# GLAND PHARMA LIMITED

January 22, 2021

BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
25th floor, Dalal Street
Mumbai - 400 001

Scrip Code: 543245

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, 5th floor
Plot no. C-1, Block G, Bandra Kurla Complex
Bandra (East), Mumbai - 400 051

Symbol : GLAND EQ (ISIN: INE068V01023)

Dear Sir/Madam,

**Sub: Outcome of Board Meeting**

In continuation to our intimation dated December 31, 2020 regarding the Board Meeting Notice, We would like to inform you that the Board of Directors of the Company at its Meeting held on January 22, 2021 has inter-alia approved the Unaudited Financial Results of the Company for the Quarter ended and Nine months ended December 31, 2020.

In this regard, we are enclosing herewith the following:

1. Unaudited Financial Results of the Company for the Quarter ended and Nine months ended December 31, 2020 prepared in compliance with Indian Accounting Standards (Ind AS).

2. Press Release and Investor Presentation on the Financial Results of the Company for the above period.

Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; the Limited Review Report of the Statutory Auditors on the Unaudited Financial Results is also enclosed.

The Board Meeting commenced at 16.00 Hrs IST and the agenda item for approval of the Unaudited Financial Results for the Quarter ended and Nine months ended December 31, 2020 was concluded at 16.30 Hrs IST.

This is for your information and records.

Thanking you,

Yours faithfully,

**For Gland Pharma Limited**

GLAND PHARMA LIMITED ★ HYDERABAD, INDIA ★

**Sampath Kumar Pallerlamudi**
**Company Secretary and Compliance Officer**

Encl: as above

**S.R. BATLIBOI & ASSOCIATES LLP**
Chartered Accountants

THE SKYVIEW 10
18th Floor, "NORTH LOBBY"
Survey No. 83/1, Raidurgam
Hyderabad - 500 032, India
Tel : +91 40 6141 6000

**Independent Auditor's Review Report on the Quarterly and Year to Date Unaudited Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**

**Review Report to**
**The Board of Directors**
**Gland Pharma Limited**

1. We have reviewed the accompanying statement of unaudited financial results of Gland Pharma Limited (the "Company") for the quarter ended December 31, 2020 and year to date from April 01, 2020 to December 31, 2020 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").

2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.

3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

5. Attention is drawn to the fact that the figures for the financial result for the corresponding quarter and nine months period ended December 31, 2019 and for the preceding quarter ended September 30, 2020 as reported in these Unaudited Financial Results have been prepared solely based on the information compiled by the management, but have not been subject to audit or review. Further, we report that the figures for the quarter ended December 31, 2020 represent the derived figures between the reviewed figures in respect of the nine months period ended December 31, 2020 and the figures for the half year ended September 30, 2020, which were not subject to audit or review.

**For S.R. BATLIBOI & ASSOCIATES LLP**
Chartered Accountants
**ICAI Firm registration number:** 101049W/E300004

Navneet Rai

**per Navneet Rai Kabra**
Partner
Membership No.: 102328

S.R. BATLIBOI & ASSOCIATES LLP CHARTERED ACCOUNTANTS HYDERABAD

UDIN: 21102328AAAAAR3403

Hyderabad
January 22, 2021

**GLAND PHARMA LIMITED**

Corporate Identity Number: U24239TG1978PLC002276

Registered Office: Sy. No. 143 - 148, 150 and 151, Near Gandi Maisamma 'X' Roads, D.P. Pally, Dundigal

Dundigal - Gandi Maisamma (M), Medchal-Malkajgiri District, Hyderabad 500 043, Telangana, India

Tel: +91 40 3051 0999; Website: www.glandpharma.com; E-mail: investors@glandpharma.com

**Statement of Unaudited Financial Results for the Quarter and Nine months ended December 31, 2020**

(₹ in millions)

| Particulars | Quarter ended | | | Nine months ended | | Year ended |
|---|---|---|---|---|---|---|
| | 31-Dec-20 (Unaudited) | 30-Sep-20 (Unaudited) | 31-Dec-19 (Unaudited) | 31-Dec-20 (Unaudited) | 31-Dec-19 (Unaudited) | 31-Mar-20 (Audited) |
| **1. Income** | | | | | | |
| Revenue from operations | 8,594.19 | 8,315.00 | 6,459.35 | 25,751.28 | 19,980.02 | 26,332.40 |
| Other income | 351.30 | 203.52 | 252.88 | 875.62 | 929.67 | 1,391.68 |
| **Total income** | **8,945.49** | **8,518.52** | **6,712.23** | **26,626.90** | **20,909.69** | **27,724.08** |
| **2. Expenses** | | | | | | |
| Cost of materials consumed | 4,607.73 | 5,402.96 | 2,889.35 | 13,066.68 | 9,027.94 | 10,902.54 |
| Purchases of traded goods | 28.51 | 46.21 | 104.14 | 120.72 | 165.07 | 186.73 |
| Changes in inventories of finished goods, stock-in-trade and work-in-progress | (567.56) | (1,714.14) | (219.16) | (2,184.17) | (728.27) | (69.04) |
| Power and fuel | 193.40 | 192.15 | 199.15 | 553.26 | 603.32 | 785.00 |
| Employee benefits expense | 821.67 | 785.58 | 672.12 | 2,330.64 | 2,104.59 | 2,776.62 |
| Depreciation expense | 249.65 | 246.63 | 242.31 | 738.58 | 705.09 | 945.87 |
| Finance expense | 11.59 | 7.60 | 56.78 | 23.90 | 67.08 | 71.82 |
| Other expenses | 868.12 | 625.24 | 696.04 | 2,118.62 | 1,651.33 | 2,195.88 |
| **Total expenses** | **6,213.11** | **5,592.23** | **4,640.73** | **16,768.23** | **13,596.15** | **17,795.42** |
| **3. Profit before tax (1-2)** | **2,732.38** | **2,926.29** | **2,071.50** | **9,858.67** | **7,313.54** | **9,928.66** |
| **4. Tax expense** | | | | | | |
| Current tax | 692.56 | 743.88 | 520.62 | 2,505.06 | 1,845.54 | 2,513.97 |
| Deferred tax charge/(credit) | (1.25) | (6.16) | 5.57 | (11.93) | (316.97) | (318.21) |
| Taxes for earlier years | - | - | 4.32 | - | 4.32 | 4.32 |
| **Total tax expense** | **691.31** | **737.72** | **530.51** | **2,493.13** | **1,532.89** | **2,200.08** |
| **5. Profit for the period/year (3-4)** | **2,041.07** | **2,188.57** | **1,540.99** | **7,365.54** | **5,780.65** | **7,728.58** |
| **6. Other comprehensive income not to be reclassified to profit or loss in subsequent periods:** | | | | | | |
| Re-measurement loss/(gain) on employee defined benefit plans | (10.51) | 13.01 | 6.84 | 16.27 | 45.50 | 69.75 |
| Deferred tax charge/(credit) on remeasurement of defined benefit plans | 2.65 | (3.27) | (1.72) | (4.09) | (11.45) | (17.55) |
| **Other comprehensive income (net of tax)** | **(7.86)** | **9.74** | **5.12** | **12.18** | **34.05** | **52.20** |
| **7. Total comprehensive income (after taxes) (5-6)** | **2,048.93** | **2,178.83** | **1,535.87** | **7,353.36** | **5,746.60** | **7,676.38** |
| **8. Paid up equity share capital (Face value of ₹1 each)** | **163.28** | **154.95** | **154.95** | **163.28** | **154.95** | **154.95** |
| **9.** Other equity | | | | | | **36,307.40** |
| **10. Earnings per equity share (Face value of ₹1 each):** *(Not annulised for the quarter and nine months ended)* | | | | | | |
| Basic (₹) | 12.83 | 14.12 | 9.95 | 47.12 | 37.31 | 49.88 |
| Diluted (₹) | 12.82 | 14.12 | 9.95 | 47.10 | 37.31 | 49.88 |

GLAND PHARMA LIMITED HYDERABAD, INDIA

FOR IDENTIFICATION PURPOSES ONLY S.R. BATLIBOI & ASSOCIATES LLP CHARTERED ACCOUNTANTS HYDERABAD

Notes:

1. In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) 2015, this Statement of Unaudited Financial Results for the quarter and nine months ended December 31, 2020 ("Unaudited Financial Results") of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 22, 2021 and have been subject to a limited review by the statutory auditors of the Company.

2. The financial results for the corresponding quarter and nine months ended December 31, 2019 and for the preceding quarter ended September 30, 2020 have not been subject to an audit or review by our statutory auditors. However, the management has exercised necessary due diligence to ensure that the financial results for these periods provide a true and fair view of the Company's affairs.

3. The Unaudited Financial Results of the Company have been prepared in accordance with the Indian Accounting Standards notified under Section 133 of the Companies Act 2013, as amended, read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) 2015, as amended (the "Listing requirements").

4. The Company has completed Initial Public Offer ("IPO") of 43,196,968 Equity Shares of the face value of ₹1/- each at an issue price of ₹1,500/- per Equity Share, comprising offer for sale of 34,863,635 shares by Selling Shareholders and fresh issue of 8,333,333 shares. The Equity Shares of the Company were listed on BSE Limited ("BSE") and National Stock Exchange of India Limited ("NSE") on November 20, 2020. Accordingly, the Unaudited Financial Results for the quarter and nine months ended December 31, 2020 are drawn up for the first time in accordance with the Listing requirements.

5. The total offer expenses are estimated to be ₹1,392.52 million (inclusive of taxes) which are proportionately allocated between the selling shareholders and the Company as per respective offer size. The Company's share of these expenses ₹221.77 (excluding taxes) has been adjusted against securities premium.

6. The utilisation of the net IPO proceeds is summarised below:

(₹ in millions)

| Particulars | Objects of the issue as per prospectus | Utilisation upto 31-Dec-20 | Unutilised amounts as on 31-Dec-20 |
|---|---|---|---|
| Funding incremental working capital requirement | 7,695.00 | 1,681.00 | 6,014.00 |
| Funding capital expenditure requirement | 1,680.00 | 7.38 | 1,672.62 |
| General corporate purpose | 2,864.68 | 840.04 | 2,024.64 |
| **Total** | **12,239.68** | **2,528.42** | **9,711.26** |

IPO Proceeds which were unutilised as at December 31, 2020 were temporarily invested in deposits with scheduled commercial bank and in monitoring agency account.

7. The Code of Social Security 2020 ('Code') relating to employee benefits during employment and post-employment received Presidential assent in September 2020. The Code has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified and the final rules/interpretation have not yet been issued. The Company will assess the impact of the Code when it comes into effect and will record any related impact in the period in which the Code becomes effective.

8. The Company operates in one single reportable business segment- "Pharmaceuticals".

9. The outbreak of COVID-19 in many countries has brought about disruptions to businesses around the world and uncertainty to the global economy, which had some impact on the Company's supply chain. The Company is closely monitoring the impact of the pandemic on all aspects of its business, including how it will impact its customers, employees, vendors and business partners. Based on the current estimates, the Company expects to fully recover the carrying amount of assets and does not foresee any impact on its operations. The Company will continue to closely monitor any material changes to future economic conditions.

10. The previous periods numbers have been regrouped/rearranged wherever necessary to conform the current period presentation.

11. The above Unaudited Financial Results of the Company are available on the Company's website www.glandpharma.com and also on the website of BSE (www.bseindia.com) and NSE (www.nseindia.com), where the shares of the Company are listed.

GLAND PHARMA LIMITED * GLAND * HYDERABAD, INDIA *

For and on behalf of the Board
**Gland Pharma Limited**

S. Srinivas

**Srinivas Sadu**
**Managing Director and CEO**
DIN No. 06900659

Hyderabad
January 22, 2021

FOR IDENTIFICATION PURPOSES ONLY * S.R. BATLIBOI & ASSOCIATES LLP * CHARTERED ACCOUNTANTS * HYDERABAD

# Press Release

## Gland Pharma's Q3FY21 Revenue rises by 33% and Net Profit grew by 32%

Hyderabad, January 22, 2021: Gland Pharma limited (BSE: 543245 I NSE: GLAND), a generic injectable focused pharmaceutical company, today announced its financial results for the quarter and nine months ended December 31, 2020.

*Commenting on the results, Mr. Srinivas Sadu, MD & CEO of Gland Pharma said "Our growth momentum has continued in the third quarter and we reported Revenue growth of 33% and Net Profit growth of 32% over the corresponding quarter of the previous year. The business growth drivers were new product launches, geographic expansion of business and volume growth in existing portfolio, which is in line with our strategy. During the quarter, 12 ANDAs were filed from our sites and 6 ANDA approvals were obtained. We have also filed 1 DMF during the same period. Our success is predicated by our ability to deliver products without compromising on the quality, safety, and customer satisfaction. We are committed to our objective of building a sustainable business model to achieve long term profitable growth."*

❖ Financial summary:

*(₹ in millions)*

| Particulars | Q3FY21 | Q3FY20 | YoY growth | 9MFY21 | 9MFY20 | YoY growth |
|---|---|---|---|---|---|---|
| Revenue from operations | 8,594 | 6,459 | 33% | 25,751 | 19,980 | 29% |
| Total Income | 8,945 | 6,712 | 33% | 26,627 | 20,910 | 27% |
| EBITDA[(1)] | 2,994 | 2,371 | 26% | 10,621 | 8,086 | 31% |
| EBITDA Margin (%)[(2)] | 33% | 35% | | 40% | 39% | |
| PBT | 2,732 | 2,072 | 32% | 9,859 | 7,314 | 35% |
| PBT Margin (%) | 31% | 31% | | 37% | 35% | |
| PAT | 2,041 | 1,541 | 32% | 7,366 | 5,781 | 27% |
| PAT Margin (%) | 23% | 23% | | 28% | 28% | |

[(1)] *EBITDA stands for earnings before interest, taxes, depreciation and amortisation which has been arrived at by adding finance expense, depreciation expense and total tax expense to the profit for the period.*
[(2)] *EBITDA Margin= EBITDA/Total Income*

Revenue from operations for the nine months ended December 31, 2020 grew by 29% as compared to the corresponding period of previous year. The Company has maintained consistent and healthy margin profile and reported EBITDA margin of 40% and PAT margin of 28%. It has achieved a growth of 27% in PAT.

❖ Marketwise Revenue:

*(₹ in millions)*

| Particulars | Q3FY21 | Q3FY20 | YoY growth | 9MFY21 | 9MFY20 | YoY growth |
|---|---|---|---|---|---|---|
| USA, Europe, Canada and Australia *(Core Markets)* | 6,021 | 4,853 | 24% | 17,415 | 14,556 | 20% |
| India | 1,495 | 1,193 | 25% | 4,317 | 3,593 | 20% |
| Rest of the world | 1,078 | 413 | 161% | 4,019 | 1,831 | 119% |
| TOTAL | 8,594 | 6,459 | 33% | 25,751 | 19,980 | 29% |

The Company witnessed a stable growth in USA and India markets during the quarter and nine months ended December 31, 2020. The Company has reported a strong growth in Rest of the world market driven by new partnerships and increased penetration geographically. The Company has entered new markets like Singapore, Israel, Armenia and Saudi Arabia.

❖ Research and Development:

During the nine months ended December 31, 2020, the Company has filed 19 ANDAs, 5 DMFs and received 24 ANDA approvals. The total R&D expense was ₹916 million as compared to ₹749 million during the corresponding nine months of the previous year, which is at 4% of the Revenue. As on December 31, 2020, the Company has filed 282 ANDAs, out of which 226 were approved and 56 are pending approval. The Company has launched 41 products comprising of 23 molecules during the period.

❖ Capex:

Total Capex incurred during the nine months ended December 31, 2020 was ₹1,826 million. The Company is expanding its sterile injectable facility located in Hyderabad. It is also enhancing its production capacity for both APIs and finished formulations in line with the planned launches.

Earnings Call details:

The Company will conduct an earning's call at 6.30 PM (IST) on January 22, 2021 to discuss the Company's performance and answer questions from participants. To participate in this conference call, please dial the numbers provided below ten minutes ahead of the scheduled start time.

| | |
|---|---|
| Universal Access | +91 22 6280 1214 |
| Diamond pass link | Click here to register |
| Local Access Number (Available all over India) | +91-7045671221 |
| International Toll Number | USA +1 3233868721<br>UK +44 2034785524<br>Hong Kong +852 30186877<br>Singapore +65 31575746 |

A replay of this call will also be available from the conclusion of the call till January 24, 2021 on +91 22 71945757/ +91 22 66635757, Playback Code: 87917#. Audio record and Transcript of the conference call will be uploaded on the Company's website in due course.

About Gland Pharma Limited (BSE: 543245, NSE: GLAND)

Gland Pharma was established in 1978 in Hyderabad, has grown over the years from a contract manufacturer of small volume liquid parenteral products, to become one of the largest and fastest growing injectable-focused companies, with a global footprint across 60 countries, including the United States, Europe, Canada, Australia, India and other markets. It operates primarily under a business to business (B2B) model and have an excellent track record in the development, manufacturing and marketing of complex injectables. It has a wide range of injectables, including vials, ampoules, pre-filled syringes, lyophilized vials, dry powders, infusions, oncology and ophthalmic solutions and also enjoys the distinction of having pioneered Heparin technology in India.

Contacts:

Sampath Kumar Pallerlamudi
Company Secretary and Compliance Officer
investors@glandpharma.com

Sumanta Bajpayee
Vice President – Investor Relations
sumanta.bajpayee@glandpharma.com

GLAND PHARMA LIMITED

# Gland Pharma Limited

## Financial Results
## Q3 & 9M FY21

**22nd January 2021**




# Safe Harbor Statement

The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares.

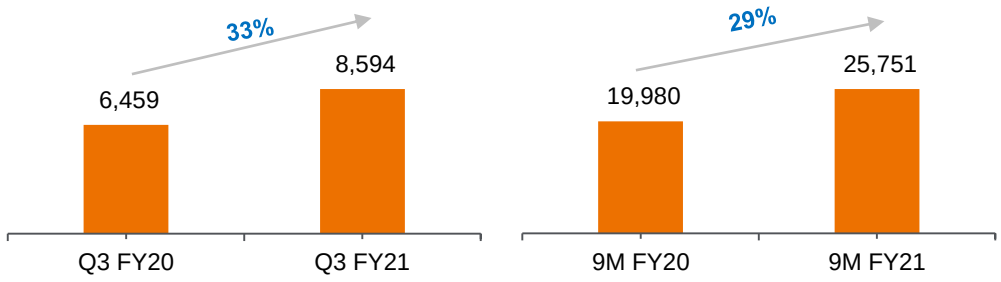
This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India and any other country, ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceuticals industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

# Financial Highlights (1/3)

**Resilient growth across all financial metrics**

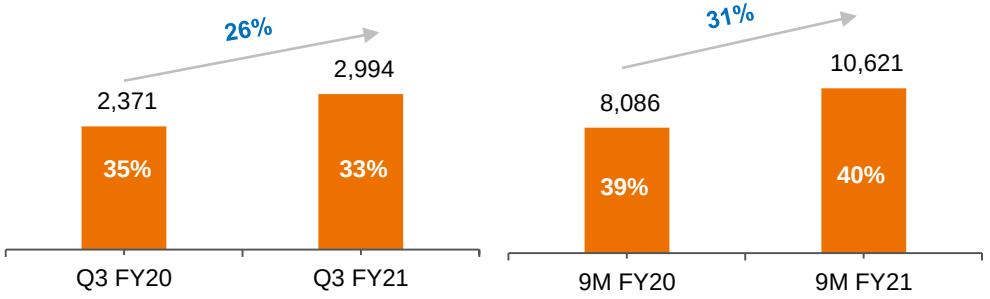
## Revenue from Operations

(INR Mn)



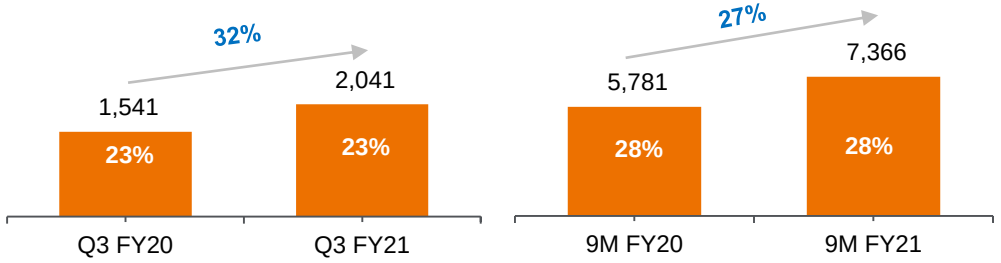

## EBITDA (1) / EBITDA Margin (2)

(INR Mn / %)



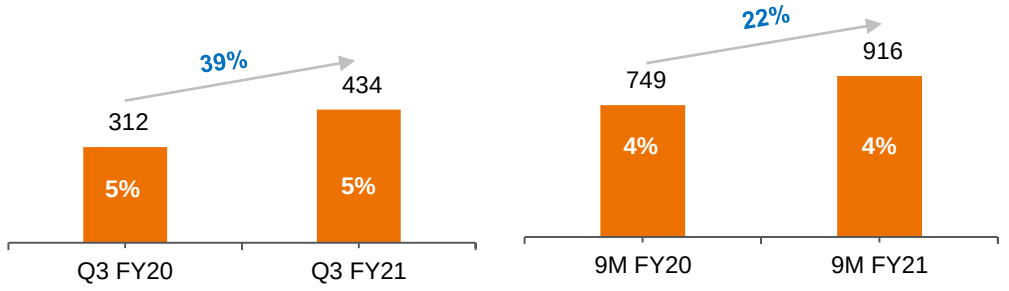

## PAT / PAT Margin (3)

(INR Mn / %)




## R&D Expenses / R&D (% of Revenue)

(INR Mn / %)



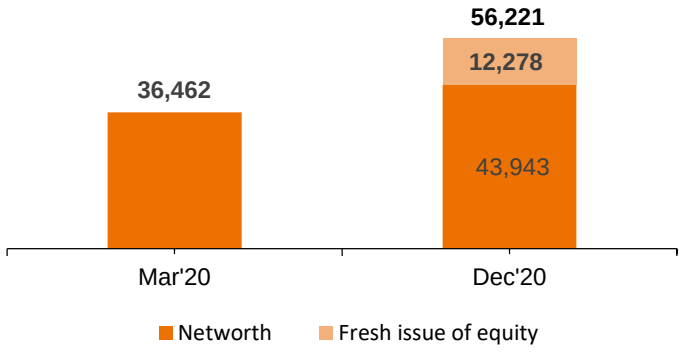

Note: (1) EBITDA stands for earnings before interest, taxes, depreciation and amortisation which has been arrived at by adding finance expense, depreciation expense and total tax expense to the profit for the period (2) EBITDA margin = EBITDA / Total Income; (3) PAT margin = Profit for the period / Total Income

# Financial Highlights (2/3)

## Strong balance sheet and cash position

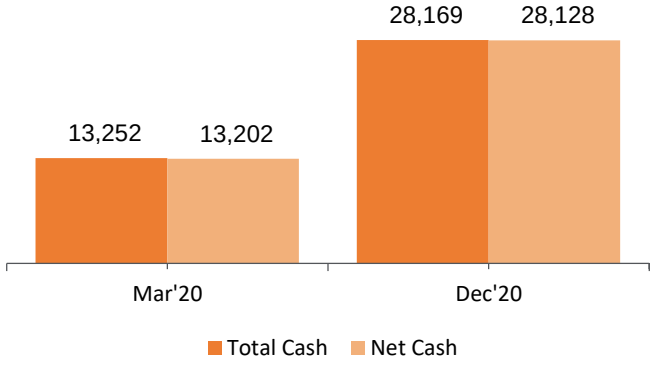
### Net Worth [1]

(INR Mn)



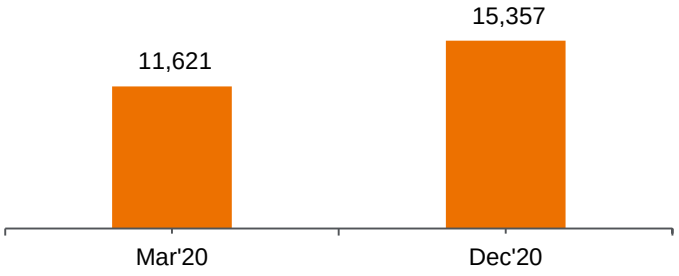

### Cash and Bank Balances / Net Cash [2]

(INR Mn)



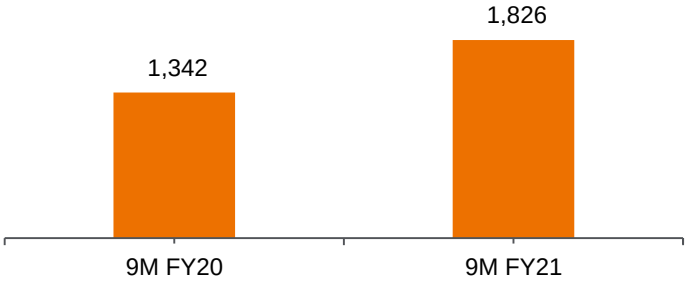

### Net Working Capital [3]

(INR Mn)




### Capital Expenditure

(INR Mn)

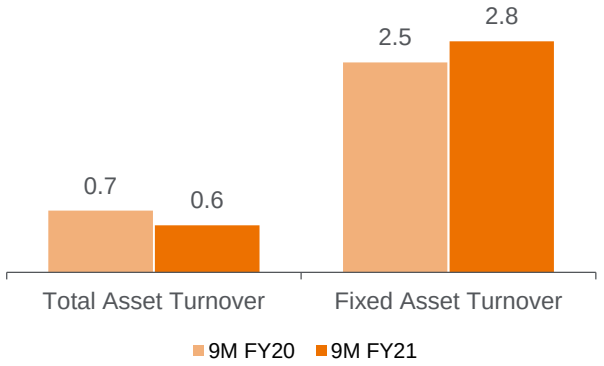



Note: (1) Net Worth refers to sum of equity share capital and other equity. (2) Net Cash refers to Cash and Bank Balances less Non-current borrowings (including current maturities). (3) Net Working Capital refers to Current assets (excluding cash and bank balances) less Current liabilities.

# Financial Highlights (3/3)

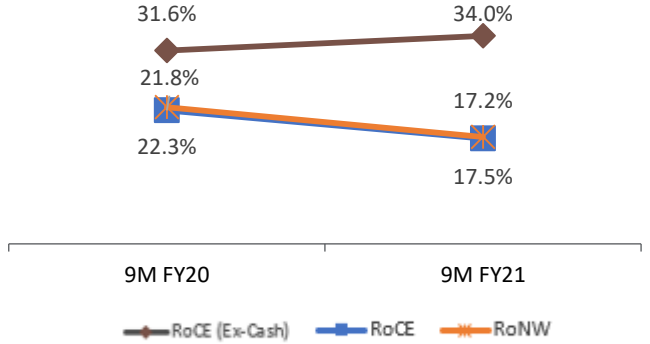
## Capital efficient business with healthy return on capital

### Asset Turnover Ratio (1)(2)



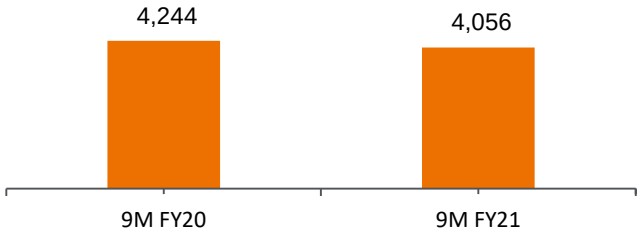

### ROCE (3) / RONW (4)

(Annualised %)



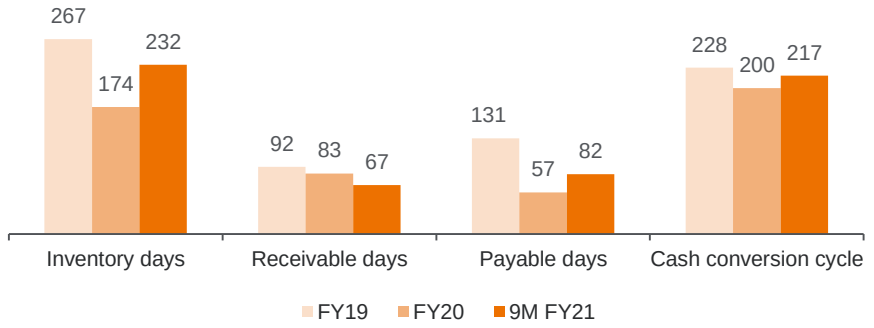

### Cash Flow from Operations

(INR Mn)




### Cash Conversion Cycle (CCC) (5)(6)

(# of Days)




Note: (1) Asset Turnover is calculated as Total Income for the period divided by total assets on the last day of the period; (2) Fixed Asset Turnover is calculated as Total Income for the period divided by total fixed assets (Property, plant and equipment on the last day of the period + Right-of-use assets + Capital work in progress on the last day of the period; (3) Return on Capital Employed (ROCE) = Profit for the period / Capital Employed on the last day of the period. Capital Employed represents Total Assets – Current Liabilities; (4) Return on Net Worth (RONW) = Profit for the period / Net Worth on the last day of the period. Net Worth represents sum of equity share capital and other equity; (5) COGS means cost of goods sold includes cost of materials consumed, purchases of traded goods, change in inventories of finished goods, traded goods and work-in-progress and manufacturing overheads (6) Receivable days calculated as current trade receivables as on balance sheet date divided by revenue from operations * over 270 / 365 days, inventory days calculated as inventory as on balance sheet date divided by COGS* over 270 / 365 days, & payable days calculated as trade payable as on balance sheet date divided by COGS* over 270 / 365 days. CCC calculated as Receivable days + Inventory days - Payable days

# P&L Highlights

| Amount in INR Mn | Q3 FY21 | Q3 FY20 | YoY growth | 9M FY21 | 9M FY20 | YoY growth | Q2 FY21 |
|---|---|---|---|---|---|---|---|
| **Revenue from operations** | **8,594** | **6,459** | 33.1% | **25,751** | **19,980** | 28.9% | **8,315** |
| Other Income | 351 | 253 | 38.9% | 876 | 930 | -5.8% | 204 |
| **Total income** | **8,945** | **6,712** | 33.3% | **26,627** | **20,910** | 27.3% | **8,519** |
| **Gross Margin[(1)]** | **4,525** | **3,685** | 22.8% | **14,748** | **11,515** | 28.1% | **4,580** |
| *% margin* | *52.7%* | *57.0%* | | *57.3%* | *57.6%* | | *55.1%* |
| **EBITDA[(2)]** | **2,994** | **2,371** | 26.3% | **10,621** | **8,086** | 31.4% | **3,181** |
| *% margin[(3)]* | *33.5%* | *35.3%* | | *39.9%* | *38.7%* | | *37.3%* |
| **PBT** | **2,732** | **2,072** | 31.9% | **9,859** | **7,314** | 34.8% | **2,926** |
| *% margin* | *30.5%* | *30.9%* | | *37.0%* | *35.0%* | | *34.4%* |
| **PAT** | **2,041** | **1,541** | 32.4% | **7,366** | **5,781[(4)]** | 27.4% | **2,189** |
| *% margin* | *22.8%* | *23.0%* | | *27.7%* | *27.6%* | | *25.7%* |

Note: (1) Gross Margin = Revenue from Operations – Materials consumed; (2) EBITDA stands for earnings before interest, taxes, depreciation and amortisation which has been arrived at by adding finance expense, depreciation expense and total tax expense to the profit for the period; (3) EBITDA margin = EBITDA / Total Income; (4) In Sep 2019 ,Government of India announced the new Income tax rate. In Q2 FY20 the income tax rate of the company was changed from 34.94% to 25.17% and due to that there was one time impact in Deferred Tax amounting to INR 324 Mn in 9M FY20

# USA, Europe, Canada and Australia (Core Markets)

- **Revenue:**

Growth observed on account of new launches, supported by volume growth in existing portfolio with ramping up of capacities

- **New launches:**

Q3 FY21: 6 Product SKUs (4 molecules)

9M FY21: 31 Product SKUs (19 molecules)

- **US filings update:**

As of December 31, 2020, we along with our partners had 282 ANDA filings in the United States, of which 226 were approved and 56 pending approval.

| | Q3 FY21 | 9M FY21 |
|---|---|---|
| ANDA Filed | 12 | 19 |
| ANDA Approved | 6 | 24[2] |
| DMFs Filed | 1 | 5 |

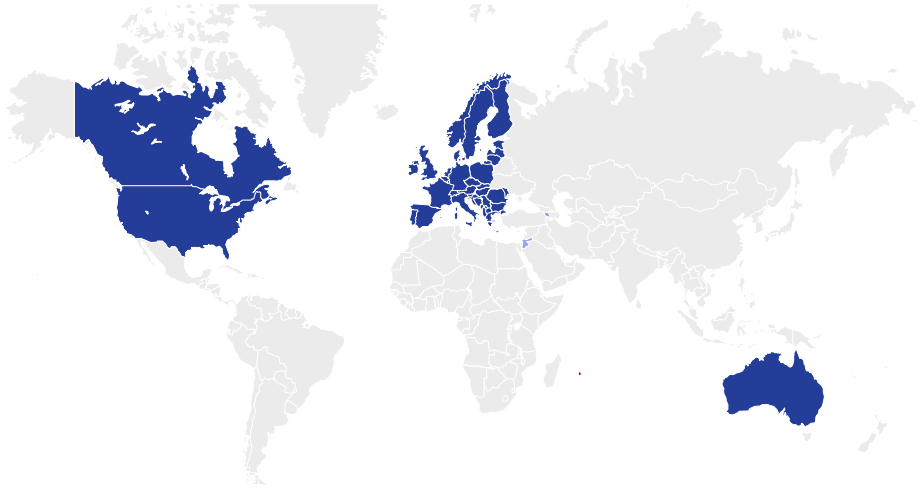
**9M FY21: Rs. 17,415 Mn**

**YoY Growth: 20%**

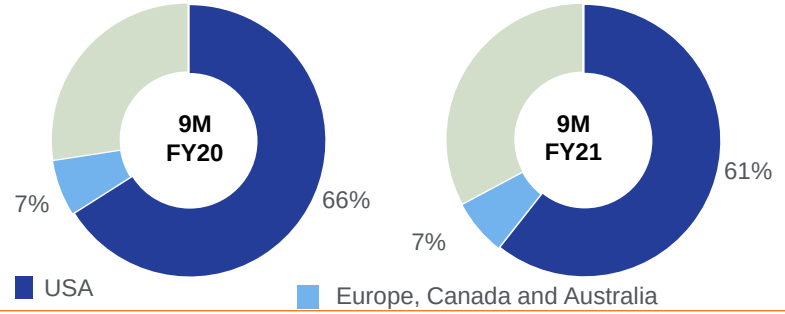
**Q3 FY21: Rs. 6,021 Mn**

**YoY Growth: 24%**

**Core Markets [1]**



**Revenue Contribution**




Note: ANDA count includes technology transfer ANDAs

(1) Core markets includes USA, Europe, Canada and Australia (2) Includes 5 tentative approvals

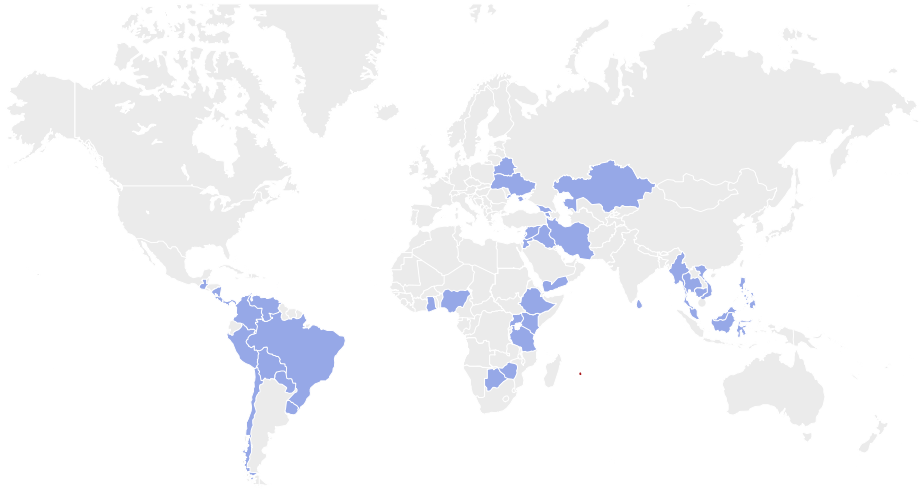
# Rest of the World Markets

- Rest of the world markets sales has been driven by new partnerships and increased penetration geographically
- Our ability to respond to the changing market demand during COVID helped us achieve growth in 9M FY21
- Our focus on efficient supply chain management including qualifying additional lines, adding alternate raw material sources, optimizing batch sizes among others have helped meet orders in short lead time
- We have seen strong growth in Singapore, Thailand, Chile, Peru and Israel

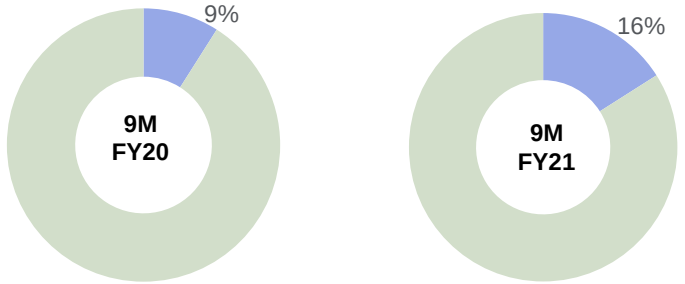
**9M FY21: Rs. 4,019 Mn**
**YoY Growth: 119%**

**Q3 FY21: Rs. 1,078 Mn**
**YoY Growth: 161%**

**Rest of the World Markets**



**Revenue Contribution**



# Domestic Market

- Domestic markets sales growth has been driven by strong demand of core product portfolio
- Commissioning of new Pre-filled syringe line at Pashamylaram facility helped increase volumes for domestic market
- We also initiated manufacturing of Remdesivir for the domestic market from Pashamylaram facility
- **New launches:**

Q3 FY21: 4 Product SKUs (2 molecules)

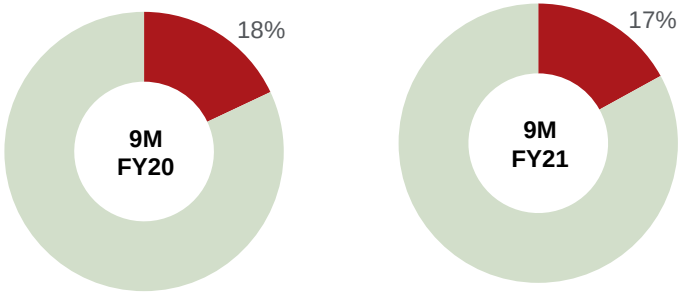
9M FY21: 10 Product SKUs (4 molecules)

**9M FY21: Rs. 4,317 Mn**
**YoY Growth: 20%**

**Q3 FY21: Rs. 1,495 Mn**
**YoY Growth: 25%**

## Domestic Indian Market

## Revenue Contribution



# Near Term Focus Areas

**Focus on achieving a diverse product mix offering products at various stages of their lifecycle as well as a robust product pipeline**

✓ Expanding development and manufacturing capabilities in **complex injectables** such as **peptides, long-acting injectables, suspensions and hormonal products**

✓ Expanding development and manufacturing capabilities in **new delivery systems** such as **pens and cartridges**

✓ Leverage our strengths in injectable manufacturing to enter in to **vaccine manufacturing** with an annual capacity of up to **40 million vials**

✓ **Geographic expansion** in to **emerging markets** to diversify revenue base while maintaining healthy profitability

GLAND PHARMA LIMITED

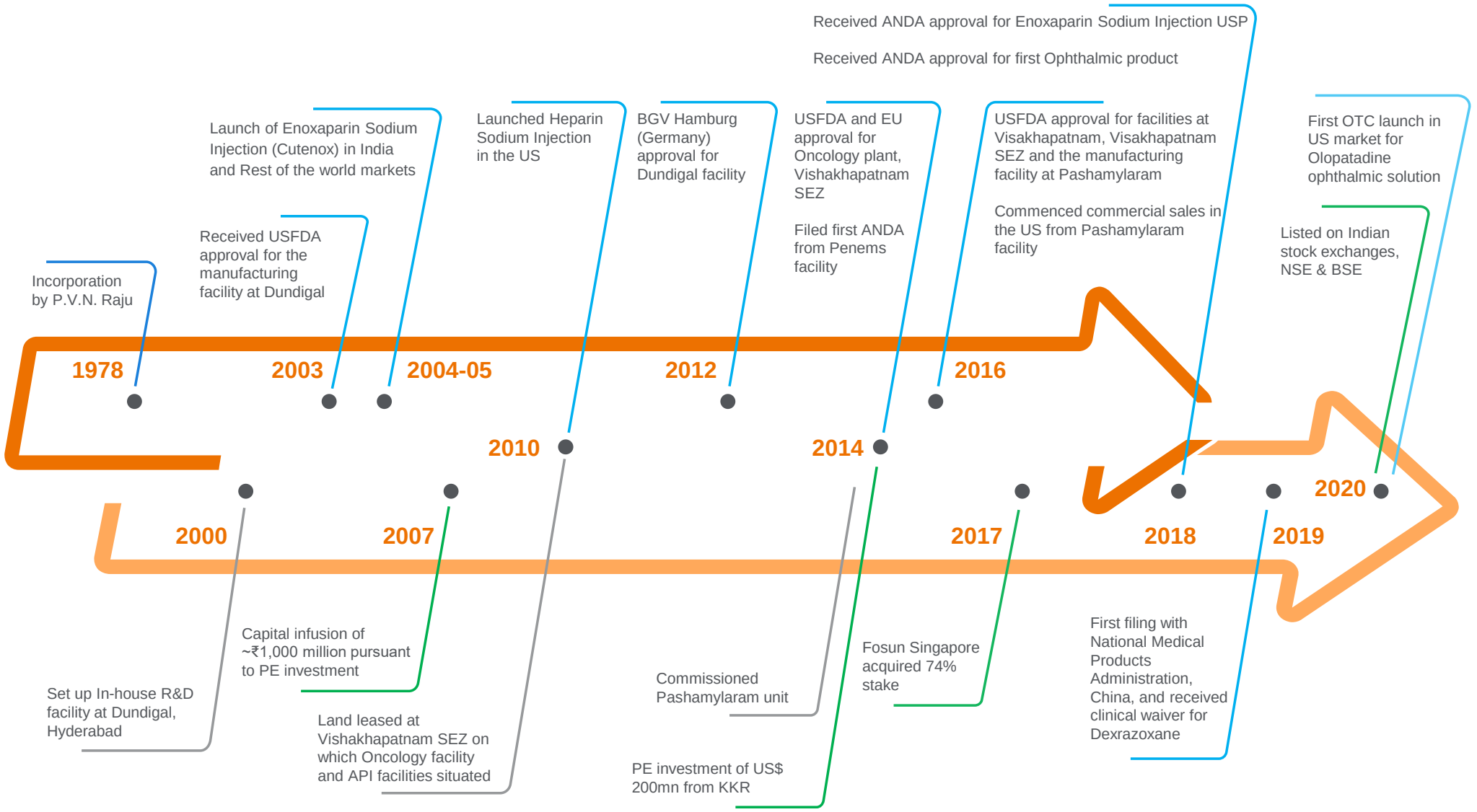
# Investor Presentation

# Snapshot

| | | |
|---|---|---|
| **Extensive and Vertically Integrated Injectables Manufacturing Capabilities** | **7 Manufacturing Facilities – 4 Finished Formulation and 3 API** | **Greater Control Over Manufacturing Processes** |
| **Consistent Compliance Track Record with Range of Regulatory Regimes** | **No Warning Letters from USFDA Since Inception of Each Facility** | **282 ANDA Filings in the US [1] [2]: 226 Approved; 56 Pending Approval** |
| **Diversified B2B-led Model Across Markets Complemented by a Targeted B2C Model in India** | **Successful Track Record of Operating B2B Model with Leading Pharma Companies** | **Exports to Over 60 Countries[1]** |
| **Wide Portfolio of Complex Products Supported by Internal R&D** | **Portfolio of Injectable Products Across Therapeutic Areas and Delivery Systems** | **Centralized R&D Laboratory with Team of ~265 Personnel** |
| **Track Record of Growth and Profitability from a Diversified Revenue Base** | **FY15 – 20 [3]: Revenue CAGR: 21.3% PAT CAGR:29.9%** | **EBITDA margin[4][5] FY20 [3]: 39.5% \| 9M FY21: 39.9% PAT margin[5] FY20: 27.9% \| 9M FY21: 27.7%** |

Note: (1) As of December 31, 2020. (2) Filed by Gland Pharma, along with partners. (3) Based on Financial Information prepared in accordance with Ind AS (4) EBITDA stands for earnings before interest, taxes, depreciation and amortization which has been arrived at by adding finance expense, depreciation expense, exceptional items and total tax expense to the profit for the year or period. (5) EBITDA margin = EBITDA / Total Income; PAT margin = PAT / Total Income.

# Journey




*Commission of Asset* *Investor / Capital Infusion* *Launch / Filings*

# Business Overview

## Extensive and Vertically Integrated Manufacturing Capabilities With Consistent Compliance Track Record

**7** Facilities

**4** Finished Formulation Facilities

*767 million units*

&

**3** API Facilities

*11,000 kg / year and R&D Pilot Plant*

3 API facilities provide in-house manufacturing capabilities for critical APIs, thereby

- Controlling costs and quality, and
- Mitigating supply chain related risks around key product

**Dundigal, Hyderabad**

- Sterile Injectables Facility (Flagship)
- API Facility

**Pashamylaram, Hyderabad**

- Sterile Injectables Facility
- Penems Facility

**Vishakhapatnam**

- Oncology Facility
- 2 API Facilities

### Consistent Compliance Track Record

- **No USFDA warnings letters** since inception of each facility
- **Certified as GMP compliant at all manufacturing facilities by the USFDA**
- Certain facilities certified by the **MHRA (UK), ANVISA (Brazil), AGES (Austria), TGA (Australia) and BGV Hamburg (Germany)**

### Quality Assurance and Quality Control

- **Team of 1,165 full-time employees**, 29.95% of total employees(1)
- Regular quality management reviews
- **35+ audits per year on average**, including customer audits and regulatory agency audits
- GMP certifications for facilities

Note: (1) As of December 31, 2020.

# Business Overview (Cont'd)

## Diversified B2B-led Model Across Markets Complemented by B2C Model in India

- **Operating in 60+ countries** as of December 31, 2020
- One of the **fastest growing generic injectables-focused companies** by revenue in the US from 2014 to 2019 (1)
- Successful track record of **operating B2B model with leading companies**, complemented by a B2C model in home market of India leveraging brand strength and sales network

| | B2B (Global) | | | | B2C (India) |
|---|---|---|---|---|---|
| | B2B – IP Led | | B2B Tech Transfer | B2B CMO | B2C |
| | Own Filing | Partner Filing | | | |
| Overview | • Out-license to Marketing partners<br>• Long term product supply contracts | | • Co-development with Partner<br>• Manufacturing by Gland | • Fill and finish service<br>• Loan and license agreements | • Direct marketing of products |
| Revenue Model | • License and milestone payments<br>• Selling price per unit dose + Profit Share | | • Tech transfer fee<br>• Selling price per unit dose + Royalty | • Fixed per unit price | • Direct sale of products |
| ANDA Ownership(2) | ✓ | ✗ | ✗ | ✗ | ✓ |
| IP Ownership(2) | ✓ | *Co-owned* | ✗ | ✗ | ✓ |

**Advantages of B2B models**

- Grow market share while reducing the marketing investments
- Leverage reputation of marketing partners
- Build reputation as a complex injectables manufacturer with compliance record
- Drive profitability with higher capacity utilization

Note: (1) As per IQVIA Report. (2) Reflects typical features of such business models in regulated markets.

# Business Overview (Cont'd)

## Extensive Portfolio of Complex Products

Present in sterile injectables, oncology and ophthalmics, and focus on complex injectables, NCE-1s, First-to-File products and 505(b)(2) filings

### Delivery Systems:

- Liquid vials
- Lyophilized vials
- Pre-filled syringes
- Ampoules
- Bags
- Drops

### Therapeutic Areas:

- Anti-diabetic
- Anti-infectives
- Anti-malarials
- Anti-neoplastics (Oncology)
- Blood-related
- Cardiac
- Gastro-intestinal
- Hormones
- Neurological and Central Nervous System
- Ophthalmics and Otologicals
- Pain, neuro-muscular blocking agents & analgesics
- Respiratory
- Vitamins, minerals & nutrients

## Internal R&D & Regulatory Capabilities

**Centralized R&D Laboratory** located at Dundigal, Hyderabad facility, with supporting personnel at each manufacturing facility

- **~265** personnel team including PhDs, pharmacy post graduates and chemists
- **Plan to set up a new R&D building at Pashamylaram**, Hyderabad
- R&D expertise supports regulatory filings globally

### Regulatory Track Record

- 282 ANDA Filings in US – 226 approved; 56 pending (1)
  - Of 282, 113 owned by Gland Pharma out of which 79 are approved and 34 are pending for approval
  - 204 for sterile injectables, 51 for oncology and 27 for ophthalmics related products
- 1,478 product registrations globally, of which 387 in United States, Europe, Canada and Australia, 69 in India and 1022 in Rest of the world (1)

Note: (1) As of December 31, 2020; refer to ANDA filings by Gland Pharma, along with partners.

# Key Strengths


1. Injectables: One of the Fastest Growing and Largest Segment
2. Extensive and Vertically Integrated Injectables Manufacturing Capabilities (1)
3. Diversified B2B-led Model Across Markets, Complemented by Targeted B2C Model in India
4. Extensive Portfolio of Complex Products Supported by Internal R&D and Regulatory Capabilities
5. Track Record of Growth and Profitability from a Diversified Revenue Base with Healthy Cash Flows
6. Experienced and Qualified Management Team

Note: (1) 3 API facilities provide in-house manufacturing capabilities for critical APIs. 31 ANDAs covering key products are supported by in-house APIs

# Injectables: One of the Largest and Fastest Growing Segment

**1 Growth Opportunity**

- **Injectable formulations is the fastest growing segment in global pharmaceuticals**, recording a 2014-2019 CAGR of 10.1% vs overall pharma market at 5.8%
- **Global generic injectables market is estimated at c.US$131bn growing at a 2014-19 CAGR of c. 8%**
  - US the largest market (i.e. c. 33-34% of market) is expected to grow at a c.16% CAGR from 2019-2024E
- **c.US$61.3bn in injectable brand sales expected to lose patent protection** between 2020-24 (vs c. US$33bn in sales which lost patent protection lost between 2014-19)

**2 Growth Drivers for Injectables**

- **Rising prevalence of chronic diseases**
- **Convenience and benefits of New Drug Delivery Systems ("NDDS")**
- **New market opportunities**
- **Drug shortages in the US** – from 2014 to 2019 c. 40-60% of the shortages have been in injectables space

**3 Market Entry Barriers**

- **High capital investments**
- **Manufacturing complexities to meet stringent quality standards**
- **High level of compliance and regulatory requirements**
- **Consolidation trend expected to favour established players**

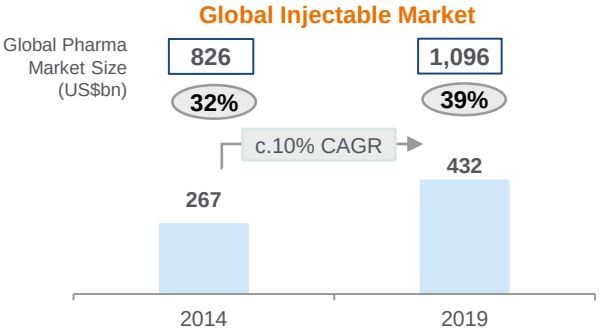
Source: IQVIA Report.

# Generic Injectables: Growth Opportunity

**US$131bn Market with Multiple Growth Levers Driven by LoEs, Opportunity from Shortages and Ease of Use**

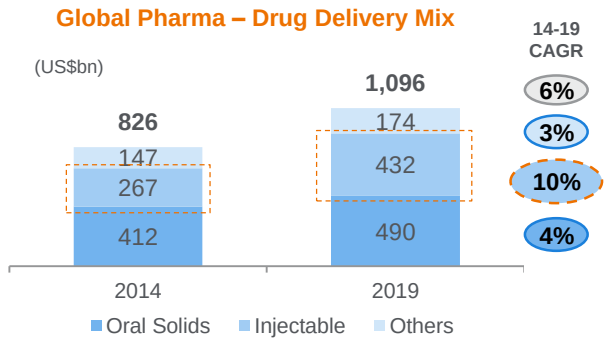
## Sizeable Injectable Market …

✓ *Injectable is a >US$400bn market*



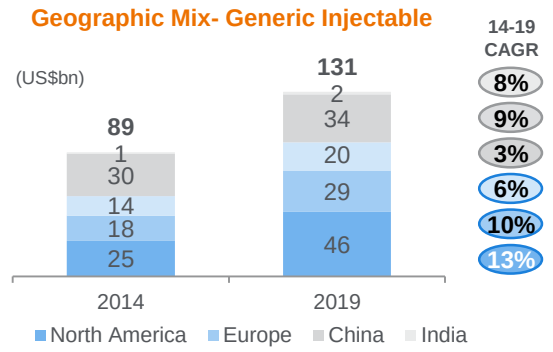

## … Growing Faster than Broader Market

✓ *Injectable recorded CAGR of 10.1% vs broader market at 5.8%*



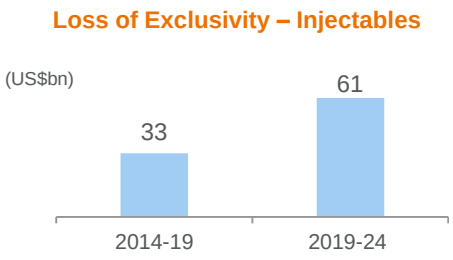

## … with Robust Growth in Generics

✓ *Key injectable markets like US, Europe and India demonstrated double digit / high single digit growth*



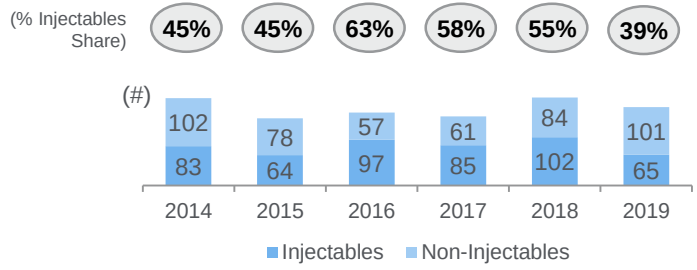

## LoE Offering Significant Opportunity

✓ *Significant increase in value of injectable brand sales scheduled to lose exclusivity*



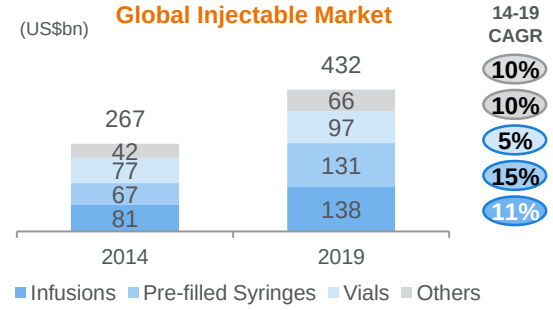

## Demand Driven by Drug Shortages

✓ *c.40-60% of US drug shortages are in injectables*




## Accessibility and Ease of Use

✓ *Convenience and benefits of New Drug Delivery Systems driving growth across delivery formats*

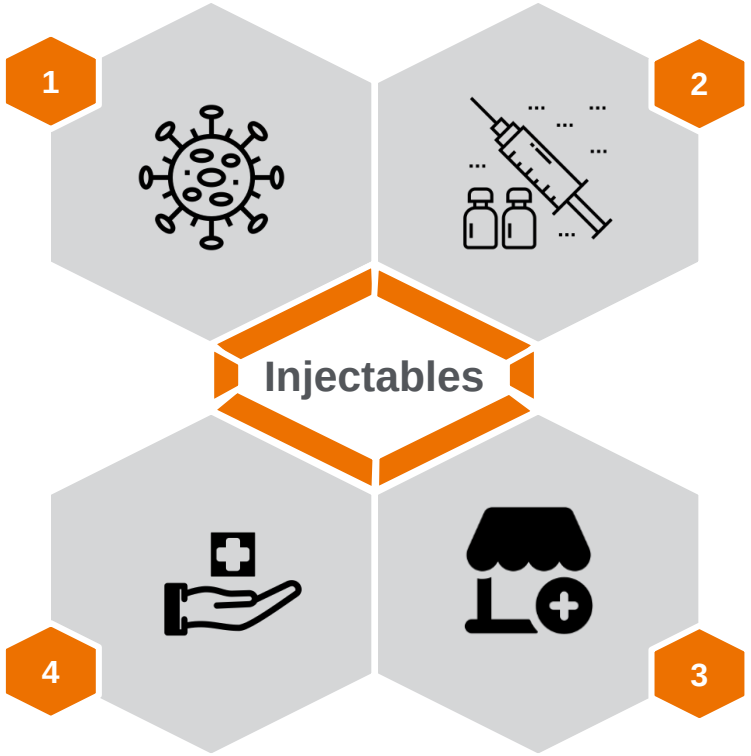



Source: IQVIA Report.
Note: MAT September 2014-2019. (1) Generic Injectable market share as a percentage of overall injectable market in the respective country.

# Generic Injectables: Growth Drivers

**Injectables Segment has Demonstrated the Fastest Growth among Delivery Formats**

Increase in the **prevalence** of diabetes and other **chronic diseases** where treatment is primarily administered through injectables




Convenience and benefits of **New Drug Delivery Systems** ("NDDS") like auto injectors, pre-filled syringes etc.

**Drug Shortages in the United States:** c.40% of the overall drug shortages between 2014-18 in the US are in injectables

**New Market Opportunities:** Heavy investments in the development of new complex molecules to target new ailments which are increasingly being treated via injectables

Source: IQVIA Report, American Society of Health-System Pharmacists (ASHP) website.

# Generic Injectables: Market Entry Barriers

**2**

### Manufacturing Complexities to Meet Stringent Quality Standards

Complexities involving sterilisation, packaging, sterile fill/finish, with stability assessment at each stage, among others

**3**

### High Level of Compliance and Regulatory Requirements

High level of regulatory enforcement of cGMP standards

**1**

### Significant Capital Investments

Injectable plants require 1.3x - 1.5x more capex vs oral solids plants due to requirements of sterilisation and/or aseptic manufacturing

**4**

### Stringent Quality Requirements

c.62% of drugs in shortage are associated with manufacturing or product quality problems

**For the US Generic Injectables Market, c.70% of the Market by Value has Less than Half the Number of Manufacturers Compared to the Oral Solids Segment**

Source: IQVIA Report.

# Extensive & Vertically Integrated Manufacturing Capabilities

## Overview

**7** Facilities

**4**
Finished Formulation Facilities

**767 million units**

**3**
API Facilities

**11,000 kg / year**
&
**R&D Pilot Plant**

- 23 production lines with flexibility to accommodate different product requirements
- In process of commissioning additional capacity
- Plan to set up a new R&D building at Pashamylaram, Hyderabad
- Greater control over costs and quality and mitigate supply chain related risks

## Manufacturing Footprint


### Dundigal, Hyderabad

**Sterile Injectables Facility (Flagship)**
- Liquid Vials, Lyophilizers, Ampoules, Pre-filled syringes, Bags and Ophthalmics

**API Facility**
- R&D pilot plant

USFDA (US), MHRA (UK), ANVISA (Brazil), TGA (Aus), BGV (Germany)


### Pashamylaram, Hyderabad

**Sterile Injectables Facility**
- Liquid Vials, Lyophilizers, Ampoules and Pre-filled syringes

**Penems Facility**
- Vials (2 Lyophilizers), Dry Powder

USFDA (US), GUB Munich (Germany)


### Vishakhapatnam

**Oncology Facility**
- Liquid Vials, Lyophilizers

**2 API Facilities**
- Cumulative capacity of 11,000 kg / year

USFDA (US), AGES (Austria), TGA (Australia), ANVISA (Brazil), DMA (Denmark)

# Consistent Regulatory Compliance Track Record

## Highlights

**No warning letters from USFDA** (whether as a result of facility inspection or otherwise) since inception of each facility

**All facilities Certified GMP compliant by USFDA**, and certain facilities by MHRA (UK), ANVISA (Brazil), AGES (Austria), TGA (Australia) and BGV Hamburg (Germany)

**WHO GMP certifications** from the Drugs Control Administration (Governments of Telangana and Andhra Pradesh, India) (DCA)

**3 ISO certifications** as of December 31, 2020 (1)

## Focus on Quality Control

**1,165**
fulltime employees in Quality Control and Quality Assurance (2)

**29.95%**
of the workforce in Quality Control and Quality Assurance (2)

**35+**
audits on average per year, including customer audit and regulatory agency audit

### Quality Standards throughout the business units and facilities

**Quality Improvement**

Laboratory Information Management System software for quality control at all manufacturing locations

**Corporate Quality Establishment**

Corporate reporting structure for identifying and developing standard operating procedures

**Quality Audits**

Conduct internal audits across all facilities on a quarterly basis

Note: (1) 3 ISO certifications as of December 31, 2020 for quality management, environment management and occupational health and safety management systems applicable to design, development and production of pharmaceuticals and contract manufacture of small volume parenterals. (2) As of December 31, 2020.

# Diversified Business Model with Focus on Growth & Stability

## Diversified B2B-led Model Across Markets, Complemented by a Targeted B2C Model in India

| | B2B (c.96% of FY20 Revenue) | | | | B2C (c.4% of FY20 Revenue) |
|---|---|---|---|---|---|
| | B2B – IP Led | | B2B Tech Transfer | B2B CMO | B2C |
| | Own Filing | Partner Filing | | | |
| **Overview** | • Out-license to marketing partners<br>• Long term product supply contracts | | • Co-development with Partner<br>• Manufacturing by Gland | • Fill and finish service<br>• Loan and license agreements | • Direct marketing of products |
| **Revenue Model** | • License and milestone payments<br>• Selling price per unit dose + Profit Share | | • Tech transfer fee<br>• Selling price per unit dose + Royalties | • Fixed per unit price | • Direct sale of products |
| **ANDA Ownership** (1) | ✓ | ✗ | ✗ | ✗ | ✓ |
| **Development** (1) | ✓ | ✓ | ✓ (2) | ✗ | ✓ |
| **IP Ownership** (1) | ✓ | *Co-owned* | ✗ | ✗ | ✓ |
| **Marketing Rights** (1) | ✓ | ✗ | ✗ | ✗ | ✓ |
| **Royalty / Profit Sharing** (1) | ✓ | ✓ | ✓ | ✗ | *Not Applicable* |
| **Key Markets** |  | |  |  |  |
| **Select Clients / Partners** | • Global Pharma Companies | | | • Indian Pharma Companies | • c.2,000 corporate hospitals, nursing homes & govt. facilities |

Note: (1). Information reflects typical features of the respective business models in regulated markets. (2). Exhibit batches and stability studies are performed by Gland.

# Gland's B2B Model: Salient Features

**Advantages Include Stable Cash Flows, Better Profitability Profile, Margin Stability from Natural Hedge Against Raw Material Pricing and End-formulation Pricing Fluctuations**

## 1 Steady / Predictable Cash Flow

- ✓ Long-term supply contracts with marketing partners ranging from 3-5 years
- ✓ Stronger partnerships due to lack of injectables manufacturers with good regulatory track record
- ✓ Products licensed to marketing partners strong in particular therapeutic areas resulting in higher market share

## 2 Better Operating Profits

- ✓ Efficient cost profile due to relatively lower SG&A vs B2C players

## 3 Economies of Scale

- ✓ Due to differentiated B2B Model, Gland can derive scale benefit at a product as well as formulation level

## 4 Lower Working Capital Requirement

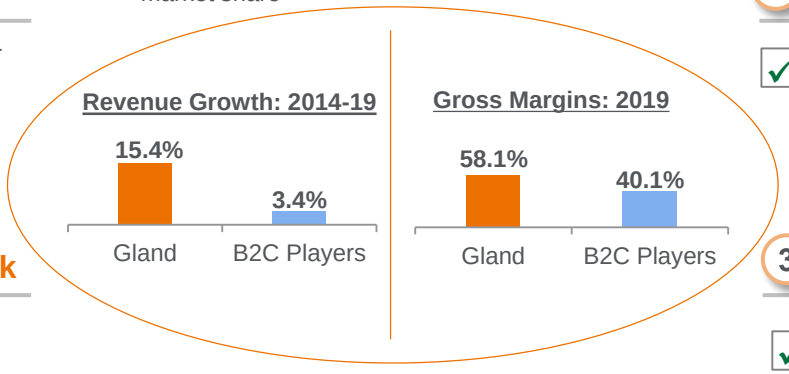
- ✓ Lower requirements due to better inventory management, planned payables and better visibility on receivables

## 5 Lower RM[1] / Formulation Pricing Risk

- ✓ IP-led model helps generate revenue from transfer pricing and profit sharing
- ✓ Revenues and profits through transfer pricing are immune to raw material price fluctuations
- ✓ Transfer pricing also helps regulate any adverse impact from price erosion in end-formulations, as it gets restricted to the profit share component

## 6 Lower R&D Litigation Risks

- ✓ Reduce risk by partnering with a marketing partner to cover R&D litigation expenses




**Gland has Demonstrated Faster Revenue Growth in Last 5 Years While Generating Superior Margins vs B2C and B2B Players**

Source: IQVIA Report.
Note: (1) RM – Raw Material.

# Complex Product Portfolio Supported by Strong R&D…

## Right Capability Matrix in Products and Delivery Systems

**Expertise in synthesis of complex drug molecules:**

- Low Molecular Weight Heparins
- Steroids
- Cytotoxics

**Present in:**

- Oncology
- Ophthalmics and Otologicals
- Blood-related
- Neurological and Central Nervous System
- Pain, neuro-muscular agents and analgesics

**Focused on:**

- Complex injectables
- NCE-1s
- First-to-File products
- 505(b)(2) filings

**Expanding capabilities in:**

- Peptides
- Long-acting injectables
- Suspensions
- Hormonal products

**Expanding in new delivery systems:**

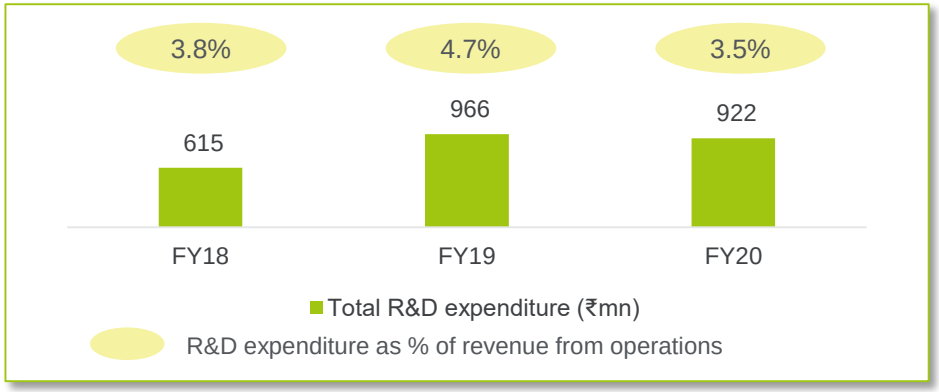
- Pens
- Cartridges

**Key products include:**

- Cis-Atracurium Besylate
- Enoxaparin Sodium
- Heparin Sodium
- Rocuronium Bromide

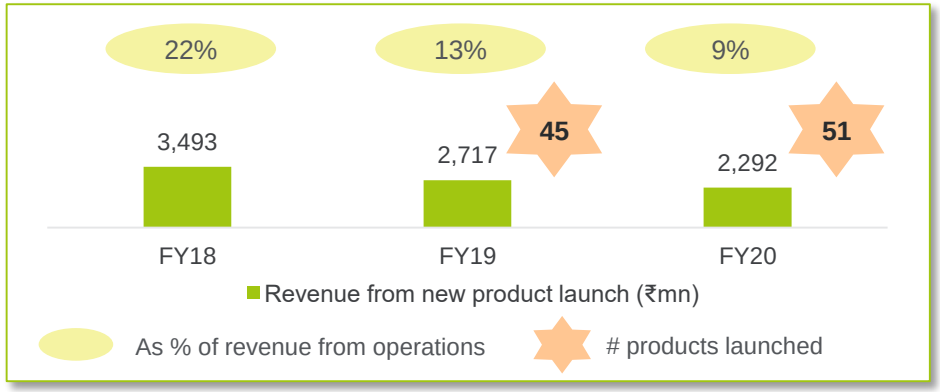
## Significant R&D Investment

Centralized R&D team of c.265 members including PhDs, pharmacy post graduates and chemists




## Translating into Revenue From New Launches

Track record of coming up with new complex products



# …Supported by Proven Regulatory Capabilities

## Product Development Capabilities Supported by Regulatory Expertise and Track Record in Filing and Approval of Large Number of Product Registrations

### Established Expertise

**Broad Range of Filings**

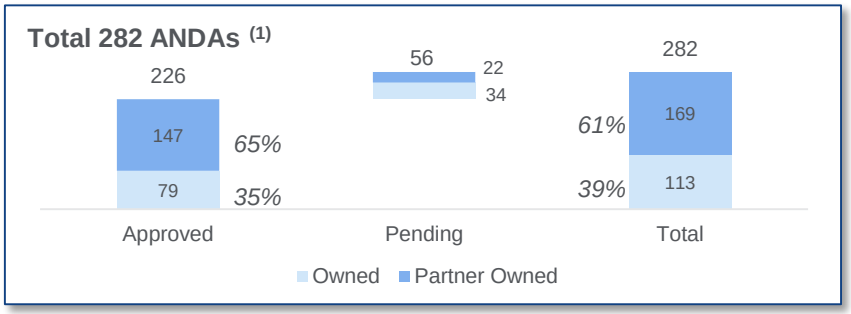
- Different jurisdictions
- Diverse dosage forms
- ANDA filings for sterile injectables **(204)**, oncology **(51)**, ophthalmics **(27)**

**Supportive filings to drive sustainability**

- Undertaking CBE filings for site and line changes
- Timely filing of applications like CBE/PAS for alternate APIs and components

### Successful track record and pipeline

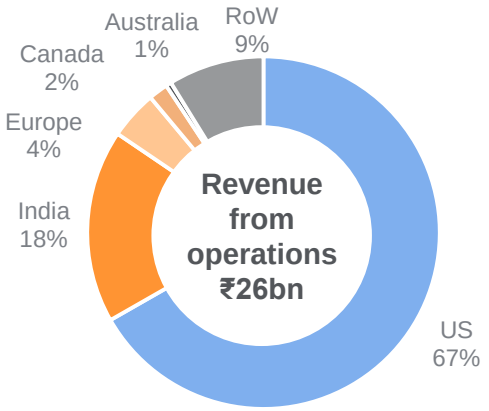
Constantly engaged with regulators including the USFDA




### Global Platform of Approved and Filed Registrations

Extensive experience in regulatory requirements of key markets to facilitate new product registrations


### Geographic Breakdown (FY20)




Note: (1) Information in relation to the product filings and registration is as on December 31, 2020.

# Focus on Lifecycle Management of Products

**Focus on Lifecycle Management of Products Across Manufacturing, R&D and Supply Chain Processes to Maintain Competitive Advantage Over Peers**

## Vertical Integration as Differentiator

- Ability to vertically integrate and manufacture critical API which are:
  - **Difficult to source**
  - **Have risk of uncertainty of API supply**
  - **Cost implication**

## Operational Efficiencies

- Ability to **maintain cost competitiveness** via efficient management of production costs including the following among others:
  - **Qualifying additional manufacturing lines/sites**
  - **Batch Size Increase**


## Supply Chain Efficiencies

- Efficient supply chain management with focus on:
  - Curtailing supply chain costs through **optimal inventory levels;**
  - **Economic order quantities**
- **Timely filing of applications** for alternate APIs and components

## R&D

- Continuously work on developing better and economical **analytical methods and efficient manufacturing processes** like Lyo parameters, increased hold times etc.

# Corporate Governance Framework Based on Independent Board

| Name | Profile |
|---|---|
| **Board of Directors** | |
|  **Yiu Kwan Stanley Lau**<br>*Chairman and Independent Director* | • Bachelor's degree in pharmacy from The School of Pharmacy, University of London<br>• Director on the board of Solasia Pharma K. K. and TaiLai Bioscience Ltd |
|  **Srinivas Sadu**<br>*MD and CEO* | • Master's degree in science (pharmaceutics) from Long Island University, New York<br>• Master's degree in business administration from University of Baltimore;<br>• Post graduate certificate in finance & management from London School of Business & Finance |
|  **Qiyu Chen**<br>*Non Executive Director* | • Bachelor's degree in genetics from Fudan University<br>• Master's degree in business administration from China Europe International Business School<br>• Global partner of the Fosun Group |
|  **Yifang Wu**<br>*Non Executive Director* | • Masters of administration in communication from Saint Joseph's University (Philadelphia)<br>• Chairman and CEO of Shanghai Fosun Pharmaceutical (Group) Co. Ltd |
|  **Dongming Li**<br>*Non Executive Director* | • Bachelor's degree in science from Fudan University<br>• Co-president of Shanghai Fosun Pharmaceutical (Group) Co Ltd |
|  **Xiaohui Guan**<br>*Non Executive Director* | • Master's degree in professional accountancy from the Chinese University of Hong Kong<br>• Member of the Association of Chartered Certified Accountants and a non-practising member of the Shanghai Institute of Certified Public Accountants<br>• Senior vice president and CFO of Shanghai Fosun Pharmaceutical (Group) Co. Ltd |
|  **Udo Johannes Vetter**<br>*Non Executive Director* | • Bachelor's degree in science (pharmacy) from the University of Washington<br>• Associated with Vetter / Vetter Pharma group of companies since 1987 and currently, chairman on board of Vetter Pharma (Corporation) |
|  **Essaji Goolam Vahanvati**<br>*Independent Director* | • Bachelor's degree in law from Government Law College, Mumbai<br>• Working as independent legal practitioner, practicing in the Supreme Court of India and Delhi High Court |
|  **Satyanarayana Murthy Chavali**<br>*Independent Director* | • Bachelor's degree in technology from Indian Institute of Technology, Madras<br>• Post graduate diploma in management from Indian Institute of Management, Bangalore |

# Professional and Experienced Management Team

| Name | Qualification |
|---|---|
| **Management Team** | |
|  **Srinivas Sadu**<br>*Managing Director and Chief Executive Officer* | • Master's degree in science (pharmaceutics) from Long Island University, New York<br>• Master's degree in business administration from University of Baltimore;<br>• Post graduate certificate in finance & management from London School of Business & Finance |
|  **Ravi Shekhar Mitra**<br>*Chief Financial Officer* | • Bachelor's degree in commerce from University of Calcutta<br>• Associate member of the Institute of Chartered Accountants of India<br>• Associate member of the Institute of Company Secretaries of India |
|  **K V G K Raju**<br>*Chief Technology Officer* | • Bachelor's degree in science from Andhra University |
|  **C S Venkatesan**<br>*Senior Vice President – R&D* | • Master's degree in science in organic chemistry from Annamalai University<br>• Doctor of philosophy degree from the Indian Institute of Science, Bangalore |
|  **Surapanini Sridevi**<br>*Senior Vice President – R&D* | • Master's degree in pharmacy from Banaras Hindu University<br>• Doctor of philosophy degree in pharmaceutical science from Osmania University |
|  **Prakash Baliga**<br>*Vice President – Strategic Sourcing, Procurement & Commercial* | • Master's degree in pharmacy from Bangalore University |
|  **Ashish Adhikari**<br>*Vice President – Operations* | • Master's degree in engineering from Lamar University, Texas<br>• Executive general management programme from the Indian Institute of Management, Bangalore |
|  **Shilpi Sahay**<br>*Deputy General Manager of Human Resources* | • Bachelor's degree in science from the Fergusson College, University of Pune<br>• Executive diploma in human resource management from XLRI, Jamshedpur |
|  **Susheel Ogra**<br>*Senior General Manager of Sales and Marketing* | • Bachelor's degree in science from Maulana Azad Memorial College, University of Jammu |
|  **Sampath Kumar Pallerlamudi**<br>*Company Secretary and Compliance Officer* | • Bachelor's degree in law from Andhra University Faculty of Law<br>• Post graduate diploma in business management from Institute of Public Enterprise<br>• Associate member of the Institute of Company Secretaries of India |

# Promoted by Shanghai Fosun Pharma

**Shanghai Fosun Pharma is Global Pharmaceutical Major with Extensive Pharmaceutical Manufacturing, Distribution and R&D Expertise Globally**

FOSUN PHARMA 复星医药

- Fosun Pharma is a Global pharmaceutical major, whose shares are listed on the Shanghai Stock Exchange and the Stock Exchange of Hong Kong Limited (1)
- Relationship with Shanghai Fosun Pharma provides **widened market access opportunities** arising from its own continuing internationalization
- Benefitted from Shanghai Fosun Pharma's **established presence in China and Africa**, both of which we consider to be **key growth markets for injectables**

## Continue Strategic Alignment with Shanghai Fosun Pharma to Increase Market Reach

| | | | | |
|---|---|---|---|---|
| Leverage existing infrastructure and **global presence** to access new markets, including China and Africa | Benefit from **regulatory know-how** to navigate the rapidly evolving healthcare landscape in China | Benefit from **bargaining power** and scale to procure raw materials & equipment from China | Access **extensive sales, logistics and distribution network** to enable market penetration in China | Leverage ability to access key markets to provide **coverage for a portfolio of products** |

(1) Market cap of US$ 19.3 bn as of December 31, 2020.

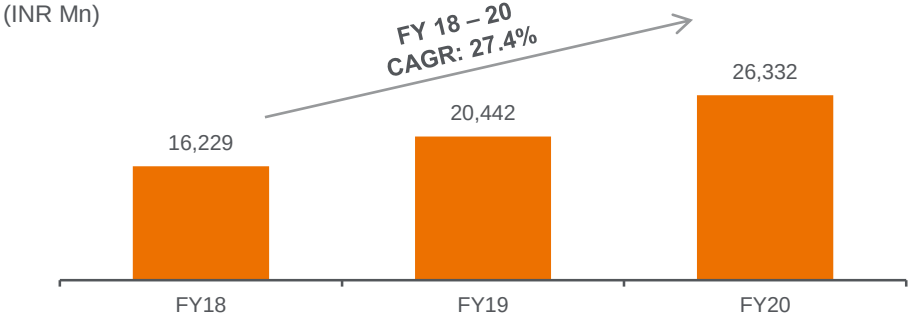
# Building Blocks to Implement Future Strategy

# Proven Track Record of Financial Performance

## Growth and Profitability from a Diversified Revenue Base

### Revenue from Operations

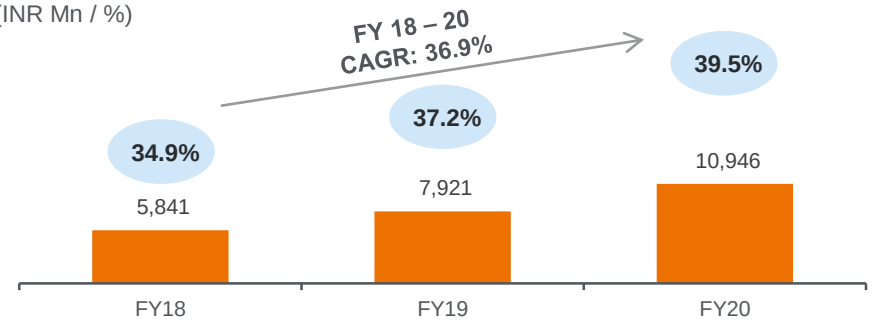
(INR Mn)




**Increase in Export Sales, Driven by 51 and 45 New Product Launches in FY20 and FY19 respectively**

### EBITDA (1) / EBITDA Margin (2)

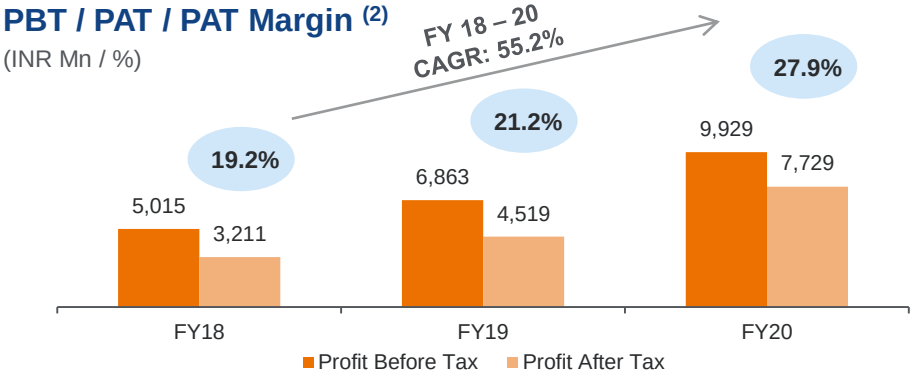
(INR Mn / %)




**EBITDA has Grown at 36.9% CAGR from FY18 to FY20**

### PBT / PAT / PAT Margin (2)

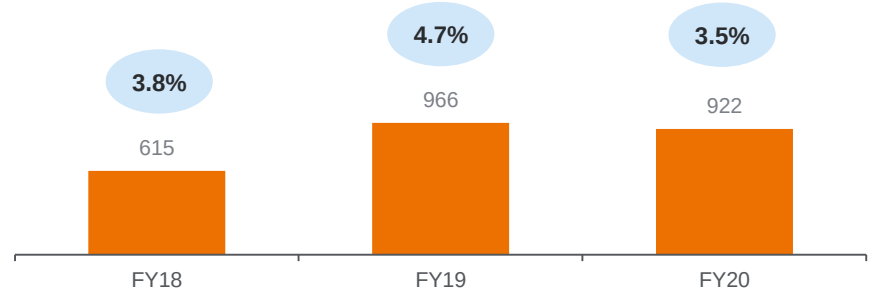
(INR Mn / %)




**Increasing PAT Margin Given No Significant Borrowings and Adoption of New Concessional Tax Rate (FY20)**

### R&D Expenses / R&D (% of Revenue)

(INR Mn / %)




**In-house Centralized R&D Lab with Nearly 265 Scientists**

Note: (1) EBITDA stands for earnings before interest, taxes, depreciation and amortisation which has been arrived at by adding finance expense, depreciation expense, exceptional items and total tax expense to the profit for the period (2) EBITDA margin = EBITDA / Total Income; (2) ; PAT margin = Restated profit for the year / Total Income

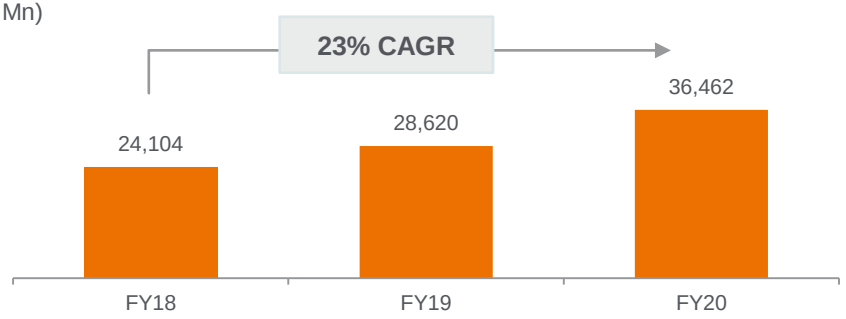
Margin

# Proven Track Record of Financial Performance (Cont'd)

**Strives to be a Capital Efficient Business. Company has no Significant Borrowings**

## Net Worth [1]

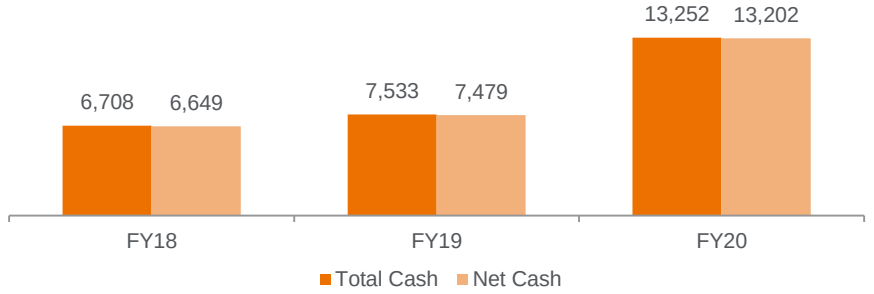
(INR Mn)




**Strong Profitability Driving Growth in the Capital Base**

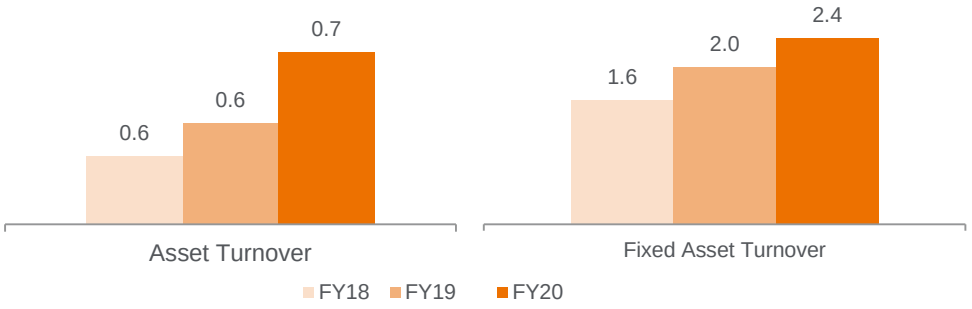
## Cash and Bank Balances / Net Cash [2]

(INR Mn)




**Maintained a Significant Net Cash Position over the Last 3 Years**

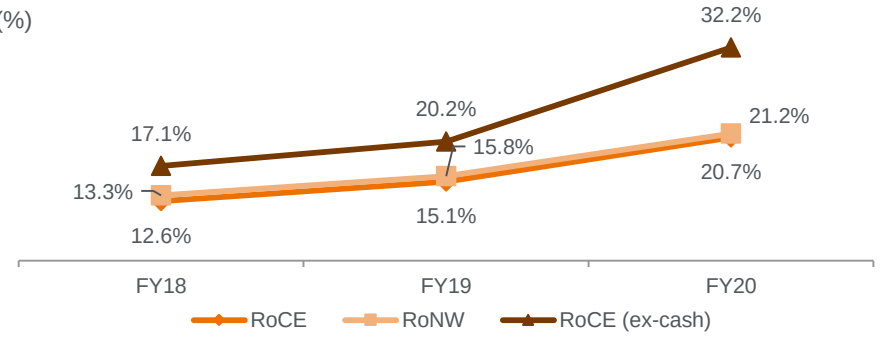
## Asset Turnover Ratio [3][4]




**Consistent Improvement in Asset Utilization to Generate Revenue**

## ROCE [5] / RONW [6]

(%)




**Consistent Improvement in Profitability**

Note: (1) Net Worth refers to sum of equity share capital and other equity. (2) Net Cash refers to Cash and Bank Balances less Non-current borrowings (including current maturities). (3) Asset Turnover is calculated as Total Income for the year divided by total assets on the last day of the fiscal year. (4) Fixed Asset Turnover is calculated as Total Income for the year divided by total fixed assets (Property, plant and equipment on the last day of the fiscal year + Right-of-use assets + Capital work in progress on the last day of the fiscal year). (5) Return on Capital Employed (ROCE) = Restated profit for the year / Capital Employed on the last day of the fiscal year. Capital Employed represents Total Assets – Current Liabilities. (6) Return on Net Worth (RONW) = Restated profit for the year / Net Worth on the last day of the fiscal year. Net Worth represents sum of equity share capital and other equity;


**Registered Office**

**Gland Pharma Limited**
Survey No. 143-148, 150 & 151
Near Gandimaisamma 'X' Roads
D.P. Pally, Dundigal Gandimaisamma Mandal
Medchal-Malkajgiri District
Hyderabad 500043, Telangana, India

BSE 543245

NSE GLAND

Bloomberg GLAND:IN