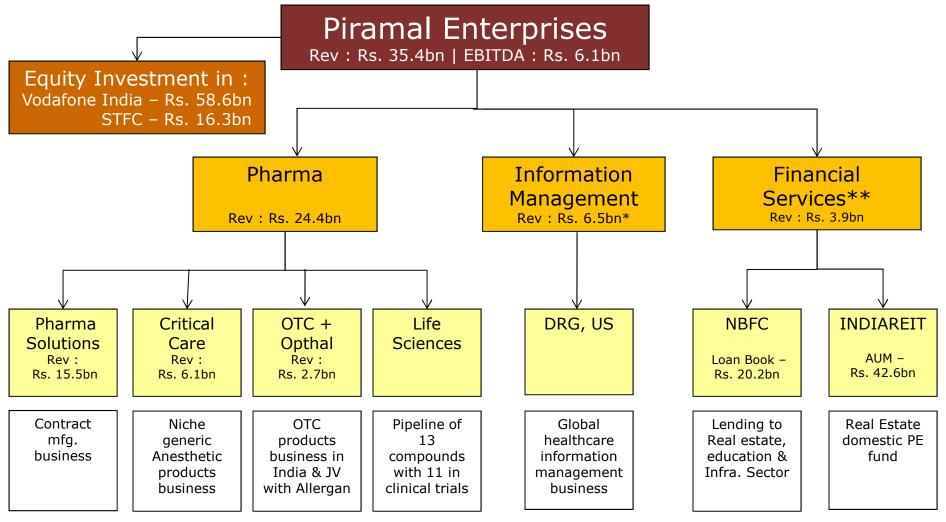


Piramal Enterprises Limited

Investor Presentation
July 2013

Piramal Enterprises – An Overview:





All figures are for FY2013
*Actual DRG sales - since acquisition i.e. June 2012
**Includes Investment Income



Pharma Segment



Pharma Solutions

Pharma Solutions - A full-service CMO across the drug life-cycle



| Medicinal Chemistry | | Custom Synthesis and Formulations Development | Full scale supplies |
|------------------------|--|---|----------------------------|
| | | CLINICAL DEVELOPMENT | |
| Discovery Research | Pre-clinical Pre-clinica Dev. Dev. API Forms | Phase I Phase IIa Phase IIb Phase III | Launch |
| | | Clinical Trials Formulations development | |
| Medicinal | API | API | API |
| & Synthetic | • Canada – Torcan | • Canada - Torcan | • Torcan (niche APIs only) |
| Chemistry | • UK – Morpeth, | UK − Morpeth, | Morpeth, |
| India - | Services - India - Ennore • India - Ennore, | | • Digwal, Ennore |
| Ahmedabad | Formulations | Formulations | Formulations |
| | • UK – Morpeth | ◆ UK – Morpeth — | → • Morpeth |
| | • India - Ahmedabad | • India – Ahmedabad | Pithampur |

| Sales break-up (Rs. In crores) | FY2013 | Growth | |
|--------------------------------|--------|--------|--|
| Pharma Solutions | 1553.3 | 14.7% | |
| From assets in India | 918.5 | 14.7% | |
| From assets outside India | 634.8 | 14.7% | |

Pharma Solutions – Global Footprint





Market Characteristics



- Global Outsourcing market estimated to be USD 36 billion, growing at 12%
- Market share of India extremely low
- Lower costs and high quality manufacturing skill presents compelling rationale to shift manufacturing to India
- Cost pressures on big pharmaceuticals due to patent expiries leading to opportunities for Indian CMOs



Source: Scrip Insights 2012



Critical Care

Critical Care – Strong presence in the Inhalation Anesthetic Market



| Geographies /Products |
|--------------------------|
| Halothane |
| Isoflurane |
| Enflurane |
| Sevoflurane |
| Desflurane |
| Propofol |

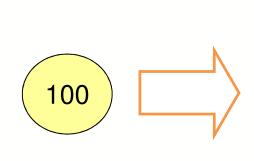
| US | EU | RoW |
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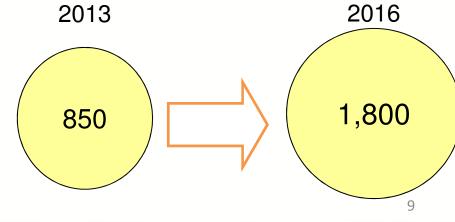
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| US | EU | RoW |
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| US | EU | RoW |
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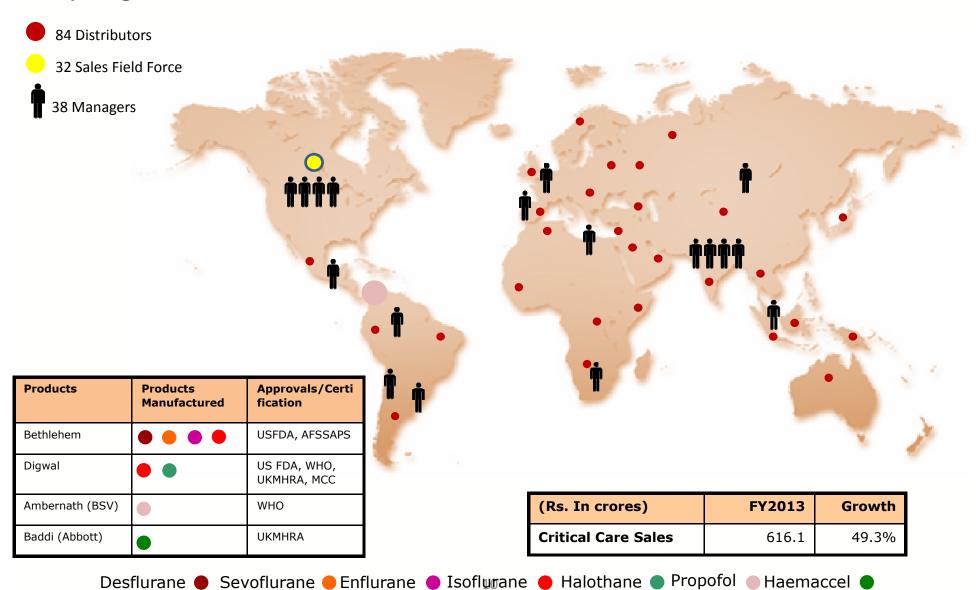






Critical Care – Infrastructure in place for sustained rapid growth







OTC Business

OTC – Strong Track Record



- Strong brand portfolio across various high growth segments
- Sales & Marketing network distributes to ~4 lakh chemists & covers all 485 'one lakh+' towns
- New products launched through FY13 Lacto Calamine Reneu, Lacto Calamine Sun Screen,
 Polycrol+, extensions of Jungle Magic brand of perfumes & Jungle Magic Mosquito Bandtiz



| (Rs. In crores) | FY2013 | Growth |
|-----------------------|--------|--------|
| OTC + Opthal JV Sales | 271.2 | 23.3% |



Life Sciences

Life Sciences - Status of PEL's drug candidates/Products Piramal

Annual Spend in FY2013 : ~ Rs. 287 Cr.

| Drug Candidate / Products | Description | Status | |
|---|--|---|--|
| Florbetaben Reliably detects Beta-Amyloid in the brain, which is the pathological hallmark of disease in probable Alzheimer's disease patients | | EMA (European Medicines Agency) in | |
| BST – CarGel® | Bio-orthopaedic product for cartilage repair | Commercially launched in Europe; Filing initiated for insurance reimbursement in European countries | |
| P276 | Indication for Head & Neck cancer | Phase II as a single agent & Phase I/II in combination with radiation – Clinically Complete | |
| | Indication for Radiation induced Mucositis (RIM) | Results of Phase II clinical trials expected for reduction of serious RIM in patients of head & neck cancer receiving chemoradiation | |
| 10 other products | In areas of Oncology, Metabolic Disorders, Inflammation and Anti- infectives | Under development in various stages; IND approval received for P7435, its novel DGAT1 inhibitor for treatment of Lipid Disorders and Diabetes | |

Piramal Imaging — Acquired Bayer's molecular imaging Firandevelopment portfolio

- Acquired leading portfolio of molecular imaging tracers from Bayer AG forming subsidiary Piramal Imaging. Core members of Bayer's R&D team joined Piramal.
- Lead compound Florbetaben
 - Reliably detects Beta-Amyloid in the brain, which is the pathological hallmark of disease in probable Alzheimer's disease patients
 - Potential tool to aid in diagnosis and assessment of Alzheimer's disease
 - Early diagnosis can both improve patients' quality of life and reduce healthcare costs
 - Positive Phase III results presented on April 25 at American Academy of Neurology Annual Meeting
 - Dossier for review accepted by USFDA & EMA (European Medicines Agency) in March 2013
- Other assets include strong pipeline of PET imaging tracers in CNS, Oncology, and Cardiovascular diseases
- Manufacturing & distribution alliance formed with IBA Molecular, a world leader in Nuclear Medicine



Financial Services

NBFC



- Currently lending to quality real estate developers, educational institutes and infrastructure companies in Mumbai, Pune, Bengaluru, Chennai, Coimbatore, Bhopal and NCR
- Evaluating entry into other new sectors and geographies
- Not >25% of total assets towards commercial project
- Managed by a team with vast industry experience including specialists in the respective sectors, relationship managers and compliance officers.
- Loan Book as on June 30, 2013: Rs. 2,588 Cr.
- Recently completed two structured investments :
 - Rs. 425 Cr. in Navayuga Road Projects Pvt. Ltd. on Mar 28, 2013
 - Rs. 500 Cr. in Green Infra Limited on Apr 2, 2013

INDIAREIT



- Currently has Rs. 4,592 Cr. under management.
- Proven fund management expertise
 - Best positioned to benefit from emerging Indian real estate through consistent fund raising and investment strategy
 - Strong team with comprehensive investment experience
- Comprehensive Experience
 - In top Tier 1 cities, through 10 Local partners, in around 30 Projects
- Successful exits across vehicles.
 - First to commence exits in investee projects; Exits commenced since October 2008
 - Around Rs. 1,061 Cr. already returned.
- Currently raising a new domestic fund with targeted fund size of Rs. 750 Cr. with green shoe option of Rs. 250 Cr. Details of existing funds are as under:

| Domestic Fund | Size (Rs. Crs) | Offshore Funds | Size (\$ mn) |
|---------------------------|----------------|---------------------|--------------|
| Fund Scheme I | 430 | Offshore Fund I | 200 |
| Fund Scheme III | 585 | Trinity Capital Plc | 230 |
| Fund Scheme IV | 888 | Trafalgar/F&C Reit | 36 |
| Mumbai Redevelopment Fund | 500 | | |



Information Management Segment

Decision Resources Group - An Overview



- Subscription-based global decision support market leader and premium brand in the healthcare information services market (~\$5.7 billion ¹)
 - − ~\$2.4 billion segment is addressable by the Company today
- Provides web-enabled insights and predictive analytics via proprietary databases, high-value analytical reports and tools
 - Enables customers to make fully-informed key investment and cost containment decisions in each phase of the life sciences lifecycle
- Proprietary content and data streams created in-house through a rigorous,
 highly-analytical, knowledge-driven process
 - Staff of approximately 290 analysts, including 100+ highly-credentialed PhDs, MDs,
 MPHs, Pharmacists, MBAs and key industry experts
- Global scale and reach with offices in Belgium, Canada, England, Japan and various locations across the U.S. (~500 full-time employees)

Decision Resources Group - An Overview



- Acquired Abacus International, a provider of evidence-based global market access solutions for many of the world's leading healthcare companies in early December 2012 in the UK.
- Long-standing, strategic relationships with the top pharmaceutical, medical technology and managed care companies
 - 95% customer renewal rate in Q1FY2014
 - 48 out of top-50 pharma companies are its clients
 - 10+ year relationships with top ten customers
 - Products and services are deeply imbedded in customers' work flow and decision making processes
- Since 2006, revenue has grown at a CAGR of ~20%, with profit growth higher than sales growth
- Best-in-class profitability

Decision Resources Group – Areas of Operation



BioPharma

Reports on therapeutic area and drug utilization trends, used by R&D and brand teams

- Decision Resources:
 Therapeutic area assessment
 (e.g. epidemiology forecasts, market share projection physician/payer insight)
- BioTrends: Specialty therapeutic treatment algorithms, disease management patterns, assessment of new product launches
- Manhattan Research:
 Annual studies on eHealth trends and digital media adoption among healthcare professionals and consumers
- AMR: Hospital therapeutic audits and formulary insights

Market Access

Data services on payer share and drugs coverage by insurers

- Health Leaders: Managed care market intelligence (e.g. data on payer market share within specific geography)
- Fingertip Formulary: Data portal that provides information on formulary status for drugs within a specific geography
- PharmaStrat: Payer focused strategy consulting, market research and market monitoring
- Pinsonault: data and analytic tools, training, research and events targeting "managed markets sales and marketing

Medical Technology

Therapeutic reports and sales audits covering major device categories

- Millennium Research:
 Medical technology market
 intelligence, including hospital
 data on product utilization,
 syndicated reports, and
 customer research
- AMR: Syndicated audit of hospital diagnostic imaging procedure volumes and contrast media usage



Special Investment

Equity investments in



Vodafone India

- PEL has a stake in Vodafone Essar of ~11% with the total investment of \$ 1.2 billion (Rs. 58.6bn)
- The partnership underscores trust placed by global companies in Piramal values, ethics, corporate governance and good reputation
- PEL expects to receive 17 20% IRR on this investment

Shriram Transport Finance

- PEL has a stake in STFC of ~9.96% with the total investment of Rs. 16.3bn
- This investment was done in line with PEL's long term strategy of building presence in the financial services sector.



Summary Financials for Q1FY2014

Q1FY2014: Business Mix



| No. | Net Sales break-up | % Sales | Quarter I ended | | | Year ended |
|-----|---|-------------------------|-------------------------|-------------------------|--------------------------|---------------------------|
| | | | 30-Jun-13 | 30-Jun-12 | % Growth | FY2013 |
| 1 | Pharma Solutions From Assets in India From Assets Outside India | 38.1% 24.7% 13.4% | 369.8 240.0 129.8 | 389.1 243.2 146.0 | -5.0% -1.3% -11.1% | 1,553.3 918.5 634.8 |
| 2 | Piramal Critical Care | 15.5% | 150.0 | 146.9 | 2.1% | 616.1 |
| 3 | Financial Services (Incl. Invt Income) | 17.6% | 171.0 | 74.4 | 129.8% | 393.2 |
| 4 | OTC & Ophthalmology | 8.8% | 85.6 | 71.7 | 19.4% | 271.2 |
| 5 | DRG | 19.2% | 185.9 | 57.7 | 222.2% | 649.6 |
| 6 | Others | 0.8% | 7.9 | 7.4 | 6.8% | 60.9 |
| | Total | 100.0% | 970.2 | 747.2 | 29.8% | 3,544.3 |

Note:

- 1. Income from Financial Services includes income from NBFC operations, IndiaReit and other investment income.
- 2. DRG acquisition was completed in June 2012, therefore revenue for quarter ending Jun 30, 2012 would only be for a part of the quarter.
- 3. Foreign Currency denominated revenue in Q1FY2014 was ~ ₹ 650 Cr (67% of total revenue).

Q1FY2014: Consolidated Profit & Loss



| | | | | ON COMPLETE AND LOSS OF THE PARTY OF THE PAR |
|--|-----------|------------|----------|--|
| Period ended - Consolidated | Qı | Year Ended | | |
| Period ended - Consolidated | 30-Jun-13 | 30-Jun-12 | % Growth | 31-Mar-13 |
| Total operating income | 970.2 | 747.2 | 29.8% | 3544.3 |
| R&D Exps | 71.0 | 55.3 | 28.4% | 286.7 |
| Other Operating Expenses | 753.1 | 613.5 | 22.8% | 2801.8 |
| OPBIDTA | 146.1 | 78.5 | 86.2% | 455.9 |
| OPM % | 15.1% | 10.5% | 43.4% | 12.9% |
| Non-operating other income | 114.0 | 57.5 | 98.3% | 155.1 |
| Interest (Net) | 332.5 | 87.5 | 279.9% | 575.0 |
| Depreciation | 57.1 | 41.1 | 39.1% | 209.6 |
| Profit before tax (before exceptional) | -129.5 | 7.4 | - | -173.6 |
| Exceptional items Expenses/(Income) | 6.3 | -1.3 | - | 19.1 |
| Income tax | 10.4 | 0.8 | 1200.0% | 24.8 |
| Profit after tax (before M.Int & Prior Period items) | -146.2 | 5.3 | - | -217.5 |
| Minority interest | -0.5 | 1.3 | - | 5.6 |
| Share of Associates | -1.0 | 0.0 | - | -4.2 |
| Net Profit after Tax | -146.7 | 4.0 | - | -227.3 |
| EPS (Rs.) | -8.5 | 0.5 | - | 6.9 |
| EPS before exceptional items | -8.5 | 0.5 | - | 6.6 |

Note:

- 1. Interest Expense for the quarter is on account of funding activity done to finance growth in NBFC loan book, acquisition of DRG and stake in Shriram Transport Finance Company Ltd. (STFC).
- 2. The above results do not reflect returns from investments made in Vodafone (₹ 5,864 Cr) and STFC (₹ 1,634 Cr) as they are equity investments and do not at this time accrue any income.
- 3. Non operating other income mainly consists of gain on foreign exchange.

Q1FY2014: Consolidated Balance Sheet

Piramal knowledge action care

(In ₹ Crores)

| Period ended - Consolidated | 30-Jun-13 | 31-Mar-13 |
|--|-----------|-----------|
| Shareholders' Funds | | |
| (A) Share Capital | 35 | 35 |
| (B) Reserves & Surplus | 10,336 | 10,689 |
| Minority Interest | 6 | 15 |
| Loan Funds | 8,233 | 7,688 |
| Deferred Tax Liability | 9 | 9 |
| TOTAL | 18,618 | 18,435 |
| Fixed Assets | 6,202 | 6,081 |
| Investments | 9,704 | 7,877 |
| Deferred Tax Asset | 60 | 55 |
| Current Assets, Loans And Advances | | |
| Inventories | 624 | 542 |
| Sundry Debtors | 622 | 598 |
| Cash And Bank Balances | 311 | 288 |
| Other Current Assets | 2,169 | 3,558 |
| Loans And Advances | 1,166 | 1,256 |
| Less: Current Liabilities And Provisions | | |
| Current Liabilities | 1,807 | 1,394 |
| Provisions | 433 | 424 |
| TOTAL | 18,618 | 18,435 |

Note: Increase in loan funds due to debt taken to fund expansion of NBFC operations & capital expenditure.

Break Up of Loan Funds in terms of ₹ and \$ denominations:

| Loan Funds | In ₹ Terms | In \$ Terms | Total |
|-----------------|------------|-------------|-------|
| As on 30-Jun-13 | 5,167 | 3,066 | 8,233 |
| As on 31-Mar-13 | 4,973 | 2,715 | 7,688 |

Note: Foreign currency loans have been used mainly to acquire assets outside India & will be repaid from revenues from non-India assets.



Thank you

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