

# Nectar Lifesciences Ltd.



Ref: NLL\CS\2025- 458

January 31, 2025

To

1. National Stock Exchange of India Limited  
Listing Department,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai 400 051

**Symbol: NECLIFE**

2. BSE Limited  
Corporate Relationship Department,  
P J Towers, Dalal Street,  
Mumbai 400 001

**Scrip Code: 532649**

**Sub: Investor Presentation (Q3'FY25)**

**Ref: Disclosure under Regulation 30 of Securities and Exchange Board of India ("SEBI")  
(Listing Obligations and Disclosure Requirements) Regulations, 2015 ("LODR Regulations")**

Dear Sirs/ madams,

In furtherance to the unaudited standalone and consolidated financial results of the Company already forwarded to the stock exchanges this day in compliance of Regulations 30, 33 and other applicable provisions of LODR Regulations, also please find enclosed herewith Investor Presentation (Q3'FY25) based on the financial performance of the Company for the third quarter and nine months ended December 31, 2024.

The above is for your information and records.

Yours faithfully,

For **Nectar Lifesciences Limited**

(Neha Vaishnav)

**Company Secretary & Compliance Officer**



# **NECTAR LIFESCIENCES LIMITED**

A pioneer in cephalosporin manufacturing with global presence.

# DISCLAIMER

In this presentation, we have disclosed forward- looking information.. This presentation is based on certain forward looking statements that we periodically make to anticipate results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward looking statements will be realized, although we believe we have prudent in assumptions. This achievement of results is subject to risks, uncertainties, and even inaccurate assumptions. Should know or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, or estimated projected. We undertake no obligation to publicity update any forward looking statements, whether as a results of new information, future events or otherwise.

# Vision, Mission & Values



**Mission** - To alleviate human suffering with excellent global quality & affordable medicines created with a spirit of innovation, entrepreneurship & sustainability to create a better tomorrow.



**Vision** - To become India's leading Global Life-Sciences company, which creates value for all stakeholders by offering excellence in product quality standards, services and commitment

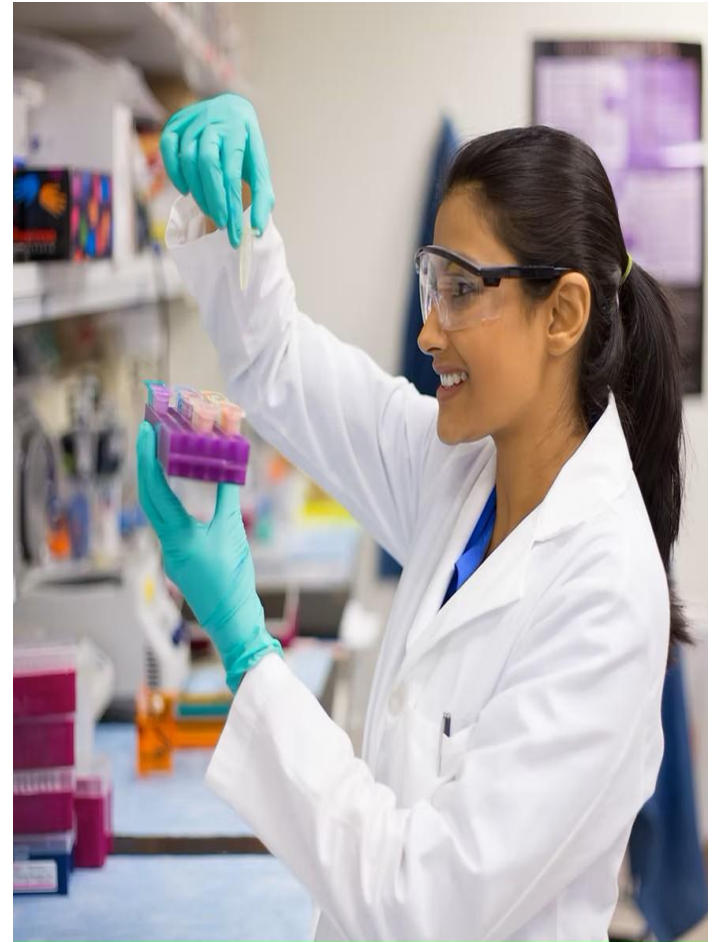


## Values

- Patient First
- Valuing People
- Nurturing relationships
- Performance Focus

# Content

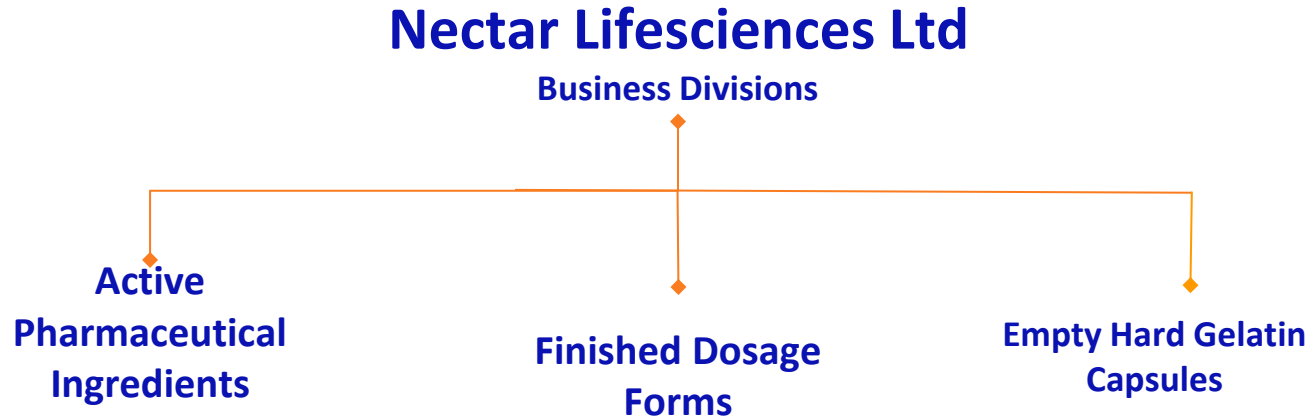
<b>1</b>	<b>Financial Performance</b>
<b>2</b>	<b>About the Company</b>
<b>3</b>	<b>Business Performance &amp; Financials</b>
<b>4</b>	<b>Industry Landscape</b>
<b>5</b>	<b>Growth Drivers</b>
<b>6</b>	<b>Outlook And Growth Strategy</b>



# Financial Performance

Period	Revenue from Operations (Net of GST)	EBITDA	Profit After Tax
Q3 FY 2025	₹ 454.33 Crores (0.48% YoY growth)	₹ 45.28 Crores (6.12% YoY Growth)	₹ 7.84 Crores (399.36% YoY Growth)
Q3 FY 2024	₹ 452.17 Crores	₹ 42.67 Crores (9.44%)	₹ 1.57 Crores (0.35%)
FY 2023-24	₹ 1,684.09 Crores	₹ 166.14 Crores (9.87%)	₹ 5.00 Crores (0.30%)

# ABOUT OUR BUSINESS



Nectar PT Unipessoal LDA Portugal - Subsidiary Company for holding IPR

# Leading Global Generic API and Formulation Company

Global	Exports to over 45 countries
Diversified Business	Generic Cephalosporins and Non – Cephalosporins APIs and Formulations
Regulated Markets	Expanding presence in regulated markets e.g. Europe, Japan, Korea, China
Integrate Manufacturing Ecosystem	Manufacturing capabilities across Cephalosporins. APIs, Formulations (Tablets, Capsules, injectables, Dry Syrups)
Quality Compliance	Several facilities approved by global regulators
Employees	2000+ employee base



- Incorporated in Chandigarh
- ~36,000 sq meter, API manufacturing Unit 1 inaugurated

1995

2007

- 400,000 sq. meter API manufacturing Unit 2 was inaugurated

2008

- Formulation Manufacturing Unit 6 Est..

2011

- USFDA, EU GMP, PMDA, KFDA approvals attained for API facility
- Collaboration with GSK kicked off

2013

- ANDA filings Initiated

Gross sales of INR 10,000 MN.+

2015

- 44 DMFs across the globe
- ANVISA approval to API Unit-2

2018

- Ranked No.1 mid sized drugs & Pharma Company by "Fortune Next 500"

2020-21

- Ranked #119 among the Most Emerging Companies by Fortune India Next 500
- Won best Strategic partner award from Unilab, Philippines For second year in a row

## Our Journey over the years

# Nectar's strong position in Cephalosporins

## Cephalosporins

- Cephalosporins are high technology antibiotics used in the treatment of bacterial infections, especially for those who are allergic to penicillin.
- Diseases like skin infections, urinary tract infections, pneumonia, STIs, meningitis, bone infections, and respiratory tract infections are treated with cephalosporins.

## Integrated manufacturing Ecosystem

- Active Pharmaceutical Ingredients and Finished Dosage Formulations both solid forms like tablet , capsules , dry syrups and Injectables.
- Injectable cephalosporins are highly sophisticated products produced under exacting conditions in dedicated, fully automated plants, with minimal human intervention.

## Nectar Lifesciences' Advantages

- Competency for cephalosporin molecules in 2nd gen onwards
- Competitive pricing and leading capacities
- One of the few companies in India that possesses both Lyophilization and Crystallization facilities
- Gaining market share in high growth markets such as EU, Asia Pacific, Mexico, and Brazil
- Strong cost structure as a result of process improvements and automation.

## Global Market Dynamic

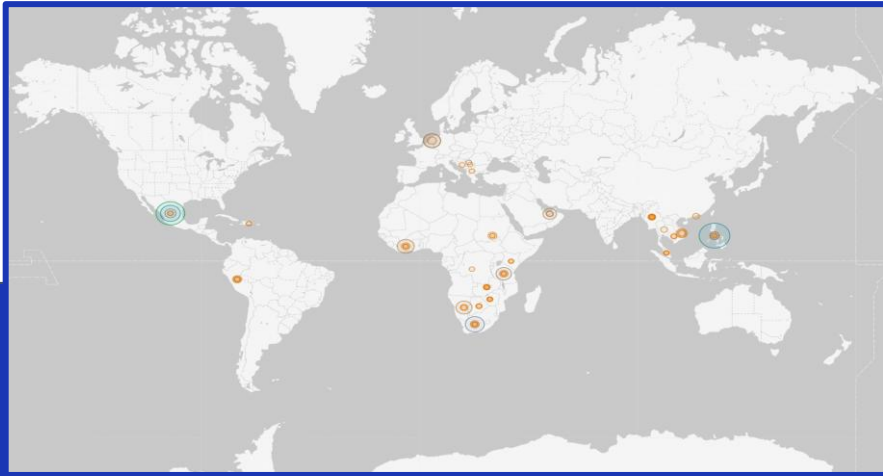
- 15% y-o-y volume growth in Emerging Markets and ~4-5% in Regulated Markets driven by:
- Strong demand from CIS, LATAM, ASIA, AFRICA
- Cephalosporins have clearly demonstrated Non Resistant AMR properties because of which 2nd, 3rd and 4th generation cephalosporins are gaining momentum and traction globally.

# GLOBAL MANUFACTURING FACILITIES

29 years of Manufacturing Excellence

Facilities	Location	Activity
API Manufacturing Unit I	Derabassi, Punjab	Oral & Sterile Cephalosporin APIs
API Manufacturing Unit II	Derabassi, Punjab	Oral & Sterile Cephalosporin APIs
Formulation Manufacturing Unit	Barotiwala, HP	Cephalosporin FDFs - Oral & Injectables
Capsule Manufacturing Unit	Barotiwala, HP	Empty Hard Gelatin Capsule Manufacturing





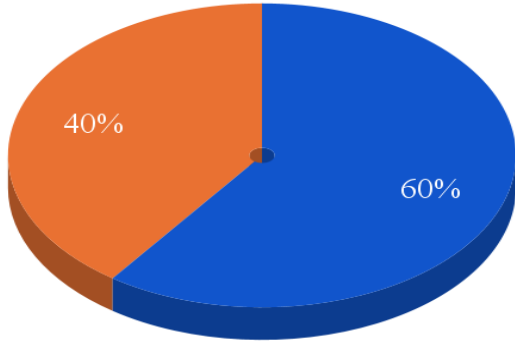
**Nectar FDF Global  
Business Presence**



**Nectar API Global  
Business Presence**

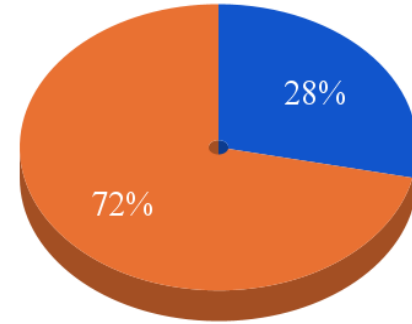
# Diversified Revenue Base FY24

API Revenue



● Domestic ● Exports

Formulation Revenue



● Domestic ● Exports

API Business Split

**API  
Domestic**

60%

**API Exports**

40%

FDF Business Split

**Formulation  
Exports**

72%

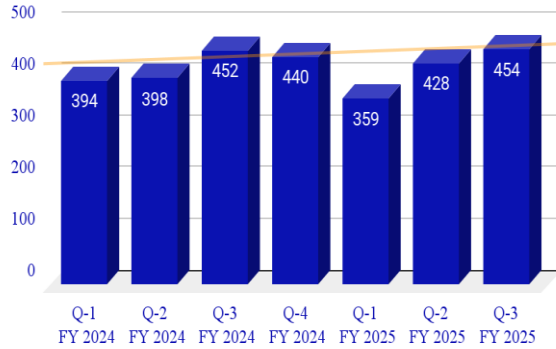
**Formulation  
Domestic**

28%

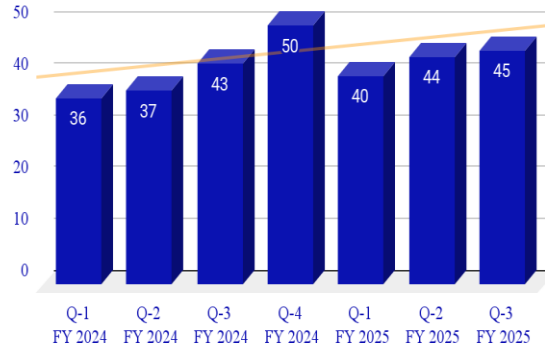
Strong presence in API and formulation business in nearly 45 countries.

# Business Performance

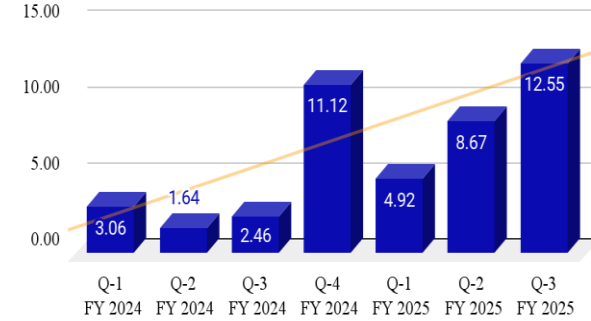
### Revenue From Operations (Rs Cr)



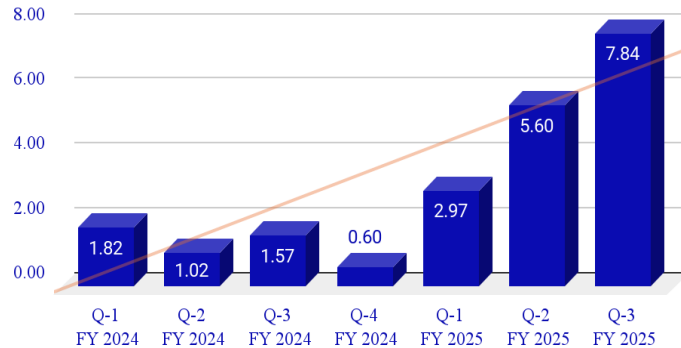
### EBITDA (Rs Cr)



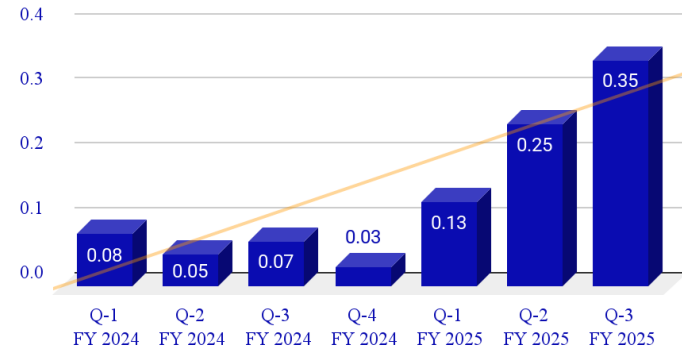
### Profit Before Tax (Rs Cr)



### Profit After Tax (Rs Cr)



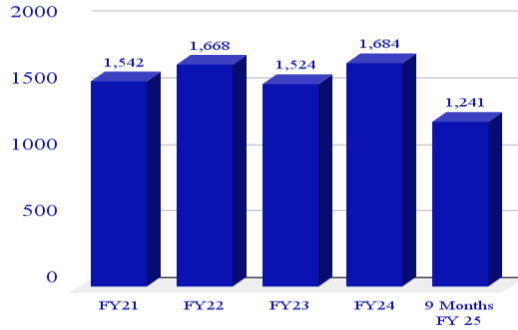
### EPS (Rs/Share)



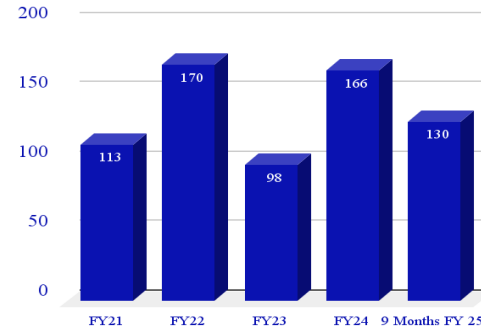
- **Steady revenue growth** despite industry-wide challenges.
- **Significant PAT growth in Q3 FY 25**, reflecting operational efficiencies.
- **Improved EBITDA margins** showcasing sustainable profitability.

# Key Ratios

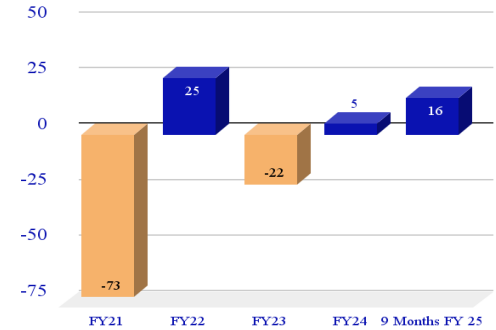
Sale



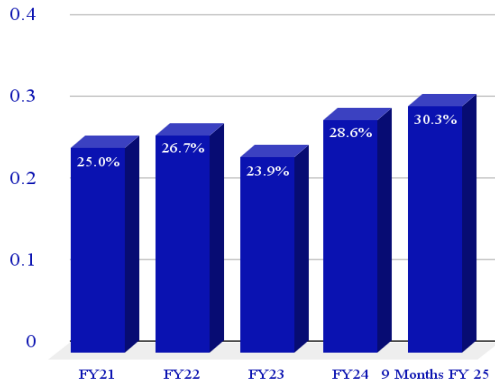
EBITDA



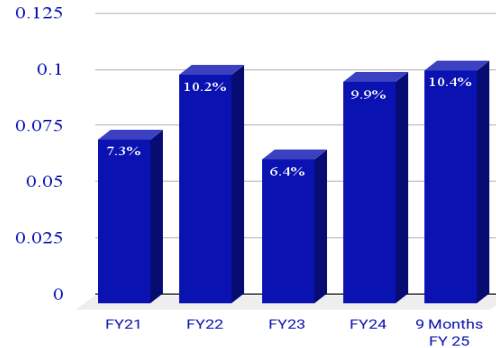
Net Profit



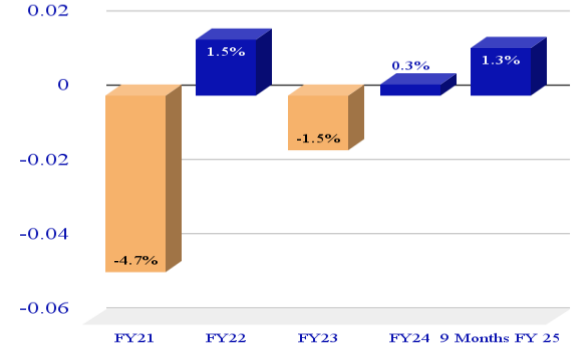
Gross Margin



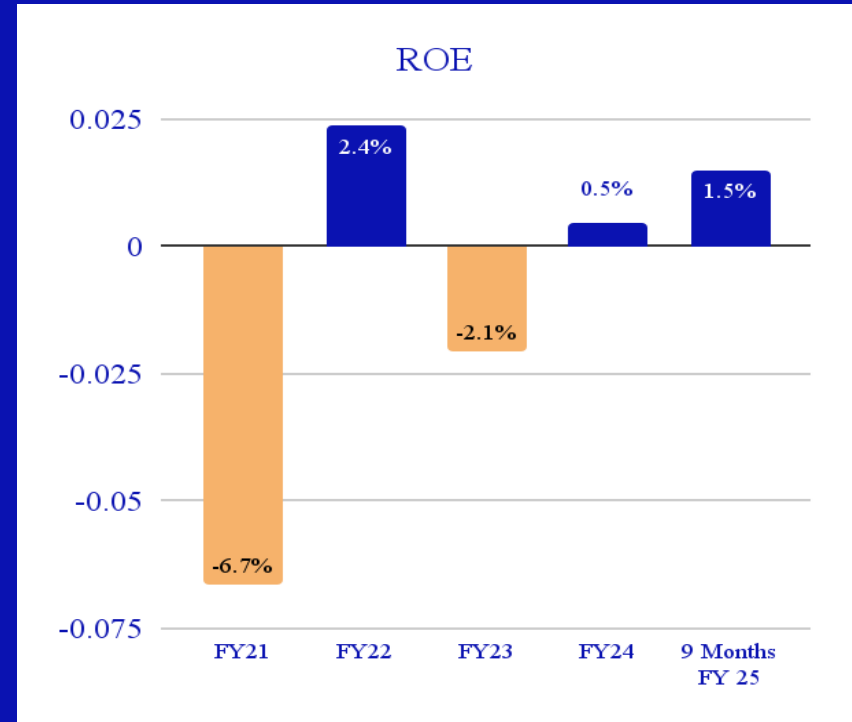
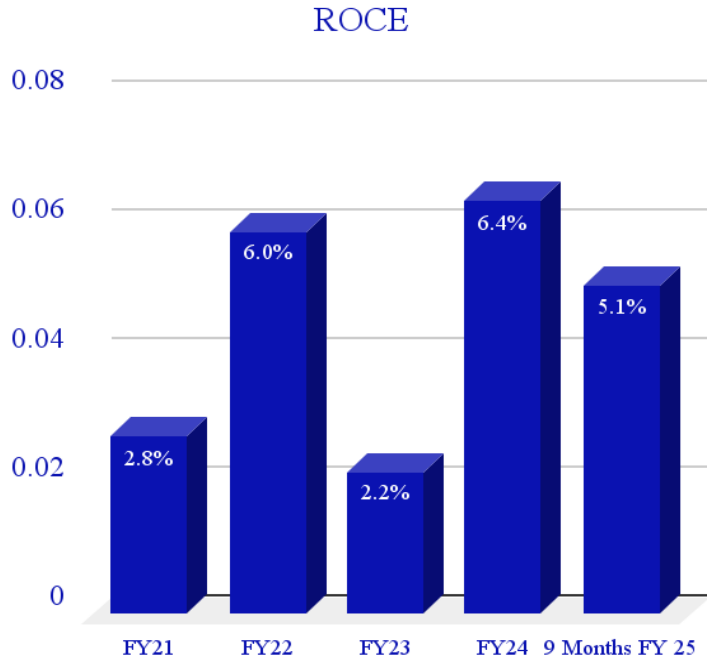
EBITDA Margin



Net Profit Margin



# Performance Ratio



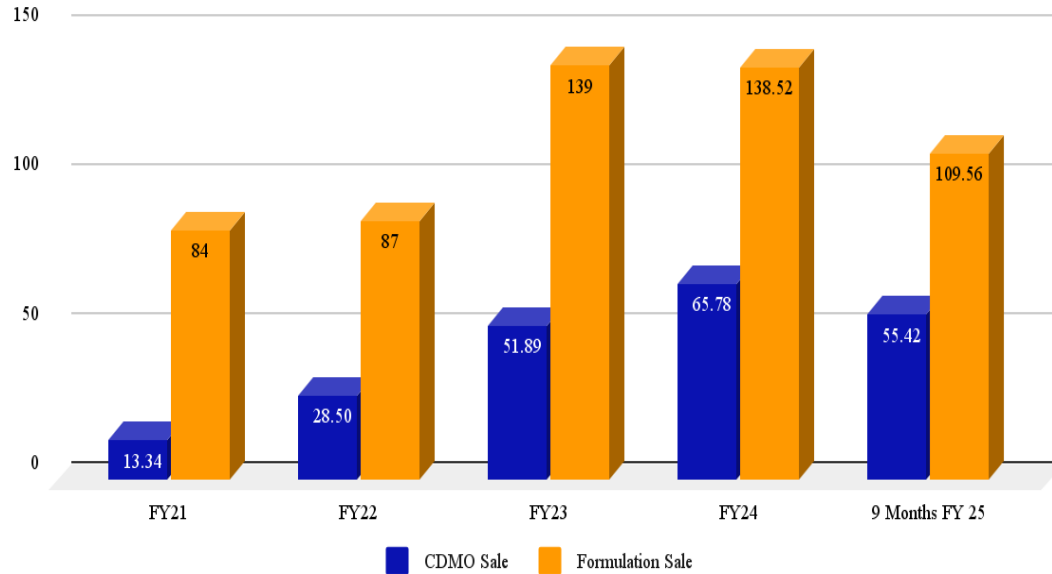
- Demonstrating **consistent operational efficiency**.
- Margins remain **stable despite inflationary pressures**.



# Growth Vector

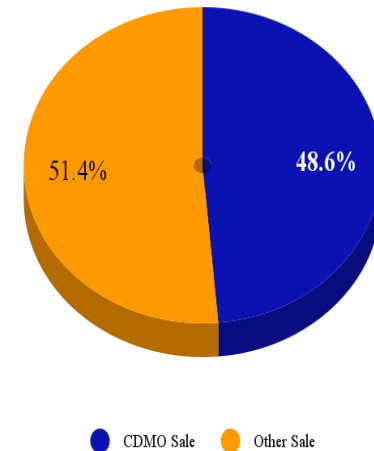
## CDMO BUSINESS

CDMO Sale vs FDF sale

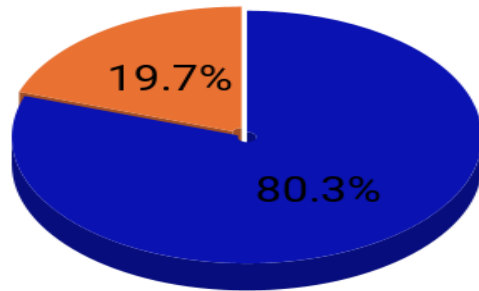


- Strong focus on expanding the CDMO business of formulation , leveraging Integrated manufacturing capabilities.
- Positioned to strengthen customer relationships
- Focused on sustainable growth by reducing supply chain risks, lowering costs, improving ESG compliance, and expanding market share
- Lower Inventory Holding Costs

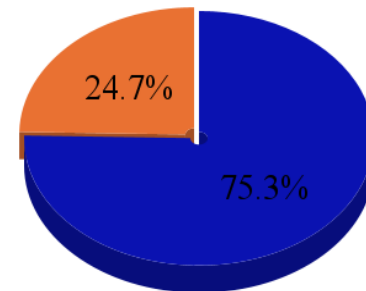
Formulation Sale FY24



# EXPORT AND DOMESTIC CONTRIBUTION

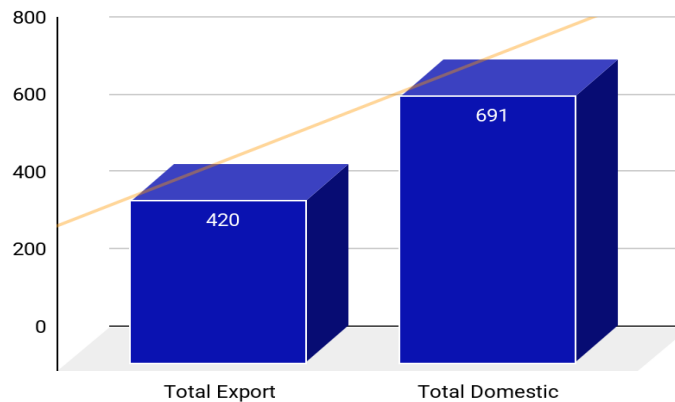


● Export oral    ● Export Sterile

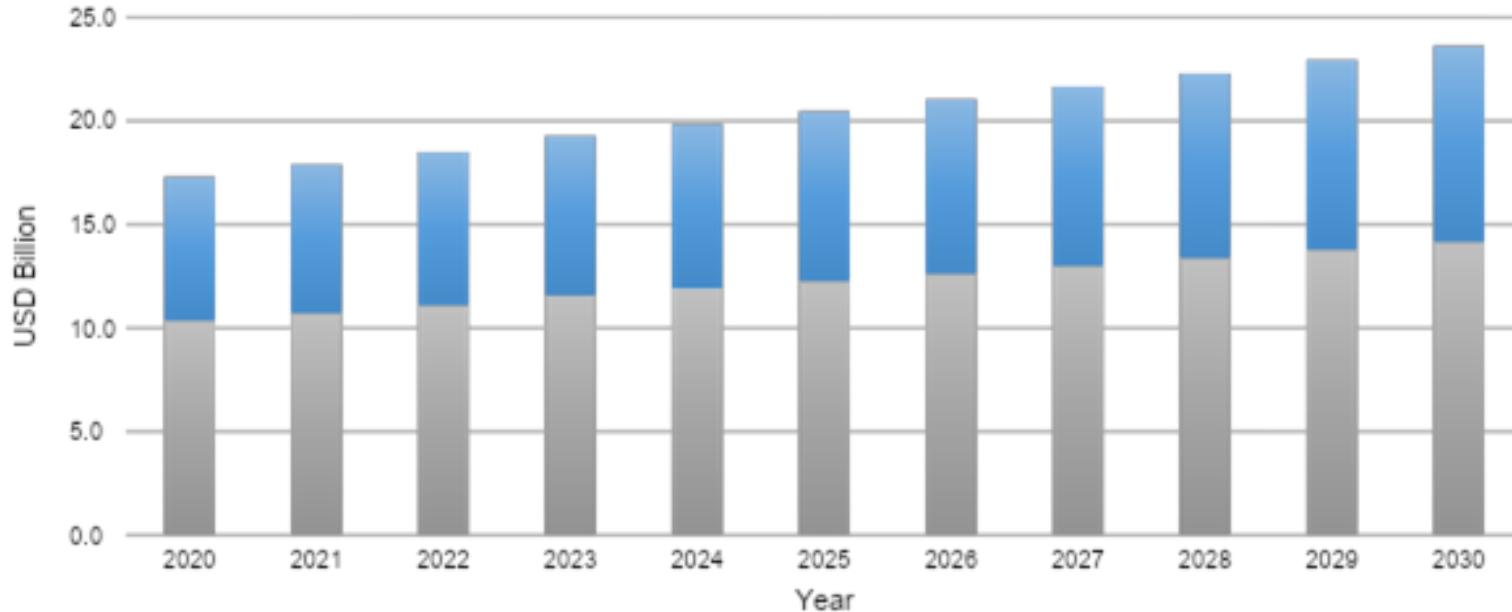


● Domestic Oral    ● Domestic Sterile

## 9 Months FY 25 Revenue API



# Industry Landscape: Global Cephalosporins Drug Market 2020-30



The global **cephalosporin drugs market size was valued at USD 19.38 billion in 2023** and is growing at a rapid rate.

# Growth Drivers



29 years of  
Manufacturing  
Excellence



State of the Art  
Technologies and  
Best in Class Sterile  
manufacturing  
facilities



Established  
Relationships with  
major Customers  
& Suppliers



Robust R&D and  
dynamic team of  
professionals



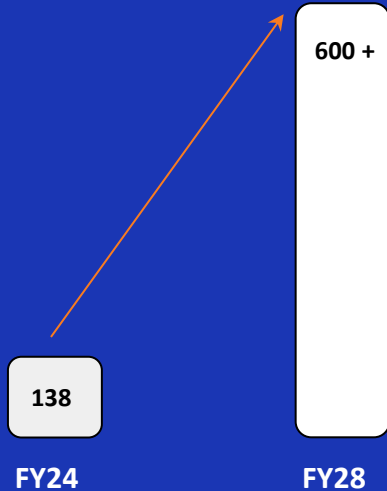
Strong commitment  
to environment,  
health and safety  
measures



# Transformation Strategy

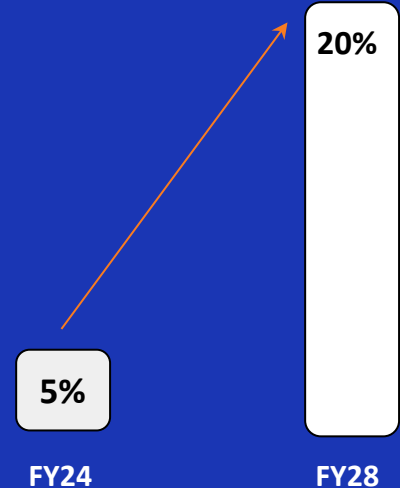
## From API Dominance to Formulation Excellence

Value in INR Crores



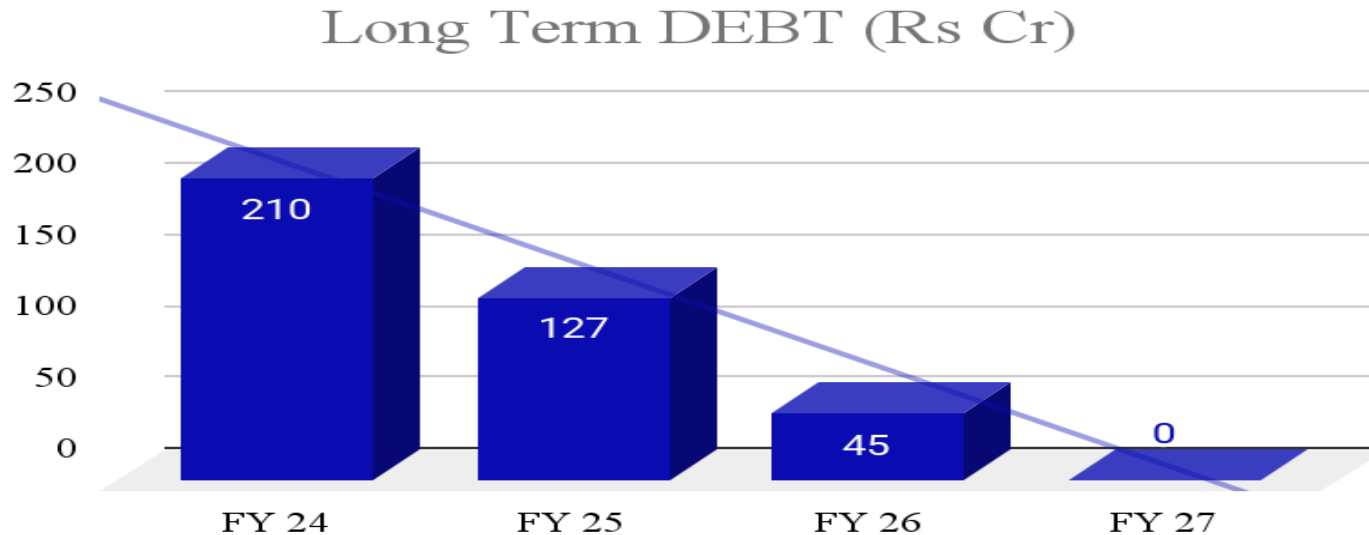
Formulation Sales Projection

- Inhouse API-to-FDF integration and optimizing cost structures.
- Significant operational efficiencies, leading to stronger financial performance through improved margins, better asset utilization, and enhanced regulatory compliance.
- Positioned to strengthen customer relationships by ensuring consistent product quality, faster delivery timelines, and competitive pricing.
- Focused on sustainable growth by reducing supply chain risks, lowering costs, improving ESG compliance, and expanding market share through a vertically integrated manufacturing ecosystem.



In-house API consumption

# Reduction of Long Term Debt



- ❖ Currently the company is in Corporate Debt Restructuring (CDR) and WCTL Rs.61.90 Crs.
- ❖ On track to exit Corporate Debt Restructuring (CDR) by Jun.2026 and achieving lower interest rates and bank charges is expected to enhance profitability.
- ❖ Targeting Long term debt reduction to Zero from internal accrual.
- ❖ Post Debt reduction and with generation of additional free cash, all further expansion and business growth will be self-funded.

# Outlook and Growth Strategy

**Strategic Growth:** Expanding market penetration in higher-margin API and formulations export markets to drive profitability.

**Debt Reduction:** Actively pursuing debt reduction to lower interest costs and strengthen financial health.

**Capacity Expansion:** Incremental capital expenditure planned to meet growing demand and enhance production capabilities.

**Operational Efficiency:** Cost optimization and process efficiencies to sustain profitability and drive shareholder value.

**Financial Outlook:** EBITDA margins expected to expand by 100-150 bps annually, with projected EBITDA of ₹175-185 crore in FY25 and ₹240-260 crore in FY26.

**Revenue Growth:** Targeting 7-10% revenue growth in FY26 and scaling formulations business sales to ₹600 crore+ by FY28.

**Debt-Free by FY26:** Long-term debt to be fully repaid by FY26, reducing interest costs and enhancing profitability at the PAT level.

# THANK YOU

[www.neclife.com](http://www.neclife.com)

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