



Date: August 18, 2020.

To,
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001.

Dear Sir/Madam,

Ref : Script Id "BAJAJHCARE", Script Code "539872"
Sub : Investors Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation.

Kindly take the same on record.

**For and behalf of Board of Directors of
Bajaj Healthcare Limited**

A handwritten signature in black ink, appearing to read 'Aakash', enclosed in a hand-drawn oval.

**Aakash Keshari
Company Secretary**

BAJAJ HEALTHCARE LIMITED

Registered Office: 602-606, Bhoomi Velocity Infotech Park, Plot No: B-39, B-39A, B-39A/1, Road No. 23, Wagle Ind. Estate, Thane (West), Thane- 400604

Tel. : + 91 22 66177400/ 401; Fax : +91 22 66177458; E-mail : bajajhealth@bajajhealth.com

CIN No. L99999MH1993PLC072892



Bajaj Healthcare Ltd.

Your Trusted Associate In Pharmaceuticals
& Healthcare Industry

Investor Presentation

Aug 2020



www.bajajhealth.com





SAFE HARBOR

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Bajaj healthcare ltd., will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

THIS IS BAJAJ HEALTHCARE LIMITED

PM'S VISION:

01

Indian Pharmaceuticals industry to play a leading role in global market

02

Good quality pharmaceuticals of mass consumption to be made available in abundant at reasonable prices within the country

Bajaj's Contribution in-line with Indian PM's Vision

www.bajajhealth.com

CORPORATE OVERVIEW

01 BACKGROUND

Commenced operation in the Year 1993, now headquartered at Thane, Maharashtra. Engaged into manufacturing of Active Pharmaceutical Ingredient (APIs), Intermediates, Finished formulations & Nutraceuticals.

04 HEADCOUNTS

- Labour **701**
 - » Skilled **479**
 - » Unskilled **222**
- Managerial **15**
- Other Office Staff **54**

07 MARKET INFORMATION

Bajaj's equity shares are listed and actively traded on the BSE Main board.

The Company enjoyed a Market capitalisation of Rs. 3,760.42 Mn as on June 30, 2020

02 PRODUCT LINE

- Active Pharmaceutical Ingredients (APIs)
- Intermediates
- Formulations

05 WHERE WE MAKE?

- **6 Manufacturing Plants of Active Pharmaceutical Ingredient (APIs):** Tarapur, Maharashtra, Vadodara Gujarat, Ankleshwar Gujarat.
- **Manufacturing Plant of Finished Formulations:** Vadodara, Gujarat
- **2 Manufacturing Plants of Intermediates:** Tarapur, Maharashtra.

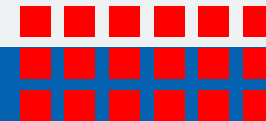
03 REVENUE SEGMENT

B2B (FY 2020)

- **Domestic % of Revenue**
 - » APIs 71%
 - » Formulations 6%
- **Export % of Revenue**
 - » APIs 23%

06 COUNTRIES WE EXPORT?

Europe, USA, Australia, Africa, Middle East, South America, Australia, New Zealand, Srilanka, South East Asia, etc.



VISION

We are driven by our passion to be a well-recognised Indian MNC in the pharmaceuticals and healthcare industry.

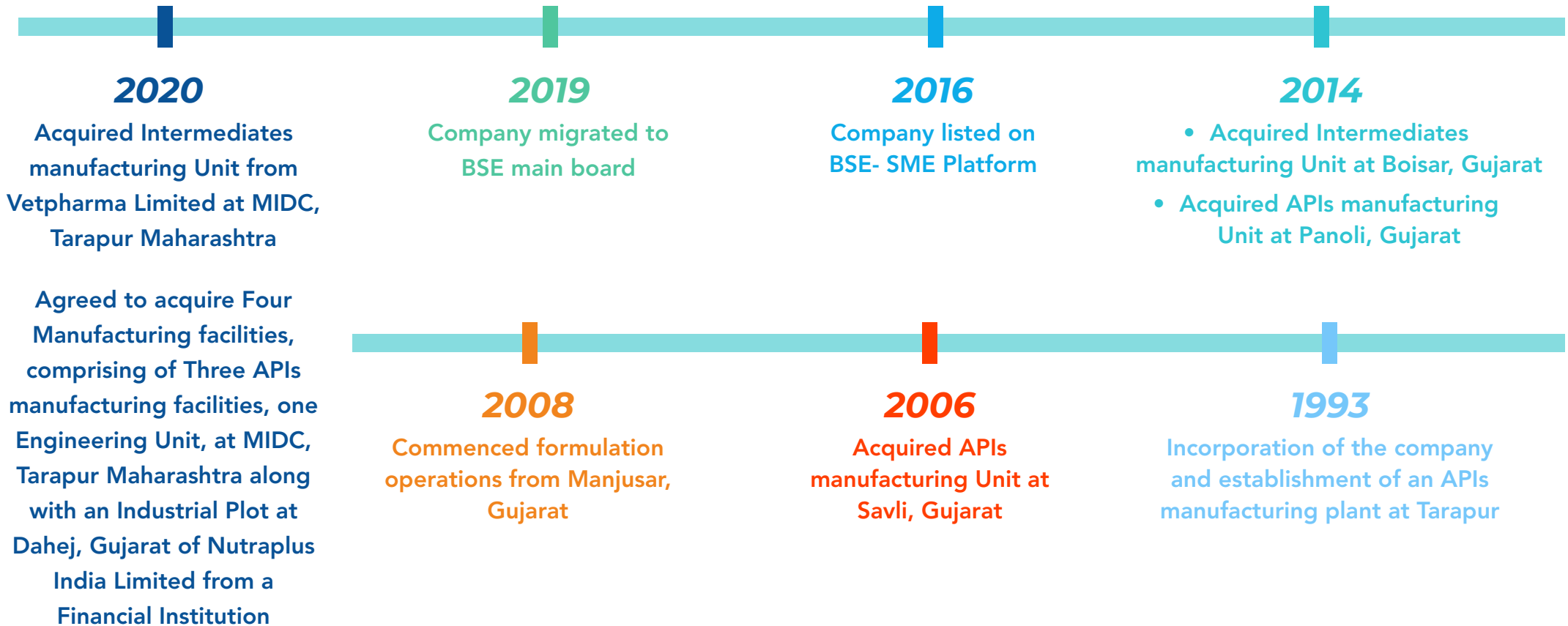


MISSION

Our mission is to provide value added, cost effective products through R&D with reliable quality and quick lead-time to our Customers.

MILESTONES

BUSINESS JOURNEY OF BAJAJ HEALTHCARE LTD.



LEADERSHIP POOL

Mr. Sajankumar R. Bajaj

Chairman & Managing Director

Mr. Sajankumar R. Bajaj with over 30 years of experience is an innovative and self driven man, his dedication and hardwork is an inspiration to many new entrepreneurs and has instrumented his success in the field of Pharmaceutical business. He holds Bachelor's degree in Commerce. He started his business from a small unit and today the company holds more than 5 large integrated manufacturing facilities. He has an exponential experience in the field of Finance, Marketing and Material Procurement, which has led the company to one of the fastest growing pharma company within a short span of time. As a CMD, he has set a vision to be a well-recognised Indian MNC in the pharmaceuticals and healthcare industry.

Mr. Anil C. Jain

Joint Managing Director

Mr. Anil C. Jain Joint Managing Director of the company. He holds Diploma degree in Pharmacy. He is associated with the company for more than 20 years and has got a strong understanding about Production Planning, Marketing and Plant Management. Mr. Anil Jain with his balanced thought, has remained a guiding star for the company to penetrate into the international market. Mr. Anil Jain believes meticulous planning is the key to success. His relationship with his customer has been a keystone for Bajaj's rapid rise and the path for sustainable growth over the new few decades.

LEADERSHIP POOL

Ms. Namrata S. Bajaj

Whole Time Director

Ms. Namrata Bajaj is a Whole Time Director of our Company. She holds the degree of “Bachelors in business administration” from “Indian Institution of Planning and management”, Mumbai. She is associated with the company from more than 10 years and has got a hands-on experience in sales and marketing. She mainly looks after the sales and marketing of Formulation division. With her dedication and hardwork, the formulation business of the company has grown reasonably.



Mr. Dhananjay S. Hatle

Whole Time Director

Mr. Dhananjay S. Hatle is a Whole Time Director of our company. He holds the degree in Arts, from University of Mumbai. He is associated with our company for over 2 decades with an ideology of ‘aiming high’. He mainly looks after sales and marketing for Domestic Market. His leading-edge in marketing has proved to be an impetus for the success of our organization.

Mr. Rupesh H. Nikam

Whole Time Director

Mr. Rupesh Nikam is a Whole Time Director of our Company. He is a Member of the Institute of Chartered Accountants of India (ICAI). He is associated with the Company since 2007 and subsequently became the Director on November 01, 2014. He mainly looks into Accounts, Finance, Taxation & Costing of the company.

STRENGTH BY STRENGTH

- APIs Manufacturing Facilities are accredited by international regulatory agencies.
- State-of-the-art formulation manufacturing facility complied with USFDA, TGA(Australia), MHRA(UK) etc.,
- Integrated Player: Presence in backward and forward integration.
- Strong customer relationship through excellent products.
- Pan India and international presence through supply of APIs.
- Leverage relationships; through timely, quality-consistent delivery
- Strong product portfolios of APIs and Intermediates.
- One of the leading manufacturers of Nutraceuticals in domestic market – Ascorbic Acid IP, Sodium Ascorbate, Ferrous Ascorbate.
- One of the few manufacturers of speciality intermediates like Calcium Phosphoryl Choline Chloride (CPCC) & Chlorhexidine (CH Base).
- Strong in house QA/QC and R&D Centre.
- Manufacturing capabilities with aggregate capacity of APIs 726 MT per month, Formulations 92 mn pcs per month & Intermediates 94 MT per month.
- Strong in-house product registration team for export of Active Pharmaceutical Ingredient (APIs)
- Credit Rating: Long term CRISIL BBB/Positive: Short term CRISIL A3+.
- Formulation facility: Approvals to manufacture over 200 FDF (finished dosage formulations).

ACQUISITIONS CREATING SYNERGIES FOR BAJAJ

01

Bajaj Healthcare Limited, has executed agreement with **Vetpharma Limited** to purchase its Manufacturing facility intermediates for APIs Active Pharmaceutical Ingredient (APIs) comprising of Immovable and movable properties for a purchase consideration of INR 205 mn.

02

Manufacturing Facility: Manufacturing plot admeasuring 4080 sq. mtrs alongwith the Plant & Machinery located in Tarapur Industrial Area of MIDC, Maharashtra. The aggregate installed capacity of the manufacturing facility is approximately 61 MT/p.m.

03

Product Portfolio's: BHL would be manufacturing intermediates of CH Base crude, CPCC crude & Meta Bromo Anisole crude at the above manufacturing.

01

Bajaj Healthcare Limited, has agreed to acquire manufacturing facilities ("Distressed Assets")including land & building of **Nutraplus India Limited**,situated at MIDC Tarapur, Maharashtra, along with an industrial plot with environmental clearance at **Dahej GIDC**, Gujarat, India. The asset acquisition is expected to have a total purchase consideration of approximately INR 610 million.

02

Manufacturing Facilities: **Four** manufacturing facilities, comprising of three APIs manufacturing facilities and One Engineering Facility along with the Plant & Machinery in Tarapur Industrial Area of MIDC, Maharashtra. The aggregate installed capacity of the manufacturing facilities are approximately 111 MT/p.m.

03

Product Portfolio's: BHL would be manufacturing APIs like Mefenamic Acid, Artemether Lumefranrine, Aceclofenac, Albendazole and Nimesulide, at the above manufacturing facilities. These APIs are primarily used in pain management, anti-malaria & tapeworm infection.

Transaction Details: BHL would fund these acquisitions through a combination of internal accruals and long term borrowing.

POST ACQUISITION STRENGTHS

- Post-acquisition, the manufacturing capabilities of the company would increase considering the incremental volume of the added product line's.
- These manufacturing facilities would enable the company to access additional portfolio, opportunities further downstream into formulations.
- Product portfolios, manufactured at these facilities are highly complementary to the current priorities and future focus.
- These acquisitions will be highly profitable from operational commencement through a combination of top line growth, margin accretive and building newer synergies.
- These manufacturing facilities are accredited by international regulatory agencies.
- Readily available domestic and global market for the products manufactured at these facilities.
- Creating value for all its stakeholders as it leads to the generation of a "critical mass" of resources necessary to outperform the competition.
- The consolidated market share of the company would increase appreciably, in the segment it operates & the products, it offers.

STRONG IN-HOUSE R&D CENTRE



- Our R&D centre is accredited by Department of Scientific & Industrial research, Ministry of Science and Technology, GOI.
- Our Professionals have hands-on experience of handling state of art research methodologies.
- R&D laboratory is well equipped with latest facilities to develop new products.
- Our expertise encompasses in advance asymmetric synthetic research methodologies and process research.
- Focus on developing novel non-infringing routes of synthesis for highly recommended APIs, Nutraceuticals & other related substances through commercially viable & environment friendly process.
- Our team consists of 1 PhD & 12 Post Graduates with relevant experience in API's/Bulk drug industry.
- Continuous focus on developing cost effective processes.
- Focus on developing a) New molecules b) Improving the product quality c) Efficiency in pharma formulations.

PRODUCT DEVELOPMENT THROUGH REVERSE ENGINEERING

- Reverse engineering of a product's formulation, is a necessary process to create generic drugs.
- In-house team to monitor off patented products & their demand analysis.
- Team of experts to work on reverse engineering on off patented products.
- Dedicated R&D centres for pharmaceutical deformulations.
- In house R&D centre for identification, quantification & characterization of APIs and Excipient.
- Various analytical method are applied such as HPLC, FTIR, TLC etc.
- Submit the dossiers of bioequivalence to the original products to appropriate authority.
- Get the product approved from the appropriate authority.



PRODUCTS UNDER DEVELOPMENT: OFF-PATENTED PRODUCTS



- Brivaracetam *
- Alogliptin *
- Tigecycline
- Ertapenem
- Rivaroxaban *
- Acotiamide Hydrochloride
- Leflunomide BP/EP/USPOlmesartan Medoxomil BP/EP/USP

Note: * Products protected with valid patents are not offered for sale in countries, where the sale of such products constitutes a patent infringement and its liability is at buyer's risk.

PROPOSED AGGREGATE INSTALLED CAPACITY

Particulars	Active Pharma Ingredients	Intermediates	Formulations
Existing Capacity	615 MT/p.m.	33 MT/p.m.	92 mn pcs/p.m
Additional Capacity: Manufacturing facility of Vetpharma Ltd.,	-	61 MT/p.m.	-
Additional Capacity: Manufacturing facilities to be acquired of Nutraplus India Ltd.,	111 MT/p.m.	-	-
Total Capacity	726 MT/p.m.	94MT/p.m.	92 mn pcs/p.m.

Note: The production capacity depends on the product mix and may change if there is any alteration/amendment in the product portfolios

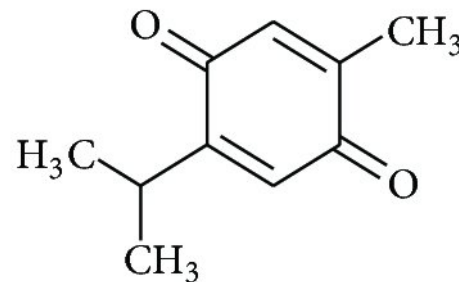
STAR PERFORMERS – ASCORBIC ACID, CITICOLINE SODIUM & CHLORHEXIDINE BASE

01 Ascorbic Acid:

- BHL one of the leading manufacturer of Ascorbic Acid with dedicated facility.
- **Enjoys credible share in domestic market.**

02 Ascorbic acid derivatives:

- Ascorbic acid coated (Stearyl Alcohol).
- Ascorbic acid coated (Ethyl cellulose).
- Ascorbic acid coated (HPMC).
- Ascorbic acid coated (Tri glyceryl Stearate).



03 Application Industry:

- Used in Food and Beverage industry as a Preservative, Antioxidant, Acidity Regulator.
- Used as Nutritional Supplement and Antioxidant for Cosmetics & Pharmaceuticals.
- Used in skin and hair care products.
- Used in treatment of diseases like Scurvy, prevention of Cardiovascular Diseases and as a treatment for common cold.

04 Manufacturing Facility:

State of Art Manufacturing facility with an aggregate capacity of 1500 MT/p.a. Powder processing area is well equipped with HVAC system with controlled air temperature requirement of class 100000.

05 Citicoline Sodium:

- BHL one of the leading manufacturer of Citicoline Sodium.
- BHL's key expertise lies in manufacturing of intermediates for Citicoline Sodium (i.e. Calcium Phosphoryl Choline Chloride).
- Citicoline Sodium are supplied as per customers specification (i.e. Tablet grade and Injectable grade (Non-sterile).

06 Trait of Citicoline Sodium:

- Citicoline Sodium is a nutritional supplement and source of choline and cytidine with potential neuroprotective and nootropic activity.
- It is used in treatment of early-stage Alzheimer's Disease.
- Improves memory.
- Improves cognition in elderly patients.
- Improves visual function in patients with Glaucoma.

07 Manufacturing Facility:

State of Art Manufacturing facility with an aggregate capacity of 60 MT/p.a. Powder processing area is well equipped with HVAC system with controlled air temperature requirement of class 100000.

08 Chlorhexidine Base:

- BHL manufacture CH base for captive consumption, for manufacturcing of CHG Solution.
- Strong domestic and international presence in CH base.
- With EDQM's approval, we will penetrate further in International market like European countries.

09 Trait of Chlorhexidine Base:

- It is used as disinfectant and topical anti-infective agent for mouthwash, to prevent oral plaque.
- Chlorhexidine Base is Biguanide compound used as an antiseptic agent with topical antibacterial activity.
- Chlorhexidine Gluconate is a well-known additive in the medical field to provide or enhance antiseptic properties including oral rinse, medical dressings etc.
- Dosage forms: Oral rinse/Mouthwash, Skin Wipes, Antiseptic Skin Cleanser, Sanitizer, Toothpaste, and Antiseptic Cream.

IN-HOUSE QA/QC LABORATORY

01

To focus on quality checks, analysis and developing latest process improvements and production cost efficiencies.

02

Each Facility has a dedicated QC /QA with microbiology lab for testing the raw materials and the finished products.

03

Our Quality control department is well equipped with all the latest sophisticated, analytical instruments.

04

All our labs are fully equipped to conduct pre and post manufacturing.

05

Studies, prototype development, scale-up and optimization procedures.

06

Ours labs are CGMP certified, and we strictly follow the CGMP guidelines.

07

All our labs are managed by professional with strong technical background.



CERTIFICATION AND QUALITY

APIs Savli Unit, Gujarat

- ISO 9001:2015 certified for its management system for Manufacture and Supply of Bulk Drugs, Drug Intermediates, Fine Chemicals and Speciality Chemicals.
- HACCP certification since 2012, issued by TUV NORD CERT GmbH, Germany, for manufacturing of various food products.
- Star-Kosher and OK Kosher certification for exporting almost 34 products
- GMP certification issued by the state FDA for the manufacture of Bulk Drugs/APIs.
- Certificate from CDSCO i.e. Written Confirmation for exporting products into European Union (EU) Countries.
- Accredited with EU-GMP Certification from Croatia.
- Certificate of Suitability (CEP) for the product- Chlorhexidine Gluconate 20% Solution from EDQM authority
- MFDS (KFDA) Certificate for the product- Theobromine
- Halal Certificate
- FSSAI License from FDA, Gujarat
- FSSC 22000 from TUV NORD CERT GmbH, Germany
- WHO-GMP Certificate from FDA, Gujarat

APIs Tarapur Unit, Maharashtra

- ISO 9001:2015 certified for the Manufacture and Supply of Bulk.
- Drugs, Drug Intermediates, Fine Chemicals and Speciality Chemicals. GMP certification by the state FDA for the manufacture of Bulk Drugs/APIs.

APIs Panoli Unit, Gujarat

- ISO 9001:2015 certified for its management system for Manufacture and Supply of Bulk Drugs, Drug Intermediates, Fine and Speciality Chemicals.
- WHO-GMP certification issued by the state FDA for the manufacture of Bulk Drugs /APIs.
- Halal & Kosher (Star K and OK Kosher) Certificates

Formulations Unit, Vadodara, Gujarat

- ISO 9001:2015 certified for its Quality Management Systems.
- WHO – GMP certification for the manufacturing of Capsules, Oral Powder and Tablets.
- FSSAI from FDA, Gujarat
- Certificate of product registration from FDA, Philippines for Hydroxychloroquine sulphate



OUR DIFFERENTIATE BUSINESS STRUCTURE

Strategies

- Grow inorganically
- Focus on R&D
- Increase product portfolios
- Widen global footprint

Marketing

- Sales and Market development
- International tie-ups

Manufacturing Plant

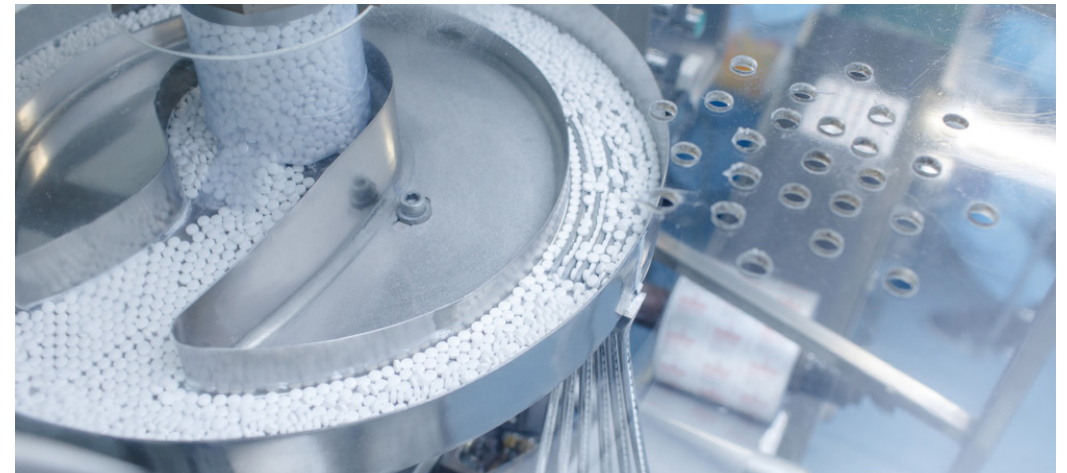
- 6 APIs manufacturing Units
- 2 Intermediate manufacturing Units
- 1 Formulation Unit

R&D

- In house R&D centre
- Accredited by Department of Scientific & Industrial research, Ministry of Science and Technology, GOI.
- Focus on Off patented products
- Strong R&D team

Financial Management

- Efficient working capital management
- Healthy Credit rating



INDUSTRY DYNAMICS - GLOBAL & DOMESTIC

GLOBAL PHARMACEUTICAL MARKET:

As per the research, the global pharmaceutical industry will be worth USD 1.57 trillion by 2023. The growth in this market is predicted on the basis of various factors like market drivers, current and upcoming trends, current growth pattern, and market challenges.

North America is expected to retain its leading position in the global pharmaceuticals market with market share of 45.33% in 2023 improving on its market share compared to 2017. Europe on the contrary is expected to see a decline in its market share compared to 2017 and be worth 20.24% of global pharma industry in 2023. Asia Pacific pharmaceuticals market is expected to retain its second position with a market share of 24.07% in 2023. Latin America and Middle East and Africa (MEA) are expected to retain 7.53% and 2.96% market share of global pharmaceuticals market in 2023.

Source: https://www.reportlinker.com/p05750669/Global-Pharmaceuticals-Industry-Analysis-and-Trends.html?utm_source=GNW



INDIAN PHARMACEUTICAL MARKET



Indian pharmaceutical sector industry supplies over 50 percent of global demand for various vaccines, 40 per cent of generic demand in the US and 25 per cent of all medicine in UK. India contributes the second largest share of pharmaceutical and biotech workforce in the world. The pharmaceutical sector in India was valued at US\$ 33 billion in 2017. India's domestic pharmaceutical market turnover reached INR 129,015 crore (US\$ 18.12 billion) in 2018, growing 9.4 per cent year-on-year (in INR) from INR 116,389 crore (US\$ 17.87 billion) in 2017. In February 2019, the Indian pharmaceutical market grew by 10 per cent year-on-year.

With 71 per cent market share, generic drugs form the largest segment of the Indian pharmaceutical sector. Based on moving annual turnover, Anti-Infectives (13.6%), Cardiac (12.4%), Gastro Intestinals (11.5%) had the biggest market share in the Indian pharma market in 2018.

The 'Pharma Vision 2020' by the government's Department of Pharmaceuticals aims to make India a major hub for end-to-end drug discovery. The sector has received cumulative FDI worth US\$ 15.93 billion between April 2000 and December 2018. Under Budget 2019-20, allocation to the Ministry of Health and Family Welfare increased by 13.1 per cent to INR 61,398 crore (US\$ 8.98 billion). Indian pharmaceutical sector is expected to grow at a CAGR of 15 per cent in the near future and medical device market expected to grow \$50 billion by 2025.

Source <https://www.ibef.org/industry/pharmaceutical-india.aspx>

BUSINESS STRATEGY

- To focus on domestic market for APIs Vildagliptin, Ticagrelor, Theobromine, Ascorbic Acid.
- To focus on global market for APIs Vildagliptin, Sitagliptin, Deferasirox, Chlorhexidine Gluconate, Fosfomycin, Theobromine, Octenidine Hydrochloride.
- To focus on meaningful acquisitions in the business segment, the company operates.
- To increase market share globally through deeper penetration..
- Focus to add more Finished Dosage Formulation (FDF) and customers in formulation business.
- To add more products in Active Pharmaceutical Ingredient (APIs) & intermediates: through reverse engineering.
- To focus on APIs Product registrations in the international market.
- Bajaj will strive for operational excellence and moderate costs to drive profitability.
- Focus would be on export, for better and higher realizations.
- Strengthened the product mix & product portfolios.
- To minimize concentration risk of raw material procurement through China.
- To add more value added products in our product profile.
- To increase raw material inventory holding; short term target.



LEADING PRODUCTS

Active Pharmaceutical Ingredient (APIs)



Ascorbic Acid

CH Base and Its Derivatives

Citicoline Sodium

Carbamazepine

Theobromine

Ferrous Ascorbate

Doxofylline

Oxcarbazepine

Choline Bitartrate & Its Derivatives

Octenidine Hydrochloride

Vildagliptin (Anti-Diabetic)

Ticagrelor (Anti-Platelet)

Diosmin (Phebotropic Drug used in treatment of Venous Disease)

Hesperidin (Phebotropic Drug used in treatment of Venous Disease)

CLIENTELE: DOMESTIC AND GLOBAL

APIs TOP CLIENTS - DOMESTIC



Sun Pharma Ltd.



Pfizer Ltd.



Abbott Healthcare P. Ltd.



Glaxosmithkline Pharmaceuticals Ltd.

APIs TOP CLIENTS - GLOBAL

BAJAJ MEDICAL

Bajaj Medical Llc

Lonza

Lonza Group

INTERQUIM

Interquim S.a.



Nestle Group



Evonik Industries AG

FORMULATION'S TOP CLIENTS - DOMESTIC



Koye Pharmaceuticals



USV LIMITED

Usv Pvt.Ltd.



Intas Pharmaceutical Ltd.

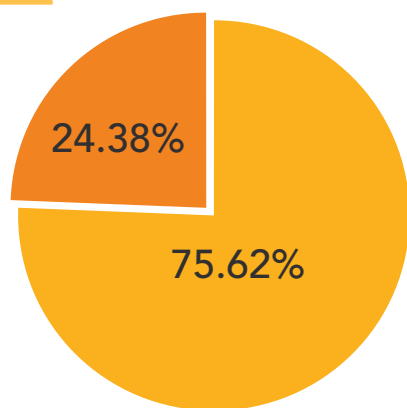


Sun Pharma Ltd.

BUSINESS REVENUE MIX (% TERMS)

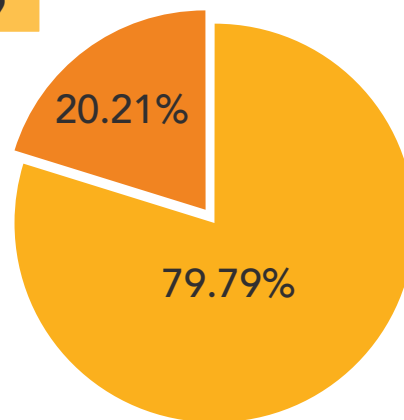
Particulars (INR MN)	FY2018	(%)	FY 2019	(%)	FY 2020	(%)
Domestic sales	2473.63	75.62	3953.67	79.79	3173.36	77.40
Export sales	797.45	24.38	748.07	20.21	926.72	22.60
	3271.09	100	3701.74	100.00	4100.08	100.00

FY18



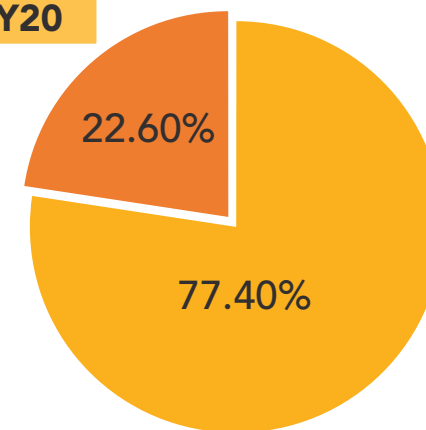
■ Domestic sales ■ Export sales

FY19



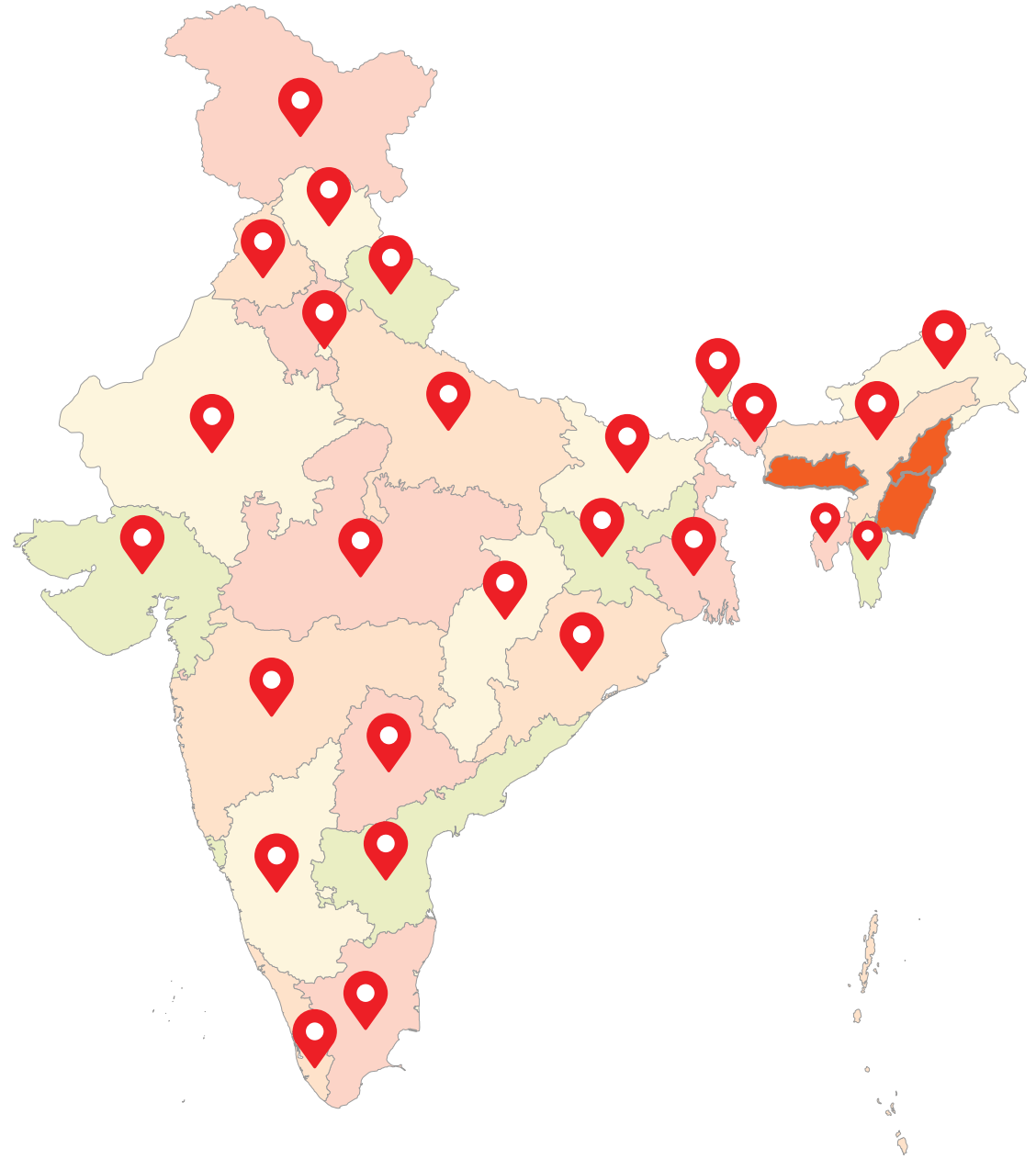
■ Domestic sales ■ Export sales

FY20

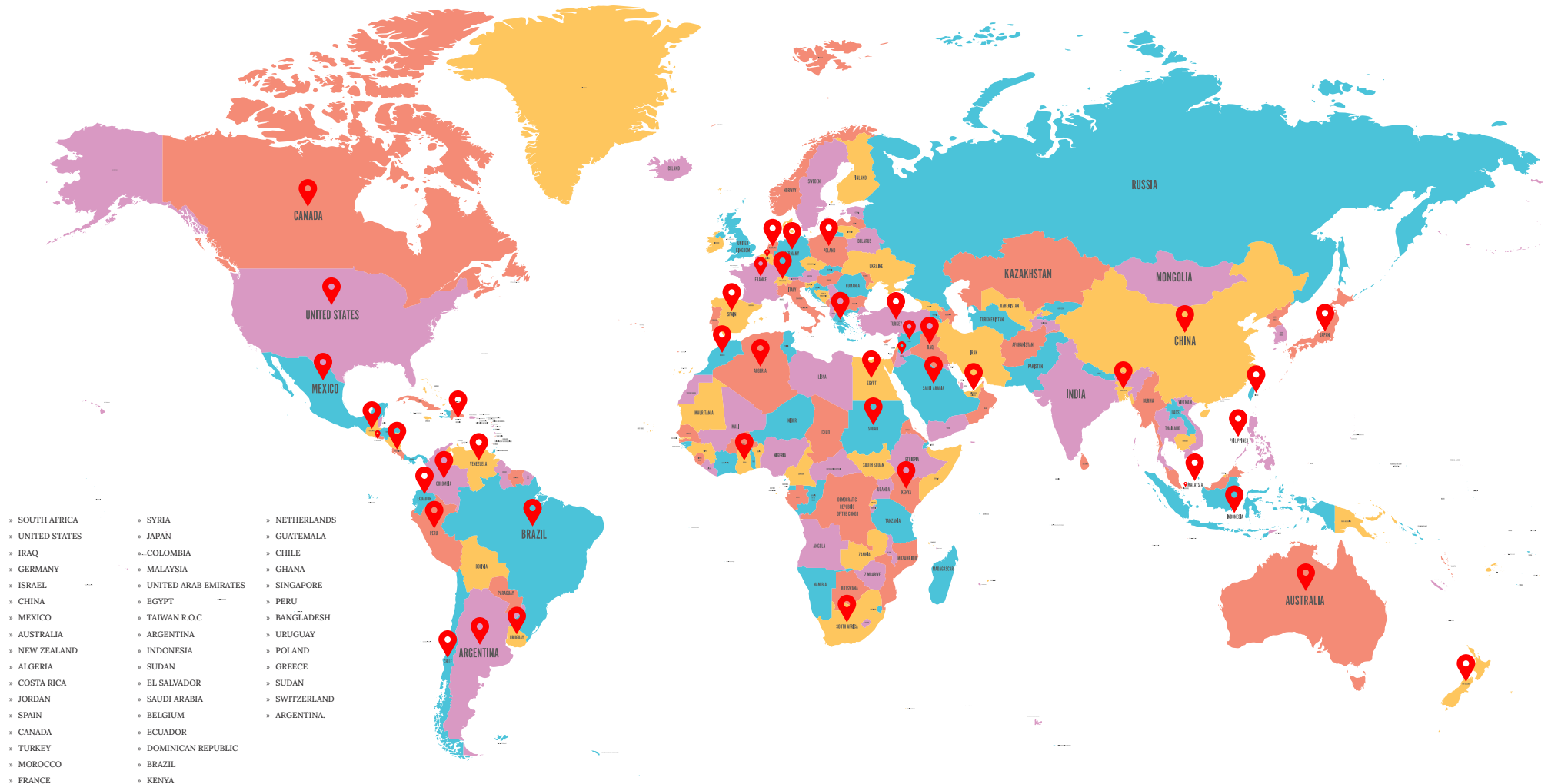


■ Domestic sales ■ Export sales

PAN INDIA PRESENCE

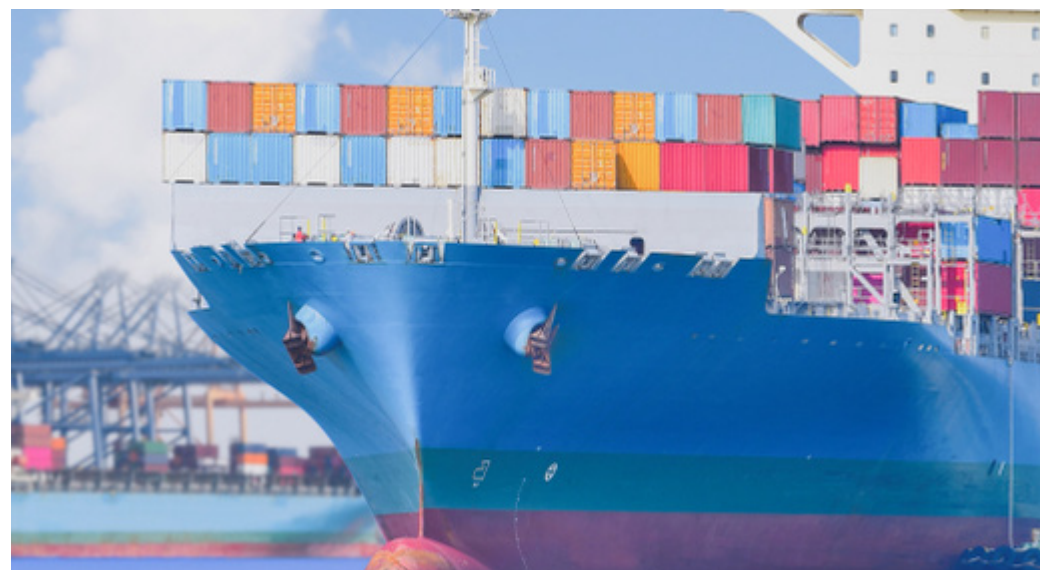


OUR GLOBAL PRESENCE



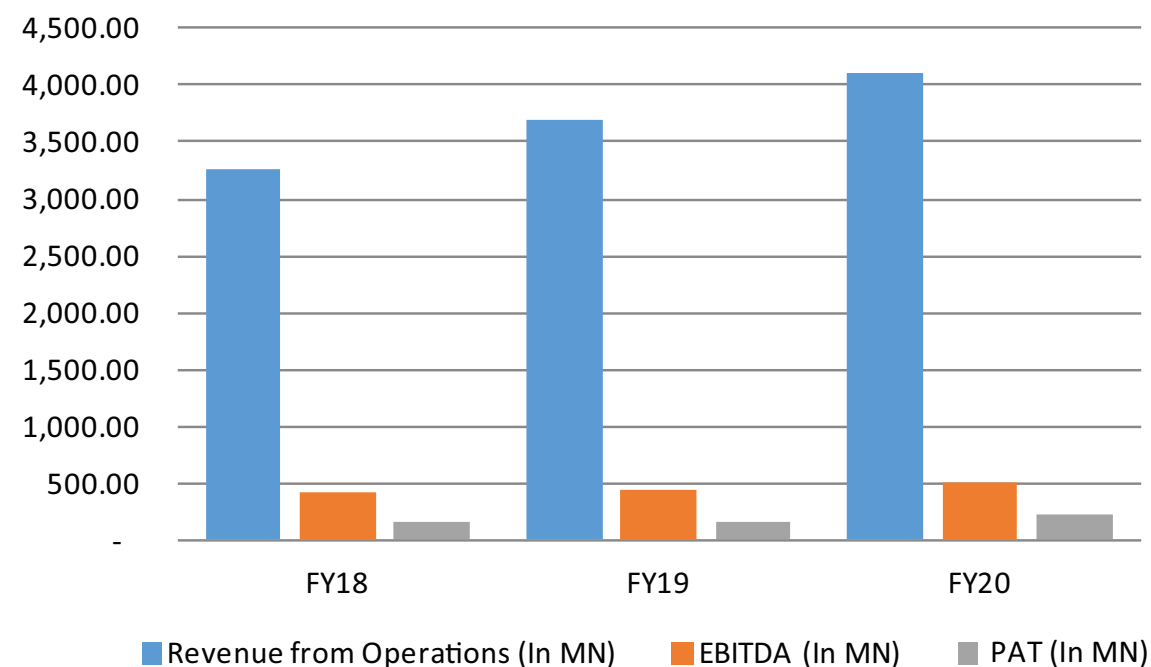
EXPORT...HOW WE HAVE GROWN?

Particulars (INR MN)	FY17	FY18	FY19	FY20
Export Sales	667.20	797.45	748.07	926.72
No. of Countries	38	51	45	42



EXHIBITING VALUES OVER THE YEAR

Particulars (INR MN)	FY18	FY19	FY20
Revenue from Operations (In MN)	3,271.09	3,701.74	4,100.08
Sales Growth	41.82%	13.17%	10.76%
EBITDA (In MN)	412.92	435.98	510.24
EBITDA Margin	12.62%	11.75%	12.35%
PAT (In MN)	151.86	163.10	225.00
PAT Margin	4.64%	4.41%	5.49%
Diluted EPS (INR)	22.01	23.64	16.31
Diluted EPS Growth	93.58%	7.40%	-31.03%
ROCE	22.04%	21.53%	21.67%
ROE	13.37%	12.63%	14.84%



CONSOLIDATED PROFIT/LOSS ACCOUNT

Particulars (INR MN)	FY19	FY20
Revenue from Operations	3,701.74	4,100.08
Other Income	9.72	31.79
Total Revenue	3,711.45	4,131.88
Total Expenses	3,469.76	3,807.36
EBITDA	435.98	510.24
EBITDA Margin (%)	11.75%	12.35%
Depreciation	114.10	121.23
Finance Cost	80.18	64.00
PBT before Exceptional Item	241.70	324.51
Exceptional Items	-	-
PBT	241.70	324.51
Tax	78.59	99.52
PAT before Minority Interest	163.10	225.00
Minority Interest	-	-
Share of profit of associate	-	-
PAT	163.10	225.00
PAT Margin %	4.39%	5.45%
Diluted EPS	23.64	16.31

Financial Profile:

- BHL posted a buoyant operating performance by growing product mix and expanded volumes and lower finance costs.
- Revenue from operations increased by 10.76% from INR 3701.74mn in FY19 to INR 4100.08mn in FY20.
- The EBITDA increased by 17.03% from INR 435.98mn in FY19 to INR 510.24mn in FY20.
- Finance cost reduced by 19.56% from INR 80.10mn in FY19 to INR 64.49mn in FY20.
- Net profit increased by 37.95% from INR 163.10mn in FY19 to INR 225.00mn in FY20.
- PAT margins increased by 24% from 4.39% in FY19 to 5.45% in FY20.
- Return on Capital Employed(ROCE) increased by 14bps from 21.53% in FY19 to 21.67% in FY20.
- Return on Equity (ROE) increased by 221bps from 12.63% in FY19 to 14.84% in FY20.



CONSOLIDATED BALANCE SHEET

Assets (INR MN)	FY19	FY20
Fixed Assets		
Tangible Assets	1,284.97	1,347.25
Intangible Assets	-	-
Capital Work in Progress	11.78	54.46
Intangible Assets under development	-	-
Total Fixed Assets	1,296.75	1,401.71
Non Current Investment & Other Financial Asset	0.03	50.03
Deferred Tax & Other tax Assets	-	-
Other Non-Currents Assets	-	-
Goodwill	-	-
Current Assets		
Current Investment		
Inventories	300.48	392.75
Trade Receivable	781.27	1,001.32
Cash & Cash Equivalent	78.62	41.59
Bank Balances other than cash & cash Equivalent	-	-
Other Financial Assets	-	-
Other Current Assets	211.33	370.06
Total Current Assets	1,371.69	1,805.72
Total	2,668.47	3,257.46

Liabilities (INR MN)	FY19	FY20
Shareholders Fund		
Share Capital	69.00	137.99
Reserve and Surplus	819.83	982.22
Revaluation Reserves	402.24	395.85
Money Received against Share Warrant/Share Application Money Pending	-	-
Total Shareholders Fund	1,291.06	1,516.06
Minority Interest	-	-
Non-Current Liabilities		
Long term Borrowing	173.93	235.78
Other Financial Liabilities	-	-
Deferred Tax Liabilities	15.89	22.06
Other Long term Liabilities	-	-
Long Term Provision	14.24	20.89
Total Non Current Liability	204.06	278.74
Current Liabilities		
Short Term Borrowing	548.86	584.33
Trade Payable	299.85	477.07
Other Current Liabilities	256.19	309.57
Other Financial Liabilities	-	-
Short Term Provision	68.45	91.69
Current Tax Liabilities	-	-
Total Current Liabilities	1,173.35	1,462.66
Total	2,668.47	3,257.46

FORWARD LOOKING STRATEGY & GUIDANCE

- Focus to generate growth through additional capacities, strengthen our culture, austerity and enhance shareholders value.
- To enhance the product portfolios in intermediates, APIs and formulations.
- Focus to strengthen the board, by appointing reputed corporate professionals.
- Growing geographical foot print in international market from 51 countries to 100 countries over the next few years.
- Focus to launch 7 products through reverse engineering in intermediates and APIs by 2022.
- To increase the share of formulation business by adding more FDF & increasing the no of customers.
- Revenue to grow by 20% - 25% CAGR in FY 2021 and FY 2022.
- Margin will expand further in FY21 on the back of acquisition and addition of specialty intermediates.
- Focus to get the company migrated on NSE main board in this fiscal year.
- Holding period of raw material inventory to increase; to create cost efficiency.
- Focus to get all the manufacturing facilities accredited with the International regulatory agencies.
- To set up greenfield project on an industrial plot at Dahej, Gujarat.



SHAREHOLDING PATTERN & MARKET INDICATORS

Shareholding Pattern

Shareholding Pattern As on June, 2020

Category of Shareholder	No of shareholders	No of shares held	Percentage
(A) Promoter & Promoter Group	9	92,82,000	67.26%
(B) Public	2082	45,17,200	32.74%
Grand Total	2091	137,99,200	100%

Market Indicators

Stock Information	As on 30 June
No. of Equity Shares	137,99,200
Face value (INR)	10.00
Market Price (as on 30/06/2020)	272.51
52-week High/Low (In INR)	285/166.25
Market-Cap (In Mn)	3,760.42



CSR INITIATIVE- GIVING BACK

We believe that contributing back to the society is not only a RESPONSIBILITY but a COMMITMENT of our Company.

Our little value addition to the betterment of society is a part of our mission, in line with our commitment to human health.

Social Commitment is anchored in our business philosophy. By embedding sustainability consideration within our strategies, we seek to enhance health, safety and environment standards, reduce inequality amongst socially backward groups by extending necessary help and assistance, ensure accountability, increase the positive impact of our operations and reduce potential material risk.





Developed Isolation ward for Covid-19 at Rajasthan



Distribution of Sanitizer



Distribution Food





INVESTOR RELATIONS

Captive IR Strategic Advisors (P) Ltd

Mr. Vinayak Shirodkar/Krunal Shah



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THANK YOU



Bajaj Healthcare Ltd.

Your Trusted Associate In Pharmaceuticals & Healthcare Industry

Mr. Rupesh Nikam (CFO)



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