



INVESTOR PRESENTATION

Q3 FY 2022 31st January 2022

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Content



India Business



Global Business



Infrastructure

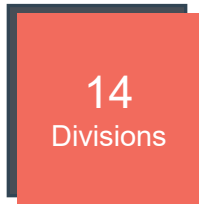


Financial Highlights



India Business

India Branded Generic Business



4 Segments



Building
Efficiency



Product
Basket



Products

India Branded Generic Business

Continue to focus on 4 Therapeutic Segments

Cardiology

Growth continues

Ophthalmology

2nd largest in India

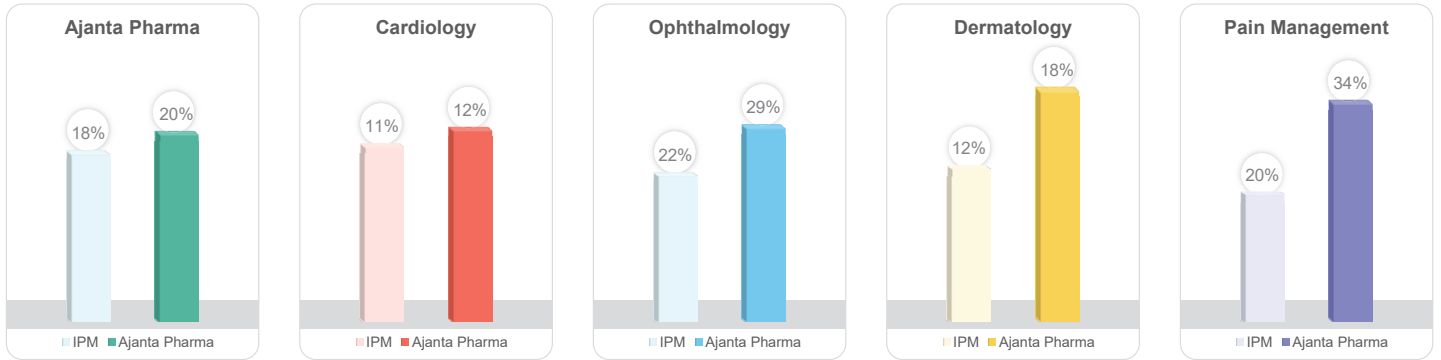
Dermatology

Among Fastest
Growing in Top 15

Pain Management

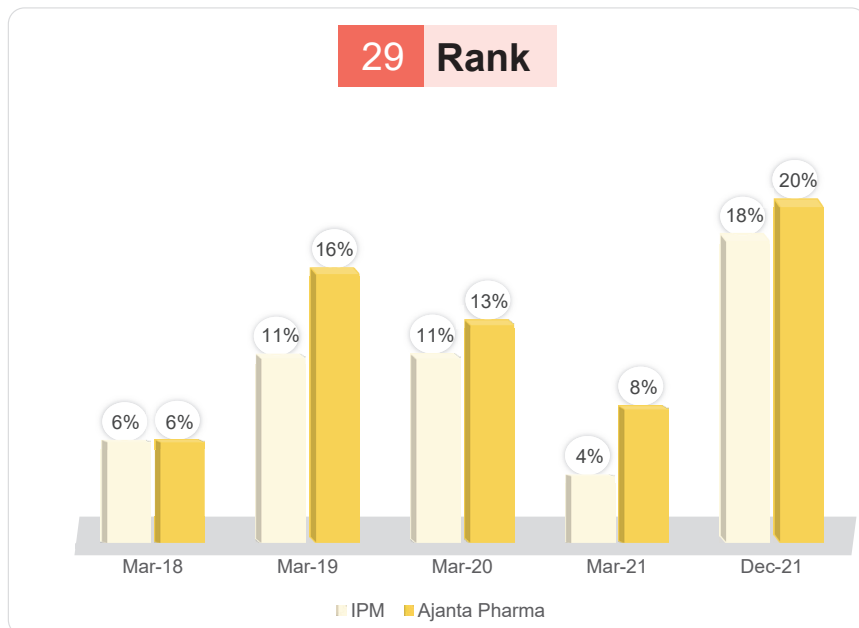
Consistent
Outperformance

India – Segment Growth



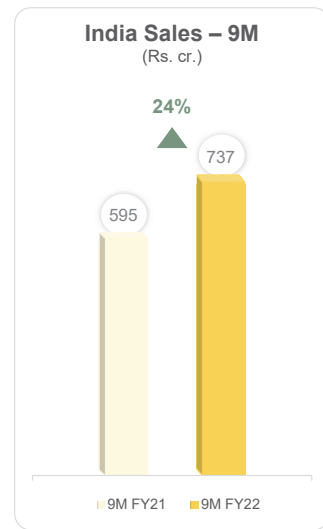
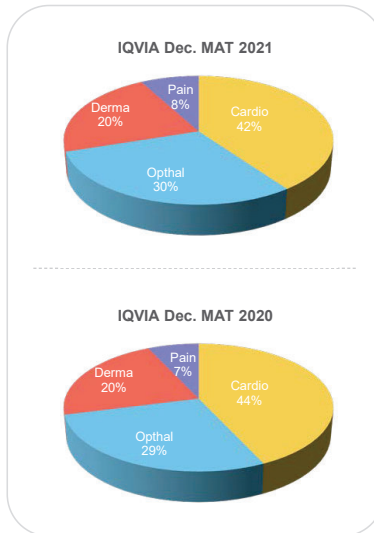
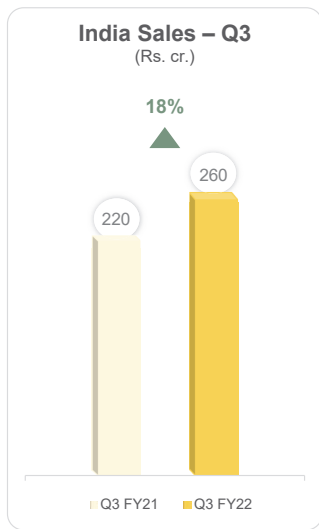
IPM = Indian Pharmaceutical Market
Source: Iqvia, December MAT 2021

Industry Growth



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

India Sales



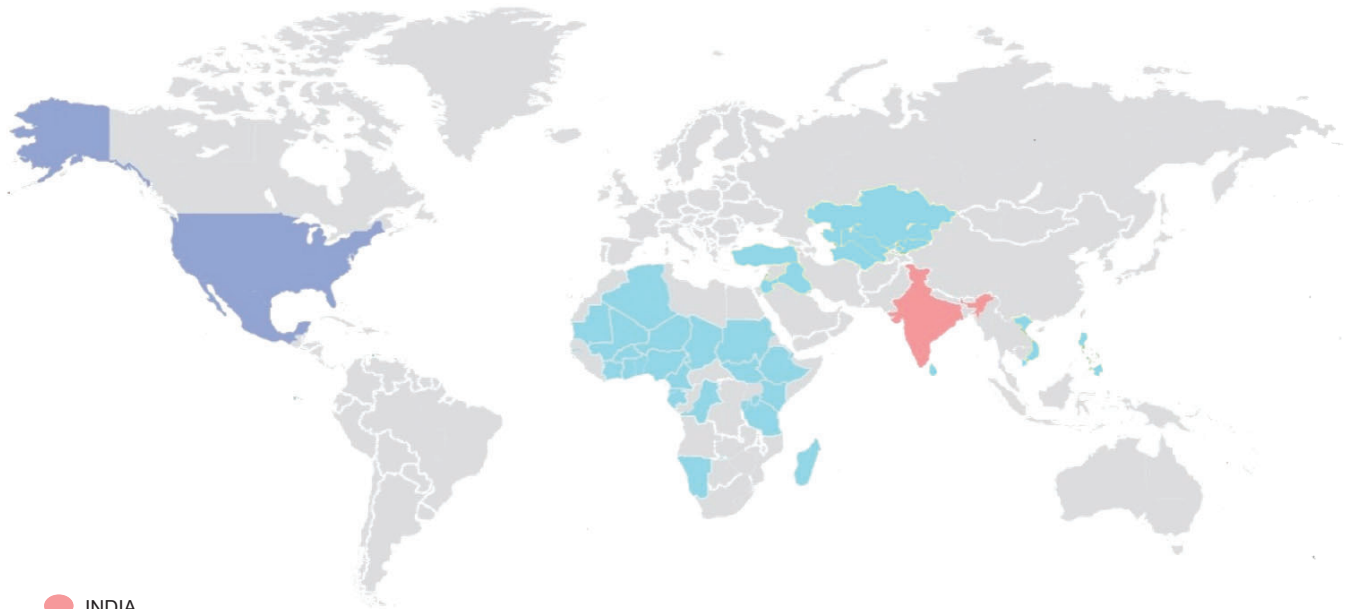
India - Ranking

Segments	Mar 2005	Dec 2020	Dec 2021
Ophthalmology	28	2	2
Dermatology	98	15	15
Cardiology	38	18	18
Pain Management	NA	34	32
Ajanta	88	29	29



Global Business

Global Presence



- INDIA
- USA
- EMERGING Markets 29 Countries

Map not to scale, only for illustration purpose

Branded Generic – Emerging Markets

29

Countries Across
Asia & Africa

200+

Product Basket

Broader Therapeutic Segments



Pain



Anti-Malaria



Antibiotics



Gynecology



Cardiology



Neurology



Vitamins



Respiratory



Gastro



Anti-Histamines



Ophthalmology

USA

41

Approvals

(1 final &
1 tentative
in 9M FY 2022)

16

Under Approval

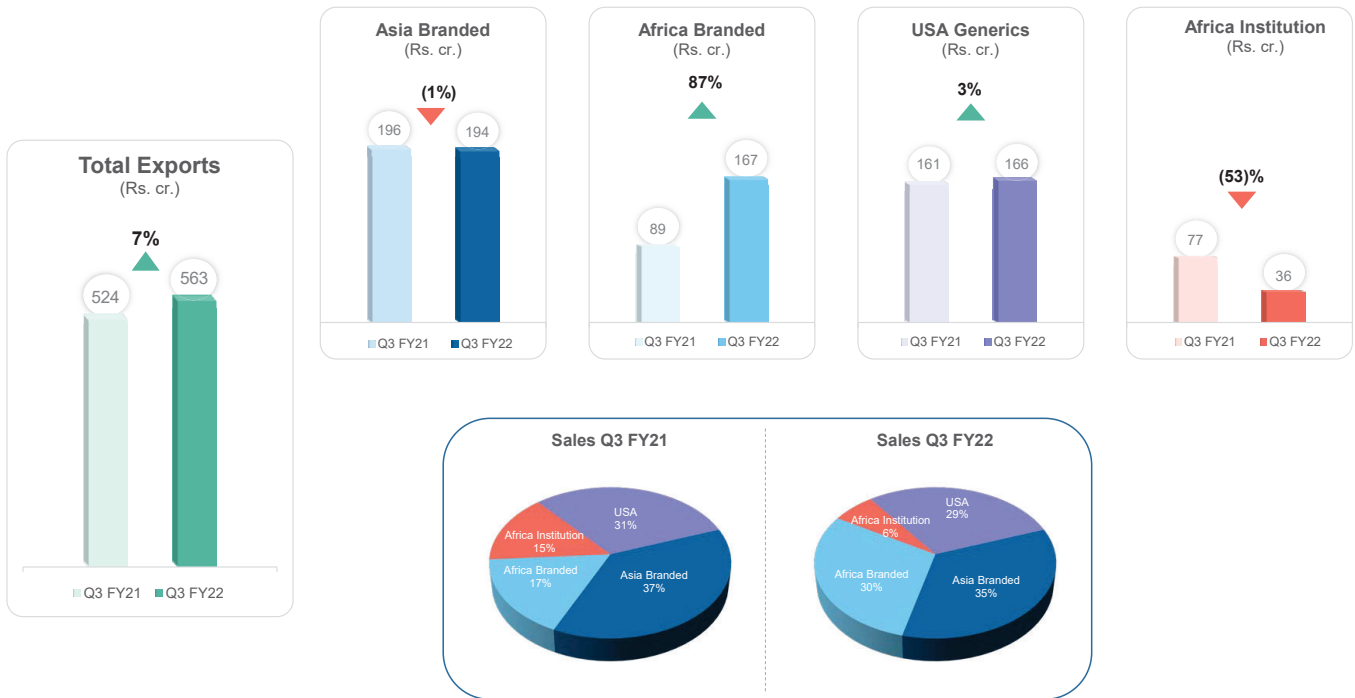
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Filing Target

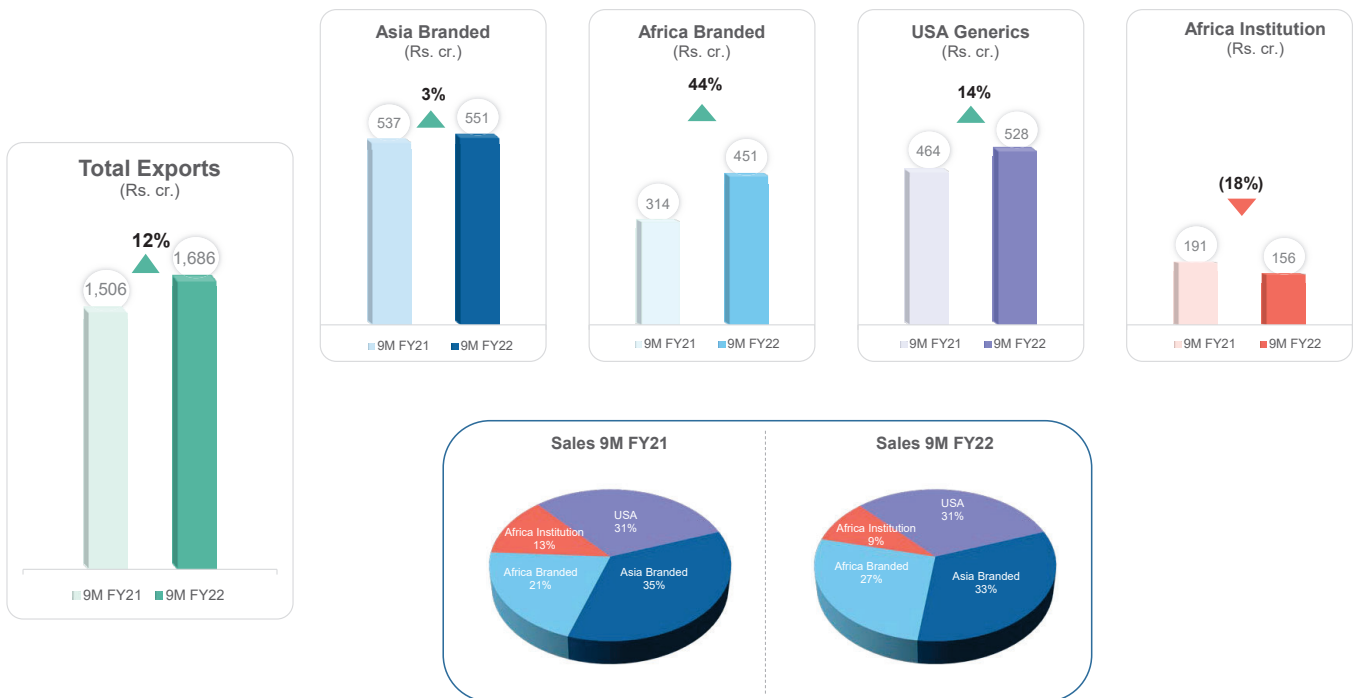
(3 filed in 9M FY
2022)

- 39 Products on shelf.
- 2 products launched in 9M FY 2022.
- Saw aggressive price erosion in Q3.

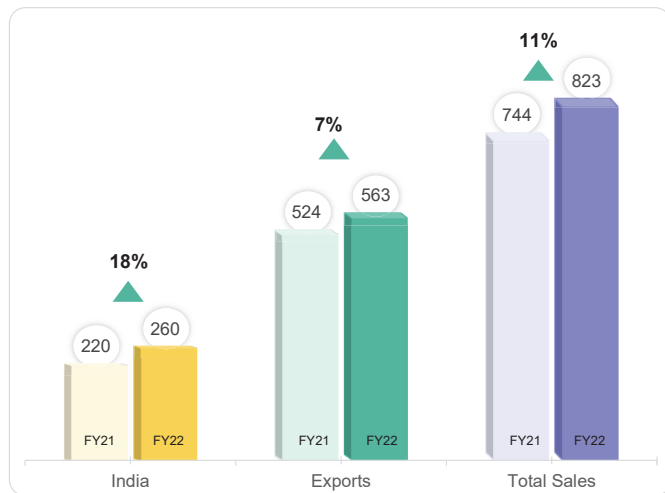
Export Sales – Q3 (Consolidated)



Export Sales – 9M (Consolidated)



Total Consolidated Sales – Q3



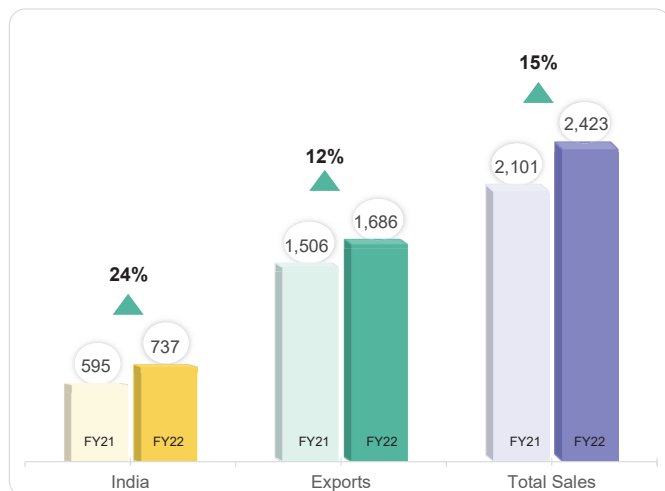
Rs. cr.

	Q3 FY 2021	Q3 FY 2022	Gwth
India	220	260	18%
Exports	524	563	7%
Total Sales	744	823	11%

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Total Consolidated Sales – 9M



Rs. cr.

	9M FY 2021	9M FY 2022	Gwth
India	595	737	24%
Exports	1,506	1,686	12%
Total Sales	2,101	2,423	15%

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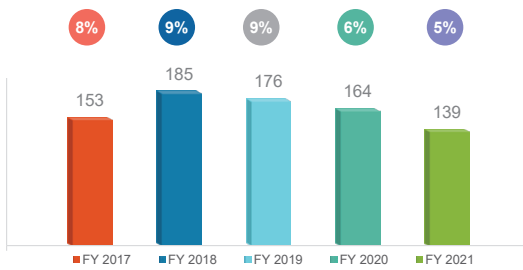
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Infrastructure

Research & Development

R&D Spend (Excluding Capex)



Q3 FY 2022

Rs. 51 cr. (6%)

9M FY 2022

Rs. 145 cr. (6%)

Q3 FY 2021

Rs. 40 cr. (5%)

9M FY 2021

Rs. 100 cr. (5%)



Manufacturing

Formulation Manufacturing

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

API Manufacturing

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



Sterile Ophthalmic line



Tablet Compression Machine



Packing Machine



Financial Highlights

Detailed P&L – Q3 FY 2022 (Consolidated)

Rs. cr.	Q3 FY 2021	% to RO	Q3 FY 2022	% to RO
Revenue from Operations	749		838	
Other Income	5	1%	24	3%
Total Income	754		862	
Materials consumed	169	23%	189	23%
Employee Benefit	136	18%	162	19%
Finance Cost	3	0%	1	0%
Depreciation	29	4%	32	4%
Other Expenses	202	28%	247	29%
Total Expenses	539	72%	631	75%
Profit Before Tax	215	29%	231	28%
Tax Expense	39	5%	39	5%
Net Profit	176	24%	192	23%
Other Comprehensive Income	0	0%	(2)	0%
Total Comprehensive Income	176	24%	190	23%
EBITDA	242	32%	240	29%

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P&L Synopsis – Q3 FY 2022 (Consolidated)

Rs. cr.	Q3 FY 2021	% to RO	Q3 FY 2022	% to RO	% Growth
Exports	524	70%	563	67%	7%
Domestic	220	29%	260	31%	18%
Other Op. Income	5	1%	15	2%	229%
Revenue from Operations	749		838		12%
EBITDA	242	32%	240	29%	(1%)
PBT	215	29%	231	28%	7%
PAT	176	24%	192	23%	9%
Total Comprehensive Income	176	24%	190	23%	8%

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Detailed P&L – 9M FY 2022 (Consolidated)

Rs. cr.	9M FY 2021	% to RO	9M FY 2022	% to RO
Revenue from Operations	2,133		2,471	
Other Income	15	1%	78	3%
Total Income	2,148		2,549	
Materials consumed	478	22%	593	24%
Employee Benefit	402	19%	480	19%
Finance Cost	6	0%	3	0%
Depreciation	85	4%	94	4%
Other Expenses	506	24%	667	27%
Total Expenses	1,477	68%	1,837	74%
Profit Before Tax	671	31%	712	29%
Tax Expense	176	8%	151	6%
Net Profit	495	23%	561	23%
Other Comprehensive Income	4	0%	(8)	1%
Total Comprehensive Income	491	23%	553	22%
EBITDA	739	35%	731	30%

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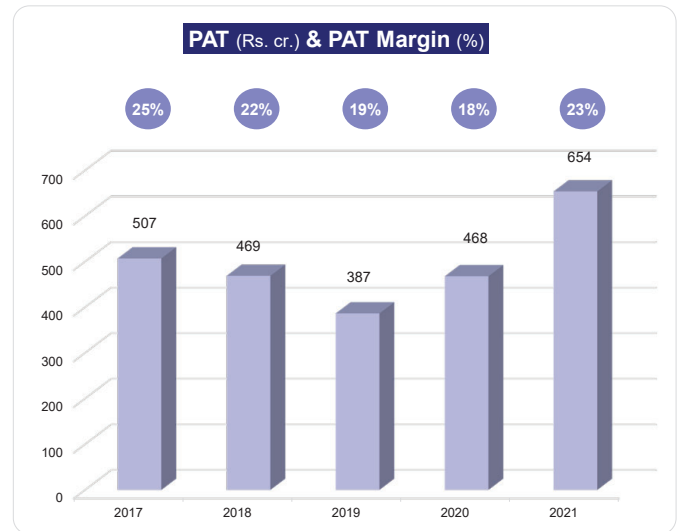
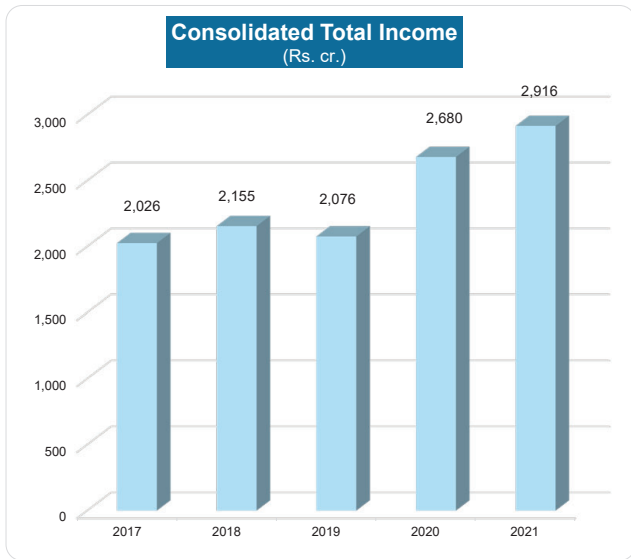
P&L Synopsis – 9M FY 2022 (Consolidated)

Rs. cr.	9M FY 2021	% to RO	9M FY 2022	% to RO	% Growth
Exports	1,506	71%	1,686	68%	12%
Domestic	595	28%	737	30%	24%
Other Op. Income	32	1%	48	2%	53%
Revenue from Operations	2,133		2,471		16%
EBITDA	739	35%	731	30%	(1%)
PBT	671	31%	712	29%	6%
PAT	495	23%	561	23%	14%
Total Comprehensive Income	491	23%	553	22%	13%

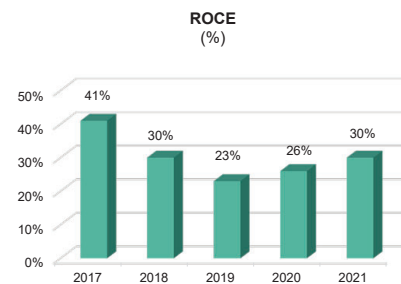
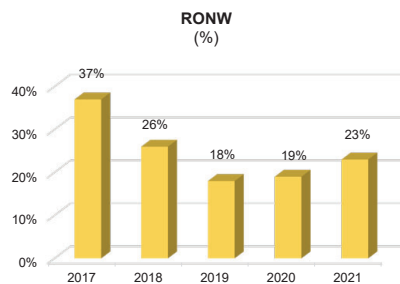
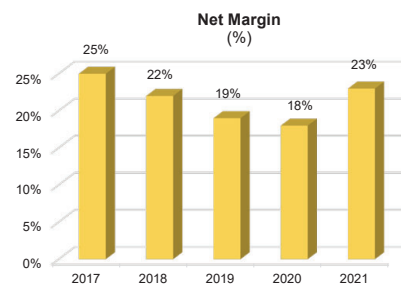
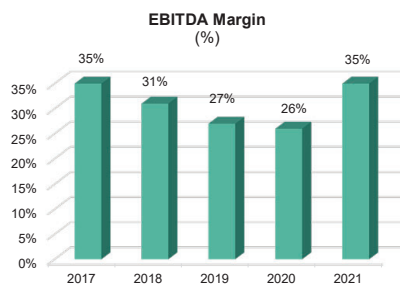
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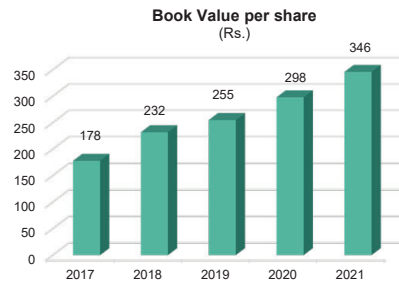
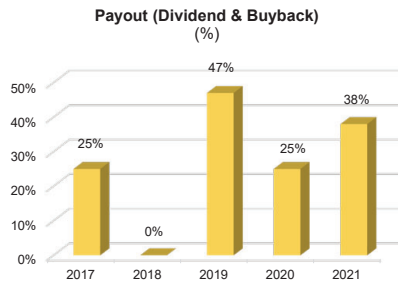
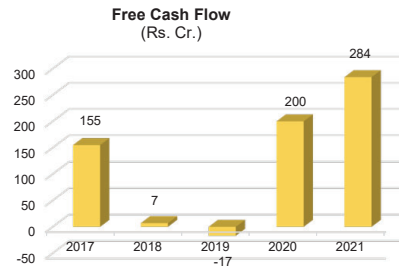
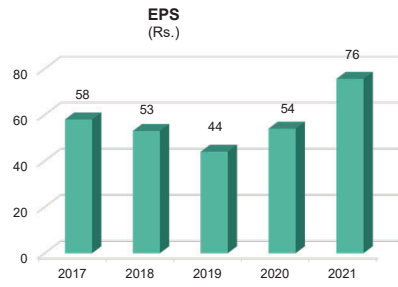
5 Year Track Record (Consolidated)



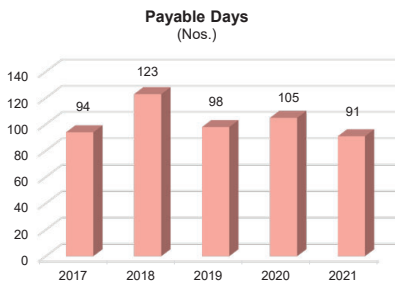
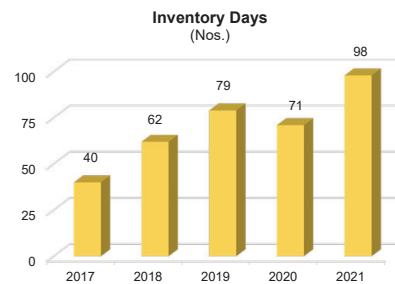
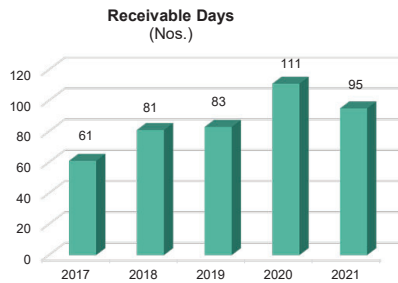
5 Year Track Record (Consolidated)



5 Year Track Record (Consolidated)



5 Year Track Record (Consolidated)



Q3 FY22 Earnings Conference Call

Earnings Conference Call Dial-in Information

Date and Time	January 31, 2022 at 1700 – 1800 hrs IST 1930 – 2030 hrs SST/HKT 1130 – 1230 hrs BST 0630 – 0730 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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