

Press Release

PAT up by 18%
(1st Quarter FY 2025 Consolidated Results)

Mumbai, 30th July, 2024: Ajanta Pharma Ltd. a specialty pharmaceutical formulation company today reported its excellent performance for 1st quarter ended 30th June 2024.

Q1 FY 2025 performance highlights (compared to Q1 FY 2024):

- Revenue from operations at Rs. 1,145 cr. against Rs. 1,021 cr.; up 12%.
- EBITDA at Rs. 330 cr. against Rs. 271 cr.; up 22%; EBITDA at 29%.
- Profit after tax at Rs. 246 cr. against Rs. 208 cr.; up 18%; PAT at 21%.
- Cashflow from operations (CFO) was Rs. 466 cr., EBITDA to CFO conversion of 141%.
- Free cashflow (FCF) was Rs. 301 cr., FCF to PAT conversion of 123%.
- Shareholders pay-out of Rs. 351 cr. in June 2024 through buyback of shares at a price of Rs. 2,770 per equity share, constituting 0.82% of the total paid-up equity share capital.

Branded Generic Business:

India	<p><u>Q1:</u> Sale was Rs. 353 cr. (Rs. 319 cr.), up 10%.</p> <p>As per <u>IQVIA MAT June 2024</u>, Ajanta's growth was 8.9% versus IPM growth of 7.6%. This higher than IPM growth is contributed mainly by new launches, which was about 1.3 times to IPM. Therapeutic growths were as below:</p> <ul style="list-style-type: none"> • <u>Cardiology:</u> 5% against segment growth of 11%. • <u>Ophthalmology:</u> 9% against segment growth of 7%. • <u>Dermatology:</u> 17% against segment growth of 7%. • <u>Pain Management:</u> 8% against segment growth of 7%.
Asia	<u>Q1:</u> Sale was Rs. 277 cr. (Rs. 254 cr.), up 9%.
Africa	<u>Q1:</u> Sale was Rs. 230 cr. (Rs. 159 cr.), up 45%.
Total Branded Generic	<u>Q1:</u> Sale was Rs. 860 cr. (Rs. 732 cr.), up 17%.

US Generic Business:

USA	<p><u>Q1:</u> Sale was Rs. 228 cr. (Rs. 213 cr.), up 7%.</p> <p>During Q1 FY 2025, received 3 ANDA final approval & filed 2 ANDA's. Out of 56 final ANDA approvals, we have commercialized 46 products. We hold 2 tentative approvals and 21 ANDAs are awaiting US FDA approval.</p>
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Africa Institution Business:

Africa Institution	Q1: Sale was Rs. 42 cr. (Rs. 65 cr.), down 36%.
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R&D:

Q1: R&D expenses were Rs. 51 cr., (Rs. 55 cr.), 4.50% of revenue.

Note: Figures in bracket are for corresponding year same period.

About Ajanta Pharma Limited

Ajanta Pharma is a speciality pharmaceutical formulation company having major focus on branded generic business across India, Asia & Africa. Company has ground presence in each of these 30+ countries. Many of company's products are 1st to market and are leading in their sub-therapeutic segments. Company also has presence in USA in generic business and institution business in Africa.

Company's state of the art R&D centre is located in Mumbai. Company has 7 world class manufacturing facilities located in India.

For the past 5 financial years, company has posted healthy revenue CAGR of 13% and even stronger PAT CAGR of 15%.

Earnings Conference Call

The Company will host an Earnings Conference Call at 1630 hrs. IST (1900 hrs. SST/HKT, 1200 hrs. BST, 0700 hrs. US ET), during which the leadership team will discuss the financial performance and take questions. A transcript of the conference call will be available at www.ajantapharma.com.

Dial-in Information

Date and Time	July 30, 2024 at 1630 – 1730 hrs IST 1900 – 2000 hrs SST/HKT 1200 – 1300 hrs BST 0700 – 0800 hrs US ET
Dial-in Numbers	
Diamond pass link for faster access	Click here to register
Universal Access	Primary Access: (+91 22 6280 1542) (+91 22 7115 8372)
International Toll Free	USA: 18667462133 UK: 08081011573 Hong Kong: 800964448 Singapore: 8001012045

For convenience and faster connectivity to the conference, kindly follow the below steps:

1. Register through the Diamond pass link.
2. You will receive a calendar invite along with a passcode and a PIN number. The passcode and PIN will be activated 30 minutes prior to the conference scheduled time.
3. Dial the 'conference Dial-in number' you will receive on your email.
4. On system prompt dial the PASSCODE followed by # key.
5. On system prompt enter the PIN followed by # key.
6. If the line gets disconnected, you need to dial the 'conference dial-in number' again and follow the necessary steps.

Playback of Earnings Conference Call audio:

Playback of the earnings call will be available 120 minutes after the end of the call on our website (www.ajantapharma.com).

For more details visit www.ajantapharma.com

For regular updates follow us on twitter– www.twitter.com/ajantapharmaltd

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Reuters: AJPH.NS, Bloomberg: AJP:IN, NSE: AJANTPHARM, BSE: 532331
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Safe Harbour Statement