

Q1 2025

1. Revenue diversification strategies

- **Narrative:** Management emphasized their focus on diversifying revenue streams through strategic product launches and market expansion, specifically targeting the US and European markets to drive growth.

- **Management's Guidance:**

- The CEO stated that the company plans to achieve a 12% increase in US formulation revenue driven by volume gains and new product launches. The Europe market is on track to achieve €880 million plus for FY25, with revenue expected to be between €880-900 million for the full year. Yugandhar Puvvala confirmed maintaining guidance for global specialty sales, specifically stating they expect to achieve \$600 million in sales this year.

- **Actual Results:**

['Q1', '2025']:

- The US formulation grew by 12% year-on-year and recorded a revenue of \$426 million. The Europe market achieved a revenue of €221 million for Q1 FY25. Total injectable specialty sales globally increased by 16% year-on-year to \$141 million.

- **Evaluation:**

- **Expectations Met:** The management's guidance anticipated a 12% increase in US formulation revenue and targets for Europe and global specialty sales, which aligned with actual results showing a 12% growth in US formulations and strong performance in Europe and specialty sales.

2. Profit margin analysis

- **Narrative:** Management has articulated a strong focus on maintaining robust profit margins through strategic internal targets, reflecting a consistent approach to financial discipline and operational efficiency. This focus is expected to strengthen the company's overall financial health in the upcoming fiscal year.

- **Management's Guidance:**

- The company is confident of achieving an internal EBITDA margin target of 21% to 22% for the full year FY25.

- **Actual Results:**

['Q1', '2025']:

- In Q1 FY25, this quarter we would be at roughly 22.7% EBITDA margin.

- **Evaluation:**

- **Expectations Exceeded:** The actual EBITDA margin for Q1 FY25 was 22.7%, surpassing the management's internal target range of 21% to 22%, indicating stronger-than-expected financial discipline and operational efficiency.

3. New product launches

- **Narrative:** Management's discussion focused on the company's robust pipeline of new product launches, underscoring their strategic commitment to expanding market presence through innovation. They emphasized the upcoming introduction of multiple biosimilars in Europe, alongside several other anticipated product launches across different therapeutic areas, which signals their drive for growth and competitive positioning in the pharmaceutical industry.

- **Management's Guidance:**

- The company plans to launch five new biosimilars in the European market by the end of the fiscal year. The launch of Ryzneuta is expected to occur in the last quarter of the current fiscal year. Management mentioned the expectation for a good amount of new product launches similar to the previous year.

- **Actual Results:**

['Q1', '2025']:

- In Q1 2025, it was reported that the company has completed a successful phase one study in Australia in healthy volunteers for this product.

- **Evaluation:**

- **Insufficient Info:** The actual results only mention a successful phase one study in Australia, without specific details about the launch of biosimilars in Europe or the expected product launches, making it insufficient to determine if expectations were met.

4. R&D investment focus

- **Narrative:** Management highlighted the intention to significantly boost R&D efforts by increasing expenditure, which aligns with their strategy to support and expedite new product development initiatives.

- **Management's Guidance:**

- Management projected a 20% increase in R&D expenditure for the next year to support new product development.

- **Actual Results:**

['Q1', '2025']:

- R&D expenditure for the quarter stood at Rs. 339 crores which is 4.5% of the revenue.

- **Evaluation:**

- **Expectations Not Met:** Management projected a 20% increase in R&D expenditure, but actual results show R&D expenditure at 4.5% of revenue, indicating the target was not achieved.

5. Biosimilars development

- **Narrative:** Management is focused on expanding its biosimilar portfolio by advancing clinical studies and regulatory filings. They are strategically targeting both Indian and emerging markets with their biosimilar developments, including Tocilizumab and Omalizumab, with plans to complete significant clinical trials and regulatory submissions in the near future.

- **Management's Guidance:**

- The company plans to file the Tocilizumab biosimilar for India and emerging markets in the next three to four months. The Indian clinical study for the biosimilar to Omalizumab will be completed by the end of this year, allowing the product to be filed in India and certain emerging markets by Q3-Q4 [CY25]. The large European study for the biosimilar to Omalizumab will be completed by mid-next year, and the product is expected to be filed in Q3 next fiscal [Q3 FY26] with EMA and the FDA.

- **Actual Results:**

['Q1', '2025']:

- In Q1 2025, while specific results for Tocilizumab and Omalizumab were not detailed in this period, an important milestone was achieved in May concerning the completion of patient recruitment for the Denosumab trial in European sites.

- **Evaluation:**

- **Insufficient Info:** The actual results for Q1 2025 did not provide specific outcomes for the biosimilars Tocilizumab and Omalizumab, making it difficult to assess whether the management's guidance on regulatory filings and clinical study completions was met.

6. Cost reduction strategies

- **Narrative:** Management addressed the anticipated decrease in remediation costs for the upcoming quarter, highlighting their ongoing efforts to streamline operations and improve cost efficiency.

- **Management's Guidance:**

- Management indicated that the remediation cost is expected to decrease to US\$2 million in the current quarter.

- **Actual Results:**

['Q1', '2025']:

- Unfortunately, the data provided does not contain direct information on the actual results for the remediation cost reduction in Q1 2025. The available actual results data is related to operational metrics, specifically regarding capacity utilization. Since this does not directly address the cost reduction strategies for remediation, we do not have applicable actual results for the specific theme and subtheme requested.

- **Evaluation:**

- **Insufficient Info:** The actual results for the remediation cost reduction in Q1 2025 are unavailable, preventing a determination of whether management's cost reduction expectations were met, exceeded, or not met.

7. Manufacturing process improvements

- **Narrative:** Management emphasized ongoing enhancements in manufacturing processes, highlighting strategic plans to increase production capabilities, notably with the commercialization of the China plant. This move is part of a broader strategy to improve operational efficiency and meet growing demand.

- **Management's Guidance:**

- The China plant is expected to be commercialized by Q3 FY25, with a significant ramp-up in production projected to commence in Q4 FY25. Additionally, there is an operational plan to produce 20 batches in the current month, followed by an increase to 30 batches in the subsequent month, with a substantial ramp-up starting in October.

- **Actual Results:**

['Q1', '2025']:

- Aurobindo Pharma reduced operational costs by 3% this quarter.

- **Evaluation:**

- **Insufficient Info:** The actual results only mention a 3% reduction in operational costs in Q1 FY25, but there is no specific information on the commercialization of the China plant or the projected production ramp-up, making it impossible to assess whether expectations were met.

8. Efficiency measures

- **Narrative:** Management discussed their focus on operational efficiency by targeting a significant ramp-up in production capabilities.

- **Management's Guidance:**

- Management plans to achieve 80% of the ramp-up by the next quarter.

- **Actual Results:**

['Q1', '2025']:

- Aurobindo has done approximately 4.4 billion tablets in the last one year through May. Yugandhar Puvvala acknowledged that the existing capacity should be able to meet the sales goal.

- **Evaluation:**

- **Expectations Met:** Management aimed for an 80% ramp-up in production capabilities by the next quarter, and the actual results indicate that Aurobindo's existing capacity is sufficient to meet sales goals, aligning with their operational efficiency targets.

9. Geographic expansion plans

- **Narrative:** Management highlighted strategic initiatives to bolster the company's presence in key international markets. The expansion of Unit 15 in India is aimed at enhancing the company's operational efficiency and market delivery in Europe. Additionally, there is a focus on penetrating the Chinese market, with anticipated gradual volume growth.

- **Management's Guidance:**

- 1. The expansion of Unit 15 in India is expected to improve time-to-market for the European business by increasing production and dispatch capabilities. 2. Management expects an initial small volume of business in China by November-December, with full-fledged volumes anticipated in FY26.

- **Actual Results:**

['Q1', '2025']:

- Given the information from the actual results data, there are no specific actual performance metrics or outcomes reported for the theme Market Strategy and Expansion, specifically within the subtheme of Geographic expansion plans, for Q1 2025.

- **Evaluation:**

- **Insufficient Info:** The actual results data for Q1 2025 do not provide specific performance metrics or outcomes related to the geographic expansion plans, leaving it unclear whether management's expectations were met, exceeded, or not met.

10. FDA approval status

- **Narrative:** Management highlighted ongoing efforts to secure regulatory approvals, emphasizing the importance of obtaining necessary clearances to enhance product offerings and market presence. They noted a particular focus on advancing the approval process for key products, such as Trastuzumab, and resolving compliance issues at the Bhiwadi plant to ensure continued regulatory compliance and operational efficiency.

- **Management's Guidance:**

- Management expects to see approvals for three products from the EMA starting to trickle in within two quarters, provided there are no more regulatory uncertainties. The Trastuzumab US filing is expected to be submitted to the FDA in the next four to eight weeks. Plans are in place for further ANDA filings and approvals, with 54 pending final approval as of June 30, 2024. Management expressed confidence that issues with the Bhiwadi plant will be resolved in the next 1-2 months.

- **Actual Results:**

['Q1', '2025']:

- Company has 838 ANDAs filed with the US FDA on a cumulative basis, out of which 668 have final approval and 26 have tentative approval. 144 ANDAs are

under review.

- Evaluation:

- Insufficient Info: The provided actual results do not specify the status or outcomes related to the EMA approvals, Trastuzumab filing, or the resolution of the Bhiwadi plant compliance issues, thus lacking sufficient information to determine if expectations were met.

11. Capex planning and allocation

- **Narrative:** The management of Aurobindo Pharma discussed the completion of their first-ever buyback program, which signifies a strategic financial decision to manage shareholder value and optimize the company's capital structure.

- Management's Guidance:

- The company will complete a buyback of Rs. 750 crores at a price of Rs. 1,460 by August 2024.

- Actual Results:

['Q1', '2025']:

- Santhanam Subramanian mentioned completing the first ever buyback of Rs. 750 crores in August'24 at a price of Rs. 1,460. Net CapEx for the quarter is around \$74 million. Santhanam Subramanian mentioned they have more or less incurred around 95% of the CapEx.

- Evaluation:

- **Expectations Met:** The management's guidance to complete the buyback of Rs. 750 crores at Rs. 1,460 by August 2024 was fulfilled as planned, indicating alignment with their strategic financial management objectives.

12. Cash flow projections

- **Narrative:** The management's discussion primarily focused on the company's future financial management strategies, including expectations related to tax rates as a part of their overall financial planning.

- Management's Guidance:

- The effective tax rate is expected to be around 27-28% for the fiscal year.

- Actual Results:

['Q1', '2025']:

- In Q1 2025, the company reported a net cash inflow of \$89 million during the quarter, and the net cash position, including investments, improved significantly to US\$ 101 million.

- Evaluation:

- Insufficient Info: There is no information provided regarding the actual effective tax rate, which is necessary to compare against the management guidance of 27-28% for the fiscal year. The data only includes cash flow details without specific tax rate outcomes.

13. Market expansion strategy

- **Narrative:** Management highlighted the timeline for a significant project, indicating strategic steps towards expanding market presence by establishing new operational capabilities. The expected completion of the project by 2026, followed by initial production activities, suggests a long-term strategy to enhance market share.

- Management's Guidance:

- Dr. Satakarni Makkapati stated the project is expected to be completed by 2026, with engineering batches or water runs to be conducted, and stockpiling and revenue generation to begin from 2027.

- Actual Results:

['Q1', '2025']:

- There was no specific report on the progress of the project completion in Q1 2025 in terms of engineering batches or water runs being conducted. However, there was a volume drop to the tune of around 20% in the specialty business, indicating potential challenges in market expansion efforts during this period.

- Evaluation:

- Insufficient Info: The actual results do not provide specific updates on the project's progress, such as engineering batches or water runs, making it difficult to assess whether the expectations for market expansion strategy are being met.