

PRESS RELEASE

Piramal Pharma Limited Announces Results for Q2 and H1 FY25

Mumbai, India | October 23, 2024: Piramal Pharma Limited (NSE: PPLPHARMA | BSE: 543635), a leading global pharmaceuticals and wellness company, today announced its standalone and consolidated results for the Second Quarter (Q2) and Half Year (H1) ended 30th September 2024.

Consolidated Financial Highlights

(in ₹ Cr. or as stated)

Particulars	Q2FY25	Q2FY24	YoY Growth	H1FY25	H1FY24	YoY Growth
Revenue from Operations	2,242	1,911	17%	4,193	3,660	15%
CDMO	1,324	1,068	24%	2,381	1,967	21%
CHG	643	589	9%	1,274	1,206	6%
ICH	277	256	8%	541	495	9%
EBITDA	403	315	28%	627	485	29%
EBITDA Margin	18%	16%	-	15%	13%	-
Share of Net Profit of Associates	17	19	(10)%	40	33	18%
PAT	23	5	350%	(66)	(94)	NM
PAT Margin	1%	0%	-	(2)%	(3)%	-

Key Highlights for Q2FY25

- **Revenue from Operations** grew by 17% YoY, primarily driven by robust growth in CDMO business
- **EBITDA** grew by 28% YoY with EBITDA margin of 18%, a YoY improvement of about 150bps, driven by operating leverage, cost optimization initiatives and superior revenue mix
- **Released our FY2024 Sustainability Report.** The report follows GRI standards and is aligned with SASSB and UNGC frameworks. It also highlights our commitment to reduce our GHG¹ emissions in-line with SBTi's² 1.5° decarbonization pathway

Nandini Piramal, Chairperson, Piramal Pharma Limited said, "We continue our momentum of delivering healthy revenue growth accompanied by YoY EBITDA margin expansion. This has been primarily driven by consistent growth in our CDMO business which has witnessed a good pick-up in innovation related work and on-patent commercial revenues. To sustain this growth momentum and to capitalize on rising demand for sterile fill-finish capabilities, we have announced a US\$80Mn expansion plan at our Lexington facility which is expected to get complete by end FY27. In our CHG business, we are witnessing steady volume growth in Inhalation Anesthesia products in the US and Emerging Markets. In our ICH business, we continue to see a robust growth in our power brands and e-commerce sales.

During the quarter, we released our Sustainability Report for FY24 under the theme, 'Building Resilience for a Sustainable Tomorrow', highlighting our progress on the sustainability initiatives.

Over the long term, we remain committed to achieving our financial goals of US\$2 bn revenue with 25% EBITDA margin and 1x net debt / EBITDA by FY30."

Key Business Highlights for Q2 and H1 FY25

Contract Development and Manufacturing Organization (CDMO):

- Market outlook – Biotech funding improved over previous years but remains uneven across months. Regulatory changes and supply chain diversification driving increase in customer enquiries and visits, but decision making by customers remains delayed
- Targeted Business Development efforts resulting in steady inflow of new orders
- YoY improvement in demand in our generic API business
- Operating leverage and cost optimization initiatives yielding continued YoY improvement in EBITDA margins
- Maintained our quality track record with receipt of EIR for our PPDS facility (India) with Zero Form - 483 observations and NAI designation
- Customer led US\$80Mn expansion planed in Lexington to more than double our capacity to capture rising demand for Sterile Fill-Finish capabilities

Complex Hospital Generics (CHG):

- Good volume growth in inhalation anesthesia portfolio in the US and emerging markets
- Capacity expansion at Dahej and Digwal underway to capture growth opportunity in the RoW markets
- Investing in portfolio expansion – Building portfolio of Differentiated and Specialty products to drive long term profitable growth
- Working on multiple cost optimization and productivity enhancement initiatives in the areas of sourcing, manufacturing, distribution, and operational excellence to maintain our healthy EBITDA margin in this business

India Consumer Healthcare (ICH):

- Added 9 new products and 13 new SKUs to our portfolio during H1FY25
- Continue to invest in media and trade spends to drive growth in Power Brands. Power Brands grew by 18% YoY in Q2 and H1 FY25 and contributed to 48% of ICH sales
- Growth in i-range adversely impacted due to regulator mandated price reductions
- E-commerce grew by over 30% YoY in Q2 and H1 FY25. Focus on improving the profitability of this channel through pricing, mix and investment optimization
- Plan to widen our reach - Transition from a Pharmacy-dominant to an Omni-channel consumer healthcare company. Establish winning NPDs from online channel to offline, with general trade and modern trade ready SKUs

Consolidated Profit and Loss Statement
(in ₹ Cr. or as stated)

Particulars	Quarterly					Half Yearly		
	Q2FY25	Q2FY24	YoY Change	Q1FY25	QoQ Change	H1FY25	H1FY24	YoY Change
Revenue from Operations	2,242	1,911	17%	1,951	15%	4,193	3,660	15%
Other Income	61	49	24%	20	213%	81	88	(8)%
Total Income	2,303	1,961	17%	1,971	17%	4,274	3,748	14%
Material Cost	796	638	25%	674	18%	1,471	1,264	16%
Employee Expenses	560	516	8%	580	(3)%	1,139	1,012	13%
Other Expenses	544	492	11%	493	10%	1,037	986	5%
EBITDA	403	315	28%	224	80%	627	485	29%
Interest Expenses	108	110	(2)%	107	1%	215	228	(6)%
Depreciation	192	185	4%	185	4%	377	358	5%
Share of Net Profit of Associates	17	19	(10)%	22	(23)%	40	33	18%
Profit Before Tax	120	40	204%	(45)	NM	75	(68)	NM
Tax	98	35	182%	44	124%	141	26	442%
Net Profit after Tax	23	5	350%	(89)	NM	(66)	(94)	NM
Exceptional item	-	-	-	-	-	-	-	-
Net Profit after Tax after Exceptional Item	23	5	350%	(89)	NM	(66)	(94)	NM

Consolidated Balance Sheet
(in ₹ Cr. or as stated)

Key Balance Sheet Items	As at	
	30-Sep-24	31-Mar-24
Total Equity	7,907	7,911
Net Debt	4,235	3,932
Total	12,143	11,843
Net Fixed Assets	9,096	9,106
Tangible Assets	4,298	4,250
Intangible Assets including goodwill	3,669	3,740
CWIP (including IAUD*)	1,130	1,116
Net Working Capital	2,651	2,339
Other Assets [#]	396	398
Total Assets	12,143	11,843

*IAUD – Intangible Assets Under Development; # Other Assets include Investments and Deferred Tax Assets (Net)

Q2FY25/H1FY25 Earnings Conference Call

Piramal Pharma Limited will be hosting a conference call for investors / analysts on **24th October 2024** from **5:00 PM to 5:45 PM (IST)** to discuss its **Q2 and H1 FY25 Results**.

The dial-in details for the call are as under:

Event	Location & Time	Telephone Number
Conference call on 24 th October, 2024	India – 05:00 PM IST	+91 22 6280 1461 / +91 22 7115 8320 (Primary Number)
		1 800 120 1221 (Toll free number)
	USA – 07:30 AM (Eastern Time – New York)	Toll free number 18667462133
	UK – 12:30 PM (London Time)	Toll free number 08081011573
	Singapore – 07:30 PM (Singapore Time)	Toll free number 8001012045
	Hong Kong – 07:30 PM (Hong Kong Time)	Toll free number 800964448
Express Join with Diamond Pass™	Please use this link for prior registration to reduce wait time at the time of joining the call – Click Here	

About Piramal Pharma Limited:

Piramal Pharma Limited (PPL, NSE: PPLPHARMA | BSE: 543635), offers a portfolio of differentiated products and services through its 17* global development and manufacturing facilities and a global distribution network in over 100 countries. PPL includes Piramal Pharma Solutions (PPS), an integrated contract development and manufacturing organization; Piramal Critical Care (PCC), a complex hospital generics business; and the India Consumer Healthcare business, selling over-the-counter consumer and wellness products. In addition, one of PPL's associate companies, Abbvie Therapeutics India Private Limited, a joint venture between Abbvie and PPL, has emerged as one of the market leaders in the ophthalmology therapy area in the Indian pharma market. Further, PPL has a strategic minority investment in Yapan Bio Private Limited, that operates in the biologics / bio-therapeutics and vaccine segments. In October 2020, PPL received a 20% strategic growth investment from the Carlyle Group.

For more information, visit: [Piramal Pharma](#) | [LinkedIn](#)

* Includes one facility via PPL's minority investment in Yapan Bio.

For Queries:

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