

May 15, 2025

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

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

**Scrip Code: 524558**

**Scrip Code: NEULANDLAB; Series: EQ**

Dear Sir/Madam,

**Sub: Investors/Analysts Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the presentation to the Investors/ Analysts on the Financial Results of the Company for the quarter and year ended March 31, 2025.

The presentation is also being uploaded on the website of the Company at [www.neulandlabs.com](http://www.neulandlabs.com).

This is for your information and records.

Yours sincerely,  
For **Neuland Laboratories Limited**

**Sarada Bhamidipati**  
**Company Secretary**

*Encl: As above*

# Neuland Laboratories Limited

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Investor Presentation  
Q4FY25 & FY25

# SAFE HARBOUR

*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.*

# Table of Content





# Q4FY25 & FY25 Highlights



## **SUCHETH DAVULURI**

*"We saw marginal decrease in topline in FY25 as compared to FY24. which is further reflected in terms of the decline in operating margins. Nevertheless, these results are in line with our initial outlook at the start of the year regarding our expectations for FY25. During the course of the year we have committed to making investments which will significantly drive our growth in the medium and long term. Neuland continues to be recognized for its capabilities and quality track record, and we have good visibility on short and long term growth"*

## **SAHARSH DAVULURI**

*"The CMS revenues of Rs. 637 crores were largely driven by molecules in the commercial segment. Even though the revenues have declined this year, we continue to see good traction in business from a wider range of customers Our peptide investment plan is on track. We continue to garner more projects in this space which further validates our excitement about the opportunities that the segment holds. At an overall level, we have molecules in our portfolio which are currently at the take off stage, therefore we expect our growth trajectory to resume in FY26."*



# Business and Financial Highlights



## FY25 Business and Financial Highlights

### CMS

CMS revenues driven by commercial molecules.

Increasing interest from Biotech's leading to increase in early-stage projects

### GDS

Specialty business driven by Paliperidone and Dorzolamide

In Prime segment Mirtazapine, Levetiracetam, and Escitalopram were the key molecules

### Safety and Sustainability

S&P ESG rating of 70

Neuland Labs' Manufacturing Unit III, has been awarded the prestigious Sword of Honour by the British Safety Council

### Free Cash Flow (FCF) generation and utilisation

Generated Free Cash Flow of Rs. 111 crores during FY25

Capex Investment of Rs. 206.4 crores in FY25 vs Rs. 143.7 crores in FY24

### Working Capital

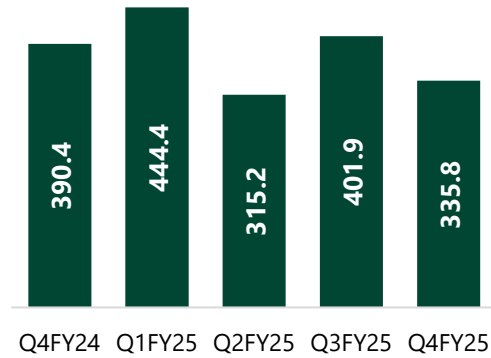
Working capital days of sale at 107 days in Q4FY25 as against 111 days in Q3 FY25, mainly on account of decrease in receivable days.



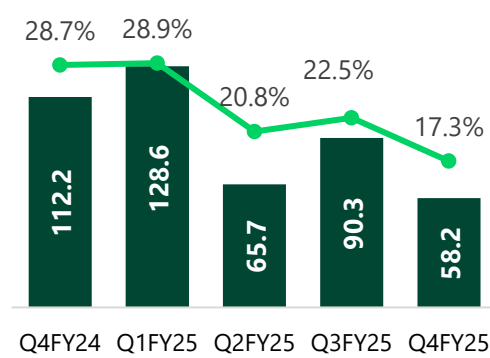
# Q4FY25 Financial Highlights



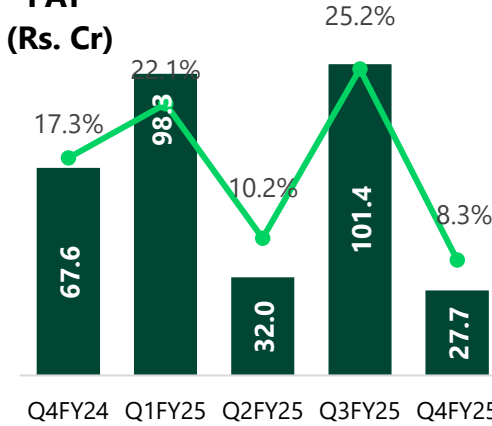
**Total Income  
(Rs. Cr)**



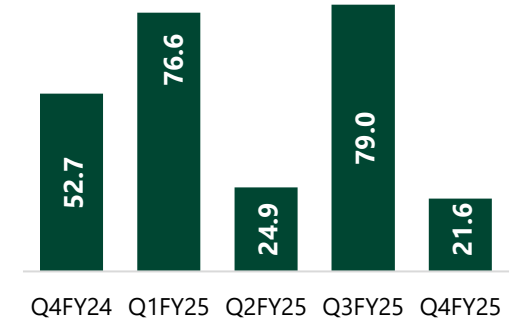
**EBITDA  
(Rs. Cr)**



**PAT\*  
(Rs. Cr)**



**EPS  
(Rs.)**



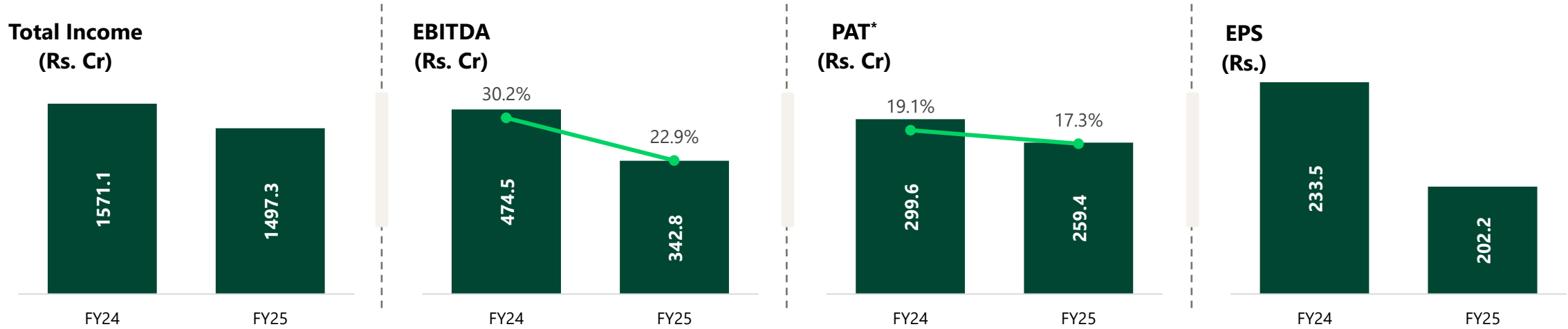
## Financial Highlights

- Total Income for Q4FY25 at Rs. 335.8 crore (-14.0% YoY)
- EBITDA for Q4FY25 at Rs. 58.2 crore (-48.1% YoY)
- EBITDA Margin for Q4FY25 at 17.3% (decreased by 1140 bps YoY)
- PAT for Q4FY25 at Rs. 27.7 crore (-59.0% YoY)\*
- Net Debt stood at Rs. (228.7) crore as at Q4FY25 end compared to Rs. (32.6) crore as at Q4FY24 end and Rs (185) crore as at Q3FY25 end

\*Q3FY25 and Q1FY25 Includes exceptional item of profit on investment property of Rs. 55.8 crores and Rs. 20.6 crores respectively



# FY25 Financial Highlights



## Financial Highlights

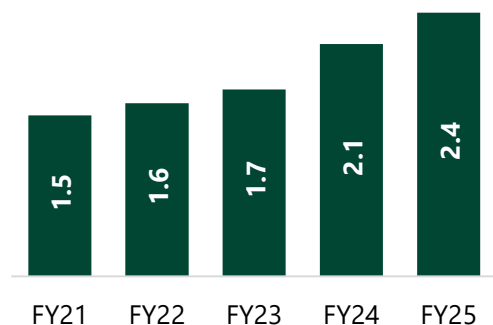
- Total Income for FY25 at Rs. 1,497.3 crore (-4.7% YoY)
- EBITDA for FY25 at Rs. 342.8 crore (-27.8% YoY)
- EBITDA Margin for FY25 at 22.9% (decreased by 730 bps YoY)
- PAT for FY25 at Rs. 259.4 crore (-13.4% YoY)\*
- Net Debt stood at Rs. (228.7) crore as at FY25 end compared to Rs. (32.6) crore as at FY24 end

\*FY25 Includes exceptional item of profit on transfer of investment property of Rs. 76.4 crores

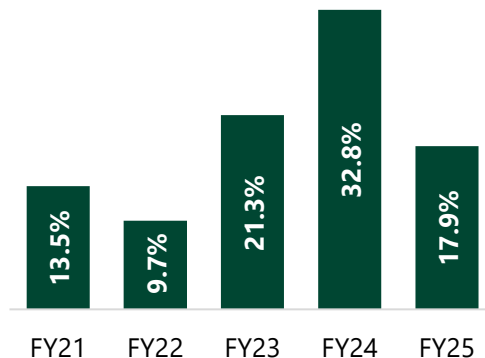
# Key Balance Sheet Metrics



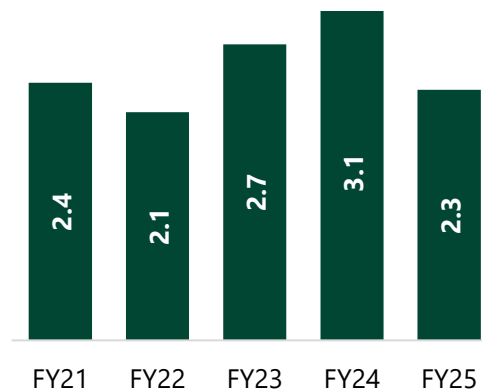
Current Ratio(x)



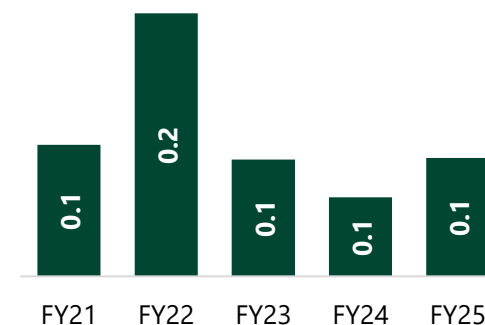
ROCE (%)



Fixed Asset Turnover (x)



Debt to Equity (x)



Particulars (Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Shareholder's Funds	781.9	835.6	988.4	1,276.5	1,517.8
Net Debt*	152.2	212.0	63.0	-32.6	-228.7
Tangible Assets (including CWIP and Investment property)	437.9	497.2	511.2	575.4	698.2
Working Capital	308.6	376.9	463.0	525.4	440.6

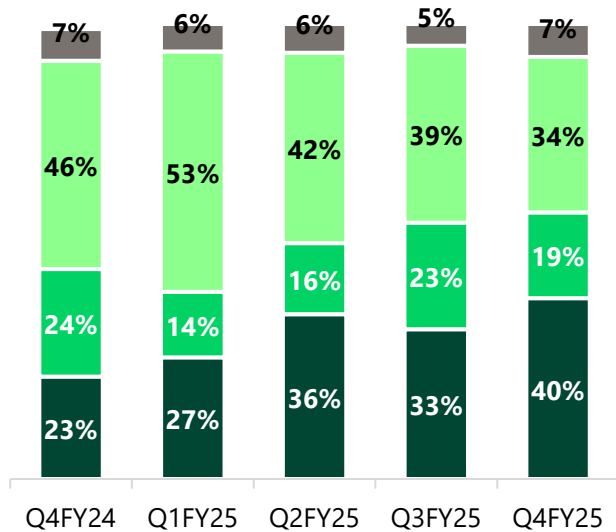
\*Net debt includes investment in Mutual Fund

# Key Operating Metrics Q4FY25



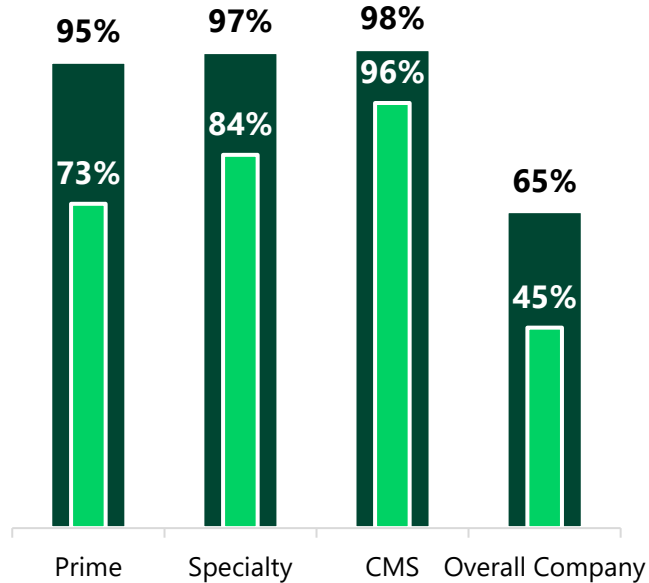
**Segment Revenue**

- Prime
- Specialty
- CMS
- Others



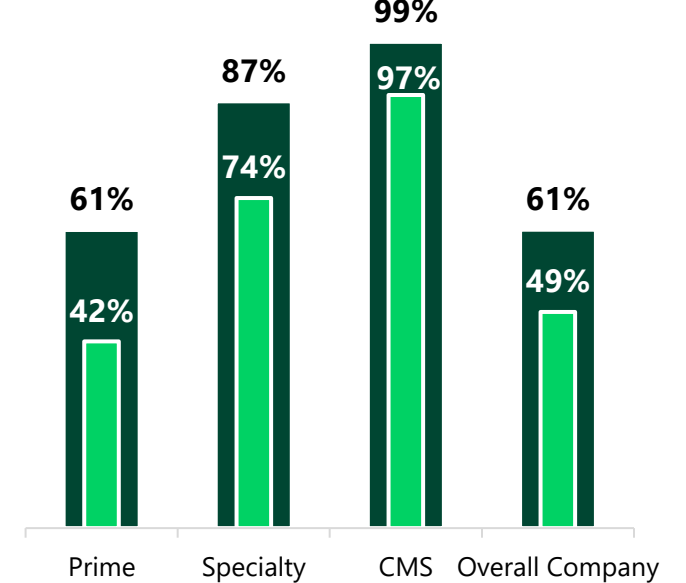
**Top 10 & Top 5 Products**

- Top 10
- Top 5



**Top 10 & Top 5 Customers**

- Top 10
- Top 5



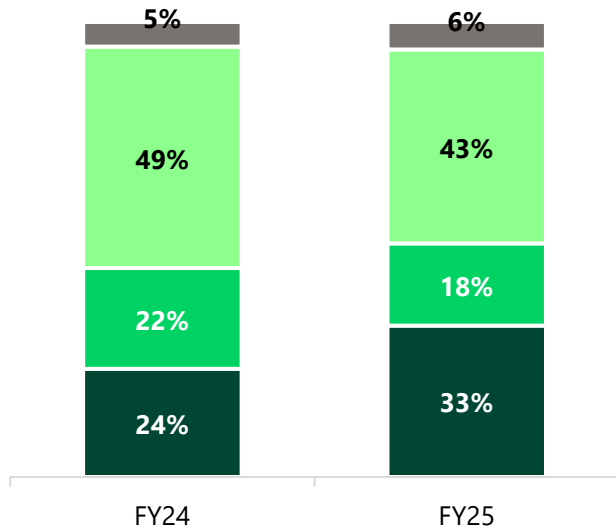
- Steady shift from low margin Prime to high margin Specialty and CMS segments
- CMS business caters to Innovator customers on an exclusive basis, developing and manufacturing APIs/Intermediates in line with rigorous customer expectations hence is highly concentrated in terms of customers
- Specialty segment works on complex products and technologies, hence has a focused approach towards select customers

# Key Operating Metrics FY25



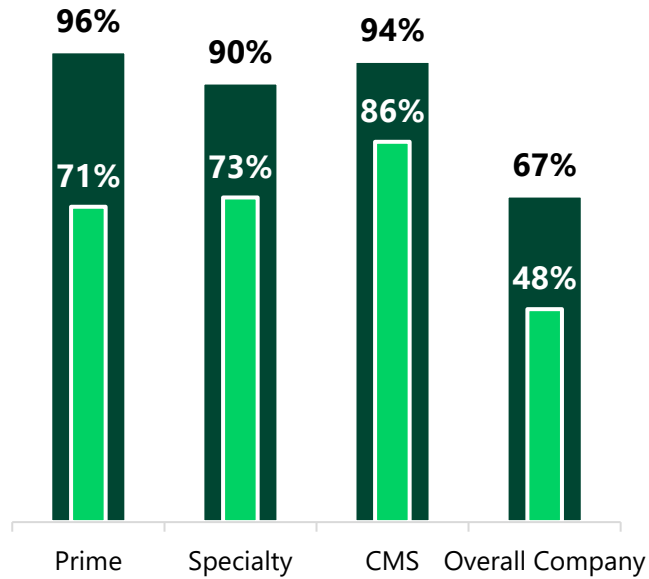
Segment Revenue

■ Prime  
■ Specialty  
■ CMS  
■ Others



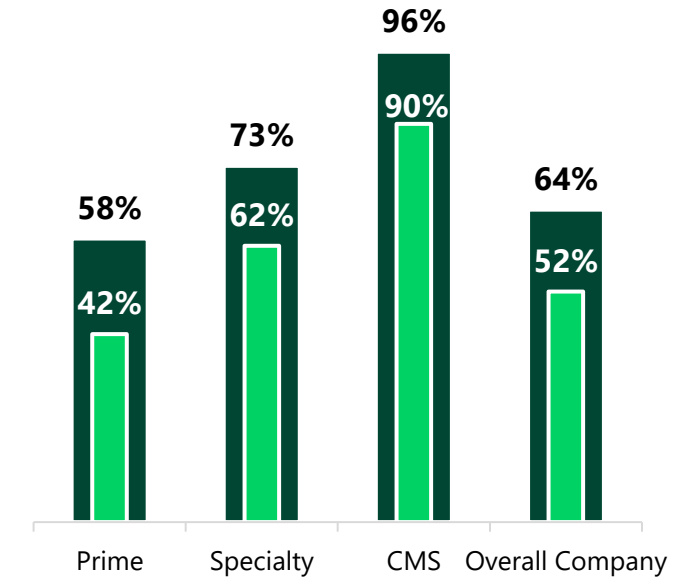
Top 10 & Top 5 Products

■ Top 10  
■ Top 5



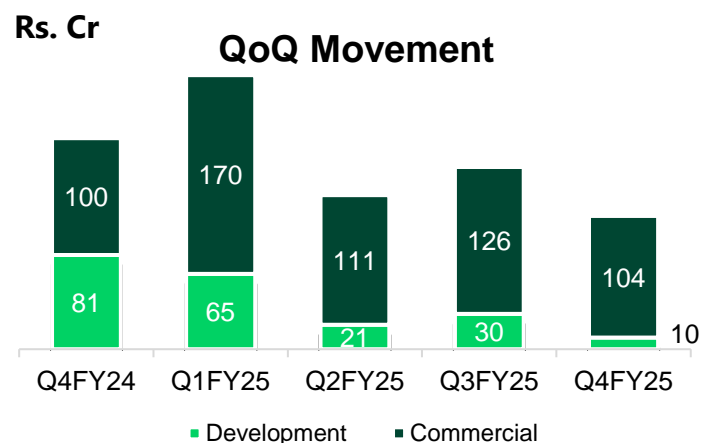
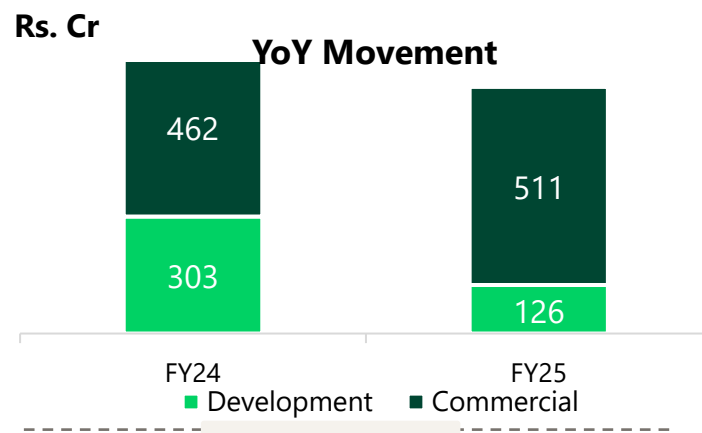
Top 10 & Top 5 Customers

■ Top 10  
■ Top 5



- Steady shift from low margin Prime to high margin Specialty and CMS segments
- CMS business caters to Innovator customers on an exclusive basis, developing and manufacturing APIs/Intermediates in line with rigorous customer expectations hence is highly concentrated in terms of customers
- Specialty segment works on complex products and technologies, hence has a focused approach towards select customers

# CMS – Revenue Split & Number of Active Projects



## No. of active CMS projects

Q4 FY25	Pre-Clinical	P-1	P-2	P-3	Pre-Reg/Reg	Commercial	Grand Total
API	14	12	13	4	4	9	56
Intermediate	7	8	7	4	5	10	41
<b>Grand Total</b>	<b>21</b>	<b>20</b>	<b>20</b>	<b>8</b>	<b>9</b>	<b>19</b>	<b>97</b>

Q4 FY24	Pre-Clinical	P-1	P-2	P-3	Pre-Reg/Reg	Commercial	Grand Total
API	8	8	12	3	8	8	47
Intermediate	8	4	9	4	6	10	41
<b>Grand Total</b>	<b>16</b>	<b>12</b>	<b>21</b>	<b>7</b>	<b>14</b>	<b>18</b>	<b>88</b>

Q4 FY23	Pre-Clinical	P-1	P-2	P-3	Pre-Reg/Reg	Commercial	Grand Total
API	15	5	7	4	8	9	48
Intermediate	10	4	4	2	7	12	39
<b>Grand Total</b>	<b>25</b>	<b>9</b>	<b>11</b>	<b>6</b>	<b>15</b>	<b>21</b>	<b>87</b>

Q4 FY22	Pre-Clinical	P-1	P-2	P-3	Pre-Reg/Reg	Commercial	Grand Total
API	14	3	7	7	8	8	47
Intermediate	7	5	2	0	8	12	34
<b>Grand Total</b>	<b>21</b>	<b>8</b>	<b>9</b>	<b>7</b>	<b>16</b>	<b>20</b>	<b>81</b>

- Pre-clinical to P-3: Neuland generates revenue by process research & development as well manufacturing quantities for clinical trials
- \*Pre-Reg/Reg: Phase-3 complete; Molecules filed but not yet commercial (Earlier labelled as 'Development') or where customer working towards adding Neuland as a second source for a commercial molecule
- Commercial: Neuland generates revenues by manufacturing APIs for commercial novel molecules for innovators
- Steady trend in molecules transitioning from clinical phases to commercialisation resulting in increase in revenue from commercial products



# Company Overview

# Company Overview



Established in

**1984**

40 years in API manufacturing  
and development



Total reactor volume of  
**11,74,000  
Liters**



**~1700**  
Employees, 360  
Scientists in R&D



Facilities  
Inspected by  
USFDA, EMA,  
PMDA, Rx-360,  
TGA, KFDA,  
ANVISA, WHO



Supported 3 NDA  
filings and 18 IND  
filings by supplying  
APIs and CMC  
documentation  
  
Commercially  
Manufactured novel  
APIs and Intermediates  
for brands

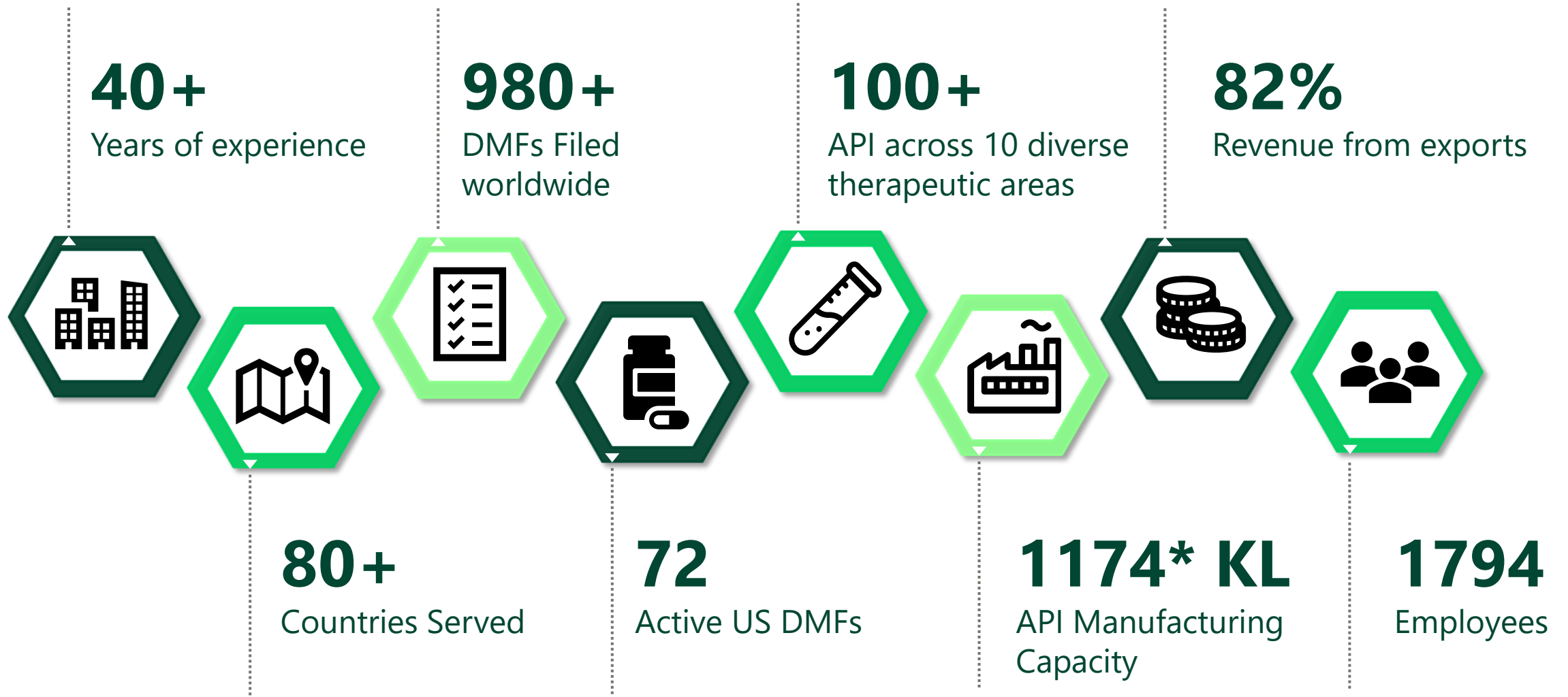


Expertise in manufacture of  
Deuterated molecules, Cyanation,  
Solution and Solid phase peptides.  
  
Cyclic peptides and PEGylated  
peptides, Hydrogenation,  
Bromination, Chiral molecules  
manufacture, Cryogenic reactions,  
Enzymatic reactions, Synthetic  
portion of fermented molecules,  
Micronization (D90 <5 micron)



3 cGMP Manufacturing facilities  
Chemical R&D Labs  
Peptide Labs  
Analytical R&D Labs  
Process Safety Labs  
Hydrogenation Lab

# Key Facts



\*- U3 additional capacity commercial production yet to start



# Board Of Directors



**Dr. Davuluri  
Rama Mohan Rao**  
Executive Chairman



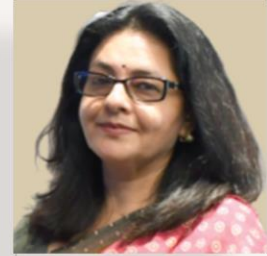
**D. Sucheth Rao**  
Vice Chairman &  
Chief Executive  
Officer



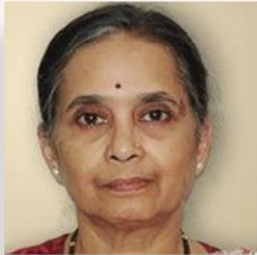
**D. Saharsh Rao**  
Vice Chairman &  
Managing Director



**Dr. Christopher M.  
Cimarusti**  
Non-executive  
Director



**Ms. Pallavi Joshi  
Bhakru**  
Independent  
Director



**Ms. Nirmala Murthy**  
Independent  
Director



**Mr. Homi Rustam  
Khusrokhhan**  
Independent Director



**Mr. Prasad  
Raghavan Menon**  
Independent  
Director



**Mr. Sugata Sircar**  
Independent Director

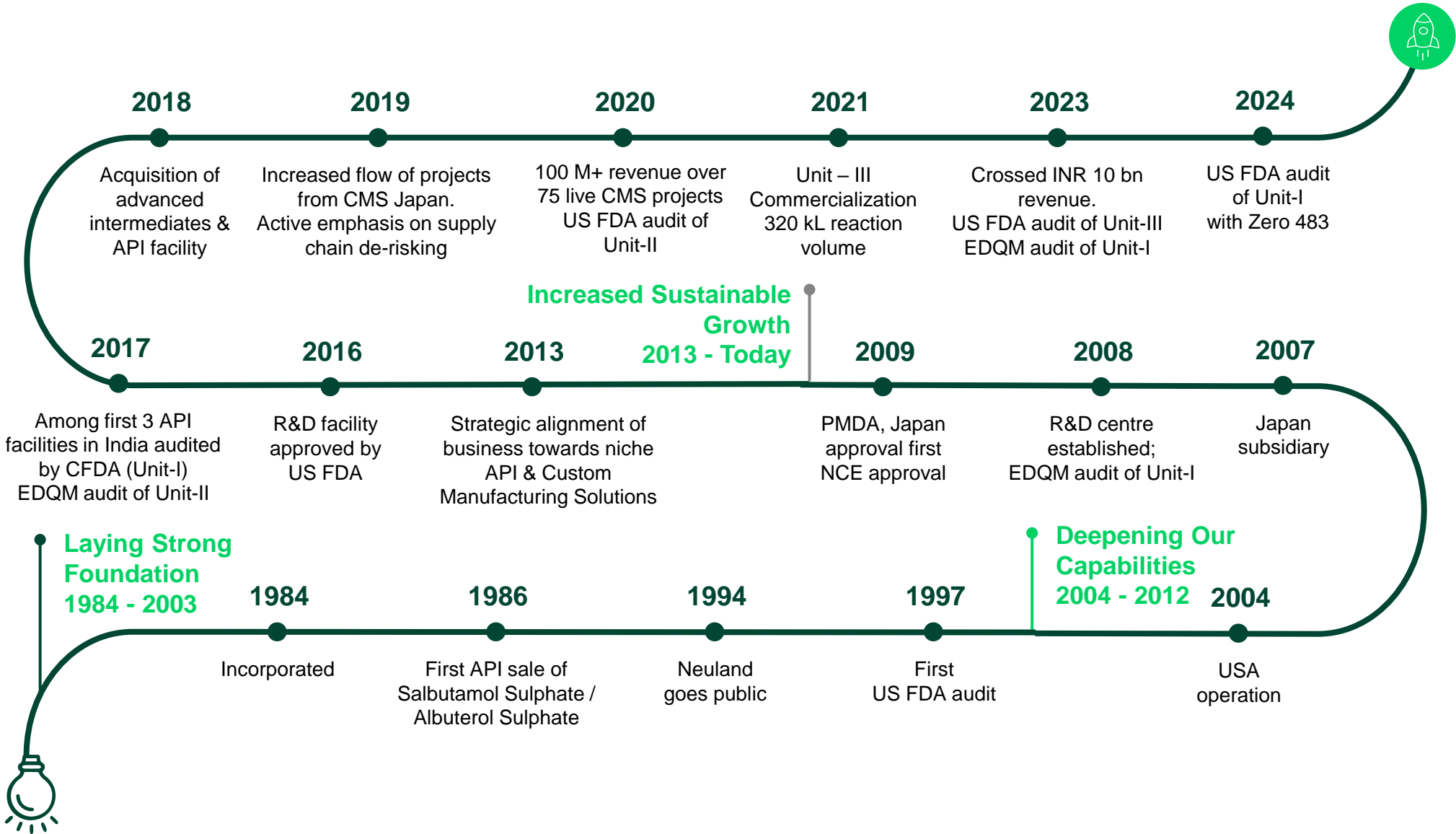
# Key Milestones

## Our Journey

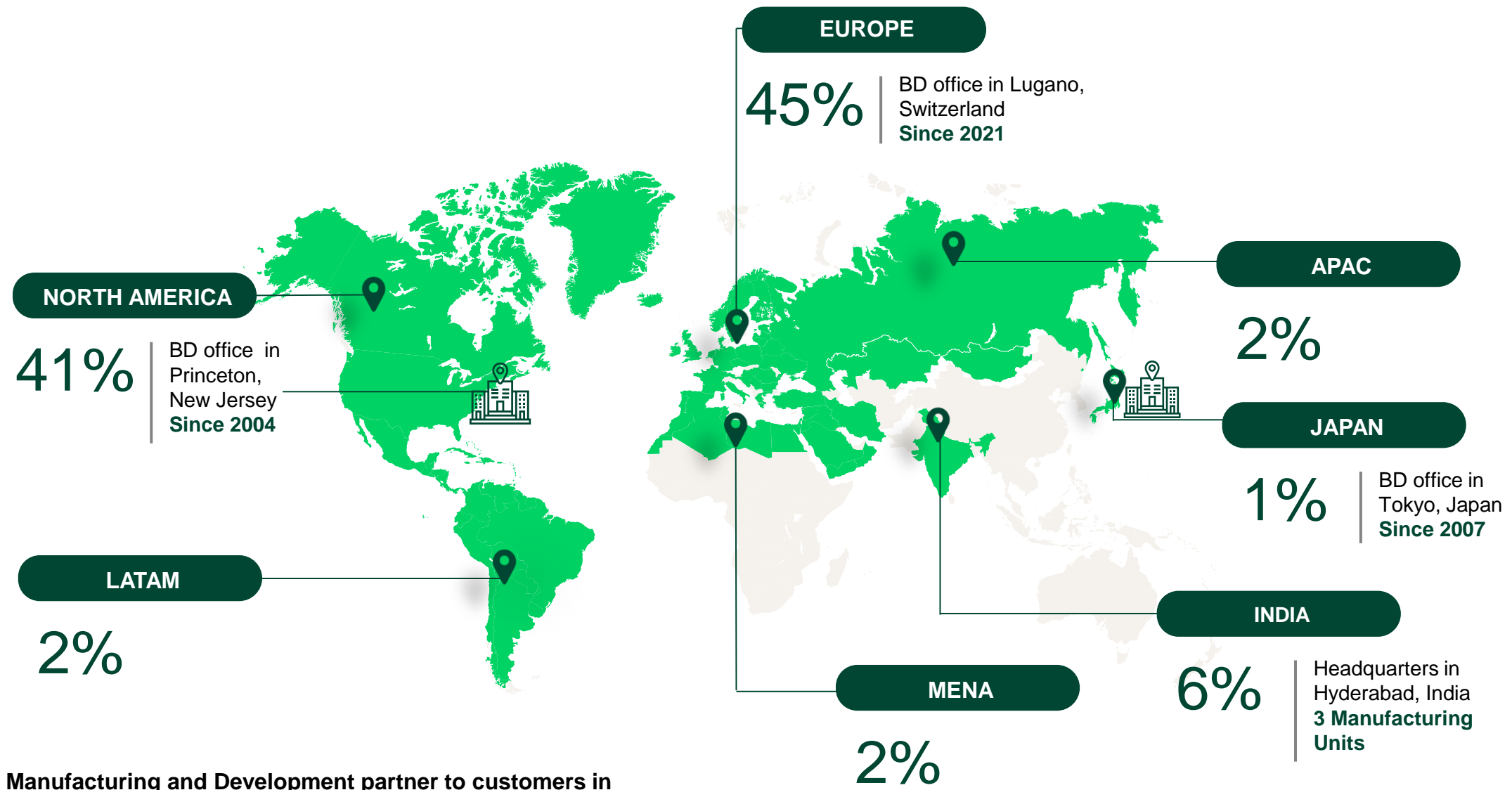


Successfully cleared 17 USFDA inspections

Multiple audits passed with Zero observations



# Our Global Presence\*



Manufacturing and Development partner to customers in over 80 Countries globally

\* - Based on End-Market revenues – 12M FY25

# Manufacturing Facilities Overview



## UNIT - I

Bonthapally, Hyderabad 258 kL



## UNIT - II

Pashamylaram, Hyderabad 381 kL



## UNIT - III

Gaddapotharam, Hyderabad 536\* kL



Year of Establishment

1986

1994

2017



Blocks

Block - 1, 2, 3, 4, H, kL & S

Block-1, 2, 3, FC, NMSM, Mini plant(A&B)

Block - 1, 2, 4, 5, 7 & 8



Hydrogenation Reaction Volume

7.5 kL

6 kL

5 kL



Solvent Recovery System

100 kL/D

20 kL/D

50 kL/D



Cryogenic Reaction Volume

25 kL

17 kL

15 kL



Regulatory

USFDA, EDQM, CFDA, PMDA, Et al.

USFDA, EDQM, PMDA, ANVISA, Et al.

Desktop Inspection by USFDA in 2020;  
USFDA May 2023, ANVISA (Brazil) 2022

**Adding capacities for backward integration and new business**

\* - Commercial production yet to start in additional block

# State-of-the-art R&D Centre



## Infrastructure

- 15 Development Labs with space for expansion
- 70 Fume hoods
- Analytical Labs
- Dedicated Kilo Lab for Scale up
- Dedicated Labs for Peptides
- Approvals for DSIR, Govt. of India and USFDA
- R&D Team of 360 People
- 600 MHz NMR



Neuland's R&D facility had been inspected by USDFA in February 2016 with zero observations

## 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

- 980+ DMFs filed
- 300+ API processes developed
- 204+ patents filed
- 5 new DMFs filed in FY25
- First Peptide DMF filed for Difelikefalin

# Regulatory Filings



**72**

DMFs with  
USFDA



**32**

Filings with  
Health Canada



**10**

Japanese  
DMF filed



**17**

China DMF  
filed



**25**

Filings with  
KFDA Korea



**28**

Filings with  
TGA



**274**

ROW filings  
including  
Turkey, Mexico,  
Brazil etc.



**~499**

EUDMF filings  
across Germany,  
France, Poland,  
Italy etc.



**31**

CEPs received  
for different  
products



**988+**

Filings till date

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

# Financial Highlights FY2016-2025



Rs. Cr

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025
Total Income	511.6	588.9	533.7	670.3	766.6	953.0	953.2	1,200.9	1,571.1	1,497.3
EBITDA	81.5	106.9	54.6	61.4	105.3	162.5	144.3	281.1	474.5	342.8
<i>EBITDA Margin</i>	<i>15.9%</i>	<i>18.1%</i>	<i>10.2%</i>	<i>9.2%</i>	<i>13.7%</i>	<i>17.1%</i>	<i>15.1%</i>	<i>23.4%</i>	<i>30.2%</i>	<i>22.9%</i>
PAT	26.4	46.4	11.8	16.1	15.9	80.3	63.5	163.1	299.6	259.4
<i>PAT Margin</i>	<i>5.2%</i>	<i>7.9%</i>	<i>2.2%</i>	<i>2.4%</i>	<i>2.1%</i>	<i>8.4%</i>	<i>6.7%</i>	<i>13.6%</i>	<i>19.1%</i>	<i>17.3%</i>
EPS	29.7	41.6	10.6	12.8	12.4	62.6	49.5	127.1	233.5	202.2
Current Ratio (x)	1.2	1.3	1.2	1.4	1.4	1.5	1.6	1.7	2.1	2.4
ROCE (%)	18.4%	15.9%	5.0%	4.7%	8.9%	13.5%	9.7%	21.3%	32.8%	17.9%
Fixed Asset Turnover (x)	3.7	3.8	3.2	2.9	2.3	2.4	2.1	2.7	3.1	2.3
Debt to Equity (x)	0.9	0.7	0.5	0.3	0.3	0.1	0.2	0.1	0.1	0.1

- Revenue was impacted in FY2018 as a result of mismatch in capacity vs orders. EBITDA margins in FY19 & FY20 were impacted as a result of spike in RM prices, which led Neuland to actively work towards Supply chain de-risking before the COVID19 pandemic
- ROCE was impacted by due to acquisition of unit III in FY2018 which was commercialized in FY2021. Unit 3 utilisation levels have recently started ramping up and momentum is expected to continue





# Business Strategy





# Neuland Strategy Framework





# Our Businesses

# Generic APIs (GDS)



- We are a preferred service provider in the manufacturing of Active Pharmaceutical Ingredients (APIs)
- Have developed processes for over 100 APIs with a strong portfolio of complex molecules
- **Process Investigation Department (PID)** majorly helps our customers to meet their price pressures by way of cutting their total cost of ownership in developing an API thereby achieving excellence in Process development
- API manufacturing heritage of over 40 years
- Flexible 100g to hundreds of tons capacity
- Non-competitive advantage (does not compete in finished formulation)
- Worldwide customer base in 80+ countries
- Proven project management systems
- Impeccable EHS record

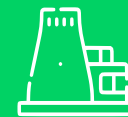


**Facilities &  
Capacity**



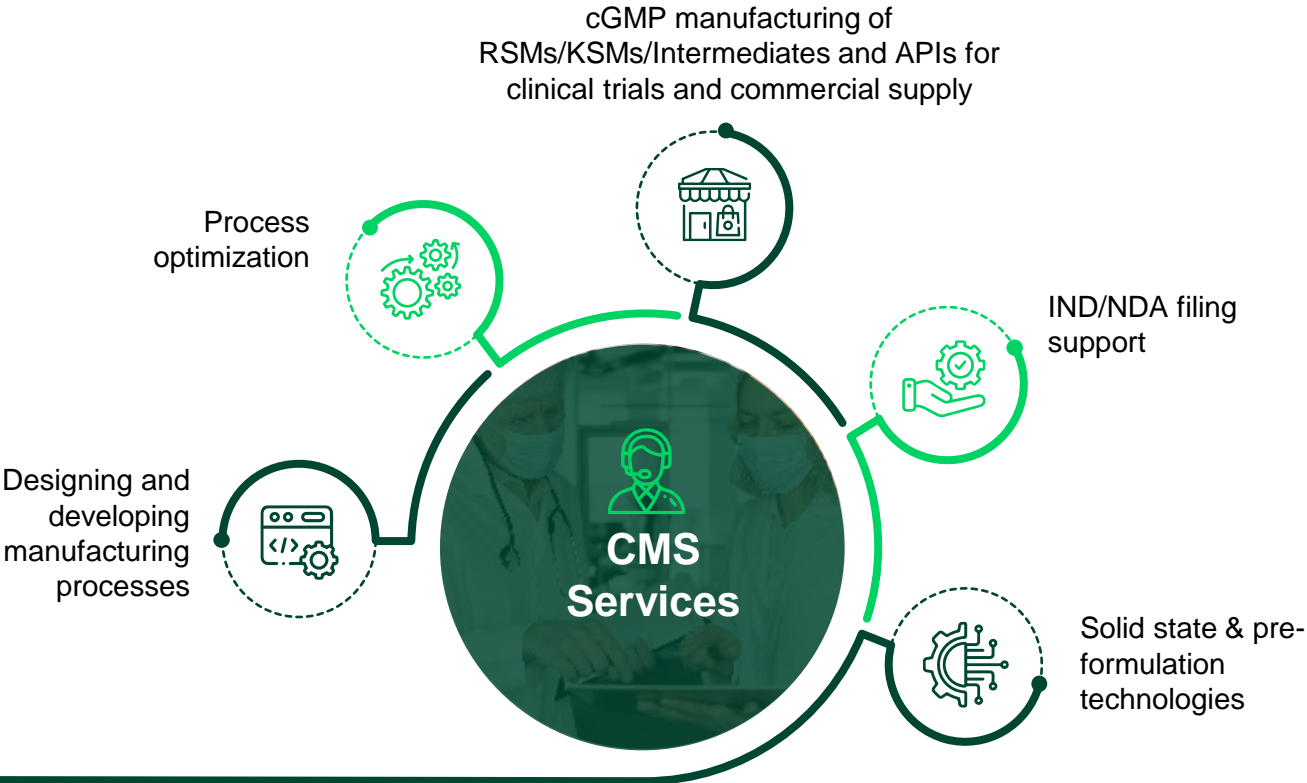
Three US FDA and  
cGMP compliant  
manufacturing facilities

100 APIs across 10  
diverse areas



Total capacity of the reactor volume  
**11,74,000 liters**

# CDMO Services (CMS)



## Chemistry & manufacturing capabilities

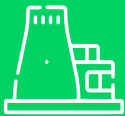
Synthetic portion of fermented molecules	Carbohydrate chemistry
Deuterated molecules	Cyclic and PEGylated peptides
Peptides in solid, solution phase & hybrid technology	Organometallic carbon-carbon bond formation
Cyanation, hydrogenation, bromination, cryogenic	Heterocyclic compounds
Steroidal bile acids & vitamin D derivatives	Chiral compounds manufacturing



## Facilities & Capacity



Three US FDA and cGMP compliant manufacturing facilities

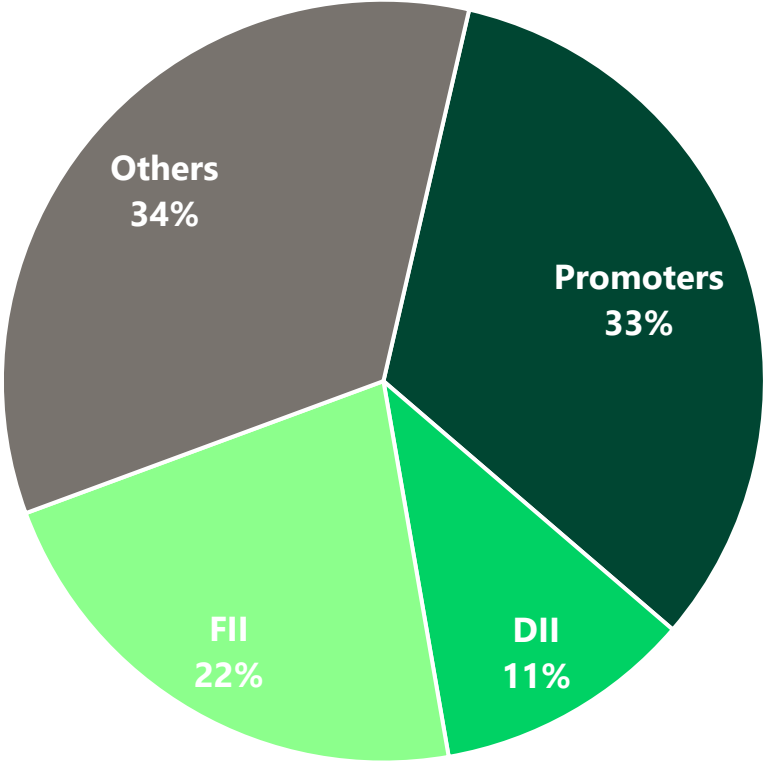


Total capacity of the reactor volume  
**11,74,000 liters**



# Shareholder Information

# Shareholding Details



## Share Information (as on 31<sup>st</sup> March 2025)

NSE Ticker	NEULANDLAB
BSE Ticker	524558
Market Cap (Rs. Cr)	15,495
% free-float	67.32%
Free-float market cap (Rs. Cr)	10,431
Shares Outstanding	1,28,29,889
3M Average Daily Traded Volume (ADTV) (Shares)*	45,243
3M Average Daily Traded Value (In Rs. Cr)*	56.47
Industry	Pharmaceuticals

\* Source: BSE & NSE



# Annexure

# Profit & Loss Snapshot (Standalone)



Particulars (Rs Cr)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
Total Income	335.8	390.4	-14.0%	401.9	-16.4%	1,497.3	1,571.1	-4.7%
EBITDA	58.2	112.2	-48.1%	90.3	-35.5%	342.8	474.5	-27.7%
EBITDA Margin	17.3%	28.7%	-1140 bps	22.5%	-520 bps	22.9%	30.2%	-730 bps
Exceptional Item*	-	-	-	55.8	-	76.4	-	-
Profit Before Tax*	39.0	92.1	-57.7%	127.5	-69.4%	345.4	400.8	-13.8%
PBT Margin	11.6%	23.6%	-1200 bps	31.7%	-2010 bps	23.1%	25.5%	-240 bps
Profit After Tax	27.7	67.6	-59.0%	101.4	-72.7%	259.4	299.6	-13.4%
PAT Margin	8.3%	17.3%	-900 bps	25.2%	-1690 bps	17.3%	19.1%	-180 bps
EPS (Rs.)	21.6	52.7	-59.0%	79.0	-72.7%	202.2	233.5	-13.4%

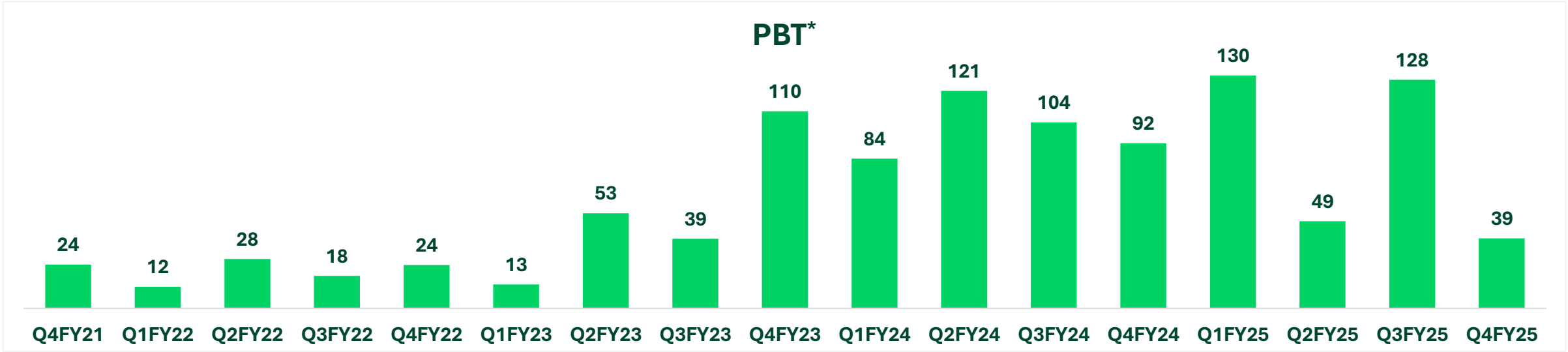
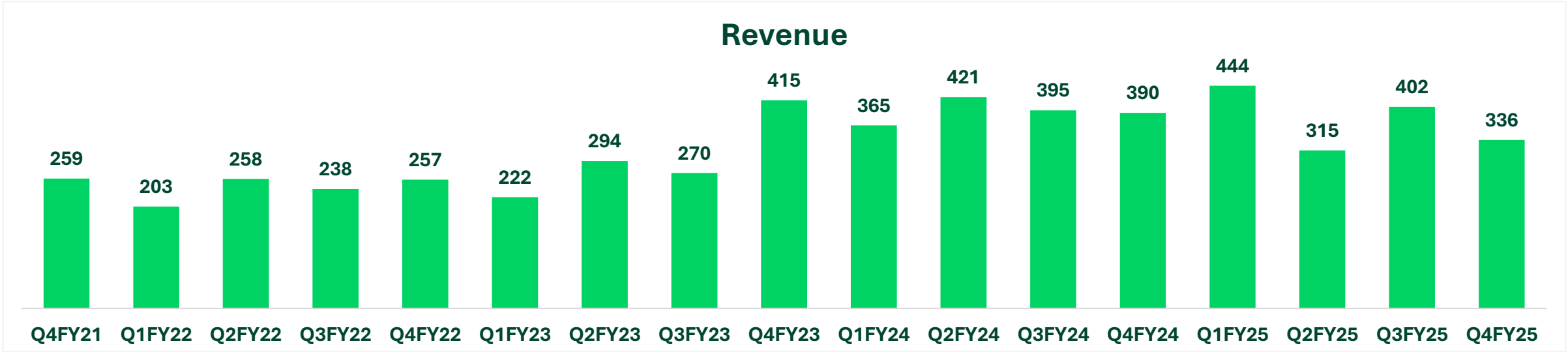
\*Q3FY25 and FY25 includes exceptional item of profit on transfer of investment property of Rs. 55.8 crores and Rs. 76.4 crores respectively



# Revenue & PBT trend



Rs Cr



\*Q3FY25 and Q1FY25 Includes exceptional item of profit on investment property of Rs. 55.8 crores and Rs. 20.6 crores respectively



## Our Vision

We are creating a healthier world through sustainable practices, trusted partnerships, and agile collaboration

## Our Values



### Innovation

Innovative in everything we do



### Transparency

Transparent and open in our communication



### Agility

Agile in our execution



### Accountability

Accountable for our delivery



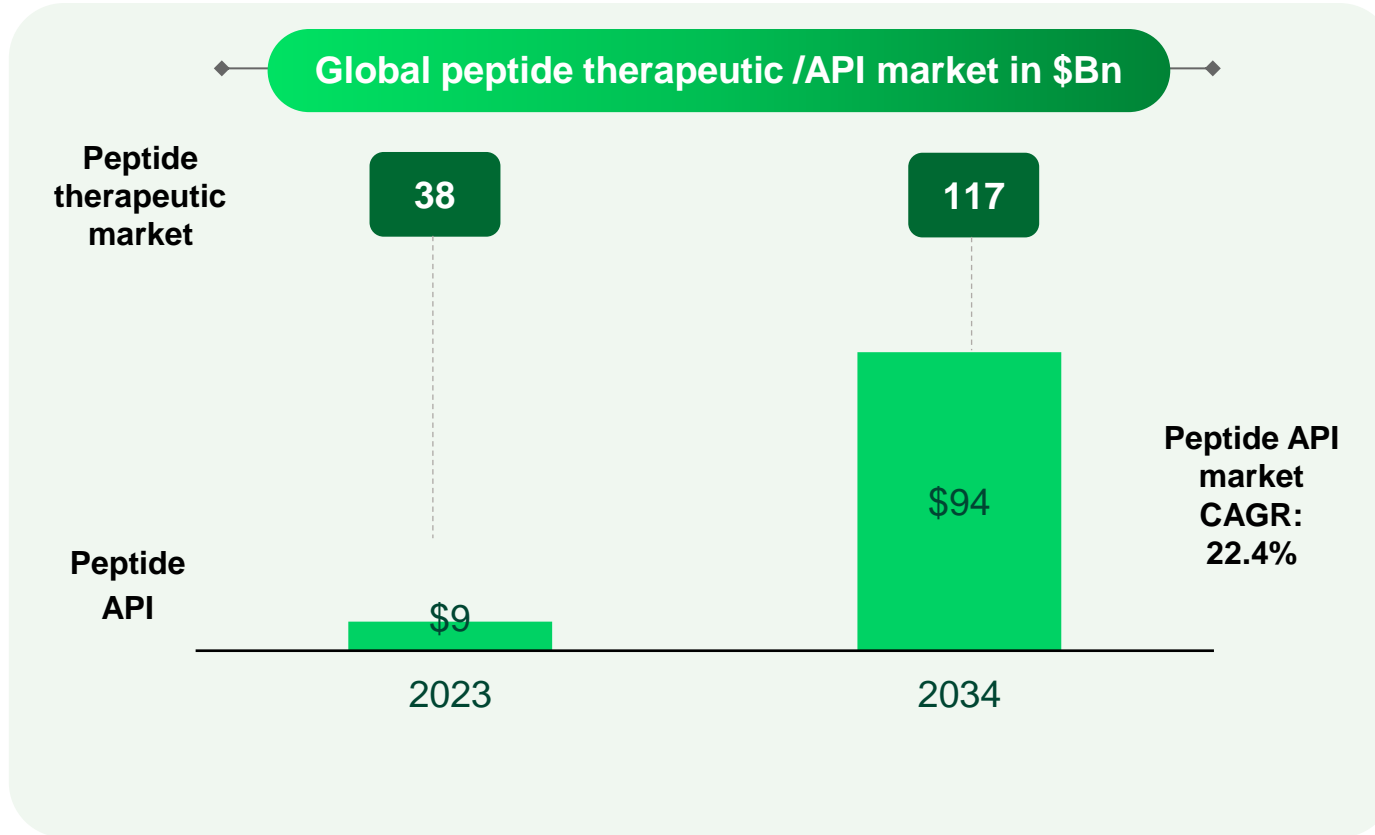
### Empathy

Empathy in all our interactions

## Vision and Values



# Global peptide API market is poised to reach \$94Bn by 2034



## Key market drivers

**Peptide API market is expected to grow at a 22.4% CAGR by 2034** due to growing prevalence of chronic disorders such as diabetes and obesity driving the demand for peptide therapeutic such as insulin and GLP-1 receptor agonist

**2/3rd of peptides in clinical pipeline are being developed by synthetic routes** while the rest are using the recombinant route.

**Patent cliff of peptides, broadening the availability of these drugs** as volume increases are expected to offset price declines

**Neuland has announced a capital expenditure of ₹254 crore to expand its peptide synthesizer reactor capacity from 0.5 KL to 6.37 KL.**

# Sustainability Framework



Focus	Our Priorities	Our Commitments	Goal Area	Our Key Goals (included in our Executives' and Leaders' Balanced Scorecard)
 Environment	<ul style="list-style-type: none"> <li>Effluent and Waste<sup>3,4</sup></li> <li>Water<sup>3,4</sup></li> <li>Emissions and Climate Change<sup>3,4</sup></li> <li>R&amp;D and Innovation<sup>1,4</sup></li> </ul>	<ul style="list-style-type: none"> <li>Reduction in direct emissions</li> <li>Efforts to water neutrality</li> <li>Waste reduction</li> <li>Reductions in indirect emissions</li> <li>Sustainable R&amp;D and Innovation</li> </ul>	<b>Direct emissions (Scope 1 and 2)</b>	<ul style="list-style-type: none"> <li>FY35: Carbon neutrality: 30%* reduction</li> <li>FY50: Net Zero in absolute emissions (subject to residual – Approx 10%)*</li> </ul>
			<b>Water</b>	<ul style="list-style-type: none"> <li>FY35: Achieve 25% water neutrality</li> <li>FY50: Achieve 100% water neutrality</li> </ul>
			<b>Waste</b>	<ul style="list-style-type: none"> <li>Maintain Zero Waste to Landfill</li> <li>100% co-processing of waste</li> <li>Maintain Zero Liquid Discharge status of effluents</li> </ul>
			<b>Indirect emissions (Scope 3)</b>	<ul style="list-style-type: none"> <li>FY35: 10%* reduction in indirect carbon emissions (including logistics)</li> </ul>
 Social	<ul style="list-style-type: none"> <li>Occupational Health and Safety<sup>3,4</sup></li> <li>Human Capital Development<sup>3,4,5</sup></li> <li>Community well-being<sup>3,5</sup></li> </ul>	<ul style="list-style-type: none"> <li>Zero Harm</li> <li>People well-being and development</li> <li>Human Rights</li> <li>Improve Diversity</li> <li>ESG Awareness and capability building</li> </ul>	<b>Zero Harm</b>	<ul style="list-style-type: none"> <li>Maintain Zero Fatality</li> <li>Maintain Nil LTIFR</li> </ul>
			<b>People diversity</b>	FY30: <ul style="list-style-type: none"> <li>10% Women in Management Positions</li> <li>16% of all hirings will be Women</li> <li>0.5% of all employees will be PwD and Other Genders (LGBTQIA+)</li> </ul>
 Governance	<ul style="list-style-type: none"> <li>Compliance<sup>3,5</sup></li> <li>Business Continuity and disaster recovery<sup>1,2</sup></li> <li>Digitalisation<sup>2</sup></li> <li>Sustainable Supply Chain<sup>2,5</sup></li> </ul>	<ul style="list-style-type: none"> <li>Ethics and Compliance</li> <li>Excellence in Corporate Governance</li> <li>Risk and Crisis Management Capability</li> <li>Integrity in reporting</li> <li>Sustainable supply chain</li> </ul>	<b>Sustainable supply chain</b>	FY25: Create a roadmap for sustainable supply chain with key milestones

# Glossary



Term	Description
<b>Active Pharmaceutical Ingredient (API)</b>	Any substance that is intended for incorporation into a finished drug product and is intended to furnish pharmacological activity or other direct effect in the diagnosis, cure, mitigation, treatment, or prevention of disease, or to affect the structure or any function of the body
<b>Biologic</b>	Biologics can be composed of sugars, proteins, or nucleic acids or complex combinations of these substances, or may be living entities such as cells and tissues.
<b>Commercial molecules</b>	Molecules where Neuland is manufacturing for commercial use after the product has been approved
<b>Custom Manufacturing Solutions (CMS)/ Contract Development and Manufacturing Organization (CDMO)</b>	Develop and manufacture pharmaceutical ingredients and intermediates in line with customer expectations.
<b>Development Molecules</b>	Projects where Phase-3 is over, and molecules have been filed but not yet commercial.
<b>DMF</b>	A Drug Master File (DMF) is a submission to the Food and Drug Administration (FDA) that may be used to provide confidential detailed information about facilities, processes, or articles used in the manufacturing, processing, packaging, and storing of one or more human drugs
<b>GDS</b>	Generic Drug Substance (GDS) segment which includes Prime products and Specialty products
<b>International Council for Harmonisation (ICH) Guidelines</b>	Harmonisation project involving regulatory authorities and pharmaceutical industry to improve efficiency of new drug development and registration processes
<b>New Chemical Entity (NCE)</b>	NCE is granted to “a drug that contains no active moiety that has been approved by FDA in any other application”
<b>Peptides</b>	Peptides are sequences of molecules called amino acids. Peptides of precise sequences may occur naturally in the body, but they may also be produced synthetically or using recombinant DNA technology in bacteria and other living systems. These molecules are used to treat a variety of diseases

Term	Description
<b>Pipeline drugs</b>	Drugs (small or large molecule) under development by a manufacturer
<b>Prime APIs</b>	The prime products which typically include mature APIs with relatively higher competition in API space have historically contributed more than 70% of the total business.
<b>Specialty/ Niche APIs</b>	Molecules in the API space which are complex in nature and are in the nature of ‘high value’ added products and Neuland’s focus has been to develop these molecules from laboratory scale to large commercial quantities
<b>Preclinical study</b>	Preclinical studies take place in animals before any testing in humans is done.
<b>Phase I clinical trial</b>	Researchers test an experimental drug or treatment in a small group of people for the first time.
<b>Phase II clinical trial</b>	The experimental drug or treatment is given to a larger group of people to see if it is effective and to further evaluate its safety.
<b>Phase III clinical trial</b>	The experimental study drug or treatment is given to large groups of people. Researchers confirm its effectiveness, monitor side effects, compare it to commonly used treatments, and collect information that will allow the experimental drug or treatment to be used safely.
<b>Small molecule products</b>	A drug that can enter cells easily because it has a low molecular weight. Once inside the cells, it can affect other molecules, such as proteins, and may cause cancer cells to die. This is different from drugs that have a large molecular weight, which keeps them from getting inside cells easily. Many targeted therapies are small-molecule drugs
<b>USFDA</b>	The US Food and Drug Administration is responsible for protecting the public health by ensuring the safety, efficacy, and security of drugs, biological products, and medical devices

# Thank you

For further information contact

IR Desk  
Neuland Labs  
Contact: +91 40 6761 1600  
Email: [mir@Neulandlabs.com](mailto:mir@Neulandlabs.com)

Ravi Udeshi / Minakshi Machutre  
EY IR  
Contact: +91 22 6192 2000  
Email: [Ravi.udeshi@in.ey.com](mailto:Ravi.udeshi@in.ey.com) / [Minakshi.Machutre@in.ey.com](mailto:Minakshi.Machutre@in.ey.com)