



**Q1 FY2023
Earnings Presentation**

**GROWING
IS COMMITMENT.
WE POSSESS.**



This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Lincoln Pharmaceuticals’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Lincoln Pharmaceuticals undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

CORPORATE OVERVIEW

BACKGROUND

- Established in the year 1979, Lincoln Pharma has developed 600 plus formulations in 15 therapeutic areas.
- Team Strength of approx. 1,500 Employees
- **FY22** - Sales at Rs. 472 crore & PAT at Rs. 69 crore

PRODUCT PORTFOLIO

- 1700 registered products and another 700 in pipeline
- Focused areas includes - Anti-infective, respiratory system, gynecology, cardio & CNS, anti-bacterial, anti-diabetic, anti-malaria among others.

MANUFACTURING

- Manufacturing facility at Khatraj in Ahmedabad and Mehsana, Gujarat
- EU-GMP, WHO-GMP, TGA and ISO-9001: 2015.
- Green Facility producing 65% of energy consumption through renewable Solar & Wind Project

EXPORTS

- Exports increased to 56% in FY22 from 11% in FY13.
- Exports to 60 plus countries currently & plans to expand to 90 countries in next 2-3 years
- Major Markets include - East & West Africa, Central & Latin America and Southeast Asia

FINANCIALS

- Net Debt Free company
- 10 Year Net Profit CAGR of 30%
- Cash & Cash equivalents at Rs. 17.14 crore as on 30 June 2022

MARKET INFO

- Listed on BSE in 1996
- Market Capitalisation of Rs. 589 crore as on 30 June 22

R&D

- Awarded with 7 Patents; Filled 25 plus Patent Applications
- DSIR Approved R&D Facilities
- 75 Plus R&D Professional including 30 Scientists

RATING

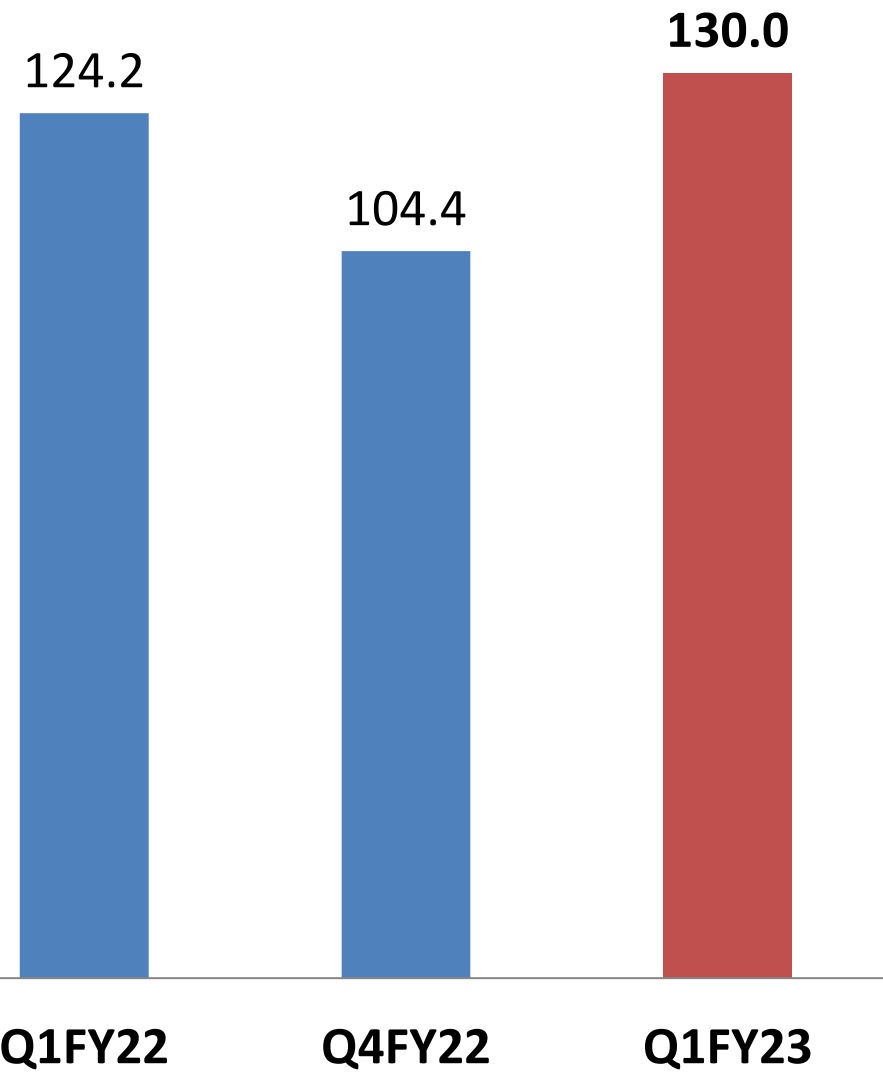
- **CRISIL** has upgraded its ratings on the company's bank facilities to 'CRISIL A/Stable/CRISIL A1'
- **ICRA** has reaffirmed the company's long-term and short-term bank facilities to A and A1 respectively.

Q1FY23 Business Performance & Future Roadmap

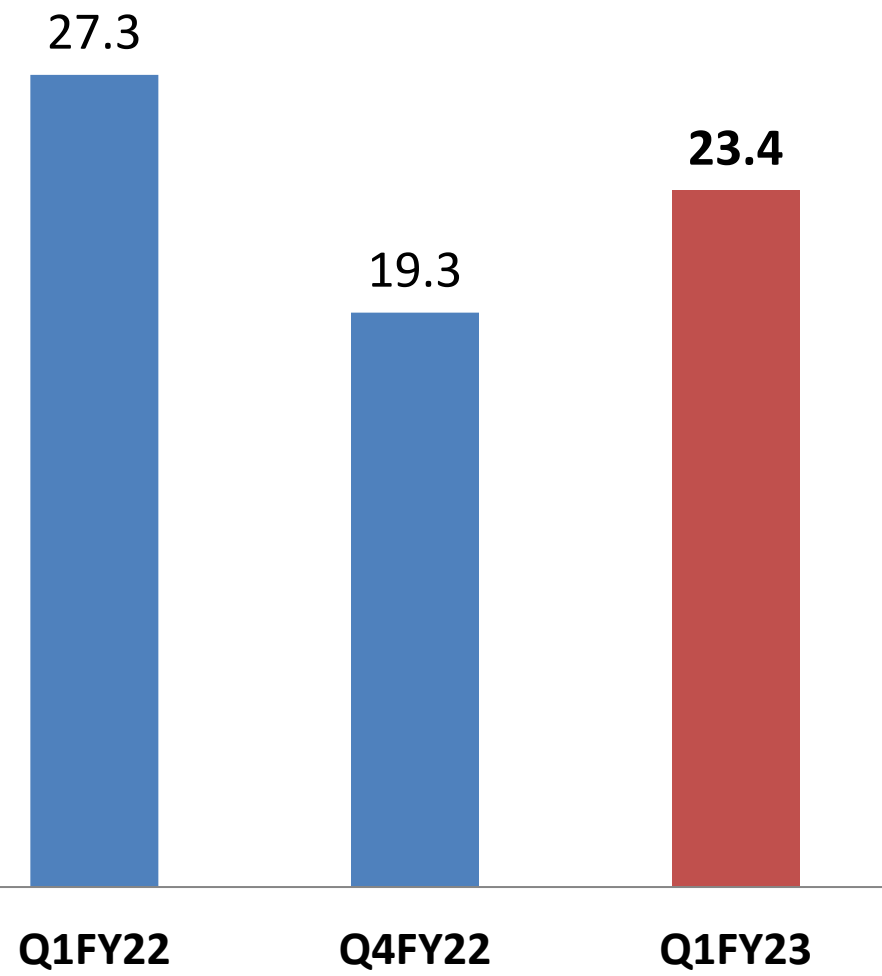
- Company has reported Net Profit of Rs. 15.01 crore, EBITDA of Rs. 23.41 crore and Total income of Rs. 129.97 crore for the Q1FY23. Company continuous to remain '**Net Debt Free**' after multiple expansion & acquisition of Cephalosporin plant.
- Company has completed expansion at Mehsana, Gujarat facility for launching Cephalosporin products. Invested Rs. 30 crore in the facility including capacity expansion and expected to start commercial operations in FY23. Plant is expected to contribute sales of around Rs. 150 crore in next 3 years and cater to all Cephalosporin products i.e. Tablet, Capsule, Dry syrup, Injectables.
- During the last decade - from FY12 to FY22, Lincoln Pharmaceuticals Ltd has delivered a robust **30% CAGR in Net profits, 20.1% in EBITDA and 10.4% in Revenue**.
- Exports in Q1FY23 was reported at Rs. 66.08 crore. Exports will further get boost as company expects EU and Australian markets to start contributing from the current financial year. Company had received an approval from Australia's medicines and medical devices regulator - Therapeutic Goods Administration (TGA) for Khatraj Plant in FY22. TGA and EU GMP approvals will help strengthen company's global presence in 90 plus countries.
- **New Launches & Focus Area** - During FY22, Company launched **14 products** in the domestic market and filled **110 dossiers** in the export market. In FY23, company will look to building a strong product portfolio in the lifestyle and chronic segment especially dermatology, gastro and pain management to complement it's strong presence in acute segment.
- **CRISIL Ratings** has upgraded its ratings on the bank facilities of the company to 'CRISIL A/Stable/CRISIL A1' from CRISIL A-/Positive/CRISIL A2+. The rating upgrade reflects the Lincoln group's improved business profile and the continued consolidation in the financial risk profile. Over the medium term, the group is expected to maintain its growth trajectory and healthy margin.
- **ICRA Ratings** - Rating agency ICRA has reaffirmed the company's long-term and short-term bank facilities to A and A1 respectively.
- **Outlook** – FY23 is going to be the growth year for the company. Commercial production from the Mehsana facility for the expansion of Cephalosporin products and exports to EU & Australian markets are expected to commence in the current financial year. Company is growing from strength to strength, delivering robust operational and financial performance, maintaining a healthy growth in revenue, margins and profitability. We expect the growth momentum to continue while maintaining our 'Net Debt Free' status in the coming years.

Q1FY23 Standalone Results

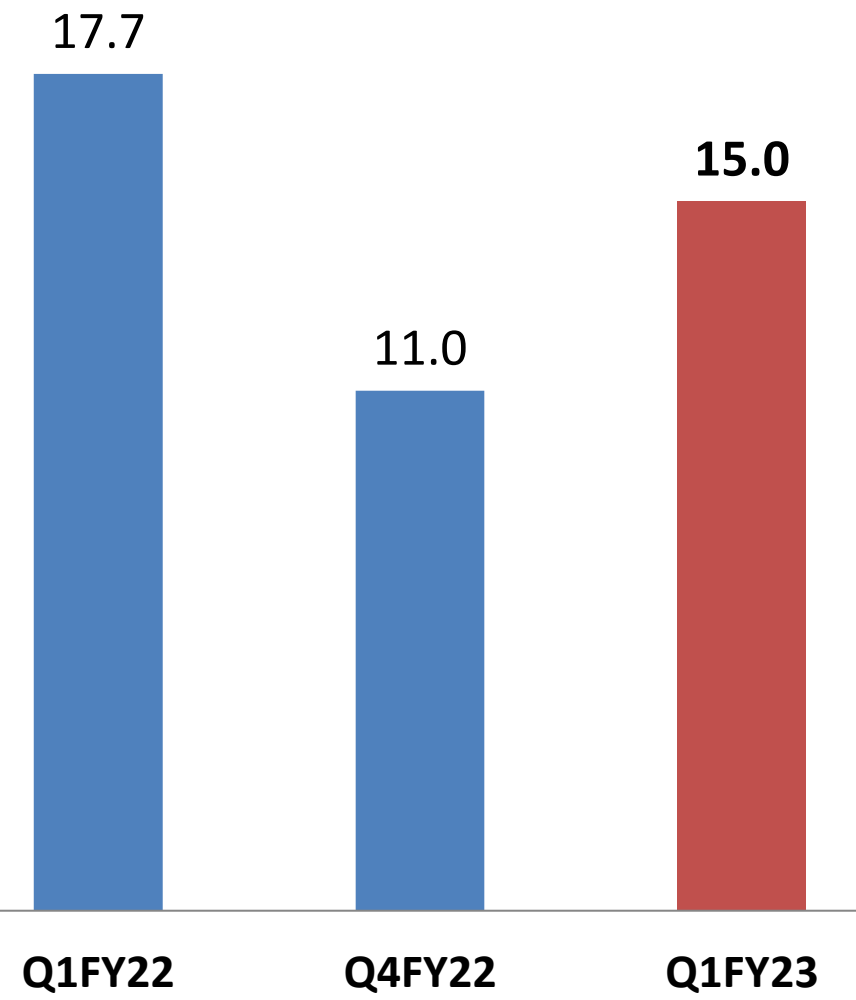
NET REVENUE



EBITDA



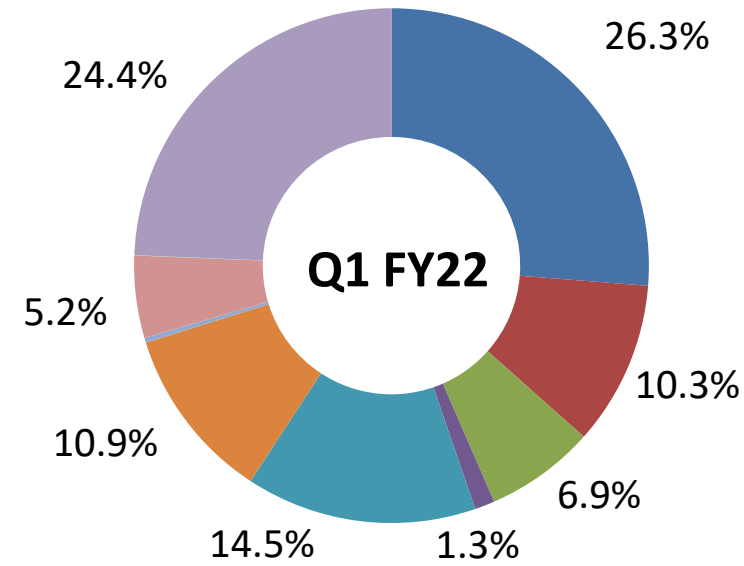
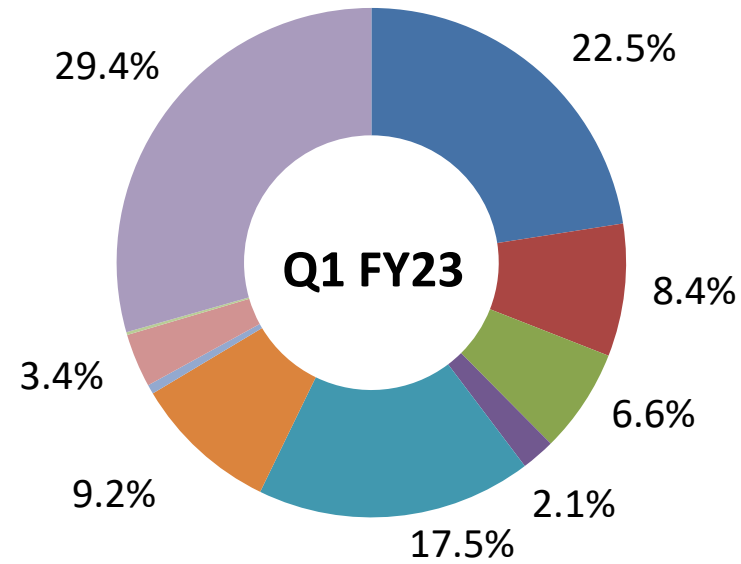
NET PROFIT



Performance – Focused Therapeutic Areas

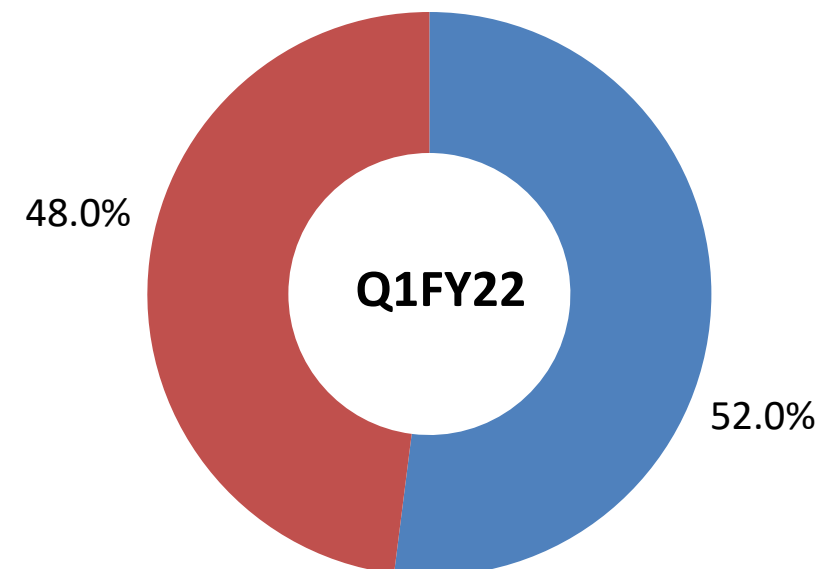
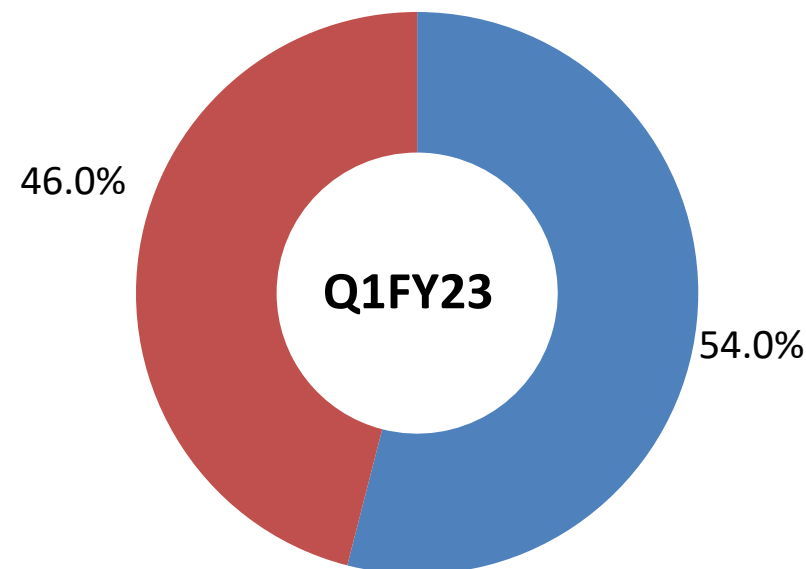
Revenue Breakup

Therapeutic Area



- General Anti Infectives
- Respiratory Systems
- Alimentary Tract and Metabolism
- Genito Urinary System and Sex Hormones
- Musculo-Skeletal System
- Parasitology
- Blood and Blood Forming Organs
- Cardiovascular System
- Central Nervous System
- Others

Geography



- International
- Domestic

Performance Overview

Standalone Financial Performance (Rs. Cr)

Particulars	Q1		Q4	Full Year		Y-o-Y
	FY2022	FY2023	FY2022	FY2021	FY2022	Growth (%)
Net Revenue	124.2	130.0	104.4	428.7	482.1	12.5%
EBITDA	27.3	23.4	19.3	92.8	105.5	13.7%
<i>Margin (%)</i>	22.0%	18.0%	18.5%	21.6%	21.9%	
Profit Before Tax	25.0	20.9	16.8	83.7	95.9	14.7%
<i>Margin (%)</i>	20.2%	16.1%	16.0%	19.5%	19.9%	
Profit After Tax	17.7	15.0	11.0	62.3	69.4	11.4%
<i>Margin (%)</i>	14.3	11.5%	10.6%	14.5%	14.4%	
Basic EPS (Rs.)	8.84	7.49	5.5	31.08	34.63	

Note:

- Financials are as per IND-AS



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

1979

Lincoln was incorporated & commences operations as a Partnership Firm

1984-85

Received WHO – GMP for plant / production unit

1996-97

Launched IPO & Listed on BSE

2000

Domestic Market Expansion; Covered 80% of India Market

2010-11

Developed & Launched 3 NDDS products

2015-16

Listed on NSE
Installed Windmill 2.1 MW in addition to 600 KVA in 2009

2016-17

Launched 3 products which are first time in India; Entered regulated African & Latin American countries

2017-18

Launched Next Generation Progesterone Therapy “ProlinSpray”

2018-19

1MW Solar Roof installed; Targeting Regulated Market Inspection

2019-20

Received EU GMP; Patent for Diclofenac Rectal Spray;

2020-21

Becomes Net Debt Free company ;
Launched Vitamin C + Zinc

2021-22

Acquired plant in Mehsana (Gujarat) to launch Cephalosporin products;
Received Approval from Australian Regulator, TGA for Khatraj Plant

Growth Drivers – Ready for the Next Big Leap

CAPEX

- Company has completed expansion for launching Cephalosporin products at Mehsana, Gujarat. Invested Rs. 30 crore in the facility including capacity expansion.
- Company continuous to remain 'Net Debt Free' after multiple expansion & acquisition of Cephalosporin plant
- Cephalosporin Plant to start commercial operations in FY23 and contribute sales of around Rs. 150 crore in next 3 years.

Export Network

- Exports to EU will start in FY23. 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 FY22, company reported healthy **ROCE at 21.93%**, **RONW at 16.02%** with **Net Profit margin of 11.41%**.
- Book Value is **Rs. 216.12 per share** as on March 2022. Cash & Cash equivalents at **Rs. 17.14 crore** as on 30 June 22

New Product

- During FY22, company launched 14 products in the domestic market and filled 110 dossiers in the export market.
- In FY23, company will build a strong portfolio in lifestyle and chronic segment especially women healthcare, dermatology to complement its strong presence in the acute segment.

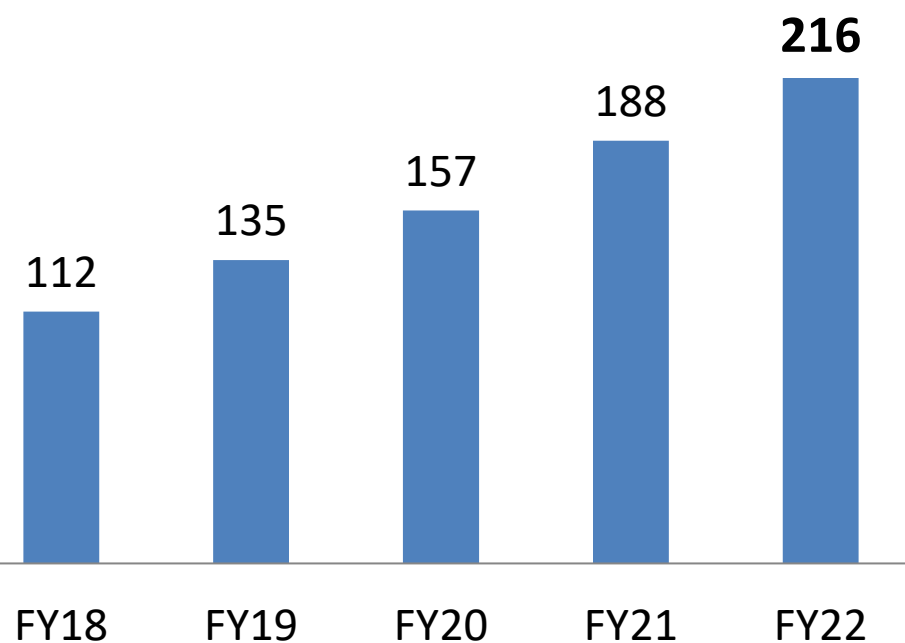
Growth Outlook

- Commercial operations of Cephalosporin Plant and Export to EU & Australia to commence in FY23 and will fuel growth.
- For FY23 company aims to maintain healthy growth in Sales, EBITDA and Net profit margins while maintaining 'Net Debt Free' status
- Over the last 10 years, company has delivered a robust **30% CAGR** in profits, higher single digit growth in sales.

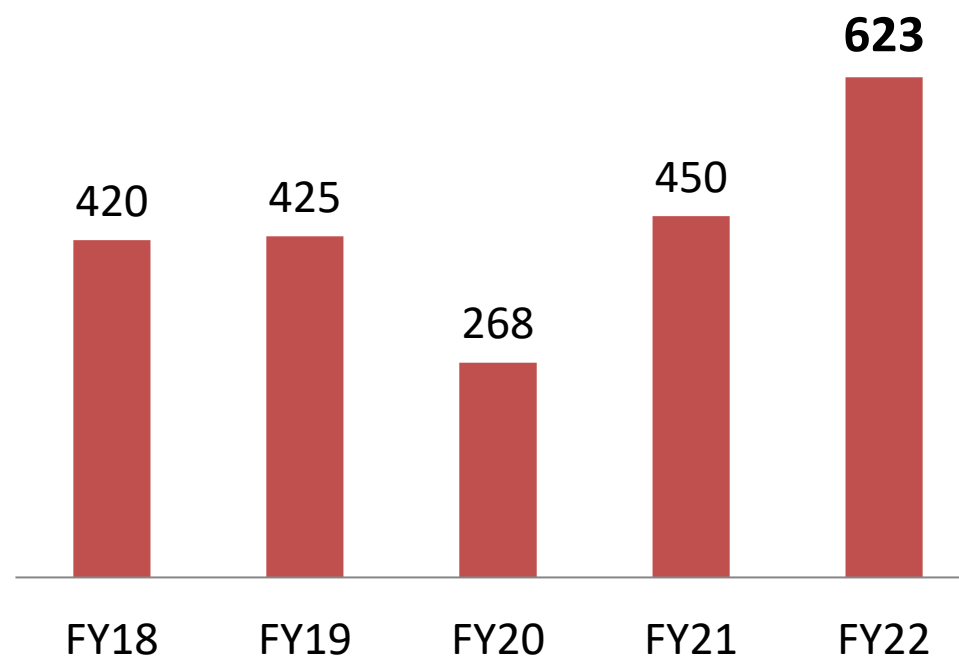
Lincoln Pharmaceuticals Ltd - Financial Overview

Year	Revenue	EBITDA	Net Profit	EPS	ROCE	Share Price
FY 22	472.1	105.5	69.4	34.6	21.9%	311
FY 12	175.5	16.9	5.1	3.1	10.0%	25.5
10 Yrs CAGR	10.4%	20.1%	30.0%	27.1%	1190 bps ↑	28.4%

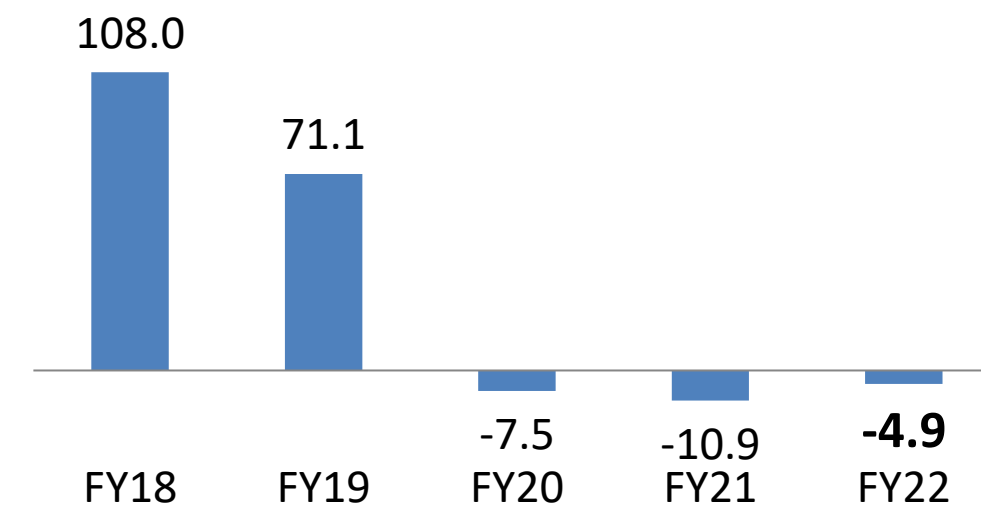
Book Value (Per Share)



Market Cap (Rs. Cr)

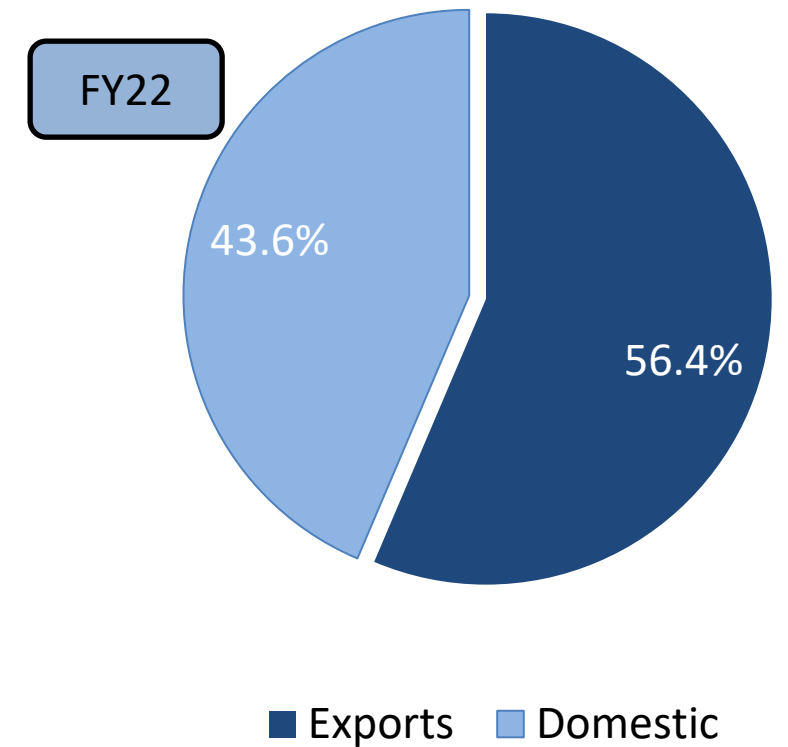
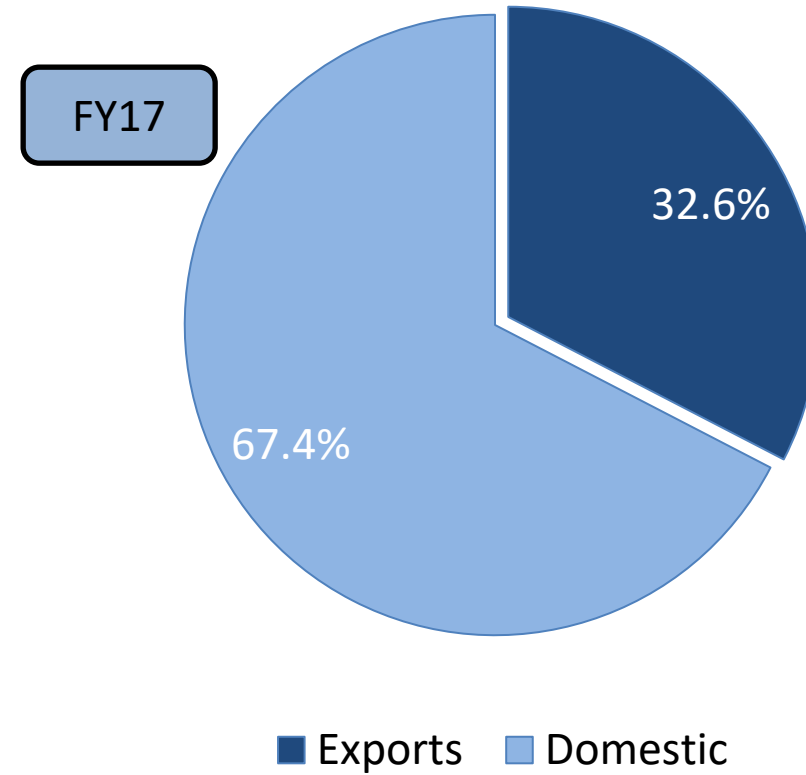
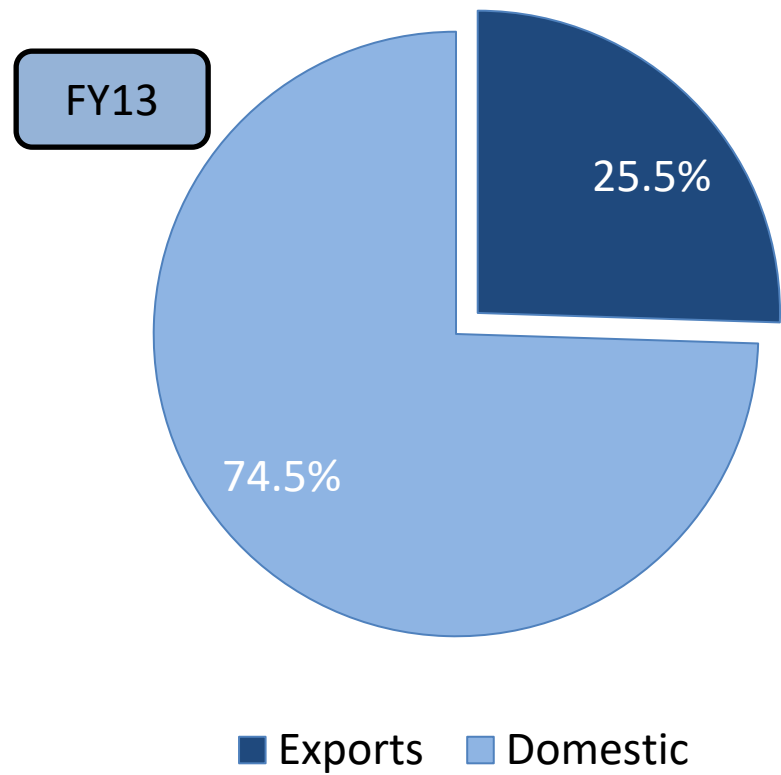


Net Debt (Rs. Cr)



Business Revenue Mix

Particular (Rs. cr)	FY 2013	(%)	FY 2017	(%)	FY 2022	(%)
Domestic Sales	145.03	74.5%	246.46	67.4%	205.90	43.6%
Exports	49.67	25.5%	119.27	32.6%	266.18	56.4%



Global Footprint

Presence over 60 + Countries in Europe, Latin America, Africa, Asia Pacific, South East Asia and 26 States across India



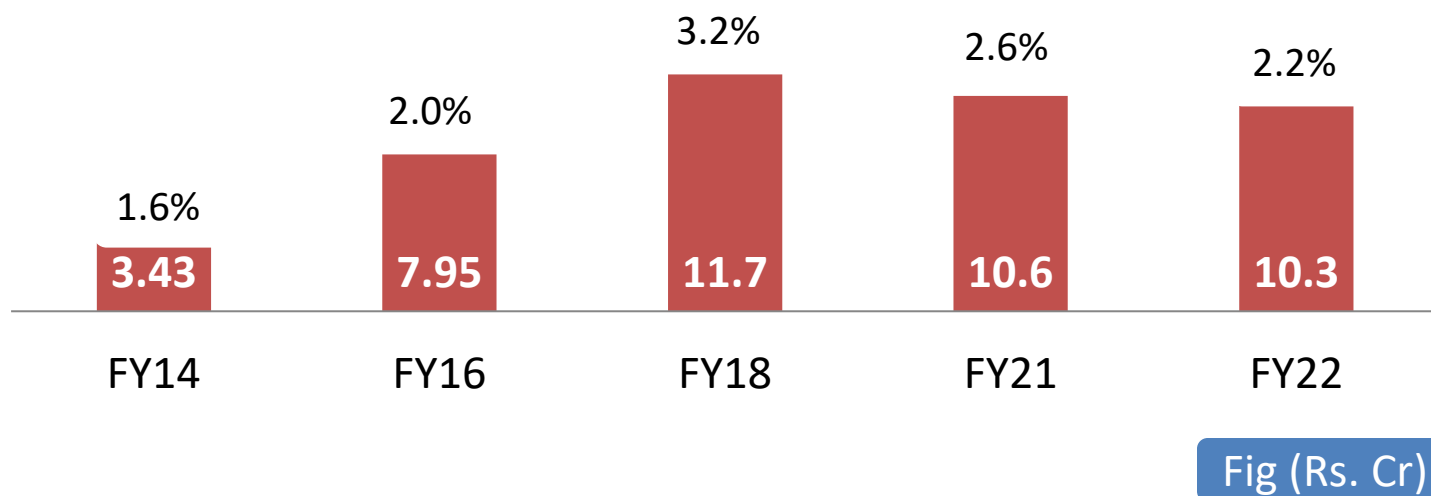
Research & Development



NDDS Formulations Introduced as First Time in India

- Anti-fungal vaginal 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
Analysts	18
Regulatory Personnel	12
Administrative Personnel	9
Others	6
Total	78

PROLIN

Micronized Progesterone 12.5% w/v Spray

NAM COLD-Z

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

VivianTM GEL

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

DOMITM up

Ondansetron Hydrochloride 2 mg Oral Spray

Pa 12^{PROGLET}

1000 mg Programmed Release Paracetamol

CHARGE UPTM

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

TinnexTM

Caroverine 20 mg Capsules
Caroverine 160 mg/8 ml Injection



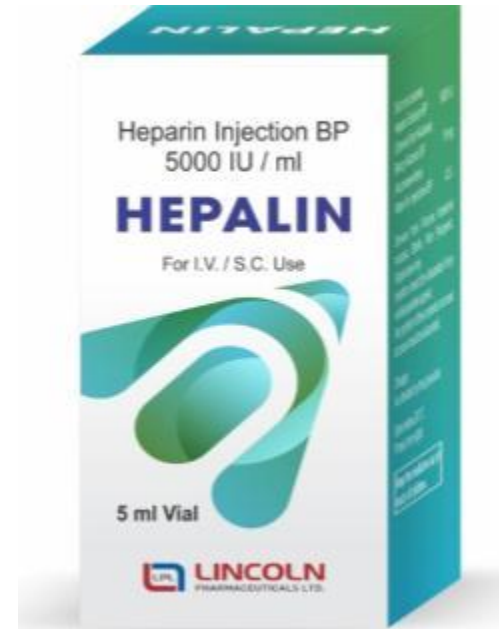
LUTHER AQUA

α-β Arteether 150 mg/ml Injection

New Launches – Domestic Market



New Launches – International Market



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-oxidants⁵

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-Spasmodic /
Laxative

Phosphodiesterase
Type 5 Inhibitor
and General
Anesthetics

Best in Class Facilities



Certifications: EU-GMP, TGA, WHO-GMP Certified; ISO 9001:2015 Certified.



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



Green Energy: Windmill project 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 Lakhs	Tablets
Tablet (Granulation)	12,00,000	Kg
Capsule (Filling)	2,340 Lakhs	Capsules
Dry Syrup (Filling)	72,00,000	Bottles
Ointment (Filling) general and sterile	336 Lakhs	Tubes

Dosage Forms Produced at Unit 2

Description	Size	Annual Capacity	Unit
Liquid Ampoules	1 ml to 5 ml	60,000,000	Ampoules
	10 ml	30,576,000	Ampoules
Liquid Vials	2 ml to 10 ml	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



Certifications: WHO-GMP Certified; ISO 9001:2015 Certified.



R&D Center: Approved Team of 10 plus scientists for R&D.

Dosage Forms Produced at Unit 3 OSD and DRY POWDER INJECTION

Description	Annual Capacity	Unit
Tablet (Compression & Coating)	511 Lakhs	Tablets
Tablet (Granulation)	222768	Kg
Capsule (Filling)	120 Lakhs	Capsules
Dry Syrup (Filling)	68,14,080	Bottles

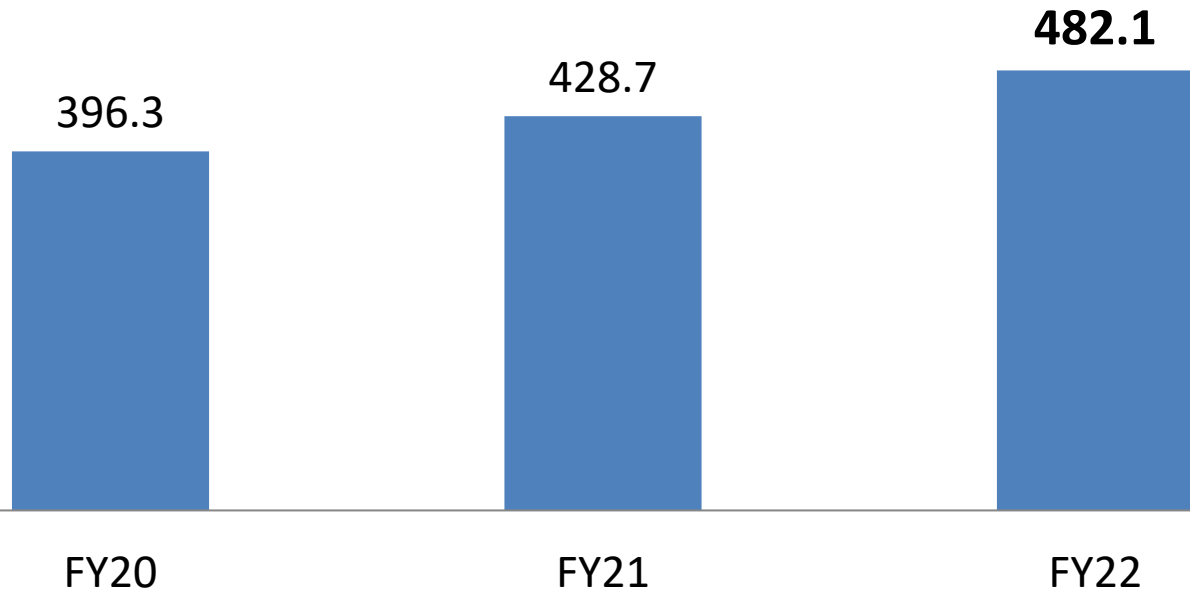
Description	Size	Annual Capacity	Unit
Dry powder injection	7.5 ml,10ml	4,32,00,000	Vials
Dry powder injection	20 ml,30ml	3,00,00,000	Vials

Financial Highlights

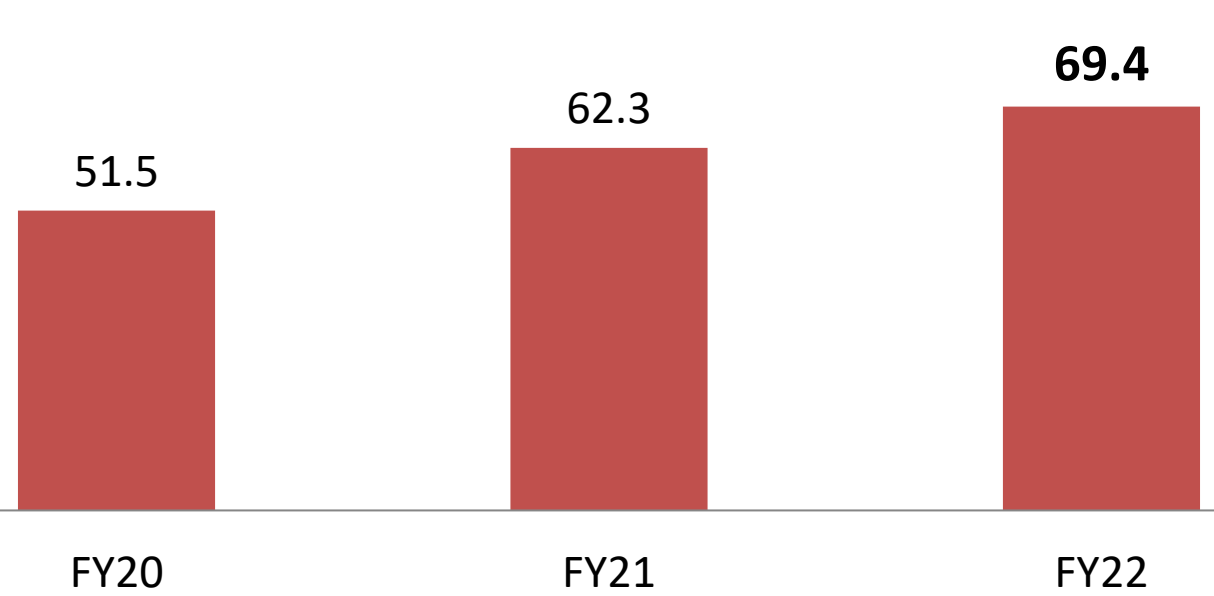
(Rs. Cr)



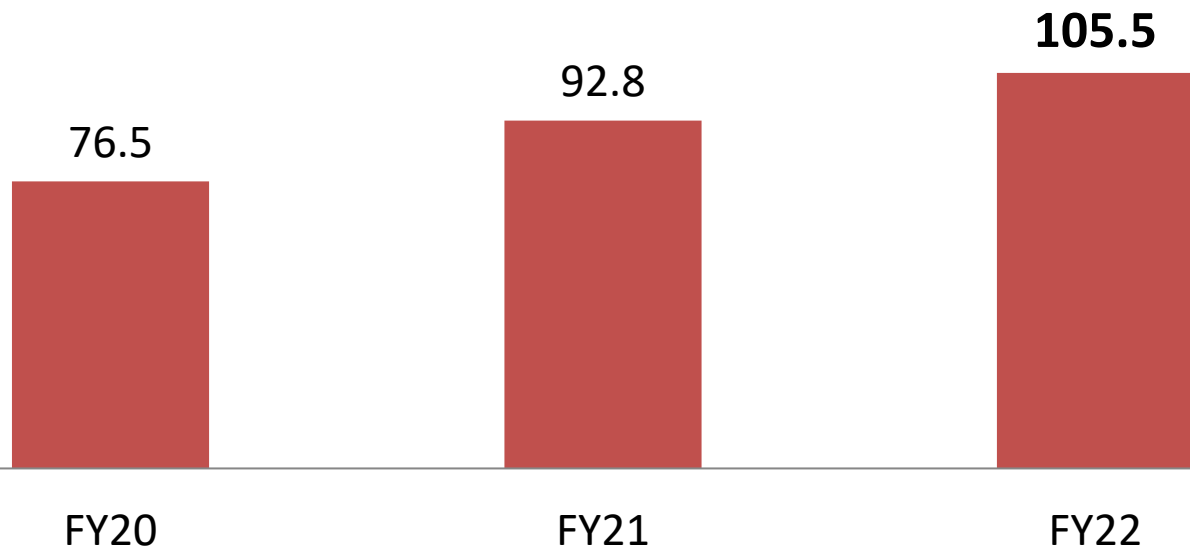
Total Revenue



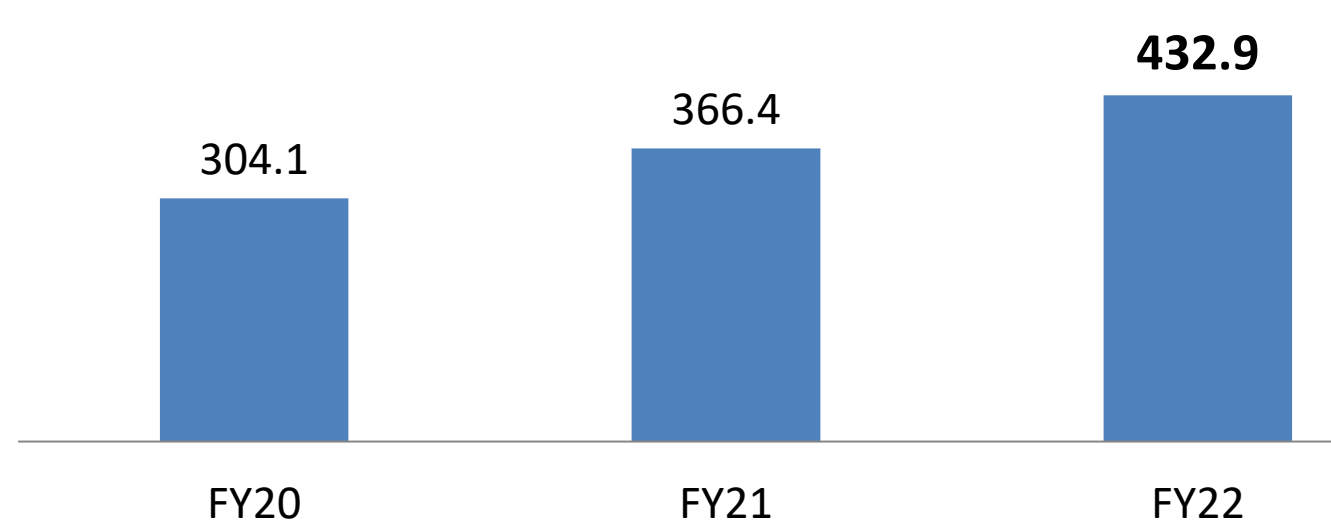
Net Profit



EBITDA

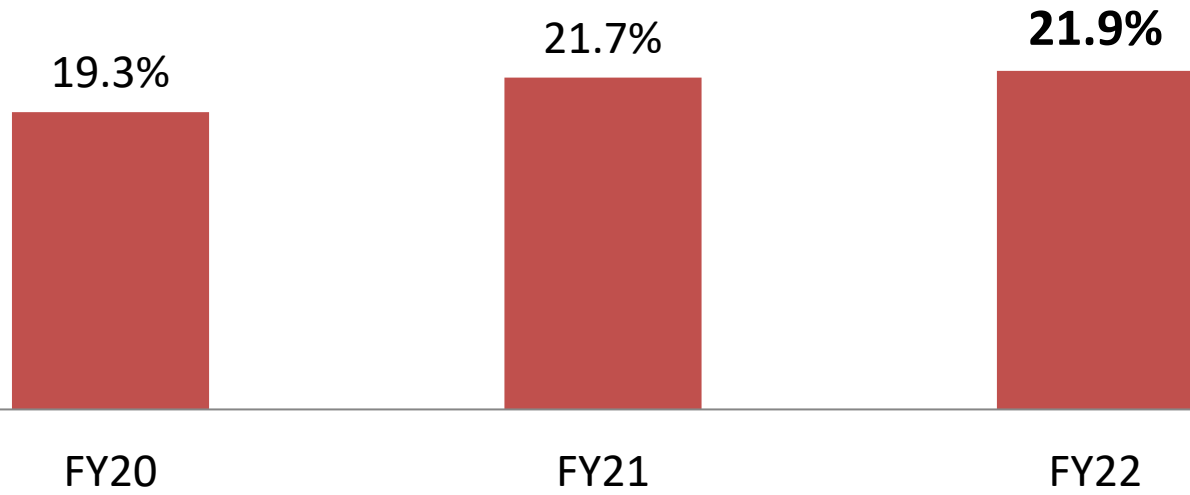


Net Worth

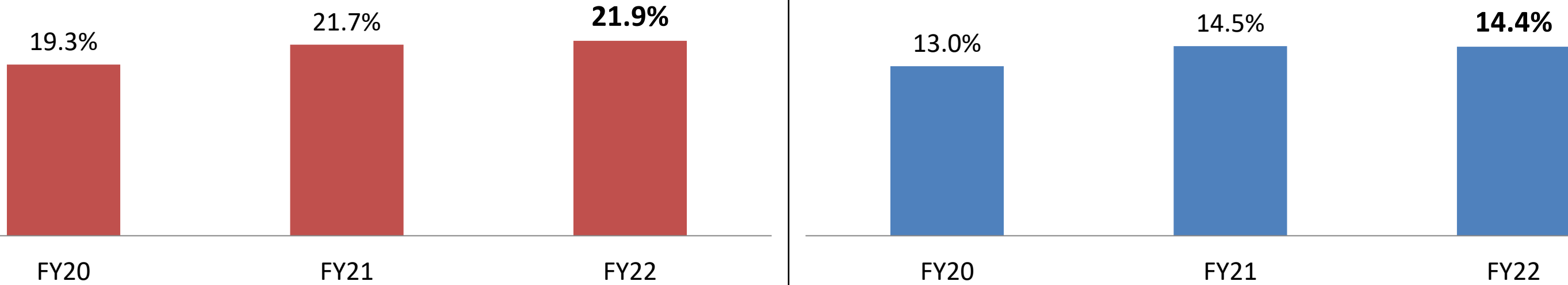


Profitability Ratios

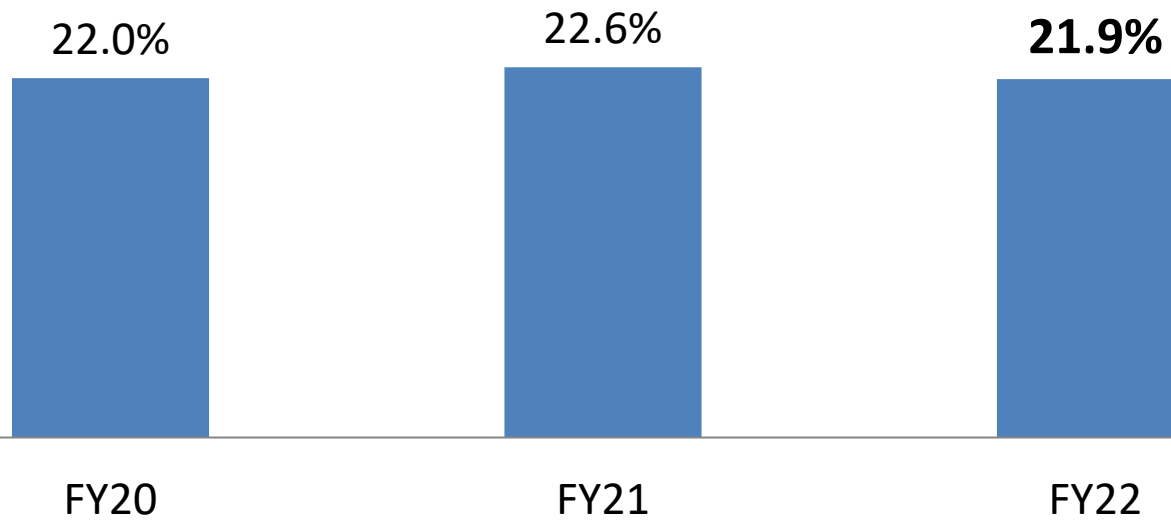
EBITDA Margin



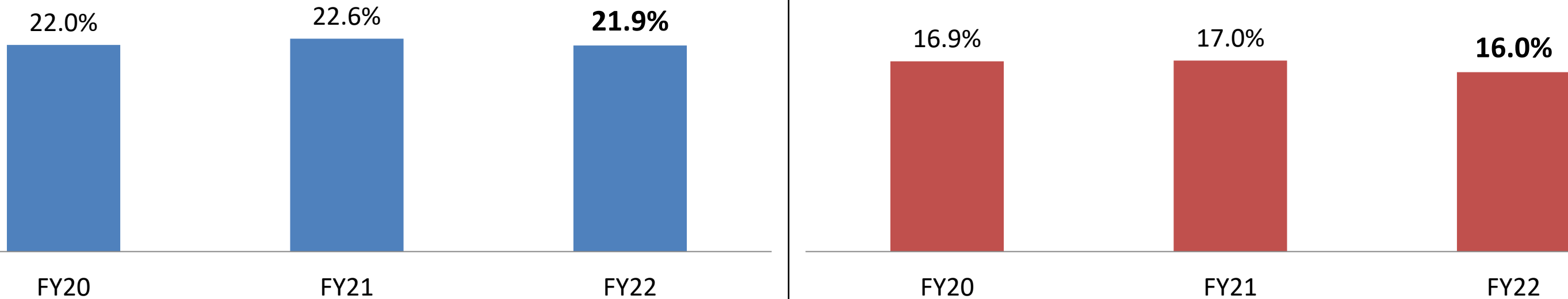
PAT Margin



ROCE



RONW



Shareholding Information

	June 2022			March 2022		
Investor Category	No. of Shareholders	No. of Shares Held	% Holding	No. of Shareholders	No. of Shares Held	% Holding
Promoter Group	29	88,29,612	44.08%	29	84,22,173	42.05%
Public Holding	31,873	1,12,00,116	55.92%	32,418	1,16,07,555	57.95%
Total	31,902	2,00,29,728	100.00%	32,447	2,00,29,728	100.00%



Stock Information	As on 30 June 2022
No. of Equity Shares	2,00,29,728
Face Value (INR)	10
Market Price (As on 30 June 2022)	293.85
52 Week High / Low	414.75 / 255.00
Market Capitalisation (As on 30 June 22)	Rs. 589 crore



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