

Q4 FY2024

Earnings Presentation



LINCOLN
PHARMACEUTICALS LTD
HEALTHCARE FOR ALL

GROWING
IS COMMITMENT.

www.lincolnpharma.com

Disclaimer



The information, statements and analysis made in this presentation describing Company's objectives, projections and estimates are forward looking statements. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements depending upon economic conditions, government policies and other incidental factors.

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Corporate Overview

Background

Established in the year 1979, Lincoln Pharma has developed 600+ formulations in 15 therapeutic areas.

Team strength of approx. 1,700 employees.

FY24 - Total Income at **Rs. 614.97** Crore & PAT at **Rs. 93.37** crore.

Product Portfolio

1700 registered products and another 700 in pipeline.

Focused area includes anti-infective, respiratory system, gynecology, cardio & CNS, anti-diabetic, anti-malaria among others.

Manufacturing

Manufacturing facility at Khatraj, Ahmedabad and Mehsana, Gujarat.

EU-GMP, WHO-GMP, TGA, ISO-9001:2015, ISO-14001:2015 and ISO-45001:2018.

Green facility producing 65% of energy consumption through renewable Solar & Wind Project.

Exports

Exports contribute **62.4%** in FY24; Domestic Sales contribute 37.6%

Exports to 60 plus countries currently and plans to expand to 90 countries in next 2-3 years.

Major export markets includes East & West Africa, Central, North & Latin America and South East Asia.

Financials

5 year net profit CAGR of over 13%.

Cash and Cash equivalents at **Rs. 5.74** crore as on 31 Mar 2024.

Book Value is **Rs. 295.98** per share as on 31 Mar 2024.

Market Info

Listed on BSE in 1996.

Market capitalisation of **Rs. 1,172.54** crore as on 31 Mar 2024.

R&D

Awarded with **7 patents**; filled 25+ patent applications.

DSIR approved R&D facilities.

75+ R&D professionals including 30 scientists.

Rating

CRISIL has upgraded its ratings on the company's bank facilities to CRISIL/A/Stable and CRISILA1.

ICRA has reaffirmed the company's long-term and short-term bank facilities to A and A1 respectively.



Q4 & FY24 Business Performance & Future Road Map



- Company has achieved excellent operational and financial performance for the Q4 and FY 23-24 ended March 2024. Company has continued to better its profit margins and achieved the milestone of Profit Growth Every Single year for the last 11 years from FY13 to FY24.
- During FY24 company reported a Net profit of Rs. 93.37 with Y-o-Y growth of 28.61%; EBITDA during FY24 rise to Rs. 134.33 crore with 20.28% growth; Total Income for FY24 posted growth of 15.43% to reach Rs. 614.97 crore. Company has recommended a dividend of 18% - Rs. 1.80 per share for the FY 2023-24.
- Lincoln's commitment to expanding its global footprint while meeting diverse healthcare needs with emphasis on innovation is evident with impressive portfolio of over 1,700 registered products and an additional 700 in various stages of development.
- Company exports to 60+ countries spanning East & West Africa, Central & North America, Latin America, and Southeast Asia. With recent entry into the Canadian market and approvals from TGA - Australia and EU GMP, the company is poised for further global expansion to over 90 countries
- The company has completed the expansion of its Cephalosporin plant in Mehsana, Gujarat, and is aggressively pursuing product registration, with anticipated sales of approximately Rs. 150 crore over the next 3 years.
- **As on March 2024**, Foreign Institutional Investors have steadily raised their holding in the company to 3.93% from 1.27% as on March 2023.
- Going forward the company is focus is on enhancing offerings in lifestyle, chronic, women's healthcare, and dermatology, alongside the existing acute care lineup.
- **Outlook** - Lincoln is poised to sustain and even accelerate its growth momentum going forward. With plans for new product launches in both domestic and export markets, alongside strategic expansions into newer markets, the company aims to further solidify its market presence with a commitment to delivering value to its shareholders. These initiatives align with the company's revenue target of Rs. 750 crore for FY26.



Q4 FY24 Consolidated Results

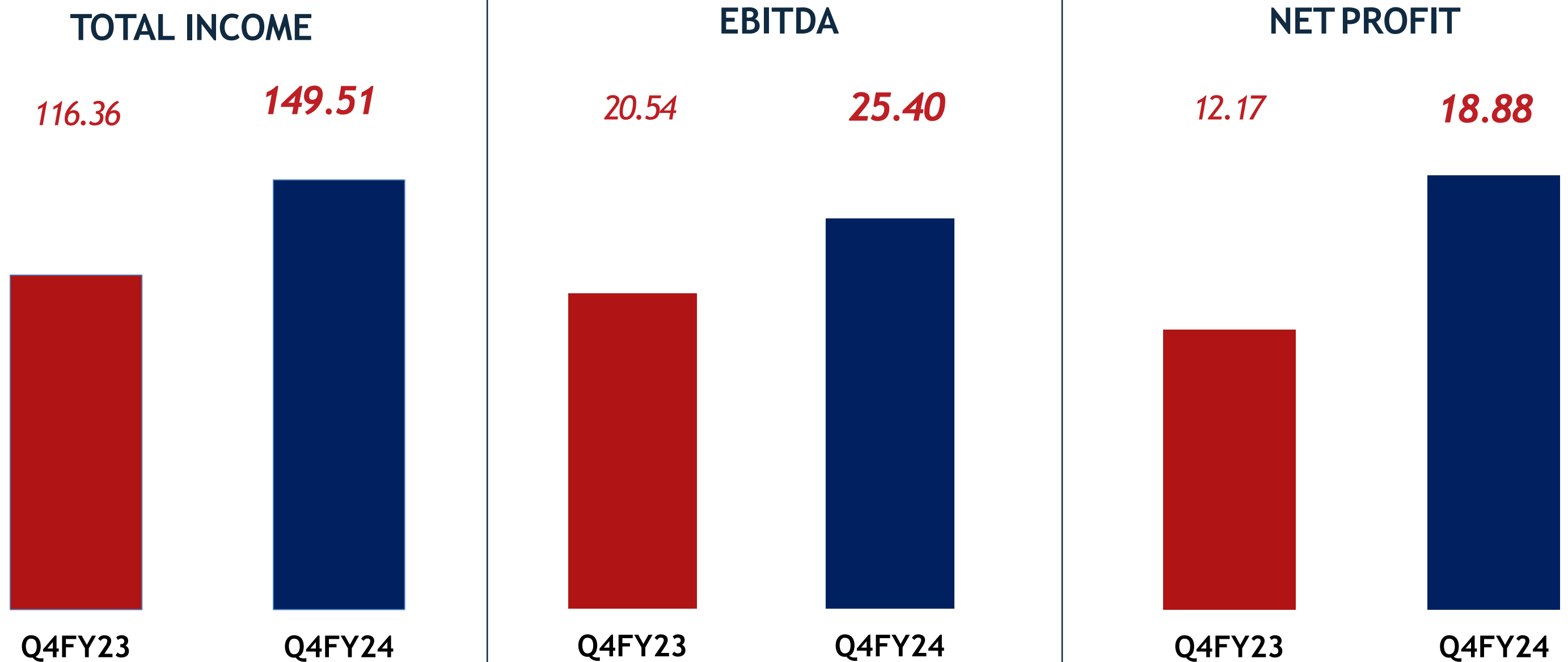


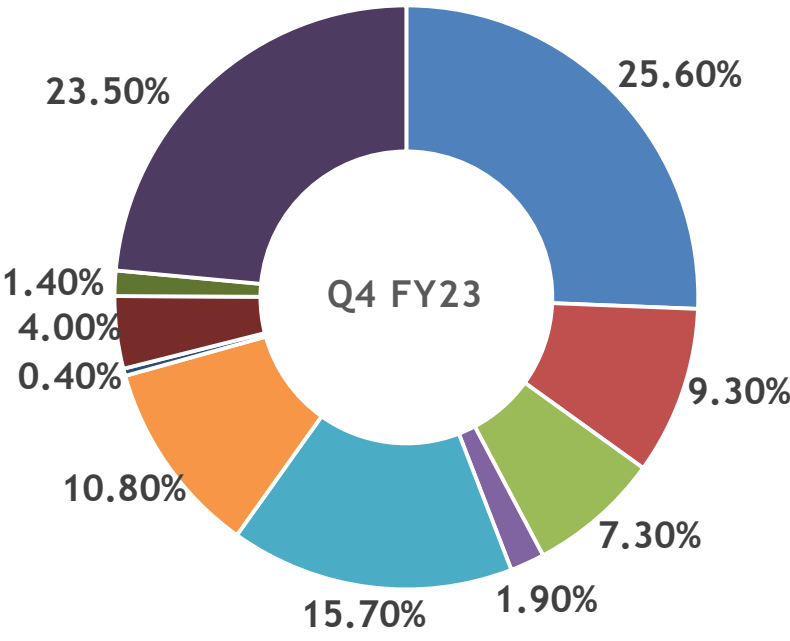
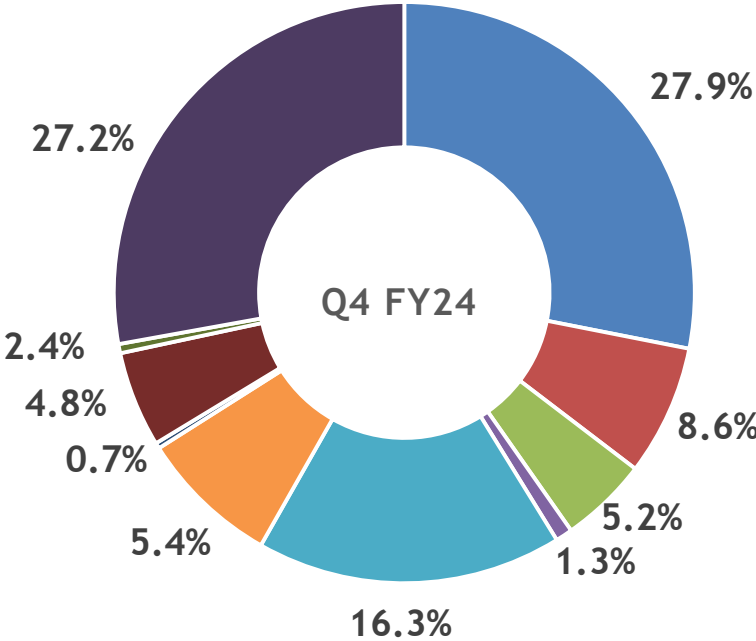
Fig (RsCr)



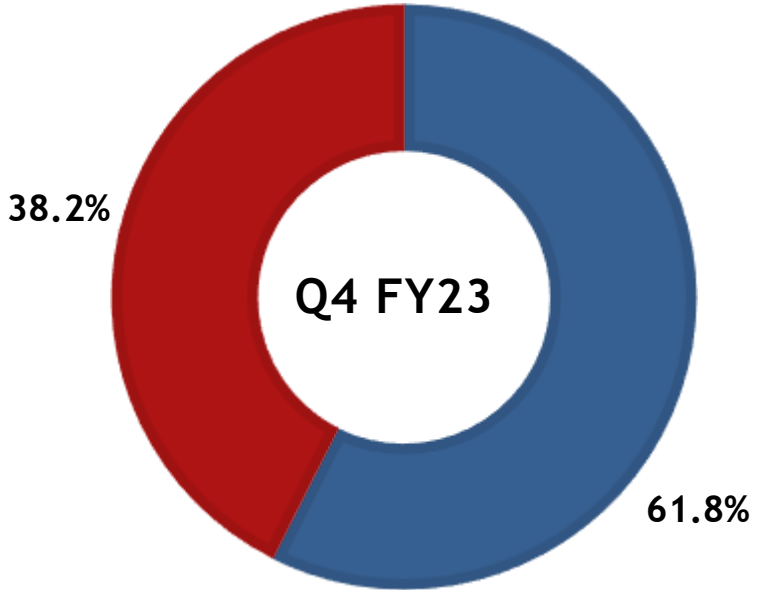
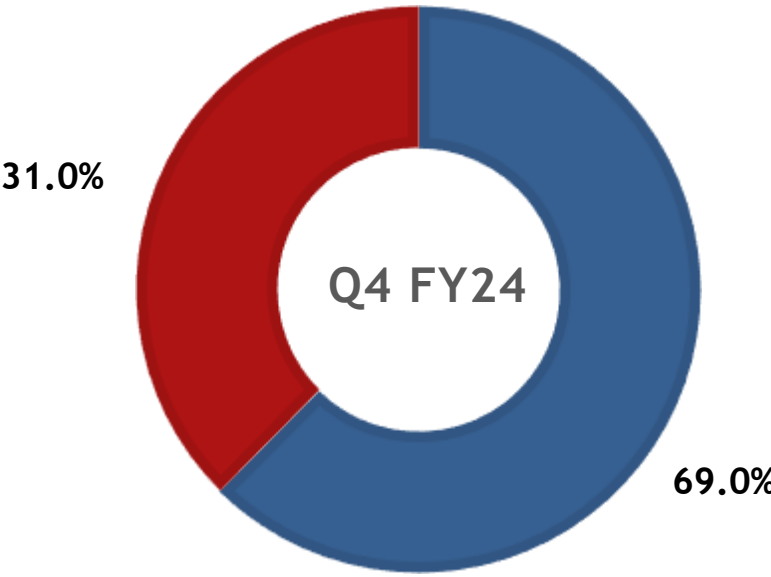
Q4 FY 24 Performance - Focused Therapeutic Areas



Therapy Area	Q4 FY24	Q4 FY23
General Anti Infectives	27.9%	25.6%
Respiratory Systems	8.6%	9.3%
Alimentary Tract and Metabolism	5.2%	7.3%
Genito Urinary System and Sex Hormones	1.3%	1.9%
Musculo-Skeletal System	16.3%	15.7%
Parasitology	5.4%	10.8%
Blood and Blood Forming Organs	0.7%	0.4%
Cardiovascular System	4.8%	4.0%
Central Nervous System	2.4%	1.4%
Others	27.2%	23.5%
Total	100%	100%



Geography	Q4 FY24	Q4 FY23
Exports	69.0%	61.8%
Domestic Sales	31.0%	38.2%





Performance Overview

CONSOLIDATED FINANCIAL PERFORMANCE (Rs in Cr.)

PARTICULARS	Q4		Y-o-Y	12 Months		Y-o-Y
	FY2024	FY2023	Growth (%)	FY2024	FY2023	Growth (%)
Total Income	149.51	116.36	28.49%	614.97	532.78	15.43%
EBITDA	25.40	20.54	23.66%	134.33	111.68	20.28%
Profit Before Tax	22.22	16.98	30.86%	122.24	100.48	21.66%
Profit After Tax	18.88	12.17	55.14%	93.37	72.60	28.61%
Basic EPS (Rs.)	9.28	6.27	48.01%	46.58	36.40	27.97%

Note: Financials are as per IND-AS



About Lincoln Pharmaceuticals Ltd



Providing Affordable And Innovative Medicines For Healthier Lives.

Vision

To spark a universal attempt to uncover cures of diseases by focused and targeted R&D, through forging strategic alliances both domestically and internationally.

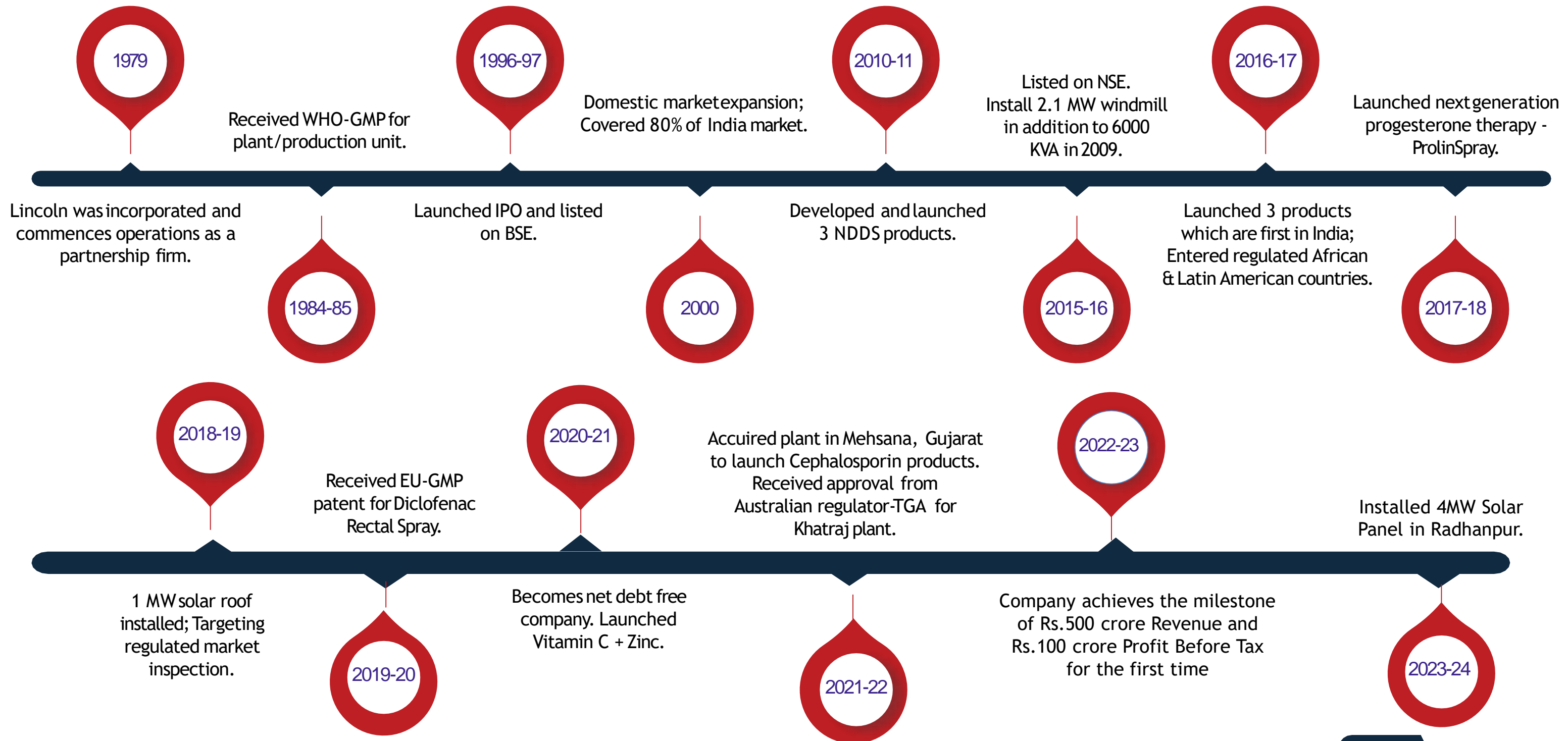
Mission

Focused on delivering outcomes that meet important medical needs, making quality medicines more accessible and more affordable, and provide solutions for tomorrow's health challenges.

To create "Healthcare for All" an actuality by modest participation of premium low-cost pharma products.



Key Milestones



Growth Drivers - Ready for the Next Big Leap



CAPEX

- The company has completed the expansion of its Cephalosporin plant in Mehsana, Gujarat, and has commenced commercial production, with sales initiated in domestic markets. Plans are underway to register the product for export to multiple countries.
- Cephalosporin Plant is expected to contributed sales of around Rs. 150 crore in next 3 years.

EXPORT NETWORK

- Company started exporting to Canada. Exports to other EU countries will start in a near future. Export Network to increase to 90+ Countries from 60 currently.
- Received an approval from Australia's medicines and medical devices regulator - Therapeutic Goods Administration (TGA) for Khatraj Plant. TGA and EU GMP approvals will help strengthen company's presence in global markets.

STRONG FINANCES

- Liquidity position on a strong foundation, supported by healthy cash accruals, Net debt free status and healthy return ratios.
- For the FY24, company reported healthy ROCE at 20.35%, RONW at 15.74%.
- Book Value is Rs. 295.98 per share as on 31 March 2024. Cash & Cash equivalents at Rs. 5.74 crore as on 31 March 2024.
- Company has continued to better its profit margins and achieved the milestone of Profit Growth Every Single year for the last 11 years from FY13 to FY24.

NEW PRODUCT

- Company received an approval from WHO-GMP for Tablet, Capsule, dry-powder Suspension products at Cephalosporin plant at Mehsana, Gujarat.
- Going forward the company is focus is on enhancing offerings in lifestyle, chronic, women's healthcare, and dermatology, alongside the existing acute care lineup.

GROWTH OUTLOOK

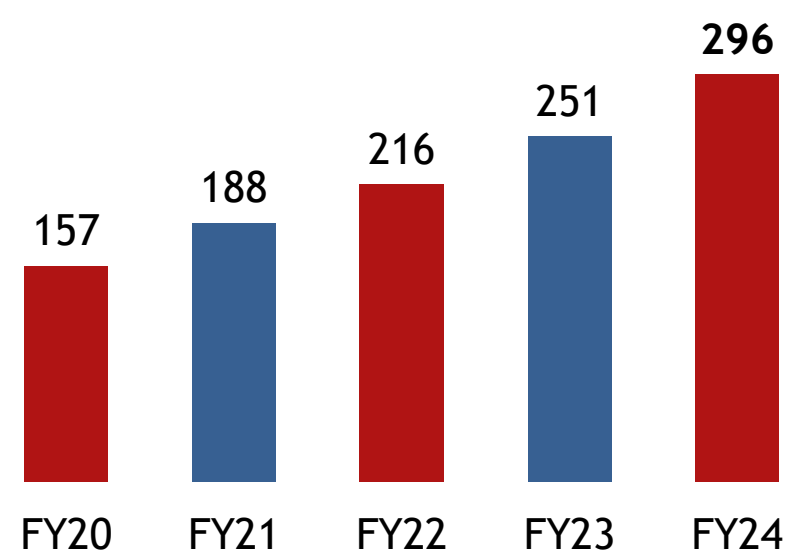
- Lincoln is poised to sustain and even accelerate its growth momentum going forward. With plans for new product launches in both domestic and export markets, alongside strategic expansions into newer markets, the company aims to further solidify its market presence with a commitment to delivering value to its shareholders.
- Commercial operations of Cephalosporin Plant and Export to EU & Australia to commence in a near future and will fuel growth.
- Company aims to maintain healthy growth in Sales, EBITDA and Net profit margins while maintaining 'Net Debt Free' status
- Company has set a target of achieving **Rs. 750 crore revenue by FY26** while maintaining or improving its margins.



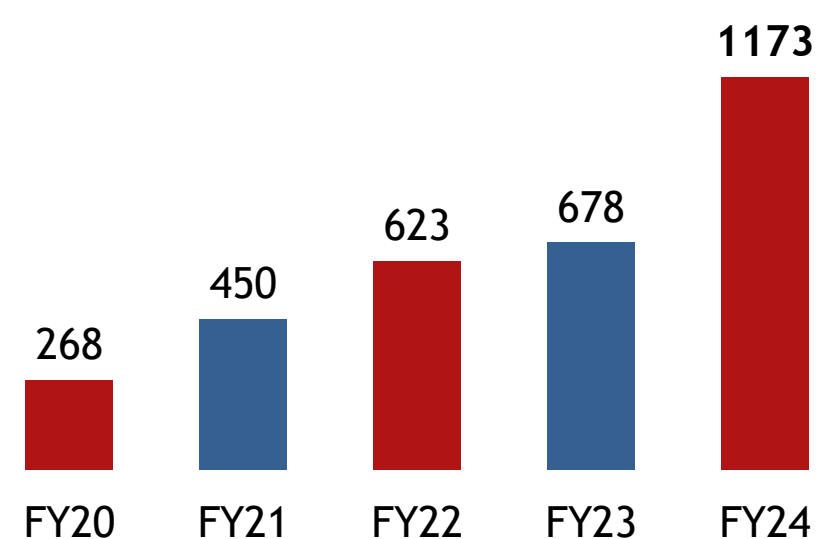
Lincoln Pharmaceuticals Ltd - Five Years Financial Overview

Year	Total Income	EBITDA	Net Profit	EPS	Share Price
FY 24	614.97	134.33	93.37	46.58	585.40
FY 19	371.83	72.87	48.77	24.36	212.55
5 Yrs CAGR	10.6%	13.0%	13.9%	13.9%	22.5%

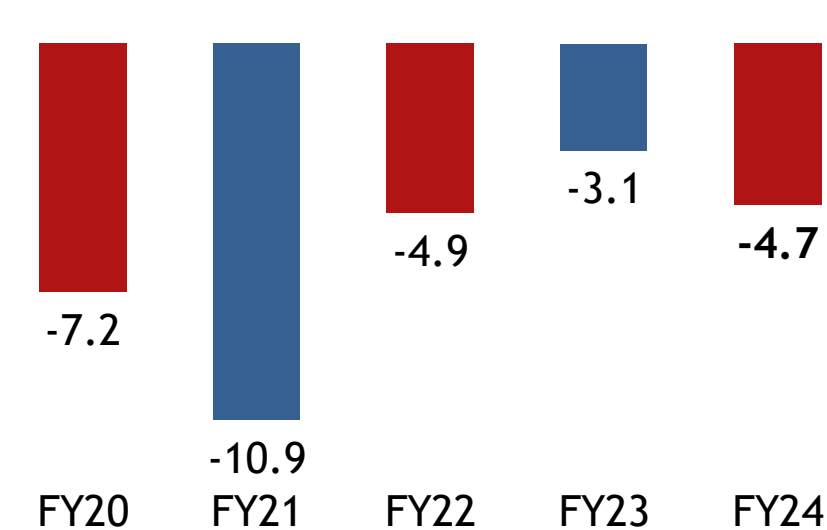
Book Value (Per Share)



Market Cap (Rs Cr)



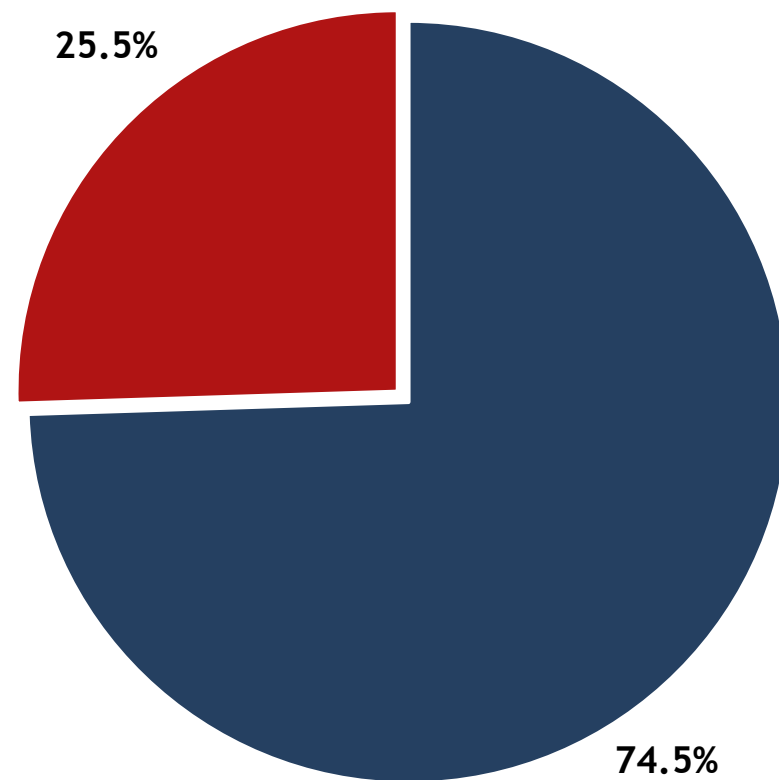
Net Debt (Rs Cr)



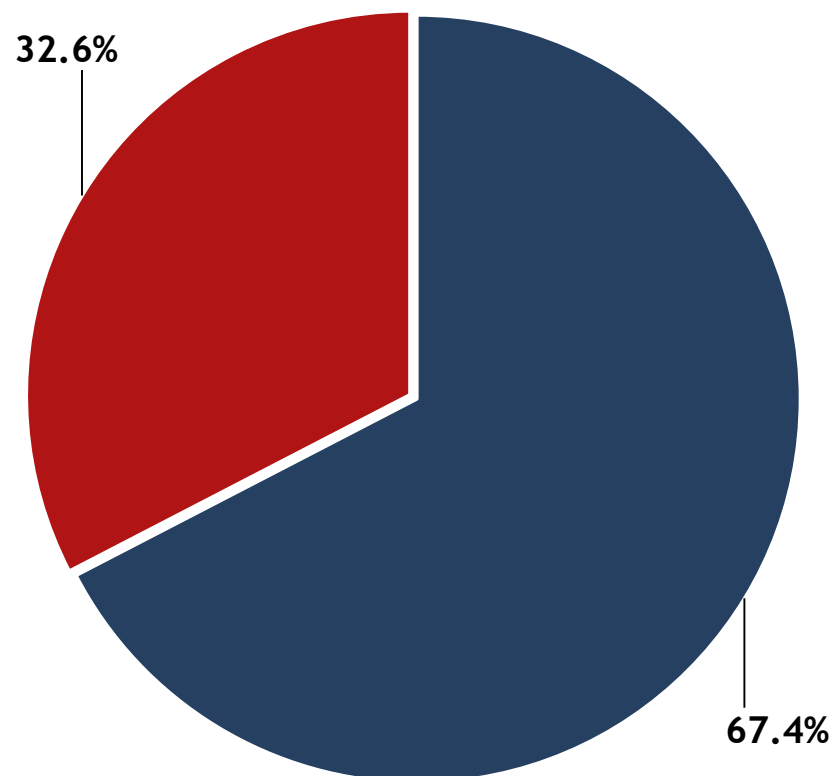
Business Revenue Mix



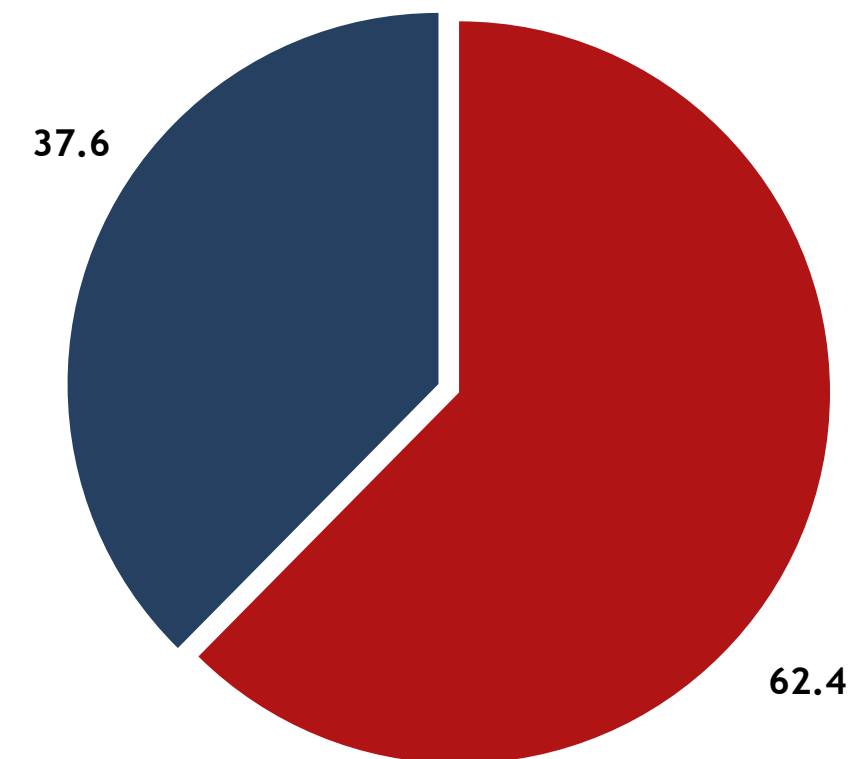
FY13



FY17



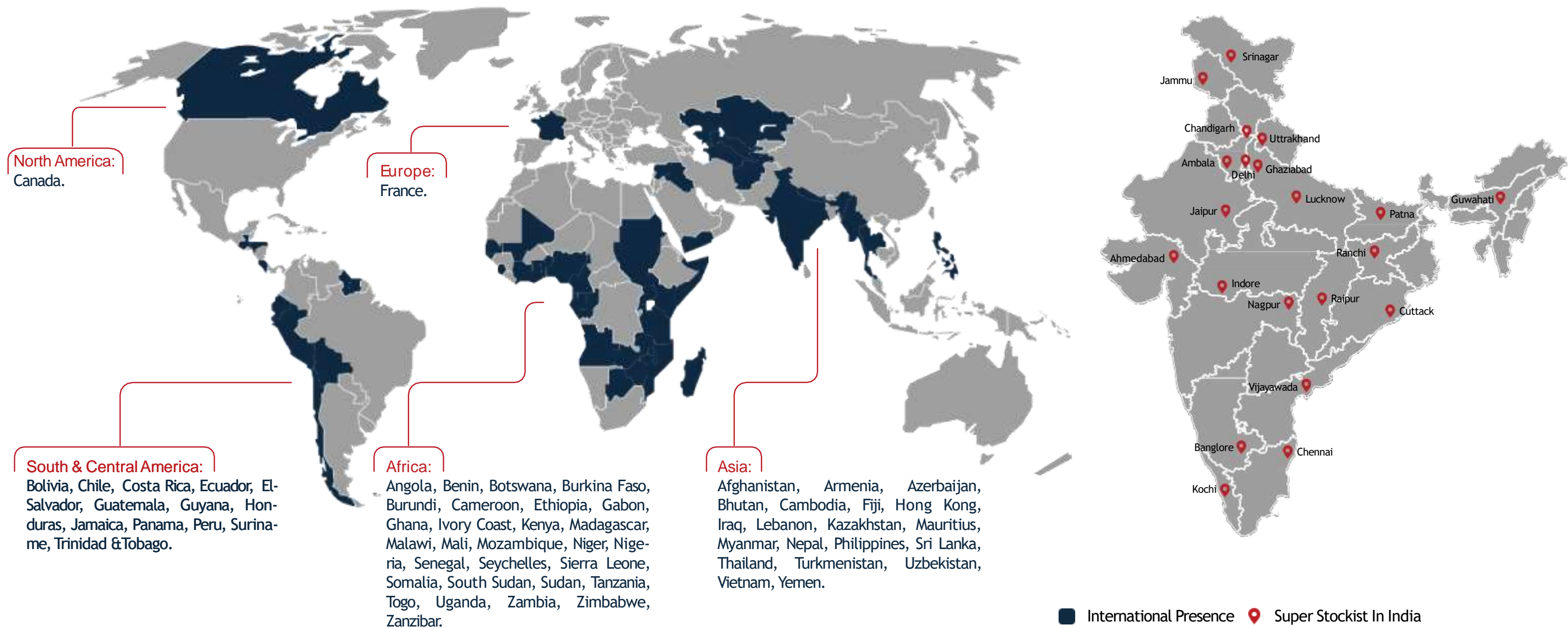
FY24



● DOMESTIC SALES ● EXPORT

Global Footprints

Presence over 60+ countries in Europe, Canada, Latin & North America, Africa, Asia Pacific, South East Asia, and 26 states across India.



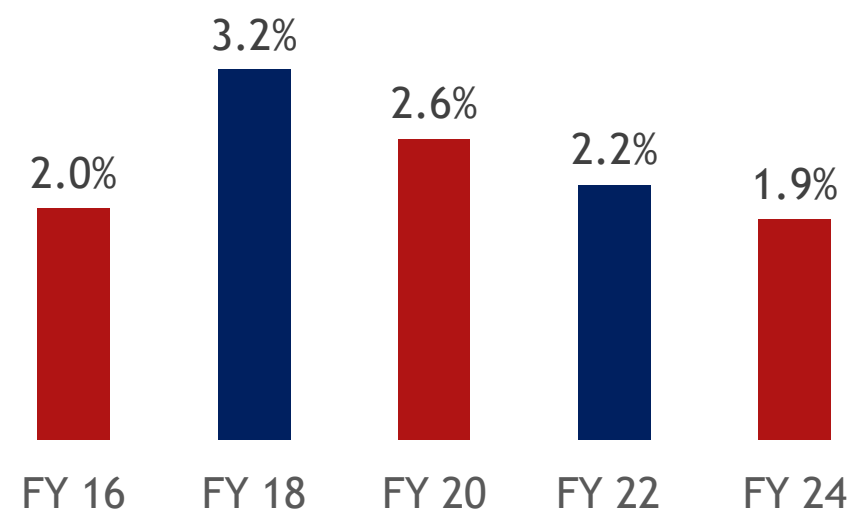
Research & Development



NDDS Formulations Introduced First Time In India by Lincoln

- Anti-Fungal Vagina Spray.
- Diclofenac Rectal Spray.
- Sildenafil Oral Spray.
- Ondansetron Hydrochloride Oral Spray (DOMI-UP).
- Paracetamol 1000mg Programmed Release Tablet (PA-12).
- Micronized Progesterone Vaginal Spray (PROLIN).
- Namcold DX Oral Suspension.
- First one to introduce TINNEX for the relief of Tinnitus.

R&D Expenditure as % of Sales



Research Facilities

R&D Team

Senior Scientist	15
Junior Scientist	18
Analyst	18
Regulatory Personnel	12
Administrative Personnel	09
Others	06
Total	78

Innovations - Lincoln Pharma

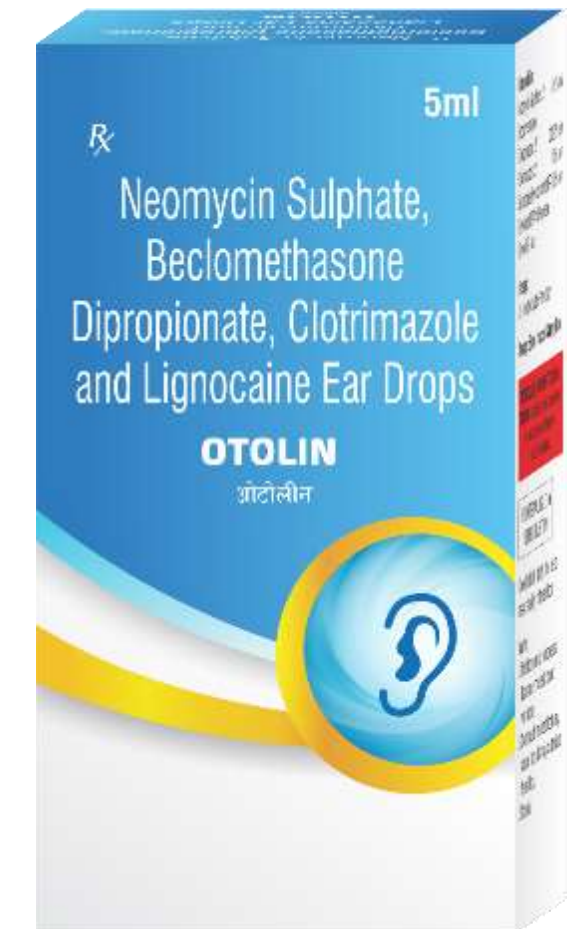
DOMITM up
Ondansetron Hydrochloride 2 mg Oral Spray

TinnexTM
Caroverine 20 mg Capsules
Caroverine 160 mg/8 ml Injection

LUTHER AQUA
 α - β Arteether 150 mg/ml Injection

NAM COLD-Z
Paracetamol 125 mg + Phenylephrine 5 mg + Chlorpheniramine maleate 1 mg + Sodium Citrate 60 mg + Menthol 1 mg / 5 ml Syrup

Pa12^{PROGLET}
1000 mg Programmed Release Paracetamol



VivianTM GEL
Diclofenac Diethylamine 1.16% w/w + Linseed Oil 3.0% w/w + Methyl Salicylate 10% w/w + Menthol 5.0% w/w

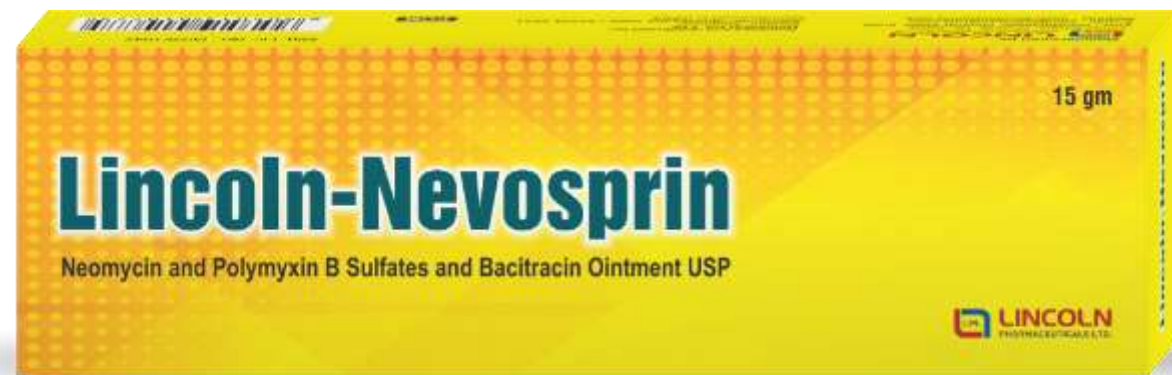
CHARGE UPTM
(11 Antioxidants + 33 Essential Micronutrients + 5 Amino acids)



New Launches - Domestic Market



New Launches - International Markets



Wide Spectrum of Therapeutic Coverage



Dermatologist
Preparation

Cough & Cold/
Anti Allergic/
Anti-asthmatics

Gyneacological
Products

Sterile Ophthalmic
Eye Drops/
Ointment

Gastro Intestinal
Range

Anti-Malarial

Vitamins/
Minerals/
Anti-oxidants

Anti-bacterial/
Anti-viral/
Anti-fungal

Analgesic/
Anti-pyretic

Otology

Anti-Diabetic

Anti-Psychotic/
Anti-Convulsant/
Anti-Depressant

Cardiac/
Anti-Hypertensives/
Diuretic

Anti-Diarrhoeal/
Anti-Spasmotic/
Laxative

Phosphodiesterase
Type 5 Inhibitor
and General
Anesthetics

Best In Class Facilities - Khatraj, Gujarat

Certification

EU-GMP, TGA, WHO-GMP Certified; ISO 9001:2015; ISO-14001:2015 and ISO-45001:2018 Certified.

R&D Center

Approved by Government of India; Team of 30 plus scientists for R&D.

Green Energy

Windmill and 1MW Solar Roof installed. Producing 65% of company's total energy consumption.



Dosage Forms Produced at Unit 1

Description	Annual Capacity	Unit
Tablet (Compression & Coating)	30,000 lacs	Tablets
Tablet (Granulation)	12,00,000	Kg
Capsule (Filling)	2,340 lacs	Capsules
Dry Syrup (Filling)	72,00,000	Bottles
Ointment (Filling General & Sterile)	336 lacs	Tubes

Dosage Forms Produced at Unit 2

Description	Size	Annual Capacity	Unit
Liquid Ampoules	1 ml to 5ml	60,000,000	Ampoules
	10 ml	30,576,000	Ampoules
Liquid Vials	2 ml to 10ml	15,600,000	Vials
	10 ml to 30 ml	15,600,000	Vials
Oral Liquids	60 ml to 100 ml	18,000,000	Bottles
	150 ml to 200 ml	18,000,000	Bottles
Dry Powder Injection	100 mg	22,464,000	Vials



Best in Class Facilities - Mehsana, Gujarat



WHO-GMP Certified; BOMRA Certified; ISO 9001:2015; ISO-14001:2015 and ISO-45001:2018 Certified.

Certification

Approved Team of 10 plus scientists for R&D.

R&D Center

Dosage Forms Produced at Unit 3 OSD and Dry Powder Injection

Description	Size	Annual Capacity	Unit
Tablet (Compression & Coating)		511 lacs	Tablets
Tablet (Granulation)		222768	Kg
Capsule (Filling)		120 lacs	Capsules
Dry Syrup (Filling)		68,14,080	Bottles
Dry Powder Injection	7.5 ml, 10 ml	4,32,00,000	Vials
Dry Powder Injection	20 ml, 30ml	3,00,00,000	Vials

Financial Highlights

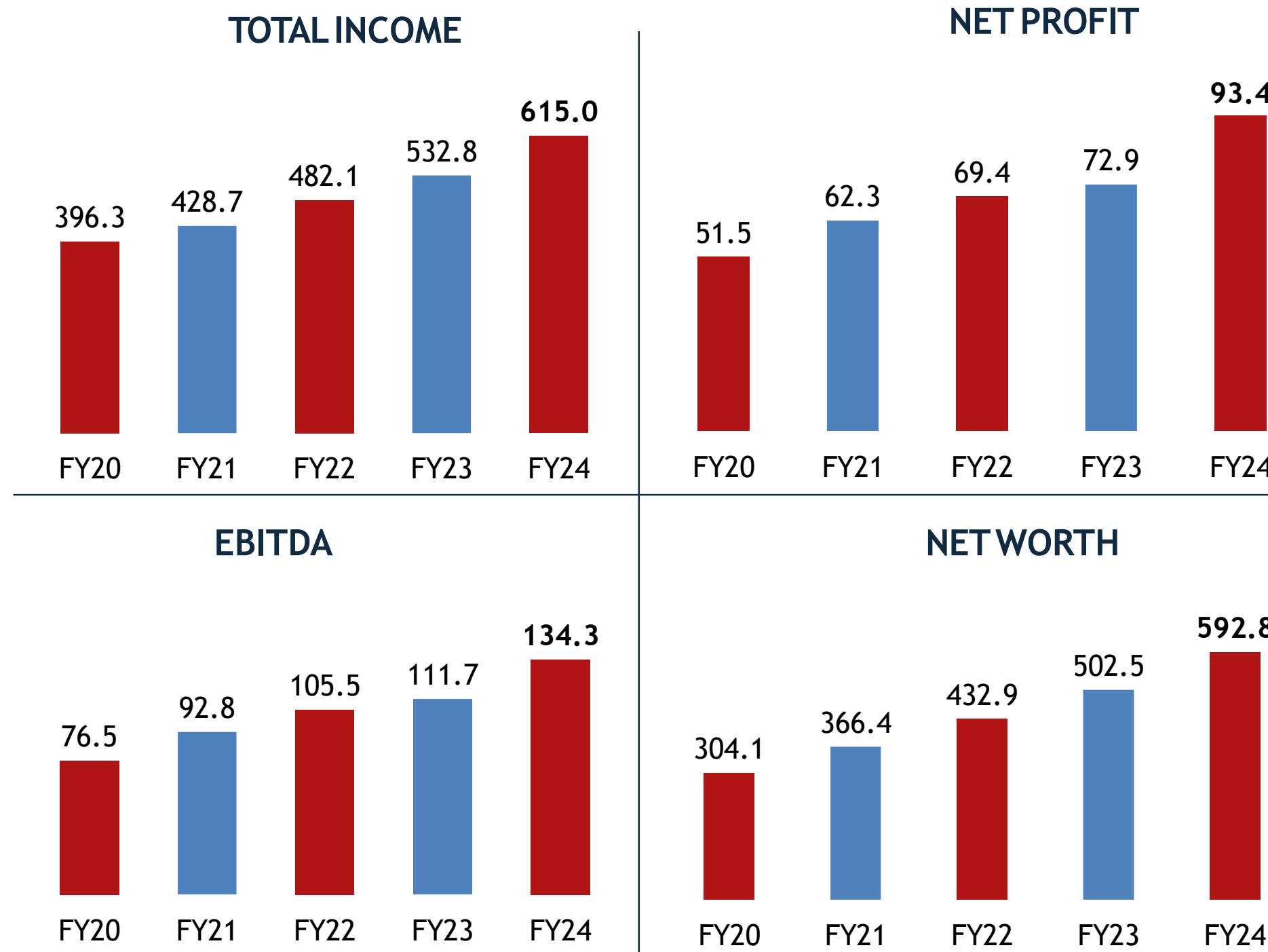


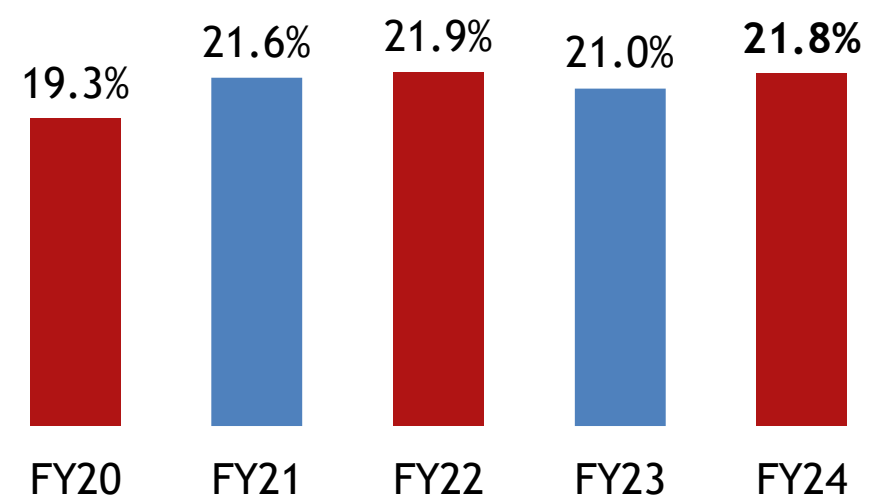
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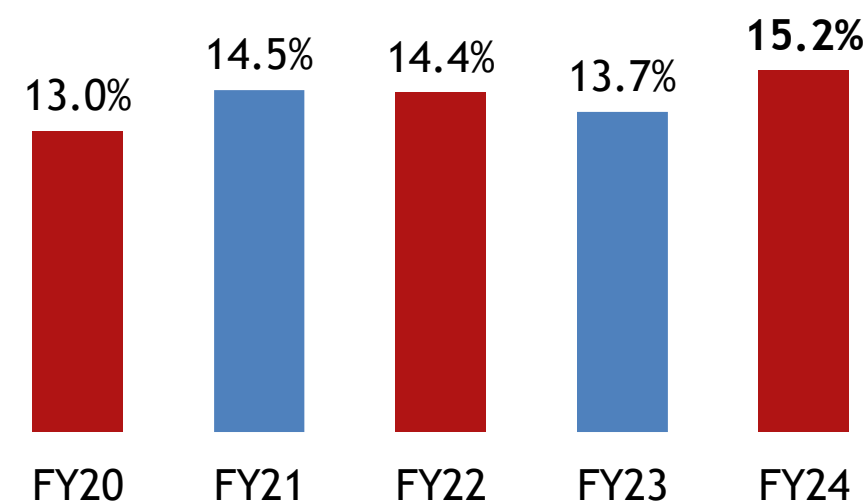
Profitability Ratios



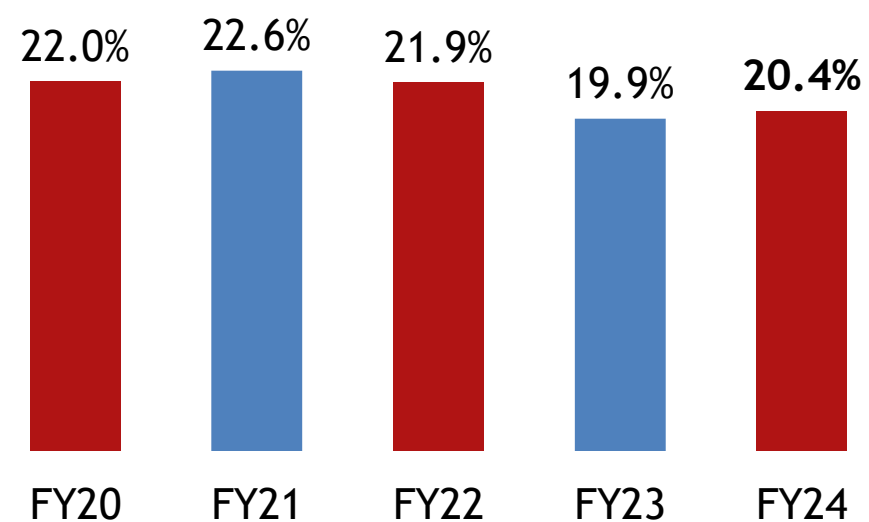
EBITDA MARGIN



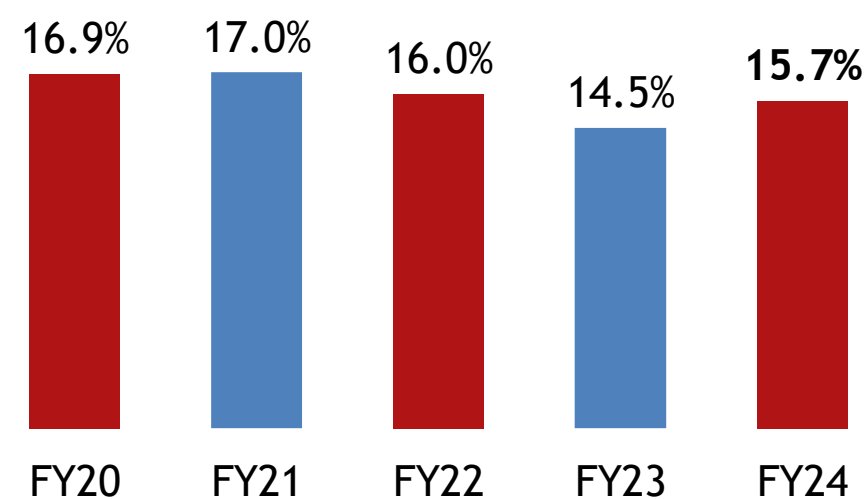
PAT MARGIN



ROCE

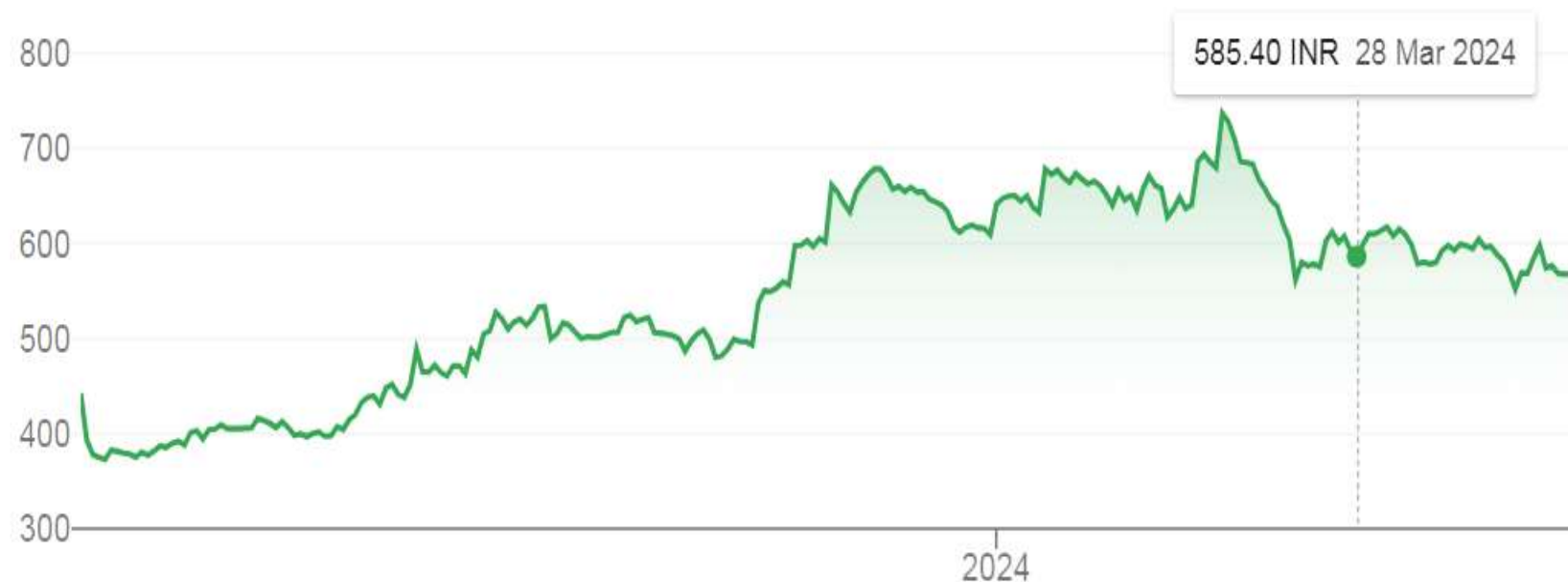


RONW



Share Holding Information

Particulars	March 2024			March 2023		
Investor Category	No of Shareholders	No of Shares Held	Holding (%)	No of Shareholders	No of Shares Held	Holding (%)
Promoter Group	25	99,21,430	49.53%	27	94,14,112	47.00%
Public Holding	31,350	1,01,08,298	50.47%	29,061	1,06,15,616	53.00%
Total	31,375	2,00,29,728	100%	29,088	2,00,29,728	100%



Stock Information	As On 31 March 2024
No of Equity Shares	2,00,29,728
Face Value (INR)	10
Share Price (As on 31 March 2024 - BSE)	585.40
52 Week High/Low	754.25/339.05
Market Capitalisation (As on 31 Mar 2024)	Rs. 1,172.54 crore



Location



Corporate Office

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Ahmedabad - 380060, Gujarat, India.

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