

## Press release

# Indegene reports 8.0% YoY growth in Revenue with a strong PAT margin of 13.4%, growing at 22.3% YoY

**Bengaluru, India, October 28, 2024:** Indegene, a digital-first, life sciences commercialization company, announced financial results for the quarter ended September 30, 2024.

- Achieved revenue of INR 6,868 million in Q2FY25, a growth of 8.0% YoY
- Improved PAT margin of 13.4% due to better capacity management, automation and zero debt servicing cost

Sl. No.	Particulars	Quarter ended		
		Sept 30, 2024	Jun 30, 2024	Sept 30, 2023
1.	Revenue from operations	6,868	6,765	6,357
2.	Revenue from operations (\$ Mn)	82.0	81.1	76.9
3.	YoY revenue growth from operations (%)	8.0%	11.4%	17.3%
4.	EBITDA	1,267	1,328	1,224
5.	EBITDA margin (%)	18.4%	19.6%	19.2%
6.	Profit after tax	917	877	750
7.	Profit margin (%)	13.4%	13.0%	11.8%

“In Q2FY25, we achieved revenue growth of 8.0% YoY. The growth is largely driven by positive momentum in both big and mid-size pharma customers. Our largest customer, which was approximately USD 42 million in revenue last year, continues to grow.” said Manish Gupta, Chairman and CEO, Indegene Limited. “Further, the revenue from our Top 5 accounts have grown 2.3% sequentially.”.

“Our earnings growth in Q2FY25 continues with EPS increasing by 13% YoY and PAT growing from INR 750 million in Q2FY24 to INR 917 million in Q2FY25. Our focus on productivity improvement through better capacity management and automation has partially offset the impact of the annual wage hike which is effective July 2024. This combined with the zero-debt servicing cost helped in improving the PAT margin to 13.4% for the quarter.” said Suhas Prabhu, CFO, Indegene Limited. “Further our return on equity post the IPO continues to be in early 20s, at a healthy 21% and return on capital employed net of cash continues to be around 48%”.



## About Indegene

Indegene is a digital-first, life sciences commercialization company. It helps biopharmaceutical, emerging biotech and medical device companies develop products, get them to the market, and grow their impact through the life cycle in a more effective, efficient and modern way. Indegene brings together healthcare domain expertise, fit-for-purpose technology and an agile operating model to provide a diverse range of solutions. These aim to deliver, amongst other outcomes, a personalized, scalable and omnichannel experience for patients and physicians. It's what drives Indegene's team and their purpose to enable healthcare organizations to be future-ready. To learn more, please visit [www.indegene.com](http://www.indegene.com)

For Investor Inquiries, please contact:  
IR@Indegene.com

For media inquiries, please contact:  
Yadunandan K V | yadunandan.kv@indegene.com