

**ALKEM LABORATORIES LTD.**

Regd. Office : ALKEM HOUSE, Senapati Bapat Marg,
Lower Parel (West), Mumbai - 400 013, Maharashtra, India.

- Phone: +91-22-3982 9999 • Fax: 022-2495 2955
- Email: contact@alkem.com • Website: www.alkemlabs.com
- CIN: L00305MH1973PLC174201



10th August, 2023

To,

The Corporate Relationship Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001. <i>Scrip Code: 539523</i>	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai 400 051. <i>Scrip Symbol: ALKEM</i>
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Dear Sirs,

Sub: Outcome of Board Meeting held on 10th August, 2023

Kindly refer to our intimation letter dated 31st July, 2023, pursuant to Regulation 30 read with Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we are enclosing the Standalone and Consolidated Unaudited Financial Results for the quarter ended 30th June, 2023, duly approved by the Board of Directors of the Company, at its meeting held today, i.e. 10th August, 2023.

A copy of the said Unaudited Financial Results and Limited Review Report of the Statutory Auditors of the Company, as required under Regulation 33 of the Listing Regulations, is enclosed herewith.

The meeting of the Board of Directors of the Company commenced at 11.45 a.m. and concluded at 01.45 p.m.

Kindly take the same on record.

Sincerely,

For **Alkem Laboratories Limited**


Manish Narang
President - Legal, Company Secretary & Compliance Officer

Encl.: a/a

B S R & Co. LLP

Chartered Accountants

14th Floor, Central B Wing and North C Wing,
Nesco IT Park 4, Nesco Center,
Western Express Highway,
Goregaon (East), Mumbai – 400063, India
Telephone: +91 (22) 6257 1000
Fax: +91 (22) 6257 1010

Limited Review Report on unaudited consolidated financial results of Alkem Laboratories Limited for the quarter ended 30 June 2023 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

To the Board of Directors of Alkem Laboratories Limited

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Alkem Laboratories Limited (hereinafter referred to as "the Parent"), and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group") for the quarter ended 30 June 2023 ("the Statement") (in which are included financial information from one branch), being submitted by the Parent pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").
2. This Statement, which is the responsibility of the Parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. 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. 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.

We also performed procedures in accordance with the circular issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the entities mentioned in Annexure I to the Statement.
5. Attention is drawn to the fact that the figures for the three months ended 31 March 2023 as reported in the Statement are the balancing figures between audited figures in respect of the full previous financial year and the published year to date figures up to the third quarter of the previous financial year. The figures up to the end of the third quarter of previous financial year had only been reviewed and not subjected to audit.
6. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, 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 Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

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Limited Review Report (Continued)

Alkem Laboratories Limited

7. We did not review the interim financial results of 2 subsidiaries included in the Statement, whose interim financial results reflects total revenues (before consolidation adjustments) of Rs. 2,521 million, total net profit after tax (before consolidation adjustments) of Rs. 28 million and total comprehensive income (before consolidation adjustments) of Rs. 18 million, for the quarter ended 30 June 2023, as considered in the Statement. These interim financial results have been reviewed by other auditor whose report have been furnished to us by the Parent's management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the report of the other auditor and the procedures performed by us as stated in paragraph 3 above.

Our conclusion is not modified in respect of this matter.

For B S R & Co. LLP

Chartered Accountants

Firm's Registration No.:101248WW-100022



Sreeja Marar

Partner

Mumbai

10 August 2023

Membership No.: 111410

UDIN:23111410BGYAVM9654

Limited Review Report (Continued)
Alkem Laboratories Limited

Annexure I

List of entities included in unaudited consolidated financial results.

Sr. No	Name of component	Relationship
1	Alkem Laboratories Limited	Parent
2	S & B Holdings B V., Netherlands (S&B Holdings)	Wholly Owned Subsidiary
3	The Pharma Network LLC, USA (TPN)	Wholly Owned Subsidiary
4	Ascend Laboratories LLC, USA	Wholly Owned Subsidiary of TPN
5	S & B Pharma LLC	Wholly Owned Subsidiary of TPN
6	Pharmacor Pty Limited, Australia	Wholly Owned Subsidiary
7	Enzene Biosciences Ltd, India	Subsidiary
8	Ascend Laboratories (PTY) Ltd, South Africa	Wholly Owned Subsidiary
9	Cachet Pharmaceuticals Pvt Ltd, India	Subsidiary
10	Indchemie Health Specialities Pvt Ltd , India	Subsidiary
11	Alkem Laboratories Corporation, Philippines	Wholly Owned Subsidiary
12	Ascend GmbH, Germany	Wholly Owned Subsidiary
13	Ascend Laboratories SDN BHD., Malaysia	Wholly Owned Subsidiary
14	Ascend Laboratories SpA Chile (Ascend Chile)	Wholly Owned Subsidiary
15	Pharma Network SpA, Chile	Wholly Owned Subsidiary of Ascend Chile
16	Ascend Laboratories S.A. DE C.V., Mexico	Wholly Owned Subsidiary of Ascend Chile
17	Alkem Laboratories Korea Inc, Korea	Wholly Owned Subsidiary
18	Pharmacor Ltd , Kenya	Wholly Owned Subsidiary

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Limited Review Report (Continued)

Alkem Laboratories Limited

19	The Pharma Network LLP, Kazakhstan	Wholly Owned Subsidiary
20	Ascend Laboratories (UK) Ltd, UK	Wholly Owned Subsidiary
21	Ascend Laboratories Ltd , Canada	Wholly Owned Subsidiary
22	Alkem Foundation. India	Wholly Owned Subsidiary
23	Connect 2 Clinic Private Limited, India	Wholly Owned Subsidiary
24	Ascend Laboratories SAS, Colombia	Wholly Owned Subsidiary
25	Pharmacor Limited, New Zealand	Wholly Owned Subsidiary of Pharmacor Limited, Australia
26	Enzene Inc., USA	Wholly Owned Subsidiary of Enzene Biosciences Ltd, India

SAM

ALKEM LABORATORIES LIMITED

CIN No.:L00305MH1973PLC174201

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Website : www.alkemlabs.com, Email Id : investors@alkem.com

Statement of Unaudited Consolidated Financial Results for the Quarter ended 30 June 2023

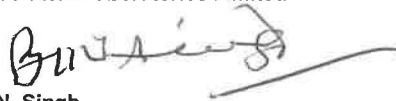
(₹ in Million except per share data)

Particulars	Quarter ended			Year ended
	30.06.2023 Unaudited	31.03.2023 Audited (Refer Note 1)	30.06.2022 Unaudited	31.03.2023 Audited
1 Income				
(a) Revenue from Operations	29,677.2	29,026.0	25,763.8	115,992.6
(b) Other Income	658.4	686.7	514.1	2,160.8
Total Income	30,335.6	29,712.7	26,277.9	118,153.4
2 Expenses				
(a) Cost of materials consumed	8,325.8	7,706.2	6,924.1	30,569.2
(b) Purchases of stock-in-trade	3,554.7	3,466.8	2,980.8	13,875.5
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	105.2	1,382.2	1,049.4	4,623.7
(d) Employee benefits expense	5,676.5	5,029.8	5,321.5	21,313.5
(e) Finance costs	297.7	289.6	265.0	1,073.6
(f) Depreciation and amortisation expense	724.1	783.2	762.6	3,104.2
(g) Other expenses	8,123.1	7,908.5	7,455.6	29,516.2
Total Expenses	26,807.1	26,566.3	24,759.0	104,075.9
3 Profit before exceptional items and tax (1) - (2)	3,528.5	3,146.4	1,518.9	14,077.5
4 Exceptional items (refer note 2)	-	(1,029.8)	-	(1,029.8)
5 Profit before tax (3) + (4)	3,528.5	2,116.6	1,518.9	13,047.7
6 Tax expense / (credit)				
(a) Current tax	657.8	628.6	349.2	2,739.0
(b) Deferred tax	(7.4)	811.2	(144.8)	240.6
Total Tax Expense (a + b)	650.4	1,439.8	204.4	2,979.6
7 Profit for the period (5) - (6)	2,878.1	676.8	1,314.5	10,068.1
8 Other Comprehensive Income (net of tax)				
(a) (i) Items that will not be reclassified to profit or loss	(39.5)	(13.8)	(1.7)	(48.7)
(ii) Income tax relating to items that will not be reclassified to profit or loss	13.1	4.3	0.3	16.1
(b) (i) Items that will be reclassified to profit or loss	138.6	(93.5)	523.6	1,181.6
(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-
Total Other Comprehensive Income (net of tax)	112.2	(103.0)	522.2	1,149.0
9 Total Comprehensive Income for the period (7) + (8)	2,990.3	573.8	1,836.7	11,217.1
10 Profit attributable to				
a) Owners of the Company	2,867.3	709.8	1,276.4	9,841.7
b) Non-Controlling Interest	10.8	(33.0)	38.1	226.4
11 Other Comprehensive Income attributable to				
a) Owners of the Company	116.9	(103.9)	520.6	1,153.1
b) Non-Controlling Interest	(4.7)	0.9	1.6	(4.1)
12 Total Comprehensive Income attributable to				
a) Owners of the Company	2,984.2	605.9	1,797.0	10,994.8
b) Non-Controlling Interest	6.1	(32.1)	39.7	222.3
13 Paid-up Equity Share Capital (Face Value ₹ 2 each fully paid up)	239.1	239.1	239.1	239.1
14 Other Equity				90,213.8
15 Earnings Per Share (not annualised for the quarters)				
(a) Basic (₹)	23.98	5.94	10.68	82.31
(b) Diluted (₹)	23.98	5.94	10.68	82.31

Notes to the Consolidated Financial results:

- 1 The above unaudited consolidated financial results of the Company were reviewed and recommended by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on 10 August 2023. The auditors have issued an unmodified review report on the financial results for the quarter ended 30 June 2023. The figures for the quarter ended 31 March 2023 are balancing figures between audited figures in respect of the full financial year and the unaudited published year-to-date figures up to 31 December 2022, which were subjected to limited review.
- 2 During the previous year ended 31 March 2023, the Group had considered indicators of impairment of its cash-generating units for factors like decline in operational performance, changes in the outlook of future profitability, and weaker market conditions, among other potential indicators. In respect of one of the manufacturing units located at St. Louis under S & B Pharma LLC, USA, a step-down subsidiary of the Company, where indicators of impairment were identified & estimated the recoverable amount of the assets based on the fair value less costs to sell. The outcome of this exercise as on 31 March 2023 had resulted in the Group recognizing an impairment loss of Rs 1,029.8 Million in the consolidated financial results under 'Exceptional item'. Consequently, deferred tax assets pertaining to the above assets were no longer available for utilisation, and had been derecognised in the consolidated financial statements amounting to Rs. 1,197.2 mn.
- 3 The Group operates in one reportable business segment i.e. "Pharmaceuticals", accordingly no separate disclosure of segment has been made.

By Order of the Board
For Alkem Laboratories Limited



B.N. Singh
Executive Chairman
DIN: 00760310

Place: Mumbai
Date: 10 August 2023

B S R & Co. LLP

Chartered Accountants

14th Floor, Central B Wing and North C Wing,
Nesco IT Park 4, Nesco Center,
Western Express Highway,
Goregaon (East), Mumbai – 400063, India
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Limited Review Report on unaudited standalone financial results of Alkem Laboratories Limited for the quarter ended 30 June 2023 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

To the Board of Directors of Alkem Laboratories Limited

1. We have reviewed the accompanying Statement of unaudited standalone financial results of Alkem Laboratories Limited (hereinafter referred to as "the Company") for the quarter ended 30 June 2023 ("the Statement") which includes financial information of one branch.
2. This Statement, which is the responsibility of the Company's management and approved by its Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations"). Our responsibility is to issue a report 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. 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. Attention is drawn to the fact that the figures for the three months ended 31 March 2023 as reported in the Statement are the balancing figures between audited figures in respect of the full previous financial year and the published year to date figures up to the third quarter of the previous financial year. The figures up to the end of the third quarter of previous financial year had only been reviewed and not subjected to audit.
5. 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 Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it

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B S R & Co. LLP

Limited Review Report (Continued)
Alkem Laboratories Limited

contains any material misstatement.

For **B S R & Co. LLP**

Chartered Accountants

Firm's Registration No.:101248W/W-100022



Sreeja Marar

Partner

Membership No.: 111410

UDIN:23111410BGYAVL9521

Mumbai

10 August 2023

ALKEM LABORATORIES LIMITED

CIN No.:L00305MH1973PLC174201

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Website : www.alkemlabs.com, Email Id : investors@alkem.com

Statement of Unaudited Standalone Financial Results for the Quarter ended 30 June 2023

(₹ in Million except per share data)

Particulars	Quarter ended			Year ended
	30.06.2023 Unaudited	31.03.2023 Audited (Refer note 1)	30.06.2022 Unaudited	31.03.2023 Audited
1 Income				
(a) Revenue from Operations	22,531.7	22,379.9	20,583.5	90,545.5
(b) Other Income	647.0	766.0	553.1	2,662.9
Total Income	23,178.7	23,145.9	21,136.6	93,208.4
2 Expenses				
(a) Cost of materials consumed	6,893.7	6,588.8	6,073.1	26,297.8
(b) Purchases of stock-in-trade	2,451.7	2,349.8	1,839.1	9,431.3
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(632.3)	449.2	1,267.7	2,577.3
(d) Employee benefits expense	4,140.6	3,464.0	3,870.3	15,162.2
(e) Finance costs	214.2	217.4	220.2	864.0
(f) Depreciation and amortisation expense	581.1	571.6	568.1	2,298.5
(g) Other expenses	6,340.5	6,208.2	5,700.2	23,307.4
Total Expenses	19,989.5	19,849.0	19,538.7	79,938.5
3 Profit before exceptional items and tax (1) - (2)	3,189.2	3,296.9	1,597.9	13,269.9
4 Exceptional items	-	-	-	-
5 Profit before tax (3) + (4)	3,189.2	3,296.9	1,597.9	13,269.9
6 Tax expense / (credit)				
(a) Current tax	539.3	536.3	275.1	2,275.2
(b) Deferred tax	(64.5)	212.7	(78.2)	(350.0)
Sub-total (a + b)	474.8	749.0	196.9	1,925.2
7 Profit for the period after tax (5 - 6)	2,714.4	2,547.9	1,401.0	11,344.7
8 Other Comprehensive Income (net of tax)				
(a) (i) Items that will not be reclassified to profit or loss	(24.1)	(14.8)	(6.3)	(33.7)
(ii) Income tax relating to items that will not be reclassified to profit or loss	8.4	5.2	2.2	11.8
(b) (i) Items that will be reclassified to profit or loss	-	-	-	-
(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-
Total Other Comprehensive Income (net of tax)	(15.7)	(9.6)	(4.1)	(21.9)
9 Total Comprehensive Income for the period (7) + (8)	2,698.7	2,538.3	1,396.9	11,322.8
10 Paid-up Equity Share Capital (Face Value ₹ 2 each fully paid up)	239.1	239.1	239.1	239.1
11 Other Equity				93,259.4
12 Earnings Per Share (not annualised for the quarters)				
(a) Basic (₹)	22.70	21.31	11.72	94.88
(b) Diluted (₹)	22.70	21.31	11.72	94.88

Notes to the Standalone Financial results:

- 1 The above unaudited standalone financial results of the Company were reviewed and recommended by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on 10 August 2023. The auditors have issued an unmodified review report on the financial results for the quarter ended 30 June 2023. The figures for the quarter ended 31 March 2023 are balancing figures between audited figures in respect of the full financial year and the unaudited published year-to-date figures up to the third quarter ended 31 December 2022, which were subjected to limited review.
- 2 The Company operates in one reportable business segment i.e. "Pharmaceuticals", accordingly no separate disclosure of segment has been made.

By Order of the Board
For Alkem Laboratories Limited



B.N. Singh
Executive Chairman
DIN: 00760310

Place: Mumbai
Date: 10 August 2023



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Press Release

Alkem reports Q1FY24 results

Mumbai, August 10, 2023: Alkem Laboratories Ltd. (Alkem) today announced its standalone and consolidated financial results for the first quarter ended June 30, 2023. These results were taken on record by the Board of Directors at its meeting held in Mumbai today.

Key highlights of Q1FY24 financial performance

- Total Revenue from Operations was ₹ 29,677 million, year-on-year growth of 15.2%
 - India sales were ₹ 19,007 million, year-on-year growth of 6.7%
 - International sales were ₹ 10,146 million, year-on-year growth of 33.4%
- Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 3,892 million, resulting in EBITDA margin of 13.1% vs. 7.9% in Q1FY23. EBITDA increased by 91.5% YoY
- R&D expenses for the quarter was ₹ 1,202 million, or 4.1% of total revenue from operations compared to ₹ 1,320 million in Q1FY23 at 5.1% of total revenue from operations
- Profit before tax (PBT) was ₹ 3,529 million, a growth of 132.3% compared to Q1FY23
- Net Profit (after Minority Interest) was ₹ 2,867 million, year-on-year growth of 124.6%

Commenting on the results, Sandeep Singh, Managing Director, Alkem said "We are starting the year on a healthy note, showcasing better operational performance driven by improved margins resulting from softening of select raw material prices, favourable currency impact, easing of freight cost and implementation of some of our cost optimization efforts. Our acute business growth was impacted by delayed onset of monsoon in certain parts of the country, yet we maintain an optimistic outlook for improved growth in Q2. International business achieved robust sales during the quarter, driven by substantial growth in our US operations and complemented by strong performance in non-US markets. Our biosimilar franchise, Enzene is steadily expanding its product portfolio in India, with two successful launches this quarter, bringing the total count of products to six—an impressive achievement for the company. Our cost optimization initiatives have started yielding tangible results and we remain committed on further unlocking operational efficiencies going forward."



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Operational Highlights

Domestic Business

In Q1FY24, the Company's India sales increased by 6.7% YoY, recording sales of ₹ 19,007 million as compared to ₹ 17,815 million in Q1FY23.

As per secondary sales data by IQVIA for the quarter ended June 30, 2023, the Company delivered a YoY growth of 7.6% compared to Indian Pharmaceutical Market (IPM) growth of 8.5% YoY. Delayed onset of the monsoon has led to slower than industry average growth for the company and more so in acute therapy. However, the company continues to maintain traction in chronic therapies delivering a YoY growth of 15.8% compared to Indian Pharmaceutical Market (IPM) growth of 9.9% YoY. Chronic therapies like Anti-Diabetic, Neuro / CNS and Derma continues to grow much faster than the market thereby gaining market share. The Company continues to feature amongst the top five companies in the Indian pharmaceutical market and has maintained its leadership position in the anti-infective segment. The company has 19 brands which features among top 300 brands and annual sales of over ₹ 1 bn.

The performance highlights of the key therapeutic segments in Q1FY24 are as shown below:

Key Therapy Segment	Q1FY24			
	Alkem Rank	YoY change in Rank*	YoY growth (Alkem)	YoY growth (IPM)
Anti-infectives	1	Unchanged	6.4%	10.5%
Gastro Intestinal	3	Unchanged	4.0%	4.9%
Pain / Analgesics	3	Unchanged	10.1%	9.8%
VMN**	2	Unchanged	4.0%	5.6%
Neuro / CNS	8	+1	12.2%	8.7%
Derma	19	Unchanged	21.4%	8.0%
Cardiac	27	Unchanged	7.5%	9.7%
Respiratory	16	+1	10.9%	11.0%
Anti-Diabetic	15	+1	30.0%	6.5%
Total	5	Unchanged	7.6%	8.5%

*Positive change in rank reflects improvement over same period previous year

**VMN – Vitamins / Minerals / Nutrients

Source: IQVIA Data

International Business

In Q1FY24, the Company's International sales increased by 33.4% YoY, recording sales of ₹ 10,146 million as compared to ₹ 7,604 million in Q1FY23.

- **US sales** for the quarter was ₹ 6,955 million, recording a year-on-year growth of 25.0%.
- **Other International Markets sales** for the quarter was ₹ 3,191 million, recording a year-on-year growth of 56.5%.



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R&D Investments

During the quarter, the Company filed 1 abbreviated new drug applications (ANDAs) with the US FDA and received 7 approvals (including 1 tentative approval).

As on June 30, 2023, the Company filed a total of 173 ANDAs and 2 new drug applications (NDA) with the USFDA. Of these, it has received approvals for 135 ANDAs (including 14 tentative approvals) and 2 NDAs.

Update on US FDA Inspections

Facility	Capability	Last inspection	Status post last inspection
Ankleshwar (India)	API	April 2023	Inspection is closed. EIR [#] received in July 2023
St. Louis (US)	Formulations	November 2022	Inspection is closed. EIR [#] received in December 2022
Taloja (India)	Bioequivalence Centre	October 2022	Successfully closed without any observations
Indore (India)	Formulations	July 2022	Inspection is closed. EIR [#] received in February 2023
Baddi (India)	Formulations	February 2020	Inspection is closed. EIR [#] received in March 2020
Daman (India)	Formulations	August 2019	Inspection is closed. EIR [#] received in October 2019
California (US)	API	August 2018	Inspection is closed. EIR [#] received in October 2018
Mandva (India)	API	September 2015	Inspection is closed. EIR [#] received in March 2016

EIR – Establishment Inspection Report

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Q1FY24 Conference Call at 4:00pm IST, August 10, 2023

Alkem will organize a conference call for investors and analysts on Thursday, August 10, 2023 from 4:00pm to 5:00pm IST to discuss its Q1FY24 financial results.

Alkem will be represented on the call by Mr. Sandeep Singh, Managing Director and the senior management team.

Motilal Oswal Securities Ltd. will host the call.

Details of the conference call are as under:

Time: 4:00 pm IST (GMT + 5:30) on Thursday, August 10, 2023

Dial in Details:

India : +91 22 6280 1149 / +91 22 7115 8050

International Toll Free

USA : 1 866 746 2133
UK : 0 808 101 1573
Singapore : 800 101 2045
Hong Kong : 800 964 448

Express Join with Diamond Pass

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=9420919&linkSecurityString=33384ca691>

You are requested to dial in 10 mins ahead of the scheduled start time. A transcript of this conference call will also be available on our website www.alkemlabs.com

About Alkem Laboratories Ltd.

Established in 1973 and headquartered in Mumbai, Alkem (NSE: ALKEM, BSE: 539523, Bloomberg: ALKEM.IN, Reuters: ALKE.NS) is a leading Indian pharmaceutical company with global operations, engaged in the development, manufacture and sale of pharmaceutical and nutraceutical products. The Company produces branded generics, generic drugs, active pharmaceutical ingredients (APIs) and nutraceuticals, which it markets in India and International markets. With a portfolio of more than 800 brands in India, Alkem is ranked the fifth largest pharmaceutical company in India in terms of domestic sales (Source: IQVIA March 2021). The Company also has presence in more than 40 international markets, with the United States being its key focus market.

For more information on Alkem Laboratories Ltd., please visit www.alkemlabs.com

For further information or queries, please contact

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Alkem Laboratories Ltd.

Investor Presentation Q1FY24
August 10, 2023



Safe Harbor Statement



This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions. Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact, including, but not limited to, those that are identified by the use of words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions. Risks and uncertainties that could affect us include, without limitation:

- General economic and business conditions in India and other key global markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in our key global markets;
- Changes in laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in political conditions in India and in our key global markets.

Should one or more of such risks and uncertainties materialize, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events, unless it is required by Law.

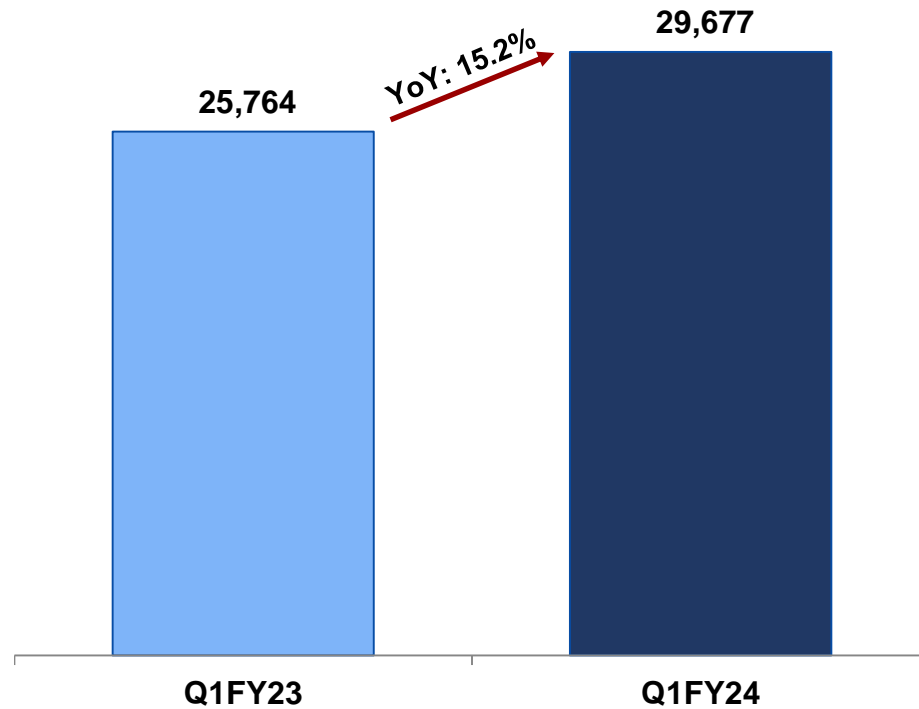
Key Highlights of Q1FY24

- **Revenue from Operation** grew by 15.2% YoY during the quarter, with EBITDA margin of 13.1% and Net Profit margin of 9.7%
- **India Business:** As per IQVIA, Company's sales in Q1FY24 registered growth of 7.6% compared to IPM growth of 8.5%
 - During the quarter, the company launched ophthalmic division to build its presence in ophthalmology therapy.
 - Slower than Industry average growth due to delayed monsoon in eastern part of the country.
 - Chronic therapies continues to grow faster than the market. Gained one rank in anti-diabetic and Neuro/CNS therapy.
- **US Business** saw good growth of 25.0% YoY compared to Q1FY23 and QoQ growth of 17.5% compared to Q4FY23.
- **Non US Business** saw very strong growth of 56.5% YoY compared to Q1FY23 and QoQ growth of 20.3% compared to Q4FY23.
- **R&D expenses** for the quarter was ₹1.2 billion at 4.1% of revenue from operations
 - The company filed 1 ANDA with the USFDA and received 7 approvals (including 1 tentative approval) during the quarter.
- **Enzene Bio-sciences**
 - Launched Cetuximab which is world's 1st Biosimilar used for treatment of head and neck cancer.
 - With 2 more launches in this quarter, Enzene now has a healthy basket of 6 products in India.
- **Healthy balance sheet with net cash of ₹24.3 billion** as on June 30, 2023.

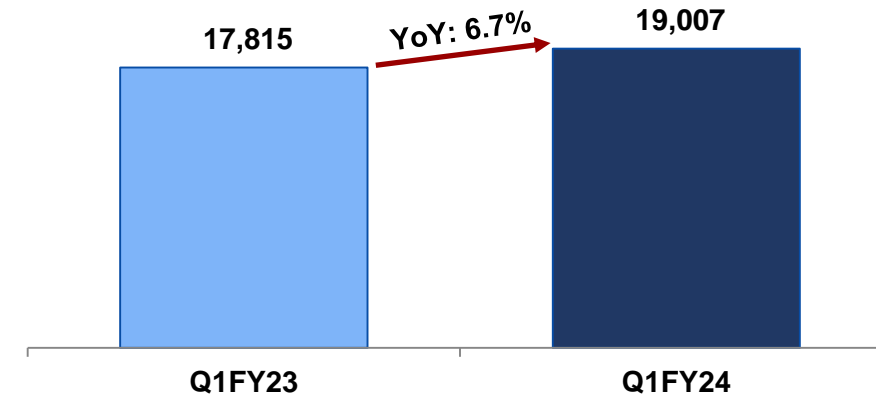
Key Financial Highlights – Q1FY24 (Consolidated)

All figures in ₹ mn

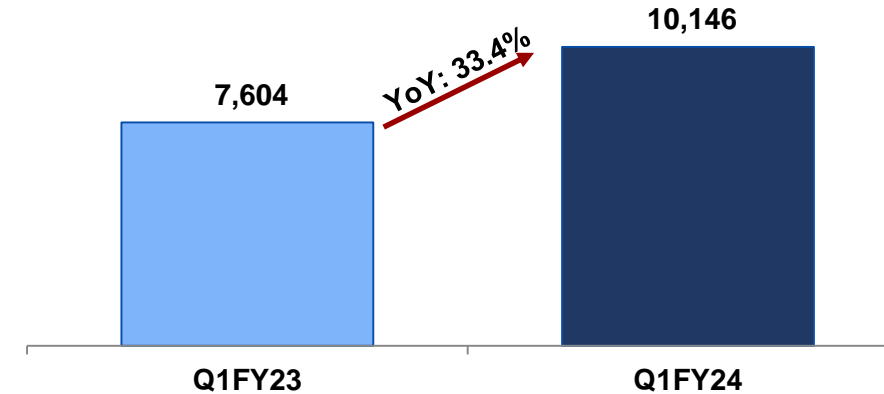
Revenue from Operations



India sales



International sales

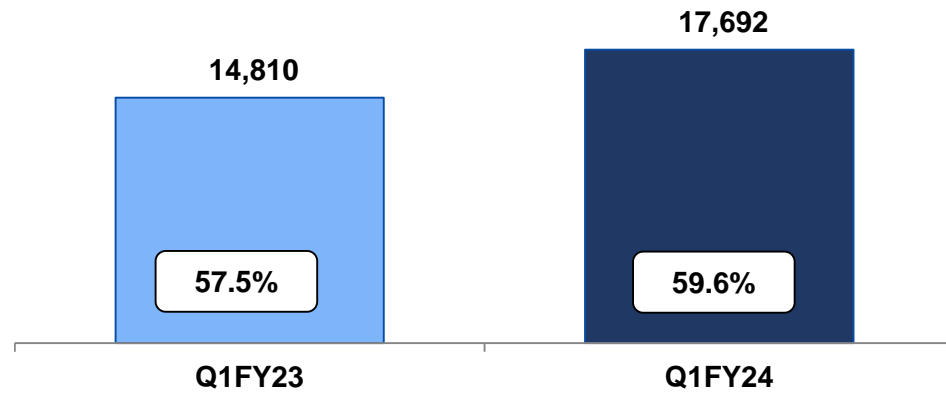


Key Financial Highlights – Q1FY24 (Consolidated)

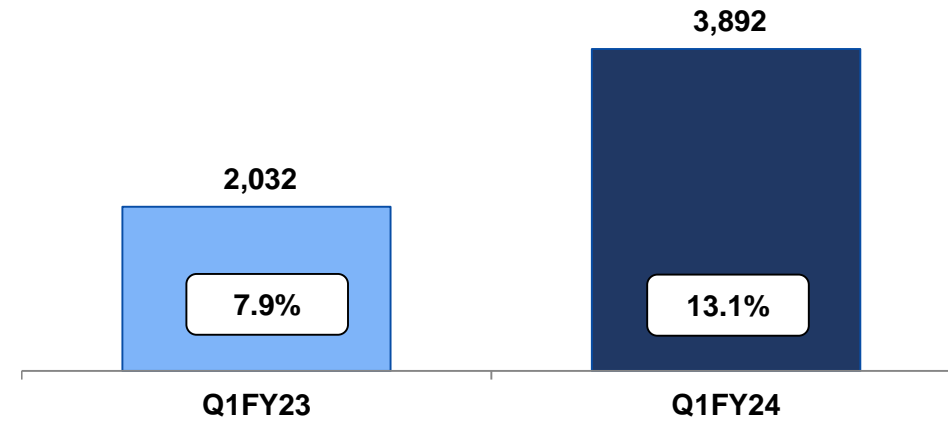


All figures in ₹ mn

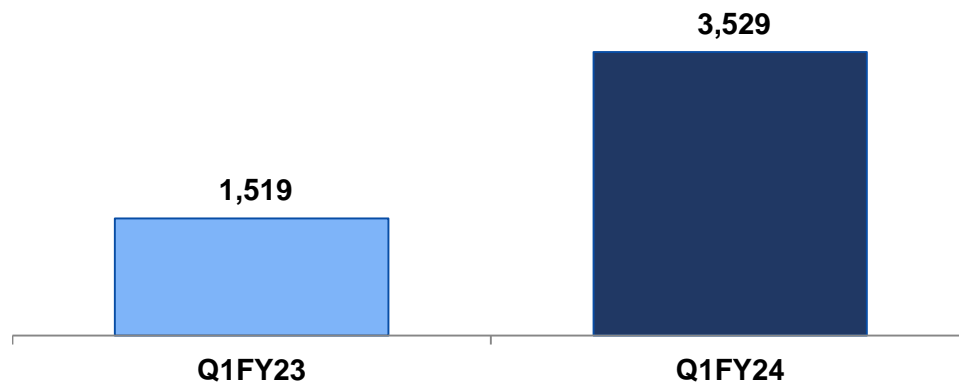
Gross Profit and Gross Margin



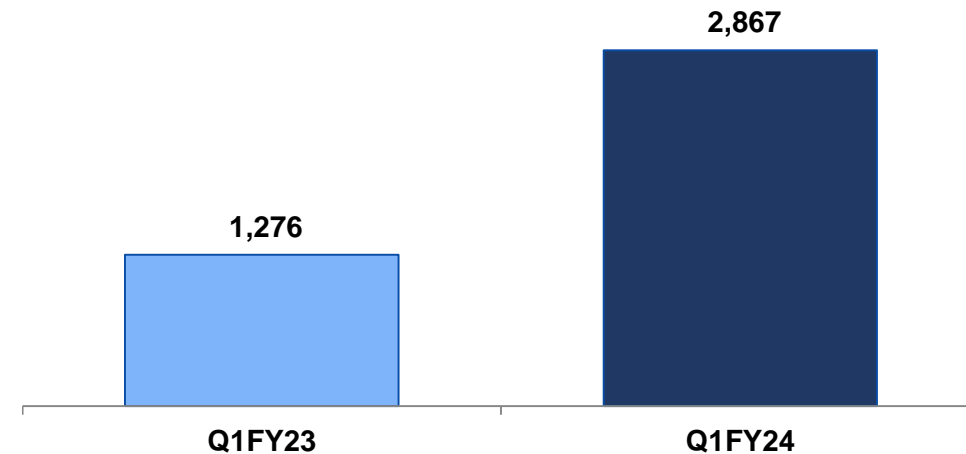
EBITDA and EBITDA Margin



PBT



PAT (after Minority Interest)

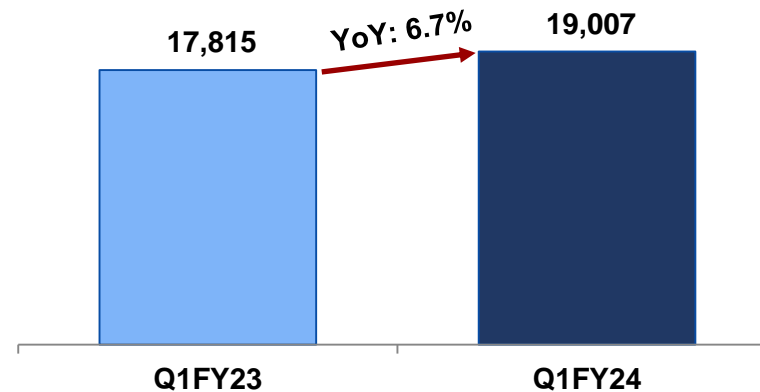


India Business

India Business: Q1FY24 Sales of ₹ 19,007 million (6.7% YoY growth)

- India sales contributed 65.2% to total sales in Q1FY24
- As per IQVIA, In Q1FY24, the Company's secondary sales grew by 7.6% compared to IPM growth of 8.5% YoY.
- Due to delayed onset of monsoon, acute therapies grew slower than market while Chronic therapies continue to outperform the market.
- Moved up 1 rank each in anti-diabetic and Neuro / CNS. Derma and anti-diabetic delivered more than 2X market growth rate.
- Trade generic continues to play an important role in domestic business.

Q1FY24 – India Sales (₹ mn)

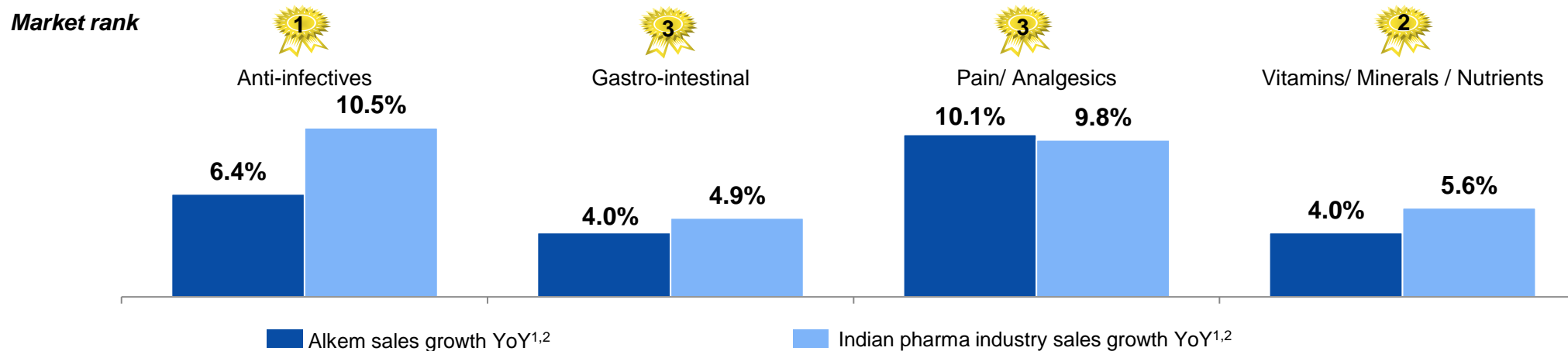


Secondary Sales Performance

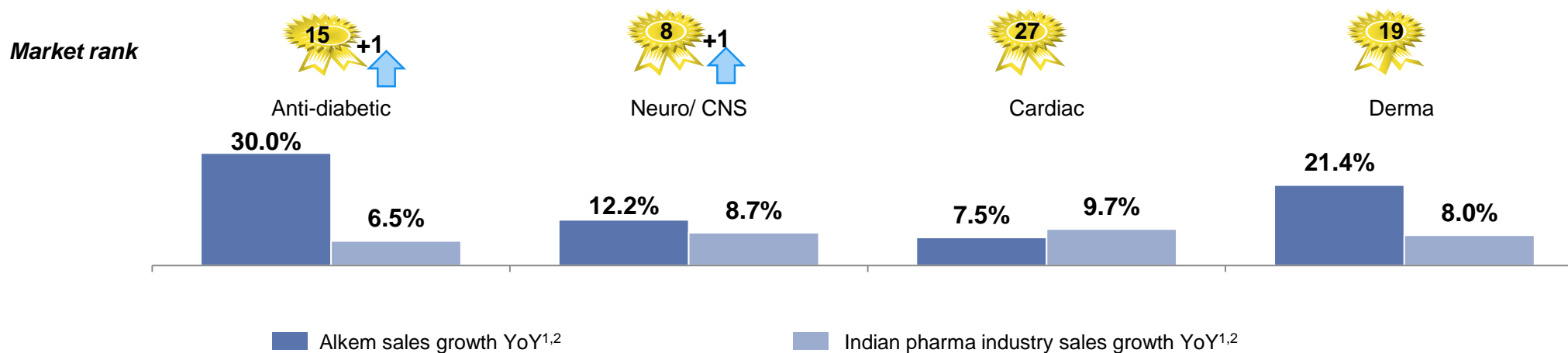


Mixed growth across all major therapeutic segments in Q1FY24

Acute Therapies



Chronic Therapies

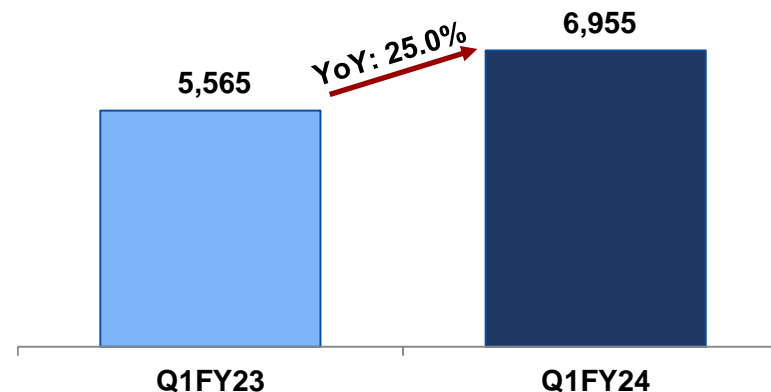


Source: IQVIA data ¹ Domestic formulations sales; ² For 3 months ended June 30, 2023

US Business: Q1FY24 Sales of ₹ 6,955 million (25.0% YoY growth)

- US sales contributed 23.9% to total sales in Q1FY24
- During the quarter, the US business registered strong growth of 25.0% YoY and 17.5% QoQ.
- In Q1FY24, the Company filed 1 ANDAs with the US FDA and received 7 approvals (including 1 tentative approvals).
- As on June 30, 2023, the Company filed a total of 173 ANDAs and 2 new drug applications (NDA) with the US FDA and has received approvals for 135 ANDAs (including 14 tentative approvals) and 2 NDAs.

Q1FY24 – US Sales (₹ mn)



US Business



Update on US FDA inspections

Facility	Capability	Last inspection	Status post last inspection
Ankleshwar (India)	API	April 2023	Inspection is closed. EIR# received in July 2023
St. Louis (US)	Formulations	November 2022	Inspection is closed. EIR# received in December 2022
Taloja (India)	Bioequivalence Centre	October 2022	Successfully closed inspection without any observations.
Indore	Formulations	July 2022	Inspection is closed. EIR# received in February 2023
Baddi (India)	Formulations	February 2020	Inspection is closed. EIR# received in March 2020
Daman (India)	Formulations	August 2019	Inspection is closed. EIR# received in October 2019
California (US)	API	August 2018	Inspection is closed. EIR# received in October 2018
Mandva (India)	API	September 2015	Inspection is closed. EIR# received in March 2016

EIR – Establishment Inspection Report indicating successful closure of inspection

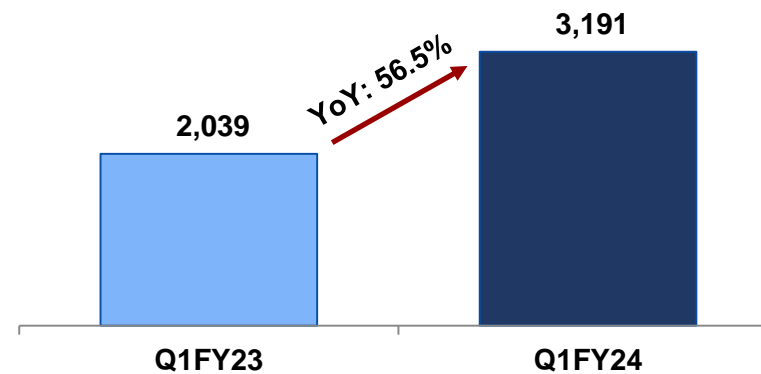
EIR – Establishment Inspection Report

Other International Business

Other International Business: Q1FY24 Sales of ₹ 3,191 million (56.5% YoY growth)

- Other International Market sales contributed 10.9 % to total sales in Q1FY24
- The Company has presence mainly in Latin America, Australia, Europe, South East Asia, Africa and CIS.
- All our major markets like Chile, UK, Kazak and Philippines have registered very strong growth during Q1FY24.

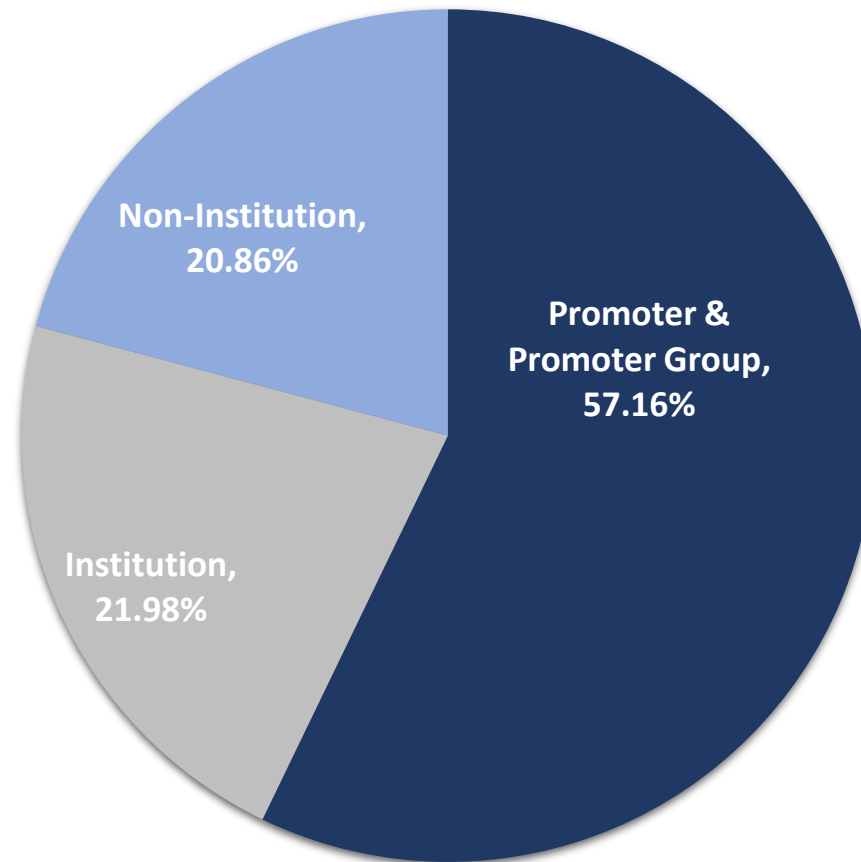
Q1FY24 – Other International Sales
(₹ mn)



Latest Shareholding Pattern



Shareholding pattern as on June 30, 2023



Institution – Mutual Funds, Alternate Investment Funds, Foreign Portfolio Investors, Financial Institutions / Banks

Non-Institution – Public, Other Bodies Corporates, Clearing Members, Non Resident Indians, Hindu Undivided Family and Trusts

Thank You

For further information or queries, please contact

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