Press Release

Alkem reports 7.1% YoY revenue growth in Q4FY25; Annual EBITDA margin expands by 170 basis points

Mumbai, May 29, 2025: Alkem Laboratories Ltd. today announced its standalone and consolidated financial results for the fourth quarter and full year ended March 31, 2025. The Board of Directors took record of these results at its meeting held in Mumbai today.

Key highlights of Q4FY25 financial performance

- Total Revenue from Operations was ₹ 31,438 million, with YoY growth of 7.1%.
  - India sales were ₹ 21,355 million, YoY growth of 8.1%.
  - International sales were ₹ 9,747 million, with YoY growth of 7.2%.
- Earnings before Interest, Tax, Depreciation, and Amortisation (EBITDA) were ₹ 3,913 million, resulting in an EBITDA margin of 12.4% vs. 13.7% in Q4FY24. EBITDA declined by 2.7% YoY.
- R&D expenses for Q4FY25 were ₹ 1,585 million, or 5.0% of total revenue from operations, compared to ₹ 1,757 million in Q4FY24 at 6.0% of total revenue from operations.
- Profit before tax before exceptional items was ₹ 3,963 million, YoY growth of 4.3%.
- Net Profit (after Minority Interest) was ₹ 3,059 million, YoY growth of 4.2%.
- According to IQVIA (SSA) data, for Q4FY25:
  - The Company registered a growth of 6.5% YoY compared to the Indian Pharmaceutical Market (IPM), which grew by 6.9%.
  - The acute segment growth outperformed IPM by 150 bps at 7.5%.

Key highlights of FY25 financial performance

- Total Revenue from Operations was ₹ 129,645 million, with YoY growth of 2.3%.
  - India sales were ₹ 89,837 million, with YoY growth of 6.5%.
  - International sales were ₹ 38,210 million, with YoY de-growth of 4.5%.
- Earnings before Interest, Tax, Depreciation, and Amortisation (EBITDA) were ₹ 25,122 million, resulting in an EBITDA margin of 19.4% vs. 17.7% in FY24. EBITDA increased by 11.9% YoY.
- R&D expenses for FY25 were ₹ 5,620 million, or 4.3% of total revenue from operations, compared to ₹ 5,229 million in FY24 at 4.1% of total revenue from operations.
- Profit before tax before exceptional items was ₹ 25,270 million, YoY growth of 17.8%.
- Net Profit (after Minority Interest) was ₹ 21,655 million, YoY growth of 20.6%.
- The cash and balance at the end of 31st March, 2025, is ₹46.2 billion.
- According to IQVIA (SSA) data, for FY25:
  - The Company registered a growth of 6.8% YoY compared to the Indian Pharmaceutical Market (IPM), which grew by 7.7%.
  - The acute segment growth has outperformed IPM in FY25 by 30 bps at 6.9%.

Commenting on the Q4 & FY25 results, Dr. Vikas Gupta, CEO of Alkem, said, "We ended the year on a good note, with healthy growth in our India business during Q4 and improved profitability and margins for the full year. Our domestic business continues to gain momentum, reinforcing our confidence in its long-term growth trajectory. This performance is driven by strong execution and targeted initiatives across our domestic operations. In the international businesses, excluding the Americas, we are seeing good traction, with several key markets making significant contributions to our growth. As we moved forward, we remain focused on strategic growth opportunities and operational excellence to drive sustainable returns."

Operational Highlights

Domestic Business

Q4FY25 Key Highlights

- India sales were ₹ 21,355 million, YoY growth of 8.1%.
- The contribution of domestic sales to total sales in Q4FY25 was 68.7% vs. 68.5% in Q4FY24.
- According to IQVIA (SSA) data, for FY25, the company achieved a 6.5% year-over-year (YoY) growth compared to the Indian Pharmaceutical Market (IPM), which grew by 6.9%.
- During Q4FY25, we have outperformed in four therapies: Gastrointestinal grew by ~1.5X, VMN ~1.8X, Respiratory ~2.6X and Gynae ~3.8X.

FY25 Key Highlights

- India sales were ₹ 89,837 million, with YoY growth of 6.5%.
- The contribution of domestic sales to total sales in FY25 was 70.2% vs. 67.8% in FY24.
- As per IQVIA (SSA) data, for FY25, the company registered a growth of 6.8% YoY vs. the Indian Pharmaceutical Market (IPM), which grew by 7.7%
- In FY25, we have outperformed six therapies: VMN grew by 1.6X; Anti-diabetic grew by ~1.1X; Gastro intestinal grew by 1.2X; Neuro/CNS grew by ~1.3X; Gynaec ~2.1X and Respiratory ~1.5X.

Key performance highlights of therapeutic segments in Q4FY25 and FY25

SSA Wise								
	Q4FY25				FY25			
Key Therapy segment	Alkem Rank	YoY change in Rank*	YoY growth (Alkem)	YoY growth (IPM)	Alkem Rank	YoY change in Rank*	YoY growth (Alkem)	YoY growth (IPM)
ANTI DIABETIC	14	Increased by 1	5.5%	6.9%	14	Increased by 1	9.7%	8.5%
ANTI-INFECTIVES	1	Unchanged	2.3%	3.3%	1	Unchanged	2.5%	4.8%
CARDIAC	28	Decreased by 1	-3.0%	10.0%	27	Decreased by 1	1.0%	11.9%
DERMA	20	Decreased by 1	0.8%	7.0%	20	Decreased by 1	8.8%	9.3%
GASTRO INTESTINAL	3	Unchanged	14.1%	9.6%	3	Unchanged	11.4%	9.6%
GYNAEC	9	Unchanged	10.0%	2.6%	8	Unchanged	6.8%	3.3%
NEURO / CNS	7	Unchanged	3.8%	8.3%	7	Unchanged	11.4%	8.6%
PAIN / ANALGESICS	3	Unchanged	4.1%	5.6%	3	Unchanged	5.0%	7.0%
RESPIRATORY	17	Increased by 1	8.5%	3.3%	16	Increased by 1	4.9%	3.2%
UROLOGY	17	Increased by 1	5.7%	13.0%	17	Unchanged	8.5%	13.5%
VMN**	2	Unchanged	13.1%	7.2%	2	Unchanged	12.7%	7.8%
TOTAL	**5**	**Unchanged**	**6.5%**	**6.9%**	**5**	**Unchanged**	**6.8%**	**7.7%**

**Positive change in rank reflects improvement over the same period of the previous year*

***VMN – Vitamins / Minerals / Nutrients*

Source: IQVIA Data (SSA)

International Business

Q4FY25 Key Highlights

- International sales were ₹ 9,747 million, with YoY growth of 7.2%.
- Overall contribution of US sales to total sales was 19.6% in Q4FY25 vs. 21.6% in Q4FY24.
- Non-US business sales contributed 11.8% to total sales in Q4FY25 vs. 9.9% in Q4FY24.
- During the Q4FY25, the Company filed 06 abbreviated new drug applications (ANDAs) with the USFDA and received 04 ANDA approvals.

FY25 Key Highlights

- International sales were ₹ 38,210 million, with YoY de-growth of 4.5%.
- The Non-US business demonstrated healthy performance, growing by around 8.7% YoY, fuelled by robust growth in Australia and key European markets.
- Overall contribution of US sales to total sales was 19.4% in FY25 vs. 22.3% in FY24.
- Non-US business sales contributed 10.5% to total sales in FY25 vs. 9.9% in FY24.
- During the year, the Company filed 9 abbreviated new drug applications (ANDAs) with the US FDA and received 14 ANDA approvals (including 3 tentative approvals - TA).

Update on USFDA Inspections

Facility	Capability	Inspection Date	Regulatory Status
Baddi (India)	Formulations	Mar-24	EIR Received in June 2024
Daman (India)	Formulations	Aug-19	EIR Received in Oct 2019
Taloja R&D (India)	Bioequivalence Centre	Mar-25	No observation
Ankleshwar (India)	API	Apr-23	EIR Received in July 2023
Mandva (India)	API	Dec-23	EIR Received in Mar 2024
California (USA)	API	Aug-18	EIR Received in Oct 2018
Note: The USFDA conducted a virtual inspection at our manufacturing facilities in Daman from October 5 to 7, 2020.			

 # EIR – Establishment Inspection Report

About Alkem: Alkem Laboratories Ltd. is the fifth-largest pharmaceutical company in the Indian market, with a legacy spanning over 50 years of providing high-quality medicines to patients. It holds a dominant position in the therapy areas of anti-infectives, gastrointestinal disorders, pain management, and supplements. It also has a growing portfolio of products in chronic therapies, including diabetes, neurology, dermatology, and urology. It has 19 state-of-the-art manufacturing facilities and cutting-edge research and development (R&D) centres across India and the US to develop and manufacture generic formulations, active pharmaceutical ingredients (APIs) and biosimilars. Apart from India, the company has a meaningful presence in the US, Latin America, Australia, and several other Asian countries. “Inspiring Healthier Lives” is at the core of the organisation's values and culture, reinforcing its steadfast commitment to improving global health. For more information, please visit www.alkemlabs.com and follow us on LinkedIn, Instagram, and Facebook.

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Invite for Q4FY25 Conference Call at 4:30 pm IST, May 29, 2025

Mumbai, May 19, 2025: Alkem Laboratories Ltd. (NSE: ALKEM, BSE: 539523, Bloomberg: ALKEM.IN, Reuters: ALKE.NS) will hold a conference call for investors and analysts on Thursday, May 29, 2025, from 4:30 pm to 5:30 pm IST to discuss its Q4FY25 & FY25 financial results. The call will follow the announcement of the Company's Q4FY25 & FY25 financial results on Thursday, May 29, 2025.

Alkem Laboratories Ltd. will be represented on the call by:

Dr. Vikas Gupta – CEO
Mr. Nitin Agrawal – CFO

Motilal Oswal Securities Ltd. will host the call.

Details of the conference call are as follows:

Time: 4:30 pm IST (GMT + 5:30) on Thursday, May 29, 2025.

Dial in Details:

India: +91 22 6280 1149 / +91 22 7115 8050

International Toll-Free

USA	:1 866 746 2133
UK	: 0 808 101 1573
Singapore	: 800 101 2045
Hong Kong	: 800 964 448

Express Join with Diamond Pass
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You are requested to dial in 10 minutes ahead of the scheduled start time.

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