



ap *ajanta pharma limited*

Investor Presentation

Q1 FY 2023

(28th July 2022)

Safe Harbor Statement

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.

- 1 India Business
- 2 Global Business
- 3 Infrastructure
- 4 Financial Highlights



Ajanta's Strength

Smart Product Portfolio & Robust Execution

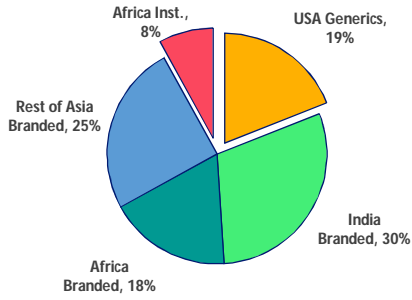
		
Smart & Beautiful Product Portfolio	1st to Market Products	Leaders in various molecules & therapeutic Segments

Robust Supply Chain ensures product availability every single day

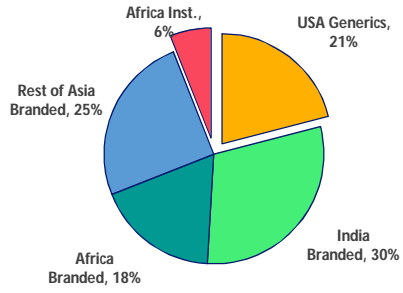
Diversified Revenue Streams

Branded Generics (India & Emerging Markets)
Contribute **73%**
of the revenue

Q1 FY 2023



FY 2022



28th July 2022

5 of 30

ajanta

1 India Business



28th July 2022

6 of 45

ajanta

India Branded Generic Business

Focus on 4 Therapeutic Segments

15

Divisions

4 Segments

2,800+

MRs

Building Efficiency

300+

Product Basket

Cardiology



Growth continues

Ophthalmology



2nd largest in India

Dermatology



Gained 1 rank

Pain Management



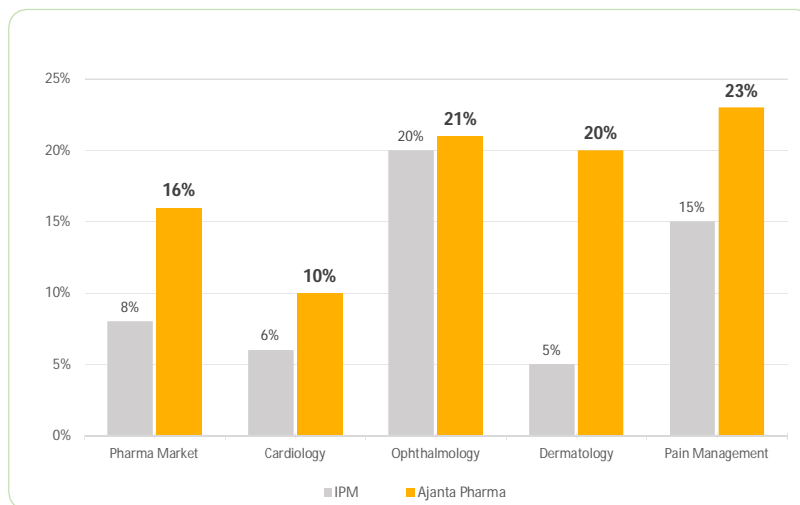
Gained 2 ranks

28th July 2022

7 of 30

ajanta

India – Higher than Industry Growth



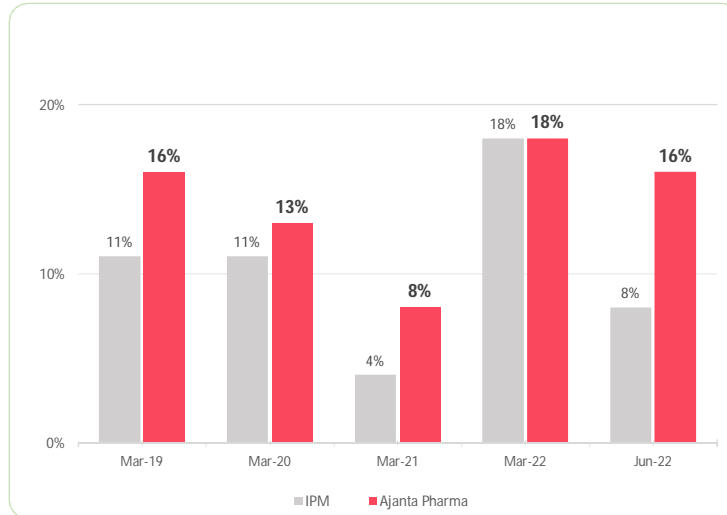
IPM = Indian Pharmaceutical Market
Source: Iqvia, June MAT 2022

28th July 2022

8 of 30

ajanta

Consistently Exceeding IPM Growth



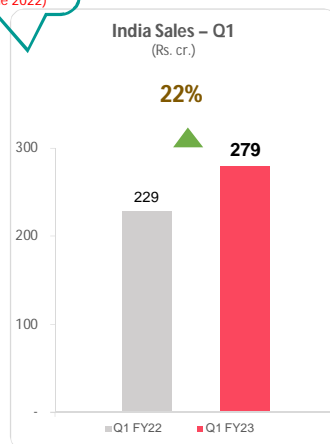
IPM = Indian Pharmaceutical Market
Source: Iqvia, MAT

9 of 30

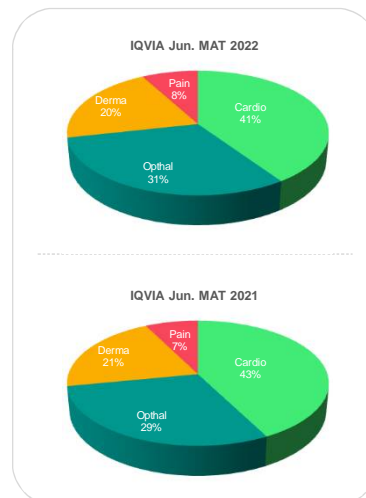
ajanta

India Sales

3rd
Fastest growing
among Top 30
(Iqvia, MAT June 2022)



Segment wise contribution



10 of 30

ajanta

India Ranking

Therapies	Mar 2013	June 2022
Ophthalmology	5 th	2 nd
Cardiology	28 th	17 th
Dermatology	15 th	14 th
Pain Management	NA	30 th
Ajanta	45th	28th

28th July 2022

IPM = Indian Pharmaceutical Market
Source: Iqvia, June MAT 2022

11 of 30

ajanta

2 Global Business

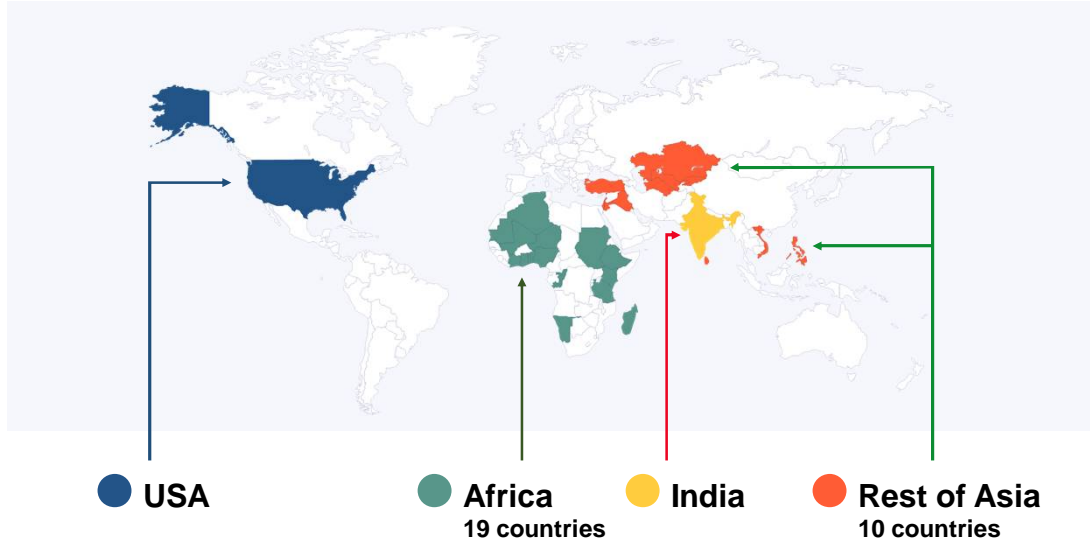


28th July 2022

12 of 45

ajanta

Global Presence



28th July 2022

13 of 30

ajanta

Branded Generic – Emerging Markets

200+
Products

Leadership
in many molecules



Cardiology



Anti-Diabetic



Ophthalmology



Dermatology



Anti-Malaria



Antibiotics



Pain



Gastro



Anti-Histamines



Gynecology



Respiratory

28th July 2022

14 of 30

ajanta

Africa Institution

1st Generic Company

to obtain

WHO Pre-Qualification

for difficult anti-malarial product

Artemether + Lumefantrine Tabs



28th July 2022

15 of 30

ajanta

USA

42

Approvals
(1 tentative
in Q1 FY 2023)

20

Under Approval

~10-12

Filing Target
(1 filed in
Q1 FY 2023)

39

Products on
Shelf

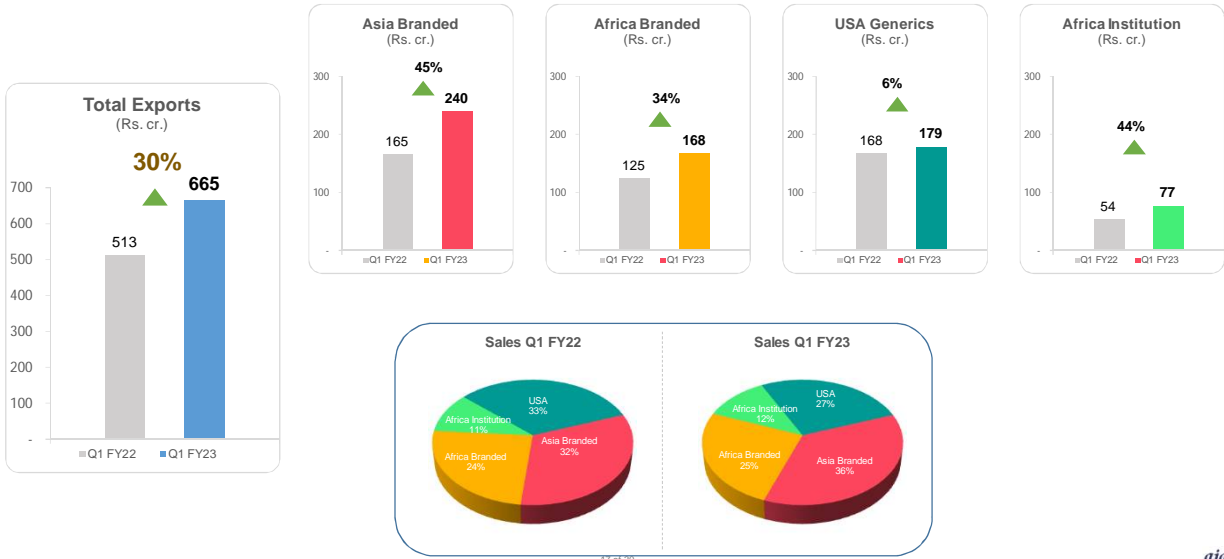
- Price erosion impacted Q1
- No new approvals & launches during the Qtr

28th July 2022

16 of 30

ajanta

Export Sales – Q1 (Consolidated)

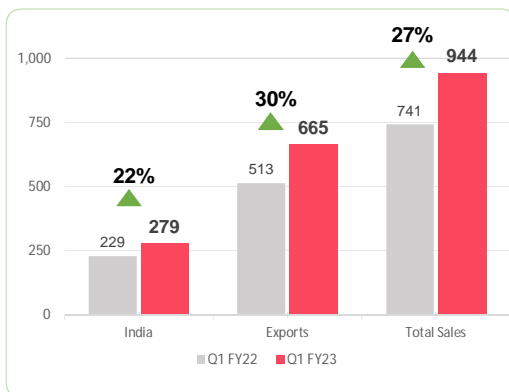


28th July 2022

17 of 30

ajanta

Total Consolidated Sales – Q1



	Q1 FY 2022	Q1 FY 2023	Gwth
India	229	279	22%
Exports	513	665	30%
Total Sales	741	944	27%

28th July 2022

18 of 30

ajanta

3 Infrastructure

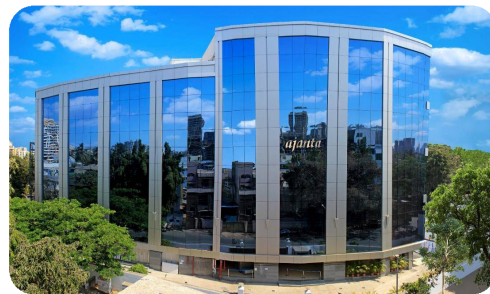
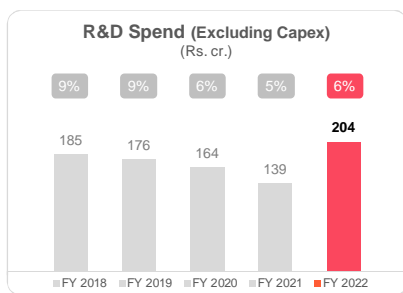


ajanta

28th July 2022

19 of 45

Our Continued Commitment to R&D

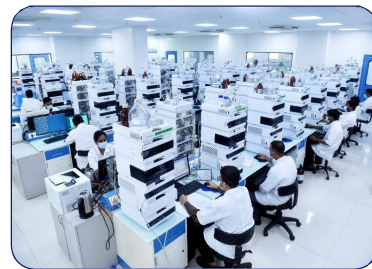


Ajanta Research Centre, Mumbai



Q1 FY 2023
Rs. 54 cr. (6%)

Q1 FY 2022
Rs. 45 cr. (6%)



ajanta

28th July 2022

20 of 30

Manufacturing

Formulation Manufacturing

- 3 facilities at Aurangabad, Maharashtra
- 1 facility at Dahej, Gujarat
- 1 facility at Guwahati, Assam
- 1 facility at Pithampur, Madhya Pradesh

API Manufacturing

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



Ajanta Manufacturing Facility – Paithan, Aurangabad



Capsule Filling Machine



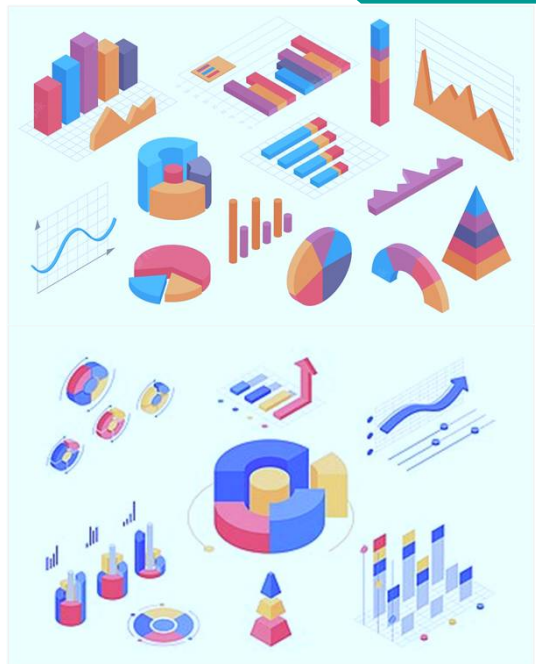
Packing Machine

28th July 2022

21 of 30

ajanta

4 Financial Highlights



28th July 2022

22 of 45

ajanta

Detailed P&L – Q1 FY 2023 (Consolidated)

Rs. Cr.

	Q1 FY 2022	% to RO	Q1 FY 2023	% to RO
Revenue from Operations (RO)	748		951	
Other Income	33	4%	33	3%
Total Income	781		984	
Materials consumed	171	23%	280	29%
Employee Benefit	158	21%	183	19%
Finance Cost	2	0%	1	0%
Depreciation	31	4%	32	3%
Other Expenses	198	26%	266	28%
Total Expenses	560	75%	762	80%
Profit Before Tax	221	29%	222	23%
Tax Expense	47	6%	47	5%
Net Profit	174	23%	175	18%
Other Comprehensive Income	(3)	0%	5	1%
Total Comprehensive Income	171	23%	180	19%
EBITDA	220	29%	222	23%

28th July 2022

23 of 30

ajanta

P&L Synopsis – Q1 FY 2023 (Consolidated)

Rs. Cr.

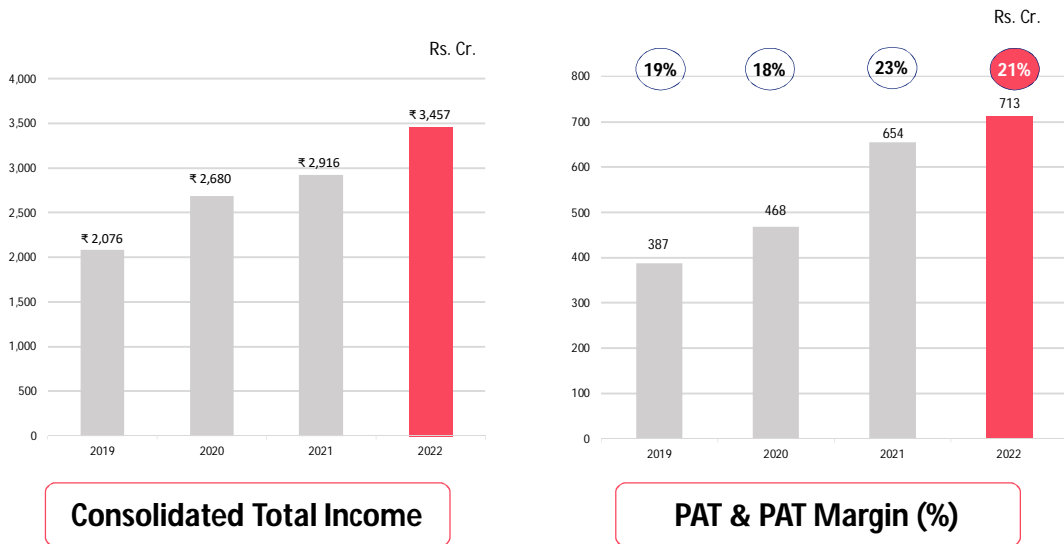
	Q1 FY 2022	% to RO	Q1 FY 2023	% to RO	% Growth
Exports	513	68%	665	70%	30%
Domestic	229	31%	279	29%	22%
Other Op. Income	6	1%	7	1%	8%
Revenue from Operations (RO)	748		951		27%
EBITDA	220	29%	222	23%	1%
PBT	221	29%	222	23%	1%
PAT	174	23%	175	18%	1%
Total Comprehensive Income	171	23%	180	19%	5%

28th July 2022

24 of 30

ajanta

Track Record (Consolidated)

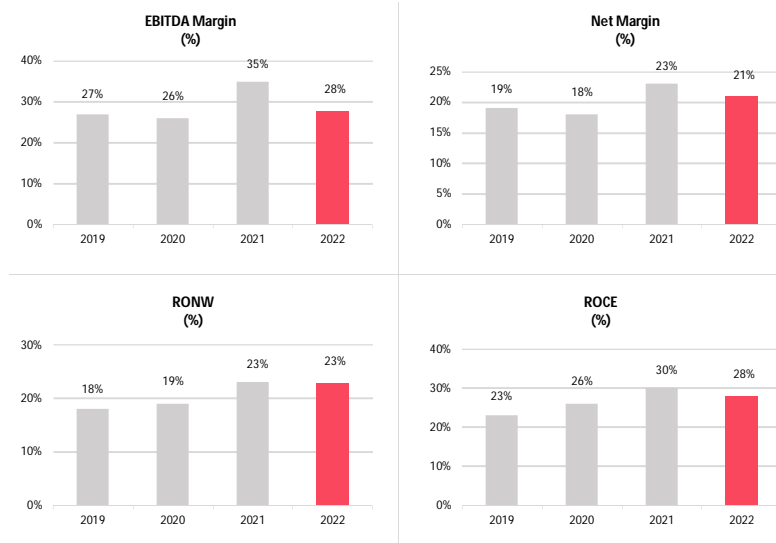


28th July 2022

25 of 30

ajanta

Track Record (Consolidated)

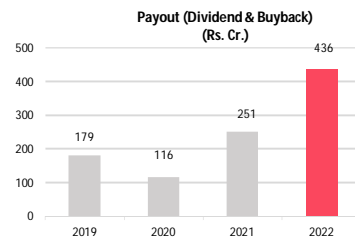
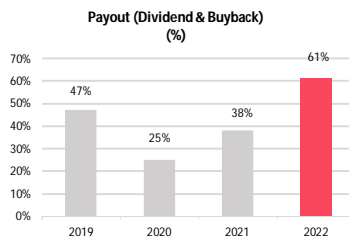
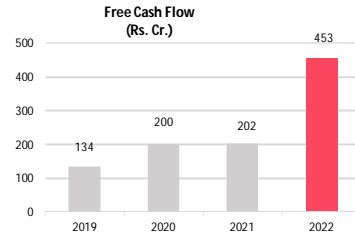
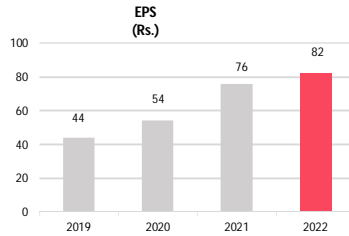


28th July 2022

26 of 30

ajanta

Track Record (Consolidated)

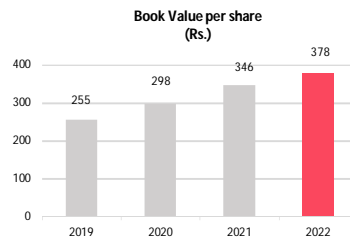
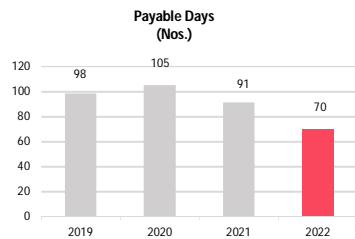
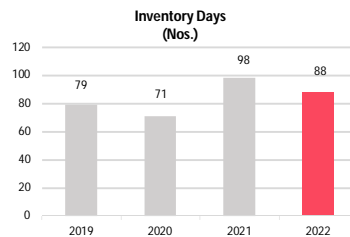
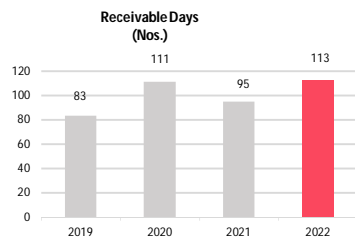


28th July 2022

27 of 30

ajanta

Track Record (Consolidated)



28th July 2022

28 of 30

ajanta

Q1 FY23 Earnings Conference Call

Earnings Conference Call Dial-in Information

Date and Time	July 28, 2022 at 1700 – 1800 hrs IST 1930 – 2030 hrs SST/HKT 1230 – 1330 hrs BST 0730 – 0830 hrs US ET
Dial-in Numbers	
Universal Access	Primary Access: +91 22 6280 1542 +91 22 7115 8372
International Toll Number	USA: +1 3233868721 UK: +44 2034785524 Hong Kong: +852 30186877 Singapore: +65 31575746
International Toll Free Number	USA: 18667462133 UK: 08081011573 Hong Kong: 800964448 Singapore: 8001012045

28th July 2022

29 of 30

ajanta

Thank You

For more information please visit our website:

www.ajantapharma.com

For regular updates follow us on twitter

www.twitter.com/ajantapharmaltd

For specific queries, contact:

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

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

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

28th July 2022

30 of 45

ajanta