



## FDC Limited

MANUFACTURERS & EXPORTERS OF FOODS, DRUGS & CHEMICALS

Date: November 26, 2021

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

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

Scrip Code: 531599

Symbol: FDC

**Subject: Intimation of Schedule of Analysts/Investors Virtual Conference Meeting under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, this is to inform that the Company has scheduled a Conference meet with the Analysts/Investors through Audio/Video Conferencing on **Thursday, December 02, 2021 at 03:00 p.m. (IST)**. At the said meeting, the FDC team shall discuss on the Half Yearly Business performance of the Company for the Financial Year 2021-2022.

The Investor Presentation is enclosed herewith and the same shall be made available on the Website of the Company i.e. [www.fdcindia.com](http://www.fdcindia.com).

All the participants are requested to pre-register themselves by accessing the below link for Audio/Video Conference Meeting:

Participant Access Link	
Click on the URL	<a href="https://www.cmeeting.com/web3/meetingRegistration/idbEml-t8lzWkzNHXYB5Ew/3EWQ2PWL8RDN3E">https://www.cmeeting.com/web3/meetingRegistration/idbEml-t8lzWkzNHXYB5Ew/3EWQ2PWL8RDN3E</a>

CORPORATE OFFICE : 142-48, S. V. Road, Jogeshwari (W), Mumbai - 400 102. INDIA  
Tel.: +91-22-6291 7900 / 950 / 2678 0652 / 2653 / 2656 • Fax : +91-22-2677 3462  
E-mail : fdc@fdcindia.com • Website : www.fdcindia.com

REGISTERED OFFICE : B-8, M.I.D.C. Industrial Area, Waluj - 431 136, Dist. Aurangabad. INDIA  
Tel.: 0240-255 4407 / 255 4299 / 255 4967 • Fax : 0240-255 4299  
E-mail : waluj@fdcindia.com • CIN : L24239MH1940PLC003176



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The above scheduled meeting shall be subject to changes in case of exigencies, if any.

Kindly take the above information on record.

**For FDC Limited**

VARSHARANI  Digitally signed by  
VARSHARANI RAJARAM KATRE  
RAJARAM KATRE Date: 2021.11.26 18:37:22  
+05'30'

**Varsharani Katre**  
**Company Secretary & Compliance Officer**

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# FDC LIMITED

## Investor Presentation

[www.fdcindia.com](http://www.fdcindia.com)





## DISCLAIMER

This report may contain certain statements that might be considered forward looking. These statements are subject to certain risk and uncertainties, since they are based on certain assumptions and expectations of future events. Actual results may differ materially from those expressed in the statement. The Company cannot guarantee that these assumptions and expectations are accurate and will be realised. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement.



## Platform to deliver sustainable value

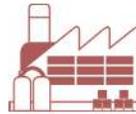
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### Strong Domestic Business

- A. Multiple levers, high growth brands to anchor growth
- B. Zifi – Category Creator in CEFIXIME
- C. Electral - Category creator & sustained leader in Oral Rehydration Salts
- D. Ophthalmology: legacy strength – 3rd highest in volumes
- E. Strong portfolio of functional foods & energy drinks

2



### Best-in-class manufacturing facilities & regulatory track record

- A. Portfolio of high quality manufacturing facilities
- B. Revenues from multiple geographies, exporting to more than 50 countries.

3



### Strong Financials

- A. High Return on Capital Deployed in Business
- B. High financial capacity for growth investing

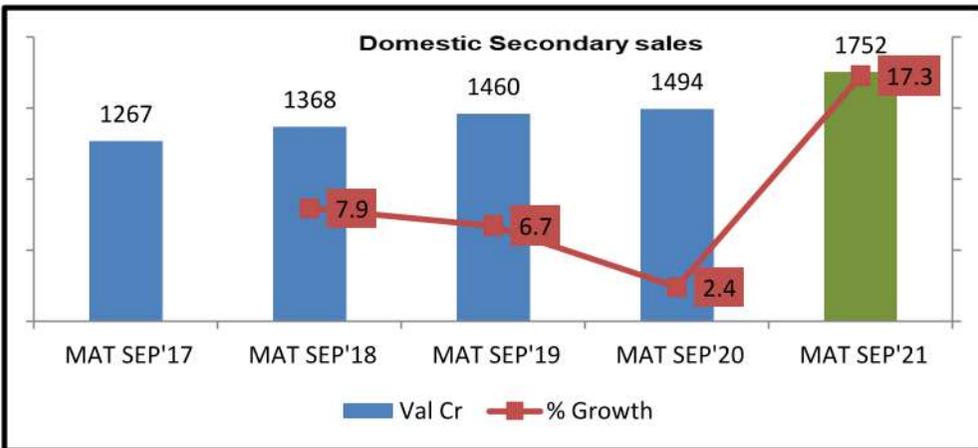


# Multiple Levers to drive growth

## Revenue Mix



Source: Internal Data H1FY22



## Sales & Marketing

4,000 Medical representatives across 9 divisions marketing 130+ products

## Multiple Top Brands to anchor growth

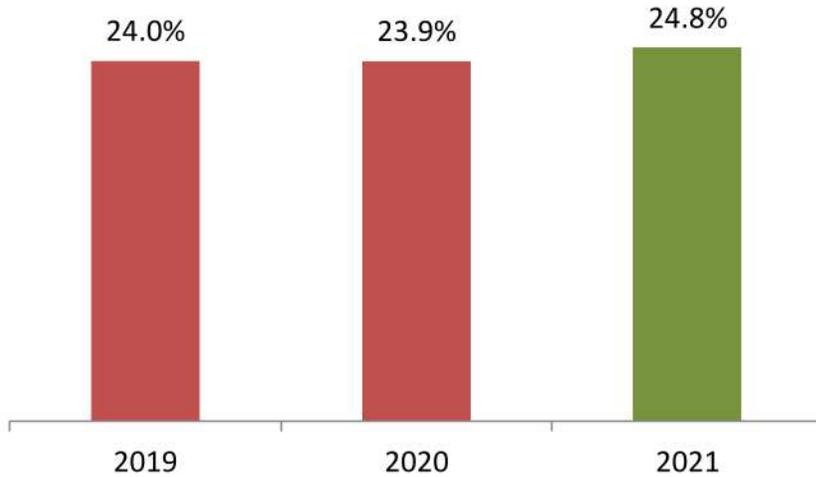
Brand	Molecule	Rank	Rs. Crs	MS %
Zifi	Cefixime	①	284	24.8
Electral	Oral Rehydration	①	283	70.1
Enerzal	Energy Drink	①	113	42.2
Zifi CV	Cefixime + Clavulanic acid	①	54	40.1
Zocon Tab	Fluconazole	①	53	26.7
Amodep AT	Atenolol + Amlodipine	④	47	7.7
Zathrin	Azithromycin	④	63	4.4
Zifi O	Cefixime + Ofloxacin	①	48	11.7
Simyl MCT	Infant Formulas	①	23	78.5
Vitcofol	Folic acid + Cyanocobalamin + Nicotinamide	⑦	78	2.6



# Zifi – Category Leader in CEFIXIME

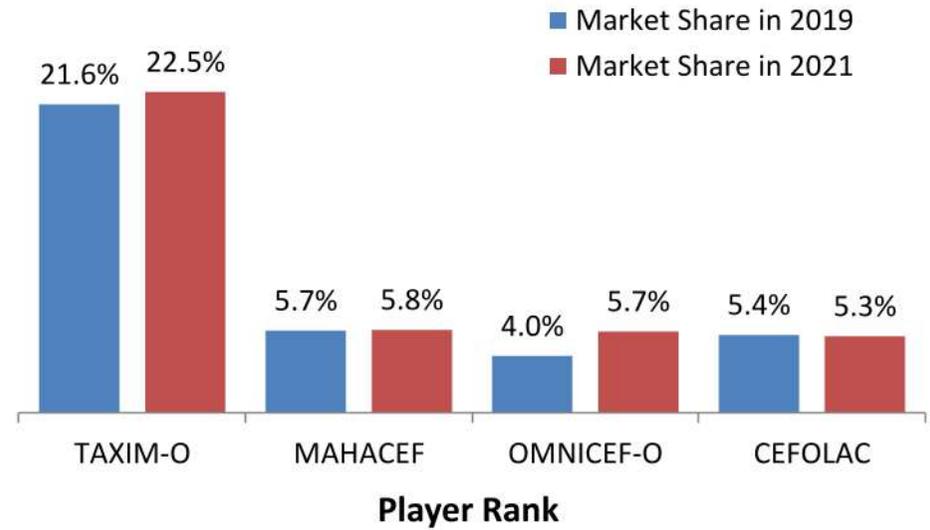
## Zifi – Consistent Category Leader

(Market Share)



## In an otherwise fragmented market

(Market Shares of Other Players)



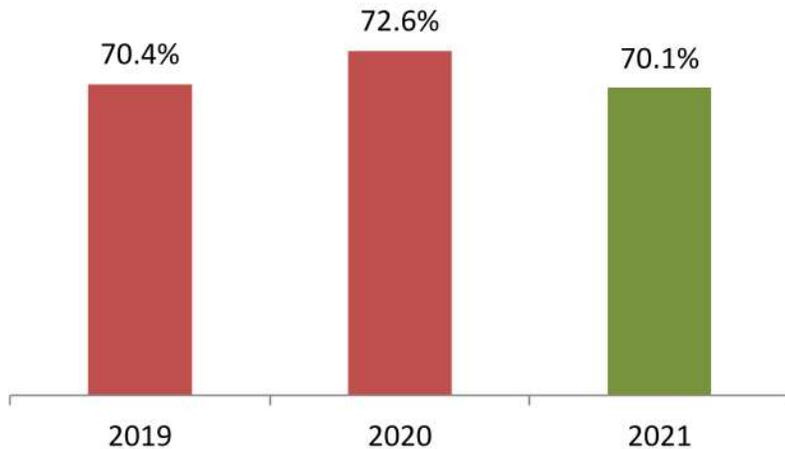
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# Electral – Category Creator & Consistent Leader in Oral Rehydration Salts (WHO Formula)

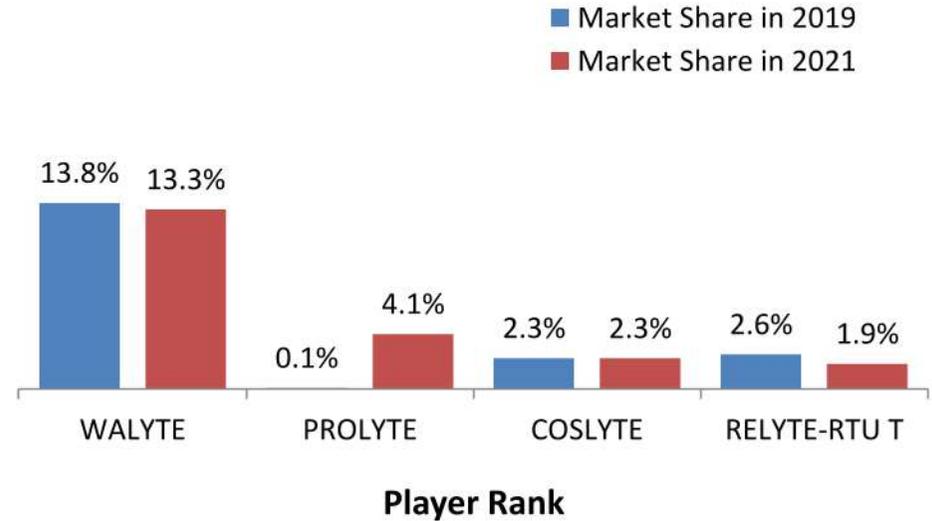
**Electral – Brand synonymous with product category**

(Market Share)

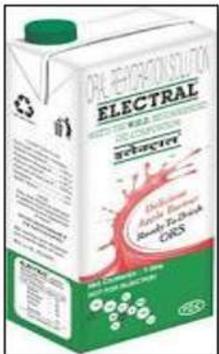


**In an otherwise fragmented market**

(Market Shares of Other Players)



**Multiple SKUs to Driving Consistent Growth**

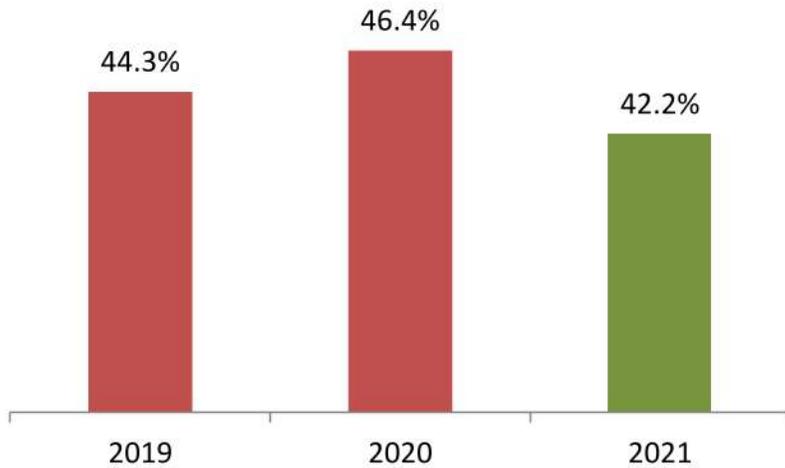




# Enerzal – Category Leader in Energy Drinks

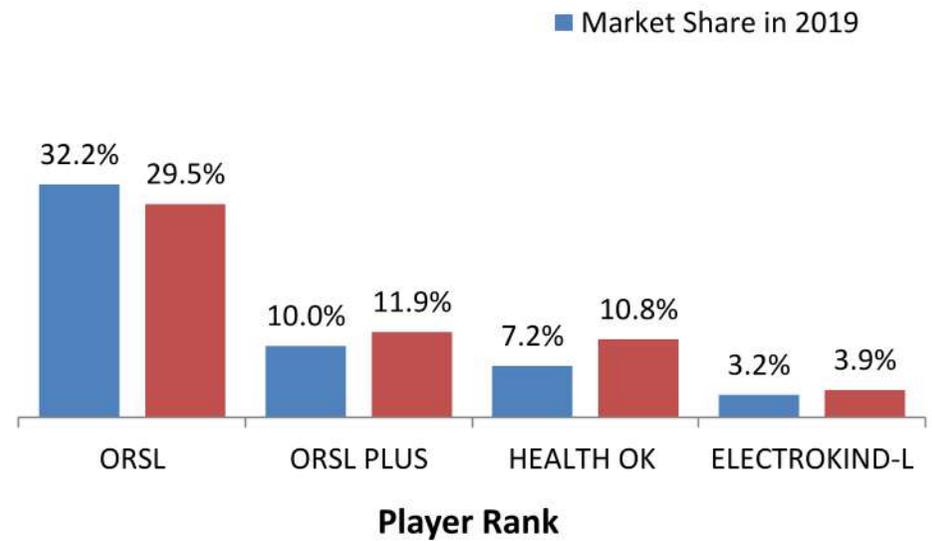
## Enerzal – Consistent Category Leader

(Market Share)



## In an otherwise fragmented market

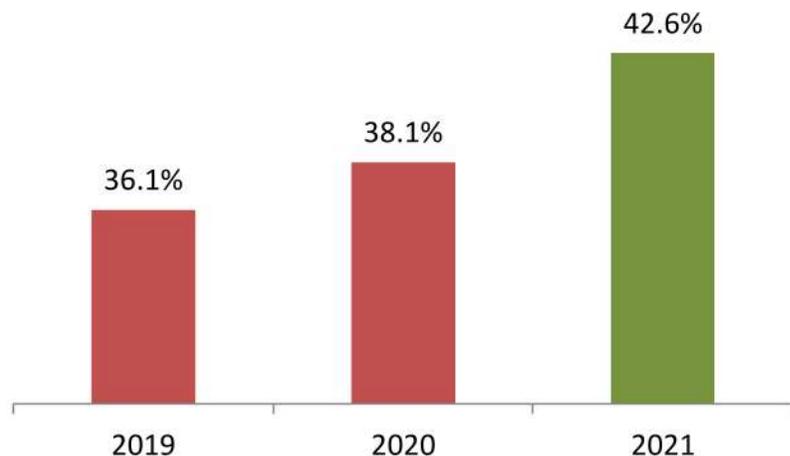
(Market Shares of Other Players)



# Zifi CV – Category Leader in Cefixime and Clavulanate Potassium Combination

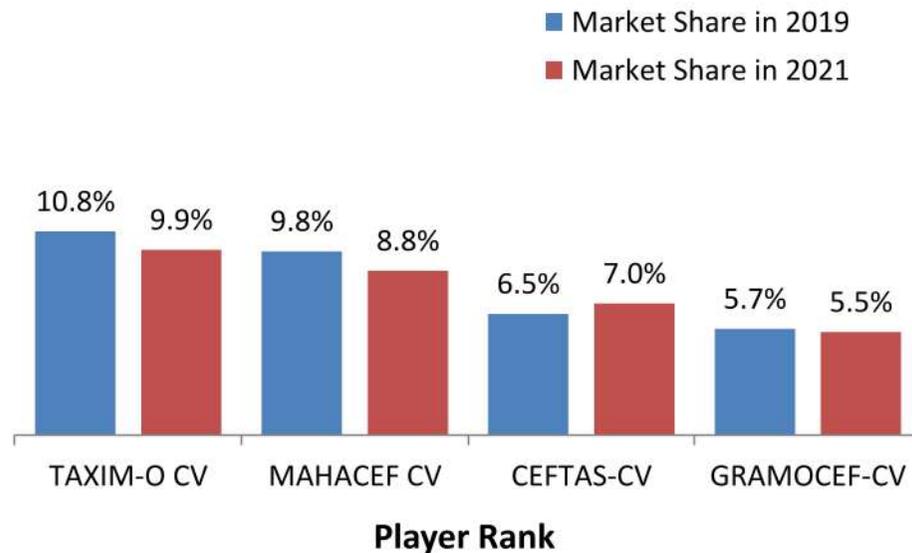
## Zifi CV– Consistent Category Leader

(Market Share)



## In an otherwise fragmented market

(Market Shares of Other Players)



## Rank by Value

Rank	Company
1	ALLERGAN INDIA LTD
2	AJANTA PHARMA LTD
3	SUN + RANBAXY
4	CIPLA LTD
5	NOVARTIS + ALCON
6	ENTOD
7	MICRO
8	INTAS
9	SUNWAYS
10	<b>FDC Limited</b>



## Rank by Volume

Rank	Company
1	CIPLA
2	ALLERGAN INDIA LTD
3	<b>FDC Limited</b>
4	AJANTA Pharma
5	SUN + RANBAXY



## AWACS Highlights – MAT Sept 2021

- As per MAT Sept 2021:
  - ✓ FDC's **Value growth** stands at 22.2% against a market growth of 15.2%.
  - ✓ FDC's **Volume growth** stands at 16.6% against a market growth of 7.1%.
- FDC is ranked the 5<sup>th</sup> fastest growing company, among the top 25 corporates, in terms of Value.
- In terms of Volume growth, FDC is ranked the 4<sup>th</sup> fastest growing company, among the top 25 corporates.

## Functional Foods Brands





# New Launches in FY21

## Covid-19 Special Launches



## Other Launches





## Manufacturing Facilities & Regulatory Highlights -1

### Location



Waluj

### Products

- ◆ Sterile ophthalmic preparations
- ◆ Oral Liquids
- ◆ Oral Rehydration Salts
- ◆ External Powders

### Regulatory Approvals

- ◆ Ophthalmic facility is MHRA GMP approved, Undergone 7 MHRA inspections between 2003 and Sep 2021. Recent virtual inspection was completed between Sep 6-9, 2021 and the Company also received GMP Certificate in November 2021.
- ◆ Cleared 6 USFDA inspections since 2005, received Establishment Inspection Report (EIR)



Goa 1 & 2

- ◆ Oral Solid Dosages (Tablet/ Capsules)
- ◆ Oral Rehydration Salts

- ◆ MHRA GMP approved for capsule manufacturing; last MHRA inspection in Sep 2019
- ◆ cGMP compliant as per PIC/S Malaysia, last inspection in September 2017
- ◆ GMP compliant by MCA-Zimbabwe, last inspection in Sep 2019



# Manufacturing Facilities & Regulatory Highlights -2

## Location



**Goa 3**

## Products

- ◆ Oral Solid Dosages (Tablet)

## Regulatory Approvals

- ◆ MHRA GMP approved; last MHRA inspection in Sep 2019
- ◆ cGMP Compliant by PIC's Malaysia. Last inspection in May 2017



**Roha**

- ◆ Active Pharmaceutical Ingredients (APIs)

- ◆ USFDA approved
- ◆ WHO
- ◆ CEP



# Manufacturing Facilities & Regulatory Highlights -3

## Location



**Sinnar**

## Products

- ◆ Oral Rehydration Salt
- ◆ Food Plant
  - ◆ Ready to drink – Energy drink
  - ◆ Nutraceuticals
  - ◆ Protein supplements, Spray dried infant milk supplement

## Regulatory Approvals

- ◆ WHO, Unicef, Tanzania, Ethiopia, Malawi
- ◆ FSSAI, BIS.
- ◆ Certified ISO 22000:2005-Food Safety Management System.



**Baddi**

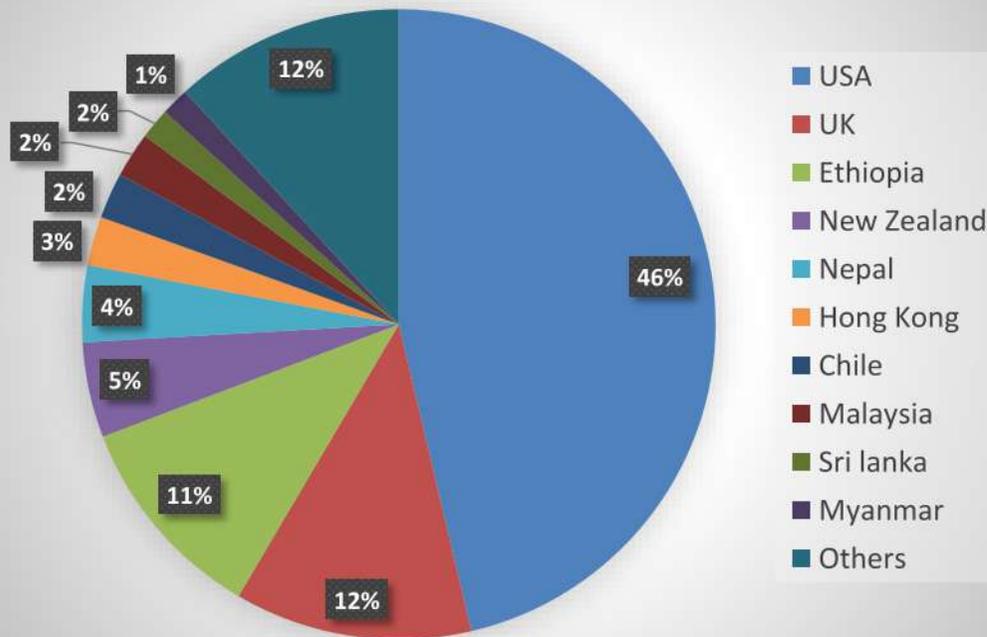
- ◆ Cephalosporin Oral Solids
- ◆ Oral Powders
- ◆ Oral Liquids

- ◆ WHO approved, USFDA compliant

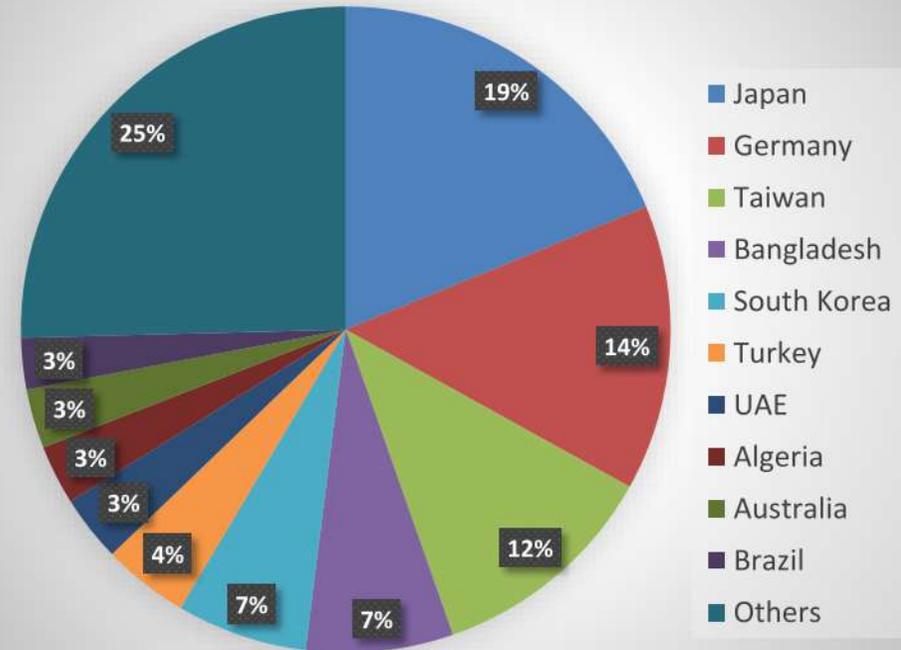


# TOP 10 Countries for Export Sale of APIs & Formulations

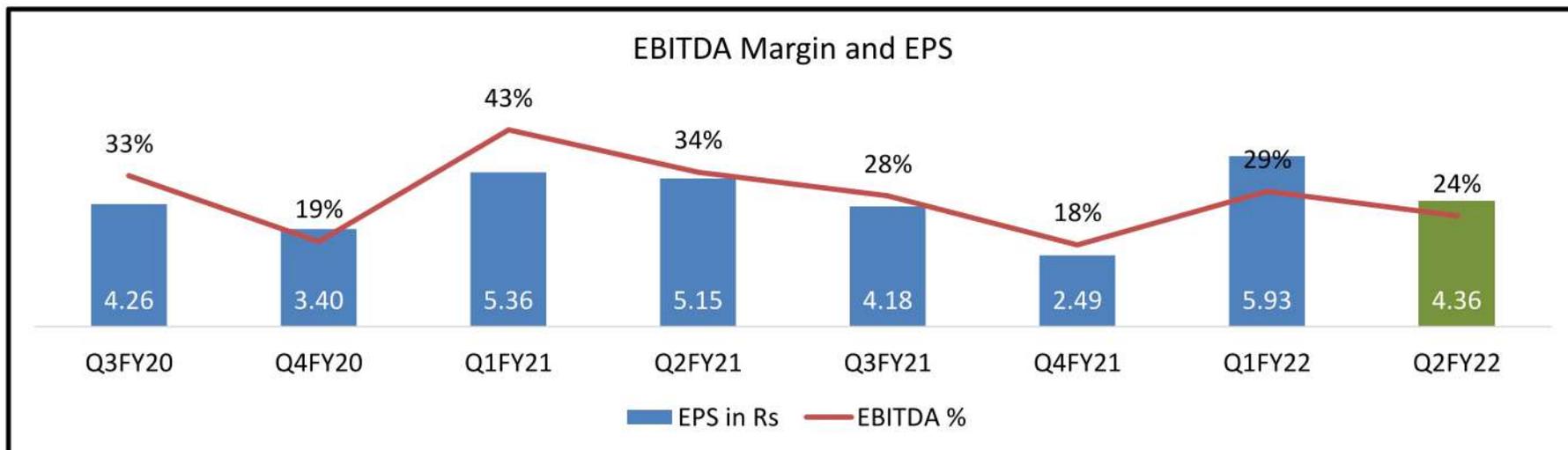
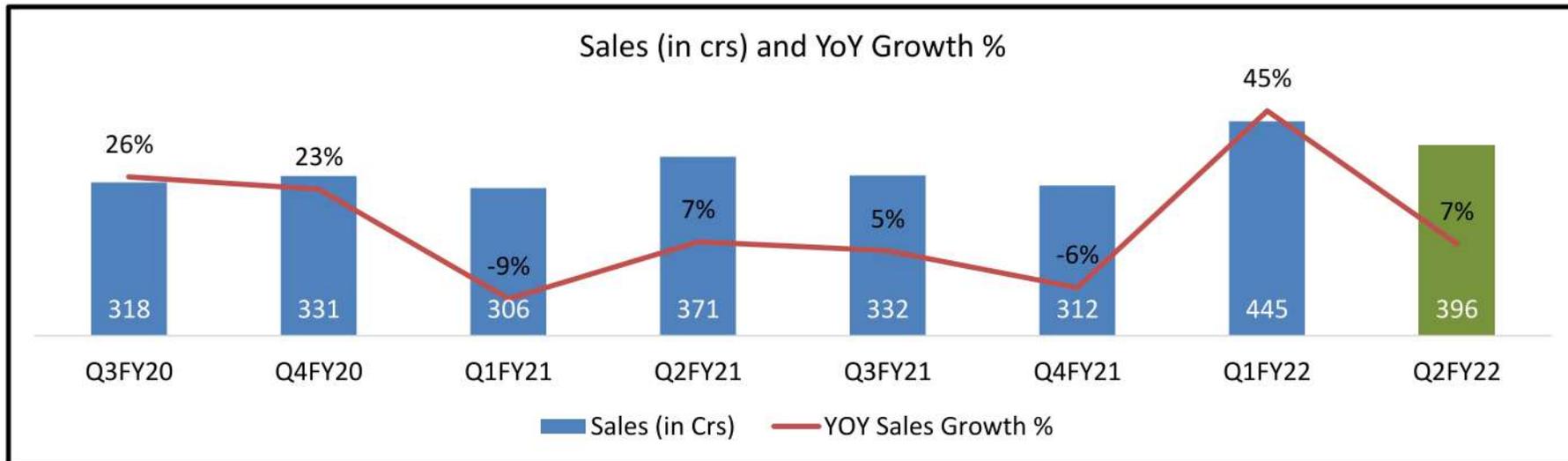
Export Formulation Sales H1FY22



Export API Sales H1FY22



## Quarterly Performance





## Half Yearly Performance

in crs. (except RPS)	H1FY22	H1FY20	YoY %
Revenue from operations	841.25	681.63	23%
Other income	54.01	46.74	16%
<b>Total Income</b>	<b>895.26</b>	<b>728.37</b>	<b>23%</b>
Operating Expenses	655.06	470.49	39%
EBITDA	240.20	257.87	-7%
Finance Cost	1.52	1.57	-3%
Depreciation	18.93	19.01	0%
Profit before Tax	219.75	237.29	-7%
Taxes	46.09	55.54	-17%
Profit after Tax	173.66	181.75	-4%
<b>EPS (not annualized)</b>	<b>10.29</b>	<b>10.63</b>	<b>-3%</b>

## Financial Summary – 5 Year Scenario

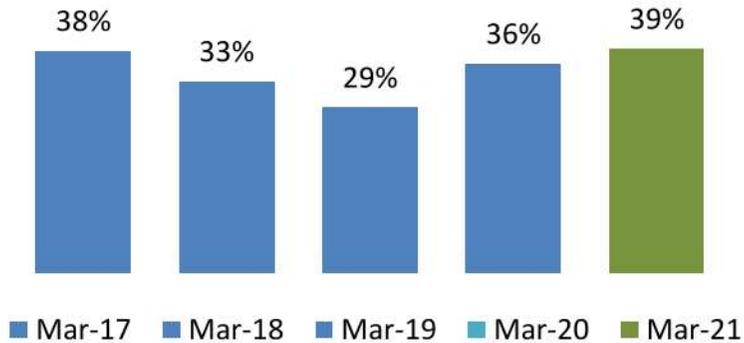
Figures in INR Crores	FY17	FY18	FY19	FY20	FY21
Total Sales	1,046	1,070	1,076	1,323	1,316
Domestic Sales	883	926	902	1,064	993
International Sales	163	144	173	259	323
<i>Sales Growth</i>	5%	2%	0.55%	23%	-0.53%
Operating Expenditure	804	851	856	1,048	1,001
<b>EBITDA</b>	<b>292</b>	<b>270</b>	<b>275</b>	<b>366</b>	<b>421</b>
<i>EBITDA Margins</i>	28%	25%	26%	28%	32%
<b>Net Profits</b>	<b>187</b>	<b>168</b>	<b>171</b>	<b>247</b>	<b>294</b>



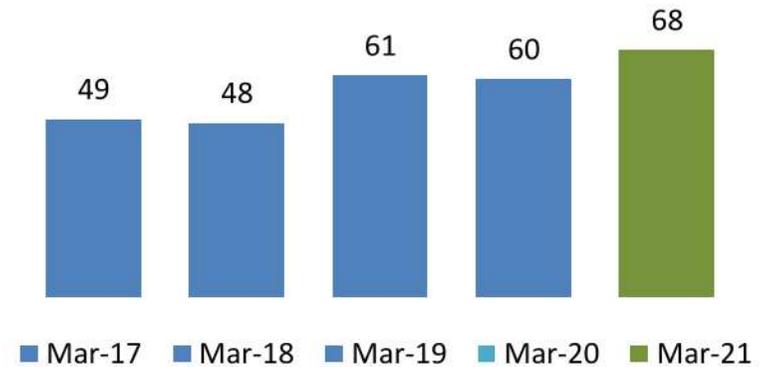
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## Best in Class Operating Financials

### Core RoE %



### Working Capital Days



### Book Value (Rs)



### Free Cash Flow per share (Rs)





For updates and company information, please visit our website i.e. [www.fdcindia.com](http://www.fdcindia.com)

For specific queries, kindly email on [investors@fdcindia.com](mailto:investors@fdcindia.com)



**Thank You!**

