

BUSINESS OVERVIEW

Marching Ahead with Strategy

Under the two established growth engines of pharmaceutical and crop protection as well as the emerging animal health business, Hikal offers a diversified portfolio of products and services. Maintaining diversity in our business portfolio has been a conscious decision, in order to do away with excessive dependence on a single product or service, to drive growth. This boosts our business capacities and facilitates accelerated progress.



As our Company has grown in stature, our capabilities have become more specialised. This year, we strengthened Key Account Management for our pharmaceutical and crop protection businesses. This ensures functional specialisation of our business divisions, strengthens accountability, and ensures our targets for the year are achieved.

Our Primary Business Segments



Pharmaceuticals

What We Do

A leading provider of APIs, Intermediates, Contract Manufacturing, and Contract Development. We cater to human health and animal health pharmaceutical products.

Business Highlights 2021-22

- Launched a new anti-diabetic product
- Acquired several new generic customers
- Increased penetration in Middle East and Latin America
- Received an order for validation of an intermediate for a new potential drug
- Signed a multi-product 10-year contract for niche APIs with a global player
- Expect plant to come on stream in 2023-24

Manufactured Capital

\$40 mn

CAPEX

1600 M³

CAPACITY

Human Capital

1,639

EMPLOYEES

Financial Performance 2021-22

₹11,297 mn

REVENUE

₹1,510 mn

EBIT

~57%

OF OUR COMPANY'S REVENUE AND EBITDA



Crop Protection

What We Do

A leading provider of APIs, intermediates, custom synthesis, and contract manufacturing. We specialise in herbicides, insecticides, fungicides, biocides and specialty chemicals.

Business Highlights 2021-22

- Stellar volume growth
- Impressive EBIT growth, despite a challenging year
- Continued with our plans to introduce new fungicide products
- New plant to be commissioned by the end of 2022-23

Manufactured Capital

\$ 50 mn

CAPEX

2500 M³

CAPACITY

Human Capital

769

EMPLOYEES

Financial Performance 2021-22

₹8,130 mn

REVENUE

₹1,151 mn

EBIT

~43%

OF OUR COMPANY'S REVENUE AND EBITDA