



ajanta pharma limited



INVESTOR PRESENTATION

Q1 FY 2021

30th July 2020



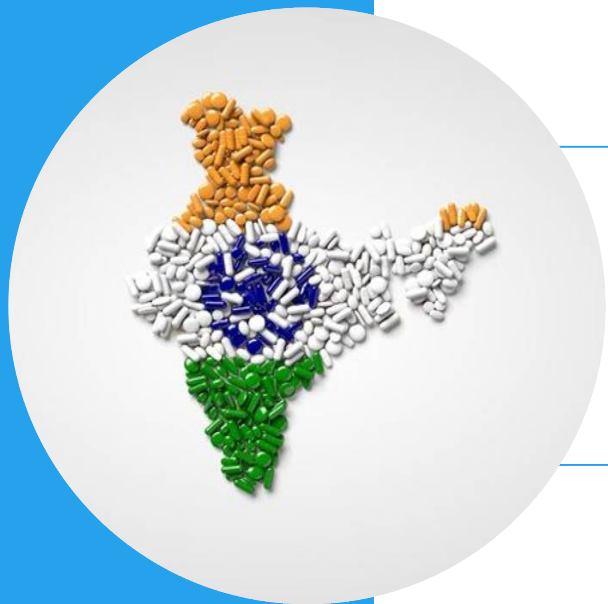
Content

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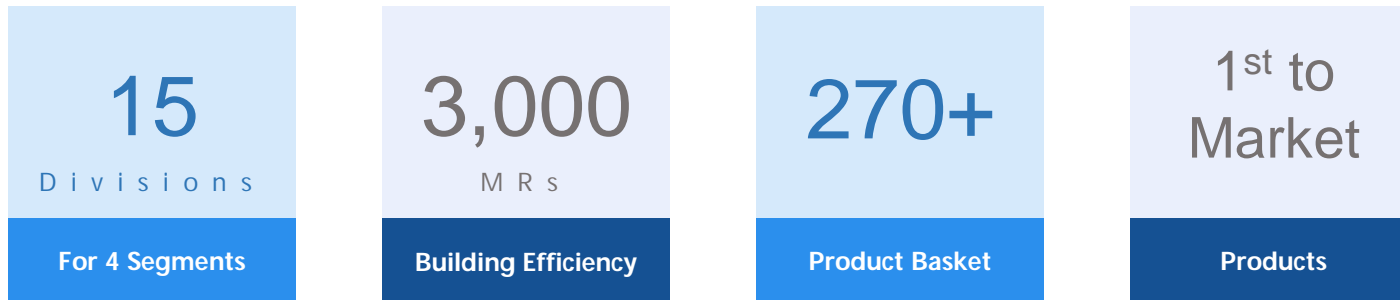
03 Infrastructure

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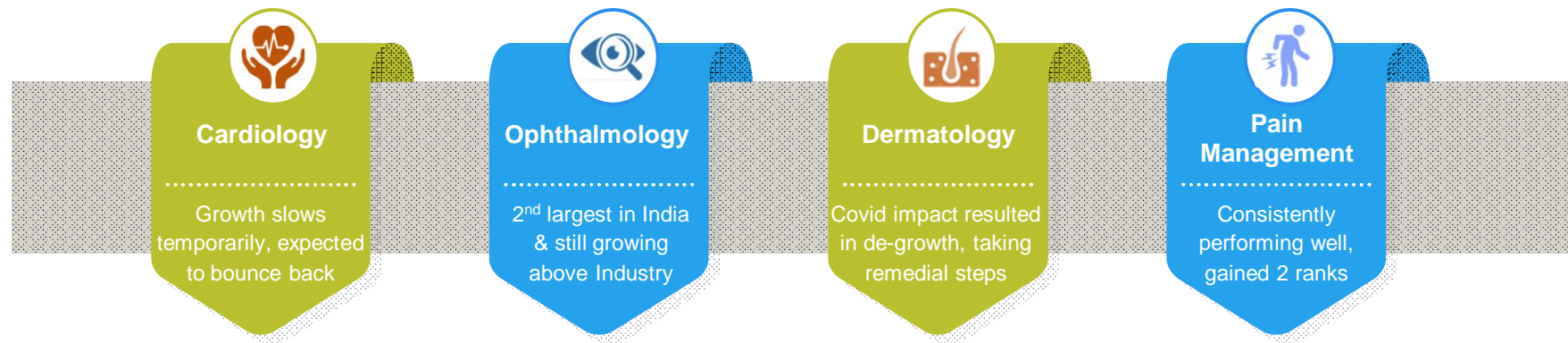


India Business

India Branded Generics



Continue to Focus on 4 Therapeutic Segments

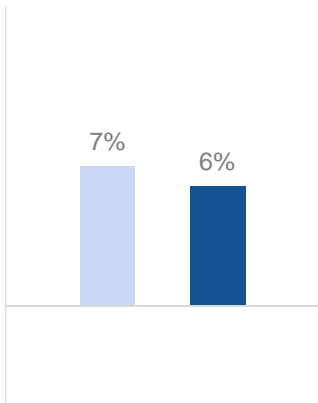


Segment Growth



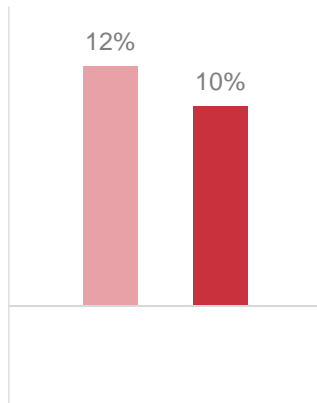
Pharma Market

■ IPM ■ Ajanta Pharma



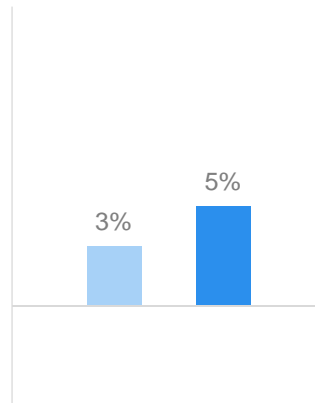
Cardiology

■ IPM ■ Ajanta Pharma



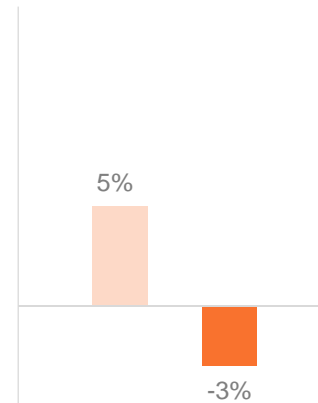
Ophthalmology

■ IPM ■ Ajanta Pharma



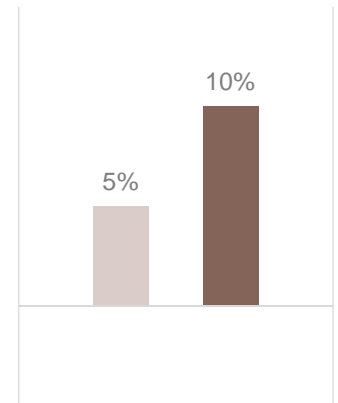
Dermatology

■ IPM ■ Ajanta Pharma



Pain Management

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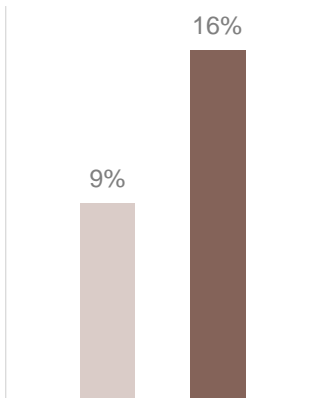
IPM = Indian Pharmaceutical Market
Source: Iqvia, June MAT 2020

Industry Growth



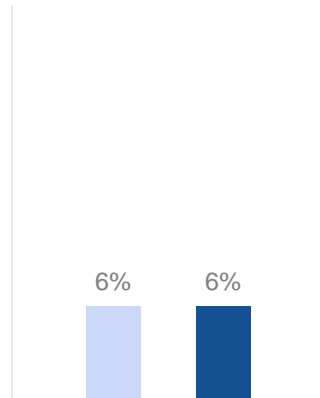
March 2017

■ IPM ■ Ajanta Pharma



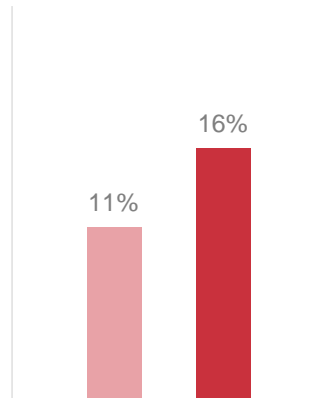
March 2018

■ IPM ■ Ajanta Pharma



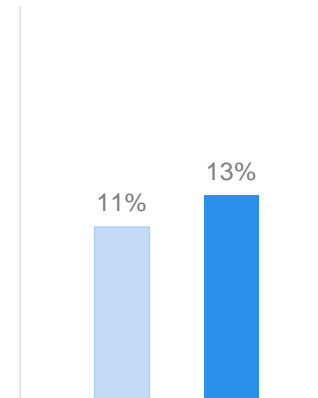
March 2019

■ IPM ■ Ajanta Pharma



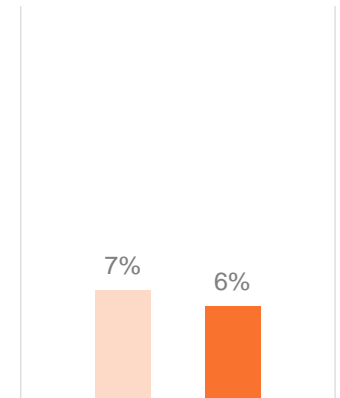
March 2020

■ IPM ■ Ajanta Pharma



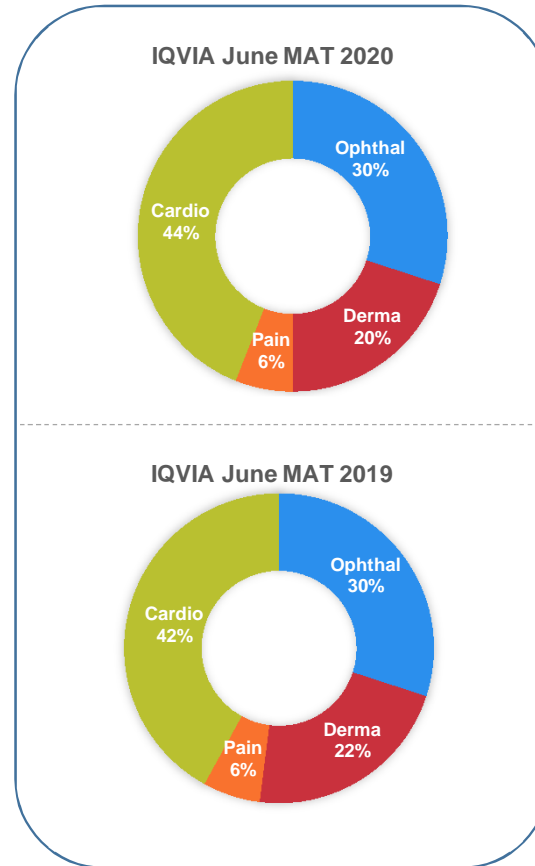
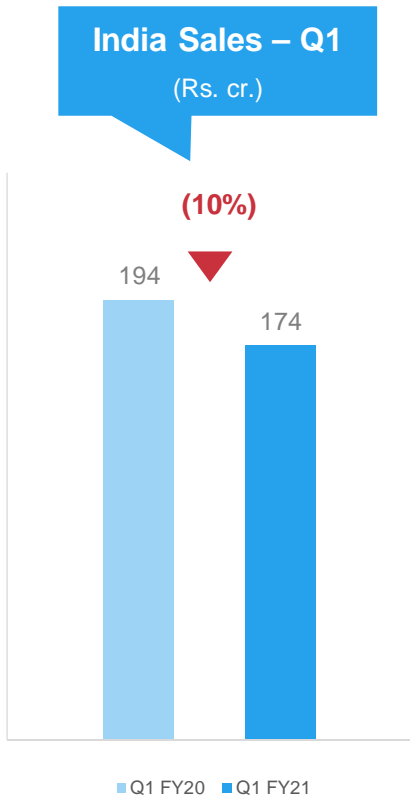
June 2020

■ IPM ■ Ajanta Pharma



IPM = Indian Pharmaceutical Market
Source: Iqvia, June MAT 2020

India Sales



IPM - Ranking



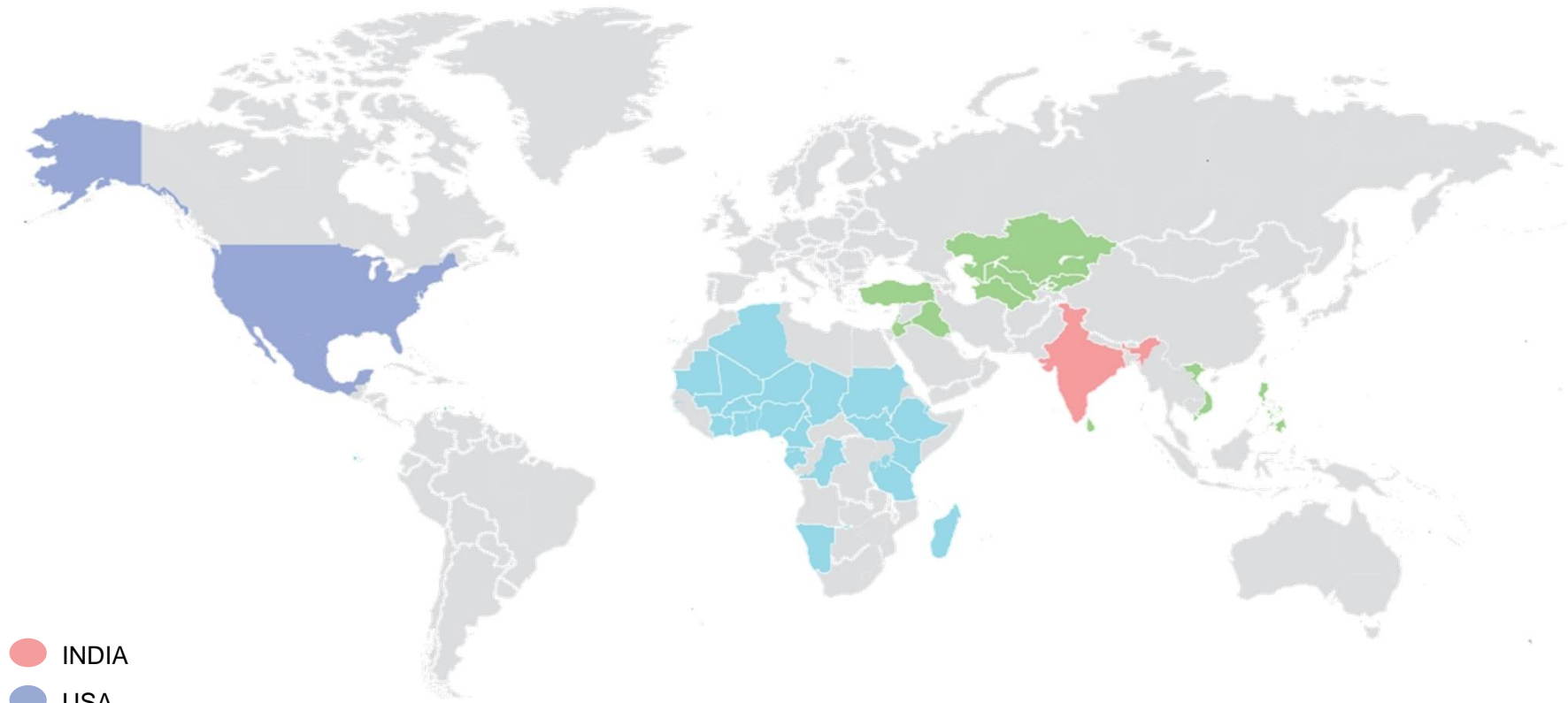
| | March 2005 | June 2019 | June 2020 |
|---------------|------------|-----------|-----------|
| Ophthalmology | 28 | 2 | 2 |
| Dermatology | 98 | 14 | 15 |
| Cardiology | 38 | 15 | 17 |
| Pain Mgmt. | NA | 41 | 36 |
| Ajanta | 88 | 31 | 29 |

Source: Iqvia, June MAT 2020



Global Business

Global Presence



- INDIA
- USA
- AFRICA 19 Countries
- REST OF ASIA 10 Countries

Map not to scale, only for illustration purpose

Branded Generic Business in Emerging Markets



Africa

Product Registrations

1,000+

Major Therapeutic Segments

Anti-Malaria

Antibiotics

Gynecology

Vitamins

Cardiology

Ophthalmology

Pain Management

Asia

Product Registrations

299

Therapeutic Segments

Cardiology

Pain Management

Antibiotics

Gastroenterology

Anti-Histamines

Respiratory

Neurology

USA



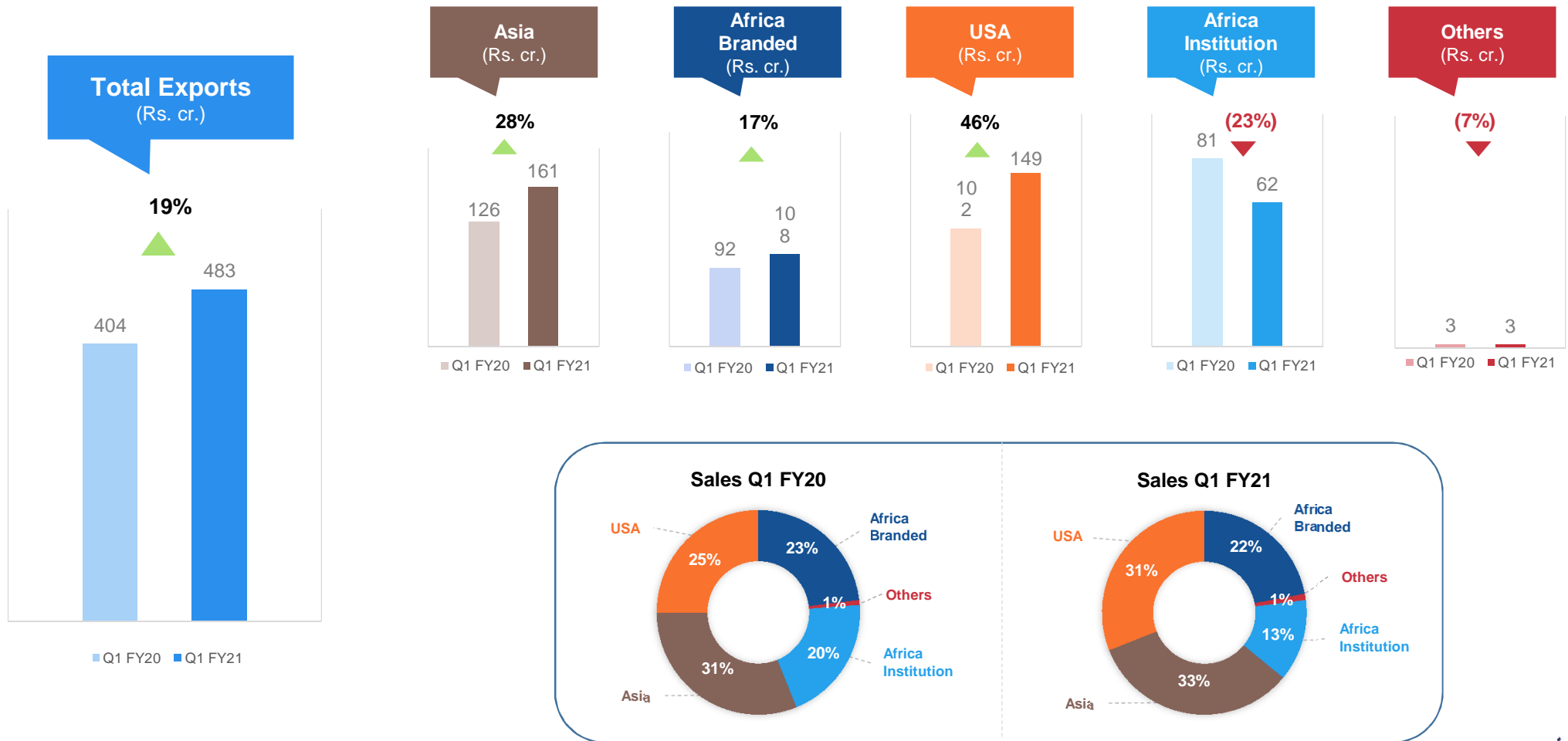
30 Products on shelf

More product launches in FY 2021

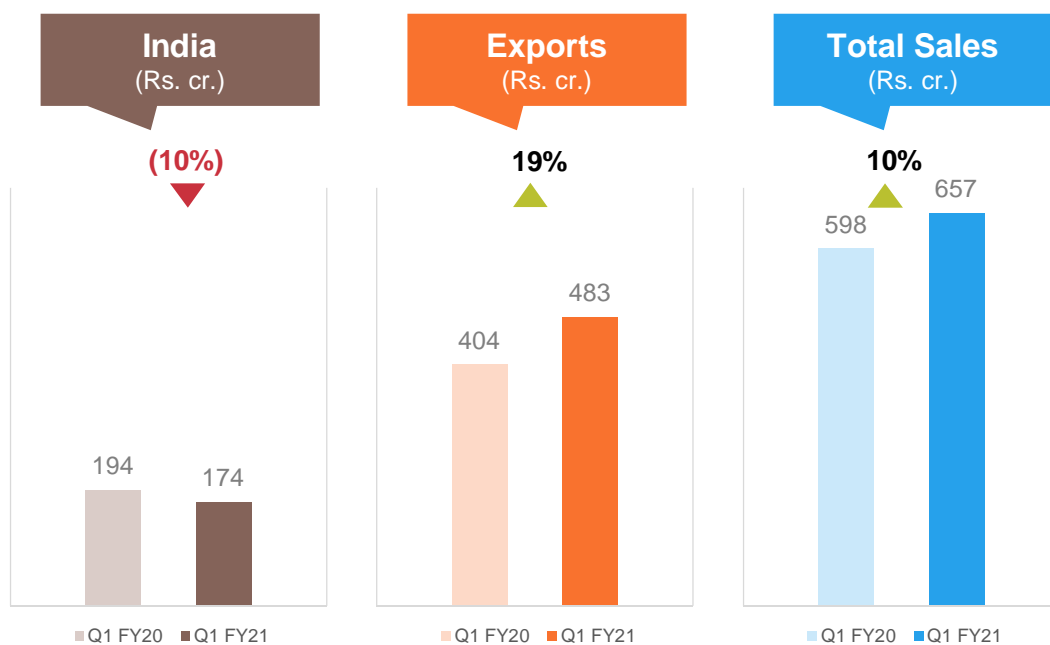
Steady gain in market share

Focus on sound execution for customer delight

Export Sales – Q1 (Consolidated)



Total Consolidated Sales – Q1



Rs. cr.

| | Q1 FY 2020 | Q1 FY 2021 | Gwth |
|--------------------|---------------|---------------|------------|
| India | 194 | 174 | (10%) |
| Exports | 404 | 483 | 19% |
| Total Sales | 598 | 657 | 10% |



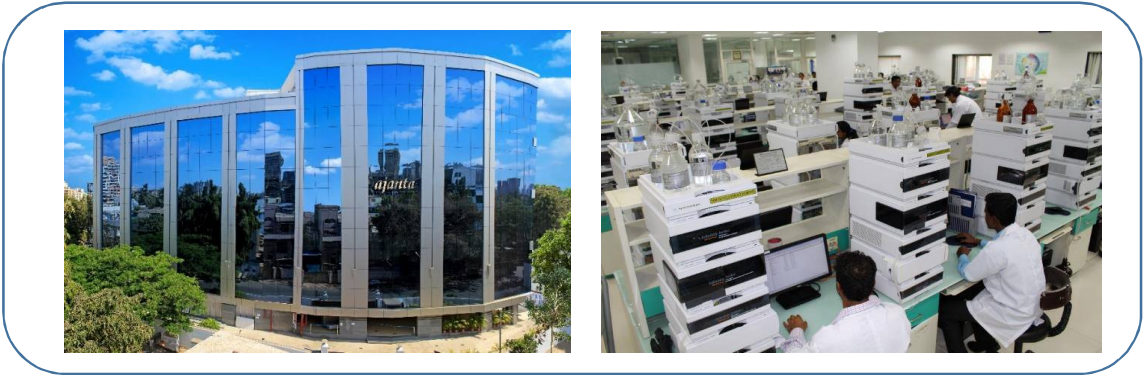
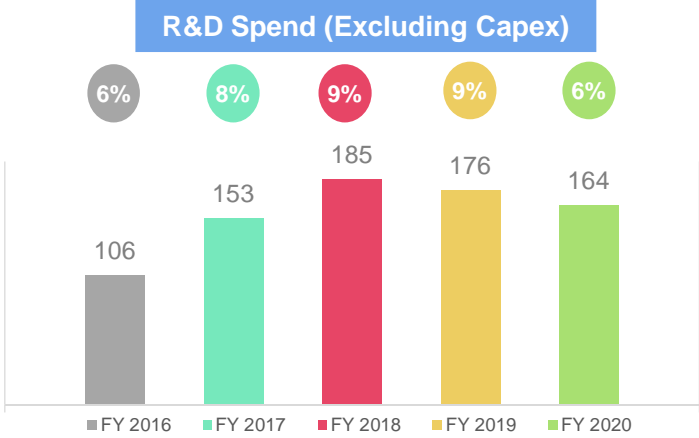
Infrastructure

Research & Development



Q1 FY 2021
Rs. 31 cr. (5%)

Q1 FY 2020
Rs. 40 cr. (6%)



Enabling Infrastructure



Formulation Manufacturing

- 3 facilities at Aurangabad, Maharashtra
- 1 facility at Dahej, Gujarat
- 1 facility at Guwahati, Assam, Ophthalmic bloc to commence operation in Q2 FY21
- 1 facility at Pithampur, Madhya Pradesh (newly commissioned)
- 1 facility at Mauritius

API Manufacturing

- 1 facility at Waluj, Aurangabad, Maharashtra (Captive Consumption)



Pitampur facility





Financial Highlights

P&L Synopsis – Q1 FY 2021 (Consolidated)



| Rs. cr. | Q1 FY 2020 | % | Q1 FY 2021 | % | % Growth |
|-------------------------------|---------------|------------|---------------|------------|-------------|
| Exports | 404 | 66% | 483 | 72% | 19% |
| Domestic | 194 | 32% | 174 | 26% | (10%) |
| Other Op. Income | 14 | 2% | 11 | 2% | (14%) |
| Income from Operations | 612 | | 668 | | 9% |
| EBITDA | 168 | 28% | 223 | 33% | 33% |
| PBT | 151 | 25% | 207 | 31% | 36% |
| PAT | 115 | 19% | 148 | 22% | 29% |
| Total Comprehensive Income | 113 | 19% | 149 | 22% | 31% |

Detailed P&L – Q1 FY 2021 (Consolidated)

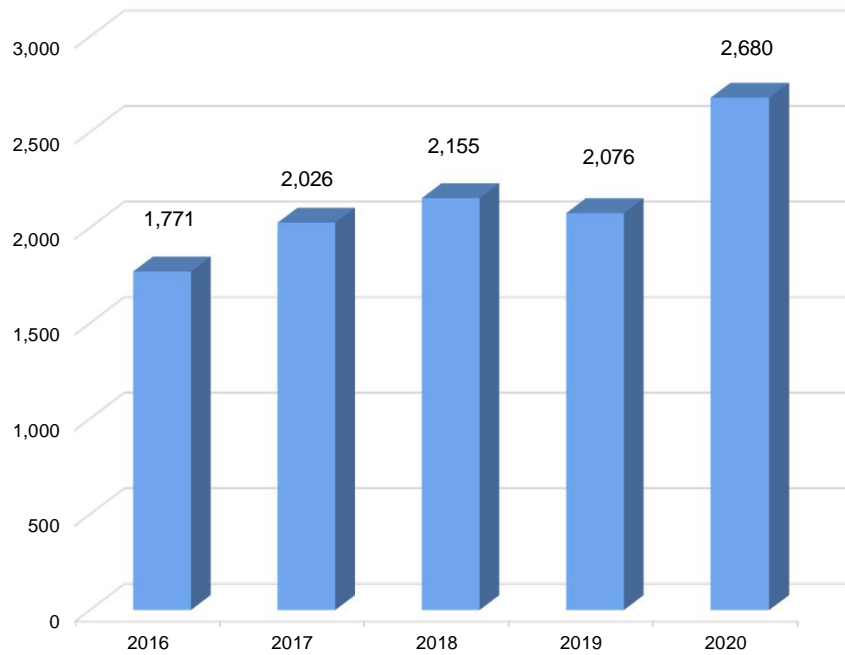


| Rs. cr. | Q1 FY 2020 | % to IO | Q1 FY 2021 | % to IO |
|-----------------------------------|------------|------------|------------|------------|
| Income from Operations | 612 | | 668 | |
| Other Income | 8 | 1% | 13 | 2% |
| Total Income | 620 | | 681 | |
| Materials consumed | 143 | 23% | 152 | 23% |
| Employee Benefit | 118 | 19% | 136 | 20% |
| Finance Cost | 2 | 0% | 2 | 0% |
| Depreciation | 23 | 4% | 28 | 4% |
| Other Expenses | 184 | 30% | 156 | 23% |
| Total Expenses | 469 | 76% | 474 | 70% |
| Profit before Tax | 151 | 25% | 207 | 31% |
| Tax Expense | 37 | 6% | 59 | 9% |
| Net Profit | 115 | 19% | 148 | 22% |
| Other Comprehensive Income | (1) | (1%) | 1 | 0% |
| Total Comprehensive Income | 113 | 19% | 149 | 22% |
| EBITDA | 168 | 28% | 223 | 33% |

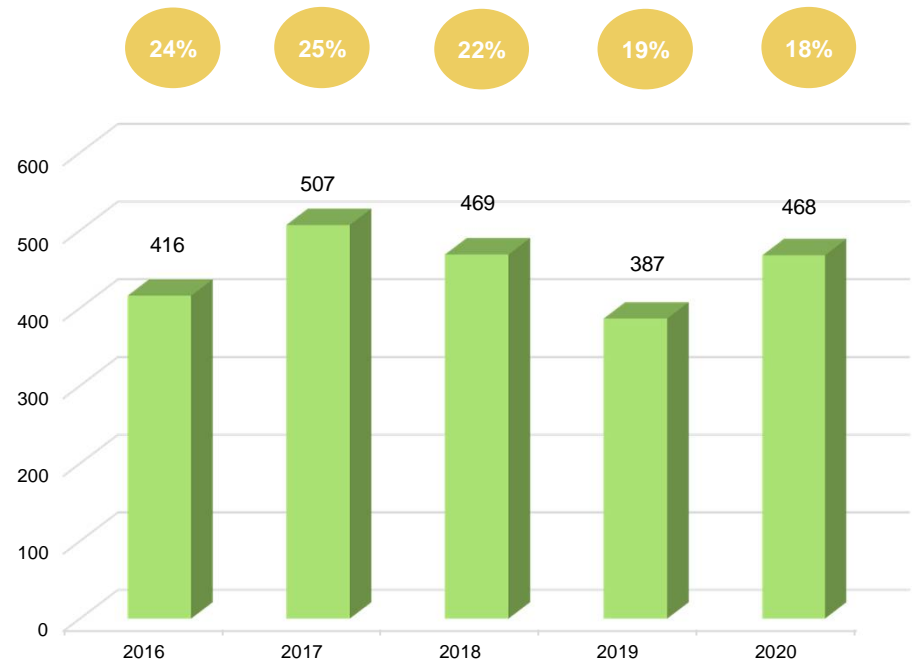
5 Year Track Record (Consolidated)



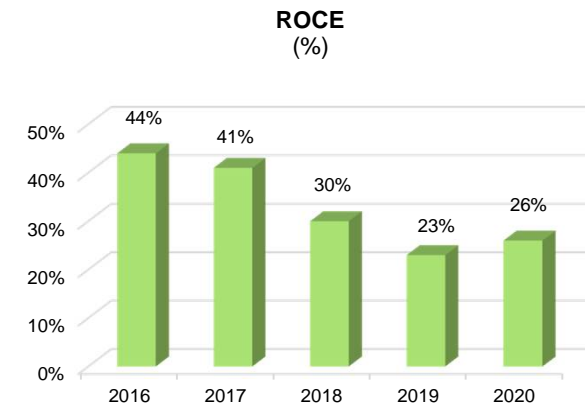
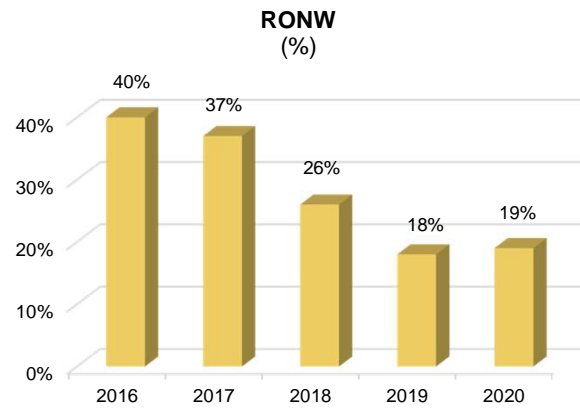
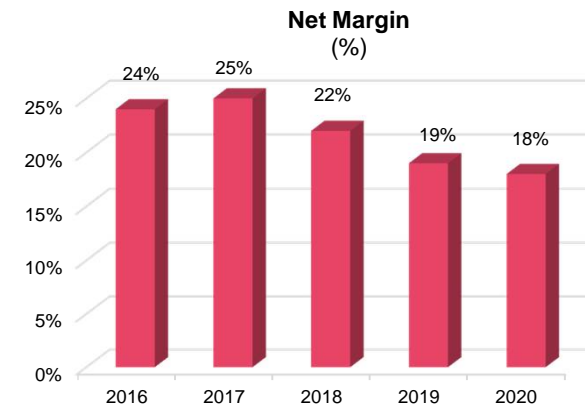
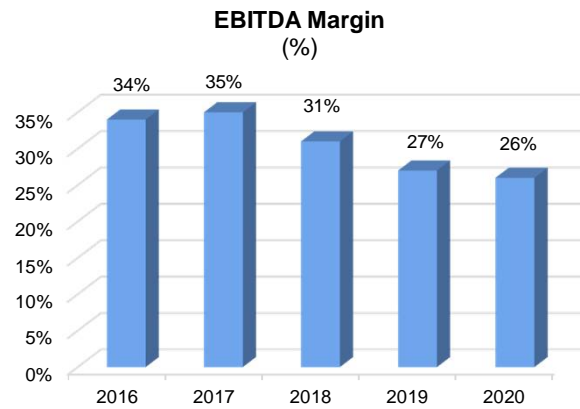
Consolidated Total Income
(Rs. cr.)



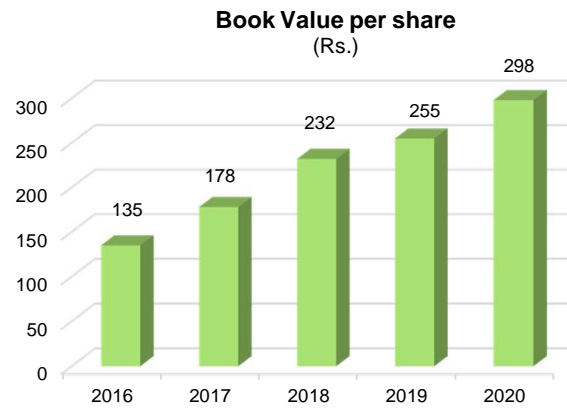
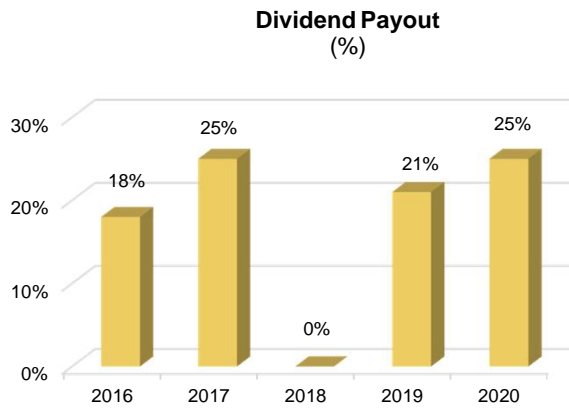
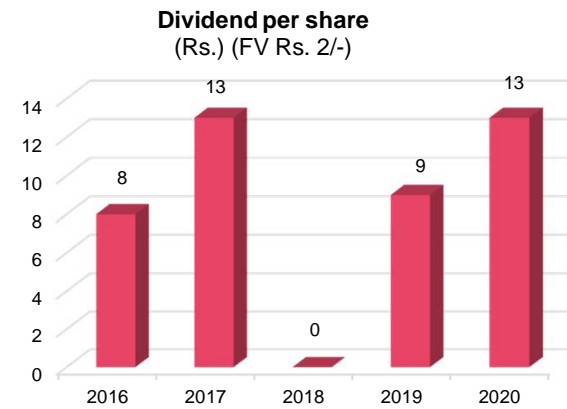
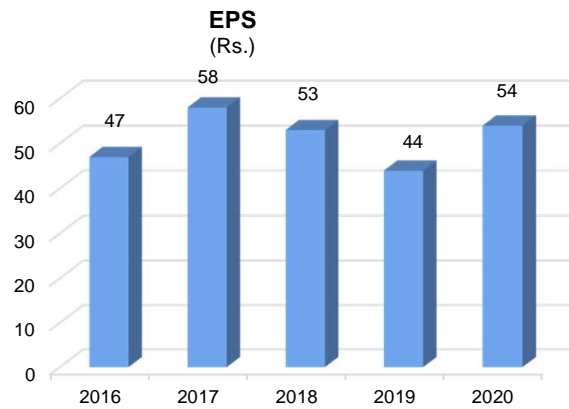
PAT (Rs. cr.) & PAT Margin (%)



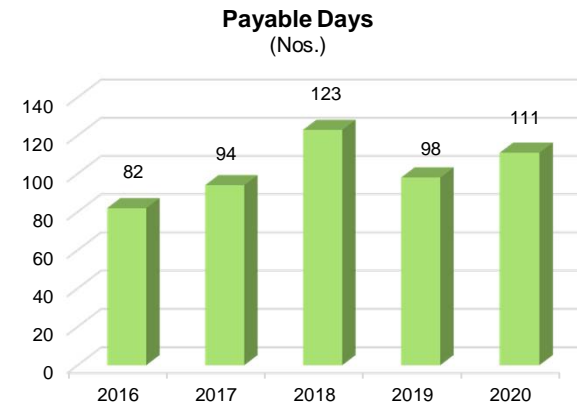
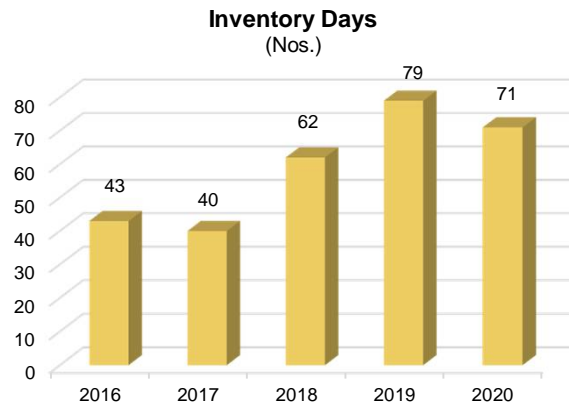
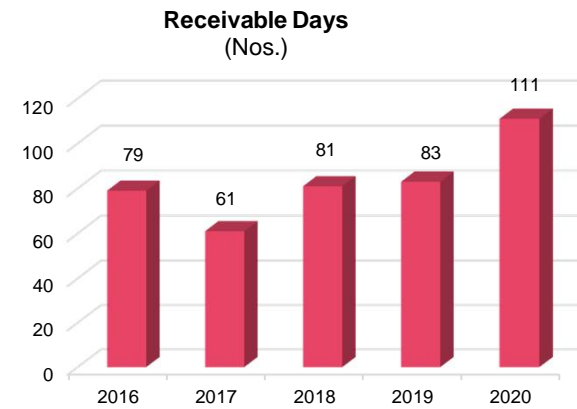
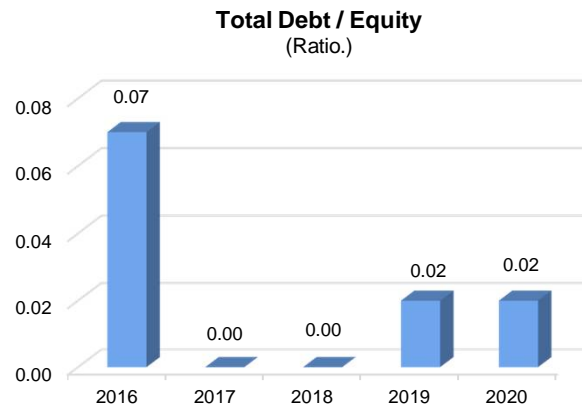
5 Year Track Record (Consolidated)



5 Year Track Record (Consolidated)



5 Year Track Record (Consolidated)







CSR - Covid Assistance



**300 BED ISOLATION CENTER
& 30 BED ICU FACILITY
FOR COVID-19 PATIENTS**

AT RACE COURSE & NSCI DOME, MUMBAI

DONATED BY

Rs. 7 cr.

Ajanta Pharma family
contributes in
fight against COVID

Rs. 2 cr. - PM CARES fund

Rs. 4 cr. - State Govt. & BMC

1. Masks - 7 Lacs +
2. Sanitizers - 1.3 Lac+
3. Food – 1.25 Lacs+

Rs. 1 cr. Contribution by
Ajantaites 1 day salary



LOCATION:
MAHALAXMI RACECOURSE & NSCI DOME :

This entire project has been done under the guidance and coordination of Shri Aditya Thackeray.

The Parking lot of racecourse at Worli and a part of the NSCI Dome has been allocated for creating this facility.




CSR - Covid Assistance



Distributed ration to needy, sanitizers & masks to Govt. hospitals, jail, etc.

Thank You

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www.ajantapharma.com

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