



# GLAND PHARMA LIMITED

May 19, 2022

BSE Limited  
Corporate Relationship Department  
Phiroze Jeejeebhoy Towers  
25<sup>th</sup> 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 (ISIN: INE068V01023)

Dear Sir/Madam,

## **Sub: Outcome of the Board Meeting**

In continuation to our intimation dated April 4, 2022 regarding the Board Meeting Notice, we would like to inform you that the Board of Directors (the “**Board**”) of Gland Pharma Limited (the “**Company**”) at its Meeting held today, i.e. Thursday, May 19, 2022 has *inter-alia* considered and approved the following:

### **I. Financial Results**

Audited financial results (standalone and consolidated) along with the Audit Report(s) for the quarter and financial year ended March 31, 2022, pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015(‘Listing Regulations’) which has been duly reviewed and recommended by the Audit Committee.

The Statutory Auditors of the Company have issued Audit Report(s) with an unmodified opinion on the Audited Financial Statements (standalone and consolidated) of the Company for the year ended March 31, 2022.

### **II. Annual General Meeting**

The 44<sup>th</sup> Annual General Meeting of the members of the Company will be held through video conferencing (VC)/ other audio-visual means (OAVM) on Tuesday, August 30, 2022.

We are enclosing herewith the following:

1. Audited financial results (standalone and consolidated) along with the Audit Report(s) of the Company for the quarter and financial year ended March 31, 2022 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.

The Board Meeting commenced at 14.30 Hrs. IST and ended at 16.00 Hrs. IST.

This is for your information and records.

Yours truly,

For Gland Pharma Limited



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

**Regd. Office:**  
Survey No. 143-148, 150 & 151, Near Gandimaisamma 'X' Roads  
D.P. Pally, Dundigal, Dundigal-Gandimaisamma Mandal  
Medchal-Malkajgiri District, Hyderabad 500043, Telangana, India  
Tel: +91-40-30510999 Fax: +91-40-30510800

**Corporate Office:**  
Plot No. 11 & 84, TSIC Phase: IV  
Pashamylaram (V), Patancheru (M), Sangareddy District  
Hyderabad 502307, Telangana, India  
Tel: +91-8455-699999

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

To  
The Board of Directors of  
Gland Pharma Limited

**Report on the audit of the Consolidated Financial Results****Opinion**

We have audited the accompanying statement of quarterly and year to date consolidated financial results of Gland Pharma Limited ("Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group"), for the quarter ended March 31, 2022 and for the year ended March 31, 2022 ("Statement"), attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations")

In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of the reports of the other auditors on separate audited financial statements/ financial results/financial information of the subsidiaries, the Statement:

- i. includes the results of Holding Company and its subsidiaries Gland Pharma International Pte. Ltd., Singapore and Gland Pharma USA Inc., USA ("the Subsidiaries");
- ii. are presented in accordance with the requirements of the Listing Regulations in this regard; and
- iii. gives a true and fair view in conformity with the applicable accounting standards, and other accounting principles generally accepted in India, of the consolidated net profit and other comprehensive income and other financial information of the Group for the quarter ended March 31, 2022 and for the year ended March 31, 2022.

**Basis for Opinion**

We conducted our audit in accordance with the Standards on Auditing (SAs), as specified under Section 143(10) of the Companies Act, 2013, as amended ("the Act"). Our responsibilities under those Standards are further described in the "Auditor's Responsibilities for the Audit of the Consolidated Financial Results" section of our report. We are independent of the Group, in accordance with the 'Code of Ethics' issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us and other auditors in terms of their reports referred to in "Other Matter" paragraph below, is sufficient and appropriate to provide a basis for our opinion.

**Management's Responsibilities for the Consolidated Financial Results**

The Statement has been prepared on the basis of the consolidated annual financial statements. The Holding Company's Board of Directors are responsible for the preparation and presentation of the Statement that give a true and fair view of the net profit and other comprehensive income and other financial information of the Group in accordance with the applicable accounting standards prescribed under section 133 of the Act read with relevant rules issued thereunder and other accounting principles



# **S.R. BATLIBOI & ASSOCIATES LLP**

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generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The respective Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Group and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Statement that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the Statement by the Directors of the Holding Company, as aforesaid.

In preparing the Statement, the respective Board of Directors of the companies included in the Group are responsible for assessing the ability of the Group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group are also responsible for overseeing the financial reporting process of the Group.

## **Auditor's Responsibilities for the Audit of the Consolidated Financial Results**

Our objectives are to obtain reasonable assurance about whether the Statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Statement.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Statement, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3)(i) of the Act, we are also responsible for expressing our opinion on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Group to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.



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- Evaluate the overall presentation, structure and content of the Statement, including the disclosures, and whether the Statement represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial results/financial information of the entities within the Group of which we are the independent auditors to express an opinion on the Statement. We are responsible for the direction, supervision and performance of the audit of the financial information of such entities included in the Statement of which we are the independent auditors. For the other entities included in the Statement, which have been audited by other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion.

We communicate with those charged with governance of the Holding Company and such other entities included in the Statement of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

We also performed procedures in accordance with the Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 issued by the Securities Exchange Board of India under Regulation 33 (8) of the Listing Regulations, to the extent applicable.

## **Other Matter**

The accompanying Statement includes the audited financial results/statements and other financial information, in respect of:

- Two subsidiaries, whose financial statements include total assets of Rs 91.44 Mn as at March 31, 2022, total revenues of Rs Nil and Rs Nil, total net loss after tax of Rs. 0.74 Mn and Rs. 4.91 Mn, total comprehensive loss of Rs. 0.04 Mn and Rs. 4.18 Mn, for the quarter and the year ended on that date respectively, and net cash inflows of Rs. 70.90 Mn for the year ended March 31, 2022, as considered in the Statement which have been audited by their respective independent auditors.

The independent auditor's report on the financial statements/financial results/financial information of the entity have been furnished to us by the Management and our opinion 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 reports of such auditors and the procedures performed by us as stated in paragraph above.

The subsidiaries are located outside India whose financial results/financial statements and other financial information have been prepared in accordance with the accounting principles generally accepted in their respective countries and which have been audited by other auditors under generally accepted auditing standards applicable in their respective countries. The Holding Company's management has converted the financial results/financial statements of such subsidiaries located outside India from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have audited these conversion adjustments made by the Holding Company's management. Our opinion in so far as it relates to the balances and affairs of such subsidiaries located outside India is based on the report of other auditors and the conversion adjustments prepared by the management of the Holding Company and audited by us.

Our opinion on the Statement is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors.



# **S.R. BATLIBOI & ASSOCIATES LLP**

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The Statement includes the results for the quarter ended March 31, 2022 being the balancing figures between the audited figures in respect of the full financial year ended March 31, 2022 and the published unaudited year-to-date figures up to the end of the third quarter of the current financial year, which were subjected to a limited review by us, as required under the Listing Regulations.

**For S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

ICAI Firm Registration Number: 101049W/E300004

*Navneet Rai*

per Navneet Rai Kabra

Partner

Membership No.: 102328



UDIN: 22102328AJGBAM4535

Hyderabad

May 19, 2022


**GLAND PHARMA LIMITED**

Corporate Identity Number: L24239TG1978PLC002276

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

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

Tel: +91 84556 99999; Website: www.glandpharma.com; E-mail: investors@glandpharma.com

**Statement of Audited Consolidated Financial Results for the quarter and year ended March 31, 2022**

(₹ in million)

Particulars	Quarter ended			Year ended	
	31-Mar-22	31-Dec-21	31-Mar-21	31-Mar-22	31-Mar-21
	Audited	Unaudited	Audited	Audited	Audited
<b>1. Income</b>					
Revenue from operations	11,030.14	10,633.25	8,877.48	44,007.08	34,628.76
Other income	652.34	456.69	472.14	2,239.38	1,347.76
<b>Total income</b>	<b>11,682.48</b>	<b>11,089.94</b>	<b>9,349.62</b>	<b>46,246.46</b>	<b>35,976.52</b>
<b>2. Expenses</b>					
Cost of materials consumed	6,029.51	4,645.84	4,424.95	20,468.62	17,491.63
Purchases of traded goods	88.09	47.18	41.26	256.65	161.98
Changes in inventories of finished goods, stock-in-trade and work-in-progress	(664.68)	341.22	(550.70)	366.90	(2,734.87)
Power and fuel	251.25	241.35	192.59	950.54	745.85
Employee benefits expense	942.46	814.32	782.96	3,385.66	3,113.60
Depreciation and amortisation expense	310.75	278.34	249.22	1,102.96	987.80
Finance expense	20.33	11.84	10.21	52.42	34.11
Other expenses	899.93	1,054.22	709.70	3,477.19	2,828.32
<b>Total expenses</b>	<b>7,877.64</b>	<b>7,434.31</b>	<b>5,860.19</b>	<b>30,060.94</b>	<b>22,628.42</b>
<b>3. Profit before tax (1-2)</b>	<b>3,804.84</b>	<b>3,655.63</b>	<b>3,489.43</b>	<b>16,185.52</b>	<b>13,348.10</b>
<b>4. Tax expense</b>					
Current tax	884.68	920.32	889.40	3,958.83	3,394.46
Deferred tax charge	93.23	5.02	13.13	140.08	1.20
Taxes for earlier years	(32.09)	-	(17.19)	(30.03)	(17.19)
<b>Total tax expense</b>	<b>945.82</b>	<b>925.34</b>	<b>885.34</b>	<b>4,068.88</b>	<b>3,378.47</b>
<b>5. Profit for the period/year (3-4)</b>	<b>2,859.02</b>	<b>2,730.29</b>	<b>2,604.09</b>	<b>12,116.64</b>	<b>9,969.63</b>
<b>Attributable to:</b>					
- Owners of the Company	2,859.02	2,730.29	2,604.09	12,116.64	9,969.63
- Non-controlling interests	-	-	-	-	-
<b>6. Other comprehensive income</b>					
<i>Items that will be reclassified subsequently to profit or loss:</i>					
Exchange differences on translation of net investment in foreign operations	0.77	0.03	0.01	0.73	0.01
<i>Items that will not be reclassified subsequently to profit or loss:</i>					
Re-measurement loss/(gain) on employee defined benefit plans	2.61	(11.97)	(4.63)	5.14	11.64
Deferred tax impact on remeasurement of defined benefit plans	(0.65)	3.01	1.16	(1.29)	(2.93)
<b>Total other comprehensive loss/ (income) (net of tax)</b>	<b>2.73</b>	<b>(8.93)</b>	<b>(3.46)</b>	<b>4.58</b>	<b>8.72</b>
<b>7. Total comprehensive income (after taxes) (5-6)</b>	<b>2,856.29</b>	<b>2,739.22</b>	<b>2,607.55</b>	<b>12,112.06</b>	<b>9,960.91</b>
<b>Attributable to:</b>					
- Owners of the Company	2,856.29	2,739.22	2,607.55	12,112.06	9,960.91
- Non-controlling interests	-	-	-	-	-
<b>8. Paid up equity share capital (Face value of ₹1/- each)</b>	<b>164.30</b>	<b>164.30</b>	<b>163.59</b>	<b>164.30</b>	<b>163.59</b>
<b>9. Other equity</b>				<b>71,411.91</b>	<b>58,868.83</b>
<b>10. Earnings per equity share (Face value of ₹1/- each):</b>					
(Not annualised for the quarter)					
Basic (₹)	17.40	16.62	15.93	73.81	63.07
Diluted (₹)	17.36	16.62	15.88	73.64	62.99



Notes:

1. In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) 2015, this Statement of Audited Consolidated Financial Results for the quarter and year ended March 31, 2022 ("Audited Consolidated Financial Results") of Gland Pharma Limited (the "Holding Company" or the "Company") and its subsidiaries, (the Holding Company and its subsidiaries together referred to as the "Group") has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 19, 2022. The statutory auditors have expressed an unmodified opinion on the consolidated financial results.
2. The Audited Consolidated Financial Results of the Group 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").

3. The Audited Consolidated Financial Results of the Group, includes the results of the following entities:

Name of the Company	Country of Incorporation	Nature of relationship	% Holding
Gland Pharma International Pte. Ltd., Singapore ("Gland Singapore")	Singapore	Subsidiary	100%
Gland Pharma USA Inc., USA ("Gland USA") (Refer Note 4)	USA	Step-down subsidiary	100%

4. Gland Pharma International Pte. Ltd., Singapore (the "Subsidiary") on March 7, 2022 has subscribed to the 100% shares of Gland Pharma USA Inc., USA.
5. The figures of the fourth quarter are the balancing figures between audited figures in respect of the full financial year and the published unaudited year-to-date figures up to the end of the third quarter of the relevant financial year, which were subjected to a limited review.
6. The utilisation of the net IPO proceeds is summarised below: (₹ in million)

Objects of the issue	Amount as per prospectus	Revised Amount	Utilisation upto 31-Mar-22	Unutilised amounts as on 31-Mar-22
Funding incremental working capital requirement	7,695.00	7,695.00	7,695.00	-
Funding capital expenditure requirement	1,680.00	1,680.00	1,440.04	239.96
General corporate purpose	2,864.68	2,875.00	2,875.00	-
<b>Total</b>	<b>12,239.68</b>	<b>12,250.00</b>	<b>12,010.04</b>	<b>239.96</b>

IPO proceeds which were unutilised as at March 31, 2022 were temporarily invested in deposits with scheduled commercial bank and in the 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 Group 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 Group 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. The Group 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 Group expects to fully recover the carrying amount of assets and does not foresee any significant impact on its operations. The Group will continue to closely monitor any material changes to future economic conditions.
10. The Audited Consolidated Balance Sheet and Audited Consolidated Statement of Cash Flows are set out in *Annexure A* and *Annexure B* respectively.
11. The previous periods/year numbers have been regrouped/rearranged wherever necessary to conform with the current period presentation.
12. The above Audited Consolidated Financial Results of the Group are available on the Company's website [www.glandpharma.com](http://www.glandpharma.com) and also on the website of BSE Limited ([www.bseindia.com](http://www.bseindia.com)) and National Stock Exchange of India Limited ([www.nseindia.com](http://www.nseindia.com)), where the shares of the Company are listed.



For and on behalf of the Board  
Gland Pharma Limited

*S Srinivas*

Srinivas Sadu  
Managing Director and CEO

DIN No. 06900659

Hyderabad  
May 19, 2022

**Audited Consolidated Balance Sheet as at March 31, 2022**

**Annexure A**

(₹ in million)

Particulars	As at	As at
	31-Mar-22	31-Mar-21
	Audited	Audited
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	14,990.92	9,534.86
Capital work-in-progress	1,807.45	3,378.06
Right-of-use assets	5.66	7.46
Other Intangibles	25.35	-
Intangible assets under development	100.00	-
<b>Financial assets</b>		
Other financial assets	2,000.00	-
Tax assets (net)	49.89	20.71
Other non-current assets	836.15	783.31
	<b>19,815.42</b>	<b>13,724.40</b>
<b>Current assets</b>		
Inventories	11,856.67	12,751.68
<b>Financial assets</b>		
Investments	1,548.74	-
Loans	4.67	2.54
Trade receivables	11,987.83	6,709.71
Cash and cash equivalents	3,188.20	4,924.63
Bank balances other than cash and cash equivalents	27,746.21	25,132.87
Other financial assets	466.18	387.90
Other current assets	1,722.29	1,327.09
	<b>58,520.79</b>	<b>51,236.42</b>
<b>Total Assets</b>	<b>78,336.21</b>	<b>64,960.82</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	164.30	163.59
Other equity	71,411.91	58,868.83
<b>Equity attributable to the owners of the Company</b>	<b>71,576.21</b>	<b>59,032.42</b>
Non-controlling interests	-	-
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	38.21	39.34
Lease liabilities	6.61	7.64
Other financial liabilities	17.33	17.33
Deferred tax liability (net)	877.60	738.81
	<b>939.75</b>	<b>803.12</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	1.12	1.35
Lease liabilities	1.49	1.62
Trade payables		
Total outstanding dues of micro, small and medium enterprises	62.99	65.97
Total outstanding dues of creditors other than micro, small and medium enterprises	4,565.51	3,897.52
Other financial liabilities	209.05	171.12
Provisions	247.73	251.32
Current tax liabilities (net)	179.79	286.90
Other current liabilities	552.57	449.48
	<b>5,820.25</b>	<b>5,125.28</b>
<b>Total Equity and Liabilities</b>	<b>78,336.21</b>	<b>64,960.82</b>





**Audited Consolidated Statement of Cash Flows for the year ended March 31, 2022**

**Annexure B**

(₹ in million)

Particulars	Year ended	
	31-Mar-22	31-Mar-21
	Audited	Audited
<b>Cash flow from operating activities</b>		
Profit before tax	16,185.52	13,348.10
<b>Adjustments to reconcile profit before tax to net cash flows</b>		
Depreciation and amortisation expense	1,102.96	987.80
Allowance for credit losses	37.85	1.22
Bad debts written off	3.42	2.76
Interest expense	33.26	28.45
Finance charges on leases	0.76	0.66
Employee stock option compensation	46.21	155.34
Unrealised foreign exchange gain	(76.83)	(113.64)
Provision for doubtful debts, no longer required written back	-	(29.83)
Fair value gain on financial instruments at fair value through profit or loss	(15.26)	-
Profit on disposal of financial assets - mutual funds	(29.63)	-
Loss/(Profit) on disposal of property, plant and equipment (net)	1.78	(0.24)
Interest income	(1,386.45)	(859.49)
<b>Operating profit before working capital changes</b>	<b>15,903.59</b>	<b>13,521.13</b>
<b>Movements in working capital:</b>		
Increase in trade receivables	(5,269.37)	(602.01)
Decrease/(Increase) in inventories	895.01	(5,188.89)
(Increase)/Decrease in loans	(2.13)	2.42
(Increase)/Decrease in other assets	(307.14)	45.59
Increase in trade payables and other financial liabilities	658.46	1,384.41
Increase in provisions and other liabilities	94.36	0.89
<b>Cash generated from operations</b>	<b>11,972.78</b>	<b>9,163.54</b>
Income tax paid (net of refunds)	(4,065.09)	(3,114.25)
<b>Net cash flow from operating activities (A)</b>	<b>7,907.69</b>	<b>6,049.29</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(5,113.27)	(2,287.76)
Proceeds from disposal of property, plant and equipment	3.99	4.30
Purchase of Other Intangibles	(107.92)	-
Payments to acquire financial assets - mutual funds	(12,204.72)	-
Proceeds from sale of financial assets - mutual funds	10,700.88	-
Investment in bank deposits (net)	(2,613.34)	(13,575.91)
Deposits with financial institutions	(2,000.00)	-
Interest received	1,308.17	619.37
<b>Net cash flow used in investing activities (B)</b>	<b>(10,026.21)</b>	<b>(15,240.00)</b>
<b>Cash flows from financing activities</b>		
Proceeds from issue of equity shares (net of issue expenses)	-	12,250.00
Proceeds from the exercise of employee stock option	385.52	168.07
Repayment of long-term borrowings	(1.36)	(8.91)
Payment towards interest portion of lease liabilities	(0.76)	(0.66)
Payment towards principal portion of lease liabilities	(1.16)	(1.25)
Interest paid	(33.26)	(22.65)
<b>Net cash flows from financing activities (C)</b>	<b>348.98</b>	<b>12,384.60</b>
<b>Net (decrease)/increase in cash and cash equivalents (A+B+C)</b>	<b>(1,769.54)</b>	<b>3,193.89</b>
Effect of exchange differences on cash and cash equivalents held in foreign currency	33.11	35.77
Cash and cash equivalents at the beginning of the year	4,924.63	1,694.97
<b>Cash and cash equivalents at the end of the year</b>	<b>3,188.20</b>	<b>4,924.63</b>
<b>Components of cash and cash equivalents</b>		
Cash on hand	0.16	0.21
With banks in current account	2,528.04	3,054.47
With banks in deposit account	660.00	1,869.95
<b>Total cash and cash equivalents</b>	<b>3,188.20</b>	<b>4,924.63</b>



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

To  
**The Board of Directors of  
Gland Pharma Limited**

**Report on the audit of the Standalone Financial Results**

**Opinion**

We have audited the accompanying statement of quarterly and year to date standalone financial results of Gland Pharma Limited (the "Company") for the quarter ended March 31, 2022 and for the year ended March 31, 2022 ("Statement"), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us, the Statement:

- i. is presented in accordance with the requirements of the Listing Regulations in this regard; and
- ii. gives a true and fair view in conformity with the applicable accounting standards and other accounting principles generally accepted in India, of the net profit and other comprehensive income and other financial information of the Company for the quarter ended March 31, 2022 and for the year ended March 31, 2022.

**Basis for Opinion**

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013, as amended ("the Act"). Our responsibilities under those Standards are further described in the "Auditor's Responsibilities for the Audit of the Standalone Financial Results" section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our opinion.

**Management's Responsibilities for the Standalone Financial Results**

The Statement has been prepared on the basis of the standalone annual financial statements. The Board of Directors of the Company are responsible for the preparation and presentation of the Statement that gives a true and fair view of the net profit and other comprehensive income of the Company and other financial information in accordance with the applicable accounting standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act, safeguarding of the assets of the Company and for preventing and detecting frauds and other



irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Statement that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the Statement, the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the Company's financial reporting process.

## **Auditor's Responsibilities for the Audit of the Standalone Financial Results**

Our objectives are to obtain reasonable assurance about whether the Statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Statement.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Statement, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3)(i) of the Act, we are also responsible for expressing our opinion on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the Statement, including the disclosures, and whether the Statement represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



# **S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.


## **Other Matter**

The Statement includes the results for the quarter ended March 31, 2022 being the balancing figure between the audited figures in respect of the full financial year ended March 31, 2022 and the published unaudited year-to-date figures up to the third quarter of the current financial year, which were subjected to a limited review by us, as required under the Listing Regulations.

**For S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

**ICAI Firm Registration Number: 101049W/E300004**

  
per Navneet Rai Kabra  
Partner  
Membership No.: 102328



UDIN: 22102328AJGA7G3010

Hyderabad  
May 19, 2022


**GLAND PHARMA LIMITED**

Corporate Identity Number: L24239TG1978PLC002276

 Registered Office: Sy. No. 143 - 148, 150 and 151, Near Gandhi Maisamma 'X' Roads, D.P. Pally, Dundigal  
 Dundigal - Gandhi Maisamma (M), Medchal-Malkajgiri District, Hyderabad 500 043, Telangana, India  
 Tel: +91 84556 99999; Website: www.glandpharma.com; E-mail: investors@glandpharma.com

**Statement of Audited Standalone Financial Results for the quarter and year ended March 31, 2022**

(₹ in million)

Particulars	Quarter ended			Year ended	
	31-Mar-22	31-Dec-21	31-Mar-21	31-Mar-22	31-Mar-21
	Audited	Unaudited	Audited	Audited	Audited
<b>1. Income</b>					
Revenue from operations	11,030.14	10,633.25	8,877.48	44,007.08	34,628.76
Other income	652.34	456.69	472.14	2,239.40	1,347.76
<b>Total income</b>	<b>11,682.48</b>	<b>11,089.94</b>	<b>9,349.62</b>	<b>46,246.48</b>	<b>35,976.52</b>
<b>2. Expenses</b>					
Cost of materials consumed	6,029.51	4,645.84	4,424.95	20,468.62	17,491.63
Purchases of traded goods	88.09	47.18	41.26	256.65	161.98
Changes in inventories of finished goods, stock-in-trade and work-in-progress	(664.68)	341.22	(550.70)	366.90	(2,734.87)
Power and fuel	251.25	241.35	192.59	950.54	745.85
Employee benefits expense	942.46	814.32	782.96	3,385.66	3,113.60
Depreciation and amortisation expense	310.75	278.34	249.22	1,102.96	987.80
Finance expense	20.32	11.83	10.21	52.40	34.11
Other expenses	899.20	1,050.68	709.28	3,472.32	2,827.90
<b>Total expenses</b>	<b>7,876.90</b>	<b>7,430.76</b>	<b>5,859.77</b>	<b>30,056.05</b>	<b>22,628.00</b>
<b>3. Profit before tax (1-2)</b>	<b>3,805.58</b>	<b>3,659.18</b>	<b>3,489.85</b>	<b>16,190.43</b>	<b>13,348.52</b>
<b>4. Tax expense</b>					
Current tax	884.68	920.32	889.40	3,958.83	3,394.46
Deferred tax charge	93.23	5.02	13.13	140.08	1.20
Taxes for earlier years	(32.09)	-	(17.19)	(30.03)	(17.19)
<b>Total tax expense</b>	<b>945.82</b>	<b>925.34</b>	<b>885.34</b>	<b>4,068.88</b>	<b>3,378.47</b>
<b>5. Profit for the period/year (3-4)</b>	<b>2,859.76</b>	<b>2,733.84</b>	<b>2,604.51</b>	<b>12,121.55</b>	<b>9,970.05</b>
<b>6. Other comprehensive income</b>					
<i>Items that will not be reclassified subsequently to profit or loss:</i>					
Re-measurement loss/(gain) on employee defined benefit plans	2.61	(11.97)	(4.63)	5.14	11.64
Deferred tax impact on remeasurement of defined benefit plans	(0.65)	3.01	1.16	(1.29)	(2.93)
<b>Total other comprehensive loss/ (income) (net of tax)</b>	<b>1.96</b>	<b>(8.96)</b>	<b>(3.47)</b>	<b>3.85</b>	<b>8.71</b>
<b>7. Total comprehensive income (after taxes) (5-6)</b>	<b>2,857.80</b>	<b>2,724.88</b>	<b>2,601.04</b>	<b>12,117.70</b>	<b>9,961.34</b>
<b>8. Paid up equity share capital (Face value of ₹1/- each)</b>	<b>164.30</b>	<b>164.30</b>	<b>163.59</b>	<b>164.30</b>	<b>163.59</b>
<b>9. Other equity</b>				<b>71,417.98</b>	<b>58,869.26</b>
<b>10. Earnings per equity share (Face value of ₹1/- each):</b> <i>(Not annualised for the quarter)</i>					
Basic (₹)	17.41	16.64	15.93	73.84	63.07
Diluted (₹)	17.36	16.64	15.88	73.67	62.99



Notes:

1. In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) 2015, this Statement of Audited Standalone Financial Results for the quarter and year ended March 31, 2022 ("Audited Standalone Financial Results") of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 19, 2022. The statutory auditors have expressed an unmodified opinion on the standalone financial results.
2. The Audited Standalone 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").
3. The figures of the fourth quarter are the balancing figures between audited figures in respect of the full financial year and the published unaudited year-to-date figures up to the end of the third quarter of the relevant financial year, which were subjected to a limited review.
4. The utilisation of the net IPO proceeds is summarised below: (₹ in millions)

Objects of the issue	Amount as per prospectus	Revised Amount	Utilisation upto 31-Mar-22	Unutilised amounts as on 31-Mar-22
Funding incremental working capital requirement	7,695.00	7,695.00	7,695.00	-
Funding capital expenditure requirement	1,680.00	1,680.00	1,440.04	239.96
General corporate purpose	2,864.68	2,875.00	2,875.00	-
<b>Total</b>	<b>12,239.68</b>	<b>12,250.00</b>	<b>12,010.04</b>	<b>239.96</b>

IPO proceeds which were unutilised as at March 31, 2022 were temporarily invested in deposits with scheduled commercial bank and in the monitoring agency account.

5. 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.
6. The Company operates in one single reportable business segment- "Pharmaceuticals".
7. The outbreak of COVID-19 in many countries has brought about disruptions to businesses around the world and uncertainty to the global economy. 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 significant impact on its operations. The Company will continue to closely monitor any material changes to future economic conditions.
8. The Audited Standalone Balance Sheet and Audited Standalone Statement of Cash Flows are set out in *Annexure I* and *Annexure II* respectively.
9. The previous periods/year numbers have been regrouped/rearranged wherever necessary to conform with the current period presentation.
10. The above Audited Standalone Financial Results of the Company are available on the Company's website [www.glandpharma.com](http://www.glandpharma.com) and also on the website of BSE Limited ([www.bseindia.com](http://www.bseindia.com)) and National Stock Exchange of India Limited ([www.nseindia.com](http://www.nseindia.com)), where the shares of the Company are listed.



For and on behalf of the Board  
Gland Pharma Limited

*S. Srinivas*

Srinivas Sadu  
Managing Director and CEO  
DIN No. 06900659

Hyderabad  
May 19, 2022

**Audited Standalone Balance Sheet as at March 31, 2022**

**Annexure I**

**(₹ in million)**

Particulars	As at	As at
	31-Mar-22	31-Mar-21
	Audited	Audited
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	14,990.92	9,534.86
Capital work-in-progress	1,807.45	3,378.06
Right-of-use assets	5.66	7.46
Other Intangibles	25.35	-
Intangible assets under development	100.00	-
Financial assets		
Investments	81.57	5.49
Other financial assets	2,000.00	-
Tax assets (net)	49.89	20.71
Other non-current assets	836.15	783.31
	<b>19,896.99</b>	<b>13,729.89</b>
<b>Current assets</b>		
Inventories	11,856.67	12,751.68
Financial assets		
Investments	1,548.74	-
Loans	4.67	2.54
Trade receivables	11,987.83	6,709.71
Cash and cash equivalents	3,111.82	4,919.15
Bank balances other than cash and cash equivalents	27,746.21	25,132.87
Other financial assets	466.18	387.90
Other current assets	1,722.29	1,326.81
	<b>58,444.41</b>	<b>51,230.66</b>
<b>Total Assets</b>	<b>78,341.40</b>	<b>64,960.55</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	164.30	163.59
Other equity	71,417.98	58,869.26
	<b>71,582.28</b>	<b>59,032.85</b>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities		
Borrowings	38.21	39.34
Lease liabilities	6.61	7.64
Other financial liabilities	17.33	17.33
Deferred tax liability (net)	877.60	738.81
	<b>939.75</b>	<b>803.12</b>
<b>Current liabilities</b>		
Financial liabilities		
Borrowings	1.12	1.35
Lease liabilities	1.49	1.62
Trade payables		
Total outstanding dues of micro, small and medium enterprises	62.99	65.97
Total outstanding dues of creditors other than micro, small and medium enterprises	4,564.63	3,896.82
Other financial liabilities	209.05	171.12
Provisions	247.73	251.32
Current tax liabilities (net)	179.79	286.90
Other current liabilities	552.57	449.48
	<b>5,819.37</b>	<b>5,124.58</b>
<b>Total Equity and Liabilities</b>	<b>78,341.40</b>	<b>64,960.55</b>



**Audited Standalone Statement of cash flows for the year ended March 31, 2022**

**Annexure II**

**(₹ in million)**

Particulars	Year ended	
	31-Mar-22	31-Mar-21
	Audited	Audited
<b>Cash flow from operating activities</b>		
Profit before tax	16,190.43	13,348.52
<b>Adjustments to reconcile profit before tax to net cash flows</b>		
Depreciation and amortisation expense	1,102.96	987.80
Allowance for credit losses	37.85	1.22
Bad debts written off	3.42	2.76
Interest expense	33.26	28.45
Finance charges on leases	0.76	0.66
Employee stock option compensation	46.21	155.34
Unrealised foreign exchange gain	(76.83)	(113.64)
Provision for doubtful debts, no longer required written back	-	(29.83)
Fair value gain on financial instruments at fair value through profit or loss	(15.26)	-
Profit on disposal of financial assets - mutual funds	(29.63)	-
Loss/(Profit) on disposal of property, plant and equipment (net)	1.78	(0.24)
Interest income	(1,386.45)	(859.49)
<b>Operating profit before working capital changes</b>	<b>15,908.50</b>	<b>13,521.55</b>
<b>Movements in working capital:</b>		
Increase in trade receivables	(5,269.37)	(602.01)
Decrease/(Increase) in inventories	895.01	(5,188.89)
(Increase)/Decrease in loans	(2.13)	2.42
(Increase)/Decrease in other assets	(307.42)	45.87
Increase in trade payables and other financial liabilities	659.01	1,383.72
Increase in provisions and other liabilities	94.36	0.89
<b>Cash generated from operations</b>	<b>11,977.96</b>	<b>9,163.55</b>
Income tax paid (net of refunds)	(4,065.09)	(3,114.25)
<b>Net cash flow from operating activities (A)</b>	<b>7,912.87</b>	<b>6,049.30</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(5,113.27)	(2,287.76)
Proceeds from disposal of property, plant and equipment	3.99	4.30
Purchase of Other Intangibles	(107.92)	-
Payments to acquire financial assets - mutual funds	(12,204.72)	-
Proceeds from sale of financial assets - mutual funds	10,700.88	-
Investment in bank deposits (net)	(2,613.34)	(13,575.91)
Deposits with financial institutions	(2,000.00)	-
Interest received	1,308.17	619.37
Investment made in subsidiary	(76.08)	(5.49)
<b>Net cash flow used in investing activities (B)</b>	<b>(10,102.29)</b>	<b>(15,245.49)</b>
<b>Cash flows from financing activities</b>		
Proceeds from issue of equity shares (net of issue expenses)	-	12,250.00
Proceeds from the exercise of employee stock option	385.52	168.07
Repayment of long-term borrowings	(1.36)	(8.91)
Payment towards interest portion of lease liabilities	(0.76)	(0.66)
Payment towards principal portion of lease liabilities	(1.16)	(1.25)
Interest paid	(33.26)	(22.65)
<b>Net cash flows from financing activities (C)</b>	<b>348.98</b>	<b>12,384.60</b>
<b>Net (decrease)/increase in cash and cash equivalents (A+B+C)</b>	<b>(1,840.44)</b>	<b>3,188.41</b>
Effect of exchange differences on cash and cash equivalents held in foreign currency	33.11	35.77
Cash and cash equivalents at the beginning of the year	4,919.15	1,694.97
<b>Cash and cash equivalents at the end of the year</b>	<b>3,111.82</b>	<b>4,919.15</b>
<b>Components of cash and cash equivalents</b>		
Cash on hand	0.16	0.21
With banks in current account	2,451.66	3,048.99
With banks in deposit account	660.00	1,869.95
<b>Total cash and cash equivalents</b>	<b>3,111.82</b>	<b>4,919.15</b>







## Press Release

### Gland Pharma's FY'22 Revenue grew by 27% to reach ₹44,007 Mn with PAT margin of 26%

Hyderabad, May 19, 2022: Gland Pharma Limited (BSE: 543245 | NSE: GLAND), a generic injectable focused pharmaceutical company, today announced its financial results for the fourth quarter and financial year ended March 31, 2022.

*Commenting on the results, Mr. Srinivas Sadu, MD & CEO of Gland Pharma said "Our foray into Biosimilar/Biologics CDMO business during FY22 was a key strategic initiative to transform Gland Pharma into a full-fledged CDMO company both in Small and Large Molecules. It positions us for long-term growth and value creation for our stakeholders. We reported a strong revenue growth of 24% for Q4FY22 at ₹11,030 mn driven by growth across all geographies. On a full-year basis, we delivered revenue of ₹44,007 mn, a growth of 27% and reported a PAT growth of 22% at ₹12,117 mn with PAT margin at 26%. Our Gross R&D spend for the year of ₹2,273 mn is about 5.2% of revenue. Our investments in R&D are in line with our strategy to expand our product portfolio into complex injectables, we made 29 ANDA filings during the year up from 20 ANDA filings the previous year. We also started our new R&D centre to expand our development capabilities during the year."*

#### ❖ Financial summary:

(₹ in million)

Particulars	Q4FY22	Q4FY21	Y-o-Y growth	FY22	FY21	Y-o-Y growth
Revenue from operations	11,030	8,877	24%	44,007	34,629	27%
Total Income	11,682	9,350	25%	46,246	35,977	29%
EBITDA <sup>(1)</sup>	4,136	3,749	10%	17,341	14,370	21%
EBITDA Margin (%) <sup>(2)</sup>	35%	40%		37%	40%	
PBT	3,805	3,489	9%	16,186	13,348	21%
PBT Margin (%)	33%	37%		35%	37%	
PAT	2,859	2,604	10%	12,117	9,970	22%
PAT Margin (%)	24%	28%		26%	28%	

<sup>(1)</sup> 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.

<sup>(2)</sup> EBITDA Margin= EBITDA/Total Income

- Revenue from operations during the fourth quarter of financial year 2022 grew by 24% as compared to corresponding quarter of the previous year. During fourth quarter, Company has achieved EBITDA growth of 10% compared to same period of last financial year and maintained a healthy EBITDA margin of 35%. The Company's PAT growth was 10% and margin of 24% during the quarter.



- Revenue from operations for the financial year ended March 31, 2022 grew by 27% as compared to the previous year. During the period, the Company has reported EBITDA margin of 37% and PAT margin of 26%.

❖ Marketwise Revenue:

(₹ in million)

Particulars	Q4FY22	Q4FY21	Y-o-Y growth	FY22	FY21	Y-o-Y growth
USA, Europe, Canada and Australia (Core Markets)	7,110	6,589	8%	29,248	25,246	16%
India	2,018	852	137%	6,278	3,928	60%
Rest of the world (ROW)	1,902	1,436	32%	8,481	5,455	55%
TOTAL	11,030	8,877	24%	44,007	34,629	27%

Note: - Sales made to Indian customers for the US market has been considered in the US sales.

- The growth in consolidated revenue during the year was driven by the launch of new products<sup>#</sup> and robust volume growth in existing products.
- Core markets of US, Europe, Canada, and Australia accounted for 64% of revenue during Q4FY22 and witnessed growth of 8% over same period of previous financial year. The Company registered 16% growth in its core markets during the financial year as compared to previous year and accounted for 66% of revenue contribution. The strength of our wide portfolio helped us to sustain growth.
- Sale to US market is comprising of products sold to both US customers and Indian customers for US markets. For full year basis, sale to Indian customers for US markets was ₹2,523 million. US market sales has seen a Y-o-Y revenue growth of 13% for the year, primarily driven by sales from new products along with volume growth of old products.
- India accounted for 18% of Q4FY22 revenue and witnessed a 137% Y-o-Y growth for the quarter. For the financial year India business grew by 60% and contributed 14% of the revenue. This is driven by both B2B and B2C India sales.
- Rest of the World markets have seen a robust growth of 32% during Q4FY'22 compared to Q4FY'21. It has accounted for 19% of FY22 revenue and have seen a robust growth of 55% during the same period.

<sup>#</sup> Includes products where launch quantity is dispatched to our partners



❖ Research and Development:

- The total R&D expense for Q4FY22 was ₹559 million which is 5.1% of revenue and for FY22 the total R&D expense was ₹2,273 million which is 5.2% of revenue.
- During the quarter ended March 31, 2022, the Company has filed 2 ANDAs, and received 3 ANDA approvals. During financial year 2022, the Company has filed 29 ANDAs, 11 DMFs and received 19 ANDA approvals.
- As on March 31, 2022, the Company along with its Partners have filed total 311 ANDAs, out of which 252 were approved and 59 are pending approval.

❖ Capex:

- Total Capex incurred during the quarter ended March 31, 2022 was ₹674 million. During the financial year, the Company incurred Capex of ₹5,221 million.

❖ Earnings Call details:

- The Company will conduct an Earnings call at 6.30 PM (IST) on May 19<sup>th</sup>, 2022 to discuss the business 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 1516 / +91 22 7115 8875
Diamond pass link	Click <a href="#">here</a> to register
National Toll Free	1 800 120 1221
International Toll-Free Number	USA – 18667462133 UK – 08081011573 Singapore – 8001012045 Hong Kong – 800964448
International Toll Number	USA + 1 3233868721 UK + 44 2034785524 Singapore + 65 31575746 Hong Kong + 852 30186877



- Playback of the earnings call will be available after the end of the call on the below mentioned number:

Replay Dates	May 19th 2022 till May 26th 2022
Access Code	63414
Dial-in Number	India +91 22 71945757 Hong Kong 800965553 Singapore 8001012510 UK 8007563427 USA 18332898317

- Audio record and the Transcript of the earnings call will be uploaded on the Company's website.

#### 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 sterile 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. For more information, log on to: [www.glandpharma.com](http://www.glandpharma.com)

#### Contacts:

Sampath Kumar Pallerlamudi  
Company Secretary and Compliance Officer  
[investors@glandpharma.com](mailto:investors@glandpharma.com)

Sumanta Bajpayee  
Vice President – Finance & Investor Relations  
[sumanta.bajpayee@glandpharma.com](mailto:sumanta.bajpayee@glandpharma.com)

*This press release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors. Gland Pharma Limited, its directors and any of the affiliates or employee is under no obligation to, and expressly assume any obligation to update any particular forward-looking statement contained in this release.*



GLAND PHARMA LIMITED

# Gland Pharma Limited

Financial Results  
Q4'FY22 & FY22

19<sup>th</sup> May 2022



# Safe Harbor Statement

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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.

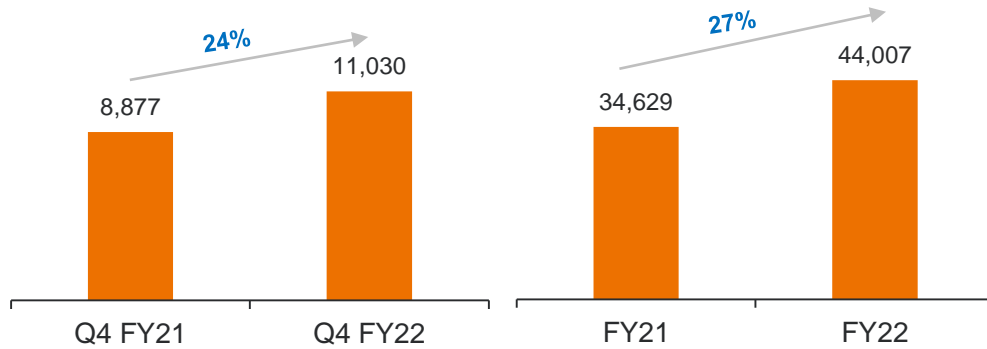
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# Financial Highlights (1/3)

## Demonstrated business resilience despite operational challenges

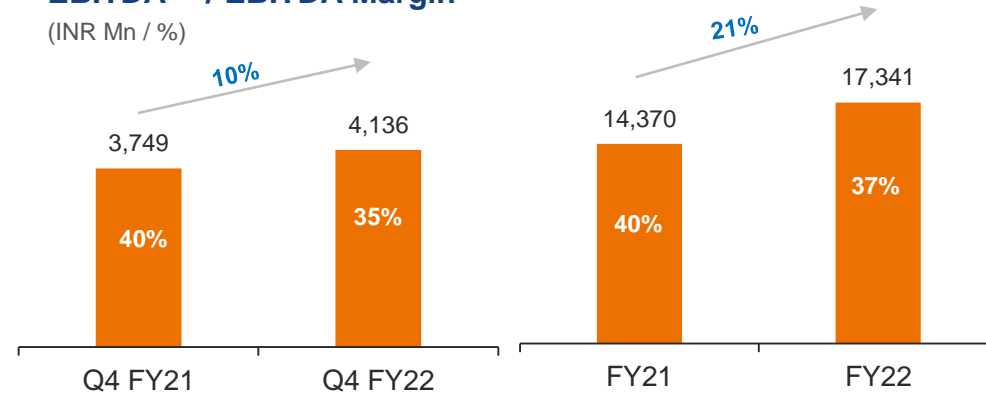
### Revenue from Operations

(INR Mn)



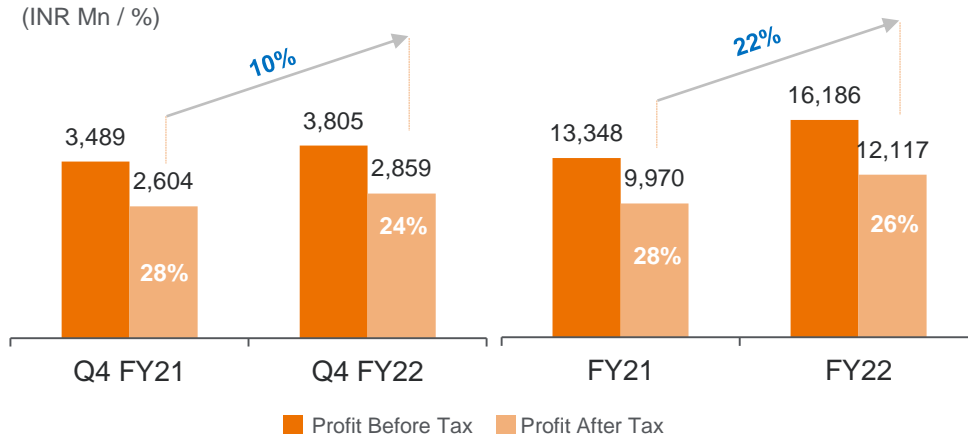
### EBITDA <sup>(1)</sup> / EBITDA Margin <sup>(2)</sup>

(INR Mn / %)



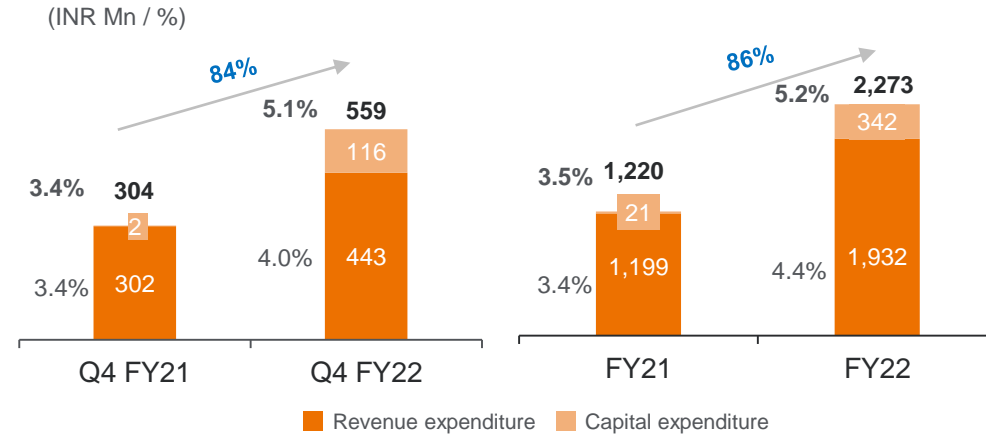
### PBT / PAT / PAT Margin <sup>(3)</sup>

(INR Mn / %)



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

(INR Mn / %)



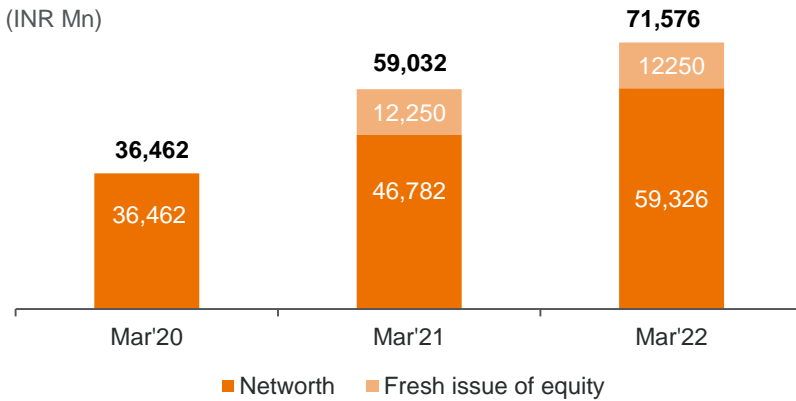
Note: (1) EBITDA stands for earnings before interest, taxes, depreciation and amortisation which has been arrived at by adding finance expense, depreciation expense and total tax expense to the profit for the period. (2) EBITDA margin = EBITDA / Total Income; (3) PAT margin = Profit for the period /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

# Financial Highlights (2/3)

## Strong Balance Sheet to support future growth plans

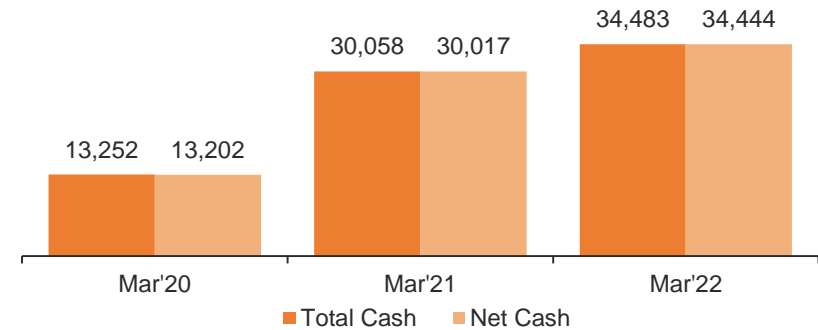
### Net Worth <sup>(1)</sup>

(INR Mn)



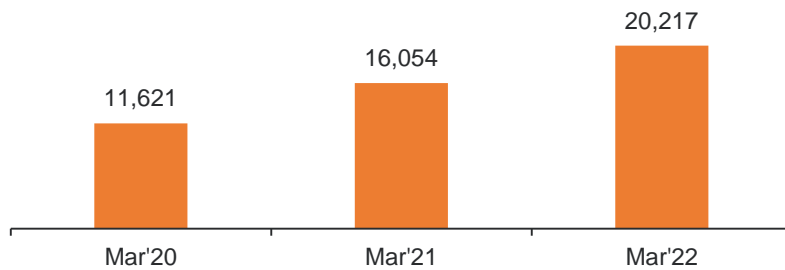
### Cash and Bank Balances / Net Cash <sup>(2)</sup>

(INR Mn)



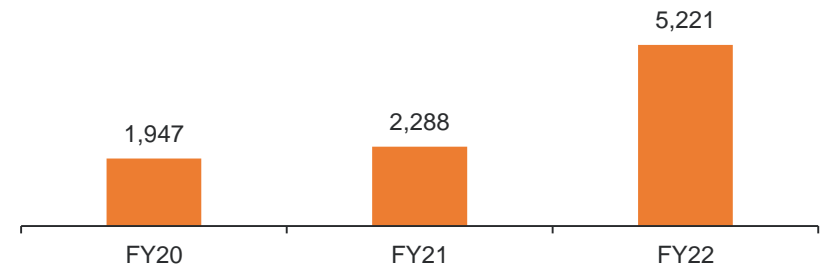
### Net Working Capital <sup>(3)</sup>

(INR Mn)



### Capital Expenditure

(INR Mn)



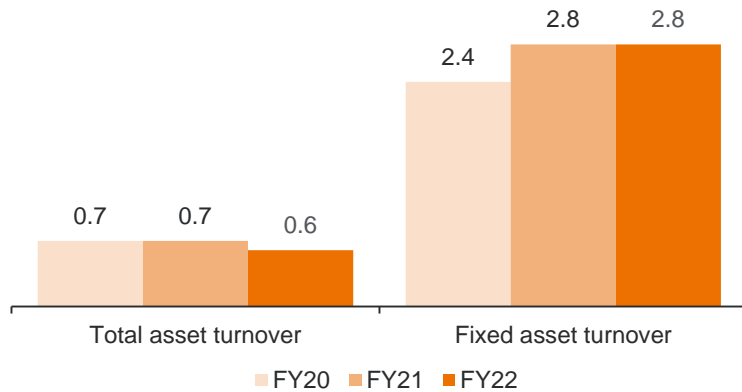
Note: (1) Net Worth refers to sum of equity share capital and other equity. (2) Net Cash refers to Cash, Investments in Debt Mutual Funds, Deposits with Financial Institutions and Bank Balances less Non-current borrowings (including current maturities). (3) Net Working Capital refers to Current assets (excluding cash and bank balances) less Current liabilities.



# Financial Highlights (3/3)

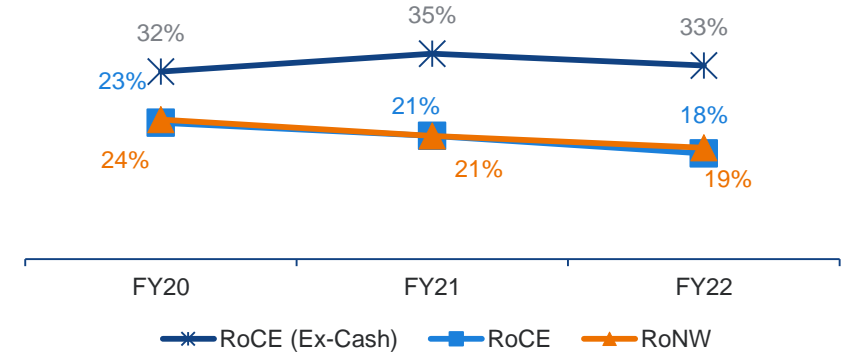
## Focus on Capital efficiency and healthy return ratios

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



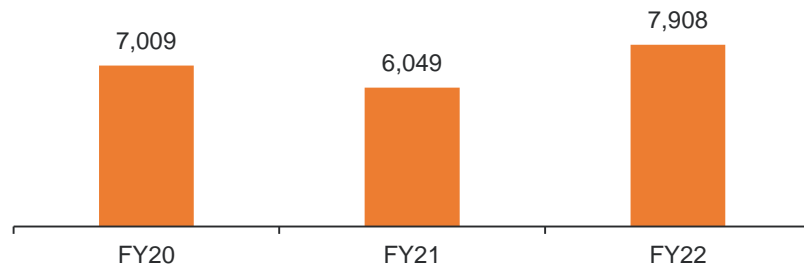
### ROCE (ex-cash)<sup>(3)</sup> / ROCE (4) / RONW (5)

(%)



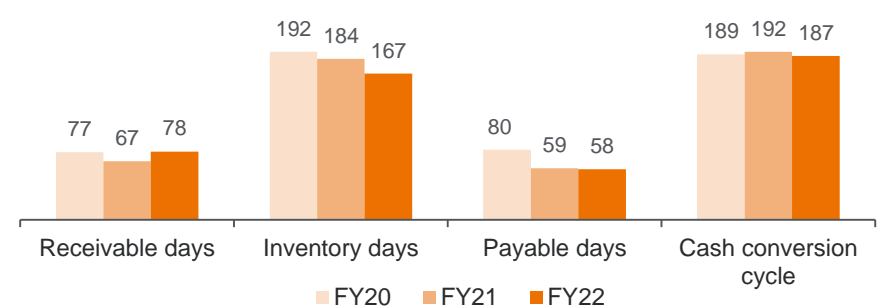
### Cash Flow from Operations

(INR Mn)



### Cash Conversion Cycle (CCC) (6)(7)

(# of Days)



Note: (1) Asset Turnover is calculated as Total Income for the period divided by average total assets for the period; (2) Fixed Asset Turnover is calculated as Total Income for the period divided by average total fixed assets for the period (Property, plant and equipment + Right-of-use assets + Capital work in progress); (3) ROCE (ex cash) = (EBIT - Taxes - Interest Income (net of taxes)) / Average Capital Employed for the period. Capital Employed represents Total Assets (excluding Cash and Bank balances) - Current Liabilities (4) Return on Capital Employed (ROCE) = (EBIT - Taxes) / Average Capital Employed for the period. Capital Employed represents Total Assets - Current Liabilities; (5) Return on Net Worth (RONW) = Profit for the period / Average Net Worth for the period. Net Worth represents sum of equity share capital and other equity; (6) COGS mean 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; (7) Receivable days calculated as average trade receivables for the period divided by revenue from operations \* over 365 days (as applicable), Inventory days calculated as average inventory for the period divided by COGS\* over 365 days (as applicable), & Payable days calculated as average trade payable for the period divided by COGS\* over 365 days (as applicable). CCC calculated as Receivable days + Inventory days - Payable days;

# P&L Highlights

(INR Mn)

Particulars	Q4 FY22	Q4 FY21	YoY growth	FY22	FY21	YoY growth	Q3 FY22
<b>Revenue from operations</b>	<b>11,030</b>	<b>8,877</b>	24%	<b>44,007</b>	<b>34,629</b>	27%	<b>10,633</b>
Other Income	652	473	38%	2,239	1,348	66%	457
<b>Total Income</b>	<b>11,682</b>	<b>9,350</b>	25%	<b>46,246</b>	<b>35,977</b>	29%	<b>11,090</b>
<b>Gross Margin<sup>(1)</sup></b>	<b>5,577</b>	<b>4,962</b>	12%	<b>22,915</b>	<b>19,710</b>	16%	<b>5,599</b>
<i>% margin</i>	51%	56%		52%	57%		53%
<b>EBITDA<sup>(2)</sup></b>	<b>4,136</b>	<b>3,749</b>	10%	<b>17,341</b>	<b>14,370</b>	21%	<b>3,946</b>
<i>% margin<sup>(3)</sup></i>	35%	40%		37%	40%		36%
<b>PBT</b>	<b>3,805</b>	<b>3,489</b>	9%	<b>16,186</b>	<b>13,348</b>	21%	<b>3,656</b>
<i>% margin</i>	33%	37%		35%	37%		33%
<b>PAT</b>	<b>2,859</b>	<b>2,604</b>	10%	<b>12,117</b>	<b>9,970</b>	22%	<b>2,730</b>
<i>% margin<sup>(4)</sup></i>	24%	28%		26%	28%		25%

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) PAT margin = PAT / Total Income

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

## Revenue:

Despite market challenges, our core markets remained strong during the year. Key products driving the growth includes Micafungin Sodium, Ketorolac Tromethamine, Heparin Sodium, Ziprasidone and Dexmedetomidine.

## New launches<sup>(2)</sup>:

Q4 FY22: 5 Product SKUs (4 molecules)

FY22<sup>(3)</sup>: 44 Product SKUs (29 molecules)

## US filings update:

As of Mar 31, 2022, we along with our partners had 311 ANDA filings in the United States, of which 252 were approved and 59 pending approval.

	Q4 FY22	FY22
ANDA Filed	2	29
ANDA Approved	3	19
DMFs Filed	-	11

FY22: Rs. 29,248 Mn

YoY Growth: 16%

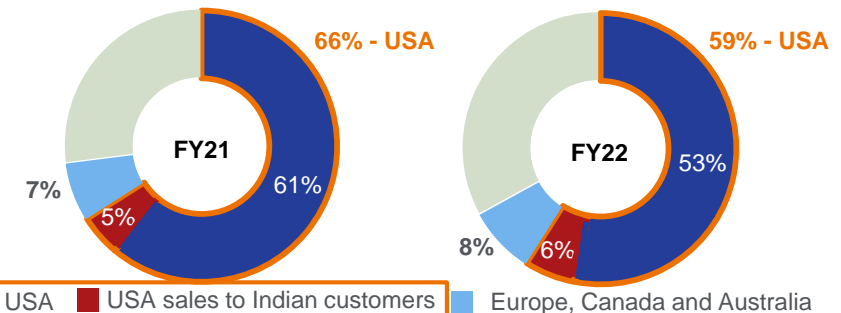
Q4 FY22: Rs. 7,110 Mn

YoY Growth: 8%

## Core Markets<sup>(1)</sup>



## Revenue Contribution



Note: ANDA count includes technology transfer ANDAs

(1) Core markets includes USA, Europe, Canada and Australia; (2) Includes products where launch quantity is dispatched to our partners; (3) Adjusted for product overlap on quarterly basis

# Rest of the World Markets

- Our strategy of expanding our product portfolio in identified geographies has led to a y-o-y growth of 55% in FY22.
- Our key markets contributing to the growth continue to remain MENA, LatAm and APAC.
- Enoxaparin Sodium was a key contributor to growth during the year along with other products like Heparin Sodium, Rocuronium Bromide and Dexmedetomidine.
- We registered Dexmedetomidine, Ertapenem and Tigecycline in new geographies during the Q4 FY22.

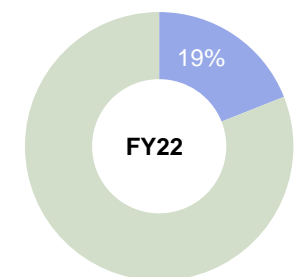
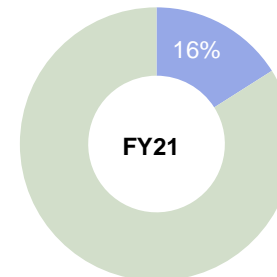
**FY22: Rs. 8,481 Mn**  
**YoY Growth: 55%**

**Q4 FY22: Rs. 1,902 Mn**  
**YoY Growth: 32%**

## Rest of the World Markets



## Revenue Contribution



# India (Domestic Market)

- India sales grew by 60% in FY22 on account of volume growth of existing products.
- The India sales stood at 18% of our revenue for Q4 FY22.
- For the full year FY22, the revenue contribution stood at 14% as compared to 11% in FY21.
- Successfully launched Caspofungin Acetate and Enoxaparin Sodium (Multi-Dose Cartridge with pen device) in domestic market during the year.

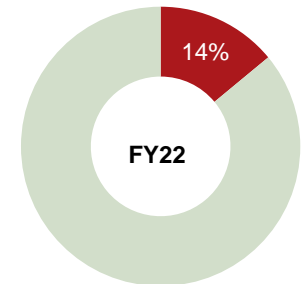
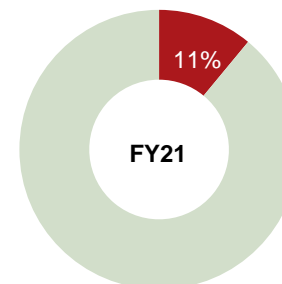
**FY22: Rs. 6,278 Mn**  
**YoY Growth: 60%**

**Q4 FY22: Rs. 2,018 Mn**  
**YoY Growth: 137%**

## India (Domestic Market)



## Revenue Contribution

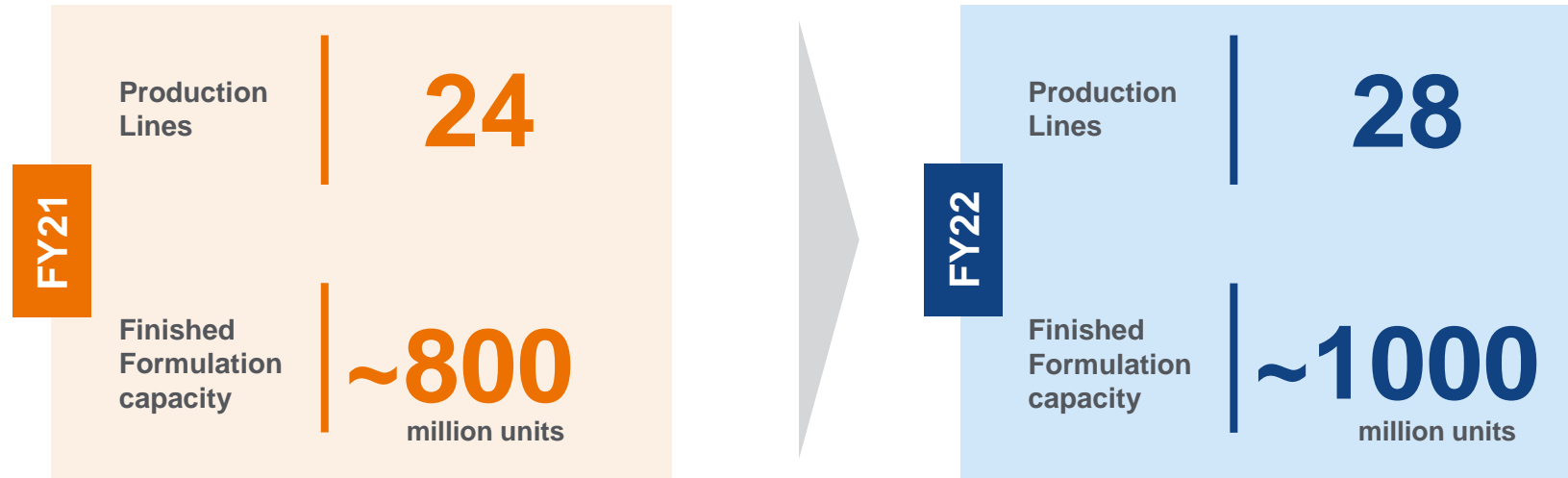


# Expansion of Manufacturing Infrastructure

New lines to support our complex injectables development pipeline for suspensions, hormones and emulsions based products

## Successfully completed installation of 4 new lines, adding > 200 million units of additional capacities

- These new lines have been installed at our sterile injectable facility at Pashamylaram, Hyderabad.
- Additional capacities include 3 liquid vial lines with 4 lyophilizers and 1 pre-filled syringe line
- Our manufacturing processes are designed to facilitate maximum production flexibility, while maintaining the highest standards of quality. Additional capacities will help us provide this flexibility to our production planning teams.



# Key Focus Areas

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



Working towards building **bio-similar / biologics CDMO capabilities** and exploring collaboration opportunities with established bio-similar players



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



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



State-of-the-art Facilities



Strong Quality Assurance & Quality Control



Economies of Scale



Vertically Integrated



Diversified Product Portfolio



Compliance Track Record

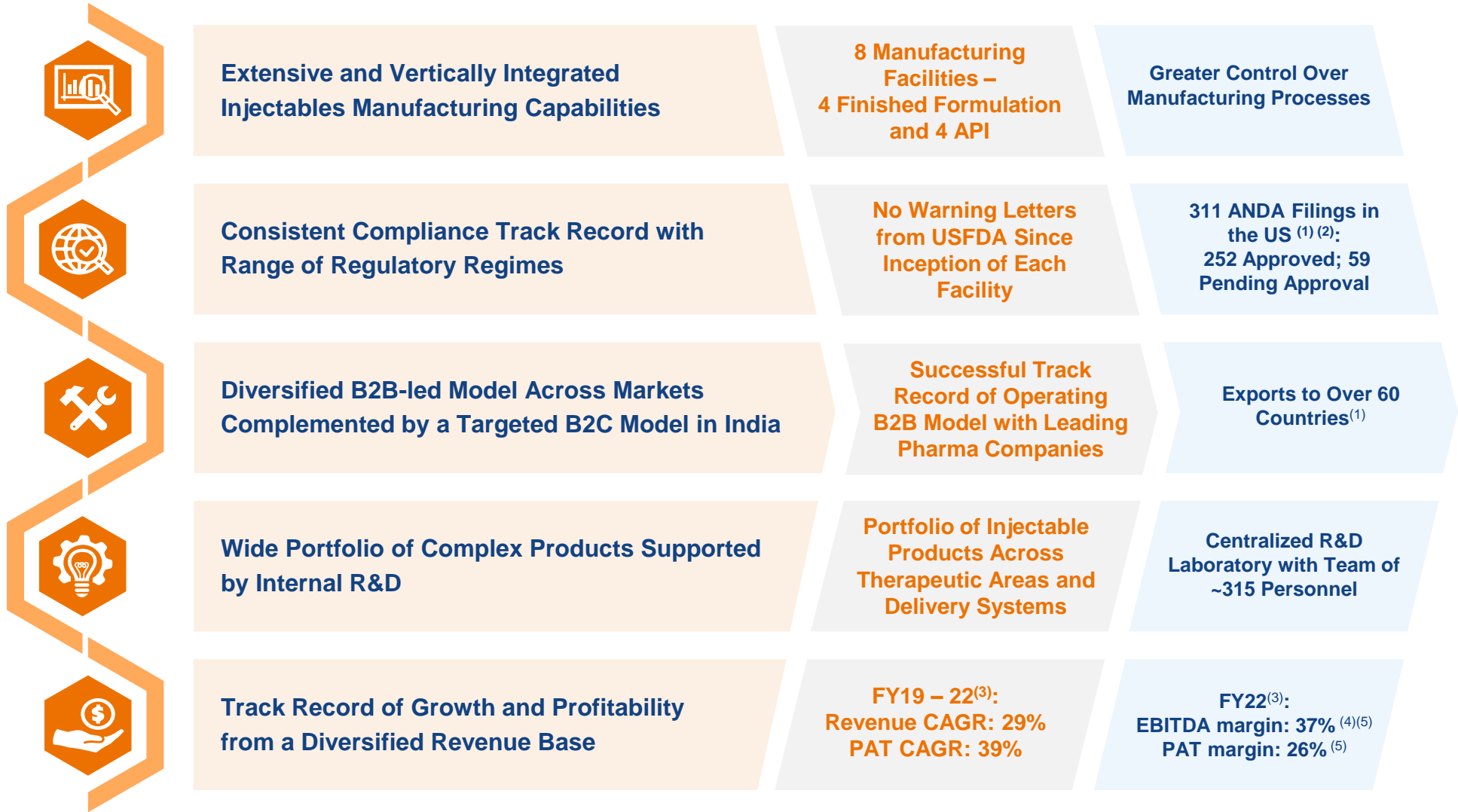


GLAND PHARMA LIMITED

# Investor Presentation

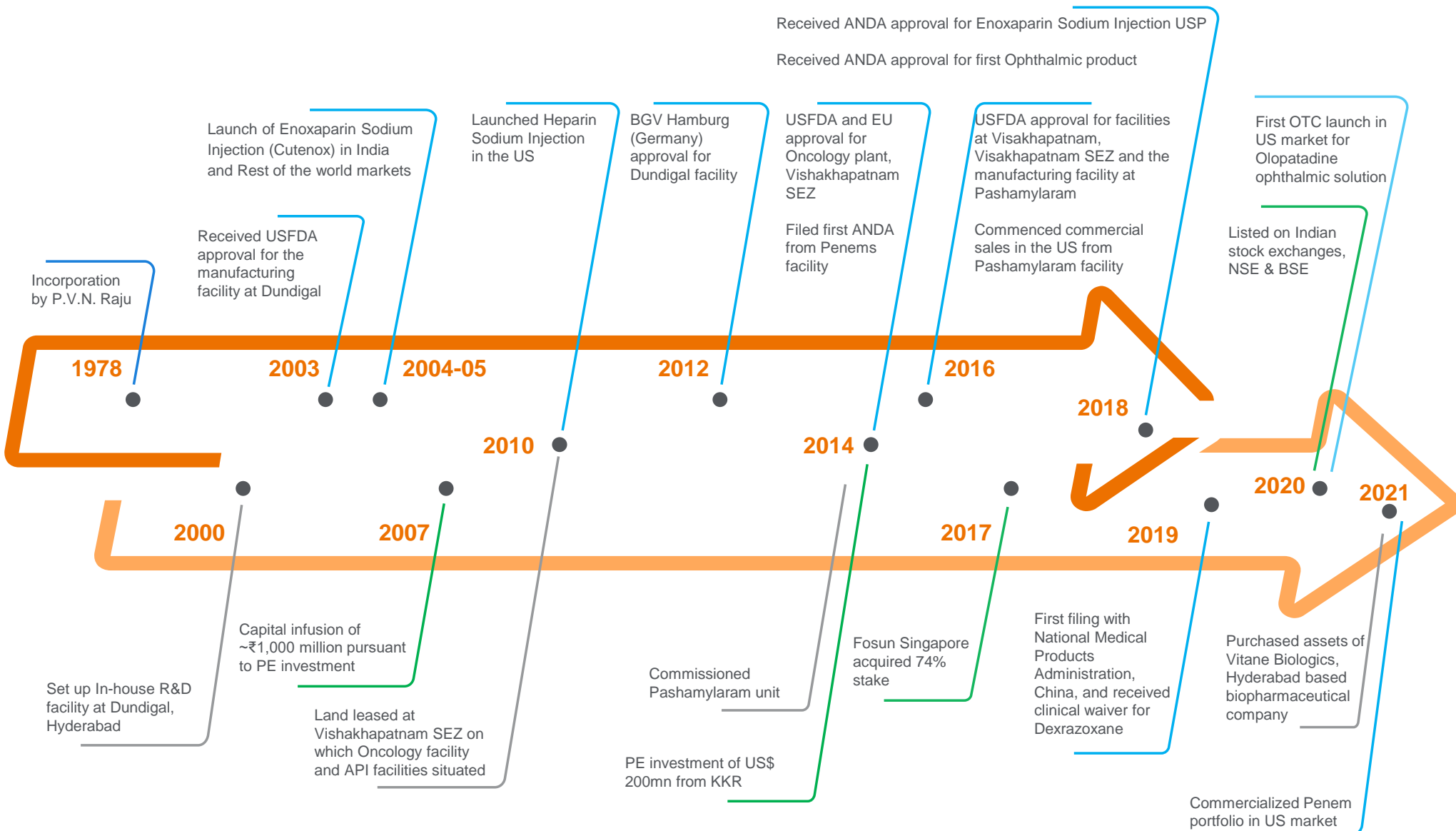






Note: (1) As of March 31, 2022. (2) Filed by Gland Pharma, along with partners. (3) Based on Financial Information prepared in accordance with Ind AS (4) EBITDA stands for earnings before interest, taxes, depreciation and amortization which has been arrived at by adding finance expense, depreciation expense, exceptional items and total tax expense to the profit for the year. (5) EBITDA margin = EBITDA / Total Income; PAT margin = PAT / Total Income.

# Our Journey

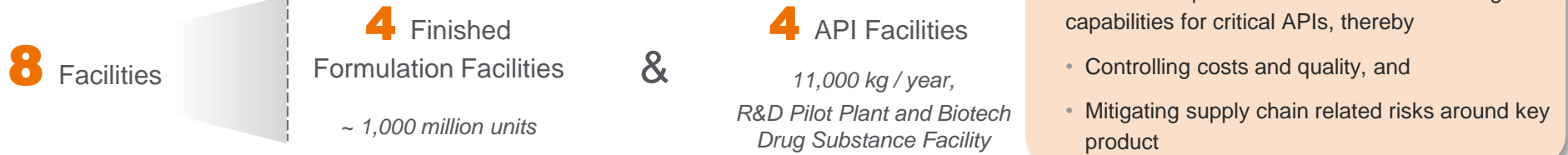


— Commission of Asset    — Investor / Capital Infusion    — Launch / Filings



# Business Overview

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



### Dundigal, Hyderabad

- Sterile Injectables Facility (Flagship)
- API Facility

### Pashamylaram, Hyderabad

- Sterile Injectables Facility
- Penems Facility

### Vishakhapatnam

- Oncology Facility
- 2 API Facilities

### Genome Valley, Hyderabad

- Biotech Drug Substance Facility

### 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 1,449 full-time employees**, 31.24% of total employees<sup>(1)</sup>
- Regular quality management reviews
- **40+ audits per year on average**, including customer audits and regulatory agency audits
- GMP certifications for facilities

Note: (1) As of March 31, 2022.

# Business Overview (Cont'd)

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

- **Operating in 60+ countries** as of March 31, 2022
- 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	<ul style="list-style-type: none"> <li>• Out-license to Marketing partners</li> <li>• Long term product supply contracts</li> </ul>		<ul style="list-style-type: none"> <li>• Co-development with Partner</li> <li>• Manufacturing by Gland</li> </ul>	<ul style="list-style-type: none"> <li>• Fill and finish service</li> <li>• Loan and license agreements</li> </ul>	<ul style="list-style-type: none"> <li>• Direct marketing of products</li> </ul>
Revenue Model	<ul style="list-style-type: none"> <li>• License and milestone payments</li> <li>• Selling price per unit dose + Profit Share</li> </ul>		<ul style="list-style-type: none"> <li>• Tech transfer fee</li> <li>• Selling price per unit dose + Royalty</li> </ul>	<ul style="list-style-type: none"> <li>• Fixed per unit price</li> </ul>	<ul style="list-style-type: none"> <li>• Direct sale of products</li> </ul>
ANDA Ownership <sup>(1)</sup>	✓	✗	✗	✗	✓
IP Ownership <sup>(1)</sup>	✓	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) 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

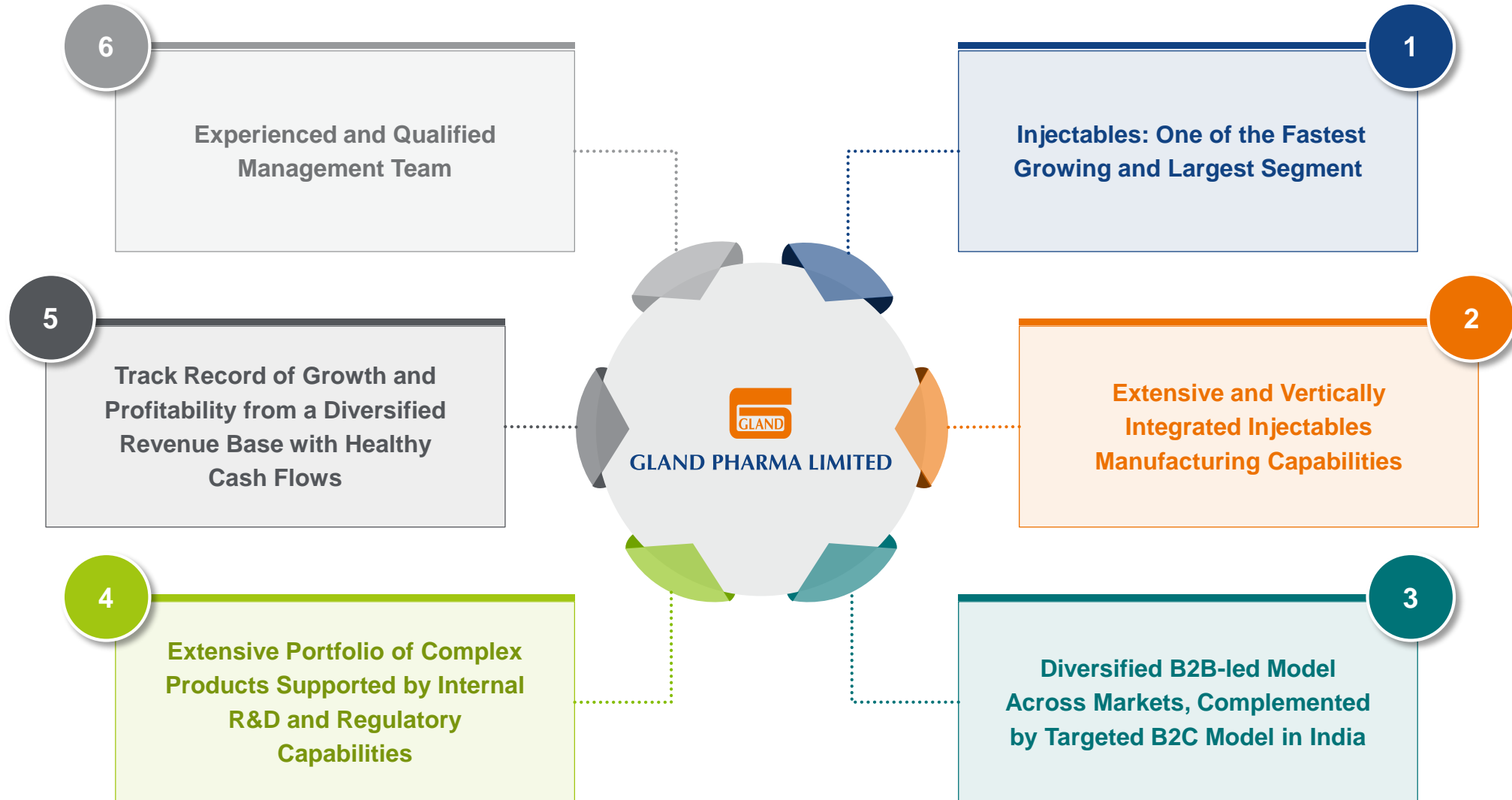
- **~315** personnel team including PhDs, pharmacy post graduates and chemists
- **New R&D building at Pashamylaram**, Hyderabad
- R&D expertise supports regulatory filings globally

### Regulatory Track Record

- 311 ANDA Filings in US – 252 approved; 59 pending <sup>(1)</sup>
  - Of 311, 139 owned by Gland Pharma out of which 100 are approved and 39 are pending for approval
  - 227 for sterile injectables, 54 for oncology and 30 for ophthalmics related products
- 1,557 product registrations globally, of which 418 in United States, Europe, Canada and Australia, 69 in India and 1070 in Rest of the world <sup>(1)</sup>

Note: (1) As of March 31, 2022; refer to ANDA filings by Gland Pharma, along with partners.

# Key Strengths

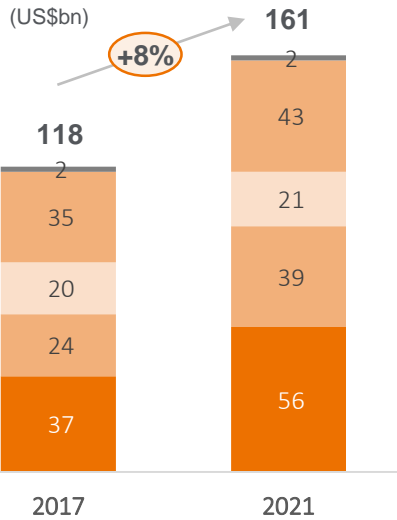


# Generic Injectables: Market & Growth Drivers

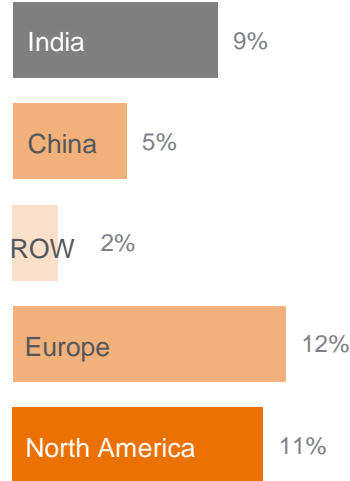
US\$161bn Market with Multiple Growth Levers Driven by LoEs, Opportunity from Shortages and Ease of Use

## Geographic Mix- Generic Injectable

(US\$bn)

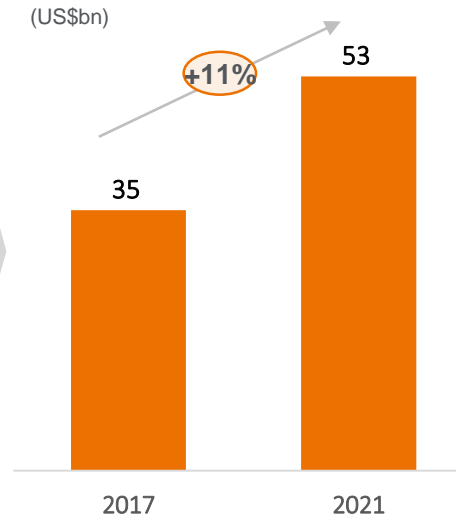


(17-21 CAGR)



## US Generic Injectable market

(US\$bn)



The US Generic Injectable market grew from US\$ 35 Bn in 2017 to **US\$ 53 Bn** in 2021, at a rate of **11%**

### Growth drivers for Injectables

#### Rising prevalence of chronic diseases

Strong increase in the prevalence of diabetes and other chronic diseases – the treatment of which is primarily administered through injectables

#### Convenience and benefits of New Drug Delivery Systems

Strong increase in the prevalence of diabetes and other chronic diseases – the treatment of which is primarily administered through injectables

#### New market opportunities

Increasing treatment of new ailments through injectables such as rheumatoid arthritis, multiple sclerosis, cancers and auto-immune disorders

#### Growth of biologics

Increased use of biologics due to their ease of handling, less overfills and more safety to patients - increasing demand for the injectable drug delivery devices for these formulations

# 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**



# Extensive & Vertically Integrated Manufacturing Capabilities

## Overview



**8** Facilities

**4**

Finished Formulation  
Facilities

~ **1,000**  
**million units**

**4(1)**

API Facilities

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



28 production lines with flexibility to accommodate different product requirements



In process of commissioning additional capacity



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)

Note: (1). Includes recent acquired Biotech Drug Substance Facility at Genome Valley, Hyderabad

# 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 March 31, 2022 <sup>(1)</sup>

## Focus on Quality Control



**1,449**

full time employees in Quality Control and Quality Assurance <sup>(2)</sup>



**31.24%**

of the workforce in Quality Control and Quality Assurance <sup>(2)</sup>



**40+**

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 March 31, 2022 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 March 31, 2022

# Diversified Business Model with Focus on Growth & Stability

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

	B2B (c.95% of FY22 Revenue)				B2C (c.4% of FY22 Revenue)
	B2B – IP Led		B2B Tech Transfer	B2B CMO	B2C
	Own Filing	Partner Filing			
<b>Overview</b>	<ul style="list-style-type: none"> <li>Out-license to marketing partners</li> <li>Long term product supply contracts</li> </ul>		<ul style="list-style-type: none"> <li>Co-development with Partner</li> <li>Manufacturing by Gland</li> </ul>	<ul style="list-style-type: none"> <li>Fill and finish service</li> <li>Loan and license agreements</li> </ul>	<ul style="list-style-type: none"> <li>Direct marketing of products</li> </ul>
<b>Revenue Model</b>	<ul style="list-style-type: none"> <li>License and milestone payments</li> <li>Selling price per unit dose + Profit Share</li> </ul>		<ul style="list-style-type: none"> <li>Tech transfer fee</li> <li>Selling price per unit dose + Royalties</li> </ul>	<ul style="list-style-type: none"> <li>Fixed per unit price</li> </ul>	<ul style="list-style-type: none"> <li>Direct sale of products</li> </ul>
<b>ANDA Ownership <sup>(1)</sup></b>	✓	✗	✗	✗	✓
<b>Development <sup>(1)</sup></b>	✓	✓	✓ <sup>(2)</sup>	✗	✓
<b>IP Ownership <sup>(1)</sup></b>	✓	Co-owned	✗	✗	✓
<b>Marketing Rights <sup>(1)</sup></b>	✓	✗	✗	✗	✓
<b>Royalty / Profit Sharing <sup>(1)</sup></b>	✓	✓	✓	✗	Not Applicable
<b>Key Markets</b>					
<b>Select Clients / Partners</b>	<ul style="list-style-type: none"> <li>Global Pharma Companies</li> </ul>			<ul style="list-style-type: none"> <li>Indian Pharma Companies</li> </ul>	<ul style="list-style-type: none"> <li>c.2,000 corporate hospitals, nursing homes &amp; govt. facilities</li> </ul>

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**

## 6 Lower R&D Litigation Risks

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

## 5 Lower RM<sup>1</sup> / 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

## 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



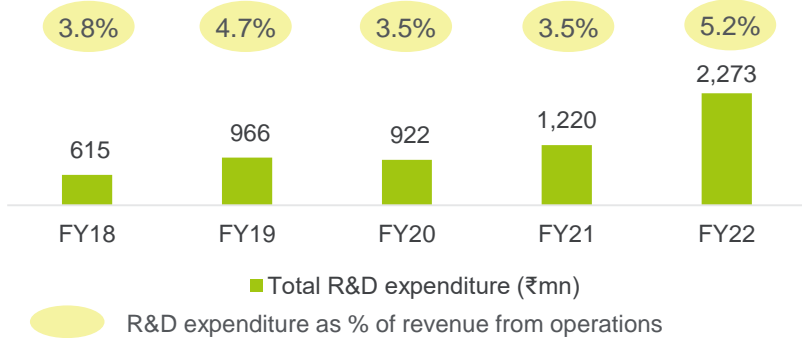
# Complex Product Portfolio Supported by Strong R&D...

## Right Capability Matrix in Products and Delivery Systems

<p><b>Expertise in synthesis of complex drug molecules:</b></p> <ul style="list-style-type: none"> <li>▪ Low Molecular Weight Heparins</li> <li>▪ Steroids</li> <li>▪ Cytotoxics</li> </ul>	<p><b>Present in:</b></p> <ul style="list-style-type: none"> <li>▪ Oncology</li> <li>▪ Ophthalmics and Otologicals</li> <li>▪ Blood-related</li> <li>▪ Neurological and Central Nervous System</li> <li>▪ Pain, neuro-muscular agents and analgesics</li> </ul>	<p><b>Focused on:</b></p> <ul style="list-style-type: none"> <li>▪ Complex injectables</li> <li>▪ NCE-1s</li> <li>▪ First-to-File products</li> <li>▪ 505(b)(2) filings</li> </ul>	<p><b>Expanding capabilities in:</b></p> <ul style="list-style-type: none"> <li>▪ Peptides</li> <li>▪ Long-acting injectables</li> <li>▪ Suspensions</li> <li>▪ Hormonal products</li> <li>▪ Biosimilar</li> </ul>	<p><b>Expanding in new delivery systems:</b></p> <ul style="list-style-type: none"> <li>▪ Pens</li> <li>▪ Cartridges</li> </ul>	<p><b>Key products include:</b></p> <ul style="list-style-type: none"> <li>▪ Cis-Atracurium Besylate</li> <li>▪ Enoxaparin Sodium</li> <li>▪ Heparin Sodium</li> <li>▪ Rocuronium Bromide</li> </ul>
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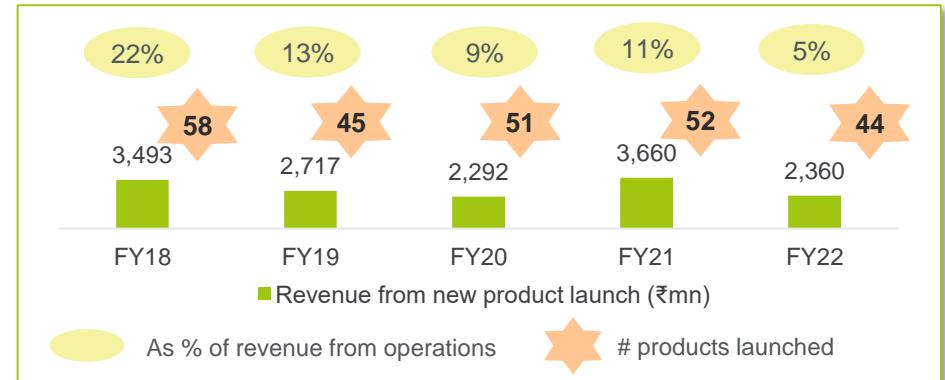
### Significant R&D Investment

Centralized R&D team of c.315 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 (**227**), oncology (**54**), ophthalmics (**30**)

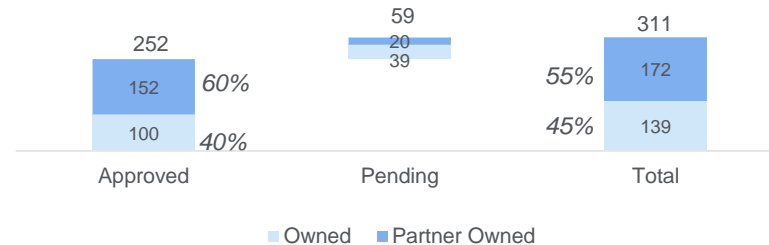
#### Supportive filings to drive sustainability

- 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

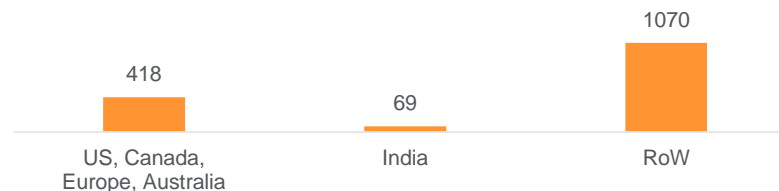
#### Total 311 ANDAs <sup>(1)</sup>



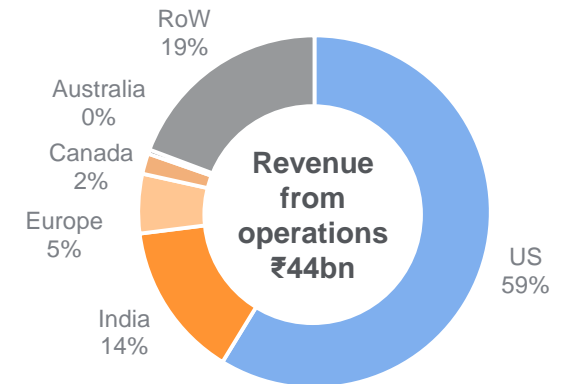
### Global Platform of Approved and Filed Registrations

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

#### Total 1,557 Product Registrations Globally<sup>1</sup>



### Geographic Breakdown (FY22)



Note: (1) Information in relation to the product filings and registration is as on March 31, 2022

# 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
<b>Board of Directors</b>	
 <p><b>Yiu Kwan Stanley Lau</b> <i>Chairman and Independent Director</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in pharmacy from The School of Pharmacy, University of London</li> <li>• Director on the board of Solasia Pharma K. K. and TaiLai Bioscience Ltd</li> </ul>
 <p><b>Srinivas Sadu</b> <i>MD and CEO</i></p>	<ul style="list-style-type: none"> <li>• Master's degree in science (industrial pharmacy) from Long Island University, New York</li> <li>• Master's degree in business administration from University of Baltimore;</li> <li>• Post graduate certificate in finance &amp; management from London School of Business &amp; Finance</li> </ul>
 <p><b>Qiyu Chen</b> <i>Non Executive Director</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in genetics from Fudan University</li> <li>• Master's degree in business administration from China Europe International Business School</li> <li>• Global partner of the Fosun Group</li> </ul>
 <p><b>Yifang Wu</b> <i>Non Executive Director</i></p>	<ul style="list-style-type: none"> <li>• Masters of administration in communication from Saint Joseph's University (Philadelphia)</li> <li>• Chairman and CEO of Shanghai Fosun Pharmaceutical (Group) Co. Ltd</li> </ul>
 <p><b>Yao Fang</b> <i>Non Executive Director</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in Economics from Fudan University</li> <li>• Master's degree in Business Administration from The Chinese University of Hong Kong.</li> <li>• Executive President of Fosun International Limited</li> </ul>
 <p><b>Xiaohui Guan</b> <i>Non Executive Director</i></p>	<ul style="list-style-type: none"> <li>• Master's degree in professional accountancy from the Chinese University of Hong Kong</li> <li>• Member of the Association of Chartered Certified Accountants and a non-practising member of the Shanghai Institute of Certified Public Accountants</li> </ul>
 <p><b>Udo Johannes Vetter</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in science (pharmacy) from the University of Washington</li> <li>• Associated with Vetter / Vetter Pharma group of companies since 1987 and currently, chairman on board of Vetter Pharma (Corporation)</li> </ul>
 <p><b>Essaji Goolam Vahanvati</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in law from Government Law College, Mumbai</li> <li>• Working as independent legal practitioner, practicing in the Supreme Court of India and Delhi High Court</li> </ul>
 <p><b>Satyanarayana Murthy Chavali</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in technology from Indian Institute of Technology, Madras</li> <li>• Post graduate diploma in management from Indian Institute of Management, Bangalore</li> </ul>
 <p><b>Naina Lal Kidwai</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>• Bachelors degree in Economics from Delhi University and Masters of business administration from Harvard Business School</li> <li>• Former President of the Federation of Indian Chambers of Commerce and Industry</li> </ul>
 <p><b>Dr. Jia Ai Zhang</b> <i>Non Executive Director</i></p>	<ul style="list-style-type: none"> <li>• Bachelor Degree in Pharmacy from Fudan University and PhD in Pharmaceutics from Oregon State University</li> <li>• Executive President at the Global R&amp;D center of Fosun Pharma</li> </ul>



# Professional and Experienced Management Team

Name	Qualification
<b>Management Team</b>	
 <p><b>Srinivas Sadu</b> <i>Managing Director and Chief Executive Officer</i></p>	<ul style="list-style-type: none"> <li>• Master's degree in science (industrial pharmacy) from Long Island University, New York</li> <li>• Master's degree in business administration from University of Baltimore;</li> <li>• Post graduate certificate in finance &amp; management from London School of Business &amp; Finance</li> </ul>
 <p><b>Ravi Shekhar Mitra</b> <i>Chief Financial Officer</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in commerce from University of Calcutta</li> <li>• Associate member of the Institute of Chartered Accountants of India</li> <li>• Associate member of the Institute of Company Secretaries of India</li> </ul>
 <p><b>K V G K Raju</b> <i>Chief Technology Officer</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in science from Andhra University</li> </ul>
 <p><b>C S Venkatesan</b> <i>Senior Vice President – R&amp;D</i></p>	<ul style="list-style-type: none"> <li>• Master's degree in science in organic chemistry from Annamalai University</li> <li>• Doctor of philosophy degree from the Indian Institute of Science, Bangalore</li> </ul>
 <p><b>Surapanini Sridevi</b> <i>Senior Vice President – R&amp;D</i></p>	<ul style="list-style-type: none"> <li>• Master's degree in pharmacy from Banaras Hindu University</li> <li>• Doctor of philosophy degree in pharmaceutical science from Osmania University</li> </ul>
 <p><b>Prakash Baliga</b> <i>Vice President – Strategic Sourcing, Procurement &amp; Commercial</i></p>	<ul style="list-style-type: none"> <li>• Master's degree in pharmacy from Bangalore University</li> </ul>
 <p><b>Shilpi Sahay</b> <i>General Manager – Human Resources</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in science from the Fergusson College, University of Pune</li> <li>• Executive diploma in human resource management from XLRI, Jamshedpur</li> </ul>
 <p><b>Susheel Ogra</b> <i>Assistant Vice President – Sales and Marketing</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in science from Maulana Azad Memorial College, University of Jammu</li> </ul>
 <p><b>Sampath Kumar Pallerlamudi</b> <i>Company Secretary and Compliance Officer</i></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in law from Andhra University Faculty of Law</li> <li>• Post graduate diploma in business management from Institute of Public Enterprise</li> <li>• Associate member of the Institute of Company Secretaries of India</li> </ul>

# 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 <sup>(1)</sup>
- Relationship with Shanghai Fosun Pharma provides **widened market access opportunities** arising from its own continuing internationalization
- Benefited 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

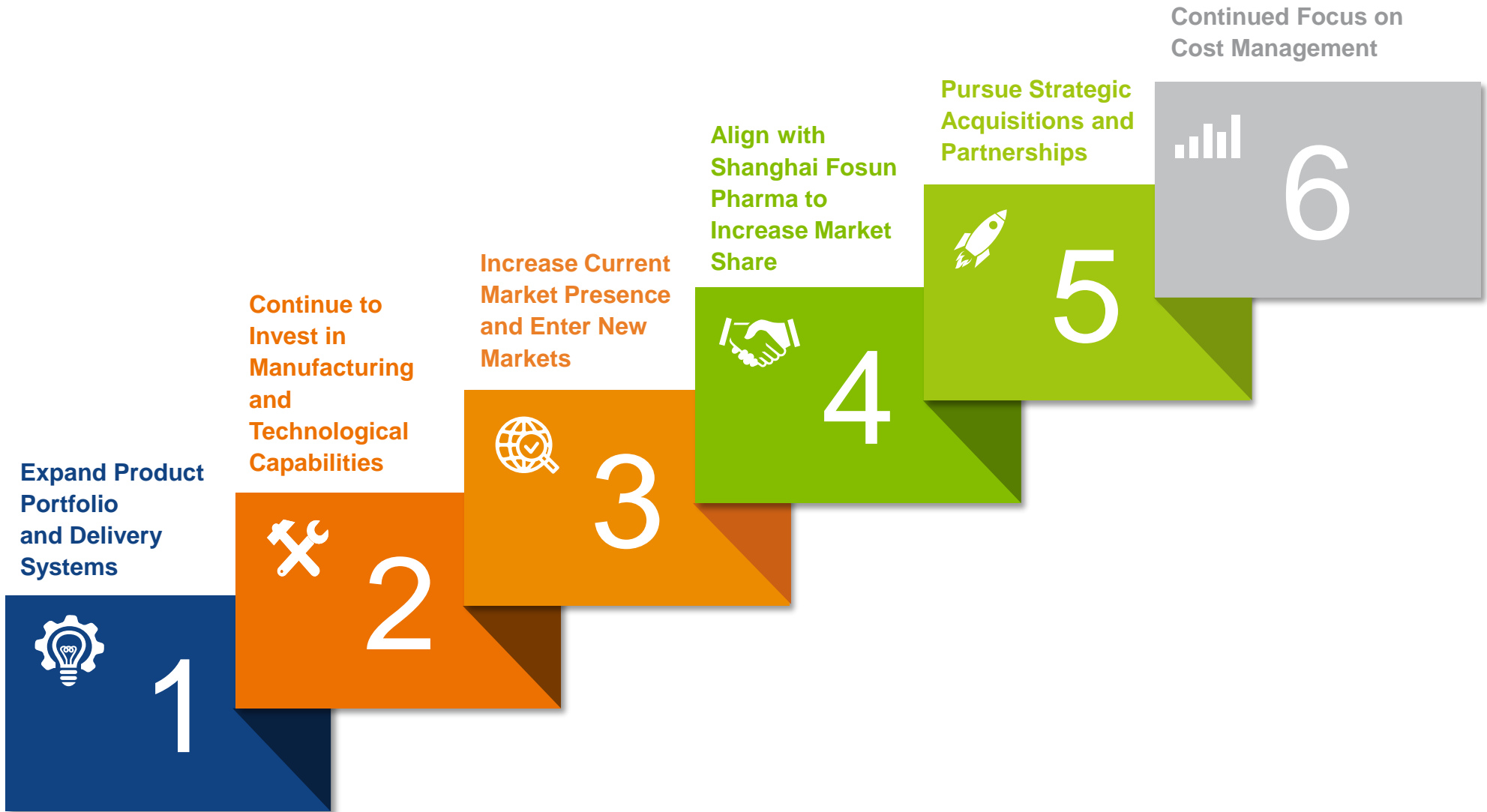
Benefit from **bargaining power** and scale to procure raw materials & equipment from China

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\$ 17.9 bn as of March 31, 2022

# Building Blocks to Implement Future Strategy

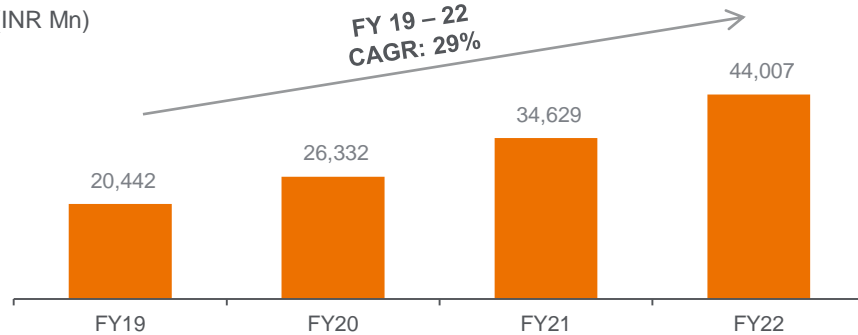


# Proven Track Record of Financial Performance

Delivering business growth with adequate R&D investments to support differentiated pipeline

## Revenue from Operations

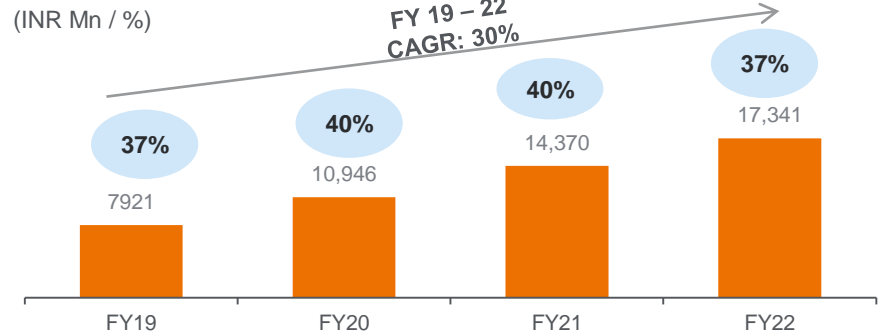
(INR Mn)



Broad portfolio, differentiated business model and strong execution capabilities have helped achieve sustainable growth

## EBITDA <sup>(1)</sup> / EBITDA Margin <sup>(2)</sup>

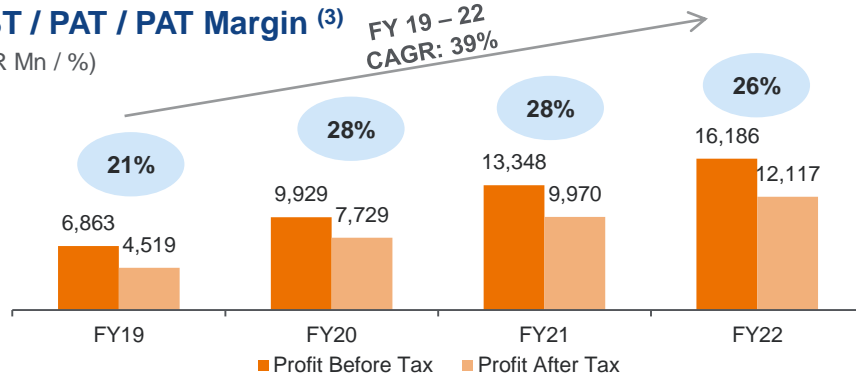
(INR Mn / %)



EBITDA has Grown at 30% CAGR from FY19 to FY22

## PBT / PAT / PAT Margin <sup>(3)</sup>

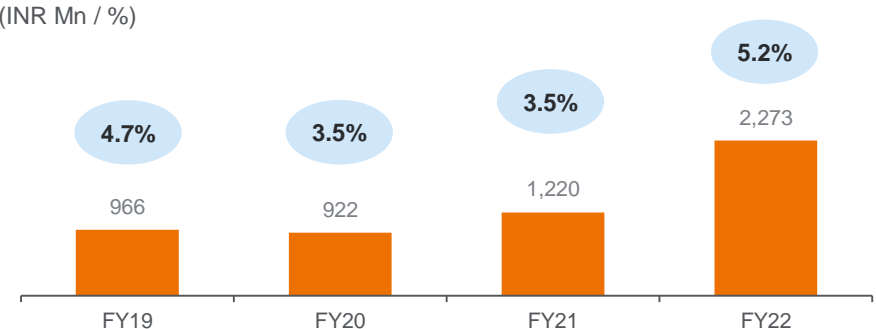
(INR Mn / %)



Sustainable PAT margins

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

(INR Mn / %)



In-house Centralized R&D Lab with ~ 315 Scientists

Note: (1) 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 (2) EBITDA margin = EBITDA / Total Income; (3) ; PAT margin = Profit for the year / Total Income

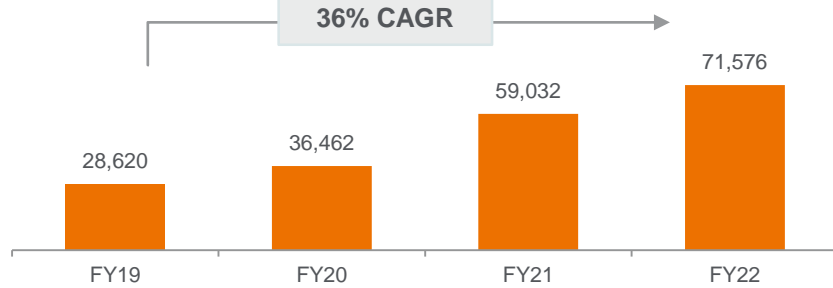
Margin



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

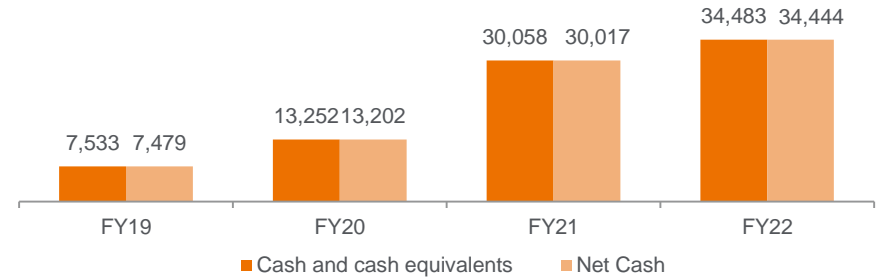
Strives to be a Capital Efficient Business. Company has no Significant Borrowings

**Net Worth (1)**  
(INR Mn)



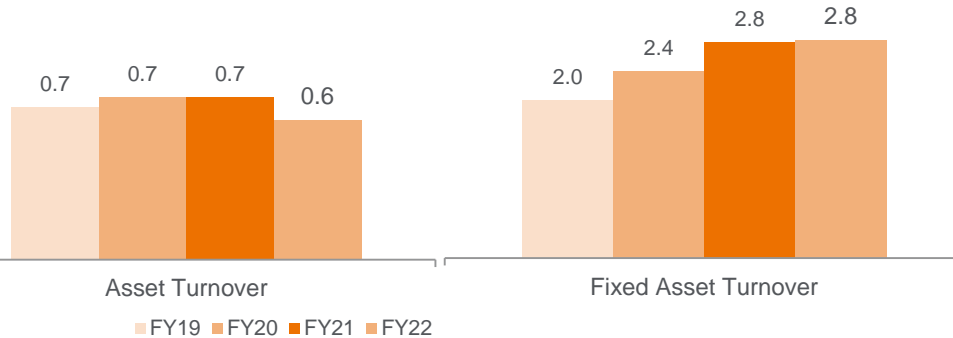
Strong Profitability Driving Growth in the Capital Base

**Cash and Bank Balances / Net Cash (2)**  
(INR Mn)



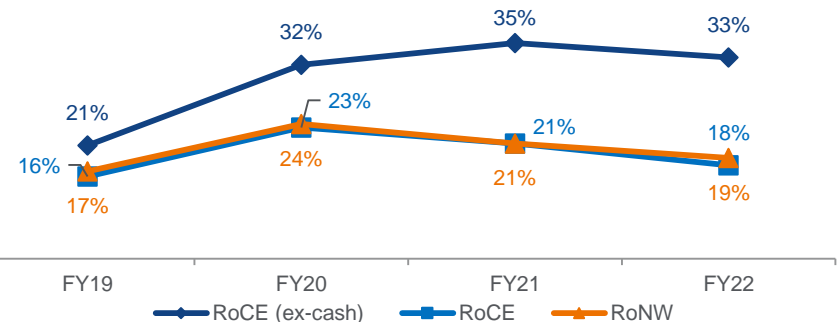
Maintained a Significant Net Cash Position over the Last 4 Years

**Asset Turnover Ratio (3)(4)**



Consistent Improvement in Asset Utilization to Generate Revenue

**ROCE (ex-cash)(5) / ROCE (6) / RONW (7)**  
(%)



Consistent Improvement in Profitability

Note: (1) Net Worth refers to sum of equity share capital and other equity. (2) Net Cash refers to Cash, Investments in Debt Mutual Funds, Deposits with Financial Institutions 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) ROCE (ex cash) = (EBIT - Taxes- Interest Income (net of taxes)) / Average Capital Employed for the period. Capital Employed represents Total Assets (excluding Cash and Bank balances) - Current Liabilities (6) Return on Capital Employed (ROCE) = (EBIT - Taxes)/ Average Capital Employed for the period. Capital Employed represents Total Assets - Current Liabilities; (7) Return on Net Worth (RONW) = Profit for the period / Average Net Worth for the period. 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

### Corporate Office:

**Gland Pharma Limited**  
Plot No. 11 & 84, TSIIC Phase: IV  
Pashamylaram (V), Patancheru (M),  
Sangareddy District  
Hyderabad 502307, Telangana, India

**BSE** 543245

**NSE** GLAND

**Bloomberg** GLAND:IN