



*ajanta pharma limited*

# INVESTOR PRESENTATION

Q3 FY 2021 2<sup>nd</sup> February 2021



# Content



**India Business**



**Global Business**



**Infrastructure**



**Financial Highlights**



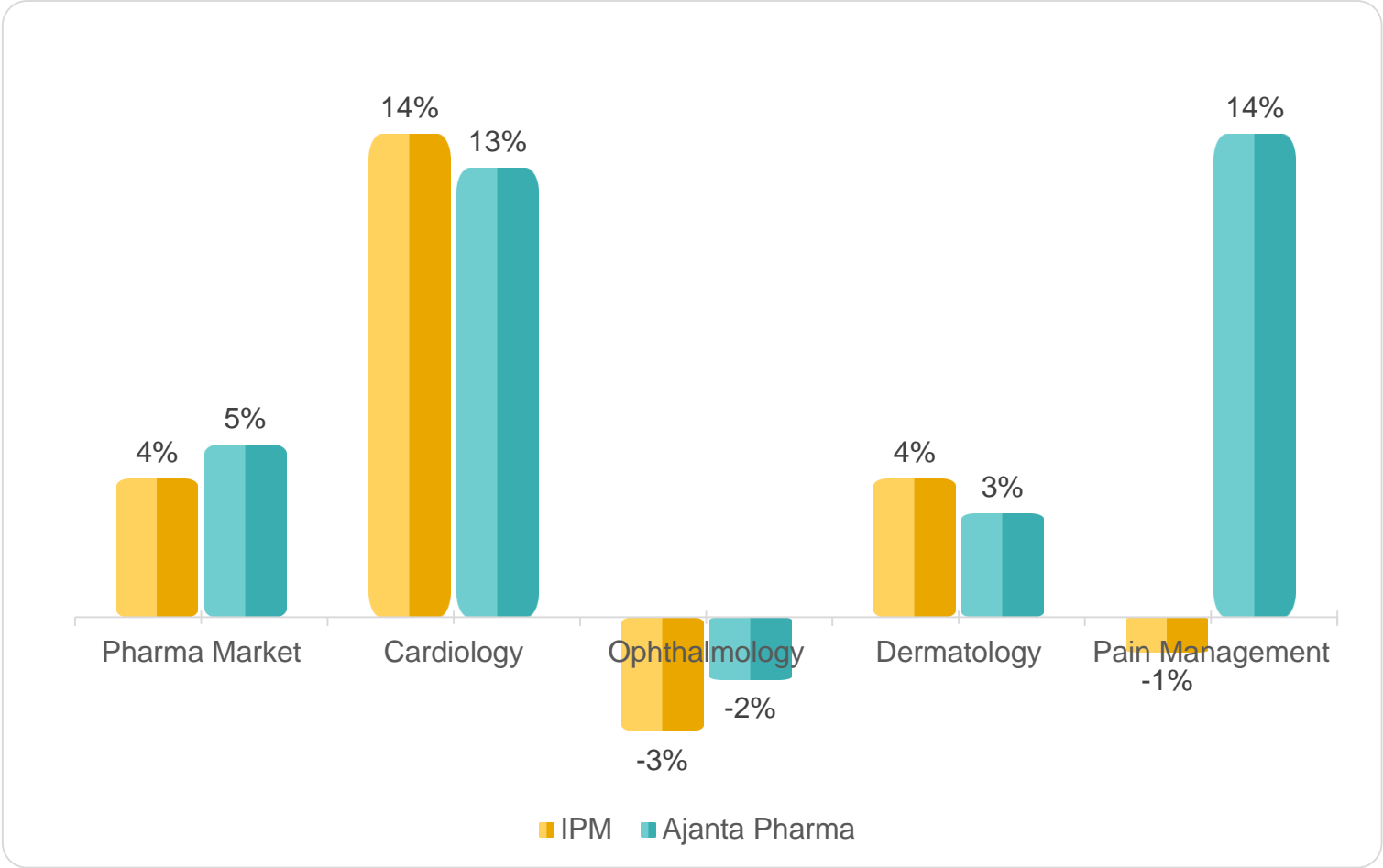
## India Business

<p>15 Divisions</p>	<p>3,000 MRs</p>	<p>270+</p>	<p>1<sup>st</sup> to Market</p>
For 4 Segments	Building Efficiency	Product Basket	Products

Continue to focus on 4 Therapeutic Segments

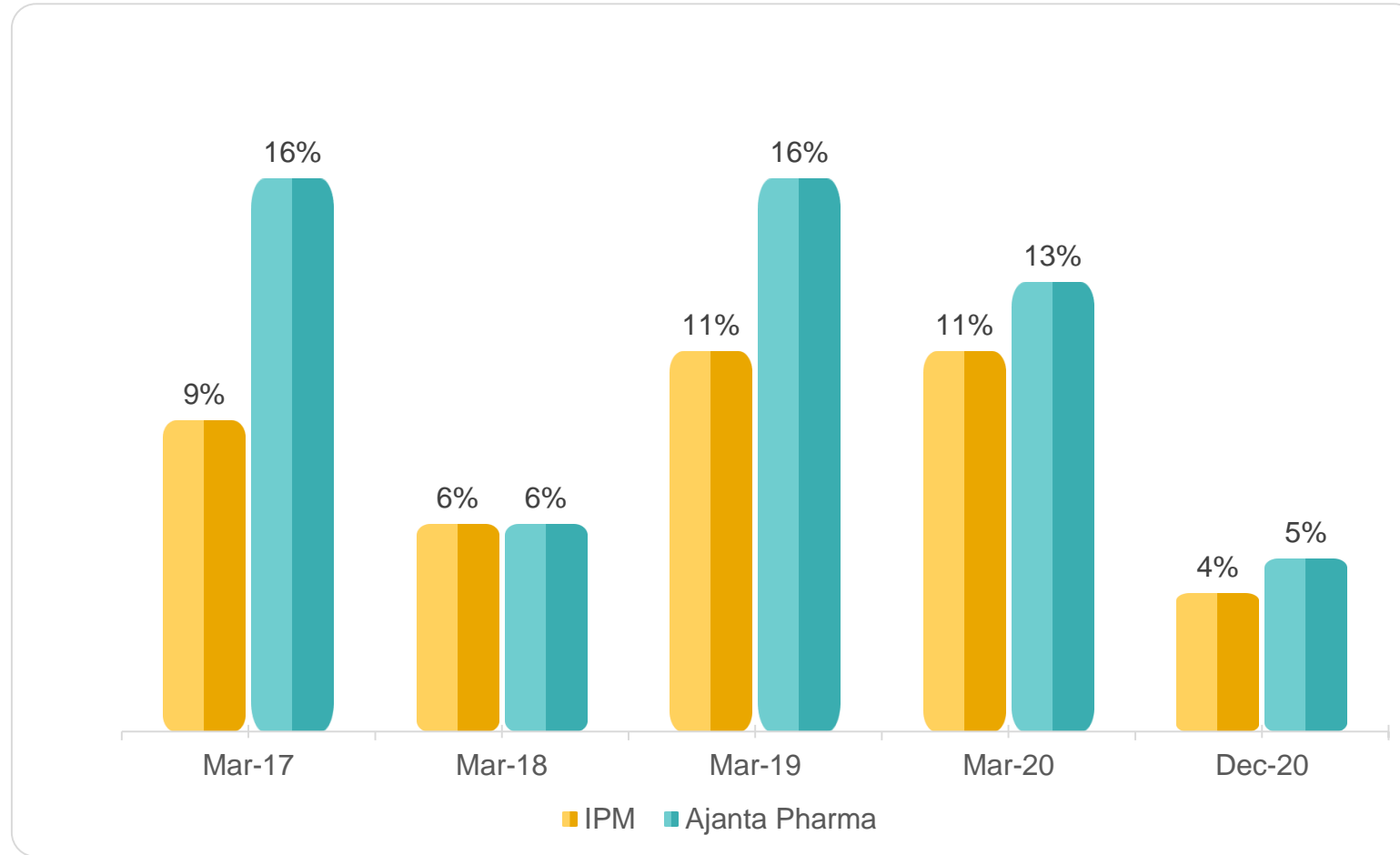
<p><b>Cardiology</b></p> <p>Growth Recovering</p>	<p><b>Ophthalmology</b></p> <p>2<sup>nd</sup> largest in India</p>	<p><b>Dermatology</b></p> <p>Growth recovering</p>	<p><b>Pain Management</b></p> <p>Consistently performing well</p>
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# India – Segment Growth

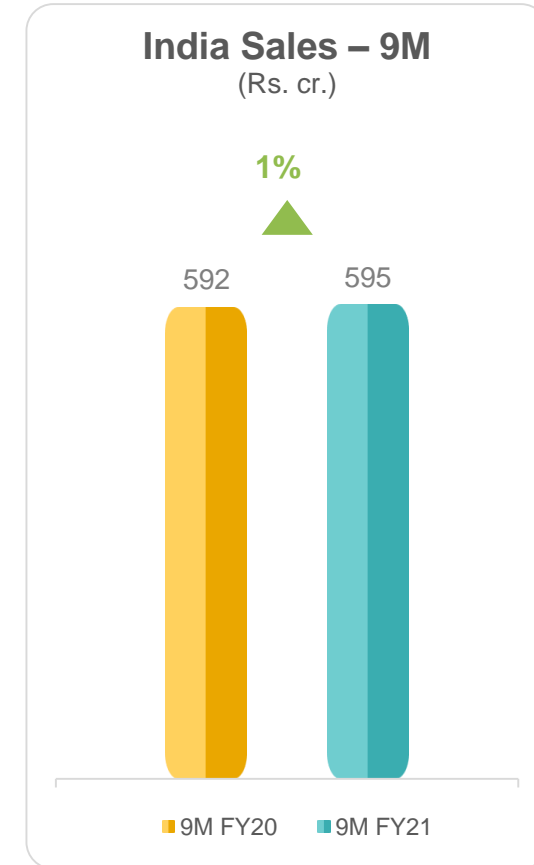
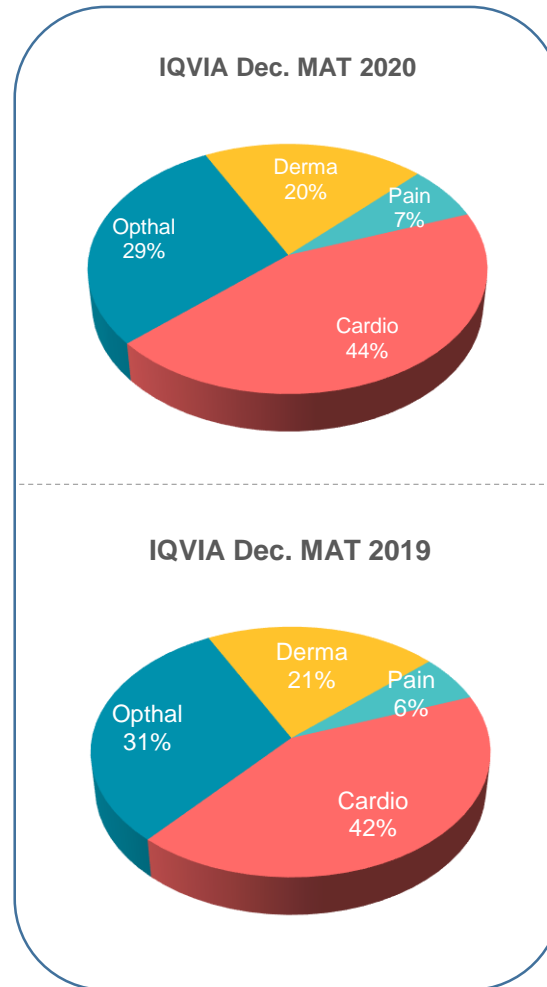
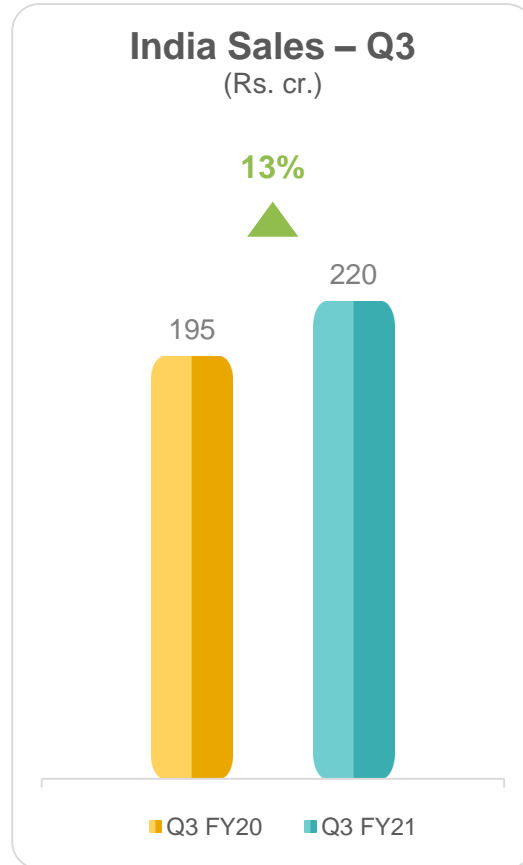


IPM = Indian Pharmaceutical Market  
Source: Iqvia, Dec. MAT 2020

# Growth benchmarked with Industry



IPM = Indian Pharmaceutical Market  
Source: Iqvia, Dec. MAT 2020



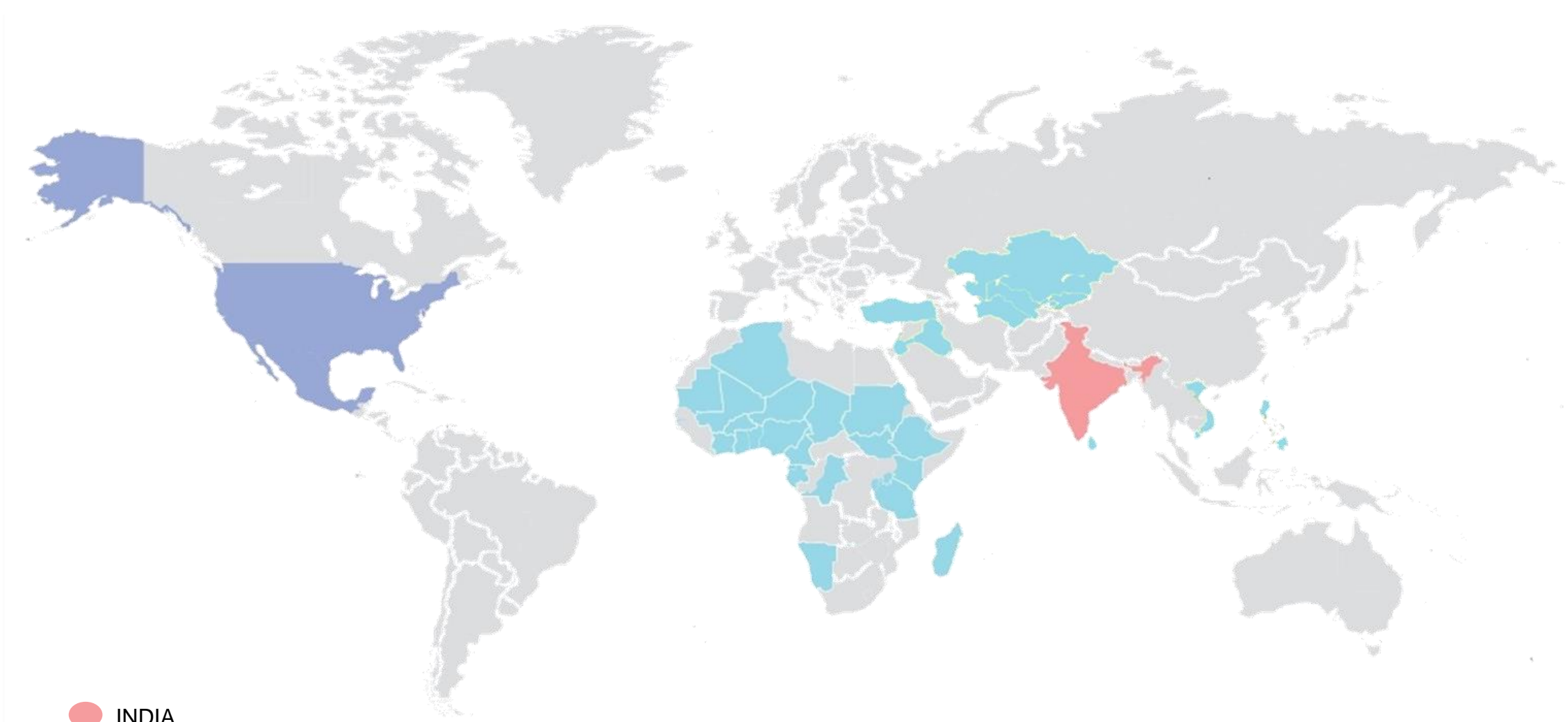
	Mar 2005	Dec 2019	Dec 2020
Ophthal	28	2	2
Derma	98	14	15
Cardio	38	16	18
Pain	NA	39	34
Ajanta	88	31	29

IPM = Indian Pharmaceutical Market  
Source: Iqvia, Dec. MAT 2020





## Global Business

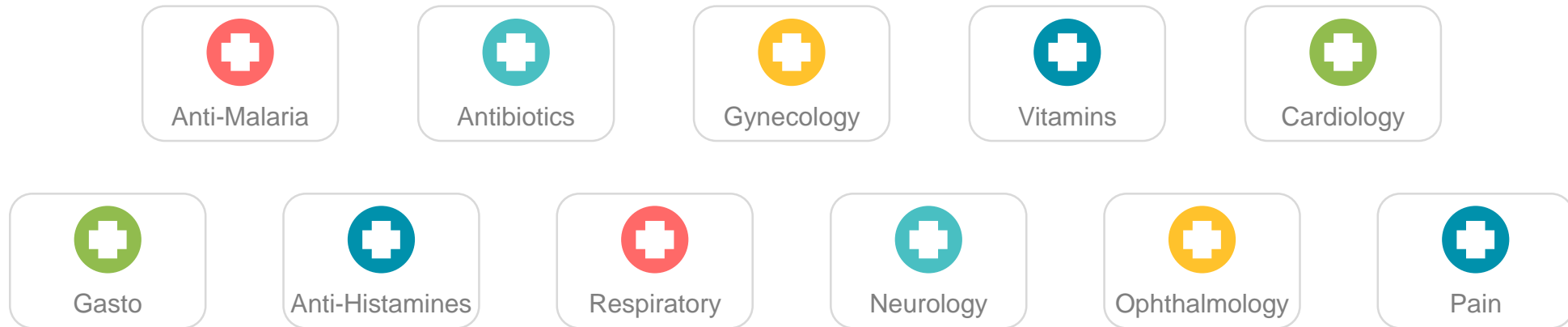


- INDIA
- USA
- EMERGING Markets 29 Countries

Map not to scale, only for illustration purpose

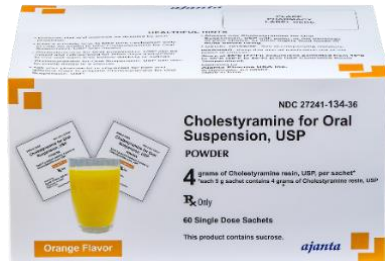


## Broader Therapeutic Segments

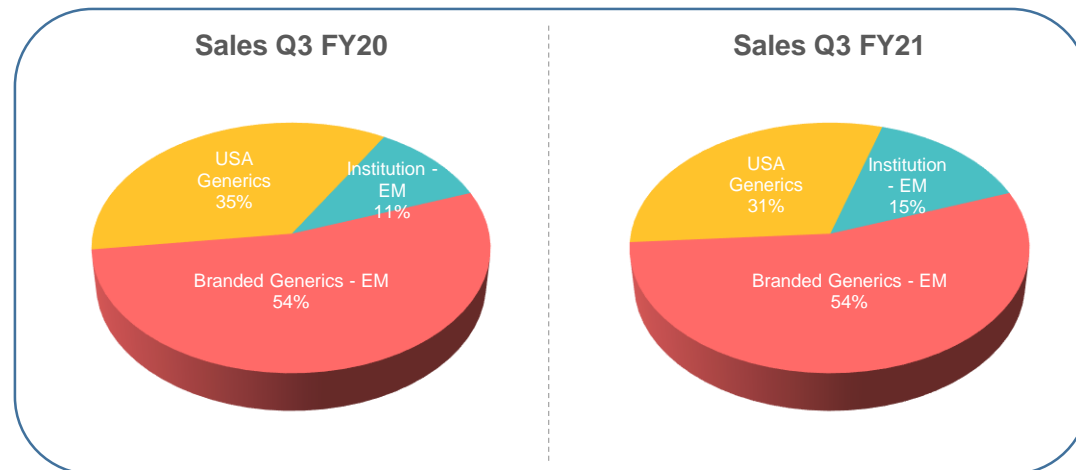
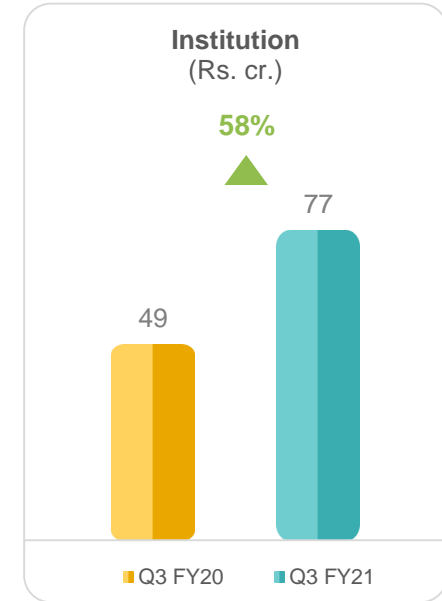
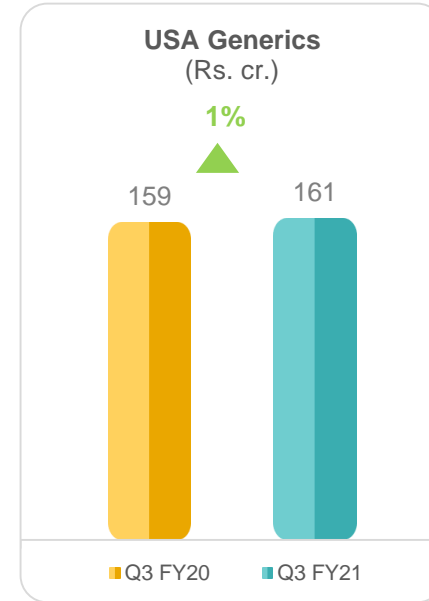
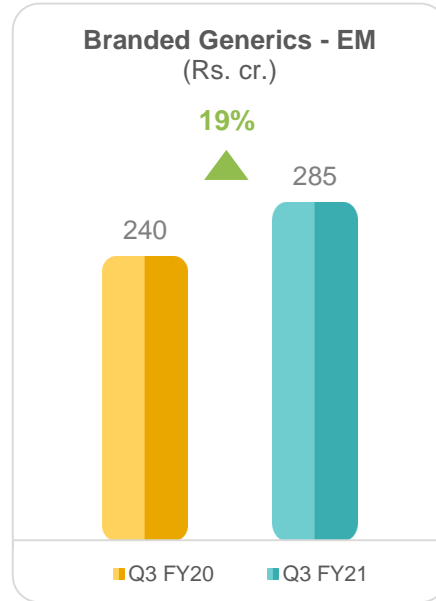
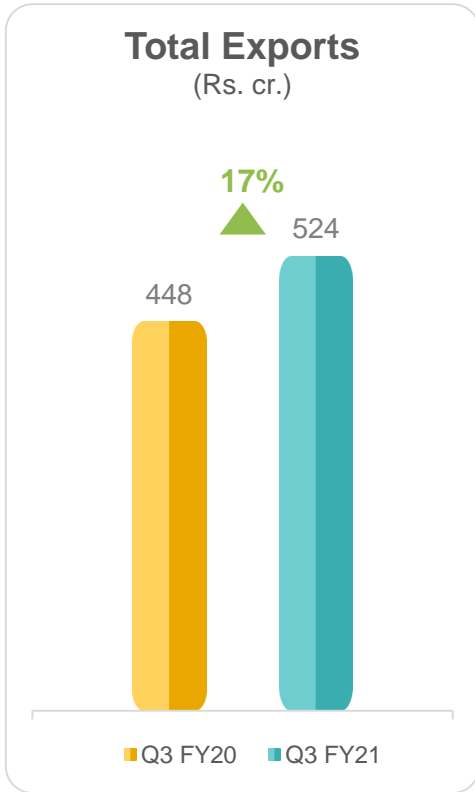




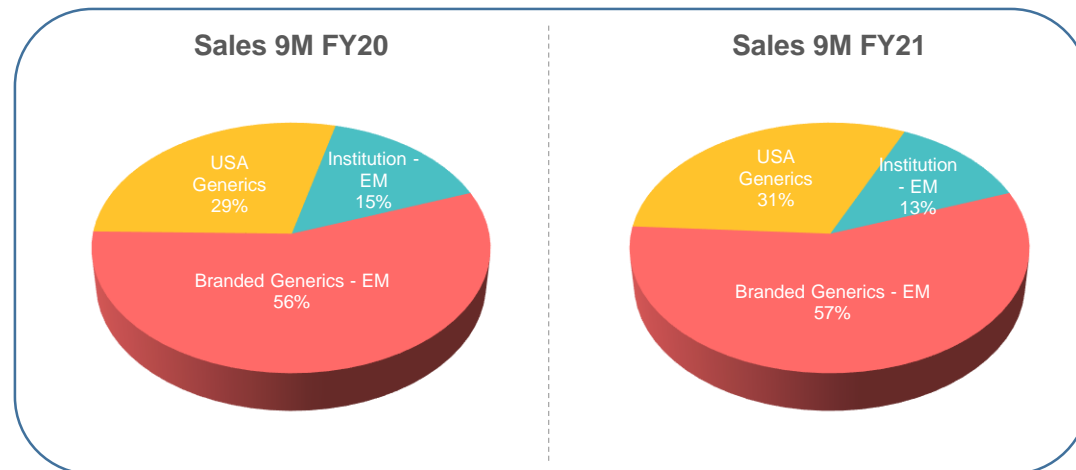
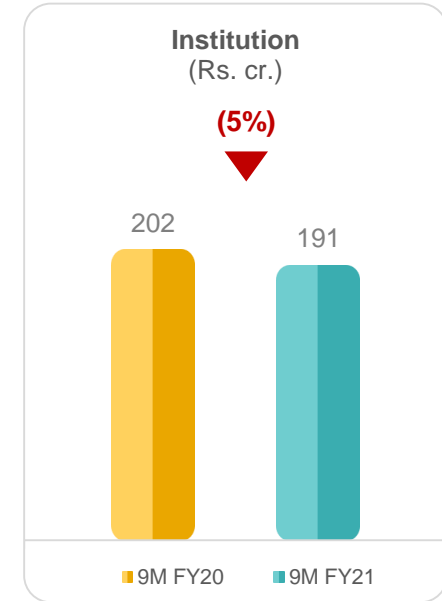
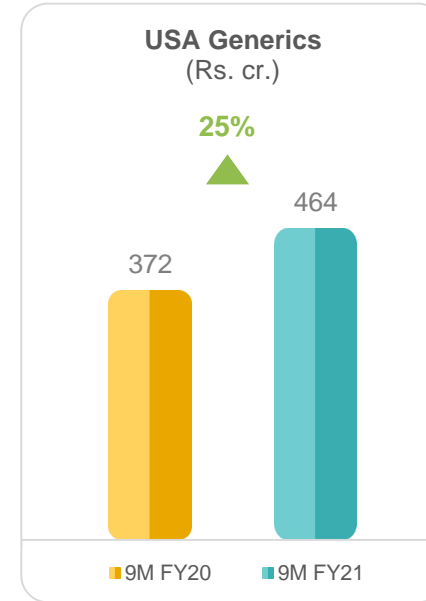
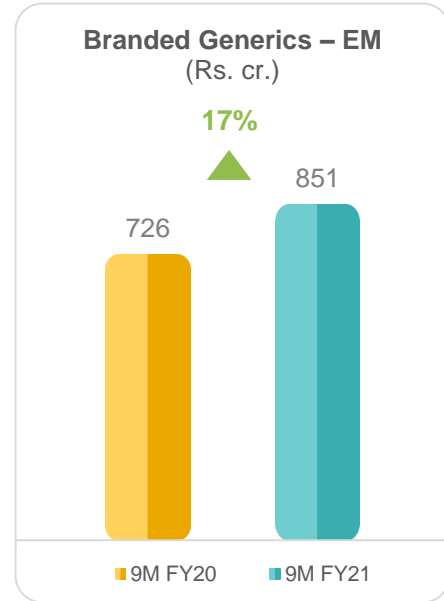
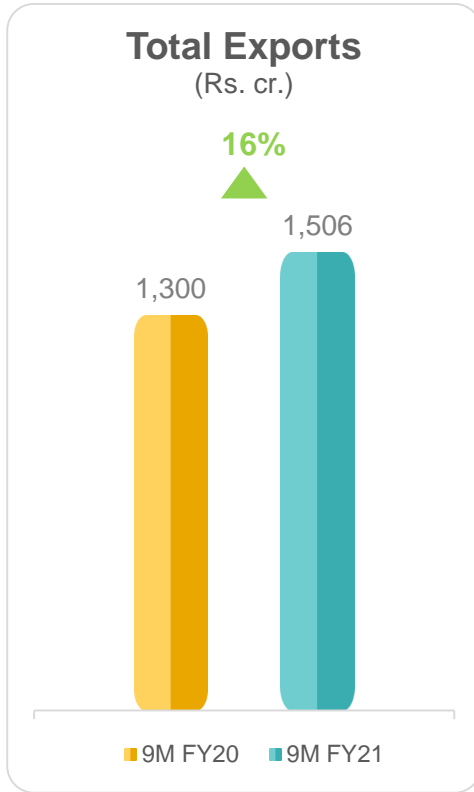
- 36 Products on shelf
- 3 products launched in Q3 FY 2021
- Focus on Sound Execution for Customer Delight



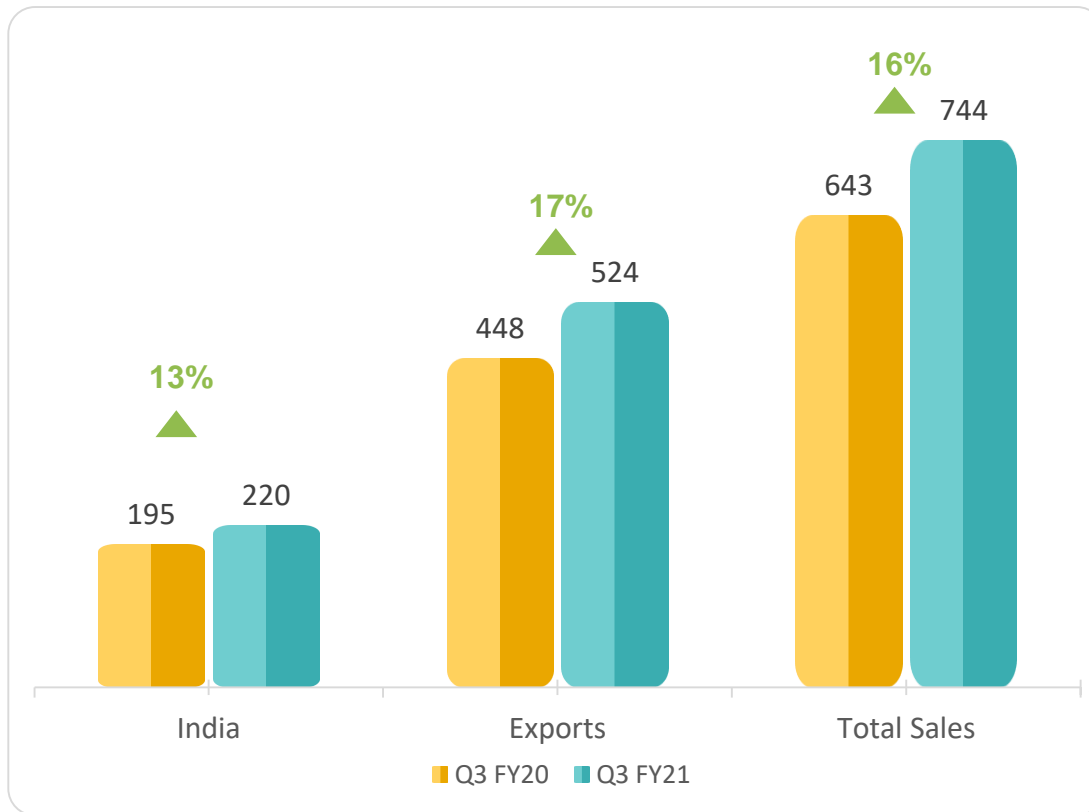
# Export Sales – Q3 (Consolidated)



# Export Sales – 9M (Consolidated)



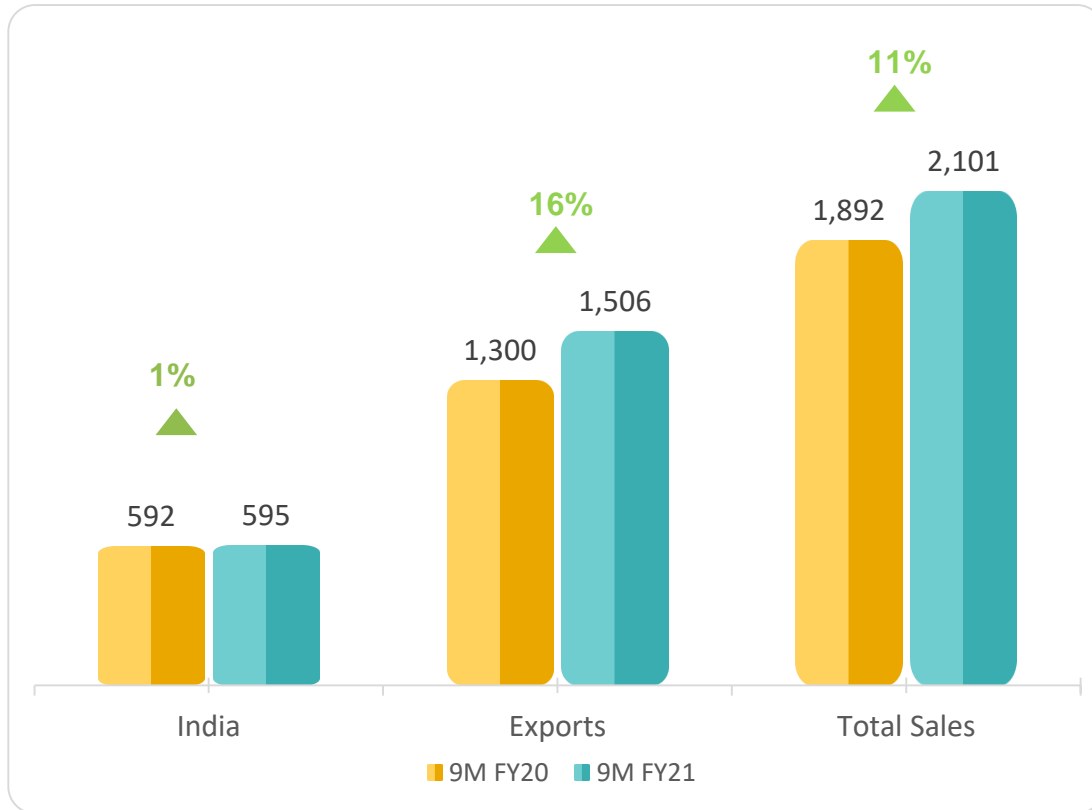
# Total Consolidated Sales – Q3



Rs. cr.

	Q3 FY 2020	Q3 FY 2021	Gwth
India	195	220	13%
Exports	448	524	17%
<b>Total Sales</b>	<b>643</b>	<b>744</b>	<b>16%</b>

# Total Consolidated Sales – 9M



Rs. cr.

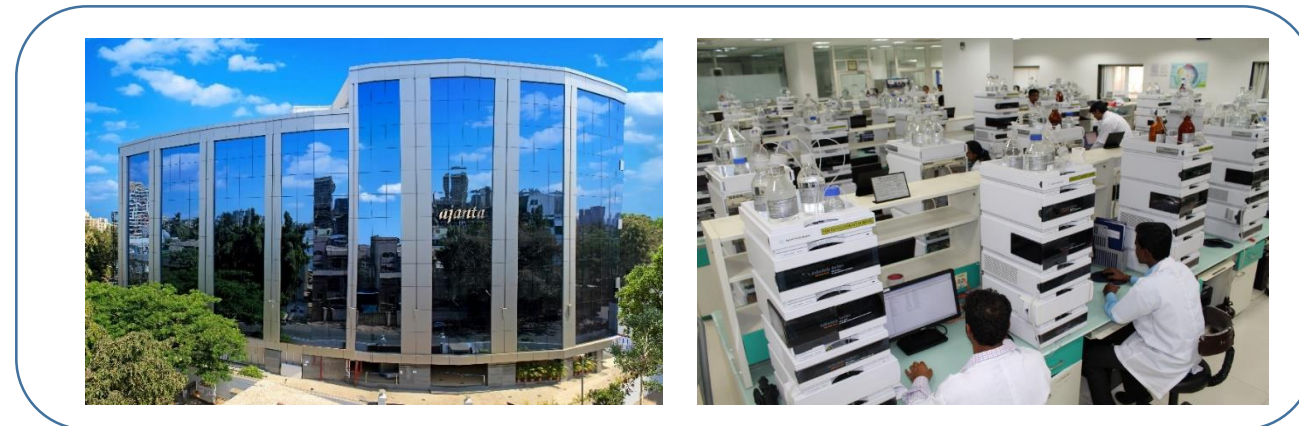
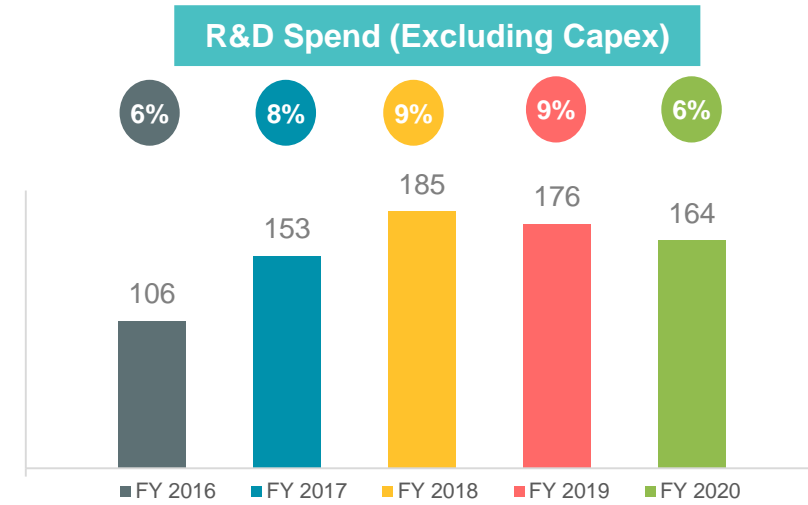
	9M FY 2020	9M FY 2021	Gwth
India	592	595	1%
Exports	1,300	1,506	16%
<b>Total Sales</b>	<b>1,892</b>	<b>2,101</b>	<b>11%</b>





# Infrastructure

<b>Q3 FY 2021</b> Rs. 40 cr. (5%)	<b>9M FY 2021</b> Rs. 100 cr. (5%)
<b>Q3 FY 2020</b> Rs. 35 cr. (5%)	<b>9M FY 2020</b> Rs. 114 cr. (6%)



## Formulation Manufacturing

- 3 facilities at Aurangabad, Maharashtra
- 1 facility at Dahej, Gujarat
- 1 facility at Guwahati, Assam, Ophthalmic bloc commenced operation
- 1 facility at Pithampur, Madhya Pradesh
- 1 facility at Mauritius

## API Manufacturing

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



Pitampur facility





## Financial Highlights

# Detailed P&L – Q3 FY 2021 (Consolidated)

Rs. cr.	Q3 FY 2020	% to IO	Q3 FY 2021	% to IO
Revenue from Operations	651		749	
Other Income	15	2%	5	1%
<b>Total Income</b>	<b>666</b>		<b>754</b>	
Materials consumed	169	26%	169	23%
Employee Benefit	120	18%	136	18%
Finance Cost	2	0%	3	0%
Depreciation	24	4%	29	4%
Other Expenses	176	27%	202	28%
<b>Total Expenses</b>	<b>491</b>	<b>75%</b>	<b>539</b>	<b>72%</b>
<b>Profit Before Exceptional Items</b>	<b>175</b>	<b>27%</b>	<b>215</b>	<b>29%</b>
Exceptional item	0		0	
<b>Profit Before Tax</b>	<b>175</b>	<b>27%</b>	<b>215</b>	<b>29%</b>
Tax Expense	67	10%	39	5%
<b>Net Profit</b>	<b>108</b>	<b>17%</b>	<b>176</b>	<b>24%</b>
Other Comprehensive Income	1	0%	0	0%
<b>Total Comprehensive Income</b>	<b>109</b>	<b>17%</b>	<b>176</b>	<b>24%</b>
<b>EBITDA</b>	<b>186</b>	<b>29%</b>	<b>242</b>	<b>32%</b>

# P&L Synopsis – Q3 FY 2021 (Consolidated)

Rs. cr.	Q3 FY 2020	%	Q3 FY 2021	%	% Growth
Exports	448	69%	524	70%	17%
Domestic	195	30%	220	29%	13%
Other Op. Income	8	1%	5	1%	(158%)
<b>Revenue from Operations</b>	<b>651</b>		<b>749</b>		<b>15%</b>
EBITDA	186	29%	242	32%	30%
PBT	175	27%	215	29%	23%
<b>PAT</b>	<b>108</b>	<b>17%</b>	<b>176</b>	<b>24%</b>	<b>64%</b>
Total Comprehensive Income	109	17%	176	24%	61%

# Detailed P&L – 9M FY 2021 (Consolidated)

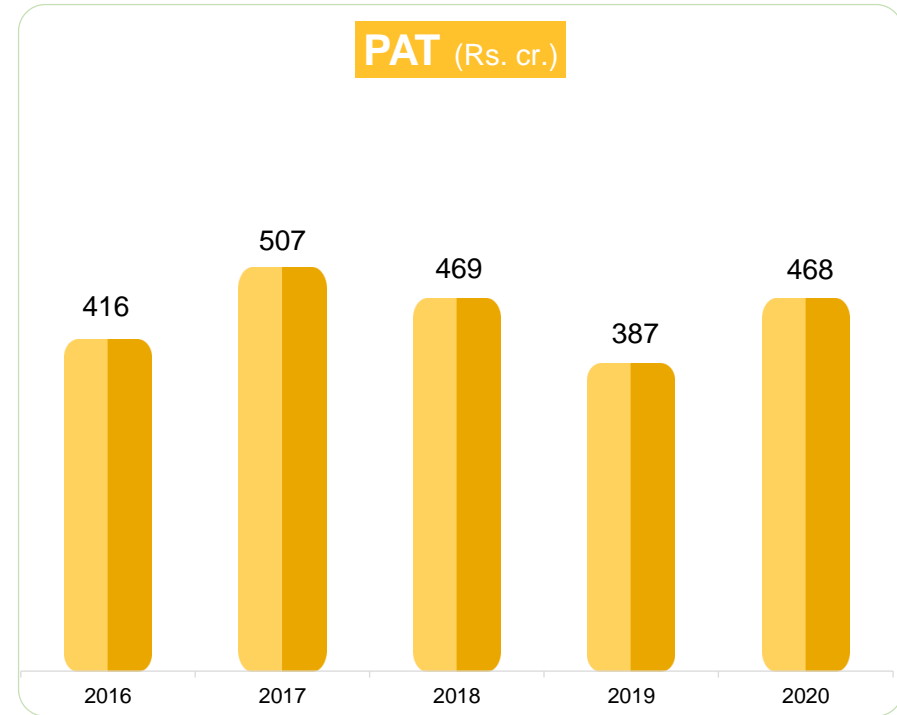
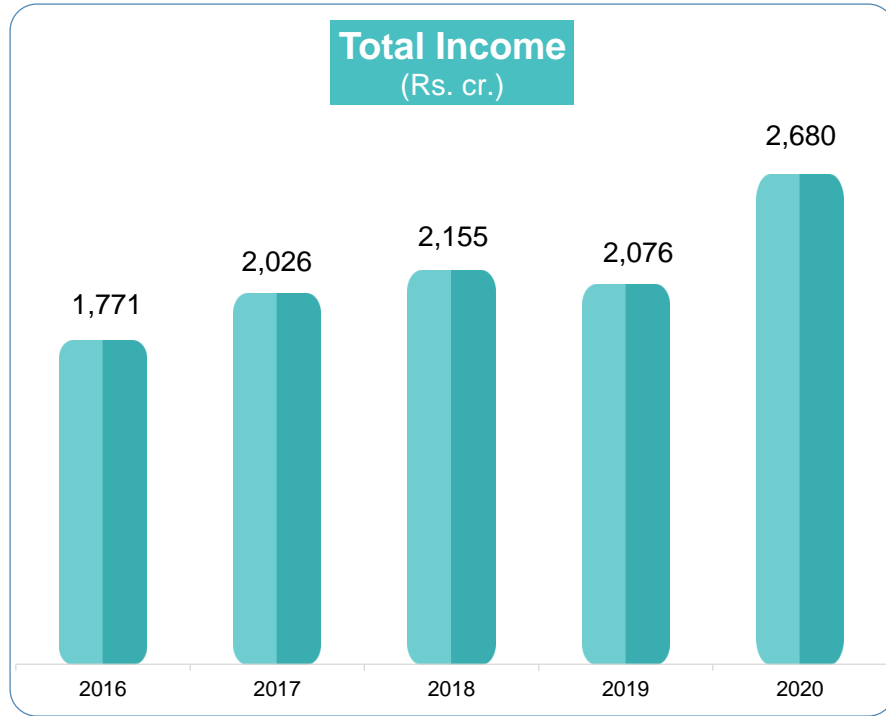
Rs. cr.	9M FY 2020	% to IO	9M FY 2021	% to IO
Revenue from Operations	1,906		2,133	
Other Income	35	2%	15	1%
<b>Total Income</b>	<b>1,941</b>		<b>2,148</b>	
Materials consumed	478	25%	478	22%
Employee Benefit	356	19%	402	19%
Finance Cost	8	0%	6	0%
Depreciation	70	4%	85	4%
Other Expenses	540	28%	506	24%
<b>Total Expenses</b>	<b>1,452</b>	<b>76%</b>	<b>1,477</b>	<b>68%</b>
<b>Profit Before Exceptional Items</b>	<b>489</b>	<b>26%</b>	<b>671</b>	<b>31%</b>
Exceptional item	1	0%	0	0%
<b>Profit Before Tax</b>	<b>488</b>	<b>26%</b>	<b>671</b>	<b>31%</b>
Tax Expense	149	8%	176	8%
<b>Net Profit</b>	<b>339</b>	<b>18%</b>	<b>495</b>	<b>23%</b>
Other Comprehensive Income	0	0%	4	0%
<b>Total Comprehensive Income</b>	<b>339</b>	<b>18%</b>	<b>491</b>	<b>23%</b>
<b>EBITDA</b>	<b>540</b>	<b>28%</b>	<b>747</b>	<b>35%</b>

# P&L Synopsis – 9M FY 2021 (Consolidated)

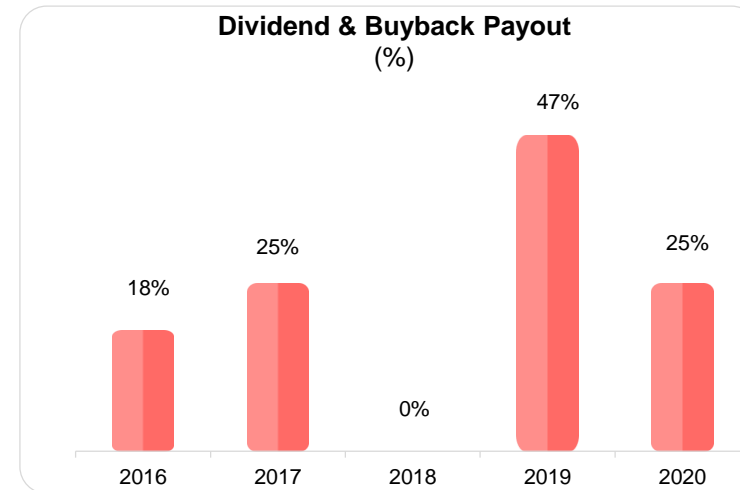
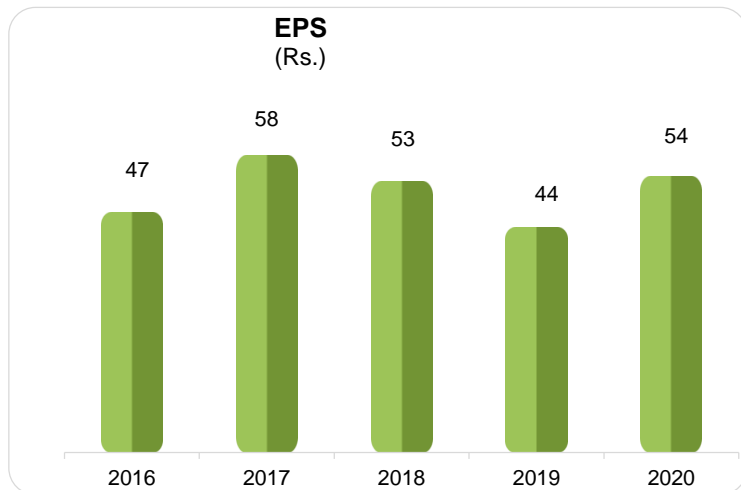
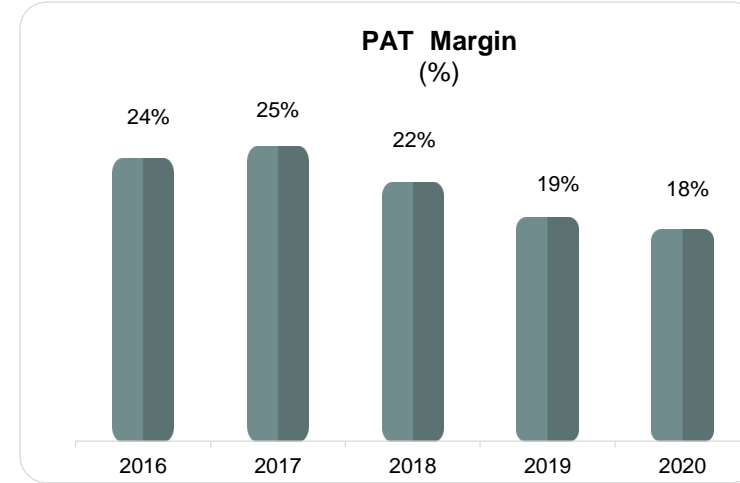
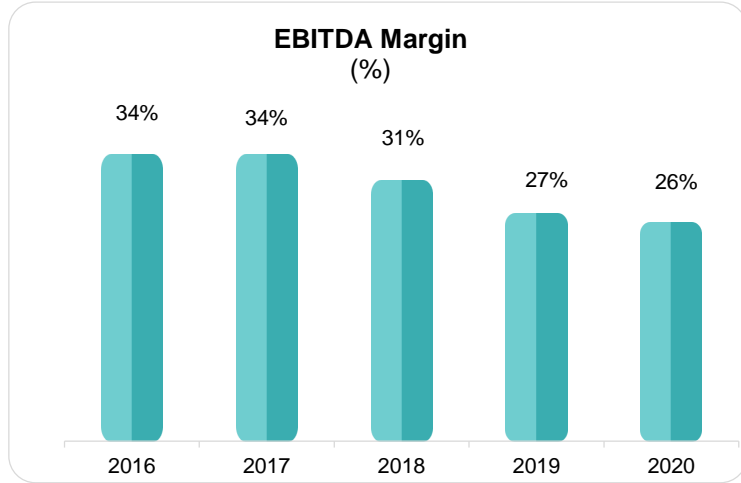
Rs. cr.	9M FY 2020	%	9M FY 2021	%	% Growth
Exports	1,300	68%	1,506	71%	16%
Domestic	592	31%	595	28%	1%
Other Op. Income	14	1%	32	1%	122%
<b>Revenue from Operations</b>	<b>1,906</b>		<b>2,133</b>		<b>12%</b>
EBITDA	540	28%	747	35%	41%
PBT	488	26%	671	31%	38%
<b>PAT</b>	<b>339</b>	<b>18%</b>	<b>495</b>	<b>23%</b>	<b>46%</b>
Total Comprehensive Income	339	18%	491	23%	45%



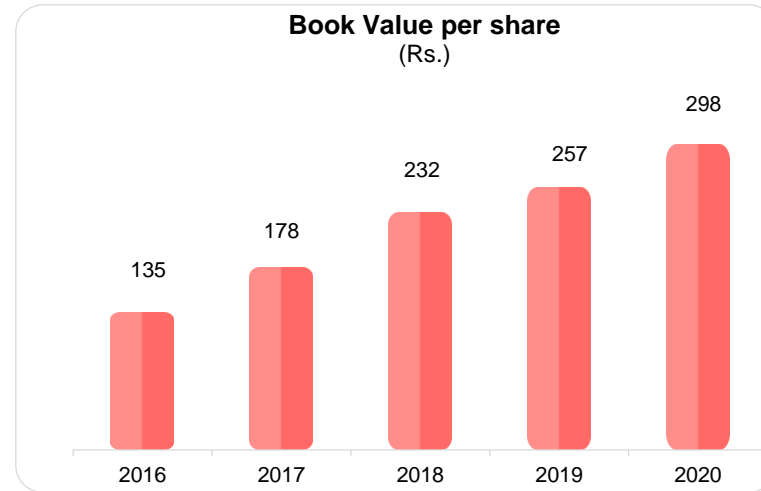
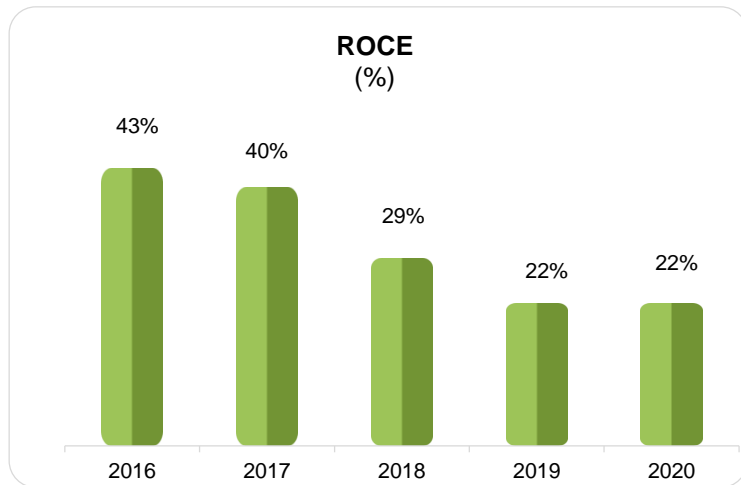
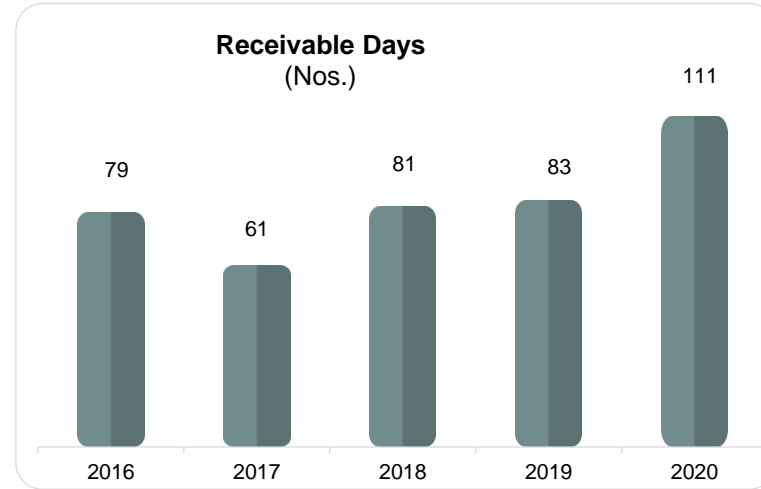
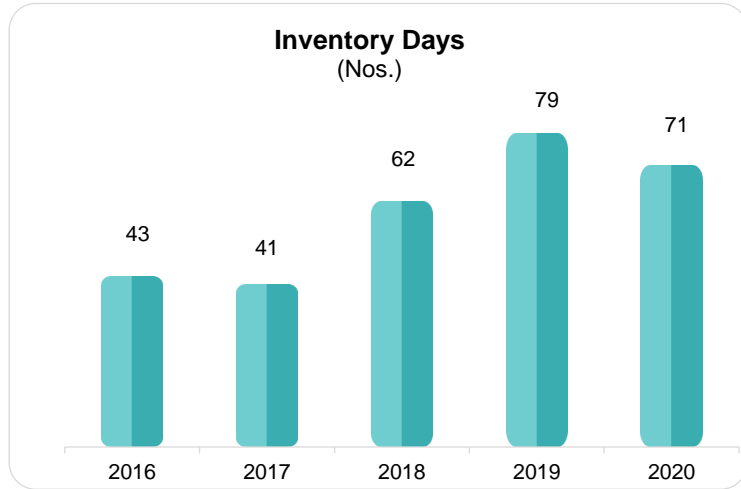
# 5 Year Track Record (Consolidated)



# 5 Year Track Record (Consolidated)



# 5 Year Track Record (Consolidated)



# Thank You

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