



Neuland Laboratories Limited  
11th Floor (5th Office Level),  
Phoenix IVY Building,  
Plot No.573A-III, Road No.82,  
Jubilee Hills, Hyderabad - 500033,  
Telangana, India.

Tel: 040 67611600 / 67611700  
Email: [neuland@neulandlabs.com](mailto:neuland@neulandlabs.com)  
[www.neulandlabs.com](http://www.neulandlabs.com)

February 1, 2022

To  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
25<sup>th</sup> Floor, Dalal Street,  
Mumbai - 400 001

To  
**The National Stock Exchange of India Ltd**  
Exchange Plaza,  
Bandra Kurla Complex, Bandra (E)  
Mumbai - 400 001

**Scrip Code: 524558**

**Scrip Code: NEULANLAB; Series: EQ**

Dear Sirs,

**Sub: Outcome of Board Meeting held on February 1, 2022- Un-audited Standalone & Consolidated Financial Results for the quarter and nine months ended December 31, 2021**

Pursuant to Regulation 33 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we wish to inform you that the Board of Directors at their meeting held on even date, i.e. February 1, 2022, has inter alia, approved the Unaudited Financial Results (standalone & consolidated) of the Company for the quarter and nine months ended December 31, 2021.

Please find enclosed the Unaudited Financial Results for the quarter and nine months ended December 31, 2021, along with a copy of the limited review reports (standalone & consolidated) by the Statutory Auditors of the Company and a copy of the Press Release along with presentation to the Investors/ Analysts, on the Unaudited Financial Results of the Company for the quarter ended December 31, 2021.

The above information will also be available on the website of the Company at [www.neulandlabs.com](http://www.neulandlabs.com).

The meeting of the Board of Directors of the Company commenced at 12.25 p.m. and concluded at 2:18 p.m.

This is for your information and records.

Yours faithfully,  
For Neuland Laboratories Limited

  
  
**Sarada Bhamidipati**  
Company Secretary

Encl: As above

**Independent Auditor's Review Report on unaudited quarterly and year to date standalone financial results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**The Board of Directors**

**Neuland Laboratories Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of **Neuland Laboratories Limited** ('the Company') for the quarter ended December 31, 2021 and the year to-date results for the period from April 01, 2021 to December 31, 2021 ('the Statement') attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ('the Regulation'). This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to express a conclusion on the statement based on our review.
2. This Statement has been prepared by the Company's Management in accordance with the recognition and measurement principles laid down in Ind AS 34 'Interim Financial Reporting', prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether standalone financial results are free of material misstatements. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited standalone financial results prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India has not disclosed the information required to be

# MSKA & Associates

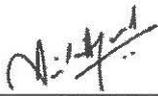
Chartered Accountants

disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.

For MSKA & Associates

Chartered Accountants

ICAI Firm Registration No. 105047W



Amit Kumar Agarwal

Partner

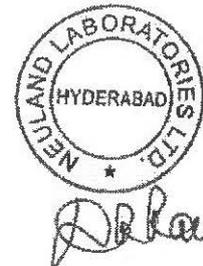
Membership No.: 214198

UDIN: 22214198AAAAAM9752

Place: Hyderabad, INDIA

Date: February 01, 2022

NEULAND LABORATORIES LIMITED							
11th Floor (5th Office Level), Phoenix IVY Building, Plot No. 573A-III, Road No 82, Jubilee Hills, Hyderabad - 500033							
STATEMENT OF STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2021							
(Amount in lakhs of ₹, unless otherwise stated)							
Sl. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended 31.03.2021 (Audited)
		31.12.2021 (Unaudited)	30.09.2021 (Unaudited)	31.12.2020 (Unaudited)	31.12.2021 (Unaudited)	31.12.2020 (Unaudited)	
1	Revenue						
	(a) Revenue from operations	23,646.98	25,784.76	24,539.18	69,520.41	69,220.84	93,691.31
	(b) Other income	190.01	28.65	19.53	424.25	149.84	1,609.49
	Total income	23,836.99	25,813.41	24,558.71	69,944.66	69,370.68	95,300.80
2	Expenses						
	(a) Cost of materials consumed	9,584.52	12,782.48	11,009.31	33,984.03	32,047.07	43,965.70
	(b) Changes in inventories of finished goods and work-in-progress	1,026.90	(1,482.02)	212.68	(3,530.89)	915.78	(124.45)
	(c) Employee benefits expense	4,569.27	4,583.82	3,621.74	13,332.28	10,173.78	14,402.70
	(d) Finance costs	332.16	356.00	443.92	1,072.44	1,331.98	1,789.75
	(e) Depreciation and amortisation expense	1,277.48	1,198.15	1,040.74	3,658.41	2,853.74	3,967.85
	(f) Manufacturing expenses	3,387.99	3,371.48	2,957.33	9,899.99	8,258.54	11,630.64
	(g) Other expenses	1,848.86	2,250.11	2,087.17	5,766.59	5,725.17	9,172.90
	Total expenses	22,027.18	23,060.02	21,372.89	64,182.85	61,306.06	84,804.59
3	Profit before tax (1-2)	1,809.81	2,753.39	3,185.82	5,761.81	8,064.62	10,496.21
4	Tax expense						
	(a) Current tax	444.31	562.26	430.31	1,339.15	778.23	1,248.29
	(b) Deferred tax	92.27	158.44	88.34	251.98	979.70	1,218.43
5	Profit for the period / year (3-4)	1,273.23	2,032.69	2,667.17	4,170.68	6,306.69	8,029.49
6	Other comprehensive income (net of taxes)						
	(a) Items that will not be reclassified to profit or loss						
	Re-measurement gains/(losses) on defined benefit plans	(49.48)	(84.60)	(3.50)	(148.44)	(10.56)	(57.45)
	Equity instruments through other comprehensive income	0.66	(305.22)	3.00	(301.97)	6.28	(96.26)
	Tax on items that will not be reclassified to profit or loss	12.46	21.29	0.88	37.36	2.66	14.46
	Total comprehensive income	1,236.87	1,664.16	2,667.55	3,757.63	6,305.07	7,890.24
7	Paid-up Equity Share Capital (Face value - ₹10 each)	1,290.05	1,290.05	1,290.05	1,290.05	1,290.05	1,290.05
8	Other equity (excluding revaluation reserve)						76,814.22
9	Earnings Per Share (of ₹10 each) (in absolute ₹ terms)						
	(a) Basic (refer note 5)	9.92	15.84	20.79	32.51	49.16	62.58
	(b) Diluted (refer note 5)	9.92	15.84	20.79	32.51	49.16	62.58
	See accompanying notes to the financial results						



NOTES:

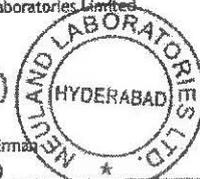
- 1 The financial results for the quarter and nine month ended 31 December 2021 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 01 February 2022.
- 2 The financial results have been prepared in accordance with the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 3 The operations of the Company are predominantly related to the manufacture and sale of active pharmaceutical ingredients and allied services. As such there is only one primary reportable segment as per Ind AS 108 "Operating Segments".
- 4 The Company continues to evaluate the impact of the pandemic on all aspects of its business, including impact on customers, employees, vendors and business partners. The Company has taken several business continuity measures including transport for factory employees, work from home, following the social distancing norms. The Company has exercised due care, in concluding on significant accounting judgements and estimates, inter-alia, recoverability of receivables, assessment for impairment of goodwill, investments, inventory, based on the information available to date, both internal and external, while preparing the financial results for the period ended 31 December 2021. Based on the assessment done by the management of the Company, there is no significant/material impact of COVID-19 on the results for the period ended 31 December 2021. The Company has been closely monitoring any material changes to future economic conditions.
- 5 The EPS for quarters has not been annualised.
- 6 The previous period figures have been regrouped/rearranged wherever necessary to make it comparable with the current period.

Place: Hyderabad  
Date: 01 February 2022

For Neuland Laboratories Limited



Dr. D R Rao  
Executive Chairman  
(DIN 00107737)



**Independent Auditor's Review Report on Consolidated Unaudited Quarterly and year to date financial results of the Group, its Associate and Jointly controlled entities pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**The Board of Directors  
Neuland Laboratories Limited**

1. We have reviewed the accompanying statement of consolidated unaudited financial results of Neuland Laboratories Limited ('the Holding Company'), its subsidiaries, (the Holding Company and its subsidiaries together referred to as the 'Group') for the quarter ended December 31, 2021 and the year to-date results for the period from April 01, 2021 to December 31, 2021 ('the Statement'), being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ('the Regulations'). This statement is the responsibility of the Holding Company's Management and has been approved by the Holding Company's Board of Directors. Our responsibility is to express a conclusion on the statement based on our review.
2. This Statement has been prepared by the Holding Company's Management in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. This Statement includes the results of the following entities:

Sr. No	Name of the Company	Relationship with the Holding Company
1	Neuland Laboratories K.K., Japan	Wholly Owned Subsidiary
2	Neuland Laboratories Inc., USA	Wholly Owned Subsidiary

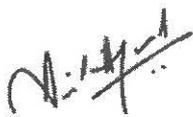
5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement are prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. The consolidated unaudited financial results include the interim financial information of two subsidiaries (mentioned in paragraph 4 above) which have not been reviewed/audited by their auditors, whose interim financial information reflect total revenue (before consolidation adjustments) of Rs. 285.99 lakhs and Rs. 660 lakhs, total net profit after tax (before consolidation adjustments) of Rs. 13.79 lakhs and Rs. 26.91 lakhs and total comprehensive income (before consolidation adjustments) of Rs. 13.92 lakhs and Rs. 30.35 lakhs for the quarter ended December 31, 2021 and for the period from April 01, 2021 to December 31, 2021, respectively, as considered in the consolidated unaudited financial results. According to the information and explanations given to us by the Management, these interim financial information are not material to the Group.

Our conclusion on the Statement is not modified in respect of the above matter.

For MSKA & Associates

Chartered Accountants

ICAI Firm Registration No. 105047W



**Amit Kumar Agarwal**

Partner

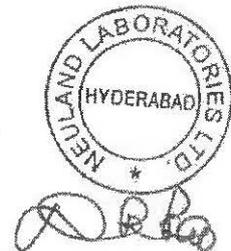
Membership No.: 214198

UDIN: 22214198AAAAAN7182

Place: Hyderabad, INDIA

Date: February 01, 2022

<b>NEULAND LABORATORIES LIMITED</b>							
11th Floor (5th Office Level), Phoenix IVY Building, Plot No. 573A-III, Road No 82, Jubilee Hills, Hyderabad - 500033							
<b>STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2021</b>							
<i>(Amount in lakhs of ₹, unless otherwise stated)</i>							
Sl. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31.12.2021 (Unaudited)	30.09.2021 (Unaudited)	31.12.2020 (Unaudited)	31.12.2021 (Unaudited)	31.12.2020 (Unaudited)	31.03.2021 (Audited)
1	Revenue						
	(a) Revenue from operations	23,646.98	25,784.76	24,539.18	69,520.41	69,220.84	93,691.31
	(b) Other Income	190.01	28.65	19.53	424.25	149.86	1,609.51
	<b>Total Income</b>	<b>23,836.99</b>	<b>25,813.41</b>	<b>24,558.71</b>	<b>69,944.66</b>	<b>69,370.70</b>	<b>95,300.82</b>
2	Expenses						
	(a) Cost of materials consumed	9,584.53	12,782.48	11,009.30	33,984.03	32,047.07	43,965.70
	(b) Changes in inventories of finished goods and work-in-progress	1,026.90	(1,482.02)	212.68	(3,530.89)	915.78	(124.45)
	(c) Employee benefits expense	4,803.67	4,733.74	3,790.19	13,850.27	10,631.26	14,973.67
	(d) Finance costs	332.18	356.01	443.93	1,072.48	1,332.04	1,789.83
	(e) Depreciation and amortisation expense	1,277.48	1,198.25	1,040.84	3,658.61	2,854.05	3,968.26
	(f) Manufacturing expenses	3,387.99	3,371.48	2,957.33	9,899.99	8,258.54	11,630.64
	(g) Other expenses	1,600.65	2,095.66	1,909.67	5,221.44	5,237.62	8,563.82
	<b>Total expenses</b>	<b>22,013.40</b>	<b>23,055.60</b>	<b>21,363.94</b>	<b>64,155.94</b>	<b>61,276.36</b>	<b>84,767.47</b>
3	<b>Profit before tax (1-2)</b>	<b>1,823.59</b>	<b>2,757.81</b>	<b>3,194.77</b>	<b>5,788.72</b>	<b>8,094.34</b>	<b>10,533.35</b>
4	Tax expense						
	(a) Current tax	437.76	562.26	432.91	1,332.61	780.83	1,255.73
	(b) Deferred tax	92.27	158.44	88.34	251.99	979.70	1,214.55
5	<b>Profit for the period / year (3-4)</b>	<b>1,293.56</b>	<b>2,037.11</b>	<b>2,673.52</b>	<b>4,204.13</b>	<b>6,333.81</b>	<b>8,063.07</b>
6	Other comprehensive income (net of taxes)						
	(a) Items that will not be reclassified to profit or loss						
	Re-measurement gains/(losses) on defined benefit plans	(49.48)	(84.60)	(3.50)	(148.44)	(10.56)	(57.45)
	Equity instruments through other comprehensive income	0.66	(305.22)	3.00	(301.97)	6.28	(96.26)
	Tax on items that will not be reclassified to profit or loss	12.46	21.29	0.88	37.36	2.66	14.46
	(b) Items to be reclassified to profit or loss						
	Exchange differences in translating the financial statements of a foreign operations	2.64	(5.82)	12.19	3.44	(6.52)	(17.22)
	<b>Total comprehensive income</b>	<b>1,259.84</b>	<b>1,662.76</b>	<b>2,686.09</b>	<b>3,794.52</b>	<b>6,325.67</b>	<b>7,906.60</b>
7	Paid-up Equity Share Capital (Face value - ₹10 each)	1,290.05	1,290.05	1,290.05	1,290.05	1,290.05	1,290.05
8	Other equity (excluding revaluation reserve)						77,271.83
9	Earnings Per Share (of ₹10 each) (In absolute ₹ terms)						
	(a) Basic (refer note 6)	10.08	15.88	20.84	32.77	49.37	62.85
	(b) Diluted (refer note 6)	10.08	15.88	20.84	32.77	49.37	62.85
	See accompanying notes to the financial results						



NOTES:

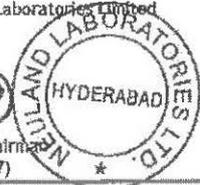
- 1 The financial results for the quarter and nine month ended 31 December 2021 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 01 February 2022.
- 2 The financial results have been prepared in accordance with the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 3 The Consolidated Financial Results include results of the following wholly owned subsidiaries:  
(a) Neuland Laboratories Inc., USA;  
(b) Neuland Laboratories KK, Japan.
- 4 The operations of the Company and its subsidiaries are predominantly related to the manufacture and sale of active pharmaceutical ingredients and allied services. As such there is only one primary reportable segment as per Ind AS 108 "Operating Segments".
- 5 The Group continues to evaluate the impact of the pandemic on all aspects of its business, including impact on customers, employees, vendors and business partners. The Group has taken several business continuity measures including transport for factory employees, work from home, following the social distancing norms. The Group has exercised due care, in concluding on significant accounting judgements and estimates, inter-alia, recoverability of receivables, assessment for impairment of goodwill, investments, inventory, based on the information available to date, both internal and external, while preparing the financial results for the period ended 31 December 2021. Based on the assessment done by the management, there is no significant/material impact of COVID-19 on the results for the period ended 31 December 2021. The Group has been closely monitoring any material changes to future economic conditions.
- 6 The EPS for quarters has not been annualised.
- 7 The previous period figures have been regrouped/rearranged wherever necessary to make it comparable with the current period.

Place: Hyderabad  
Date: 01 February 2022

For Neuland Laboratories Limited



Dr. D R Rao  
Executive Chairman  
(DIN 00107737)





## Neuland Q3FY22 income at Rs.238.4 crore

### EBITDA at Rs. 34.2 crore

Hyderabad, India, February 1, 2022 - Neuland Laboratories Limited (NLL) (NSE: NEULANDLAB; BSE:524558), a pharmaceutical manufacturer providing active pharmaceutical ingredients (APIs), complex intermediates and custom manufacturing solutions services to customers located in around 80 countries, today announced financial results for the third quarter and nine months ended December 31, 2021.

Commenting on the performance Mr. Sucheth Davuluri, Vice-Chairman and Chief Executive Officer of the Company said, *“The quarter gone past was impacted by a lower than anticipated revenue primarily due to the weak performance of the Prime business which was 20% lower than the quarterly average over the previous year. We have been impacted by customers’ issues on the market-share and inventory front for two of our key products. Having said that we have had our highest ever quarterly revenues from the CMS division, and we see growing utilization of Unit-3 for both GDS & CMS businesses.”*

In addition, Mr. Saharsh Davuluri, Vice Chairman and Managing Director, Neuland Labs added *“FY 22 has been a challenging year for us with volatility both on the revenue and cost fronts. While Q3 revenues have been impacted by the GDS business, the ongoing raw material and supply chain challenges have also tested our mettle. Given the circumstances and on-going investments for the future, profitability margins this quarter are not reflective of the businesses’ potential. On the CMS front, we are seeing good traction in new opportunities even as we are focussed on delivering the current projects which are exciting in terms of their potential.”*

## Financial Summary

Particulars	Rs. crore							
	Q3FY22	Q2FY22	QoQ Growth (%)	Q3FY21	YoY Growth (%)	9MFY22	9MFY21	YoY Growth (%)
Total Income	238.4	258.1	(7.7)%	245.6	(2.9)%	699.4	693.7	0.8%
EBITDA	34.2	43.1	(20.6)%	46.7	(26.8)%	104.9	122.5	(14.3)%
EBITDA margin (%)	14.3%	16.7%	(240) bps	19.0%	(470) bps	15.0%	17.7%	(270) bps
PAT	12.7	20.3	(37.4)%	26.7	(52.3)%	41.7	63.1	(33.9)%
PAT margin (%)	5.3%	7.9%	(260) bps	10.9%	(560) bps	6.0%	9.1%	(310) bps
EPS (Basic) Rs.	9.9	15.8	(37.4)%	20.8	(52.3)%	32.5	49.2	(33.9)%

## Q3 FY22 Earnings Call

The company will conduct a one-hour Earnings call at 17:30 hrs. IST on Tuesday, February 1, 2022 where the management will discuss the Company’s performance and answer questions from participants. To participate in this conference call, please register on the Zoom link below:



[Zoom Link](#)

Please note that the transcript of the conference call will be uploaded on the company website in due course.

## About Neuland Laboratories Limited

For over 38 years, Neuland Labs has been at the forefront of manufacturing APIs through its cGMP manufacturing facilities, working with customers in close to 80 countries. Neuland Labs has developed more than 300 processes and 75 APIs and has filed over 903+ Regulatory filings in the US (60 active US DMFs), the European Union (EU) and other geographies. Its manufacturing facilities are inspected and approved by the U.S. FDA and other leading regulatory agencies. Its record of quality manufacturing and reliability is highlighted by cGMP certifications that include the U.S. FDA, TGA (Australia), EDQM (EU), German Health Authority, ANVISA (Brazil), EMA (EU), Cofepris (Mexico), KFDA (Korea), PMDA (Japan), CFDA (China), FSI "SID & GP" Russia, Health Canada, ISO 9001, ISO14001, OHSAS18001 and ISO 27001. For more information, visit [www.NeulandLabs.com](http://www.NeulandLabs.com).

**If you have any questions or require further information, please feel free to contact**

***IR Department at Neuland***

*Tel: +91 40 6761 1600*

*Email: [ir@neulandlabs.com](mailto:ir@neulandlabs.com)*

***Diwakar Pingle, Christensen***

*Email: [dpingle@christensenir.com](mailto:dpingle@christensenir.com)*



# Earnings Presentation

Q3 FY 22

*Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.*



Q3 & 9M FY-22  
HIGHLIGHTS



BUSINESS OVERVIEW



CAPABILITIES



FINANCIALS



OUTLOOK





# Q3 & 9M FY-22 HIGHLIGHTS

## SUCHETH DAVULURI, VICE-CHAIRMAN & CEO



“The quarter gone past was impacted by a lower than anticipated revenue primarily due to the weak performance of the Prime business which was 20% lower than the quarterly average over the previous year. We have been impacted by customers’ issues on the market-share and inventory front for two of our key products. Having said that we have had our highest ever quarterly revenues from the CMS division, and we see growing utilization of Unit-3 for both GDS & CMS businesses.”

## SAHARSH DAVULURI, VICE-CHAIRMAN & MD



“FY 22 has been a challenging year for us with volatility both on the revenue and cost fronts. While Q3 revenues have been impacted by the GDS business, the ongoing raw material and supply chain challenges have also tested our mettle. Given the circumstances and on-going investments for the future, profitability margins this quarter are not reflective of the businesses’ potential. On the CMS front, we are seeing good traction in new opportunities even as we are focused on delivering the current projects which are exciting in terms of their potential”

9M FY22



## Business Highlights

- ❖ Growth from development projects was offset by Inventory destocking and lower offtake at customers' end
- ❖ Unit 3 ramping up driving business
- ❖ Increased headcount to account for higher business volumes in coming quarters
- ❖ Focus on capabilities for the future



## Financial Highlights

- ❖ Total income was Rs. 699.4 crore in 9MFY22, an increase of 0.8%
- ❖ EBITDA margin decreased by 270 bps from 17.7% to **15.0%** in 9MFY22 due to
  - Increase in raw material prices
  - Logistics issues
  - Higher manpower and other expenses arising from Unit 3 commercialization
- ❖ PAT decreased by 33.9% to Rs. 41.7 crores on account of
  - Higher depreciation led by Unit 3 commercialization

Q3 FY22



## Business Highlights

- ❖ In Prime API, Labetalol performed well even as there was a decrease in revenues
- ❖ Specialty had a decent quarter with key contribution from Ezetimibe
- ❖ CMS revenues driven by development products close to commercialization over the next few quarters
- ❖ Filed DMF's for Aripiprazole (sterile), Vilanterol and Tafamidis Meglumine



## Financial Highlights

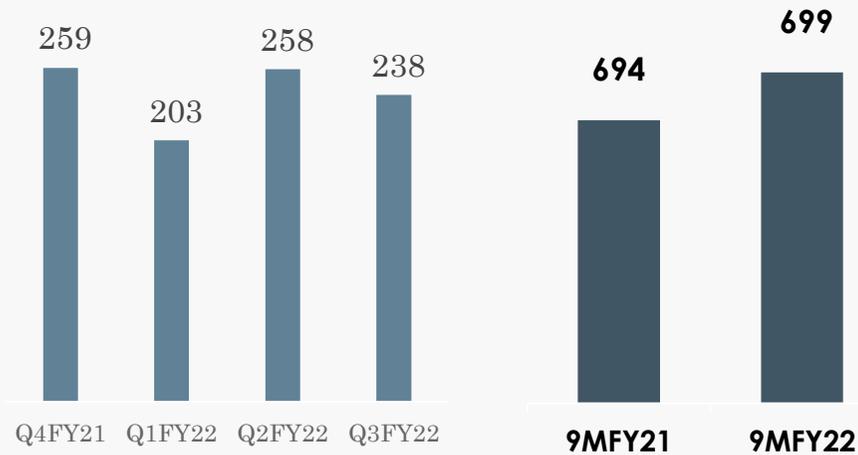
- ❖ Total income was Rs. 238.4 crore in Q3FY22, a decrease of 2.9% over Q3 FY21
- ❖ EBITDA margin decreased by 470 bps from 19.0% to **14.3%** in Q3FY22 due to
  - Increase in input prices, shipping costs and logistics issues
  - Higher manpower and other expenses arising from Unit 3 commercialization
- ❖ PAT decreased by 52.3% to Rs. 12.7 crores on account of
  - Higher depreciation led by Unit 3 commercialization

# Profit & Loss Snapshot (Standalone)

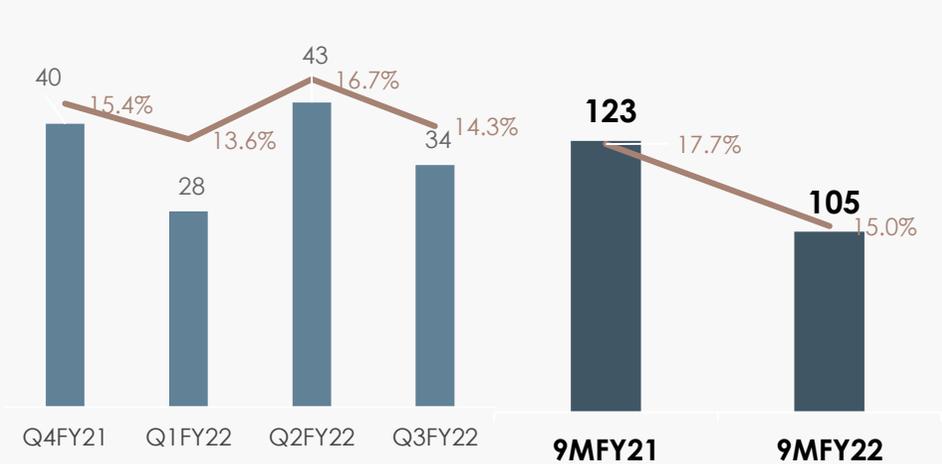
Particulars (Rs. Cr)	Q3FY22	Q2FY22	QoQ (%)	Q3FY21	YoY (%)	9MFY22	9MFY21	YoY (%)
Total Income	<b>238.4</b>	258.1	(7.7)%	245.6	(2.9) %	699.4	693.7	0.8%
EBITDA	<b>34.2</b>	43.1	(20.6)%	46.7	(26.8)%	104.9	122.5	(14.3)%
EBITDA Margin	<b>14.3%</b>	16.7%	(240) Bps	19.0%	(470) Bps	15.0%	17.7%	(270) Bps
Profit Before Tax	<b>18.1</b>	27.5	(34.3)%	31.9	(43.2)%	57.6	80.6	(28.6)%
Profit Before Tax Margin	<b>7.6%</b>	10.7%	(310) Bps	13.0%	(540) Bps	8.2%	11.6%	(340) Bps
Profit After Tax	<b>12.7</b>	20.3	(37.4)%	26.7	(52.3)%	41.7	63.1	(33.9)%
Profit After Tax Margin	<b>5.3%</b>	7.9%	(260) Bps	10.9%	(560) Bps	6.0%	9.1%	(310) Bps
Earnings Per Share (Rs.)	<b>9.9</b>	15.8	(37.4)%	20.8	(52.3)%	32.5	49.2	(33.9)%

# Financials (Standalone)

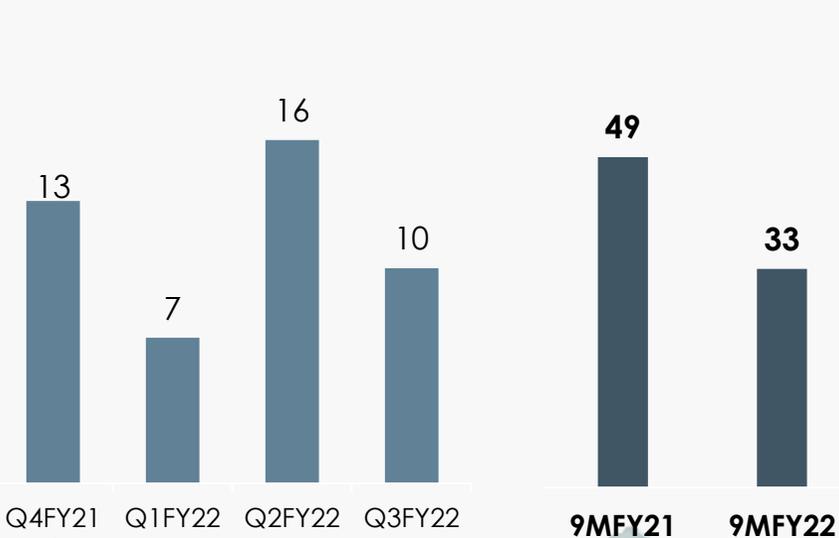
## Revenue (Rs. Cr)



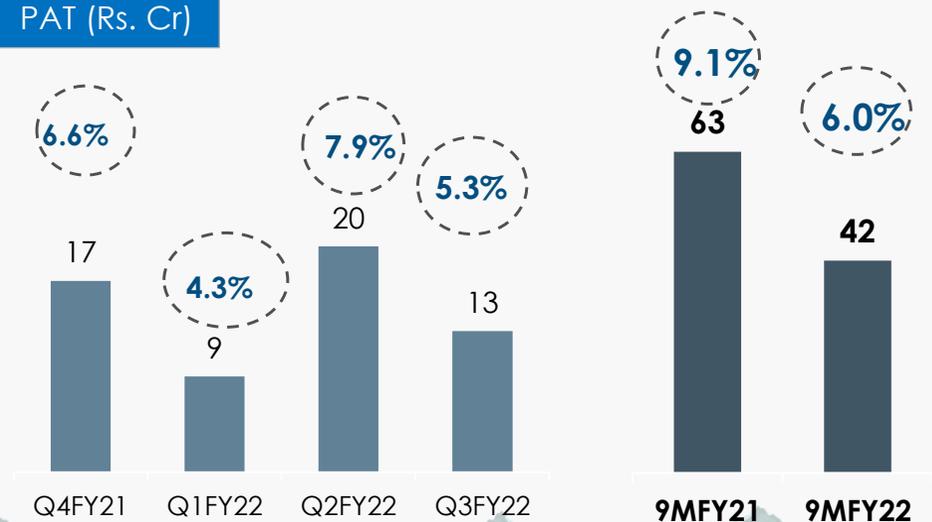
## EBITDA (Rs. Cr) and EBITDA Margin (%)



## EPS (Rs)

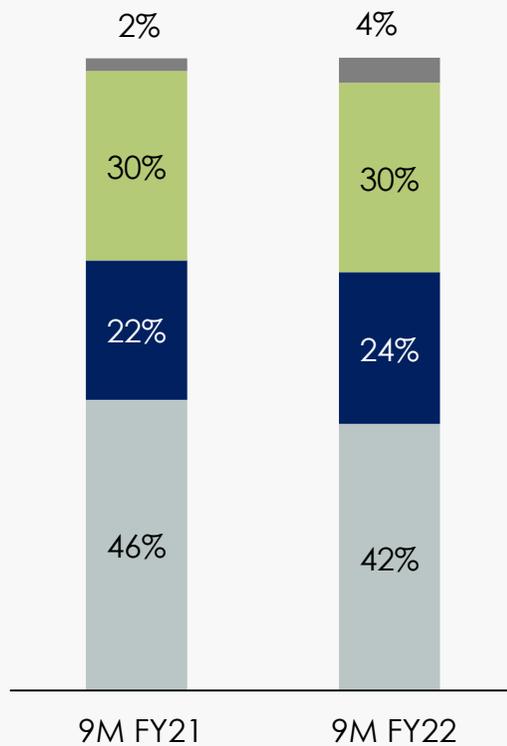


## PAT (Rs. Cr)

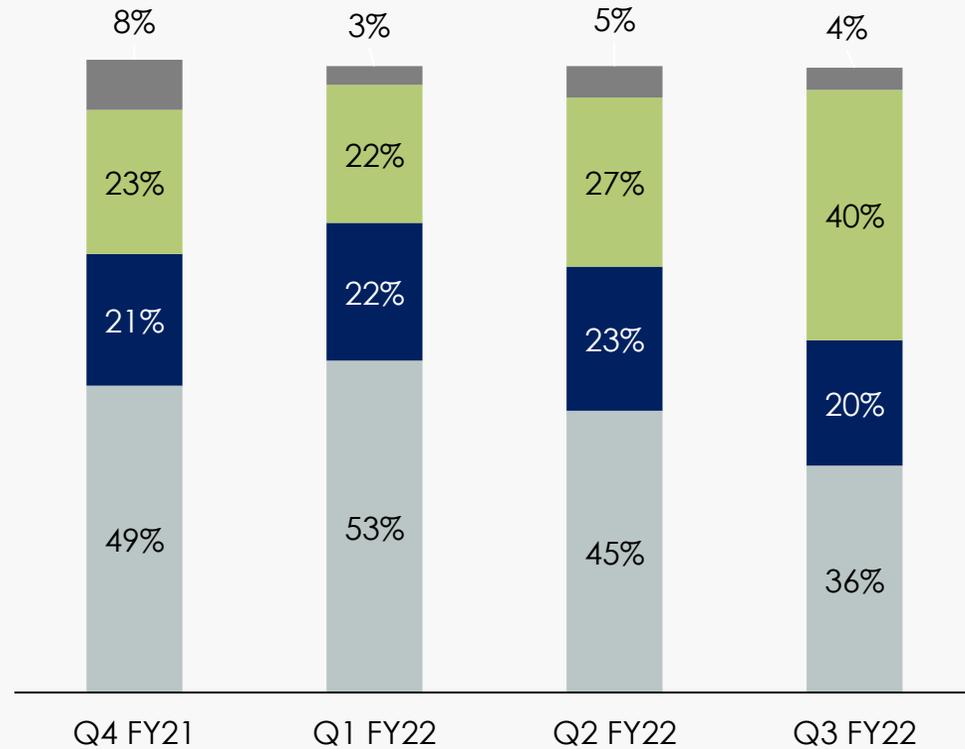


# Key Operating Metrics – Business Salience

## YoY Analysis



## Quarter on Quarter Movement

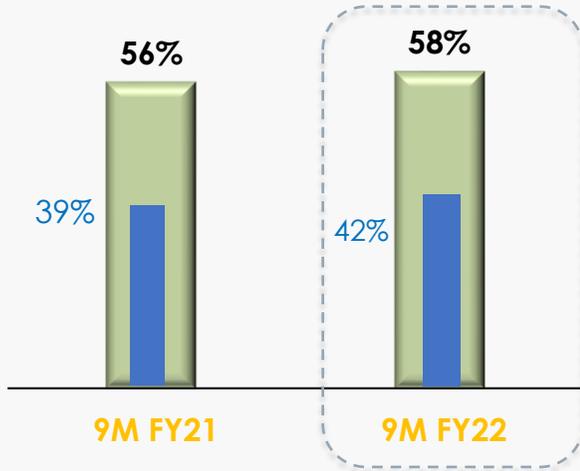


■ Prime ■ Specialty ■ CMS ■ Others

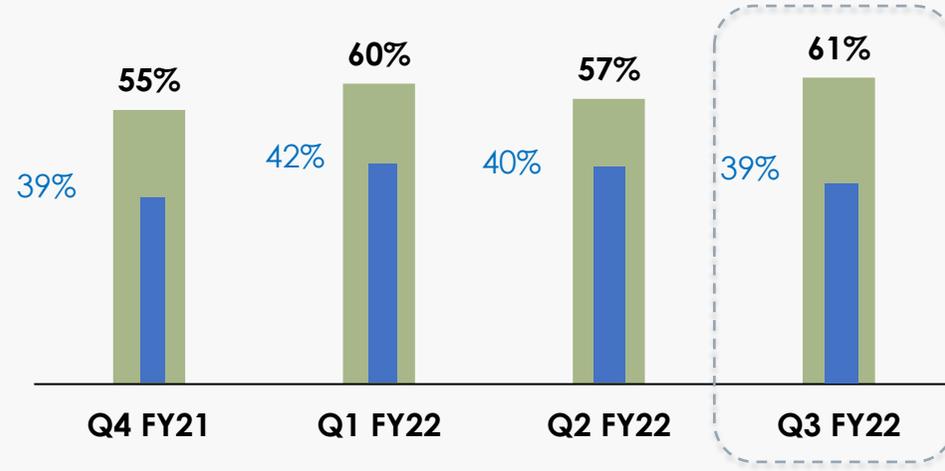
# Business Salience (Overall Company)

## PRODUCT

### YoY Analysis



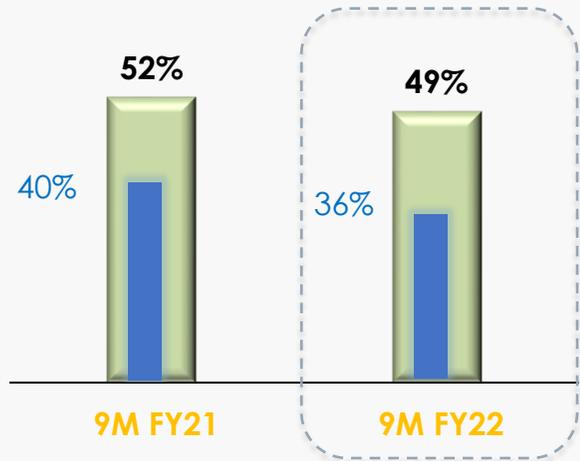
### QoQ Movement



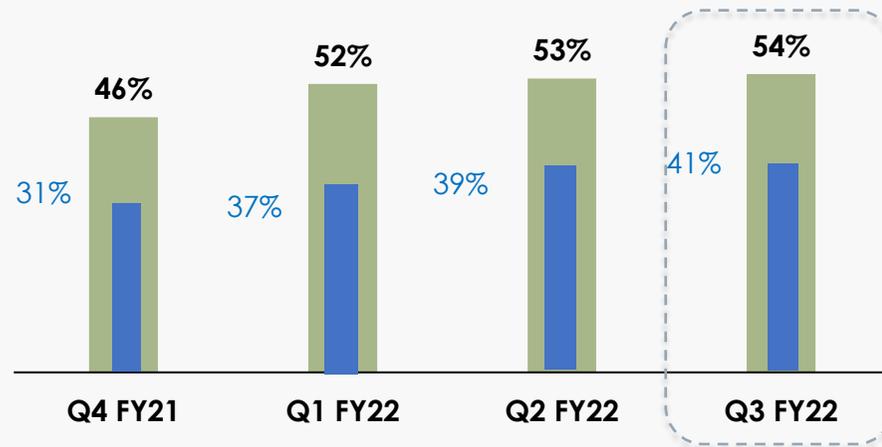
TOP 10  
TOP 5  
% of Total revenue

## CUSTOMER

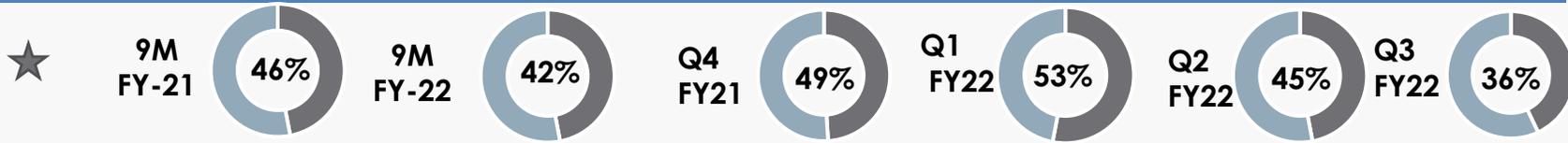
### YoY Analysis



### QoQ Movement

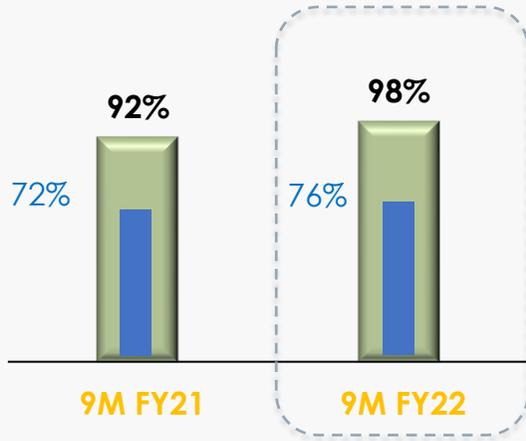


# Business Salience (Prime)

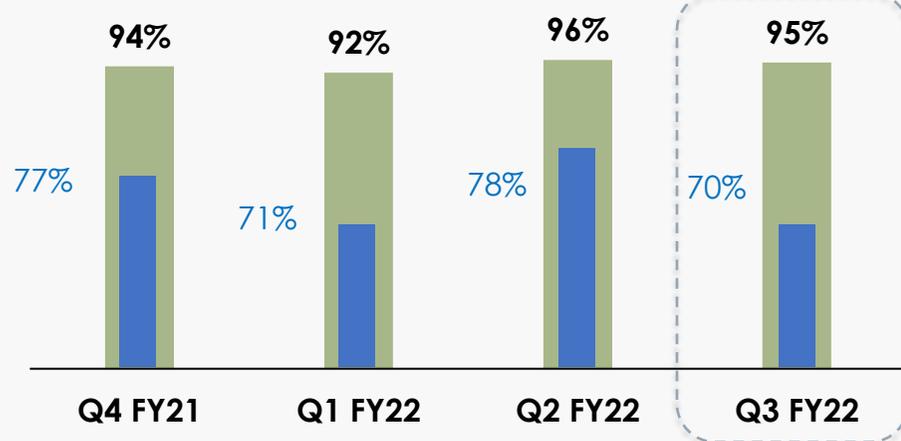


## PRODUCT

### YoY Analysis



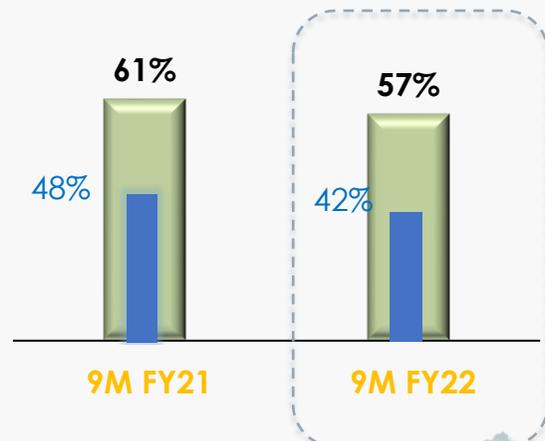
### QoQ Movement



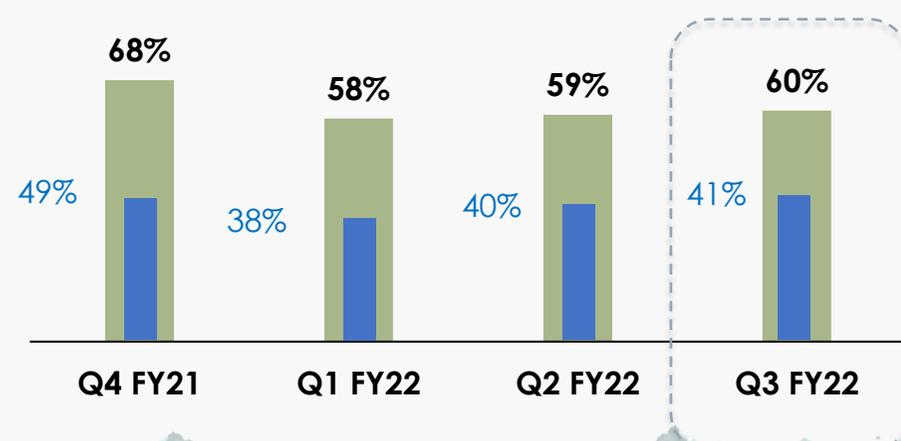
**TOP 10**  
**TOP 5**  
(of Prime revenue)

## CUSTOMER

### YoY Analysis

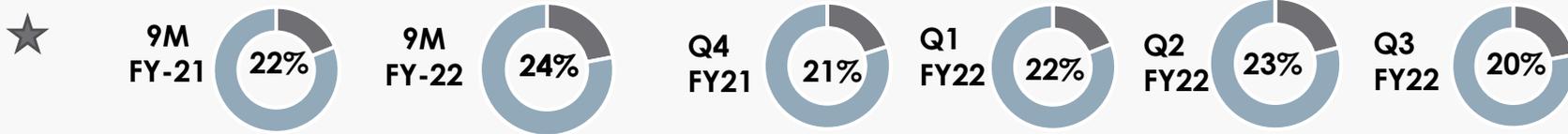


### QoQ Movement



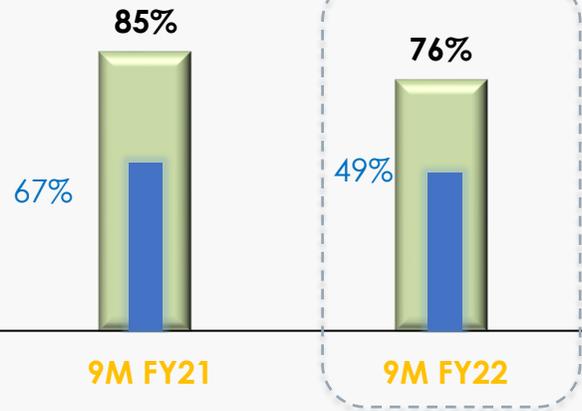
★ % represents Niche / Specialty % from Overall revenue for respective Quarter / YTD

# Business Salience (Specialty)

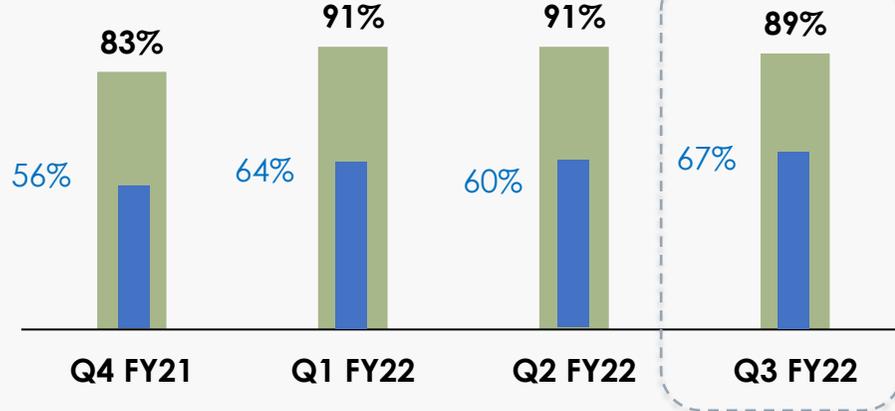


## PRODUCT

### YoY Analysis



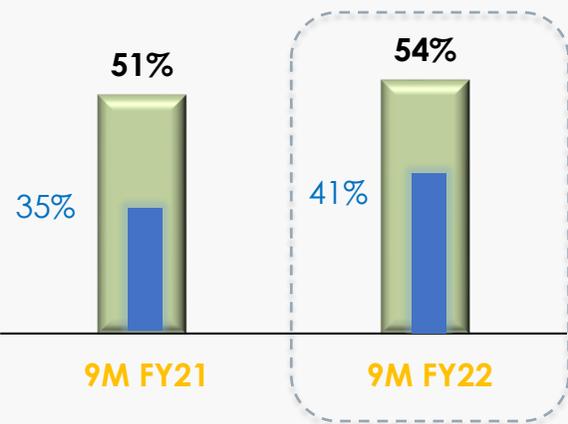
### QoQ Movement



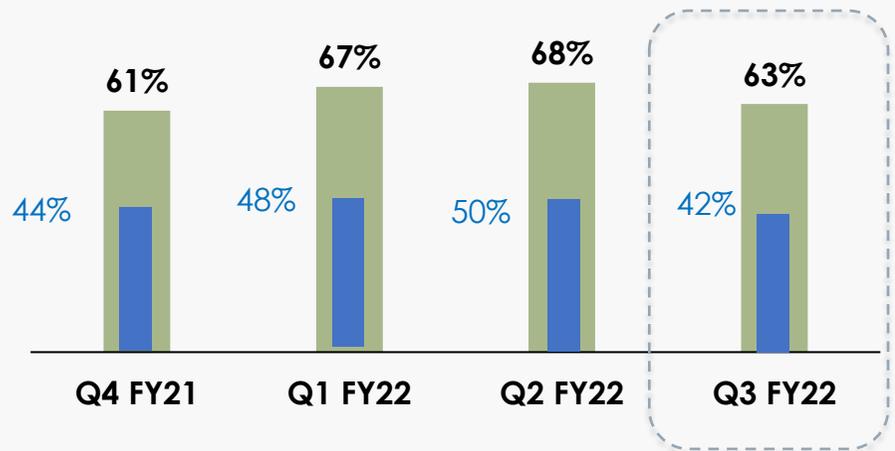
TOP 10  
TOP 5  
(of Specialty Revenue)

## CUSTOMER

### YoY Analysis

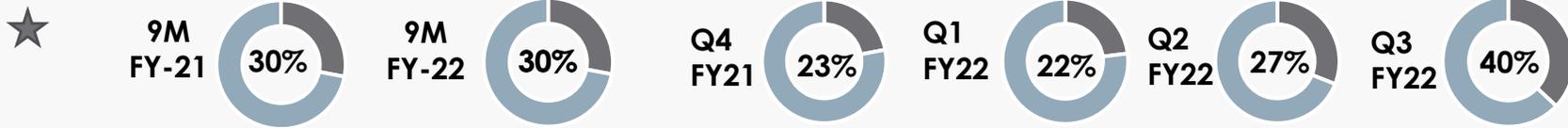


### QoQ Movement



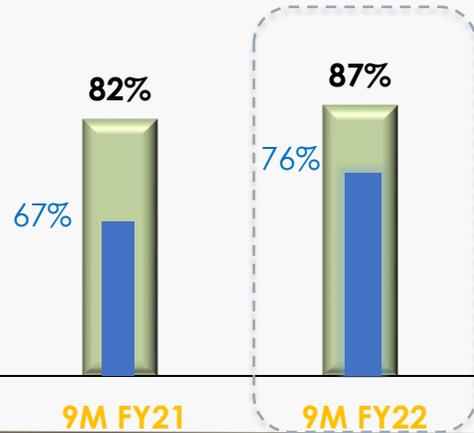
★ % represents Niche / Specialty % from Overall revenue for respective Quarter / YTD

# Business Salience (CMS)

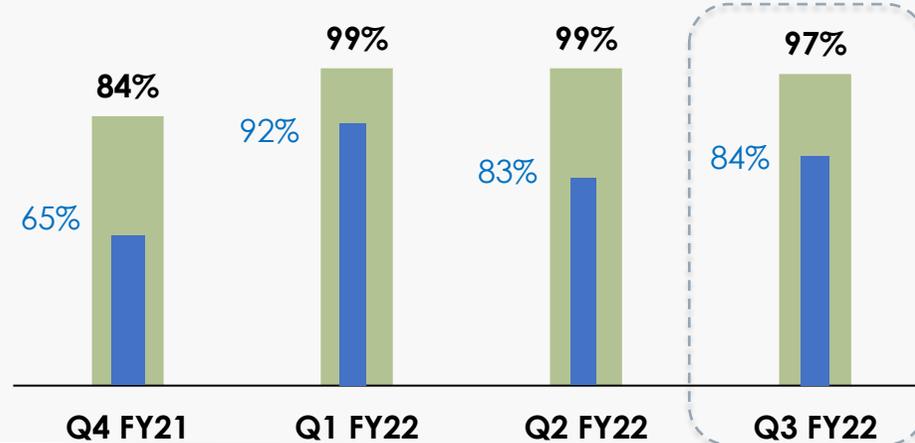


## PRODUCT

### YoY Analysis



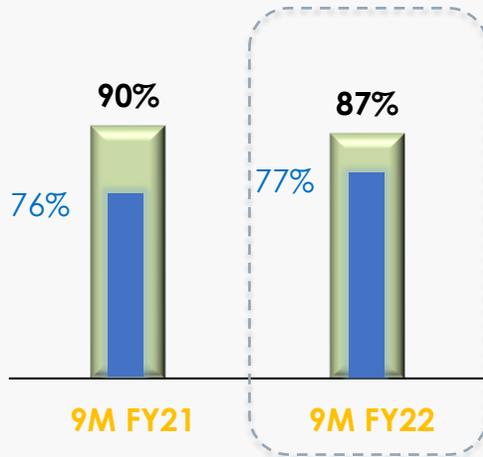
### QoQ Movement



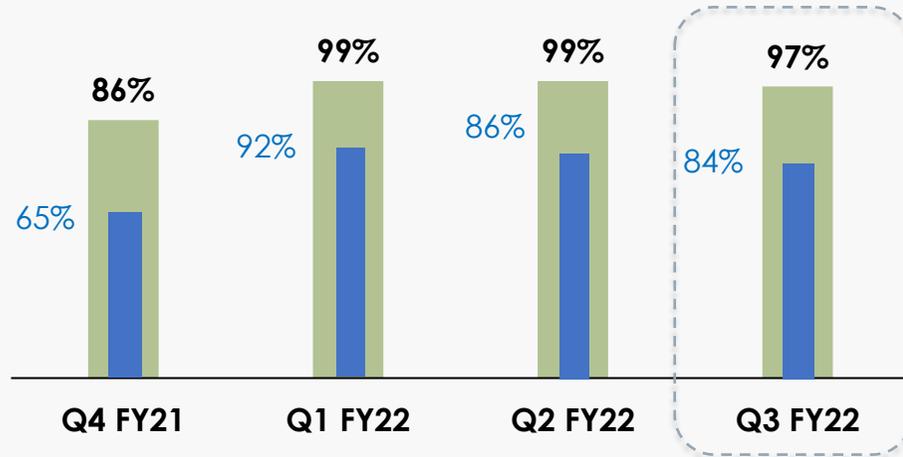
TOP 10  
TOP 5  
(of CMS revenue)

## CUSTOMER

### YoY Analysis



### QoQ Movement



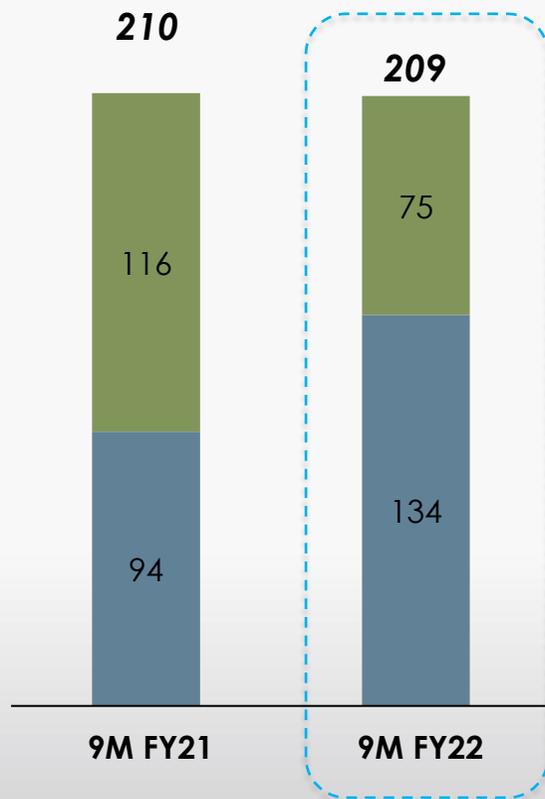
★ % represents CMS % from Overall revenue for respective Quarter / YTD

# Key Operating Metrics – CMS Revenue Split

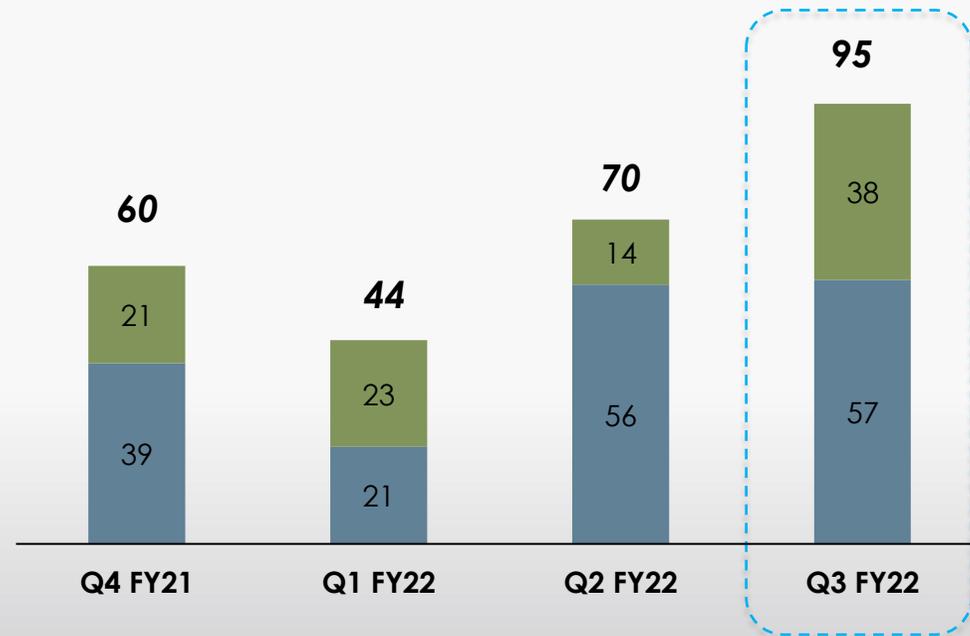
Rs. In Cr

■ Commercial ■ Development

## YoY Analysis



## Quarter on Quarter Movement



# Number of Active CMS Projects



Q3 FY22	Pre-Clinical	P-1	P-2	P-3	Development	Commercial	Grand Total
API	15	3	8	5	10	7	48
Intermediate	7	5	2	0	8	11	33
<b>Grand Total</b>	<b>22</b>	<b>8</b>	<b>10</b>	<b>5</b>	<b>18</b>	<b>18</b>	<b>81</b>

Q3 FY21	Pre-Clinical	P-1	P-2	P-3	Development	Commercial	Grand Total
API	14	4	6	3	10	6	43
Intermediate	7	4	2	3	8	9	33
<b>Grand Total</b>	<b>21</b>	<b>8</b>	<b>8</b>	<b>6</b>	<b>18</b>	<b>15</b>	<b>76</b>

Q3 FY20	Pre-Clinical	P-1	P-2	P-3	Development	Commercial	Grand Total
API	12	4	4	5	9	6	40
Intermediate	7	3	2	5	8	9	34
<b>Grand Total</b>	<b>19</b>	<b>7</b>	<b>6</b>	<b>10</b>	<b>17</b>	<b>15</b>	<b>74</b>

Q3 FY19	Pre-Clinical	P-1	P-2	P-3	Development	Commercial	Grand Total
API	9	4	2	4	5	5	29
Intermediate	0	2	0	6	7	10	25
<b>Grand Total</b>	<b>9</b>	<b>6</b>	<b>2</b>	<b>10</b>	<b>12</b>	<b>15</b>	<b>54</b>



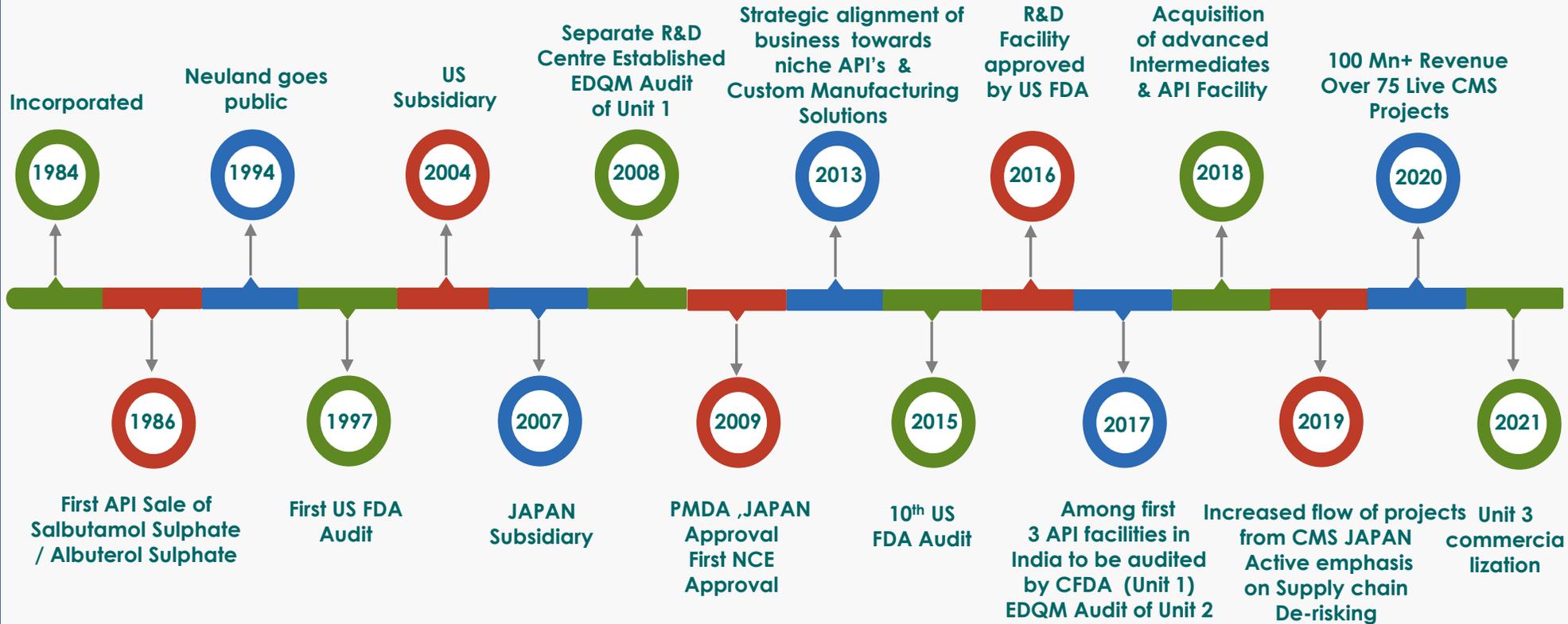
# BUSINESS OVERVIEW

# Our Journey – Key Milestones

Laying Strong Foundation  
1984 - 2003

Deepening our Capabilities  
2004 - 2012

Increased Sustainable Growth  
2013 -Today



Multiple audits passed with no failures

# Generic Drug Substance (GDS)

We started as a Prime API manufacturer...

..Added Specialty molecules for complex products..



## Capability

- ✓ 3 US FDA and EU GMP compliant manufacturing facilities
- ✓ Collective capacity: ~867 KL



## Business Approach

- ✓ Work on molecules either with a business leadership approach or partnership with client
- ✓ Ensure uninterrupted supply with quality commitment



## Strategy Forward

- ✓ Maintain leadership position in key molecules
- ✓ Work on process optimization to improve yields, productivity and thus margins



## Capability

- ✓ High end complex chemistry capabilities
- ✓ Backend support by R&D department
- ✓ Experience of hurdle free scale up



## Business Approach

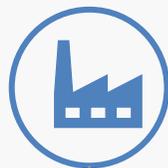
- ✓ Work with leading companies and help them to meet their technical requirements while being competitive



## Strategy Forward

- ✓ Focus on niche APIs with complex chemistry
- ✓ File IP for non infringing processes

**Robust manufacturing base placed on the foundation of quality and pureplay API commitment**



## Services

- ✓ Manufacturing API to customer specifications
- ✓ Designing and developing manufacturing processes
- ✓ Process optimization for competitiveness
- ✓ Complete CMC partner for the API
- ✓ Patent protection for processes



## Business Approach

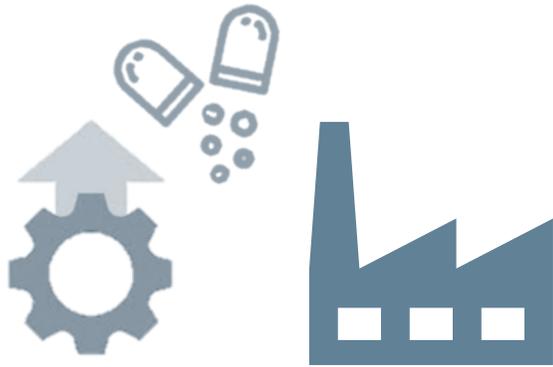
- ✓ Local presence in US, Europe and Japan with techno-commercial employees
- ✓ Consultative approach on customer relationships
- ✓ Business targeted on Neuland's technology capabilities and perceived customer needs leading to increased traction



## Strategy Forward

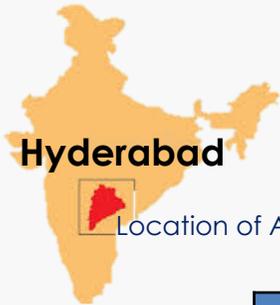
- ✓ Add depth in technical capabilities
- ✓ Investment in QBD labs, process engineering and foray into new areas of customer solutions
- ✓ Work effectively on customer relationships and leverage on portfolio expansion
- ✓ Targeting molecules in the later stages of the clinical cycle

**Create a sustainable CMS business that is driven by technology and strong customer relationships**



# CAPABILITIES

# Scaled up Manufacturing Facilities over the years



Location of All Units

230 KL

338 KL

299 KL

  
Year of Establishment

  
Key Products

  
Regulatory

	UNIT 1 BONTHAPALLY	UNIT 2 PASHAMYLARAM	UNIT 3 GADDAPOTHARAM
Year of Establishment	1986	1994	2017
Key Products	Mirtazapine, Sotalol HCL, Levetiracetam, Levofloxacin, Salmeterol, Salbutamol, NCE APIs, Peptide APIs, Vitamin D2 analogues	Ciprofloxacin HCL, Entacapone, NCE APIs, Intermediates & RSMs	Products including Key Intermediates
Regulatory	USFDA, EDQM, CFDA, PMDA	USFDA, EDQM, PMDA, ANVISA	Inspected by USFDA as an Advanced Intermediates site in 2015

**Adding capacities for business growth and strategic backward integration**

R&D Facility, Hyderabad



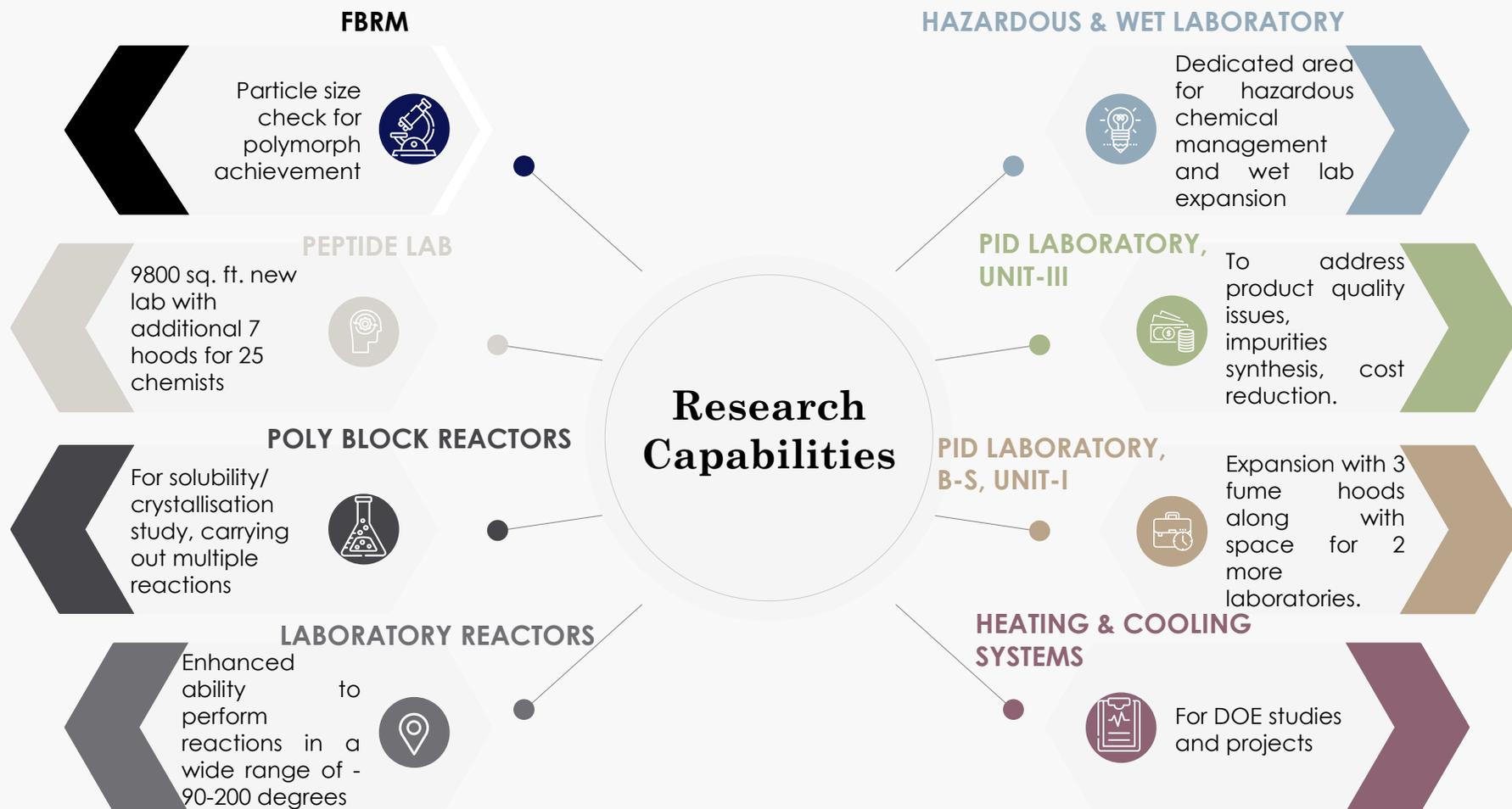
Neuland's R&D facility had been inspected by USDFA in February 2016 without any observations

## Infrastructure

- 15 Development Labs with space for expansion
- 60 Fume hoods
- Analytical Labs
- Dedicated kilo Lab for Scale up
- Dedicated Labs for Peptides
- Separate facility for D2 analogues

## Significant R&D Achievements

- Several NCE APIs added in NDA or commercial stage drugs
- Support for multiple APIs each year in Phase 2 and Phase 3 clinical candidates
- Generic API business -
  - ✓ 903+ DMFs filed
  - ✓ 300+ API processes developed
  - ✓ 204+ patents filed. Received USPTO patent for improved process synthesis of Paliperidone Palmitate



# Regulatory Filings Across Geographies



60

DMFs with  
USFDA



Health  
Canada

30

Filings with  
Health Canada



10

Japanese DMF filed

NMPA

国家药品监督管理局  
National Medical Products Administration

20

China DMF filed



19

filings with  
KFDA Korea



Australian Government

Department of Health

Therapeutic Goods Administration

22

filings with TGA



220

ROW filings  
including Turkey,  
Mexico, Brazil etc

~495

EUDMF filings  
across  
Germany,  
France, Poland,  
Italy etc



European Directorate  
for the Quality  
of Medicines  
& HealthCare | Direction européenne  
de la qualité  
du médicament  
& soins de santé

COUNCIL OF EUROPE



CONSEIL DE L'EUROPE

27

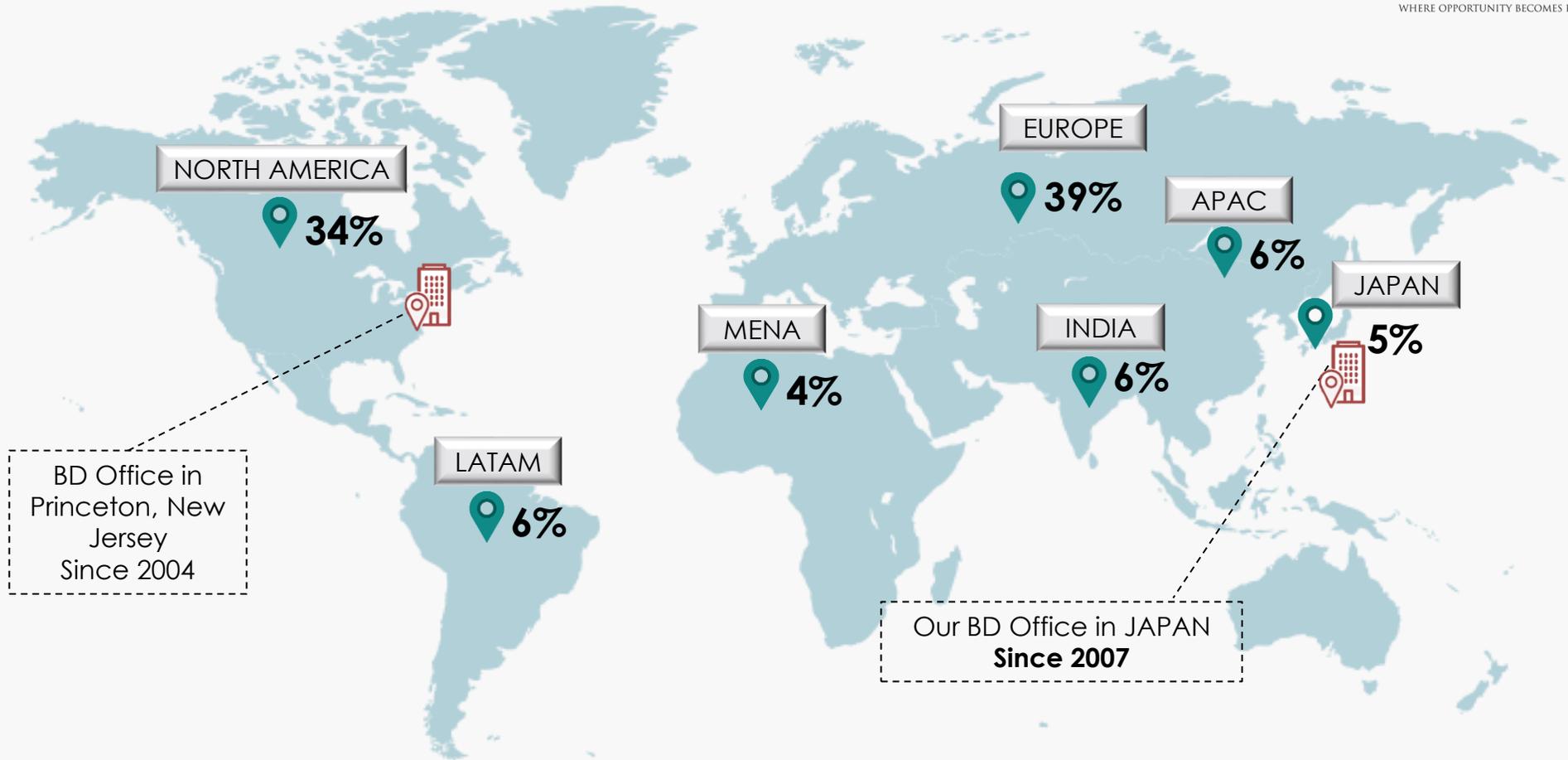
CEPs Received  
for different  
products

903+

Filings till date

\*\* The numbers on this slide reflect the total number of filings, the number of active filings could vary as geographic filings are merged and change in product portfolio .

# Global Presence



% Refers to 9M FY22 Sales by End market

## Legacy



Expertise:  
38+ years backed  
by robust quality  
systems,  
regulatory &  
compliance  
framework

---

Generic Drugs  
Substance(GDS)  
& Custom  
Manufacturing  
Solutions(CMS)

## Scale



3 Mfg. Facilities:  
Regulatory  
approved with 867  
KL capacity

---

R&D: US FDA  
approved with  
best in class  
infrastructure

## Capability



Product/ Projects  
portfolio: 100+ APIs  
across therapeutic  
categories

---

Regulatory filings  
903+

---

Team: 1400+ incl.  
~300 R&D scientists

## Reach



Presence  
80+ countries

---

Export revenues  
75%

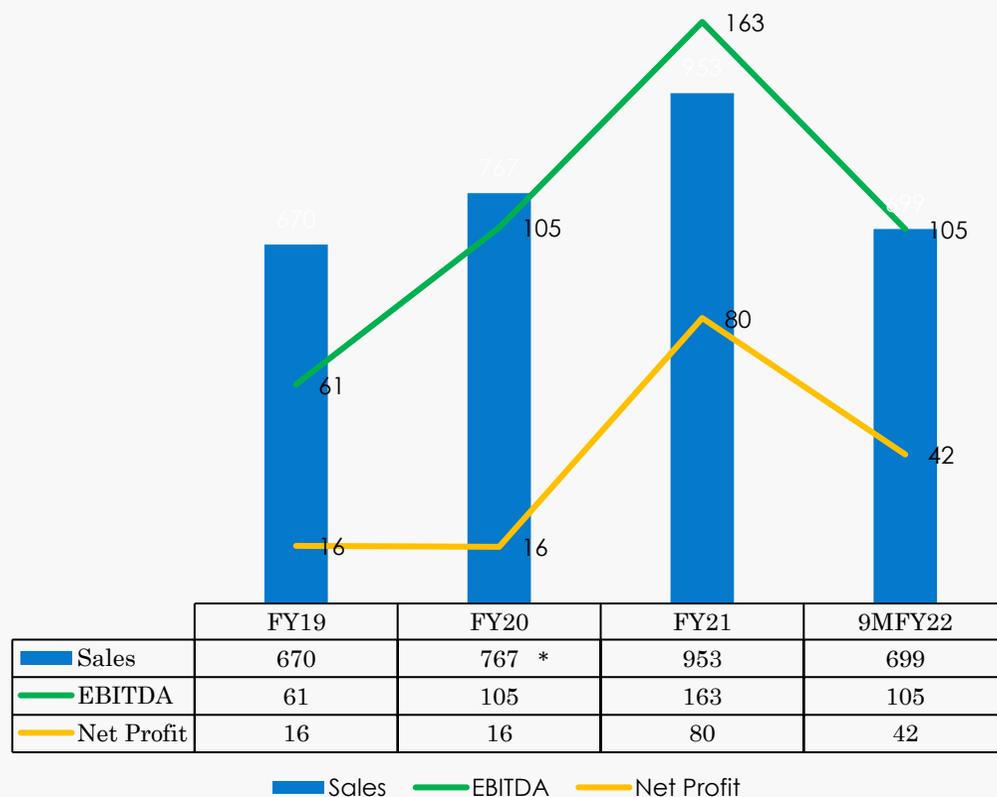
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Regulated markets  
revenue 93%



# FINANCIALS

Rs. In Cr



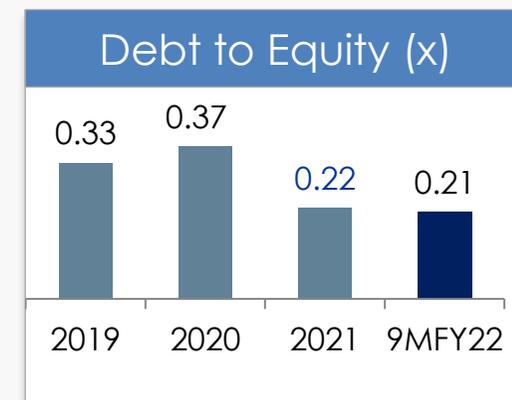
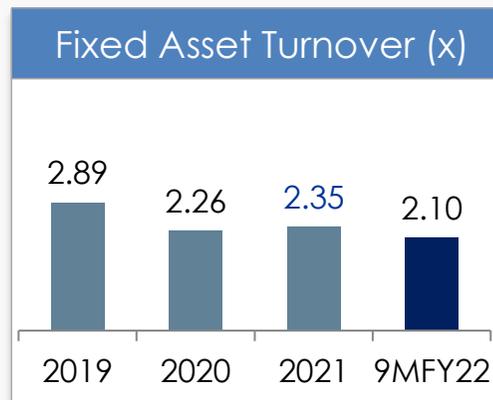
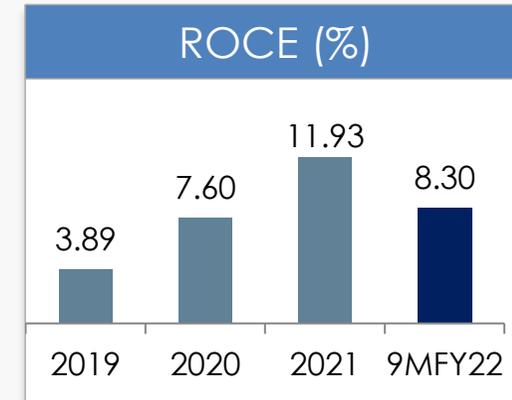
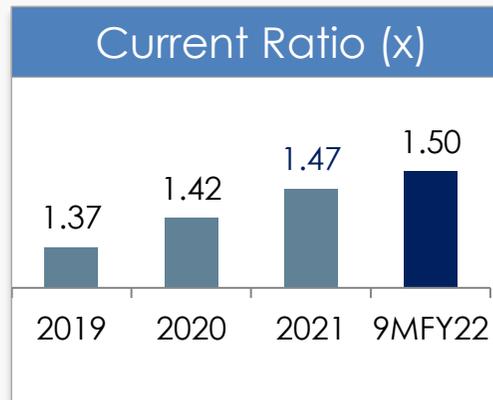
## FINANCIAL PERFORMANCE HIGHLIGHTS

- Revenue CAGR of 19.2% for FY 19-21 led by growth in all 3 businesses
- EBITDA growth of 62.8% CAGR in FY 19-21 due to balanced contribution from both GDS and CMS business
- Shift to CMS and Specialty in overall revenue mix along with resource efficiency steps accelerated profitability

\* This was after a one-time tax charge of Rs. 23.2 Cr in Q4FY20 that the Company chose to exercise under Section 115BAA of the IT act

# Stable Balance Sheet..

Particulars (Rs. Cr)	Mar-19	Mar-20	Mar-21	Dec-21
Shareholders' funds	696	706	782	816
Net Debt	194	214	152	175
Investments	8	8	7	4
Tangible Assets	367	391	438	482
Intangible Assets (Excluding Goodwill)	2	2	3	3
Working Capital	233	289	309	366



# Macroeconomic factors influencing Neuland

FACTORS

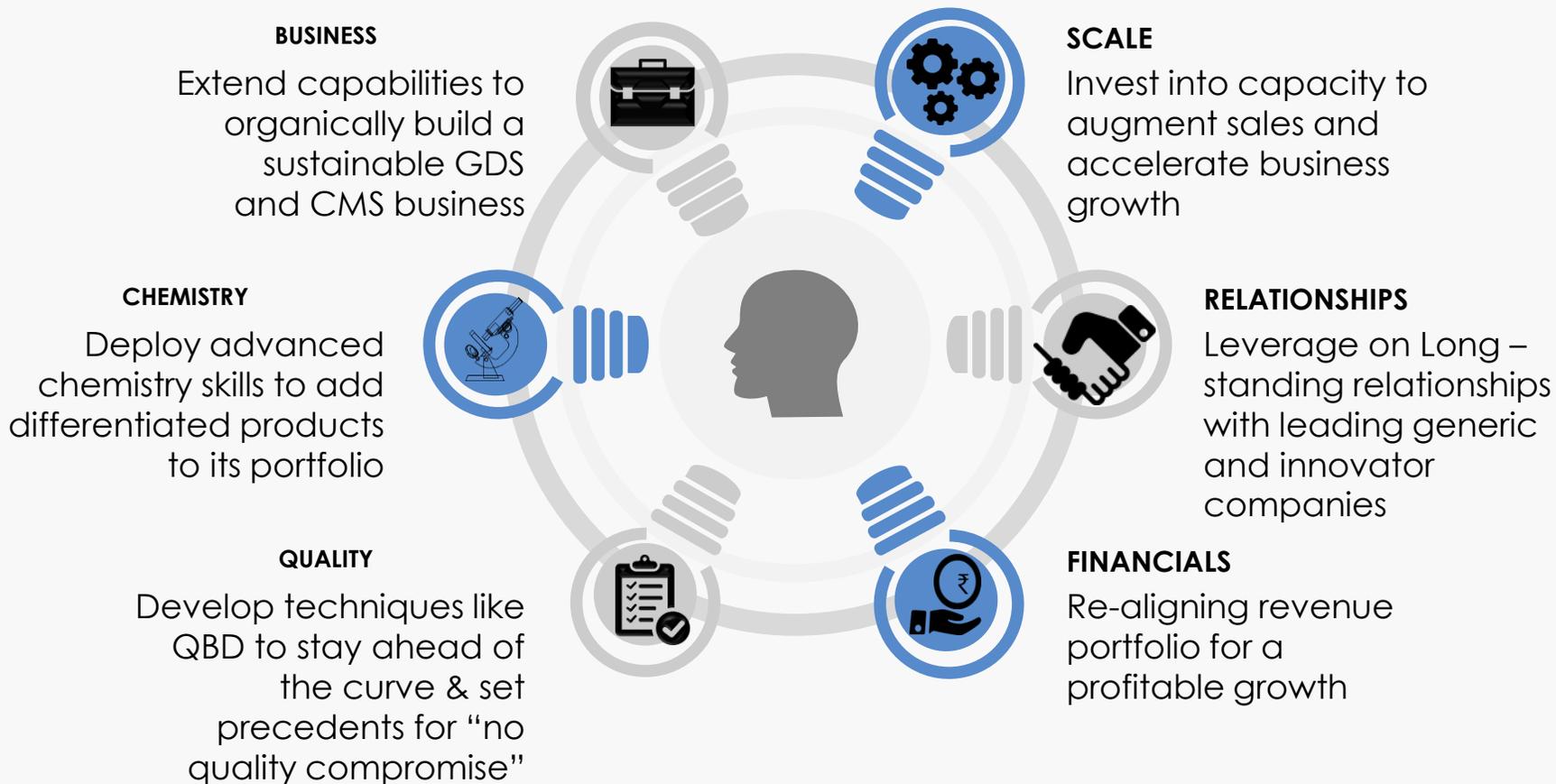
	IMPACT	NEULAND RESPONSE
<b>Government regulation: approvals, audits</b>	<ul style="list-style-type: none"> <li>Consistent regulatory audits</li> <li>Increased scrutiny prior to drug approvals</li> </ul>	<ul style="list-style-type: none"> <li>Successfully cleared all USFDA audits since inception</li> <li>Consistent record of new drug approvals</li> </ul>
<b>Environmental audits</b>	Government led impact monitoring	All environmental regulations complied
<b>Crude oil prices</b>	Solvent price volatility	Green chemistry investing for efficient solvent use
<b>COVID 19 impact</b>	<ul style="list-style-type: none"> <li>Increased logistics costs</li> <li>IPA availability and pricing fluctuations</li> <li>Employee and operational repercussions</li> </ul>	<ul style="list-style-type: none"> <li>Tactical scheduling for channel mix optimization</li> <li>Qualifying new IPA manufacturers with increased capacity</li> <li>Added contingent personnel and pro-active monitoring for early warnings</li> </ul>
<b>Human Capital</b>	Competition for talent	<ul style="list-style-type: none"> <li>Retraining via strong L &amp; D plan</li> <li>Leadership pipeline development across levels</li> </ul>
<b>Western Government policies on localisation</b>	Sales reduction	<ul style="list-style-type: none"> <li>Close partnership with customers along with focus on Specialty molecules</li> <li>Close monitoring of country specific government regulations</li> </ul>



# OUTLOOK

# ..Laying Foundation for our Growth Strategy

CREATE AN ORGANIZATION THAT RESULTS IN VALUE FOR ALL STAKEHOLDERS



# Contact Us



For over 38 Years, Neuland Laboratories Ltd. (BSE:524558, NSE: NEULANDLAB) has been at the forefront of manufacturing APIs through its cGMP manufacturing facilities, working with customers in close to 80 countries.

Neuland Labs has developed more than 300 processes and 75 APIs and has filed over 903+ Regulatory filings in the US (60 active US DMFs), the European Union (EU) and other geographies. Its manufacturing facilities are inspected and approved by the U.S. FDA and other leading regulatory agencies. Its record of quality manufacturing and reliability is highlighted by cGMP certifications that include the U.S. FDA, TGA (Australia), EDQM (EU), German Health Authority, ANVISA (Brazil), EMA (EU), Cofepris (Mexico), KFDA (Korea), PMDA (Japan), CFDA (China), FSI "SID & GP" Russia, Health Canada, ISO 9001, ISO14001, OHSAS18001 and ISO 27001.

## For further information contact

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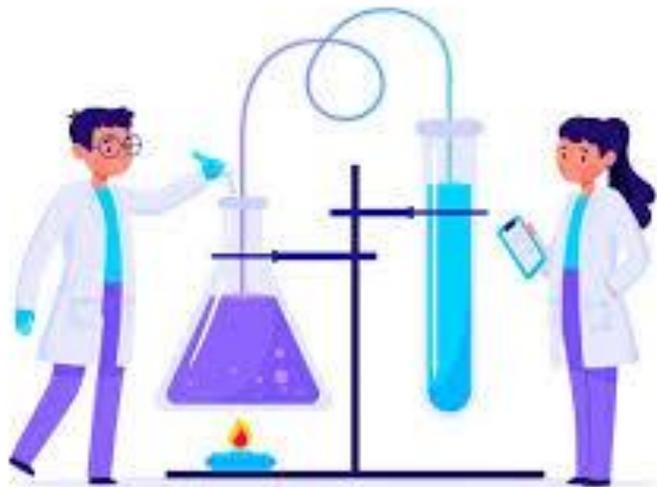
 [ir@Neulandlabs.com](mailto:ir@Neulandlabs.com)

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Thank You