



Zeal & Innovation in **M**edicine

Ref : ZLL/Compliance/LODR

Date : 29.07.2022

BSE Limited,
Compliance Department,
P. J. Towers, Dalal Street,
MUMBAI – 400 001
Company Code – 541400

Dear Sir,

Sub : Corporate Presentation – July 2022

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed Corporate Presentation – July 2022.

Kindly take the intimation on record.

Thanking you,

Yours faithfully,
For ZIM LABORATORIES LIMITED

(Piyush Nikhade)
Company Secretary and Compliance Officer

Encl : As above.

ZIM LABORATORIES LIMITED

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ZIM LABORATORIES LIMITED

Q1 FY23 INVESTOR PRESENTATION

JULY 2022

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BUSINESS HIGHLIGHTS

- Total Operating Income for Q1FY23 was Rs927Mn, up 44.5% YoY
- EBITDA for Q1FY23 was Rs131Mn, up from Rs65Mn in Q1FY22
- EBITDA margin for Q1FY23 was at 14.1%; up from 10.1% in Q1FY22
- Profit After Tax for Q1FY23 was Rs51Mn, up from Rs 2Mn in Q1FY22
- PAT Margins for Q1FY23 were 5.5%, up from 0.3% in Q1FY22
- Average cost of borrowing reduced to 9.7% in Q1FY23 from 12.4% in Q1FY22
- 5.5% of our Total Operating Income in Q1FY23 was invested in our R&D initiatives; we plan to continue our investments in product development, BE /other clinical studies for enhancing our product pipeline
- Pharmaceutical products in our business mix were at Rs617Mn (67%) and Nutraceutical products were at Rs310Mn (33%) ; both segments continued to show healthy growth in Q1FY23
- 82% of our business in Q1 FY23 was in Exports (Same as Q1 FY22) and the balance from Domestic sales and Deemed Exports
- 270 products (80 molecules) are registered in our name along with Marketing Authorisations in RoW markets; we will focus on investing on registering our products in Developed and Pharmerging markets*
- 154 branded generics are registered in our name; we will focus on strengthening our marketing team and developing our branded generic business

OUR BUSINESS



Pharmaceuticals

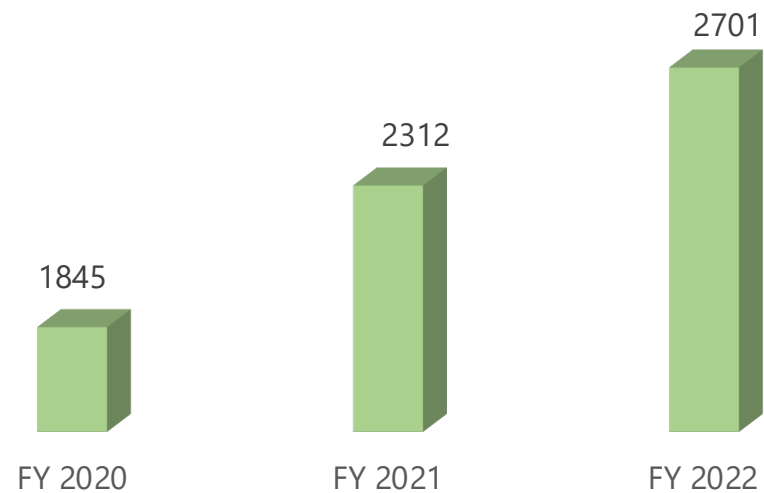
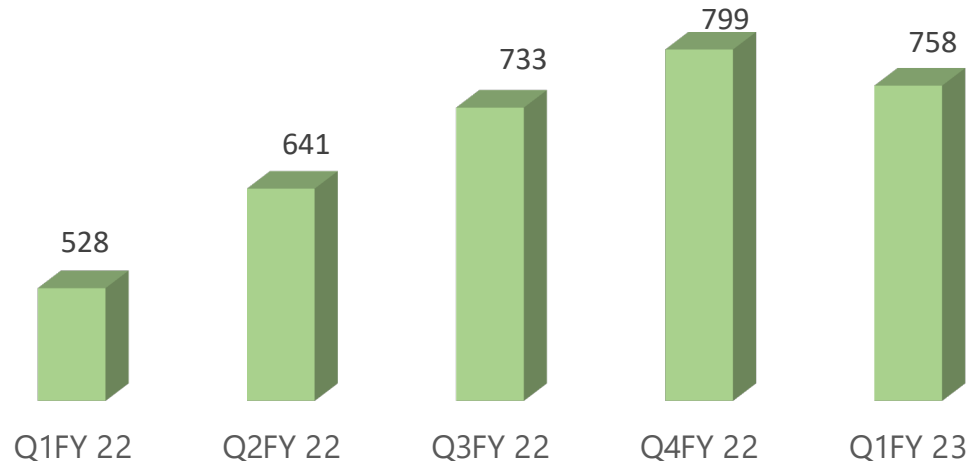
- During Q1FY23, our Pharmaceuticals business was Rs 617Mn – or 67% of the Total Operating Income
- Pharmaceuticals business sustained on a YoY basis (Q1FY22 was Rs613Mn)
- Top 4 therapeutic segments were Anti-biotic/Anti-Infective, Gastrointestinal, Analgesic/NSAIDs and Cardiovascular contributing Rs479Mn (78% of total pharmaceutical business) in Q1FY23
- 73% of the pharmaceutical business was in exports while the balance 27% was in domestic



Nutraceuticals

- During Q1FY23, our Nutraceutical business – comprising of Vitamins, Healthcare and Dietary Supplements was Rs310Mn – or 33% of the Total Operating Income
- The domestic Nutraceutical business includes our range of OTF products and other Nutraceuticals sold directly under our ZIMUNAT® brand or through our partners (ecommerce / through traditional channels)

EXPORTS BUSINESS

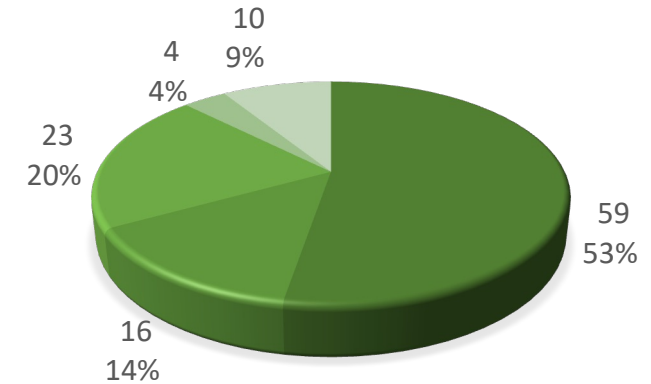


- Our exports business in Q1FY23 was Rs758Mn, up 43% from Rs528 Mn for Q1FY22
- Mix of Exports in Total Operating Income in Q1FY23 was 82% (also 82% in Q1FY22)
- Key regions for exports during the quarter were MENA, SE Asia, Europe and Africa

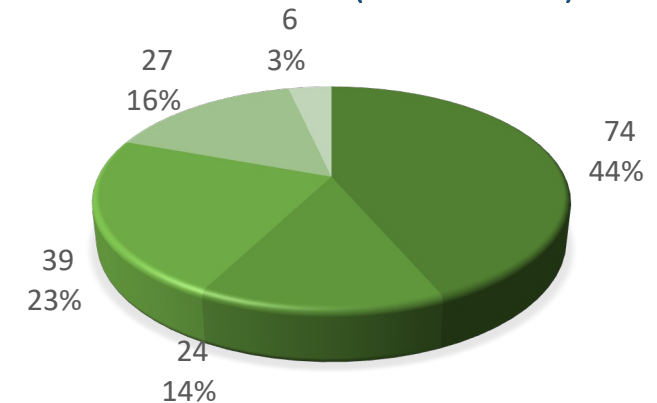
DOMESTIC BUSINESS

- For Q1FY23, our domestic business was Rs169Mn and comprised 18% of our Total Operating Income
- The domestic business includes sale to Central/ State Government, agencies owned by the Government and sale through deemed exports (products billed in India for export by 3rd parties)
- The Government business is mainly in pharmaceutical products under the “Jan Aushadhi and CGHS” scheme to ESIC , Railways etc. and comprise of our differentiated and high margin generic products that provide certain threshold net contribution % to meet risks in fluctuating raw material prices and payment delays
- Our range of OTF products in India which are marketed by partners in their brands and directly under our brand ZIMUNAT® through ecommerce / online platforms
- Mix of Deemed Exports has dropped to 44% in Q1FY23 from 53% in Q1FY22

Q1FY2022 (RS. 113 MN)

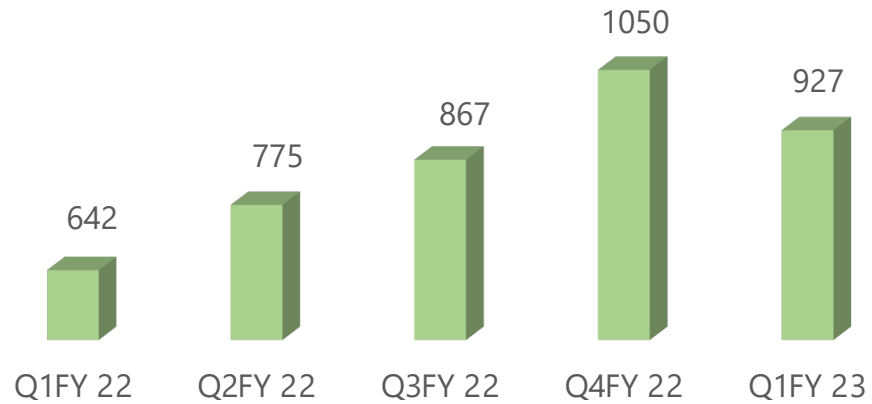


Q1FY2023 (RS. 169 MN)

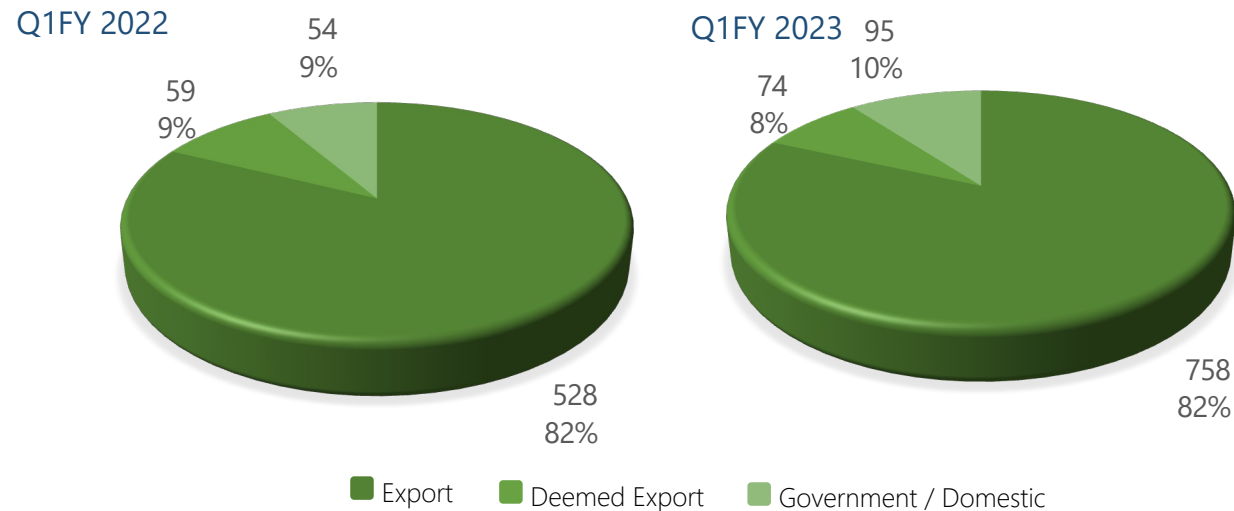


- Deemed Export
- Others
- Jan Aushadhi & CGHS - ESIC & Railway
- State Govt.
- ODS

TOTAL OPERATING INCOME



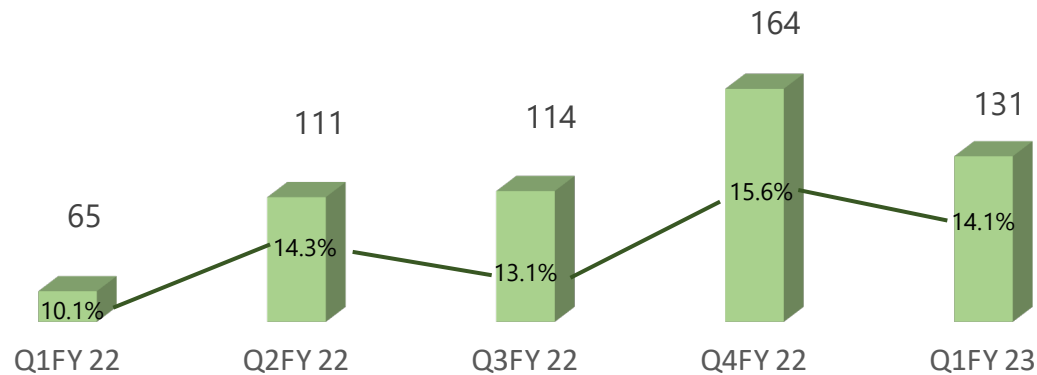
- Total Operating Income grew to Rs927Mn in Q1FY23 from Rs642Mn in Q1FY22
- All our lines of business grew in Q1FY23 Vs Q1 FY22 and the mix was same for exports (82%) during this period; there was a small change in mix for Deemed Exports business which was 8% in Q1FY23 VS Q1FY22
- Mix % of the Government business grew marginally as contribution margins % from the Government business has been improving on account of change of product mix in this segment



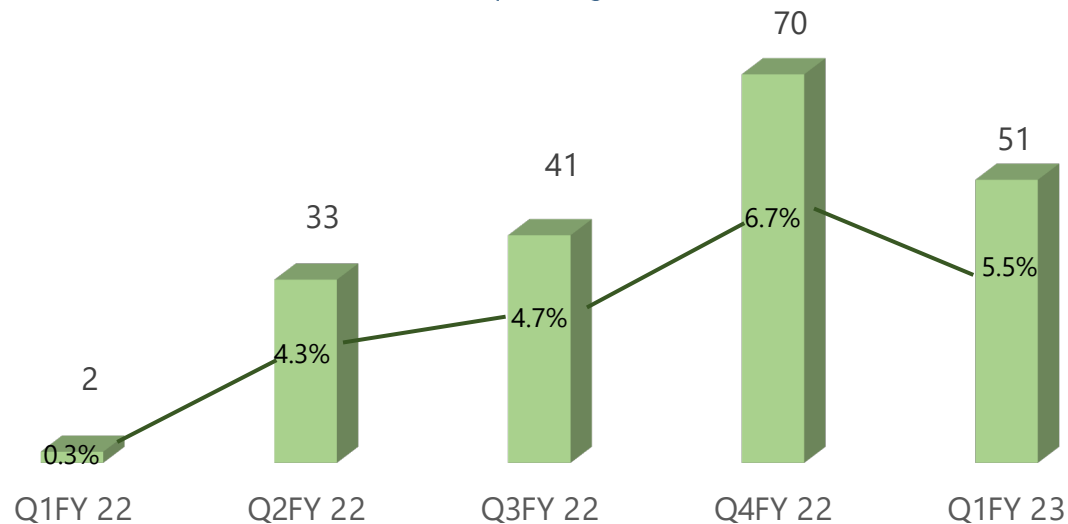
All numbers are in Rs. Mn unless otherwise stated

EBITDA & PROFIT AFTER TAX

EBITDA In Rs. Mn and as % of Total Operating Income



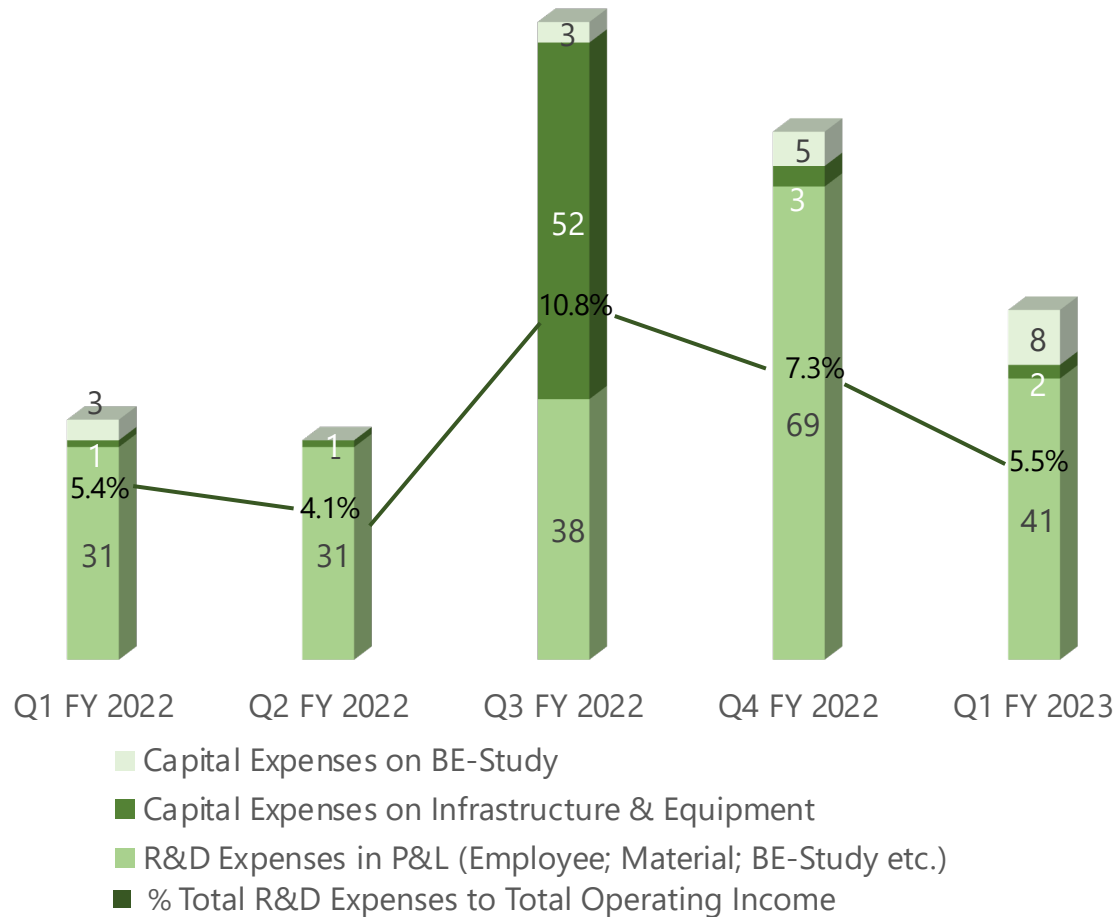
PAT In Rs. Mn and as % of Total Operating Income



- Our Net Contribution (Total Operating Income less Variable Costs) continued to grow in Q1FY23, mainly on account of the change in mix in the products and better realisations from our exports business
- EBITDA margins grew at 14.1%YoY in Q1FY23 as compared to 10.1% in Q1FY22
- Profit Before Tax (PBT) for Q1FY23 was Rs75Mn, compared to PBT of Rs3Mn in Q1FY22
- Finance cost for the year was reduced on account of decline in annualised interest costs to 9.7% in Q1FY23 (from 12.4% in Q1FY22)
- There has been improvement in our PAT and PAT margins over the last few quarters

RESEARCH & DEVELOPMENT

R&D Expense (In Rs. Mn and as % of Total Operating Income)



- Our R&D expenses for Q1FY23 was 5.5% of our Total Operating Income
- Around 80% of the expenses for Q1FY23 were incurred on salary, materials, BE and other study etc. for the R&D team and the balance was on capitalized expenses including tools, equipment, in BE and other studies
- Independent R&D laboratories, QA/ QC facilities and teams are there for the main-stream Pharmaceutical R&D, for Oral Thin Films and for the Nutraceutical division - with each division responsible for developing their own distinct sets of products including studies and fillings

All numbers are in Rs. Mn unless otherwise stated

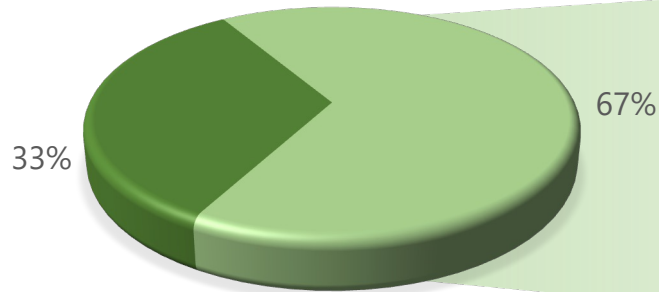
INCOME STATEMENT : CONSOLIDATED

Key Financial Highlights: Income Statement (Rs. Mn)

Particulars	Q1 FY23	Q1 FY22	Change % (YoY)	Q1 FY 23	Q4 FY 22	Change % (QoQ)
Total Operating Income	927	642	44.4%	927	1050	(11.7)%
Other Income	19	12	58.3%	19	17	11.8%
Total Income	946	654	44.6%	946	1067	(11.3)%
EBITDA	131	65	101%	131	164	(20.1)%
EBITDA %	14.1%	10.1%	-	14.1%	15.6%	-
Profit Before Tax (PBT)	75	3	2400%	75	108	(30.6)%
PBT %	8.1%	0.4%	-	8.1%	10.3%	-
Profit After Tax (PAT)	51	2	2450%	51	70	(27.1)%
PAT %	5.5%	0.3%	-	5.5%	6.7%	-
EPS (Rs / Share)	3.17	0.12	2542%	3.17	4.33	(26.8)%

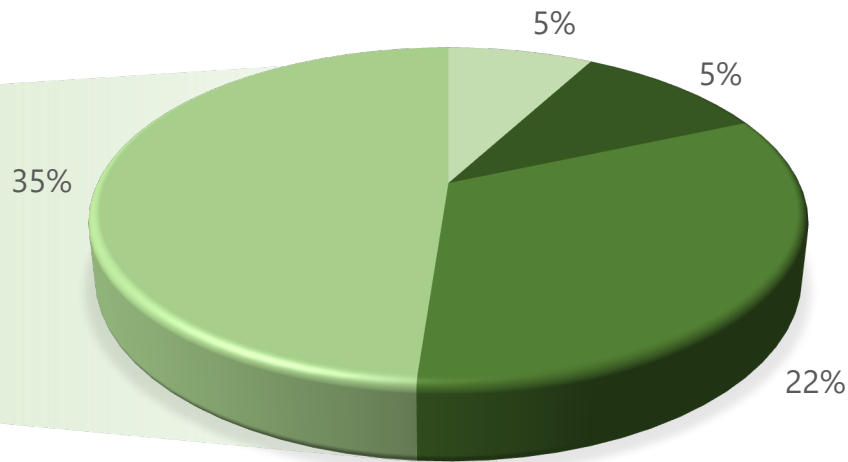
OWNERSHIP

Overall Shareholding %



- Promoter
- Public

Public Shareholding %



- HNI
- Body Corporates
- NRI and foreign individuals
- Other Public Shareholding

- Promoter Group shareholding is free of any encumbrance
- 1Mn equity shares (6.16% of the diluted capital) of the Company are held under an Escrow arrangement and categorized under "Other Public Shareholding". These shares may be liquidated at an appropriate time in line with the Escrow arrangement (Refer Disclosure in the Published Financial Statements of the Company).



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THANK YOU