

# 45<sup>th</sup> Annual General Meeting

18<sup>th</sup> September, 2024



## Jagsonpal Pharmaceuticals Limited

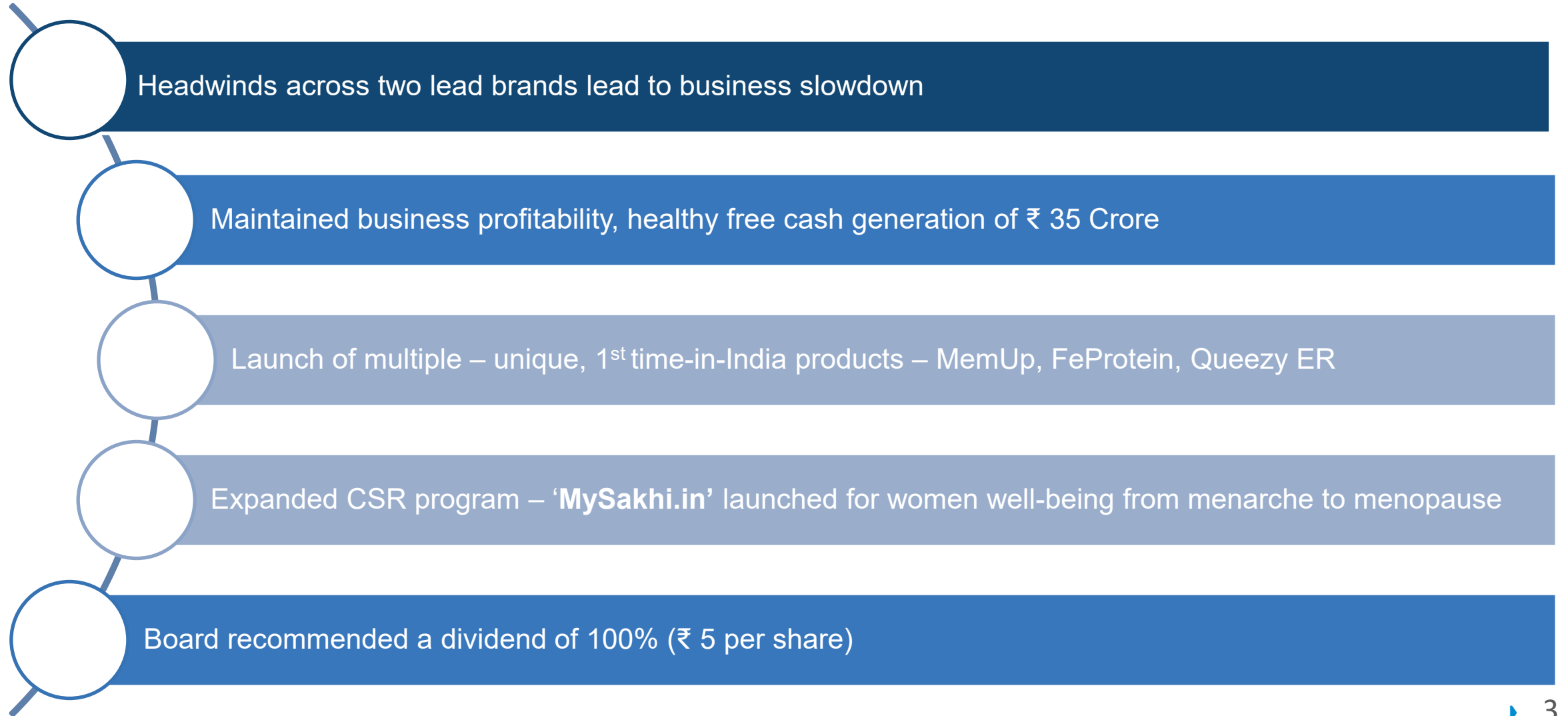
Moving the **Pieces**



# FY24 - Manoeuvring Challenges



## At a glance



# Financial Performance

All values in ₹ Crores

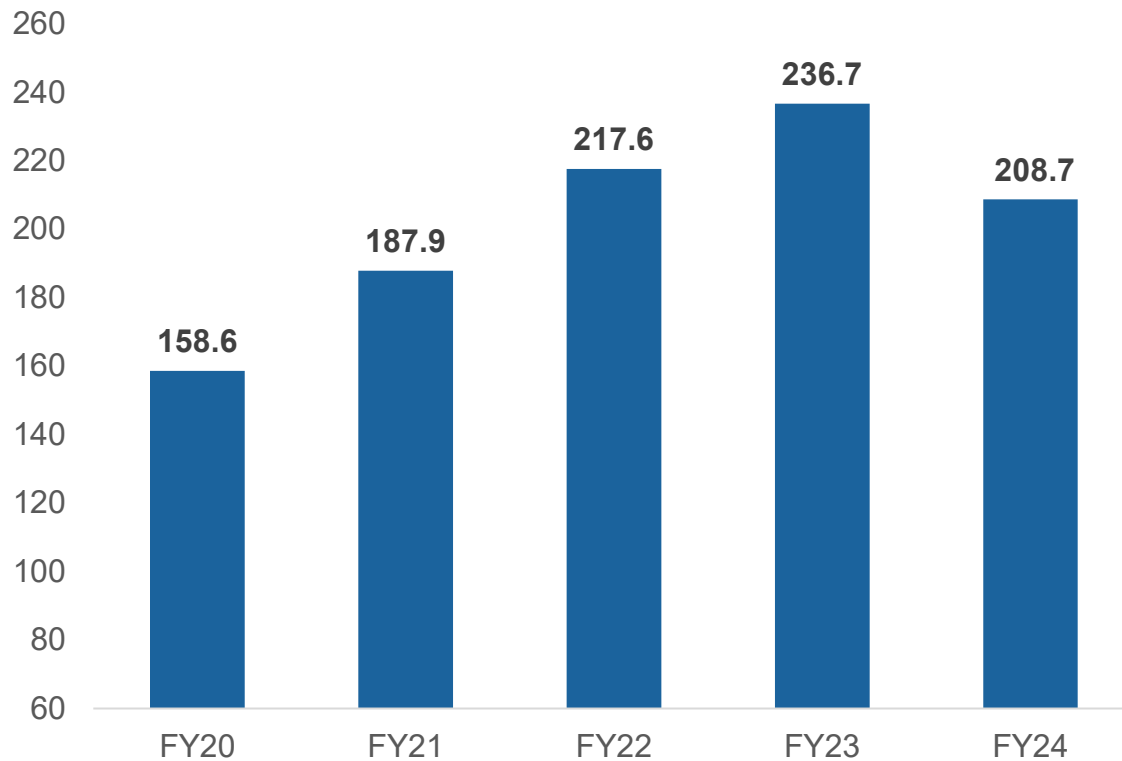
Parameter	Revenue	Op. EBITDA*	Profit Before Tax	Profit After Tax
FY24	208.7	36.4	29.9	22.5
YoY Change	-11.8%	-16.1%	-14.1%	-15.7%

- Operational EBITDA\* margins at 17.4%, decline of 90 bps
  - PAT margins at 10.8%, decline of 50 bps

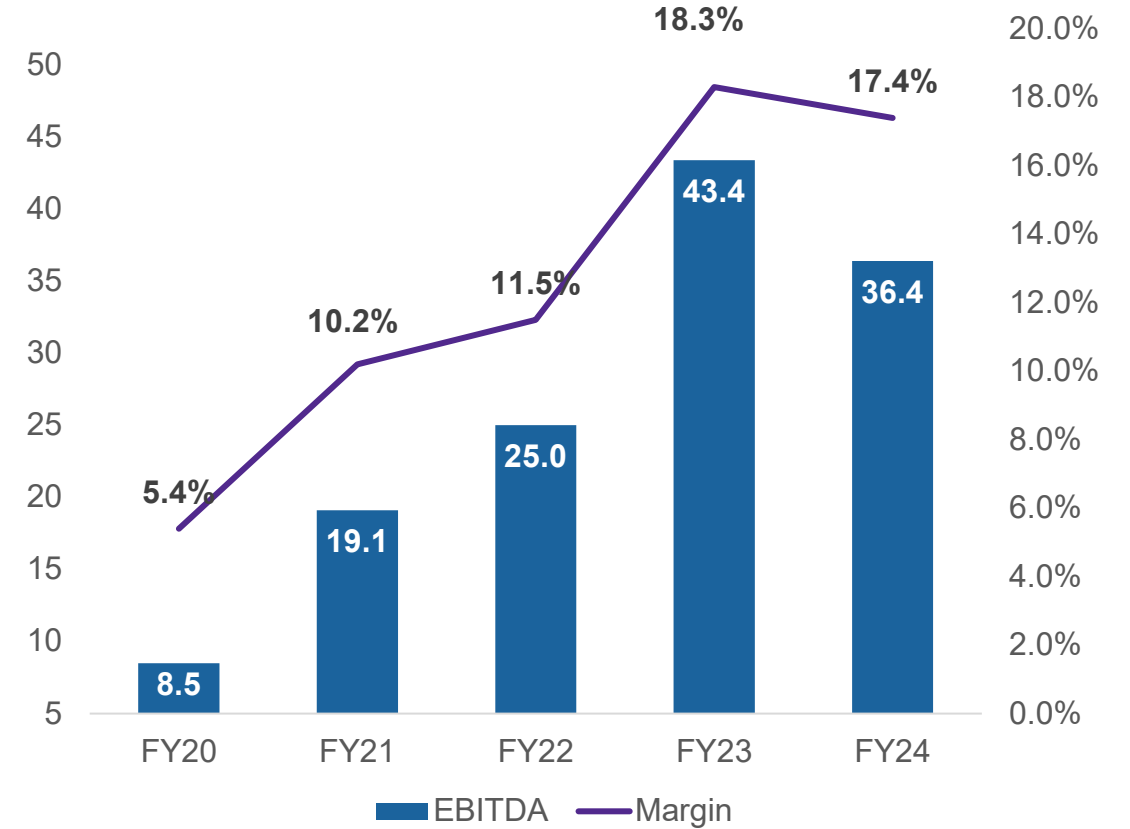
# Performance Trends

All values in ₹ Crores

### Revenue from Operations



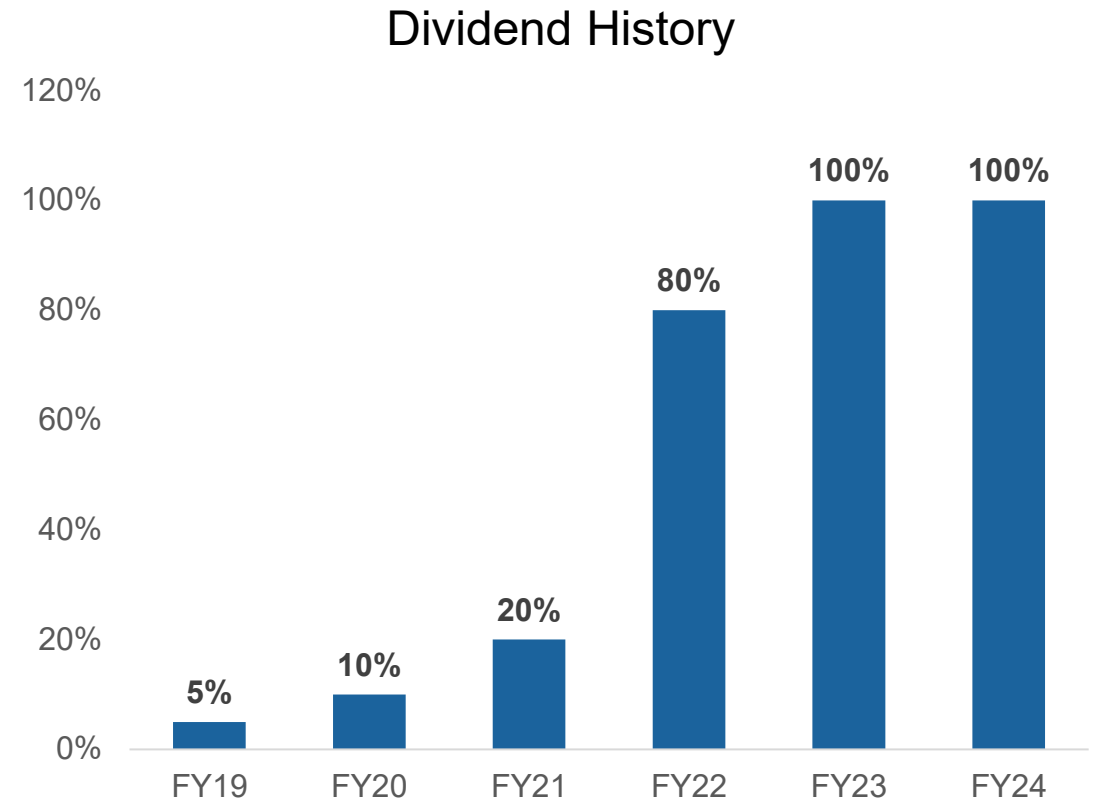
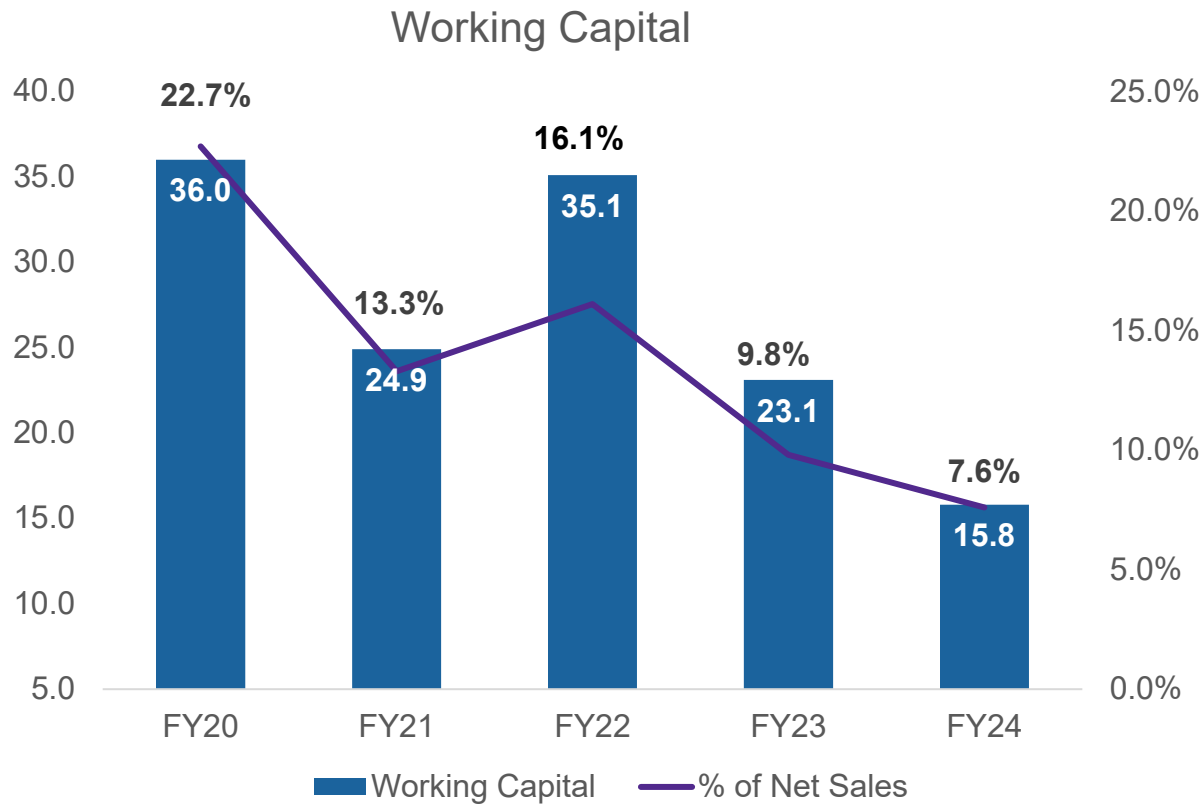
### Operational EBITDA, Margin



\*Operating EBITDA Pre-ESOP

# Improved working capital management, dividend maintained

All values in ₹ Crores



○ Dividend for FY24 is subject to shareholder approval

# FY25 Update



## Gaining momentum

Business back on a growth trajectory – On-track to surpass 30% revenue growth for the year

Acquired India & Bhutan business of Yash Pharma for therapeutic expansion

Successful integration drive margin improvement – Operating margins on track to surpass 20% for the full year

Agreement signed for sale of Faridabad facility, sale to conclude in October

Strong balance sheet position – Net cash to surpass ₹ 150 Cr by year end



# Key Brands Progression (Source: IQVIA)

All values in ₹ Crores

Brand	FY24	FY23	Gr%	Q1FY25	FY24 Qtr Avg.	Gr %
Jagsonpal	293.4	317.6	-8%	78.0	73.4	6%
Ex-Dydrogesterone	262.0	279.4	-6%	71.9	65.5	10%
Indocap	41.2	38.7	7%	14.2	10.4	37%
Maintane Injection	35.1	40.0	-12%	9.8	8.8	11%
Metadec	31.7	32.8	-3%	7.9	7.9	0%
Divatrone	31.3	38.1	-18%	6.1	7.8	-22%
Lycored	26.7	30.1	-11%	7.0	6.7	4%
Endoreg	15.3	13.7	11%	4.4	3.8	16%
Maintane Tablet	14.4	17.2	-16%	3.7	3.6	3%
Equirex	13.6	14.2	-4%	3.9	3.4	15%
Doxypal	12.7	13.0	-2%	2.7	3.2	-16%
JP Tone Syrup	11.7	13.8	-16%	2.9	2.9	0%

# Q1FY25 Financial Performance

All values in ₹ Crores

Parameter	Revenue	Op. EBITDA*	Profit Before Tax	Profit After Tax
FY24	61.4	12.7	7.1	5.3
YoY Change	2.0%	-1.6%	-29.7%	-29.3%

- Operational EBITDA margin at 20.6%
- One time costs pertaining to acquisition impact the net profitability

\*Operating EBITDA Pre-ESOP

# Agenda of the Annual General Meeting



Agenda 1 - Adoption of Audited Financial Statements for the financial year ended March 31, 2024

Agenda 2 - Declaration of Dividend for the financial year ended March 31, 2024

Agenda 3 - To appoint a director in place of Mr. Harsha Raghavan (DIN No. 01761512) who retires by rotation and being eligible, offers himself, for reappointment

Agenda 4 - Ratification of remuneration payable to M/s. Kirit Mehta & Co. Cost Accountants, Cost Auditors of the Company for the financial year ending March 31, 2025

# Thank You



#### **CORPORATE OFFICE**

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