

# Investor Presentation

1<sup>st</sup> Qtr - FY 2018

9<sup>th</sup> August 2017



# Content



## India

GST Impact



## Exports

Rupee appreciation impacts



## Financial Highlights

1<sup>st</sup> de-growth in 10 years



## Infrastructure

Progressing well

# India



# India Sales - Q1

## Specialty Segment



- Cardiology
- Ophthalmology
- Dermatology
- Pain Management

## Focused Marketing



- 14 Divisions
- 3,000+ MRs
- 200+ Products
- About 70% products First to Market

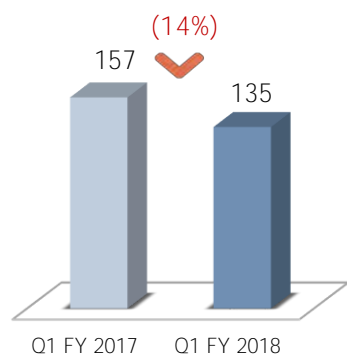
## Established Player



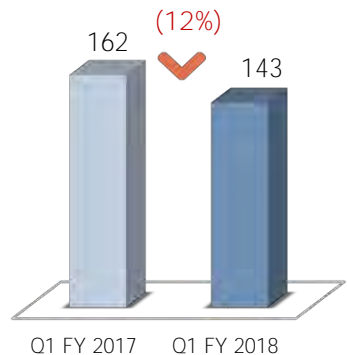
- Leadership in sub therapeutic segments
- Strong Brand Equity
- Consistent Innovation
- Major chronic portfolio

# India Sales - Q1

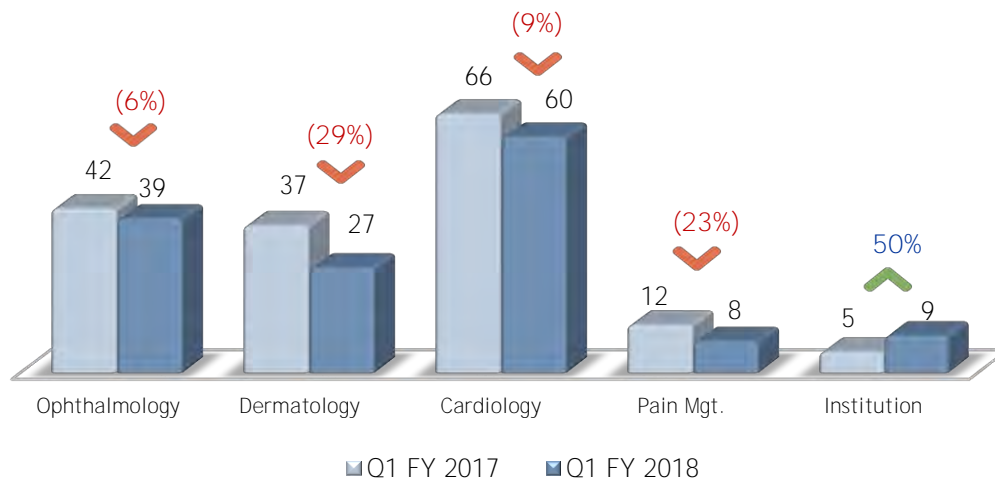
## India Branded Sales# (Rs. cr.)



## Total India Sales@ (Rs. cr.)



## Therapeutic Break-up (Rs. cr.)

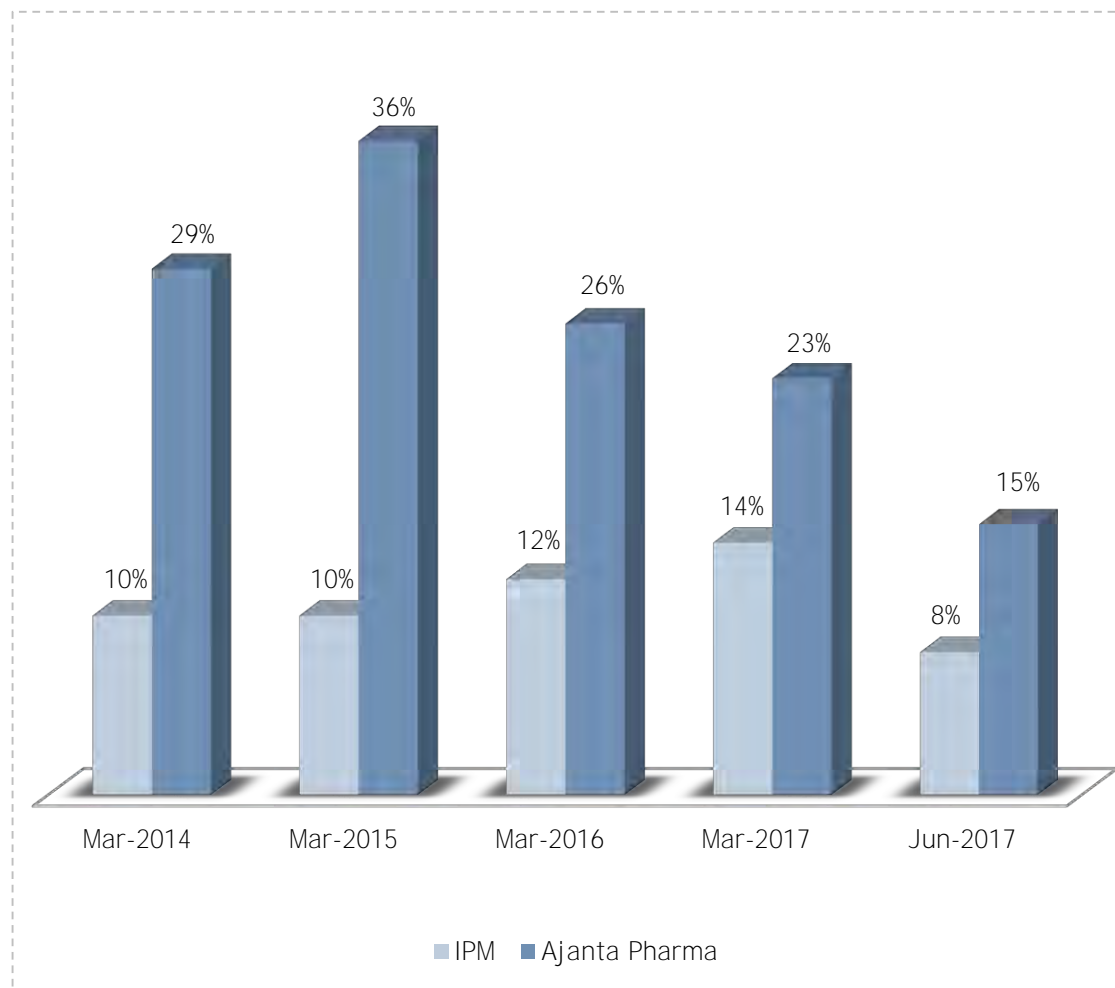


	Rs. cr.		
	Q1 FY 2017	Q1 FY 2018	Gth
Ophthalmology	42	39	(6%)
Dermatology	37	27	(29%)
Cardiology	66	60	(9%)
Pain Mgt.	12	9	(23%)
Institution	5	8	50%
<b>Total</b>	<b>162</b>	<b>143</b>	<b>(12%)</b>

Source: Company  
Gross Revenue incl. Excise Duty

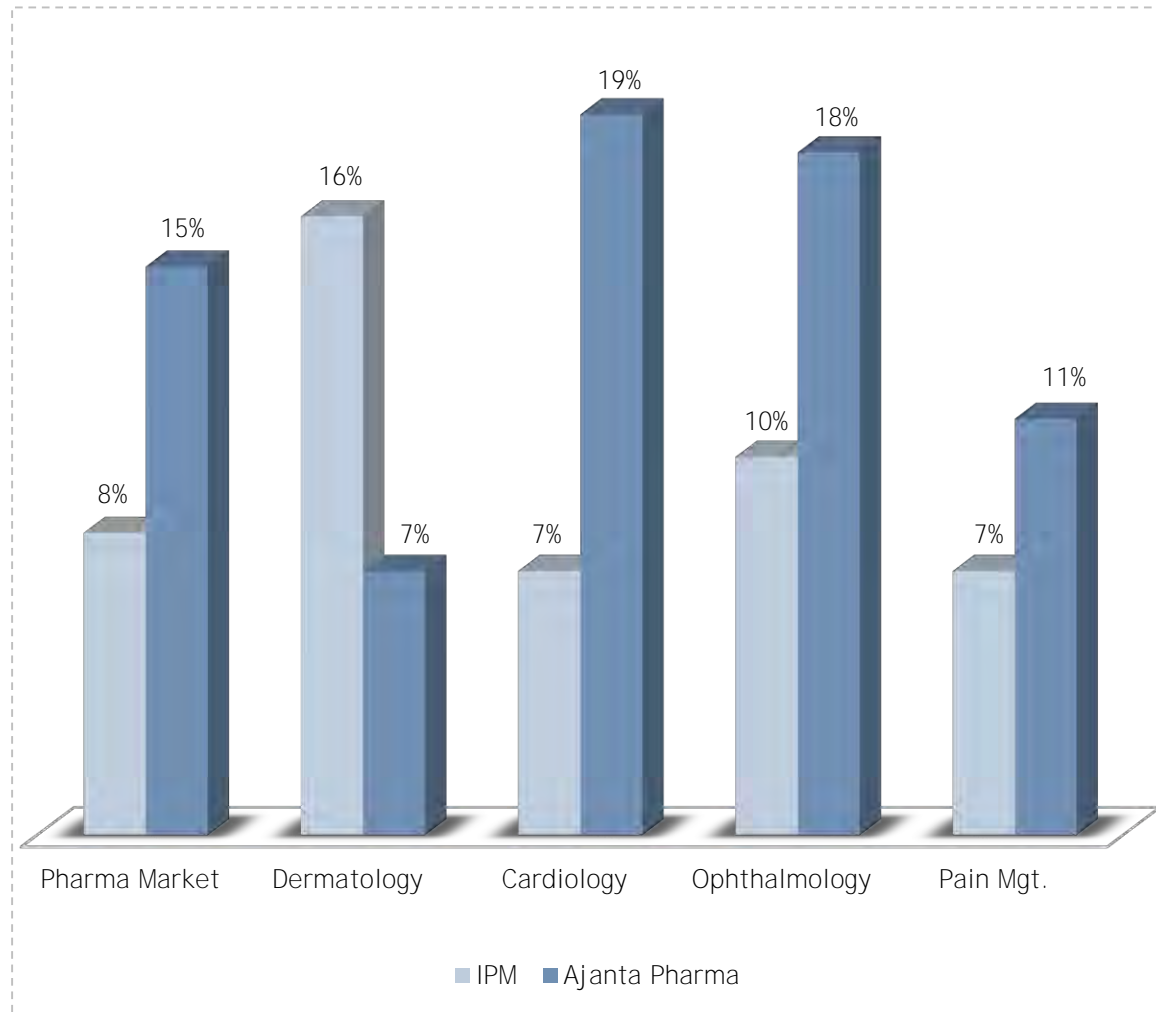
# = excluding institution  
@ = including institution

# Faster than Industry - IPM



IPM = Indian Pharmaceutical Market  
Source: IMS MAT

# Within Segments Ajanta Way Ahead



IPM = Indian Pharmaceutical Market  
Source: IMS MAT June 2017

# IPM - Ranking

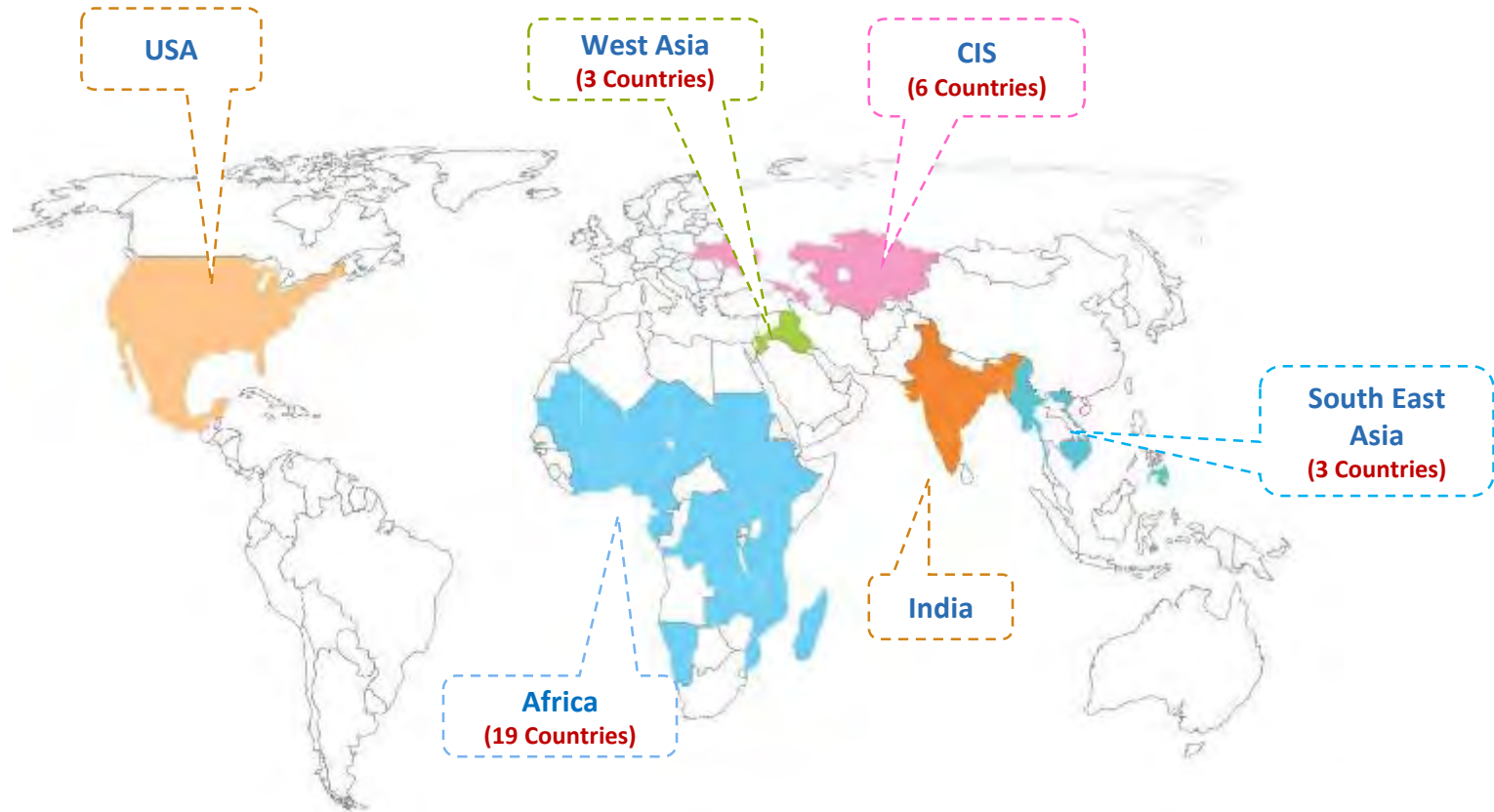
Rank	Jun 2017	Jun 2016	Mar 2005
Ophthal	3	5	28
Derma	13	13	98
Cardio	19	20	38
Pain	45	44	NA
Ajanta	33	33	88

IPM = Indian Pharmaceutical Market  
Source: IMS

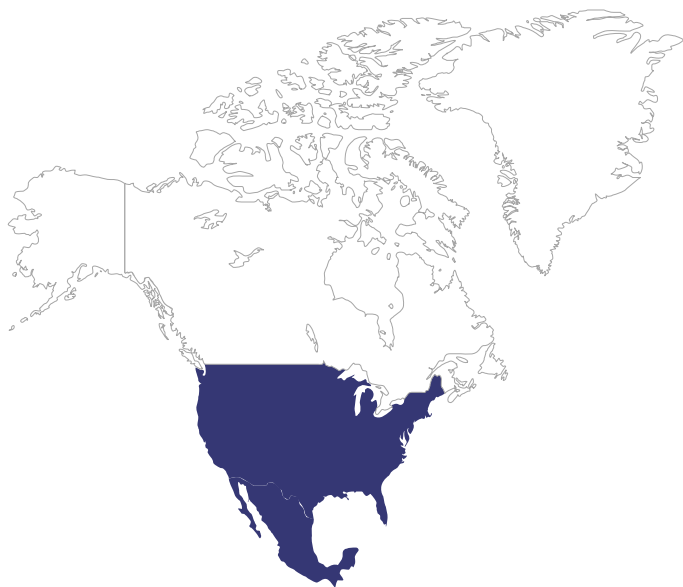
# Exports



# Global Presence



# USA - The Emerging Star



## ANDA Status

- Approval : Final - 18, Tentative - 2
- Under approval : 15
- Filing target for FY 2018 : 12 to 15

## Sales & Marketing

- 13 Products commercialized
- More products scheduled for launch in FY 2018
- Focus on Oral Solid
- Mix of Para II, III & IV

# Africa - Mixed Bag



**Africa – 19 countries**

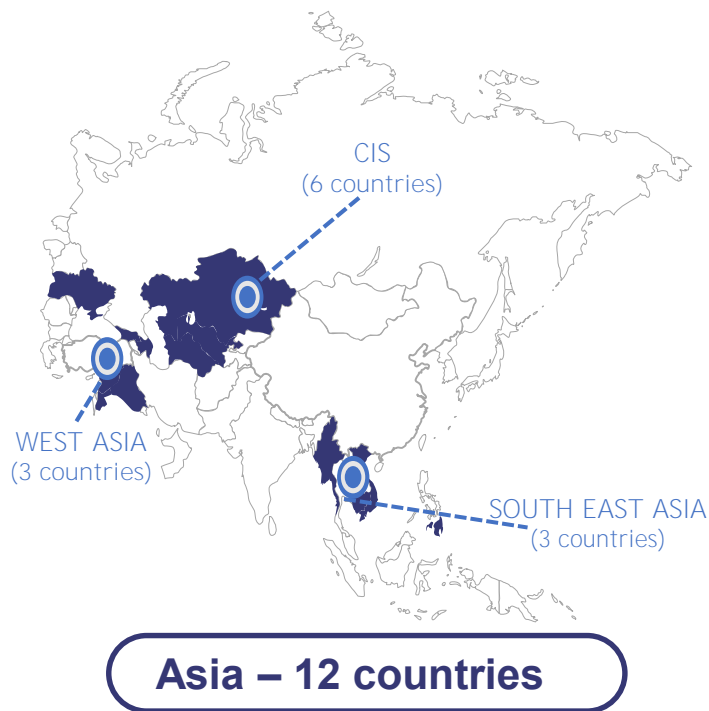
## Products

- Product Registrations - 1,310
- Segments - Anti Malaria, Multivitamin, Cardio, Antibiotic, Gynaec, MED, Pain

## Sales & Marketing

- Field Strength - 371
- Currency challenges settling slowly
- Institution business shrinks

# Asia - Gaining Momentum



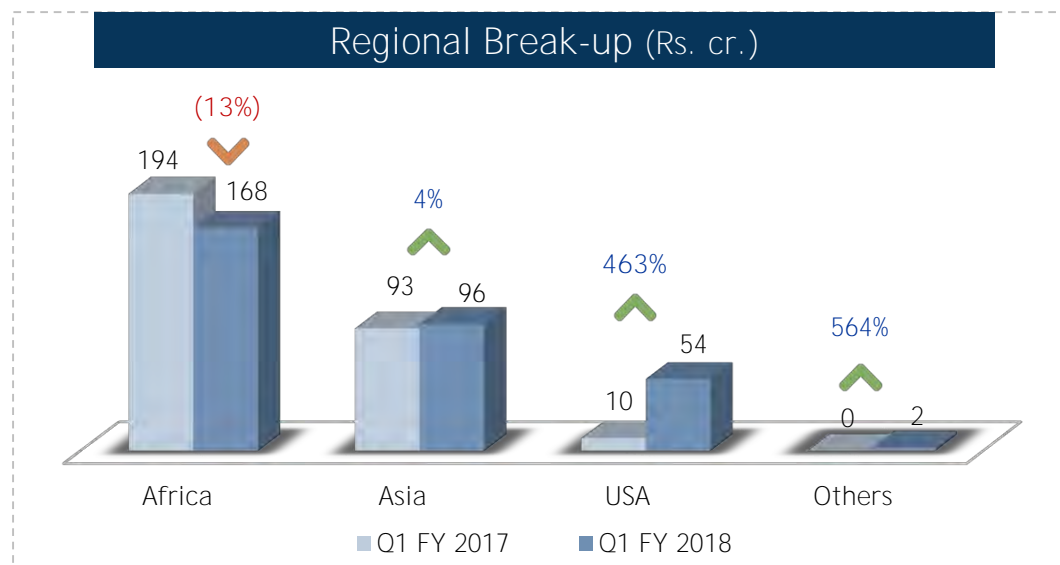
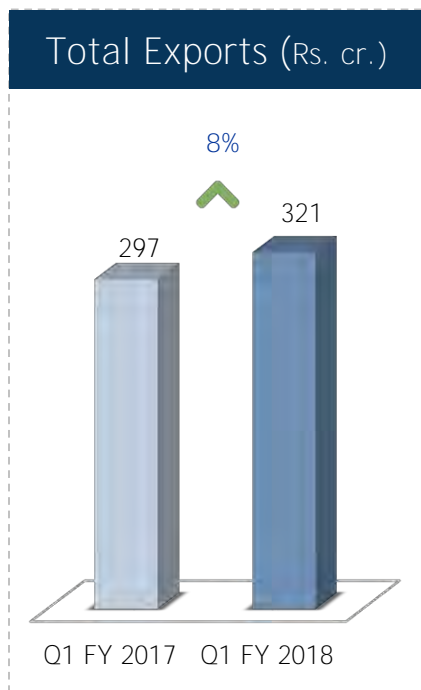
## Products

- Product Registration - 349
- Segments - Cardio, Pain, MED, GI, Antibiotic, Derma, Anti Histamine

## Sales & Marketing

- Field Strength - 333
- Enhanced focus showing results
- Further thrust with more product addition

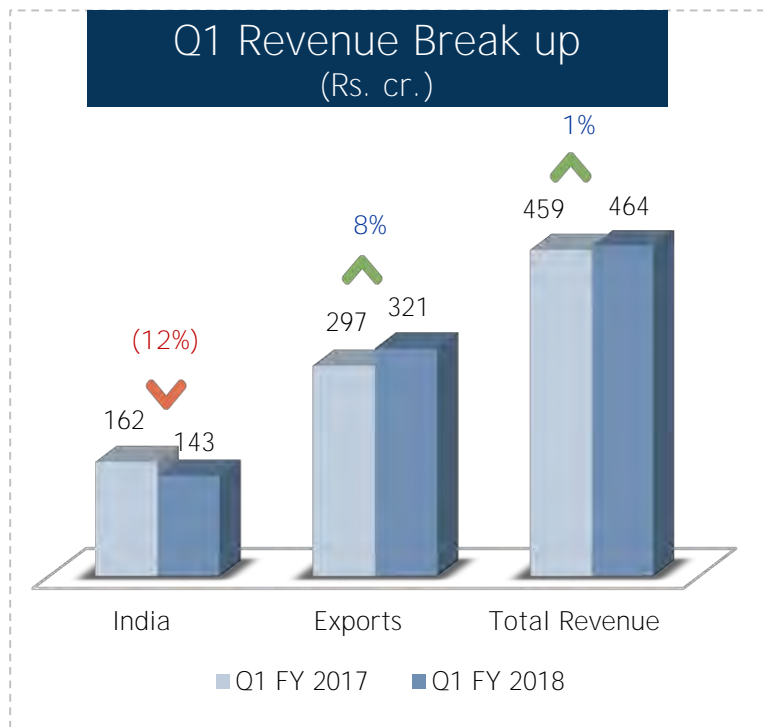
# Export Sales - Q1 (Consolidated)



	Rs. cr.		
	Q1 FY 2017	Q1 FY 2018	Gth
Africa	194	168	(13%)
Asia	93	96	4%
USA	10	54	463%
Others	0	2	564%
<b>Total</b>	<b>297</b>	<b>321</b>	<b>8%</b>

Source: Company

# Total Sales (Consolidated)



	Rs. cr.		
	Q1 FY 2017	Q1 FY 2018	Gth
India	162	143	(12%)
Exports	297	321	8%
Total Revenue	459	464	1%

# Infrastructure



# Prepared for Next Growth

## Formulation Manufacturing

- 3 existing facilities in Aurangabad, Maharashtra (1 USFDA & WHO Pre-Q approved)
- 1 Facility at Mauritius
- Dahej (Gujarat) - Commercial operation began in April 2017 (US FDA inspection complete)
- Guwahati (Assam) - First phase commissioned, 2<sup>nd</sup> phase by Q4 FY 2018

## API Manufacturing

- 1 Facility at Waluj (Aurangabad) - Captive Consumption



API Plant - Waluj

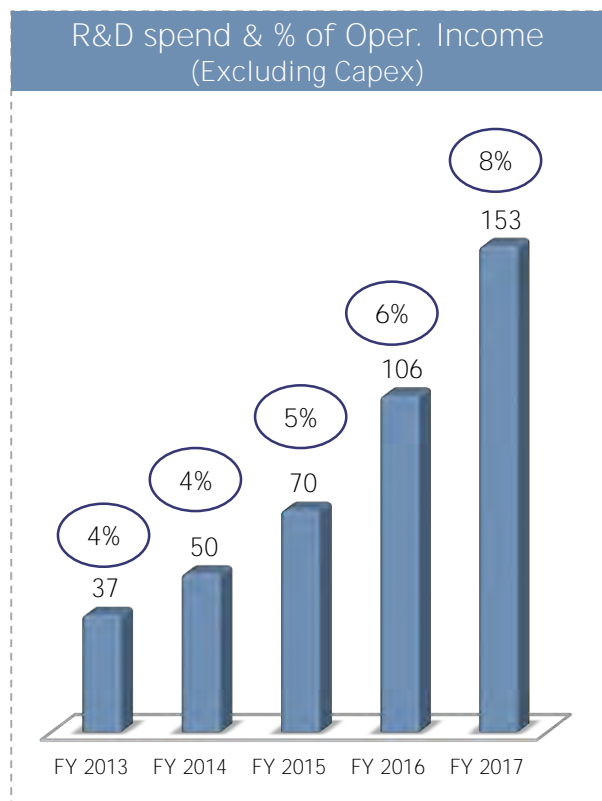


Paithan Plant



Dahej Plant

# R&D Thrust



# Financial Highlights



# P&L Synopsis - Q1 FY 2018 (Consolidated)

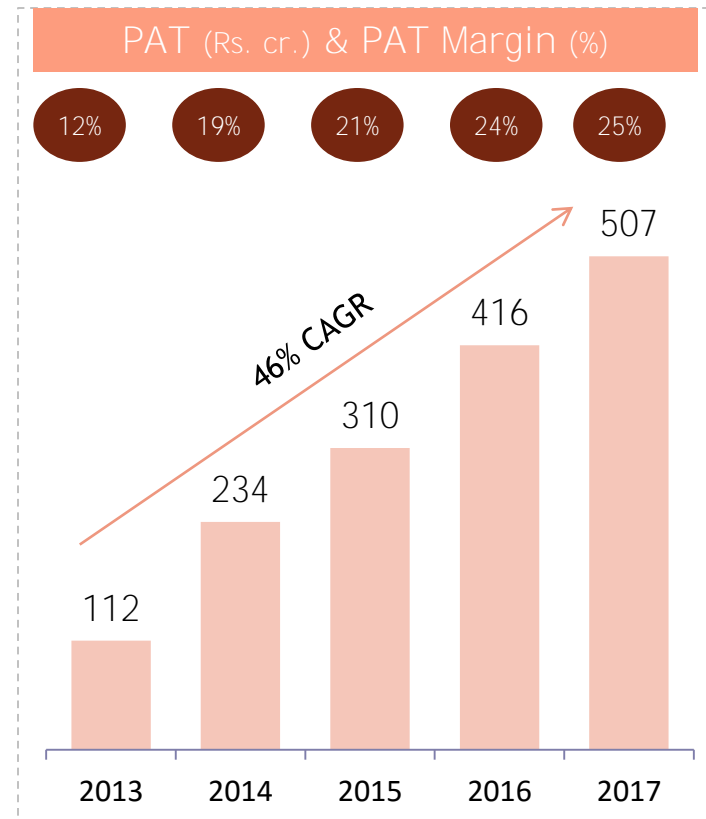
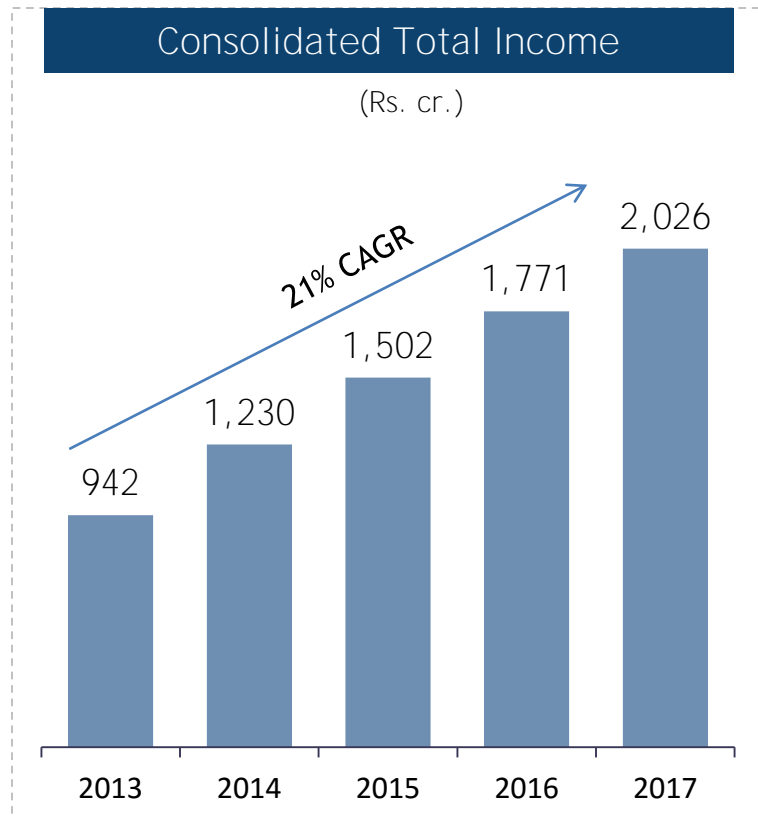
Rs. cr.	Q1 FY 2018	% to Sales	Q1 FY 2017	% to Sales	% Growth
Exports	321	68%	297	62%	8%
Domestic	143	30%	162	34%	(12%)
Other Op. Income	9	2%	17	4%	(47%)
Income from Operations	473		476		(1%)
EBITDA	131	28%	166	35%	(21%)
PBT	119	25%	158	33%	(25%)
PAT	95	20%	120	25%	(21%)
Total Comprehensive Income	97	20%	125	26%	(23%)

# Detailed P&L - Q1 FY 2018 (Consolidated)

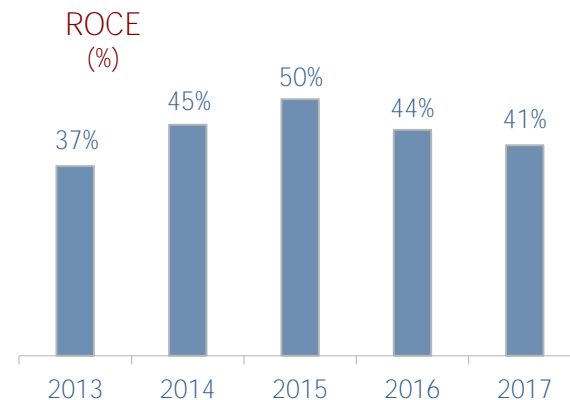
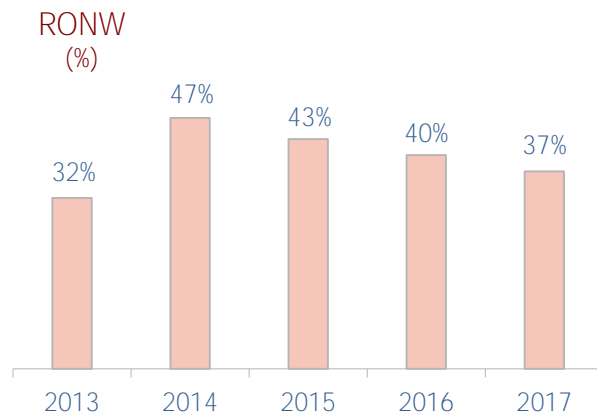
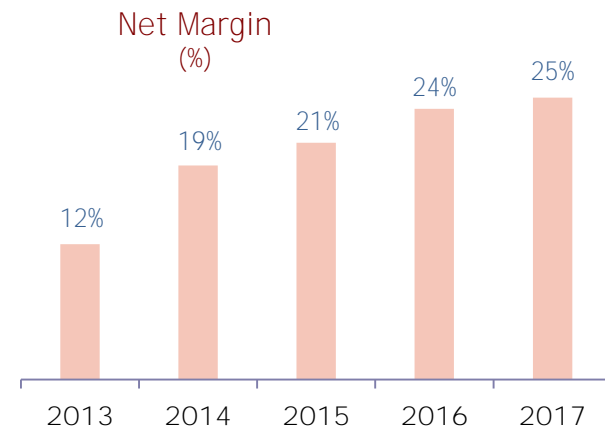
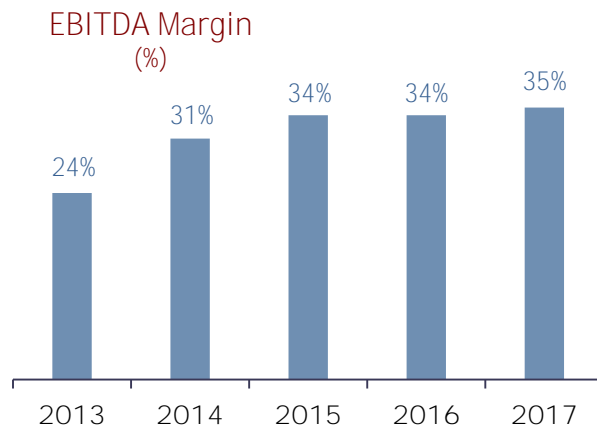
	Q1			
Rs. cr.	FY 2018		FY 2017	
Income from Operations	473		476	
Other Income	5	1%	5	1%
Total Income	478		481	
Materials consumed	94	20%	99	21%
Employee Benefit	87	18%	70	15%
Finance Cost	0	0%	1	0%
Depreciation *	13	3%	13	3%
Other Expenses	165	35%	140	29%
Total expenses	359	76%	323	68%
Profit before tax	119	25%	158	33%
Tax Expense	24	5%	38	8%
Net Profit	95	20%	120	25%
Other Comprehensive Income	2		5	
Total Comprehensive Income	97	20%	125	26%

\* Method of depreciation changed from written down value to straight line from 1 April 2017, resulting in depreciation for the quarter being lower by Rs. 10.55 cr.

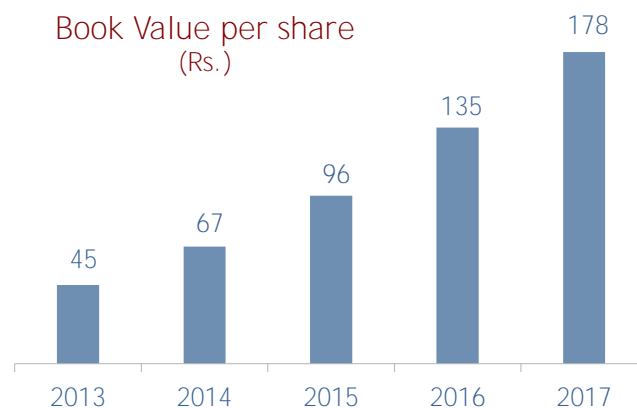
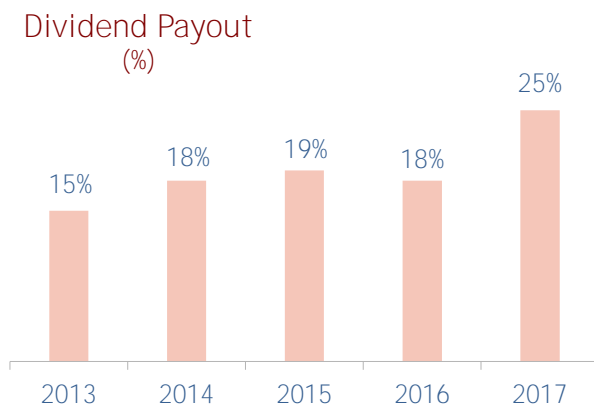
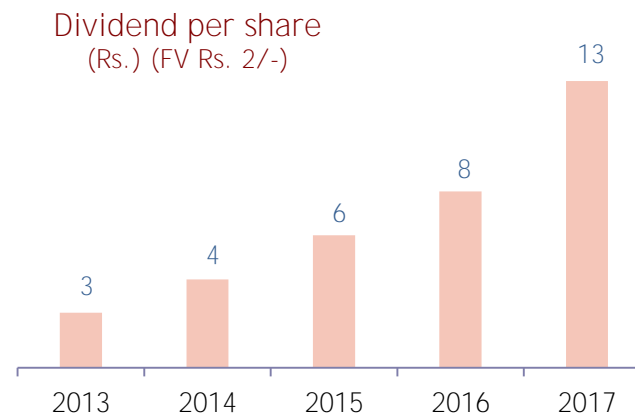
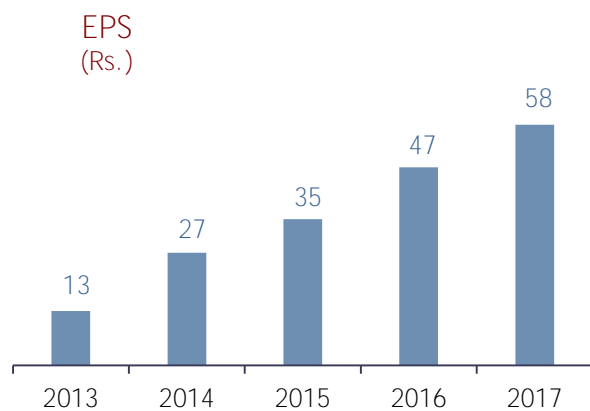
# Consistent Track Record (Consolidated)



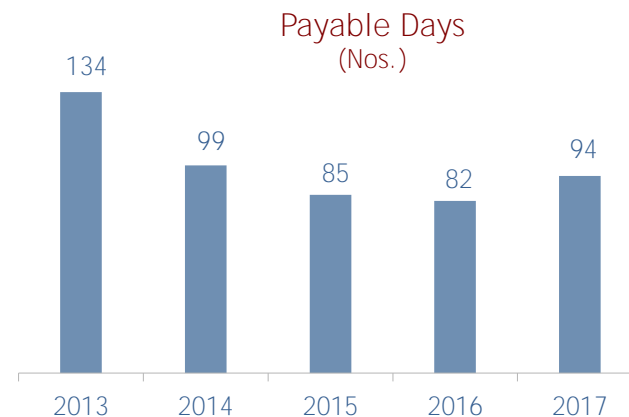
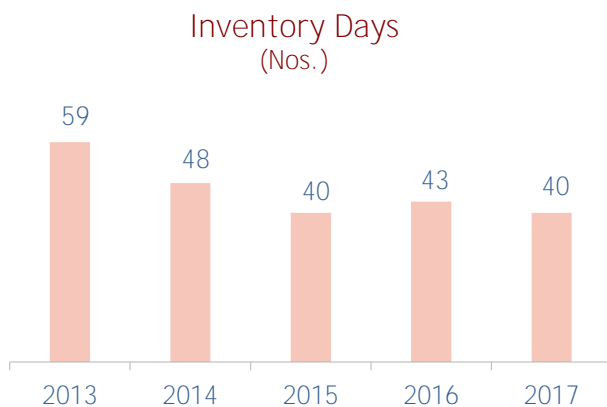
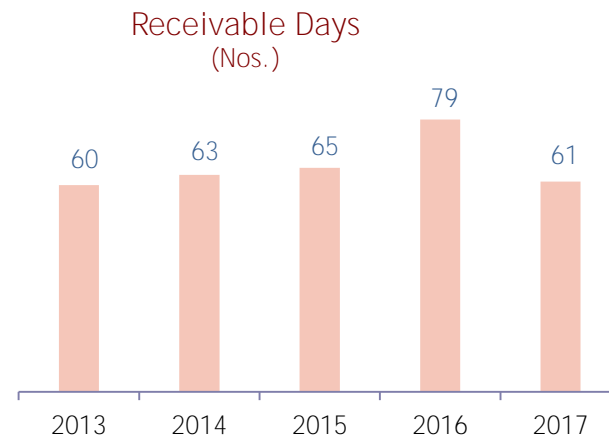
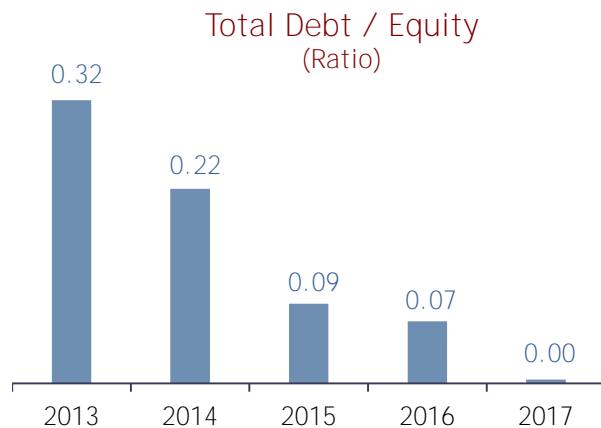
# Consistent Track Record (Consolidated)



# Consistent Track Record (Consolidated)



# Consistent Track Record (Consolidated)



# Thank You

For updates and company information please visit our website:

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