



# Creating Lasting Value

Investor Presentation - Sept 2024



NSE:SUNPHARMA | BSE:524715 |  
Bloomberg:SUNP IN | Reuters:SUN.BO

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# Disclaimer

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 or variations 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. Sun Pharmaceutical Industries Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

<b>1</b>	<b>Revenue composition and growth highlights</b>
<b>2</b>	<b>Business operations</b>
<b>3</b>	<b>R&amp;D &amp; Manufacturing</b>
<b>4</b>	<b>Corporate Governance</b>
<b>5</b>	<b>Key Financials</b>
<b>6</b>	<b>Company history and key deals</b>
<b>7</b>	<b>Focus areas</b>

# Sun Pharma at a glance



## Leading global specialty generic company

Global presence

Operates in over 100 countries

Diversified business

Specialty portfolio, branded generics, generics & APIs

Global Specialty

Fast growing. Focused therapy approach.

US Generics

13<sup>th</sup> largest in US generics market<sup>##</sup>

India

Largest pharma company in India<sup>\*\*</sup>

Emerging Markets

Operating at scale in over 80 countries

Rest of World

Expanding presence in Ex-US developed markets

R&D

Global clinical trials. Early-stage novel R&D. Generic R&D

41 Manufacturing facilities

Manufacturing capabilities across injectables, sprays, ointments, creams, liquids, tablets and capsules

Quality compliance

Several facilities approved by global regulators incl. USFDA

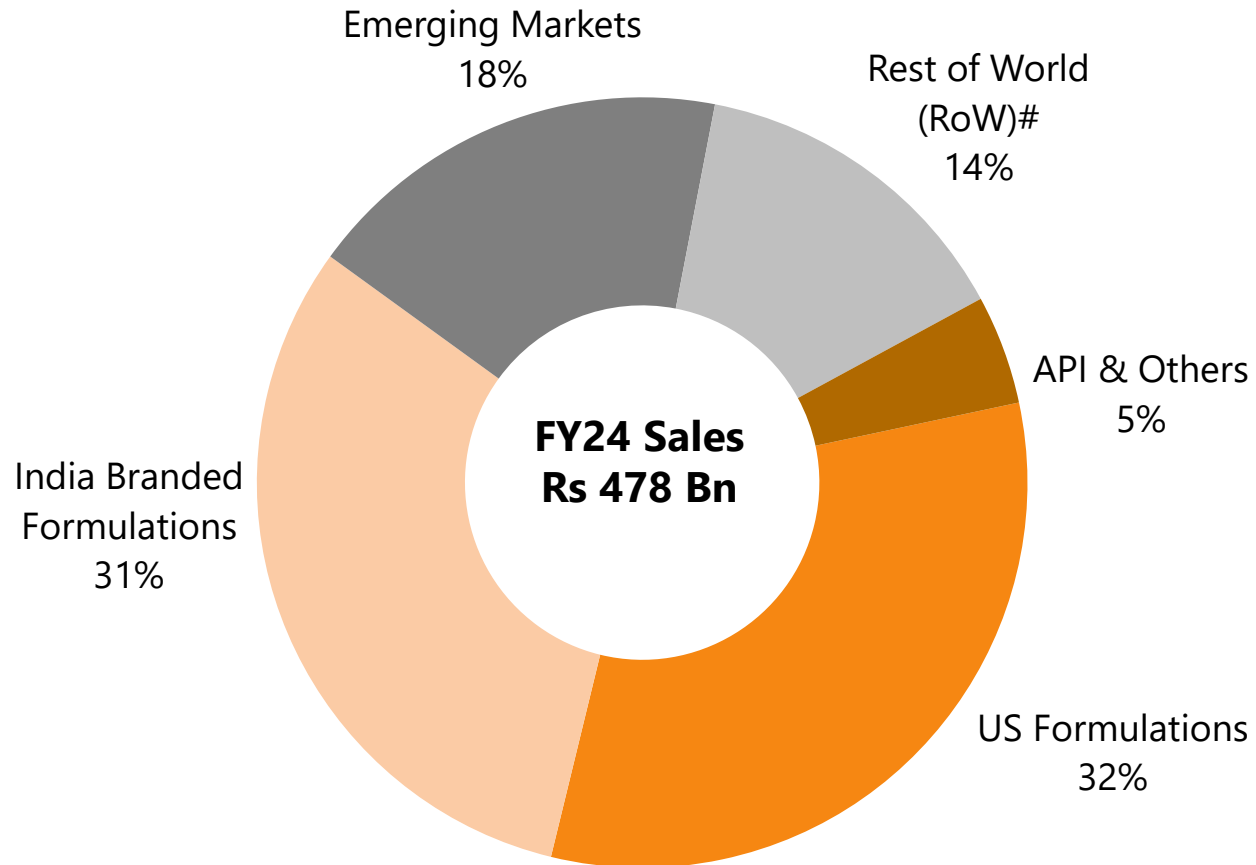
Employees

43,000+ global employee base

<sup>##</sup> Source: IQVIA data for 12 months ended July 2024

<sup>\*\*</sup> As per AIOCD AWACS data for 12 months ended June 2024

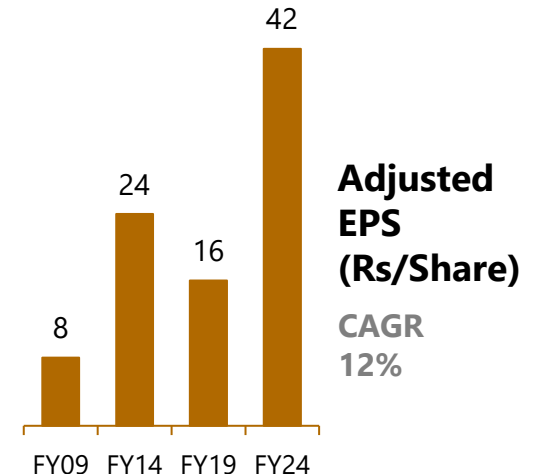
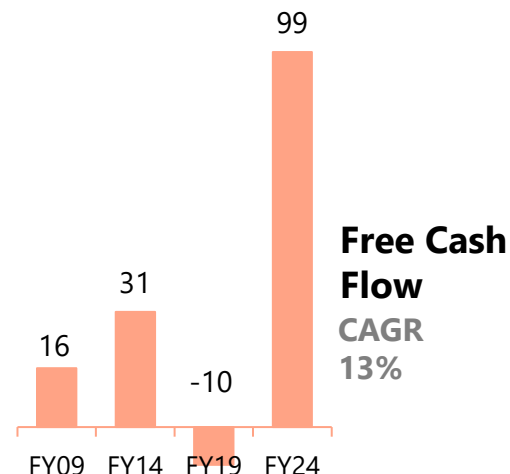
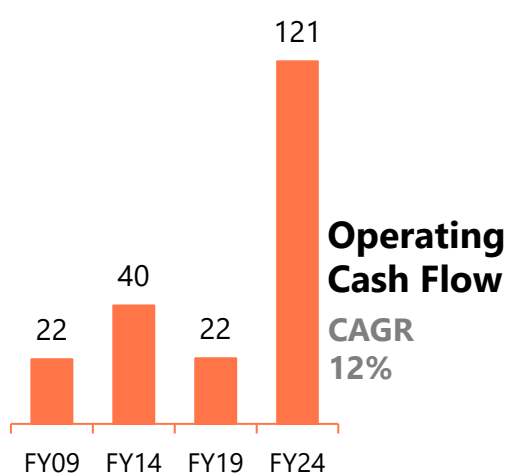
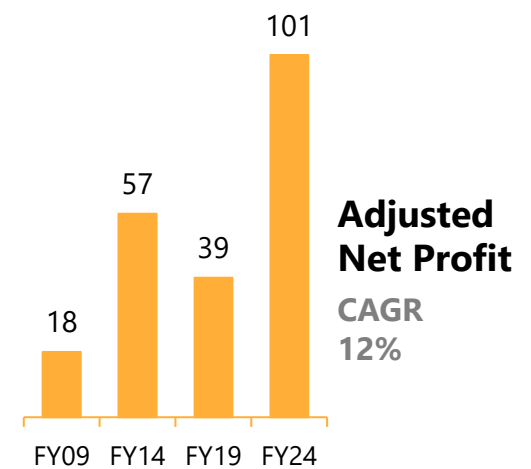
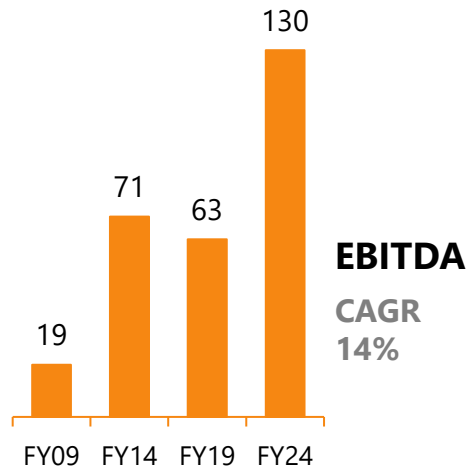
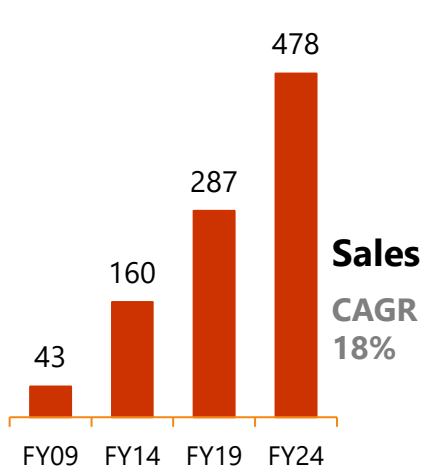
# A diversified revenue base



# Includes Western Europe, Canada, Japan, Australia & New Zealand, Israel and other markets.

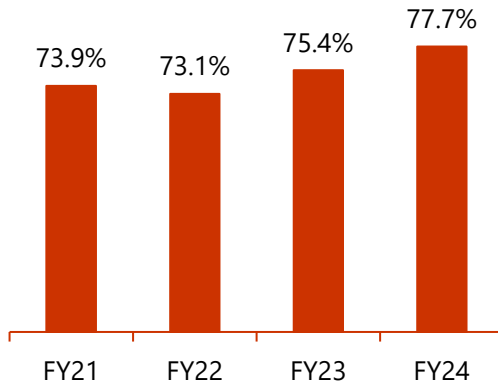
# Impressive track record of growth

(All Figures in Rs Bn)  
CAGR for FY09-FY24

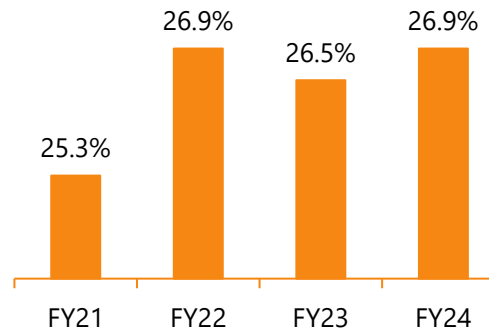


# Strong profitability and return ratios

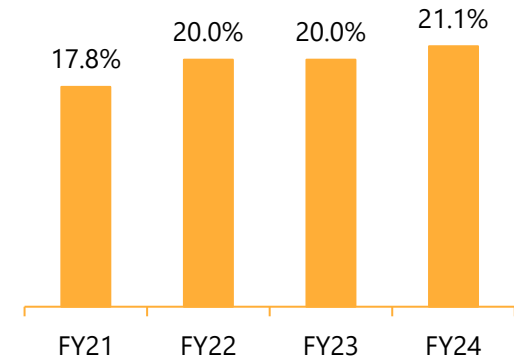
## Gross Margin #



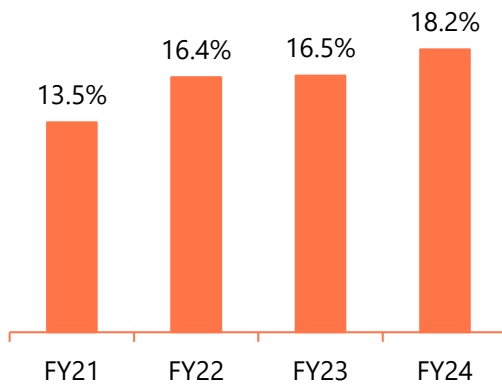
## EBITDA Margin



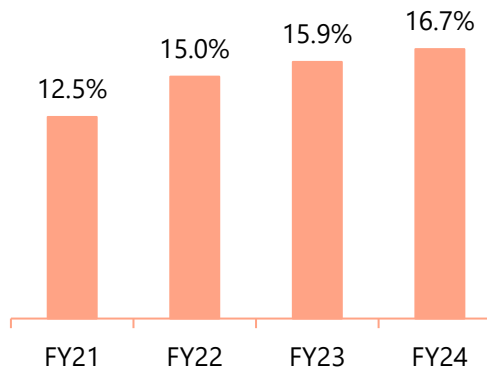
## Adjusted Net Profit Margin



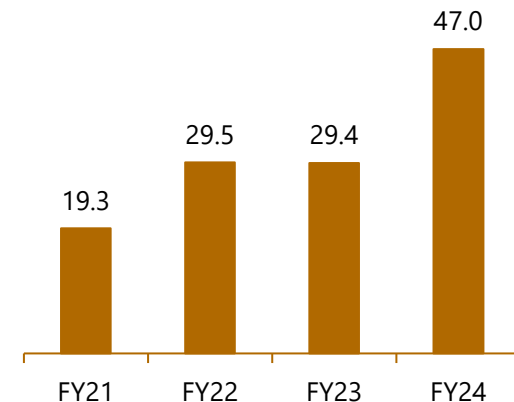
## ROCE



## ROE



## Market Cap (USD Bn)



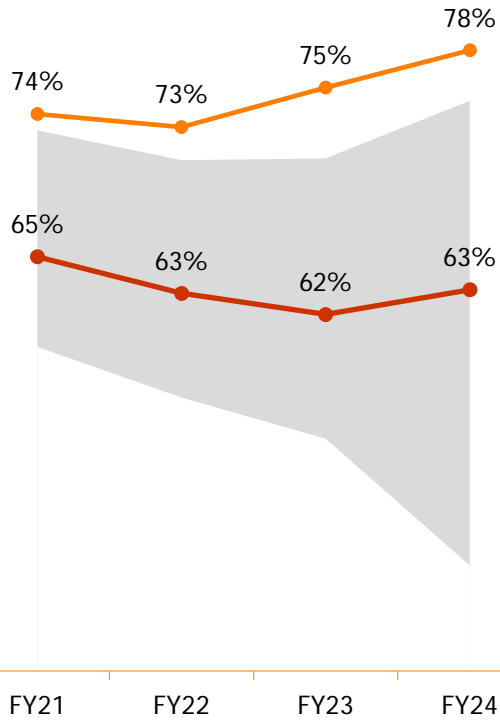
# Gross margin= (Sales - Material Cost)/Sales\*100  
 ROCE & ROE exclude one-time exceptional charges  
 ROCE = EBIT / Average of (Total Assets - Current Liabilities)  
 ROE = Net Profit / Average Shareholders Equity

(Market Cap as on 31st March)

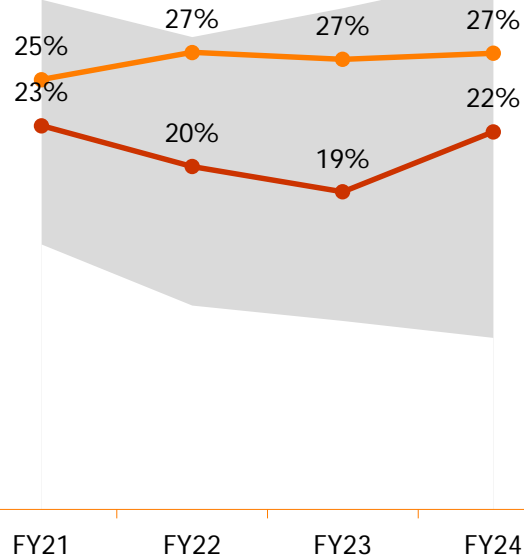
# Best-in-class profitability

—●— Sun Pharma    ■ Range of Top 9 Indian Pharma Cos.    —●— Average

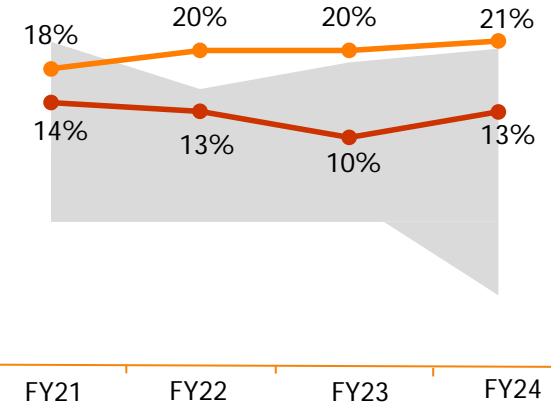
## Gross Margin



## EBITDA Margin



## Adjusted Net Profit Margin



Gross margin = (Net Sales – Material Cost) / Net Sales \* 100

#Top 9 Indian Pharma companies include Cipla, Dr. Reddy's, Aurobindo, Zydus Lifesciences, Torrent, Alkem Labs, Lupin, Ipca and Glenmark



# Business operations



# Snapshot of business operations

## US Business

- FY24 sales: Rs 153,493 mn
- Specialty & Generics. Over 580 approved products
- Large part of Specialty sales in the US. Dermatology, Ophthalmology and Onco Dermatology
- 13<sup>th</sup> largest generics company in US\*, strong pipeline

## India Business

- FY24 sales: Rs 148,893 mn
- Largest pharma company in India by sales
- No.1 with 12 classes of prescribers



## Emerging Markets

- FY24 sales: Rs 86,195 mn
- Over 80 countries across 5 continents
- Romania, Russia, South Africa, Brazil & Mexico are focus markets

## Rest of World (RoW)

- FY24 sales: Rs 67,128 mn
- Western Europe, Canada, Japan, Israel, A&NZ+
- Specialty & Generics. Differentiated offering for hospitals

Note:

(1) As of Sept, 25 2024 using spot exchange rate of INR /USD = 83.63

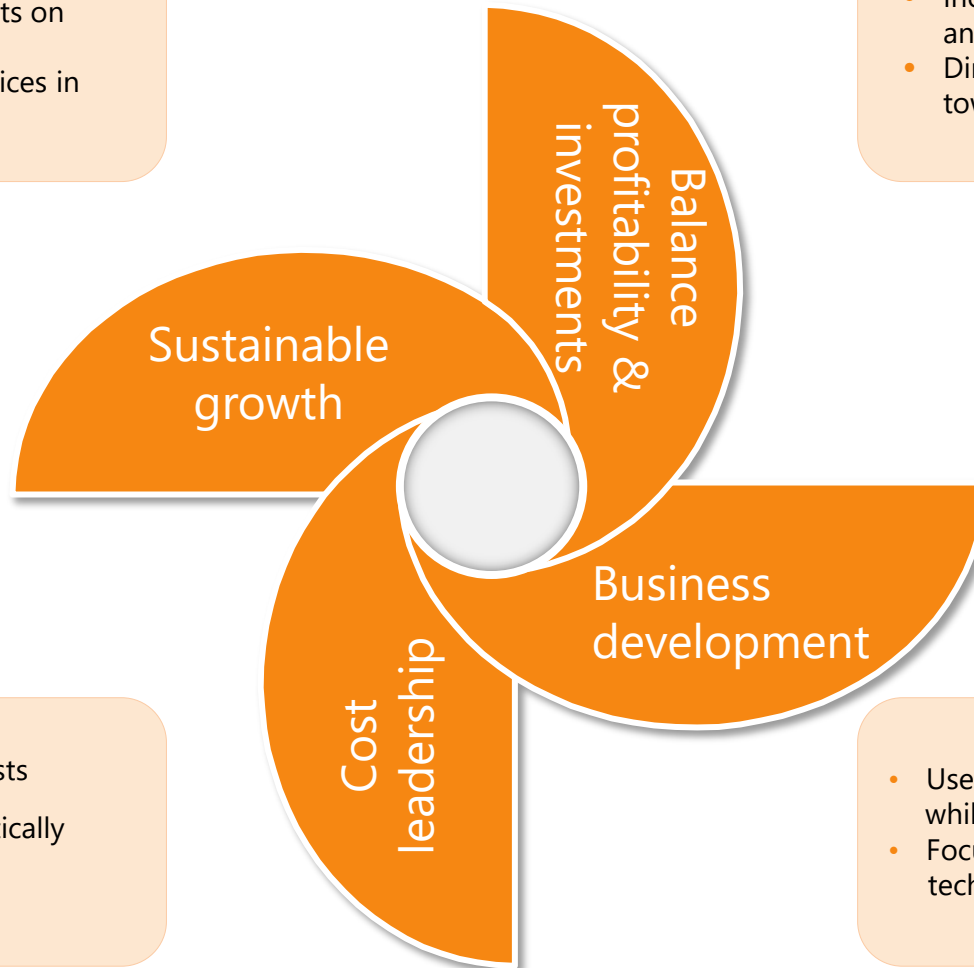
# Includes Western Europe, Canada, Japan, Australia & New Zealand, Israel and other markets.

\* Source: IQVIA data for 12 months ended July 2024

# Driving sustainable long term growth

- Achieve critical mass in key markets
- Clear and actionable targets on sustainability
- Embed sustainability practices in businesses

- Increase contribution of specialty and complex products
- Direct future investments towards differentiated products



- Optimize operational costs
- Leverage benefits of vertically integrated operations

- Use acquisitions to bridge gaps while yielding target ROI
- Focus on access to novel products, technology or market presence

# ESG Performance - FY 2022-23



## Environmental

### Energy

- 32% Energy sourced from renewable sources
- 7% reduction in absolute Scope 1 and Scope 2 emissions compared to baseline year 2020

### Water

- 38% reduction in water intensity by FY 2022-23 from baseline year of 2020

### Waste

- 48% of hazardous waste is diverted from disposal by recycling



## Social

### Employee wellbeing

- Great Place To Work® Certified
- 7,619 new hires
- 14.94% gender diversity
- 0 fatalities

### Corporate Social Responsibility

- INR 852.32 million spent on CSR activities
- Over 1 million lives touched in India through CSR initiatives



## Governance

### Corporate Governance

- 96.3% Average Board meeting attendance
- 56% Independent board directors
- 67% of Board Members specializing in pharmaceutical industry experience



# Global Specialty



# Global Specialty highlights

## Building a Global Specialty business in select therapy areas

Focused approach

Marketed products in Dermatology, Ophthalmology and Onco Dermatology

Key growth driver

18% of sales in FY24 vs 7.3% of sales in FY18

Wide portfolio

26 products marketed globally

US market presence\*

Large part of Global Specialty sales in the US

Own commercial infrastructure

Own commercial infrastructure in the US and certain other markets

Future engine

Internal R&D pipeline. Acquisitions and licensing to shore up portfolio

*\*Global specialty revenues are reported as part of businesses, including US and others*

# Global Specialty portfolio



**ILUMYA**<sup>®</sup>  
tildrakizumab-asmn  
Injection 100 mg/mL



**ILUMETRI**<sup>®</sup>  
tildrakizumab

*For treatment of adults with moderate-to-severe plaque psoriasis who are candidates for systemic therapy or phototherapy*

- Long term clinical data shows that the significant response rate seen in 52 & 64 weeks were maintained over five years<sup>1</sup>
- Ongoing Phase-3 trials for Psoriatic Arthritis
- Current Markets: US, Australia, Japan, Canada, Europe (by partner Almirall) & China (by partner CMS holdings)
- Out licensed to Hikma for Middle East & North Africa



**Winlevi**<sup>®</sup>  
(clascoterone) cream 1%

*Topical treatment of acne vulgaris in patients 12 years of age and older*

- Results from two pivotal clinical trials showed favorable safety and efficacy data for WINLEVI in patients with acne aged 12 years and older<sup>2</sup>
- Current Markets: US, Canada and Australia

**LEVULAN**<sup>®</sup> **BLU-U**<sup>®</sup>  
**KERASTICK**<sup>®</sup> + Blue Light Photodynamic Therapy  
(aminolevulinic acid HCl) Illuminator Model 4170  
for Topical Solution, 20%

*For photodynamic therapy (treatment) of minimally to moderately thick actinic keratoses of the face or scalp, or actinic keratoses of the upper extremities*

- First and only PDT approved to treat the face and scalp as well as the upper arms, forearms, and hands<sup>3</sup>
- Current Markets: US



**ABSORICALD**<sup>™</sup>  
isotretinoin capsules  
8mg • 16mg • 24mg • 32mg

*Treatment of severe recalcitrant nodular acne in non-pregnant patients 12 years of age and older with multiple inflammatory nodules with a diameter of 5 mm or greater*

- After one 20-week course of ABSORICA therapy, 95% of patients didn't require additional isotretinoin treatment up to two years posttreatment<sup>4</sup>
- Current Markets: US

# Global Specialty portfolio



*Treatment of adult patients with locally advanced basal cell carcinoma (BCC) that has recurred following surgery or radiation therapy, or those who are not candidates for surgery or radiation therapy.*

- ODOMZO was shown to shrink laBCC in almost 6 out of 10 patients (56%) in a clinical study. laBCC Patients were treated with ODOMZO® and followed for at least 18 months<sup>5</sup>
- Currently marketed in US, Canada, Germany, France, Denmark, Switzerland, Spain, Italy, Australia and Israel



*To increase tear production in patients with keratoconjunctivitis sicca (dry eye)*

- Phase 3 confirmatory study observed clinically and statistically significant improvements in tear production and ocular surface integrity in patients<sup>6</sup>
- Current Markets: US, Canada and India
- Out-licensed to CMS for Greater China in June 2019



*Treatment of postoperative inflammation and prevention of ocular pain in patients undergoing cataract surgery*

- More than 2x as many patients treated with Bromsite® were inflammation-free at day 15 than those treated with vehicle and nearly 80% of patients treated with Bromsite® were pain-free at day 1 post surgery<sup>7</sup>
- Current Markets: US



*Reduction of elevated intraocular pressure (IOP) in patients with open-angle glaucoma or ocular hypertension.*

- In clinical trials, XELPROS demonstrated reductions from baseline in intraocular pressure (IOP) in patients with open-angle glaucoma or ocular hypertension<sup>8</sup>
- Current Markets: US

Source:

5 Product Label  
6 Sun Press Release  
7 & 8 Product website

All brand names and trademarks are the property of their respective owners



# Global Specialty portfolio



*In combination with methylprednisolone for the treatment of patients with metastatic castration-resistant prostate cancer (CRPC).*

- YONSA® was shown in clinical studies to be an effective form of abiraterone acetate, and can be taken with or without food, in combination with methylprednisolone<sup>9</sup>
- Current Markets: US



*First and only product approved in the US for treating seizures in neonatal patients*

- NEOLEV2 study compared phenobarbital to levetiracetam in the first-line treatment of neonatal seizures. 24 hours following the administration, 73% vs. 25% were seizure-free in the respective groups<sup>10</sup>
- Current Markets: US



*For therapeutic solutions for long-term care (LTC) patients*

- Products using sprinkle technology for patients who have difficulty swallowing
- Sprinkle versions of metoprolol (cardiology), rosuvastatin (cardiology) & duloxetine (neuro-psychiatry)
- Current Markets: US

# Global Specialty pipeline

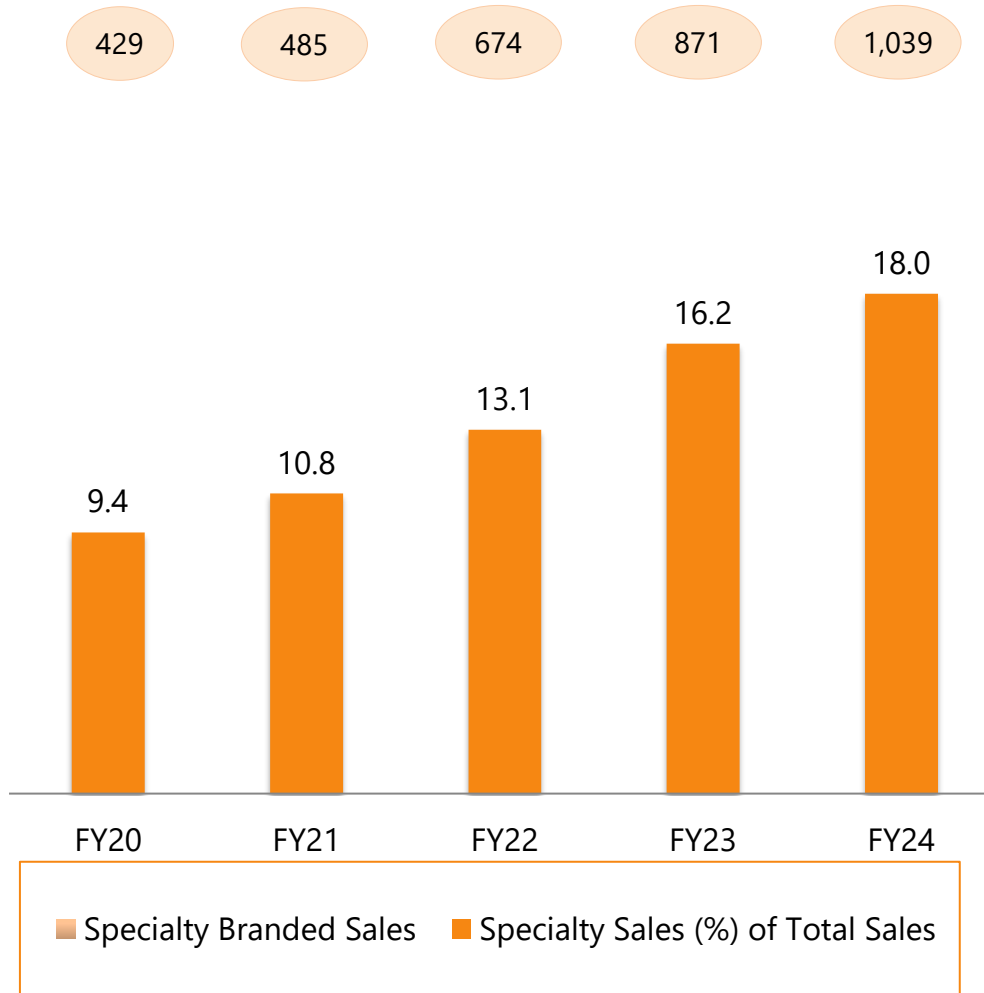


Candidate	Mechanism of action	Indication	Preclinical	Phase 1	Phase 2	Phase 3	Registration	
deuruxolitinib	JAK Inhibitor	alopecia areata	[Progress bar spanning Preclinical, Phase 1, Phase 2, and Phase 3]					
Ilumya (tildrakizumab)	IL-23 Antagonist	psoriatic arthritis	[Progress bar spanning Preclinical, Phase 1, and Phase 2]					
Nidlegy™	Immunocytokines	melanoma & non melanoma skin cancers	[Progress bar spanning Preclinical, Phase 1, and Phase 2]					
MM-II	Liposomal intra-articular lubrication	Pain in osteoarthritis	[Progress bar spanning Preclinical, Phase 1, and Phase 2]					
SCD-044	Selective SIPR1 Agonist	atopic dermatitis	[Progress bar spanning Preclinical, Phase 1, and Phase 2]					
		psoriasis	[Progress bar spanning Preclinical, Phase 1, and Phase 2]					
GL0034	GLP-1R Agonist	Type 2 diabetes & obesity	[Progress bar spanning Preclinical and Phase 1]					

All candidates for global markets except Nidlegy™ where Sun is commercial partner for Europe, Australia & New Zealand. Nidlegy™ is a trademark of Philogen.

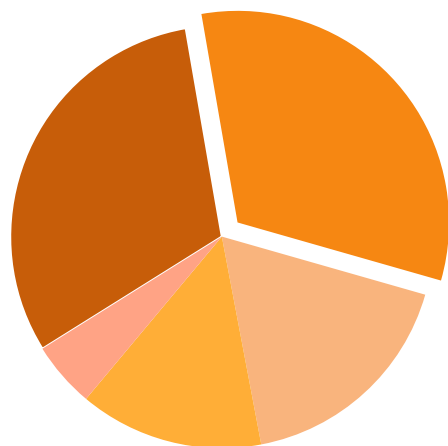
# Global Specialty Sales

## Specialty Sales (USD mn)

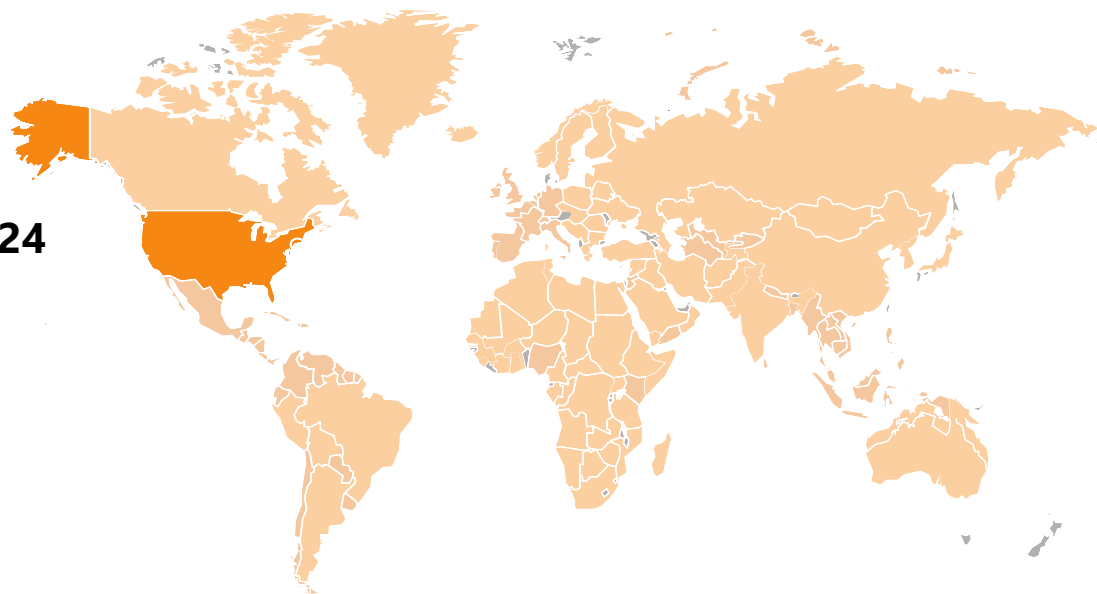


- US is the major contributor to Global Specialty revenues
- Sales have grown by 25% CAGR since FY20
- Our largest product Ilumya reported sales of \$580 Mn in FY24
- 26 specialty products marketed across the globe
- Pipeline of six New Active Substances undergoing clinical trials.

# US Business



**32% of FY24  
Revenues**



# US highlights

Significant innovative portfolio/13<sup>th</sup> largest in US Generics\*

Dermatology segment

Ranked 2<sup>nd</sup> by prescriptions<sup>##</sup> in the US dermatology market

Comprehensive portfolio\*\*

Wide basket of 640 ANDAs & 65 NDAs filed and 537 ANDAs & 51 NDAs approved across multiple therapies

Robust pipeline\*\*

103 ANDAs & 14 NDAs pending approval with USFDA

Market presence

Presence in Specialty, Generics & OTC segments

Flexible manufacturing

Integrated manufacturer with onshore/ offshore capabilities

Versatile dosage forms

Liquids, Creams, Ointments, Gels, Sprays, Injectables, Tablets, Capsules, Drug-Device combination

\*\*All data as of 30-June-2024

\* Source: IQVIA data for 12 months ended July 2024

## Source: IQVIA data for 12 months ended Aug 2024

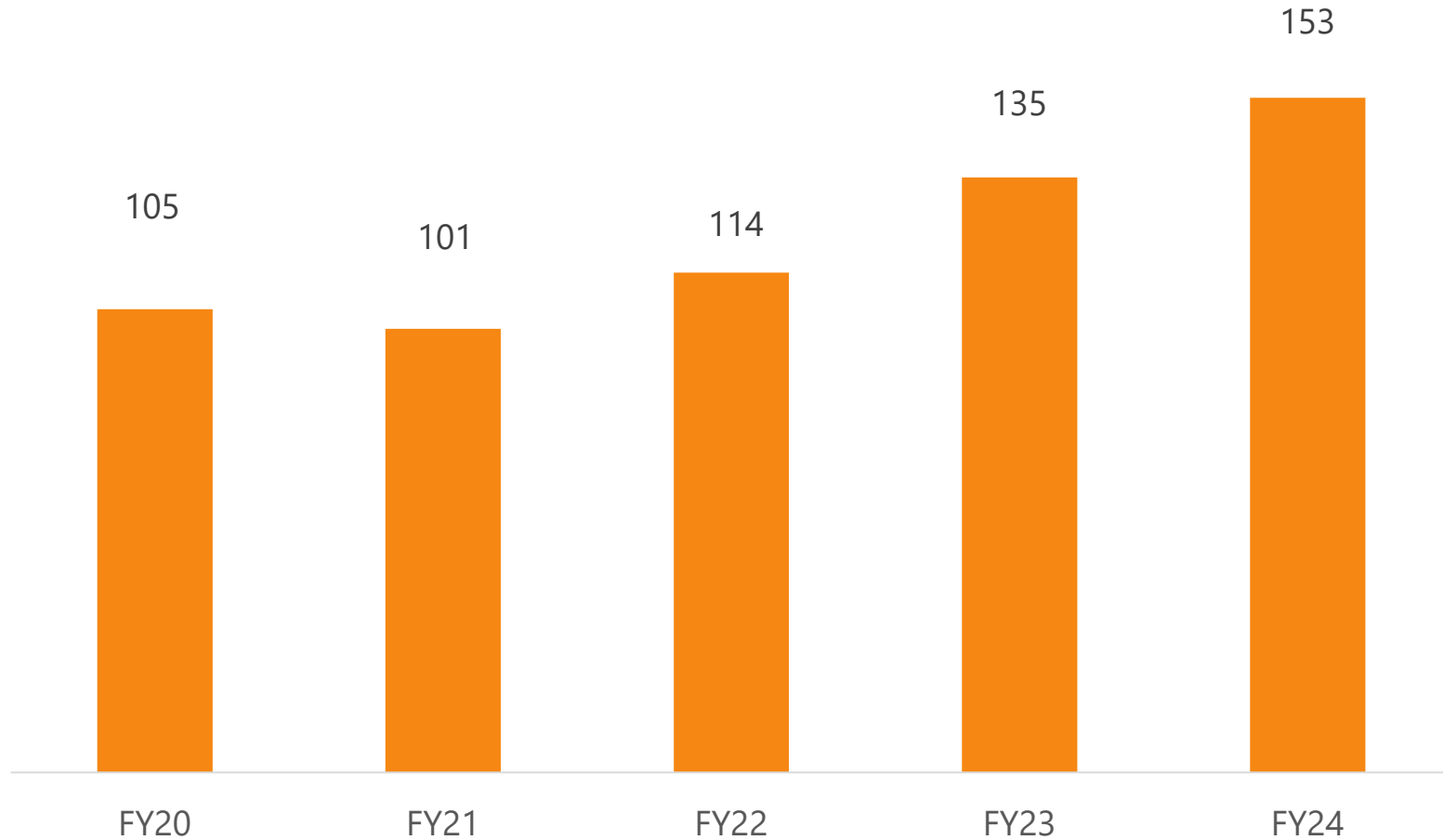
# Milestones in US business



FY24	<ul style="list-style-type: none"><li>• Acquired outstanding shares of Taro, now a 100% subsidiary of Sun</li></ul>
FY23	<ul style="list-style-type: none"><li>• Acquired Concert Pharma giving access to deuruxolitinib for alopecia areata</li><li>• Launched Sezaby in the US</li></ul>
FY22	Launched Winlevi in the US
FY21	Presented long term clinical data for Ilumya & other clinical insights for Odomzo & Levulan at American Academy of Dermatology conference
FY20	Launched Cequa & Absorica LD in the US
FY19	<ul style="list-style-type: none"><li>• Launched Ilumya, Yonsa &amp; Xelpros in the US</li><li>• Received USFDA approval for Cequa</li><li>• Launched Ready-to-Infuse INFUGEM™</li></ul>
FY18	<ul style="list-style-type: none"><li>• Launched Odomzo in the US</li><li>• Received USFDA approval for Ilumya</li></ul>
FY17	<ul style="list-style-type: none"><li>• Acquired Ocular Technologies giving access to Cequa for dry eye.</li><li>• Acquired Odomzo, a branded oncology product from Novartis</li></ul>
FY13	Acquired DUSA providing entry into branded specialty
FY10	Acquired Taro Pharma providing entry into US dermatology
FY98	Entry in the US through Caraco acquisition

# US business: revenue progression

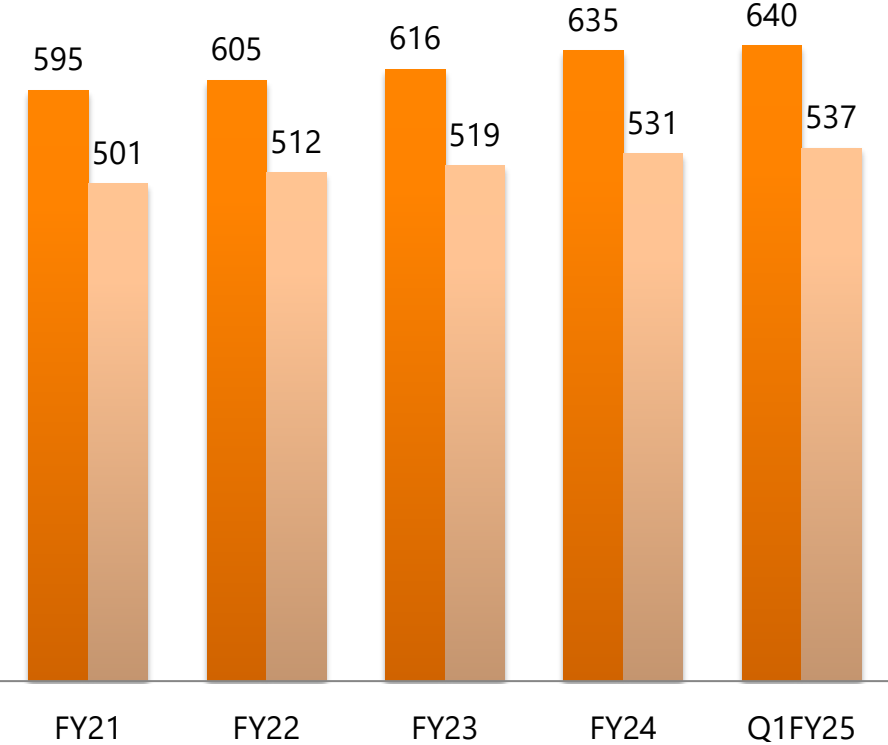
Sales in Rs Bn



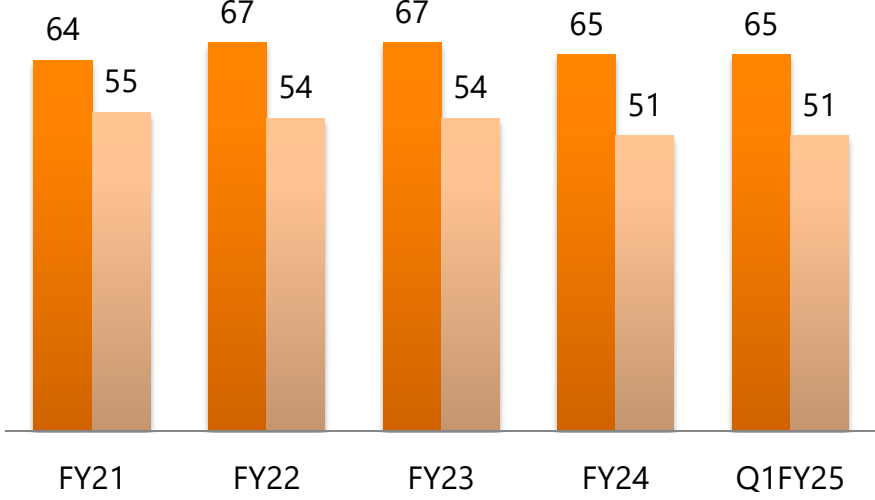
# ANDA & NDA pipeline



## ANDAs filed and approved (cumulative)



## NDA filed and approved (cumulative)



■ Cumulative products filed  
■ Cumulative products approved

■ Cumulative products filed  
■ Cumulative products approved

(All data as of 30-June-2024)



# India Business



**31% of FY24  
Revenues**



# India highlights



## Largest Pharma company in India Pharma market

Market position\*\*

Largest Pharma company in India with 8.6% market share

Prescription ranking###

Ranked No. 1 by prescriptions with 12 classes of prescribers

Chronic segment

Market leader in the chronic segment

Acute segment

Strong positioning in the acute segment

Product offering

Technically complex products and a complete therapy basket

Strong brand positioning\*\*

33 brands in India's top 300 pharmaceutical brands

De-risked growth\*\*

Top 10 Brands contribute approx. 18% of India revenues – low product concentration

Sales strength

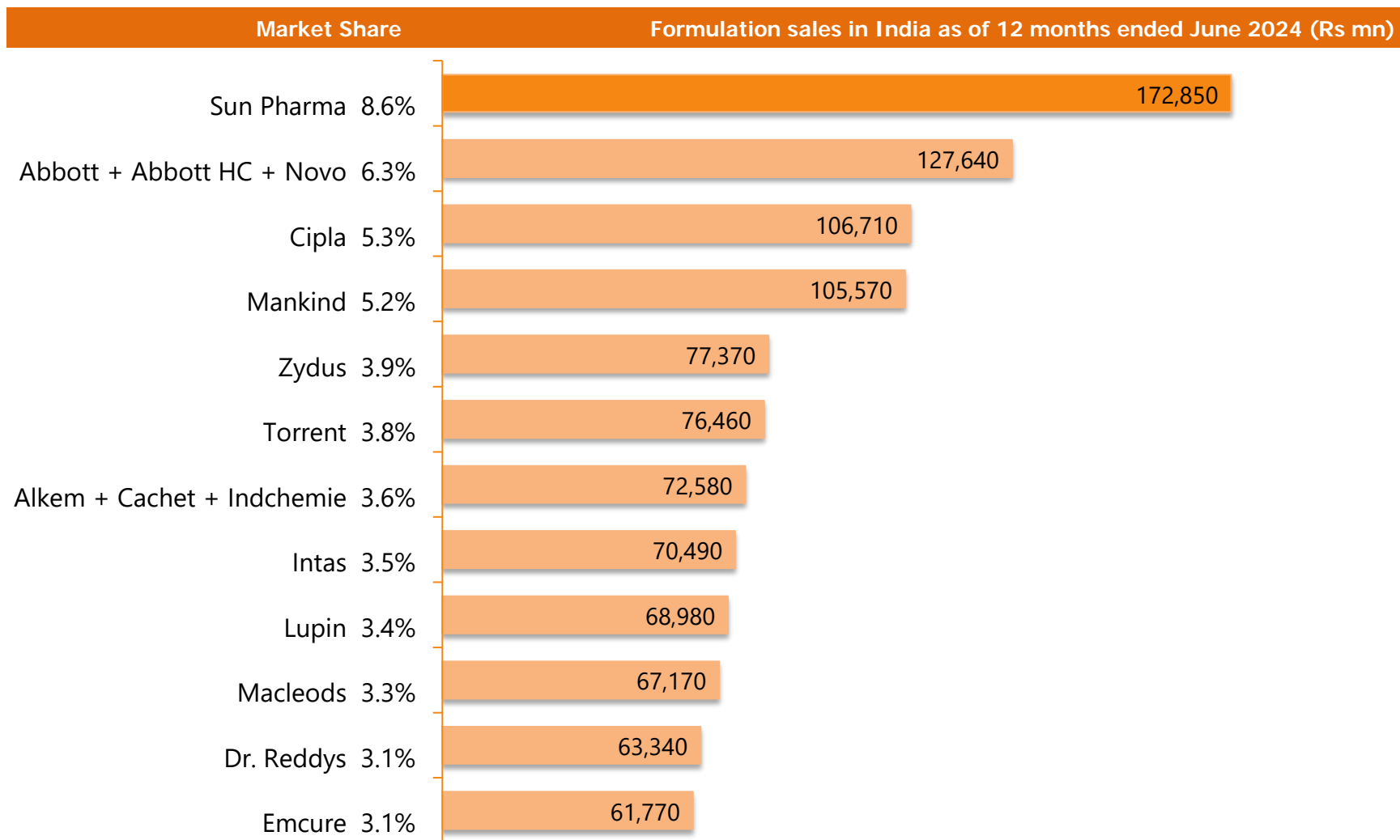
~ 14,000 strong field force\*

\*\* As per AIOCD AWACS data for 12 months ended June'24

### As per SMSRC data for Feb'24

\* As of March 31st, 2024

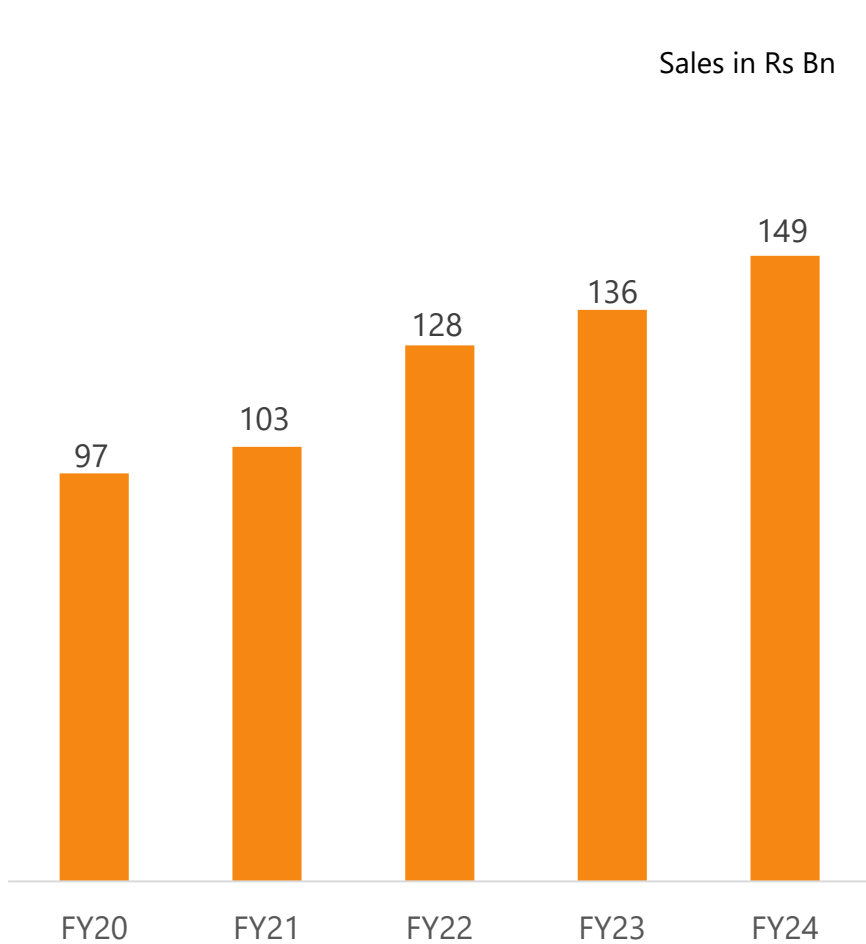
# Largest Pharma company in India



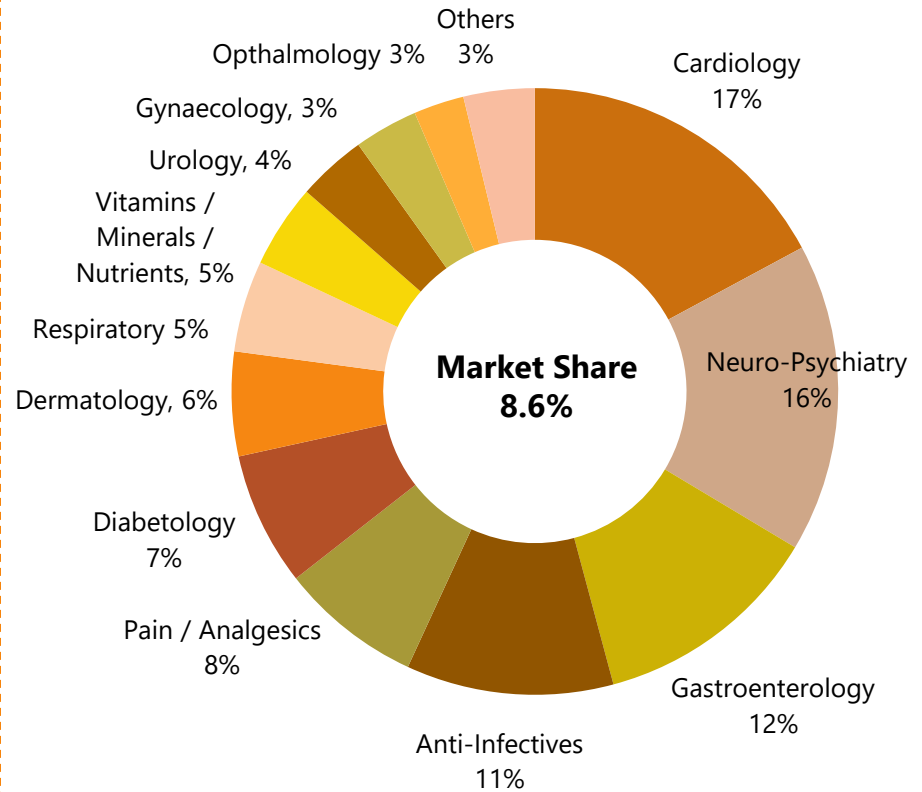
Source: AIOCD AWACS MAT June 2024

# India: revenue progression

Sales in Rs Bn



## Therapeutic breadth\*\*



\*\* As per AIOCD AWACS MAT June 2024

# Leadership across therapeutic areas\*



Ranked number 1 with 12 prescriber categories\*

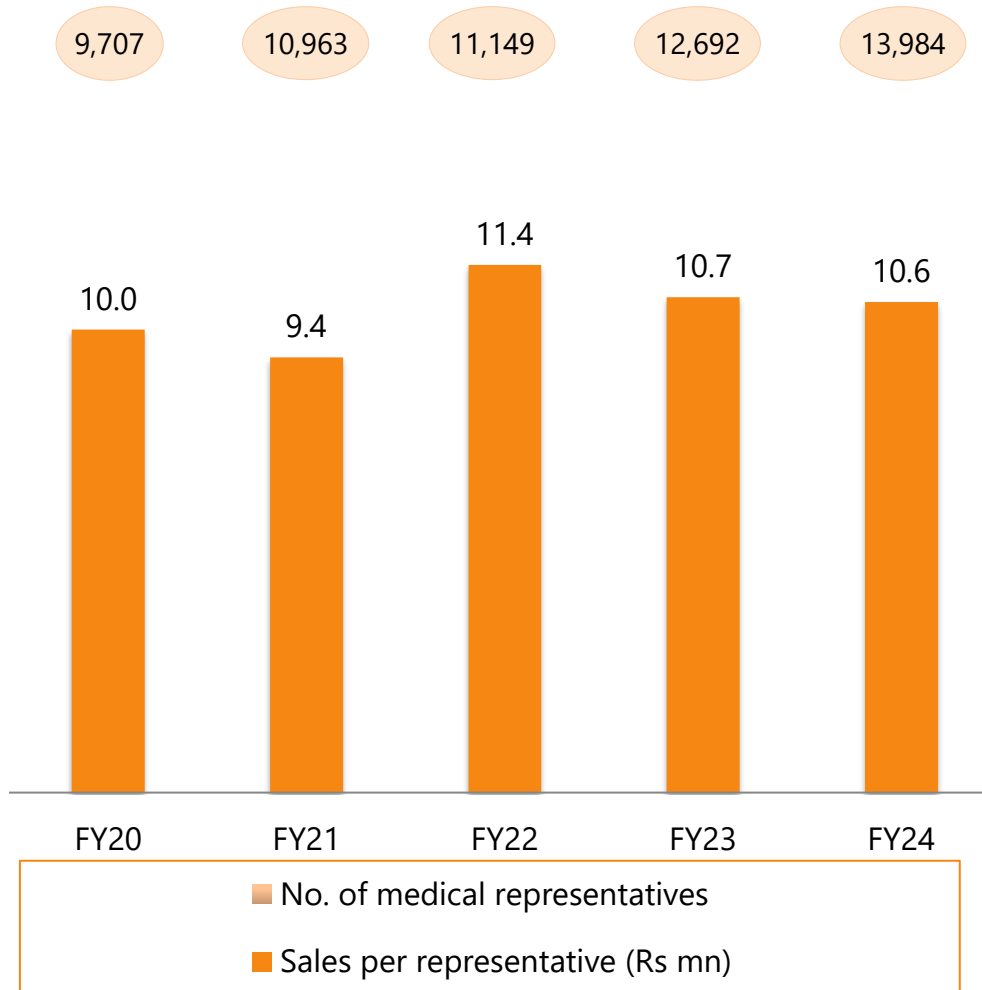
Specialist	Prescription Ranking				
	Feb '20	Feb '21	Feb '22	Feb '23	Feb '24
Psychiatrists	1	1	1	1	1
Neurologists	1	1	1	1	1
Cardiologists	1	1	1	1	1
Gastroenterologists	1	1	1	1	1
Diabetologists	1	1	1	1	1
Dermatologists	1	1	1	1	1
Urologists	1	1	1	1	1
Consulting Physicians	1	1	1	1	1
Chest Physicians	2	1	1	1	1
ENT Physicians	1	2	1	1	1
Nephrologists	1	2	2	1	1
Ophthalmologists	2	2	2	2	1
Orthopaedic	1	1	2	1	2
General surgeons	2	2	1	2	2

\*Ranks based on prescription share

Source-Strategic Marketing Solutions and Research Centre (SMSRC) Prescription Data

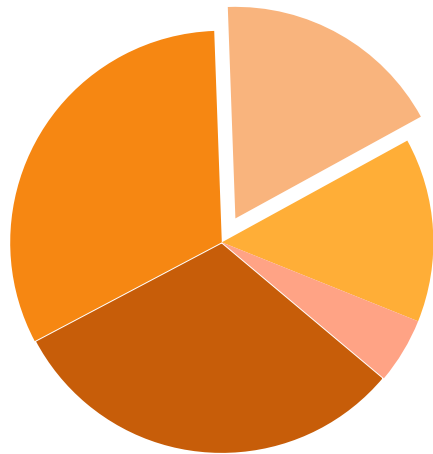
# India: Best-in-class field force productivity

## Sales per medical representative (Rs mn)

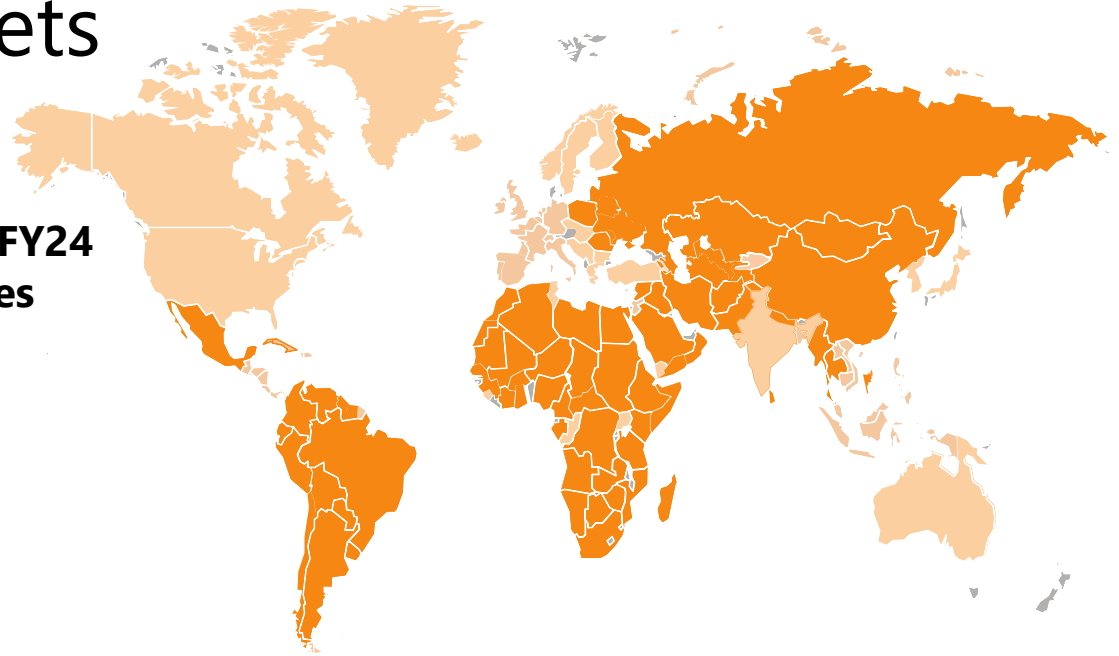


- Well trained and scientifically oriented sales representatives team with strong performance track record
- Highest field force productivity amongst key players in India
- Expanded sales force strength in FY21, FY23 & FY24 to enhance geographical & doctor reach and improve brand focus

# Emerging Markets



**18% of FY24  
Revenues**



# Emerging Markets highlights

## Leading Indian company in Emerging Markets

Global footprint

Presence in over 80 countries

Focus markets

Romania, Russia, South Africa, Brazil, Mexico

Product portfolio

Extensive basket of branded generics

Customer focus

Strong relationships with prescribers

Sales force

Over 2,500 sales representatives across markets

Opportunity

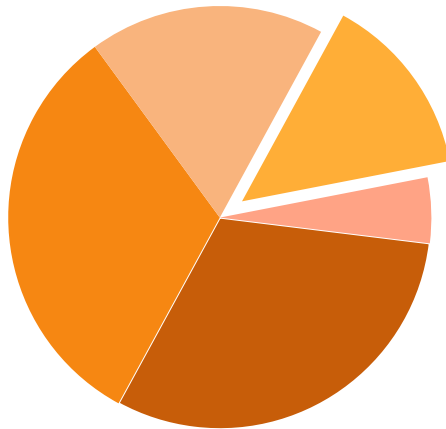
Favourable macroeconomics driving increased pharmaceutical consumption

Local manufacturing

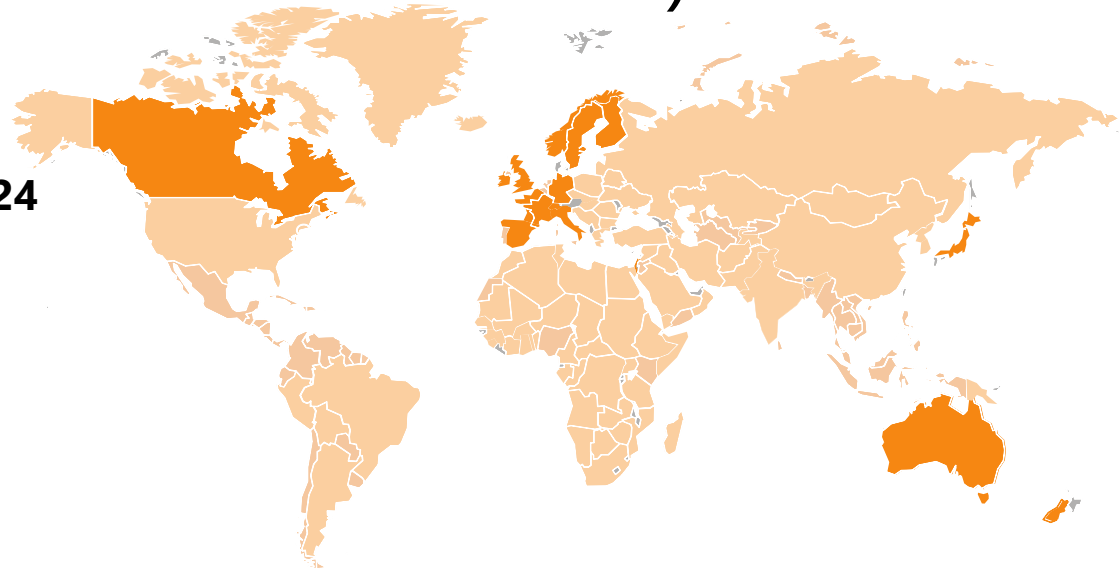
Manufacturing sites in Bangladesh, South Africa, Malaysia, Romania, Egypt, Nigeria and Russia



# Rest of World (Western Europe, Canada, Japan, ANZ, Israel & other markets)



**14% of FY24  
Revenues**



# Rest of World highlights

## Amongst the leading Indian companies

### Market presence

Western Europe, Canada, A&NZ, Japan, Israel and others

### Product portfolio

Expanding basket includes specialty, hospital & retail products

### Focus

Development and commercialization of differentiated products

### Diverse Sales model

- Distribution-led model for generics
- Sales force for Specialty products

### Local manufacturing

In Canada, Japan, Australia, Israel and Hungary + supplies from India facilities

### Japan presence

- Acquired 14 established prescription brands from Novartis in March 2016
- Acquired Pola Pharma in Japan in Jan 2019
- Launched Ilumya in Japan in September 2020

### Canada presence

- Portfolio of generics and specialty products
- Specialty products - Launched Ilumya in October 2021, Cequa in January 2022 and Winlevi received approval from Health Canada in June 2023

# Global Consumer Healthcare



# Global Consumer Healthcare highlights

## An attractive opportunity

India

Amongst the top 5 consumer healthcare companies

Global presence

Presence in over 25+ countries

Markets of presence

India, Romania, South Africa, Nigeria, Myanmar, Ukraine, Poland, Thailand, Belarus, Kazakhstan, Nepal, Morocco, UAE, Oman etc.

Strong brand equity

Strong brand equity in 4 countries

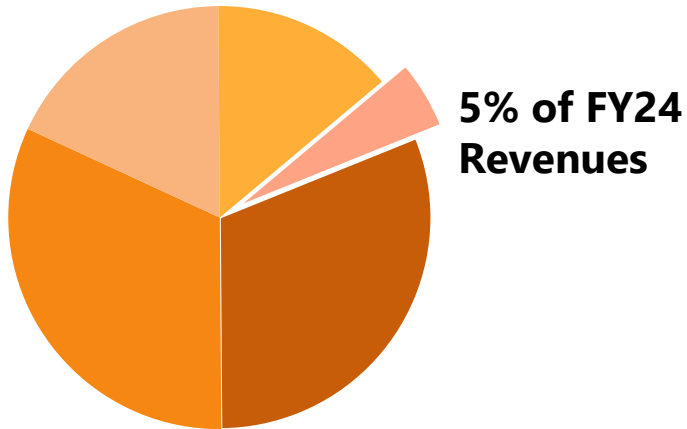
Sales force

Promoted through dedicated sales force in each market

Strong positioning

Amongst top 10 consumer healthcare companies in India, Romania, Nigeria & Myanmar

# Active Pharmaceutical Ingredients (API)



# API highlights

## Backward integration has strategic importance

Strategic importance

Backward integration provides cost competitiveness and supply reliability

Customers

Large generic and innovator companies

Product portfolio

Approximately 380 APIs

Pipeline development

10-20 APIs scaled up annually

Regulatory approvals

386 DMF/CEP approvals & 509 DMF/CEP Filings to date

Manufacturing

Across 14 facilities

# Research & Development



# Research & Development

Cumulative R&D spend of ~Rs 278 Bn to date

R&D spend

R&D spend at 6.7% of sales for FY24

Specialty R&D

Global development capabilities incl. clinical trials

Generic capabilities

Finished dosage development, biological support, chemistry and new drug development

Organization

Over 3,000 headcount globally across several R&D centers

IPR support

Strong team of intellectual property experts supporting R&D

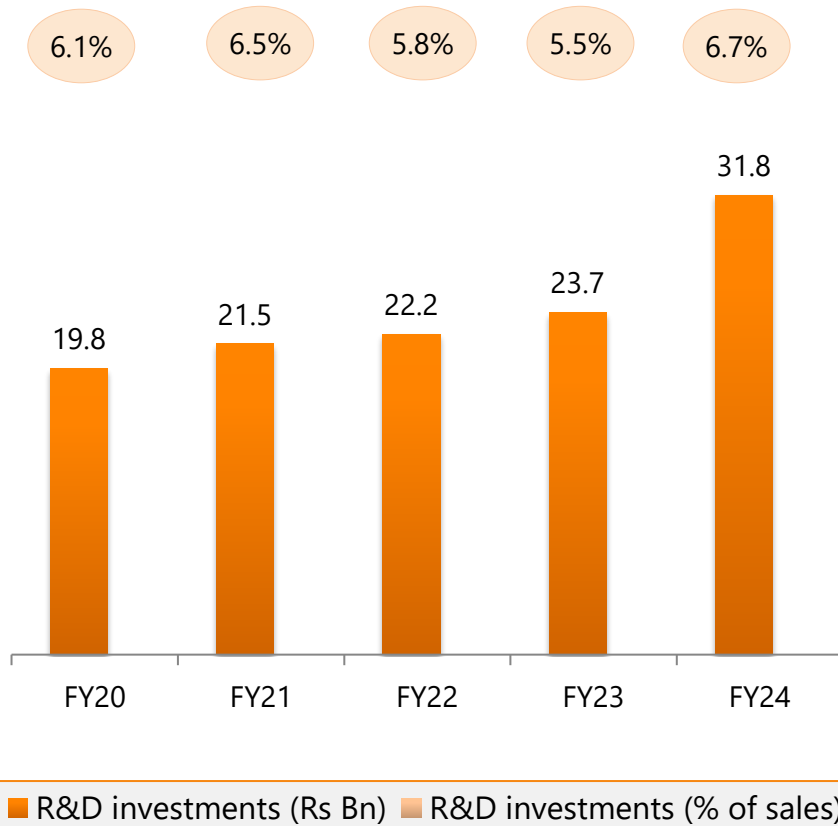
Focus

Development of specialty/complex products and non infringing formulations

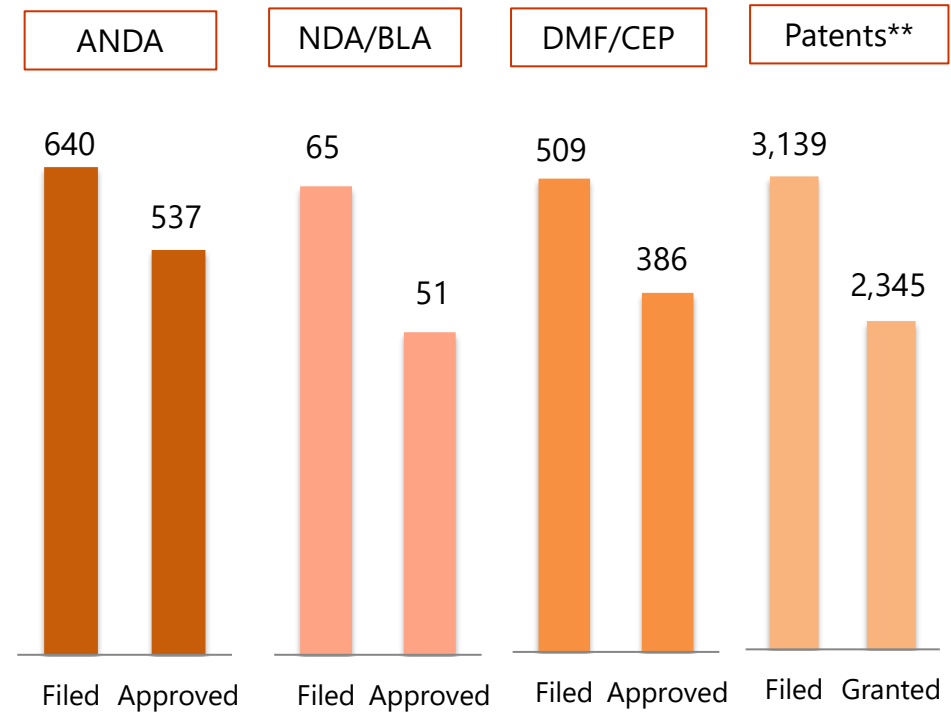


# R&D investments

## R&D investments



## Filings and approvals



\*\* Excludes expired/abandoned patents

(All data as of 30-June-2024)

# Global Manufacturing



# Global Manufacturing highlights

## World Class manufacturing infrastructure

### Extensive global footprint

41 manufacturing facilities across India, the Americas, Asia, Africa, Australia and Europe

### Integrated network

Vertically integrated network across six continents enables high quality, low cost and a quick market entry across the geographies

### Wide capabilities

One of the few companies with integrated manufacturing of oncology, hormones, peptides and steroidal drugs

### High quality

Many facilities approved by USFDA, UK MHRA, EMEA and other international regulatory authorities

### Dosage forms

Ability to manufacture a variety of dosage forms – Orals, Creams, Ointments, Injectables, Sprays, Liquids

# Manufacturing facilities

## 41 manufacturing sites

- Formulation
  - India : 13, US : 3
  - Canada, Japan, Hungary, Israel, Bangladesh, South Africa, Malaysia, Romania, Egypt, Nigeria and Russia : 1 each
  - Capacities available for a variety of finished dosages
- API
  - India : 9, Australia : 2, Israel : 1, US : 1, Hungary : 1

### Orals

- Tablets / Capsules
- Semisolids
- Liquids
- Suppository

### Injectables / Sterile

- Vials
- Ampoules
- Pre-filled Syringes
- Gels
- Lyophilized Units
- Dry powder
- Eye drops
- MDI
- Aerosols

### Topicals

- Creams
- Ointments

# Corporate governance

Strong board comprising of majority independent directors. Five of eight board of directors are independent.



**Lead Independent Director**

**Dr. Pawan Goenka**  
Former MD & CEO of Mahindra & Mahindra Ltd. Recognized as leader and statesman of the India corporate sector



**Independent Director**

**Gautam B. Doshi**  
Professional with expertise in M&A, Taxation, Accounting & Corp. and Commercial Law



**Independent Director**

**Rama Bijapurkar**  
Independent management consultant & Professor of Management Practice at IIM, Ahmedabad



**Independent Director**

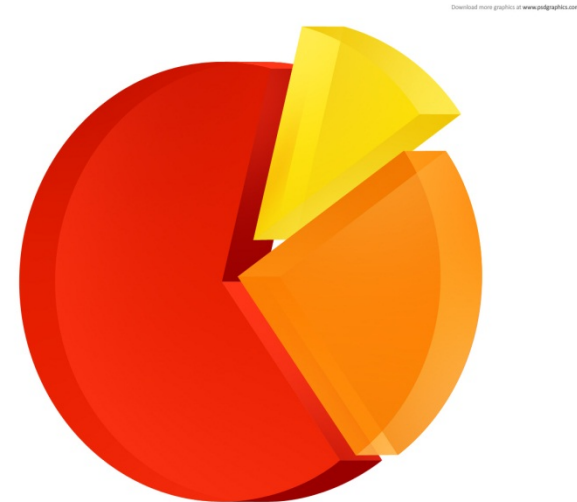
**Sanjay Asher**  
Senior Partner with M/s. Crawford Bayley & Co., specializes in the fields of M&A, cross border M&A, joint ventures, private equity and capital markets



**Independent Director**

**Rolf Hoffmann**  
Strategic and results-orientated Executive with expertise in creating and optimizing commercial opportunities in all global markets

# Key Financials



# Summary Financials



Market capitalisation Rs 4,400 Bn / US\$ 53 Bn (as of 25<sup>th</sup> Sept 2024)

( All Figures in Rs mn )

	FY20	YoY	FY21	YoY	FY22	YoY	FY23	YoY	FY24	YoY
<b>P&amp;L Summary</b>										
Sales	323,252	13%	332,331	3%	384,264	16%	432,789	13%	477,585	10%
Gross Profit	230,947	11%	245,430	6%	280,749	14%	326,167	16%	370,958	14%
EBITDA	69,898	11%	84,914	21%	103,977	22%	116,468	12%	130,231	12%
Net Profit	37,649	41%	29,038	-23%	32,727	13%	84,736	159%	95,764	13%
Net Profit (Adjusted)	40,256 <sup>#</sup>	4%	59,317 <sup>#</sup>	47%	76,671 <sup>#</sup>	29%	86,450 <sup>#</sup>	13%	100,707 <sup>#</sup>	16%
R&D Spend	19,739	-1%	21,499	9%	22,194	3%	23,676	7%	31,776	34%

	Mar'20	YoY	Mar'21	YoY	Mar'22	YoY	Mar'23	YoY	Mar'24	YoY
<b>BS Summary</b>										
Shareholders Funds	452,645	9%	464,628	3%	480,112	3%	559,954	17%	636,668	14%
Loan Funds	75,783	-23%	35,235	-54%	9,307	-74%	61,979	566%	28,457	-54%
Net Fixed Assets	175,858	2%	168,322	-4%	171,971	2%	206,806	20%	199,663	-3%
Investments	101,431	28%	96,125	-5%	128,486	34%	148,301	15%	150,258	1%
Cash and Bank Balances	64,876	-11%	64,455	-1%	50,334	-22%	57,703	15%	105,207	82%
Inventory	78,750	0%	89,970	14%	89,968	0%	105,131	17%	98,683	-6%
Sundry Debtors	94,212	6%	90,614	-4%	105,929	17%	114,385	8%	112,494	-2%
Sundry Creditors	35,836	-14%	39,737	11%	44,793	13%	56,815	27%	56,533	0%

<sup>#</sup> FY20 - Adjusted for Rs 2.6 Bn provision (related to Dusa US DoJ settlement of Rs 1.6 Bn and Indirect Tax provision of Rs 1.0 Bn in India)

<sup>#</sup> FY21 - Adjusted for Rs 30.3 Bn provision (related to Taro US – DOJ & MDL settlement Rs 42.2 Bn, Rs 0.9 Bn provision related to UK Citalopram case, Rs 4.1 Bn related to deferred tax gain. Taro provisions are adjusted for minority interest)

<sup>#</sup> FY22 - Adjusted for Rs 43.9 Bn provision (for US litigation related to Ranbaxy Meijer & Others Rs 39,357 mn, Japan (plant) loss Rs 382 mn, Dexasite impairment Rs 1,503 mn., US MDL (Taro) Rs 3,465 mn (after adjusting for Taro minority of Rs 960 mn) & Deferred Tax gain = Rs 5,178 mn offset by MAT Credit reversal of Rs 4,410 mn).

<sup>#</sup> FY23 - Adjusted for Rs 1.7 Bn provision related to (i) Medinstill Impairment =Rs. 1,644 mn (ii) Concert acquisition =Rs. 644 mn (iii) Income form Onerous Contract (SATO) =Rs. 574 mn

<sup>#</sup> FY24 - Adjusted for Rs 4.9 Bn provision related to (i) Impairment of intangible under development of Ache Labs = Rs. 1,492 mn (ii) Nigeria Forex loss =Rs. 2,014 mn (iii) Alchemee restructuring cost =Rs. 507 mn (iv) Lipitor West Virginia settlement = Rs 698 mn, (v) Japan restructuring cost = Rs 232 mn.

# Sales split

**In Rs Bn**

Sales

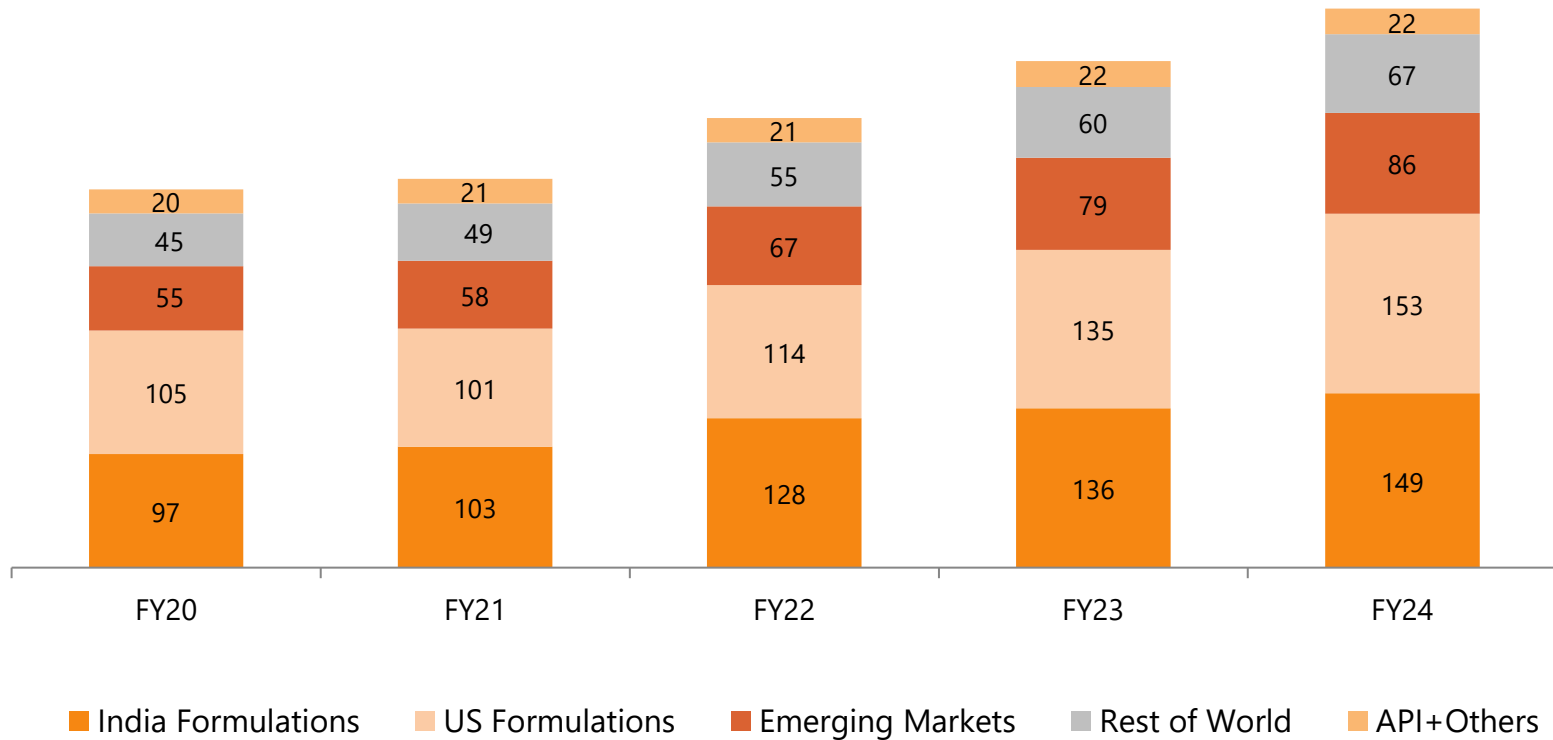
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332

384

433

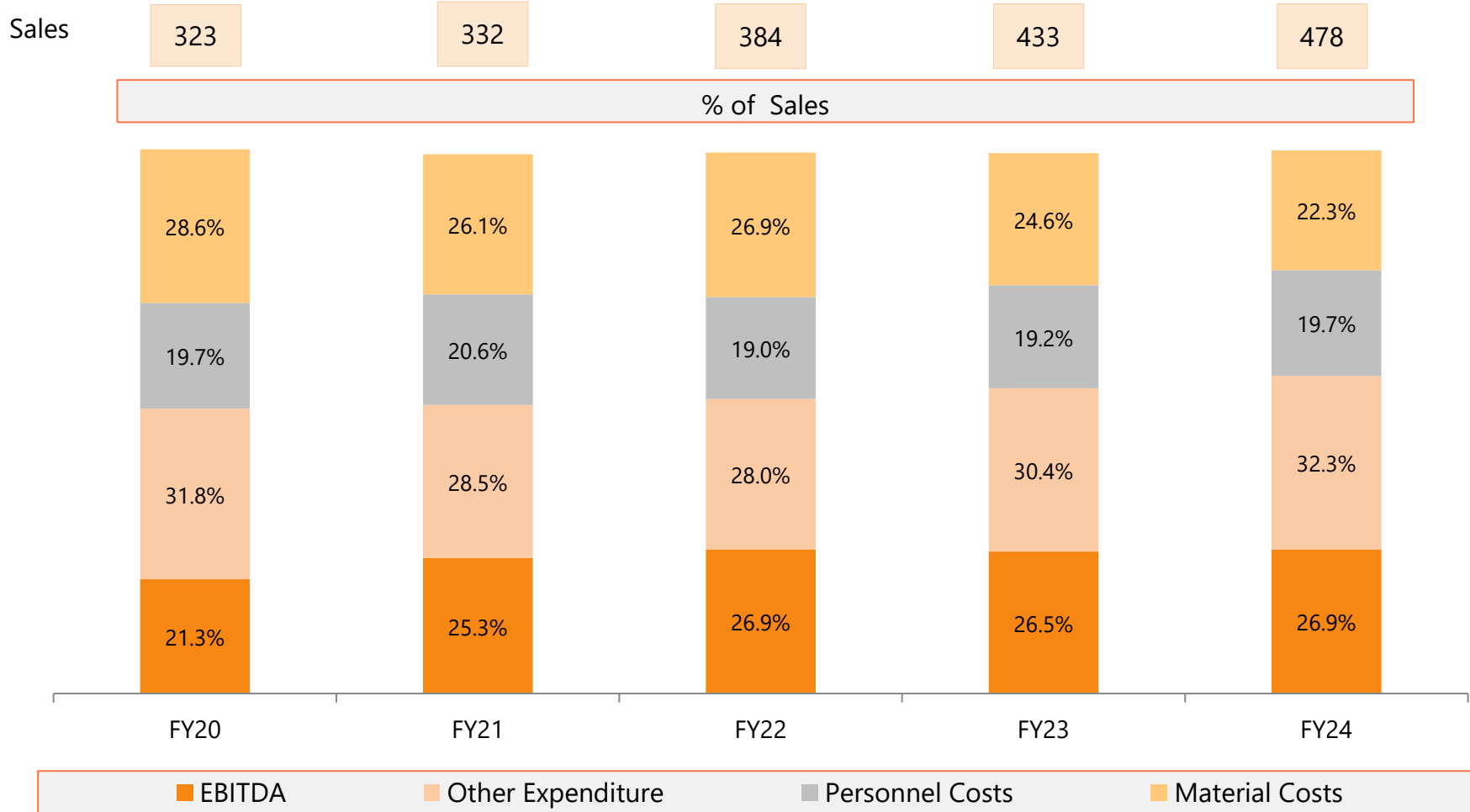
478





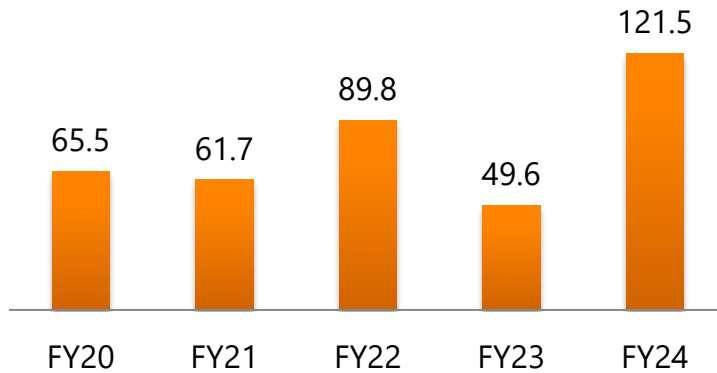
# EBITDA trend

In Rs Bn

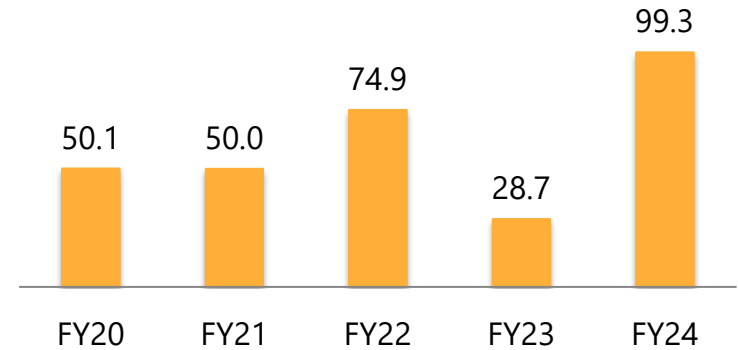


# Cash Flow & debt

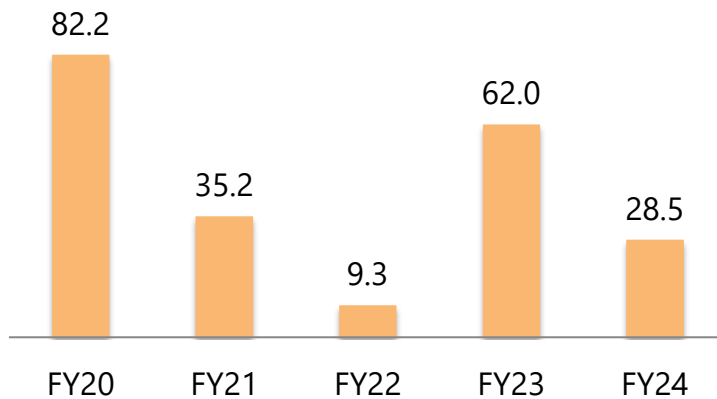
## Net Cash from Operating Activities (Rs Bn)



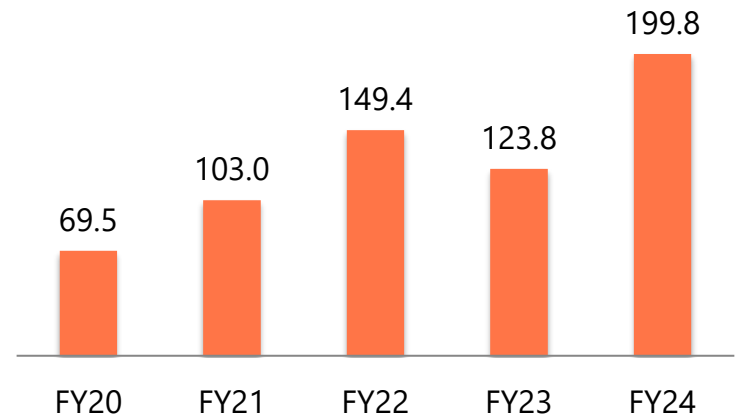
## Free Cash Flow (Rs Bn)



## Gross Debt (Rs Bn)



## Net Cash (excluding debt) (Rs Bn)



# Financial ratios



	FY20	FY21	FY22	FY23	FY24
<b>Growth (%)</b>					
Sales	12.7	2.8	15.6	12.6	10.4
Gross Profit	10.9	6.3	14.4	16.2	13.7
EBITDA	10.8	21.5	22.5	12.0	11.8
Net Profit	41.3	(22.9)	12.7	158.9	13.0
Net Profit (Adjusted)	3.8 <sup>#</sup>	47.4 <sup>#</sup>	29.3 <sup>#</sup>	12.8 <sup>#</sup>	16.5 <sup>#</sup>
<b>Margins (%)</b>					
Gross Margin	71.4	73.9	73.1	75.4	77.7
EBITDA Margin (%)	21.3	25.3	26.9	26.5	26.9
Net Margin	11.6	8.7	8.5	19.6	20.1
Net Margin (Adjusted)	12.5 <sup>#</sup>	17.8 <sup>#</sup>	20.0 <sup>#</sup>	20.0 <sup>#</sup>	21.1 <sup>#</sup>
<b>Return (%)</b>					
ROCE	11.0	13.5	16.5	16.5	18.2
ROE	9.1	12.5	15.0	15.9	16.7
<b>Others</b>					
Fully Diluted EPS	15.7	12.1	13.6	35.3	39.9
Fully Diluted EPS (Adjusted)	16.8 <sup>#</sup>	24.7 <sup>#</sup>	32.0 <sup>#</sup>	36.0 <sup>#</sup>	42.0 <sup>#</sup>
<b>R&amp;D Spend % of Net Sales</b>					
Revenue	6.1	6.5	5.8	5.5	6.7
Capital	6.0	6.4	5.6	5.4	6.6
Capital	0.1	0.1	0.2	0.1	0.1

<sup>#</sup> FY20 - Adjusted for Rs 2.6 Bn provision (related to Dusa US DoJ settlement of Rs 1.6 Bn and Indirect Tax provision of Rs 1.0 Bn in India)

<sup>#</sup> FY21 - Adjusted for Rs 30.3 Bn provision (related to Taro US – DOJ & MDL settlement Rs 42.2, Rs 0.9 Bn provision related to UK Citalopram case, Rs 4.1 Bn related to deferred tax gain. Taro provisions are adjusted for minority interest)

<sup>#</sup> FY22 - Adjusted for Rs 43.9 Bn provision (for US litigation related to Ranbaxy Meijer & Others Rs 39,357 mn, Japan (plant) loss Rs 382 mn, Dexasite impairment Rs 1,503 mn., US MDL (Taro) Rs 3,465 mn (after adjusting for Taro minority of Rs 960 mn) & Deferred Tax gain = Rs 5,178 mn offset by MAT Credit reversal of Rs4,410 mn)

<sup>#</sup> FY23 - Adjusted for Rs 1.7 Bn provision related to (i) Medinstill Impairment =Rs. 1,644 mn (ii) Concert acquisition =Rs. 644 mn (iii) Income form Onerous Contract (SATO) =Rs. 574 mn

<sup>#</sup> FY24 - Adjusted for Rs 4.9 Bn provision related to (i) Impairment of intangible under development of Ache Labs = Rs. 1,492 mn (ii) Nigeria Forex loss =Rs. 2,014 mn (iii) Alchemee restructuring cost =Rs. 507 mn (iv) Lipitor West Virginia settlement = Rs 698 mn, (v) Japan restructuring cost = Rs 232 mn.

# Key Financials Q1 FY25



( All Figures in Rs mn )

	Q1 FY25	Q1 FY24	CHANGE	FY24	FY23	CHANGE
Gross Sales	125,245	117,852	6.3%	477,585	432,789	10.4%
Revenue from operation	126,528	119,408	6.0%	484,969	438,857	10.5%
Gross Profit	98,491	90,270	9.1%	370,958	326,167	13.7%
Gross Margin	78.6%	76.6%		77.7%	75.4%	
EBITDA	36,076	33,318	8.3%	130,231	116,468	11.8%
EBITDA Margin	28.5%	27.9%		26.9%	26.5%	
Net Profit	28,356	20,225	40.2%	95,764	84,736	13.0%
Net margin	22.6%	17.2%		20.1%	19.6%	
<b>Net Profit (Adjusted)</b>	<b>28,356</b>	<b>23,454<sup>#</sup></b>	<b>20.9%</b>	<b>100,707<sup>#</sup></b>	<b>86,450<sup>#</sup></b>	<b>16.5%</b>
Net margin (Adjusted)	22.6%	19.9%		21.1%	20.0%	
R&D	7,940	6,796	16.8%	31,776	23,676	34.2%
R&D as % of Net Sales	6.3%	5.8%		6.7%	5.5%	
EPS (Diluted) INR	11.8	8.4	40.2%	39.9	35.3	13.0%
EPS (Diluted) INR (Adjusted)	11.8	9.8 <sup>#</sup>	20.9%	42.0 <sup>#</sup>	36.0 <sup>#</sup>	16.5%

## Net Profit Adjustment:

# Q1FY24 - Adjusted for Rs 3.2 Bn related to (i) Impairment of intangible under development of Ache Labs = Rs. 1,492 mn (ii) Nigeria Forex loss =Rs. 1,229 mn (iii) Alchemee restructuring cost =Rs. 507 mn. Net impact of combined items is Rs. 3,229 mn

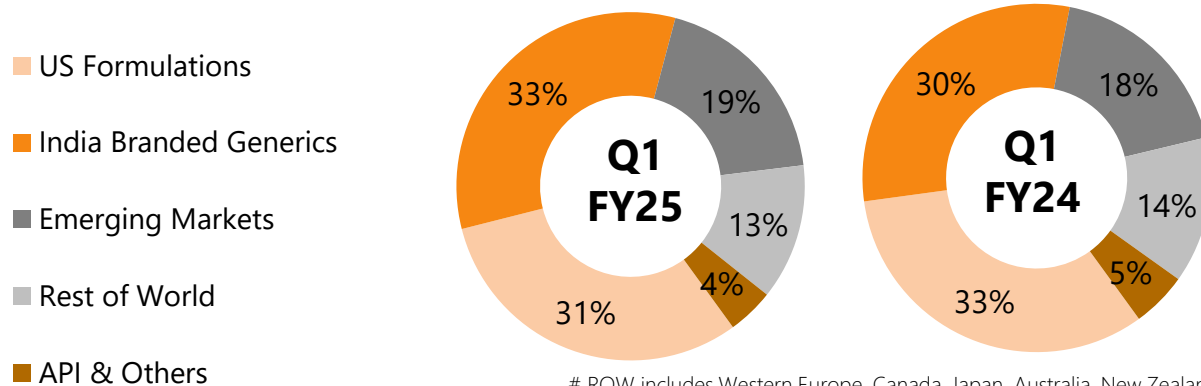
FY24 - Adjusted for Rs 4.9 Bn related to (i) Impairment of intangible under development of Ache Labs = Rs. 1,492 mn (ii) Nigeria Forex loss =Rs. 2,013 mn (iii) Alchemee restructuring cost =Rs. 507 mn (iv) Lipitor West Virginia settlement = Rs 698 mn, (v) Japan restructuring cost = Rs 232 mn.

FY23 - Adjusted for Rs 1.7 Bn related to (i) Medinstill Impairment =Rs. 1,644 mn (ii) Concert acquisition =Rs. 644 mn (iii) Income form Onerous Contract (SATO) =Rs. 574 mn.

# Sales split Q1 FY25

( All Figures in Rs mn )

	Q1 FY25	Q1 FY24	CHANGE	FY24	FY23	CHANGE
<b>Formulation</b>						
India	41,445	35,604	16.4%	148,893	136,031	9.5%
US	38,894	38,709	0.5%	153,493	135,353	13.4%
Emerging Markets	23,695	21,452	10.5%	86,195	78,977	9.1%
ROW #	15,814	16,041	-1.4%	67,128	60,426	11.1%
<i>Sub-total</i>	<b>119,848</b>	<b>111,805</b>	<b>7.2%</b>	<b>455,708</b>	<b>410,786</b>	<b>10.9%</b>
ÀPI	4,946	5,396	-8.3%	19,187	19,724	-2.7%
Others	451	650	-30.6%	2,690	2,279	18.0%
<b>Gross Sales</b>	<b>125,245</b>	<b>117,852</b>	<b>6.3%</b>	<b>477,585</b>	<b>432,789</b>	<b>10.4%</b>

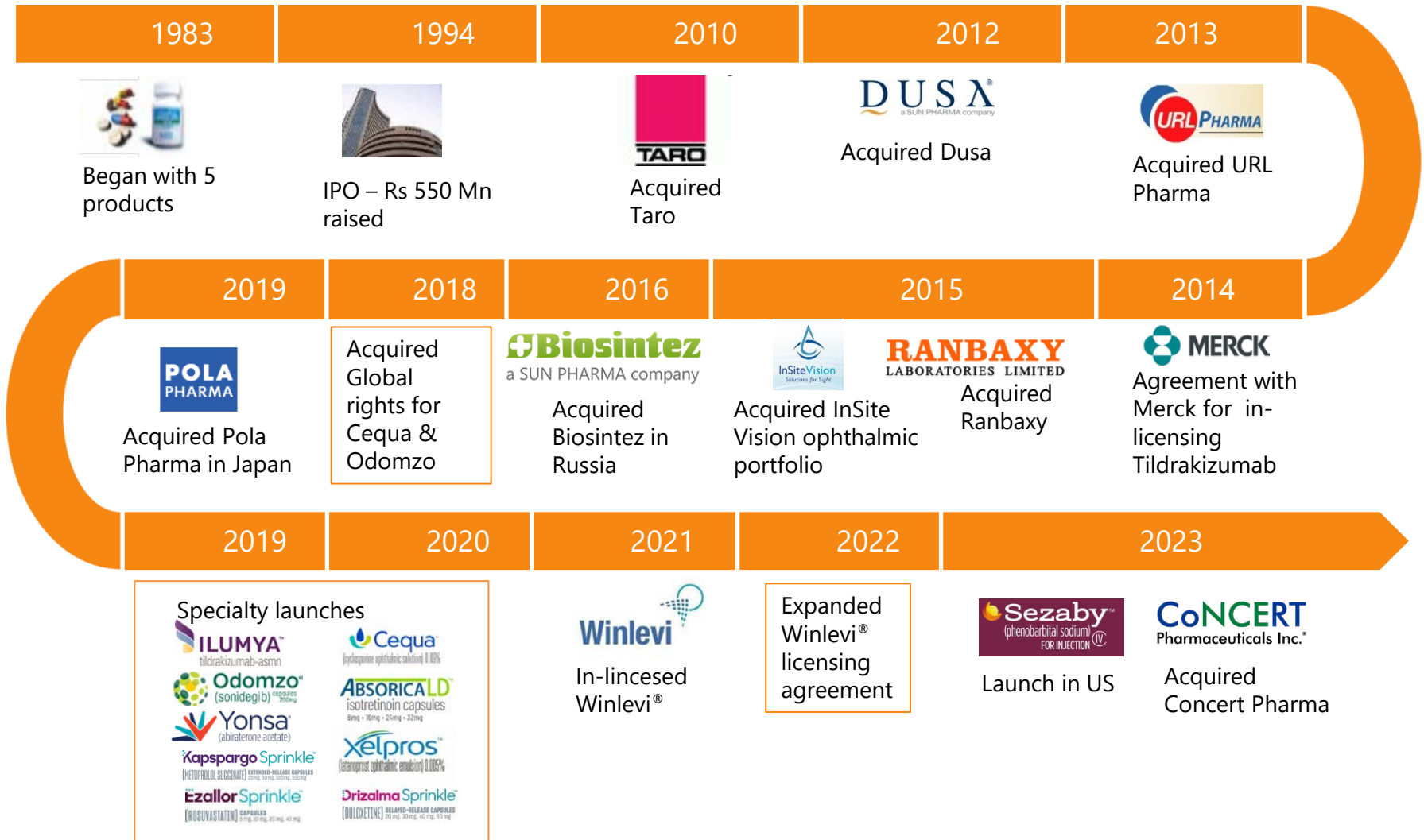


# ROW includes Western Europe, Canada, Japan, Australia, New Zealand, Israel and other markets

# Company history and key deals



# Creating a global company over time



# Key deals & rationale



Year	Deals	Country	Rationale
2023	In-licensed Nidlegly™	Europe, ANZ	New anti-cancer biopharmaceutical for the treatment of melanoma and non-melanoma skin cancers
2023	Acquired Concert Pharmaceuticals, Inc.	Global	Add a late-stage specialty product to dermatology franchise. Treatment of alopecia areata
2023	In-licensed Sezaby	US	Addition of product to specialty portfolio. Treatment of neonatal seizures
2022	Acquired Uractiv Portfolio from Fiterman Pharma	Romania	Expand non-prescription product basket in Romania and neighbouring markets
2022	In-licensing agreement to expand Winlevi	Japan, ANZ, Brazil, Mexico & Russia	Increase access to new markets for Winlevi
2022	Taro (Sun's subsidiary) acquired Alchemee Business from Galderma	US, Japan & Canada	Acquired the "Proactiv", "Restorative Elements" and "In Defense of Skin" brands. Strengthens Taro's OTC portfolio
2021	In-licensing agreement for Winlevi	US & Canada	Add a specialty product to dermatology franchise. Topical treatment of acne vulgaris
2020	Exclusive Out-licensing agreement with Hikma for Ilumya	Middle East & North Africa	Registration and commercialization of the product in all Middle East & North Africa (MENA) markets.
2020	In-licensing agreement with SPARC for SCD-044	Global	Potential indication in psoriasis, atopic dermatitis & other auto-immune disorders
2019	Out-licensing agreement with AstraZeneca UK for ready-to-use infusion oncology products	Mainland China	Commercialise oncology portfolio in Mainland China
2019	Licensing agreement with CMS for tildrakizumab, Cequa & 8 generic products	Greater China	Access to Greater China market



# Key deals & rationale



Year	Deals	Country	Rationale
2018	Acquired Pola Pharma in Japan	Japan	Access to Japanese dermatology market
2016	Acquired rights for Cequa & Odomzo	Global	Enhance specialty pipeline. Treatment of dry eye and locally acting Basal Cell Carcinoma respectively
2016	Acquired Biosintez	Russia	Local manufacturing capability to enhance presence in Russian market
2016	Out-licensing agreement with Almirall for tildrakizumab	Europe	Access to European market for tildrakizumab
2016	Acquired 14 brands from Novartis	Japan	Entry into Japan
2015	Acquired InSite Vision Inc.	US	Strengthen specialty ophthalmic portfolio in U.S. To prevent pain in patients undergoing cataract surgery
2015	Sun Pharma – Ranbaxy Merger	Global Markets	Strengthen position in the Global generic Pharma industry, Creating largest Pharma company in India with strong positioning in Emerging Markets
2014	In-licensing agreement with Merck for tildrakizumab	Global Markets	Strengthen the specialty product pipeline. Treatment of plaque psoriasis
2014	Acquired Pharmedica	US	Access to sterile injectable capacity in the US
2012	Acquired DUSA Pharma, Inc.	US	Access to specialty drug-device combination in dermatology segment
2010	Acquired Taro Pharmaceutical Industries Ltd.	Israel	Access to dermatology generic portfolio Manufacturing facilities at Israel & Canada
1997	Acquired Caraco	US	Entry into US Market

# Sun Pharma - focus areas



## US business

- Enhance share of specialty/branded business
- Continue to focus on complex generics and high entry barrier segments
- Ensure broad product offering to customers across multiple dosage forms

## India business

- Focus on productivity enhancement
- Maintain leadership position in a fiercely competitive market
- Continuously innovate to ensure high brand equity with doctors
- Continue to evaluate in-licensing opportunities for latest generation patented products

## EM & RoW business

- Gain critical mass in key markets
- Enhance specialty product basket in Emerging Markets
- Focus on profitable growth

## Global Consumer Healthcare

- Maintain leadership in existing markets through focus on innovative solutions
- Enhance presence in high growth markets

# Sun Pharma - focus areas

## Sustainability

- Unwavering focus on sustainability, built on a legacy rooted in caring for people, communities and the planet.
- Committed to governance, community upliftment, access to affordable healthcare & environment conservation

## R&D

- Focus on developing complex products across multiple dosage forms
- Invest to further build the specialty pipeline

## Regulatory/ Quality

- Ensuring 24x7 compliance to cGMP
- Continuously enhance systems, processes, human capabilities to ensure compliance with global regulatory standards

## Financial

- Target high-single digit consolidated topline growth for FY25
- Focus on sustainable and profitable growth
- Focus on improving overall return ratios

# Sun Pharma at a glance



## Leading global specialty generic company

Global presence

Operates in over 100 countries

Diversified business

Specialty portfolio, branded generics, generics & APIs

Global Specialty

Fast growing. Focused therapy approach.

US Generics

13<sup>th</sup> largest in US generics market<sup>##</sup>

India

Largest pharma company in India<sup>\*\*</sup>

Emerging Markets

Operating at scale in over 80 countries

Rest of World

Expanding presence in Ex-US developed markets

R&D

Global clinical trials. Early-stage novel R&D. Generic R&D

41 Manufacturing facilities

Manufacturing capabilities across injectables, sprays, ointments, creams, liquids, tablets and capsules

Quality compliance

Several facilities approved by global regulators incl. USFDA

Employees

43,000+ global employee base

<sup>##</sup> Source: IQVIA data for 12 months ended July 2024

<sup>\*\*</sup> As per AIOCD AWACS data for 12 months ended June 2024



## **For more information please contact**

### **Investors**

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