



JAGSONPAL PHARMACEUTICALS LIMITED

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CIN No. L74899DL1978PLC009181

Date: October 19th, 2021

To, The Department of Corporate Services- Listing BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001	To, The Department of Corporate Services- Listing National Stock Exchange of India Ltd Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051
Scrip Code: 507789	Symbol: JAGSNPHARM

Subject: - Press release on the Financial Results for the quarter and half year ended 30th September, 2021

Dear Sir,

In terms of regulation 30 of the SEBI (LODR) Regulations, 2015, please find enclosed herewith a copy of the Press Release on the Unaudited Financial results of the Company for the quarter and half year ended 30th September, 2021.

For **JAGSONPAL PHARMACEUTICALS LIMITED**

Nandita Singh
Company Secretary & Compliance Officer

Membership No.: A48520

Jagsonpal Pharmaceuticals announces Q2 FY22 Results

Q2 FY22 Income at Rs. 598 mn H1 FY 22 EBITDA at Rs. 207 mn compared to 87 mn of H1FY 21 Announces Interim Dividend of Rs. 4 per Equity Share Accenture on board to chalk out a Business Transformation Plan

New Delhi, Oct 19, 2021: Jagsonpal Pharmaceuticals Ltd., a leading pharmaceutical company from Delhi, announced their Q2FY22 results in the Board Meeting held on October 19th, 2021.

Management Comment:

Commenting on the performance, Mr. R.P.S. Kochhar, Chairman & Managing Director, Jagsonpal Pharmaceuticals said, “We have delivered another steady quarter of revenues while our EBITDA margins continue to show consistency. As mentioned in the last quarter, our efforts on product rationalization, focus on high margin products, cost control initiatives and improvement in operational matrix with better supply chain management have started yielding results. I would like to highlight that the Company has recorded an EBITDA of INR 207 mn in the first half of this fiscal against INR 235 mn reported for the whole year in fiscal 21 and INR 87 mn in H1FY21. We expect the momentum to continue in the H2 FY22 barring unforeseen circumstances.

The board has approved an Interim Dividend @ 80% per Equity Shares of face value of Rs. 5/-, which translates to Rs. 4 per equity share. The decision was taken by the board keeping in mind the excess cash in the balance sheet with no immediate capex plans in the horizon. The board will continue to assess the cash situation and reward shareholders after meeting all the needs of the Company.

In keeping with its strategy for growth, the Company has engaged Accenture to review and chalk out a business transformation plan with a focus on revenue growth, cost optimization and building organization enablers.”

Key Financial highlights of the Quarter:

(Figures in INR-Millions)

Financial Summary	Q2FY22	Q2FY21	YoY%	Q1FY22	QoQ%	H1FY22	H1FY21	YoY%
Total Income	597.7	567.7	5.3%	608.2	-1.7%	1,205.9	892	35.2%
EBITDA	105.7	52.5	101.3%	101	4.7%	206.6	86.8	138.0%
EBITDA Margin	17.7%	9.2%	+844 bps	16.6%	+108 bps	17.1%	9.7%	+740 bps
Profit after Tax	73.1	40.1	82.3%	68.5	6.7%	141.6	65.3	116.8%

Q2FY22 Summary:

- Total income of ₹598 mn, registering a growth of 5.3% YoY.
- EBITDA of ₹ 106 mn, up 101.3% YoY translating to an EBITDA Margin of 17.7%. This was an increase in margin of 844 bps.
- EBITDA margin improved due to:
 - Increase in sale of high margin products
 - Improvement in the ratio of manufacturing cost overheads as percentage of sale
 - Better financial control and monitoring of other administrative expenses

Jagsonpal Pharmaceuticals announces Q2 FY22 Results

- Profit after Tax of ₹ 73 mn, registering a growth of 82.3% YoY.
- EPS was ₹2.79 as compared to ₹ 1.53; a growth of 82.3%.

Product Launch Success Story

The company has launched two Dydrogesterone formulations under the brand names Divatrone and Proretro in the mid of August and witness sale of ~ Rs 3 Crore in just 45 days of Product launch. This is the first Indian Micronized brand featured in Iqvia ORG MAT in first month of launch. More than 2000 doctors has already started prescribing our brand Divatrone and Pro-retro. Through Divatrone & Pro-Retro company has entered new horizon by capitalizing customer's potential in terms of increased yield per prescription especially among our existing gynecologists.

Other operational highlights:

The Company's performance was consistent during the 2nd quarter with both the existing brands as well as the momentum due to the new brand launches including Divatrone & Pro-retro. As per IQVIA data, the current market size of Dydrogesterone is roughly about Rs. 480 crores.

Focused campaigns like Physician, Ortho & Gynae Premier Leagues and Specialist Clubs were created and implemented, which motivated the field staff to generate higher prescriptions as well as prescriber base. The campaigns were focused on select high potential customers in targeted HQs which resulted in desired outcomes. The campaigns have created a strategic intervention to yield short term results as well as facilitating long term customer retention.

The Company has also engaged with various national medical societies and medical committees for continuous medical education programs and medical updates. We have hosted more than 80 webinars to date on several key issues related to medical health with an average attendance of more than 500 people per session involving medical fraternity from largest medical associations as faculty. We have launched a couple of brands with promising success rates as a result of these webinars. Many national and international health care workers have begun supporting our brands.

About Jagsonpal Pharmaceuticals

Established in 1964, Jagsonpal pharmaceuticals, specializes in developing and manufacturing bulk drugs and pharmaceutical formulations (Pharmaceuticals, generic drugs, API). The Company has a major presence in the field of Gynecology, IVF specialization, Orthopedics, General Physician.

Jagsonpal's strength lies in marketing and distribution of its pharmaceutical products in India. The company has an extraordinary distribution network with +1600 authorized stockiest / super stockiest and +125,000 pharmacies.

For further information please Contact:

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