## ajanta pharma limited

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Statement of Standalone Unaudited Financial Results for the quarter ended  $30^{\text{th}}$  June 2014

			•		₹ in Cror	
	Particulars		3 months ended		Year Ended	
		30/06/2014	31/03/2014	30/06/2013	31/03/2014	
		Unaudited	Audited	Unaudited	Audited	
	Income from Operations					
	(a) Net Sales (Net of excise duty)	280.79	301.14	215.39	1,079.8	
	(b) Other operating income	6.70	9.91	2.80	30.0	
	Total Income from Operations (net)	287.49	311.05	218.19	1,109.9	
	Expenditure					
	(a) Cost of materials consumed	57.82	105.86	50.83	299.8	
	(b) Purchases of stock-in-trade	10.01	14.43	7.59	40.6	
	(c) Changes in inventories of finished goods,	42.40	(24 57)	46.44	7.1	
	work-in-progress and stock-in-trade	12.48	(31.57)	16.14	7.1	
	(d) Employees benefits expense	42.84	37.67	33.85	147.2	
	(e) Depreciation and amortisation expense	12.04	14.89	8.60	41.9	
	(f) Exchange rate difference (Net)		1.77		0.5	
	(g) Other expenses	74.64	72.34	59.44	268.9	
	Total expenses	209.83	215.39	176.45	806.3	
	Profit from operations before other income, finance	//	0.7.44			
	costs & tax (1-2)	77.66	95.66	41.74	303.5	
	(a) Other Income	8.58	3.04	4.81	17.7	
	(b) Exchange rate difference (Net)	0.11	-	2.80		
	Profit from ordinary activities before finance costs &					
	tax (3+4)	86.35	98.70	49.35	321.2	
	Finance costs	1.42	2.20	1.63	8.2	
-	Profit from ordinary activities before tax (5-6)	84.93	96.50	47.72	313.0	
_	Tax Expense	26.21	26.41	15.18	92.2	
-	Net Profit for the period (7-8)	58.72	70.09	32.54	220.86	
	Paid-up Equity Share Capital (Face value ₹5 per share)					
-		17.68	17.67	11.81	17.6	
_	Reserve excluding Revaluation Reserves	NA	NA	NA	518.6	
2	Earnings Per Share - not annualised (refer note 3)					
	(a) Basic - in ₹	16.70	19.94	9.26	62.8	
	(b) Diluted - in ₹	16.68	19.91	9.24	62.7	
	PARTICULARS OF SHAREHOLDING					
	Public Shareholding					
	- Number of shares	9,305,495	9,278,795	6,219,064	9,278,79	
	- Percentage of shareholding	26.45%	26.40%	26.54%	26.40	
	Promoters and promoter group shareholding					
	a) Pledged/Encumbered					
	- Number of shares	1,445,500	890,500	777,000	890,500	
	- Percentage of shares (as a % of the total	F F00/	2 449/	1.5400	2	
	shareholding of promoter and promoter group)	5.59%	3.44%	4.51%	3.44	
	- Percentage of shares (as a % of the total share					
	capital of the company)	4.11%	2.53%	3.32%	2.53	
	b) Non-encumbered					
	- Number of shares	24,426,405	24,981,405	16,437,736	24,981,405	
1	- Percentage of shares (as a % of the total	Value control				
1	shareholding of promoter and promoter group)	94.41%	96.56%	95.49%	96.56	
1	- Percentage of shares (as a % of the total share					
+	capital of the company)	69.44%	71.07%	70.14%	71.07	
+	INVESTOR COMPLAINTS		3 Months ended	1 30/06/2014		
	Pending at the beginning of the quarter and remaining	3 Months ended 30/06/2014				
	unresolved at the end of the quarter	Nil				
-	and the same of th	14				
-	Received and disposed off during the quarter	14				
-	Notes:					
-	Above results have been reviewed by Audit Committee and approved by the Board of Directors at their meeting held on					
	5 <sup>th</sup> August 2014.					
	Statutory Auditors have carried out Limited Review of the above results.					
	Earning per share has been disclosed considering increased number of shares post bonus for above reported periods.					
	During the quarter 26,700 equity shares fully paid-up were allotted upon exercise of vested stock options pursuant to					
	ESOS 2011, including bonus, resulting in increase in paid-up share capital by ₹0.01 crore and share premium by ₹0.32 crore					
5	The company has one segment of activity namely, pharmace	euticals.				
	Depreciation for the quarter ended 30 <sup>th</sup> June 2014 has been aligned to meet the requirements of Schedule II to the					
1	Companies Act, 2013 and accordingly an amount of ₹1.12 crore (net of defered tax ₹0.58 crore) in relation to assets where					
	useful life has already expired, has been charged to Retained Earnings.					
	Figures for the quarter ended 31st March 2014 are the balancing figures between audited figures for the financial year					
	ended 31 <sup>st</sup> March 2014 and year to date limited review figures for nine months period ended 31 <sup>st</sup> December 2013.					
Π.	Previous period's figures have been regrouped wherever nec	cessary.				
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# Operating Revenue up 32%, PAT up 80%

Standalone Quarter I Results, FY 2014-15

Mumbai - (05<sup>th</sup> August, 2014) - Ajanta Pharma Limited, a specialty focused pharmaceutical formulation company reported today its performance for the first quarter ended 30<sup>th</sup> June 2014.

### Highlights of Q1 FY'15 vis-a-vis Q1 FY'14 standalone financial performance are:

- Revenue from operations grew 32% at Rs. 287 Cr. against Rs. 218 Cr.
- EBITDA growth of 78% at Rs. 90 Cr. against Rs. 50 Cr. EBITDA at 31% of revenue
- Profit before Tax at Rs. 85 Cr. against Rs. 48 Cr., a growth of 78%
- Profit after Tax grew 80% at Rs. 59 Cr. against Rs. 33 Cr. PAT at 20% of revenue
- Exports contributed 56% of the revenue for the quarter

Commenting on the results, Mr. Yogesh M. Agrawal, Managing Director, Ajanta Pharma Limited, said "The new financial year has begun on a positive note for us. The Q1 performance reflects our ability to deliver consistent results by maintaining our focus on select therapeutic specialities and geographies. Over the decade while growing sales, we have put significant emphasis in improving our margins which is reflected in our results. We continue to take actions on everyday basis to lay foundation for future."

#### India Business: Industry Outperformance

For the 1<sup>st</sup> Quarter, overall India business was Rs. 119 Cr., up 24% over Q1 last year. Out of this, Indian Pharmaceutical Market (IPM) business was Rs. 109 Cr. posting healthy growth of 36% as against the industry growth of 9%. Institution sales was Rs. 10 Cr., posting de-growth of 37% over previous year quarter.

In the three major therapeutic segments where we operate, we have posted robust growth of 35% in Dermatology, 42% in Cardiology and 25% in Opthalmology (IMS MAT Jun'14). During the quarter 9 new products were launched, out-of-which 5 were first to market.

#### **Emerging Markets: Growth Traction Continues**

Emerging markets grew 34% during the quarter, with sale of Rs. 160 Cr. Africa contributed Rs. 92 Cr. (growth of 42%), Asia Rs. 65 Cr. (growth of 26%) and Latin America Rs. 3 Cr. (degrowth of 8%).

Company continues to gain ground in the countries it operates by building the brands. During the quarter, company launched 14 new products in the emerging markets and has a pipeline of about 1,600 products under registration to ensure continued growth.

#### Regulated Markets: The Journey Begins

Company re-launched its first product in USA through its own front-end team. Company parmagnets 2-3 more product approvals during the current financial year which should

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accelerate the business in USA. Company has filed 2 more ANDAs with US FDA during the quarter taking total tally to 25 ANDAs (2 approved and 23 awaiting approval).

#### R&D: Consistent Futuristic Investments

R&D expenses for the quarter remained at Rs. 11 Cr. Company also filed 203 product registration dossiers in the emerging markets during the quarter. Ajanta continues to invest in its R&D infrastructure and proposes to expand the facilities in coming years.

#### About Ajanta Pharma Limited

Ajanta Pharma - a speciality pharmaceutical formulation company has leading brands in therapeutic segments of Ophthalmology, Dermatology, Cardiology and Pain management. Many of company's products are first in the market place and are leading in their sub therapeutic segments. Company has a well-established branded generic business in emerging markets. It has recently entered the regulated markets of USA and is building a portfolio of ANDAs for this market.

Company's state of the art R&D centre for formulation development is located at Mumbai, having a team of 350+ people. Company has world class manufacturing facilities - 4 located in India and 1 at Mauritius. One of the manufacturing facilities in India is approved by US FDA, UK MHRA, pre-qualification from World Health Organisation (WHO), apart from having the approval from FDAs of many other countries. Company is setting up two more manufacturing facilities in India, one for regulated markets and another for domestic and emerging markets.

For last 5 years, company has posted healthy performance with its consolidated revenue showing a CAGR of 31% and net profit of 62%.

For more details visit www.ajantapharma.com

#### For specific queries, contact:

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