

October 24, 2024

BSE Limited

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Scrip code: 532531

Dear Madam/Sir,

Sub: Press Release

The National Stock Exchange of India Limited

Exchange Plaza, Bandra-Kurla Complex Bandra (E) Mumbai - 400 051

Scrip code: STAR

Please find enclosed herewith Press Release (along with Earnings presentation) issued by the Company titled:

Strides Reports Another Strong Quarterly Performance

Q2FY25 Revenues ₹12,011m, EBITDA ₹2,358m; Reported PAT ₹937m US business reports its highest quarterly revenue of \$75m, grew 26% YoY

The Board Meeting commenced at 11:15 hrs IST and concluded at 13:10 hrs IST.

This is for your information and records.

Thanks & Regards, For **Strides Pharma Science Limited**,

Manjula Ramamurthy Company Secretary ICSI Membership No.: A30515

Encl. As above





Strides Reports Another Strong Quarterly Performance Q2FY25 Revenues ₹12,011m, EBITDA ₹2,358m; Reported PAT ₹937m US business reports its highest quarterly revenue of \$75m, grew 26% YoY

Q2FY2025 Performance Highlights

- Revenues at ₹12,011m, grew 17.0% YoY
- Gross margin at ₹7,032m, grew 15.6% YoY
- EBITDA grew 31% YoY to ₹2,358m with EBITDA margin at 19.6%, grew 209bps YoY
- US revenues at a historic high of \$75m in Q2FY25, grew 26.2% YoY
- Q2FY25 Adjusted PAT at ₹1,103m and Reported PAT at ₹937m
- Reported EPS at ₹10.1 and Adj EPS at ₹12.0 for Q2FY25

Bangalore, India, October 24, 2024 - Strides Pharma Science Ltd (BSE: 532531, NSE: STAR) today announced its consolidated financial results for the quarter (Q2FY25) ended September 30, 2024.

Financial Highlights (In ₹ m)

Particulars	Q2FY25	Q2FY24	YoY	Q1FY25	QoQ	H1FY25	H1FY24	YoY
Revenues	12,011	10,264	17.0%	10,875	10.4%	22,886	19,583	16.9%
Gross Margin	7,032	6,083	15.6%	6,671	5.4%	13,703	11,553	18.6%
Gross Margin %	58.5%	59.3%	-72bps	61.3%	-279bps	59.9%	59.0%	88bps
EBITDA	2,358	1,801	31.0%	2,170	8.7%	4,528	3,486	29.9%
EBITDA %	19.6%	17.5%	209bps	20.0%	-32bps	19.8%	17.8%	198bps
Adj PAT	1,103	405		839		1,942	701	
Reported PAT	937	-1,495		683		1,620	-1,588	

Adjusted PAT = PAT from continuing operations without JV share and exceptional items

Arun Kumar, Founder & Executive Chairperson, and Badree Komandur, MD & Group CEO, commented on the performance and said, "We continue to deliver on the momentum built over several preceding quarters and delivered another strong quarter. Q2FY25 demonstrated sustained growth across all markets fueled by new product launches. US operations reported highest ever quarterly revenue of \$75m in Q2FY25. Strong YoY improvement in absolute EBITDA and EBITDA margin reflects our continued focus on operational efficiency and profitability. Significant highlights of the quarter were:

- Release of our maiden Sustainability Report, underscoring our long-term commitment to Sustainability, ESG and responsible business practices
- \$95m fundraising commitment from marquee investors for OneSource at an 82% premium to earlier valuation, unlocking ~INR 61,000 mn (~USD 725 mn) value for Strides' shareholders."

Detailed investor communication on the performance of the Company along with an update on OneSource is attached.

About Strides

Strides, a global pharmaceutical company headquartered in Bengaluru, India, is listed on the BSE Limited (532531) and National Stock Exchange of India Limited (STAR). The Company mainly operates in the regulated markets and has an "in Africa for Africa" strategy and an institutional business to service donorfunded markets. The Company's global manufacturing sites are located in India (Chennai, Puducherry, and two locations in Bengaluru), Italy (Milan), Kenya (Nairobi), and the United States (New York). The Company focuses on "difficult to manufacture" products sold in over 100 countries. Additional information is available at the Company's website at www.strides.com.

For further information, please contact:

Institutional Investors

Vikesh Kumar Group CFO

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Saurabh Ambaselkar

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Strides Pharma Science Limited

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Delivering with Momentum

Q2 & H1FY25 Results | October 24, 2024

Strides Pharma Science Limited

Safe Harbor



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.

Continuing to Deliver on the Momentum, Strides Reports Another Strong Quarterly Performance



Q2FY25 Revenues at ₹12,011m; Recorded growth across all markets with US operations at a historic high of \$75m quarterly revenue, grew 26% YoY

	Q2FY25	Q2FY24	YoY
Revenues	₹12,011m	₹10,264m	17.0% 🕡
Gross Margins	₹7,032m	₹6,083m	15.6% 🕦
Gross Margin (%)	58.5%	59.3%	-72bps 🔱
EBITDA	₹2,358m	₹1,801m	31.0% 🕦
EBITDA Margin (%)	19.6%	17.5%	209bps 🕦
Adj. PAT	₹1,103m	₹405m	•
Reported PAT	₹937m	-₹1,495m	•
Adj. EPS	₹12.0	₹4.41	•
Reported EPS	₹10.1	-ve	•

We continue to deliver on the momentum built over several preceding quarters and delivered another strong quarter. Q2FY25 demonstrated sustained growth across all markets fueled by new product launches.

US operations reported highest ever quarterly revenue of \$75m in Q2FY25.

Strong Y-o-Y improvement in absolute EBITDA and EBITDA margin reflects our continued focus on operational efficiency and profitability.

Significant highlights of the quarter were

- Release of our maiden Sustainability Report, underscoring our long-term commitment to Sustainability, ESG and responsible business practices
- \$95m fundraising commitment from marquee investors for OneSource at an 82% premium to earlier valuation, unlocking ~INR 61,000 mn (~USD 725 mn) value for Strides' shareholders

Arun Kumar

Badree Komandur

Founder and Executive Chairperson

MD and Group CEO

H1FY25 Performance Meeting All Outlook Parameters Across Markets



	H1FY25	H1FY24	YoY
Revenues	₹22,886m	₹19,583m	16.9% 🕡
Gross Margins	₹13,703m	₹11,553m	18.6% 🕦
Gross Margin (%)	59.9%	59.0%	88bps 🕦
EBITDA	₹4,528m	₹3,486m	29.9% 🕦
EBITDA Margin (%)	19.8%	17.8%	198bps ()
Adj. PAT	₹1,942m	₹701m	n
Reported PAT	₹1,620m	-₹1,588m	•
Adj. EPS	₹21.1	₹7.6	•
Reported EPS	₹17.8	-ve	•

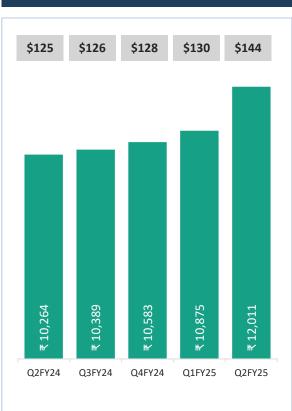
Strong Revenue Growth with Superior PAT

Q2FY25 Adjusted PAT at ₹1,103m and Reported PAT at ₹937m



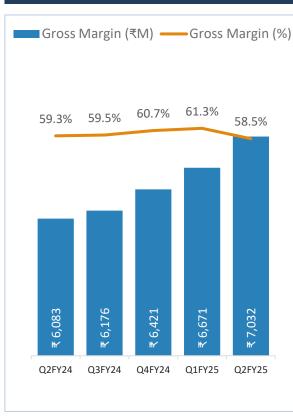
Revenue in \$M

Total Revenue (₹/\$M) \$144 \$125 \$128 \$130



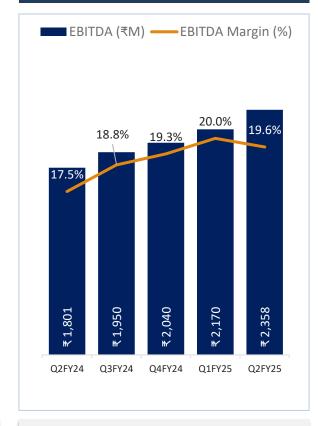
Growth recorded across all markets





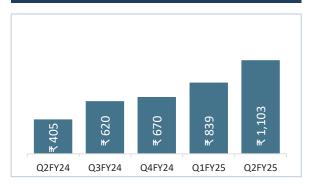
Marginal drop in gross margin due to higher contribution from Access Markets, which trades at lower gross margin

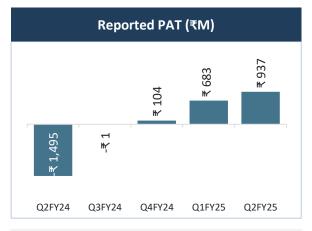
EBITDA & EBITDA Margin



H1FY25 EBITDA margin trending in line with FY25 outlook

Adj. PAT (₹M)





OneSource delivers third consecutive EBITDA positive quarter, loss pick-up relating to interest and depreciation

On Track to Achieve FY25 Outlook Across Parameters



Strides Reaffirms FY25 Outlook

PARAMETERS	FY25 OUTLOOK	COMMENTS	H1FY25 STATUS UPDATE	
REVENUE	REVENUE TO GROW AT 12-15% YoY	Significant higher growth historically skewed to H2	Revenue grew 17% YoY, demonstrating strong growth ahead of FY25 outlook	
EBITDA MARGIN	AIMING FOR AN EBITDA OF ₹9,500M – ₹10,000M BUSINESS EX-SOFTGEL - EBITDA OF ~₹7,500m - ₹8,000m	EBITDA margin to be in the range of 20%-22%	Achieved EBITDA of ₹2,358m for Q2FY25 and ₹4,528m for H1FY25. Expecting a stronger H2 with EBITDA margin trending in line with FY25 outlook	
NET DEBT TO EBITDA	NET DEBT TO EBITDA <2.0x AS OF MAR'25	Efficient working capital cycle and operating cashflow to aid debt reduction	Net Debt to EBITDA at 2.1x in H1FY25 on annualized basis gives us strong confidence to achieve outlook	
US BUSINESS	US REVENUE TO BE IN RANGE OF \$285-\$300M	Poised to achieve ~\$400m by FY27-28	US revenues at \$75m in Q2FY25, grew 26.2% YoY and H1FY25 revenues at \$145m, grew 25.4% YoY Confident of achieving higher end of the FY25 outlook	



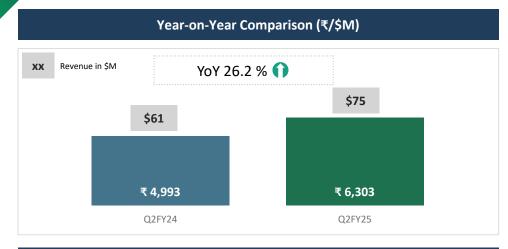
US Market

- US Revenues at a Historic High of \$75m in Q2FY25, Grew 26.2% YoY
- H1FY25 revenue at \$145m, against the FY25 outlook of \$285m-\$300m
- US Business Poised to Achieve ~\$400m Revenue Objective by FY27-28

US Revenues at a Quarterly High of \$75m in Q2FY25

H1FY25 Revenue at \$145m, Trending in Line with FY25 Outlook of \$285m-\$300m







YoY growth are on ₹ reported numbers

Highlights

- Q2FY25 Revenues at ₹6,303m (\$75m), grew 26.2% YoY
- Launches from new approvals and dormant products continue to drive growth
- Received 2 new product approvals, and launched 3 products during the quarter
- Additionally, launched 1 significant dormant product from the acquired Endo portfolio
- ► Launched Theophylline Extended-Release Tablets, 300 mg, and gained the Competitive Generic Therapy (CGT) exclusivity
- Total commercialized products increased from 67 in Q1FY25 to 71 in Q2FY25
- Sustained market share across the product portfolio enabled YoY growth
- ► Ranked amongst the top 3 in 36 (35 in Q1FY25) products enjoying a market-leading position for several years, contributing ~75% of our total US revenues
- Industry-leading customer service levels amongst generic pharma players leading to near-zero Failure-To-Supply penalties

Business Outlook

Generics

▶ 60 products have been identified (3 commercialized in H1FY25) from our dormant ANDAs which are under various regulatory phases of PAS (prior approvals supplements) for source change and cost leadership to be relaunched over the next 3 years to achieve the stated objective of \$400m generics revenue

Beyond Generics

- ► The company has invested in new segments of Control Substances Nasal Sprays and 505 (b) (2) as part of a longer-term strategy beyond the ~\$400m generics revenue objective
- ▶ We expect to file 2 products with the USFDA by Q1FY26

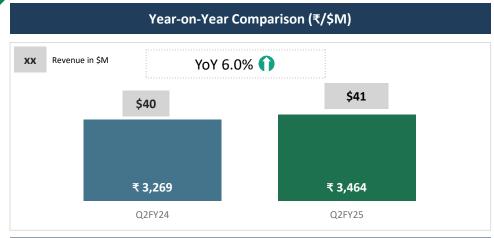


Other Regulated Markets

- Other Regulated Markets Revenues at \$41m, Grew 6.0% YoY
- Portfolio Maximization and Increased Focus on B2B Partnerships will Continue to Drive Growth in the Medium Term

Other Regulated Markets Revenues at \$41m, grew 6.0% YoY







Highlights

- ► All regulated markets ex-US form part of the Other Regulated Markets
- Q2FY25 Revenues at ₹3,464m (\$41m), grew 6.0% YoY
- UK outperformed while the rest of the Europe market was muted in Q2FY25
- ▶ In EU, new partners have a Pan-Europe presence, leading to a longer than anticipated time to launch a new product
- Strong customer advocacy and dependable supply enabled us to expand our customer base

Business Outlook

- ▶ Expect H2 to perform better than H1 as most of the scheduled launches to fructify
- Expansion of product portfolio and new customer acquisitions to drive growth
- ► Conversion of the existing strong funnel of new opportunities to deliver growth
- Continued momentum in filings will drive growth in the medium term



Growth and Access Markets

Growth Markets Positioned for Strong Growth via Geographical Expansion
 & New Products

Growth and Access Markets Revenues at \$27m, grew 12.1% YoY









Growth Markets

- Growth Markets includes Africa operations and new geographies of LATAM, MENA, CIS, APAC
- Q2FY25 Revenues at ₹1,396m (\$17m)
- Q2FY25 growth was led by Africa operations, driven by new product launches

Business Outlook:

- Significant regulatory filings in new territories have commenced however the regulatory timelines in most markets are longer
- ► Growth Markets will have lumpy quarters until business stabilizes in next two years
- Focus on portfolio maximization strategies and astute channel partner expansion will drive the future growth

Access Markets

- Q2FY25 Revenues at ₹848m (\$10m)
- ► Continued focus on CIPs with vendors to reduce costs and enhance competitiveness
- Contribution to overall revenues continues to be small

Business Outlook:

- ► Global Funds allocation was muted in FY24. However, Strides received a higher allocation in FY25 on the back of superior DIFOT (Delivery In Full On Time)
- Access Markets revenues continue to be lumpy while we expect a stronger H2FY25



Financial Performance

Strong Financial Discipline Enabled Profitability and Cashflow Generation

Income Statement – Q2 & H1FY25



Income statement (₹m)								
Particulars	Q2 FY25	Q2 FY24	YoY	Q1 FY25	QoQ	H1FY25	H1FY24	YoY
I. Revenue	12,011	10,264	17.0%	10,875	10.4%	22,886	19,583	16.9%
II. Material Costs	4,979	4,181		4,204		9,183	8,030	
III. Gross Margin (I- II)	7,032	6,083	15.6%	6,671	5.4%	13,703	11,553	18.6%
Gross Margin %	58.5%	59.3%	-72 bps	61.3%	-279 bps	59.9%	59.0%	88 bps
a. Personnel Cost	2,194	1,999		2,122		4,316	3,675	
b. Other Opex	2,480	2,283		2,379		4,859	4,392	
IV. Total Opex (a+b)	4,674	4,282		4,501		9,175	8,067	
V. EBITDA (III-IV)	2,358	1,801	31.0%	2,170	8.7%	4,528	3,486	29.9%
EBITDA Margin %	19.6%	17.5%	209 bps	20.0%	-32 bps	19.8%	17.8%	198 bps
c. Depreciation and amortisation	505	601		486		991	1,197	
d. Net Finance Cost	537	697		677		1,214	1,394	
e. Exceptional items – net (gain) / loss	39	1,649		37		76	1,709	
f. JV share of loss	128	423		118		246	752	
VI. Profit/ (loss) before tax (V-c-d-e-f)	1,149	-1,569		852		2,000	-1,566	
g. Tax	212	-74		169		381	22	
VII. Profit/(loss) after tax from continuing operations	937	-1,495		683		1,620	-1,588	
h. Profit from Discontinued Operations	-	-		-		-	-	
VIII. Profit / (loss) for the period (VII+h)	937	-1,495		683		1,620	-1,588	

Reconciliation of EBITDA (₹m)							
Particulars	Q2FY25	Q2 FY24	Q1 FY25	H1FY25	H1FY24		
Profit before exceptional items & tax	1,315	503	1,007	2,323	895		
Less: Finance income	284	89	127	411	156		
Add: Depreciation and Amortization	505	601	486	991	1,197		
Add : Finance costs	821	786	804	1,625	1,550		
Consolidated EBITDA as per press note	2,358	1,801	2,170	4,528	3,486		

Net Debt Reduced by ₹957m in Q2FY25 and ₹1,325m in H1FY25 in spite of 17% Growth in Revenue and Capex Spend of ₹915m from Internal Accruals; Net Debt at ₹19,025m as of Sept'24



Current Net Debt to EBITDA stands at 2.1x – Tracking ahead of the outlook of <2x

Particulars (In ₹m)	Mar'24	Sept'24
Working Capital Loans	15,742	15,198
Long Term Loans	8,403	6,956
Gross Debt	24,145	22,154
Cash and Cash Equivalents	-3,795	-3,128*
Net Debt	20,350	19,025

^{*} Cash and cash equivalents $\stackrel{?}{=}$ 3,128m consists of cash balance $\stackrel{?}{=}$ 1,306m deferred consideration receivable $\stackrel{?}{=}$ 521m and deposits of $\stackrel{?}{=}$ 1,301m

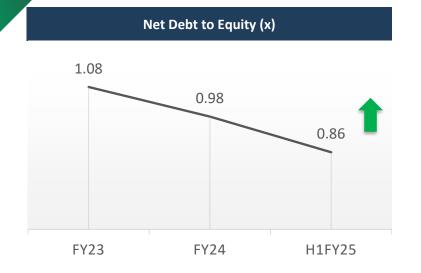
Finance cost (In ₹m)	FY24	H1FY25
Interest Cost on Borrowings (A)	2,544	1,316
Other Finance Charges (B)	601	309
Finance Income (C)	353	411
Net Finance Cost (A+B-C)	2,791	1,214

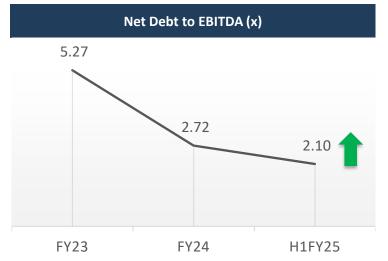
Outlook for FY25

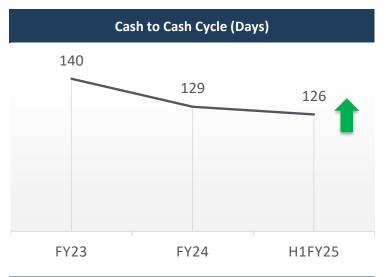
- Aiming for Net Debt reduction of ₹5,000m (including debt pushdown of ~₹2,800m to OneSource)
- Our focus on cash-to-cash cycle improvements and operating cash generation will enable us to achieve the outlook of Net Debt/EBITDA
- ➤ Continuing Capex of ₹1,500m ₹2,000m to be funded from internal accruals
- Reduced ₹1,325m of debt in H1FY25 against the FY25 target of ₹2,200m (excluding debt pushdown of ~₹2,800m to OneSource)
- On track to reduce net debt by of ₹5,000m as per outlook, post OneSource pushdown
- Lower Net Finance Charges in H1FY25 due to interest income on tax refund
- Strong operating cashflow enabled a Capex of ₹915m funded from internal accruals

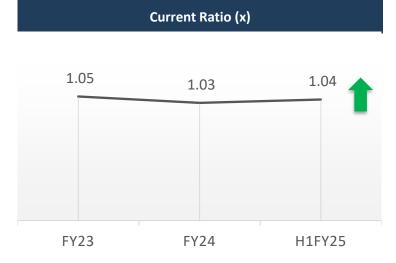
Strong Oversight and Governance Leading to Significant Improvement in the Balance Sheet Metrics

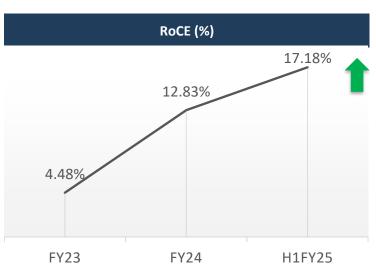


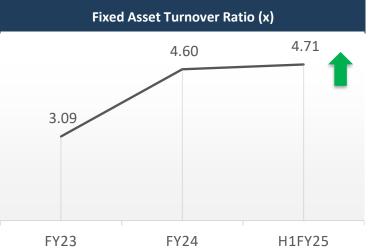












H1FY25 ROCE and Net Debt to EBITDA ratios are on annualized basis All other ratios are computed on TTM basis *Capital Employed = Equity + Net Debt

Balance Sheet



Strong Corporate Governance and Corporate Actions improved the Balance Sheet position

Particulars (in ₹m)	31-Mar-23	31-Mar-24	30-Sept-24
Assets			
Net Tangible Assets (including CWIP)	12,006	8,809	9,310
Right-of-use assets	1,846	895	793
Goodwill and Other Intangibles	10,769	10,565	11,312
Investments	4,390	1,969	1,718
Other Non-current Assets	674	2,659	2,786
Tax assets	4,267	3,809	3,037
Inventories	11,465	11,262	12,106
Cash and bank balances (including Current investments)	3,668	2,969	2,470
Trade receivables	12,994	11,419	12,374
Other current assets	4,306	4,040	3,990
Total Assets	66,384	58,398	59,896
Liabilities			
Equity	22,123	21,256	22,714
Non-controlling interest	-394	-539	-564
Equity	21,729	20,717	22,150
Borrowings	27,745	24,145	22,154
Lease liabilities	2,551	1,023	931
Tax liabilities	713	808	1,143
Other non-current liabilities	139	137	154
Provisions	1,959	1,632	1,870
Trade payables	9,823	8,516	9,442
Other current liabilities	1,725	1,420	2,052
Total Equity and Liabilities	66,384	58,398	59,896





OneSource Specialty Pharma Ltd - Q2&H1FY25 Updates

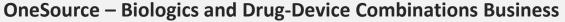
(formerly known as Stelis BioPharma Ltd)

ONESOUTCE - Business Updates









- Reported its third consecutive EBITDA +ve quarter and is geared for a strong H2 with the commencement of commercial activities of GLP-1s to several of its partners who have secured regulatory approvals
- Commercialization of GLP-1 to commence in Q4FY25 (contracts in place) leading to significant margin expansion
- Signed 3 new GLP-1 customers in Q2FY25, 2 of the customers being top 5 global generics players
- First-to-file marketing partner on one of the Semaglutide CDMO projects has reached a settlement in US with an innovator for Ozempic®
- OneSource is also a manufacturing partner for the second wave of Semaglutide settlers with innovators
- With the recent wins for Tirzepatide, OneSource has now partnered for 7 out of 8 GLP-1s
- In Q2FY25, first novel biologics project signed with a top 3 animal health company



Steriscience – Complex and Specialty injectables (CMO+CDMO)

- Received approval for Methohexital in US with 180 days CGT exclusivity, launch planned in Q3FY25 with partner
- Two facilities (Penicillin's and complex injectables) successfully audited by Health Canada in Q2FY25



Soft Gelatin Capsules

(Strides Business Moving to OneSource)

- Phase 2 capacity expansion completed, taking annual capacity from 1bn to 2.4bn capsules
- Significant RFPs flow through post offering incremental CDMO capacity
- H2FY25 to see a significant uptick with CDMO supplies commencing for a leading OTC global partner

OneSource - RFP updates

Significant uptick post Biosecure Act, 2024 in the US:

10+ active leads and RFPs for GLP-1s and 20+ active leads and RFPs for Biologics as of H1FY25



Onesource - Outlook



Outlook

- On 26th Sep 2024 OneSource updated an investor presentation via the Strides website: <u>Link</u>
- OneSource FY25 Guidance Revenue \$160 \$180M,
 EBITDA margin of 34%, EBITDA Range \$55 \$61M
- 3-4 year outlook at \$350 \$400M in Revenues with EBITDA of 40%

Outlook Update

- Currently, OneSource is on track to achieve both the Revenue and EBITDA guidance. A significant part of the increased EBITDA comes from the Biologics and Drug Device Combination business division, which commences commercial sales of GLP1's in Q4FY25
- OneSource is tracking for an Exit EBITDA of upwards \$20M in Q4FY25
- Strong order book in place for continued momentum of exit run rate in FY26



ONESOUTCE - Capital Raise Updates



Capital Raise

- OneSource the Group's Spec Pharm CDMO on 16th Oct 2024 announced that the company received equity commitments of INR 8,010M (\$95M) from marquee investors at a pre-money equity valuation of \$1.65B
- The fundraise was led by HBM Healthcare Investments and associated investors, with the additional participation inter alia from WhiteOak Capital, Param Capital, Motilal Oswal, Enam Holdings and SBI Life Insurance Co Ltd

Use of Funds

- The company proposes to use \$45M to reduce its debt & debt like items from \$145M to < \$100M and targets to be net cash by FY27
- \$50M is proposed to be used for CAPEX to increase installed capacities of Cartridge and Pen assembly line from 40M units to over 150M units in the next 15 months to meet increased order book for GLP-1s



ONESOUTCE - Listing/NCLT process on track





Obtaining Valuation Report, Fairness Opinion, Independent Committee approval and Audit Committee approval



Board of Directors to approve the Scheme of Arrangement



Filing of Scheme with Stock exchanges for approval from SE and SEBI



Filing of Petition with the NCLT



60 days from

NCLT approval

E-voting and holding CCM* for creditors and shareholders



* Court convened meeting (NCLT has given dispensation for unsecured creditors)



Filing of Application with NCLT

(Post receipt of Stock Exchange approval)

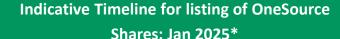


NCLT approval for scheme



CY 2024

Listing of shares of OneSource



*Subject to requisite regulatory approvals



Q2FY25 Earnings Call Details





invites you to interact with the senior management on Q2FY25 Performance

October 24, 2024

4:30pm IST / 12:00pm BST / 7:00am EDT / 7:00pm HKT

Participants from the Management would be:

Arun Kumar

Founder & Executive Chairperson

Badree Komandur

Managing Director & Group CEO

Vikesh Kumar

Group CFO



<u>Click here</u> to pre-register and join without the operator



Join through an operator using dial in numbers

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USA	18667462133		Singapore	8001012045
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Thank You!

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