



Result Update Q2 FY '15

30th October 2014

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Hattrick in Forbes Best Under a Billion

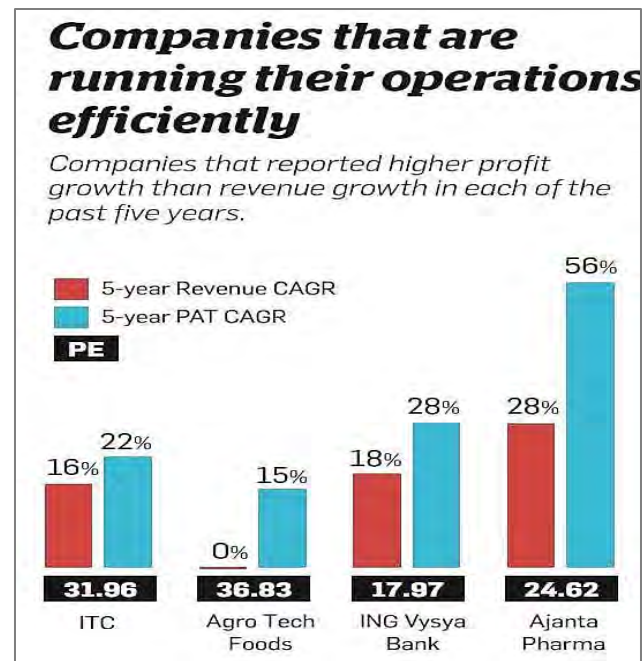


Ajanta features for 3rd time in a row in “Best 200 companies in Asia under a Billion dollars” list of ‘Forbes Asia’



Recognition from Economic Times

- Ajanta tops in companies that are running their operations efficiently
- ET reviewed 5 year track record of listed companies
- Identified companies with higher profit growth than revenue growth in each of past 5 years



Ajanta Scrip in Group A at BSE

- BSE shifts Ajanta Scrip in Group A from Group B
- Group A being most tracked segment of 300 Top Companies
- Scored very well on all the criteria of selection for Group A like
 - Trading for minimum 98% of the trading days in the last quarter
 - Last quarter free float market capitalization
 - Average turnover, profits, dividends
 - Shareholding patterns, corporate governance, compliance



APML - Among Top 100 Companies in Mauritius

Infos



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Directors



Managing Director
Yogesh Mannalal Agrawal

Ajanta Pharma (Mauritius) Limited

Turnover : Rs 791.93 million

Ajanta Pharma (Mauritius) Limited is a leading pharmaceutical branded generic player in Africa. It is a 100% subsidiary of Ajanta Pharma Limited, one of the fastest growing pharma companies in India. Today, Ajanta Mauritius ranks 6th in Francophone markets and is cataloguing a healthy double digit growth as per IMS Dec 2013. The company has successfully carved out a niche for itself amongst veteran multi-national pharma players who have been operating in Franco African markets for more than 2 decades prior to its incorporation in 1996.

Ajanta Mauritius journey over the years has been equally exciting and rewarding. Today, the company is listed amongst Top 100 in Mauritius and Top 500 companies in Indian Ocean. The company's firm commitment and clear focus have translated into deeper understanding of patient needs, knowledge of regulatory requirements and ability to

many first-to-market products to meet patient needs. Its products provide convenience of use and a range of options. Gaining first of its brands hold leadership in their respective sub-therapeutic areas.

At Ajanta, there are several initiatives that come to maintaining competitive advantage. Its state-of-the-art manufacturing facility is a confluence of quality and innovation. The manufacturing facility complies with WHO GMP standards as certified by Ministry of Health (Mauritius) in 1991-2008 certified by WHO. It remains committed to continuous improvement in technology while providing quality products. It is replete with state-of-the-art equipment. It has been inspected and certified by Health from various countries.

The ever-evolving

Ajanta Brands Nominated for Marketing Excellence Awards



Award Nominations

#	Award Category	Brand
1	Brand of the Year in Chronic Segment	Atorfit CV
2	Brand under DPCO Category which has withstood the effect by showing good unit growth	Met-XL
3	Best New Launches in Chronic Segment	Melacare Plus



India Business



Therapy Focus



Ophthalmology



Dermatology



Cardiology

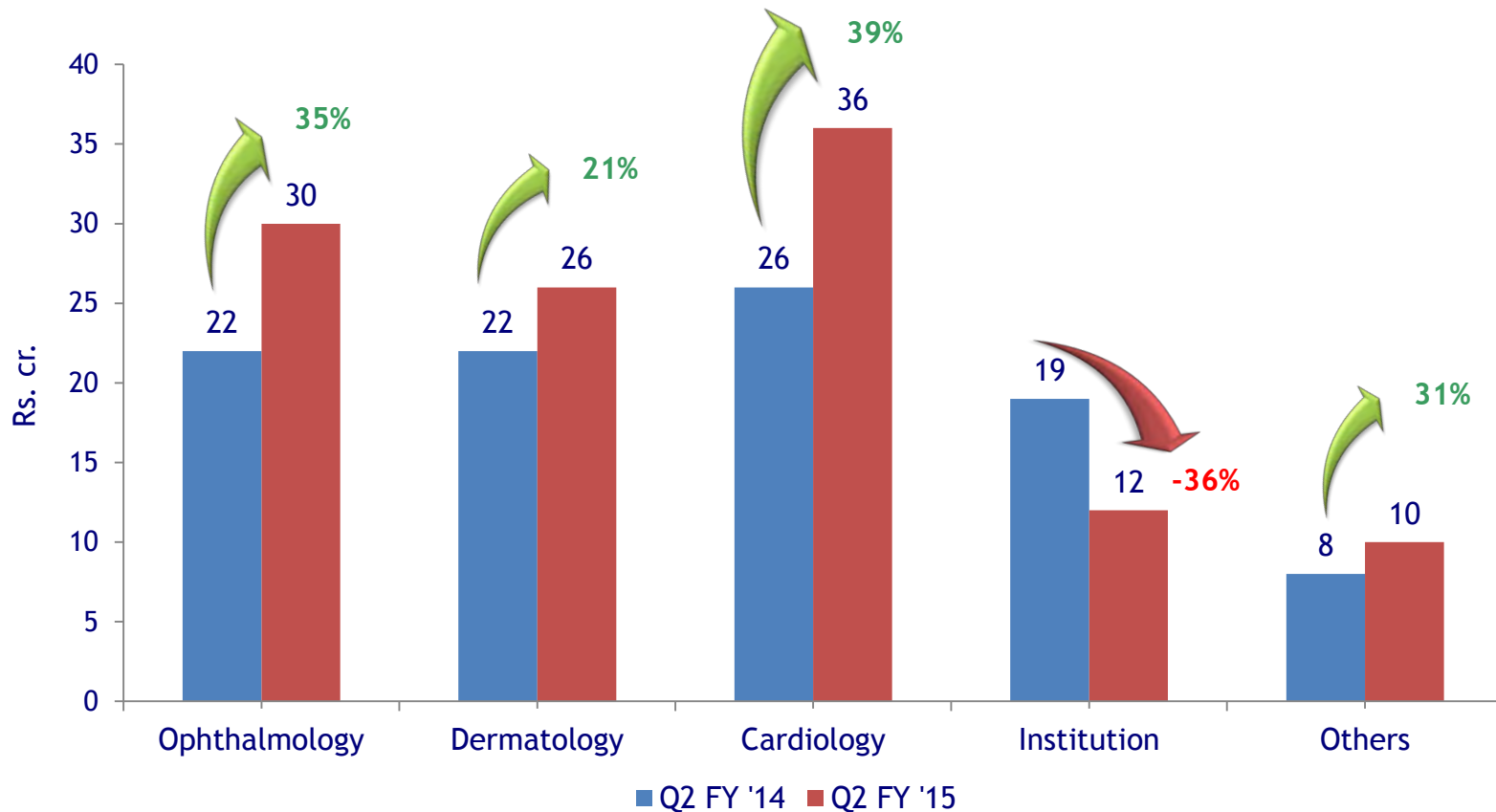


Pain Management



India Sales - Q2 FY '15

- Q2 FY '15 Sales - Rs. 115 cr. (Q2 FY '14 Rs. 96 cr.)
- Growth 19%
- IPM Growth 32% (excluding Institution)

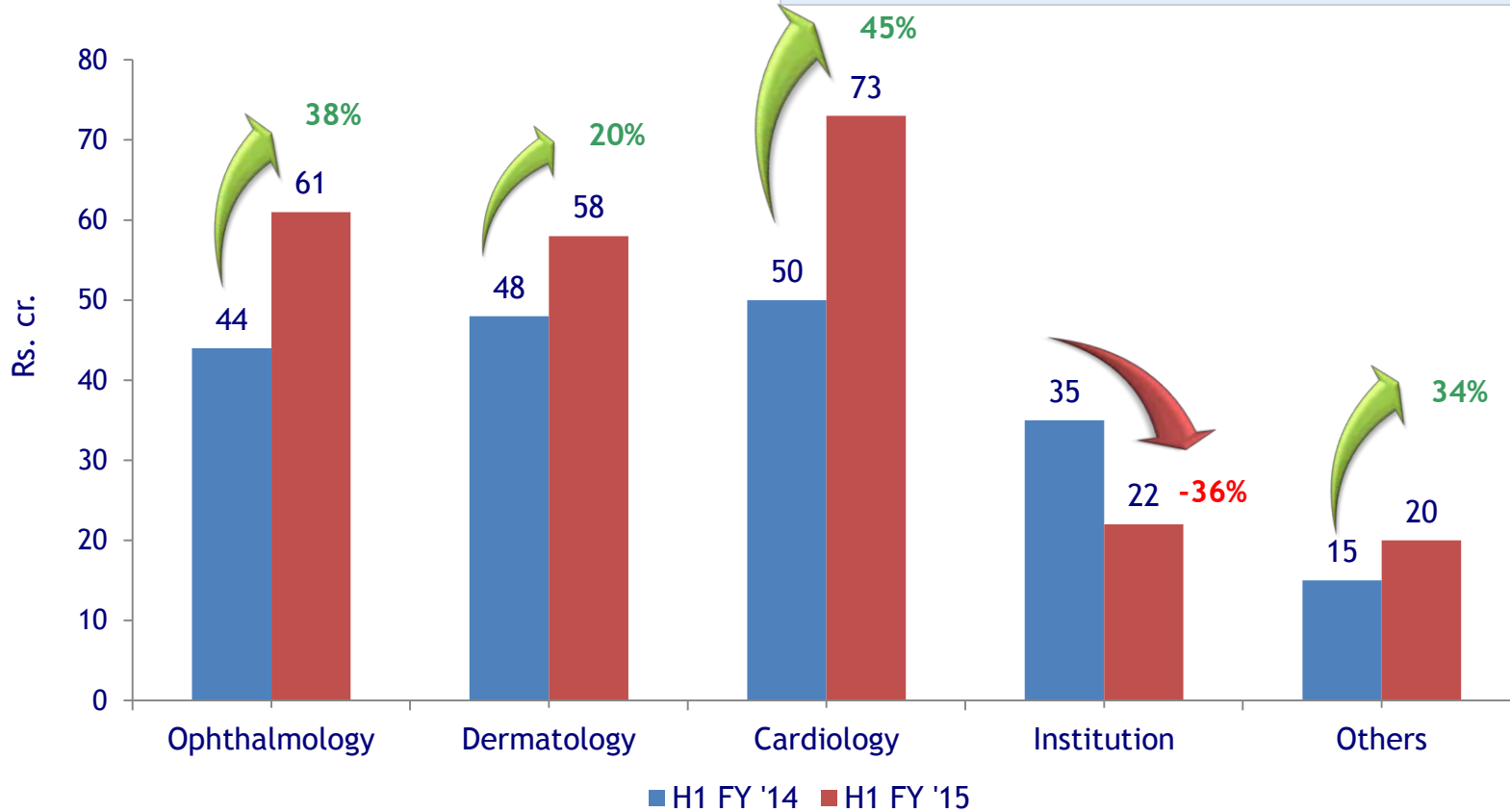


Source: Company

ajanta

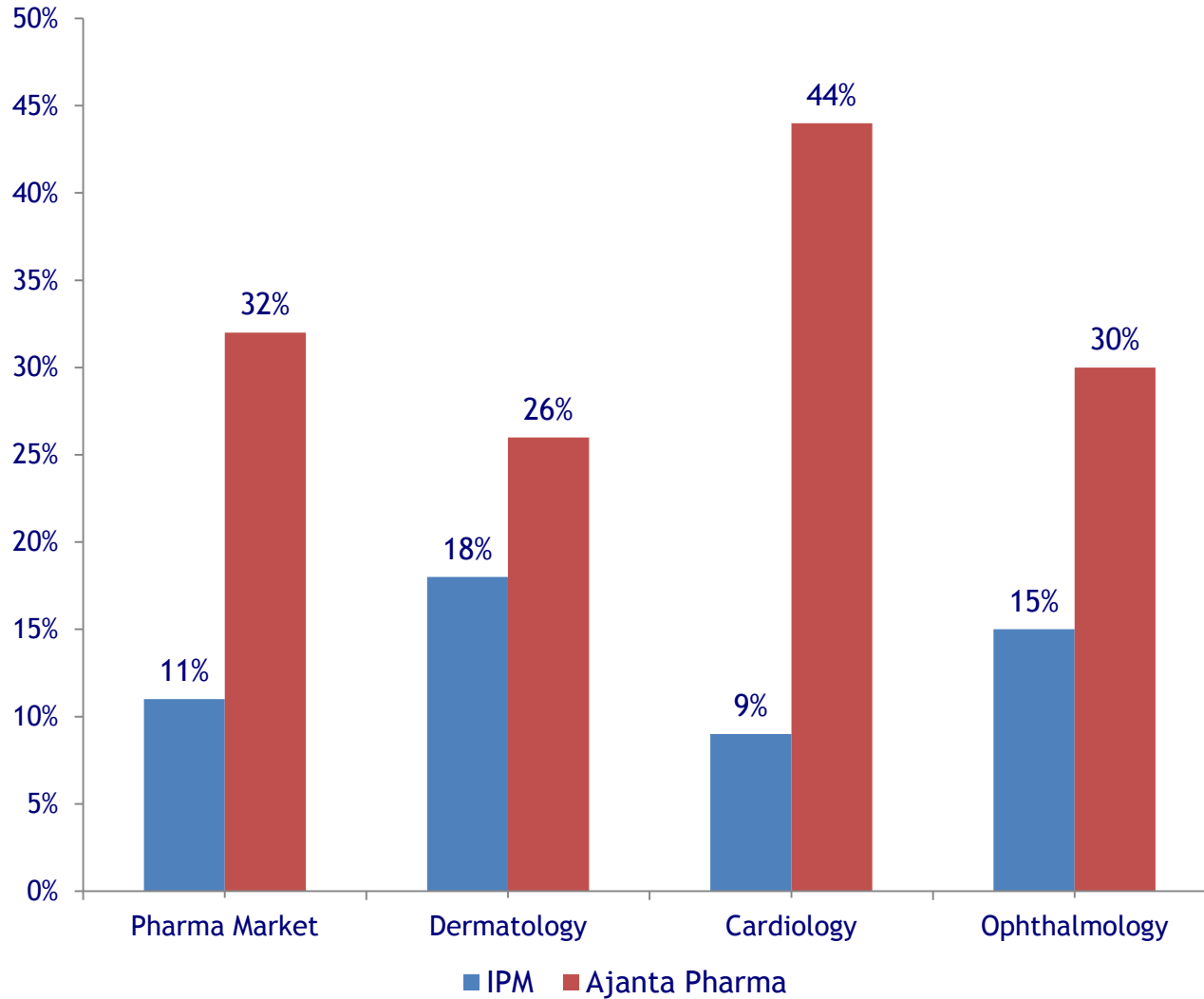
India Sales - H1 FY '15

- H1 FY '15 Sales - Rs. 234 cr. (H1 FY '14 Rs. 192 cr.)
- Growth 21%
- IPM Growth 34% (excluding Institution)



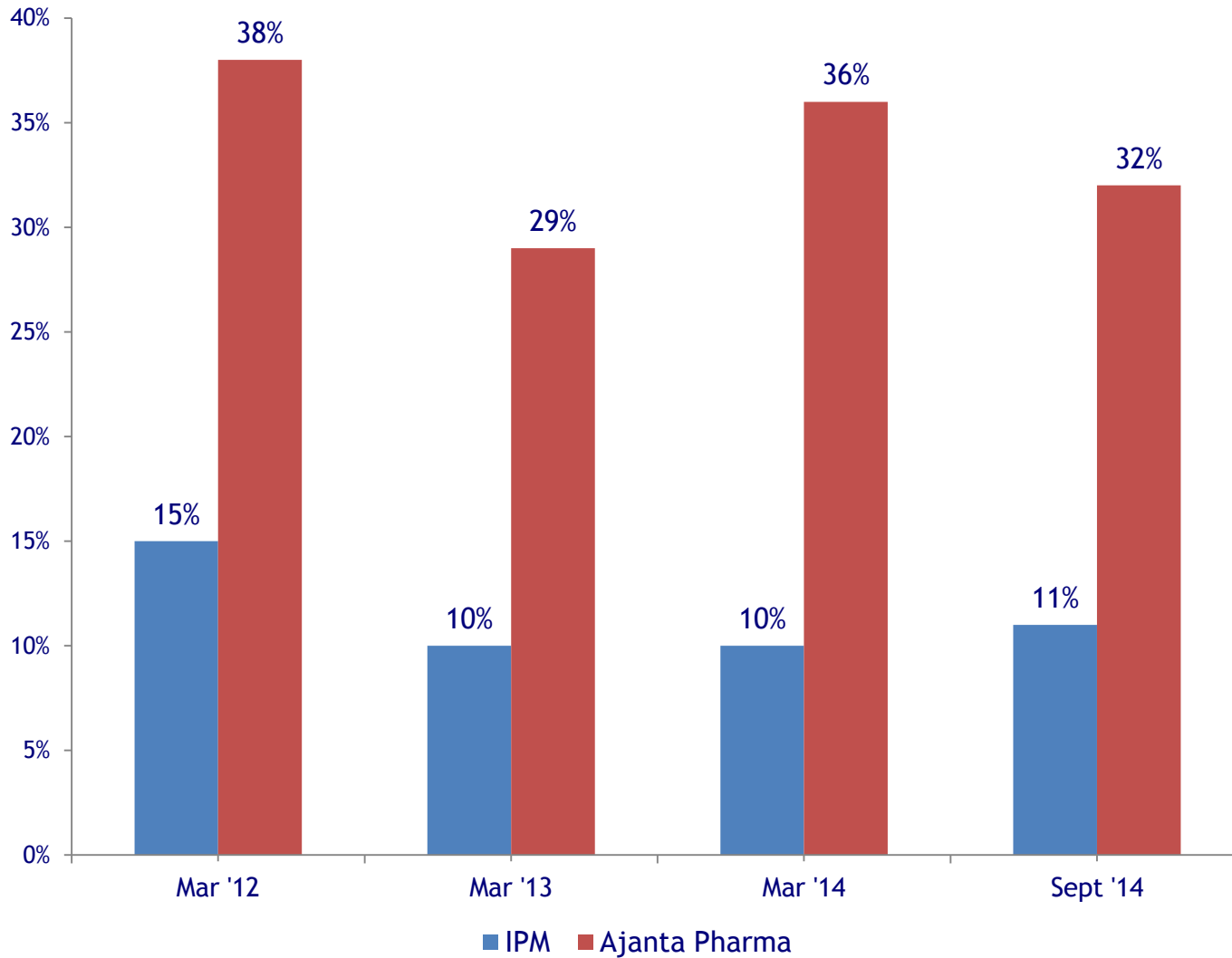
Source: Company

Within Segments Ajanta Way Ahead

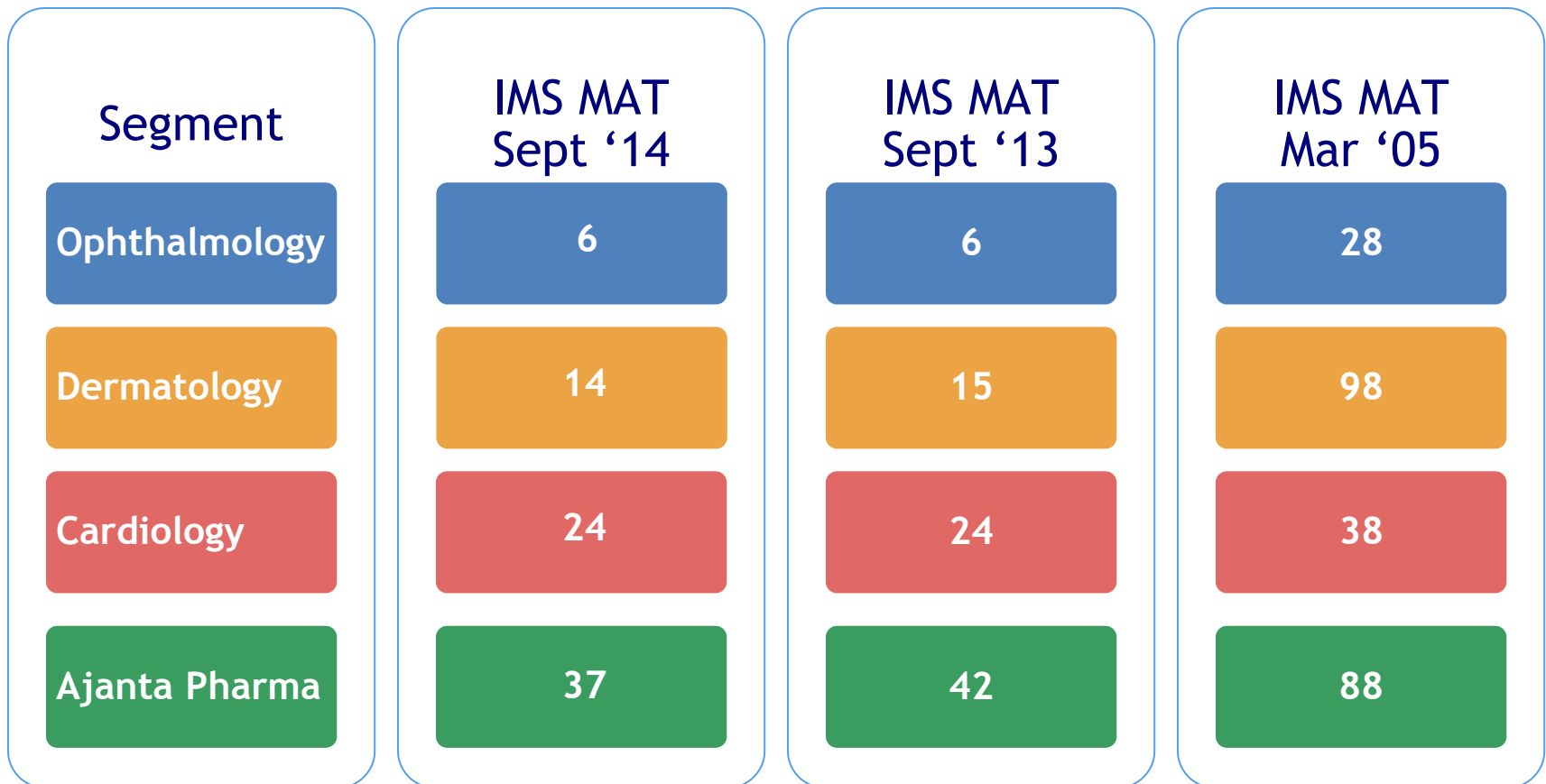


Source: IMS, MAT Sept '14

Ajanta Growing Consistently Faster Than Industry

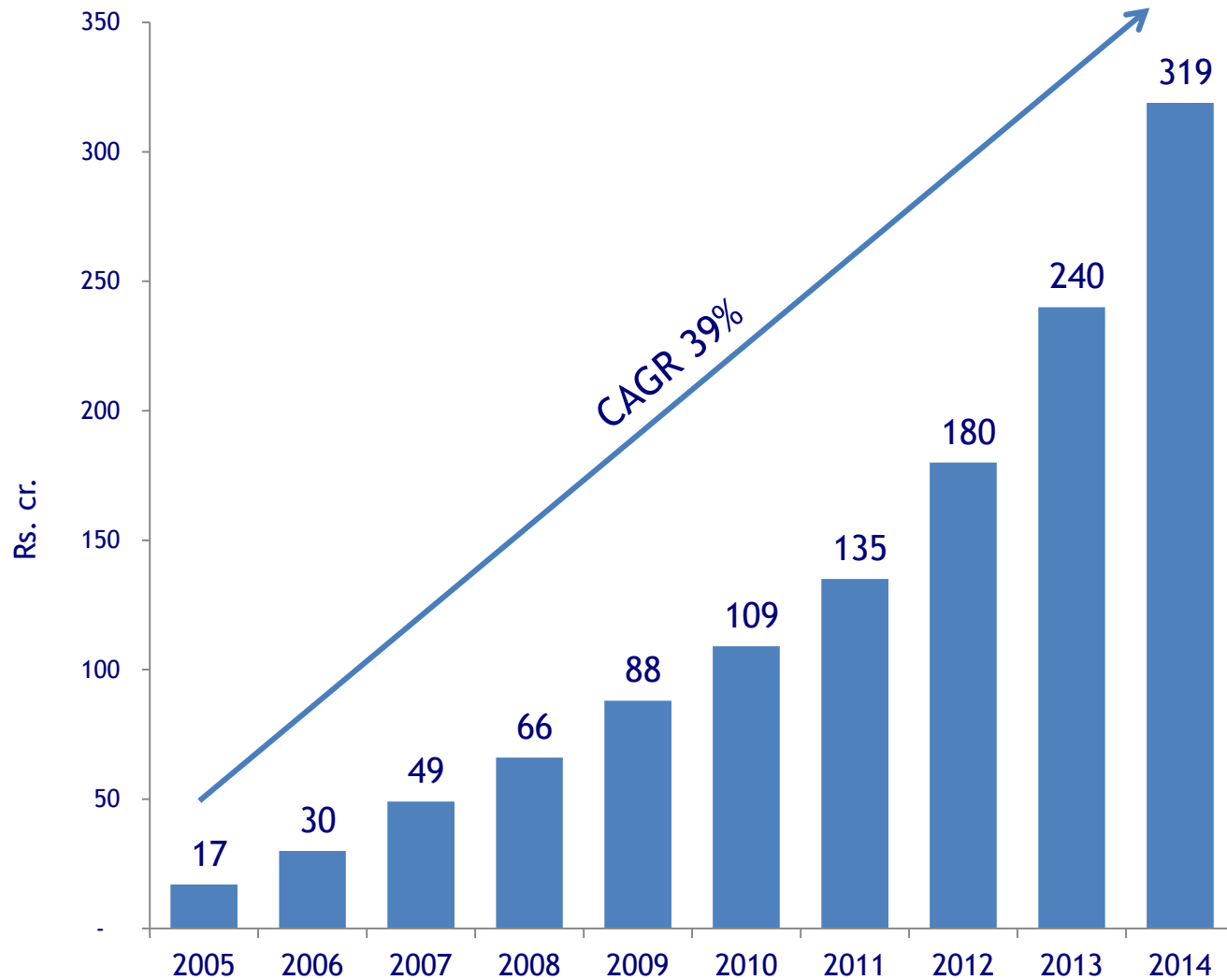


IPM - Improved Rankings



Source: IMS

Ajanta IPM - A Consistent Out Performance



IPM - Leading Brands

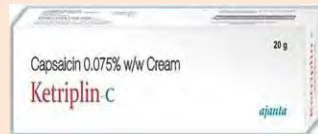
Brand	Value (Rs. cr.) IMS MAT Sept '14	Growth over Previous Year	Segment
Met-XL Range	57	16%	Cardio
Melacare Range	55	16%	Derma
Atorfit Range	39	35%	Cardio
Rosufit Range	13	95%	Cardio
Softdrops Range	12	31%	Ophthal
Apdrops Range	12	17%	Ophthal
Feburic	10	48%	Pain Mgmt
Aquasoft Range	9	46%	Derma

Product Profile - Many First to Market

Segment	Total No. of Products as of Sept '14	No. of Products First Time in Market (last 9 yrs)
Ophthalmology	57	49
Cardiology	30	11
Dermatology	54	38
Others	34	29
Total	175	127

Source: Company

New Product Launches in India Q2 FY '15



Treats DPN ailments like back pain, nerve pain, joint pain etc.



First time in India, for the management of Diabetes



Anti-oxidant, prevents skin from damaging effects of U.V radiations



Total Antifungal Body Cleansing Soap



Indicated for treating all types of Musculoskeletal Painful Conditions



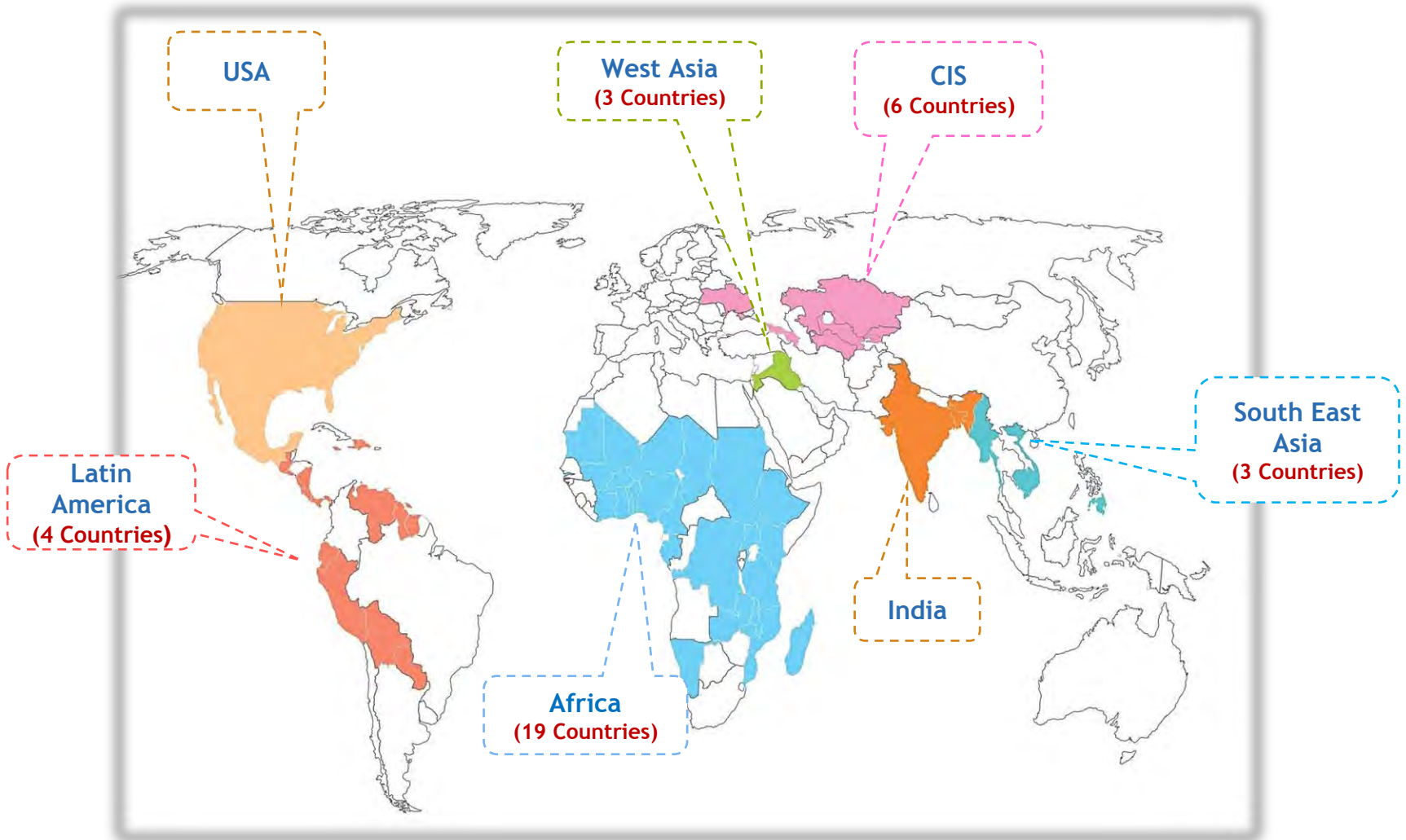
India's first, effective pain relief

Q2 FY '15 new launches - 6 (First to market - 3)



Emerging Markets

Global Presence



Branded Generics in Emerging Markets

Country specific brand portfolio

Expertise in product registrations



450 strong field force in 25+ countries

Brands gaining further ground in many markets

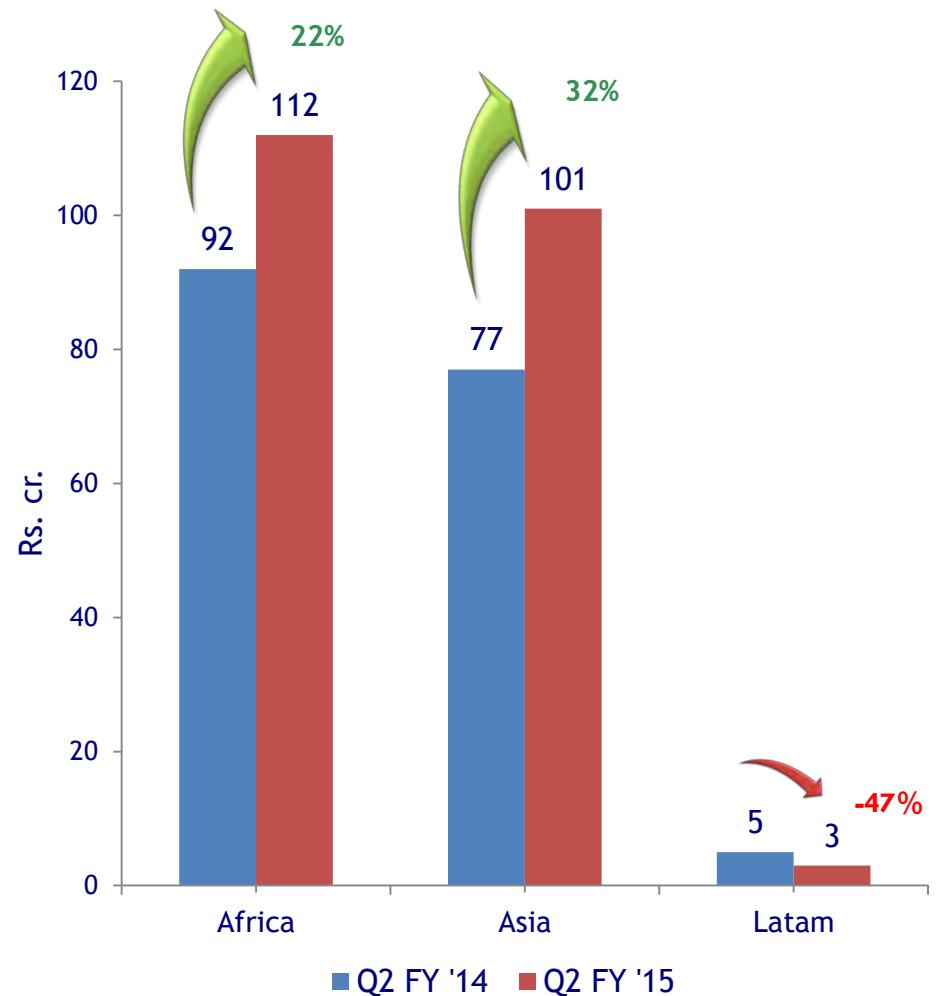
24% Growth in Q2 FY '15

Fastest growing company in Philippines & Franco Africa in CY '13

Emerging Markets - Q2 FY '15 Revenue Break-up

(Rs. cr.)

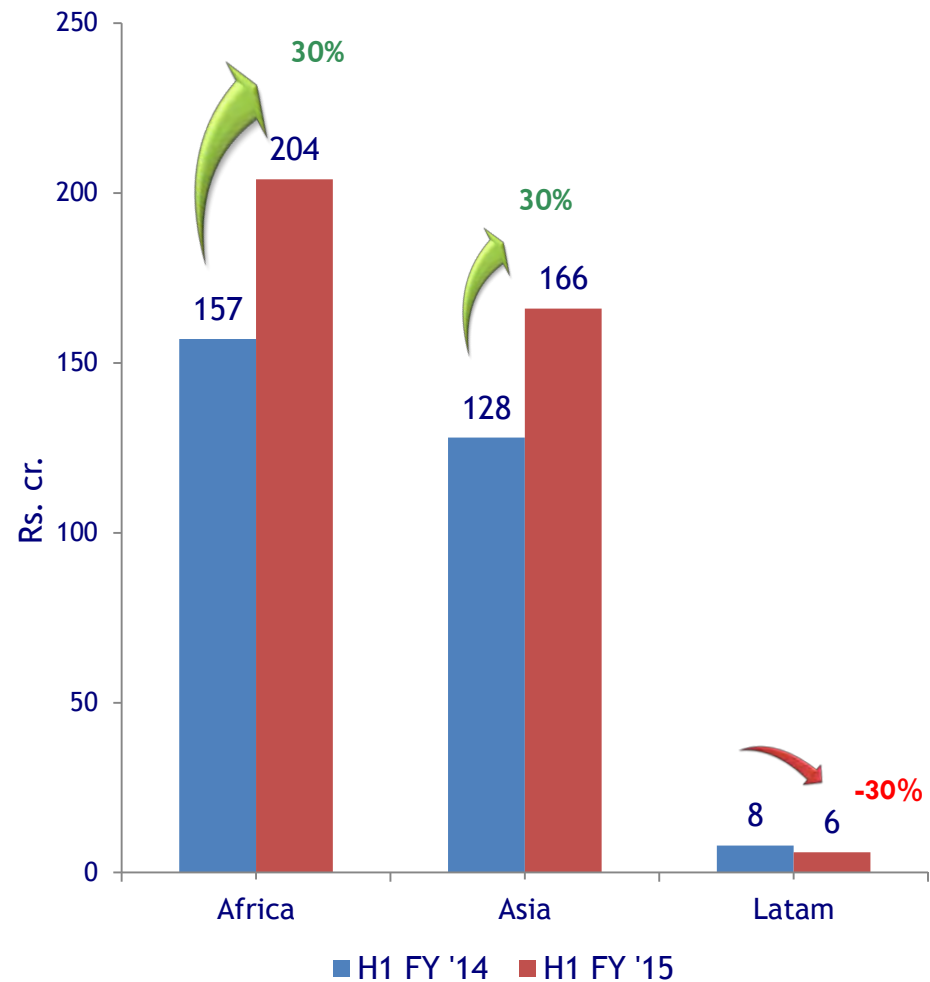
Region	Q2 FY '15	Q2 FY '14	Growth
Africa	112	92	22%
Asia	101	77	32%
Latam	3	5	-47%
Total	216	174	24%



Emerging Markets - H1 FY '15 Revenue Break-up

(Rs. cr.)

Region	H1 FY '15	H1 FY '14	Growth
Africa	204	157	30%
Asia	166	128	30%
Latam	6	8	-30%
Total	376	293	28%



Emerging Markets - Building Brands

Region	No. of Brands Registered	No. of Brands under Registration	Field Force Strength	Major Segments
Africa	998	1,117	206	Antibiotic, Anti-Malaria, Ortho
Asia	392	454	244	Antibiotic, Derma, Ortho, OTC, Ophthal, Cardio, GI
Latam	62	131	-	Ophthal, MED, GI
Total	1,452	1,702	450	

New Product Launches Q2 FY '15 - Emerging Markets

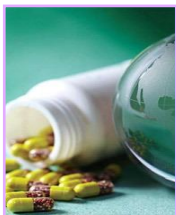


Region	Q2 FY '15
Africa	10
Asia	2



Regulated Markets

Regulated Markets - USA



Total ANDAs filed - 25

- Approved - 2 (launched - 1)
- Under approval - 23



Q2 sales Rs. 1 cr.

2-3 Approvals expected in FY '15



Gaining ground in market for Risperidone



Filing target every year > 6



Expected market size of ANDA filed USD 1.5 billion (post generic)



Only solid dosage

- Mix of Para II, Para III, Para IV
- No FTFs

Strengthening Presence in USA



Ajanta Pharma participated in
NACDS 2014 in USA



Infrastructure



Infrastructure

Formulation Manufacturing

- 3 Facilities in Aurangabad (1 USFDA, UKMHRA, WHO Pre-Q, approved)
- Total Existing Capacities (per annum on single shift basis)
 - Tablets - 1,500 Million
 - Capsules - 425 Million
 - Powders - 21 Million
 - Liquids - 8 Million
- 1 Facility at Mauritius
- 2 Facilities coming up in Gujarat



API Manufacturing

- 1 Facility in Aurangabad (Captive mid size plant, 18 tons per annum)

Dahej SEZ Formulation Facility (Oral Solid Dosage)

- Investment of Rs. 220 cr., spent Rs. 179 cr.
- Commercialization Q1 FY '16
- Capacities on single shift
 - Tablets - 1,740 Million p.a.
 - Capsules - 216 Million p.a.
 - Powder - 150 Million p.a.



Savli Facility

- Investment of Rs. 180 cr., already spent Rs. 15 cr.
- Ophthal & Derma facility
- Construction to start Q3 FY '15
- Target completion in Q2 FY '17
- Domestic Tariff Area



R&D - The Catalyst for Growth



Many first to market products to credit

Niche, complex & difficult to make products



Analytical & API Development

Enhancing capacities & capabilities



Team of 350+ people

Spent Rs. 30 cr.
(H1 FY '15)
(4.8% of Revenue)

R&D - Excellent Capabilities



Expertise in innovative product development

- Extended Release
- Bi Layer



Doubling the capacity in terms of

- Space
- Equipment
- Other infrastructure
- Investing Rs. 80 cr.



Excellent skill set in

- Drug Regulatory Affairs
- Dossiers filing
- Country specific requirements



Financial Highlights

P&L - Q2 FY '15 (Stand Alone)

(Rs. cr.)

Particulars	Q2 FY '15	Q2 FY '14	FY '14
Income from Operations	337.30	279.83	1,109.92
Materials consumed	96.65	92.93	347.68
Employee benefits exp.	44.52	37.35	147.25
Finance costs	1.34	2.21	8.22
Other expenditure	85.40	65.39	269.46
Dep. & amortization	12.20	8.99	41.97
Total expenses	240.11	206.87	814.58
Profit from operations	97.19	72.96	295.34
Other Income	15.90	6.30	17.72
Profit Before Tax	113.09	79.26	313.06
Tax Expense	34.46	23.45	92.20
Net Profit	78.63	55.81	220.86

P&L - Q2 FY '15 (Stand Alone)

(Rs. cr.)

Particulars	Q2 FY '15	Q2 FY '14	Growth	FY '14
Exports	217	174	24%	695
% to Revenue	64%	62%		62%
Domestic	115	96	19%	385
% to Revenue	34%	34%		35%
Other Oper. Income	6	9	-33%	30
% to Revenue	2%	3%		3%
Revenue	337	280	21%	1,110
EBITDA	111	84	32%	346
% to Revenue	33%	30%		31%
PBT	113	79	43%	313
% to Revenue	34%	28%		28%
PAT	79	56	41%	221
% to Revenue	23%	20%		20%

P&L - H1 FY '15 (Stand Alone)

(Rs. cr.)

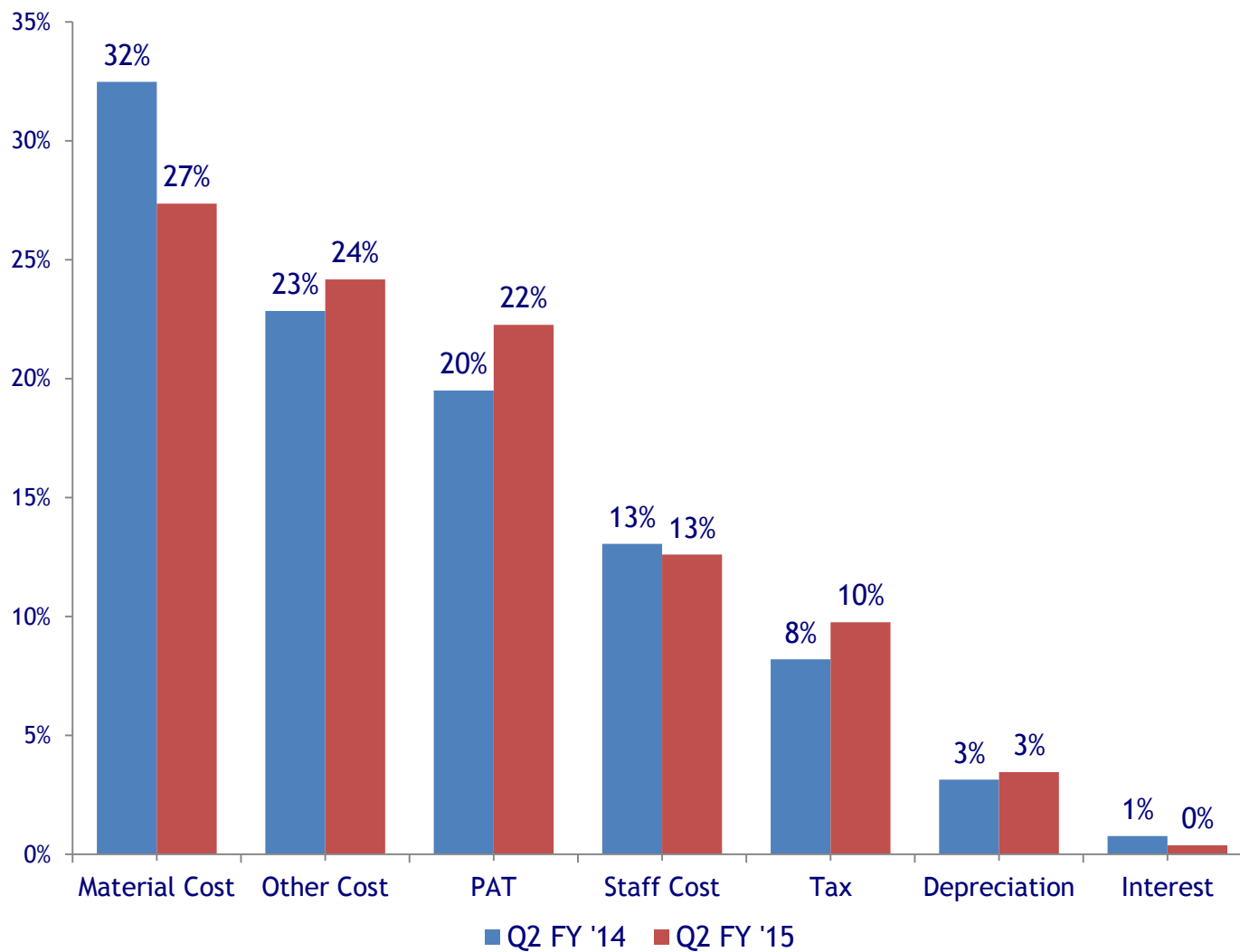
Particulars	H1 FY '15	H1 FY '14	FY '14
Income from Operations	624.79	498.02	1,109.92
Materials consumed	176.96	167.49	347.68
Employee benefits exp.	87.36	71.20	147.25
Finance costs	2.76	3.84	8.22
Other expenditure	160.04	124.83	269.46
Dep. & amortization	24.24	17.59	41.97
Total expenses	451.36	384.95	814.58
Profit from operations	173.43	113.07	295.34
Other Income	24.59	13.91	17.72
Profit Before Tax	198.02	126.98	313.06
Tax Expense	60.67	38.63	92.20
Net Profit	137.35	88.35	220.86

P&L - H1 FY '15 (Stand Alone)

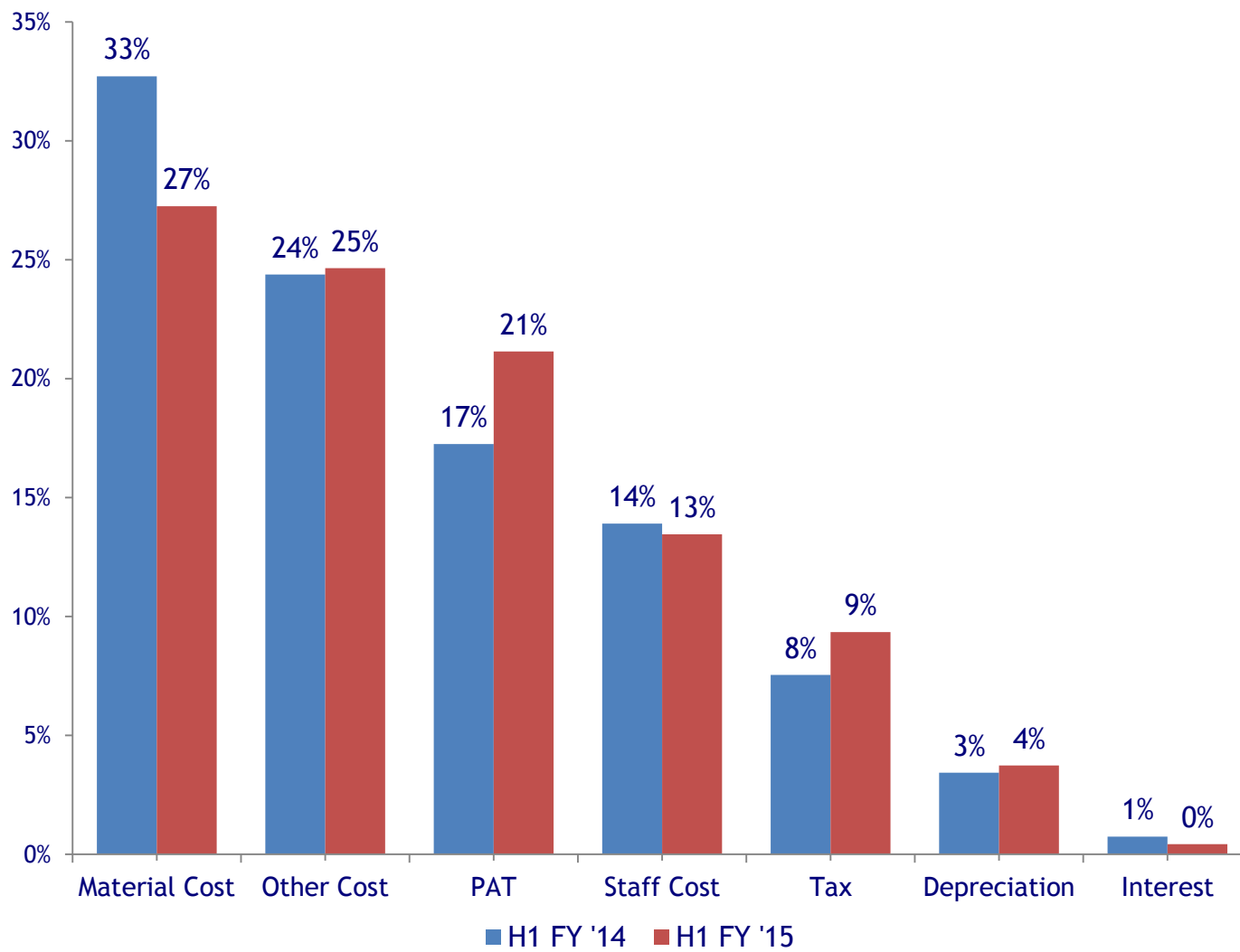
(Rs. cr.)

Particulars	H1 FY '15	H1 FY '14	Growth	FY '14
Exports	378	294	29%	695
% to Revenue	61%	59%		62%
Domestic	234	192	21%	385
% to Revenue	37%	39%		35%
Other Oper. Income	13	12	8%	30
% to Revenue	2%	2%		3%
Revenue	625	498	25%	1,110
EBITDA	200	135	49%	346
% to Revenue	32%	27%		31%
PBT	198	127	56%	313
% to Revenue	32%	25%		28%
PAT	137	88	55%	221
% to Revenue	22%	18%		20%

Cost Components Q2 FY '15



Cost Components H1 FY '15



Balance Sheet - 1st Half (Stand Alone)

(Rs. cr.)

Statement of Assets & Liabilities	H1 FY '15		FY '14	
EQUITY AND LIABILITIES				
Shareholders' Funds				
Share Capital	17.68		17.67	
Reserves and Surplus	658.04		518.65	
Sub Total - Shareholders' Funds	675.72	68%	536.32	61%
Non-current Liabilities				
Long-term borrowings	43.64		51.28	
Deferred tax liabilities (net)	17.48		22.98	
Other long-term liabilities	2.60		2.50	
Long-term provisions	4.90		2.83	
Sub Total - Non-Current Liab.	68.62	7%	79.59	9%
Current Liabilities				
Short-term borrowings	57.82		60.54	
Trade payables	131.06		110.90	
Other current liabilities	50.94		49.81	
Short-term provisions	2.35		42.71	
Sub Total - Current Liabilities	242.17	25%	263.96	30%
TOTAL - LIABILITIES	986.51		879.87	

Balance Sheet - 1st Half (Stand Alone)

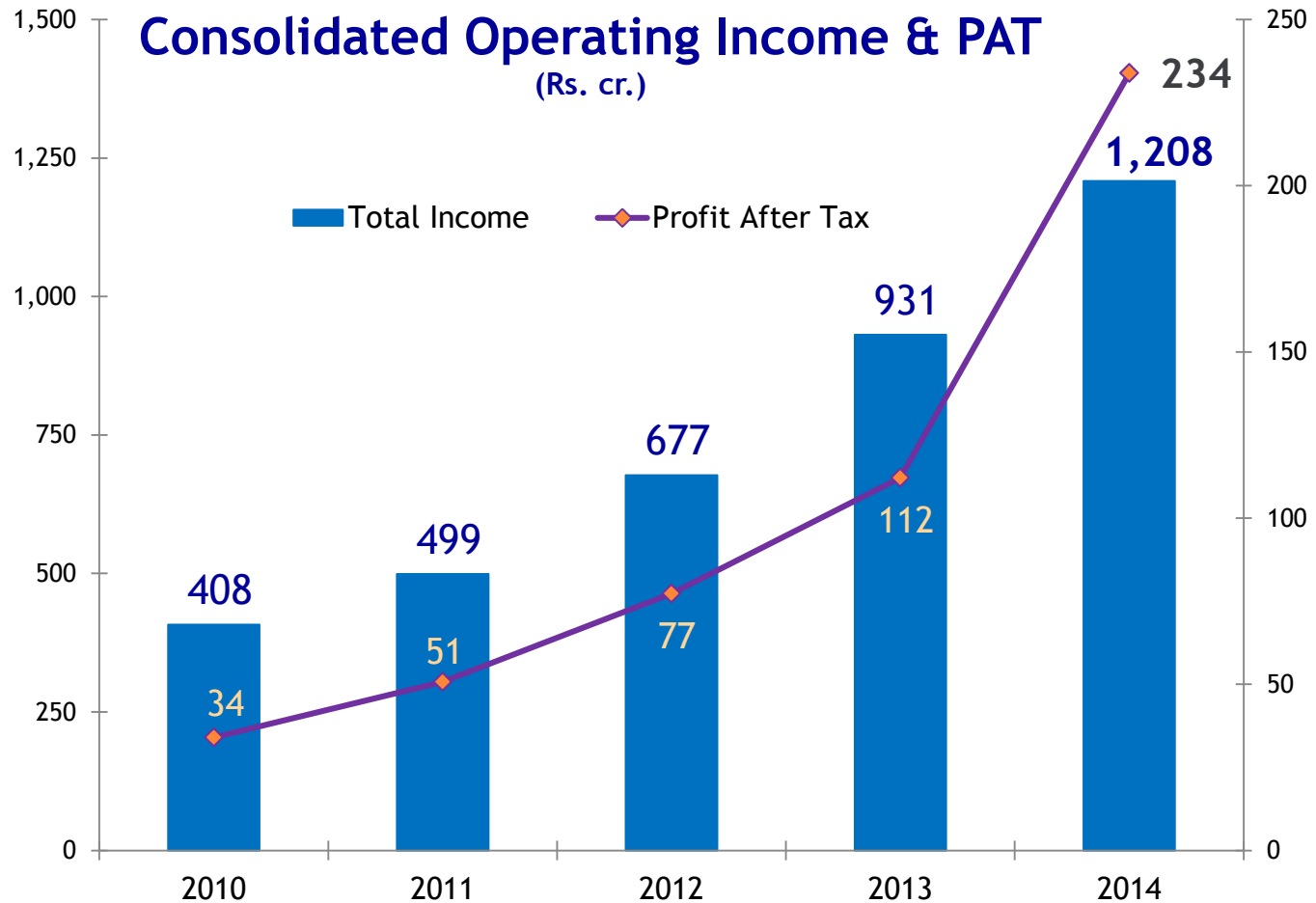
(Rs. cr.)

Statement of Assets & Liabilities	H1 FY '15		FY '14	
ASSETS				
Non-Current Assets				
Fixed assets	387.87		354.95	
Non-current investments	23.92		23.84	
Long-term loans and advances	30.60		38.68	
Other non-current assets	5.75		8.75	
Sub-total - Non-current assets	448.14	45%	426.22	48%
Current Assets				
Current Investments	55.00		55.00	
Inventories	156.87	47 D	148.77	50 D
Trade receivables	245.37	73 D	177.09	60 D
Cash and cash equivalents	32.45		29.08	
Short-term loans and advances	48.13		43.09	
Other current assets	0.55		0.62	
Sub-total - Current Assets	538.37	55%	453.65	52%
TOTAL - ASSETS	986.51		879.87	

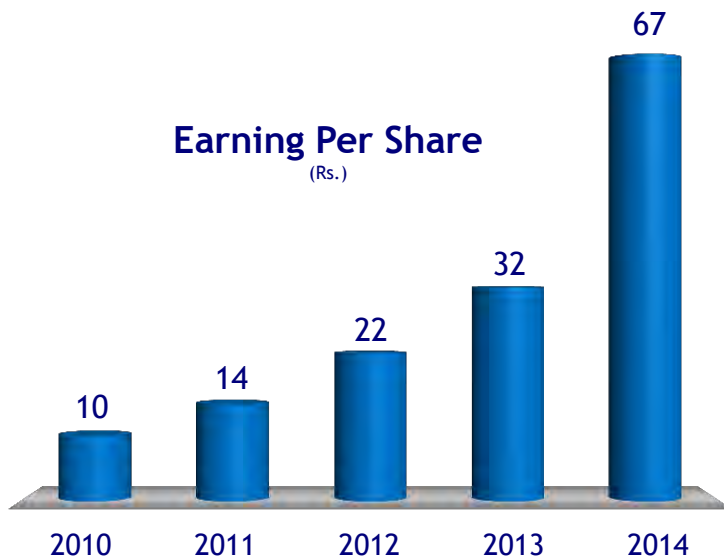
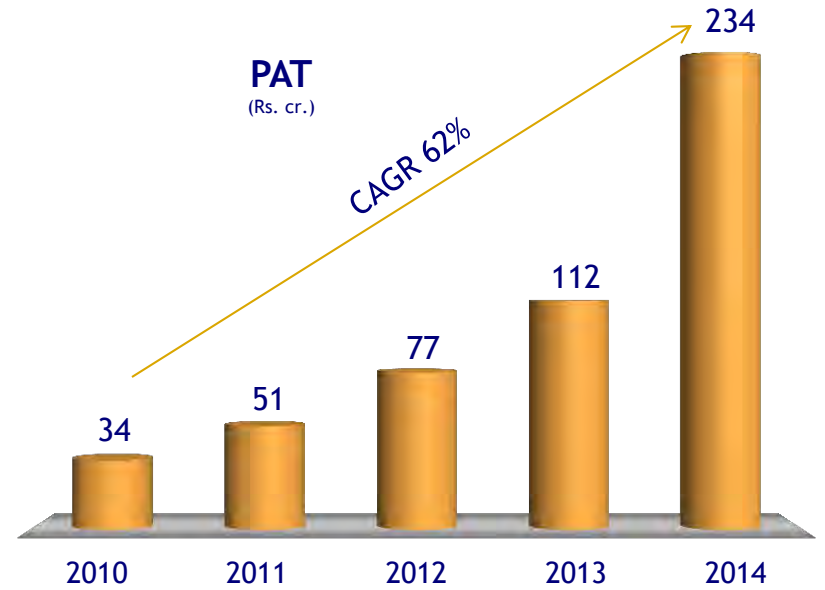
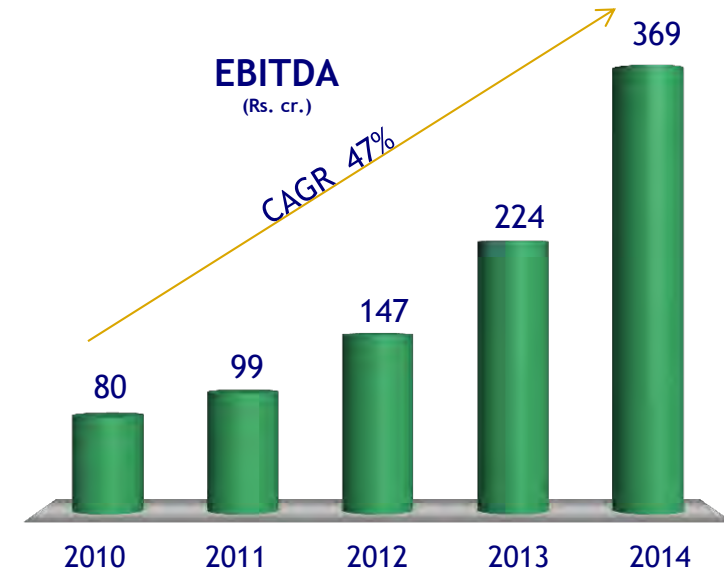
Consistent Track Record of Growth

31% CAGR Operating Income

62% CAGR PAT



Impressive Consolidated Performance - 5 Years



Consolidated Key Financial Indicators

Rs.

Particulars	FY '09	FY '10	FY '11	FY '12	FY '13	FY '14	H1 '15 (H1 '14)
EPS	7	10	14	22	32	67	39 (25)
Cash EPS	11	16	21	31	42	79	46 (30)
EBITDA per share	19	23	28	42	65	109	57 (38)
EBITDA margin	19%	19%	20%	22%	24%	31%	32% (27%)
PAT margin	7%	8%	10%	11%	12%	19%	22% (18%)
R & D Exp. (Rs. cr.)	16	20	25	37	37	50	30 (24)
R & D Exp. (% to Sales)	5%	5%	5%	5%	4%	4%	5% (5%)

- EPS of all years calculated post bonus shares
- H1 performance is on Stand Alone basis

Consolidated Key Financial Indicators

Particulars	FY '09	FY '10	FY '11	FY '12	FY '13	FY '14	H1 '15 (H1 '14)
Book value per share (Rs.)	45	53	65	85	112	169	192 (127)
Dividend/share (Rs.) (FV Rs. 5)	1.25	1.75	2.50	3.75	6.25	10.00	NA
RONW	16%	18%	22%	26%	28%	39%	20% (20%)
ROCE	13%	14%	18%	23%	38%	47%	25% (24%)
Dividend payout	13%	14%	13%	13%	15%	18%	NA

- Book Value of all years calculated post bonus shares
- H1 performance is on Stand Alone basis

Consolidated Key Financial Indicators

Particulars	FY '10	FY '11	FY '12	FY '13	FY '14	H1 '15 (H1 '14)
Long term debt / Equity	0.77	0.36	0.35	0.19	0.12	0.09 (0.18)
Total debt/equity	1.23	0.83	0.67	0.32	0.22	0.18 (0.23)
Receivable days	87	76	77	60	63	73 (61)
Inventory days	107	83	92	59	48	47 (42)
Payable days	183	145	131	134	99	91 (95)

- H1 performance is on Stand Alone basis



Corporate Social
Responsibility

CSR - Neonatal Care



Ultra-modern Neonatal Ambulance
donated to Surya Child Care Hospital



CSR - Education Initiative



Manutai School Renovation & Distribution
of study materials to students

CSR - Eye Care & Cataract Surgery



8,000+ Cataract surgeries were carried out in different places at Maharashtra in the second quarter

For updates and company information please visit our website:
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