



Pharmaceuticals Limited

Registered & Corporate Office :

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CIN : L24239TG1987PLC008066
Email: info@smspharma.com, www.smspharma.com

Date: 31st May, 2025

To,
The Manager,
Corporate Filings Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

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

Security Code: 532815

Symbol: SMSPHARMA

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing here herewith a copy of investor presentation of the Company for the quarter and year ended 31st March, 2025.

This Investor Presentation may also be accessed on the website of the Company at www.smspharma.com

Kindly take the same on record and disseminate on your website.

Thanking you
Yours Faithfully

For SMS Pharmaceuticals Limited

Thirumalesh Tumma
Company Secretary

Investor Presentation

Q4 & FY25

May 2025



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Q4 & FY25 business and financial highlights

Profitability

- FY25 EBITDA margin up 132 bps YoY to 18% due to backward integration
- Full year PAT up 39% YoY, driven by scale and cost optimisation

Revenue

- FY25 Revenue grows 10% YoY with strong Q4 recovery (43% QoQ) driven by volume growth

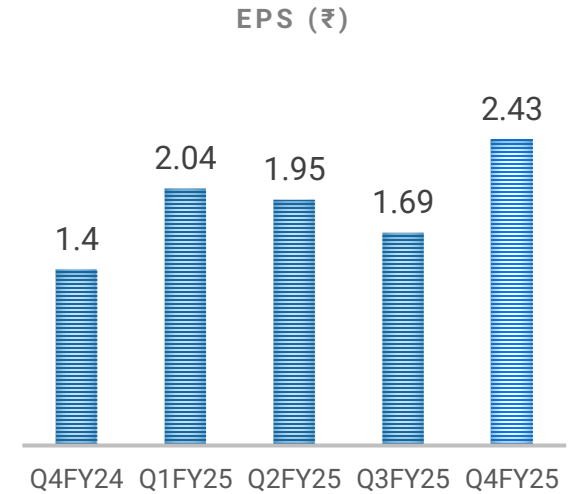
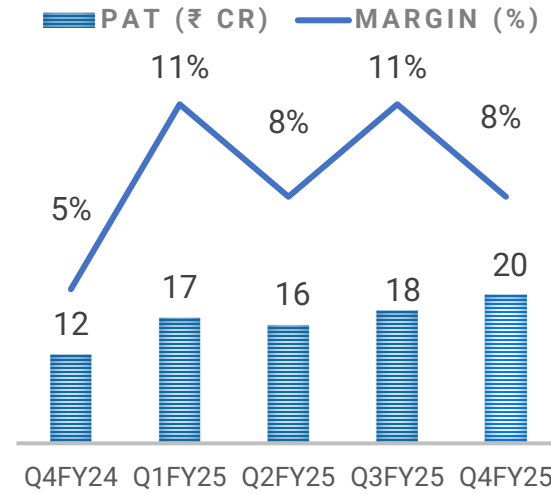
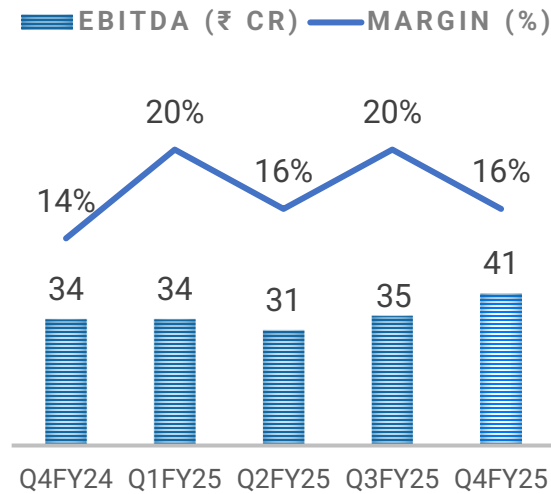
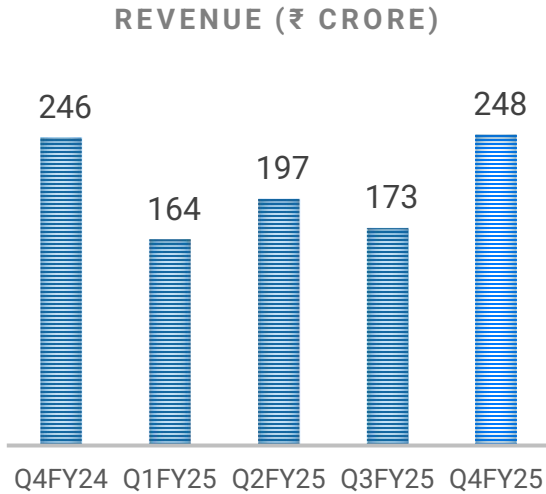
Project update

- Backward integration project for key APIs to be commissioned in June 2025
- New Capex of ₹250 crore to expand capacity for new products and CMO business

Corporate update

- The Board has recommended a final dividend of ₹0.40 (40%) per share
- Successful closure of USFDA inspection of Hyderabad facility

Q4FY25 financial highlights



₹248 crore

Revenue from operations

▲ 1%

₹41 crore

EBITDA

▲ 21%

₹20 crore

PAT

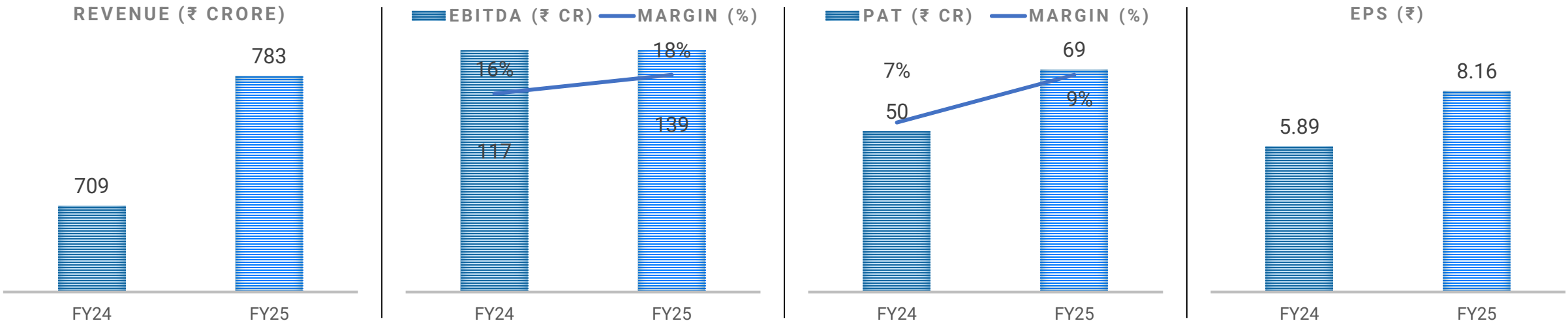
▲ 18%

₹2.43

EPS

▲ 19%

FY25 financial highlights



₹783 crore

Revenue from operations

▲ 10%

₹139 crore

EBITDA

▲ 19%

₹69 crore

PAT

▲ 39%

₹8.16

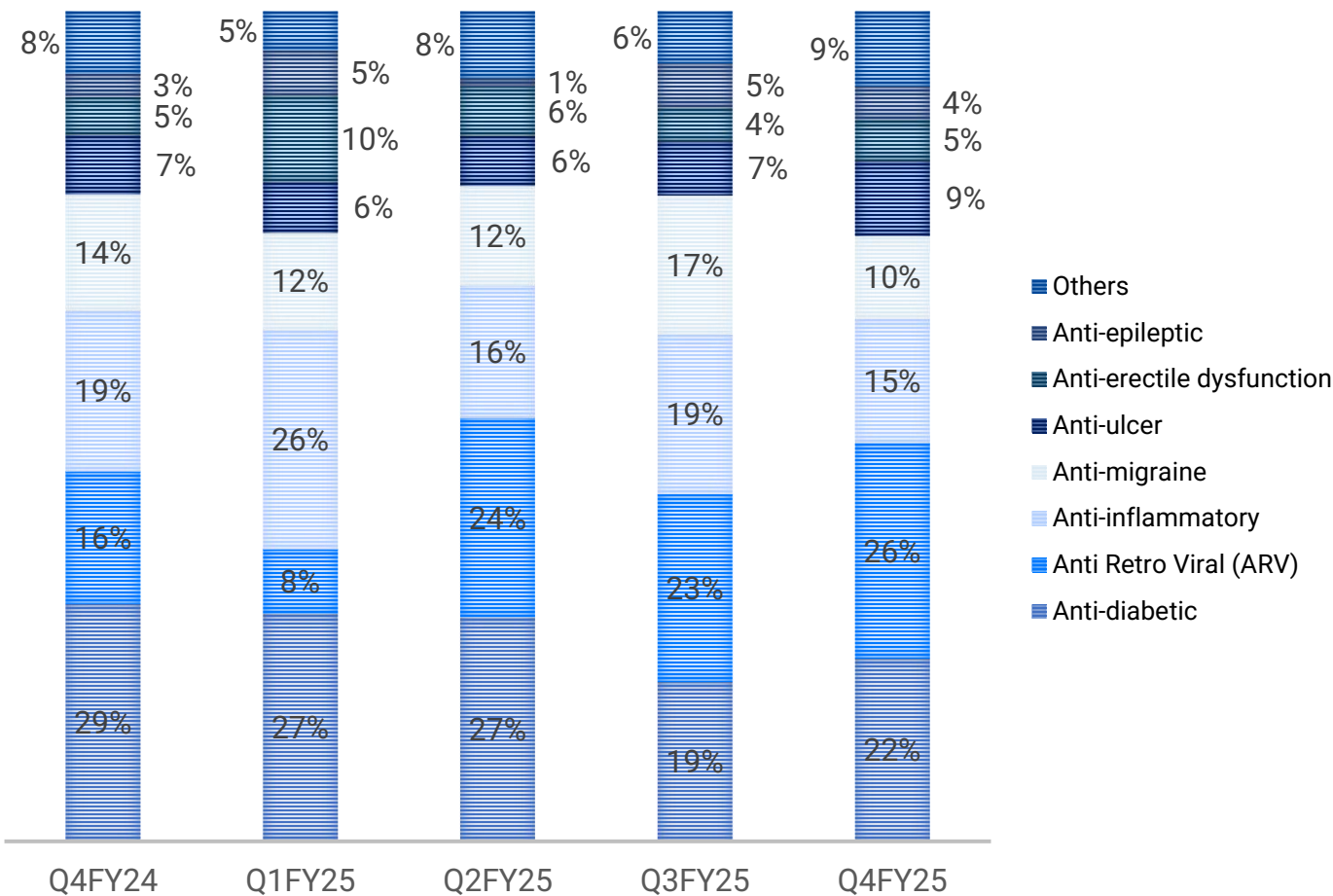
EPS

▲ 39%

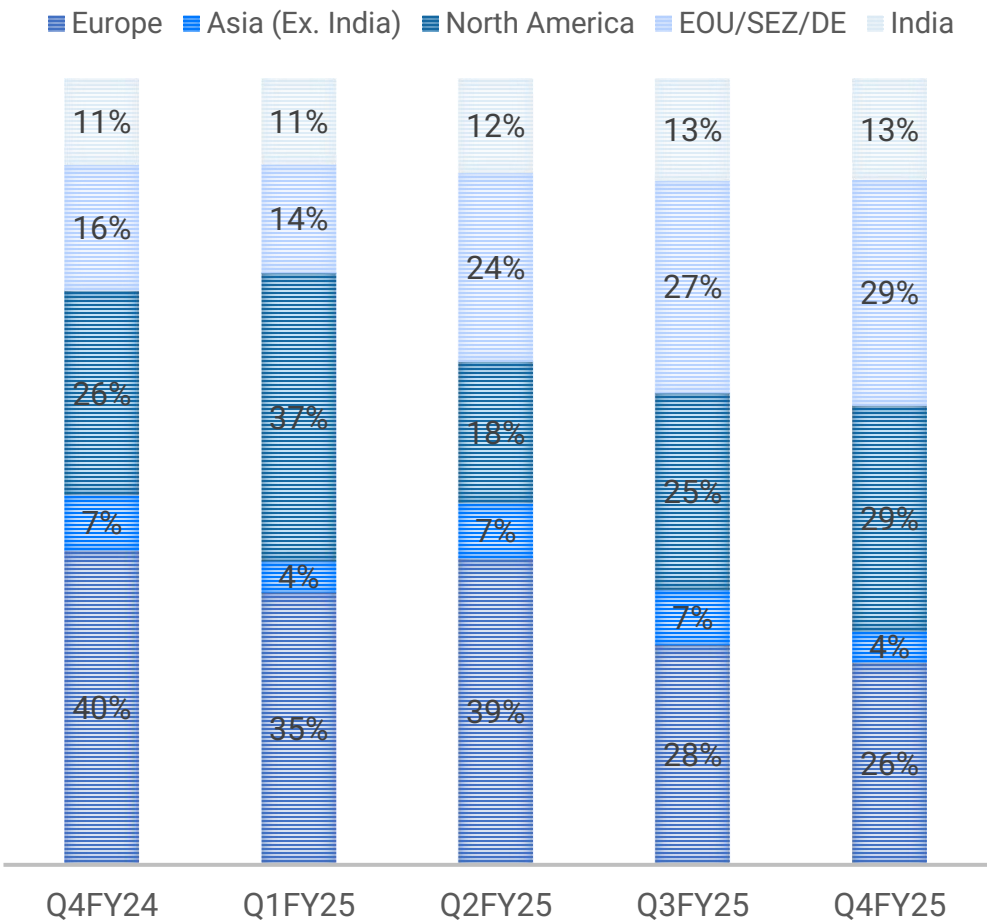
Key operating metrics Q4FY25



REVENUE BY THERAPEUTIC AREA (%)



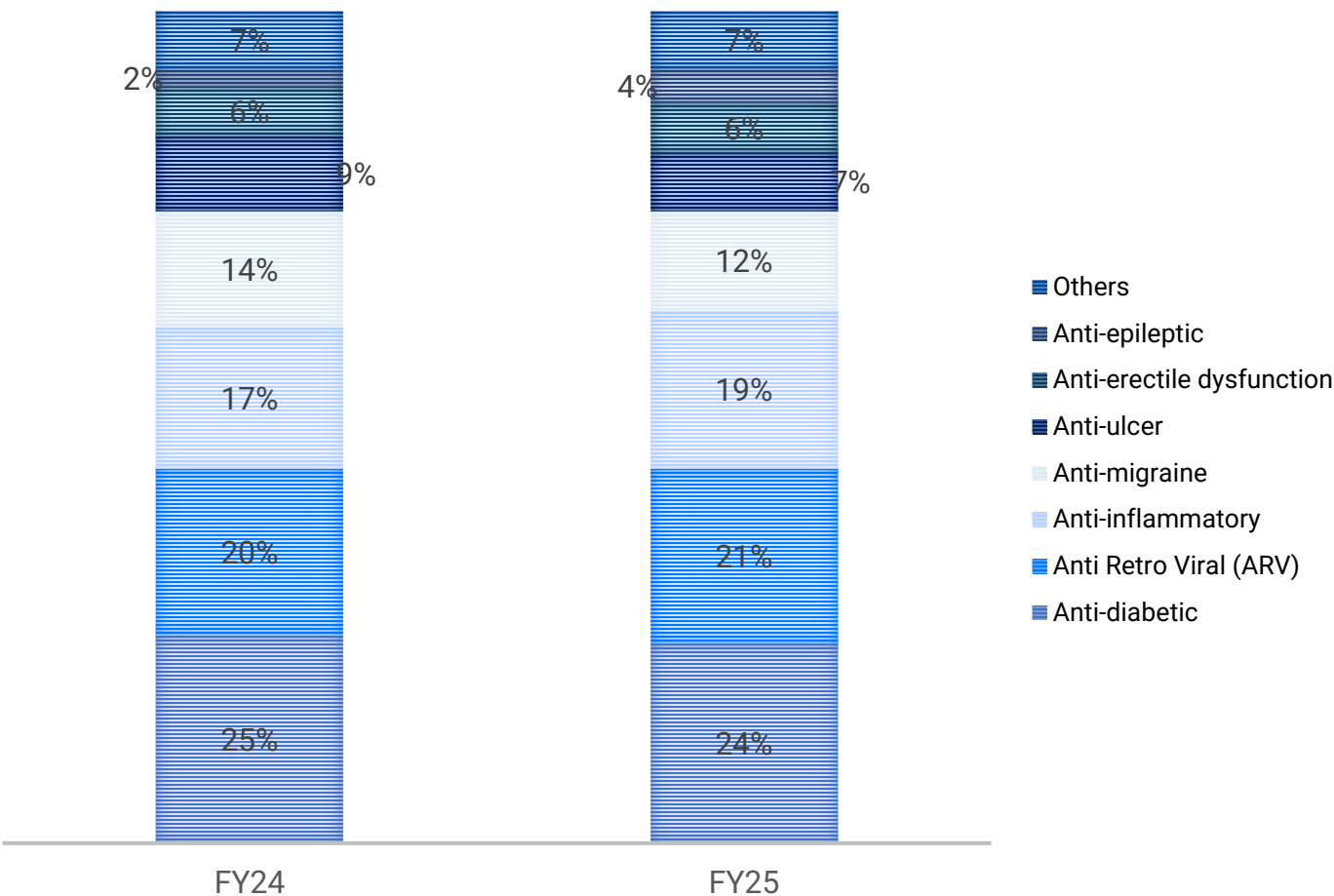
REVENUE BY GEOGRAPHY-WISE (%)



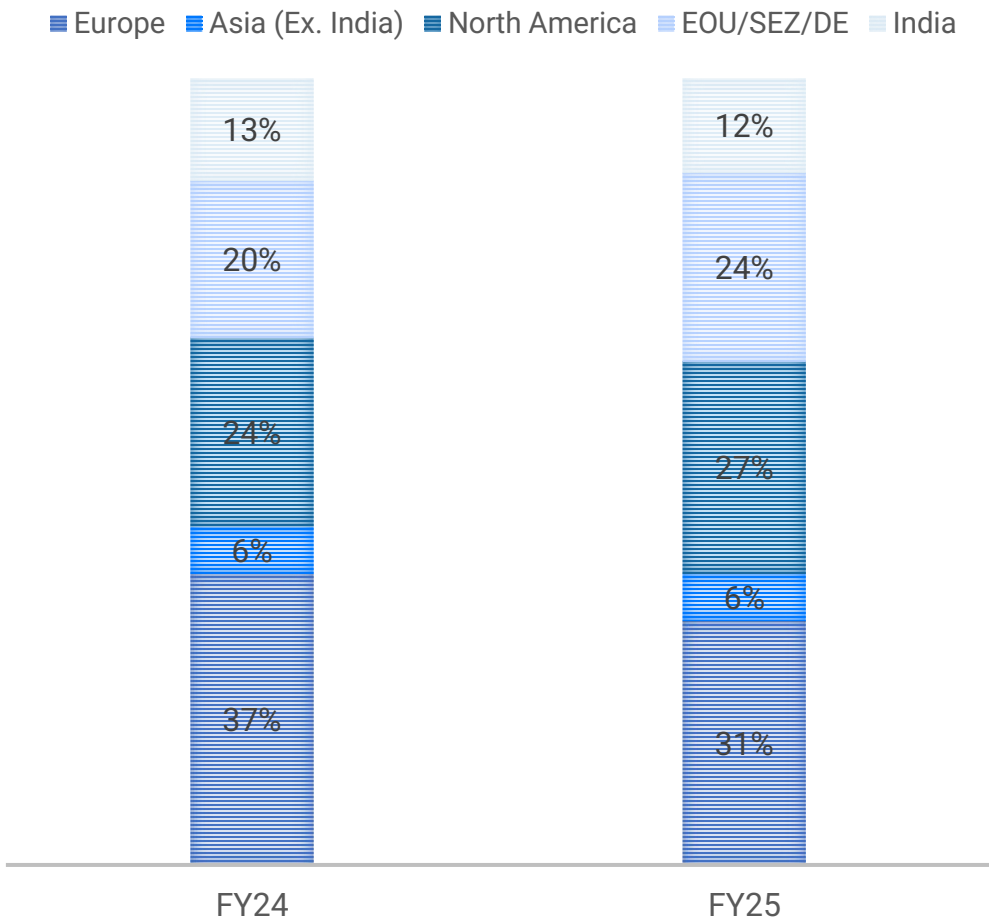
Key operating metrics FY25



REVENUE BY THERAPEUTIC AREA (%)



REVENUE BY GEOGRAPHY-WISE (%)



Company Overview

Building a sustainable global business

From a single unit-product facility to becoming a diversified API player with a global presence, we have...

- **Global and domestic leadership** in key APIs
- An **integrated business model** with accredited facilities
- Strong presence in **regulatory markets**
- Focus on **R&D**



#1

Largest single-block
Ibuprofen plant in Asia

88%

Revenue contribution of
regulatory markets

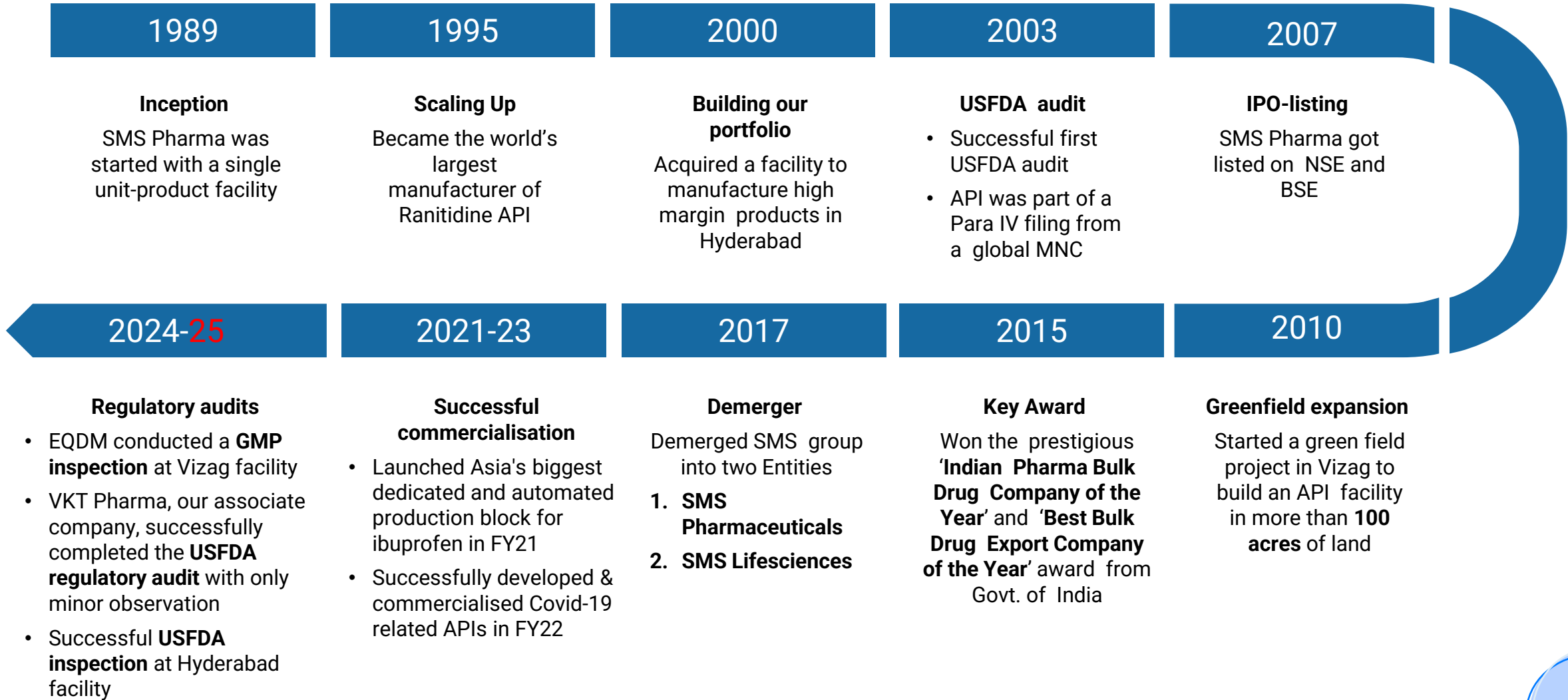
₹783 Cr

Revenue in FY25

₹69 Cr

PAT in FY25

35+ history of delivering value



State-of-the-art, accredited manufacturing facilities



Hyderabad

Manufacturing capacity: 120 KL for niche small-volume molecules

.....

Regulatory approvals: USFDA, EUGMP, KFDA, CDSCO, PMDA

Six times approved by the USFDA

.....

Total area: 48,158 m²



Vizag

Manufacturing capacity: 3,000 KL for niche large-volume molecules

.....

Regulatory approvals: USFDA, KFDA, CDSCO, PMDA

Three times approved by the USFDA

.....

Total area: 3,45,007 m²

Healthy product mix of high-value and high-volume products



Therapeutic areas	Key products	Category
Anti-inflammatory	Ibuprofen	High-volume
Anti Retro Viral (ARV)	Tenofovir	High-volume
Anti-diabetic	Sitagliptin, Empagliflozin, Dapagliflozin, Vildagliptin	High-value
Anti-migraine	Sumatriptan, Rizatriptan, Eletriptan	High-value
Anti-ulcer	Famotidine, Pantoprazole	High-volume
Anti-erectile dysfunction	Tadalafil, Sildenafil, Vardenafil	High-value
Anti-epileptic	Levetiracetam, Perampanel, Lamotrigine	High-value
Anti-anginal	Ranolazine	High-value

63:37

Revenue mix of high-value to high-volume products in FY25

Strong thrust on R&D

New product development

Added 20 new products

Consistent investment in R&D

Allocation of 2.4% of sales to R&D in FY25

Strong partnerships

JV with Spanish pharma giant Chemo Iberica S.A.

Large technical team

63+ scientists

Focus on commercialisation

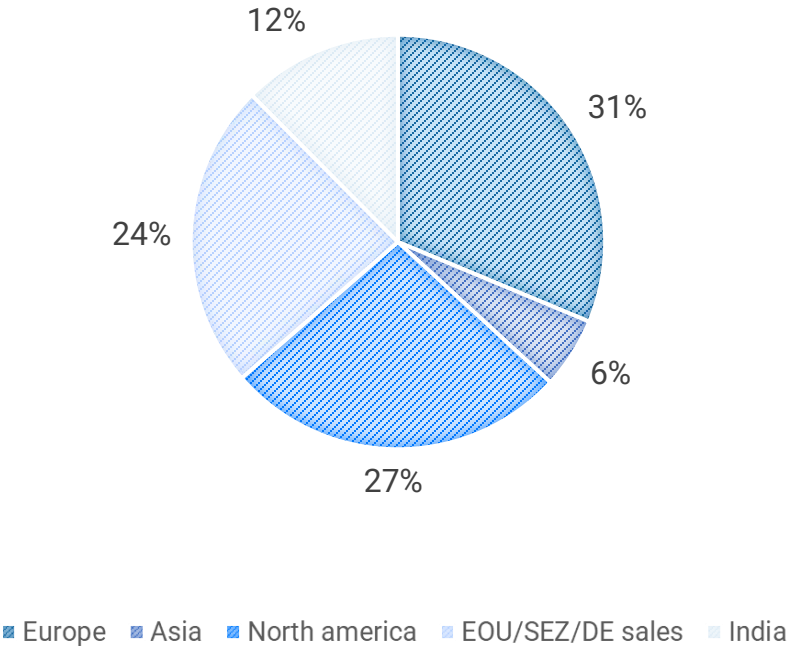
21 DMFs filed and 30+ process patents



Diversified to mitigate risk and optimise growth

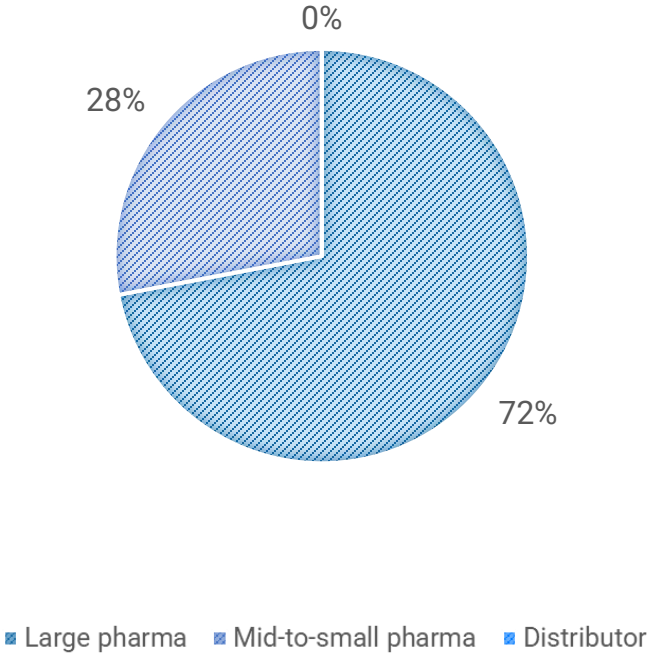


REVENUE BY LOCATION, FY25



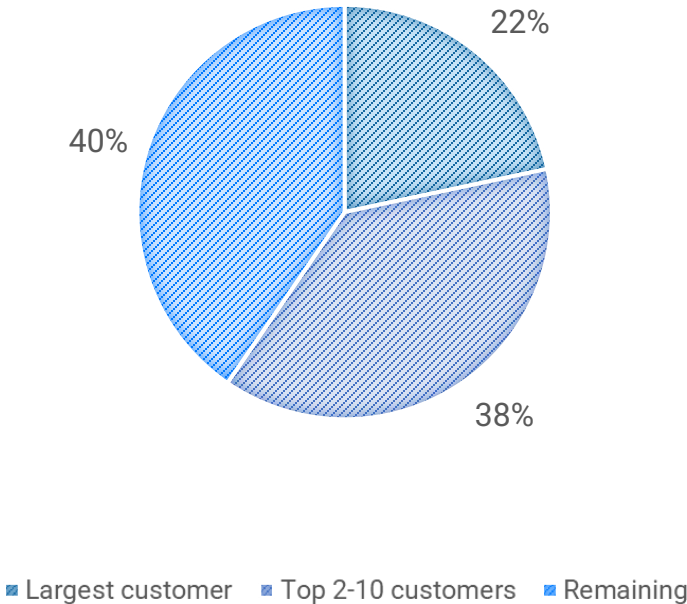
88% contribution from regulated markets in FY25

REVENUE BY CUSTOMER TYPE



Long-standing relationships with marquee customer base

REVENUE BY CUSTOMER SIZE



Largest customer contributed ~22% of revenue in FY25

Our Strengths

Marquee customer base



The logo for Teva, featuring the word 'teva' in a blue, lowercase, sans-serif font with a green leaf-like graphic integrated into the letter 'v'.

The logo for Sun Pharma, featuring an orange circular graphic above the words 'SUN PHARMA' in a bold, black, sans-serif font.

The logo for Zydus, featuring the word 'Zydus' in a bold, blue, sans-serif font with a red cross symbol, and the tagline 'dedicated to life' in a smaller, green, script font below it.

The logo for Cipla, featuring the word 'Cipla' in a bold, blue, sans-serif font.

The logo for Alkem, featuring a stylized blue 'a' inside a diamond shape, with the word 'ALKEM' in a bold, blue, sans-serif font below it.

The logo for ScieGen Pharmaceuticals Inc., featuring a blue square with the letters 'SG' inside, followed by the words 'ScieGen Pharmaceuticals Inc.' in a bold, black, sans-serif font.

The logo for Granules, featuring a blue circular graphic with a red dot in the center, followed by the word 'GRANULES' in a bold, black, sans-serif font.

The logo for Sanofi, featuring a stylized blue and yellow 'S' shape above the word 'SANOFI' in a bold, blue, sans-serif font.

The logo for Johnson & Johnson, featuring the words 'Johnson & Johnson' in a red, script font.

The logo for Dr. Reddy's, featuring the words 'Dr. Reddy's' in a bold, black, sans-serif font, followed by a purple graphic of a heart and dots.

The logo for Mylan, featuring a blue square with the letters 'M' inside, followed by the word 'Mylan' in a bold, black, sans-serif font.

The logo for Laurus Labs, featuring a green circular graphic above the words 'LAURUS Labs' in a bold, black, sans-serif font, with the tagline 'Knowledge . Innovation . Excellence' in a smaller font below it.

The logo for Glenmark, featuring a red 'G' symbol above the word 'glenmark' in a bold, red, sans-serif font, with the tagline 'A new way for a new world' in a smaller font below it.

The logo for Chemo, featuring a stylized blue and green circular graphic above the word 'CHEMO' in a bold, black, sans-serif font, with the tagline 'Global Affinity in Healthcare' in a smaller font below it.

The logo for Aurobindo, featuring a stylized green 'A' shape above the word 'AUROBINDO' in a bold, blue, sans-serif font.

Experienced BoD to deliver on strategy



Sri. Ramesh Babu Potluri
Chairman & Managing Director



Sri. Vamsi Krishna Potluri
Executive Director



Sri. Shravan Kudravallii
Independent Director



Sri. Sarvepalli Srinivas
Director



**Sri. Dr. Suresh Kumar
Gangavarapu**
Independent Director



**Sri. Sunkara Venkata
Satya Shiva Prasad**
Non-Executive Non
Independent Director



Smt. Shanti Sree Bolleni
Independent Director



**Sri. Trilok Potluri Non-
Executive Non
Independent Director**

Strategies for growth

Achieve global scale in ibuprofen

- Aim to achieve a production target of 1,000 MT per month

Leveraging diversified portfolio for growth

- Strong presence in both key high-margin and high-volume products

Backward integration to drive profitability

- Vertical integration of select products

New Product Development for additional growth options

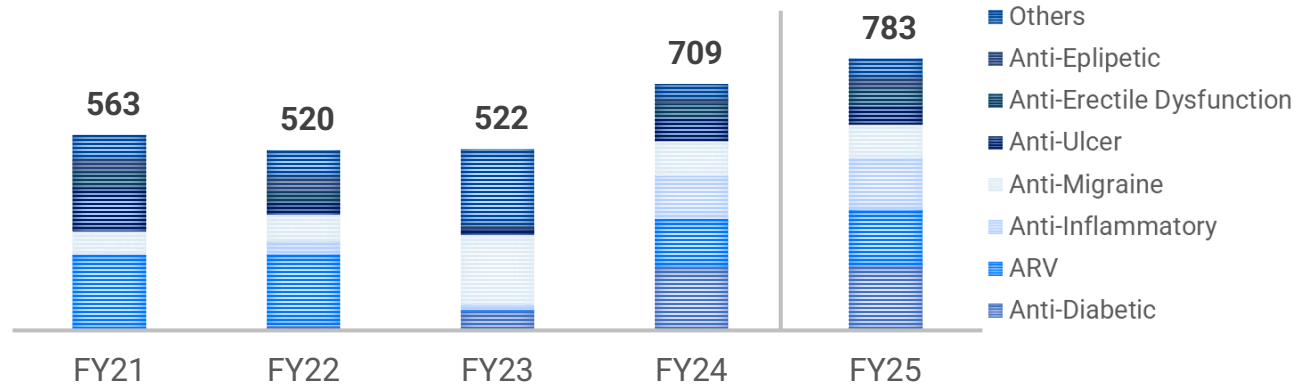
- Aim to add 8-10 products in the next 12-18 months in existing and new therapeutic areas

Capacity expansion

- New Capex of ₹250 crore for new products and CMO business

Robust growth is expected in revenue and profitability

REVENUE (₹ CR)



Key Drivers:

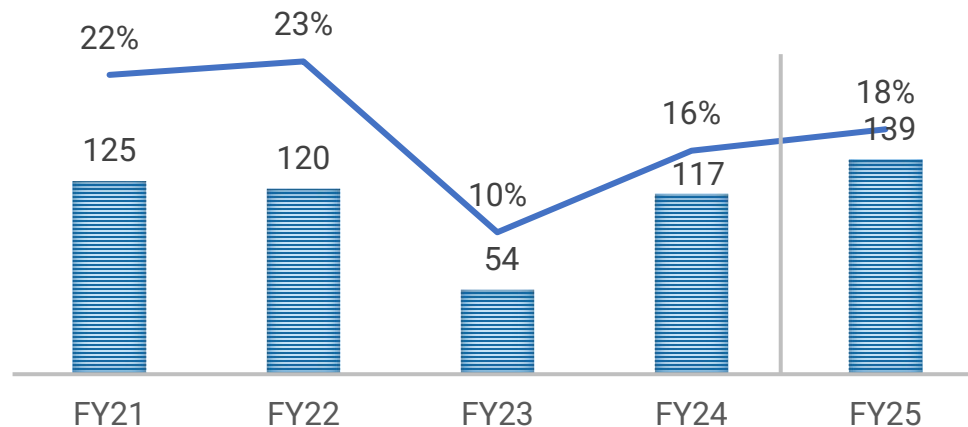
Diversified product portfolio to drive revenue

Cost optimisation and enhanced operational efficiency enabled by scale

Improved profitability through backward integration

Increased traction in CMO business and robust pipeline of new products

EBITDA (₹ CR) — MARGIN (%)



Consolidated P&L statement

Particulars (₹ Cr)	Q4FY25	Q4FY24	YoY Growth (%)	Q3FY25	QoQ Growth (%)	FY25	FY24	YoY Growth (%)
Revenue from Operations	248.20	245.80	1%	173.35	43%	782.75	709.26	10%
COGS	173.32	182.55	-5%	106.24	63%	523.41	497.71	5%
Gross Profit	74.88	63.25	18%	67.11	12%	259.34	211.56	23%
Gross Margin (%)	0.30	26%	444bps	39%	-854bps	33%	30%	330bps
EBITDA	40.81	33.62	21%	33.21	23%	139.00	116.62	19%
EBITDA Margin (%)	0.16	14%	277bps	19%	-272bps	18%	16%	132bps
Other Income	1.42	1.65	-14%	2.13	-33%	6.22	4.46	39%
Finance Costs	5.07	5.61	-10%	4.20	21%	18.54	23.46	-21%
Depreciation	8.64	7.92	9%	8.70	-1%	34.34	31.52	9%
PBT	28.52	21.74	31%	22.44	27%	92.34	66.11	40%
Taxes	8.44	5.69	48%	5.36	57%	24.94	16.91	48%
Reported PAT	20.08	16.05	25%	17.08	18%	67.40	49.20	37%
Add: Share of associate profit/loss	0.23	1.23	-81%	1.16	-80%	1.74	0.63	178%
PAT after MI & Assoc	20.31	17.28	18%	18.24	11%	69.14	49.83	39%
PAT Margin (%)	8%	7%	115bps	11%	-234bps	9%	7%	181bps
Earnings Per Share (EPS)	2.43	2.04	19%	2.15	13%	8.16	5.89	39%

Consolidated Balance Sheet

Particulars (Rs. crores)	FY25	FY24	FY23
Total Equity	640	536	461
Non-Current Liabilities	189	166	164
Long Term Borrowings	139	122	121
Current Liabilities	324	332	255
Short Term Borrowings	171	158	131
Trade Payables	114	151	107
Total Equity and Liabilities	1,153	1,034	880
Non-Current Assets	598	500	469
PPE	531	434	409
CWIP	35	30	33
Current Assets	554	534	411
Inventories	285	234	223
Trade Receivables	203	236	148
Cash & Bank Balances	41	36	7
Total Assets	1,153	1,034	880

Consolidated Cash Flow Statement

Particulars (Rs. crores)	FY25	FY24	FY23
Cash flow from operating activities			
Profit before tax	92.34	66.11	5.35
Cash generated from operations	101.54	65.52	27.05
Cash flow from operating activities	81.71	50.12	22.45
Cash flow from investing activities			
Capex	-123.38	-52.16	-29.92
Cash flow from operating activities	-123.43	-52.07	-29.76
Cash flow from financing activities			
Net Proceeds from Share Warrants	38.09	28.48	-
Proceeds from Long Term Borrowings	63.72	45.09	9.41
Repayment of Long Term Borrowings	-44.10	-37.76	-43.06
Net Proceeds from Short Term Borrowings	10.80	20.21	25.88
Dividend paid	-3.39	-2.54	-2.54
Cash flow from financing activities	47.08	30.68	-31.97
Net increase/decrease	5.36	28.73	-39.28
Opening balance	36.04	7.31	46.58
Closing balance	41.40	36.04	7.31



Mr. Thirumalesh Tumma



SMS Pharmaceuticals Ltd



complianceofficer@smspharma.com



Aditya Dutta



EQSPONENT Partners LLP



smspharma.ir@eqsponent.com

Thank You

