

INVESTOR PRESENTATION

Q4 FY 2021 30th April 2021

Content



India Business



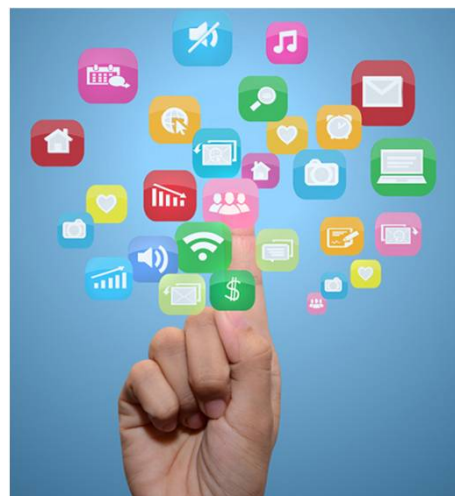
Global Business



Infrastructure



Financial Highlights





India Business

India Branded Generic Business

15
Divisions

for 4 Segments

3,000
MRs

Building Efficiency

300+

Product Basket

1st
to Market

Products

Continue to focus on 4 Therapeutic Segments



Growth Returns

Cardiology



2nd largest in India

Ophthalmology



Growth Returns

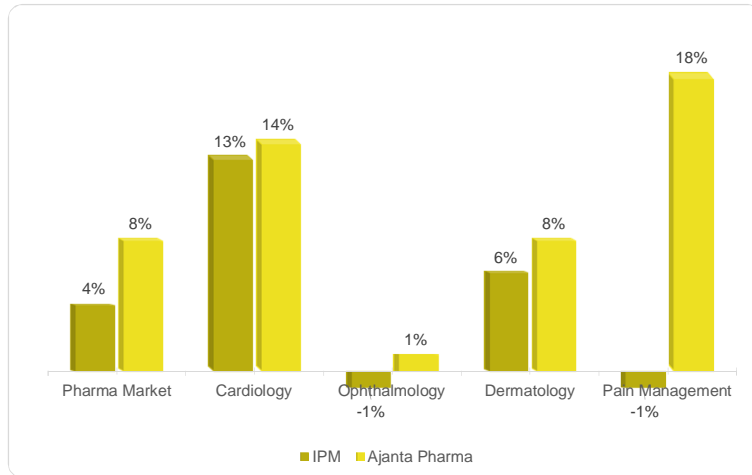
Dermatology



Consistently performing well

Pain Management

India – Segment Growth



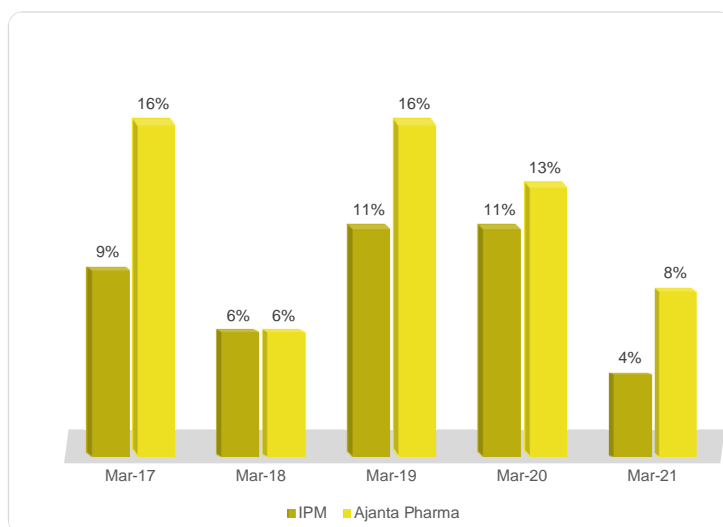
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IPM = Indian Pharmaceutical Market
Source: Iqvia, March MAT 2021

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Growth benchmarked with Industry



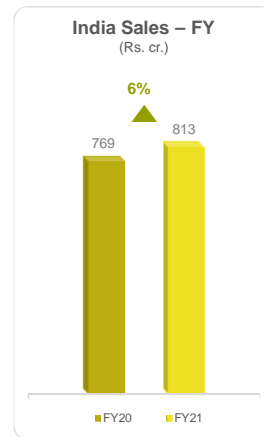
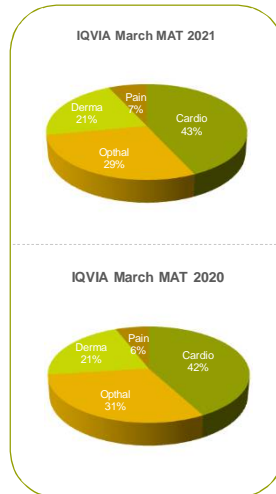
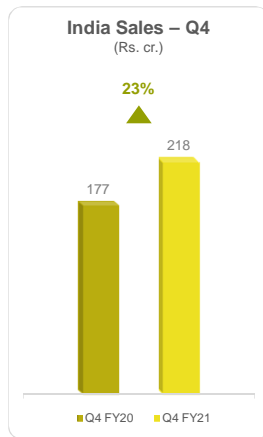
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IPM = Indian Pharmaceutical Market
Source: Iqvia, March MAT 2021

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India Sales



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India – Ranking

	Mar 2005	Mar 2020	Mar 2021
Ophthal	28	2	2
Derma	98	14	15
Cardio	38	17	18
Pain	NA	39	33
Ajanta	88	30	28

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IPM = Indian Pharmaceutical Market
Source: Iqvia, March MAT 2021

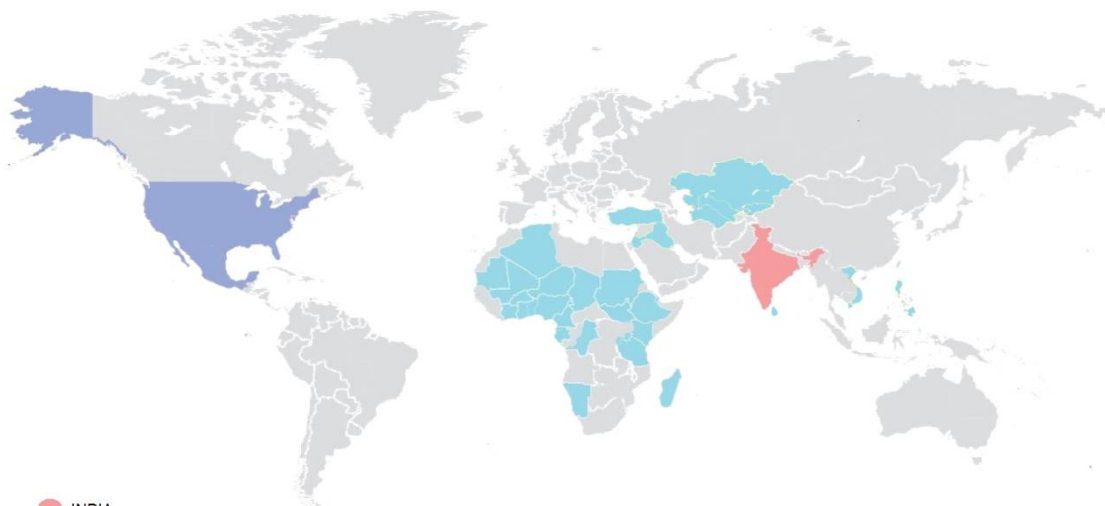
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Global Business

Global Presence



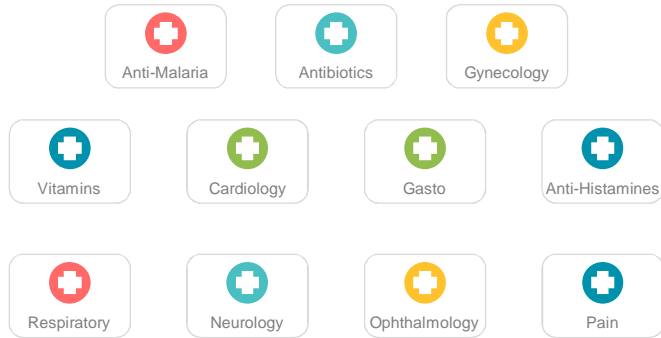
- INDIA
- USA
- EMERGING Markets 29 Countries

Map not to scale, only for illustration purpose

Branded Generic – Emerging Markets

Product Registrations	▶ 1,300+
Countries Across Asia & Africa	▶ 29
Customized Product Basket	▶ 200+

Broader Therapeutic Segments



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USA

Approvals (12 in FY 2021)	▶ 42
Under Approval	▶ 15
Filing Target (2 filed in FY 2021)	▶ ~10-12

- 36 Products on shelf
- 3 products launched in Q4 FY 2021
- Focus on Sound Execution for Customer Delight

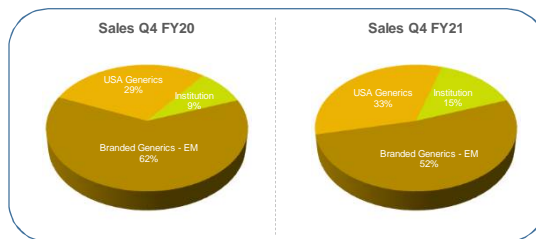
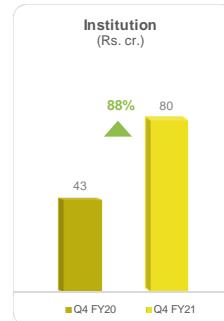
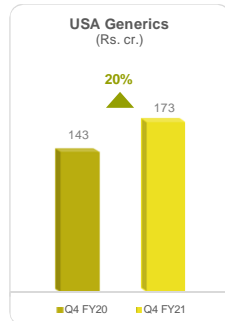
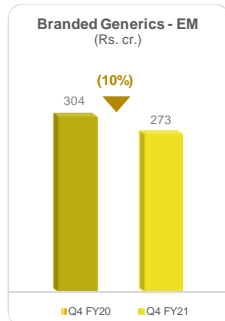
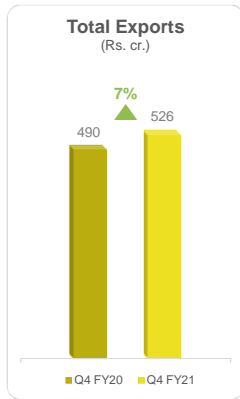


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Export Sales – Q4 (Consolidated)

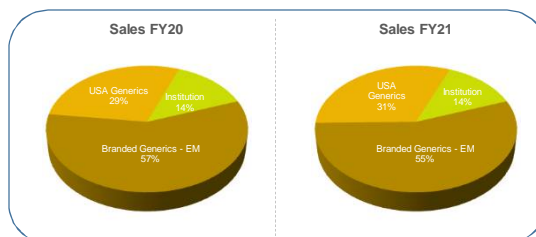
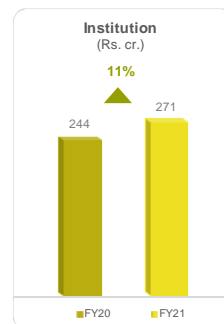
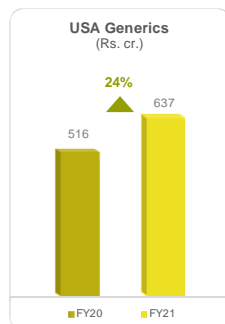
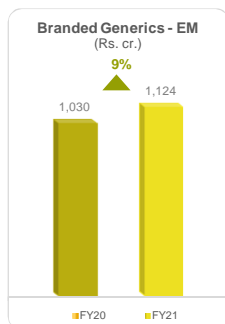
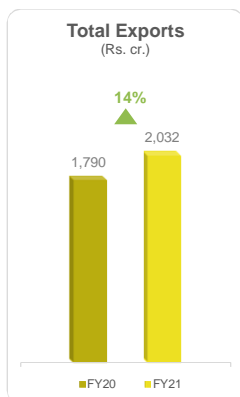


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Export Sales – FY (Consolidated)

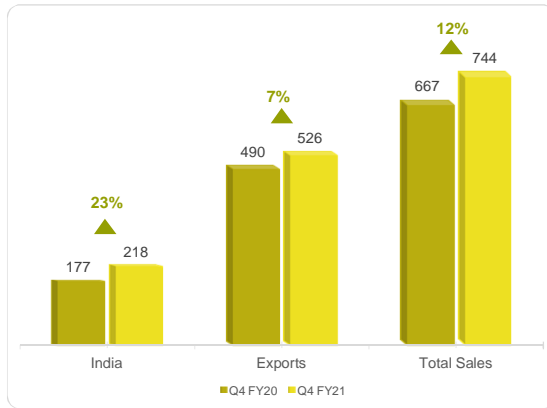


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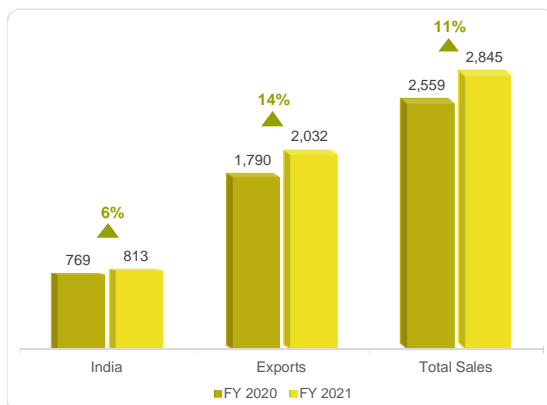
Total Consolidated Sales – Q4



Rs. cr.

	Q4 FY 2020	Q4 FY 2021	Gwth
India	177	218	23%
Exports	490	526	7%
Total Sales	667	744	12%

Total Consolidated Sales – FY



Rs. cr.

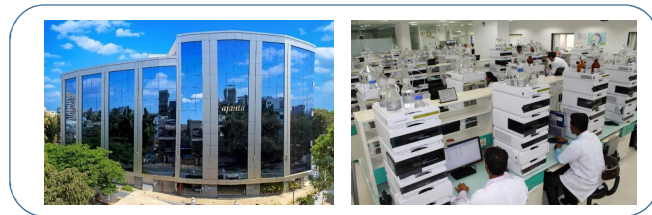
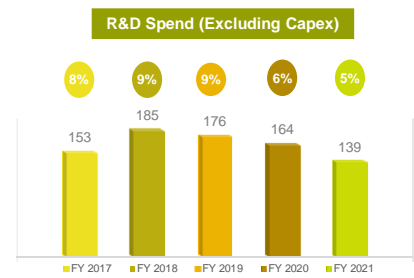
	FY 2020	FY 2021	Gwth
India	769	813	6%
Exports	1,790	2,032	14%
Total Sales	2,559	2,845	11%



Infrastructure

Research & Development

Q4 FY 2021 Rs. 39 cr. (5%)	FY 2021 Rs. 139 cr. (5%)
Q4 FY 2020 Rs. 50 cr. (7%)	FY 2020 Rs. 164 cr. (6%)



Manufacturing

Formulation Manufacturing

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

API Manufacturing

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



Pithampur facility



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Financial Highlights

Detailed P&L – Q4 FY 2021 (Consolidated)

Rs. cr.	Q4 FY 2020	% to RO	Q4 FY 2021	% to RO
Revenue from Operations	682		757	
Other Income	57	8%	3	0%
Total Income	739		760	
Materials consumed	178	26%	168	22%
Employee Benefit	129	19%	146	19%
Finance Cost	4	0%	3	0%
Depreciation	26	4%	31	4%
Other Expenses	224	33%	183	24%
Total Expenses	561	82%	531	70%
Profit Before Exceptional Items	178	26%	229	30%
Exceptional item	2	0%	0	0%
Profit Before Tax	176	26%	229	30%
Tax Expense	47	7%	70	9%
Net Profit	129	19%	159	21%
Other Comprehensive Income	5	1%	(2)	0%
Total Comprehensive Income	134	20%	157	21%
EBITDA	151	22%	259	34%

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P&L Synopsis – Q4 FY 2021 (Consolidated)

Rs. cr.	Q4 FY 2020	%	Q4 FY 2021	%	% Growth
Exports	490	72%	526	70%	7%
Domestic	177	26%	218	29%	23%
Other Op. Income	15	2%	13	2%	(14%)
Revenue from Operations	682		757		11%
EBITDA	151	22%	259	34%	71%
PBT	176	26%	229	30%	30%
PAT	129	19%	159	21%	23%
Total Comprehensive Income	134	20%	157	21%	17%

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Detailed P&L – FY 2021 (Consolidated)

Rs. cr.	FY 2020	% to RO	FY 2021	% to RO
Revenue from Operations	2,588		2,890	
Other Income	92	3%	26	1%
Total Income	2,680		2,916	
Materials consumed	655	25%	645	22%
Employee Benefit	486	19%	548	19%
Finance Cost	12	0%	8	0%
Depreciation	96	4%	116	4%
Other Expenses	763	29%	699	24%
Total Expenses	2,012	77%	2,016	69%
Profit Before Exceptional Items	668	26%	900	31%
Exceptional item	4	0%	-	0%
Profit Before Tax	664	26%	900	31%
Tax Expense	196	8%	246	8%
Net Profit	468	18%	654	23%
Other Comprehensive Income	5	0%	(6)	0%
Total Comprehensive Income	473	18%	648	23%
EBITDA	683	26%	999	35%

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P&L Synopsis – FY 2021 (Consolidated)

Rs. cr.	FY 2020	%	FY 2021	%	% Growth
Exports	1,790	69%	2,032	70%	14%
Domestic	769	30%	813	28%	6%
Other Op. Income	29	1%	44	2%	52%
Revenue from Operations	2,588		2,890		
EBITDA	683	26%	999	35%	46%
PBT	664	26%	900	31%	36%
PAT	468	18%	654	23%	40%
Total Comprehensive Income	473	18%	648	23%	37%

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Balance Sheet (Consolidated)



Rs. cr.

Statement of Assets & Liabilities	FY 2020		FY 2021	
ASSETS				
Non-Current Assets				
Property, Plant and Equipment	1,447		1,514	
Capital Work-in-Progress	132		108	
Right for use assets	25		27	
Other non-current assets	73		103	
Sub-total - Non-current assets	1,677	51%	1,752	46%
Current Assets				
Inventories	496	71 days	766	98 days
Trade Receivables	775	111 days	738	95 days
Bank Balance incld. Investments	272		385	
Other Current Assets	99		138	
Sub-total - Current Assets	1,642	49%	2,027	54%
TOTAL - ASSETS	3,319		3,779	

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Balance Sheet (Consolidated)



Rs. cr.

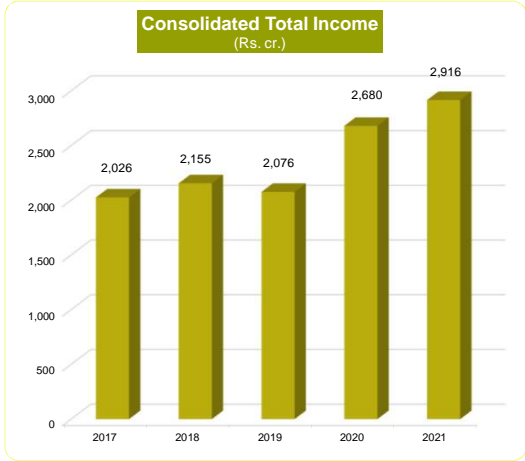
Statement of Assets & Liabilities	FY 2020		FY 2021	
EQUITY AND LIABILITIES				
Equity				
Equity Share Capital	18		17	
Other Equity	2,581		2,979	
Sub Total – Shareholders' Funds	2,599	78%	2,996	79%
Non-current Liabilities				
Non-current Liabilities	114		134	
Sub Total – Non-Current Liab.	114	3%	134	4%
Current Liabilities				
Borrowings	43		-	
Trade payables	362	105 days	374	91 days
Other current liabilities	201		275	
Sub Total – Current Liabilities	606	19%	649	17%
TOTAL – Equity and Liabilities	3,319		3,779	

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5 Year Track Record (Consolidated)

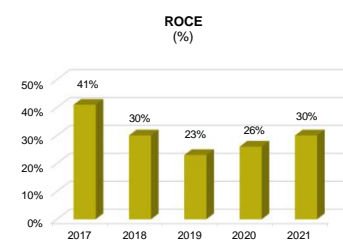
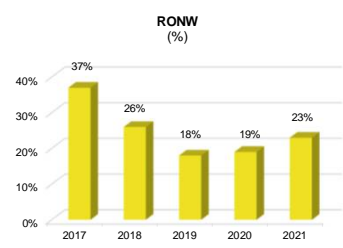
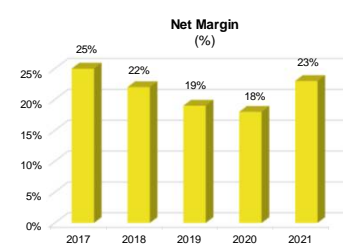
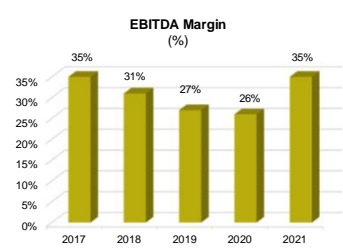


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5 Year Track Record (Consolidated)

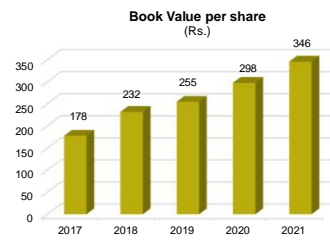
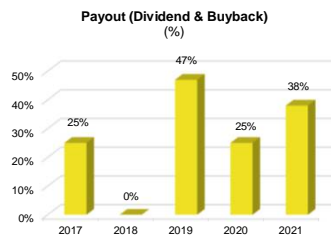
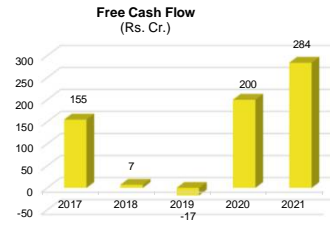
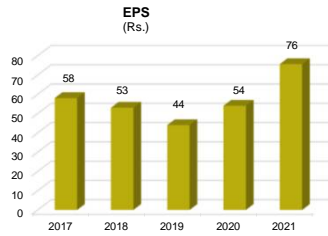


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5 Year Track Record (Consolidated)

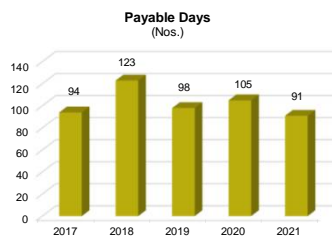
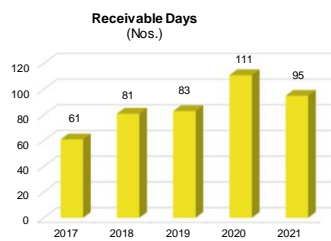


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5 Year Track Record (Consolidated)



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Q4 FY21 Earnings Conference Call



Earnings Conference Call Dial-in Information

Date and Time	April 30, 2021 at 1730 – 1830 hrs IST 2000 – 2100 hrs SST/HKT 1300 – 1400 hrs BST 0800 – 0900 hrs US ET
Dial-in Numbers	
Universal Access	Primary Access: +91 22 6280 1542 +91 22 7115 8372
Toll Number	USA: +1 3233868721 UK: +44 2034785524 Hong Kong: +852 30186877 Singapore: +65 31575746

Thank You

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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

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