

## *Shilpa Medicare Limited*

### **Corporate & Admin Office:**

“Shilpa House”, # 12-6-214/A-1, Hyderabad Road,  
Raichur – 584 135, Karnataka, India  
Tel: +91-8532-238704, Fax: +91-8532-238876  
Email: info@vbsilpa.com, Web: www.vbsilpa.com  
CIN: L85110KA1987PLC008739

Date: 13<sup>th</sup> November, 2022

Corporate Relationship Department  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai – 400001

National Stock Exchange of India Limited  
Exchange Plaza, 05th Floor,  
Plot No: C/1, G Block,  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400051

**Scrip Code: NSE: SHILPAMED/BSE-530549**

Dear Sir / Madam,

**Sub: Investor Presentation of the Company for the Quarter & half year ended 30 September 2022**  
**Ref.: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)**  
**Regulations, 2015**

With reference to the captioned subject, the Investor Presentation of the Company for the Second Quarter & half year ended 30 September 2022 with regard to Business highlights, financial performance and other updates is attached herewith for your consideration.

We request you to take the same on record and disseminate it to stakeholders of the Company.

Thanking you.

Yours faithfully

For **SHILPA MEDICARE LIMITED**

RITU  
TIWARY

Digitally signed by  
RITU TIWARY  
Date: 2022.11.13  
13:08:07 +05'30'

**Ritu Tiwary**  
**Company Secretary & Compliance Officer**



Innovating for  
affordable healthcare

# Shilpa Medicare Limited (SML)

Q2 & H1 FY23 Results Presentation

# Disclaimer

Certain statements in this document may be forward-looking statements. Such forward looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Shilpa Medicare Limited (SML) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



*API Units, Raichur*



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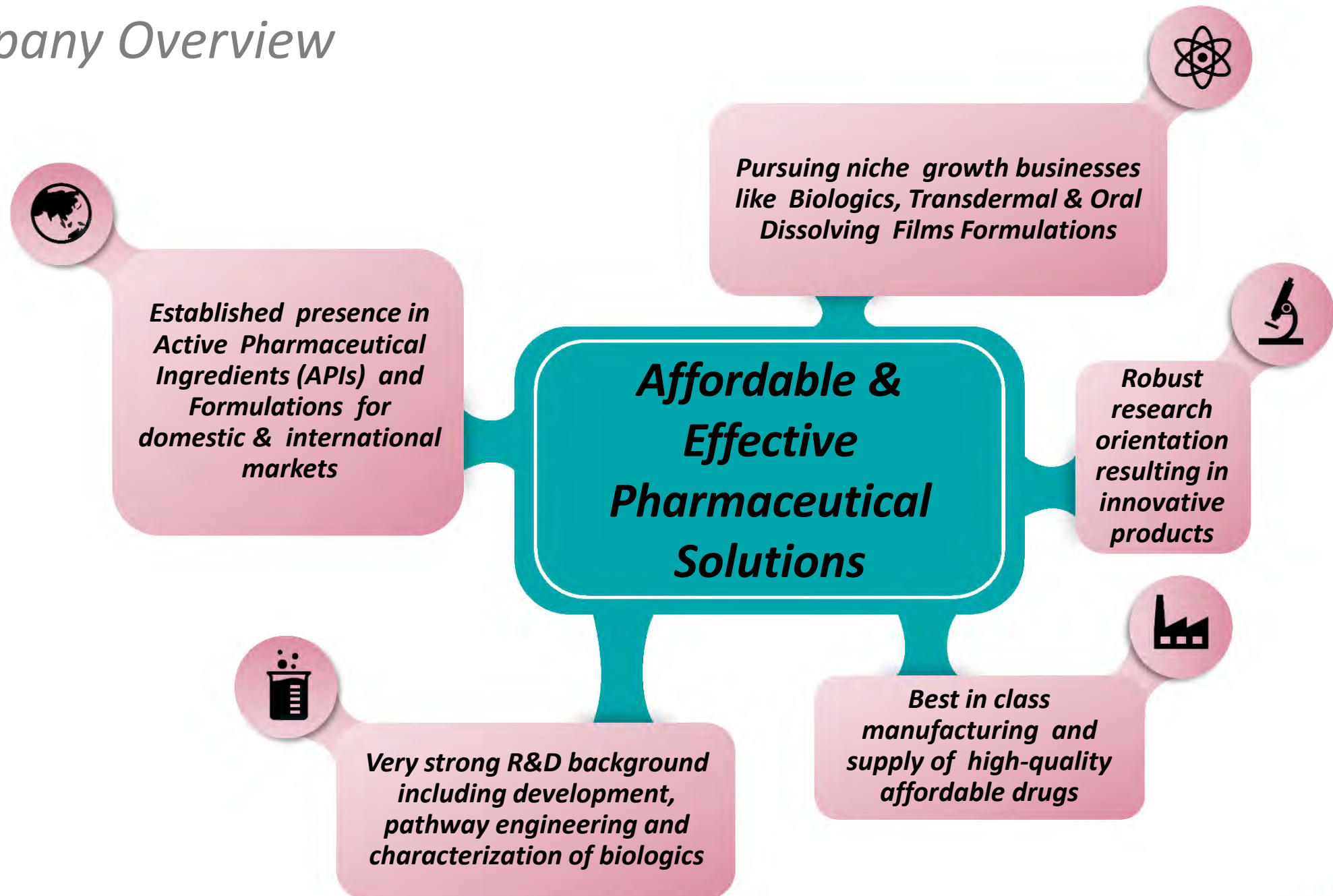
Annexures



# *Company Overview*

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## **Commenting on Q2 FY'23 performance, Mr. Vishnukant Bhutada, Managing Director Shilpa Medicare Limited said**

*“Q2 FY23 marked stable performance in our API segment, where we are witnessing continued interest from clients and new enquiries being generated. Our efforts to contain costs and further enhance process efficiencies are ongoing and I expect these to contribute in remediating the adverse situation created by higher cost of inputs and competitive pressure on the selling prices.*

*In peptides we are developing the initial batches and plant validation of our first product has been completed. The idea is to have launches in the coming 2 years for these complex molecules that we have developed in house.*

*In our formulation segment, the process of site transfer for select products to alternate manufacturing location is ongoing and we are hopeful that it will witness the requisite traction in the coming quarters with commercialization of certain products in the new fiscal year. Thereafter we expect a healthy contribution from this segment on the basis of our approved product portfolio.*

*SML has continuously worked towards developing a research backed portfolio and in multiple segments we are in the process of introducing new and innovative products into the market, where we could enjoy competitive advantage. The short-term challenges in terms of pricing pressure in key products and cost inflation are being managed and in the coming quarters we expect better results on the back of new product introductions in various ROW & European markets.*

*In the Biologics segment, our plans for introducing our high concentration Adalimumab are on track for launch in Q4 of the current fiscal. Going forward the strategy will be to introduce this product to various global markets as appropriate. In the interim we have been pursuing meaningful CDMO/CMO opportunities on our world-standard set up.”*



# *Financial Performance*

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# Statement of Profit and Loss-SML Standalone

(INR in Cr.)

Particulars	Q2 FY23	Q1 FY23	% change	Q2 FY22	% change	H1 FY23	H1 FY22	% change
Revenues	86.8	73.5	18.1%	100.1	-13.3%	160.3	215.0	-25.5%
Gross Margin	54.1	63.9	-15.4%	77.5	-30.2%	118.0	160.1	-26.3%
Gross Margin %	62%	87%	-	77%	-	74%	74%	-
Employee Cost	29.6	27.9	6.1%	27.1	9.2%	57.5	51.3	12.1%
Other Expenses	30.8	18.9	63.0%	38.4	-19.8%	49.7	74.5	-33.3%
<b>EBITDA</b>	(6.3)	17.1	-	12	-	10.8	34.3	-68.5%
<b>EBITDA %</b>	-7%	23%	-	12%	-	7%	16%	-
Finance Cost	4.9	2.7	81.5%	3.1	51.8%	7.6	5.6	35.2%
Depreciation	11.9	10.4	14.4%	8.4	41.7%	22.3	15.5	44.0%
<b>PBT</b>	(23.1)	4.0	-	0.5	-	(19.1)	13.2	-
<b>PBT - discontinued Business</b>	** (10.5)	*81.5	-	51.6	-	#71.0	70.4	0.8%
<b>PAT - continued Business</b>	(19.6)	3.9	-	10.1	-	(15.7)	16.4	-
<b>PAT - discontinued Business</b>	2.5	104.2	-	33.6	-	106.7	52.3	104.0%
<b>Reported PAT</b>	(17.2)	108.1	-	43.6	-	90.9	68.7	32.3%

\*Includes profit from slump sale of INR 62.9cr.

\*\* Reversal of profit form slump sale

# Includes profit from slump sale of Rs. INR 52.4 cr.

# Balance Sheet-SML Standalone

(INR in Cr.)

Particulars	Standalone		
	30-Sep-22	30-Sep-21	31-Mar-22
<b>Fixed Assets</b>	<b>603.0</b>	<b>704.3</b>	<b>565.8</b>
Tangible Assets	509.0	661.6	527.4
Intangible Assets	94.0	42.7	38.4
<b>Capital WIP</b>	<b>251.5</b>	<b>480.4</b>	<b>293.1</b>
Tangible Assets	54.1	270.0	52.6
Intangible Assets	197.4	210.4	240.5
<b>Other Non-current Assets</b>	<b>960.7</b>	<b>723.6</b>	<b>833.0</b>
<b>Net Working Capital</b>	<b>688.6</b>	<b>549.5</b>	<b>221.8</b>
Current Assets	741.0	784.2	294.0
Cash and cash equivalents	36.4	16.1	15.8
Current Liabilities	(90.9)	(250.8)	(88.0)
Asset Classified as held for sale	-	-	894.5
<b>Total Assets ( Net)</b>	<b>2,501.8</b>	<b>2,457.8</b>	<b>2,808.2</b>
Equity	2,148.5	1,708.4	2,065.6
Liabilities	41.2	89.8	90.0
Borrowings (Current & Non current)	312.1	659.6	194.0
Liabilities directly associated with assets classified as held for sale	-	-	458.6
<b>Total Liabilities</b>	<b>2,501.8</b>	<b>2,457.8</b>	<b>2,808.2</b>

# Profit and loss account - Consolidated

(INR in Cr.)

Particulars	Q2 FY23	Q1 FY23	% change	Q2 FY22	% change	H1 FY23	H1 FY22	%change
Revenues	267.3	269.3	-0.7%	296.6	-10%	536.5	535.9	0.1%
Gross Margin	150.9	165.4	-8.8%	194.3	-22%	316.1	357.7	-12%
Gross Margin %	56%	61%		66%		59%	67%	
Employee Cost	73.6	72.9	1.0%	65.6	12%	146.4	123.4	19%
Other Expenses	60.7	63.8	-4.9%	74.3	-18%	124.5	145.9	-15%
<b>EBITDA</b>	<b>16.6</b>	<b>28.7</b>	<b>-42.2%</b>	<b>54.4</b>	<b>-69%</b>	<b>45.2</b>	<b>88.4</b>	<b>-49%</b>
<b>EBITDA %</b>	<b>6%</b>	<b>11%</b>		<b>18%</b>		<b>8%</b>	<b>16%</b>	
Finance Cost	13.5	9.6	40.6%	11.6	16%	23.1	21.8	6%
Depreciation	23.3	22.4	4.0%	19.2	21%	45.7	36.8	24%
<b>PBT</b>	<b>(20.2)</b>	<b>(3.3)</b>		<b>23.6</b>		<b>(23.6)</b>	<b>29.8</b>	
<b>PAT</b>	<b>(18.6)</b>	<b>2.3</b>		<b>19.9</b>		<b>(16.2)</b>	<b>21.5</b>	



# Balance Sheet - Consolidated

(INR in Cr.)

Particulars	Consolidated		
	30-Sep-22	30-Sep-21	31-Mar-22
<b>Fixed Assets</b>	<b>1,353.7</b>	<b>1,172.9</b>	<b>1,341.8</b>
Tangible Assets	1,154.4	1,016.8	1,182.4
Intangible Assets	199.3	156.1	159.4
<b>Capital WIP</b>	<b>603.0</b>	<b>573.8</b>	<b>506.1</b>
Tangible Assets	302.3	285.5	190.0
Intangible Assets	300.6	288.3	316.1
<b>Other Non-current Assets</b>	<b>117.3</b>	<b>99.2</b>	<b>140.3</b>
<b>Net Working Capital</b>	<b>591.6</b>	<b>565.6</b>	<b>603.9</b>
Current Assets	864.5	830.6	853.0
Cash and cash equivalents	47.3	21.7	34.1
Current Liabilities	(320.3)	(286.7)	(283.2)
<b>Total Assets ( Net)</b>	<b>2,665.6</b>	<b>2,411.6</b>	<b>2,592.1</b>
Equity	1,787.9	1,487.0	1,811.1
Borrowings (Current & Non current)	802.2	835.4	681.8
Other Non Current Liabilities	75.5	89.2	99.2
<b>Total Liabilities</b>	<b>2,665.6</b>	<b>2,411.6</b>	<b>2,592.1</b>



# *Business Highlights*

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## **API:**

### **ONCO**

- ✓ *Improving efficiency of operations by increasing batch size of key molecules*

### **NON- ONCO** - Progress made on development of NON-ONCO portfolio

- ✓ *Citicolin, Phenylephrine, UDCA commercialized*

### **PEPTIDE**

- ✓ *Plant validation completed for the first Peptide product*

### **POLYMERS**

- ✓ *Working on 5 projects*

### **CDMO**

- ✓ *3 New projects awarded during the quarter*





## **FORMULATION:**

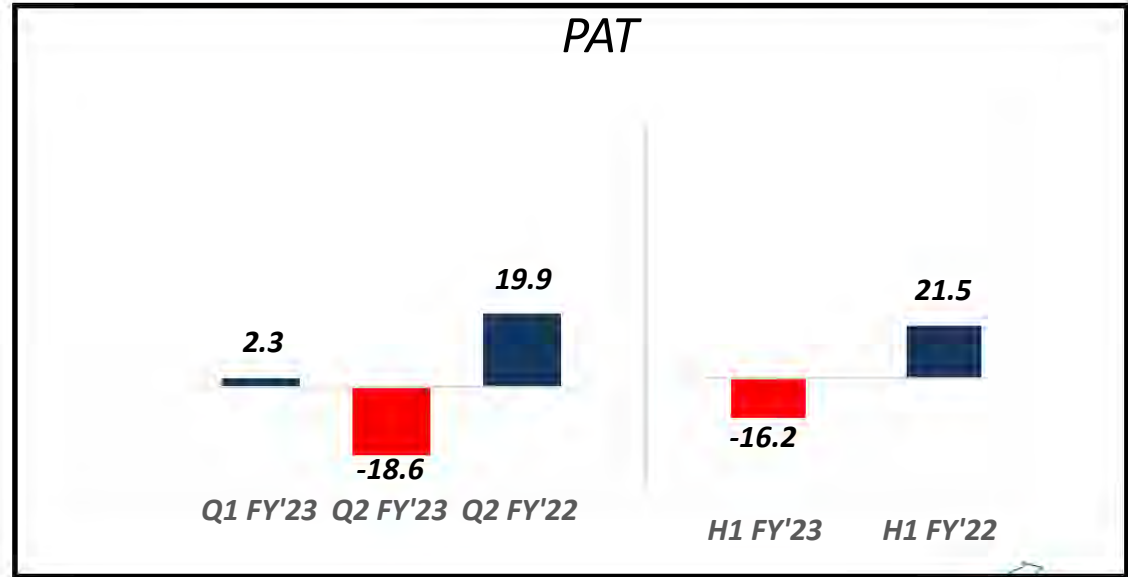
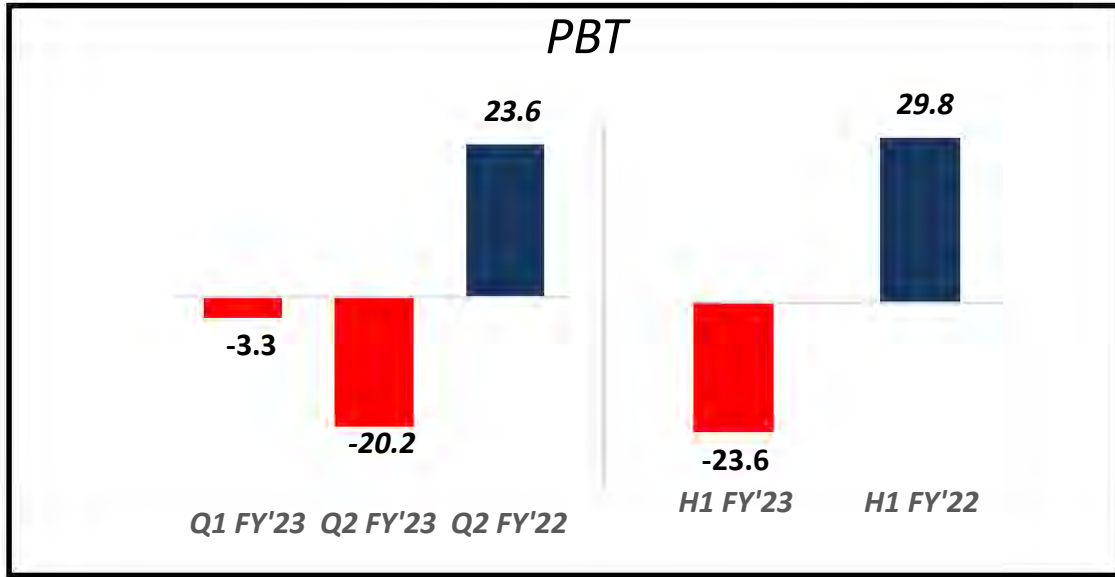
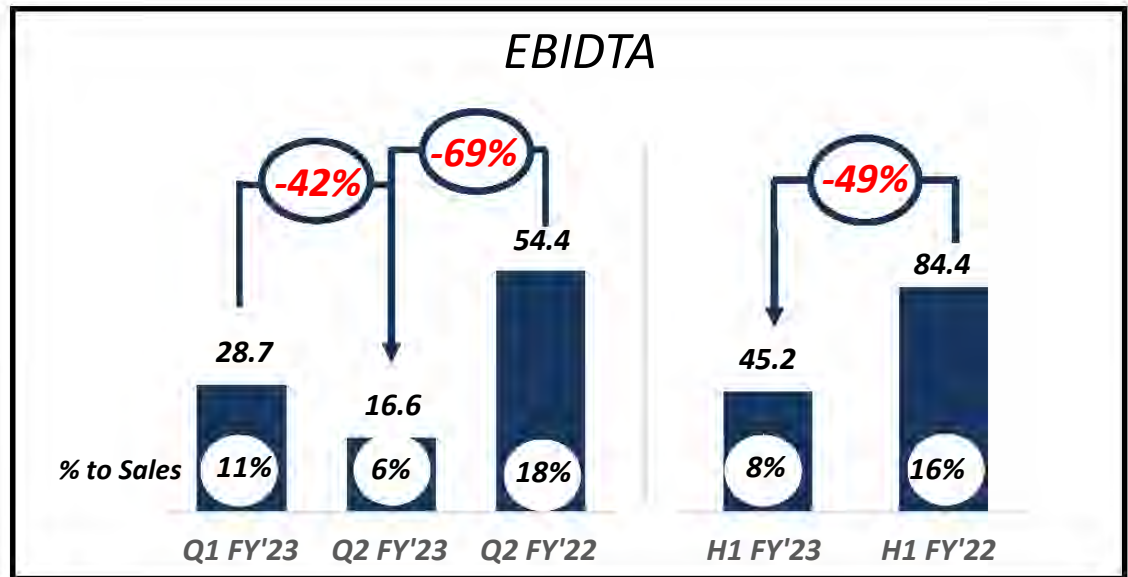
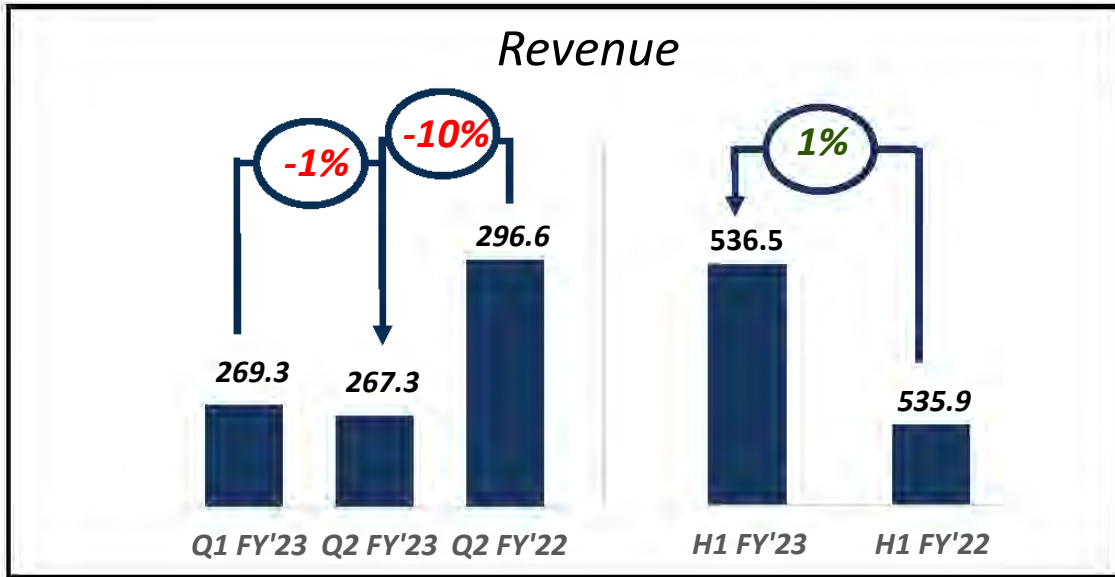
- ✓ *Launches in Europe- Pemetrexed RTU injection, Prucalopride oral*
- ✓ *Relaunch of ODF products in Indian market*
- ✓ *CDSCO approval for Tranexamic Acid topical hemostatic spray*
- ✓ *Received tentative approval for Tenofovir Alafenamide tablets as “First to File” submission on NCE-1 date*
- ✓ *Completed phase-II trials of dermatology product*
- ✓ *Jadcherla facility inspection conducted by Canadian & Australian authorities*
- ✓ *Analytical Services Division at Nacharam, Hyderabad received EIR for USFDA*

## **BIOLOGICS:**

- ✓ *Completed phase-III Human Clinical studies for high concentration Adalimumab*

# Q2 FY'23 Consolidated Performance

(INR in Cr.)

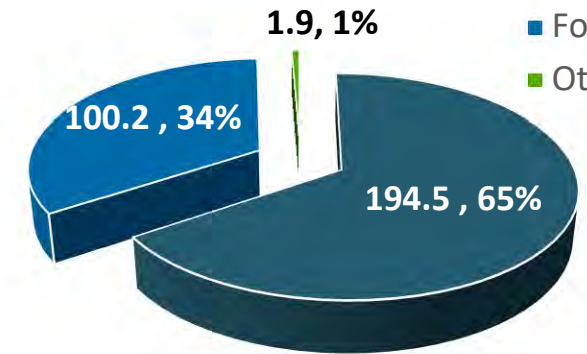
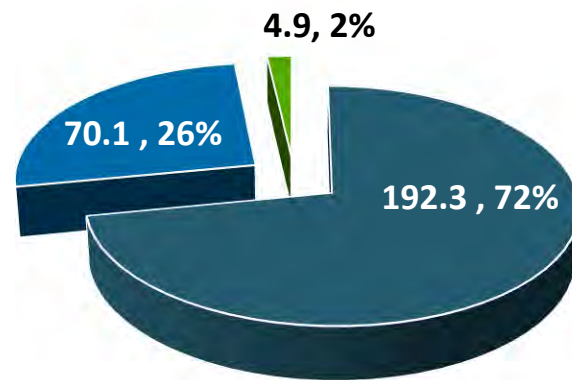
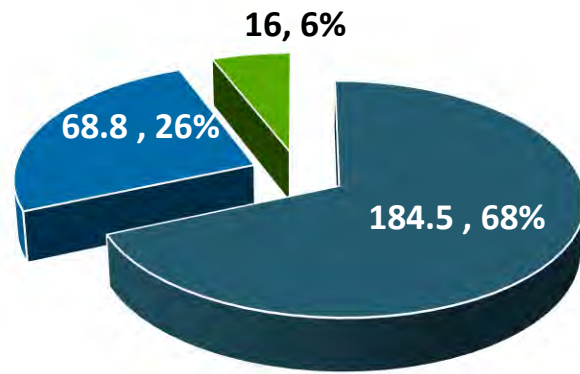


# Consolidated Revenue Break-up – Q2 FY'23

**Q1 FY'23**  
**INR 269.3cr.**

**Q2 FY'23**  
**INR 267.3cr.**

**Q2 FY'22**  
**INR 296.6cr.**

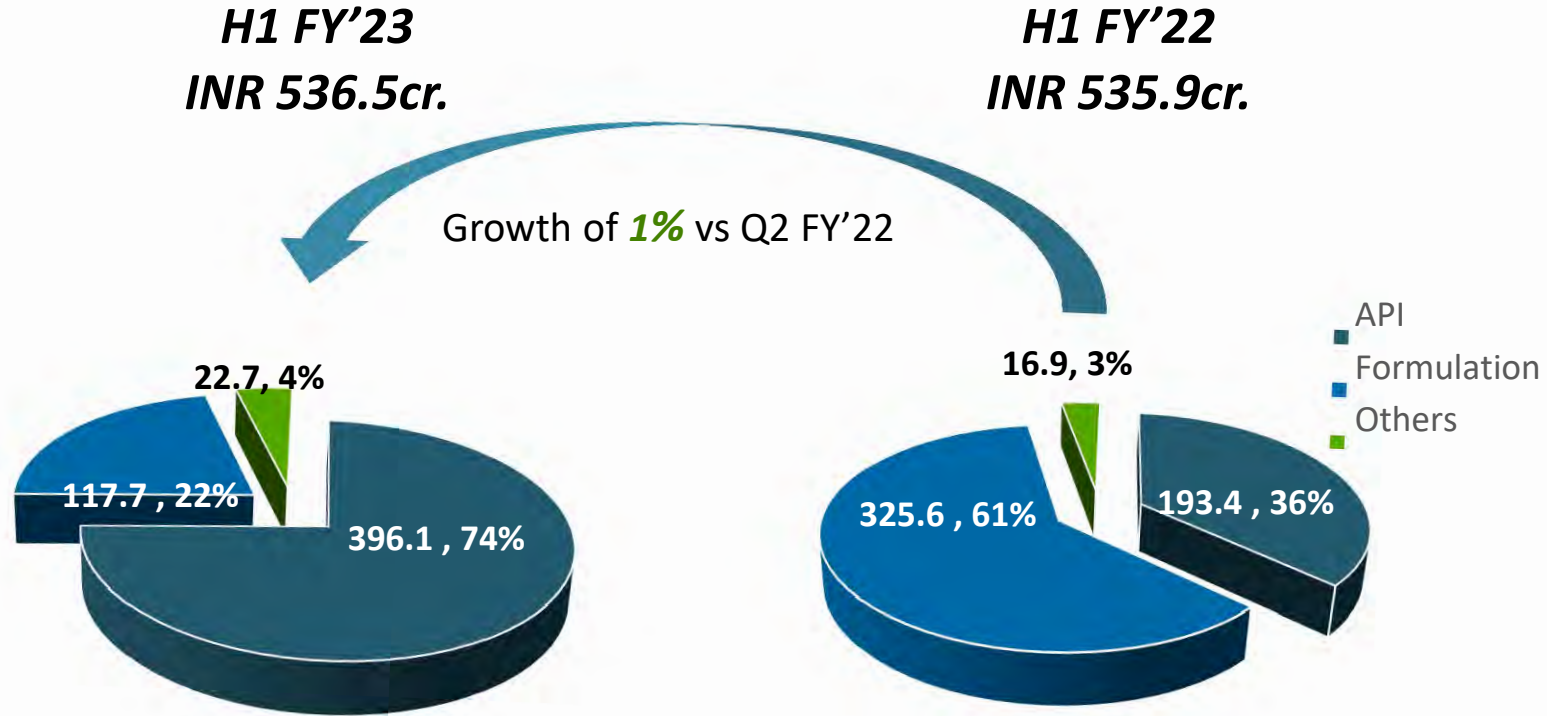


Degrowth of **10%** vs Q2 FY'22

Degrowth of **1%** vs Q1 FY'23

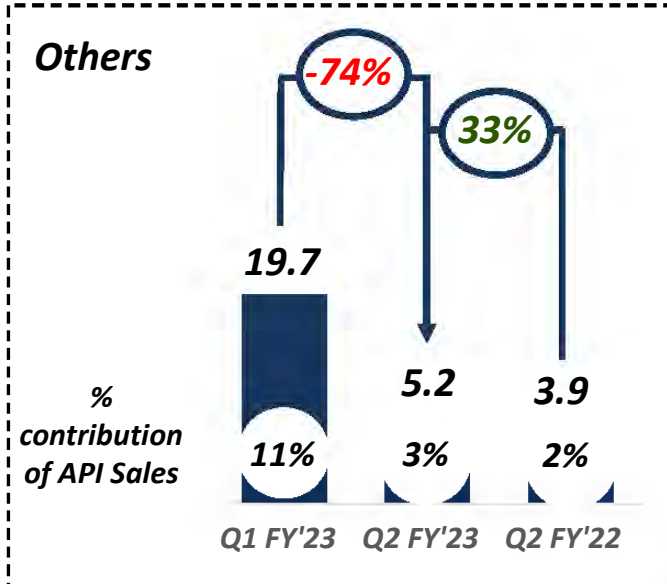
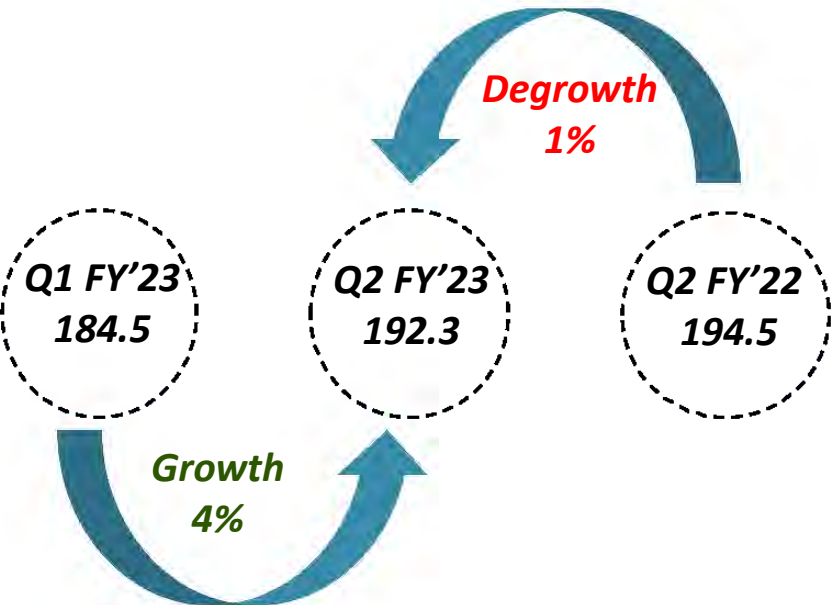
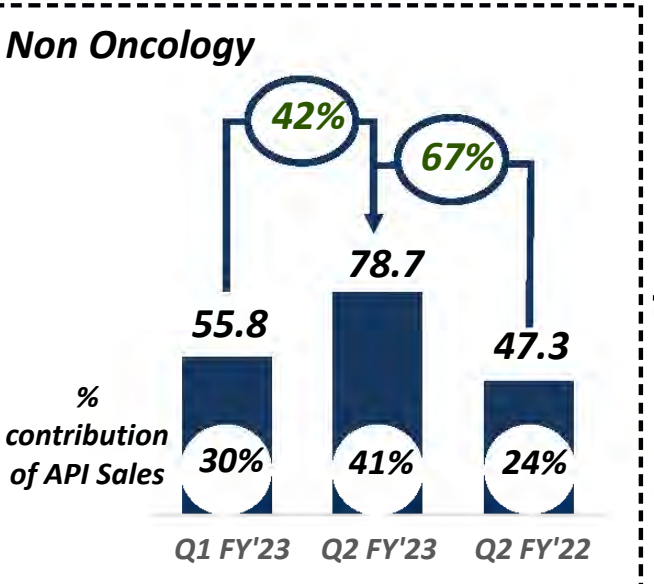
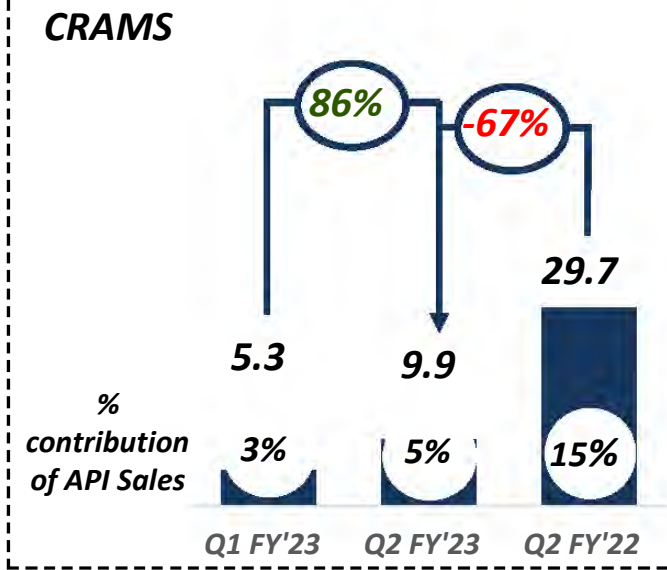
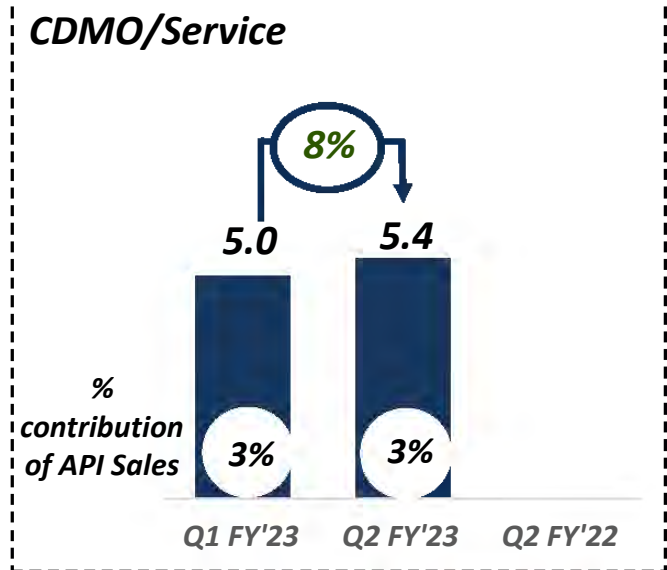
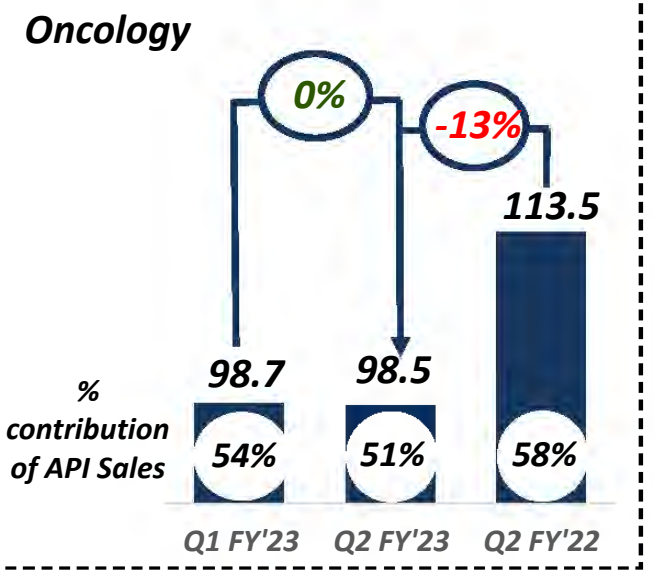
- API
- Formulation
- Others

# Consolidated Revenue Break-up – H1 FY'23



# *API Business*

# API Business-Highlights Q2 FY'23

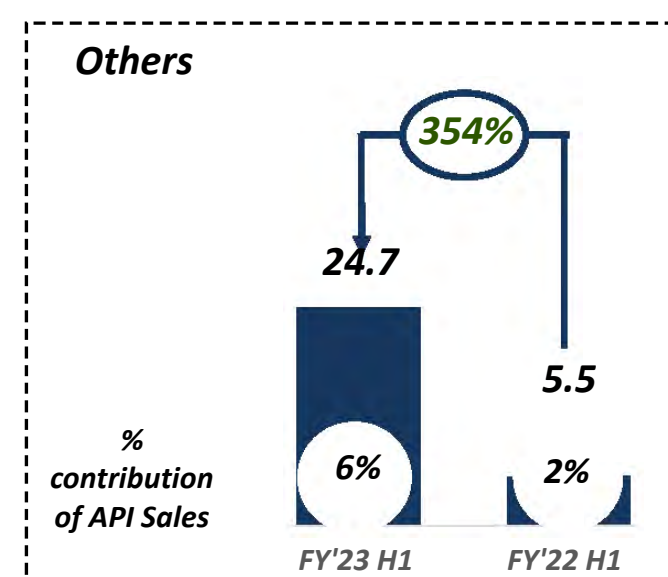
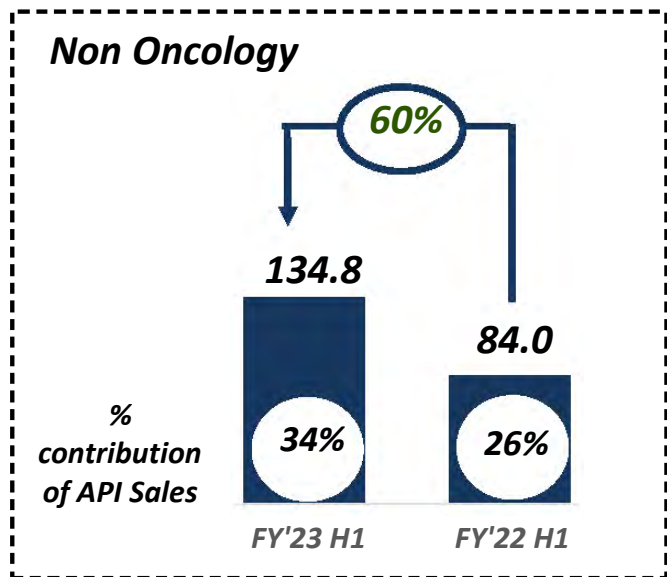
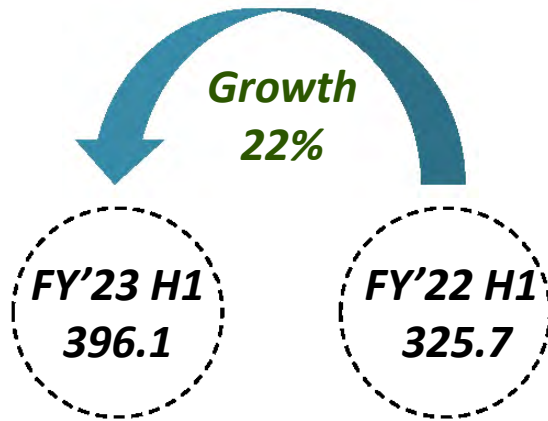
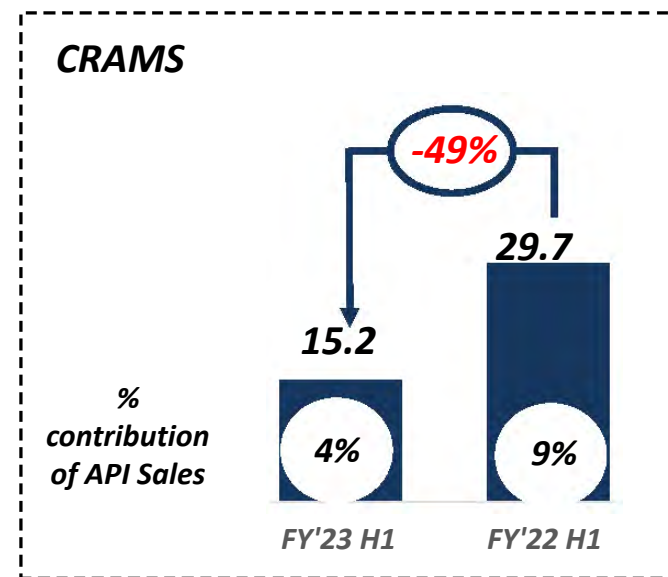
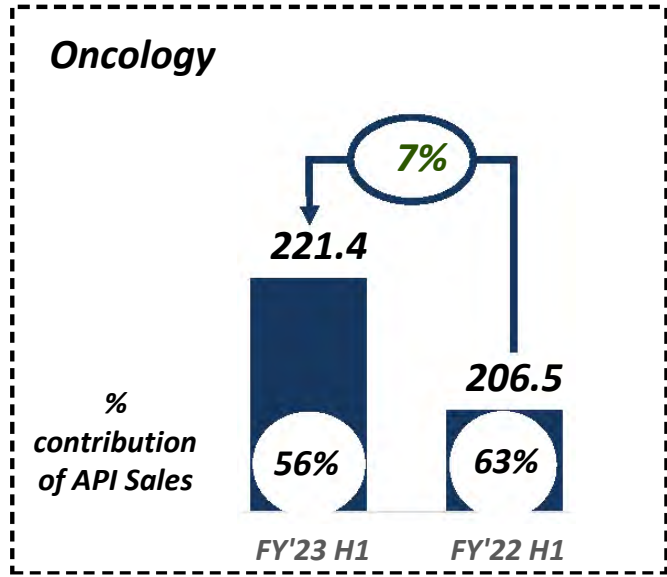


\*Numbers are excluding captive consumptions



# API Business-Highlights H1 FY'23

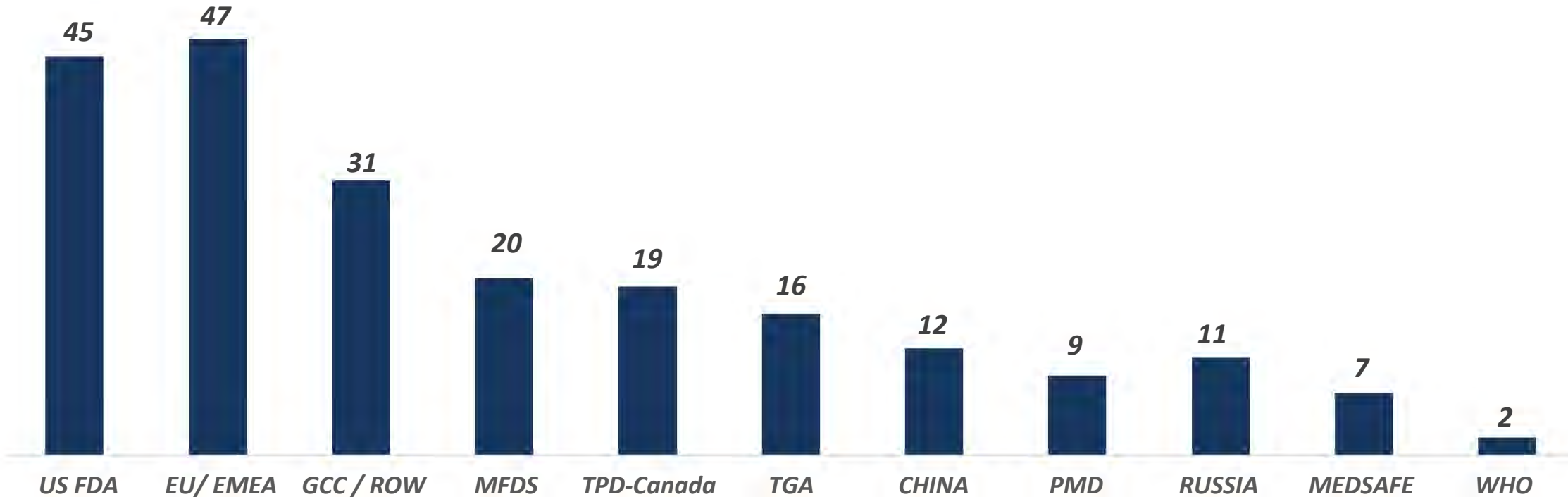
(INR in Cr.)



\*Numbers are excluding captive consumptions

# DMF Filing update

New product introduction and increase in geographical coverage replicated with **219** number of **DMF filings** done with major regulatory authorities

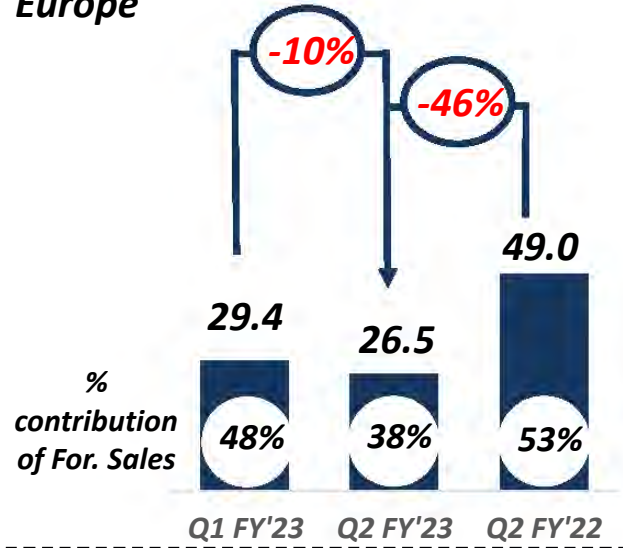


As on 30<sup>th</sup> September 2022

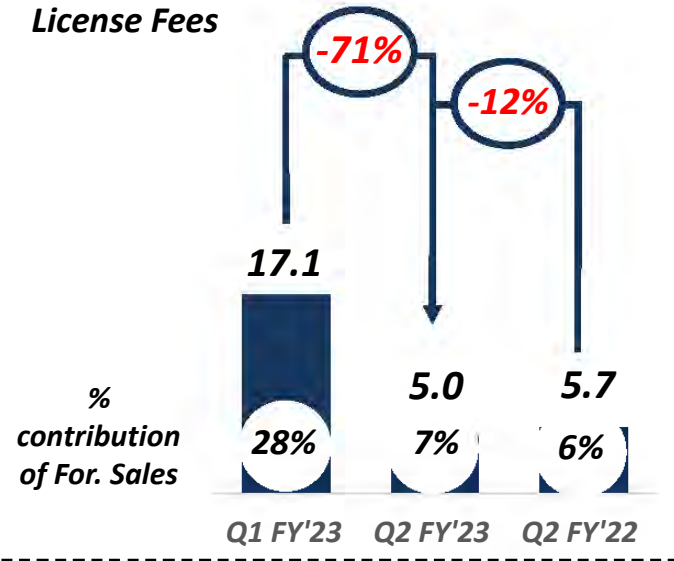
# *Formulation Business*

# Formulation Business-Highlights Q2 FY'23

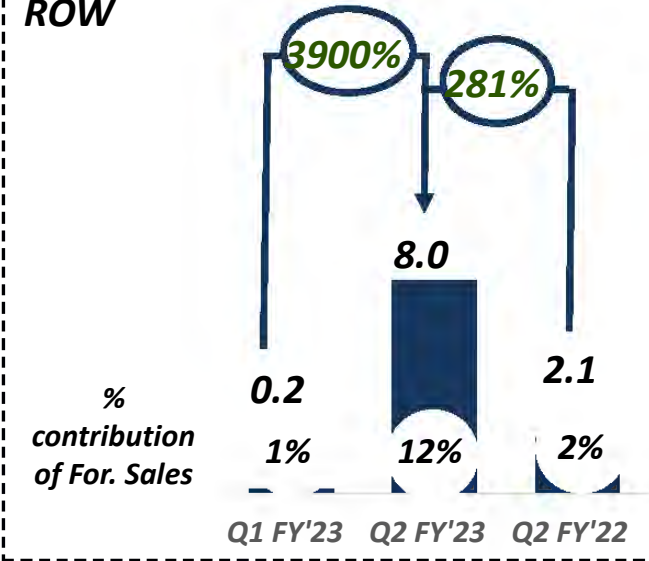
## Europe



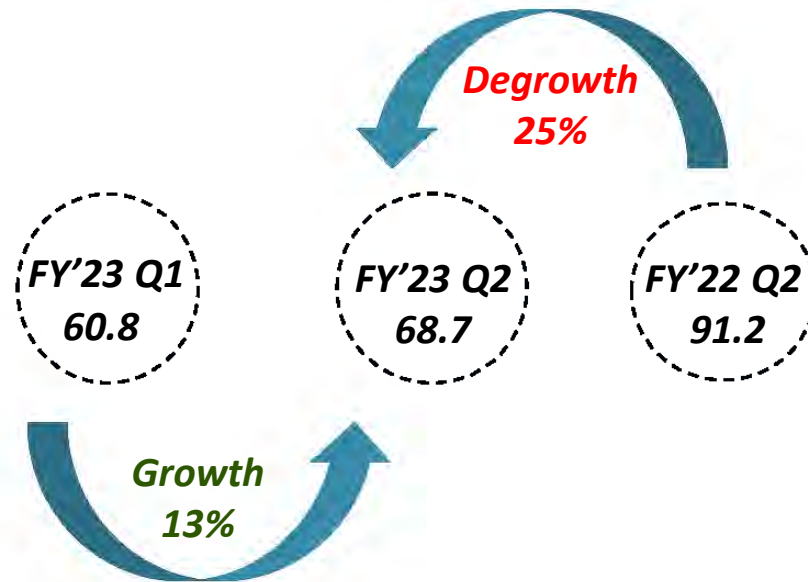
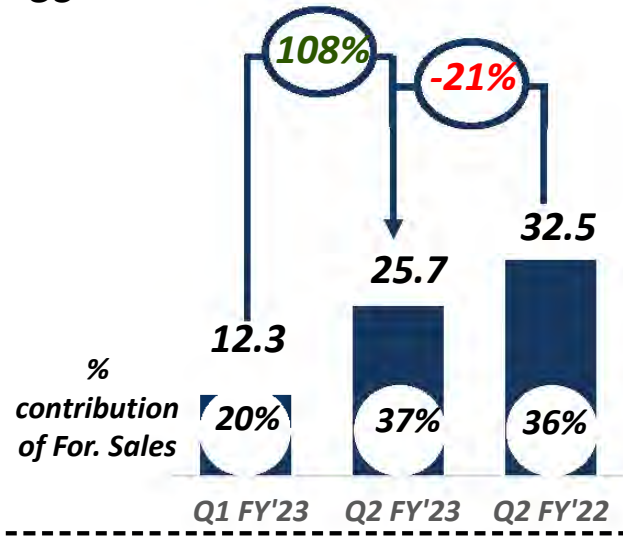
## License Fees



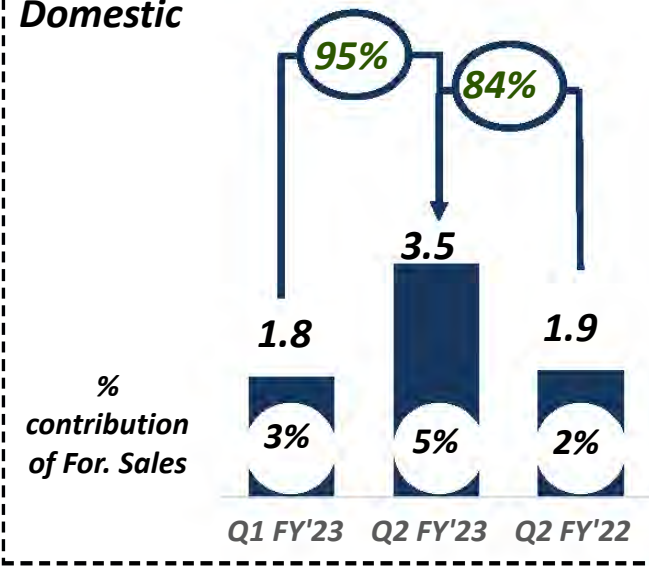
## ROW



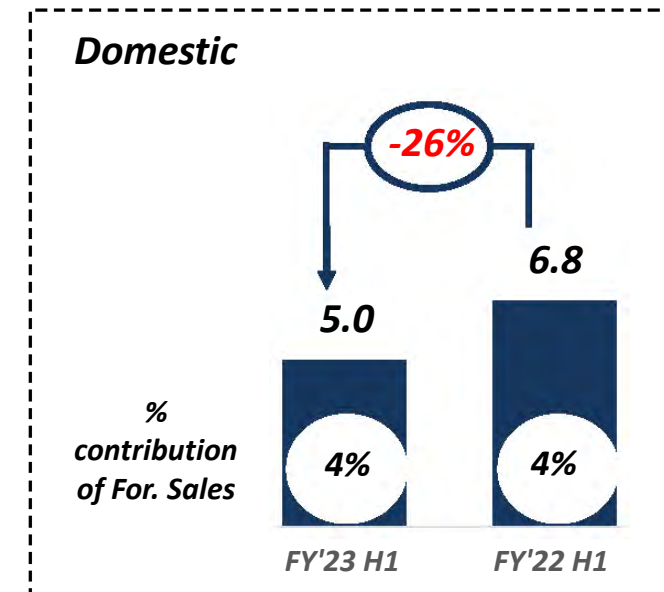
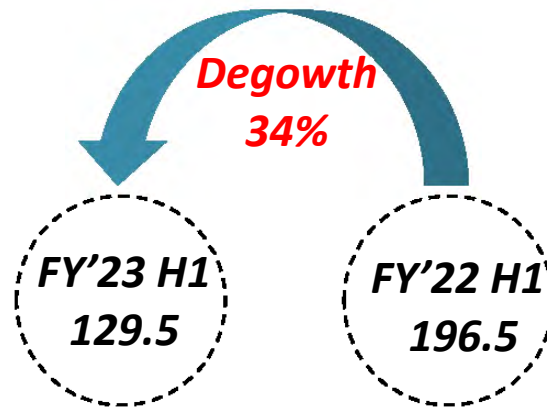
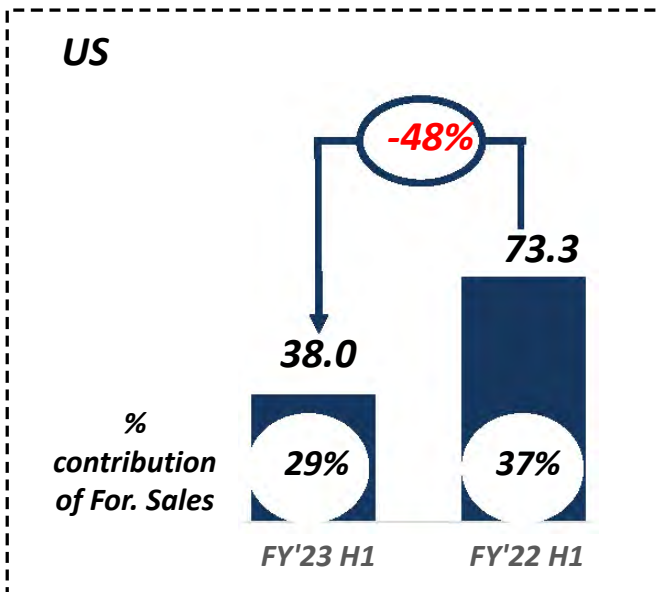
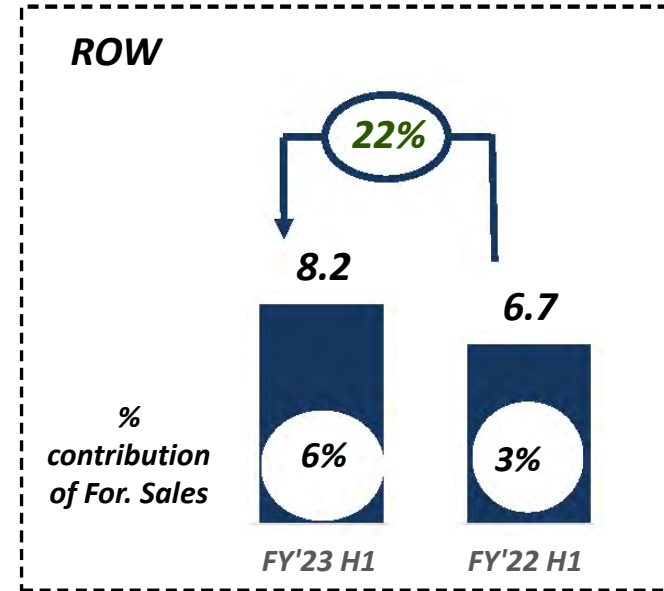
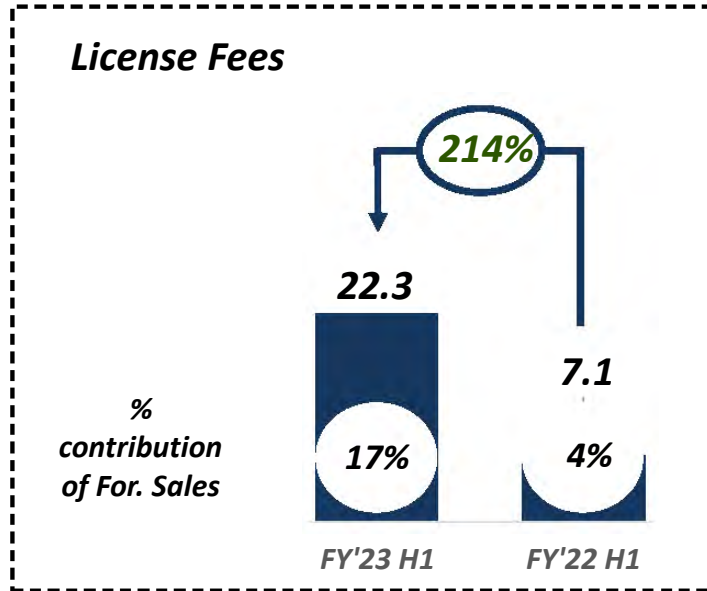
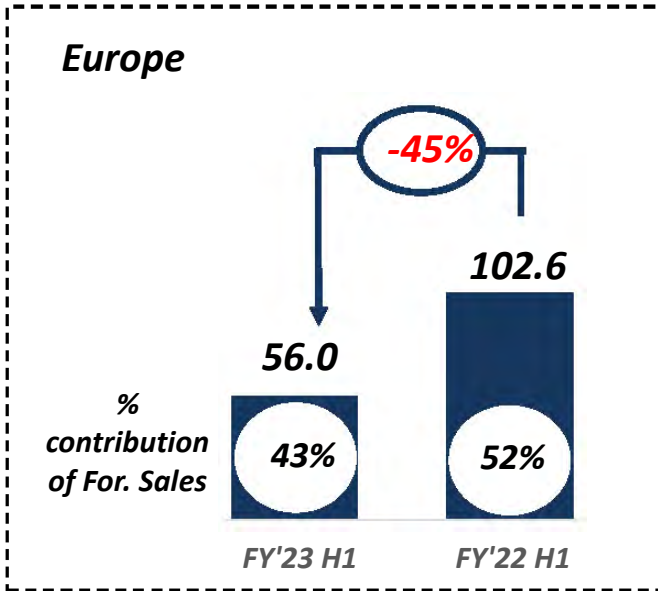
## US



## Domestic



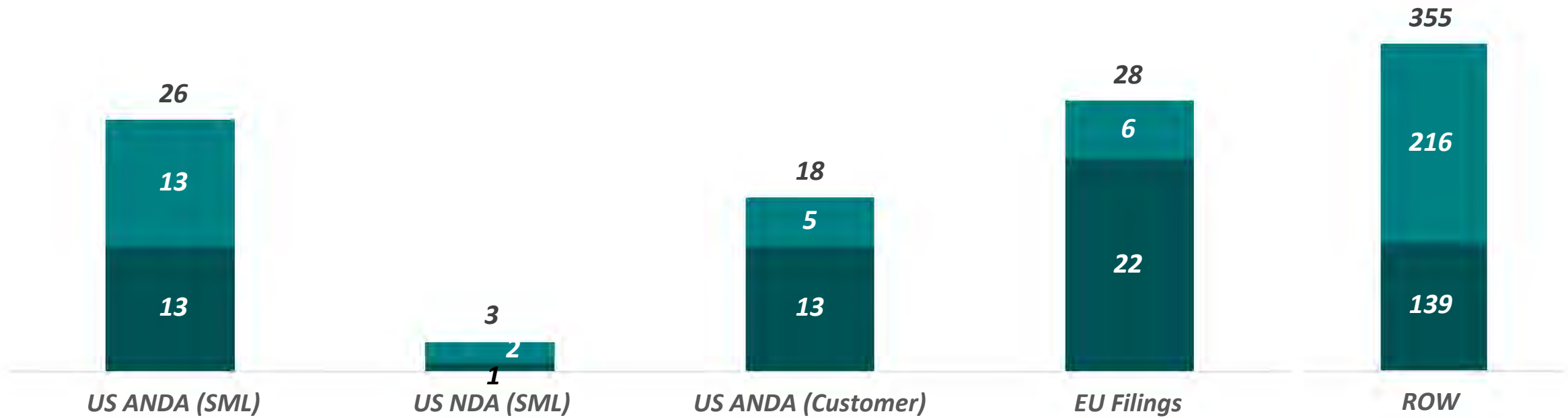
# Formulation Business-Highlights H1 FY'23



# Regulatory Filings

Robust regulatory filings to strength the base for growth in the formulation segment

■ Approved ■ Pending



As on 30<sup>th</sup> September 2022







# *Annexures*

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# Manufacturing Excellence

## Dharwad



- Biologicals Manufacturing plant & R&D Facility

## Jadcherla Unit



- Formulations (Onco & Adjuvant Therapy of Onco – Injectable & Oral)

## Bengaluru Unit



- TDS & ODF Manufacturing Facility & Formulation R&D

## Hyderabad



- Formulations (Oral Dissolving Films)
- Bio Analytical Lab, Pharmacovigilance Lab & Quality control lab

## Raichur Unit I & II



- API (Oncology – Non-Oncology)
- API (Oncology – Non-Oncology) and R&D API
- CRAMS
- Peptide
- Polymer

## Ahmedabad



- CRO & CDMO
- R&D Formulation

# Giving back to society

Shilpa Medicare Limited works with Shilpa Foundation to carry out various CSR activities below are few of the many activities carried out in Q1 FY'23



Donated Tractor and 5,000 Liters water tank to green Raichur organization for watering the plants



1. Conducted Health camp for TB patients and donated the nutrition powder to 100 needy TB patients
2. Donated Ambulance to Chandra health, Education Empowerment Research Organization for providing services for patients



1. Donated 75 desks to Govt. Degree College which helps 500 students out of which 236 boys and 264 girls
2. Donated 92 desks to 4 government schools which helps 1008 students out of which 506 boys and 502 girls

*Shilpa Medicare Limited (SML) started its operations as API manufacturer way back in 1989 at Raichur, Karnataka-India. Today Shilpa Medicare Limited is a global brand in manufacturing and supplying of affordable API and Formulation globally in different regulated markets.*

*Shilpa Medicare has been on path of expansion ever since its inception. With a regulatory recognized manufacturing set up and excellent scientific expert team in place, Shilpa Medicare has since been on a steady growth path. Currently they are one of the leaders in the Oncology market and offer a complete range of products in this segment spanning across APIs, formulations both in terms of R&D and manufacturing capabilities. Further to consolidate in field of Oncology, API and formulations, they are striving to put in efforts in field of novel drug delivery systems and biotech products along with widening their focus to other therapy areas. Where Shilpa Medicare Ltd is today is the result of their constant endeavors for more than three decades.*



**Siddharth Rangnekar**  
**Mit Shah**



**CDR India**



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**[mit@cdr-india.com](mailto:mit@cdr-india.com)**



*Thank You*