



# Investor Presentation

**Q1 FY 2019**

31<sup>st</sup> July, 2018





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# India Business



15  
Divisions

for 4 Segments

3000+  
MRs

Building Efficiency

270+

Product Basket

1<sup>st</sup>  
to Market

Products

Continue to focus on 4 Therapeutic Segments  
with sizeable chronic portfolio

## Cardiology

Growth continues exceeding industry average.

## Ophthalmology

Maintaining Top 3<sup>rd</sup> position, growing faster than industry

## Dermatology

Degrowth slows down, expected to turn around in next few qtrs.

## Pain Management

Picks up growth momentum with above industry performance



	Mar 2005	Jun 2017	Jun 2018
Ophthal	28	3	3
Derma	98	13	15
Cardio	38	19	16
Pain	NA	45	43
Ajanta	88	33	32



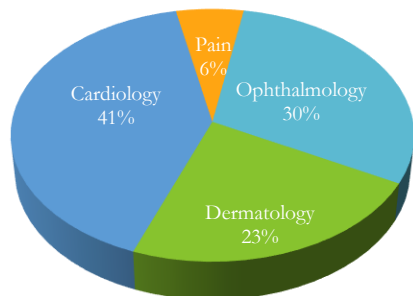
Sales Q1 FY19

₹ 178 cr.

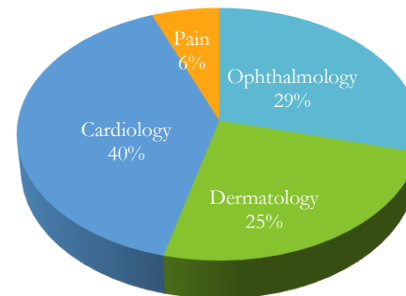
Up 24%↑

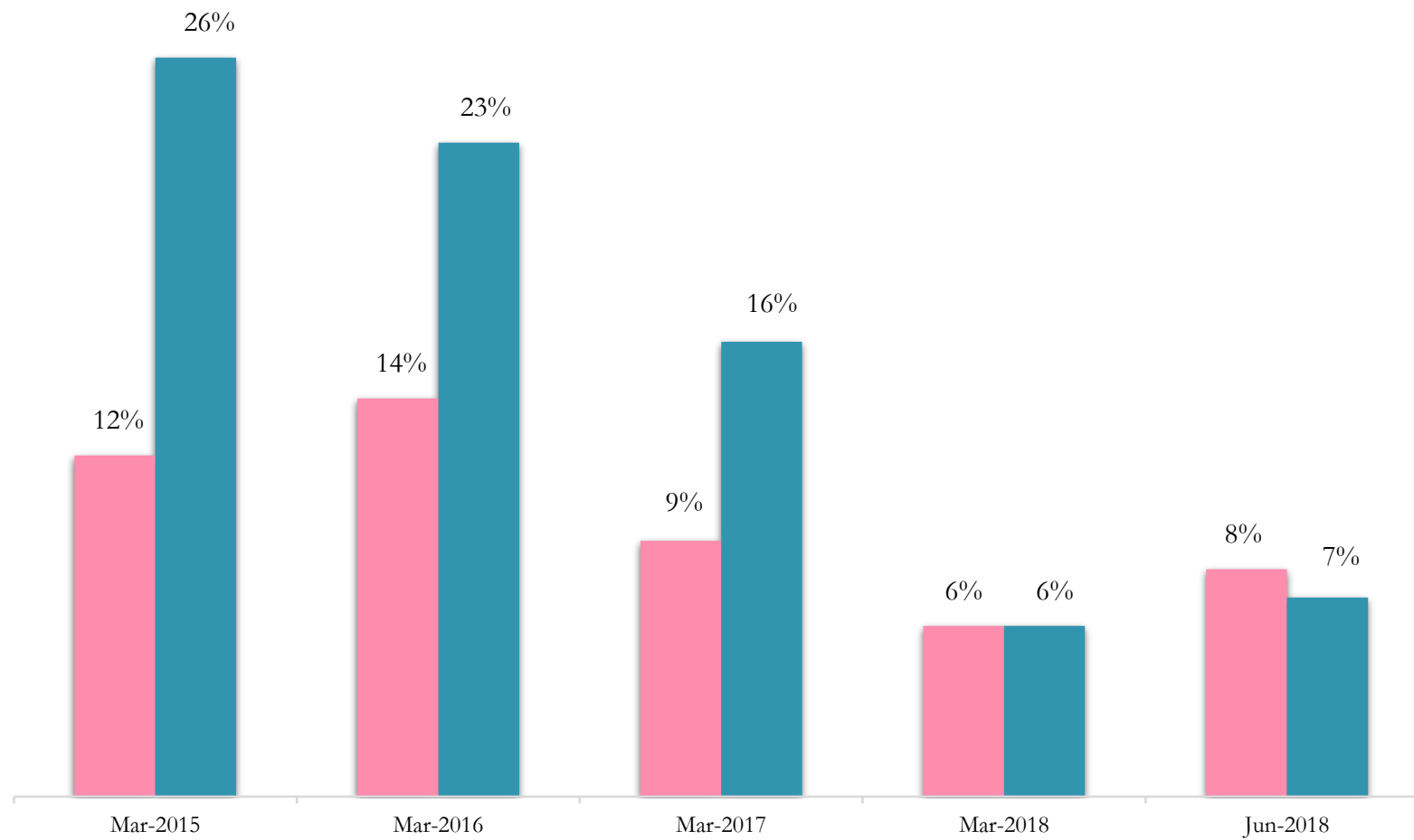
Rs. 143 cr. in Q1 FY18

IMS MAT  
June 2018



IMS MAT  
June 2017



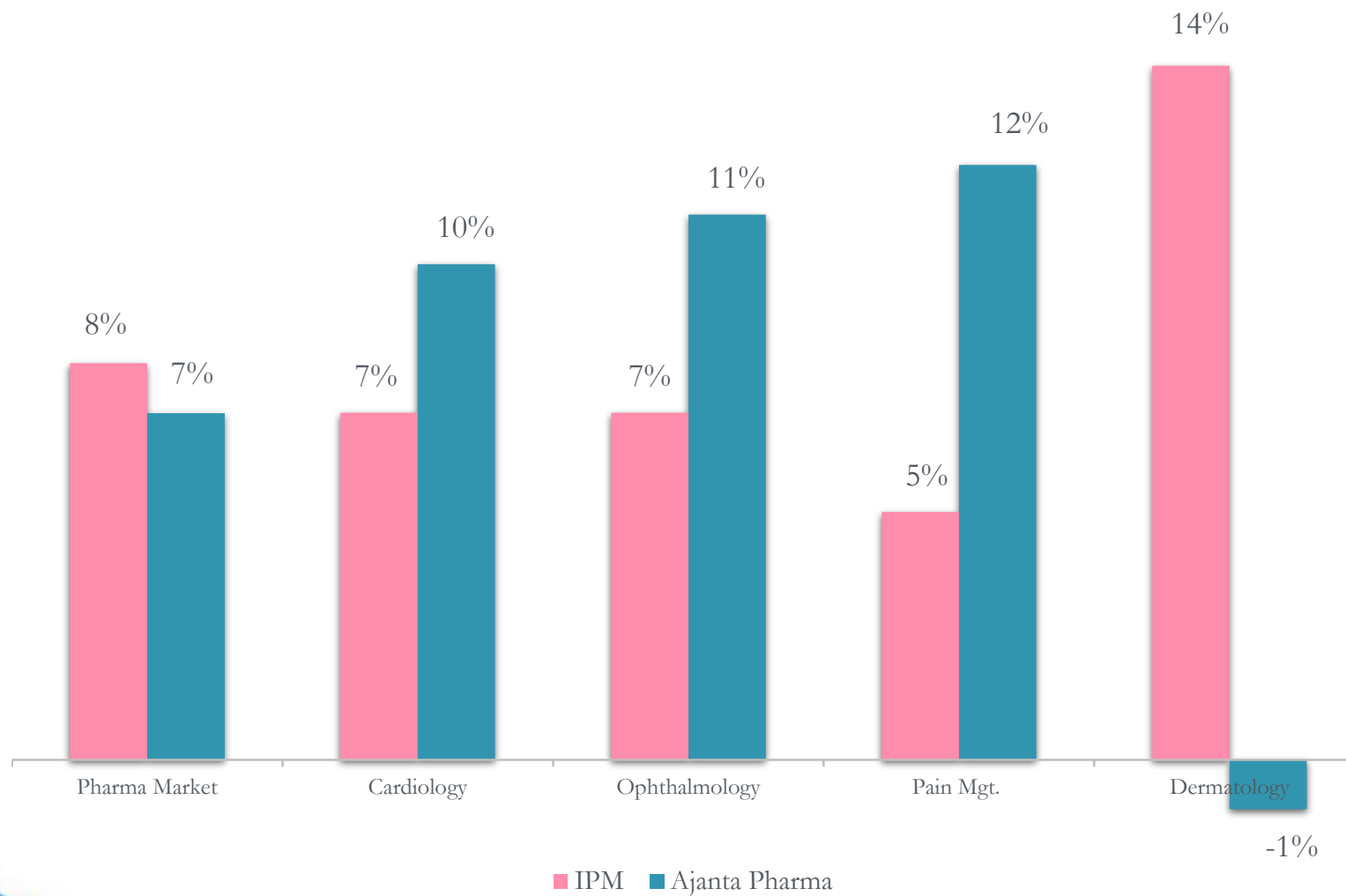


IPM = Indian Pharmaceutical Market  
Source: IMS MAT June 2018

■ IPM ■ Ajanta Pharma



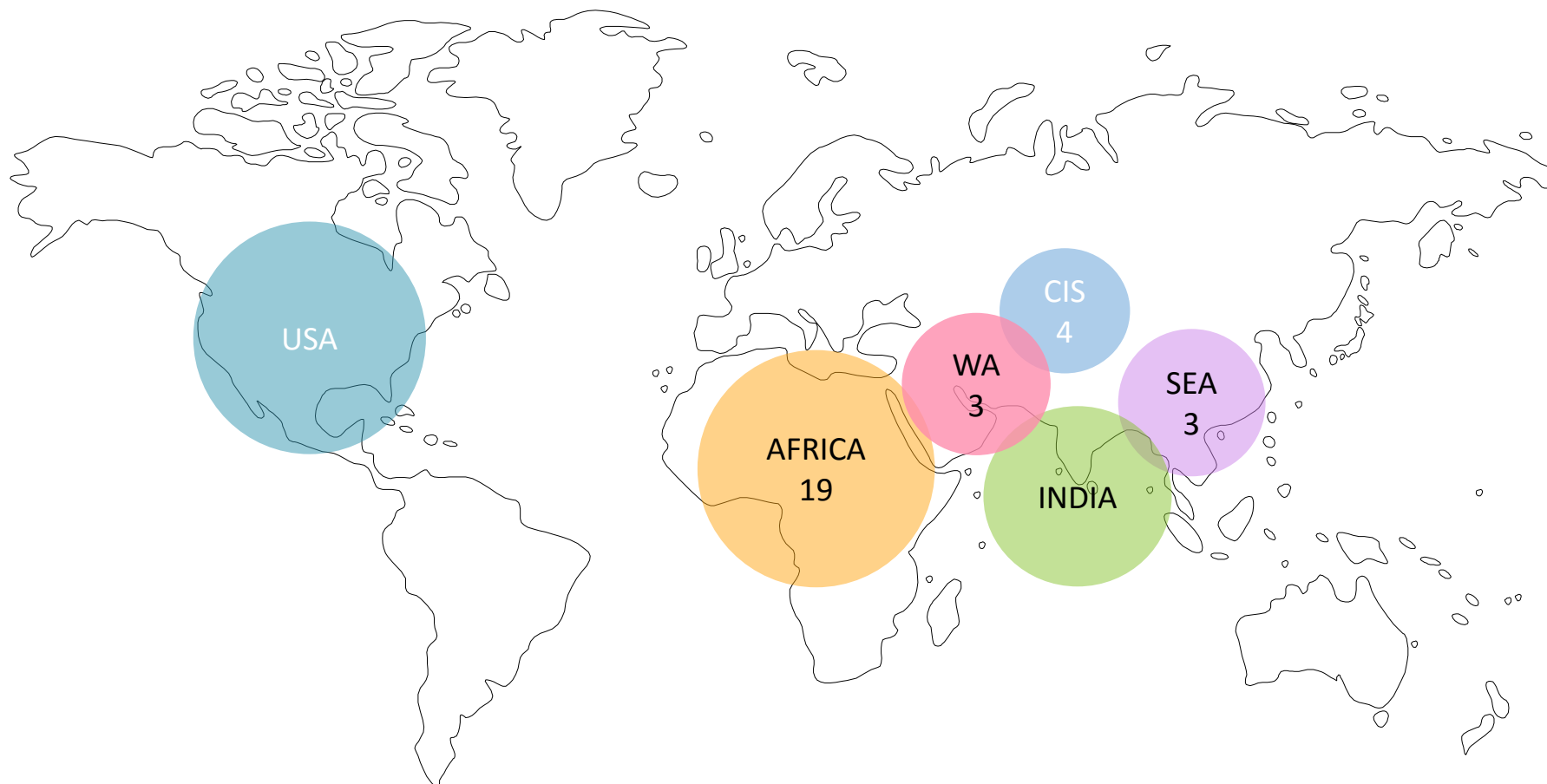
# Segment Growth



IPM = Indian Pharmaceutical Market  
Source: IMS MAT June 2018



# Global Business



CIS – Commonwealth of Independent States

SEA – South East Asia

USA – United States of America

WA – West Asia

Figures represent no. of countries we are present



## Africa

1,000 +

Product Registration

4

New Products launched

4<sup>th</sup>  
in Franco

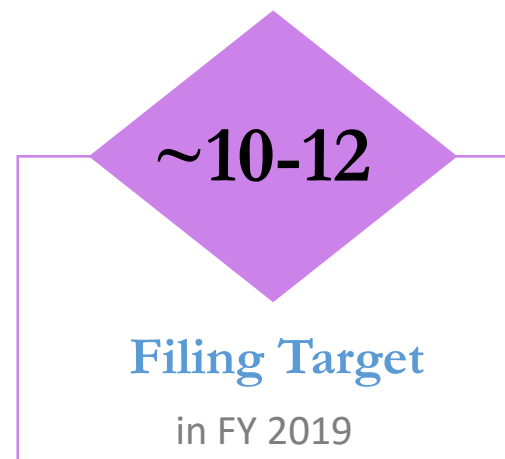
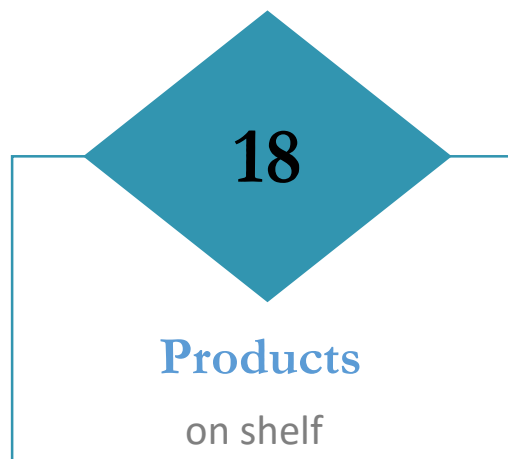
Leading Position

## Asia

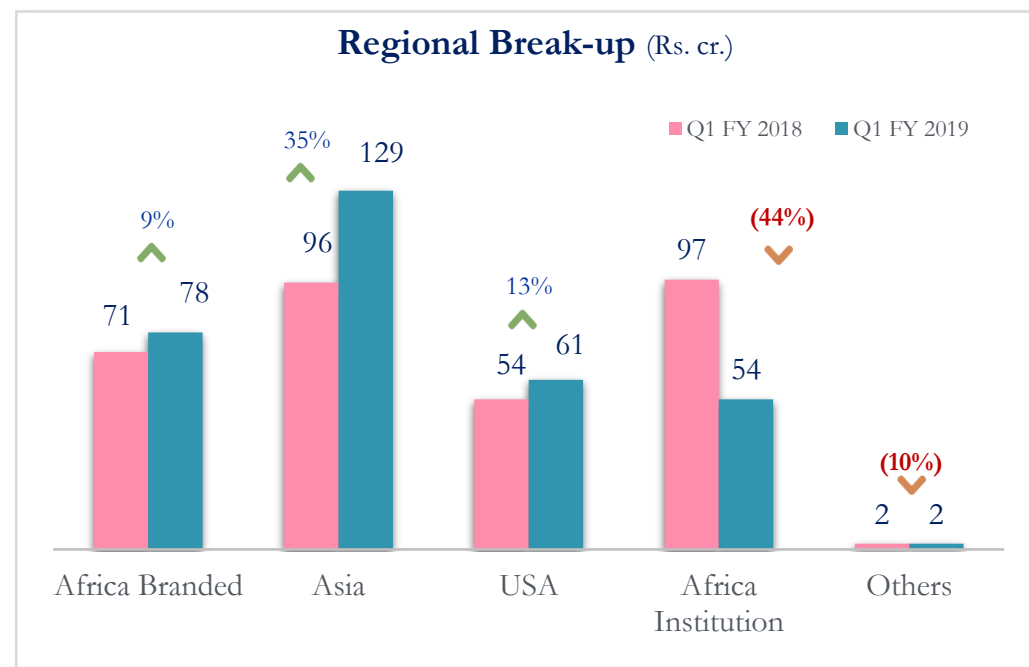
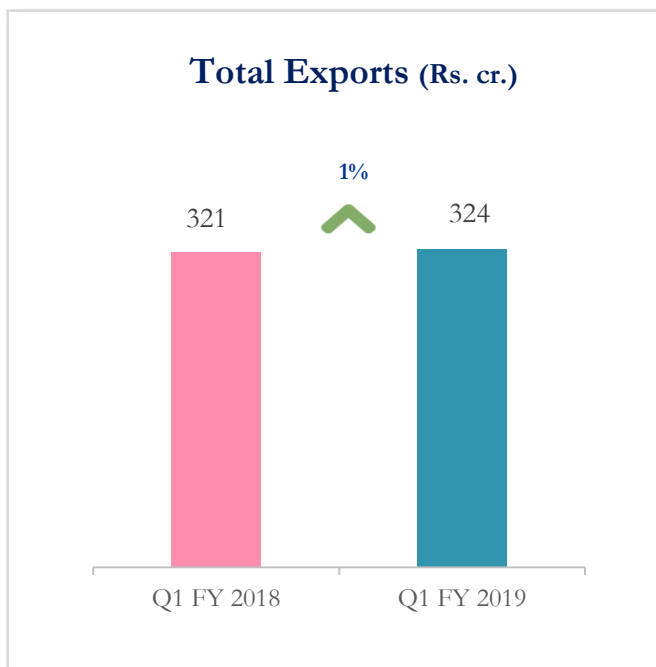
380 +

2

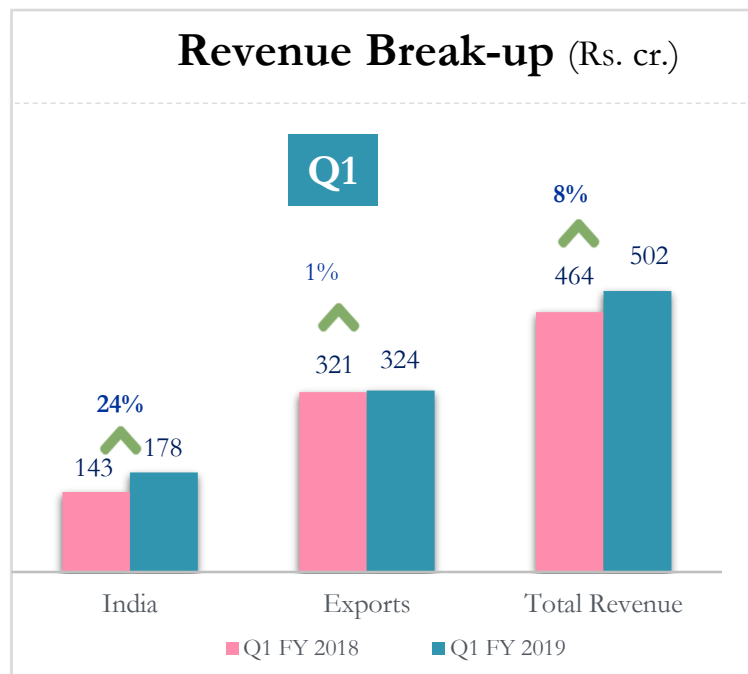
17<sup>th</sup>  
in Philippines



# Export Sales - Q1 (Consolidated)



	Rs. cr.		
	Q1 FY 2018	Q1 FY 2019	Gth
Africa Branded Generic	71	78	9%
Asia Branded Generic	96	129	35%
USA Generic	54	61	13%
Africa Institution	97	54	(44%)
Others	2	2	(10%)
<b>Total</b>	<b>321</b>	<b>324</b>	<b>1%</b>



	Rs. cr.		
	Q1 FY 2018	Q1 FY 2019	Gth
India	143	178	24%
Exports	321	324	1%
Total Revenue	464	502	8%



# Infrastructure



## Formulation Manufacturing

- 3 facilities in Aurangabad, Maharashtra (1 USFDA & WHO Pre-Q approved)
- New US FDA approved facility in Dahej (Gujarat)
- New facility in Guwahati (Assam), Derma section commenced
- 1 Facility at Mauritius

## API Manufacturing

- 1 Facility at Waluj (Aurangabad) - Captive Consumption





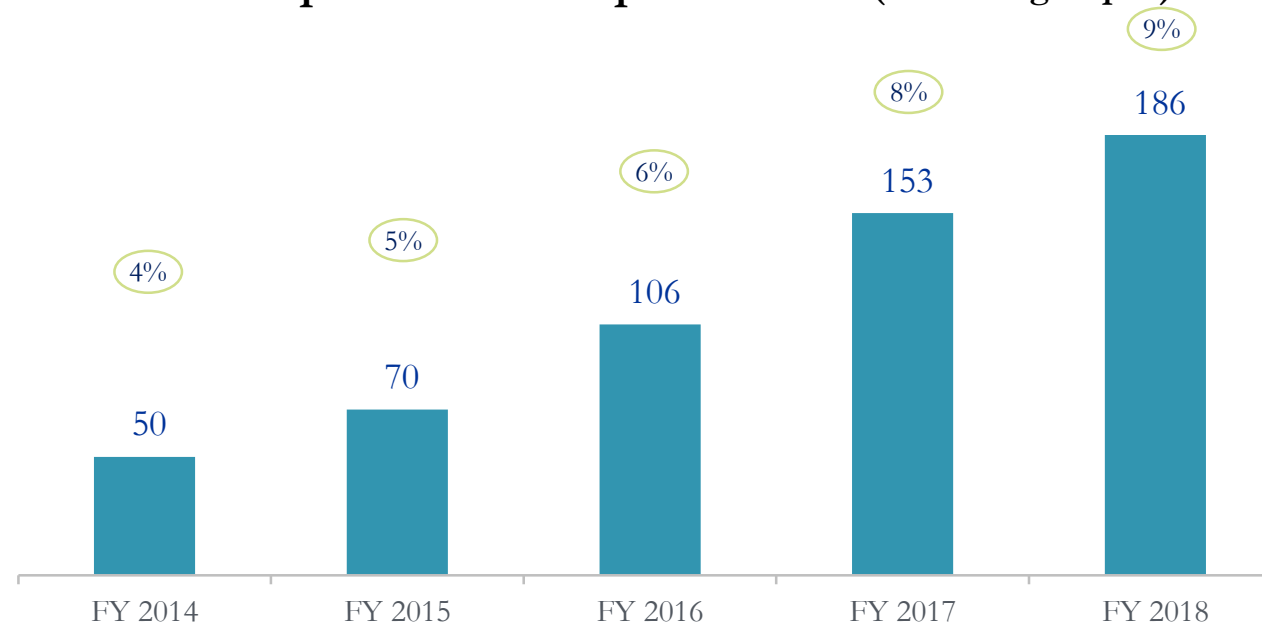
**Team of  
850+ Scientists**



**Revenue Expenses Q1 FY 2019 - Rs. 41 cr. (8%)**

(Q1 FY 2018 – Rs. 42 cr. (9%))

**R&D spend & % of Oper. Income (Excluding Capex)**





# Financial Highlights

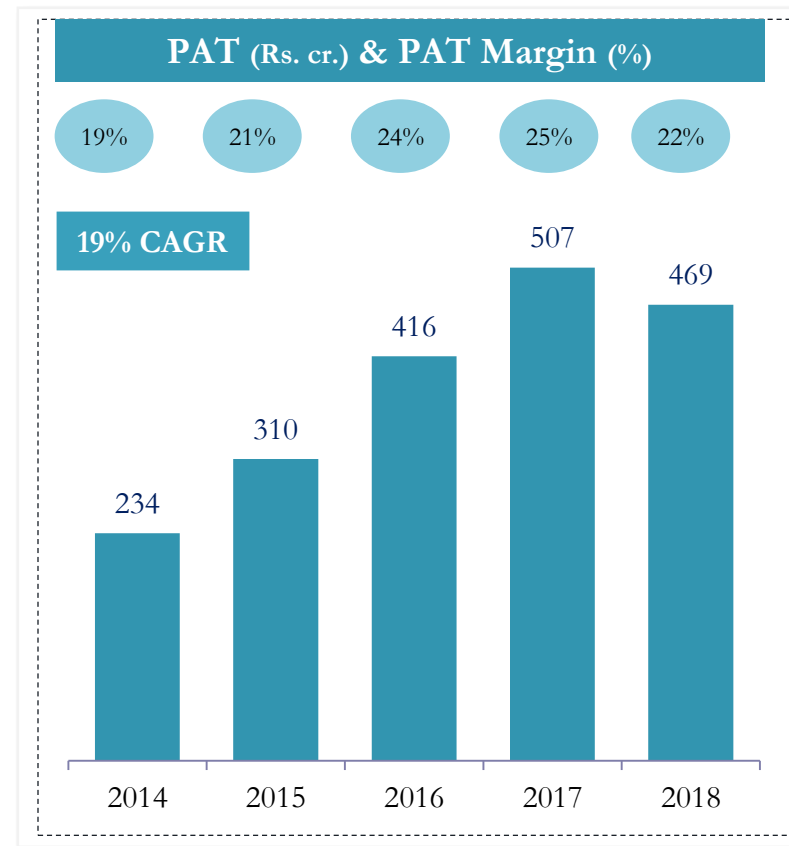
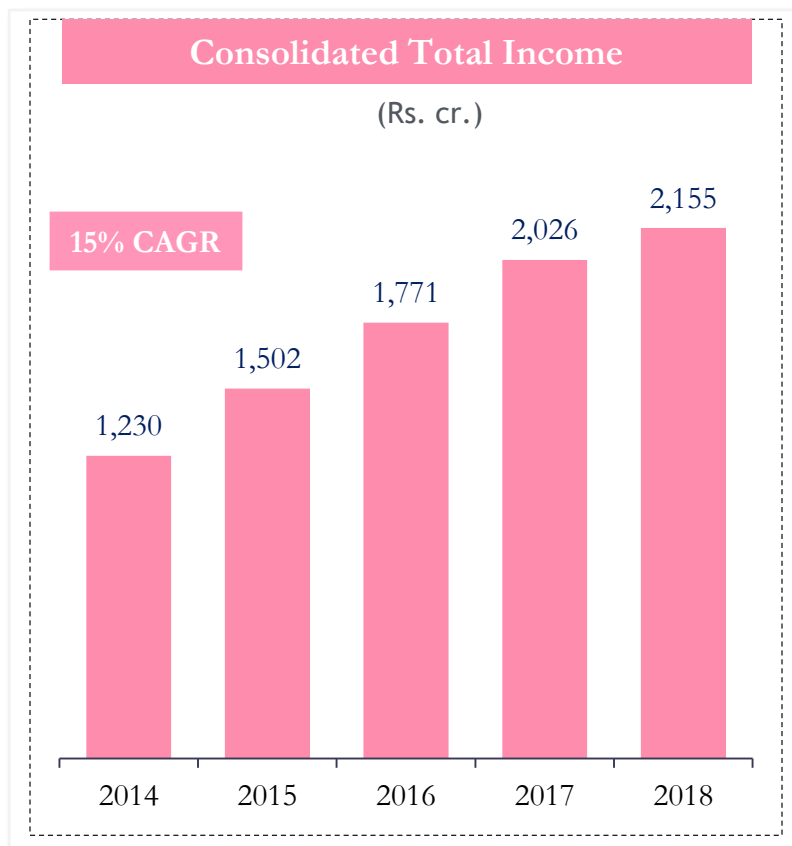
Rs. cr.	Q1 FY 2019	%	Q1 FY 2018	%	% Growth
Exports	324	63%	321	68%	1%
Domestic	178	35%	143	30%	24%
Other Op. Income	9	2%	9	2%	2%
Income from Operations	511		473		8%
EBITDA	157	31%	127	27%	24%
PBT	148	29%	119	25%	25%
PAT	106	21%	95	20%	12%
Total Comprehensive Income	102	20%	97	20%	6%

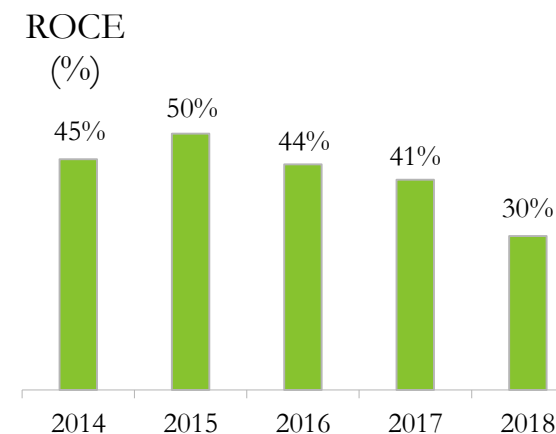
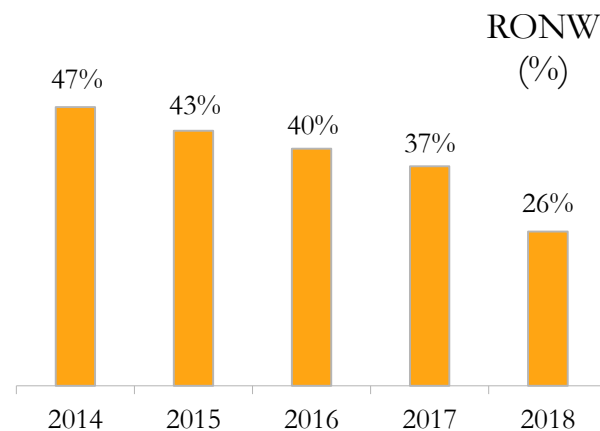
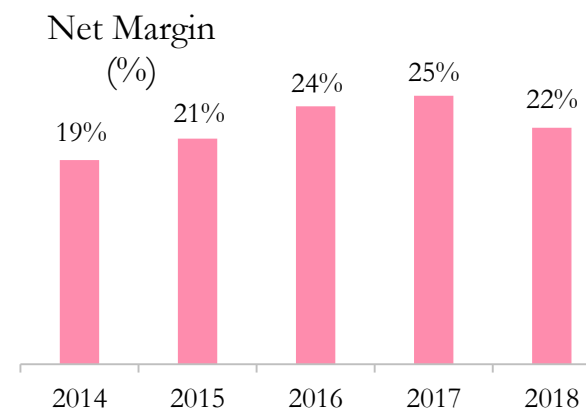
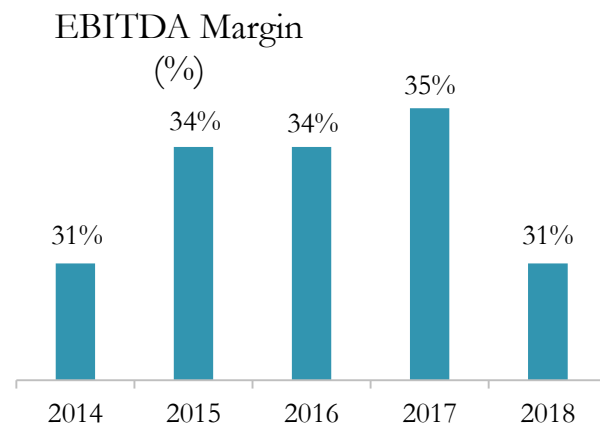


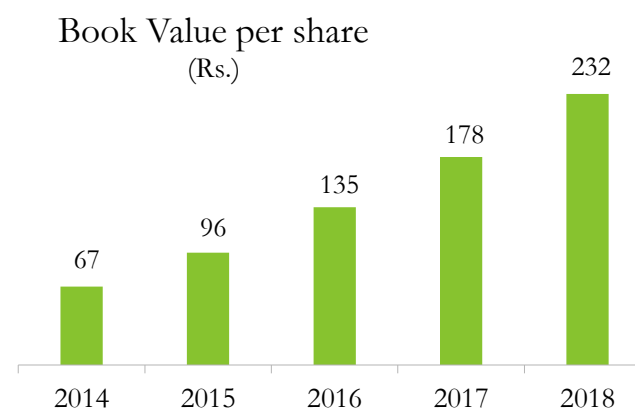
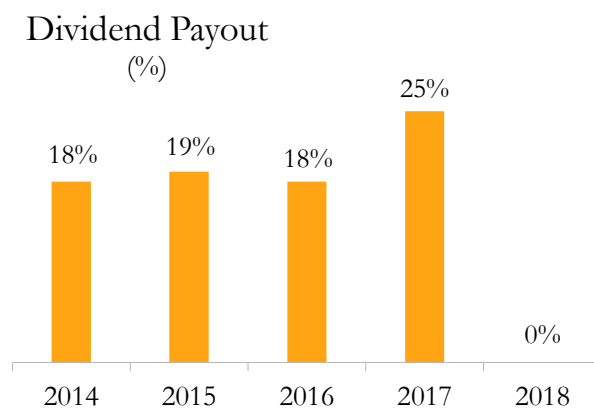
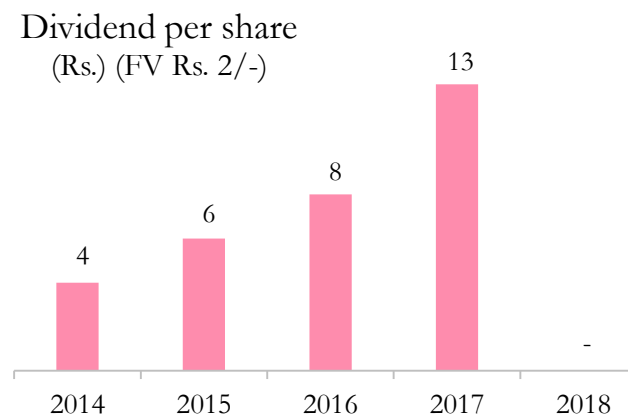
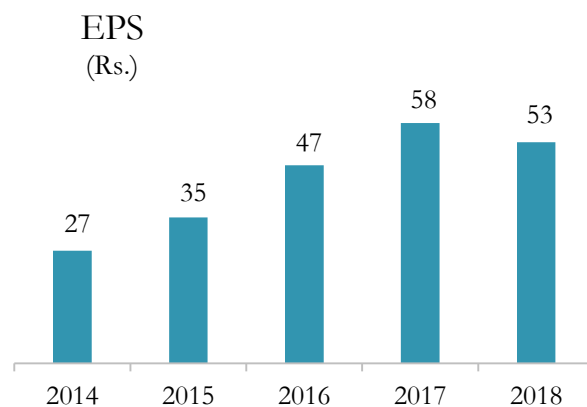
## Detailed P&L - Q1 FY 2019 (Consolidated)

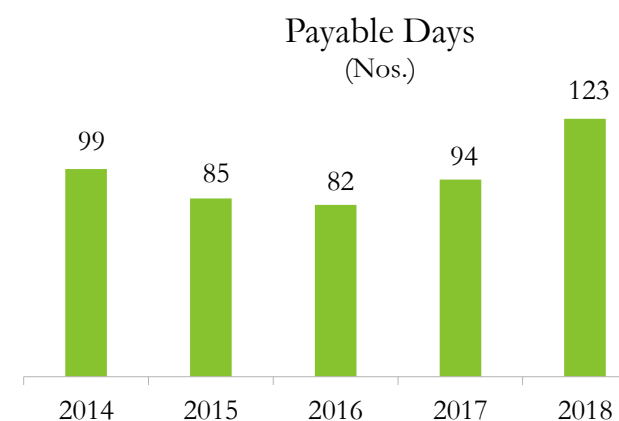
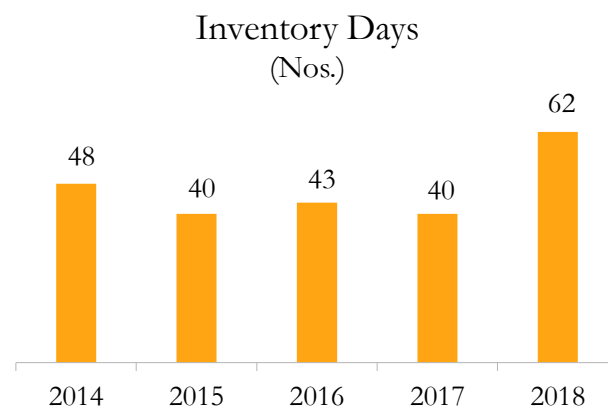
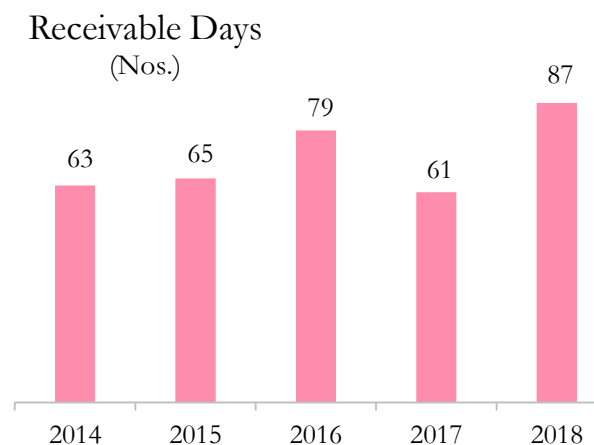
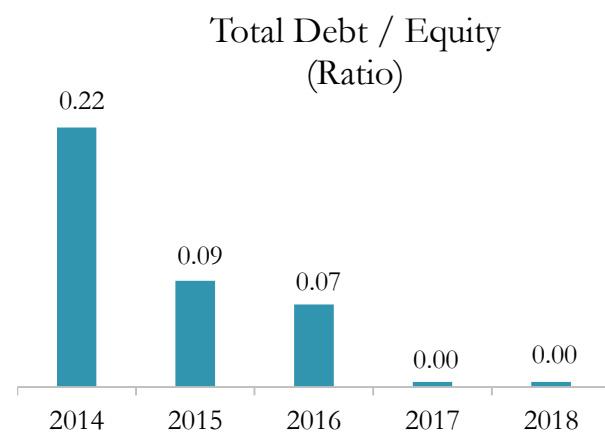


Rs. cr.	Q1 FY 2019		Q1 FY 2018	
Income from Operations	511		473	
Other Income	8	2%	5	1%
<b>Total Income</b>	<b>519</b>		<b>478</b>	
Materials consumed	84	16%	94	20%
Employee Benefit	105	21%	87	18%
Finance Cost	0	0%	0	0%
Depreciation	17	3%	13	3%
Other Expenses	165	32%	165	35%
<b>Total expenses</b>	<b>371</b>	<b>73%</b>	<b>359</b>	<b>76%</b>
<b>Profit before tax</b>	<b>148</b>	<b>29%</b>	<b>119</b>	<b>25%</b>
Tax Expense	42	8%	24	5%
<b>Net Profit</b>	<b>106</b>	<b>21%</b>	<b>95</b>	<b>20%</b>
Other Comprehensive Income	(4)	(1%)	2	0%
<b>Total Comprehensive Income</b>	<b>102</b>	<b>20%</b>	<b>97</b>	<b>20%</b>
<b>EBITDA</b>	<b>157</b>	<b>31%</b>	<b>127</b>	<b>27%</b>











# Recognition

# Recognition



on  
**Mr. Yogesh Agrawal**  
(Managing Director)  
&  
**Mr. Rajesh Agrawal**  
(Jt. Managing Director)  
On  
7th July, 2018



# Thank You

**For updates and company information please visit our website:**

[www.ajantapharma.com](http://www.ajantapharma.com)

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