



13<sup>th</sup> November, 2020

<b>To,</b> <b>Department of Corporate Services</b> <b>BSE Ltd.</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001.	<b>To,</b> <b>The Manager,</b> <b>Listing Department,</b> <b>National Stock Exchange of India Ltd.</b> “Exchange Plaza”, C-1, Block G, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051.
<b>Ref.: Scrip Code No. : 540701</b>	<b>Ref. : (i) Symbol – DCAL</b> <b>(ii) Series – EQ</b>

**SUB: INVESTORS PRESENTATION ON UNAUDITED FINANCIAL RESULT FOR THE QUARTER AND HALF YEAR ENDED ON 30TH SEPTEMBER, 2020 – REGULATION: 30**

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, kindly find enclosed herewith Presentation on financial result for the quarter and half year ended 30<sup>th</sup> September, 2020 to be made to Analyst and Investors.

The aforesaid presentation is also being hosted on the website of the Company, [www.dishmangroup.com](http://www.dishmangroup.com) in accordance with the Regulation 46 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015.

Kindly take the same on your record.

Thanking You,

Yours faithfully,

**For, Dishman Carbogen Amcis Limited**

  
**Shrima Dave**  
**Company Secretary**



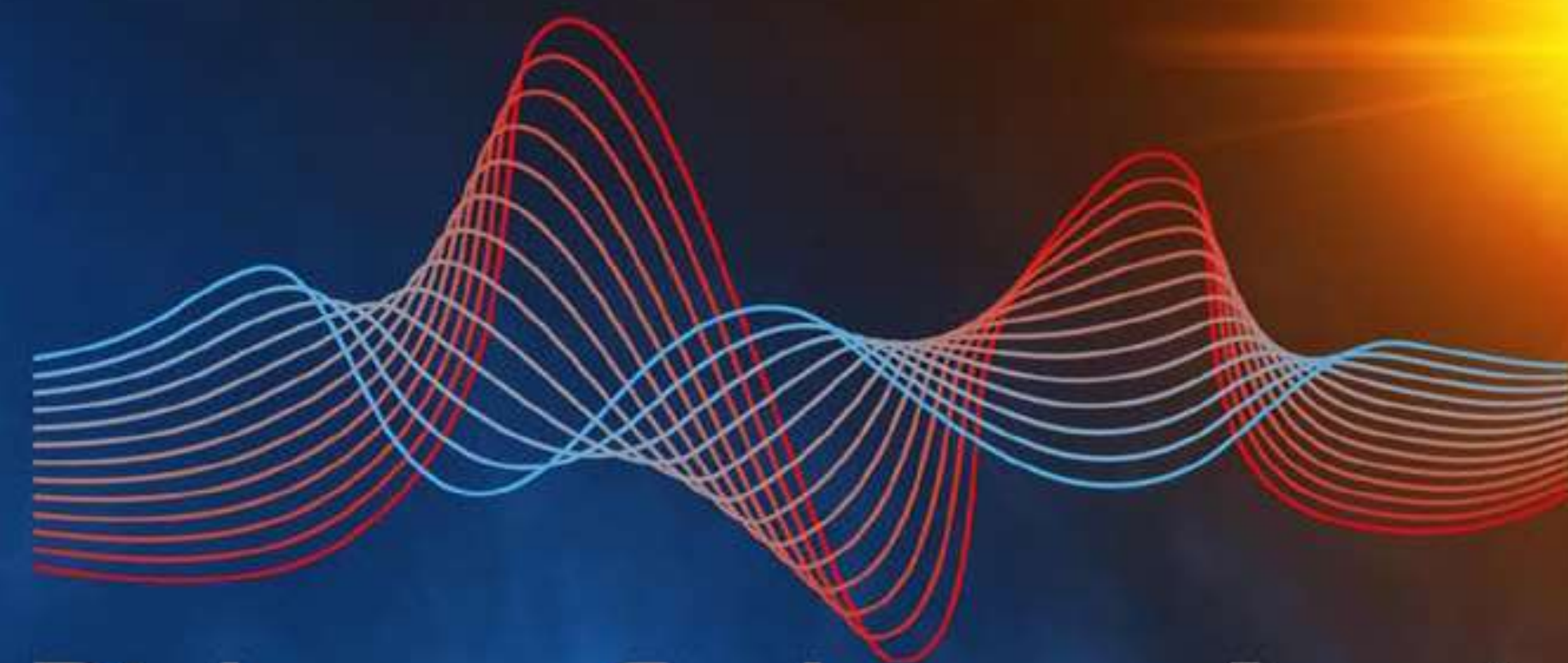
Encl.: As above

**Dishman Carbogen Amcis Limited**

Regd. Off.: DISHMAN CORPORATE HOUSE  
Iscon-Bopal Road, Ambli, Ahmedabad-380 058, Gujarat, India.  
Phone : +91 (0) 2717 420102 / 2717 420124

E-mail : [dcal@dishmangroup.com](mailto:dcal@dishmangroup.com)  
Website : [www.dishmangroup.com](http://www.dishmangroup.com)

Government Recognised Export House  
CIN No. : L74900GJ2007PLC051338



# Dishman Carbogen Amcis

OUR SYNERGY BRINGS YOUR SCIENCE TO LIFE

---

**Quarter ended September 30<sup>th</sup>, 2020**

**November 2020**

# SAFE HARBOR STATEMENT



This presentation and the following discussion may contain “forward looking statements” by Dishman Carbogen Amcis Limited (‘Dishman’ or the ‘Company’) that are not historical in nature. These forward-looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Dishman about the business, industry and markets in which Dishman operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Dishman’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Dishman.

In particular, such statements should not be regarded as a projection of future performance of Dishman. It should be noted that the actual performance or achievements of Dishman may vary significantly from such statements.

# Dishman in a Nutshell



**4** decades

*of Long-Standing Track Record in*

CRAMS

APIS

SPECIALTY CHEMICALS

**2,200+** Team Strength

*Committed Members Embracing our Culture of Innovation & Sustainability*

Dedicated Team/Scientist Working in R&D - 950+

50% of Technical Staff holding Ph.D

**25**

*Multi-Purpose MANUFACTURING FACILITIES Globally*

**28**

*RESEARCH & DEVELOPMENT and HIPO LABS*

**Global Health Authorities**

*Approved & Recognised by*

USFDA, MEB, SWISS MEDIC, ANSM, WHO, MFDS, PMDA

*Solving Complex Problems for*

**250+** Clients

**USD 160 M**

*BUSINESS PIPELINE / ORDER-BOOK*

**4**

*Successful IN-ORGANIC GROWTH TRANSACTIONS*

*Operations in*



India, Switzerland, UK, France and the Netherlands

**18** Phase III molecules

**04** New Products Commercialized (April 2019-June 2020)

**20** Total Commercialized Molecules

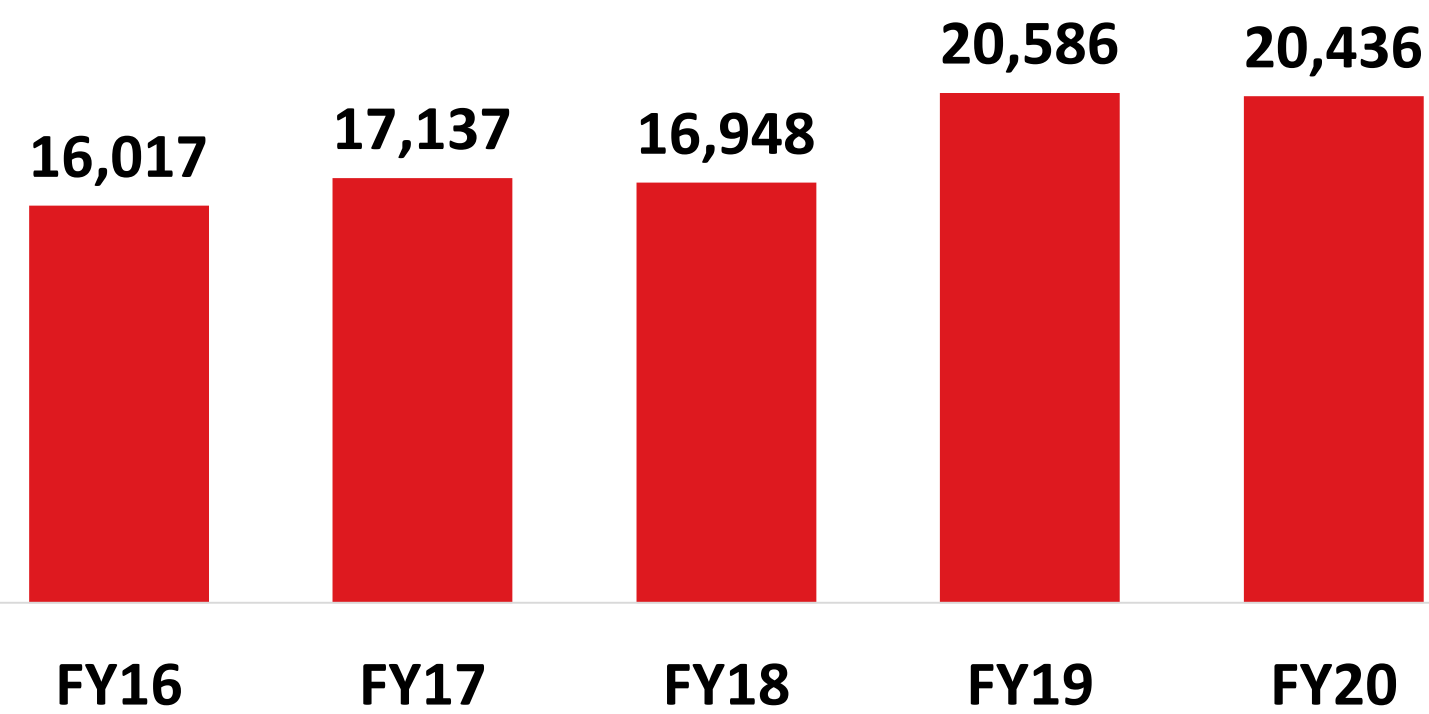
*Next phase of Vitamin D Analogues underway, with*

**2** patent applications

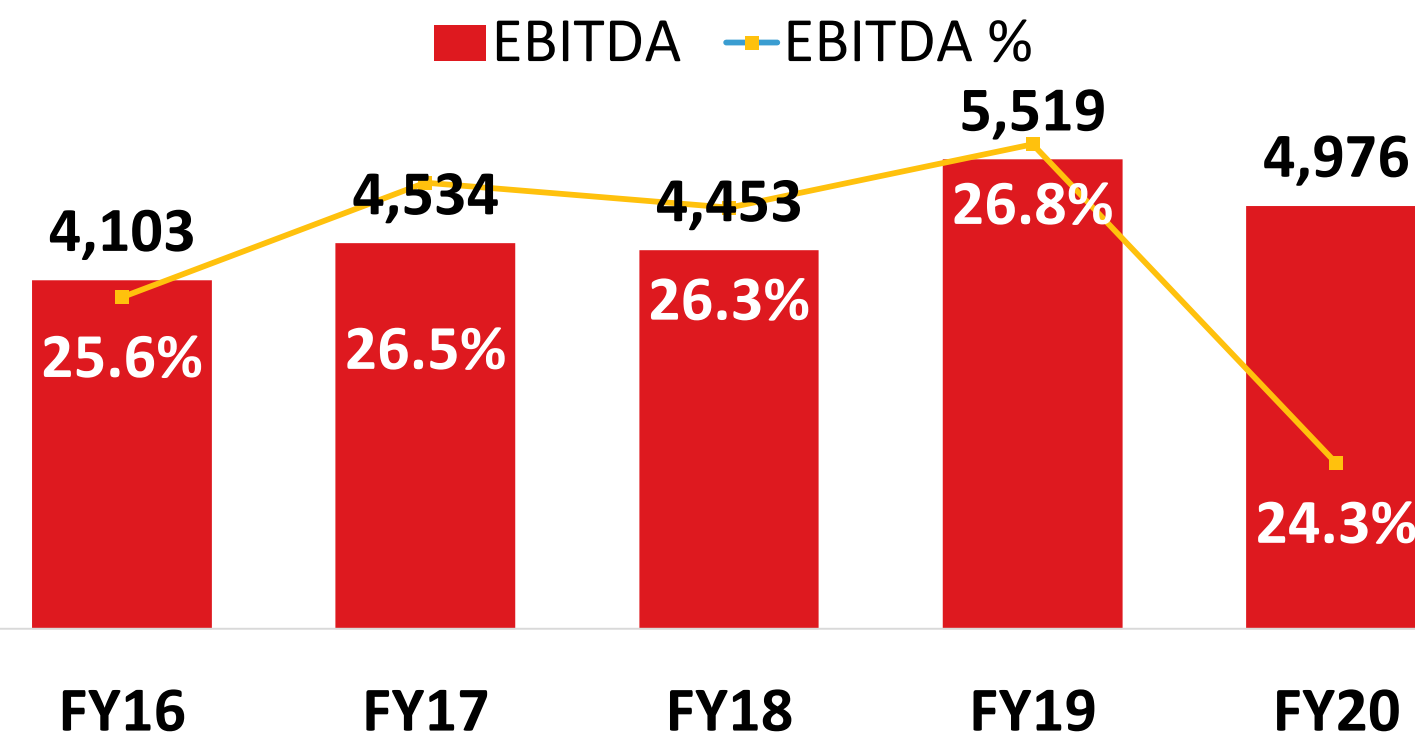
*and plans for Phase 1/2 trials in Obesity*

# Past Performance at a Glance

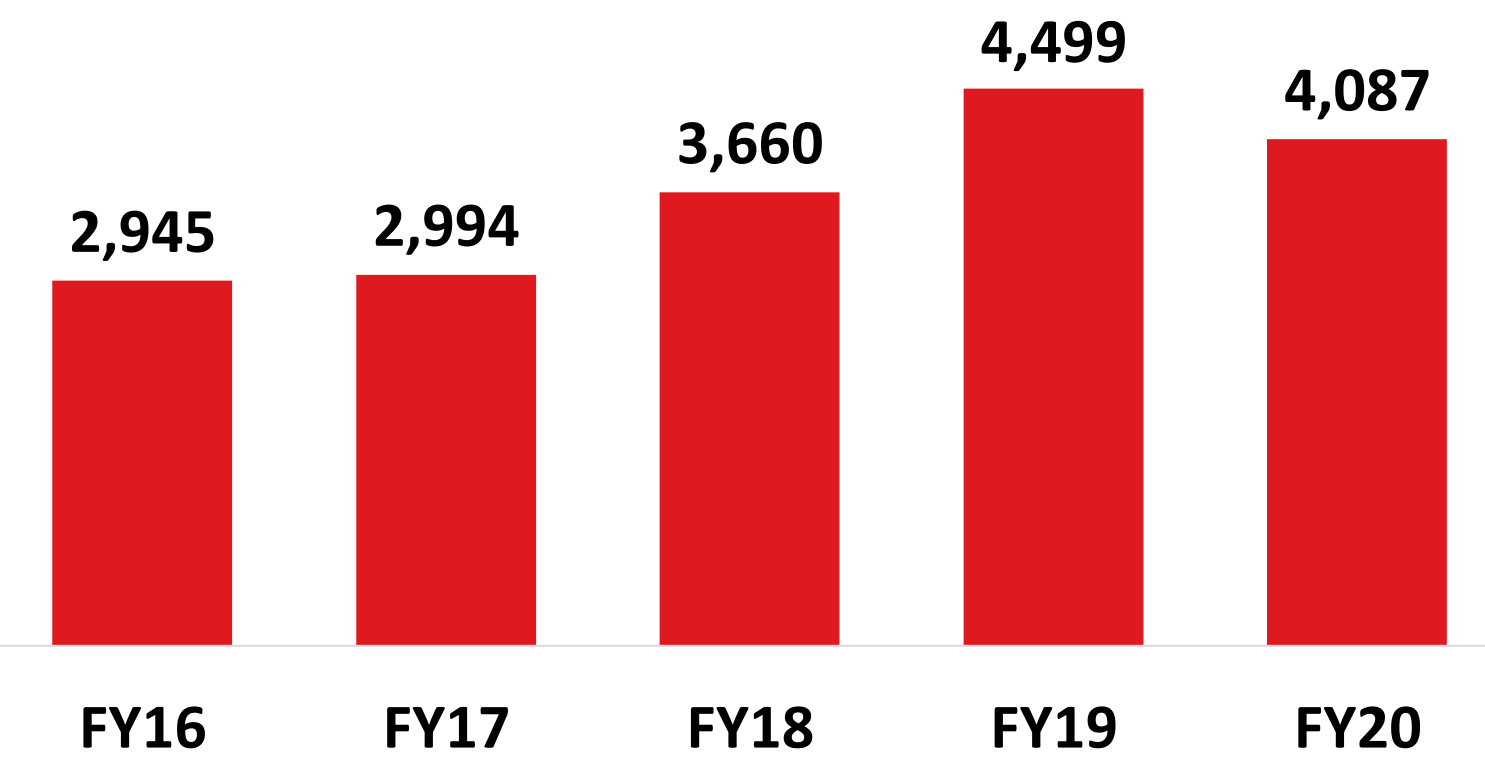
## Revenue from Operations (₹ mn)



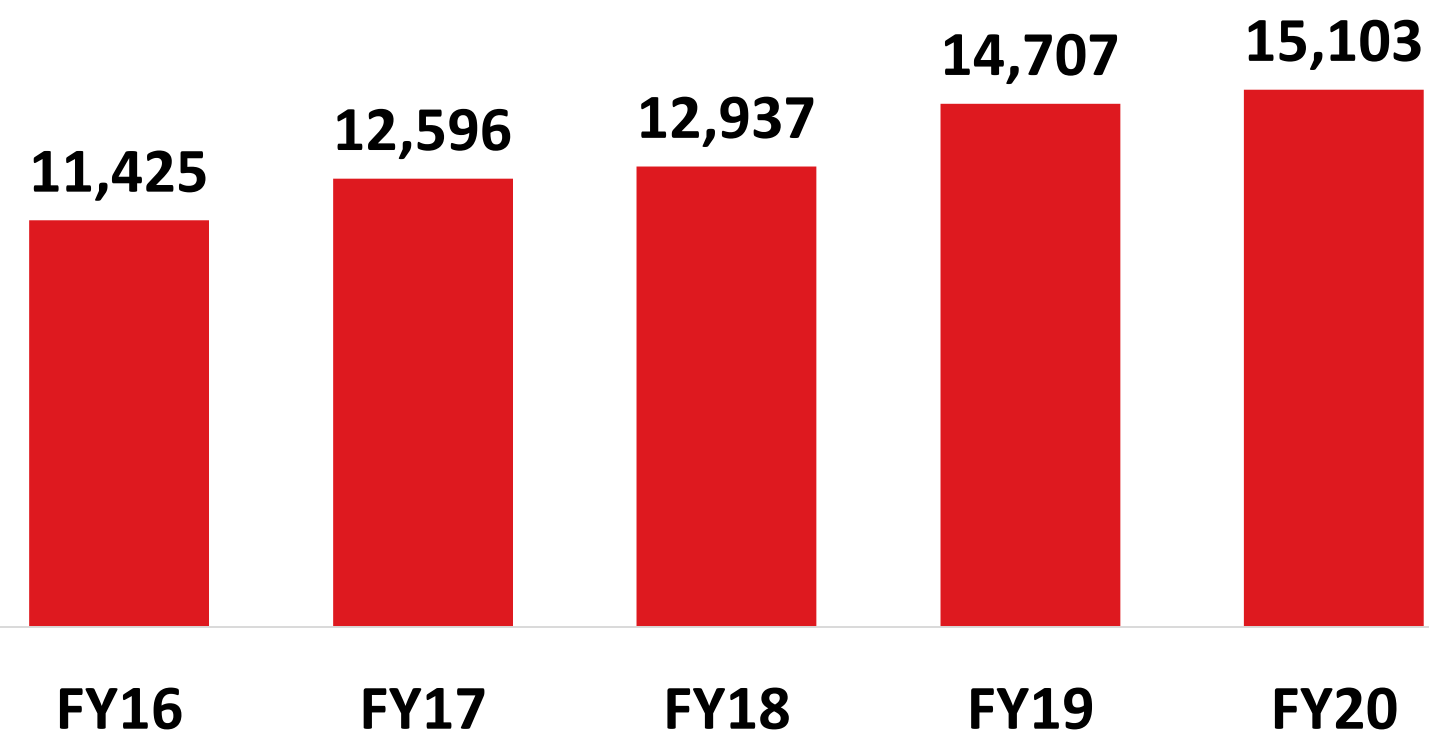
## EBITDA and EBITDA %



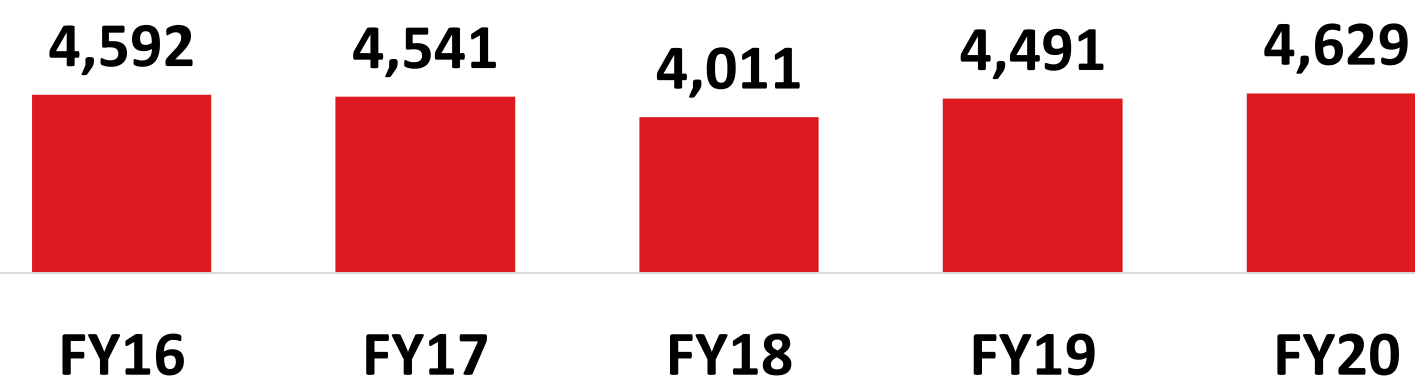
## Cash Profit (₹ mn)



## CRAMS (₹ mn)



## Marketable Molecules (₹ mn)



- The company has a strong basket of about 18 APIs in Phase III development.
- The company is focused on improving its capacity utilization at its manufacturing facilities by targeting small and mid-sized global biotech companies and diversifying across new geographies.
- Due to the current and prospective opportunities, the company has decided to set up additional development and small-scale manufacturing facilities in Switzerland and France.

# AGENDA

**01** **Quarter Highlights**

**02** **Company Overview**

**03** **Industry Overview**



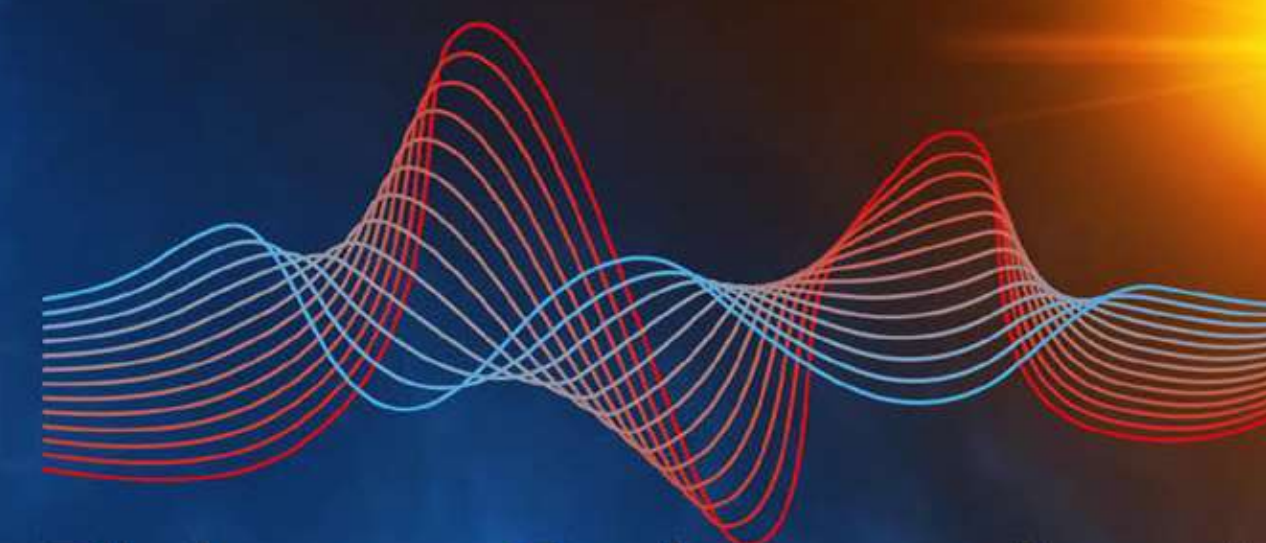
CARBOGEN  
AMCIS  
A Dishman Group Company



CARBOGEN  
AMCIS

A Dishman Group Company

# QUARTER HIGHLIGHTS



Dishman Carbogen Amcis

OUR SYNERGY BRINGS YOUR SCIENCE TO LIFE



## **Cautionary Statement**

The business was impacted due to European Directorate for the Quality of Medicines & HealthCare (EDQM) issues at the Bavla site for the company's product Dihydrocholesterol and due to Covid impact on the overall economy. As such, the results for the current quarter Q2 FY21 and H1 FY21 are not comparable with same quarter and first half FY20.

The performance is expected to normalize during upcoming quarters due to resumption of business operations on the back of unlocking of economy. Moreover, the company has appointed consultants to supplement the team in India in order to rectify the deficiencies highlighted during EDQM audit. The company had submitted the Corrective Action Plan to the EDQM authority on August 21, 2020 and started its implementation. On October 16, 2020, the company received the Final Audit Closure Report from EDQM, wherein the company's approach to remediate the deficiencies were considered as being appropriate.

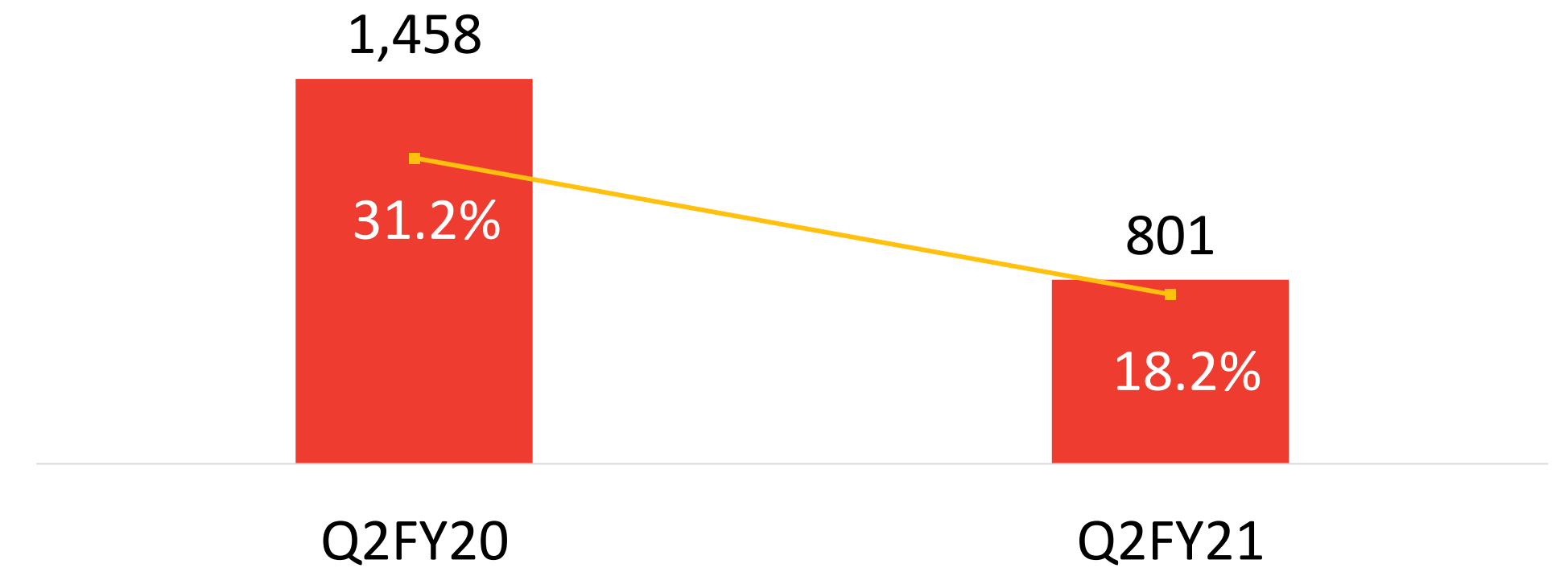


# Q2 FY21 RESULT HIGHLIGHTS

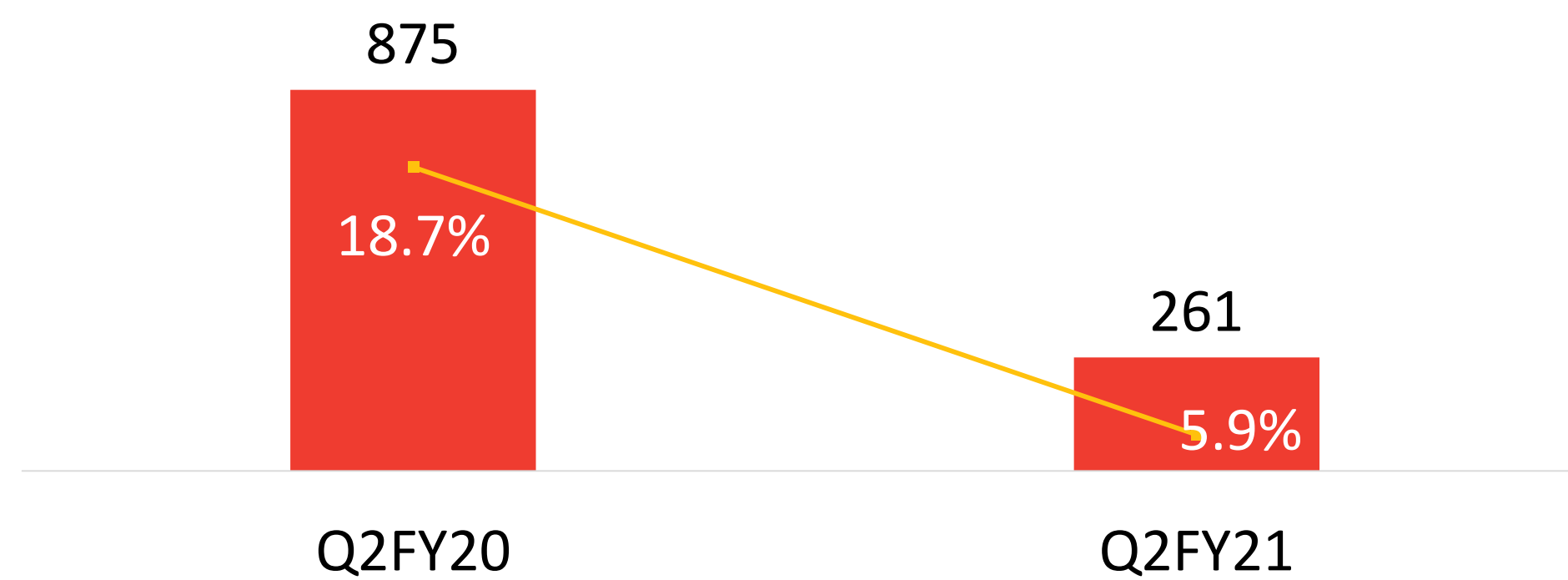
## NET REVENUE (₹ mn)



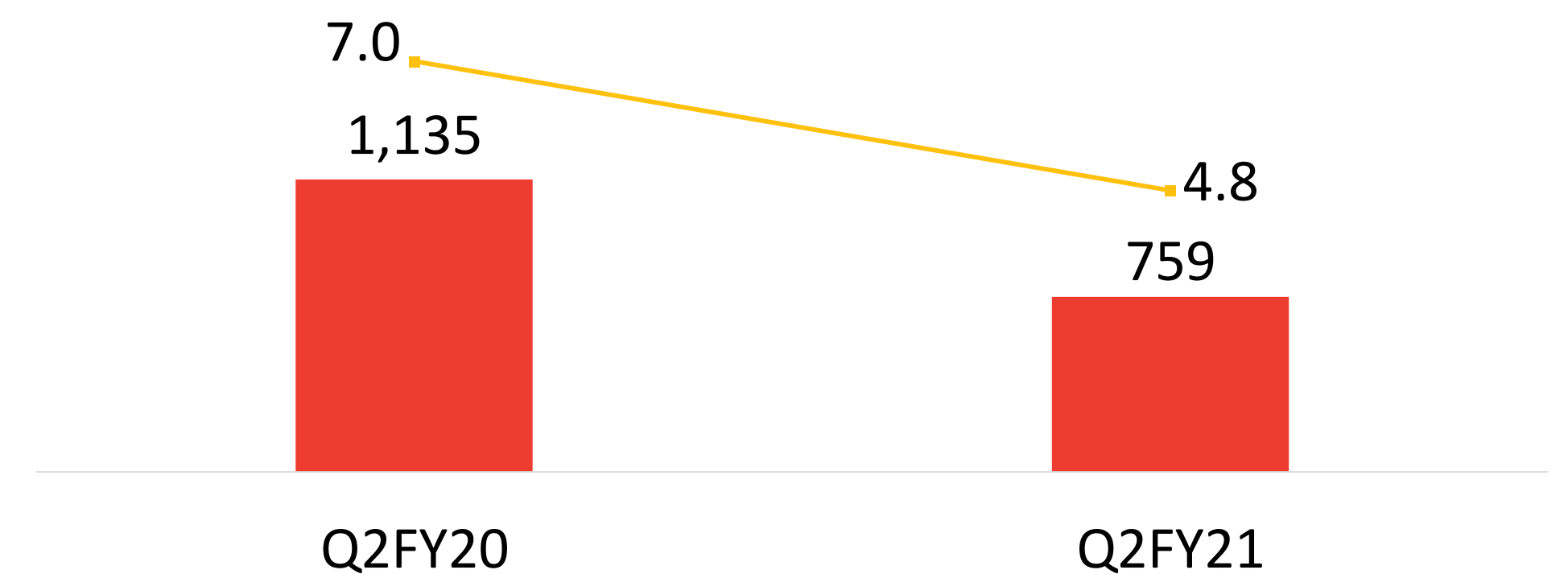
## EBITDA (₹ mn) & EBITDA MARGIN\*



## ADJUSTED PBT# (₹ mn) & PBT MARGIN



## CASH PAT@ (₹ mn) & CASH EPS



\*EBITDA excluding other income and Forex Gain/Loss

#PBT is adjusted to include the additional goodwill amortization of Rs. 221.1 mn

@Cash PAT = Adjusted PAT + (Depreciation - additional goodwill amortization), adjusted for merger impact  
Adjusted PAT = Adjusted PBT - Normalized tax rate of 25%

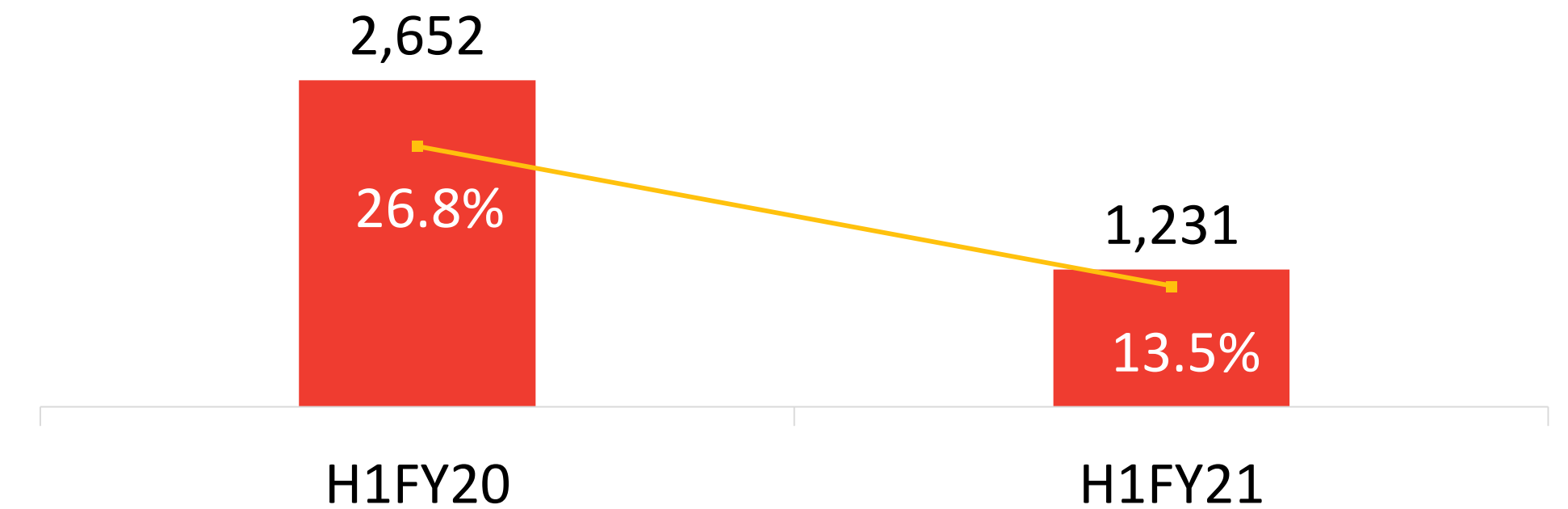
# H1 FY21 RESULT HIGHLIGHTS



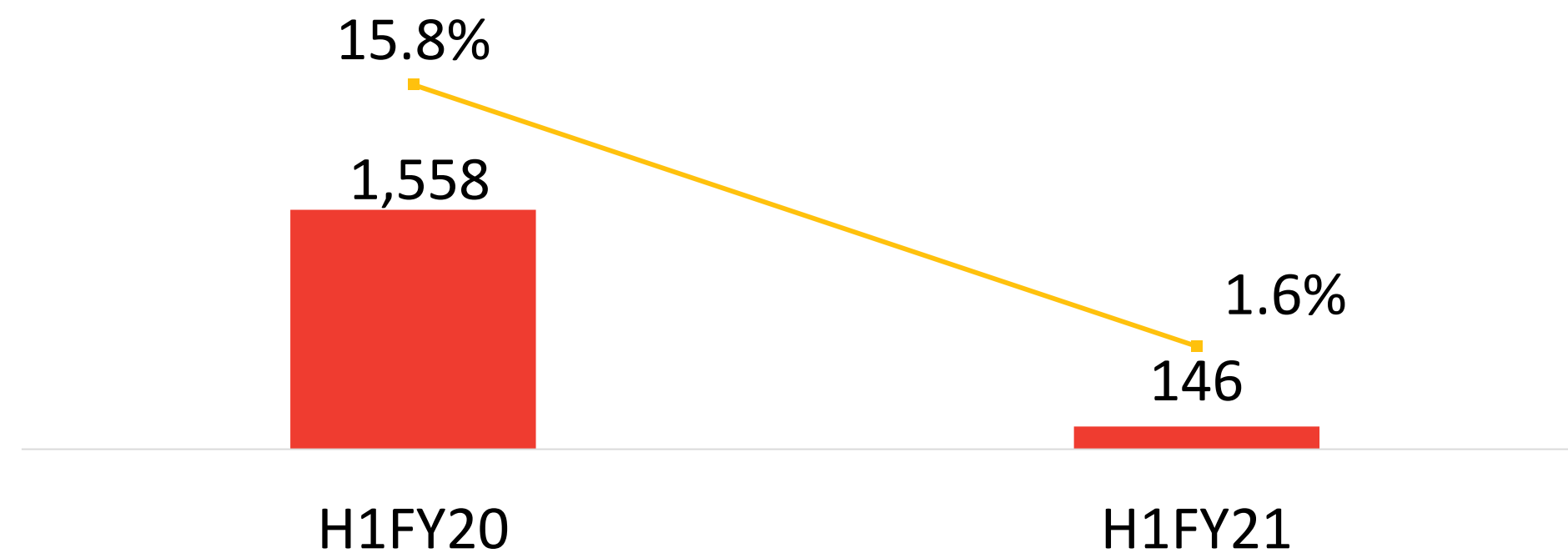
## Net REVENUE (₹ mn)



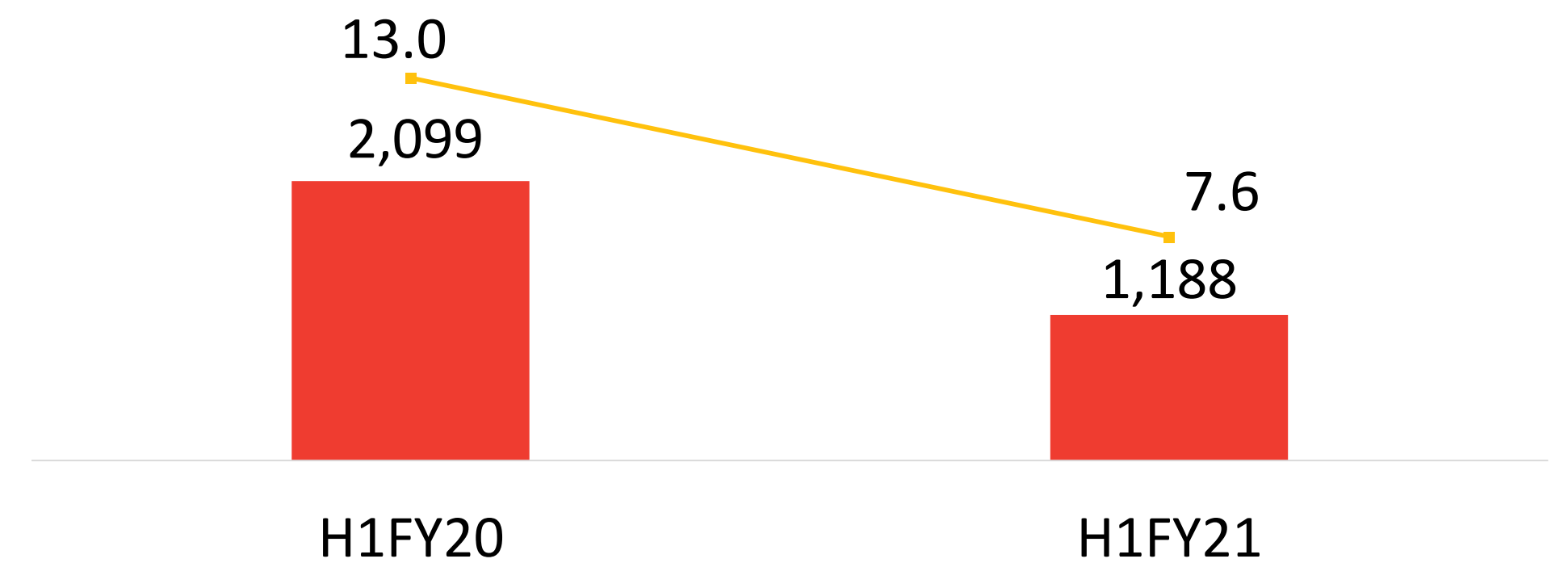
## EBITDA (₹ mn) & EBITDA MARGIN\*



## ADJUSTED PBT# (₹ mn) & PBT MARGIN



## CASH PAT@ (₹ mn) & CASH EPS



\*EBITDA excluding other income and Forex Gain/Loss

#PBT is adjusted to include the additional goodwill amortization of Rs. 442.2 mn

@Cash PAT = Adjusted PAT + (Depreciation - additional goodwill amortization), adjusted for merger impact  
Adjusted PAT = Adjusted PBT - Normalized tax rate of 25%

# CONSOLIDATED P&L STATEMENT

Particulars (₹ mn)	Q2 FY21	Q2 FY20	YoY %	H1 FY21	H1 FY20	YoY %
Revenue from Operations	4404.2	4,497.9	-2.1%	9,155.5	9,510.8	-3.7%
Other Operating Income	-9.4	175.2		-16.6	381.3	
<b>Total Revenue</b>	<b>4,394.8</b>	<b>4,673.1</b>	<b>-6.0%</b>	<b>9,138.9</b>	<b>9,892.1</b>	<b>-7.6%</b>
COGS	678.9	626.7	8.3%	2,166.3	1,929.3	12.3%
Employee Expenses	2,147.2	1,750.1	22.7%	4,287.4	3,685.8	16.3%
Other Expenses	768.2	838.5	-8.4%	1,454.1	1,625.1	-10.5%
<b>EBITDA</b>	<b>800.5</b>	<b>1,457.8</b>	<b>-45.1%</b>	<b>1,231.1</b>	<b>2,651.9</b>	<b>-53.6%</b>
<i>Margin %</i>	<i>18.2%</i>	<i>31.2%</i>		<i>13.5%</i>	<i>26.8%</i>	
<b>EBITDA (ex Forex impact)</b>	<b>961.3</b>	<b>1,396.6</b>	<b>-31.2%</b>	<b>1,541.3</b>	<b>2,554.2</b>	<b>-39.7%</b>
<i>Margin %</i>	<i>21.9%</i>	<i>29.9%</i>		<i>16.9%</i>	<i>25.8%</i>	
Other Income	149.4	66.0	126.4%	235.6	144.3	63.3%
Depreciation & Amortization	784	700.0	12.0%	1,521.0	1,372.6	10.8%
Finance Cost (Incl. Forex Impact)	126.2	169.9	-25.7%	241.7	307.7	-21.4%
<b>Profit Before Tax</b>	<b>39.7</b>	<b>653.9</b>	<b>-93.9%</b>	<b>-296.0</b>	<b>1,115.9</b>	
Current Tax	104.4	130.1	-19.8%	209.1	297.8	-29.8%
Deferred Tax	-138.4	112.2		-364.7	63.4	
Tax Expense	-34.0	242.3		-155.6	361.2	
<i>% Tax Rate</i>	<i>-</i>	<i>37.1%</i>		<i>-</i>	<i>32.4%</i>	
<b>Profit After Tax</b>	<b>73.7</b>	<b>411.6</b>	<b>-82.1%</b>	<b>-140.4</b>	<b>754.7</b>	
<i>PAT Margin %</i>	<i>1.7%</i>	<i>8.8%</i>		<i>-</i>	<i>7.6%</i>	
EPS	0.47	2.55	-81.6%	-0.90	4.68	

# CONSOLIDATED BALANCE SHEET

Particulars (₹ mn)	Sep-20	Sep-19
Equity Share Capital	313.6	322.8
Other Equity	58,112.4	54,489.6
<b>Total - Shareholder Funds</b>	<b>58,426.0</b>	<b>54,812.3</b>
Long Term Borrowings	2,441.1	3,647.2
Lease Liabilities	2,225.1	1,303.0
Provisions	3,051.7	2,456.9
Deferred Tax Liabilities (Net)	1,120.2	1,472.9
<b>Total - Non-Current Liabilities</b>	<b>8,838.1</b>	<b>8,880.0</b>
Short Term Borrowings	6,680.9	6,061.3
Lease Liabilities	659.0	364.5
Trade Payables	1,794.3	2,076.4
Other Financial Liabilities	3,169.4	2,785.8
Other Current Liabilities	2,330.5	2,334.6
Short Term Provisions	98.4	56.8
Current Tax Liabilities (Net)	157.7	374.1
<b>Total - Current Liabilities</b>	<b>14,890.2</b>	<b>14,053.6</b>
<b>Total - Equities &amp; Liabilities</b>	<b>82,154.2</b>	<b>77,745.9</b>

Particulars (₹ mn)	Sep-20	Sep-19
Property, plant and equipment	17,142.9	16,092.6
Capital Work in Progress	2,387.2	1,938.5
Right to use Lease Assets	1,697.7	1,660.9
Investment property	51.2	55.6
Goodwill	36,905.5	34,640.7
Other Intangible Assets	1,024.0	874.0
Intangible Assets under development	317.1	319.3
Investments	1,262.6	1,305.5
Long Term Loans and Advances	472.1	385.8
Other Financial Assets	63.8	39.9
Deferred tax assets (net)	59.6	76.3
Current Tax Assets	1,162.0	894.3
Other Non-Current Assets	2,569.6	2,916.4
<b>Total - Non-Current Assets</b>	<b>65,115.3</b>	<b>61,199.8</b>
Inventories	5,900.0	6,213.0
Investments	897.9	426.2
Trade Receivables	4,611.4	4,293.9
Cash and cash equivalents	1,409.4	959.7
Bank balances	330.2	202.1
Short Term Loans and Advances	119.1	150.7
Other Financial Assets	623.2	786.0
Other Current Assets	3,147.7	3,514.7
<b>Total - Current Assets</b>	<b>17,038.9</b>	<b>16,546.2</b>
<b>Total - Assets</b>	<b>82,154.2</b>	<b>77,745.9</b>

# SEGMENT WISE REVENUE ANALYSIS

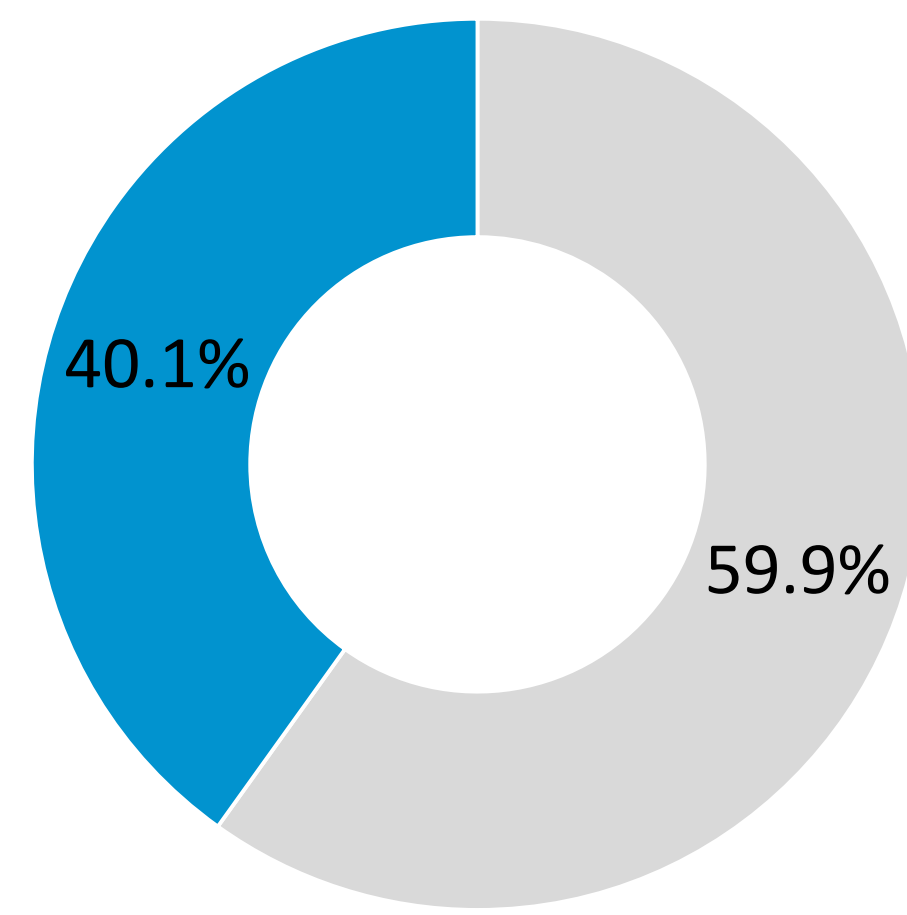
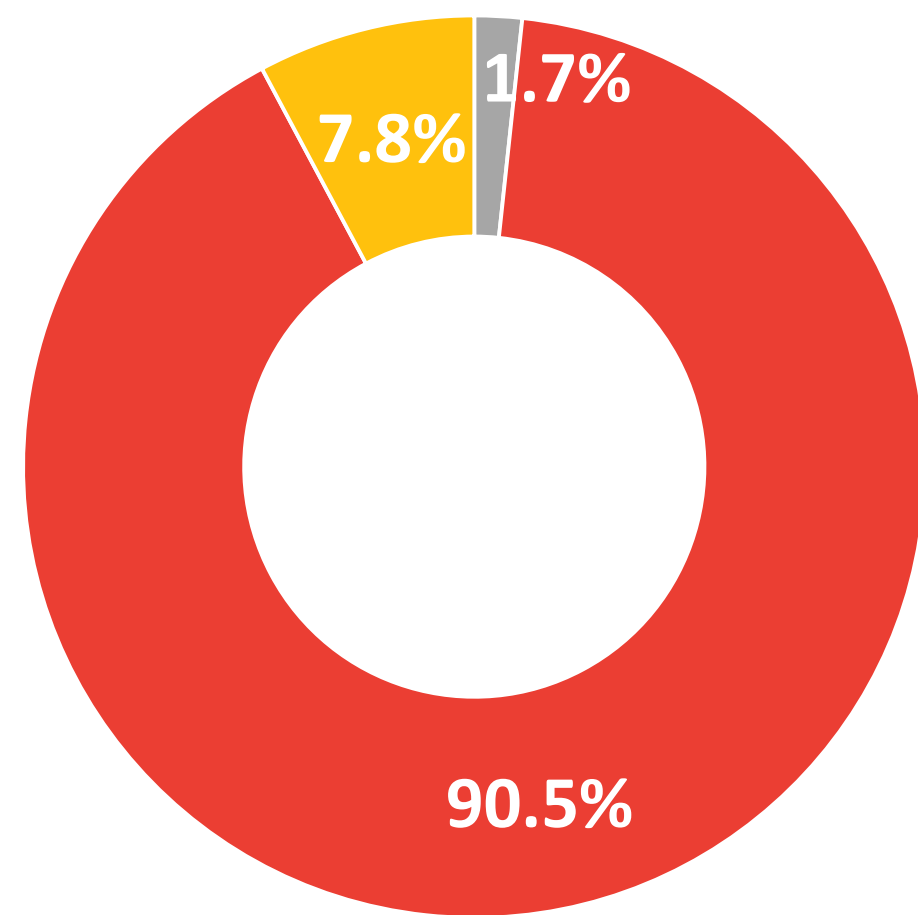
Revenues – Segment wise Breakup (₹ mn)	Q2 FY21	Q2 FY20	YoY %	H1 FY21	H1 FY20	YoY %
<b>CRAMS (% of total)</b>	80.2%	76.8%		76.7%	76.0%	
CRAMS- India	59.2	1,125.7	-94.7%	207.0	1,893.1	-89.1%
CRAMS – Switzerland, France & China	3,197.4	2,086.8	53.2%	6,287.2	4,718.6	33.2%
CRAMS - UK	276.3	240.1	15.1%	528.1	615.5	-14.2%
<b>CRAMS Total</b>	<b>3,532.9</b>	<b>3,452.7</b>	<b>2.3%</b>	<b>7,022.3</b>	<b>7,227.1</b>	<b>-2.8%</b>
<b>Marketable Molecules (% of total)</b>	19.8%	23.2%		23.3%	24.0%	
Carbogen Amcis BV	521.7	545.8	-4.4%	1,250.2	1,272.2	-1.7%
Others	349.7	499.4	-30.0%	883.0	1,011.5	-12.7%
<b>Marketable Molecules Total</b>	<b>871.4</b>	<b>1,045.2</b>	<b>-16.6%</b>	<b>2,133.2</b>	<b>2,283.7</b>	<b>-6.6%</b>
<b>Grand Total</b>	<b>4,404.3</b>	<b>4,497.9</b>	<b>-2.1%</b>	<b>9,155.6</b>	<b>9,510.8</b>	<b>-3.7%</b>

# SEGMENT WISE REVENUE BREAK-UP

## Total Operating Revenue – Q2 FY21

**CRAMS – 80.2%**

**Marketable Molecules – 19.8%**



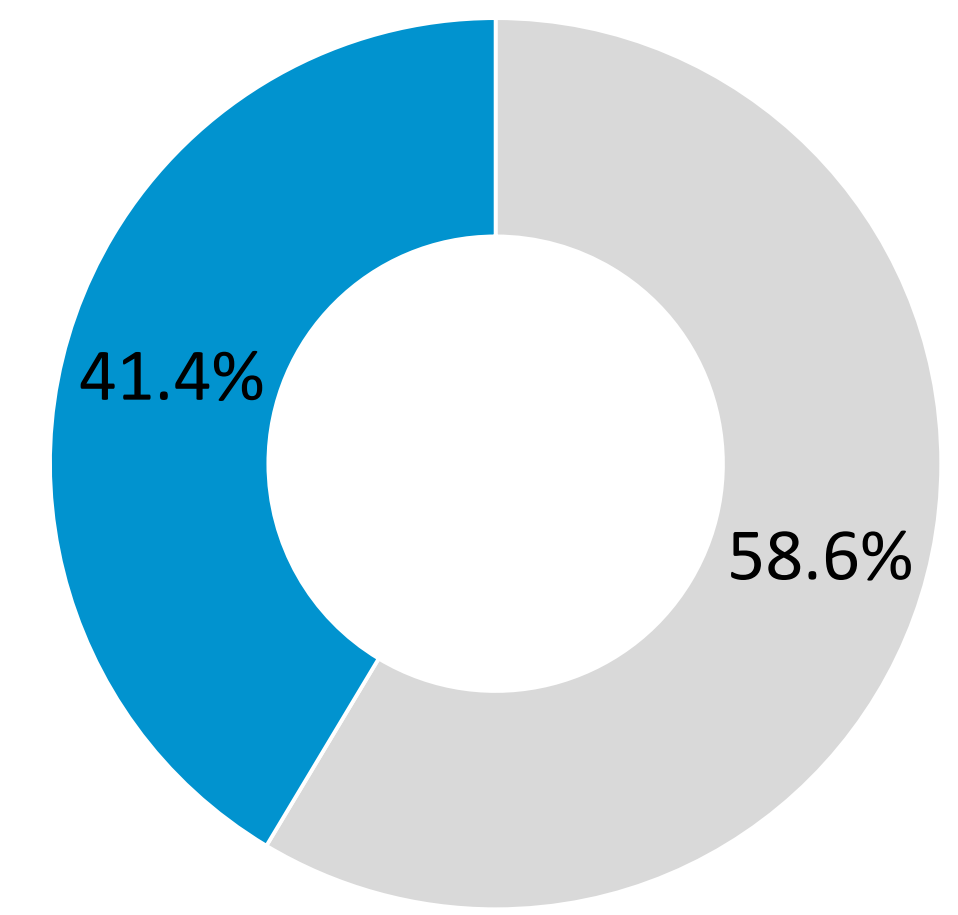
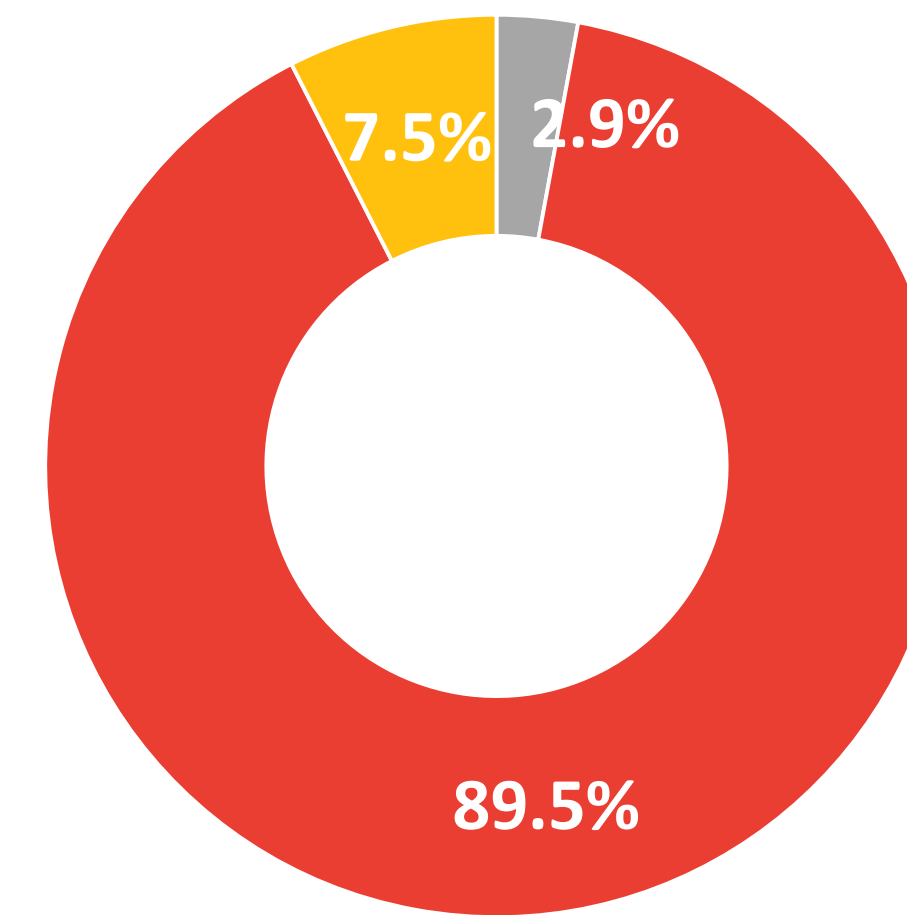
- CRAMS - India
- CRAMS - Switzerland & France
- CRAMS - UK

- Carbogen Amcis BV
- Others

## Total Operating Revenue - H1 FY21

**CRAMS – 76.7%**

**Marketable Molecules – 23.3%**



- CRAMS - India
- CRAMS - Switzerland & France
- CRAMS - UK

- Carbogen Amcis BV
- Others

# SEGMENT-WISE MARGIN ANALYSIS

EBITDA Margin* %	Q2 FY21	Q2 FY20	H1 FY21	H1 FY20
<b>CRAMS</b>				
CRAMS- India	-	60.6%	-	56.9%
CRAMS – Switzerland, France & China	22.0%	21.1%	19.1%	19.5%
CRAMS - UK	20.0%	26.7%	17.8%	17.7%
<b>Marketable Molecules</b>				
Carbogen Amcis BV	37.1%	40.3%	34.3%	35.0%
Others	15.2%	11.3%	13.8%	10.6%

\*includes the impact of forex gain/ loss

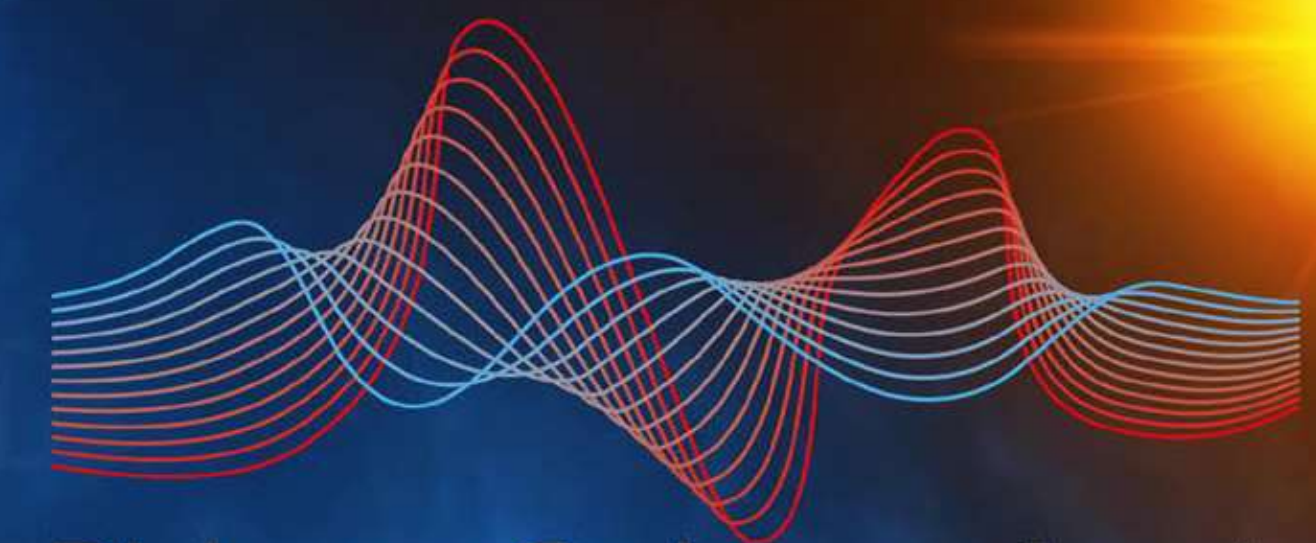
# Q2 & H1 FY21 RESULT HIGHLIGHTS



- Net Revenue at Rs 4,404.2 mn in Q2 FY21 down by 2.1% YoY
- CRAMS revenue increased 2.3% YoY primarily due to :
  - CRAMS India revenue decreased by 94.7% YoY, due to lower revenue from company's Bavla site due to the ongoing EDQM observations.
  - CRAMS Carbogen Amcis AG revenue increased by 53.2% owing to increase in Phase III and commercial revenue.
  - CRAMS UK revenue increased by 15.1%, due to increase in sales of starting material and intermediates.
- EBITDA Margin at 18.2% in Q2 FY21, affected by:
  - Decline in revenues in CRAMS India segment.
  - Negative forex impact of Rs 175.8 mn in Q2 FY21 as compared to positive forex impact of Rs 54.0 mn in Q2 FY20.
- Net Debt (excluding lease liabilities) as on September 30, 2020 at USD 99 mn as compared to USD 100 mn as on March 31, 2020
- Cash outflows on capital expenditure were approx. Rs 1,192.8 mn in H1 FY21 on account of mainly maintenance capex and initiation of growth capex in France.
- Trade Receivables declined from Rs 5,774.3 mn in March'20 to Rs 4,611.4 mn in September'20.



# COMPANY OVERVIEW



Dishman Carbogen Amcis  
OUR SYNERGY BRINGS YOUR SCIENCE TO LIFE

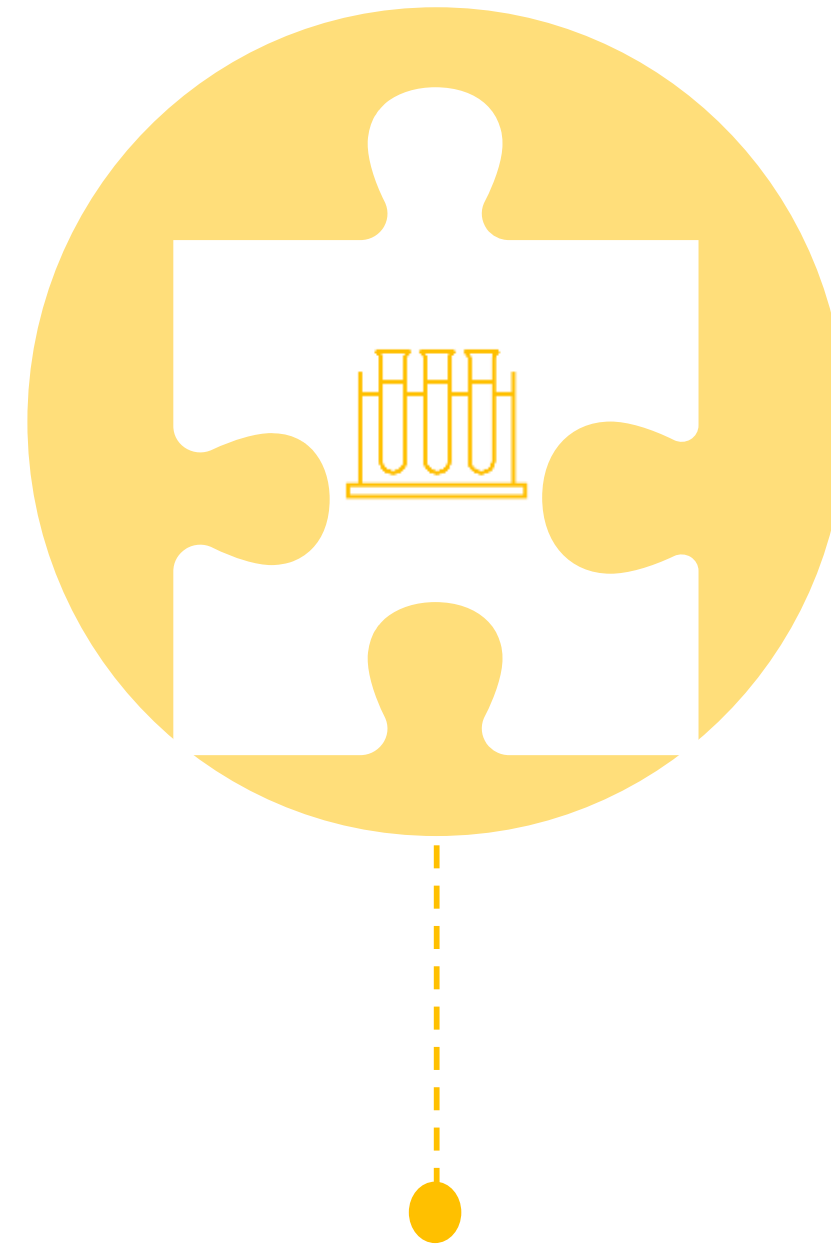
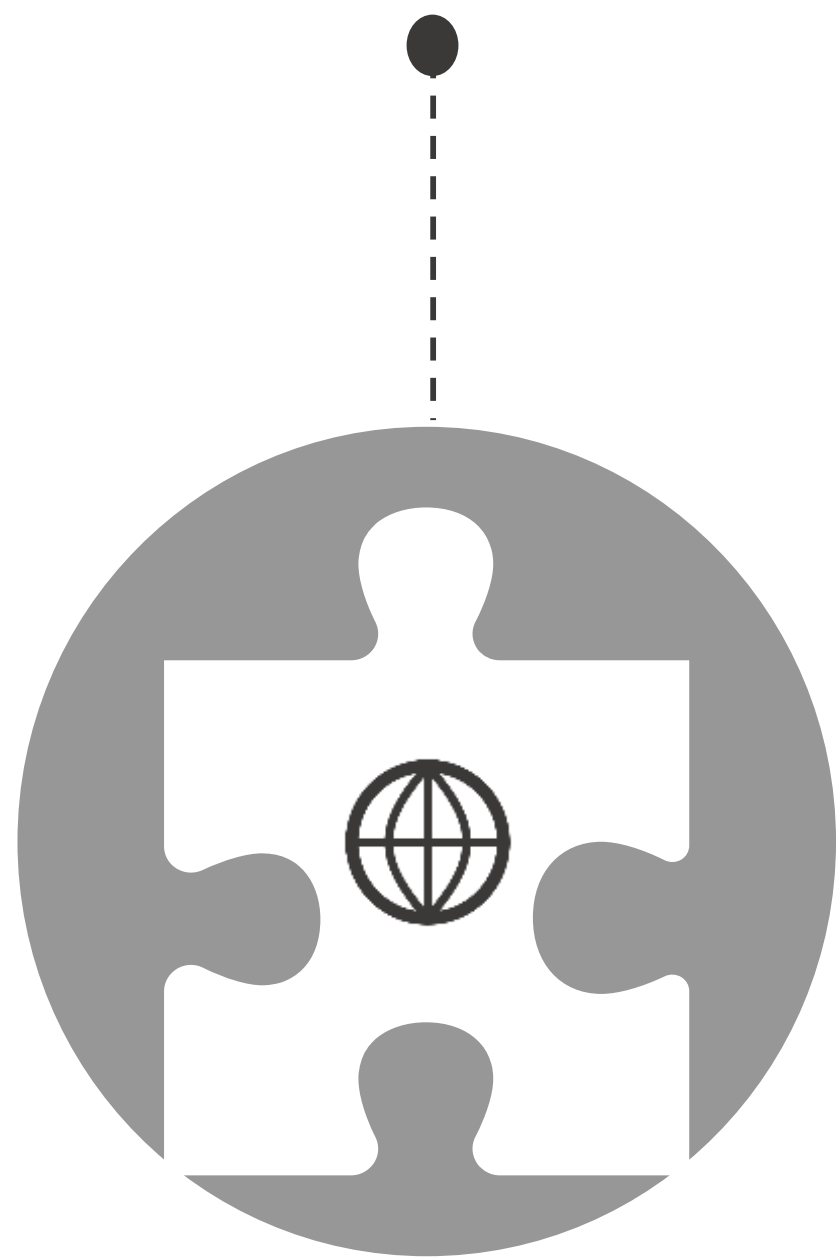




- Established in 1983, Dishman Carbogen Amcis Limited is a fully integrated CRAMS (Contract Research & Manufacturing) company with strong capabilities right from process research & development to late stage clinical and commercial manufacturing and supply of API to innovator pharmaceutical companies.
- The Company has global presence with development and manufacturing sites at Switzerland, UK, France, Netherlands, India and China.
- Dishman provides end-to-end integrated high-value niche CRAMS offering and has comprehensive product offerings which include APIs, High Potent APIs, Intermediates, Phase Transfer Catalysts, Vitamin D Analogues, Cholesterol, Lanolin-related products, Antiseptic and Disinfectant formulations.

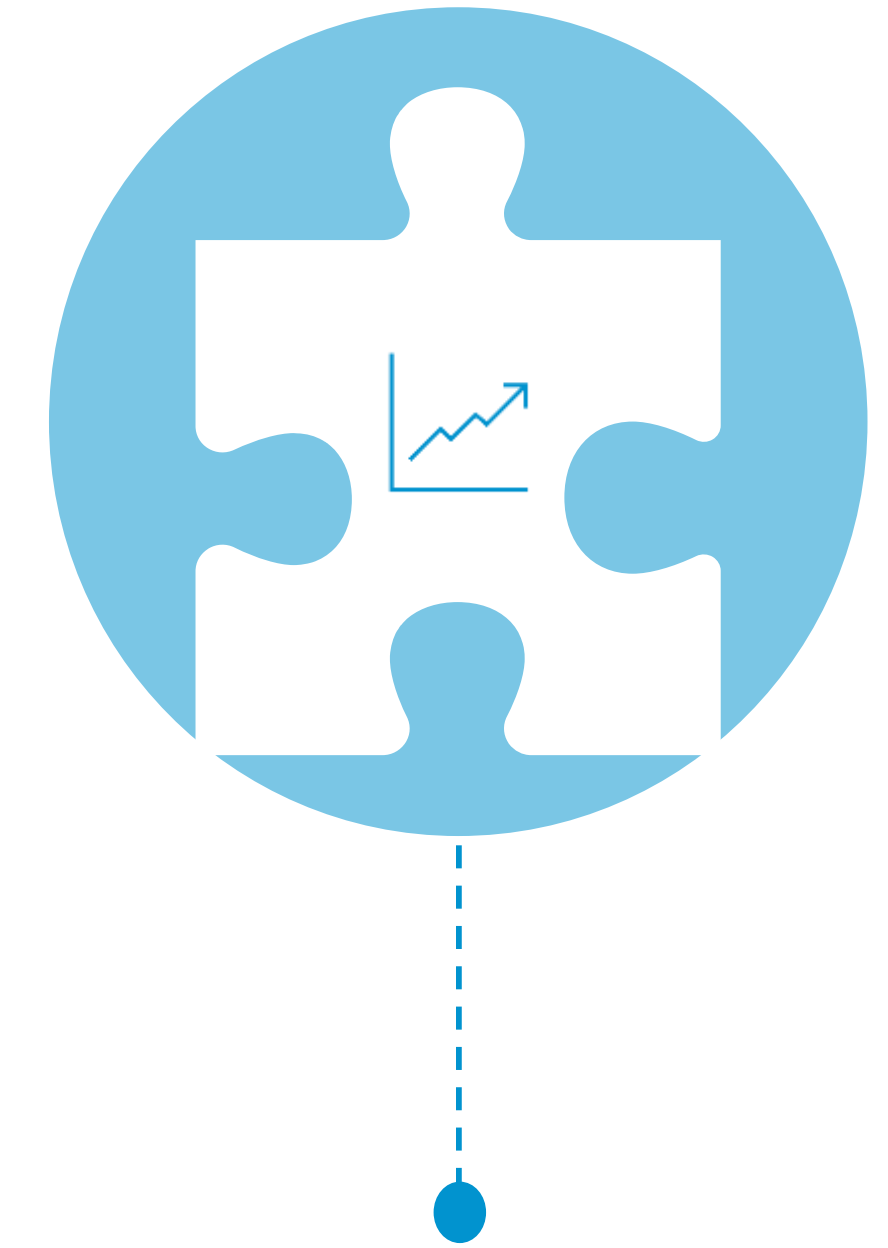
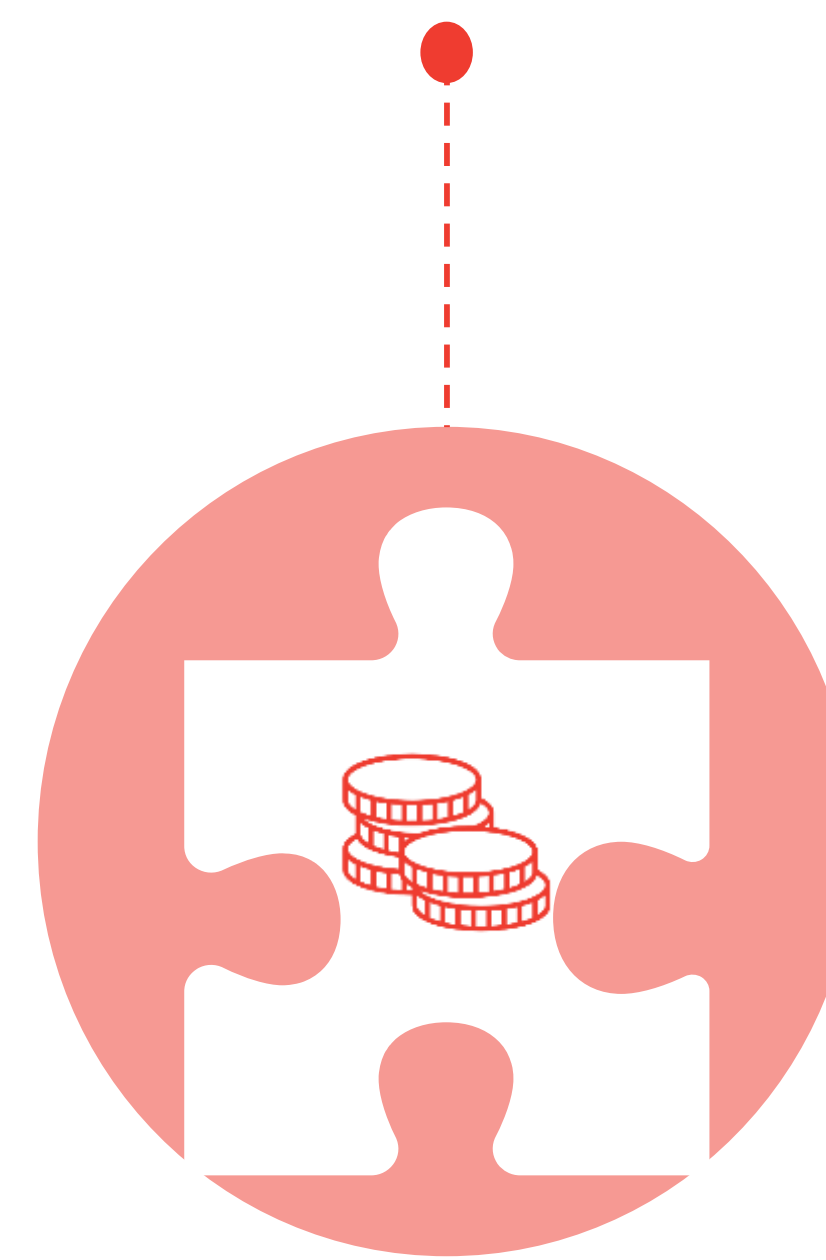
# KEY STRENGTHS

Preferred global outsourcing partner with capabilities across the entire CRAMS value chain



Strong chemistry skills

Upfront investment of more than ₹10,000 mn in large scale multi-purpose manufacturing capacities



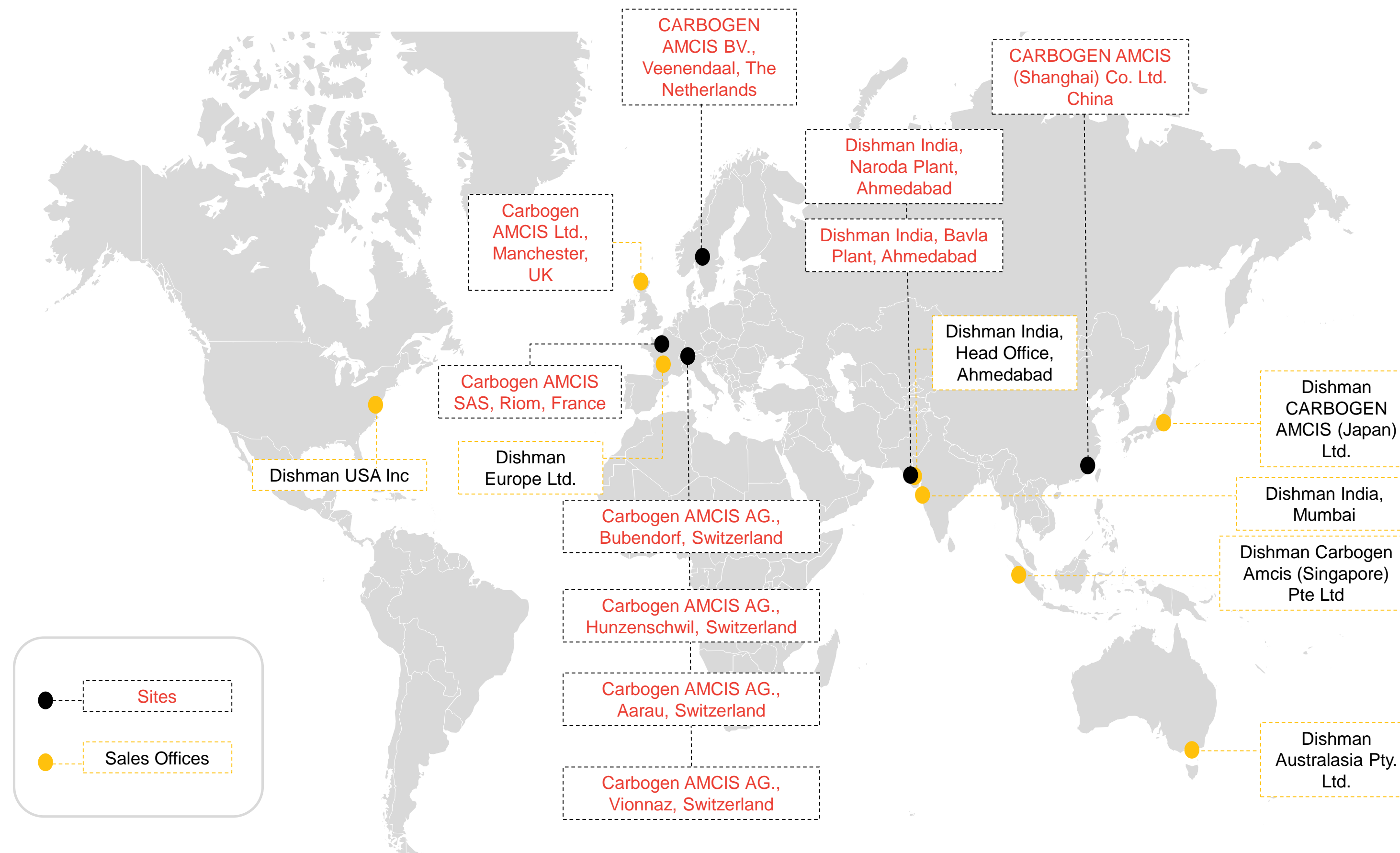
The HIPO facility at Bavla, India is the largest HIPO facility in Asia. Dishman is at forefront to gain from the high margin HIPO opportunity in the Oncology space

# ROBUST R&D CAPABILITIES

Facilities are approved by recognised health agencies:

USFDA, MEB, SWISS MEDIC, ANSM, WHO, MFDS, PMDA

MANUFACTURING FACILITIES



## Superior Chemistry Skills & Capabilities

- 28 dedicated R&D labs with multiple shift R&D operations, including HIPO labs
- 25 multi-purpose facilities at Bavla, Naroda, Manchester, Switzerland, Netherlands and Shanghai
- 1 dedicated production facility for APIs and Intermediates at Bavla
- 7,500 m<sup>2</sup> floor space of R&D at Switzerland, Manchester and Bavla
- State of the art HIPO Capabilities
- 750 m<sup>3</sup> of reactor capacity at Bavla, 230 m<sup>3</sup> at Naroda and 63 m<sup>3</sup> at Shanghai

# PREFERRED GLOBAL OUTSOURCING PARTNER



**INTEGRATED ACROSS THE VALUE CHAIN**

**STRONG CHEMISTRY CAPABILITIES**

**CLOSE PROXIMITY TO CLIENTS WITH GLOBAL PRESENCE**

**LARGE SCALE MANUFACTURING CAPACITIES**

Integrated CRAMS Player present along the entire value chain from building blocks to commercialization and product launch stage

## Drug Lifecycle Management

- Preclinical to commercial manufacturing capabilities.
- Ensures seamless process & technology transfer from lab to plant.
- Single partner for R&D, process development and commercial production.

## Strong R&D Capabilities

- Globally, Dishman group has ~550 scientists, with 50+ doctorates as senior scientists.

## Close Proximity to Clients

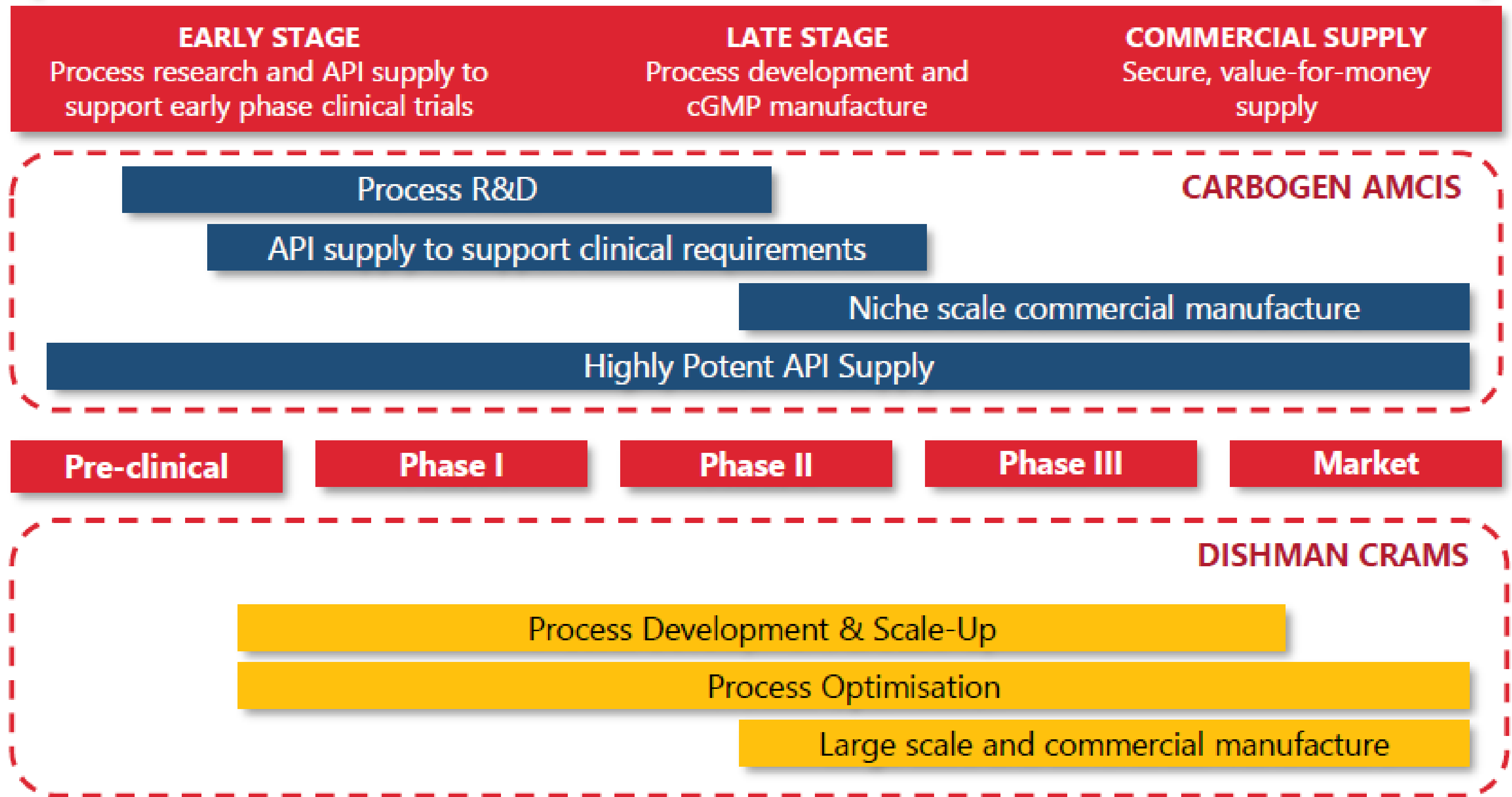
- Local representation, local support in all major markets.
- Front end via CA with access to more than 200 established customer relationships of CA.
- Trust & Confidence of customers for entire drug life cycle engagement

## Large Scale Mfg. Capacity

- Dedicated USFDA inspected production facilities.
- Asia's largest HIPO facility in Bavla.
- Large capacities provide competitive edge to win big long-term contracts

# INTEGRATED CRAMS PLAYER

## Integrated CRAMS Player – Strong Capabilities across the Value Chain



### CARBOGEN AMCIS (CA) STRONG RESEARCH CAPABILITIES

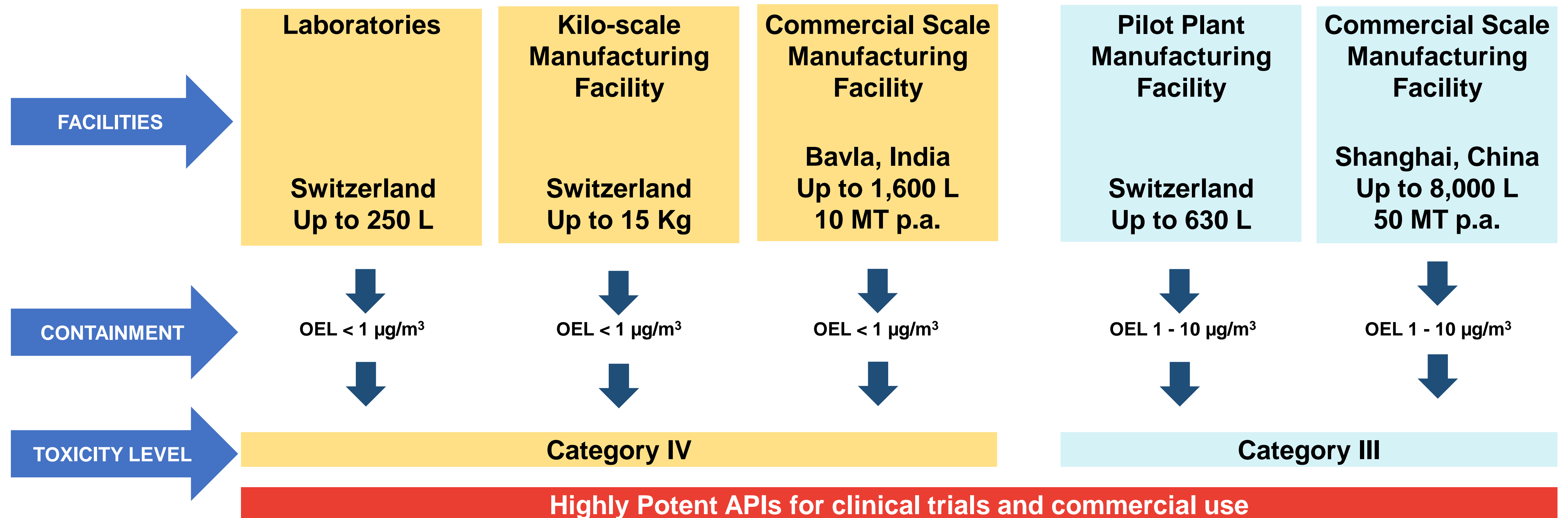
- Focus is on supporting the development process from bench to market
- Process research and development to the supply of APIs for preclinical studies, clinical trials and commercial use

### DISHMAN INDIA STRONG MANUFACTURING CAPABILITIES

- Large dedicated R&D center with multiple shift R&D operations (India)
- Multi purpose and dedicated production facilities for APIs, intermediates ( Europe and China)
- Dedicated API manufacturing capacities (India, China)

# CUTTING EDGE HIPO CAPABILITIES

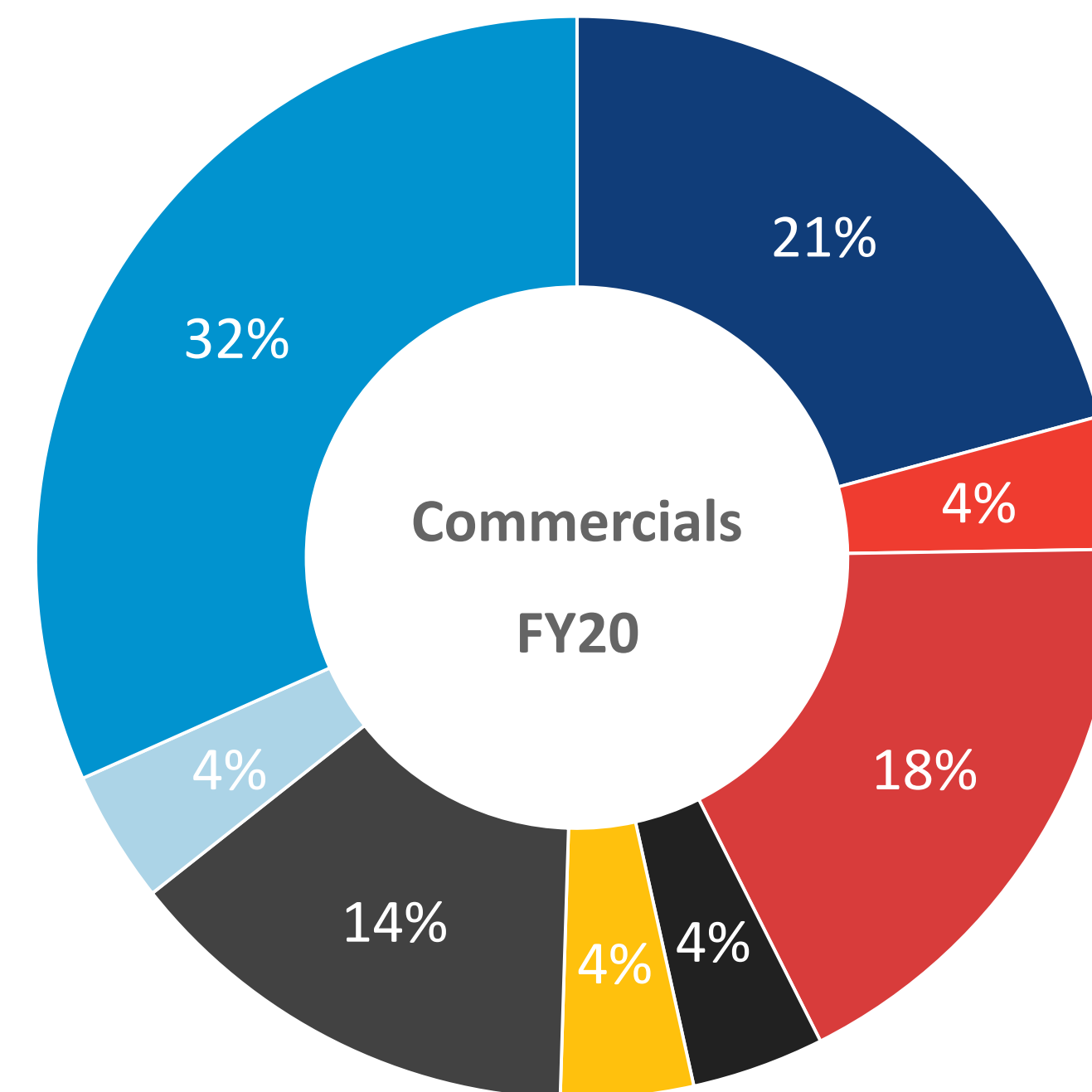
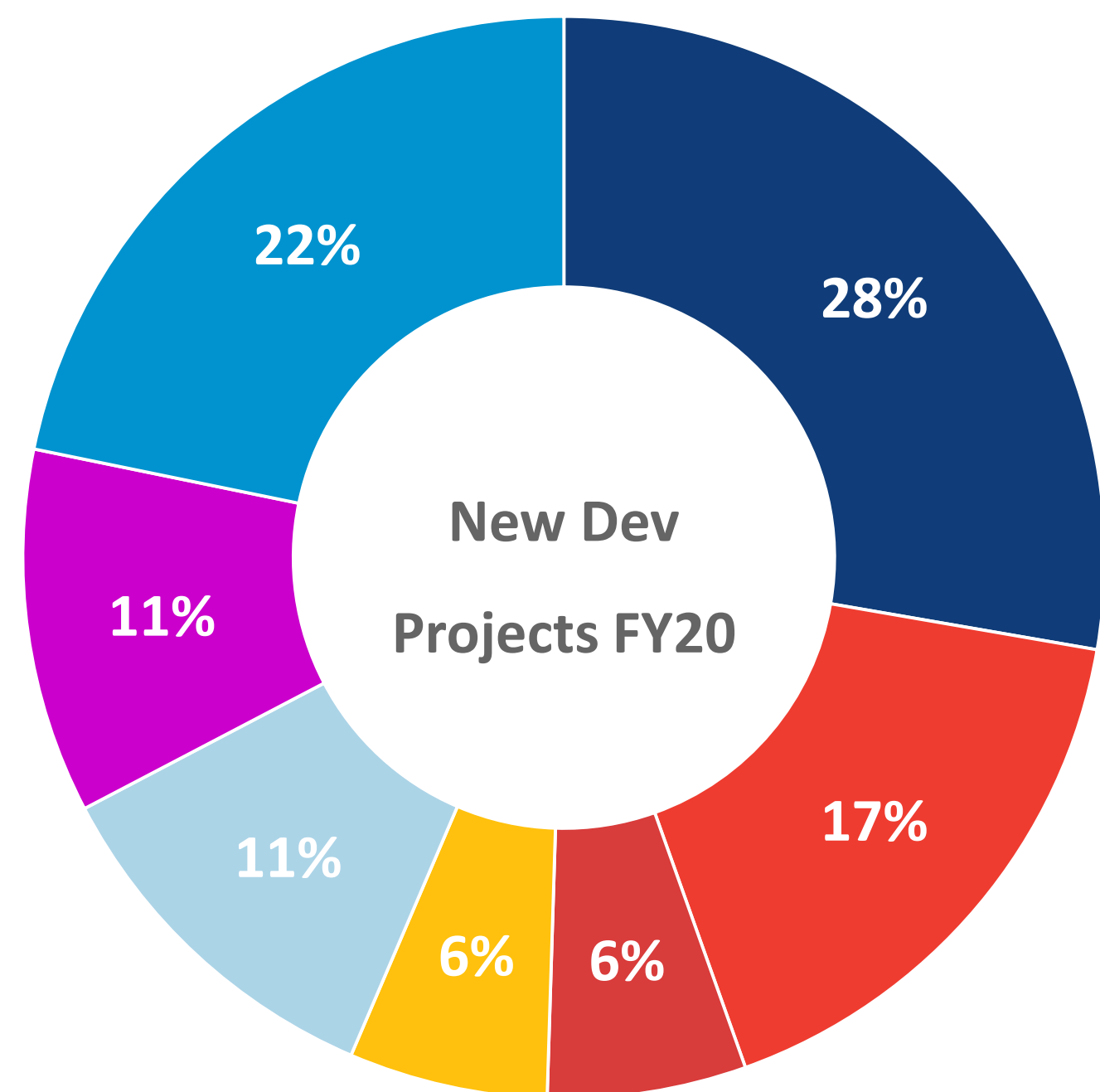
- The HIPO facility at Bavla, India, is one of the kind facility in the world and the largest facility in Asia. The facility has a sound mix of Kilo lab and full-scale manufacturing units to cater to both small volume and large volume orders.
- State of the art containment services, with all cGMP compliant facilities with an ability to operate for preclinical testing, clinical trials and commercial use.
- Facilities range from laboratory scale for process research and development to large scale manufacturing on 8,000 L scale, with an ability to handle the highest category IV compounds (high toxicity levels).



# THERAPEUTIC AREA SPLIT

## DEVELOPMENT

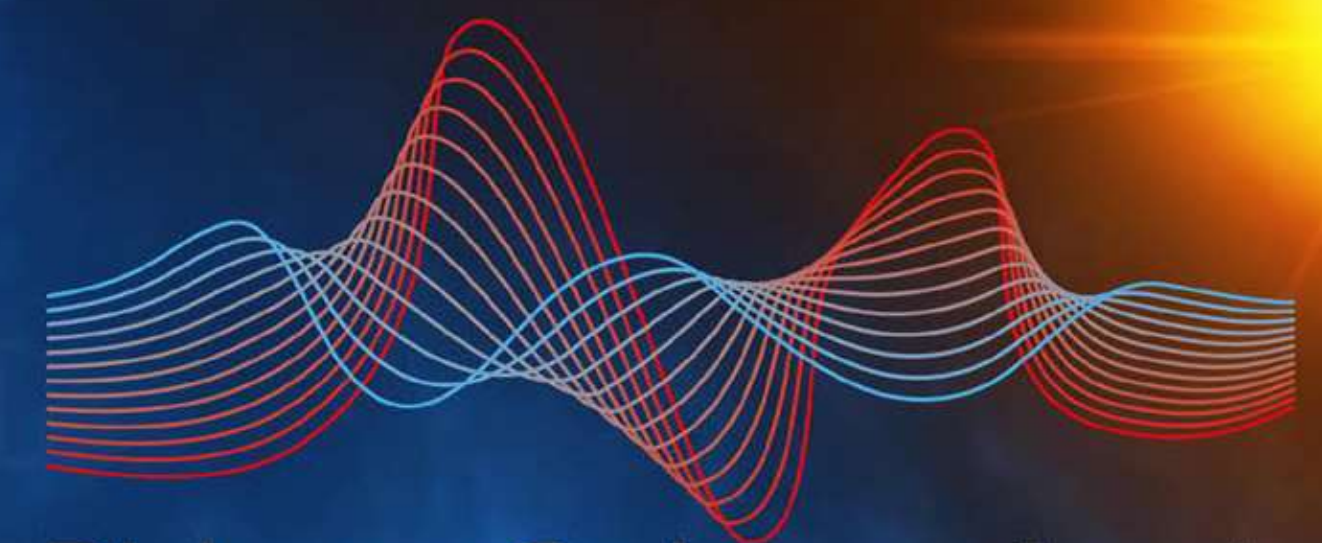
## COMMERCIAL



- Cancer
- ADC-Warhead/ADC
- Eyes
- Antibiotic
- Blood/Immunology
- Hormone/Metabolism
- Pain/Nerves
- Diabetes
- Various APIs
- Non-APIs/Intermediates



# INDUSTRY OVERVIEW



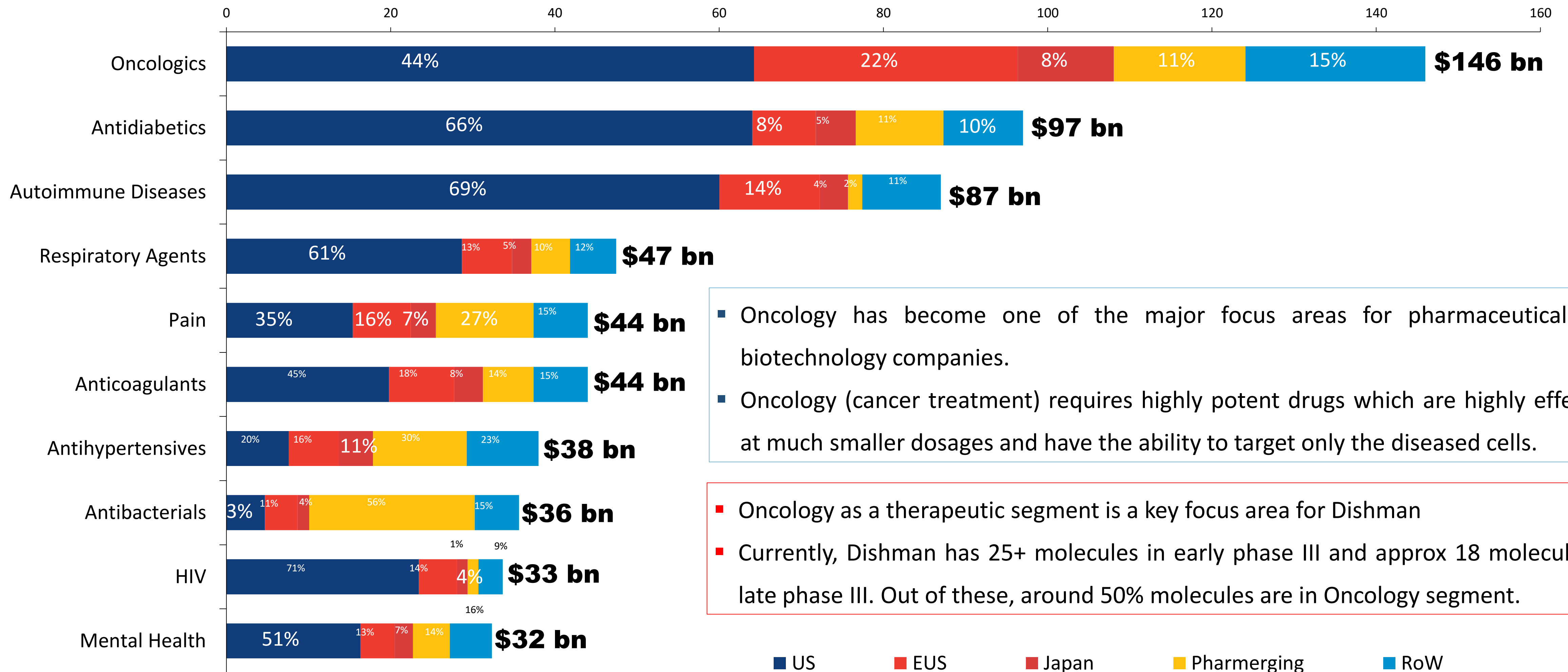
Dishman Carbogen Amcis  
OUR SYNERGY BRINGS YOUR SCIENCE TO LIFE



# 2019 Global Sales by Therapy Areas

## Specialty areas dominate sales and growth driven by developed markets

Top 10 Therapy Areas (US\$ bn) - 2019



- Oncology has become one of the major focus areas for pharmaceutical and biotechnology companies.
- Oncology (cancer treatment) requires highly potent drugs which are highly effective at much smaller dosages and have the ability to target only the diseased cells.

- Oncology as a therapeutic segment is a key focus area for Dishman
- Currently, Dishman has 25+ molecules in early phase III and approx 18 molecules in late phase III. Out of these, around 50% molecules are in Oncology segment.

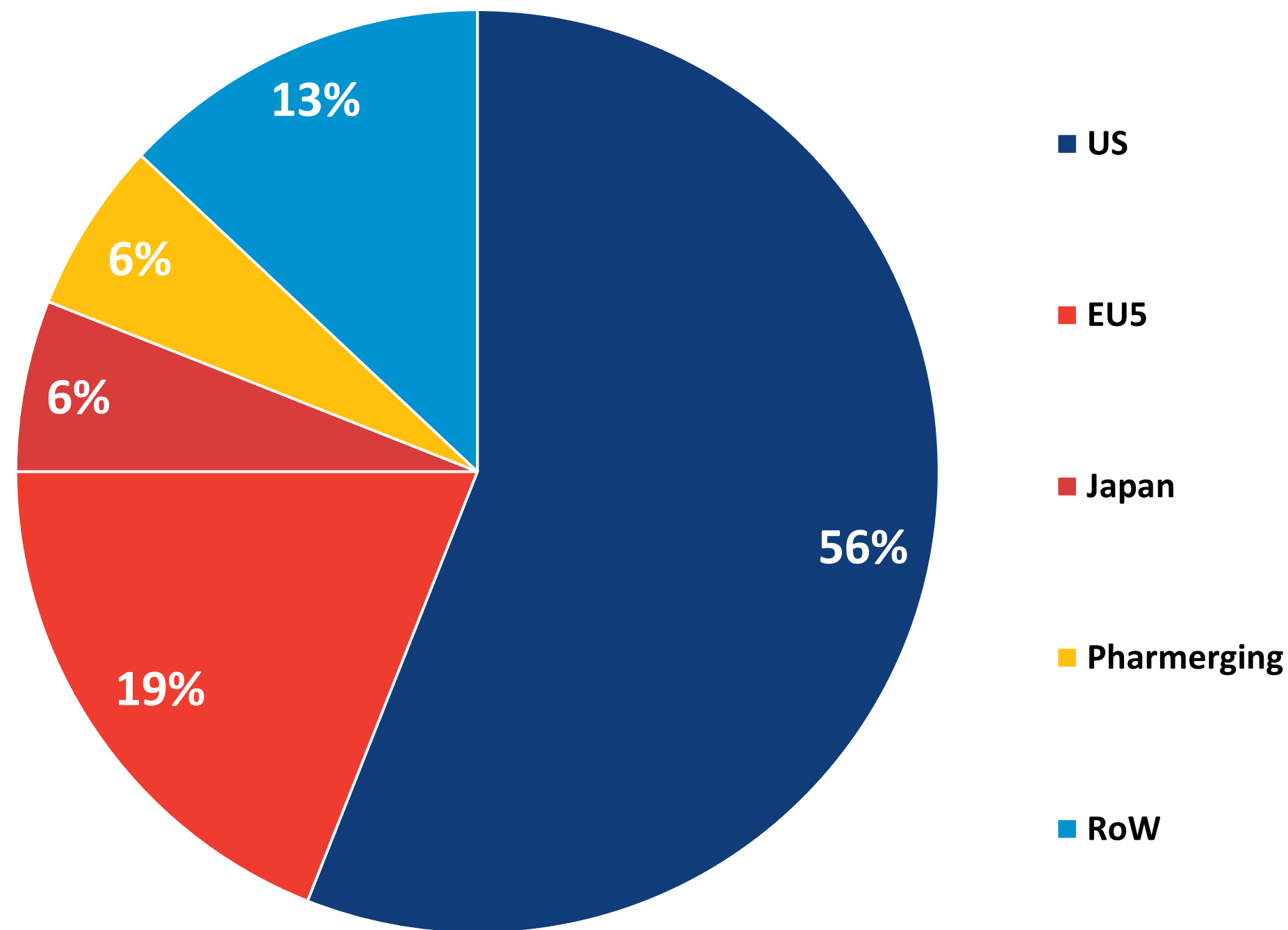
■ US ■ EUS ■ Japan ■ Pharmerging ■ RoW

# SPECIALTY: MARKET SHARE & GROWTH

## Developed countries account for >80% of specialty market

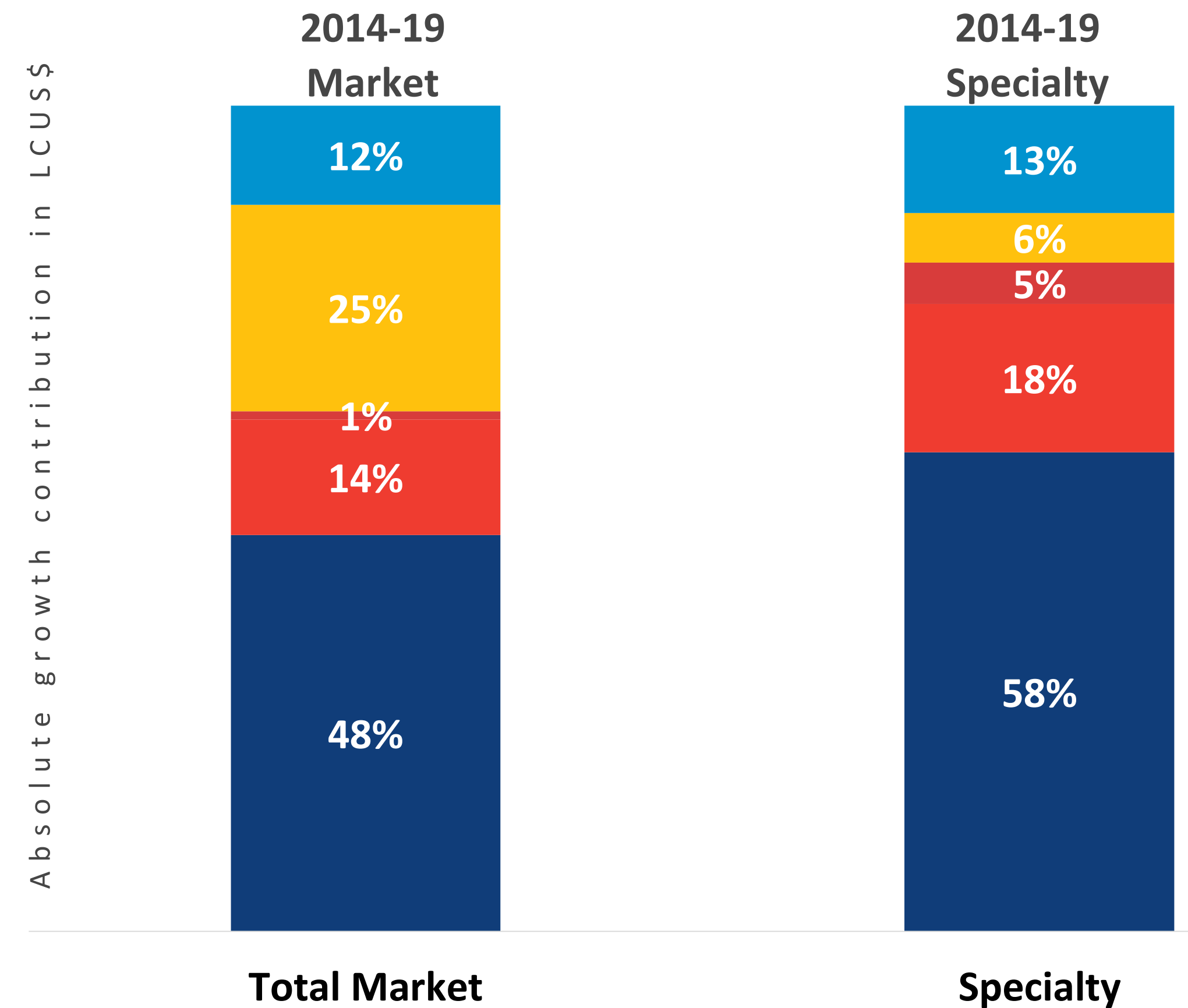
Specialty: Region Market Share 2019

81% of all specialty sales from 7 countries



Source: IQVIA MIDAS Q4 2019, Rx only; Venezuela excluded due to currency fluctuation

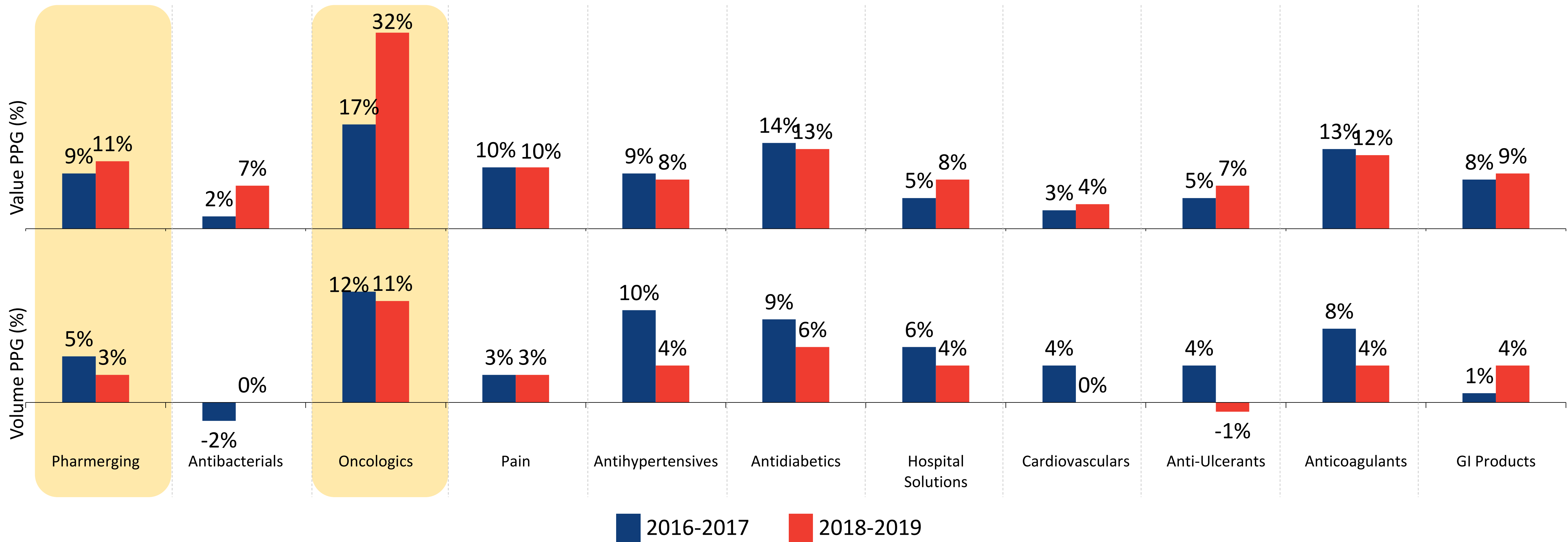
Region Contribution to Global Growth



# PHARMERGING MARKETS - ONCOLOGY LEADS GROWTH



## Pharmerging Top 10 therapy areas, value and volume growth



Note :Rx only; Traditional Chinese medicines excluded; SU used for volume growth and LCUS used for value growth

Source: IQVIA MIDAS MAT Q4 2019

### **Dishman**

Dishman Corporate House  
Iscon-Bopal Road, Ambli  
Ahmedabad – 380058  
Gujarat, India

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

### **CARBOGEN AMCIS AG**

Hauptstrasse 171  
CH-4416 Bubendorf  
Switzerland

[www.carbogen-amcis.com](http://www.carbogen-amcis.com)

# Thank you!

## **FOR FURTHER QUERIES**

**Mr. Harshil Dalal**

Group CFO

Email: [harshil.dalal@dishmangroup.com](mailto:harshil.dalal@dishmangroup.com)

**Mr. Binay Sarda**

Christensen IR

P: +91 22 4215 0210

Email: [bsarda@christensenir.com](mailto:bsarda@christensenir.com)

