

**ALKEM LABORATORIES LTD.**

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

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

29th May, 2024

To,

The Corporate Relationship Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001. <i>Scrip Code: 539523</i>	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai 400 051. <i>Scrip Symbol: ALKEM</i>
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Sub: Press Release and Analyst Presentation on Q4FY24 and FY24 Results

Dear Sir(s)/ Madam,

With reference to relevant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the press release and analyst presentation on Q4FY24 and FY24 earnings and business updates and the same will be uploaded on the website of the Company.

Kindly take a note of the same.

Sincerely,
For **Alkem Laboratories Limited**

Manish Narang
President - Legal, Company Secretary & Compliance Officer

Encl.: a/a



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Press Release

Alkem reports Q4FY24 and FY24 results

Mumbai, May 29, 2024: Alkem Laboratories Ltd. (Alkem) today announced its standalone and consolidated financial results for the fourth quarter and the full year ended March 31, 2024. These results were taken on record by the Board of Directors at its meeting held in Mumbai today.

Key highlights of FY24 financial performance

- Total Revenue from Operations was ₹ 126,676 million, year-on-year growth of 9.2%.
 - India sales were ₹ 84,337 million, year-on-year growth of 5.4%.
 - International sales were ₹ 40,024 million, year-on-year growth of 16.4%.
- Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 22,455 million, resulting in EBITDA margin of 17.7% vs. 13.9% in FY23. EBITDA increased by 39.5% YoY.
- R&D expenses for FY24 was ₹ 5,229 million, or 4.1% of total revenue from operations compared to ₹ 5,394 million in FY23 at 4.7% of total revenue from operations
- Profit before tax (PBT) before exceptional item was ₹ 21, 446 million, a growth of 52.3% compared to ₹ 14,078 million in FY23.
- Net Profit (after Minority Interest) was ₹ 17, 958 million, year-on-year growth of 82.5%.
- PAT for FY23 was impacted on account of derecognition of deferred tax of Rs.1197 Mn. Adjusted for the above item, PAT growth for FY24 would have been 62.7%.
- As per IQVIA data, for FY24, the company registered a growth of 6.2% YoY, vs. the Indian Pharmaceutical Market (IPM) which grew by 7.6%
- **We are pleased to share that the international business has crossed revenue of Rs 40 billion in FY24.**

Key highlights of Q4FY24 financial performance

- Total Revenue from Operations were ₹ 29,358 million, year-on-year growth of 1.1%.
 - India sales were ₹ 19,724 million, year-on-year de-growth of 1.9%.
 - International sales were ₹ 9,096 million, year-on-year growth of 6.1%.
- Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 4,020 million, resulting in EBITDA margin of 13.7% vs. 12.2% in Q4FY23. EBITDA increased by 13.8% YoY.
- R&D expenses for the quarter was ₹ 1,757 million, or 6.0% of total revenue from operations compared to ₹ 1,472 million in Q4FY23 at 5.1% of total revenue from operations
- Profit before tax (PBT) before exceptional item was ₹ 3,799 million, a growth of 20.7% compared to ₹ 3,146 million in Q4FY23.
- Net Profit (after Minority Interest) was ₹ 2,936 million, year-on-year growth of 313.6%.
- PAT for Q4FY23 was impacted on account of derecognition of deferred tax of Rs.1197 Mn. Adjusted for the above item, PAT growth for Q4FY24 would have been 54%.
- As per IQVIA data, for Q4FY24, the company registered a growth of 1.4% YoY vs. the Indian Pharmaceutical Market (IPM) which grew by 5.7%



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Commenting on the FY24 results, Dr Vikas Gupta, CEO, Alkem said *"Our focus has been to improve EBIDTA margin during the year, on the back of benefits through various cost-control initiatives being implemented along with favourable API prices. Continuing our trend of improved performance, Q4FY24 builds on the momentum gained from previous quarters with significant gross margin enhancements backed by lower raw material cost and lower intensity of price erosion in US. Lower Opex across our manufacturing facilities and R&D also aided EBDITA margin. Our Biosimilars and international business has delivered strong growth across geographies. Our anti-diabetic portfolio continues to outperform the market. We are committed to carrying forward the momentum of better operational performance, building on our recent success."*

Operational Highlights

Domestic Business Update

FY24 – Key Highlights

For FY24, the Company's India sales was ₹ 84,337 million compared to ₹ 80,011 million in FY23 – growth of 5.4% YoY.

- As per secondary sales data by IQVIA, for FY24, the Company delivered a YoY growth of 6.2% compared to Indian Pharmaceutical Market (IPM) growth of 7.6% YoY.
- We outperformed the IPM growth in Anti-diabetic, Derma, GI and VMN therapies and our ranking improved in therapies like anti-diabetic, cardiac and respiratory.
- The company continues to rank among the top five companies in the Indian pharmaceutical market and maintains its leading position in the anti-infective segment.
- The company has 18 brands which features among top 300 brands and have annual sales of over ₹ 1 bn.

Q4FY24 – Key Highlights

In Q4FY24, the Company's India sales declined by 1.9% YoY, recording sales of ₹ 19,724 million as compared to ₹ 20,113 million in Q4FY23.

- As per secondary sales data by IQVIA, for Q4FY24, the Company delivered a YoY growth of 1.4% compared to Indian Pharmaceutical Market (IPM) growth of 5.7% YoY.
- We outperformed the IPM in Anti-diabetic, Derma, and VMN therapies and our ranking has improved in therapies like cardiac and VMN.



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Key performance highlights of therapeutic segments in Q4FY24 and FY24

Key Therapy segment	Q4FY24				FY24			
	Alkem Rank	YoY change in Rank*	YoY (Alkem)	YoY (IPM)	Alkem Rank	YoY change in Rank*	YoY (Alkem)	YoY (IPM)
ANTI DIABETIC	15	Unchanged	17.9%	6.9%	15	Improved by 1	21.6%	6.0%
ANTI-INFECTIVES	1	Unchanged	-6.4%	-2.2%	1	Unchanged	2.0%	4.7%
CARDIAC	27	Improved by 1	11.5%	11.1%	27	Improved by 1	8.6%	10.0%
DERMA	19	Unchanged	14.1%	7.9%	19	Unchanged	10.6%	6.2%
GASTRO INTESTINAL	3	Unchanged	2.3%	5.4%	3	Unchanged	9.0%	7.2%
NEURO / CNS	7	Unchanged	8.8%	8.0%	7	Unchanged	8.5%	8.5%
PAIN / ANALGESICS	3	Unchanged	1.7%	5.8%	3	Unchanged	5.3%	8.1%
RESPIRATORY	15	Unchanged	-2.8%	-2.9%	15	Improved by 2	0.0%	2.7%
VITAMINS/MINERALS/NUTRIENTS	2	Improved by 1	13.0%	6.6%	2	Unchanged	9.3%	7.3%
TOTAL	5	Unchanged	1.4%	5.7%	5	Unchanged	6.2%	7.6%

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

Source: IQVIA Data

International Business

For FY24, the Company's International sales grew by 16.4% to ₹ 40,024 million compared to ₹ 34,393 million in FY23.

In Q4FY24, the Company's International sales grew by 6.1% YoY, recording sales of ₹ 9,096 million as compared to ₹ 8,570 million in Q4FY23.

- **US sales** for Q4FY24 stood at ₹ 6,241 million, witnessing a YoY growth of 5.5%. For FY24, US sales were ₹ 27,709 million, compared to ₹ 25,134 million in FY23, a growth of 10.2%.
- **Other International Markets sales** for the quarter was ₹ 2,855 million, recording a YoY growth of 7.6%. For FY24, Other International Markets sales was ₹ 12,315 million compared to ₹ 9,259 million in FY23 - a growth of 33.0%.

Update on USFDA product approvals

- During the quarter, the Company has filed 4 ANDAs and has received approval for 2 ANDAs from the USFDA.
- For FY24, we have filed 8 ANDAs with the USFDA and have received approvals for 19 (including 3 Tentative Approvals).
- As on March 31, 2024, the Company has filed a total of 176 ANDAs and 2 new drug applications (NDA) with the USFDA. Of these, the Company has received approvals for 145 ANDAs (including 13 tentative approvals) and 2 NDAs.



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Update on USFDA Inspections

Facility	Capability	Last inspection	Status post last inspection
Daman (India)	Formulations	August 2019	EIR Received in Oct 2019.
Baddi (India)	Formulations	March 2024	Received Form 483 with ten observations. USFDA inspection was done between 19-27 March 2024. Response is submitted to USFDA.
Taloja R&D (India)	Bioequivalence Centre	October 2022	No observations.
Mandva (India)	API	December 2023	EIR Received in Mar 2024.
Ankleshwar (India)	API	April 2023	EIR Received in July 2023.
California (US)	API	August 2018	EIR Received in Oct 2018.

EIR – Establishment Inspection Report



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Q4FY24 & FY24 Conference Call at 5 pm IST, May 29, 2024

Alkem will organize a conference call for investors and analysts on Wednesday, May 29, 2024 from 5:00pm to 6:00pm IST to discuss its Q4FY24 & FY24 financial results.

Alkem Laboratories Ltd. will be represented on the call by:

Dr. Vikas Gupta – CEO

Mr. Nitin Agrawal – CFO

Motilal Oswal Securities Ltd. will host the call.

Details of the conference call are as under:

Time: 5:00 pm IST (GMT + 5:30) on Wednesday, May 29, 2024

Dial in Details:

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

International Toll Free

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

Express Join with Diamond Pass

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=3570683&linkSecurityString=1649871468>

You are requested to dial in 10 mins ahead of the scheduled start time.

About Alkem Laboratories Ltd.

Established in 1973 and headquartered in Mumbai, Alkem (NSE: ALKEM, BSE: 539523, Bloomberg: ALKEM.IN, Reuters: ALKE.NS) is a leading Indian pharmaceutical company with global operations, engaged in the development, manufacture and sale of pharmaceutical and nutraceutical products. The Company produces branded generics, generic drugs, active pharmaceutical ingredients (APIs) and nutraceuticals, which it markets in India and International markets. With a portfolio of more than 800 brands in India, Alkem is ranked the fifth largest pharmaceutical company in India in terms of domestic sales (Source: IQVIA March 2023). The Company also has presence in more than 40 international markets, with the United States being its key focus market.

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

For further information or queries, please contact

Purvi Shah

Head of Investor Relations

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Mobile: +91 84337 00890

E-mail: purvi.shah@alkem.com



Alkem Laboratories Ltd.

Investor Presentation Q4FY24 & FY24

May 29, 2024



Safe Harbor Statement

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

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

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

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

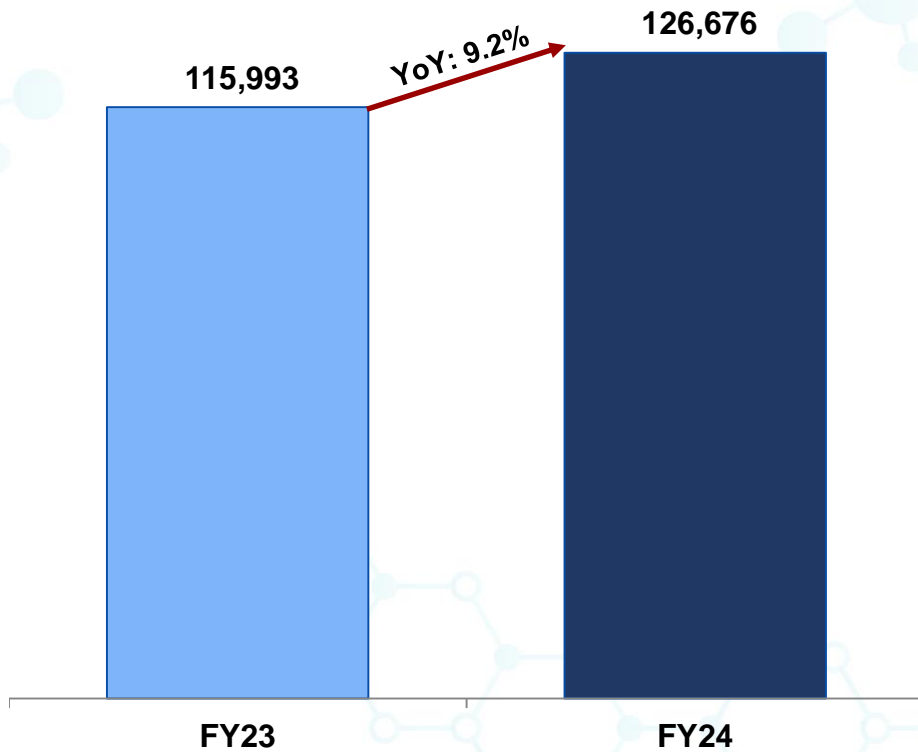
Key Highlights of FY24

- Total Revenue from Operations was ₹ 126,676 million, year-on-year growth of 9.2%.
 - India sales were ₹ 84,337 million, year-on-year growth of 5.4%.
 - International sales were ₹ 40,024 million, year-on-year growth of 16.4%.
- Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 22,455 million, resulting in EBITDA margin of 17.7% vs. 13.9% in FY23. EBITDA increased by 39.5%.
- R&D expenses for FY24 was ₹ 5,229 million, or 4.1% of total revenue from operations compared to ₹ 5,394 million in FY23 at 4.7% of total revenue from operations.
- Profit before tax (PBT) before exceptional item was ₹ 21, 446 million, a growth of 52.3% compared to ₹ 14,078 million in FY23.
- Net Profit (after Minority Interest) was ₹ 17, 958 million, year-on-year growth of 82.5%.
- PAT for FY23 was impacted on account of derecognition of deferred tax of Rs.1197 million. Adjusted for the above item, PAT growth for FY24 would have been 62.7%.
- As per secondary sales data by IQVIA, for FY24, the Company delivered a growth of 6.2% compared to Indian Pharmaceutical Market (IPM) growth of 7.6%.
- We outperformed the IPM in Anti-diabetic, Derma, GI & VMN therapies in FY24 and improved ranking in Anti-diabetic, cardiac and respiratory therapies.
- For FY24 , we have filed 8 ANDAs with the USFDA and have received 19 approvals (including 3 Tentative Approvals).
- Enzene Bio-sciences: As on 31st March 2024, we have 7 bio-similar products in domestic market. All our products are witnessing good market demand.

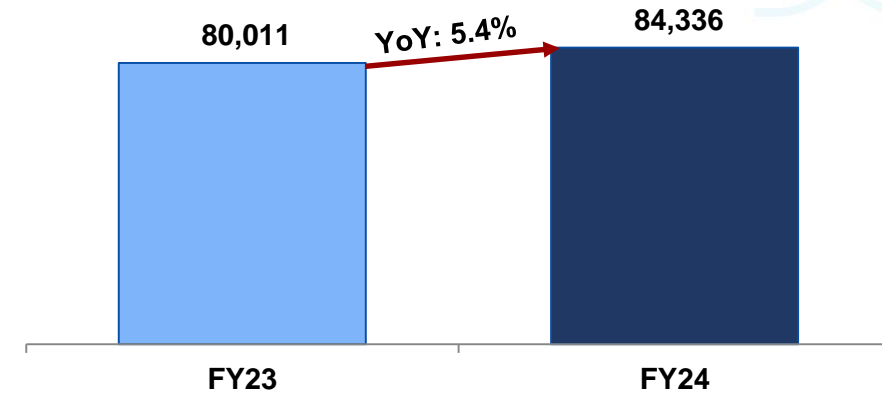
Key Financial Highlights – FY24 (Consolidated)

All figures in ₹ Mn

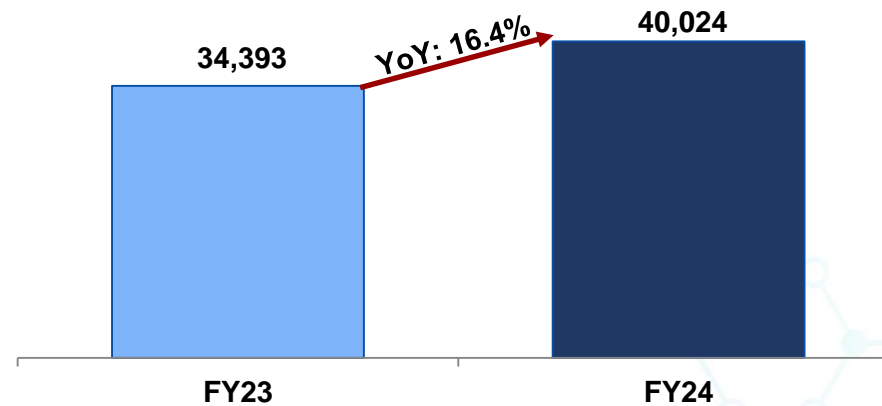
Revenue from Operations



India sales

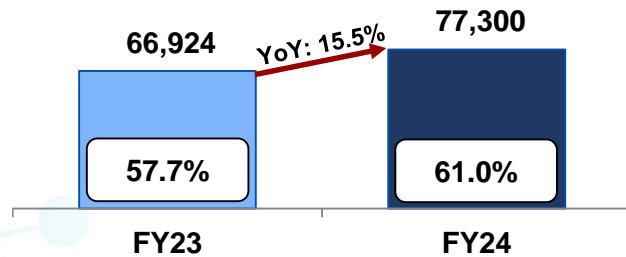


International sales

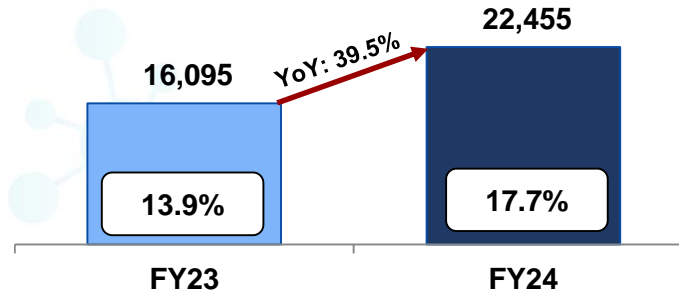


Key Financial Highlights – FY24 (Consolidated)

Gross Profit and Gross Margin

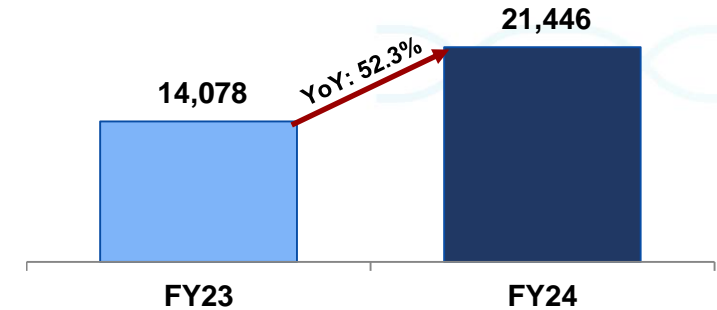


EBITDA and EBITDA Margin

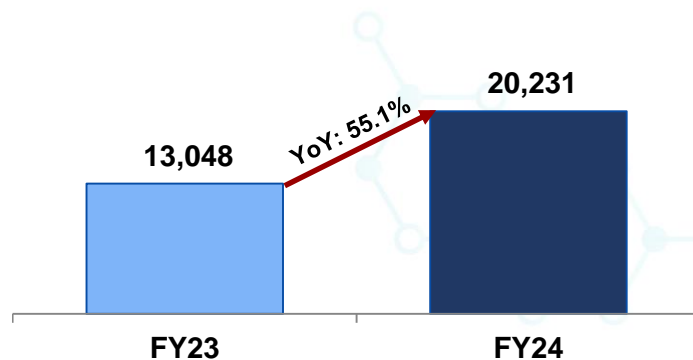


All figures in ₹ Mn

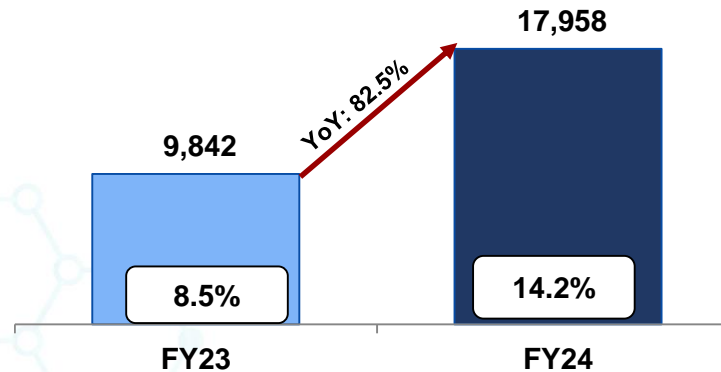
PBT (before exceptional item)



PBT (after exceptional item)



PAT (after Minority Interest)

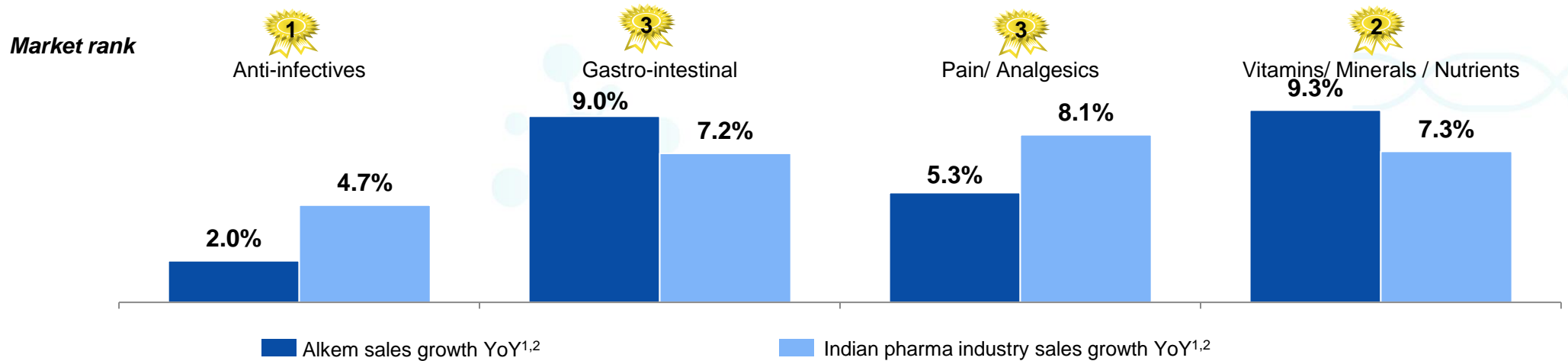


PAT for FY23 was impacted on account of derecognition of deferred tax of **Rs.1197 Mn.** Adjusted for the above item, PAT growth for FY24 would have been **62.7%**.

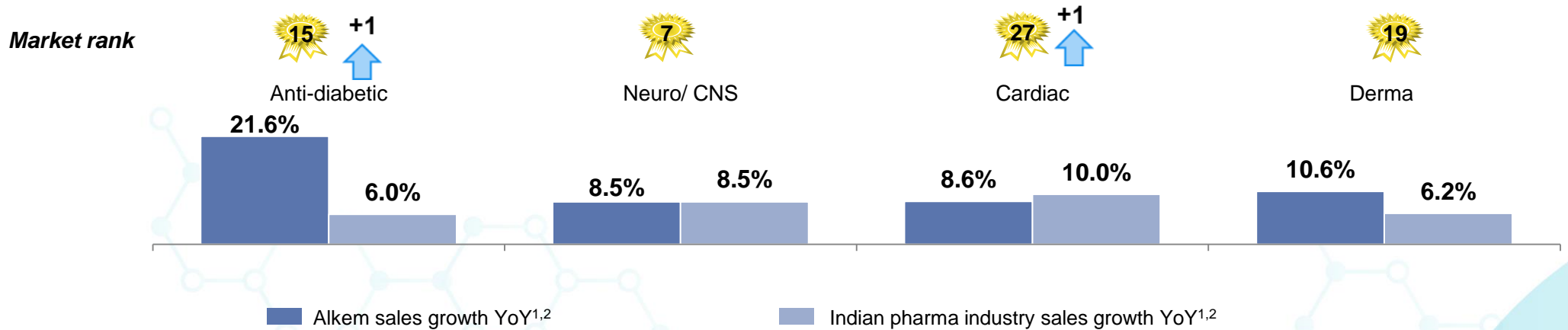
Secondary Sales Performance

Mixed performance across all major therapeutic segments in FY24

Acute Therapies



Chronic Therapies



Source: IQVIA data ¹ Domestic formulations sales; ² For FY24

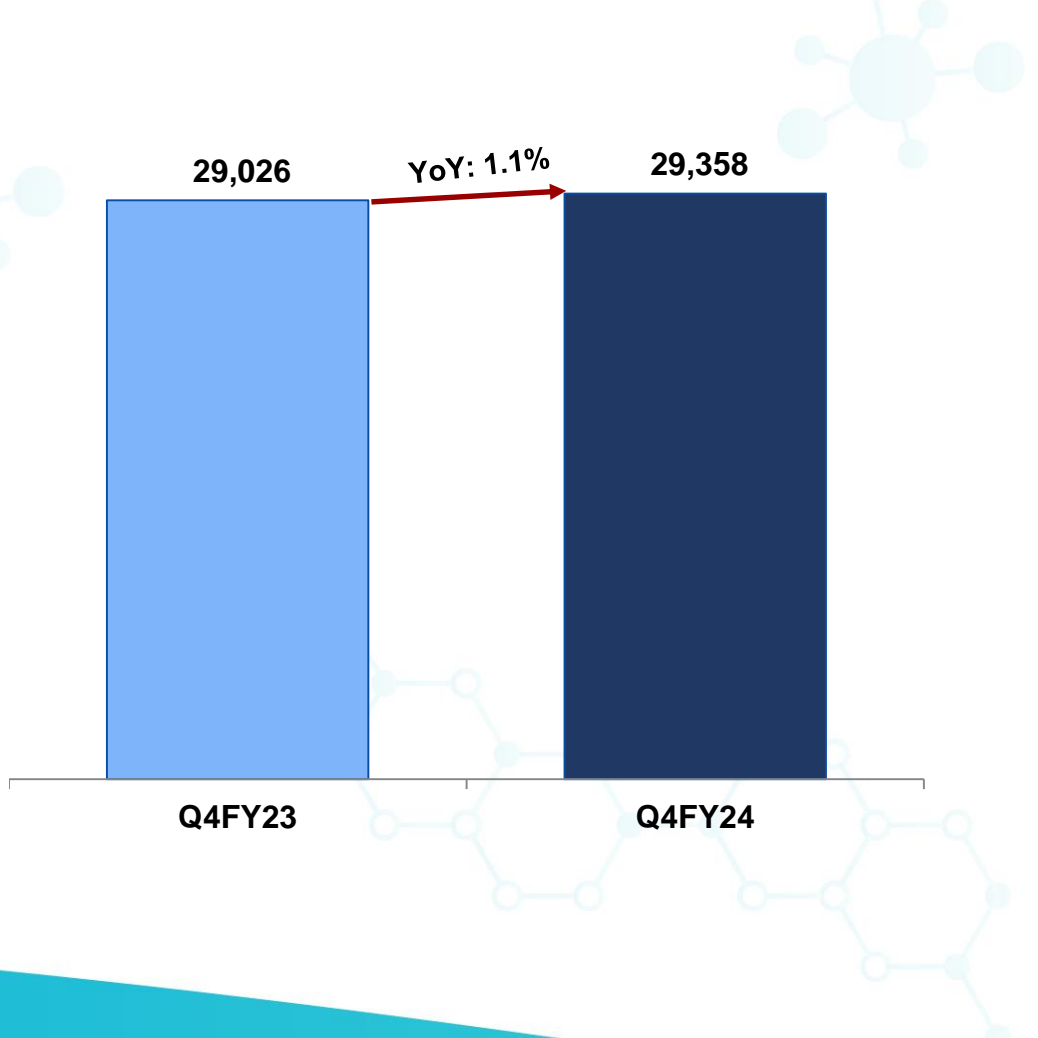
Key Highlights of Q4FY24

- Total Revenue from Operations were ₹ 29,358 million, year-on-year growth of 1.1%.
 - India sales were ₹ 19,724 million, year-on-year de-growth of 1.9%.
 - International sales were ₹ 9,096 million, year-on-year growth of 6.1%.
- Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 4,020 million, resulting in EBITDA margin of 13.7% vs. 12.2% in Q4FY23. EBITDA grew by 13.8%.
- R&D expenses for the quarter was ₹ 1,757 million, or 6.0% of total revenue from operations compared to ₹ 1,472 million in Q4FY23 at 5.1% of total revenue from operations.
- Profit before tax (PBT) before exceptional item was ₹ 3,799 million, a growth of 20.7% compared to ₹ 3,146 million in Q4FY23.
- Net Profit (after Minority Interest) was ₹ 2,936 million, year-on-year growth of 313.6%.
- PAT for Q4FY23 was impacted on account of derecognition of deferred tax of Rs.1197 Mn. Adjusted for the above item, PAT growth for Q4FY24 would have been 54%.
- As per secondary sales data by IQVIA, for Q4FY24, the Company delivered a growth of 1.4% compared to Indian Pharmaceutical Market (IPM) growth of 5.7%.
- We outperformed the IPM in Anti-diabetic, Derma and VMN therapies.
- During the quarter, the Company has filed 4 ANDAs and has received 2 approvals from the USFDA.
- **Healthy balance sheet** with net cash of ₹35.5 billion as on March 31, 2024.

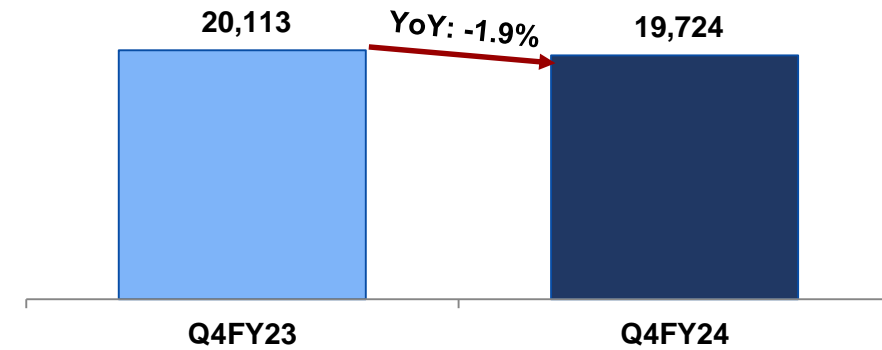
Key Financial Highlights – Q4FY24 (Consolidated)

All figures in ₹ Mn

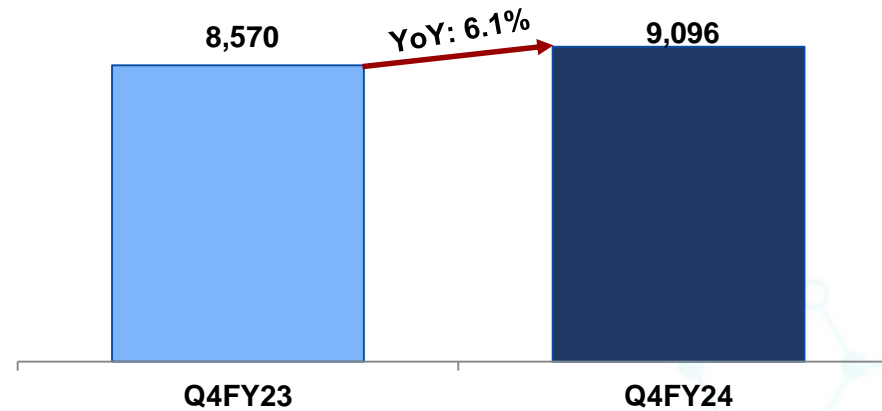
Revenue from Operations



India sales



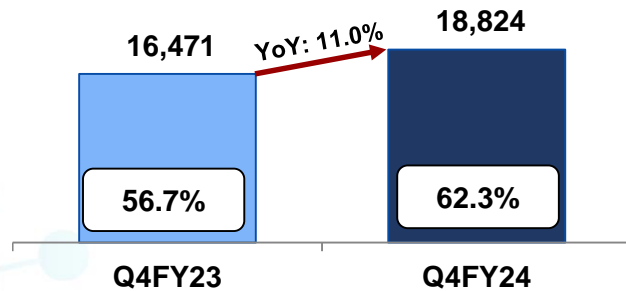
International sales



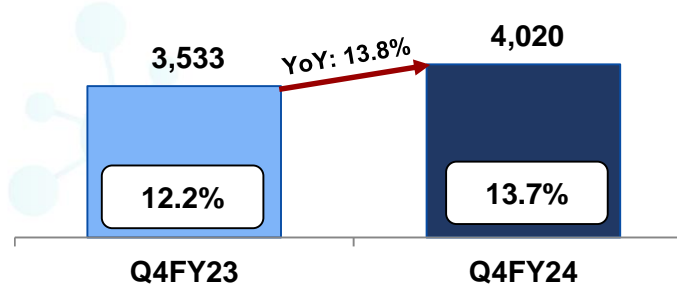
Key Financial Highlights – Q4FY24 (Consolidated)

All figures in ₹ Mn

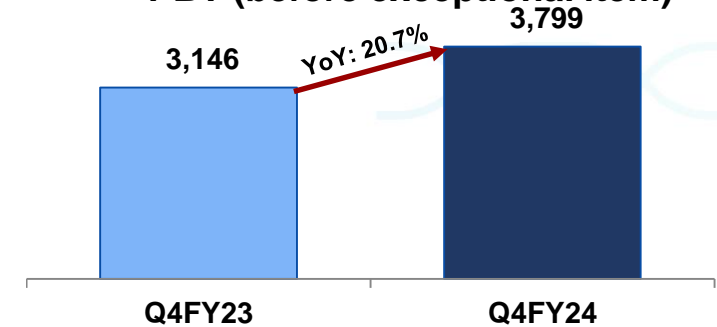
Gross Profit and Gross Margin



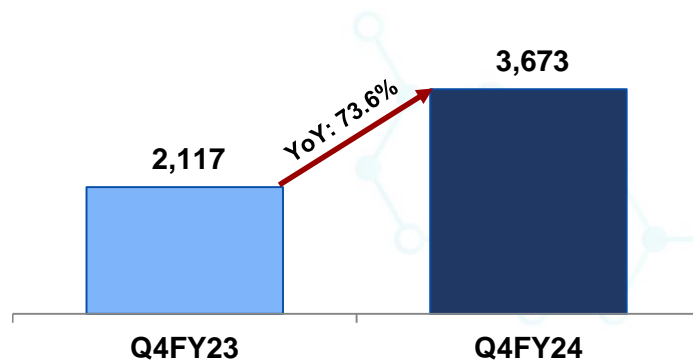
EBITDA and EBITDA Margin



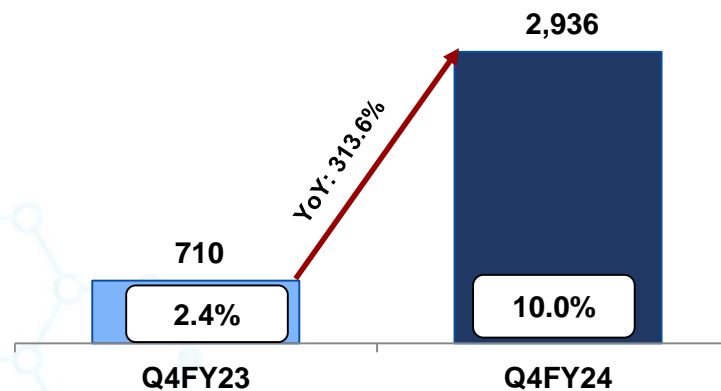
PBT (before exceptional item)



PBT (after exceptional item)



PAT (after Minority Interest)

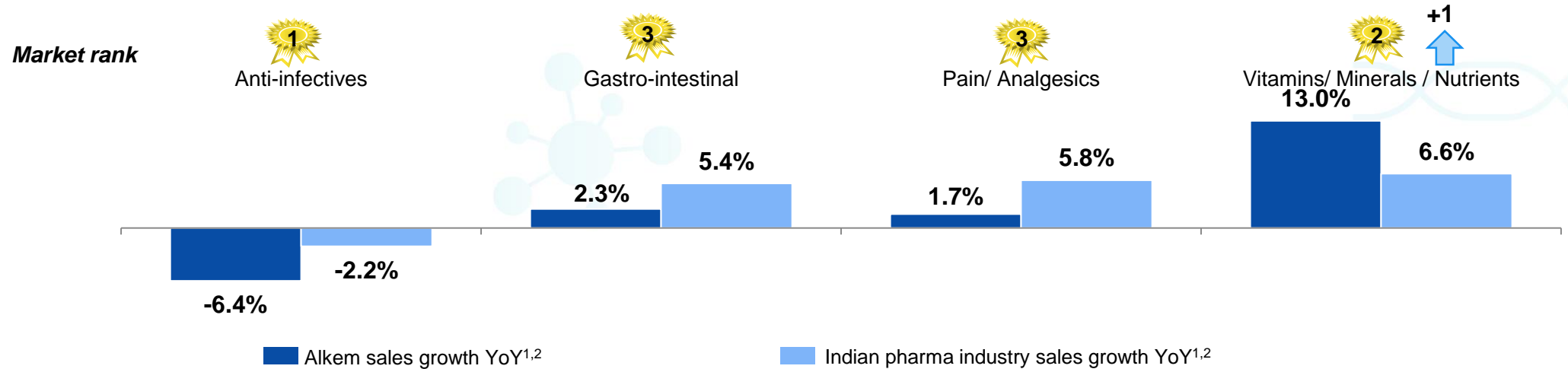


PAT for Q4FY23 was impacted on account of derecognition of deferred tax of **Rs.1197 Mn**. Adjusted for the above item, PAT growth for Q4FY24 would have been **54%**.

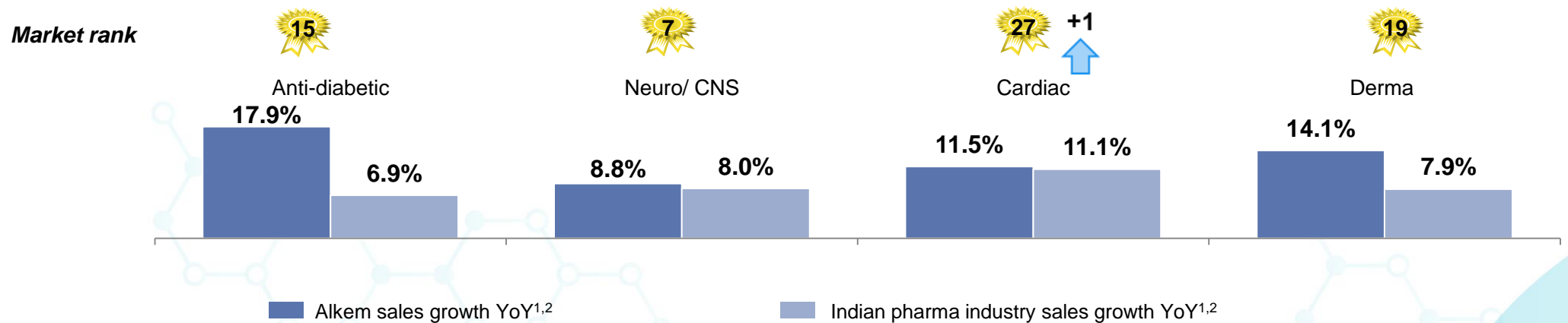
Secondary Sales Performance

Mixed performance across all major therapeutic segments in Q4FY24

Acute Therapies



Chronic Therapies

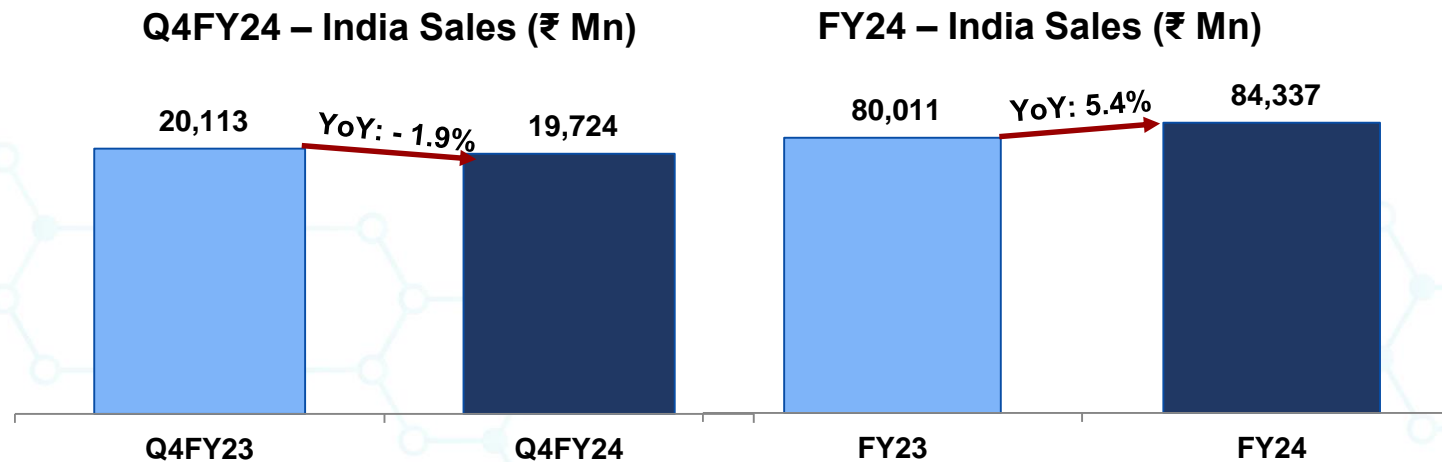


Source: IQVIA data ¹ Domestic formulations sales; ² For 3 months ended March 31, 2024

India Business Update

Q4FY24 Sales of ₹ 19,724 million (1.9% YoY decline)

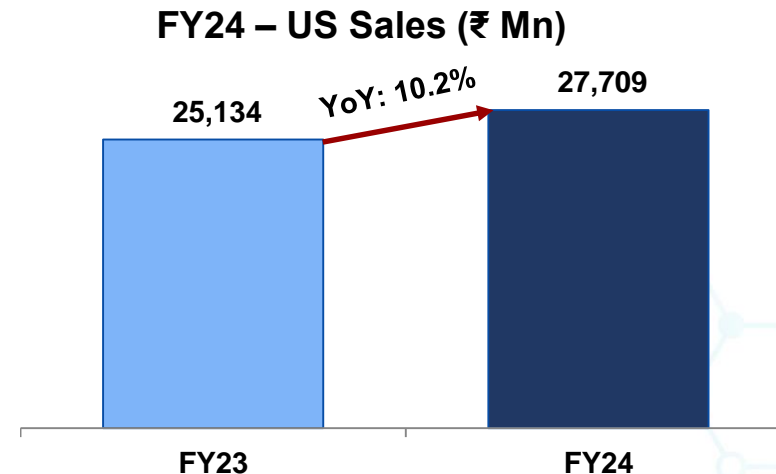
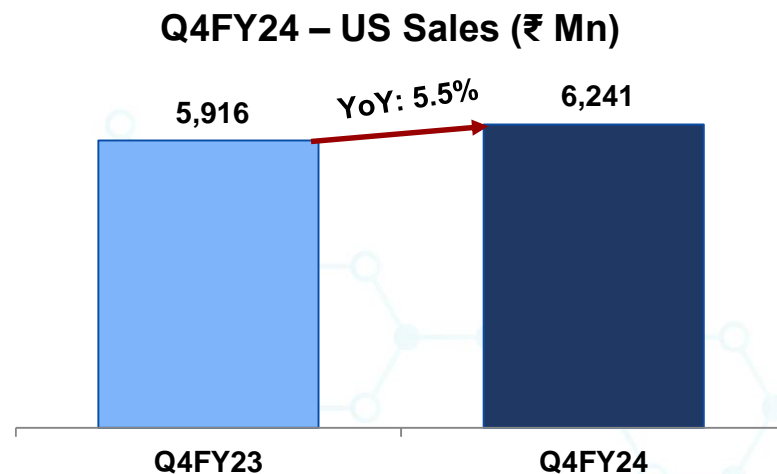
- Contribution of domestic sales to total sales in Q4FY24 was 68.4% and for FY24 was 67.8%.
- As per IQVIA, in Q4FY24, the Company's secondary sales grew by 1.4% compared to IPM growth of 5.7% YoY and in FY24, the Company's secondary sales grew by 6.2% compared to IPM growth of 7.6% YoY.
- During the year, there has been a sporadic season for our large business, i.e. Anti-infectives especially in eastern India, so impact on Alkem is higher than industry.
- We outperformed the IPM growth in Anti-diabetic, Derma, and VMN therapies in Q4FY24 and in FY24 in Anti-diabetic, Derma, GI and VMN therapies.
- For Q4FY24, our ranking improved in therapies like cardiac and VMN, and in FY24 ranking improved in Anti-diabetic, Cardiac and Respiratory.



US Business Update

Q4FY24 Sales of ₹ 6,241 million (5.5% YoY growth)

- Overall contribution of US sales to total sales was 21.7% in Q4FY24 and in FY24 as well.
- During Q4FY24, the US business grew by 5.5% and in FY24 it grew by 10.2%.
- During Q4FY24, the Company has filed 4 ANDA and has received 2 approvals (includes 1 tentative approval) from the USFDA.
- For FY24, we have filed 8 ANDA with the USFDA and have received 19 approvals (including 3 Tentative Approvals).



Update on USFDA inspections

Facility	Inspection Date	Regulatory Status
Baddi (India)	Mar-24	Received Form 483 with ten observations for USFDA inspection done between 19-27 Mar 2024. Response submitted to USFDA.
Daman (India)	Aug-19	EIR Received in Oct 2019
Taloja R&D (India)	Oct-22	No observation
Ankleshwar (India)	Apr-23	EIR Received in July 2023
Mandva (India)	Dec-23	EIR Received in Mar 2024
California (USA)	Aug-18	EIR Received in Oct 2018

Note: USFDA conducted Virtual Inspection at our manufacturing facilities located at Daman from 5th October to 7th October'2020.

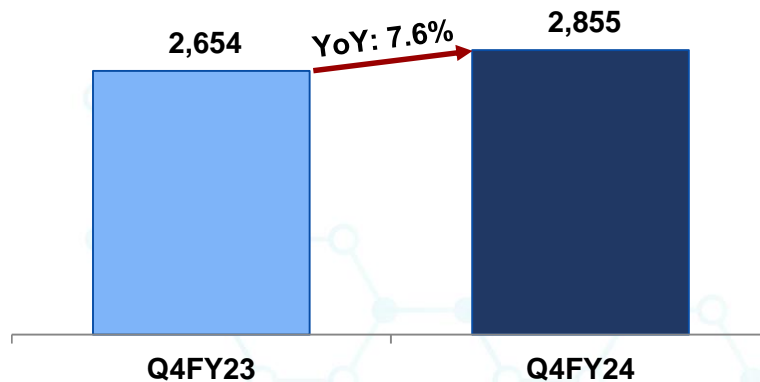
EIR – Establishment Inspection Report indicating successful closure of inspection

Other International Business Update

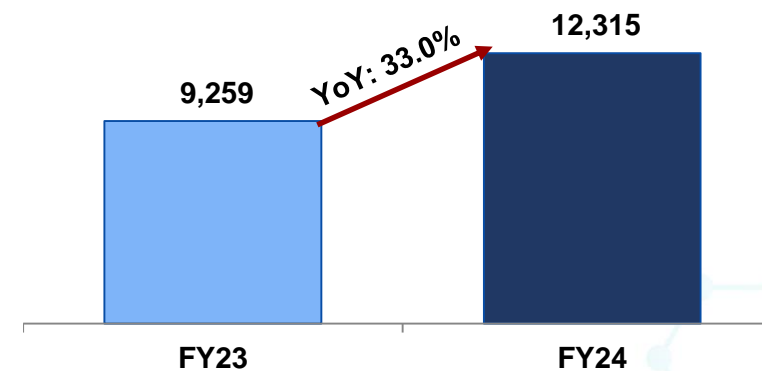
Q4FY24 Sales of ₹ 2,855 million (7.6% YoY growth)

- Other International Market sales contributed 10% to total sales in Q4FY24 as well as in FY24.
- For FY24, our Non-US business has contributed significantly amidst launch of limited competition products in our key focus markets.
- The Company has presence mainly in Latin America, Australia and Europe.
- All our major markets like Chile, UK and Germany have registered very strong growth during FY24.

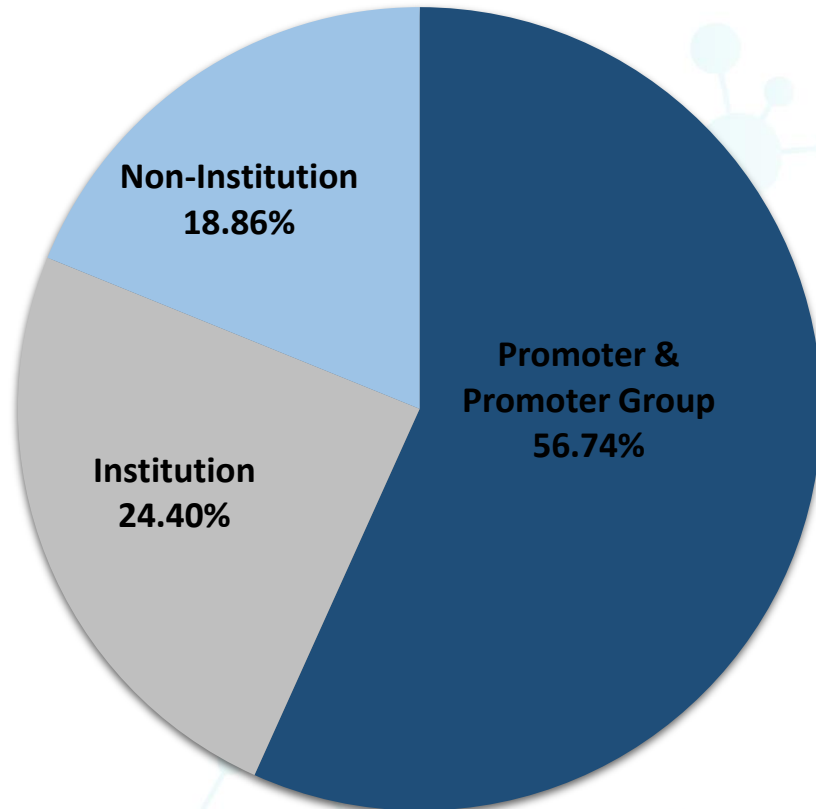
Q4Y24 – Other International Sales (₹ Mn)



FY24 – Other International Sales (₹ Mn)



Shareholding Pattern as on March 31, 2024



BSE Ticker	539523
NSE Symbol	ALKEM
Shares Outstanding (Mn)	119.55
MCap (Rs in Mn)*	590,816
Free Float Mcap (Rs in Mn)	255,587
Industry	Pharmaceuticals

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

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

*Share Price - Rs 4,942 from NSE as on 28th March, 2024

Key Financial Highlights – Q4FY24 & FY24(Consolidated)

All figures in ₹ Mn

Particulars	Q4FY24	Q4FY23	YoY growth	FY24	FY23	YoY growth
Revenue from Operations	29,358	29,026	1.1%	126,676	115,993	9.2%
Gross Profit	18,284	16,471	11.0%	77,300	66,924	15.5%
Gross Profit Margin	62.3%	56.7%		61.0%	57.7%	
EBITDA	4,020	3,533	13.8%	22,455	16,095	39.5%
EBITDA Margin	13.7%	12.2%		17.7%	13.9%	
PBT (before exceptional item)	3,799	3,146	20.7%	21,446	14,078	52.3%
Exceptional item	-125	-1,030		-1,215	-1,030	
PBT (after exceptional item)	3,673	2,117	73.6%	20,231	13,048	55.1%
PBT Margin	12.5%	7.3%		16.0%	11.2%	
PAT (after Minority interest)	2,936	710	313.6%	17,958	9,842	82.5%
PAT Margin	10.0%	2.4%		14.2%	8.5%	
EPS (₹ / share)	24.6	5.9	313.6%	150.2	82.3	82.5%

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Thank You

For any queries, contact:

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Tel: +91 22 3982 9999 Ext: 9447

E-mail: purvi.shah@alkem.com

A light blue molecular structure icon consisting of a chain of interconnected hexagonal rings.A light blue molecular structure icon consisting of a chain of interconnected hexagonal rings.