



Excellence



Quality



Manufacturing



R&D

Content



India Business



Global Business

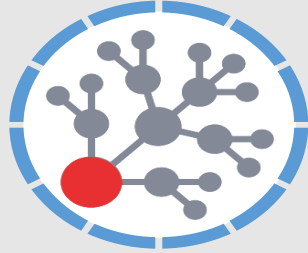


Infrastructure



Financial Highlights

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



Growth continues
exceeding industry
average

Cardiology



Maintaining 3rd position
Growing faster than
industry

Ophthalmology



Growth becoming
visible, expected to
pick up in next few qtrs

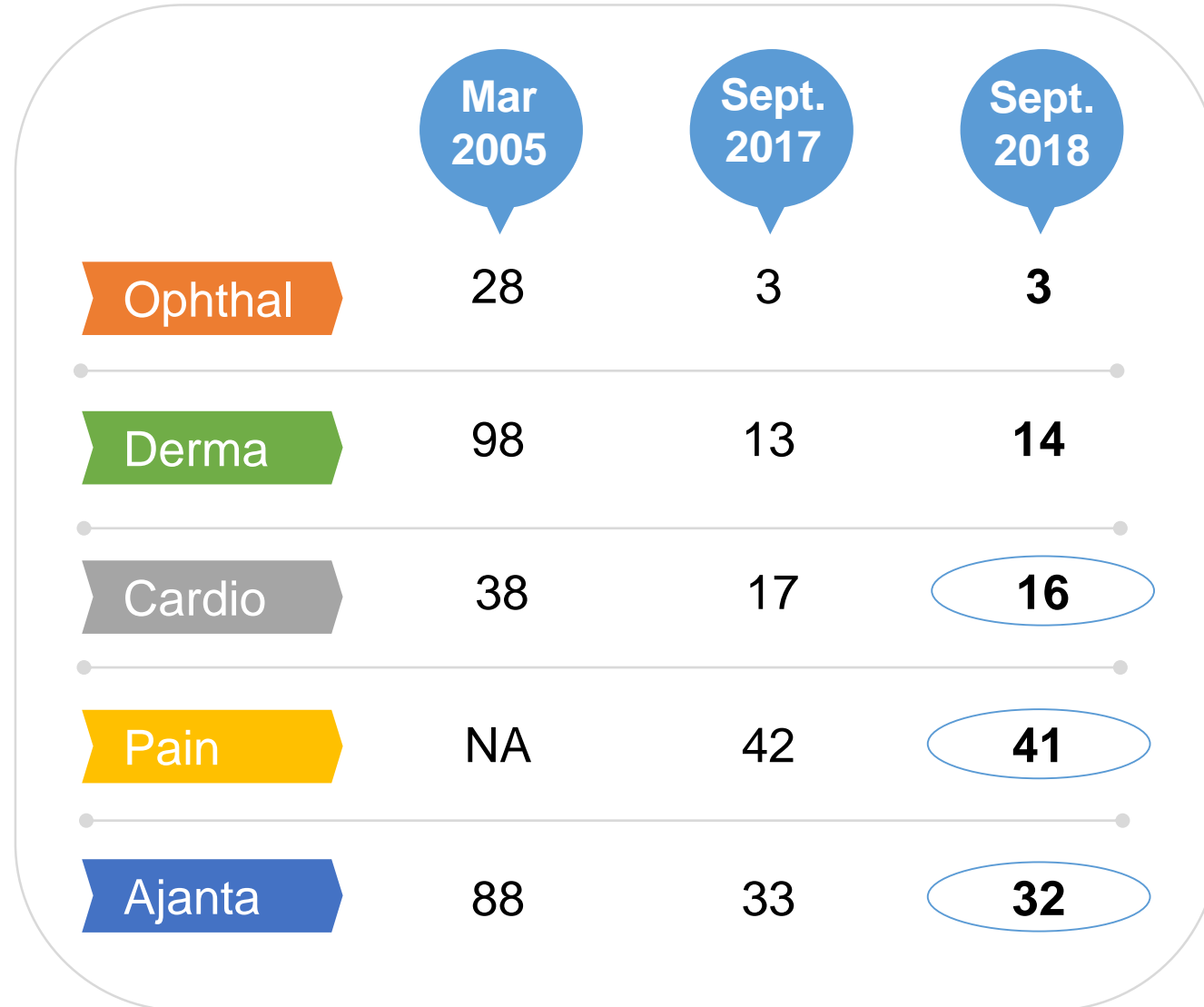
Dermatology



Growth momentum
picks up to above
industry performance

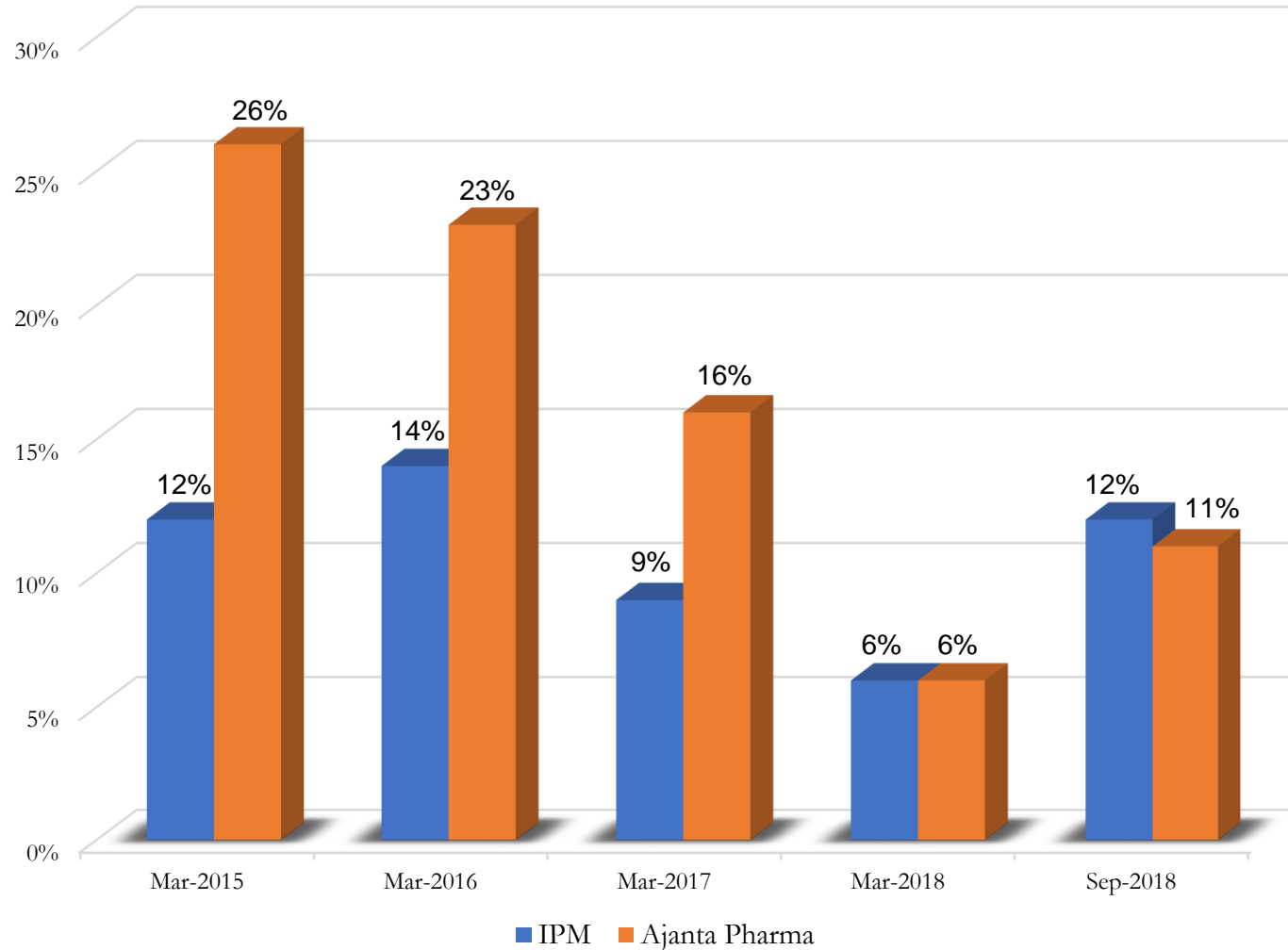
Pain Management

IPM - Ranking



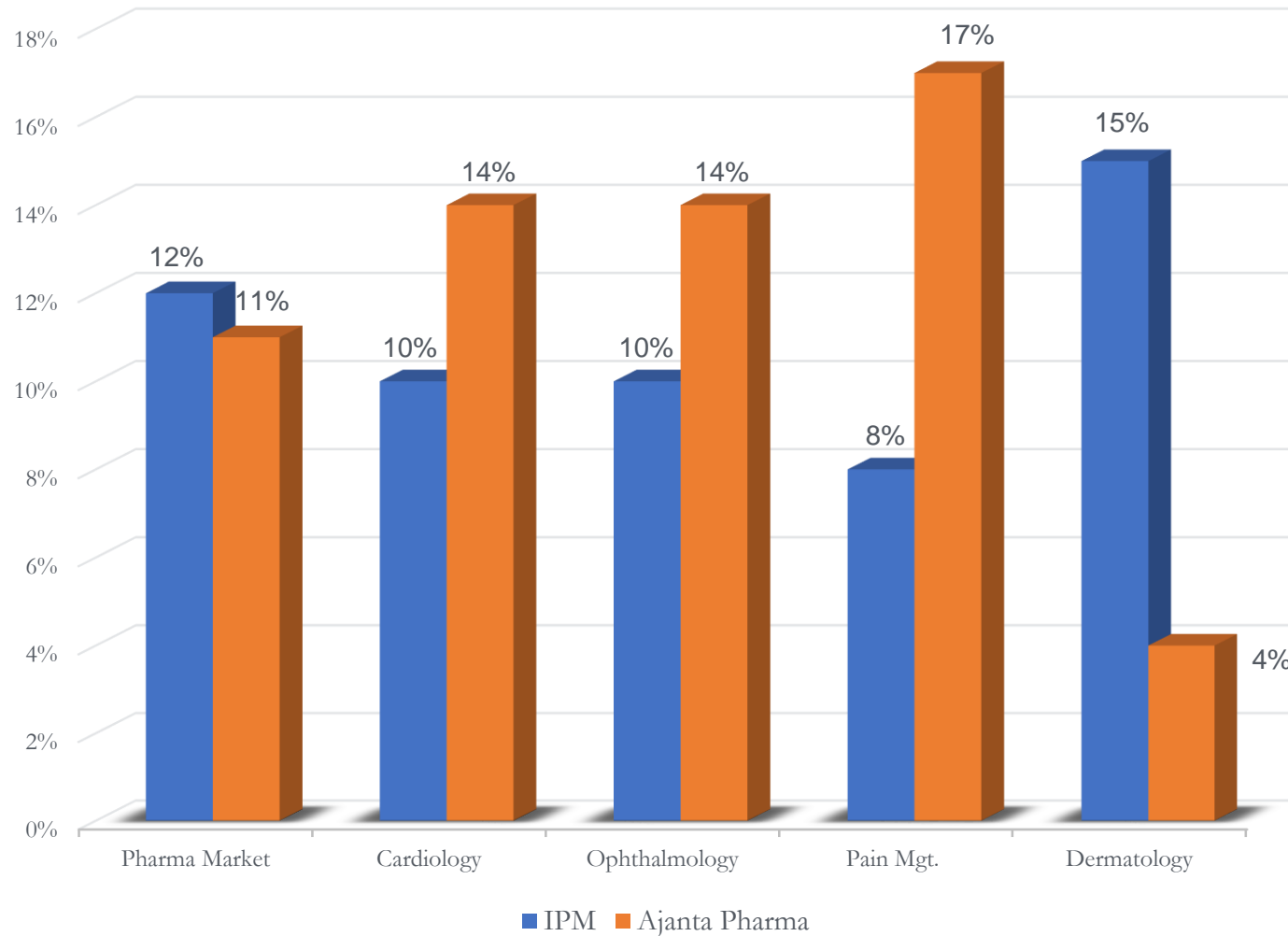
Source: IMS MAT, Sept. 2018

Industry Growth



IPM = Indian Pharmaceutical Market
Source: IMS MAT September 2018

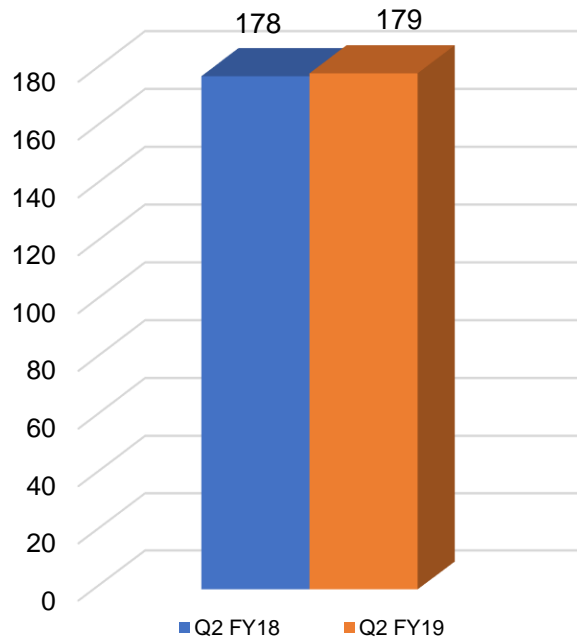
Segment Growth



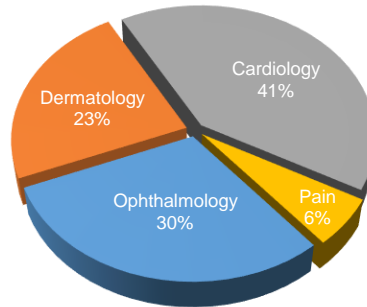
IPM = Indian Pharmaceutical Market
Source: IMS MAT September 2018

India Sales

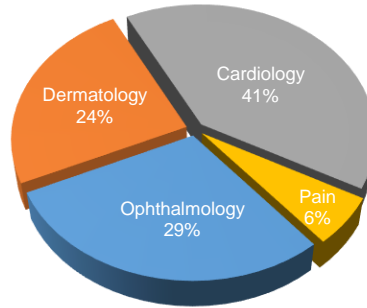
India Sales – Q2 (Rs. cr.)



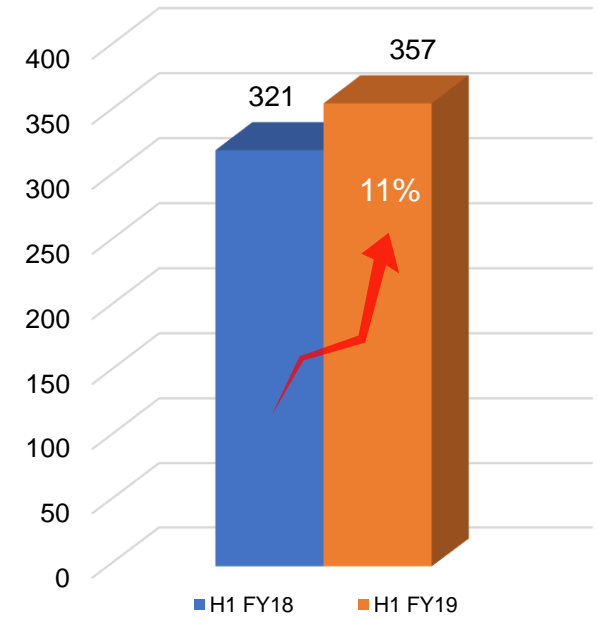
IMS MAT Sept. 2018



IMS MAT Sept. 2017



India Sales – H1 (Rs. cr.)



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India Business



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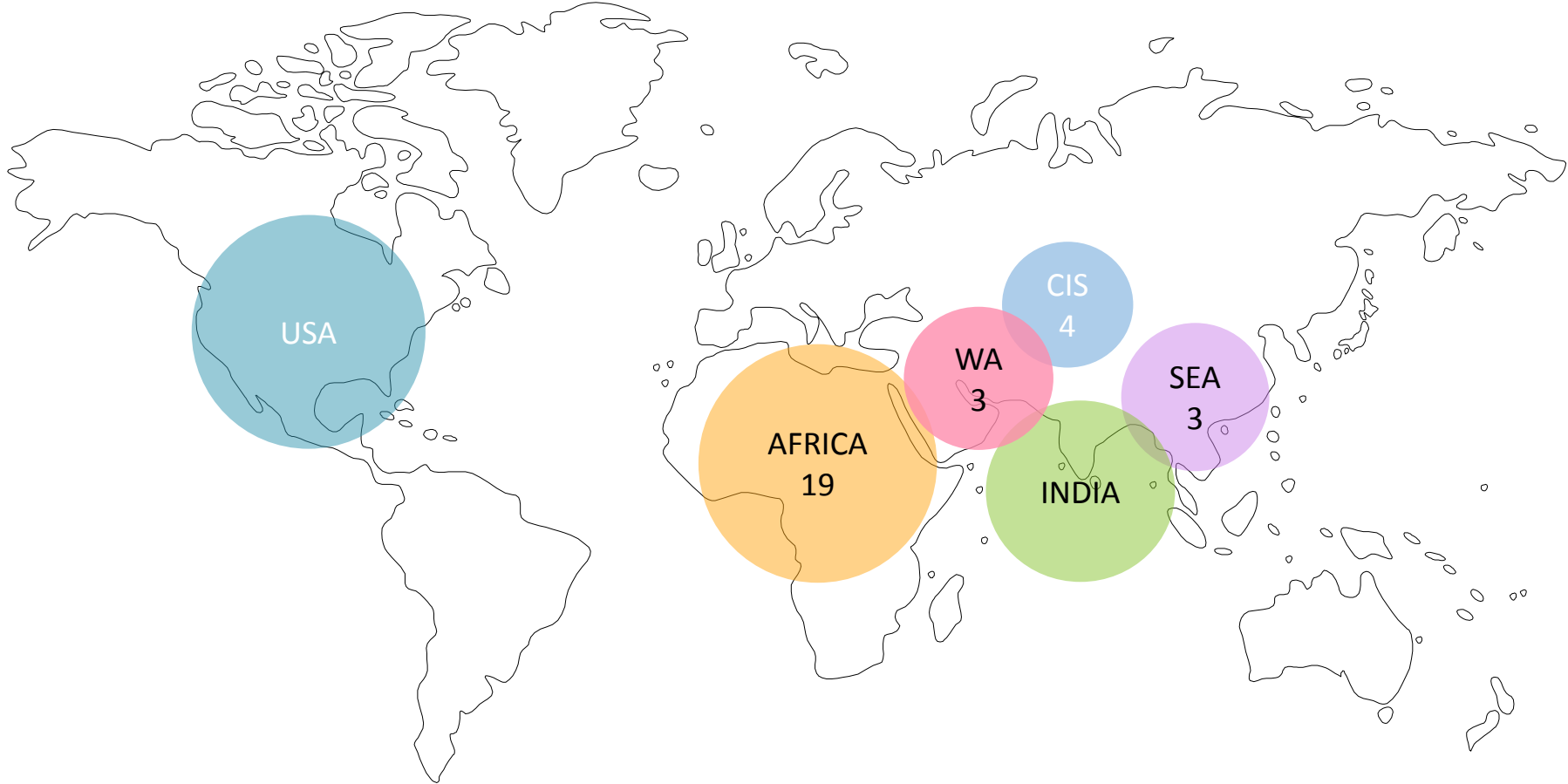


Infrastructure



Financial Highlights

Global Presence



CIS – Commonwealth of Independent States
SEA – South East Asia
USA – United States of America
WA – West Asia

Figures represent no. of countries we are present

Branded Generic Business in Emerging Markets

Africa

1,000 +

8

14

Product Registration

New Products launched

Major Markets

Asia

380 +

3

7

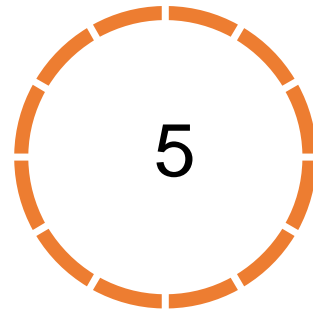
USA

Final Approvals



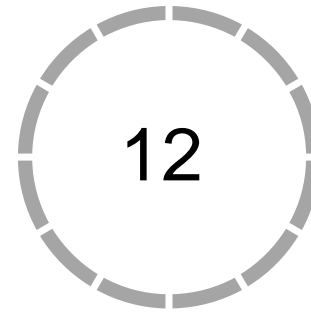
4 in Q2 FY 2019
5 in H1 FY 2019

Tentative Approvals

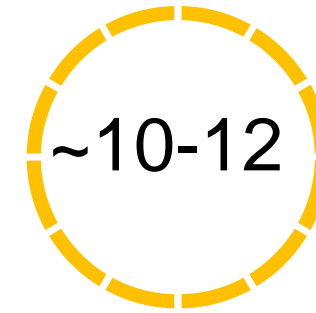


2 in Q2 FY 2019
4 in H1 FY 2019

Under Approval



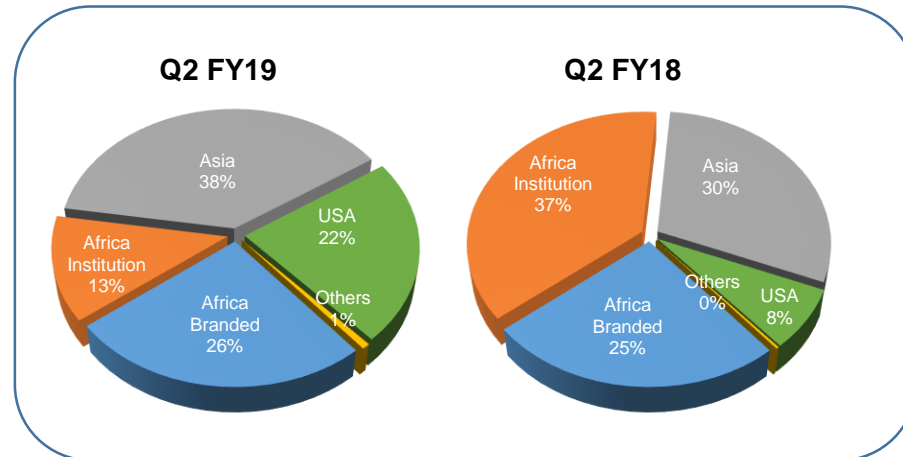
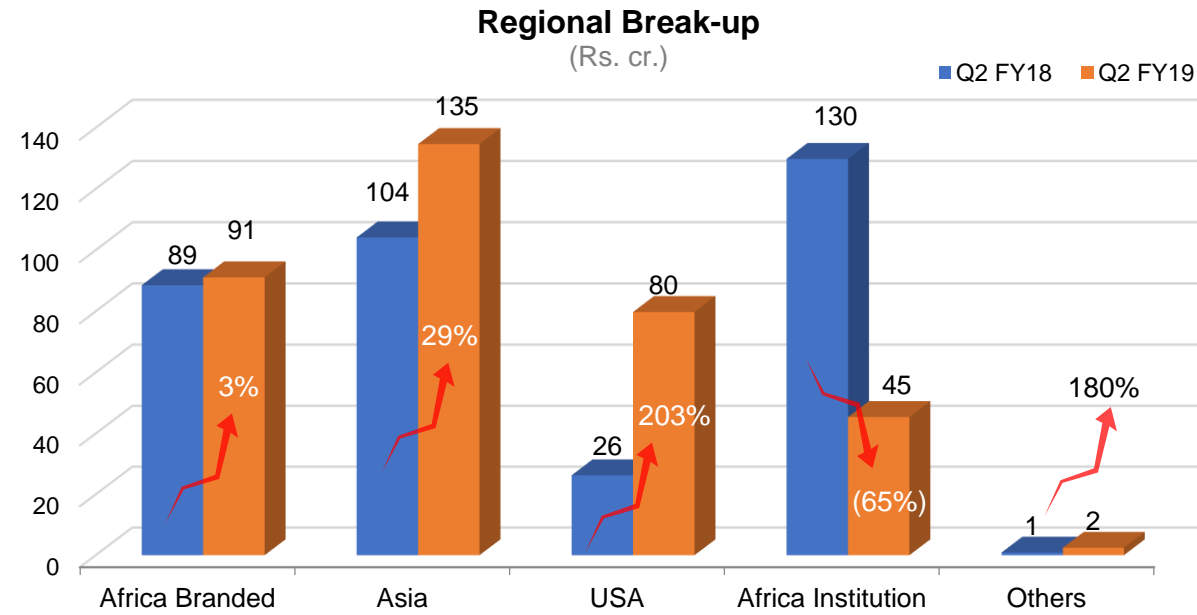
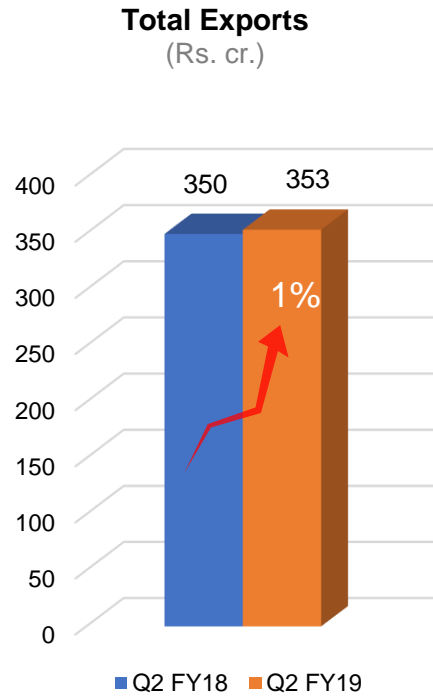
Filing Target



1 in Q2 FY 2019
2 in H1 FY 2019

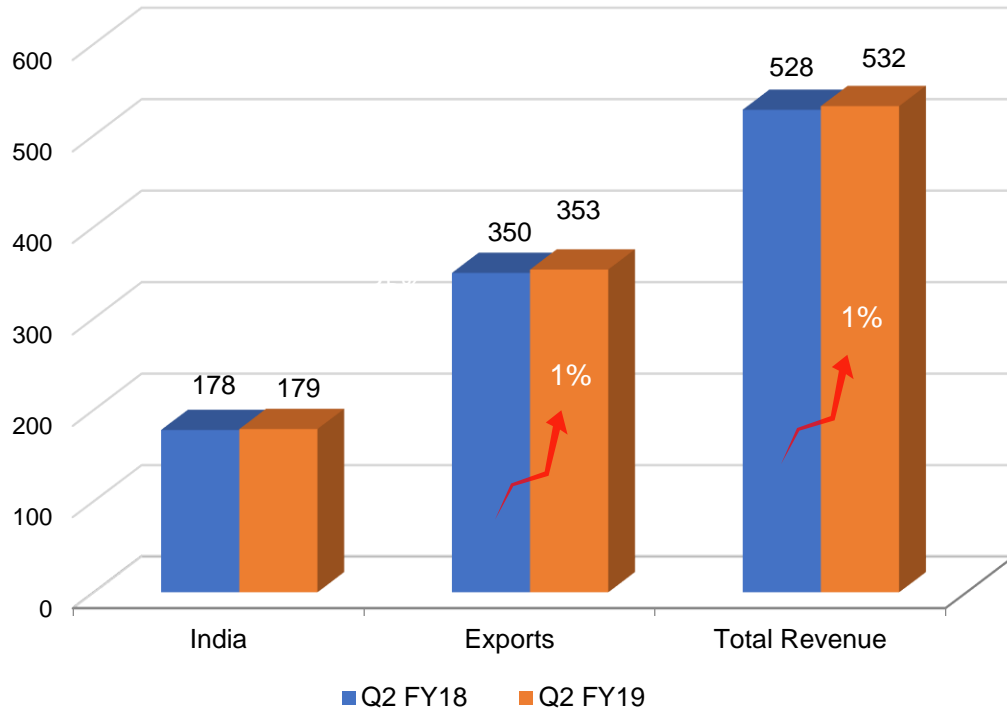
- 18 Products on shelf
- Gaining market share in select products
- Continue to focus on execution for customer delight

Export Sales – Q2 (Consolidated)



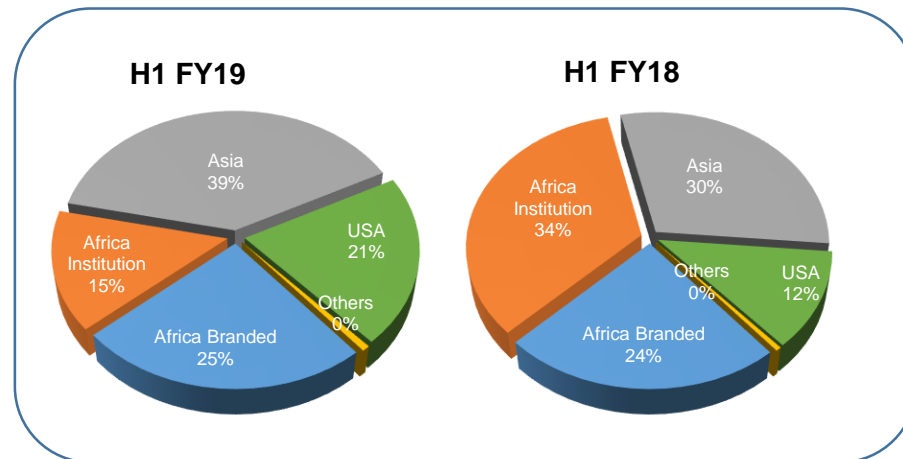
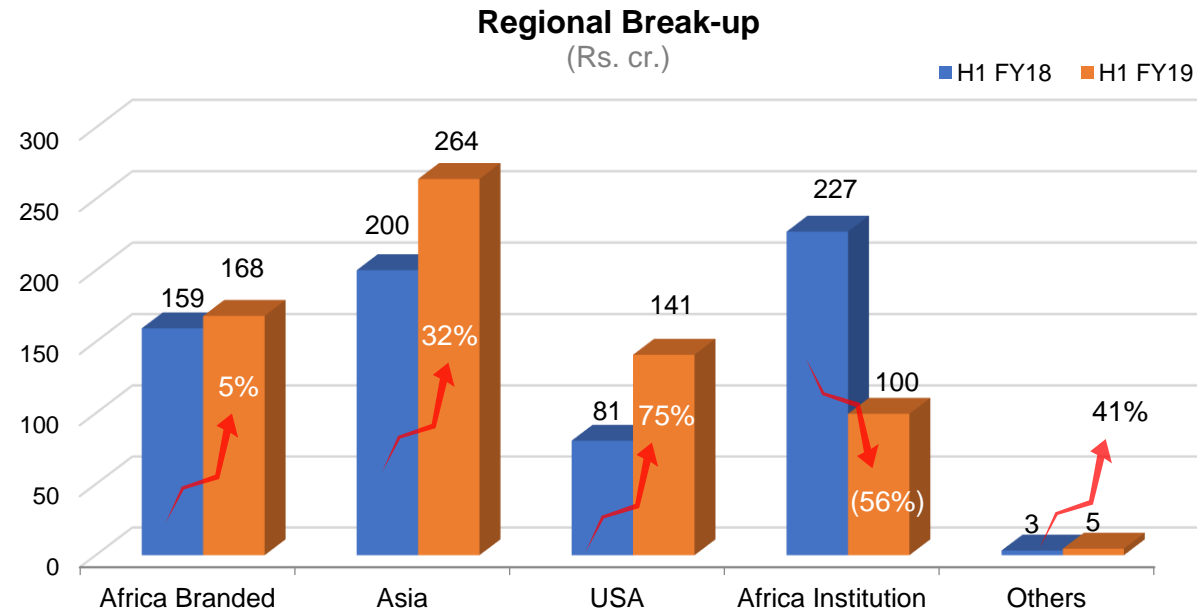
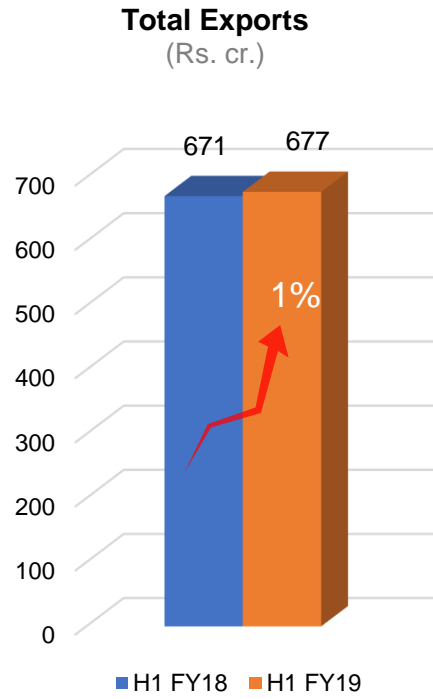
Total Consolidated Sales – Q2

Regional Break-up
(Rs. cr.)



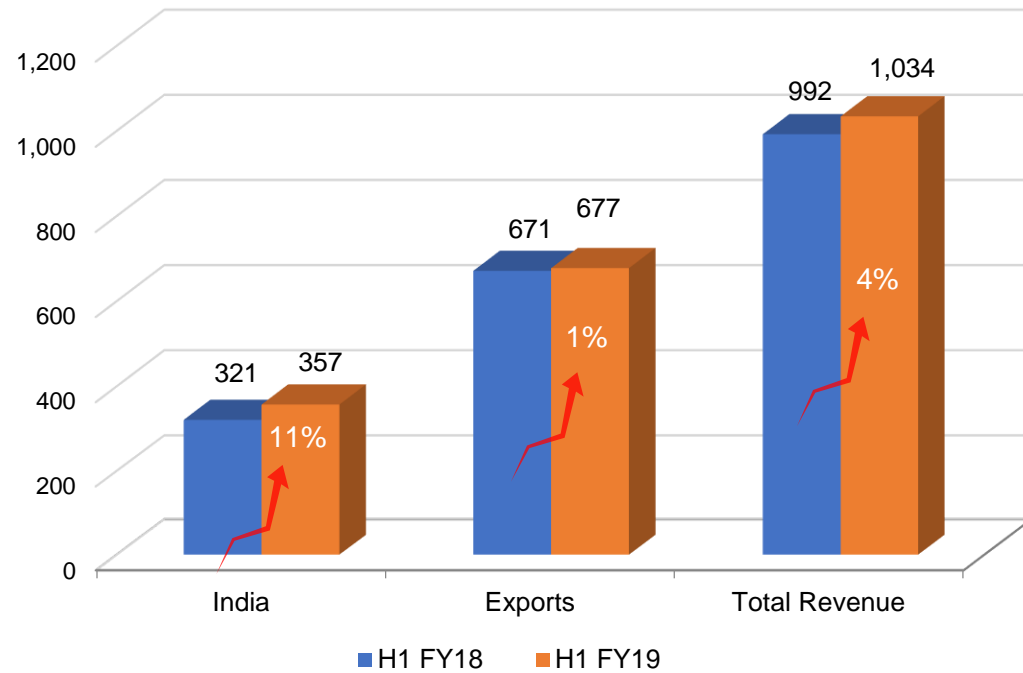
	Rs. cr.		
	Q2 FY 2018	Q2 FY 2019	% Gwth
India	178	179	0%
Exports	350	353	1%
Total Revenue	528	532	1%

Export Sales – H1 (Consolidated)



Total Consolidated Sales – H1

Regional Break-up
(Rs. cr.)



	Rs. cr.		
	H1 FY 2018	H1 FY 2019	Gth
India	321	357	11%
Exports	671	677	1%
Total Revenue	992	1,034	4%

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India Business



Global Business



Infrastructure



Financial Highlights

Enabling Infrastructure

Formulation Manufacturing

- 3 facilities in Aurangabad, Maharashtra
- One facility at Dahej, Gujarat
- One facility at Guwahati, Assam
- One facility at Mauritius

API Manufacturing

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



R&D Thrust



**Team of
850+ Scientists**



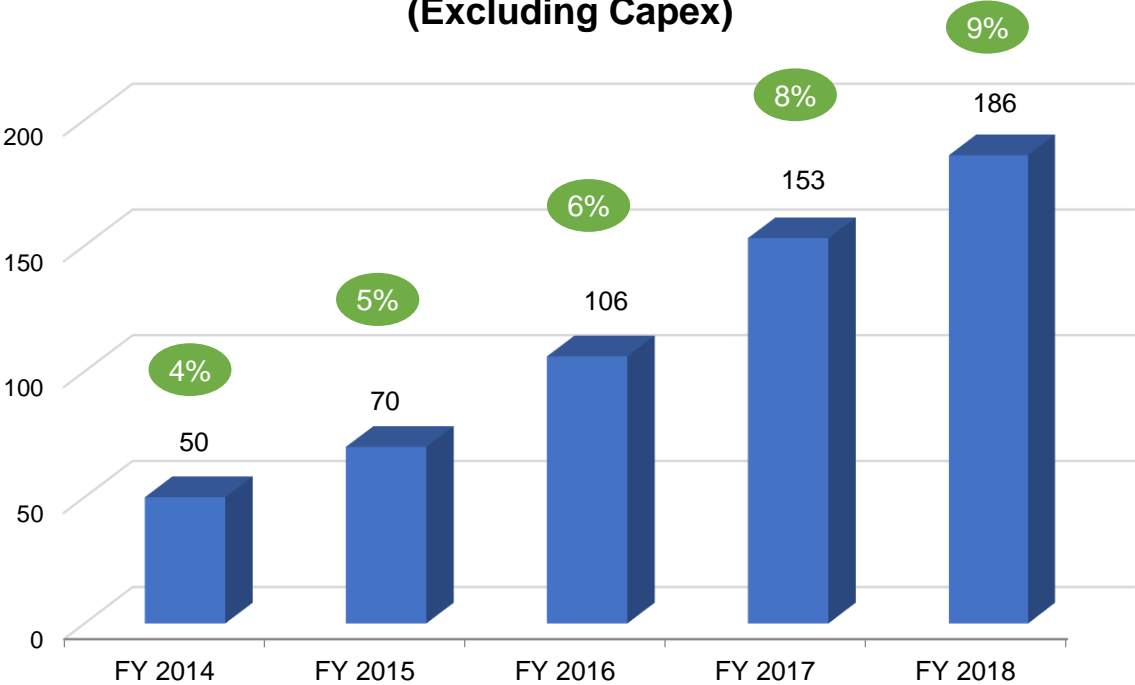
Revenue Expenses

Q2 FY 2019 - Rs. 50 cr. (9%)

H1 FY 2019 – Rs. 91 cr. (9%)

Q2 FY 2018 – Rs. 53 cr. (10%), H1 FY 2018 – Rs. 95 cr. (9%)

R&D spend (Rs. cr.) & % of Oper. Income (Excluding Capex)



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Infrastructure



Financial Highlights

P&L Synopsis – Q2 FY 2019 (Consolidated)

Rs. cr.	Q2 FY 2019	%	Q2 FY 2018	%	% Growth
Exports	353	65%	350	65%	1%
Domestic	179	33%	178	33%	0%
Other Op. Income	12	2%	12	2%	0%
Income from Operations	544		540		1%
EBITDA	166	31%	184	34%	(10%)
PBT	164	30%	178	33%	(8%)
PAT	125	23%	132	24%	(5%)
Total Comprehensive Income	126	23%	134	25%	(6%)

Detailed P&L – Q2 FY 2019 (Consolidated)

Rs. cr.	Q2 FY 2019		Q2 FY 2018	
Income from Operations	544		540	
Other Income	15		9	
Total Income	559		550	
Materials consumed	96	18%	109	20%
Employee Benefit	106	19%	89	17%
Finance Cost	0	0%	0	0%
Depreciation	17	3%	15	3%
Other Expenses	176	32%	158	29%
Total expenses	396	73%	371	69%
Profit before tax	164	30%	178	33%
Tax Expense	38	7%	46	9%
Net Profit	125	23%	132	24%
Other Comprehensive Income	1		2	
Total Comprehensive Income	126	23%	134	25%
EBITDA	166	31%	184	34%

P&L Synopsis – H1 FY 2019 (Consolidated)

Rs. cr.	H1 FY 2019	%	H1 FY 2018	%	% Growth
Exports	677	64%	671	66%	1%
Domestic	357	34%	321	32%	11%
Other Op. Income	21	2%	21	2%	0%
Income from Operations	1,055		1,014		4%
EBITDA	324	31%	311	31%	4%
PBT	312	30%	297	29%	5%
PAT	231	22%	227	22%	2%
Total Comprehensive Income	228	22%	230	23%	(1%)

Detailed P&L – H1 FY 2019 (Consolidated)

Rs. cr.	H1 FY 2019		H1 FY 2018	
Income from Operations	1,055		1,014	
Other Income	23		11	
Total Income	1,078		1,024	
Materials consumed	180	17%	203	20%
Employee Benefit	211	20%	176	17%
Finance Cost	0	0%	0	0%
Depreciation	35	3%	28	3%
Other Expenses	341	32%	320	32%
Total expenses	766	73%	727	72%
Profit before tax	312	30%	297	29%
Tax Expense	81	8%	70	7%
Net Profit	231	22%	227	22%
Other Comprehensive Income	(3)		3	
Total Comprehensive Income	228	22%	230	23%
EBITDA	324	31%	311	31%

Balance Sheet (Consolidated)

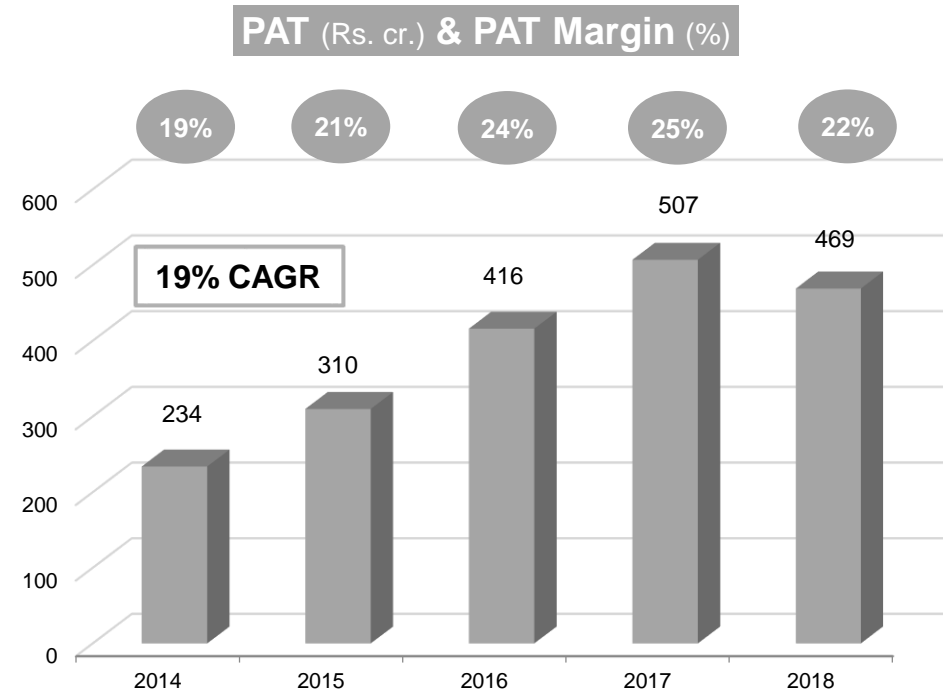
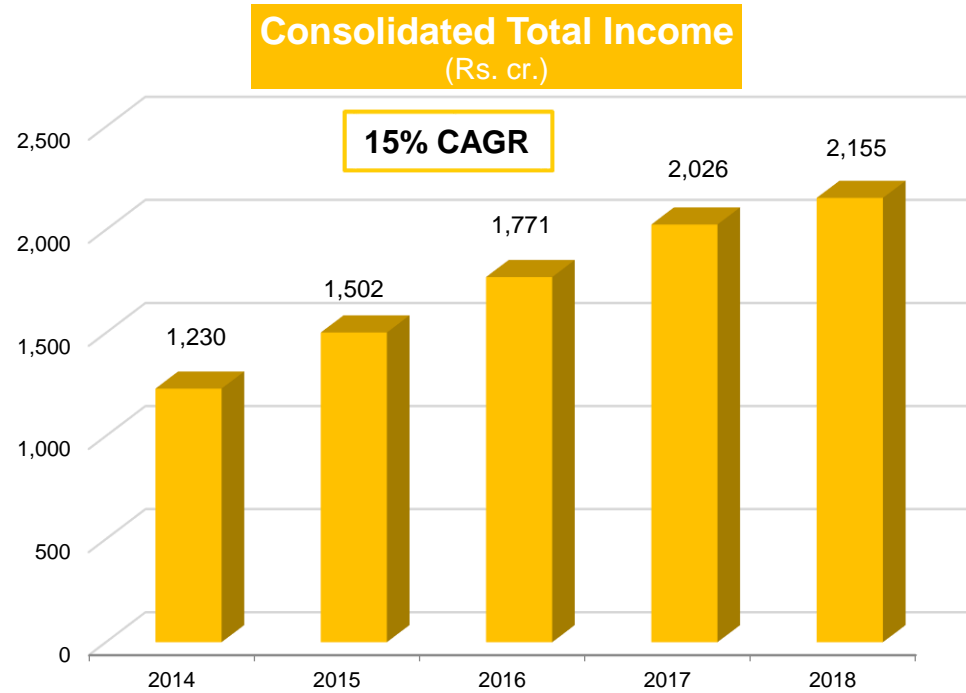
		Rs. cr.		
Statement of Assets & Liabilities	H1 FY 2019		FY 2018	
ASSETS				
Non-Current Assets				
Property, Plant and Equipment	1,076		1,045	
Capital Work-in-Progress	152		61	
Other Intangible Assets	6		7	
Financial Assets				
Non-Current Investments	14		8	
Other Non-current Financial Assets	12		14	
Deferred tax assets (net)	36		23	
Non-current tax assets (net)	16		23	
Other non-current assets	59		44	
Sub-total Non-current assets	1,371	50%	1,225	50%
Current Assets				
Inventories	400		351	
Financial Assets				
Current Investments	188		182	
Trade Receivables	557		460	
Cash and cash equivalents	69		91	
Other Bank balances	5		2	
Other current financial assets	32		32	
Other current assets	107		105	
Sub-total Current Assets	1,358	50%	1,224	50%
TOTAL ASSETS	2,729		2,449	

Balance Sheet (Consolidated)

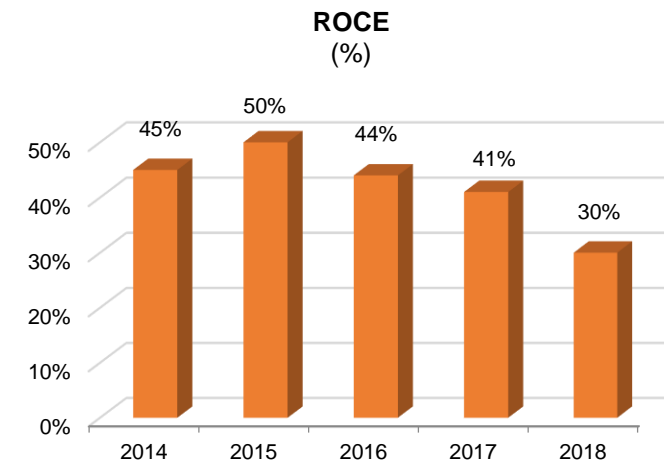
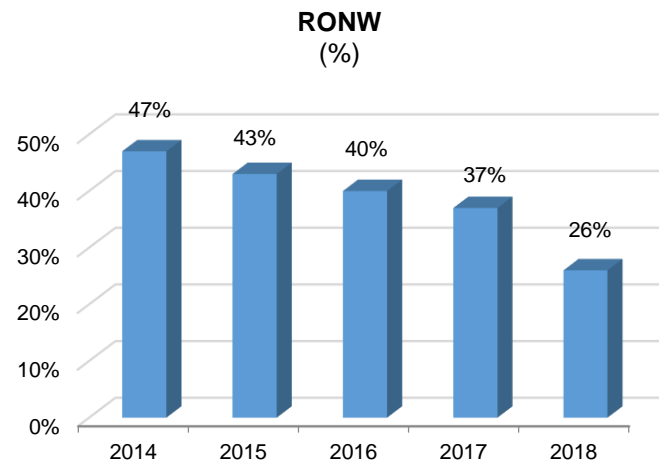
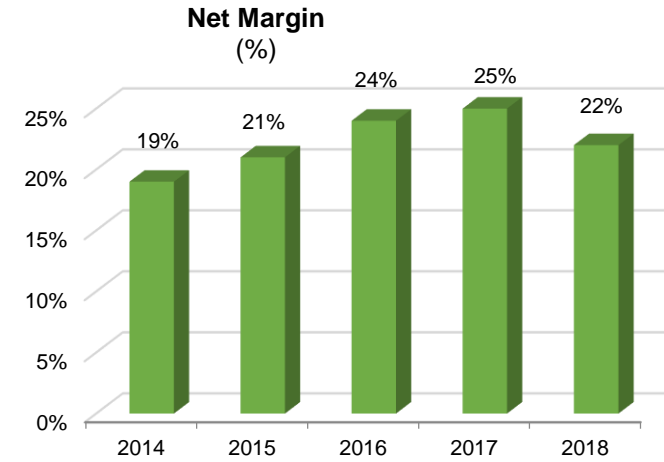
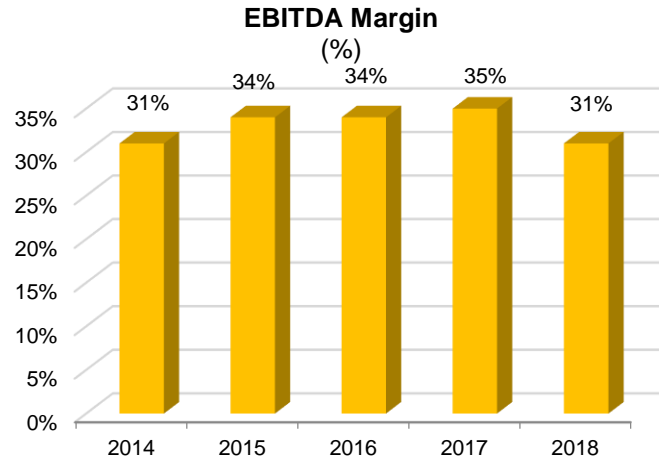
Rs. cr.

Statement of Assets & Liabilities	H1 FY 2019		FY 2018	
EQUITY AND LIABILITIES				
Equity				
Equity Share Capital	18		18	
Other Equity	2,252		2,024	
Sub Total – Shareholders’ Funds	2,270	83%	2,042	83%
Non-current Liabilities				
Financial Liabilities				
Non-current Borrowings	1		1	
Other non-current Financial Liabilities	0		0	
Non-current provisions	15		13	
Deferred tax liabilities (net)	54		47	
Sub Total – Non-Current Liab.	70	3%	61	2%
Current Liabilities				
Financial Liabilities				
Trade payables	255		250	
Other current financial liabilities	68		55	
Other current liabilities	2		9	
Current Provisions	20		29	
Current Tax Liabilities (Net)	45		4	
Sub Total – Current Liabilities	389	14%	346	14%
Total Liabilities	459		407	
TOTAL – Equity and Liabilities	2,729		2,449	

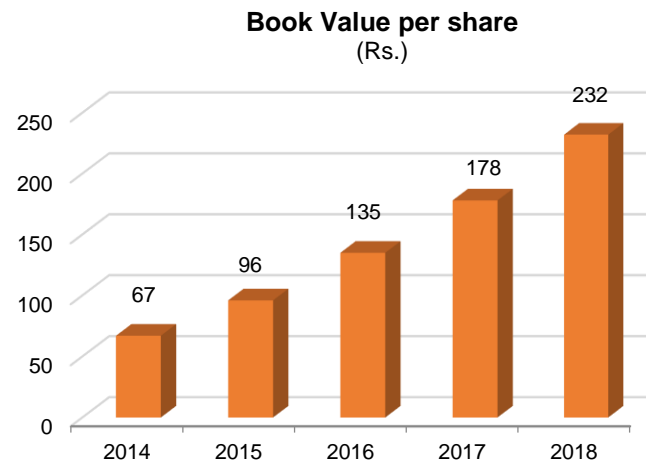
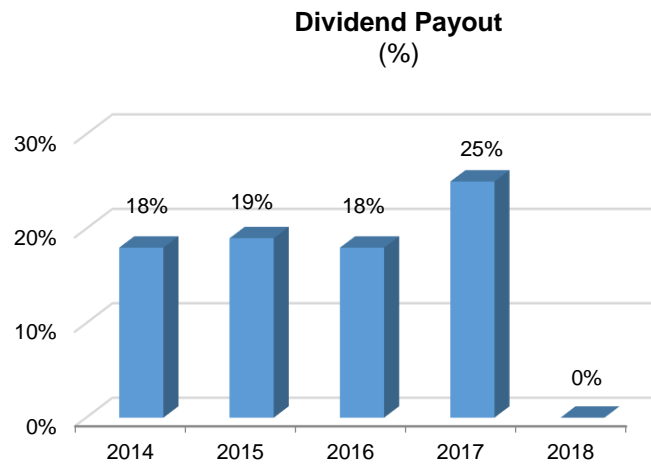
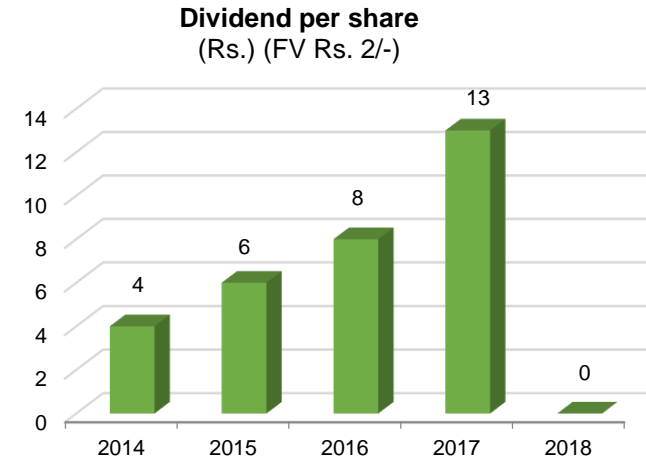
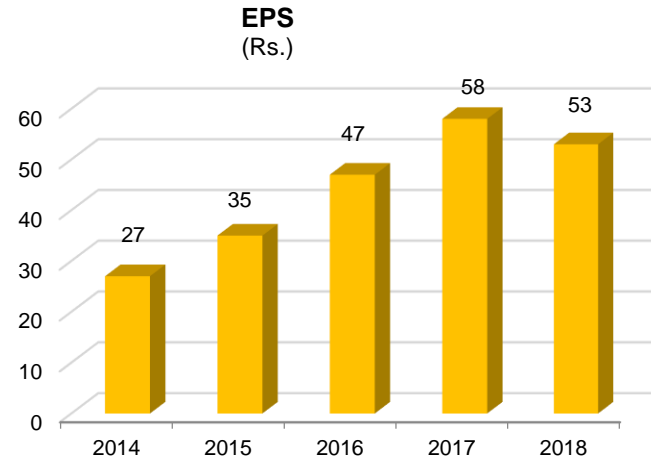
5 Year Track Record (Consolidated)



5 Year Track Record (Consolidated)

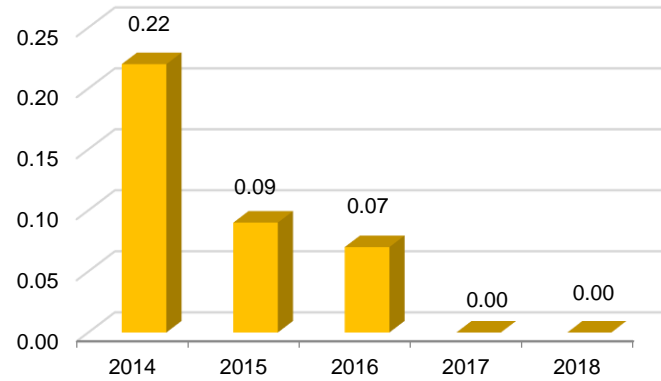


5 Year Track Record (Consolidated)

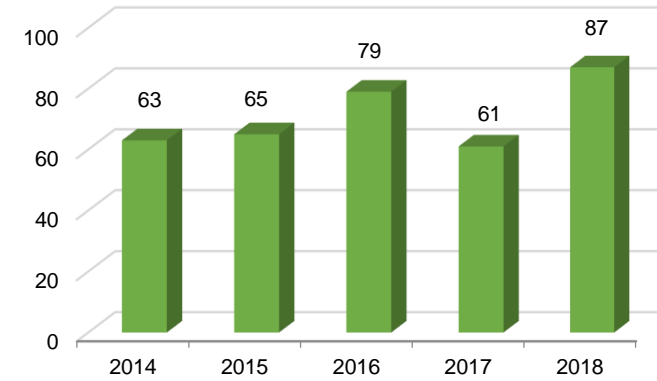


5 Year Track Record (Consolidated)

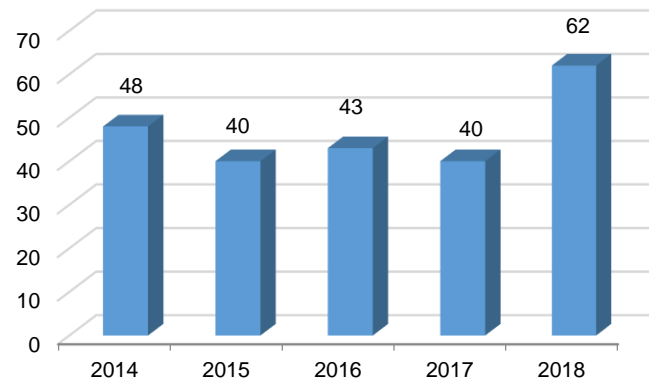
Total Debt / Equity
(Ratio.)



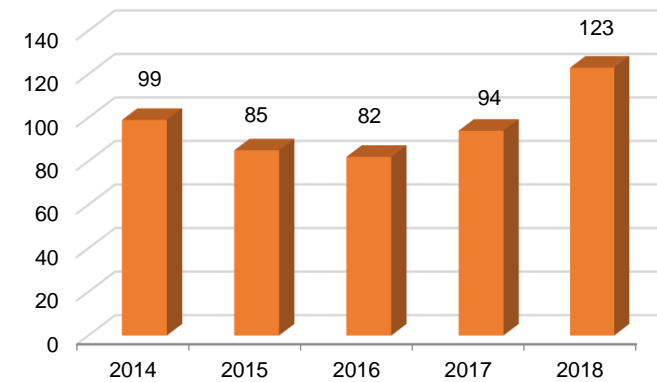
Receivable Days
(Nos.)



Inventory Days
(Nos.)



Payable Days
(Nos.)



Thank You

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