

Jagsonpal Pharmaceuticals Limited

Corporate Presentation

February 2022

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Jagsonpal Pharmaceuticals at a Glance

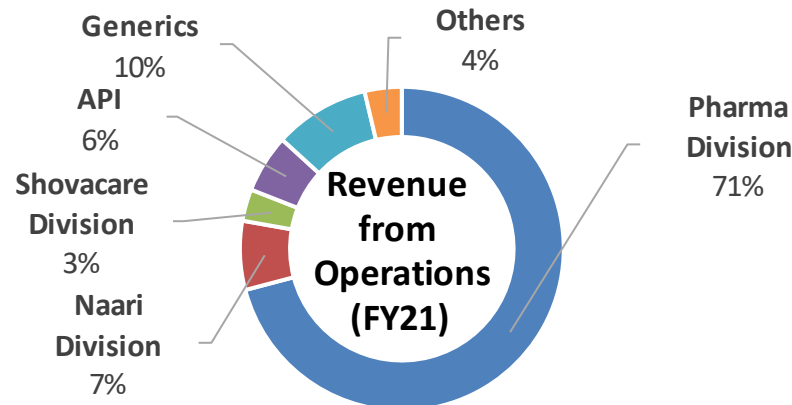
Founded in **1964**, track record of **~47** years

FY21 Revenue from Operations⁽¹⁾: **INR 188cr.**
 FY21 EBITDA⁽¹⁾: **INR19cr.**
 FY21 PAT: **INR17cr.**

70%+
 Focus on Gynaec and Orthopedic Therapy Segments⁽²⁾

Field force of **600+** personnel

5+ Brands
 among top 10 brands with **#1/#2** Market Positions



Divisional Overview

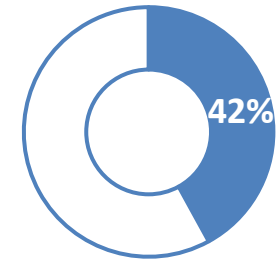
Division	Brief Overview	Key brands	Revenue contribution within formulations business (FY21) ⁽¹⁾
Pharma Division	Houses major brands across various specialties such as gynecology, ortho and anti-biotics among others	<ul style="list-style-type: none"> ■ Maintaine ■ Indocap ■ Lycored ■ Metadec 	88%
Naari Division	Dedicated gynecology division with doctor coverage targeted towards gynecologists and GP / CPs with gynec focus	<ul style="list-style-type: none"> ■ Endoreg ■ Cystelia ■ Fibrystone 	8%
Shovacare Division	OTC division of Jagsonpal	<ul style="list-style-type: none"> ■ Ringcutter 	4%

Overview of Gynecology Portfolio

Overview

- Product portfolio with indications including female infertility, pregnancy supervision, uterine dysfunction, irregular menstruation
- In addition to the key brands below, Company has recently launched two **Dydrogesterone** formulations under the brand names **Divatrone** and **Proretro** in August 2021
- More than 2,000 doctors** have already started prescribing Jagsonpal's Dydrogesterone
- Expected to be a **key growth driver** going forward

FY21 Revenue Contribution⁽²⁾



Key Brands

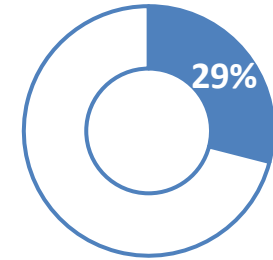
Brands	Maintaine Inj	Maintaine Tab	Lycored	Endoreg	Fibrystone
Indication	Threatened, Habitual and Spontaneous Abortion, Preterm Delivery	Threatened, Habitual and Spontaneous Abortion, Pre Eclampsia, IUGR	Male & Female Infertility, Preeclampsia, IUGR, Oxidative Stress	Endometriosis, EAPP, Primary & Secondary Dysmenorrhea, Pre- and Post-Operative	Uterine Fibroids, Pre-Operative for Fibroids
IPM Rank (June-21) ⁽¹⁾	#2	#1	#2	#4	#8
Domestic Market Share (June-21) ⁽¹⁾	19%	49%	14%	10%	2%
MAT June-21 Sales ⁽¹⁾	INR 20Cr.	INR 12Cr.	INR 18Cr.	INR 6Cr.	INR 3Cr.

Overview of Orthopedic Portfolio

Overview

- Product portfolio with indications including osteoarthritis, arthritis, rheumatoid arthritis and gout

FY21 Revenue Contribution⁽²⁾



Key Brands

Brands	Indocap	Metadec	COLLA-2 (New Launch)
Indication	Arthritis, Back Pain, Gout, Ankylosing Spondylitis, Headaches	Osteoporosis, Fracture Healing	Osteoarthritis, Joint Pain
IPM Rank (June-21) ⁽¹⁾	#1	#2	#22
Domestic Market Share (June-21) ⁽¹⁾	68%	13%	1%
MAT June-21 Sales ⁽¹⁾	INR 23Cr.	INR 20Cr.	INR 2Cr.

Footnote: (1) Source: AIOCD MAT Jun'21; (2) Denominator is Revenue from Operations excluding Generics, API and Others Division

Financial Performance

INR Cr. (FYE March)	FY20	FY21	% YoY Growth	9MFY21	9MFY22	% YoY Growth
Revenue from Operations⁽¹⁾	159	188	19%	145	174	20%
EBITDA⁽¹⁾	9	19	123%	14	25	80%
<i>% Margin</i>	<i>5%</i>	<i>10%</i>		<i>10%</i>	<i>14%</i>	
PAT	8	17	116%	12	20	64%
<i>% Margin</i>	<i>5%</i>	<i>9%</i>		<i>8%</i>	<i>11%</i>	

Potential Levers for Future Growth and Operational Improvement Initiatives

- Management has identified potential growth levers and operational improvement initiatives. The implementation of the growth levers and initiatives could contribute to high-teens revenue growth over the next 5 years⁽¹⁾ and EBITDA margins above 20%
- The growth levers include:
 - Increasing market penetration for existing products
 - Extending geographic reach of existing products to new markets
 - Identifying new indications for existing products
 - Launching adjacent therapies in women’s health and orthopedic segments
 - Expanding into new therapeutic areas where the company is not currently present
- The growth levers are supported by operational improvement initiatives including:
 - Improvement in salesforce productivity, leading to higher PCPM⁽²⁾ sales
 - Closure of Faridabad plant, resulting in lower operational costs
 - Shift from existing depot model to C&F model, resulting in lower distribution costs

Thank you