

Press Release**Q4 Income from Operations up 11%**  
(4<sup>th</sup> Quarter & FY 2018 Consolidated Results)

**Mumbai, 2<sup>nd</sup> May, 2018:** Ajanta Pharma Ltd. a specialty pharmaceutical formulation company reported today its performance for the 4<sup>th</sup> quarter & financial year ended 31<sup>st</sup> March 2018.

**Q4 FY 2018 performance highlights (compared to Q4 FY 2017)**

- Income from operations at Rs. 530 cr. against Rs. 477 cr., up 11%.
- EBITDA at Rs. 140 cr. against Rs. 173 cr., down (20%), EBITDA at 26% of revenue.
- Profit after tax at Rs. 94 cr., against Rs. 114 cr., down (17%), PAT at 18% of revenue.

**Year ended FY 2018 performance highlights (compared to FY 2017)**

- Income from operations at Rs. 2,131 cr. against Rs. 2,002 cr., up 6%.
- EBITDA at Rs. 658 cr. against Rs. 699 cr., down (6%), EBITDA at 31% of revenue.
- Profit after tax at Rs. 469 cr., against Rs. 507 cr., down (8%), PAT at 22% of revenue.

Commenting on the results, Mr. Yogesh Agrawal, Managing Director said:

“During the quarter, we have performed well in the Africa branded generic space. Whereas branded generic business in India and Asia performed below our expectations. We have seen lot of movement in the Africa institution business which saw de-growth of 22% which has impacted the overall quarter performance.

Considering the challenging pricing environment in US, we have performed much better relative to our competitors who have seen much sharper price erosion.

Going forward, we will continue to focus on the branded generic business in India and emerging markets.”

**India**

For Q4 FY 2018, India sales was Rs. 148 cr. posting growth of 6% whereas, for 12 months, it was Rs. 629 cr., growth of 2%.

As per IMS MAT March 2018, we have posted healthy growth of 10% in Cardiology (segment growth of 6%), 13% in Ophthalmology (segment growth of 7%), de-growth of 4% in Dermatology (segment growth of 14%) and 8% in Pain Management (segment growth of 4%).

**Exports**

During Q4 FY 2018, export sales were Rs. 348 cr. (growth of 10%). Africa branded generic contributed Rs. 109 cr. (growth of 112%), Asia branded generic contributed Rs. 132 cr. (de-growth of 4%), Africa Institution contributed Rs. 63 cr. (de-growth of 22%), and US generic contributed Rs. 42 cr. (de-growth of 7%).

During FY 2018, export sales were Rs. 1,434 cr. (growth of 9%). Africa branded generic contributed Rs. 355 cr. (growth of 30%), Asia branded generic contributed Rs. 493 cr. (growth of 18%), Africa Institution contributed Rs. 384 cr. (de-growth of 13%), and US generic contributed Rs. 194 cr. (growth of 5%).

In US, during FY 2018 we received 4 ANDA final approval, commercialized 6 products and filed 8 ANDA with US FDA. Out of 19 final ANDA approvals, we have commercialized 18 products. We hold 2 tentative approvals and 18 ANDAs are awaiting US FDA approval. Company plans to file 10-12 ANDAs during this financial year.

## **R&D**

Company enhanced its R&D spend to 9% of operating revenue both during Q4 & FY 2018. During Q4 FY 2018, R&D expenses were Rs. 48 cr., (Q4 FY 2017 Rs. 39 cr.) and for FY 2018, Rs. 186 cr., (FY 2017 Rs. 153 cr.).

## **About Ajanta Pharma Limited**

Ajanta Pharma is a speciality pharmaceutical formulation company having branded generic business in India and emerging markets, generic business in US and institution business in Africa. Many of company's products are 1<sup>st</sup> to market and are leading in their sub-therapeutic segments.

Company's state of the art R&D centres for formulation development and API are located at Mumbai, having a team of 850+ scientists. Company has 7 world class manufacturing facilities located in India and Mauritius.

For last 5 years, company has posted healthy performance with its consolidated total income growing at 15% CAGR and net profit at 19% CAGR.

For more details visit [www.ajantapharma.com](http://www.ajantapharma.com)

For regular updates follow us on twitter– [www.twitter.com/ajantapharmaltd](https://twitter.com/ajantapharmaltd)

## **For specific queries, contact:**

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

Corporate Identity Number (CIN): L24230MH1979PLC022059

Safe Harbour Statement



**Statement of Consolidated Audited Financial Results for the quarter and year ended 31 March 2018**

₹ in Crore

Particulars	3 months ended			Year Ended	
	31/03/2018	31/12/2017	31/03/2017	31/03/2018	31/03/2017
	Audited	Unaudited	Audited	Audited	Audited
<b>Income</b>					
Revenue from operations	530.31	587.05	476.81	2,130.86	2,001.64
Other income	5.24	15.15	5.70	24.16	23.86
<b>Total Income</b>	<b>535.55</b>	<b>602.20</b>	<b>482.51</b>	<b>2,155.02</b>	<b>2,025.50</b>
<b>Expenses</b>					
Cost of materials consumed	113.93	87.57	80.19	378.28	377.85
Purchases of stock-in-trade	20.33	22.08	7.14	77.35	47.36
Changes in inventories of finished goods, work-in-progress and stock-in-trade	(40.50)	0.34	4.93	(49.22)	(10.62)
Employee benefits expense	105.15	95.22	75.50	376.47	295.42
Finance costs	0.11	0.14	0.39	0.41	1.36
Depreciation and amortisation expense	16.64	14.98	18.92	59.59	61.21
Other expenses	191.87	184.34	151.46	689.59	604.75
<b>Total Expenses</b>	<b>407.53</b>	<b>404.67</b>	<b>338.53</b>	<b>1,532.47</b>	<b>1,377.33</b>
<b>Profit before tax</b>	<b>128.02</b>	<b>197.53</b>	<b>143.98</b>	<b>622.55</b>	<b>648.17</b>
Tax Expense					
Current Tax (net) (Refer note 5)	24.65	46.77	30.67	131.66	157.49
Deferred Tax (net)	8.88	3.29	(0.71)	22.25	(16.15)
<b>Profit after tax</b>	<b>94.49</b>	<b>147.47</b>	<b>114.02</b>	<b>468.64</b>	<b>506.83</b>
<b>Other Comprehensive Income (OCI)</b>					
Items that will be reclassified subsequently to profit or loss	2.20	(0.75)	(1.03)	5.00	(2.42)
Income tax relating to Items that will be reclassified subsequently to profit or loss	-	-	-	-	-
Items that will not to be reclassified subsequently to profit or loss	(1.86)	(0.04)	0.09	(1.99)	(0.17)
Income tax relating to items that will not be reclassified to profit or loss	0.65	0.01	(0.03)	0.69	0.06
<b>Other Comprehensive Income for the year, net of tax</b>	<b>0.99</b>	<b>(0.78)</b>	<b>(0.97)</b>	<b>3.70</b>	<b>(2.53)</b>
<b>Total Comprehensive Income for the year</b>	<b>95.48</b>	<b>146.69</b>	<b>113.05</b>	<b>472.34</b>	<b>504.30</b>
Paid-up Equity Share Capital (Face value of ₹ 2 each)	17.69	17.69	17.69	17.69	17.69
Other Equity				2,023.68	1,550.00
Earnings Per Share (Face value of ₹ 2 each)					
(a) Basic - in ₹	10.74	16.76	12.96	53.26	57.59
(b) Diluted - in ₹	10.74	16.75	12.95	53.25	57.58

**Notes :**

- The above consolidated financial results have been reviewed by Audit Committee and thereafter approved and taken on record by the Board of Directors at their meeting held on 2 May 2018. The statutory auditors have expressed unmodified opinion. The audit report has been filed with the stock exchange and is available on company website.
- The figures for the quarter ended 31 March 2018 and 31 March 2017 are the balancing figures between audited figures in respect of full financial year and the unaudited published year to date figure upto the third quarter ended 31 December 2017 and 31 December 2016 respectively.
- The consolidated audited financial results of the Company, its wholly owned subsidiaries and step-down subsidiary ("the Group") have been prepared as per Ind AS 110 on "Consolidated Financial Statements". There is no minority interest.
- During the year Company has changed the method of depreciating property, plant and equipment from Written Down Value (WDV) to Straight Line Method (SLM) w.e.f. 1 April 2017 to reflect the usage pattern of these assets. This has resulted in depreciation lower by ₹ 10.76 crores during the quarter ended 31 March 2018, ₹ 10.46 crores during the quarter ended 31 December 2017 and ₹ 42.07 crores for the year ended 31 March 2018.
- The current tax expense for quarter and year ended 31 March 2018 includes credit for previous years of ₹ 2.89 crores and charge of ₹ 0.09 crore for the year ended 31 March 2017.
- The Group operates exclusively in one reportable business segment i.e., "Pharmaceuticals".
- There are no exceptional items.
- During the year, 9,500 (previous year 3,750) equity shares of ₹ 2 each, fully paid up, were allotted upon exercise of vested options pursuant to the Employees Stock Options Scheme, 2011, resulting in an increase in the paid-up share capital by ₹ 19,000 (previous year ₹ 7,500) and securities premium account by ₹ 1.36 crores (previous year ₹ 0.07 crores).
- Amalgamation of Gabs Investments Private Limited ('Gabs') with the Company was approved by Board of Directors on 18 March 2017 and by Shareholders of both Companies on 10 October 2017. Gabs holds 83,92,262 equity shares in the Company, representing about 9.54% of total paid up capital, against which Company will issue same number of shares to shareholders of Gabs. Amalgamation is subject to approval of regulatory authorities as prescribed in law. Hence, no effect of the same is given in financial statements.



# 10. Statement of Consolidated Assets and Liabilities

₹ in Crore

Particulars	31/03/2018 Audited	31/03/2017 Audited
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, Plant and Equipment	1,045.21	583.16
Capital Work-in-Progress	61.33	338.03
Intangible Assets	7.45	6.01
Intangible assets under development	-	1.23
<b>Financial Assets</b>		
Non-current Investments	7.58	-
Other non-current financial assets	14.41	9.29
Non-current tax assets (net)	22.83	21.00
Deferred tax assets (net)	22.61	24.45
Other non-current assets	43.55	13.93
<b>Total Non-Current Assets</b>	<b>1,224.97</b>	<b>997.10</b>
<b>Current Assets</b>		
Inventories	350.63	211.02
<b>Financial Assets</b>		
Current Investments	182.38	181.56
Trade receivables	492.02	323.15
Cash and cash equivalents	90.64	65.83
Other bank balances	2.45	4.12
Other current financial asset	0.12	1.24
Other current assets	105.38	63.68
<b>Total Current Assets</b>	<b>1,223.62</b>	<b>850.60</b>
<b>Total Assets</b>	<b>2,448.59</b>	<b>1,847.70</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	17.69	17.69
Other Equity	2,023.68	1,550.00
<b>Total Equity</b>	<b>2,041.37</b>	<b>1,567.69</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
Non-current borrowings	1.01	1.04
Other non-current financial liabilities	-	0.09
Non-current provisions	13.16	3.15
Non-current tax liabilities (net)	-	1.73
Deferred tax liabilities (Net)	47.00	27.34
<b>Total Non-Current Liabilities</b>	<b>61.17</b>	<b>33.35</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
Trade payables	249.63	178.18
Other current financial liabilities	55.31	38.43
Other current liabilities	8.64	7.90
Current provisions	28.75	14.11
Current tax liabilities (Net)	3.72	8.04
<b>Total Current Liabilities</b>	<b>346.05</b>	<b>246.66</b>
<b>Total Liabilities</b>	<b>407.22</b>	<b>280.01</b>
<b>Total Equity and Liabilities</b>	<b>2,448.59</b>	<b>1,847.70</b>

11. Effective 1 July 2017, sales are recorded net of GST whereas earlier sales were recorded gross of excise duty which formed part of expenses. Hence, revenue from operations for the three months and year ended 31 March 2018 are not comparable with previous period corresponding figures.
12. The Standalone Financial Results are available on the company's website [www.ajantapharma.com](http://www.ajantapharma.com).
13. Figures for the previous period's have been regrouped, wherever necessary, to correspond with the figures of the current period.

By order of the Board  
For Ajanta Pharma Ltd.

Yogesh M. Agrawal  
Managing Director

Mumbai, 2 May 2018





**Statement of Standalone Audited Financial Results for the quarter and year ended 31 March 2018**

₹ in Crore

Particulars	3 months ended			Year Ended	
	31/03/2018	31/12/2017	31/03/2017	31/03/2018	31/03/2017
	Audited	Unaudited	Audited	Audited	Audited
<b>Income</b>					
Revenue from operations	462.60	500.78	418.50	1,830.45	1,822.71
Other income	6.00	64.69	15.49	73.01	66.95
<b>Total Income</b>	<b>468.60</b>	<b>565.47</b>	<b>433.99</b>	<b>1,903.46</b>	<b>1,889.66</b>
<b>Expenses</b>					
Cost of materials consumed	113.22	87.27	79.14	375.43	373.31
Purchases of stock-in-trade	13.44	26.34	15.55	73.01	59.23
Changes in inventories of finished goods, work-in-progress and stock-in-trade	(32.55)	4.95	(5.99)	(49.15)	7.29
Employee benefits expense	96.76	84.20	69.09	342.89	269.78
Finance costs	0.05	0.10	0.37	0.24	1.24
Depreciation and amortisation expense	15.92	14.34	18.87	57.14	59.48
Other expenses	156.32	144.44	127.32	541.46	478.68
<b>Total Expenses</b>	<b>363.16</b>	<b>361.64</b>	<b>304.35</b>	<b>1,341.02</b>	<b>1,249.01</b>
<b>Profit before tax</b>	<b>105.44</b>	<b>203.83</b>	<b>129.64</b>	<b>562.44</b>	<b>640.65</b>
Tax Expense					
Current Tax (net) (Refer note 4)	20.60	39.92	19.45	114.60	136.98
Deferred Tax (net)	6.34	(0.68)	2.22	20.32	3.86
<b>Profit after tax</b>	<b>78.50</b>	<b>164.59</b>	<b>107.97</b>	<b>427.52</b>	<b>499.81</b>
<b>Other Comprehensive Income (OCI)</b>					
Items that will not be reclassified subsequently to profit or loss	(1.86)	(0.04)	0.09	(1.99)	(0.17)
Income tax relating to Items that will be reclassified to profit or loss	0.65	0.01	(0.03)	0.69	0.06
<b>Other Comprehensive Income for the year, net of tax</b>	<b>(1.21)</b>	<b>(0.03)</b>	<b>0.06</b>	<b>(1.30)</b>	<b>(0.11)</b>
<b>Total Comprehensive Income for the year</b>	<b>77.29</b>	<b>164.56</b>	<b>108.03</b>	<b>426.22</b>	<b>499.70</b>
Paid-up Equity Share Capital (Face value of ₹ 2 each)	17.69	17.69	17.69	17.69	17.69
Other Equity				1,913.81	1,486.25
Earnings Per Share (Face value of ₹ 2 each)					
(a) Basic - in ₹	8.92	18.70	12.27	48.59	56.79
(b) Diluted - in ₹	8.92	18.70	12.27	48.58	56.78

**Notes :**

- The above standalone financial results have been reviewed by Audit Committee and thereafter approved and taken on record by the Board of Directors at their meeting held on 2 May 2018. The statutory auditors have expressed unmodified opinion. The audit report has been filed with the stock exchange and is available on company website.
- The figures for the quarter ended 31 March 2018 and 31 March 2017 are the balancing figures between audited figures in respect of full financial year and the unaudited published year to date figure upto the third quarter ended 31 December 2017 and 31 December 2016 respectively.
- During the year Company has changed the method of depreciating property, plant and equipment from Written Down Value (WDV) to Straight Line Method (SLM) w.e.f. 1 April 2017 to reflect the usage pattern of these assets. This has resulted in depreciation lower by ₹ 10.76 crores during the quarter ended 31 March 2018, ₹ 10.46 crores during the quarter ended 31 December 2017 and ₹ 42.07 crores for the year ended 31 March 2018.
- The current tax expense for quarter and year ended 31 March 2018 includes credit for previous years of ₹ 2.89 crores and charge of ₹ 0.09 crore for the year ended 31 March 2017.
- Other income includes :

	3 months ended			Year Ended	
	31/03/2018	31/12/2017	31/03/2017	31/03/2018	31/03/2017
Dividend from subsidiaries (₹ in Crore)	-	49.65	9.80	49.65	43.18
- The Company operates exclusively in one reportable business segment i.e., "Pharmaceuticals".
- There are no exceptional items.
- During the year, 9,500 (previous year 3,750) equity shares of ₹ 2 each, fully paid up, were allotted upon exercise of vested options pursuant to the Employees Stock Options Scheme, 2011, resulting in an increase in the paid-up share capital by ₹ 19,000 (previous year ₹ 7,500) and securities premium account by ₹ 1.36 crores (previous year ₹ 0.07 crores).
- Amalgamation of Gabs Investments Private Limited ('Gabs') with the Company was approved by Board of Directors on 18 March 2017 and by Shareholders of both Companies on 10 October 2017. Gabs holds 83,92,262 equity shares in the Company, representing about 9.54% of total paid up capital, against which Company will issue same number of shares to shareholders of Gabs. Amalgamation is subject to approval of regulatory authorities as prescribed in law. Hence, no effect of the same is given in financial statements.



# 10. Statement of Standalone Assets and Liabilities

₹ in Crore

Particulars	31/03/2018 Audited	31/03/2017 Audited
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, Plant and Equipment	1,029.29	566.97
Capital Work-in-Progress	61.33	338.03
Other Intangible Assets	7.40	5.96
Intangible assets under development	-	1.23
<b>Financial Assets</b>		
Non-Current Investments	18.26	17.26
Other Non-current Financial Assets	14.18	9.09
Non-current tax assets (net)	22.83	21.00
Other non-current assets	43.55	13.93
<b>Total Non-Current Assets</b>	<b>1,196.84</b>	<b>973.47</b>
<b>Current Assets</b>		
Inventories	317.37	179.28
<b>Financial Assets</b>		
Current Investments	182.38	181.56
Trade Receivables	464.42	336.00
Cash and cash equivalents	36.22	18.72
Other bank balances	2.45	4.12
Other current financial asset	0.12	1.24
Other current assets	92.05	54.15
<b>Total Current Assets</b>	<b>1,095.01</b>	<b>775.07</b>
<b>Total Assets</b>	<b>2,291.85</b>	<b>1,748.54</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	17.69	17.69
Other Equity	1,913.81	1,486.25
<b>Total Equity</b>	<b>1,931.50</b>	<b>1,503.94</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
Other non-current financial liabilities	-	0.09
Provisions	13.16	3.15
Non-current tax liabilities (net)	-	1.74
Deferred tax liabilities (Net)	47.00	27.38
<b>Total Non-Current Liabilities</b>	<b>60.16</b>	<b>32.36</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
Trade Payables	211.47	145.31
Other current financial liabilities	54.52	38.19
Other current liabilities	13.49	7.90
Current Provisions	16.99	12.80
Current Tax Liabilities (Net)	3.72	8.04
<b>Total Current Liabilities</b>	<b>300.19</b>	<b>212.24</b>
<b>Total Liabilities</b>	<b>360.35</b>	<b>244.60</b>
<b>Total Equity and Liabilities</b>	<b>2,291.85</b>	<b>1,748.54</b>

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12. Figures for the previous period's have been regrouped, wherever necessary, to correspond with the figures of the current period.

By order of the Board  
For Ajanta Pharma Ltd.

Yogesh M. Agrawal  
Managing Director

Mumbai, 2 May 2018

