



ajanta pharma limited

INVESTOR PRESENTATION

Q1 FY 2020 31st July 2019



CONTENT



● **INDIA BUSINESS**



● **GLOBAL BUSINESS**



● **INFRASTRUCTURE**



● **FINANCIAL HIGHLIGHTS**



**INDIA
BUSINESS**

India Branded Generics



15 Divisions
for 4 segments



3,000+ MRs
Building efficiency



270+
Product Basket



1st to Market
Products

Continue to Focus on 4 Therapeutic Segments

Cardiology



Improved ranking with growth exceeding industry average

Ophthalmology



2nd largest in India, surpassing segment growth by 60%

Dermatology



Growth becomes reality, exceeding segment growth

Pain Management



Jumped 2 ranks with excellent growth performance

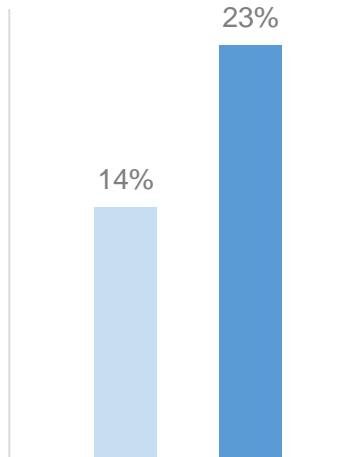
IPM - Ranking

	Mar 2005	June 2018	June 2019
Ophthalmology	28	3	2
Dermatology	98	15	14
Cardiology	38	16	15
Pain Mgmt.	NA	43	41
Ajanta Pharma	88	32	31

Industry Growth

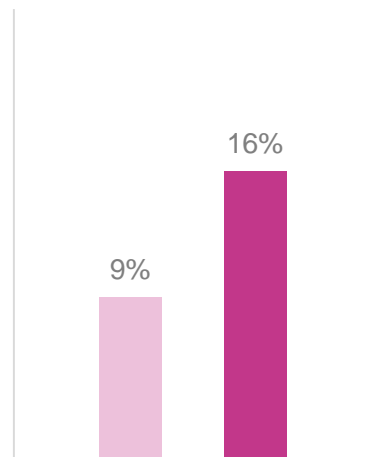
March 2016

■ IPM ■ Ajanta Pharma



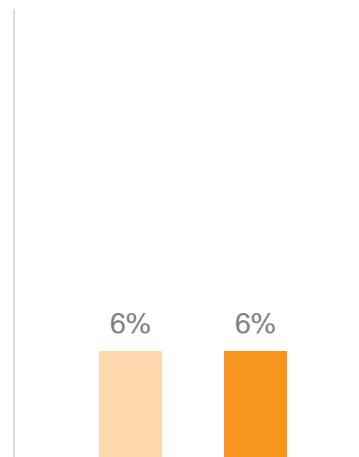
March 2017

■ IPM ■ Ajanta Pharma



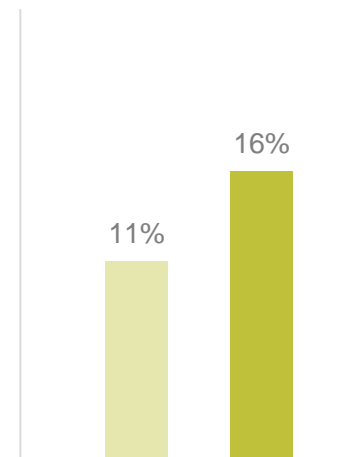
March 2018

■ IPM ■ Ajanta Pharma



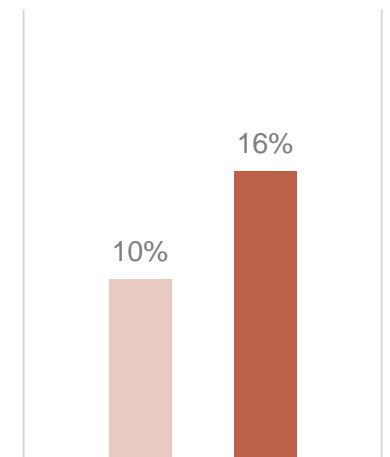
March 2019

■ IPM ■ Ajanta Pharma



June 2019

■ IPM ■ Ajanta Pharma

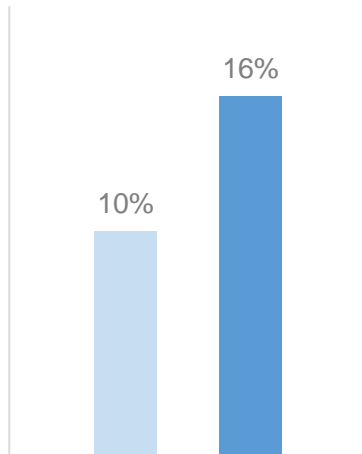


IPM = Indian Pharmaceutical Market
Source: IMS MAT, June 2019

Segment Growth

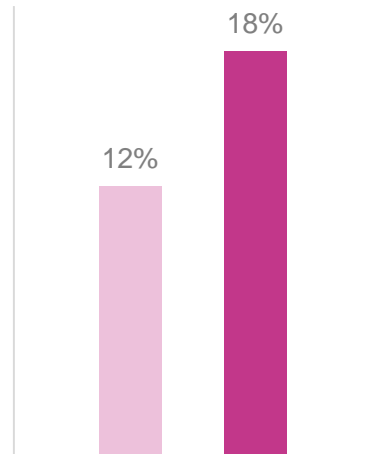
Pharma Market

■ IPM ■ Ajanta Pharma



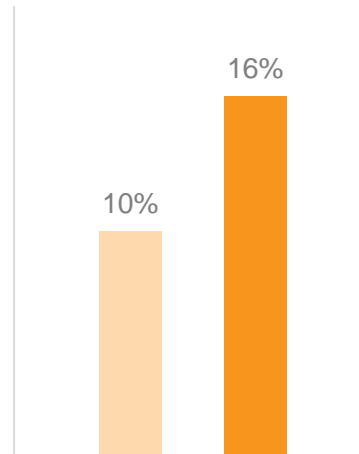
Cardiology

■ IPM ■ Ajanta Pharma



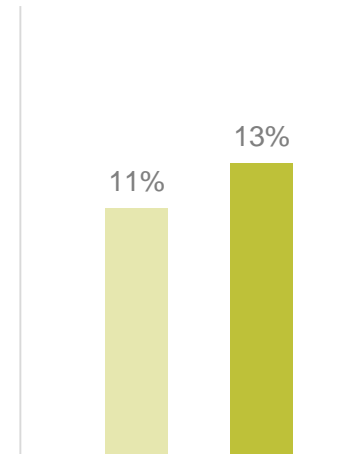
Ophthalmology

■ IPM ■ Ajanta Pharma



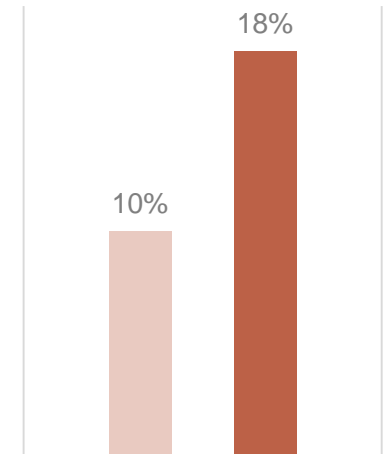
Dermatology

■ IPM ■ Ajanta Pharma



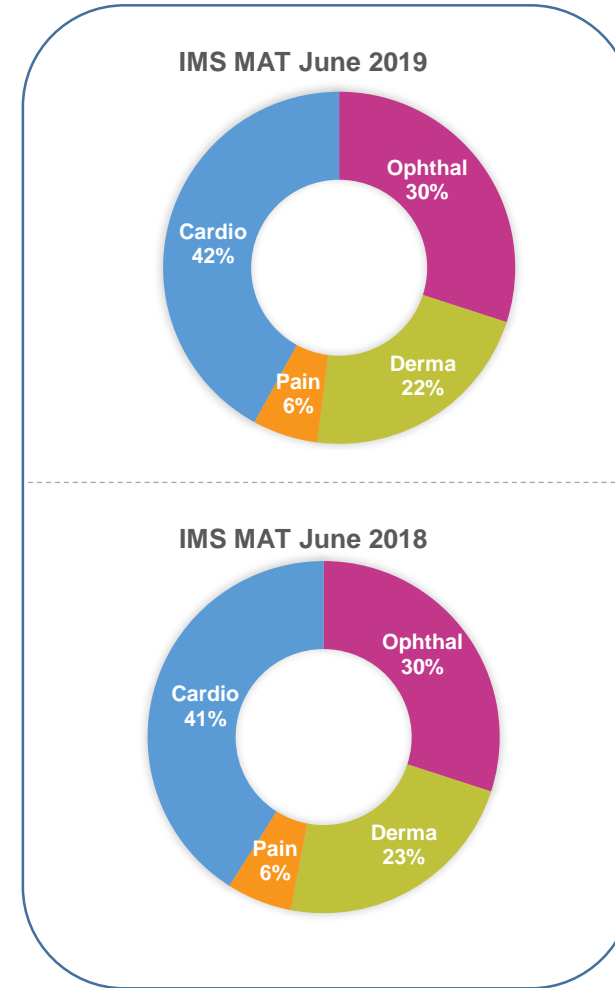
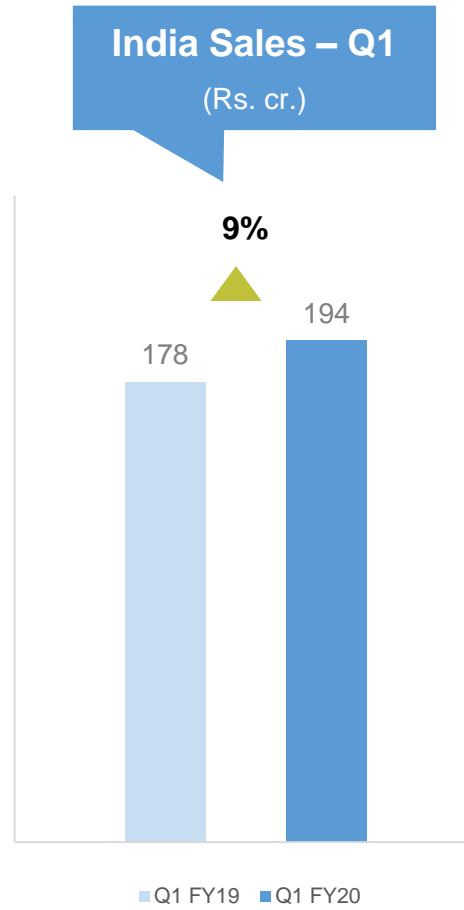
Pain Management

■ IPM ■ Ajanta Pharma



IPM = Indian Pharmaceutical Market
Source: IMS MAT, June 2019

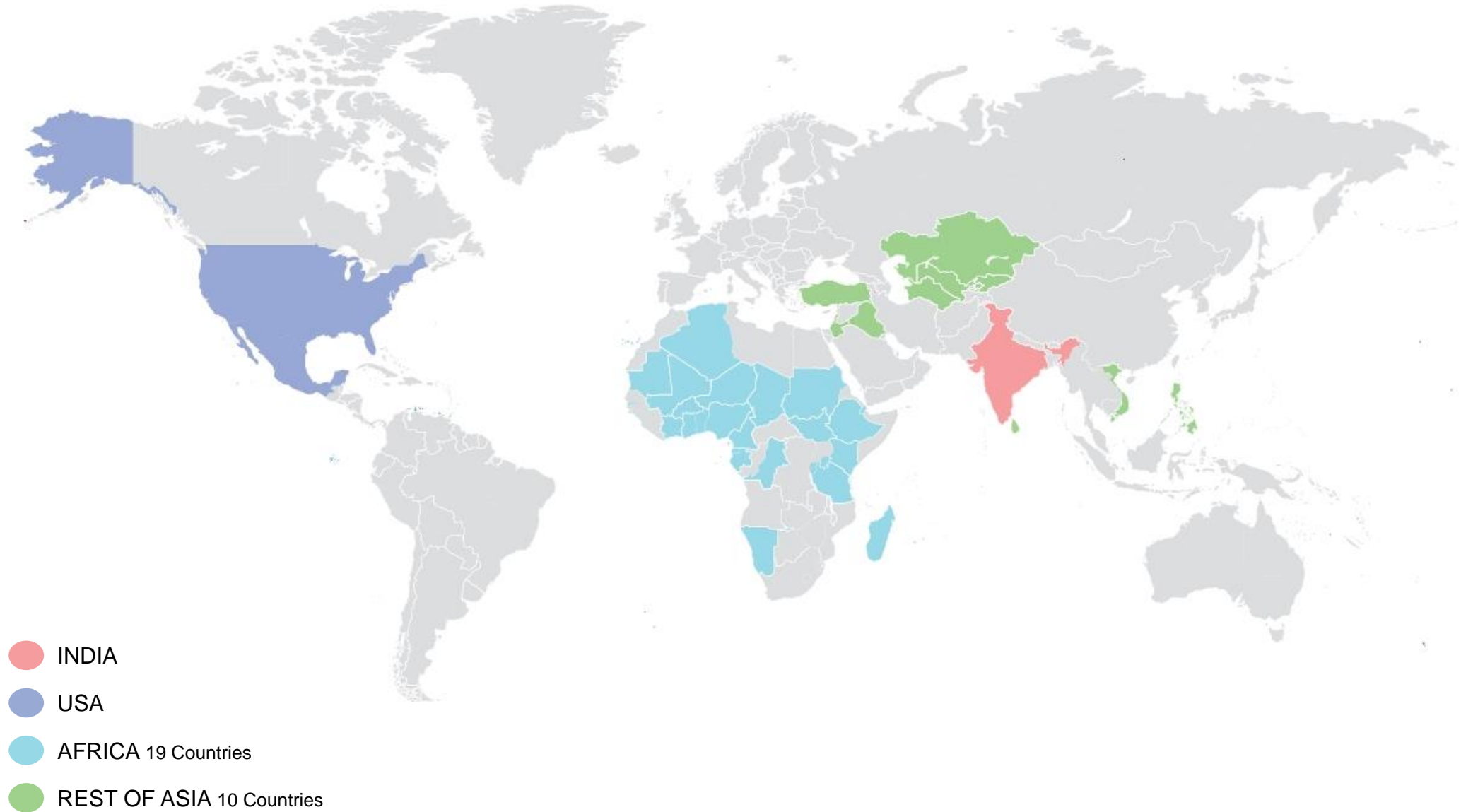
India Sales





**GLOBAL
BUSINESS**

Global Presence



Map not to scale, only for illustration purpose

Branded Generic Business in Emerging Markets



30

Final Approvals
3 in Q1 FY 2020

25

Under Approval

~10-12

Filing Target
3 in Q1 FY 2020

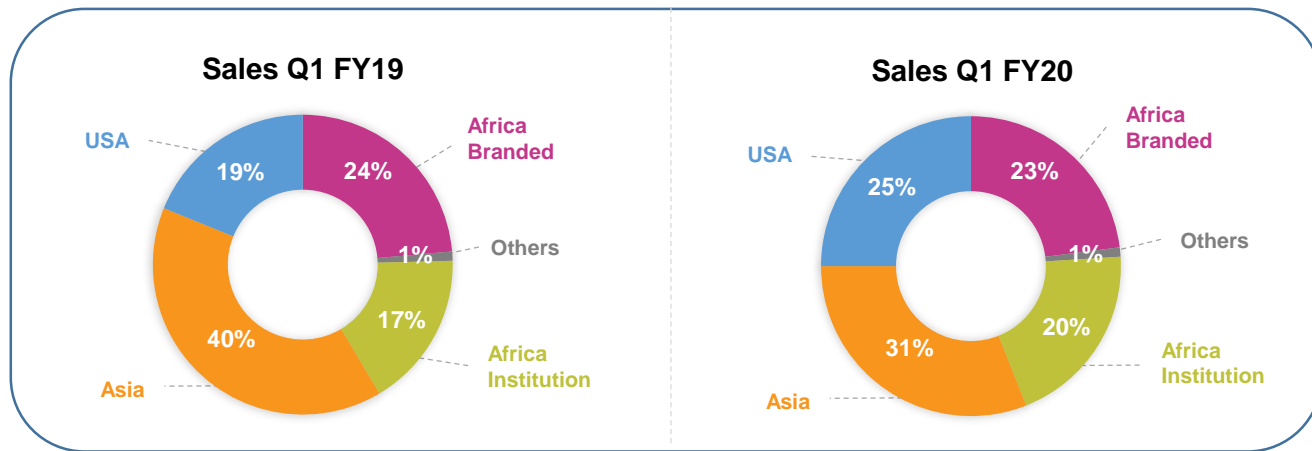
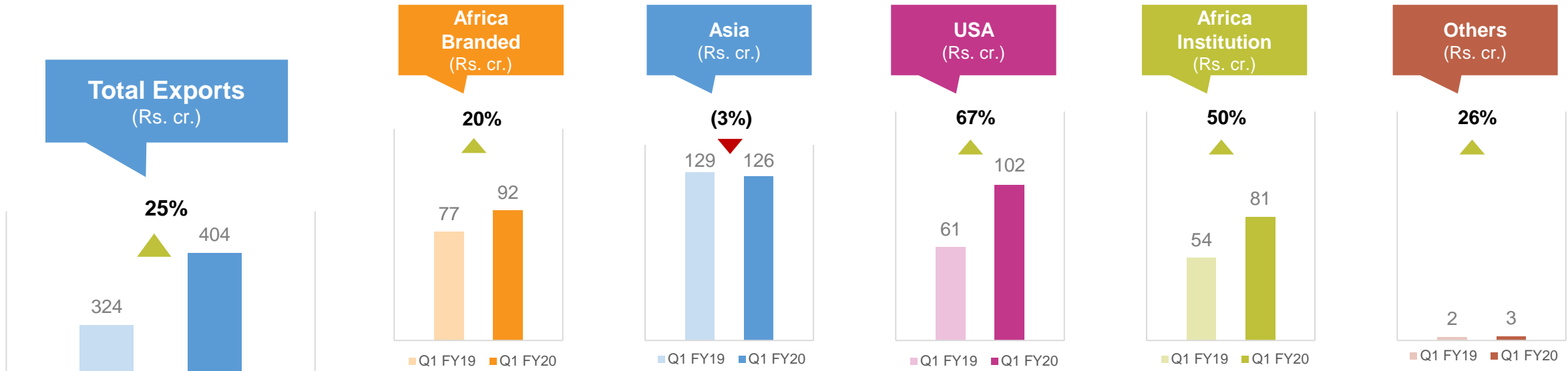
28 Products on
shelf

Launched 3
products during
the quarter
successfully

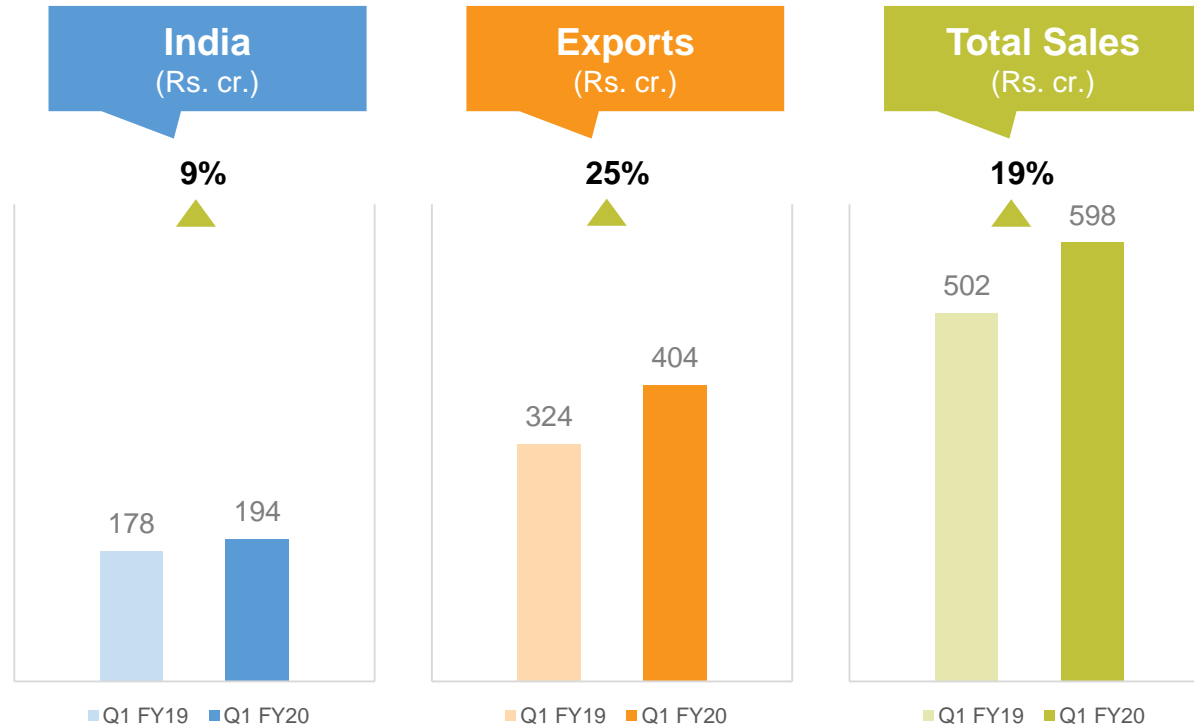
Gaining market
share in select
products with
focused approach

Continue to focus
on better
execution for
customer delight

Export Sales – Q1 (Consolidated)



Total Consolidated Sales – Q1



Rs. cr.

	Q1 FY 2019	Q1 FY 2020	Grth
India	178	194	9%
Exports	324	404	25%
Total Sales	502	598	19%



INFRASTRUCTURE

Formulation Manufacturing

- 3 facilities in Aurangabad, Maharashtra
- 1 facility at Dahej, Gujarat
- 1 facility at Guwahati, Assam
- New facility coming up at Pithampur, Madhya Pradesh
- One facility at Mauritius

API Manufacturing

- One Facility at Waluj, Aurangabad, Maharashtra (Captive Consumption)

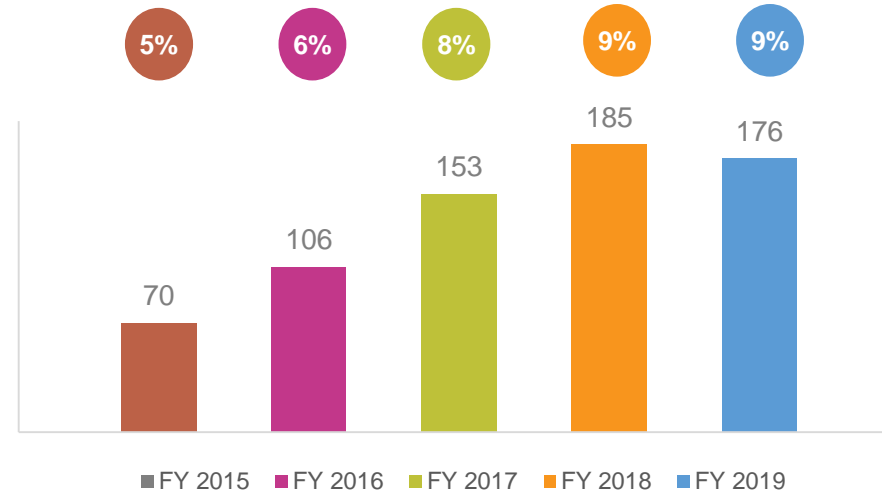


R&D Thrust

Q1 FY 2020
Rs. 40 cr. (7%)

Q1 FY 2019
Rs. 41 cr. (8%)

R&D Spend (Excluding Capex)





**FINANCIAL
HIGHLIGHTS**

P&L Synopsis – Q1 FY 2020 (Consolidated)

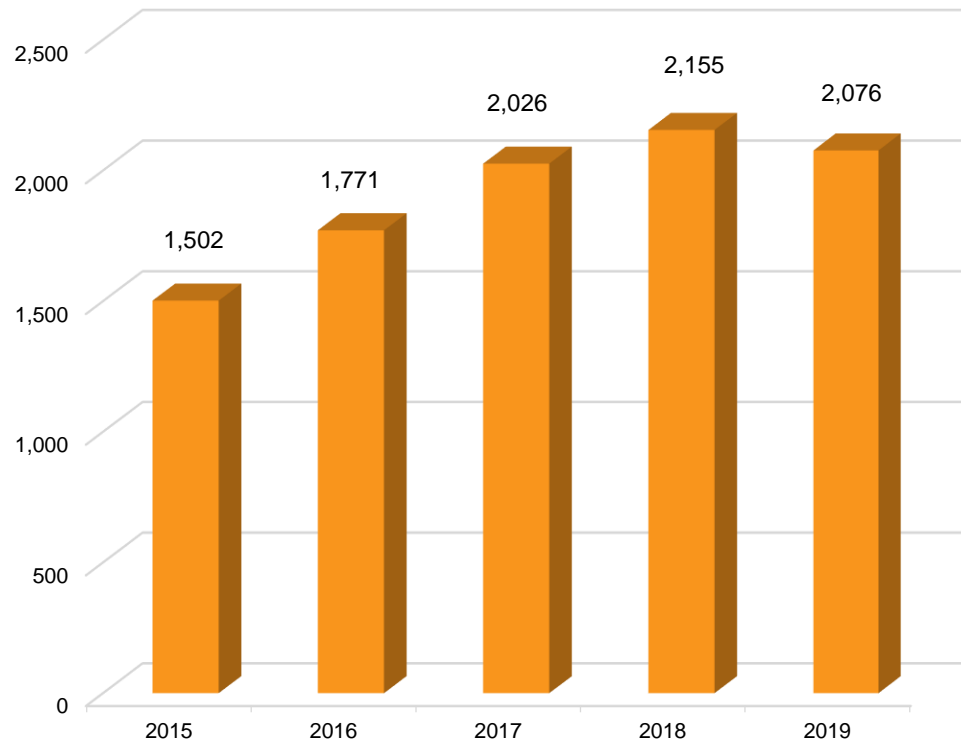
Rs. cr.	Q1 FY 2019	%	Q1 FY 2020	%	% Growth
Exports	324	63%	404	66%	25%
Domestic	178	35%	194	32%	9%
Other Op. Income	9	2%	14	2%	49%
Income from Operations	511		612		20%
EBITDA	157	31%	168	28%	7%
PBT	148	29%	151	25%	2%
PAT	106	21%	115	19%	8%
Total Comprehensive Income	102	20%	113	19%	11%

Detailed P&L – Q1 FY 2020 (Consolidated)

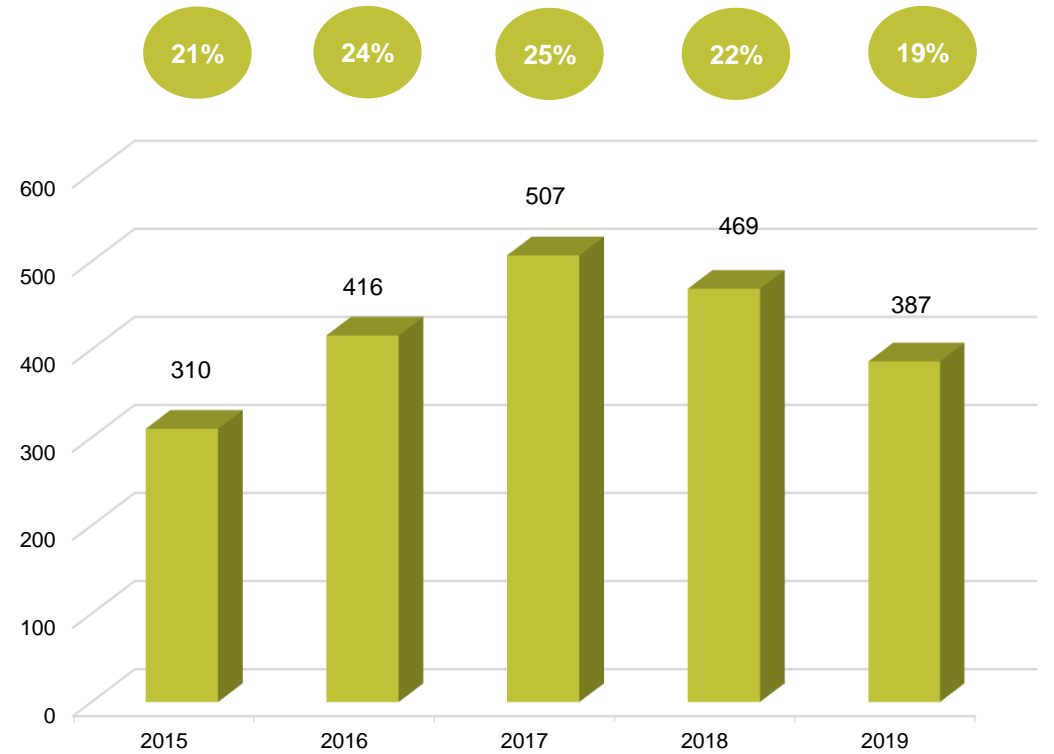
Rs. cr.	Q1 FY 2019	% to IO	Q1 FY 2020	% to IO
Income from Operations	511		612	
Other Income	8	2%	8	1%
Total Income	519		620	
Materials consumed	84	16%	143	23%
Employee Benefit	105	21%	118	19%
Finance Cost	0	0%	2	0%
Depreciation	17	3%	23	4%
Other Expenses	165	32%	184	30%
Total expenses	371	73%	469	76%
Profit before tax	148	29%	151	25%
Tax Expense	42	8%	37	6%
Net Profit	106	21%	115	19%
Other Comprehensive Income	(4)	(1%)	(1)	(1%)
Total Comprehensive Income	102	20%	113	19%
EBITDA	157	31%	168	28%

5 Year Track Record (Consolidated)

Consolidated Total Income (Rs. cr.)

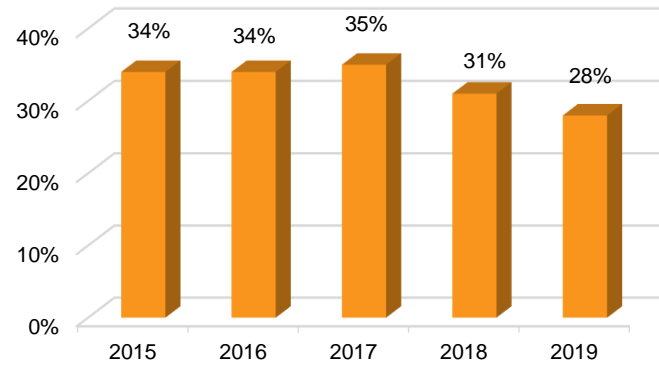


PAT (Rs. cr.) & PAT Margin (%)

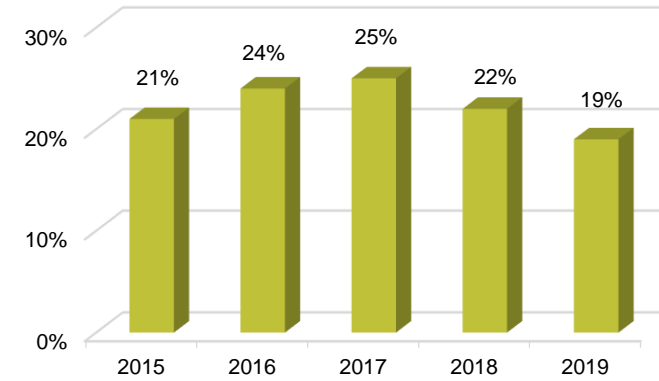


5 Year Track Record (Consolidated)

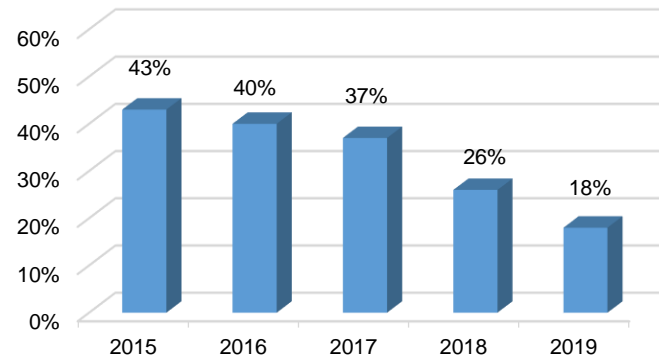
EBITDA Margin (%)



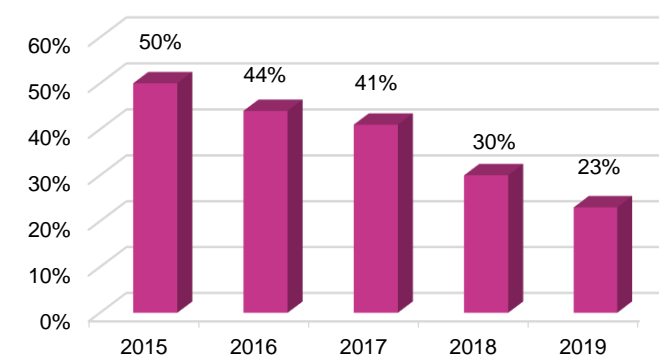
Net Margin (%)



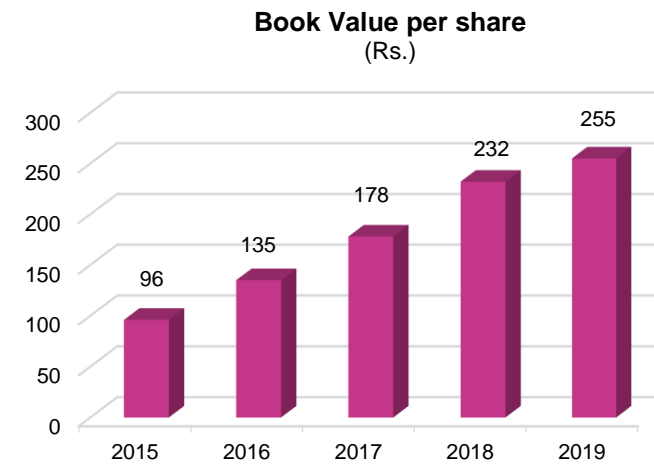
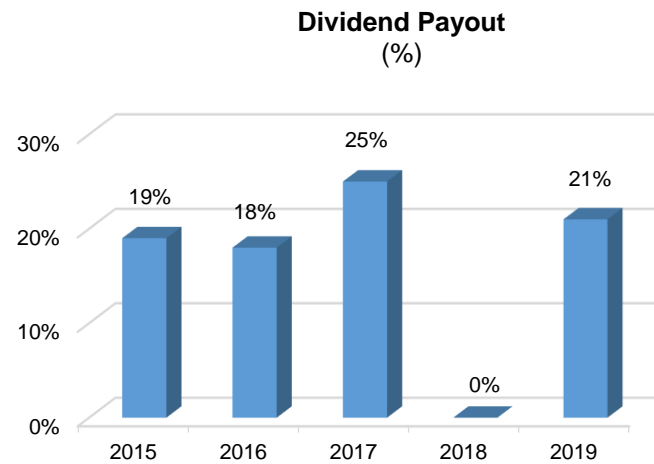
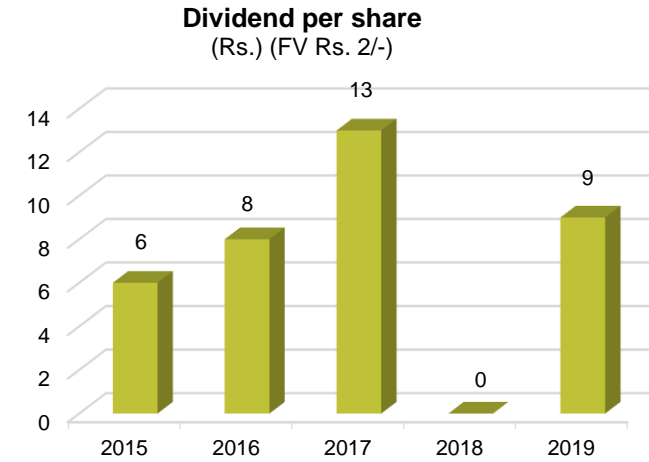
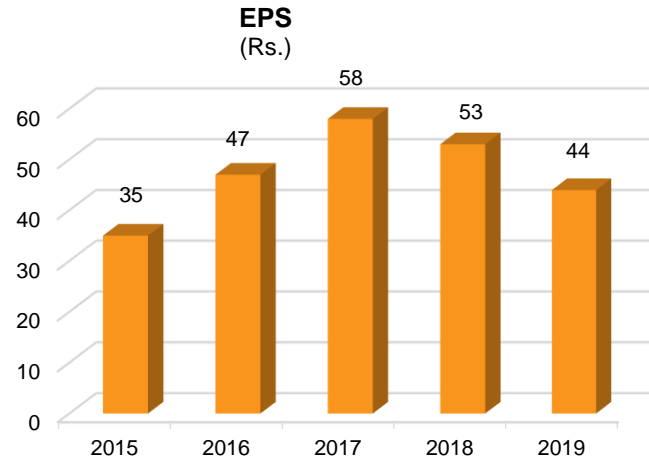
RONW (%)



ROCE (%)

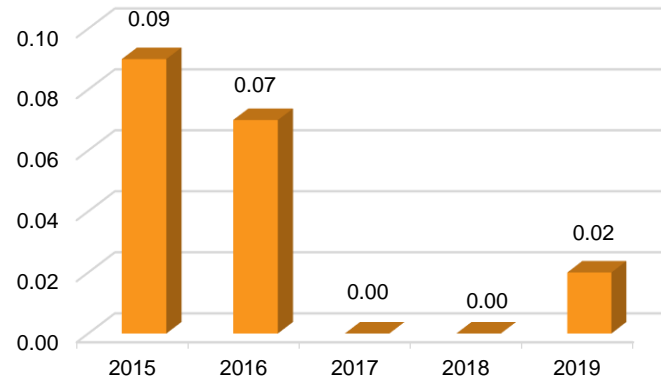


5 Year Track Record (Consolidated)

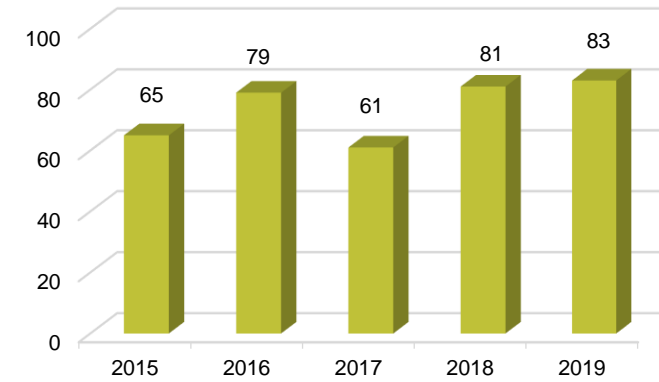


5 Year Track Record (Consolidated)

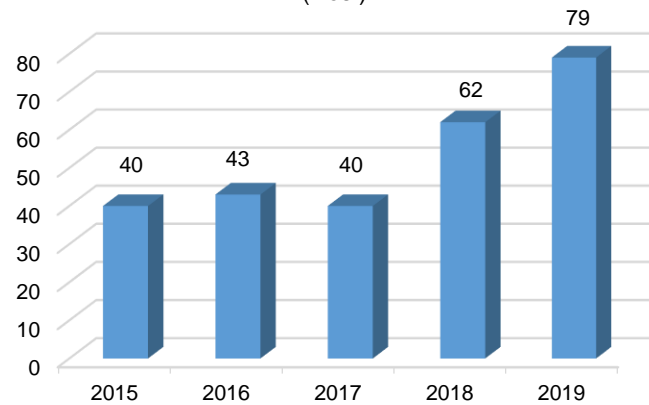
Total Debt / Equity
(Ratio.)



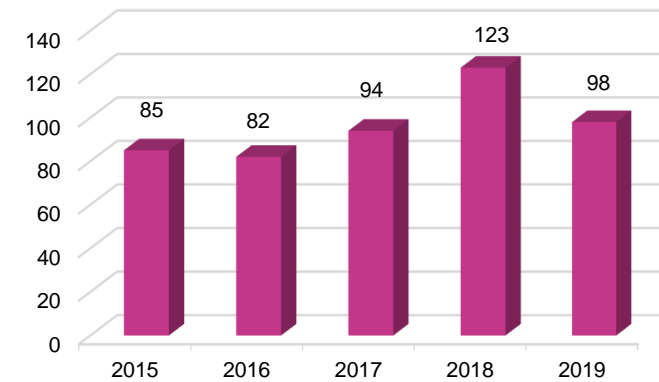
Receivable Days
(Nos.)



Inventory Days
(Nos.)



Payable Days
(Nos.)



Thank You

For updates and company information please visit our website:

www.ajantapharma.com

For specific queries, contact:

Rajeev Agarwal - 022-66061377
rajeev.agarwal@ajantapharma.com

Abhineet Kumar – 022-66061814
abhineet.kumar@ajantapharma.com

Ajanta Pharma Limited
Ajanta House, Charkop, Kandivli (W), Mumbai 400 067
CIN No. - L24230MH1979PLC022059

Disclaimer

This presentation may include certain 'forward looking statements', based on current expectations, forecasts and assumptions within the meaning of applicable laws and regulations. They are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.

The Company disclaims any obligation to revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

This material is used during oral presentation; it is not a complete record of the discussion.