

**February 17, 2023**

National Stock Exchange of India Limited,  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E), Mumbai-400051

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort, Mumbai-400001

Symbol: **ORCHPHARMA**

Scrip Code: **524372**

**Subject: Investors Presentation Q3 FY23 - Orchid Pharma Limited ("the Company")**

Dear Sir/Madam,

This is in continuation to our earlier announcement dated February 14, 2023.

In accordance to the requirement of Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosures Requirement) Regulations, 2015, please find enclosed copy of the Investor Presentation on the Un-Audited Standalone and Consolidated Financial Results of the Company for the Quarter and Nine Months ended December 31, 2022.

Copy of the Investor Presentation is also made available on the website of the Company at [www.orchidpharma.com](http://www.orchidpharma.com)

You are requested to take the above on your record.

Thanking You,  
For **Orchid Pharma Limited**

*Marina*

**Marina Peter**  
**Company Secretary**  
*Encl. as above*



# WELCOME

# Financial Performance



(Rs/Crore)	Q3-2022	Q3-2019	Change %	9M-31 <sup>st</sup> Dec'22	9M-31 <sup>st</sup> Dec'19	Change %
<b>Sales</b>	159.8	129.5	↑ +23%	456.0	396.5	↑ +15%
<b>Other Income</b>	8.9	7.0	↑ +27%	17.7	18.8	↓ -6%
<b>COGS</b>	95.6	56.2		265.7	177.9	
<b>Employee Exp</b>	16.7	22.6	↓ -26%	49.0	65.3	↓ -25%
<b>Other Exp</b>	33.8	50.5	↓ -33%	97.4	166.2	↓ -41%
<b>EBITDA</b>	22.6	7.2		61.6	5.9	
<b>PAT</b>	6.7	-27.7		-10.7	-92.2	

# Major Head of Savings

Nature of Expenses( Amt in Cr.)	9M-Dec.22	9M-Dec.19	Savings	%Savings
Consumption of Stores, Spares & Chemicals	8.77	18.94	10.17	53.7%
Factory maintenance	10.75	15.36	4.60	30.0%
Insurance	2.97	7.09	4.12	58.1%
Consultancy & Professional Fees	2.21	8.97	6.75	75.3%
Allowance for expected credit loss	2.72	10.90	8.18	75.1%

# Monetization of Assets

- Sale of Properties – 15 Cr.
- Focus on realization of GST/MEIS Benefits
  - Receivable in Dec 19 ~ 80 Cr
  - Receivable in Dec 22 ~ 10 Cr
- Sale of Loss Making IKKT Business:-
  - Loss in FY20 ~ 61 Cr
  - Loss in FY23 ~ NIL
- Sale Proceeds:-
  - Cash ~ 113.91 Cr
  - 26% Equity ~ 45 Cr at face value

# As a result

- We have already reduced loan taken for acquisition by more than 70%  
427 Crore ~ 120 Cr.

# Key Developments Since last call

- Launched Ceftazidime Avibactam for Emerging markets

Thanks