

# Ipca Laboratories Ltd.

## Corporate Presentation

September 2023



# About Us



Incorporation  
**70+**  
years



Total Income FY 2022-23  
**₹6,369.94** Crs  
**US\$794** Mn



Employees  
**>16,000**



**26**  
Manufacturing  
facilities



**6**  
R&D  
labs

# Our Values

## Values



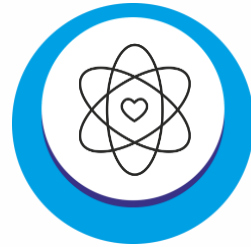
**Qualiti**

Adhere to standards



**Safeti**

Ensure safety comes first



**Integriti**

Comply with ethics & standards



**Digniti**

Value people

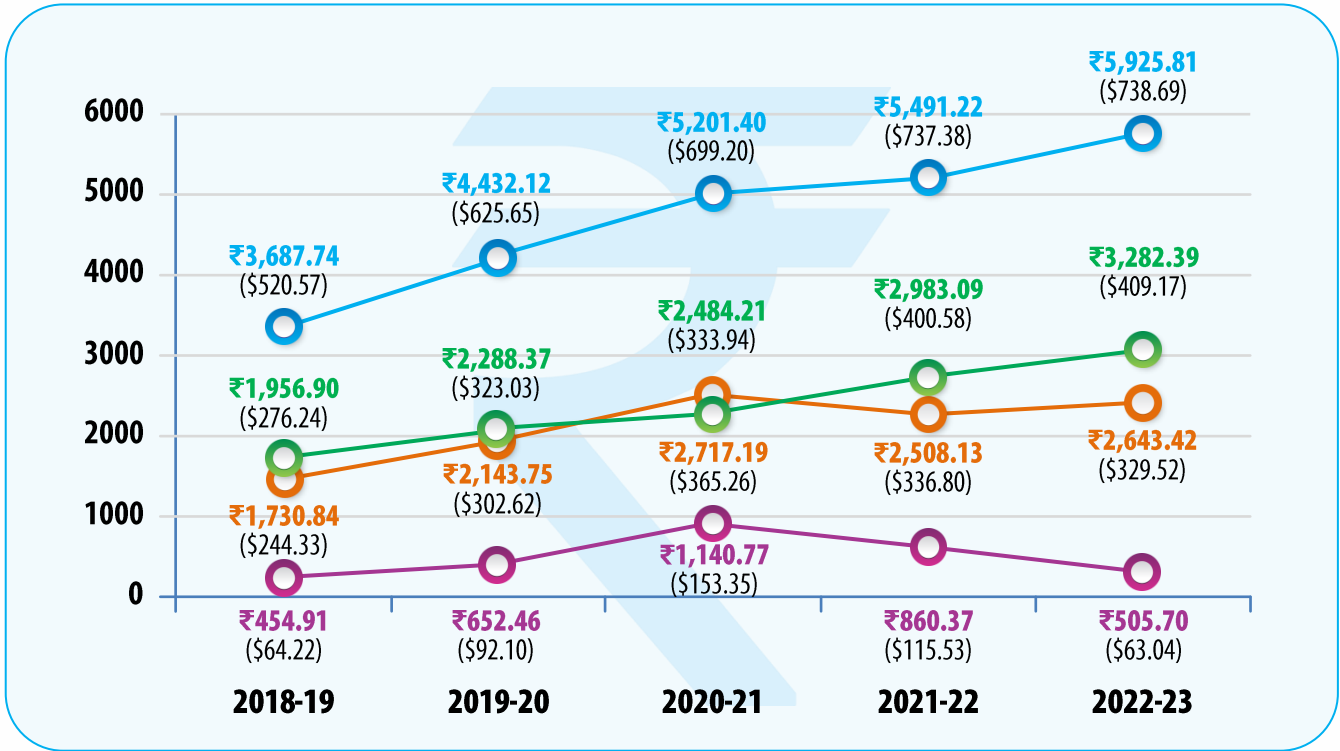


**Responsibiliti**

Facilitate good business practices

# Five Years' Highlights

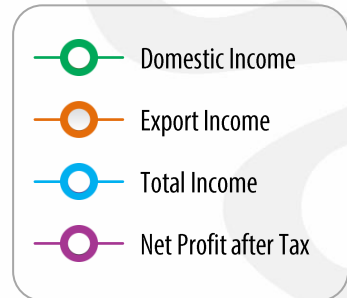
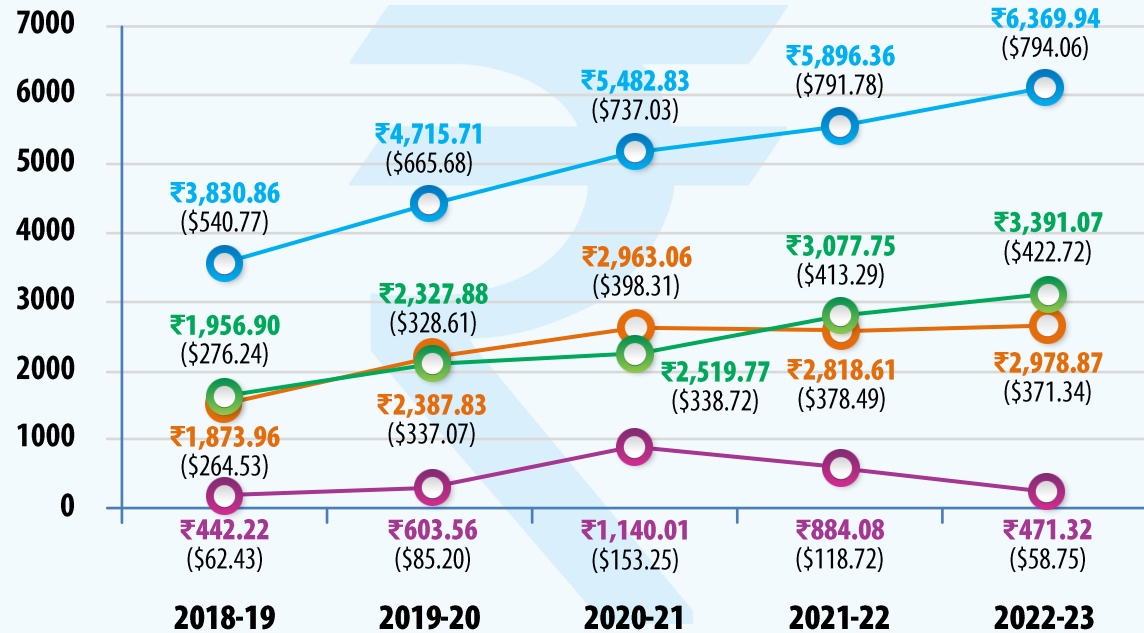
## Standalone



Figures in Crores.

# Five Years' Highlights

## Consolidated



Figures in Crores.

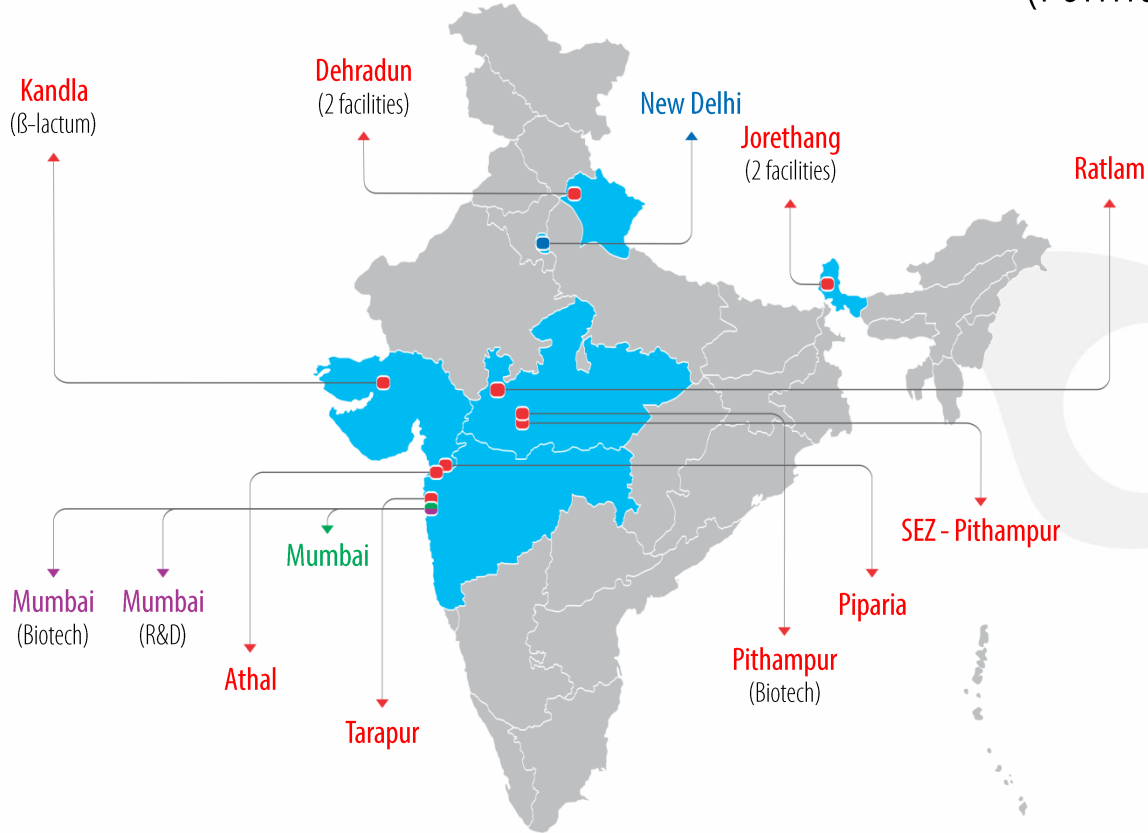


# **Manufacturing Facilities**

## Formulations

# Manufacturing Facilities (Formulations)

- Capital
- Corporate Office
- Formulations
- R&D



# Manufacturing Facilities

## (Formulations)

Location	Dosage Form	Inspections / Approvals by Agencies of
● <b>Athal</b> (Dadra & Nagar Haveli)	Tablets & Capsules	Australia, Bahrain, Canada, Columbia, EU, GCC, Ghana, India, Kenya, Oman, Russia, Tanzania, Uganda, UK, Ukraine, WHO, Yemen
● <b>Ratlam</b> (Madhya Pradesh)	Tablets, Liquids, Dry Syrup, Injectables & Ointments	Belarus, Colombia, Ghana, India, Nigeria, Peru, Russia, South Africa, Tanzania, Uganda, Ukraine, WHO, Yemen, Zimbabwe
● <b>Kandla</b> (Gujarat)	Betalactum-Tablets, Capsules & Dry Syrups	<b>Approved:</b> Australia, Columbia, Croatia, GCC, Ghana, Russia, South Africa, Tanzania, Uganda, UK, Yemen, Zimbabwe <b>Approved / Under Renewal:</b> Ivory Coast, Nigeria
● <b>Silvassa</b> (Dadra & Nagar Haveli)	Tablets & Capsules	Australia, Canada, India, UK, USA
● <b>Dehradun</b> (Uttarakhand)	Tablets & Cephalosporin Injectables	<b>Unit - I:</b> India <b>Unit - II:</b> India, Ivory Coast
● <b>Indore (SEZ)</b> (Madhya Pradesh)	Tablets & Capsules	Australia, Canada, South Africa, UK, USA, WHO GMP, WHO
● <b>Sikkim</b>	Tablets & Capsules	WHO
● <b>Tarapur, Palghar</b> (Maharashtra)	Tablets	Kenya, Uganda

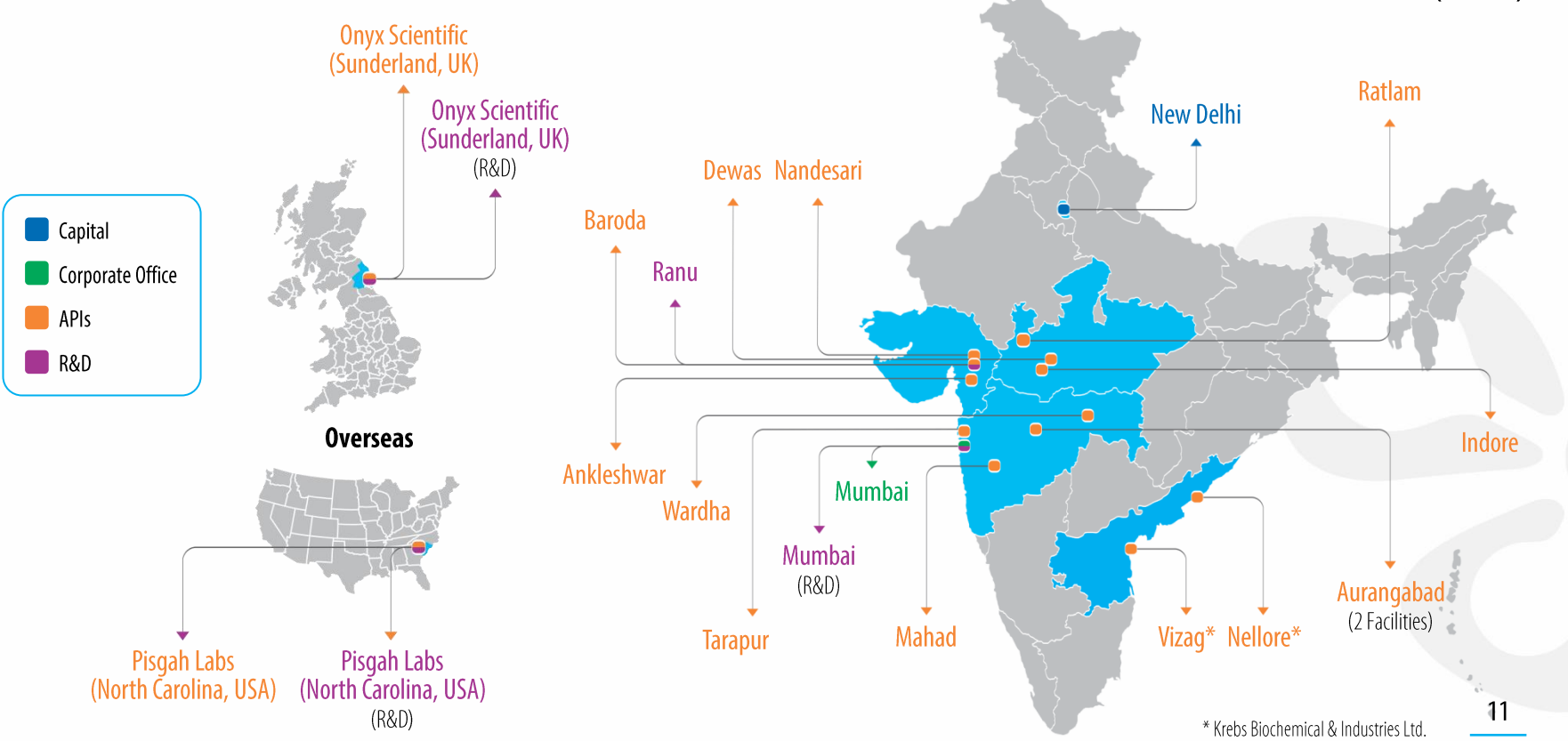




# **Manufacturing Facilities**

**Active Pharmaceutical Ingredients (APIs)**

# Manufacturing Facilities (APIs)



# Manufacturing Facilities

(APIs)

Location	Inspections / Approvals by Agencies of
● <b>Ratlam</b> (Madhya Pradesh)	Australia, Brazil, Canada, EDQM, EU, India, Japan, Korea, Mexico, Russia, USA, WHO
● <b>Indore</b> (Madhya Pradesh)	India, EU, WHO
● <b>Dewas</b> (Madhya Pradesh)	India
● <b>Ankleshwar</b> (Gujarat)	EU, India, Japan, Mexico
● <b>Nandesari</b> (Gujarat)	EU, India
● <b>Aurangabad</b> (Maharashtra)	EU, India, MFDS, Russia, TGA, USA
● <b>Mahad</b> (Maharashtra)	-
● <b>Ranu</b> (Taluka Padra) (Gujarat)	EU, India, Mexico
● <b>Ramdev Chemical Pvt. Ltd., Tarapur, Boisar</b> (Maharashtra)	EU, India, USA

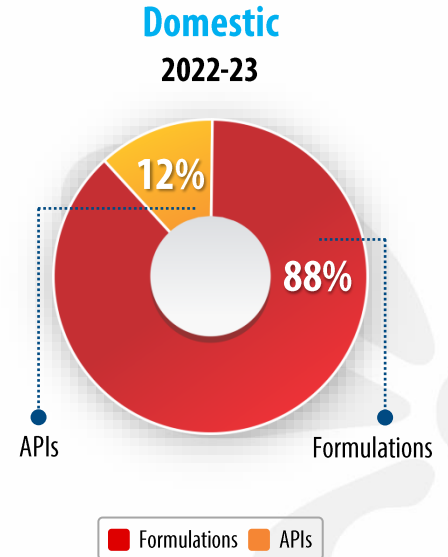
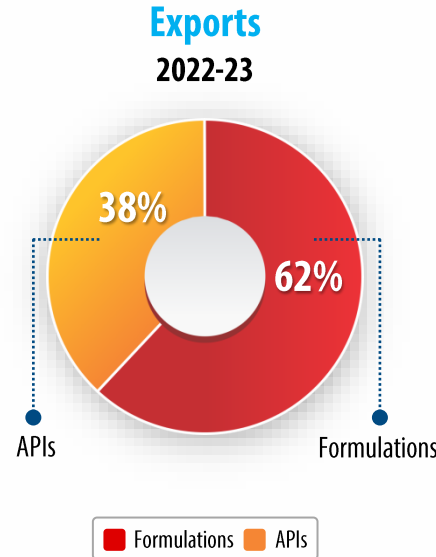
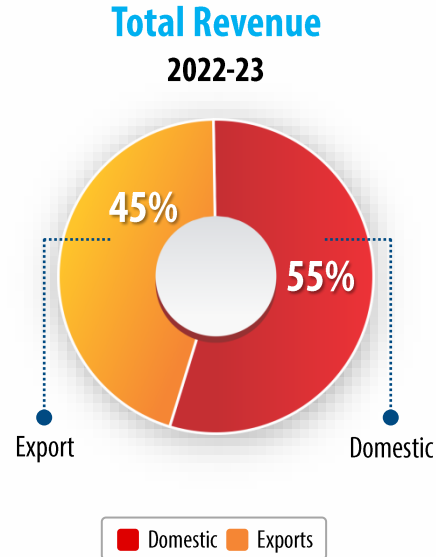
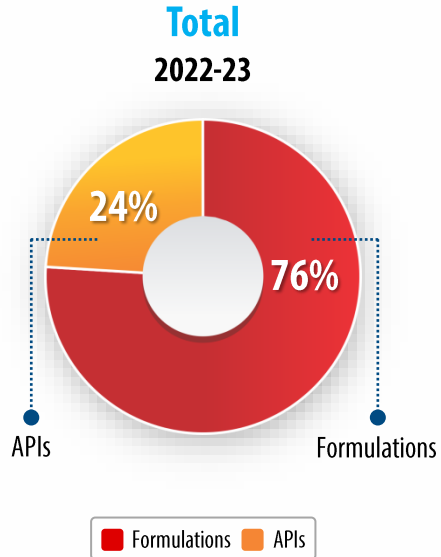
The background of the slide is a vibrant blue with a fine, woven texture. Overlaid on this texture are several broad, wavy, light-blue lines that create a sense of movement and depth. The overall effect is a modern, clean, and professional aesthetic.

# Revenue Break-up

2021-22 & 2022-23

# Revenue Break-up

## Standalone 2022-23



# Revenue Break-up

## Standalone

### 2022-23

₹Cr	Domestic	Exports	Total
● Branded Formulations	2760.71	504.79	3265.50
● Generic / Institution / Tender Formulations	-	1134.40	1134.40
● Total Formulations	2760.71	1639.19	4399.90
● API / Intermediates	373.05	1004.23	1377.28
● Others	148.63	-	148.63
● Total Income	<b>3282.39</b>	<b>2643.42</b>	<b>5925.81</b>
<b>Growth</b>	<b>10%</b>	<b>5.4%</b>	<b>7.9%</b>

Figures in Crores.

### 2021-22

Domestic	Exports	Total	Growth
2508.27	415.99	2924.26	<b>11.7%</b>
-	1070.75	1070.75	<b>5.9%</b>
2508.27	1486.74	3995.01	<b>10.1%</b>
358.70	1021.39	1380.09	<b>-0.2%</b>
116.12	-	116.12	-
<b>2983.09</b>	<b>2508.13</b>	<b>5491.22</b>	<b>7.9%</b>

Figures in Crores.

# Financials

FY 2021-22 & FY 2022-23

### FY 2022-23

	₹Crs	US\$ Mn
● Total Income	5925.81	739
● EBIDT	1054.05	131
● EBIDT %	17.79%	-
● PBT #	750.49	94
● PBT %	12.66%	-
● PAT #	505.70	63
● PAT %	8.53%	-

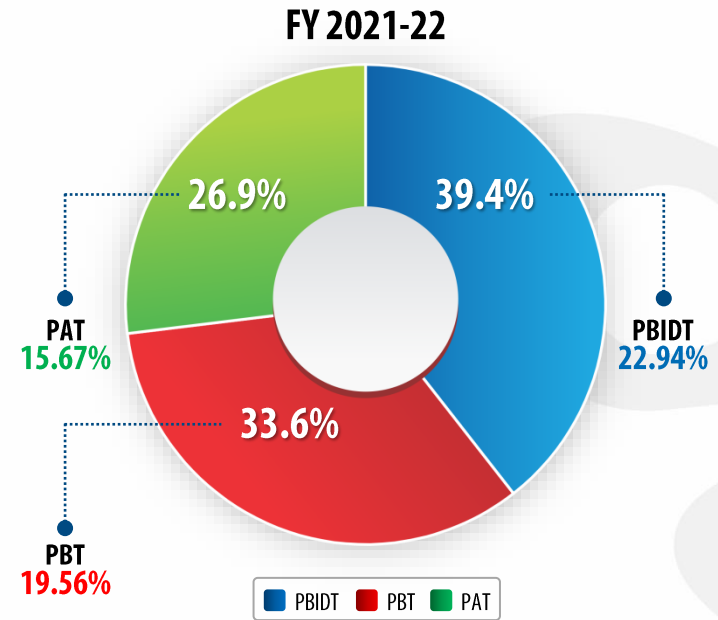
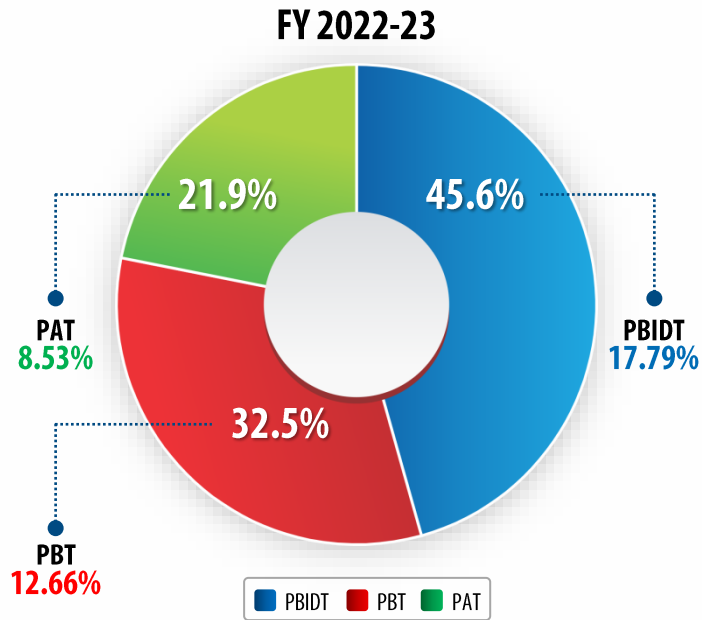
### FY 2021-22

	₹Crs	US\$ Mn	% Growth
	5491.22	737	8%
	1259.52	169	-16%
	22.94%	-	-
	1074.11	144	-30%
	19.56%	-	-
	860.37	116	-41%
	15.67%	-	-

# After forex loss of ₹31.01 Crs as against forex gain of ₹31.48 Crs for previous year.



## Profitability



Business Characteristics	FY 2022-23	FY 2021-22
● <b>Return on Capital Employed %</b> (PBIT / Capital Employed)	11.59%	17.85%
● <b>Return on Net Worth %</b> (PAT / Net Worth)	8.60%	15.71%
● <b>Fixed Asset Turnover Ratio</b> (Total Income / Net Fixed Assets)	2.28	2.24
● <b>Capital Employed Turnover Ratio</b> (Total Income / Capital Employed)	0.86	0.91
● <b>Asset Coverage Ratio</b> (to term loan) (Net Fixed Assets / Total Long Term Borrowings)	3.27	5.79
● <b>Long Term Debt Equity Ratio</b> (Total Long Term Borrowings / Net Worth)	0.14	0.08
● <b>Debtors Turnover Ratio (Days)</b> (Trade Receivables / Turnover) x 365	58.50	55.97
● <b>Creditors Turnover Ratio (Days)</b> (Trade Payables / Purchases) x 365	104.02	108.12
● <b>Inventory Turnover Ratio (Days)</b> (Inventory / Turnover) x 365	104.89	120.84

# Financials

## Standalone

Growth	FY 2022-23	FY 2021-22
● Net Total Income	7.9%	4.9%
● Domestic Sales	9.3%	19.7%
● Export Sales	5.4%	-7.9%
● PBIDT	-16.3%	-17.4%
● PBT	-30.1%	-21.1%
● Net Profit	-41.2%	-23.7%

### Q1 FY 2024

	₹Crs	US\$ Mn
● Total Income	1529.50	186
● EBIDT	284.28	35
● EBIDT %	19.13%	-
● PBT #	249.58	30
● PBT %	16.79%	-
● PAT #	166.58	20
● PAT %	11.21%	-

### Q1 FY 2023

	₹Crs	US\$ Mn	% Growth
	1496.24	193	2%
	269.27	35	6%
	18.21%	-	-
	211.39	27	18%
	14.30%	-	-
	140.07	18	19%
	9.48%	-	-

# After forex gain of ₹13.45 Crs as against forex loss of ₹14.25 Crs for previous quarter.

### Q2 FY 2024

	₹Crs	US\$ Mn
● Total Income	1698.81	205
● EBIDT	346.77	42
● EBIDT %	20.86%	-
● PBT #	245.13	30
● PBT %	14.74%	-
● PAT #	162.13	20
● PAT %	9.75%	-

### Q2 FY 2023

	₹Crs	US\$ Mn	% Growth
	1530.16	192	11%
	281.74	35	23%
	18.85%	-	-
	240.39	30	2%
	16.08%	-	-
	165.63	21	-2%
	11.08%	-	-

# After forex gain of ₹1.50 Crs as against forex loss of ₹11.66 Crs for previous quarter.

### H1 FY 2024

	₹Crs	US\$ Mn
● Total Income	3228.31	392
● EBIDT	631.05	77
● EBIDT %	20.04%	-
● PBT #	494.71	60
● PBT %	15.71%	-
● PAT #	328.71	40
● PAT %	10.44%	-

### H1 FY 2023

	₹Crs	US\$ Mn	% Growth
	3026.40	386	7%
	551.01	70	15%
	18.53%	-	-
	451.78	58	10%
	15.20%	-	-
	305.70	39	8%
	10.28%	-	-

# After forex gain of ₹14.95 Crs as against forex loss of ₹25.91 Crs for previous period.

### FY 2022-23

	₹Crs	US\$ Mn
● Total Income	6369.94	794
● EBIDT	1083.77	135
● EBIDT %	17.01%	-
● PBT #	745.29	93
● PBT %	11.70%	-
● PAT #	471.32	59
● PAT %	7.40%	-

### FY 2021-22

	₹Crs	US\$ Mn	% Growth
	5896.36	792	8%
	1345.04	181	-19%
	22.81%	-	-
	1135.72	153	-34%
	19.26%	-	-
	884.08	119	-47%
	14.99%	-	-

# After forex loss of ₹31.38 Crs as against forex gain of ₹30.79 Crs for previous year.

Business Characteristics	FY 2022-23	FY 2021-22
● <b>Return on Capital Employed %</b> (PBIT / Capital Employed)	15.21%	18.65%
● <b>Return on Net Worth %</b> (PAT / Net Worth)	10.58%	15.95%
● <b>Fixed Asset Turnover Ratio</b> (Total Income / Net Fixed Assets)	2.92	2.18
● <b>Capital Employed Turnover Ratio</b> (Total Income / Capital Employed)	1.23	0.96
● <b>Asset Coverage Ratio</b> (to term loan) (Net Fixed Assets / Total Long Term Borrowings)	3.63	6.40
● <b>Long Term Debt Equity Ratio</b> (Total Long Term Borrowings / Net Worth)	0.13	0.08
● <b>Debtors Turnover Ratio (Days)</b> (Trade Receivables / Turnover) x 365	43.82	57.65
● <b>Creditors Turnover Ratio (Days)</b> (Trade Payables / Purchases) x 365	81.74	109.15
● <b>Inventory Turnover Ratio (Days)</b> (Inventory / Turnover) x 365	77.24	117.60



Growth	FY 2022-23	FY 2021-22
● Net Total Income	8.0%	7.5%
● Domestic Sales	9.5%	22.7%
● Export Sales	5.7%	-4.9%
● PBIDT	-19.4%	-14.1%
● PBT	-34.4%	-18.2%
● Net Profit	-46.7%	-22.4%

### Q1 FY 2024

	₹Crs	US\$ Mn
● Total Income	1630.06	198
● EBIDT	294.33	36
● EBIDT %	18.57%	-
● PBT #	251.82	31
● PBT %	15.89%	-
● PAT #	162.82	20
● PAT %	10.35%	-

### Q1 FY 2023

	₹Crs	US\$ Mn	% Growth
	1607.85	208	1%
	283.46	37	4%
	17.88%	-	-
	222.69	29	13%
	14.04%	-	-
	143.06	18	14%
	9.02%	-	-

# After forex gain of ₹13.49 Crs as against forex loss of ₹14.23 Crs for previous quarter.

### Q2 FY 2024

	₹Crs	US\$ Mn
● Total Income	2072.51	251
● EBIDT	358.77	43
● EBIDT %	17.64%	-
● PBT #	225.36	27
● PBT %	11.08%	-
● PAT #	145.06	18
● PAT %	6.71%	-

### Q2 FY 2023

	₹Crs	US\$ Mn	% Growth
	1637.18	205	27%
	272.23	34	32%
	17.00%	-	-
	223.82	28	1%
	13.98%	-	-
	143.90	18	1%
	9.11%	-	-

# After forex gain of ₹1.79 Crs as against forex loss of ₹11.59 Crs for previous quarter.

### H1 FY 2024

	₹Crs	US\$ Mn
● Total Income	3702.57	449
● EBIDT	653.10	79
● EBIDT %	18.05%	-
● PBT #	477.18	58
● PBT %	13.18%	-
● PAT #	307.88	37
● PAT %	8.31%	-

### H1 FY 2023

	₹Crs	US\$ Mn	% Growth
	3245.03	414	14%
	555.69	71	18%
	17.44%	-	-
	446.51	57	7%
	14.01%	-	-
	286.96	37	7%
	9.14%	-	-

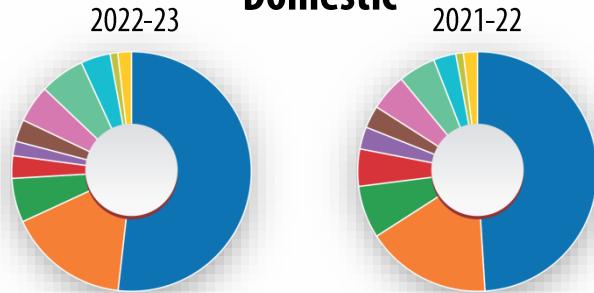
# After forex gain of ₹15.28 Crs as against forex loss of ₹25.82 Crs for previous period.

# Financials Standalone

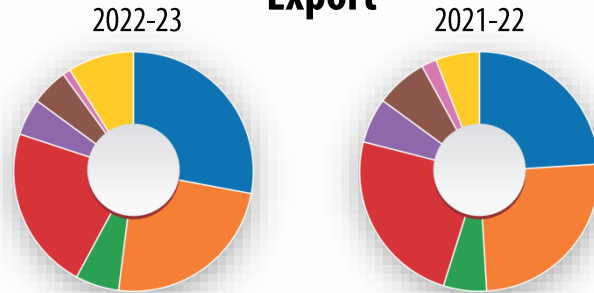
## Contribution of Therapeutic Groups

### Therapeutic Segment

#### Domestic



#### Export



Therapeutic Group	2022-23 (%)	2021-22 (%)
Non Steroidal Anti-Inflammatory Drugs (NSAID) 49	49%	52%
Cardiovasculars & Anti-Diabetics	17%	16%
Anti-Bacterials	7%	6%
Anti-Malarials	5%	3%
Gastro-Intestinal (GI) Products	3%	2%
Neuro Psychiatry	3%	3%
Cough Preparations	5%	5%
Dermatology	5%	6%
Urology	3%	4%
Neutraceuticals	1%	1%
Others	2%	2%
<b>Total</b>	<b>100%</b>	<b>100%</b>

Therapeutic Group	2022-23 (%)	2021-22 (%)
Non Steroidal Anti-Inflammatory Drugs (NSAID) 49	24%	28%
Cardiovasculars & Anti-Diabetics	25%	24%
Anti-Bacterials	6%	6%
Anti-Malarials	24%	22%
Gastro-Intestinal (GI) Products	6%	5%
Neuro Psychiatry	7%	5%
Cough Preparations	2%	1%
Dermatology	-	-
Urology	-	-
Neutraceuticals	-	-
Others	6%	9%
<b>Total</b>	<b>100%</b>	<b>100%</b>



# **Branded Formulations**

Domestic

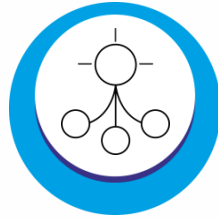
# Branded Formulations

Domestic

All India Rank IQVIA  
**17<sup>th</sup> (MAT Sept'23)**



**21**  
Therapy Focused  
Marketing Divisions



Over **4000**  
Wholesalers



**Market leaders in**  
Rheumatoid Arthritis  
& Anti-malarials



**24** Depots &  
**1** C&F agent



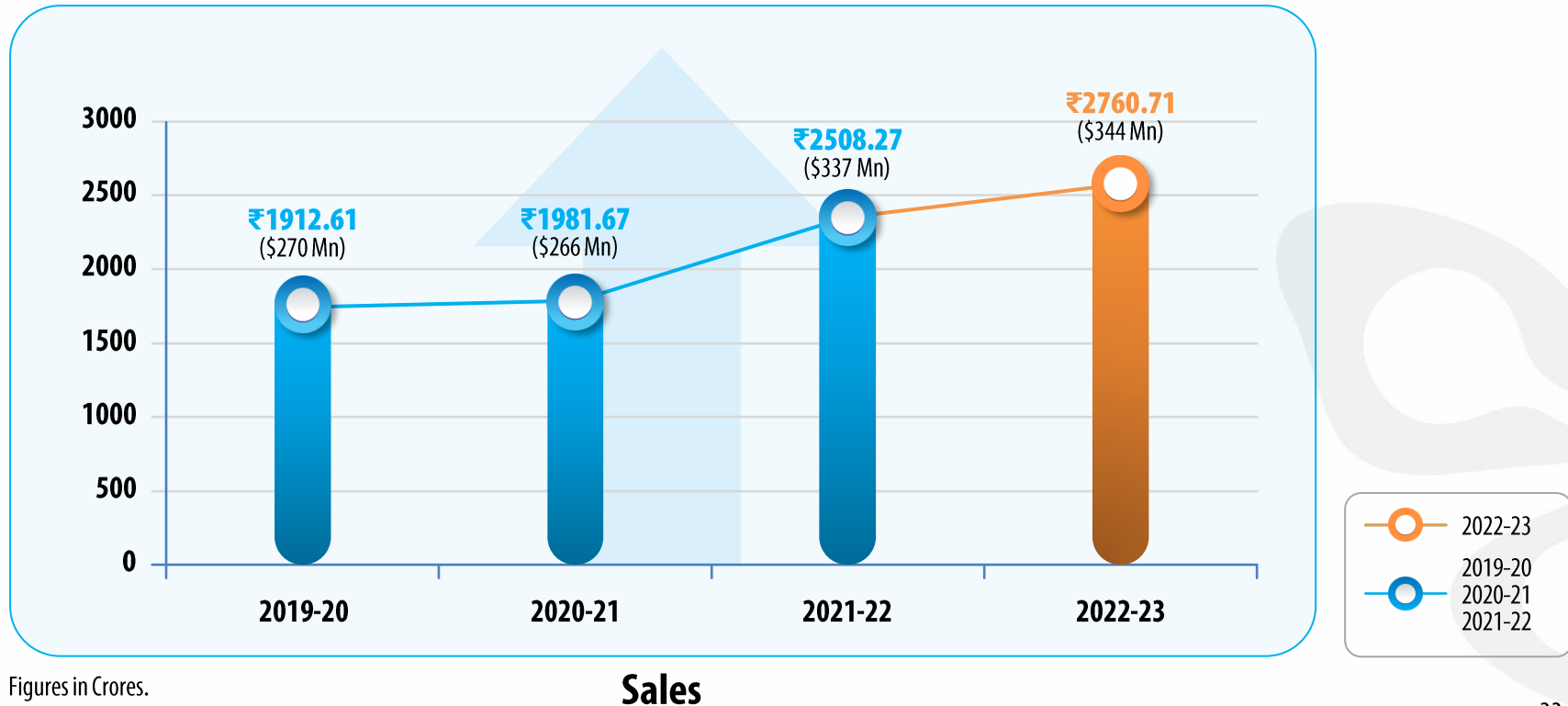
Field Strength  
**(PSR / BA)-6233**



**5** brands among  
top **300** brands  
(Zerodol-SP, Zerodol-P, HCQS,  
Folitrax & Zerodol TH)

# Branded Formulations

## Domestic





## Future Growth Drivers



- Clinical research as a tool to launch **innovative combination formulations / NDDS**.
- Strong brand building with focused promotion.
- **In-licensing / out-licensing** to build business in the promoted therapy.
- Portfolio optimisation, strategies to identify need gaps to **build, enter, maintain and exit approach**.

The background of the image is a vibrant blue with a fine, woven texture, similar to a mesh or fine fabric. The texture is characterized by a series of parallel, slightly wavy lines that create a sense of depth and movement. The color is a consistent, bright cyan-blue, with subtle variations in tone due to the lighting and the texture of the material.

# **International Business**



Products of the company  
are now exported to over  
**100 countries**  
across the globe

Recognised  
**Star Trading  
House**



**41% sales**  
From exports

Field-force to promote brands  
in more than  
**35 countries**

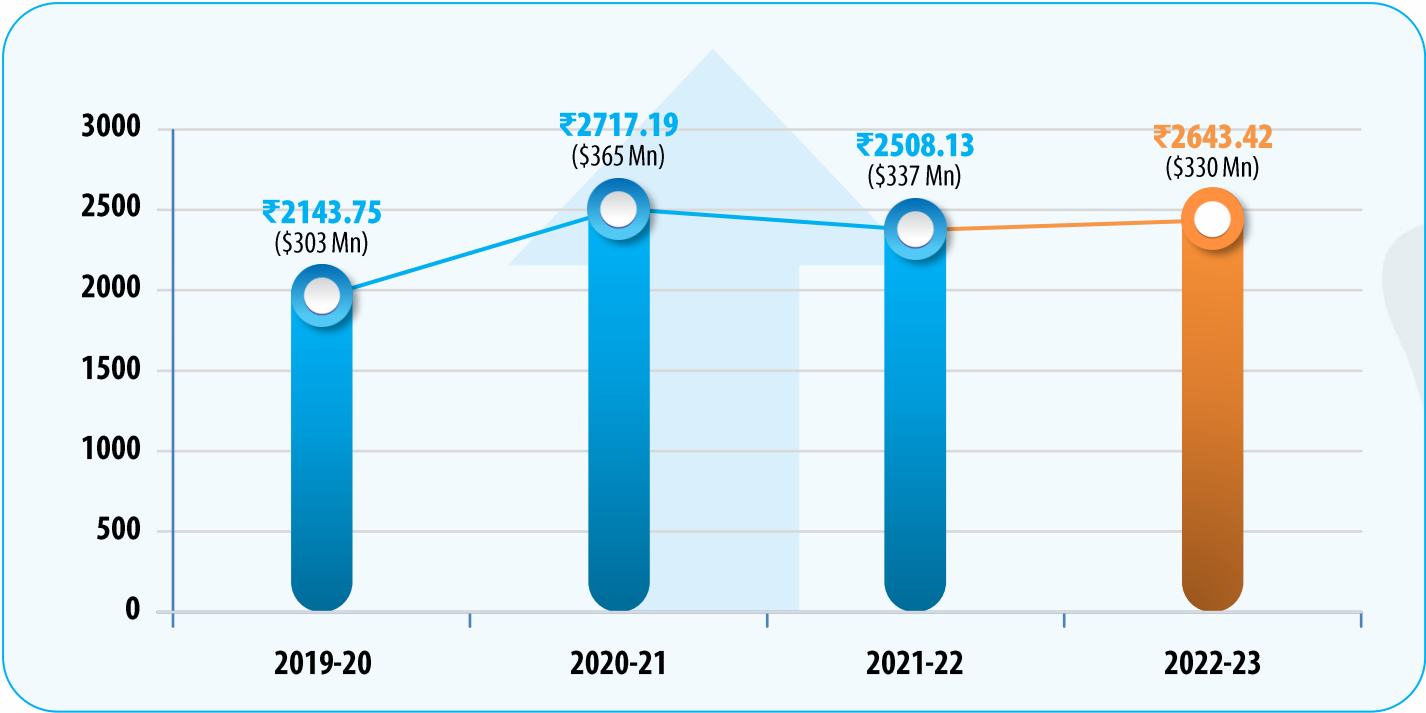


Marketing offices in  
**12 countries**

Registrations in  
**58 countries**



# International Business



Figures in Crores.

Sales

# International Business

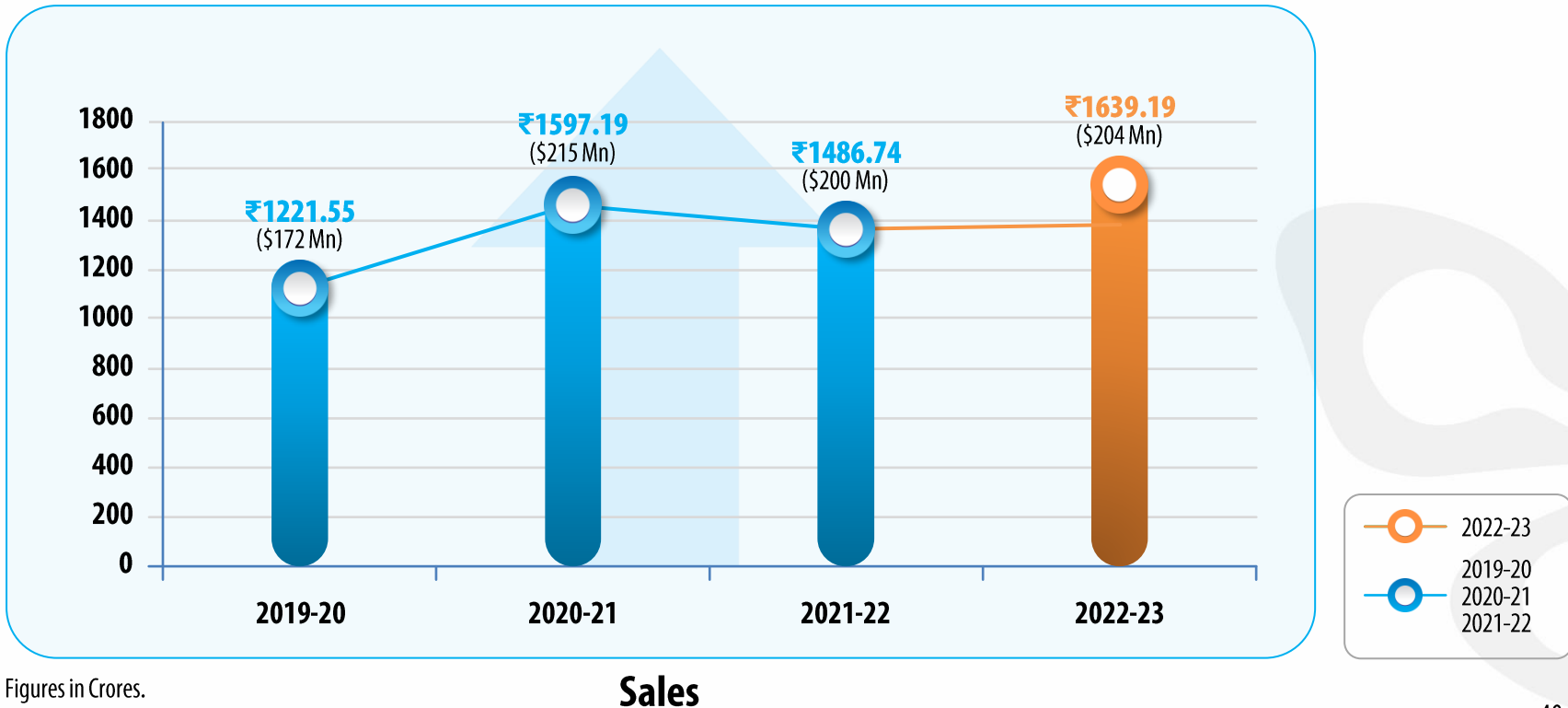
## Continent-wise Exports 2022-23 (₹Cr)

Continent	Formulations	APIs	Total	% Contribution
● Europe	486.11	273.53	759.64	29%
● Africa	416.76	55.05	471.81	18%
● Americas	163.17	297.79	460.96	17%
● Asia	110.82	341.52	452.34	17%
● CIS	188.44	32.53	220.97	8%
● Australasia	273.89	3.81	277.70	11%
<b>Total</b>	<b>1639.19</b>	<b>1004.23</b>	<b>2643.42</b>	<b>100%</b>



# International Formulations

# International Formulations



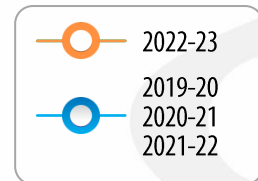
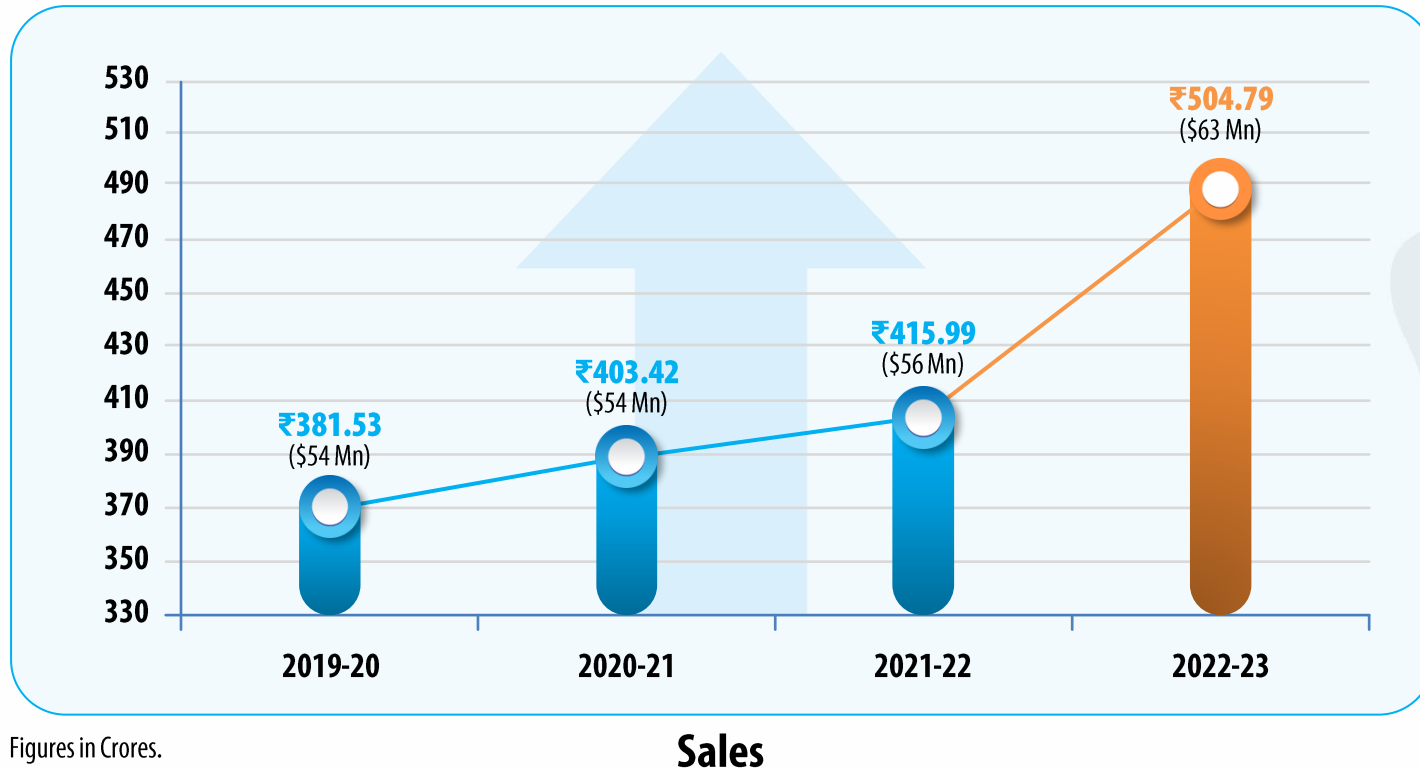


# **International**

## **Branded Formulations**



# International Branded Formulations



## Future Growth Drivers



- Thrust on brand building in **Pain, CVS, CNS, Anti-infective** and **Anti-malarial** segments.

- Geographical expansion in covered countries through additional field force.

- Expansion in business lines - **Institutions** and **Distributors**.

- Introduction of new products - Existing developed formulations are identified for registration and launch across other markets.

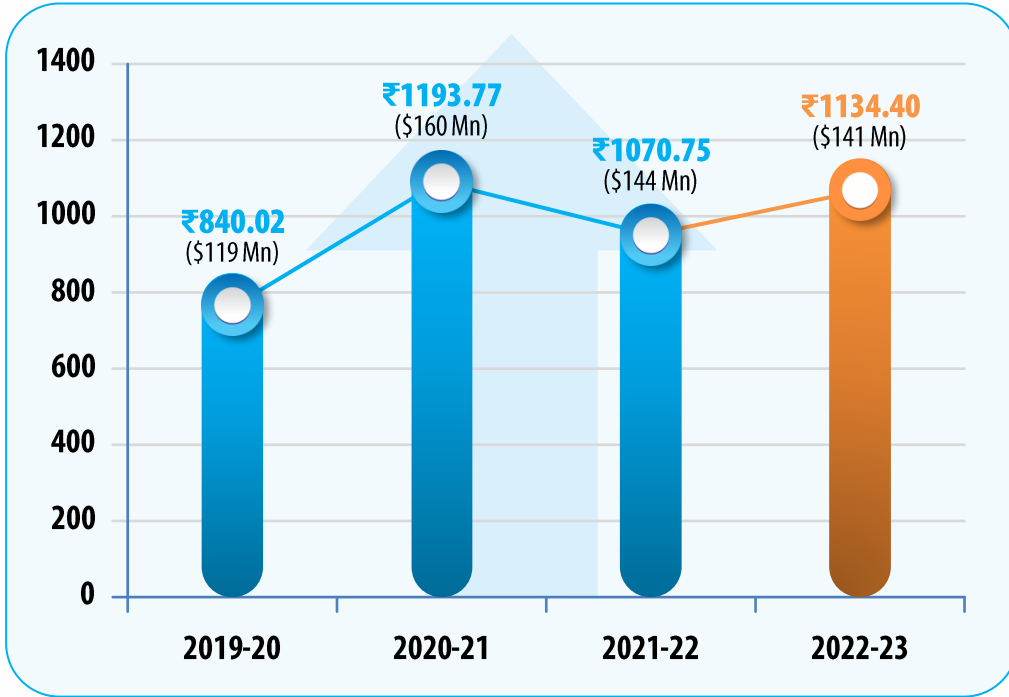
The background of the image is a close-up of a blue fabric with a fine, repeating pattern. The pattern consists of small, interconnected shapes that create a textured, almost woven appearance. The color is a vibrant, slightly cyan blue. The fabric has some natural-looking creases and folds, particularly a prominent one running diagonally from the top right towards the bottom left. The lighting is even, highlighting the texture of the material.

# **International**

**Generics / Institution / Tender**

# International

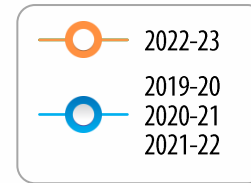
## Generics / Institution / Tender



Figures in Crores.

**Sales**

Country	Products Registered	Products Under Registration
United Kingdom / Europe	41	7
Australia / New Zealand	73	3
South Africa	53	10
United States / Canada	35	26



## Future Growth Drivers




- Dossiers developed by company approved in UK are being taken for registration in other EU countries.
- Formulations registered to be backed by own API.
- Sale of generic dossiers with or without supply agreements.
- Contract manufacturing arrangements.

## Future Growth Drivers North America



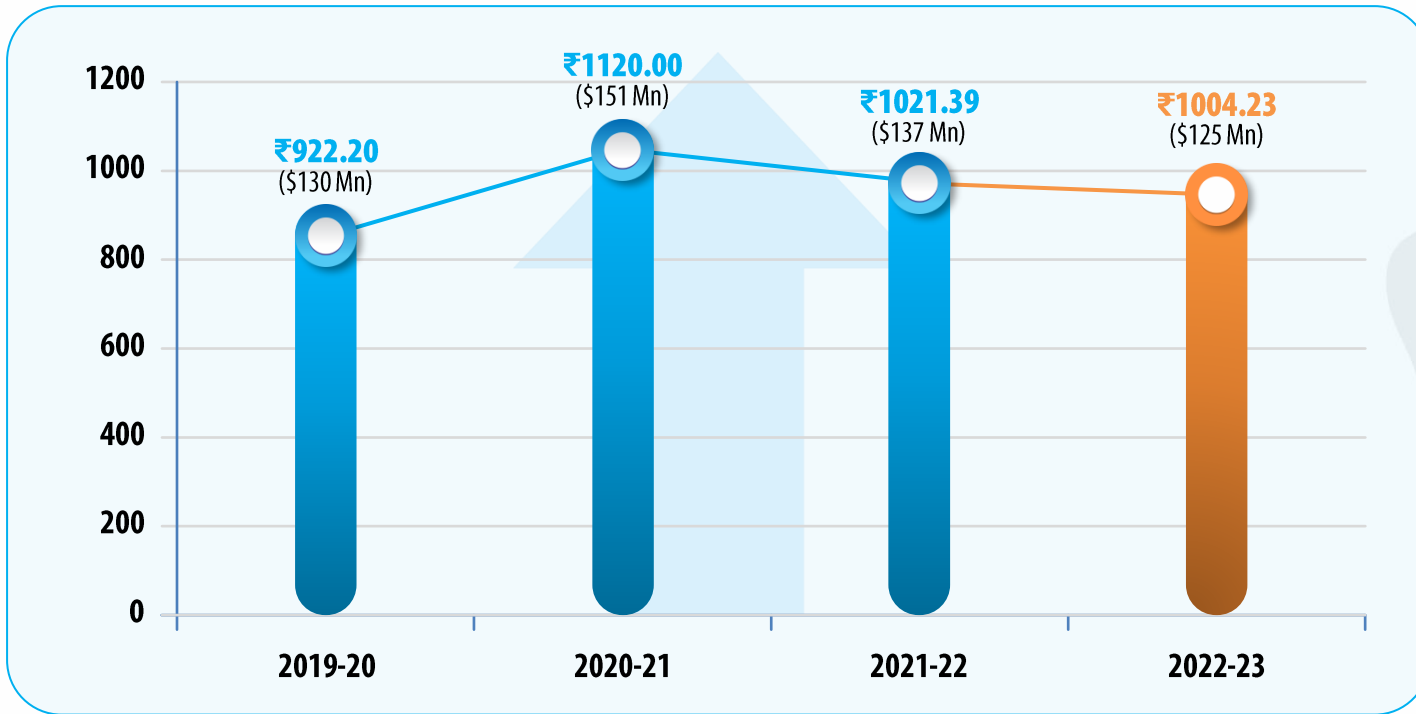
- Strategic tie up with **3 marketing partners** for sale / distribution of Generic formulations.
- **44 ANDAs filed** of which **18 ANDAs are approved.**
- Exploring contract development and manufacturing opportunities.



# **International**

## **Active Pharmaceutical Ingredients (APIs)**

# International APIs



Figures in Crores.

Sales

## API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
1	1	Alendronate Sodium	✓	-	-	✓	-	✓
2	2	Allopurinol	✓	✓	-	-	CEP	✓
3	3	Amlodipine Besylate	✓	-	-	-	-	✓
	4	Amlodipine Besylate (AK4 Process)	-	-	-	-	-	✓
4	5	Amodiaquine HCl	-	-	✓	-	-	-
5	6	Artemether	-	-	✓	-	✓	-
6	7	Artesunate	-	-	✓	-	-	-
7	8	Artesunate Sterile	-	-	✓	-	-	-
8	9	Atenolol	✓	✓	-	✓	CEP	✓
9	10	Atovaquone	-	-	-	-	-	✓
10	11	Bendroflumethiazide	-	-	-	-	-	✓



# International APIs – Drug Master Files

## API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
11	12	Benzarone	-	-	-	✓	-	-
12	13	Benzbromarone	-	-	-	✓	-	-
13	14	Bisoprolol Fumarate	✓	✓	-	-	-	✓
14	15	Carvedilol	✓	✓	-	-	-	✓
15	16	Cetirizine Hydrochloride (CZ Process)	✓	-	-	-	-	-
	17	Cetirizine Hydrochloride (CZ5 / CZ6 Process)	✓	-	-	-	CEP	✓
16	18	Chloroquine Phosphate	✓	-	-	-	-	✓
17	19	Chlorthalidone (CT3 / CT7 Process)	✓	✓	-	-	-	✓
	20	Chlorthalidone (CT6 Process)	✓	-	-	-	-	✓
18	21	Citalopram HBR	-	-	-	-	-	✓
19	22	Dihydroartemesinin	-	-	✓	-	-	-

### API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
20	23	Etodolac (ED6 Process)	✓	-	-	-	-	-
	24	Etodolac (ED7 Process)	✓	-	-	-	-	✓
21	25	Famotidine	-	-	-	✓	-	✓
	26	Famotidine (FM3 Process)	-	-	-	-	-	✓
22	27	Fenofibrate	-	-	-	-	-	✓
23	28	Fluconazole	-	-	-	-	-	✓
24	29	Flumequine	-	-	-	-	-	✓
25	30	Furosemide	✓	✓	-	✓	CEP	✓
	31	Furosemide (Veterinary)	-	✓	-	-	-	-
26	32	Glimepiride	✓	-	-	✓	-	✓

## API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
27	33	Hydrochlorothiazide (Process I)	✓	✓	-	✓	CEP	✓
	34	Hydrochlorothiazide (Process II)	✓	-	-	-	-	✓
	35	Hydrochlorothiazide (Process III)	-	-	-	-	-	✓
28	36	Hydroxychloroquine Sulphate	✓	✓	-	-	✓	✓
29	37	Hydroxyzine Di HCl	✓	-	-	-	-	✓
30	38	Hydroxyzine Pamoate	✓	-	-	-	-	-
31	39	Indapamide	✓	✓	-	-	-	✓
32	40	Lamotrigine	-	-	-	-	-	✓
33	41	Losartan Potassium (LB3 Process)	✓	-	-	-	-	-
	42	Losartan Potassium (LB4 Process)	-	-	-	-	-	✓
	43	Losartan Potassium (LB7 Process)	-	✓	-	-	-	✓

## API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
34	44	Lumefantrine	-	-	✓	-	-	-
35	45	Meloxicam	✓	-	-	-	-	✓
36	46	Mesalamine (MZ4 Process)	✓	-	-	-	-	✓
37	47	Mesalazine	-	-	-	-	-	✓
	48	Mesalazine (MZ4B Process)	-	-	-	-	-	✓
38	49	Metformin HCL (ML Process)	✓	-	-	-	-	-
	50	Metformin HCL (ML2 Process)	✓	✓	-	-	CEP	✓
39	51	Methylphenidate HCl	-	✓	-	-	CEP	✓
40	52	Metoclopramide Base	-	-	-	✓	-	-
41	53	Metoclopramide HCl	-	-	-	-	CEP	✓
	54	Metoclopramide HCl (M Process)	✓	✓	-	-	-	-

# International APIs – Drug Master Files

## API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
42	55	Metoprolol Succinate	✓	-	-	-	CEP	✓
43	56	Metoprolol Tartrate	✓	✓	-	✓	CEP	✓
	57	Metoprolol Tartrate (03 / 05 Process)	✓	-	-	-	-	-
44	58	Midodrine Hydrochloride	✓	-	-	-	-	-
45	59	Nabumetone	✓	-	-	-	-	✓
46	60	Nifedipine	-	-	-	✓	-	✓
47	61	Olanzapine	✓	-	-	-	-	-
48	62	Ondansetron Base	✓	✓	-	-	✓	-
49	63	Ondansetron Hydrochloride	✓	✓	-	-	CEP	✓
50	64	Paroxetine HCl	-	-	-	-	CEP	✓
51	65	Piperaquine Phosphate	-	-	✓	-	-	-

### API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
52	66	Primaquine Phosphate	✓	-	-	-	✓	-
53	67	Probenecid	✓	-	-	-	-	-
54	68	Proguanil Hydrochloride	✓	-	-	-	-	✓
55	69	Promethazine Hydrochloride	✓	-	-	-	-	-
56	70	Propranolol HCl	✓	✓	-	✓	CEP	✓
57	71	Pyrantel Embonate	-	✓	-	-	-	✓
58	72	Pyrantel Pamoate	✓	-	-	-	-	-
59	73	Pyrimethamine	✓	-	-	-	-	✓
60	74	Quetiapine Fumarate	✓	✓	-	-	CEP	✓
61	75	Ractopamine HCl	✓	✓	-	-	-	-
62	76	Risedronate Sodium Hemi-Pentahydrate	✓	-	-	-	-	-

### API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
63	77	Risperidone	✓	-	-	-	-	-
64	78	Telmisartan	-	-	-	-	-	✓
	79	Telmisartan (WT3A Process)	✓	-	-	-	-	-
65	80	Torsemide	✓	-	-	-	-	✓
66	81	Tramadol Hydrochloride	✓	-	-	-	-	-
	82	Tramadol Hydrochloride (YT2 Process)	-	-	-	-	-	✓
	83	Tramadol Hydrochloride (YT3 Process)	-	✓	-	-	-	✓
67	84	Triamterene	✓	-	-	-	-	✓
68	85	Trimethoprim	-	-	-	✓	CEP	✓
	86	Trimethoprim (T Process)	✓	-	-	-	-	-
	87	Trimethoprim (T4 Process)	✓	-	-	-	-	-

# International APIs – Drug Master Files

## API-DMFs Filed as on Sept'23 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
69	88	Valsartan (VA2 Process)	-	✓	-	-	-	-
	89	Valsartan (VA6 Process)	✓	-	-	-	-	✓
70	90	Venlafexine Hydrochloride	✓	-	-	-	-	✓
71	91	Warfarin Sodium	-	-	-	-	CEP	✓
	92	Warfarin Sodium Clathrate	✓	-	-	-	-	✓
72	93	Zaltoprofen	-	-	-	✓	-	-
<b>Total</b>			<b>55</b>	<b>23</b>	<b>7</b>	<b>14</b>	<b>20</b>	<b>59</b>



## Future Growth Drivers



- Consolidate API business of Sartans across the globe.

- Long term strategic tie-ups with major South American / European formulators.

- Leverage the customer base of **more than 1000 customers** spread across **90 countries** is well laid down platform to introduce new pipeline products.

- Increased focus in emerging markets like **LATAM, CIS & China**

- Own API manufacturing to back formulations, especially for the Generic market.

- Exploring strategic business relationship with smaller API manufacturers for increasing product basket.

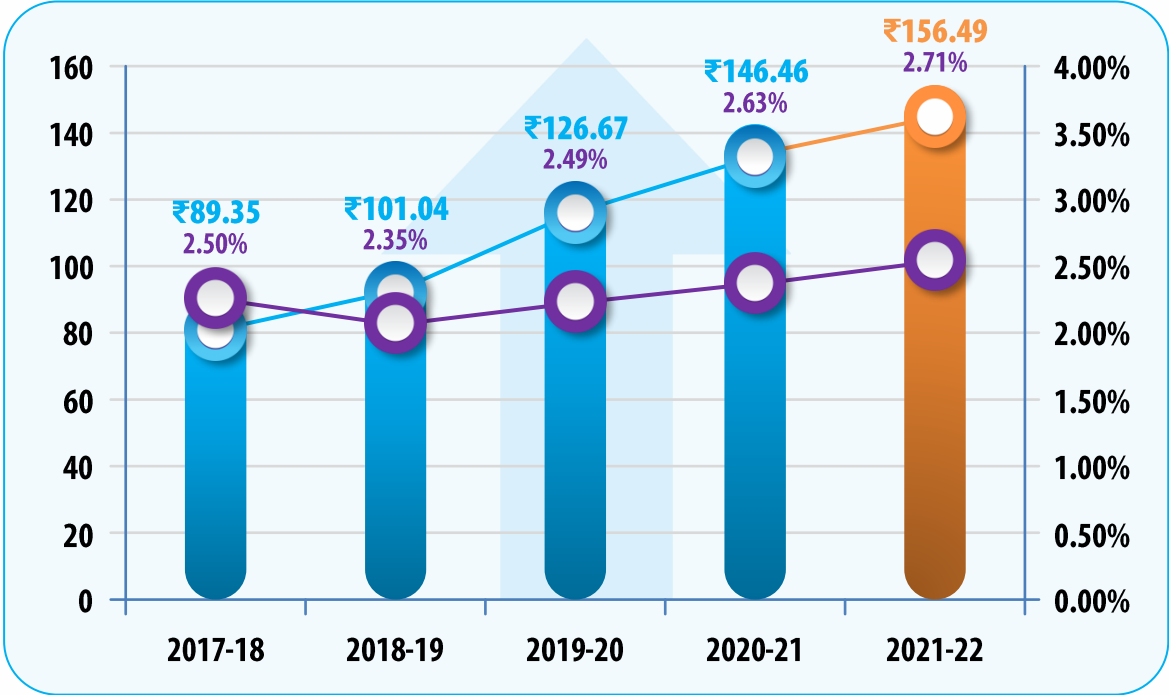
A microscopic view of a blue, wavy, fibrous tissue structure, likely a cross-section of a muscle or tendon. The tissue shows a repeating pattern of light and dark blue bands, with a central, more densely packed region. The overall appearance is that of a highly organized, layered biological structure.

# **Research & Development**

## **APIs & Formulations**

# Research & Development

## APIs & Formulations



Year	₹Cr	% to Sales
2018-19	89.35	2.50%
2019-20	101.04	2.35%
2020-21	126.67	2.49%
2021-22	141.46	2.63%
2022-23	156.49	2.71%



Figures in Crores.

### R&D Spending

# Research & Development

## APIs & Formulations



- Current **scientist manpower of 550+**.
- Research focus on developing APIs with non-infringing process and development of finished dosage forms.
- **Development of NDDS** for domestic and international market.
- **248 patent** applications filed.
- Biotech / fermentation research facility established.
- Undertaking contract research activities for **APIs & Formulations** for international clients.

# Inception of Advanced Biotech Lab

Biosimilar R&D



- Established **“state-of-the-art”** R&D in **2015** for Mammalian based **mAbs**
- Capable of in-house development from **“Clone to Commercialization”**
- Single-use **cGMP Bio-manufacturing Facility (DS+DP)** is being established and to be ready by July 2024
- Scientific staff : **70+**

# Strong Biosimilar Pipelines

## Molecules: Anti-cancer and Anti-inflammatory mAbs

### Stage of Development

Molecules	Development	Pre-clinical	Clinical Trials	MAA / Launch
				UK / IN / EU
mAb1	→		2024-25	2025-26
mAb2	→		2024-25	2025-26
mAb3	→		2025-26	2026-27
mAb4	→	2024	→	2026-27
mAb5	→ 2023-24	→ 2025	-	-
mAb6	→ 2023-24	→ 2025	-	-
New mAb7	→ 2024-25			

- **6 monoclonal antibodies (mAbs)** in various stages of the development
- Target markets **India, UK, EU, ROW** followed by **USA**
- Sought EMA and MHRA-UK Scientific Advice for **mAb1 & mAb2**
- Open for the **Collaboration & Out-licensing** of the Technology / Molecule

# Thank You

No part of this corporate presentation may be re-produced, quoted or circulated without prior approval of Ipca Laboratories Limited.

This presentation may include forward looking statements based on our current business expectations. Our actual results may differ from what is projected in this corporate presentation. The viewers of this presentation may use their own judgment and calculation before making any decision on any matter based on the information given herein.

The company also disclaims any obligation to revise any of the information given in this presentation.