



# NATCO Pharma Limited

## Earnings Presentation

**Q4 FY25 & FY25**

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# Q4FY25 & FY25 - Key Business & Consolidated Financial Highlights



Total Revenue stood for Q4FY25 at INR 12,873 Mn | Pharma Export Formulations at INR 10,525 Mn | Domestic Formulations Revenue at 994 Mn | Total Revenue for FY25 stood at INR 47,840 Mn



Earnings Before Interest Tax Depreciation and Amortization stood at INR 6,144 Mn and EBITDA Margin at 47.7% for Q4 FY25 | For FY25, EBITDA Stood at INR 25,505 Mn and Margin at 53.3%



Profit after tax for Q4 FY25 was at INR 4,060 Mn | FY25 PAT stood at INR 18,834 Mn



During the quarter there was an impairment charge of INR 50 crore in the Crop Health Science business related to Property, Plant and Machinery and a chargeback adjustment of approximately INR 25 crore in its US subsidiary



Approval of Abbreviated New Drug Application (ANDA) for Bosentan Tablets for Oral Suspension (generic of Tracleer®)



Approval of ANDA for Everolimus tablets for Oral Suspension (generic of AFINITOR DISPERZ®)

\*EBITDA and EBITDA Margin includes Other income

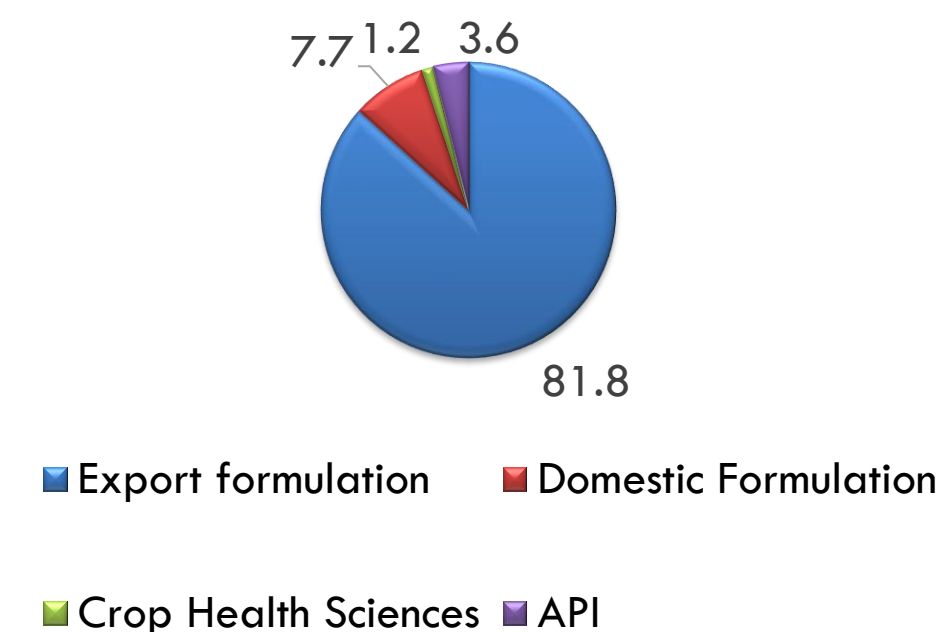
# Q4FY25 & FY25 - Quarterly and Full year Performance



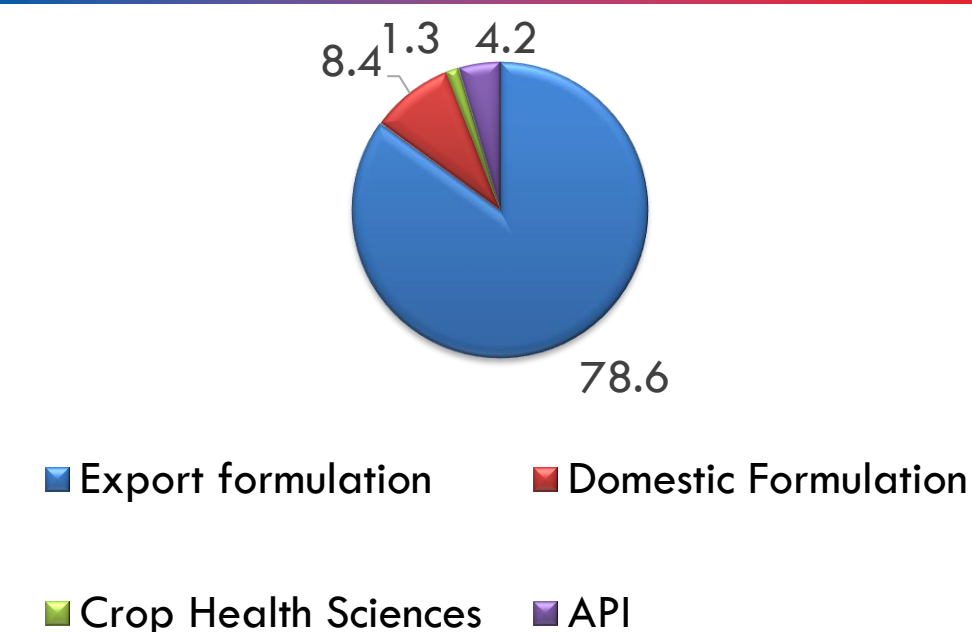
Revenue Division (INR Mn)	Q4FY25	Q4FY24	Q3FY25
<b>API Revenue</b>	<b>464</b>	<b>500</b>	<b>666</b>
<b>Formulation</b>			
Formulation – Exports (incl profit share, license income, export service income & Subsidiaries)	<b>10,525</b>	9,549	2,858
Formulation – Domestic	<b>994</b>	524	961
<b>Formulations Total Revenue</b>	<b>11,519</b>	<b>10,073</b>	<b>3,819</b>
Crop Health Sciences	150	(3.7)	151
Other operating & non-operating incomes	740	534	1,875
<b>Consolidated Total Revenue</b>	<b>12,873</b>	<b>11,103</b>	<b>6,511</b>

Revenue Division (INR Mn)	FY25	FY24
<b>API Revenue</b>	<b>2,018</b>	<b>2,492</b>
<b>Formulation</b>		
Formulation – Exports (incl profit share, license income, export service income & Subsidiaries)	<b>37,597</b>	32,369
Formulation – Domestic	<b>4,000</b>	3,867
<b>Formulations Total Revenue</b>	<b>41,597</b>	<b>36,236</b>
Crop Health Sciences	598	1,083
Other operating & non-operating incomes	<b>3,627</b>	1,458
<b>Consolidated Total Revenue</b>	<b>47,840</b>	<b>41,269</b>

Revenue Breakup (%) - Q4FY25



Revenue Breakup (%) - FY25



# Consolidated Profit & Loss Statement



Profit & Loss Statement (INR Mn)	Q4FY25	Q4FY24	Q3FY25
<b>Total Revenue</b>	<b>12,873</b>	<b>11,103</b>	<b>6,511</b>
Total Expenses (before finance cost and depreciation)	6,729	5,710	4,360
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>6,144</b>	<b>5,393</b>	<b>2,151</b>
<b>EBITDA Margin* (%)</b>	<b>47.7%</b>	<b>48.6%</b>	<b>33.0%</b>
Finance cost	102	62	44
Depreciation	983	555	470
Profit before tax (PBT)	5,059	4,776	1,637
Tax	999	913	313
<b>Profit after tax (PAT)</b>	<b>4,060</b>	<b>3,863</b>	<b>1,324</b>
<b>PAT Margin (%)</b>	<b>31.5%</b>	<b>34.8%</b>	<b>20.3%</b>
Reported Earnings per share INR - Basic and Diluted	22.70	21.56	7.43

\*includes other income

Profit & Loss Statement (INR Mn)	FY25	FY24
<b>Total Revenue</b>	<b>47,840</b>	<b>41,269</b>
Total Expenses (before finance cost and depreciation)	22,335	22,474
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>25,505</b>	<b>18,795</b>
<b>EBITDA Margin* (%)</b>	<b>53.3%</b>	<b>45.5%</b>
Finance cost	239	192
Depreciation	2,352	1,868
Profit before tax (PBT)	22,914	16,735
Tax	4,080	2,852
<b>Profit after tax (PAT)</b>	<b>18,834</b>	<b>13,883</b>
<b>PAT Margin (%)</b>	<b>39.4%</b>	<b>33.6%</b>
Reported Earnings per share INR - Basic and Diluted	105.26	77.34

# Key product pipeline - USA

**NATCO**

**28**

**Para IVs in the pipeline, with over 20 FTFs (incl. Sole and Shared)**



**13**

**Approved (either tentative or fully)**

## Key Solo FTFs (Para IV) in the pipeline

Brand	Molecule	Therapeutic segment/ Primary Indication
<b>Kyprolis</b>	Carfilzomib (10mg)	Cancer/Multiple Myeloma
<b>Imbruvica</b>	Ibrutinib (tablet)	Cancer/Leukaemia
<b>Zydelig</b>	Idelalisib	Cancer/ Blood and Bone Marrow Cancer
<b>Lynparza</b>	Olaparib	Ovarian/Breast Cancer
<b>Ozempic</b>	Semaglutide pen 8mg/3ml & 2 mg/3ml)	Diabetes
<b>Balversa</b>	Erdafitinib	Bladder Cancer
<b>Wegovy</b>	Semaglutide (all strengths)	Weight Loss
<b>Balversa</b>	Capmatinib	Cancer/ Lung Cancer

## Key Para IV products in the pipeline (Filing on NCE-1) date

Brand	Molecule	Therapeutic segment/ Primary Indication
<b>Eliquis</b>	Apixaban	Anticogulant
<b>Ozempic</b>	Semaglutide pen (2 strengths)	Diabetes
<b>Pomalyst</b>	Pomalidomide	Cancer/Multiple Myeloma
<b>Lonsurf</b>	Trifluridine/Tipracil	Metastatic colorectal cancer
<b>Yondelis</b>	Trabectedin	Advanced soft-tissue sarcoma/ ovarian cancer
<b>Calquence</b>	Acalabrutinib	Cancer/Blood
<b>Kyprolis</b>	Carfilzomib 60 mg/ml	Cancer/Multiple Myeloma
<b>Nurtec</b>	Rimegepant	Migraine
<b>Jevtana</b>	Cabazitaxel	Cancer
<b>Everydi</b>	Risdiplam Oral Solution	Spinal Muscular Atrophy

Data as on 31st March, 2025

# Our NCE | Cell & Gene Therapy Investments



1

## eGenesis

- Invested INR 68 crore in a biotechnology company focused on xenotransplantation, by developing safe and effective human compatible organs for transplant
- It is committed to ending the global transplant shortage and transforming the treatment of organ failure by bringing their vision closer to reality with lead programs in kidney and islet cell transplantation.



2

## NRC - 2694

- NRC-2694-A is an orally administered small-molecule tyrosine kinase inhibitor discovered and developed by Natco Pharma Limited, Hyderabad
- It is being tested for the treatment of Head and Neck cancer). A Phase 2 clinical trial for the treatment of Recurrent/Metastatic Head and Neck cancer who progressed on Keytruda® (Pembrolizumab manufactured by Merck & CO) has been approved by US FDA
- Currently, the patient recruitment is in progress, trial is being conducted in US and India.

3

## Cellogen Therapeutics

Invested INR 15 crore with a Company, which is at the forefront of using advanced cellular engineering methods and gene-therapy-based approaches, Innovative third and fourth generation CAR-T cell therapies for leukemia and lymphoma and developing genetic therapies for beta-thalassemia and sickle cell disease.



4

## Eyestem

Invested INR 7.5 crore in a cell therapy company founded by an experienced team of clinical research, regenerative medicine and ophthalmology experts, developed a patented experimental treatment for dry AMD called Eyecyte-RPE.



5

## Stero Therapeutics

- Invested INR 8.5 crore in a company is developing novel therapeutics for rare diseases with the strategic intent to further develop the therapeutics for larger, more common diseases
- It will combine its small company efficiencies with the development advantages afforded initially by the Orphan Drug Act; and subsequently, faster development pathways for the mainstream indications
- The lead program ST-002 targets Cushing's syndrome. Cushing's is caused by elevated levels of cortisol, which can manifest in obesity, diabetes, hypertension, cardiovascular disease, and immune dysfunction





# Earnings Call Details - Q4FY25 & FY25



**The Earnings call to discuss the operational and financial performance of the company with Mr. Rajeev Nannapaneni, Vice Chairman and Chief Executive Officer and Mr. Rajesh Chebiyam, Executive Vice President, Crop Health Sciences are as below:**

## **Details of the Earnings call:**

- *Date: 29th May 2025*
- *Time: 11 AM IST*
- *Dial-in-Numbers: (+91 22) 62801222 / 71158123*

*Pre-register using the link:*

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=9808365&linkSecurityString=46d41de81b>