

Press Release

PAT up by 11%

(3rd Quarter FY 2025 Consolidated Results)

Mumbai, 30th January, 2025: Ajanta Pharma Ltd. a specialty pharmaceutical formulation company today reported its excellent performance for 3rd quarter and nine months ended 31st December 2024.

Q3 FY 2025 performance highlights (compared to Q3 FY 2024):

- Revenue from operations at Rs. 1,146 cr. against Rs. 1,105 cr.; up 4%.
- EBITDA at Rs. 321 cr. against Rs. 314 cr.; up 2%; EBITDA at 28%.
- Profit after tax at Rs. 233 cr. against Rs. 210 cr.; up 11%; PAT at 20%.

9M FY 2025 performance highlights (compared to 9M FY 2024):

- Revenue from operations at Rs. 3,478 cr. against Rs. 3,155 cr.; up 10%.
- EBITDA at Rs. 962 cr. against Rs. 894 cr.; up 8%; EBITDA at 28%.
- Profit after tax at Rs. 695 cr. against Rs. 613 cr.; up 13%; PAT at 20%.
- Cashflow from operations (CFO) was Rs. 985 cr., EBITDA to CFO conversion of 102%.
- Free cashflow (FCF) was Rs. 675 cr., FCF to PAT conversion of 97%.
- ROCE stood at a healthy level of 35% and RONW at 26%.

Branded Generic Business:

India	<p>Q3 FY 2025, Sale was Rs. 345 cr. (Rs. 308 cr.), up 12%. 9M FY 2025, Sale was Rs. 1,083 cr. (Rs. 982 cr.), up 10%.</p> <p>As per <u>IQVIA MAT December 2024</u>, Ajanta's growth was 11% versus IPM growth of 8%. This higher than IPM growth is contributed mainly by volumes. Therapeutic growths were as below:</p> <ul style="list-style-type: none"> • <u>Cardiology</u>: 11% against segment growth of 12%. • <u>Ophthalmology</u>: 6% against segment growth of 4%. • <u>Dermatology</u>: 16% against segment growth of 10%. • <u>Pain Management</u>: 11% against segment growth of 7%.
Asia	<p>Q3 FY 2025, Sale was Rs. 316 cr. (Rs. 292 cr.), up 8%. 9M FY 2025, Sale was Rs. 888 cr. (Rs. 776 cr.), up 14%.</p>
Africa	<p>Q3 FY 2025, Sale was Rs. 173 cr. (Rs. 155 cr.), up 12%. 9M FY 2025, Sale was Rs. 617 cr. (Rs. 472 cr.), up 31%.</p>
Total Branded Generic	<p>Q3 FY 2025, Sale was Rs. 834 cr. (Rs. 755 cr.), up 10%. 9M FY 2025, Sale was Rs. 2,588 cr. (Rs. 2,230 cr.), up 16%.</p>

US Generic Business:

USA	<p>Q3 FY 2025, Sale was Rs. 263 cr. (Rs. 252 cr.), up 4%. 9M FY 2025, Sale was Rs. 723 cr. (Rs. 703 cr.), up 3%.</p> <p>During 9M, we received 5 ANDA final approval & filed 4 ANDA's.</p> <p>Out of 51 final ANDA approvals, we have commercialized 48.</p> <p>We hold 2 tentative approvals and 21 ANDAs are awaiting US FDA approval.</p>
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Africa Institution Business:

Africa Institution	<p>Q3 FY 2025, Sale was Rs. 33 cr. (Rs. 86 cr.), down 61%. 9M FY 2025, Sale was Rs. 118 cr. (Rs. 188 cr.), down 37%.</p>
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R&D:

Q3 FY 2025, R&D expenses were Rs. 53 cr., (Rs. 52 cr.), 5% of revenue.

9M FY 2025, R&D expenses were Rs. 161 cr., (Rs. 157 cr.), 5% 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 Last 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, 1100 hrs. GMT, 0600 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	January 30, 2025 at 1630 – 1730 hrs IST 1900 – 2000 hrs SST/HKT 1100 – 1200 hrs GMT 0600 – 0700 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

Process for dial-in are given as below:

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 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 above 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 x.com – <https://x.com/AjantaPharmaLtd>

For specific queries, contact:

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

Corporate Identity Number (CIN): L24230M9M979PLC022059

Safe Harbour Statement