



## “Torrent Pharma Q1 FY25 Earnings Conference Call”

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### **MANAGEMENT:**

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**Moderator:** Ladies and Gentlemen, Good Day and welcome to Q1 FY25 Earnings Conference Call of Torrent Pharma.

As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask question after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “\*” then “0” on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Sudhir Menon – Chief Financial Officer and Executive Director (Finance). Thank you and over to you, sir.

**Sudhir Menon:** Thank you. Good Evening and Welcome to the First Quarter Earnings Call for FY’25.

We continue to see strong performance in our branded markets. Our two largest branded markets, India and Brazil, both have done well. Brazil, while secondary sales continue to grow in double-digit, primary sales got impacted this quarter due to flood in one of the provinces, and therefore Q2 should normalize this impact. The second impact which Brazil had was on the currency depreciation of around 5% for this quarter. On the generic side, Germany continues to grow well. US on a rolling quarter basis is consistent, while it has registered a degrowth due to a high base last year.

In terms of the key financial performance indicators, we have reported the revenue of Rs. 2,859 crores, up by 10%. The operating EBITDA is up by 14% YoY. Other expenses include one-off of Rs. 20 crores and adjusted for this, the underlying operating margins are Rs. 924 crores, and the EBITDA margins are at 32.3%. The overall leverage which is the net debt-to-EBITDA now stands at 0.65.

I will now hand over the call to Aman for India Business.

**Aman Mehta:** Thanks, Sudhir. India revenues at Rs. 1,635 crores, registered a growth of 16%. As per the AIOCD secondary market data, the IPM growth for the quarter stands at 8%.

Torrent’s chronic business grew at 14% versus the IPM’s chronic business growth of 8%, driven by strong revival in our cardiac divisions and continued traction in anti-diabetes new launches.

Torrent has entered into a non-exclusive licensing agreement with Takeda and has commercialized Vonoprazan during the quarter. Our brand Kabvie of Vonoprazan was the first license product to be launched in the market and is Ranked #1 as of June 2024 based on the AIOCD data. The initial response of the molecule seems quite promising. This marks our third licensing deal in the recent quarters, and we continue to scout for similar opportunities which can bring more novel treatments to the Indian market.

Field force strength at the end of the quarter stands at 5,700. We continue to see PCPM improvements in recently expanded divisions. Overall, PCPM for the India business during the quarter stands at 9.4 lakhs and we are confident of crossing the 10 lakhs PCPM mark once again in the next financial year.

At the end of the quarter, Torrent has 20 brands in the top 500 of the IPM, with 18 brands, more than Rs. 100 crores sales as of MAT June 2024.

We expect the India business to continue outperforming the market growth. Our focus during the year will remain on improving our market share in chronic therapies, new launches, improving field force productivity and expanded divisions and regions and continuing the scale of the consumer health portfolio.

I will now hand over to Mr. Sanjay Gupta for the International Business.

**Sanjay Gupta:**

Thanks, Aman. We will start with our branded generic market of Brazil.

As per IQVIA, market growth was at 11% for Q1. Secondary sales growth for Torrent was at 12%. Based on internal sales, Q1 constant currency revenue was BRL 123 million, registering a 8% year-on-year growth. We would be launching five products during the rest of the year. Going forward, we intend to maintain about three to six launches per year and currently we have up 19 molecules waiting for ANVISA approval.

In Germany, constant currency revenue was €32 million, up by 9%. During the quarter, we won incremental new tenders, which will start delivering incremental sales from Q3 and Q4 of '24-25. For the last five quarters, we have increased our overall value of wins in tenders. This is in large part due to cost optimization efforts, which has led to increased competitiveness in the tender segment. Our overall share of the German generic market is increasing steadily quarter-on-quarter and currently stands at 6.1% for the quarter with Torrent ranked #5 in Germany in the overall generics business.

In the US, we registered constant currency revenues of USD31 million, down by 13%. Adjusted for one-off income in Q1 of the previous year, constant currency de-growth is at 9%. Sequentially, US business delivered stable revenues backed by new contracts. During the quarter, USFDA inspected our manufacturing facility at Indrad. And at the end of the inspection, we got a Form 483 with five observations. Torrent has responded to the USFDA within the stability time, and we expect to hear back from the FDA in the next 90-days.

I would like to conclude by stating that our focus will remain on deepening our presence in the branded generic markets of Brazil, Mexico, etc., while continuing to grow in Germany and returning to profitable growth in the US.

Yusuf, we can open the call to questions now please.

**Moderator:** We will now begin the question-and-answer session. First question is from the line of Neha Manpuria from Bank of America. Please go ahead.

**Neha Manpuria:** Aman, my first question is on the India business. We saw 15% growth in this quarter, which seems pretty strong given we already have Curatio in the base. Could you give us some color on how we should assume growth for the India business, is this growth rate sustainable? And also, any color that you can give us on the Curatio asset that now it's been fully integrated. What's the traction that we're seeing there?

**Aman Mehta:** Yes. So, the breakup of the 15% growth roughly based on the AIOCD data for the quarter is 2.5% volume, 8.5% price, and 4% new products. This is all fully organic-driven because Curatio is in the base. The Curatio business grew at 19% during the quarter. So, it's seeing continued high growth traction in almost all the top brands. In terms of margins of the Curatio business also, we see consistent improvement now quarter-on-quarter. So, in terms of acquisition integration, I believe we are on track or even slightly ahead of where we anticipated to be as the growth momentum should continue. Going ahead depending on how the market growth plays out, 15% was the Q1 growth, but I think somewhere between 13 or low teens growth for the rest of the year should be doable.

**Neha Manpuria:** Sudhir, the gross margin expansion again this quarter was pretty significant if I look at it from a quarter-on-quarter, year-on-year perspective. How much of this is sustainable, is this a level we should be able to maintain? I understand there's some mix benefit because of higher India growth this quarter. And also, if you could give us some color on what the 20 crores one-off was related to?

**Sudhir Menon:** Yes. So, I think from a gross margin perspective, Neha, last year, if you look quarter-on-quarter, it was between 74.5 to 75 which I believe, 75 should definitely be sustainable, right? The additional point which we got in this quarter, probably because India has done much better, and the branded segments have done better than the generic segment possibly attributable to that. But I think definitely 75 is something which should be possible for the full year, is what I believe. The 20 crores one-off expenses pertain to one of the potential international opportunities which we were evaluating and finally didn't materialize actually. So, that's the expenses which we have incurred in Q1.

**Neha Manpuria:** Sudhir, capital allocation, how should we think about it?

**Sudhir Menon:** I think the way you should look at, Neha, is that FY'26, I think I should be net cash, right, and therefore whatever EBITDA generation or cash flow generation is happening that would await capital allocation to be done, right. And I think acquisitions have been integral part of our growth story and

that's something which we will continue to pursue as long as we believe that it's going to create a long-term shareholder value.

**Neha Manpuria:** And given that you mentioned, there was an international opportunity that we were pursuing, it's fair to assume that we are also open at looking at larger deals outside of India and which focus markets would these be in then?

**Sudhir Menon:** Yes, I mean if it's a good asset, Neha, definitely yes, but provided everything fits into the financial framework, which we follow, right, in terms of creating value.

**Moderator:** Next question is from the line of Damayanti Kerai from HSBC. Please go ahead.

**Damayanti Kerai:** My first question is on the US business. So, quarter-on-quarter it's broadly stable. So, just wanted to understand how supplies from Dahej plant is picking up because Indrad is yet to clear. So, I assume when we got clearance for Dahej, there was expectation of better pickup to happen here. So, some color on the US business please?

**Sanjay Gupta:** So, actually the supplies from both in Indrad and Dahej have been stable, right, because our current business was not impacted by any of the USFDA action. So, what we are seeing now is a lot of site transfers are getting approved from Dahej. So, gradually the products which were made in Indrad are now being made at Dahej. So, the volumes have remained about 4 billion pills a year and the mix is changing with Indrad coming down and Dahej ramping up appropriately.

**Damayanti Kerai:** So, are we expecting like run rate to pick up slightly better than what is the trend in the last two quarters or so?

**Sanjay Gupta:** No, that will depend upon new approvals, right? So, we are expecting some new approvals to start coming in, hopefully also from Indrad. We have some good filings from Indrad, which are still left in our portfolio. So, as soon as the approvals start coming in, that will lead to a change in the base of business. We don't have supply constraints in terms of capacity constraints.

**Damayanti Kerai:** And you mentioned one of the objectives for this year is to improve profitability of US business. So, right now it's profitable or like it's a loss-making segment?

**Sudhir Menon:** Can you repeat the question, Damayanti?

**Damayanti Kerai:** I was asking, one of the objectives which you mentioned in your opening remark is improving profitability of the US business. So, currently, I just want to understand whether it's profitable or it's a loss-making segment.

- Sudhir Menon:** So, I think pre-R&D expenses, we are kind of breakeven for the US business. And that's what Sanjay was implying that we want to move towards a profitable path as far as US is concerned post-R&D.
- Damayanti Kerai:** And my second question is on India business. So, on the Consumer Health segment, if you can just talk about the progress in key brands and what kind of marketing and promotional expenses you intend to incur for the brands there?
- Aman Mehta:** So, the key brand, which is Shelcal 500, has grown at 17% for the quarter. And again, this may not entirely reflect in the external data sets given that it has a different set of stockists. So, this is the internal number of the consumer plus Rx growth of the brand. We think high-teens growth look sustainable in the next few quarters. We are continuing our base level of advertising spends and retail activation. The overall spends this year in consumer are slightly higher than last year. So, I think that what's there in this quarter should remain similar in the upcoming quarters in terms of percentage expense.
- Damayanti Kerai:** So, A&P will broadly remain at the current quarter level going ahead and then you intend to go like top line by better engagement, etc.,?
- Aman Mehta:** That's why broadly similar based on seasonality for some products and maybe some higher spends by 5 to 7 crores in a quarter for example. But that shouldn't be too material. Broadly what's captured right now is the rest of the year, the A&P spends.
- Damayanti Kerai:** Consumer is what percentage of India business right now in terms of value contribution?
- Aman Mehta:** We had mentioned last time also that we don't look at this separately in terms of contribution to sales because it's part of the Rx business and consumer. So, we look at the spend separately, but the overall top line is seen as one business together and this is essentially capturing Shelcal, Tedibar, Ahaglow and Unienzyme, which are the four key brands. Shelcal 500 is somewhere in the vicinity of 300 crores, Unienzyme is about 150, Tedibar is close to 140- 150 and Ahaglow is about 80-odd crores. This is the broad kind of base that we have. We are looking at maybe adding one more product towards the end of the year as well to this.
- Moderator:** Next question is from the line of Tushar M from Motilal Oswal. Please go ahead.
- Tushar M:** So, just on the Germany business, while you already highlighted in the comments that you do pick up in the coming quarters, but broadly what sort of growth for FY'25 one should think about for Germany business?
- Sanjay Gupta:** Germany is usually in the range of mid-to-high single digits. So, if we keep winning tenders, it will be towards the high single digit growth rate.

- Tushar M:** And also on Brazil, while I've missed your opening remarks, so where the floods have impacted, say, Q1, but let's say on a full-year basis, how to think about the growth given that we have good number of launches plus an interesting launch in 2Q of FY'25?
- Sanjay Gupta:** Correct. So, Brazil, in previous calls also, we've highlighted that the long-term trend is similar to what you see in IQVIA. Primary sense tends to be lumpy depending upon issues that crop up from time-to-time, channel inventory, etc., But over a period of two, three, four quarters, we have seen that Brazil has always grown in line with IQVIA trend and currently IQVIA is showing us MAT and a quarter growth of about 12% for Torrent. So, I would say that this is a good indicator of where we are with that business currently. So, I would say between 12%, 13% is the underlying growth rate for our Brazilian business.
- Moderator:** Next question is from the line of Saion Mukherjee from Nomura Securities. Please go ahead.
- Saion Mukherjee:** Sudhir, just one question is on the acquisition. So, if you're looking at international markets, are you interested in new markets, are you looking at branded piece like what you have in Brazil or you would be interested in generics and some sort of technology acquisition, what are the areas that would interest you at this point?
- Sudhir Menon:** Saion, branded, definitely yes, right. But we're not restricting looking at asset, which is only branded focus. If there are some good assets which are even in the generic segment, is something which we would look at and then decide whether we want to go that way or not, but branded definitely is a priority.
- Saion Mukherjee:** And would that be in the markets you already have presence like Brazil, Mexico or you could look at completely new markets where you would sort of set your base?
- Sudhir Menon:** Yes. I mean a combination of both, right? I mean, new market, definitely, yes. And even within the existing market, if there are entry possibility in terms of the other therapies where I'm not present, that's something which is also open to pursue.
- Saion Mukherjee:** The next question would be to Sanjay. Sanjay, I mean, I think a few quarters back, you mentioned US business once the facilities are cleared ramping up to 250 or 200 million kind of an annualized revenue in two years or so, how do you assess that at this point, do you think that's still achievable?
- Sanjay Gupta:** So, honestly, it depends upon the ANDA approvals that we get, right? So, so far we've seen the first wave of approvals from Dahej has come in, but there have been more on the site transfer approval rather than new ANDA approval. So, I was expecting about seven to eight approvals this year, most of them in the next three quarters. We have a couple of expectation is for a couple of oncology approvals, some approvals which could have an upside in terms of lesser competition. So, that will

drive the sales growth. So, I would still expect between five to ten approvals this year. That would propel us forward and next year onwards it should be a higher rate.

**Saion Mukherjee:** And the limited competition opportunities you expect in this fiscal or next fiscal?

**Sanjay Gupta:** I would expect in this fiscal, but again, you don't have it until you have it, right? So, there are other people also trying for the similar opportunities. So, we'll see who comes out ahead.

**Saion Mukherjee:** Can you share your R&D number? And also, what's the expectation, what is it that you are factoring in as a full year spend?

**Sudhir Menon:** Currently it's around 5% and I don't think it's going to be materially different for the full year. So, I think 5% is the number for this year.

**Moderator:** Next question is from the line of Sumit Gupta from Centrum Broking. Please go ahead.

**Sumit Gupta:** In the domestic market, what is the MR count currently and by FY'25, how much do you plan to take it to?

**Aman Mehta:** The MR number in Q1 was 5,700, and we had mentioned last quarter that we expect maybe 300 to 400 reps addition by the end of the year.

**Sumit Gupta:** Second question is on the tax rate, do you still maintain 25% tax rate for the FY'25?

**Sudhir Menon:** No. FY'25 should be around 30%, the same as Q1, and maybe from next year, I should start getting into the new tax regime from India perspective. So, overall tax could be around 26%, 27%.

**Moderator:** Next question is from the line of Vibha Ravi from Citeline. Please go ahead.

**Vibha Ravi:** I just wanted to know what is the acquisition strategy going to be going forward, whether the company would be looking at brands via slump sale or is it also looking at stake acquisitions from say, promoters or from PE firms?

**Sudhir Menon:** I think it's a very complex question. I think all along, the acquisitions which we have done is either a business transfer through slump sale or company acquisition which was the recent one, right, Curatio which we did. So, all combinations are open I would say. Thinking would be more in getting 100% stake or whatever we plan to acquire.

**Moderator:** Next question is from the line of Bansi Desai from JP Morgan. Please go ahead.

**Bansi Desai:** My first question is on Indrad. We did see observations and a couple of them were repeat in nature. So, how should we think of resolution timeframe for this particular plant of ours?



- Sanjay Gupta:** So, we would expect a response in the October timeframe from the FDA and we think there's a high likelihood that the FDA would approve the plant and the plant would be VAI or NAI. But we'll still like to wait and see because there were five observations and so we cannot be sure that will be 100%.
- Bansi Desai:** But response has gone from our side and we are now awaiting FDA to kind of comment on that?
- Sanjay Gupta:** Correct. There is a little bit more heavy procedure for a plant with the baggage that Indrad has for it to be reviewed inside the FDA for the status to be changed. It is a higher level of approval I think, so it takes some time. But by October, it should be there.
- Bansi Desai:** My second question is on Curatio. You mentioned that even quarter-over-quarter we have seen improvement in profitability there. Do we still have scope of improvement in that asset?
- Aman Mehta:** Yes, we do. Still some way to go.
- Moderator:** Next question is from the line of Tushar M from Motilal Oswal. Please go ahead.
- Tushar M:** Just on price hike in the India market, it's been now almost three, four years where similar kind of price hikes have been taken at the portfolio level. Just like to understand, how sustainable this is in terms of subsequently having the growth in India business based on the price hike?
- Aman Mehta:** It's been broadly in this range in the last couple of quarters and possibly should be okay in the next couple of quarters as well. Beyond that, we don't have like visibility, but should not be materially different, some quarters here and there there's a bit of a mix change, so reflection sometimes is higher or lower. This 6.5% to 8% price growth is what I think should continue.
- Tushar M:** Even largely on the similar set of the products within the portfolio, if you could clarify that?
- Aman Mehta:** Similar set meaning?
- Tushar M:** Across the portfolio, across the therapies, there are different brands and products that like so past two years the kind of price hikes we have taken is broadly for the same set of products or brands or it's different in different years?
- Aman Mehta:** No, it could be different across years depending on competitive situation, every year we take a call and based on overall absolute pricing or so sometimes we decide whether to take an increase or not take an increase. So, I would say it's very varied every year.
- Tushar M:** And just lastly on the US business, sales have been pretty stable quarter-over-quarter. Any comment on the price erosion on the base products?

- Sanjay Gupta:** So, similar to previous quarters, I would say mid-single digit type of price erosion continues and now we are able to compensate for it by increased market share and some small launches here and there.
- Tushar M:** And do you still continue to see the API prices falling for your US generics portfolio per se?
- Sanjay Gupta:** Sudhir, you want to comment on API prices.
- Sudhir Menon:** We don't see any material impact on the API prices from our perspective.
- Moderator:** We have a next follow up question from the line of Neha Manpuria from Bank of America. Please go ahead.
- Neha Manpuria:** Aman, on the India business, if we were to hear the commentary and the strategy of some of the peers in the industry, everybody seems to be focusing on the chronic business and we still see Torrent doing particularly well in the chronic segment. One, have we changed the approach of how we are continuing to gain market share given competition, I know competition has always been there, but has there been any change and therefore change in the way we look at the India business strategy? And is there a risk that either trade generic or the new competition could slow that growth in the chronic business, just your views on our chronic growth versus the competition?
- Aman Mehta:** Yes, there has been a change I would say, because obviously last couple of years everyone in the market has been focusing more on the chronic side. So, there has to be a response to kind of counter that or ensuring that at least we don't lose market share and try to gain market share. And a lot of that has been addressed through the expansion activities that we have undertaken over the last 12 to 18 months, which I believe are now showing meaningful results. So, that particularly in the cardiac, diabetes side are looking positive at the moment. Another thing on the cardiac side, particularly, if you recall, we had a high dependence on Losar, which was our number brand and which still is the number one brand and there has been a systemic kind of approach to derisk cardiac portfolio from Losar because it's a very low growth brand now because it's a less preferred molecule. We now have adequate growth engines in place to kind of derisk Losar completely so that it doesn't affect our overall cardiac growth. So, Losar is a #1 ranked brand right now. I think in the next couple of quarters, it will drop down the rank because there are brands growing significantly faster and the next year I think Losar should be down to rank #3. So, all these are the measures that we've taken to counter the recent changes in the market, and we believe this is a sustainable level of growth in the chronic side at least within 1% or 2% should be okay to sustain.
- Moderator:** Next question is from the line of Praful Bohra from Incred. Please proceed.
- Praful Bohra:** Sudhir bhai, the 12% to 13% growth that you mentioned in Brazil, this is in constant currency or the reported?

- Sanjay Gupta:** No, constant currency.
- Praful Bohra:** Sudhir, the recent movement in Brazilian Real, it's almost come up from 16.5 to 14.9. How does this impact our overall growth numbers and the margins vis-a-vis?
- Sudhir Menon:** While revenues go down in terms of INR, the expenses also go down similarly, right. And therefore, to the extent of the profitability which Brazil has, that could be the impact which would be seen from a bottom line perspective and Brazil today for us is 10% of our revenue. That's the way to look at. The impact would not be significant.
- Moderator:** Next follow up question is from the line of Vibha Ravi from Citeline. Please go ahead.
- Vibha Ravi:** This is with relation to Takeda. So, this is with regard to the Vonoprazan deal as they said. Since Takeda is now licensed to others like Zydus and Dr. Reddy's, the growth trajectory you spoke about a positive response on launch, but how do you expect this trajectory to be effected? And the second question is also in continuation kind of to what Neha had asked earlier. You also spoke about more licensing deals. So, do you expect them to be in the same area where you are already currently strong or you're looking at certain white spaces where you would like to grow?
- Aman Mehta:** The Takeda license was always non-exclusive. So, there was always the likelihood of more players coming in. It should not materially change the trajectory of our current brand. There may be some loss of market share, but the absolute value should be quite reasonably good, I would say, for the year. Won't want to comment as of now on what the annual sales could look like because it's only been 1.5 months of launch, maybe next quarter we can share some light on that. But as of now, we remain rank #1 in the market. In terms of licensing deals, we prefer to add in our existing therapy areas, but we haven't restricted it to that. So, if there is any new interesting opportunity in a non-core focus area, that's something that also we are open for as well.
- Moderator:** Next question is from the line of Aarti Rai from Equentis Wealth Advisors. Please go ahead.
- Aarti Rai:** I had a question around the margin. So, during the last quarter, Q4, we did mention that there's a possibility of a margin expansion, say around 50 to 100 basis points. This was post, I mean factoring for the consumer health business, the spends around that and US being a very important driver at top and bottom line, so does that still hold true or there have been some changes there with respect to the margin expansion that they're looking at for the full year?
- Sudhir Menon:** No, no. I think the guidance given holds true. So, on a full year basis you should see that margin improvement happening.
- Aarti Rai:** The question comes in like where the US sequentially remains flat and that was supposed to be one of the key drivers as well?

- Sudhir Menon:** So, I think for the subsequent quarters, you will see some or the other launches coming in as far as US is concerned. So, at least that should drive positively to the overall performance of the company. That is what was implied earlier.
- Moderator:** Next follow up question is from the line of Sumit Gupta from Centrum. Please proceed.
- Sumit Gupta:** So, just want one clarification on the US business. So, you said that you expect the US business to be profitable post-R&D. So, by when -- is it next quarter or like, can you please explain the timeline?
- Sudhir Menon:** So, I think I cannot predict that because it all depends upon the new product launches, which will span out over the next two or three years and depending upon what kind of revenue sizes we have on all those product launches, it will depend when we can be reaching the profitable zone. But I think the indication for you is that so long we didn't have any new product launches, so it was quite negative on the overall performance from US. But with the new product launches coming in, at least from overall performance perspective, US is going to be positive. I think that's the way to look at for the next two to three years.
- Sumit Gupta:** And 5 to 10 approvals that you are targeting, so it will be including oncology, right?
- Sudhir Menon:** Correct.
- Sumit Gupta:** So, apart from oncology also, are there other significant therapeutic areas?
- Sudhir Menon:** Yes. I mean it's a diversified portfolio. And as you said, one of the therapeutic areas, oncology which will play out.
- Moderator:** Next question is from the line of Srinkant from Nuvama. Please proceed.
- Srinkant:** Just one question is on the domestic portfolio. The two products that we have in our portfolio, Unienzyme and Vizylac. Both have been doing quite well and in fact in the ongoing quarter they have done quite a strong growth. If you can explain what is happening here and how should we look at the future for these two products?
- Aman Mehta:** Yes, I think this quarter was higher growth than the usual run rate, probably because also particularly in Vizylac last year, the acute season was a bit weak in Q1. So, this year is where I think that has kind of normalized. But going ahead both Unienzyme and Vizilac we believe low teens growth is what should be doable.
- Moderator:** Next question is from the line of Abdul Kadir Puranwala from ICICI Securities. Please proceed.

- Abdul K Puranwala:** In your earlier remarks you mentioned that Losar will slip to #3 next year. So, could you highlight which are the brands in the cardiac portfolio which is growing faster and when we're talking about derisking the entire cardiac portfolio, going ahead, how should we look at from a new product launches perspective as well?
- Aman Mehta:** The better of sharing the brands once this rank change happens for comparative reasons, but there are adequate levers in place to at least ensure that the Losar-related slowdown in the cardiac portfolio doesn't really remain a concern anymore. There are at least kind of four to five different brands that have been selected and targeted over the last 12 to 18 months for this purpose, and those markets are all future growth markets where we have a very strong market share position. In terms of new launches, currently, nothing significant is expected in cardiac specifically. Some of the launches that we did last year were anticipated to do well, but somehow have not picked up in terms of prescriptions. So, they may take a longer period. And that's usually the case in some of these niche molecules that take time to get prescription traction. So, not much of new launches in cardiac that will drive, it will be more of the existing brands that should drive the growth.
- Moderator:** As there are no further questions, I would now like to hand the conference over to Mr. Sanjay Gupta, Executive Director of International Business for the closing comments.
- Sanjay Gupta:** Yes, I'd just like to thank you for your interest in Torrent and we remain available to answer all queries going forward. Thank you very much. Have a good day.
- Moderator:** On behalf of Torrent Pharma, that concludes this conference. Thank you all for joining us and you may now disconnect your lines.