



Growing with Branded Generics

Investor Presentation - Q1 FY 2024

27th July 2023



Important Disclosure

Except for the historical information contained herein, statements in this presentation and any subsequent discussions, which include words or phrases such as 'will', 'aim', 'will likely result', 'would', 'believe', 'may', 'expect', 'will continue', 'anticipate', 'estimate', 'intend', 'plan', 'contemplate', 'seek to', 'future', 'objective', 'goal', 'likely', 'project', 'on-course', 'should', 'potential', 'pipeline', 'guidance', 'will pursue', 'trend line' and similar expressions or variations of such expressions may constitute 'forward-looking statements'.

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to Ajanta Pharma's ability to successfully implement its strategy, the Company's growth and expansion plans, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, cash flow projections, exposure to market risks as well as other risks.

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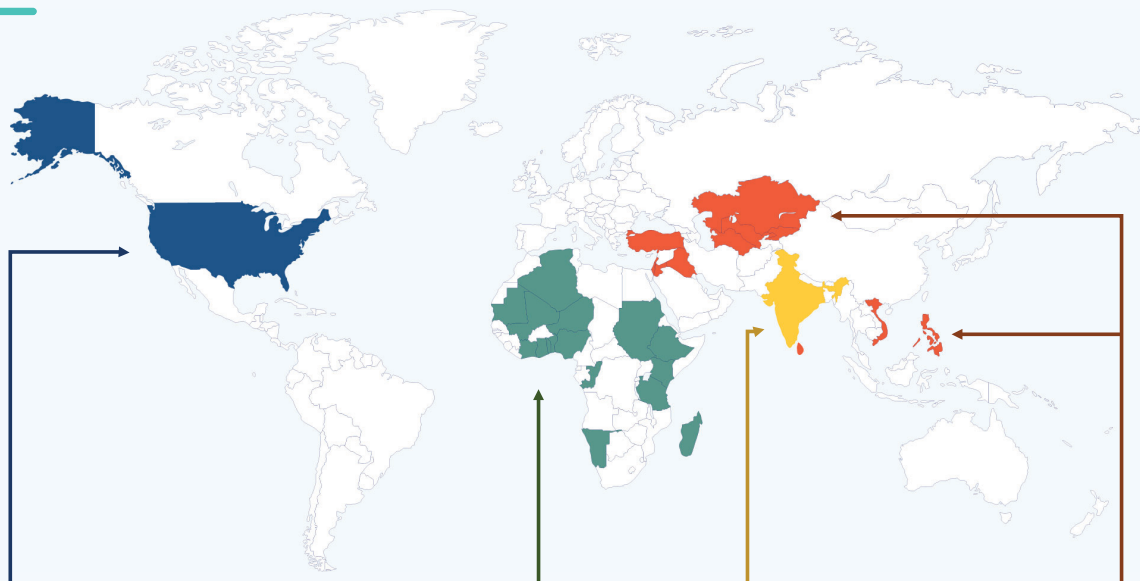
- 1 Ajanta at a Glance
- 2 Branded Generic Business
India, Asia, Africa
- 3 US Generic Business
- 4 Africa Institution Business
- 5 R&D & Manufacturing
- 6 Financials
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Ajanta at a Glance



Global Presence



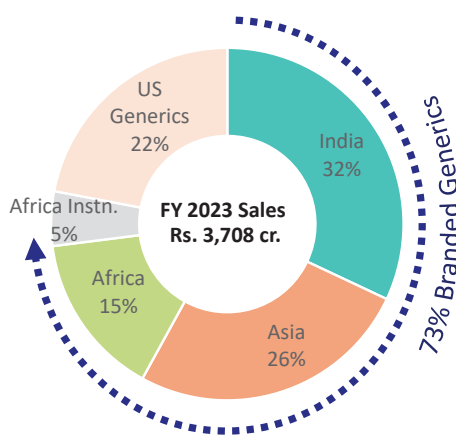
USA
Generic Generics

Africa
20 countries

India
Branded Generics

Rest of Asia
10 countries

Branded Generic Focus



73%
Of Total Revenue

50%+
1st to market products

30+
Countries

500+
Products

4,500+
MRs across geographies

Well-diversified branded business
spread across India, Africa and Asia

Strong Product Portfolio
Led by first-to-market strategy

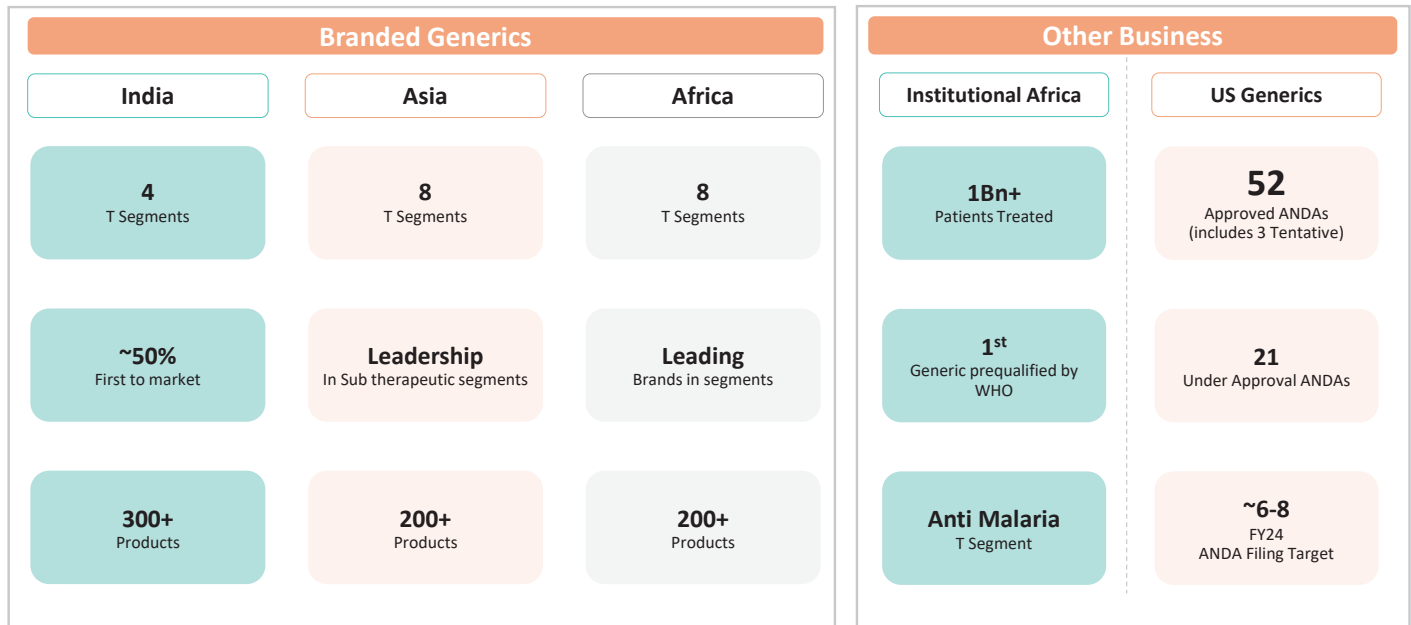
Chronic focused portfolio
Presence in Cardio, Opthal, Derma & Pain

Leadership in Sub-Therapeutic Segments
Track record of outgrowing the market

Front-end model
Across geographies



Well Diversified Business



27th July 2023

Note: All data as of Mar-23 unless otherwise specified

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ajanta

Branded Generic Business

India



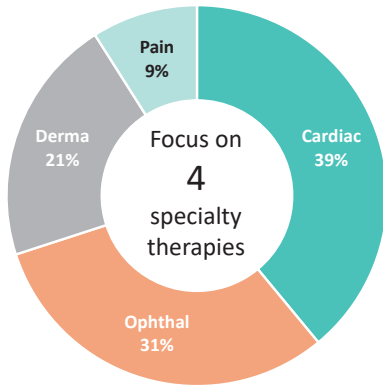
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ajanta

India – Strong Brand Franchise

Sales Contribution
(IQVIA MAT Jun 2023)



65%

Chronic Sales

12%

DPCO Exposure

50%+

1st to market products

2,800+

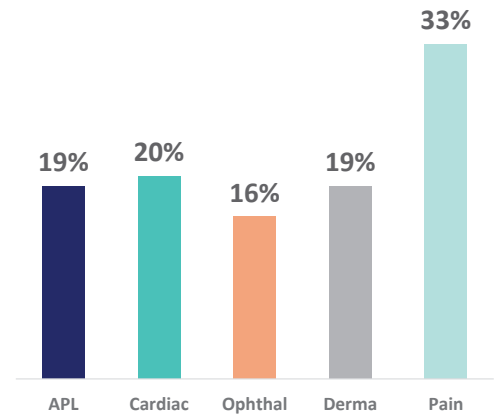
MRs

250,000+

Doctors Covered

4 year CAGR

(IQVIA MAT Mar 2020 - 2023)



Leading Brands in India

10

INR 25 Cr. Brands

52%

contribution from Top 10 brands

3

New launches in Q1 FY24

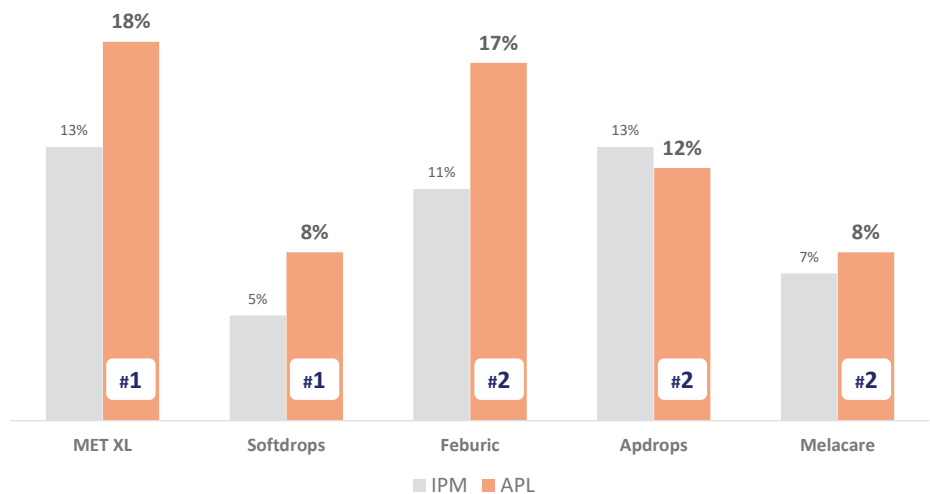
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First to market in Q1 FY24

Source: IQVIA MAT Jun 2023

4 year CAGR

(IQVIA MAT Mar 2020 - 2023)

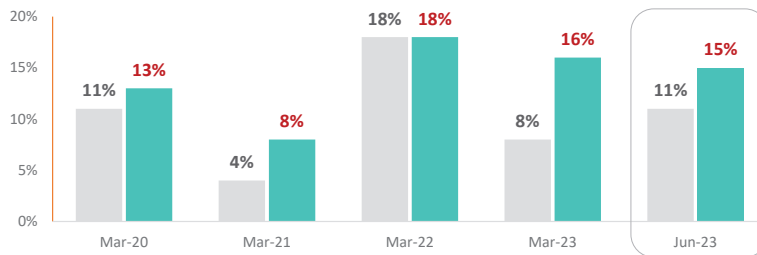


Brand Rank in product category

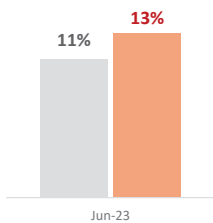


Outperformance v/s IPM

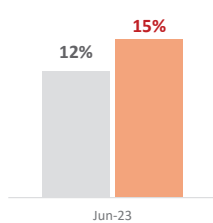
IPM Growth vs. Ajanta Growth



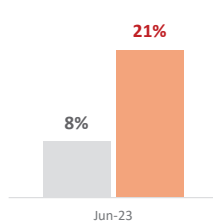
Cardiac



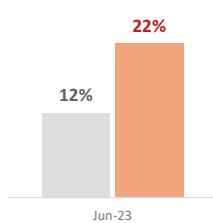
Ophthal



Derma



Pain



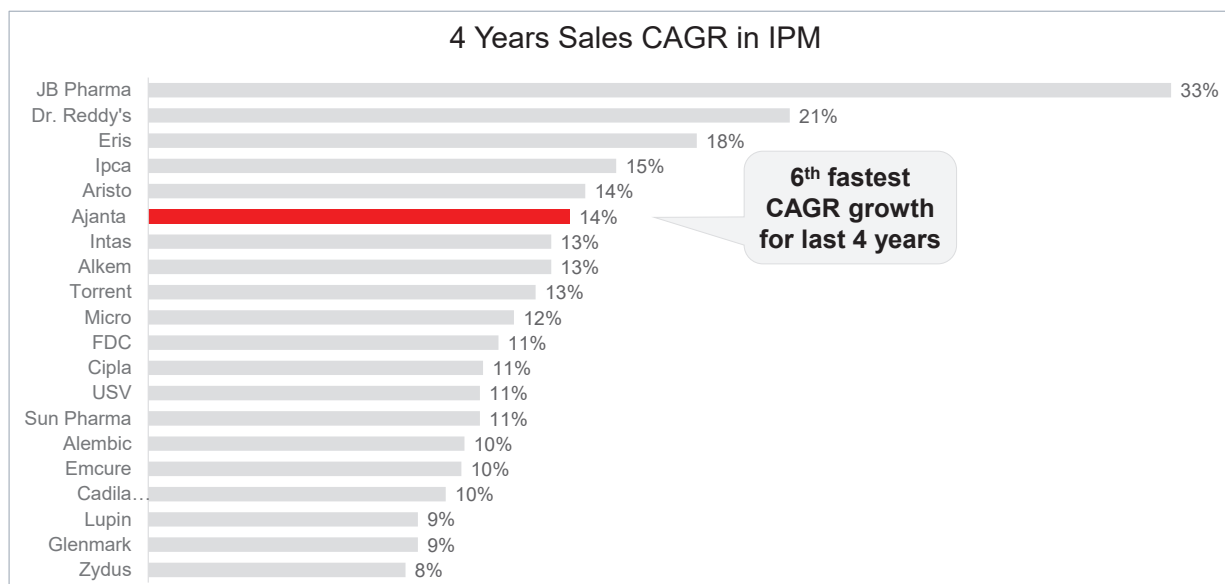
■ IPM ■ Ajanta Pharma

Source: IQVIA MAT June 2023

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Peer Comparison



July 2023

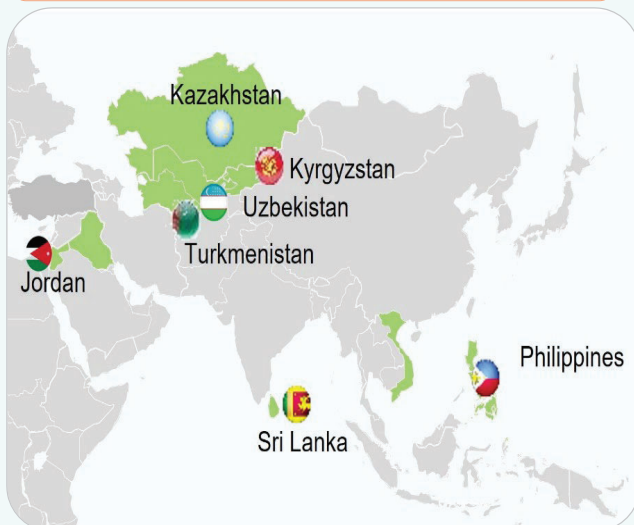
IPM = Indian Pharmaceutical Market, Source: Iqvia, March MAT

Branded Generic Business

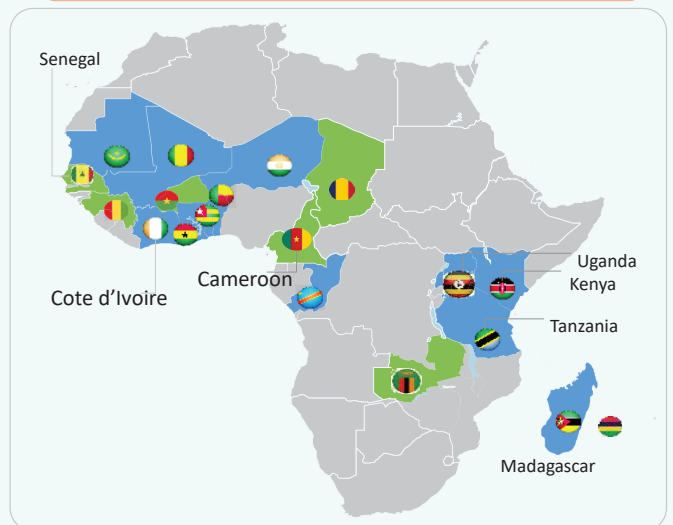
Asia & Africa

Asia & Africa Business: Front-End Provides Additional Edge

Front-End Presence in 10 Asian Countries



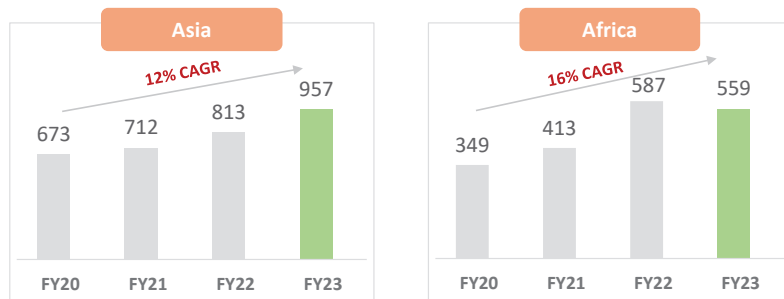
Front-End Presence in 20 African Countries





Asia & Africa Business: Leadership in Product Categories

Consistent Growth in Revenue (Rs. Cr.)

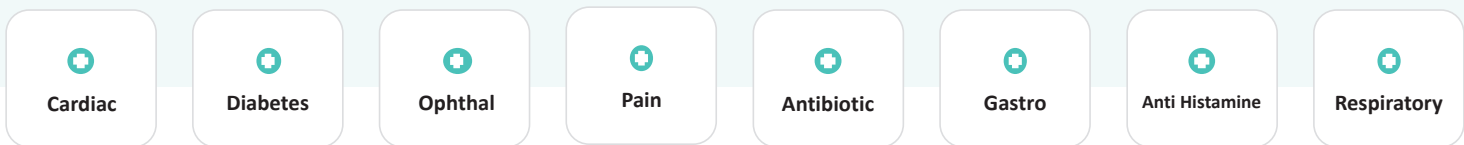


Key markets - Africa, Philippines & Middle East

Strengthening presence in Central Asia & Anglo Africa

Launched 2 new products in Q1 FY 2024

Major Therapeutic segments

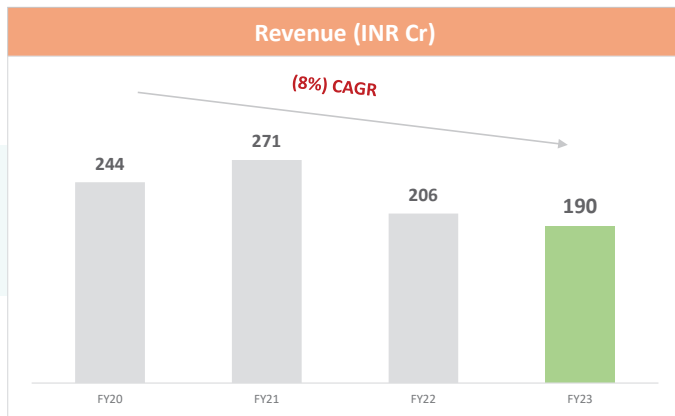


Africa Institution Business





Africa Institutional Business



Overview

1st Generic Company to obtain
WHO Pre-Qualification
for difficult anti-malarial product

Artemether + Lumefantrine Tabs

Treated **1 Billion+** Patients

US Generic Business





US Generics

52

ANDA Approvals
(Includes 3 Tentative)

21

Pending Approvals

6~8

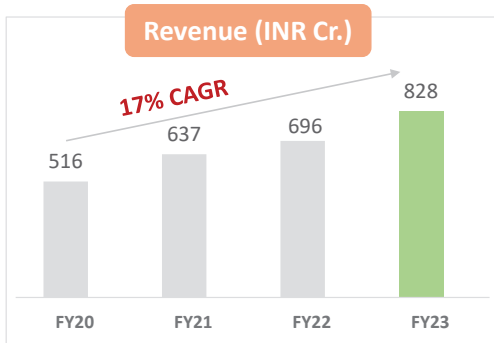
Filing Target
(Filed 3 in Q1 FY 2024)

41

Products on Shelf

1

Launch during the quarter
(Planned 5 to 6 during FY 2024)



Selective product portfolio

Robust supply chain

Strong compliance to regulatory requirements

R&D & Manufacturing



World Class 7 Manufacturing Facilities



**Paithan
(Maharashtra)**



Tablets, Capsules & Powder



Tablets, Capsules & Powder

**Dahej
(Gujarat)**

**Guwahati
(Assam)**



Tablets, Capsules, Ointments & Sterile Eye Drops



Tablets & Capsules

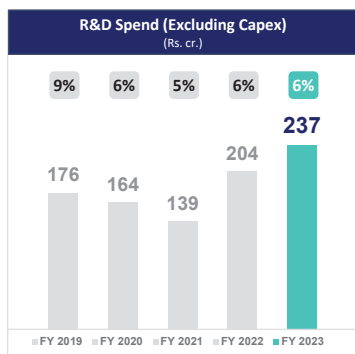
**Pithampur
(Madhya Pradesh)**

State-of-the-Art R&D Centre in Mumbai



**Q1 FY 2024
Rs. 55 cr. (5%)**

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



850+
Scientists

100,000 sq. ft.
Area with latest
equipment

Strong Capabilities

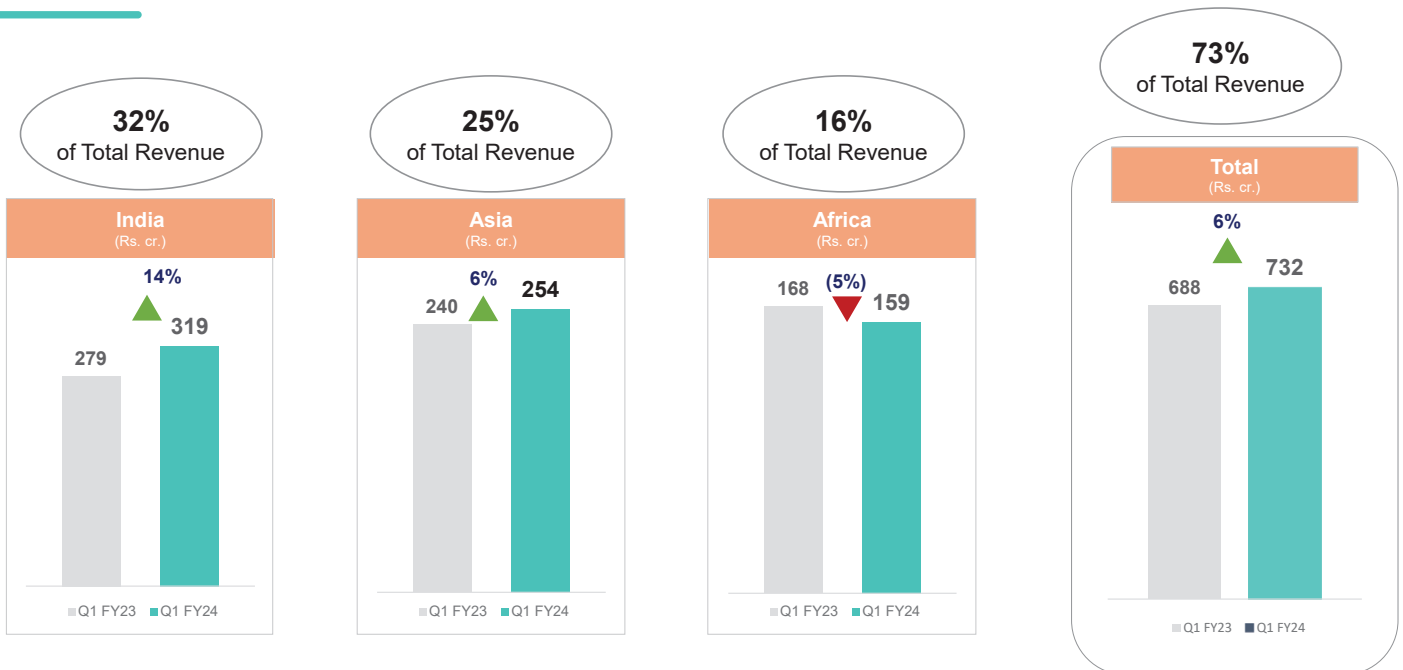
- Formulation Development
- Analytical Development
- API Development
- Bio-Analytical Testing Lab
- Drug Regulatory Affairs
- IPR

Developing

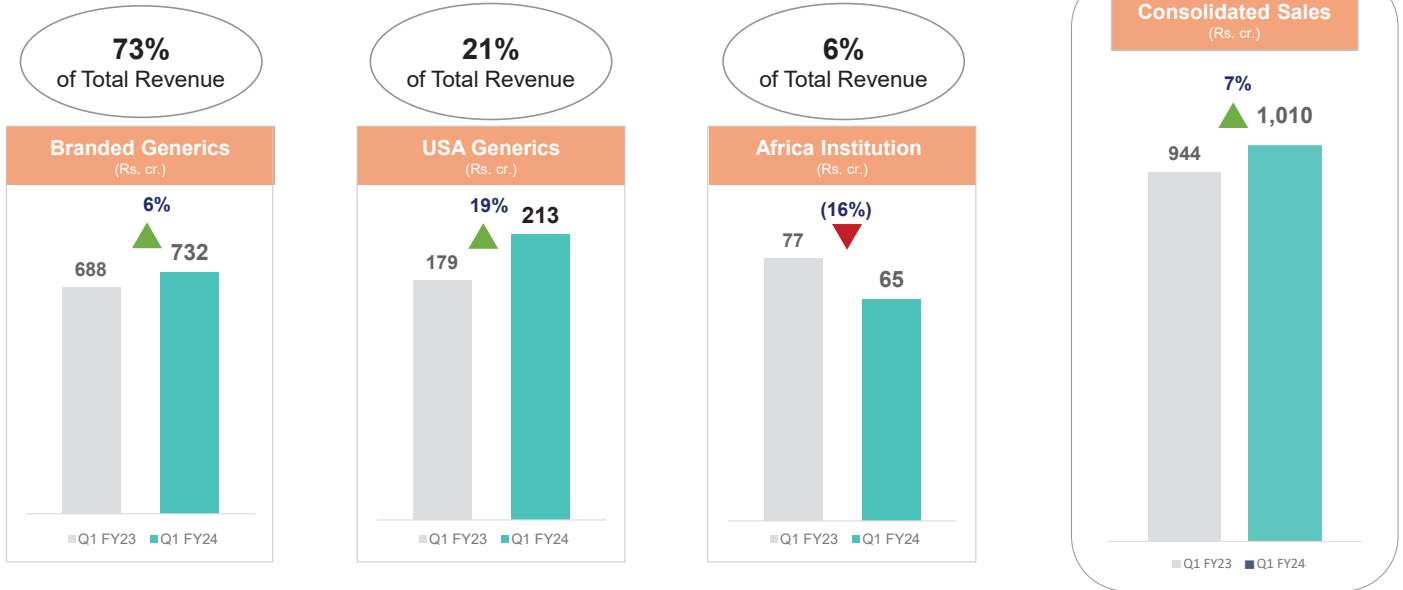
Complex / difficult-to-
make products by using
latest technologies

Financial Highlights

Branded Generics Consolidated Sales (Q1)



Total Consolidated Sales (Q1)



Detailed P&L – Q1 FY 2024 (Consolidated)



(INR Cr)	Q1 FY 2023	% to RO	Q1 FY 2024	% to RO	% Growth
Revenue from Operations (RO)	951		1,021		7%
COGS	(280)	29%	(252)	25%	
Gross Profit	671		769		15%
Employee Benefit	(183)	19%	(213)	21%	17%
Other Expenses	(266)	28%	(285)	28%	7%
EBITDA	222	23%	271	26%	22%
Depreciation	(32)	3%	(33)	3%	
Finance Cost	(1)	0%	(1)	0%	
Other Income	33	3%	32	3%	
Profit Before Tax	222	23%	269	26%	21%
Tax Expense	(47)	5%	(61)	6%	
Net Profit	175	18%	208	20%	19%
Other Comprehensive Income	5	1%	(3)	0%	
Total Comprehensive Income	180	19%	205	20%	14%

COG: 4% improvement due to:

- Softening of API prices
- Euro back to 89 against 82

Employee Cost growth of 17%

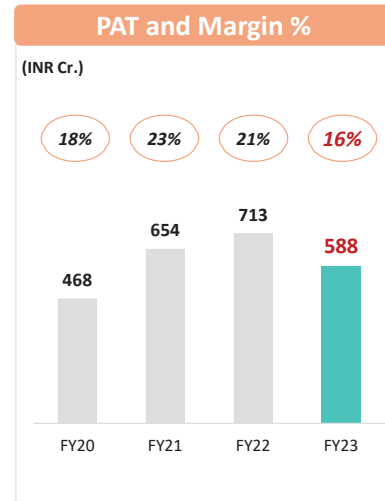
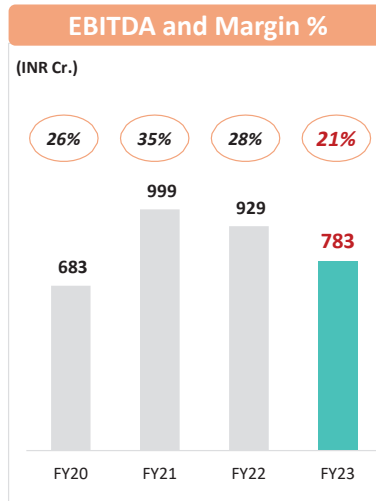
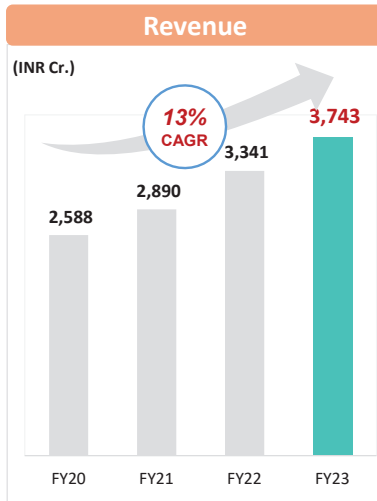
- 11% normal increase
- 6% reclassification from other expenses

Saving in Other Expenses:

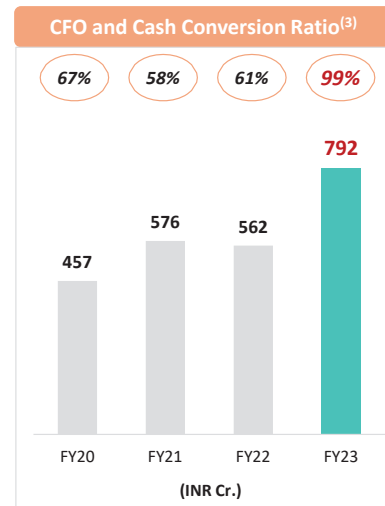
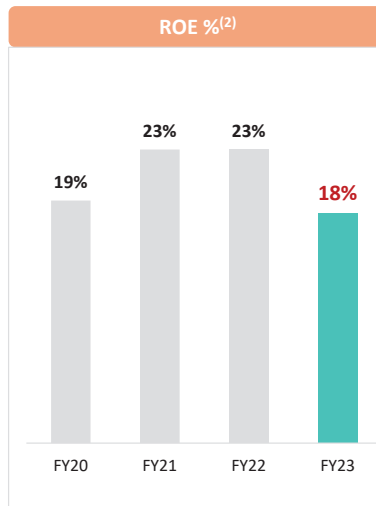
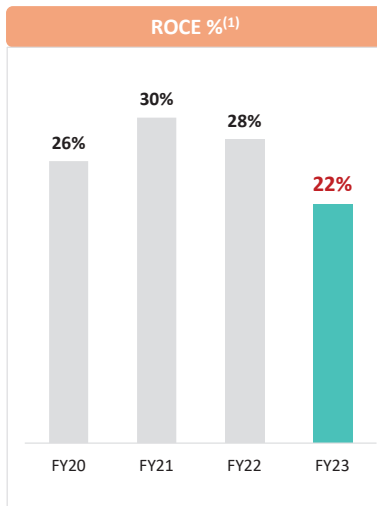
- Reduction in international logistics cost ~ 2.50% of export
- For Q1 benefit of Rs. 25 cr.



Track Record of Consistent Growth



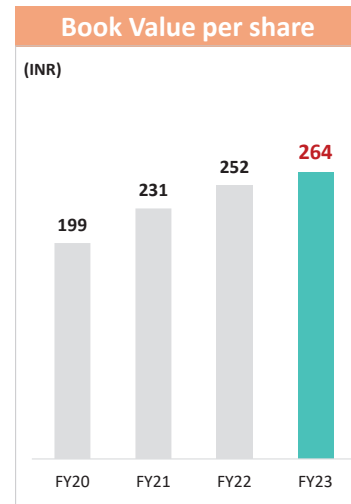
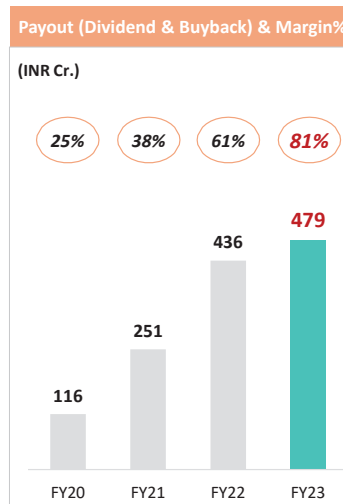
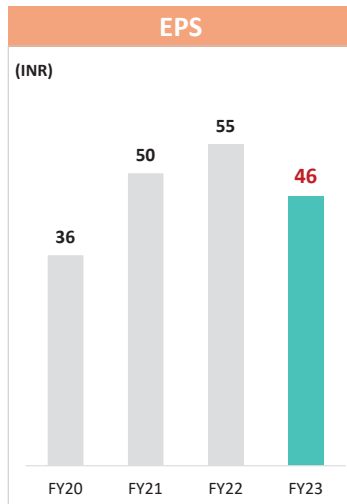
Attractive Return Metrics and Healthy Cash Flows



Note: 1. ROCE calculated as EBIT / (Net worth + Lease liability + Deferred tax liability)
 2. ROE calculated as Net profit / Average net worth
 3. Cash Conversion Ratio calculated as CFO (CashFlow from Operations) / EBITDA



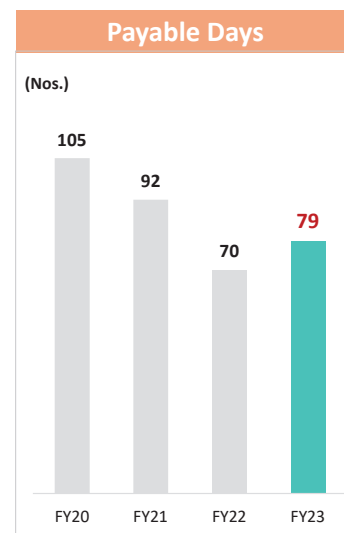
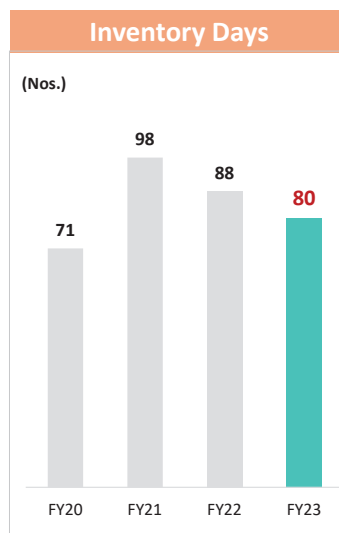
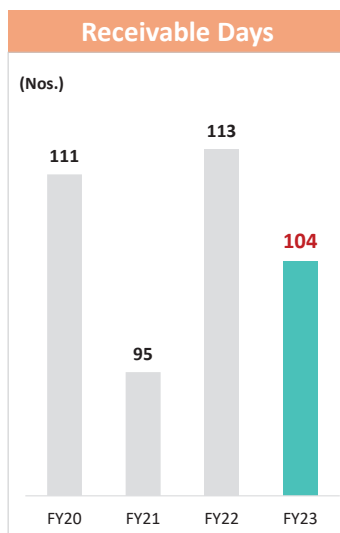
Healthy Earnings & Pay Out Track Record



* Bonus issue in April 2022 adjusted in all years for calculation of EPS & Book Value.



Healthy Working Capital Cycle



Strategy Initiatives and Levers for Growth

Strategy Initiatives and Levers for Growth



- Continue to enhance capital allocation to Branded Generic business.
- Empowering field force to enhance Productivity.
- Enhancing therapy focus in Existing Branded Generic Markets.
- Optimize operational costs through Digitization & Rationalization.
- Pursuing branded generic market of \$3.8 bn in Asia & Africa.
- Use synergistic brand acquisitions to grow in India market.

Sustainability Initiatives

Key ESG Principles in Place

Environment Management

- ✓ **Environment friendly process**
50% from Solar Energy by FY 2025
ISO 45001 & 14001 certified
Recycle and reuse of wastewater

Human Rights

- ✓ **Zero tolerance** for child labor, forced labor, sexual harassment, human trafficking and discrimination

Ethics

- ✓ **Trainings for creating awareness** amongst employees about **Code of Conduct for Ethical practices**

Equitable Development

- ✓ Works in the areas of **education, healthcare & rural development** for benefit of marginalized & vulnerable

Product Sustainability

- ✓ Ensures **resource efficiency** and **low-carbon processes & technologies deployment**

Employee Well-being

- ✓ Ensuring **diversity & inclusion**, workplace free from harassment, health & safety of employees

Stakeholder Engagement

- ✓ Has **stakeholder engagement programs**, periodic meetings, dialogue & training programs

Customer Services

- ✓ **Committed** to provide **highest quality products**, attending to customer complaint and resolving it promptly

Earning Call Details

Q1 FY24 Earnings Conference Call

Earnings Conference Call Dial-in Information

Date and Time	July 27, 2023 at 1600 – 1700 hrs IST 1830 – 1930 hrs SST/HKT 1130 – 1230 hrs BST 0630 – 0730 hrs US ET
Dial-in Numbers	
Universal Access	Primary Access: +91 22 6280 1542 +91 22 7115 8372
International Toll Free Number	USA: 18667462133 UK: 08081011573 Hong Kong: 800964648 Singapore: 8001012045

Thank you

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