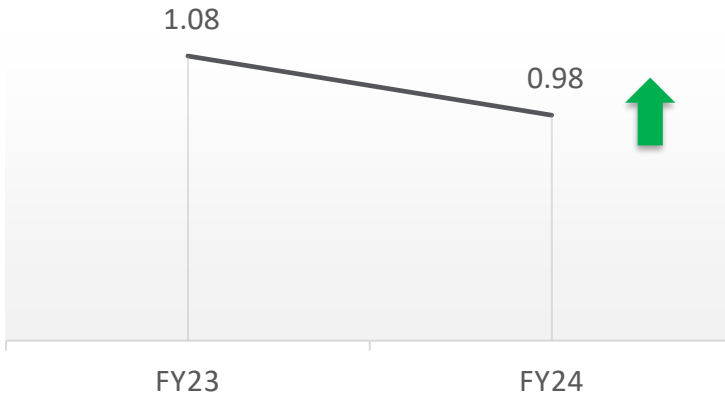
- The increase in the interest cost for FY24 is due to interest rate increases compared to FY23 and a one-off Finance income in FY23
- Majority of the year's debt reduction was completed in Q4FY24 and the benefit of interest cost savings to flow in FY25
- Credit rating "Ratings reaffirmed; Outlook revised to Stable" received in Q4FY24
- Efficient working capital cycle enabled operating cash generation
- Strong operating cash flow generation of ₹7,011m post-tax enabled us to reduce debt by ₹3,131m, and fund capex of ₹1,182m
- Cash to Cash cycle improved from 140 days in FY23 to 129 days in FY24

## Outlook for FY25

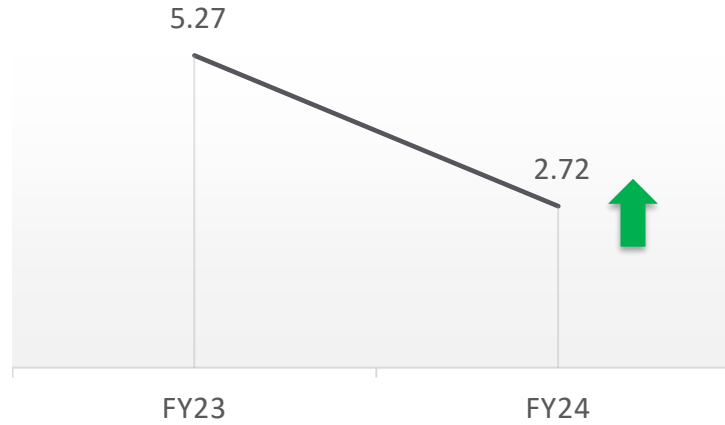
- Aiming for Net Debt reduction of ₹5,000m (including debt pushdown of ~₹2,800m to OneSource)
- Free cash generation to enable Net Debt to EBITDA ratio to <2x by FY25
- Continuing Capex of ₹1,500m - ₹2,000m

# Key Balance Sheet Ratios

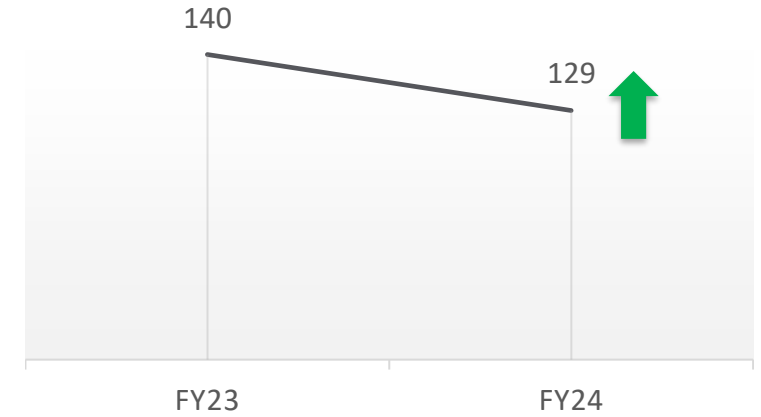
Net Debt to Equity (x)



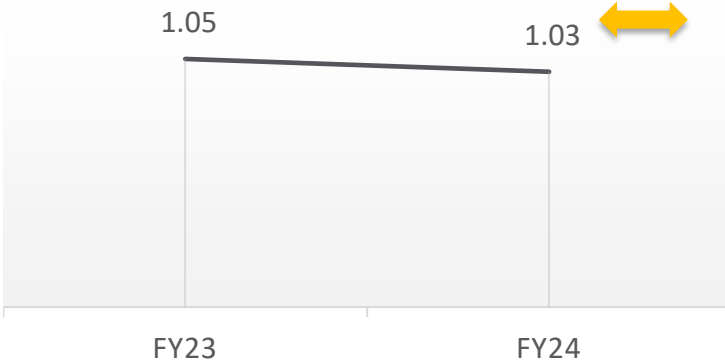
Net Debt to EBITDA (x)



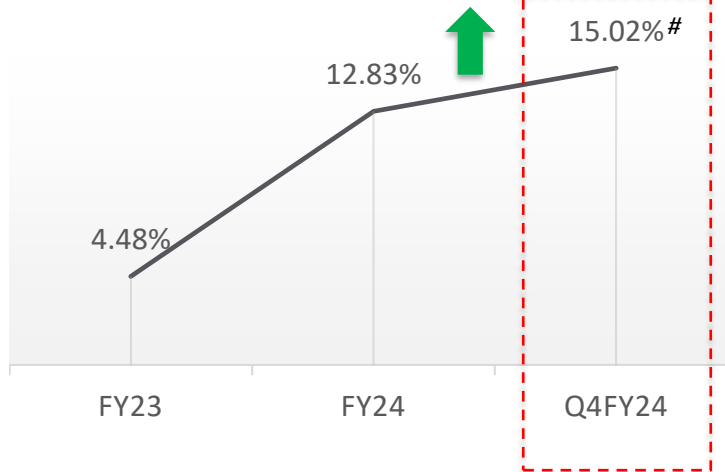
Cash to Cash Cycle (Days)



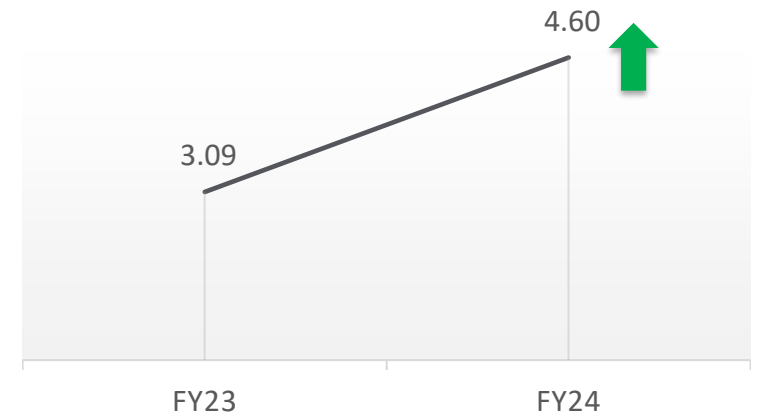
Current Ratio (x)



RoCE (%)



Fixed Asset Turnover Ratio (x)



All ratios are computed on full year numbers

\*Capital Employed = Equity + Net Debt

# ROCE Exit runrate basis Q4FY24

# Balance Sheet

Strong Governance and Corporate Actions improved the Balance Sheet position



Particulars	31-Mar-23	31-Mar-24
<b>Assets</b>		
Net Tangible Assets ( including CWIP)	12,006	8,809
Right-of-use assets	1,846	895
Goodwill and Other Intangibles	10,769	10,565
Investments	4,390	1,969
Other Non-current Assets	674	2,659
Tax assets	4,267	3,809
Inventories	11,465	11,262
Cash and bank balances (including Current investments)	3,668	2,969
Trade receivables	12,994	11,419
Other current assets	4,306	4,040
<b>Total Assets</b>	<b>66,384</b>	<b>58,398</b>
<b>Liabilities</b>		
Equity	22,123	21,256
Non-controlling interest	-394	-539
<b>Equity</b>	<b>21,729</b>	<b>20,717</b>
Borrowings	27,745	24,145
Lease liabilities	2,551	1,023
Tax liabilities	713	808
Other non-current liabilities	139	137
Provisions	1,959	1,632
Trade payables	9,823	8,516
Other current liabilities	1,725	1,420
<b>Total Equity and Liabilities</b>	<b>66,384</b>	<b>58,398</b>



# OneSource

Strong performance in Q4

# OneSource (formerly known as Stelis BioPharma Limited) - Update



## OneSource (erstwhile Stelis) - Biologics and Drug-Device Combinations Business

- ▶ OneSource achieved highest revenue at \$21.5m in FY24, a 4.4x growth over FY23
- ▶ Recorded positive EBITDA for the first time in Q4FY24, net of one-time expenses
- ▶ During the period, the MSA's (Master Service Agreement) increased from \$31.1m to \$72.9m
- ▶ The company received its first CSA (Commercial Service Agreement) for a GLP-1 to be launched by one of our key customers in FY25
- ▶ Drug Substance (DS) division was commercialized in H2FY24 and we expect it to grow in the near term
- ▶ OneSource on completion of the transaction, will emerge as India's first specialty CDMO with 40 unique logos including 15 logos for GLP-1



## Steriscience – Complex and Specialty injectables (CMO+CDMO)

- ▶ Complex and Specialty injectables (CMO+CDMO) business delivered ~100% of its EBITDA outlook of \$16m in FY24



## Soft Gelatin Capsules (Strides Business Moving to OneSource)

- ▶ FY24 achieved 100% of EBITDA at \$20m

## OneSource – FY25 Outlook

- ▶ Aiming for Revenue in range of \$175-190m
- ▶ Aiming for EBITDA in range of \$60-65m

## Update on OneSource Listing

Received "No objection"\* from Stock Exchanges (NSE and BSE) on 21<sup>st</sup> May'24, post clearance from SEBI



Filing with NCLT to be completed in Q1FY25

\*Received "No objection" from NSE and "No adverse observations" from BSE

# **Update on Board and Management changes**

# Current Board of Directors



**Arun Kumar**  
Executive Chairperson &  
Managing Director



**S. Sridhar**  
Independent Director  
*Retiring on 30th July 2024*



**Bharat. D. Shah**  
Independent Director  
*Retiring on 14<sup>th</sup> June 2024*



**Homi Rustam Khusrokhani**  
Independent Director



**Dr. Kausalya Santhanam**  
Independent Director



**Ameet Hariani**  
Independent Director  
(wef 1<sup>st</sup> Feb'24)



**Badree Komandur**  
Executive Director & Group  
Chief Financial Officer



# Strengthening the Diversification of Board and Succession Planning *(wef 1<sup>st</sup> June'24)*



## New Board Members

### Independent Director



#### Subir Chakraborty

**Qualification:** Mechanical Engineer from IIT Madras and PGDM from IIM Calcutta

**Expertise:**

- ✓ 4 decades of experience in reputed organisations such as Berger Paints, Balmer Lawrie and Exide Industries
- ✓ Board member of Exide Industries from 2013 onwards prior to becoming a Managing Director & CEO in 2021
- ✓ Extensive experience in the field of ESG and Sustainability
- ✓ Recipient of several awards and accolades, including the India energy storage alliance (IESA) IN May 2023
- ✓ Guest faculty at reputed management Institutions

### Executive Director



#### Aditya Kumar

**Qualification:** Bachelor of Science from Newcastle University, Master of Research in Biophysics from Kings College, London.

**Expertise:**

- ✓ Aditya started his career with Strides in 2013 as management trainee and since then held multiple functions prior to becoming the head of Business development
- ✓ He is currently responsible for growing the partnered Business across regulated and growth markets

## Change in Role



#### Arun Kumar

**Designation:**  
Executive Chairman



#### Badree Komandur

**Designation:**  
Managing Director and Group CEO

## New KMP



#### Vikesh Kumar

**Designation:** Group Chief Financial Officer





**Qualification:** PGDM (Finance) from SP Jain Institute of Management & Research, Mumbai

**Expertise:**

- ✓ Vikesh joined Strides in 2009 as a management trainee and since then, held multiple positions in the finance function over the years and has contributed significantly to the turnaround of Strides in the last few years
- ✓ As the CFO for the Front End businesses, he has been instrumental in driving the reset strategy focusing on building profitable, sustainable cash generating operations. He has extensive experience in Business Finance, M&A, Treasury, Forex Management, Fund Raising, Governance and Investor Relations

# FY25 Outlook

# Outlook for FY25

PARAMETERS	FY25 OUTLOOK	COMMENTS
 REVENUE	CONTINUING BUSINESS REVENUE TO GROW AT 12-15% YoY	SIGNIFICANT GROWTH TO COME IN H2FY25 BASED ON TARGETED PRODUCT LAUNCHES GLOBALLY
 EBITDA MARGIN	AIMING FOR AN EBITDA OF ₹9,500M – ₹10,000M	EBITDA MARGIN TO BE IN THE RANGE OF 20%-22%
 NET DEBT TO EBITDA	NET DEBT TO EBITDA <2.0x AS OF MARCH'25	EFFICIENT WORKING CAPITAL CYCLE AND OPERATING CASHFLOW TO AID DEBT REDUCTION
 US Business	US REVENUE TO BE IN RANGE OF \$285-\$300M	AIM TO ACHIEVE \$400M IN THE NEXT 3 YEARS

# Q4 & FY24 Earnings Call Details



*invites you to interact with the senior management  
on Q4 & FY24 Performance*

**May 22, 2024**

3:30pm IST / 11:00am BST / 6:00am EDT / 6:00pm HKT

*Participants from the Management would be:*

**Arun Kumar**

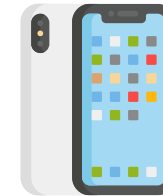
*Founder, Executive Chairperson  
& Managing Director*

**Badree Komandur**

*Executive Director &  
Group CFO*



*Click here to pre-register and join without the operator*



*Join through an operator using dial in numbers*

India Primary	+91 22 6280 1434 / +91 22 7115 8838		
USA	18667462133	Singapore	8001012045
UK	08081011573	Hongkong	800964448



# Thank You !

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