



Pharmaceuticals Limited

Registered & Corporate Office :

Plot No. 72, H. No. 8-2-334/3 & 4, Road No. 5,
Opp. SBI Executive Enclave, Banjara Hills,
Hyderabad - 500 034, Telangana, INDIA.
Tel : +91-40-2525 9999, Fax : +91-40-2525 9889
CIN : L24239TG1987PLC008066
Email: info@smspharma.com, www.smspharma.com

Date: 12th November, 2024

To,
The Manager,
Corporate Filings Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

The Manager,
Listing Compliance Department,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051.

Security Code: 532815

Symbol: SMSPHARMA

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing here herewith a copy of investor presentation of the Company for the quarter ended 30th September, 2024.

This Investor Presentation may also be accessed on the website of the Company at www.smspharma.com

Kindly take the same on record and disseminate on your website.

Thanking you
Yours Faithfully

For SMS Pharmaceuticals Limited

Thirumalesh Tumma
Company Secretary



Investor Presentation

Q2 & H1FY25

November 2024



Safe Harbour



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Q2FY25 business and financial highlights



Revenue

- Healthy YoY revenue growth of 18% driven by volume growth in key APIs

Profitability

- EBITDA grew 13% YoY with EBITDA margin at 16%, stable YoY
- PAT increased by 20% YoY due to lower finance costs

Capex

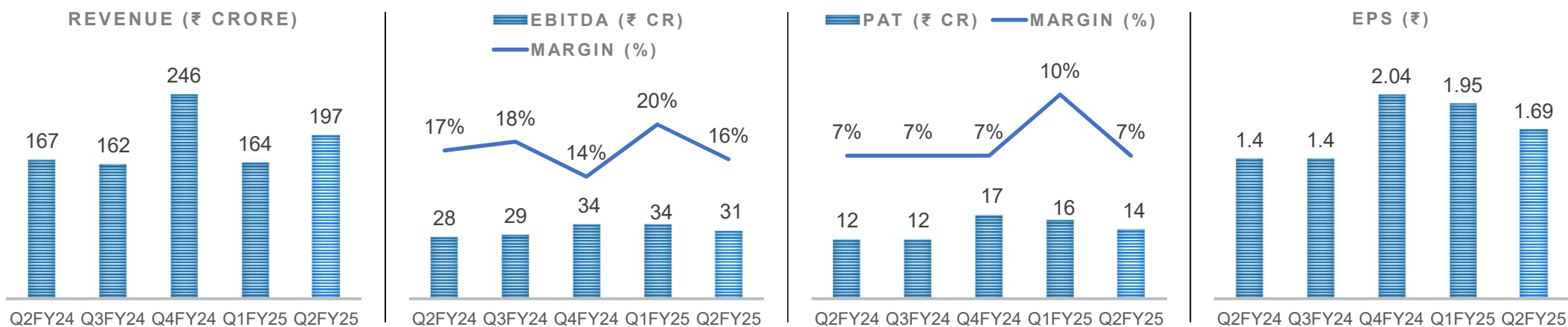
- Capex investments progressing as planned, to support long-term growth
- Commercialisation expected in Q4 FY25

Global accreditations

- Received EDQM certification, allowing us to supply Ibuprofen across Europe from Vizag facility

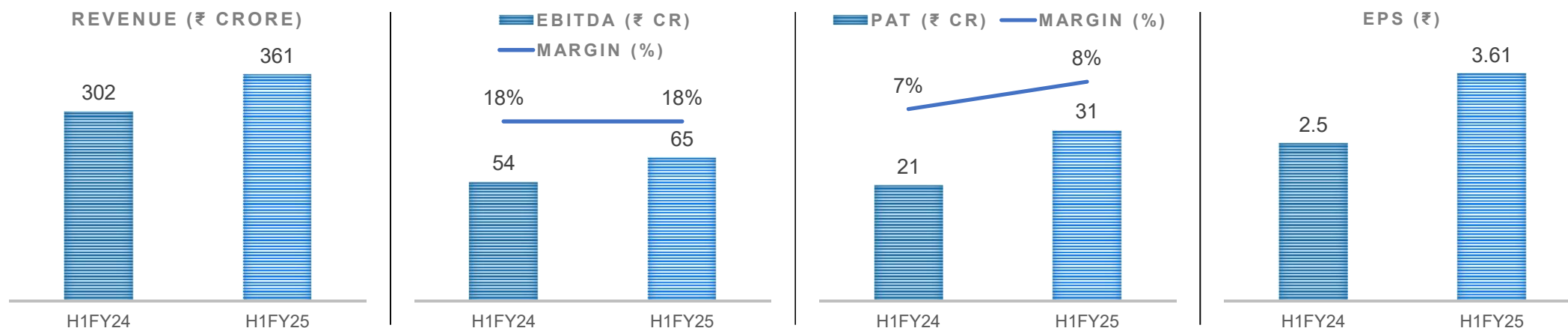
Quarterly Performance Review

Q2FY25 financial highlights



- Revenue from operations at ₹196.75 crore (up 18% YoY)
- EBITDA at ₹31.47 crore (up 13% YoY)
- EBITDA Margin at 16%
- PAT at ₹14.10 crore (up 20% YoY)

H1FY25 financial highlights

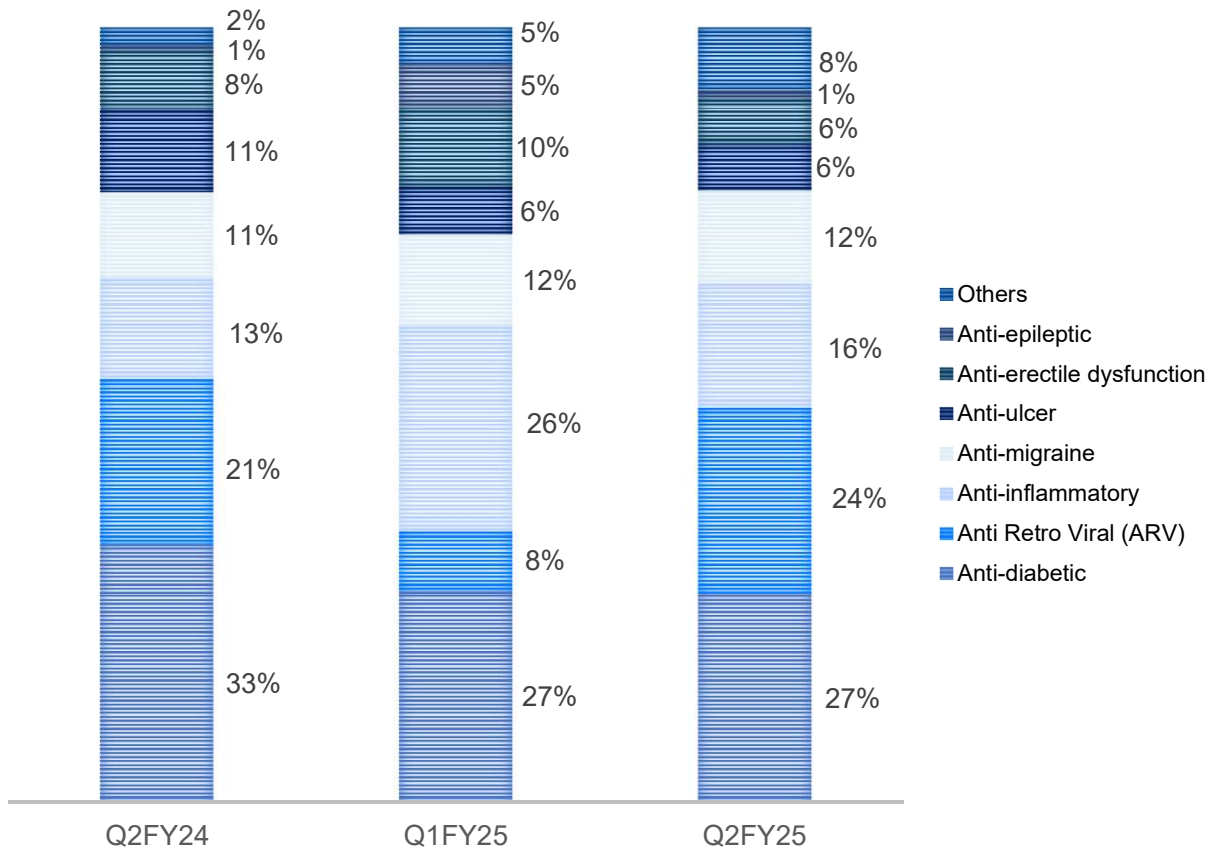


- Revenue from operations at ₹361.20 crore (up 20% YoY)
- EBITDA at ₹64.97 crore (up 20% YoY)
- EBITDA Margin at 18%
- PAT at ₹30.57 crore (up 46% YoY)

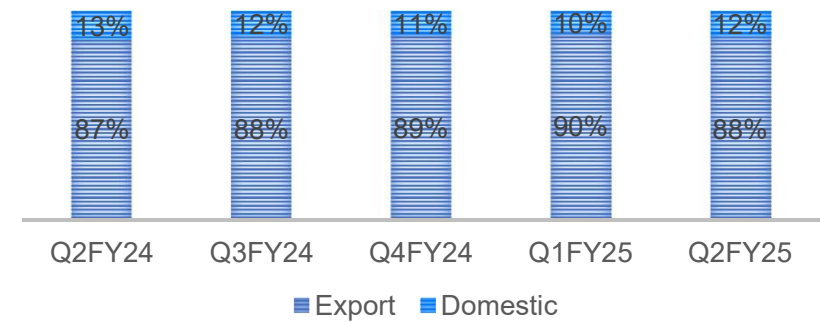
Key operating metrics Q2FY25



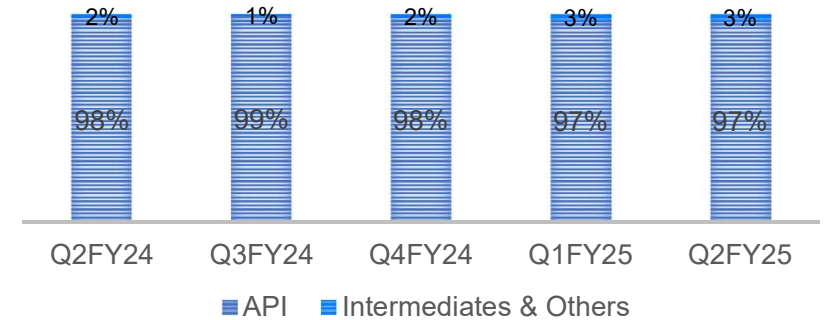
REVENUE BY THERAPEUTIC AREA (%)



REVENUE BY GEOGRAPHY-WISE (%)



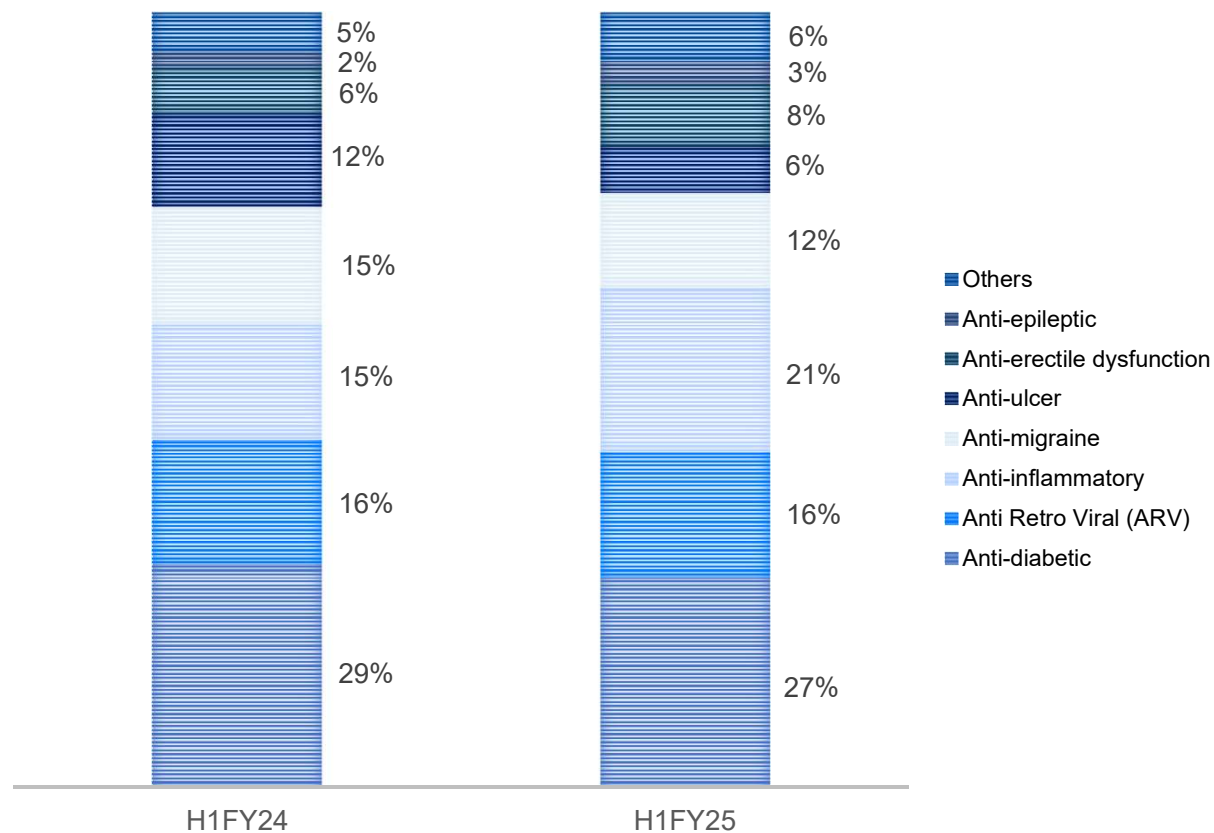
REVENUE BY SEGMENT-WISE (%)



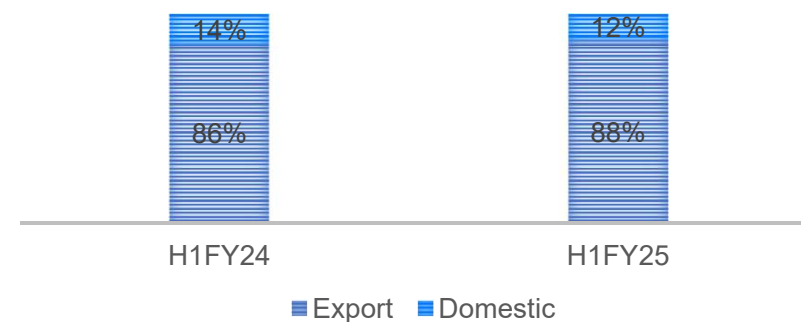
Key operating metrics H1FY25



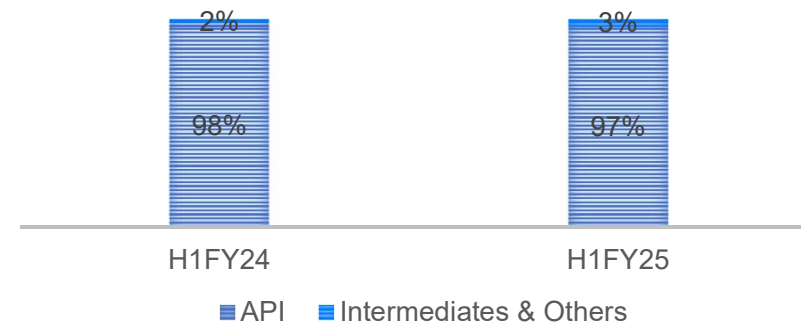
REVENUE BY THERAPEUTIC AREA (%)



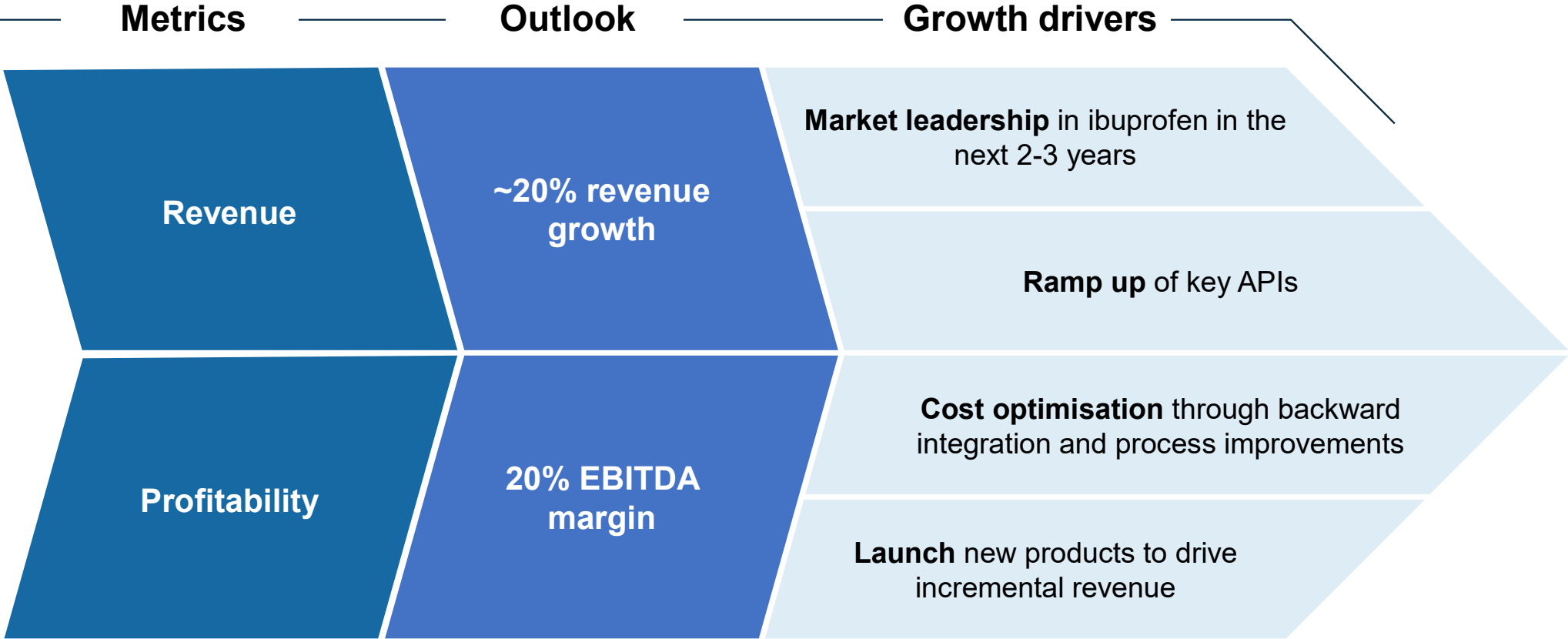
REVENUE BY GEOGRAPHY-WISE (%)



REVENUE BY SEGMENT-WISE (%)



On track to achieve FY25 outlook



Company Overview



Building a sustainable global business

From a single unit-product facility to becoming a diversified API player with a global presence, we have...

- **Global and domestic leadership** in key APIs
- An **integrated business model** with accredited facilities
- Strong presence in **regulatory markets**
- Focus on **R&D**



#1

Largest single-block
Ibuprofen plant in Asia

87%

Revenue contribution of
regulatory markets

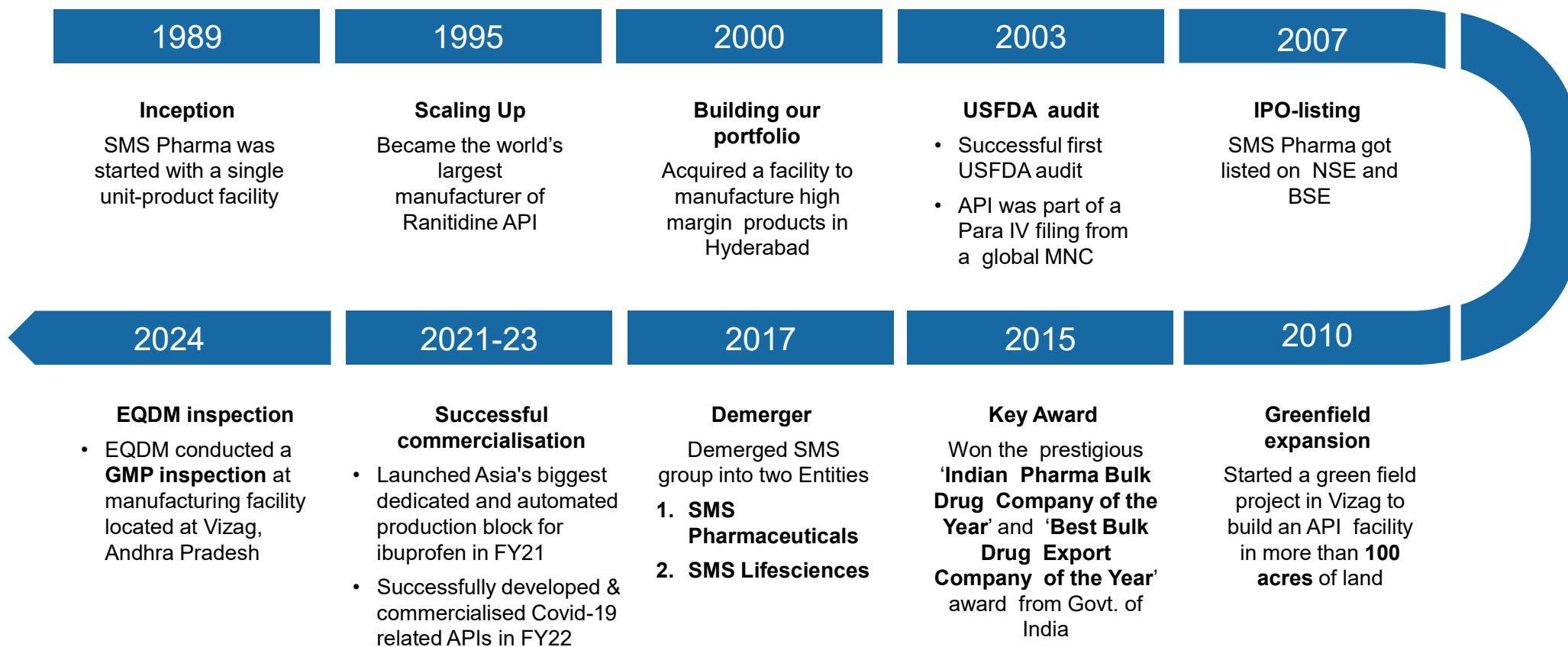
₹709 Cr

Revenue in FY24

₹49 Cr

PAT in FY24

35+ history of delivering value



Our Strengths

State-of-the-art, accredited manufacturing facilities



Hyderabad

Manufacturing capacity: 120 KL for niche small-volume molecules

.....

Regulatory approvals: USFDA, EUGMP, KFDA, CDSCO, PMDA

Five times approved by the USFDA

Total area: 48,158 m²

Vizag

Manufacturing capacity: 3,000 KL for niche large-volume molecules

.....

Regulatory approvals: USFDA, KFDA, CDSCO, PMDA

Three times approved by the USFDA

Total area: 3,45,007 m²

Our Strengths

Strong thrust on R&D



New product development

Added 18 new products

Consistent investment in R&D

Allocation of 1.5-2% of sales to R&D

Strong partnerships

JV with Spanish pharma giant Chemo Iberica S.A.

Large technical team

60+ scientists

Focus on commercialisation

20+ DMFs filed

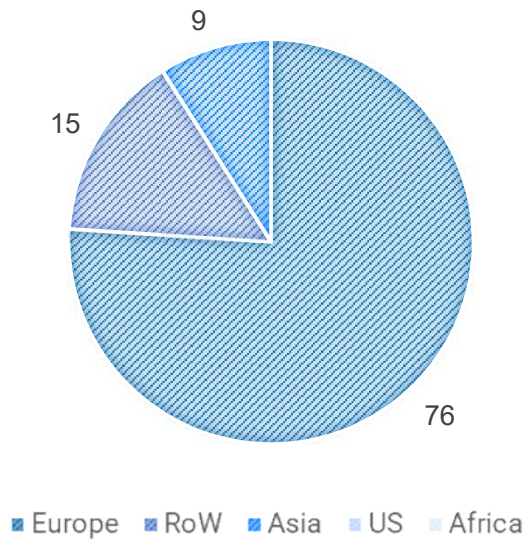


Our Strengths

Diversified to mitigate risk and optimise growth

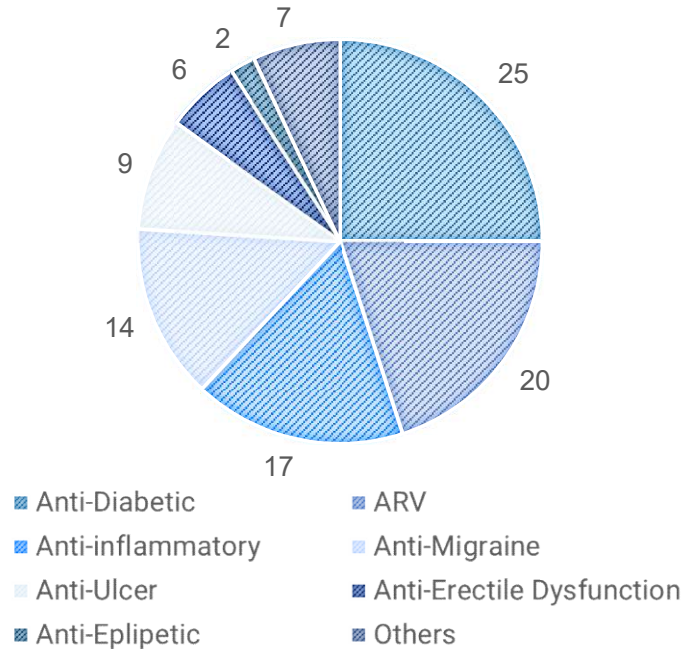


GEOGRAPHY



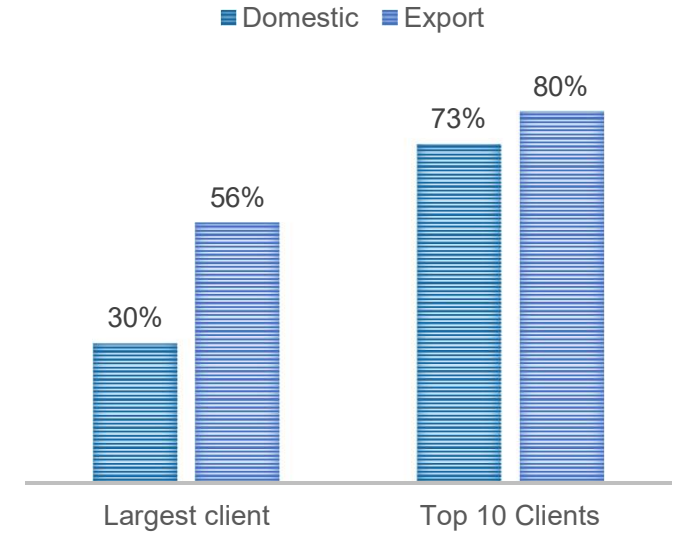
87% contribution from regulated markets in FY24
 (Export: Domestic mix at 87%:13%)

THERAPEUTIC AREAS



Top five therapies contributed ~86% of sales in FY24

CUSTOMERS



Largest customer contributed ~23% of revenue in FY24

Our Strengths

Marquee customer base



teva



Zydus
dedicated to life

Cipla



Johnson & Johnson

Dr.Reddy's



Our Strengths

Experienced BoD to deliver on strategy



Sri Ramesh Babu Potluri
Chairman & Managing
Director



Sri Vamsi Krishna Potluri
Executive Director



Sri Shravan Kudravallii
Independent Director



Sri. Sarvepalli Srinivas
Director



**Sri Dr. Suresh Kumar
Gangavarapu**
Independent Director



**Dr. Sri Sunkara Venkata
Satya Shiva Prasad**
Non-Executive Non
Independent Director

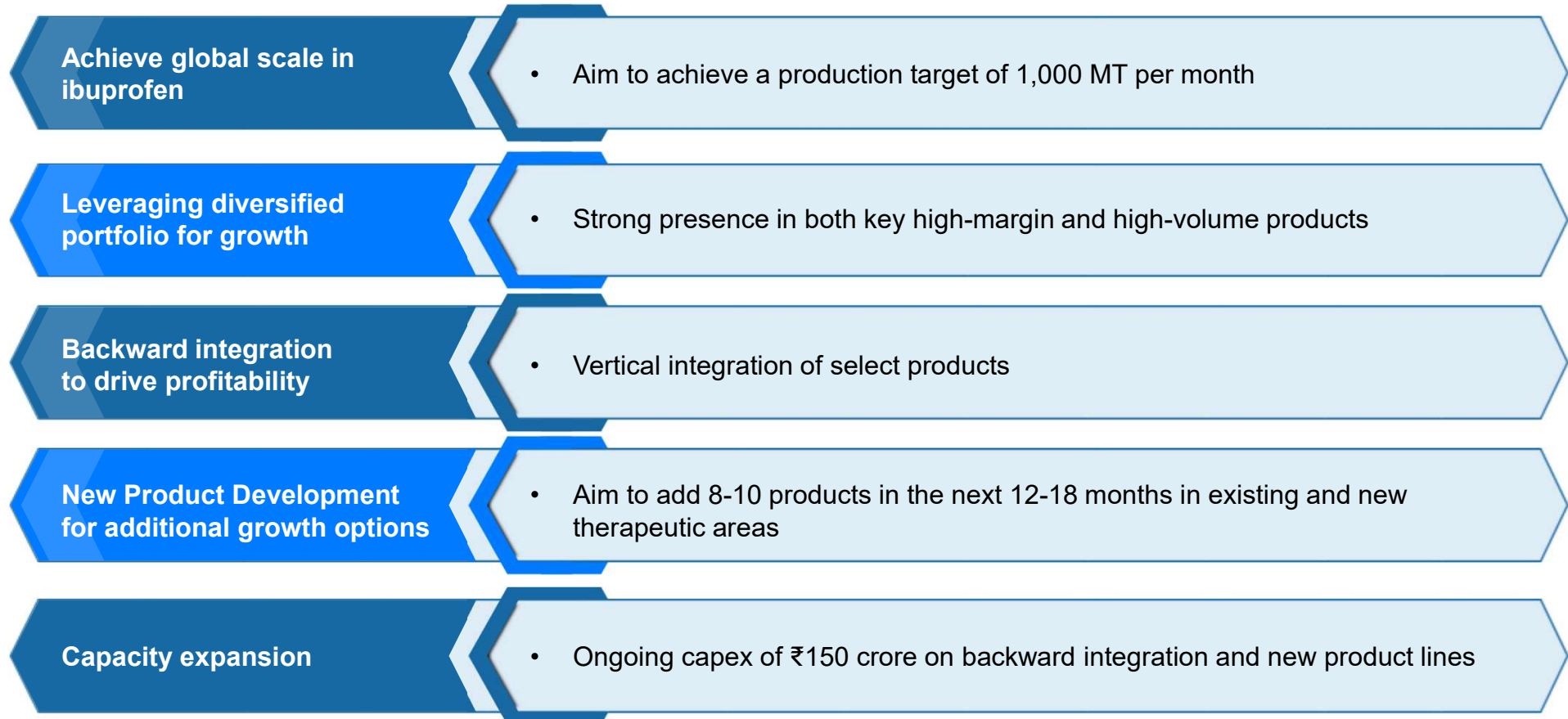


**Smt. Shanti Sree
Bolleni**
Independent Director



Sri Trilok Potluri
Non-Executive Non
Independent Director

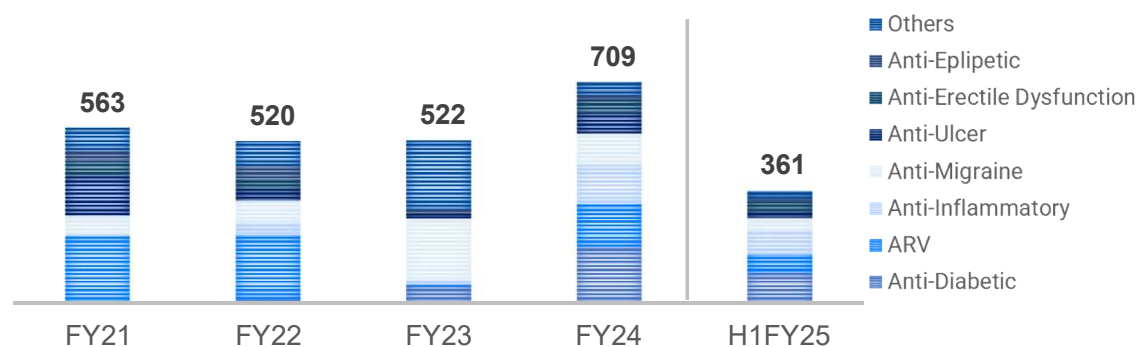
Strategies for growth



Robust growth is expected in revenue and profitability



REVENUE (₹ CR)



Key Drivers:

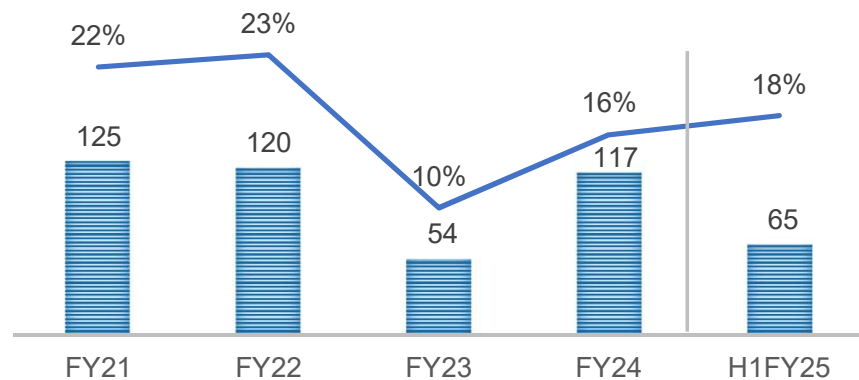
Portfolio approach to drive revenue

Cost optimisation and enhanced operational efficiency

Improved profitability through backward integration

Launch of new products

EBITDA (₹ CR) — MARGIN (%)



Consolidated P&L statement



Particulars (₹ Cr)	Q2FY25	Q2FY24	YoY		QoQ		H1FY25	H1FY24	YoY
			Growth (%)	Q1FY25	Growth (%)	Growth (%)			
Revenue from operations	196.75	166.64	18%	164.45	20%	361.20	301.98	20%	
COGS	137.68	116.50	18%	106.16	30%	243.85	204.38	19%	
Gross profit	59.07	50.14	18%	58.29	1%	117.35	97.60	20%	
Gross margin (%)	30%	30%	-7bps	35%	-542bps	32%	32%	17bps	
EBITDA	31.47	27.82	13%	33.51	-6%	64.97	54.00	20%	
EBITDA margin (%)	16%	17%	-70bps	20%	-438bps	18%	18%	11bps	
Other income	1.30	0.81	60%	1.37	-5%	2.67	1.32	102%	
Finance costs	4.61	5.57	-17%	4.67	-1%	9.27	11.89	-22%	
Depreciation	8.62	7.90	9%	8.38	3%	17.00	15.59	9%	
PBT	19.54	15.16	29%	21.83	-10%	41.37	27.84	49%	
Taxes	5.68	3.11	83%	5.45	4%	10.90	6.99	59%	
Reported PAT	13.86	12.05	15%	16.38	-15%	30.47	20.85	45%	
Add: Share of associates profit/loss	0.24	-0.32	-175%	0.1	140%	0.34	0.21	62%	
PAT after MI & Assoc	14.10	11.73	20%	16.48	-14%	30.81	21.06	46%	
PAT margin (%)	7%	7%	13bps	10%	-285bps	8.5%	7%	149bps	
Earnings Per Share (EPS)	1.67	1.39	20%	1.95	-14%	3.61	2.49	45%	

Strong volume growth in key APIs

Higher raw material prices offset by operating leverage, leading to stable margins

Balance Sheet



Particulars (₹ Cr)	H1FY25	FY24	H1FY24	FY23
Total Equity	563.78	536.33	513.77	495.10
Non-Current Liabilities	195.55	166.05	156.68	164.17
Long Term Borrowings	150.61	122.09	113.72	121.75
Current Liabilities	375.40	331.71	341.44	254.91
Short Term Borrowings	134.73	158.68	113.72	132.32
Trade Payables	215.13	151.32	159.20	113.15
Total Equity and Liabilities	1,134.73	1,034.10	1,011.89	914.18
Non-Current Assets	552.79	500.20	511.56	503.54
Tangible Assets	423.80	434.19	404.10	412.02
CWIP	94.50	30.27	42.86	33.19
Current Assets	581.94	533.89	500.33	410.65
Inventories	315.27	233.70	277.44	223.50
Trade Receivables	213.38	236.23	154.38	148.35
Cash & Bank Balances	8.73	36.20	32.92	7.47
Total Assets	1,134.73	1,034.10	1,011.89	914.18



Mr. Thirumalesh Tumma



SMS Pharmaceuticals Ltd



complianceofficer@smspharma.com



Aditya Dutta



EQSPONENT Partners LLP



smspharma.ir@eqsponent.com

Thank You

