



FDC Limited

MANUFACTURERS & EXPORTERS OF FOODS, DRUGS & CHEMICALS

Date:- February 10, 2022

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051

BSE Script Code: 531599

NSE Symbol: FDC

Sub: Press Release on Q3 - FY 2022 and 9M - FY 2022 Results.

Dear Sir/Ma'am,

Please find attached herewith the Press Release issued in relation to the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended December 31, 2021.

Kindly take the same on record.

Thanking you,

Yours truly
For FDC Limited


Varsharani Katre
Company Secretary & Compliance Officer
M No.: FCS-8948



FDC Limited

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FDC Limited reports Q3FY22 results

Mumbai, 09th February, 2022: FDC Limited (NSE: FDC, BSE: 531599, ISIN: INE258B01022) reported financials for the third quarter ending 31st December 2021.

Consolidated Q3FY22 and 9MFY22 FDC reported:

Rs. in lakhs	Q3' 21-22	Q3' 20-21	YOY Growth %
Operating Revenues	34,178	34,023	0.5%
EBITDA	6,065	10,877	-44%
EBITDA %	18%	32%	-44%
PBT	5,076	9,878	-49%
PAT	3,561	7,521	-53%
EPS	2.11	4.45	-53%

Rs. in lakhs	9M' 21-22	9M' 20-21	YOY Growth %
Operating Revenues	1,18,687	1,01,980	16%
EBITDA	30,091	36,508	-18%
EBITDA %	25%	36%	-31%
PBT	27,042	33,443	-19%
PAT	20,577	25,501	-19%
EPS	12.19	15.00	-19%

Commenting on the results;

We saw good growth in our Domestic business, which is a big pie of our overall business. This was driven by robust demand across our established therapies and brands leading to 35 % revenue growth. Our USA business portfolio saw some price erosion and lower demand for current portfolio laid by re-entry of competitors, still our partner has been successful in maintaining good portion of market share.

India Market:

Highlights:

- Q3FY22 revenue at Rs. 288.42 Crore, up 15% YOY
- 9MFY22 revenue at Rs.1,026.06 Crore, up 35% YOY

Overall sales in India markets accounted for 85% of total consolidated sales for the quarter.

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 E-mail : fdc@fdcindia.com • Website : www.fdcindia.com
 REGISTERED OFFICE : B-8, M.I.D.C. Industrial Area, Waluj - 431 136, Dist. Aurangabad. INDIA
 Tel.: 0240-255 4407 / 255 4299 / 255 4967 • Fax : 0240-255 4299
 E-mail : waluj@fdcindia.com • CIN : L24239MH1940PLC003176

As per secondary sales data by IQVIA for the nine months ended December 31, 2021, the Company delivered a strong YoY growth of 22% compared to Indian Pharmaceutical Market (IPM) growth of 21% YoY. This growth was mainly driven by Big brands like Zifi, Electral and Zathrin which witnessed a good volume growth.

FDC has moved one rank up from 23rd in YTD Dec'20 to 22nd in YTD Dec 21 in IPM.

In 9 months YTD Zifi has moved to 35th largest brand in IPM from 49th same period last year while Electral has moved up to 54th in IPM from 64th in same period last year.

Export Formulations Market:

Highlights:

- Q3FY22 revenue at Rs. 36.89 Crore, down 51% YOY
- 9MFY22 revenue at Rs. 115.99 Crore, down 45% YOY
- Received ANDA approval for Ofloxacin Otic Solutions 0.3%.

The main contributor is the USA market, accounting to 50% of total Export Formulations Sales.

Export API Market:

Highlights:

- Q3FY22 revenue at Rs.14.47 Crore, up 14% YOY
- 9MFY22 revenue at Rs. 41.61 Crore, down 0.4% YOY

ABOUT FDC LTD

Established in 1940, with the dream of building a world class company and vision to make the nation self-reliant in healthcare. FDC carries forward the flaming spirit of its first dream, achieving accreditations from the US-FDA, UK-MHRA, MCC-RSA, and the UAE, to cite a few. FDC is a forerunner in manufacturing and marketing of Oral Rehydration Salts (ORS) and Ophthalmic. FDC has also set-up globally approved, multi-location manufacturing facilities for Active Pharmaceuticals Ingredients (APIs) as well as Finished Dosage Forms. These facilities are located at Roha, Waluj and Sinnar in Maharashtra, Verna in Goa and Baddi in Himachal Pradesh. FDC markets more than 300 products in India and exports many of these to over 50 countries. FDC strives to explore, innovate and integrate solutions with modern technology, empowering talent and expanding healthcare horizons for a better quality of life to millions globally.

Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties including the impact of Covid-19 and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, fluctuation in earnings, foreign exchange rates, our ability to manage international operations and exports, our exposure to market risks as well as other risks.