



31<sup>st</sup> July, 2018

<b>BSE LIMITED</b> Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001  <b>Scrip Code: BSE – AJANTPHARM 532331</b>	<b>National Stock Exchange of India,</b> Exchange Plaza, 5 <sup>th</sup> Floor, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051  <b>Scrip Code: NSE AJANTPHARM EQ</b>
---	---

**Sub.: Presentation on Results**

Dear Sir/Madam,

We refer to the Unaudited financial results for the third quarter ended 30<sup>th</sup> June, 2018 submitted to your office today.

Pursuant to Regulation 46 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are now attaching the presentation on results being circulated to the investors and analysts and uploaded on our website.

Kindly take the same on your records and disseminate to your members.

Thanking You,

Yours faithfully,

**GAURANG SHAH**  
AVP - Legal &  
Company Secretary

Encl.: a/a



*ajanta pharma limited*

# Investor Presentation

**Q1 FY 2019**

31<sup>st</sup> July, 2018





# Content

1. India Business
2. Global Business
3. Infrastructure
4. Financial Highlights
5. Recognition



# India Business



15  
Divisions

for 4 Segments

3000+  
MRs

Building Efficiency

270+

Product Basket

1<sup>st</sup>  
to Market

Products

Continue to focus on 4 Therapeutic Segments  
with sizeable chronic portfolio

## Cardiology

Growth continues exceeding industry average.

## Ophthalmology

Maintaining Top 3<sup>rd</sup> position, growing faster than industry

## Dermatology

Degrowth slows down, expected to turn around in next few qtrs.

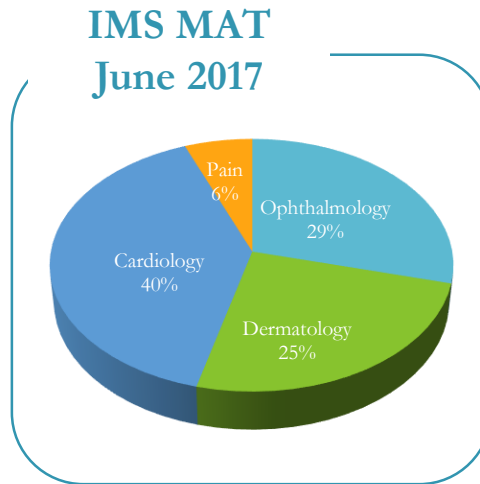
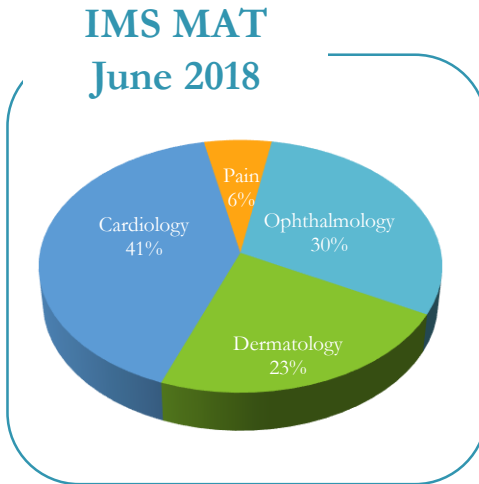
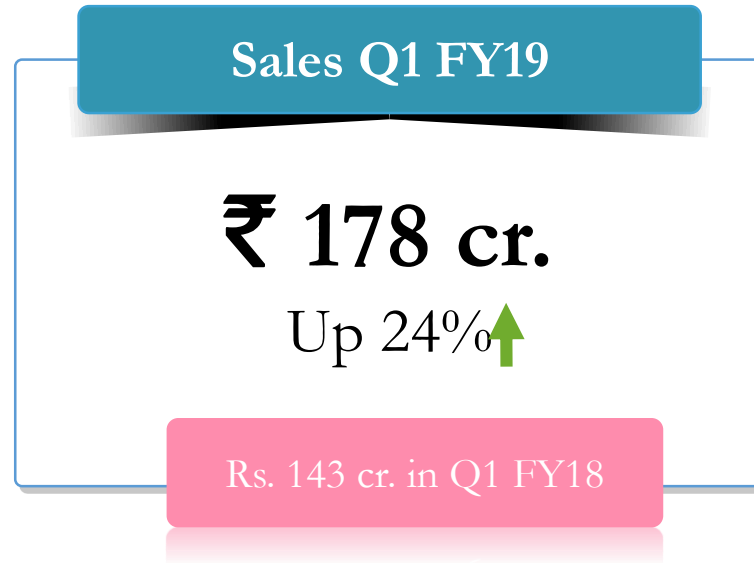
## Pain Management

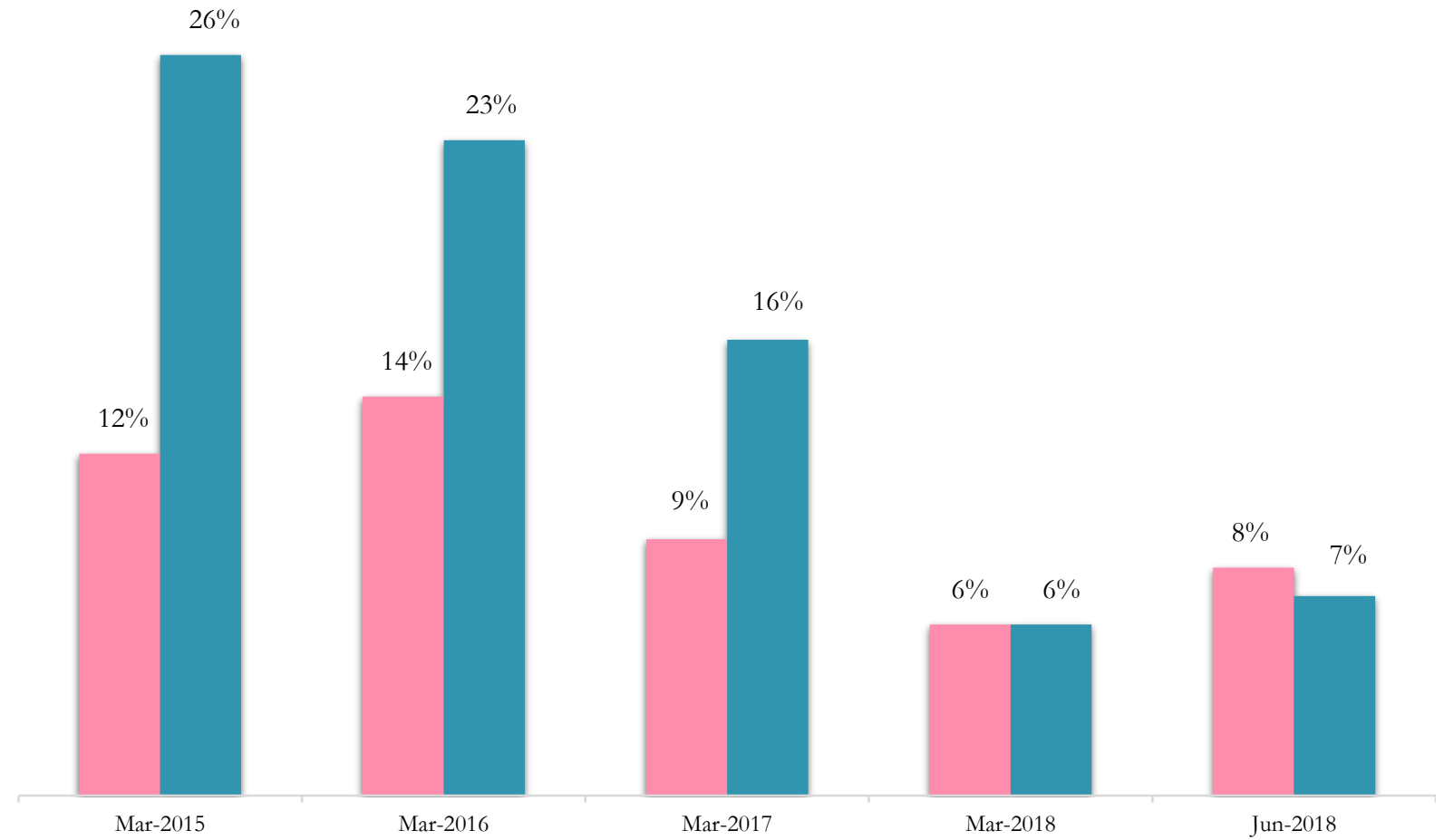
Picks up growth momentum with above industry performance



	Mar 2005	Jun 2017	Jun 2018
Ophthal	28	3	3
Derma	98	13	15
Cardio	38	19	16
Pain	NA	45	43
Ajanta	88	33	32

Source: IMS MAT



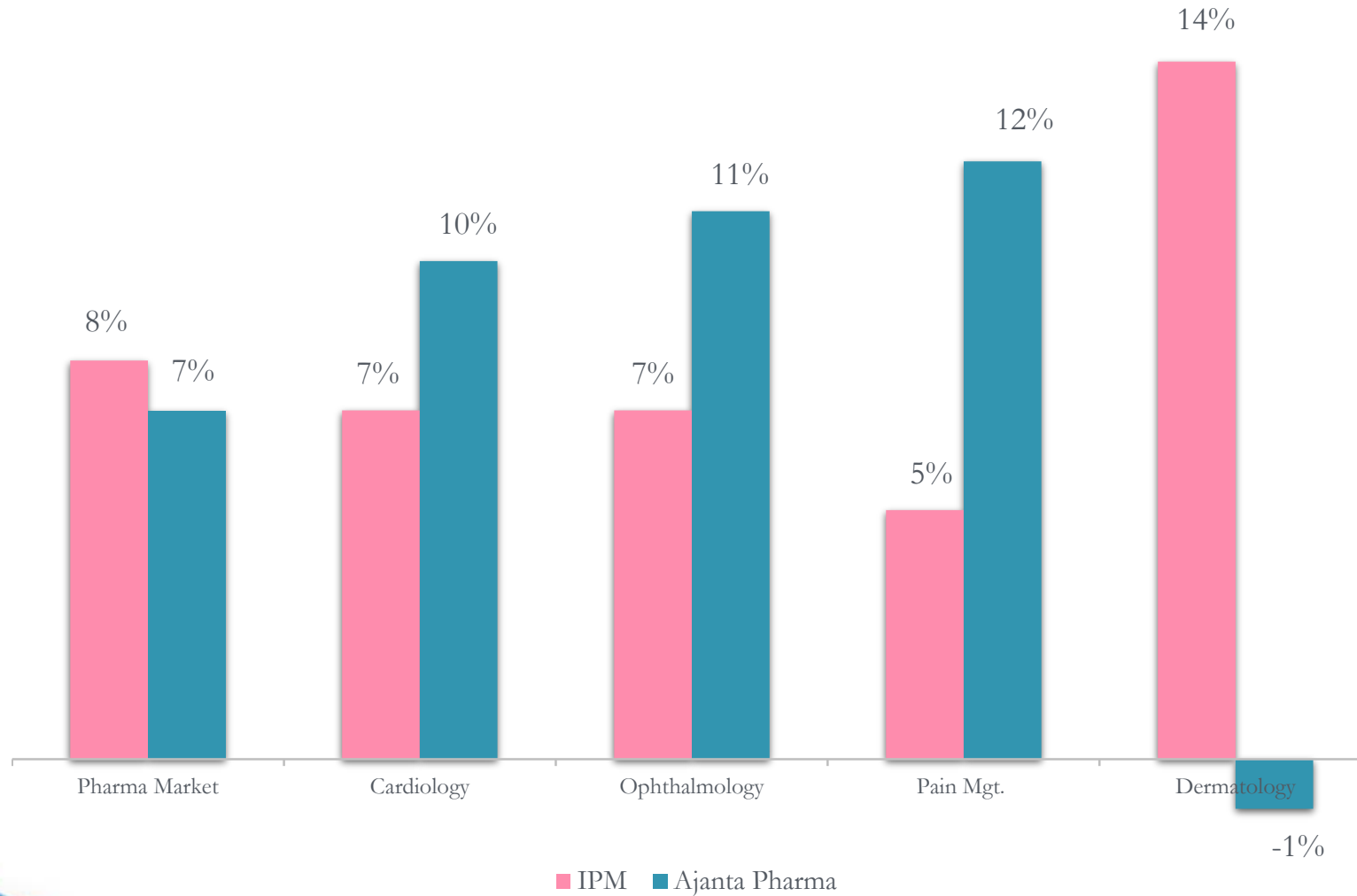


IPM = Indian Pharmaceutical Market  
Source: IMS MAT June 2018

■ IPM ■ Ajanta Pharma



# Segment Growth

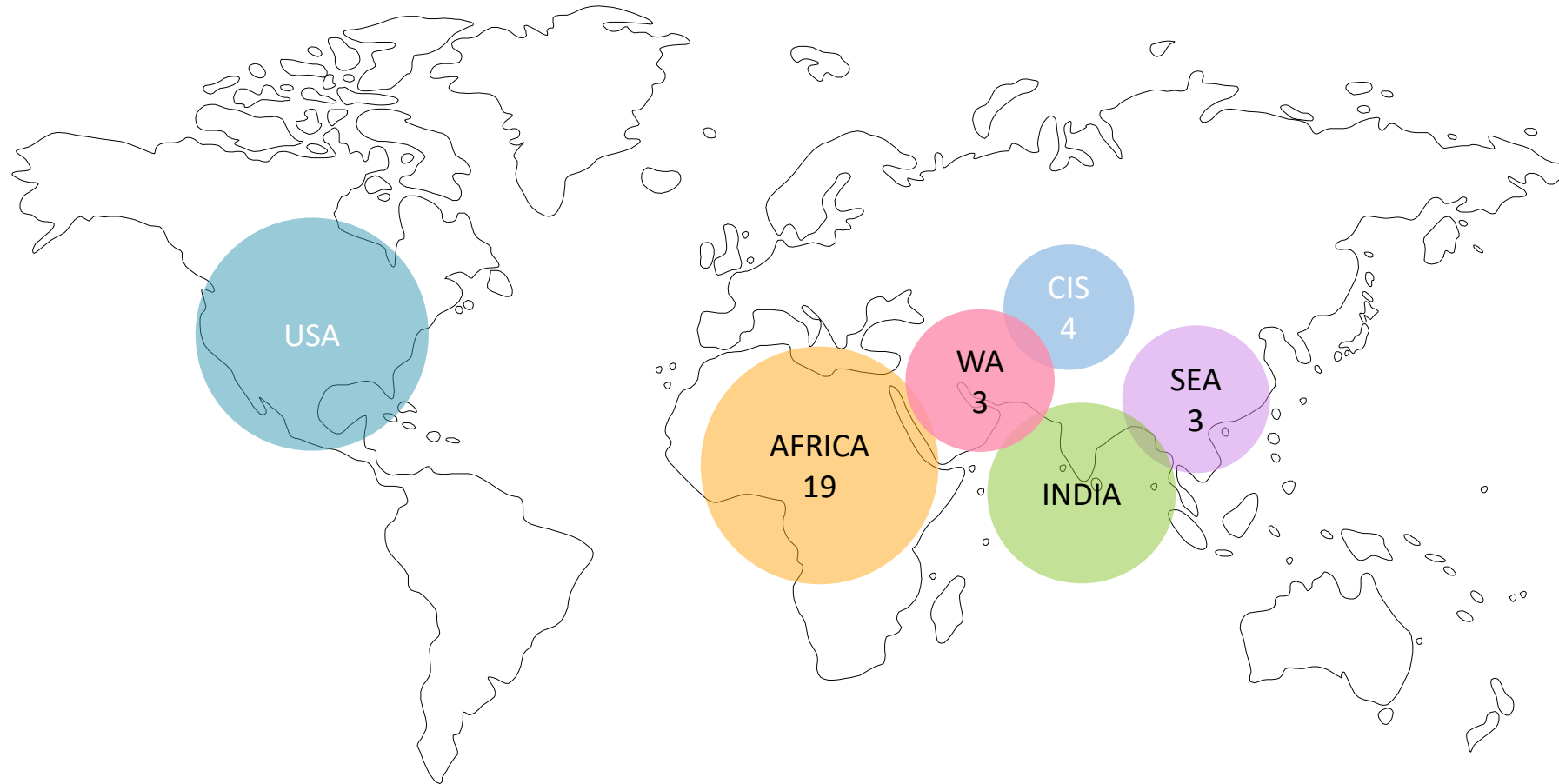


IPM = Indian Pharmaceutical Market  
Source: IMS MAT June 2018





# Global Business



CIS – Commonwealth of Independent States

SEA – South East Asia

USA – United States of America

WA – West Asia

Figures represent no. of countries we are present



## Africa

1,000 +

Product Registration

4

New Products launched

4<sup>th</sup>  
in Franco

Leading Position

## Asia

380 +

2

17<sup>th</sup>  
in Philippines



**20**

**Final Approvals**  
1 in Q1 FY 2019

**4**

**Tentative Approvals**  
2 in Q1 FY 2019

**16**

**Under Approvals**  
1 in Q1 FY 2019

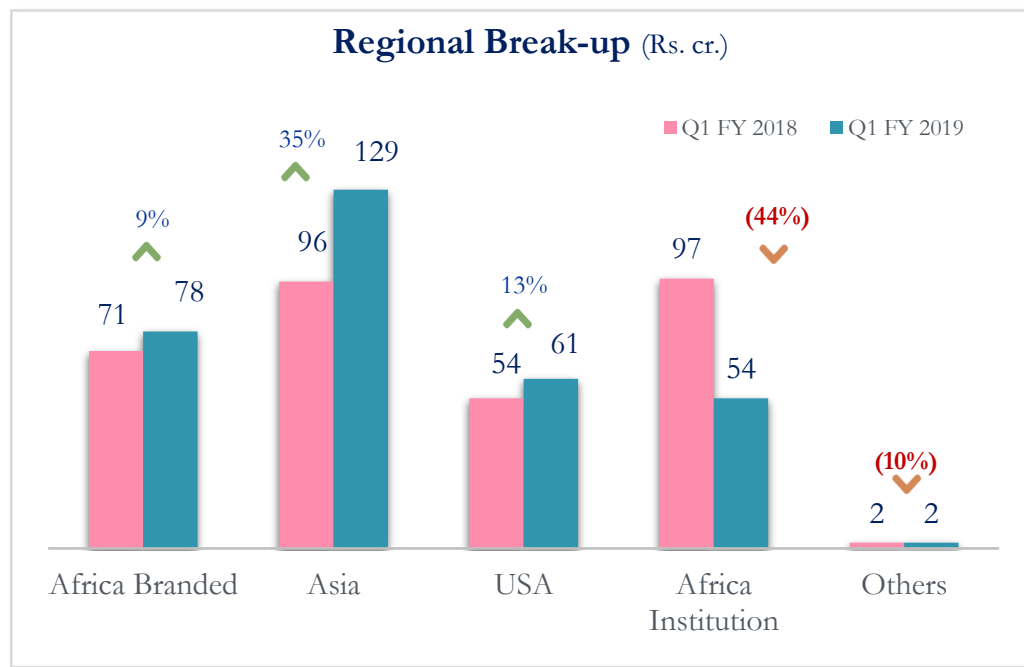
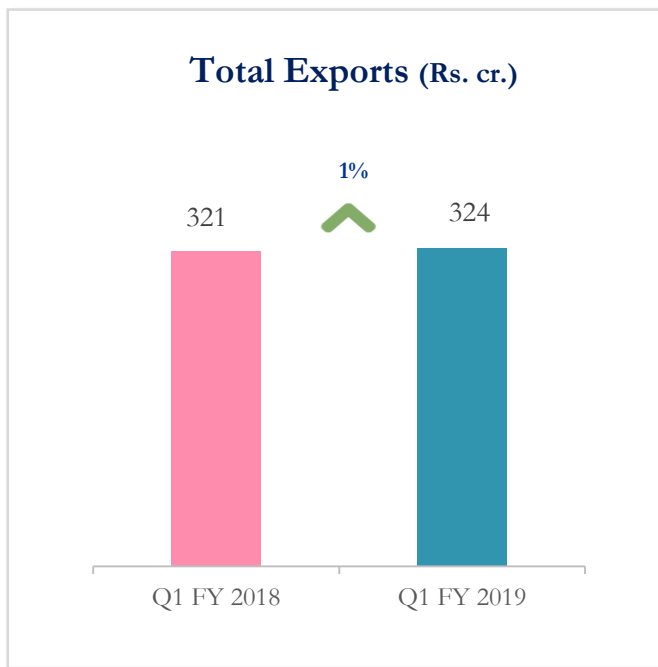
**18**

**Products**  
on shelf

**~10-12**

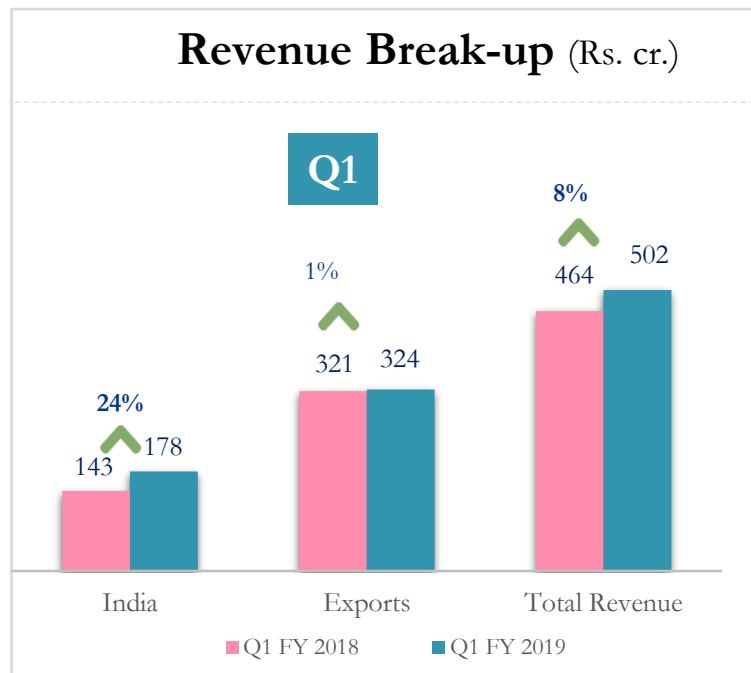
**Filing Target**  
in FY 2019

# Export Sales - Q1 (Consolidated)



Rs. cr.

	Q1 FY 2018	Q1 FY 2019	Gth
Africa Branded Generic	71	78	9%
Asia Branded Generic	96	129	35%
USA Generic	54	61	13%
Africa Institution	97	54	(44%)
Others	2	2	(10%)
<b>Total</b>	<b>321</b>	<b>324</b>	<b>1%</b>



	Rs. cr.		
	Q1 FY 2018	Q1 FY 2019	Gth
India	143	178	24%
Exports	321	324	1%
Total Revenue	464	502	8%



# Infrastructure





## Formulation Manufacturing

- 3 facilities in Aurangabad, Maharashtra (1 USFDA & WHO Pre-Q approved)
- New US FDA approved facility in Dahej (Gujarat)
- New facility in Guwahati (Assam), Derma section commenced
- 1 Facility at Mauritius

## API Manufacturing

- 1 Facility at Waluj (Aurangabad) - Captive Consumption





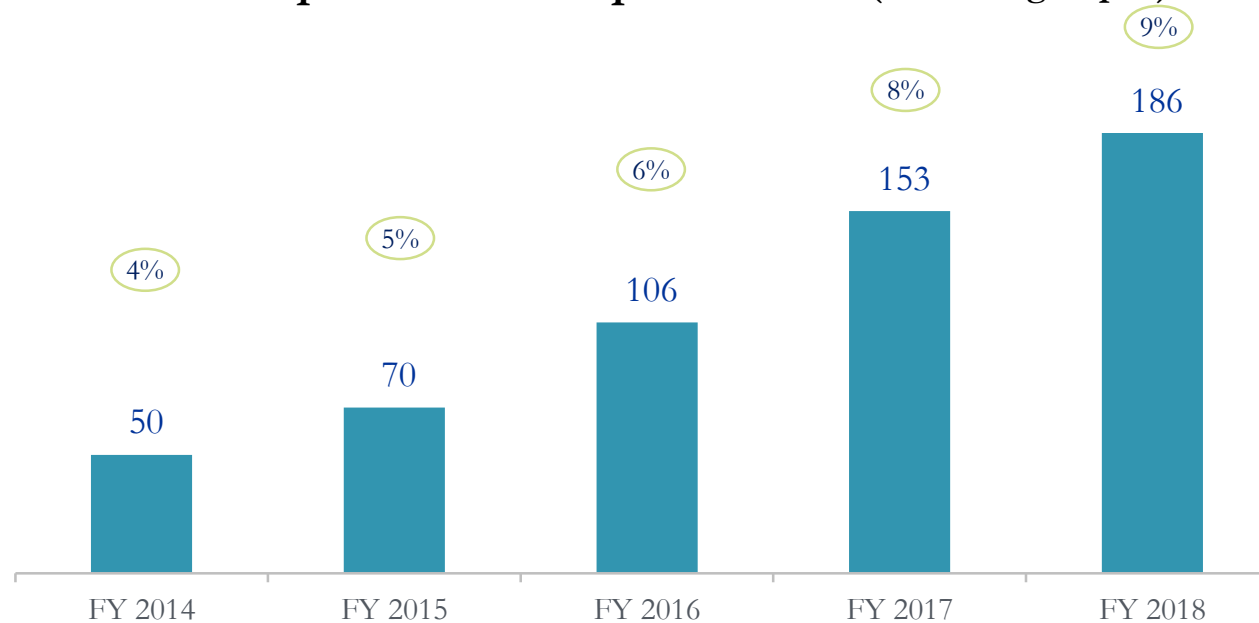
**Team of  
850+ Scientists**



**Revenue Expenses Q1 FY 2019 - Rs. 41 cr. (8%)**

(Q1 FY 2018 – Rs. 42 cr. (9%))

**R&D spend & % of Oper. Income (Excluding Capex)**





# Financial Highlights



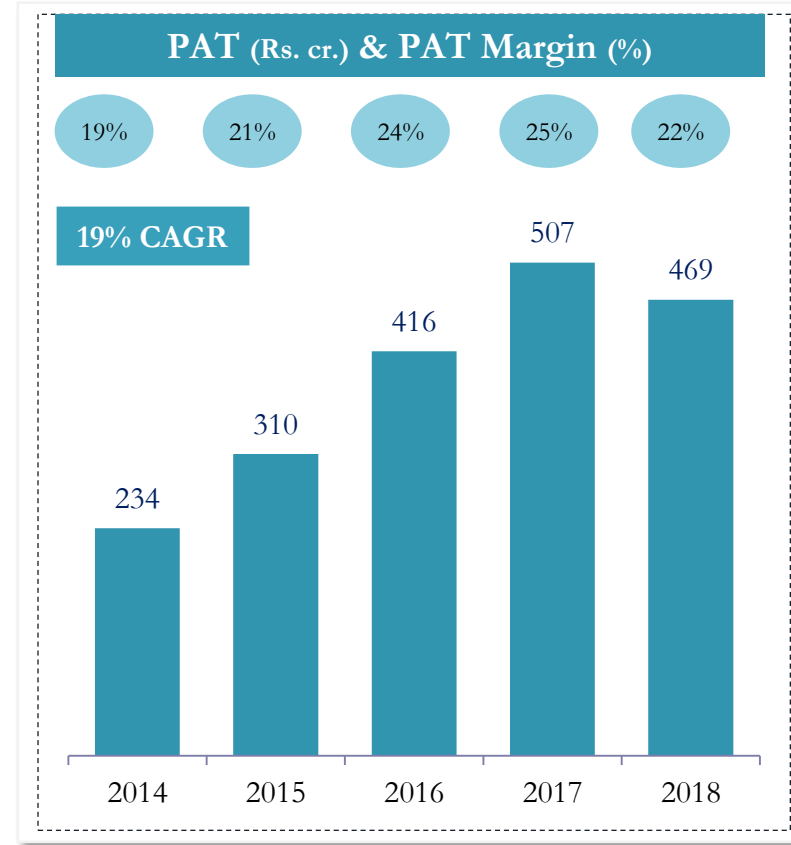
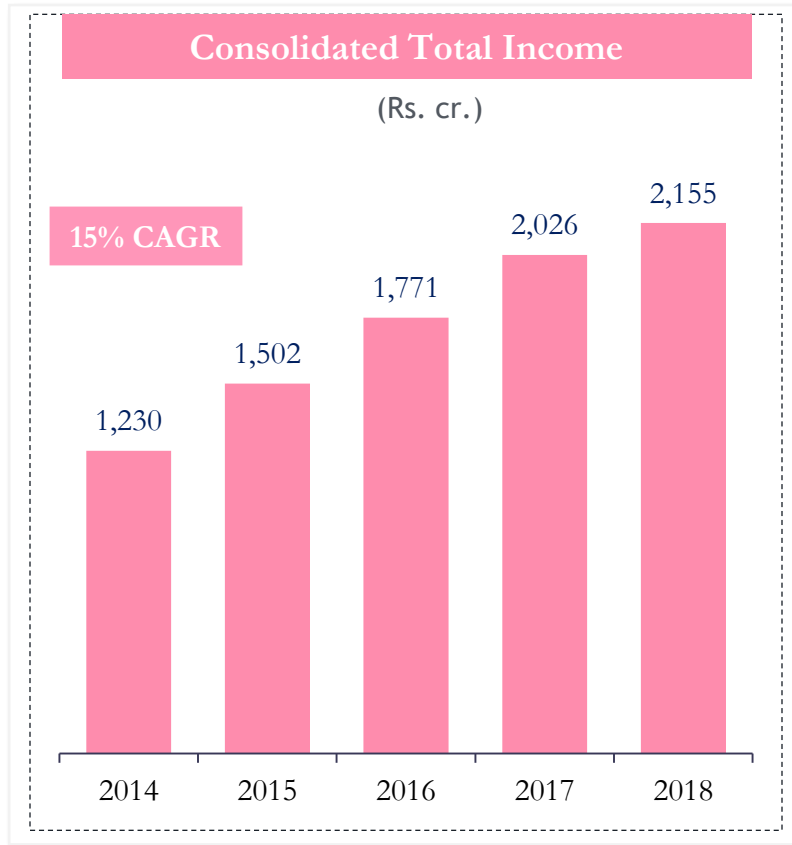
Rs. cr.	Q1 FY 2019	%	Q1 FY 2018	%	% Growth
Exports	324	63%	321	68%	1%
Domestic	178	35%	143	30%	24%
Other Op. Income	9	2%	9	2%	2%
Income from Operations	511		473		8%
EBITDA	157	31%	127	27%	24%
PBT	148	29%	119	25%	25%
PAT	106	21%	95	20%	12%
Total Comprehensive Income	102	20%	97	20%	6%

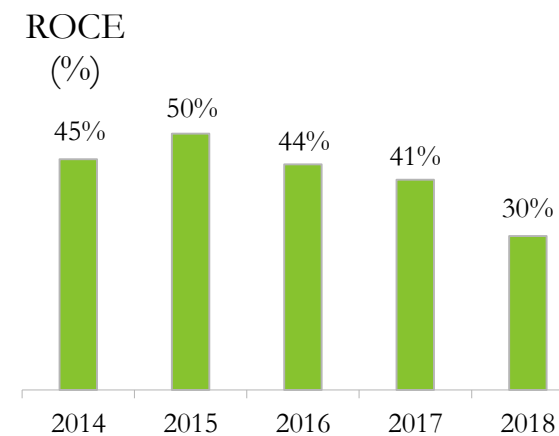
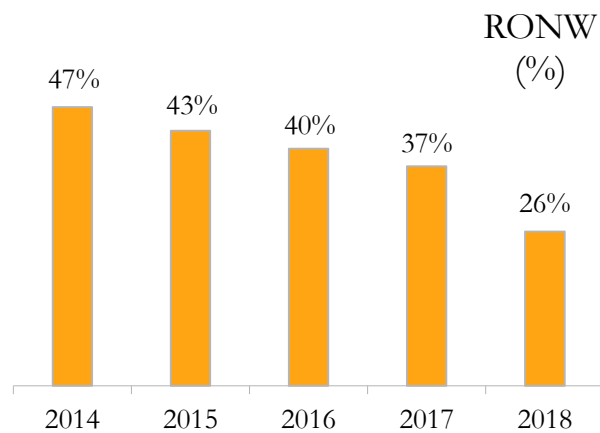
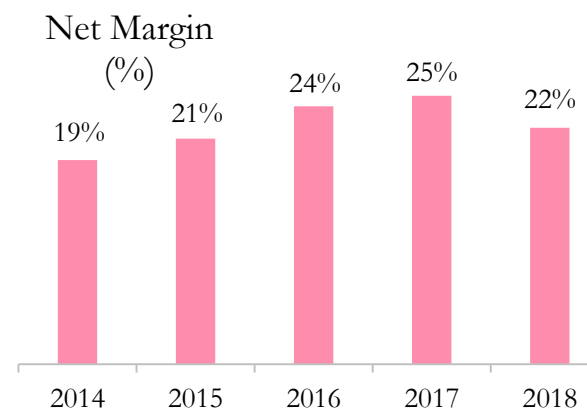
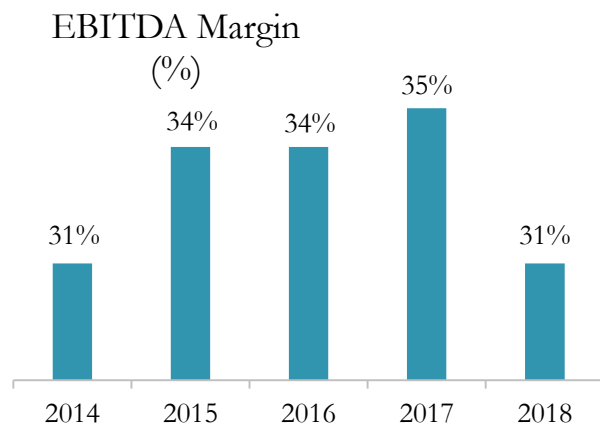


## Detailed P&L - Q1 FY 2019 (Consolidated)

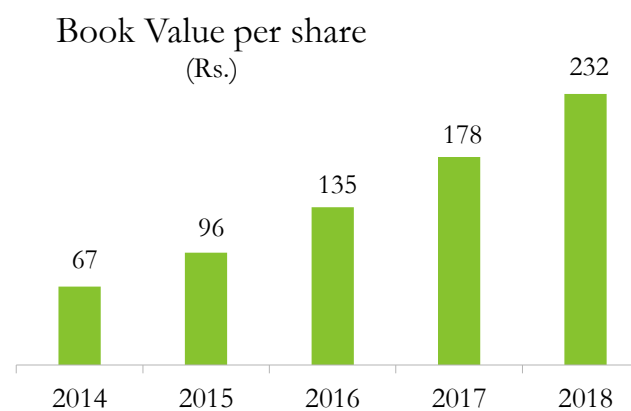
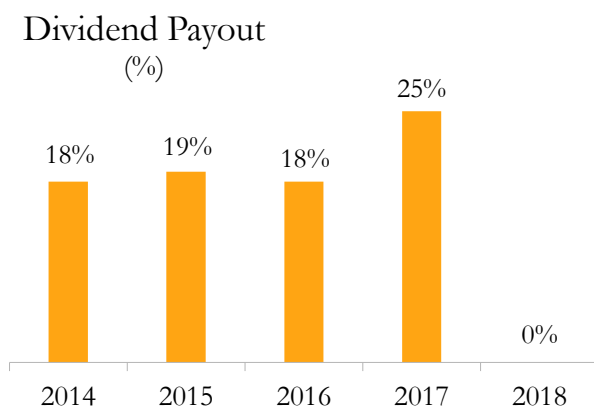
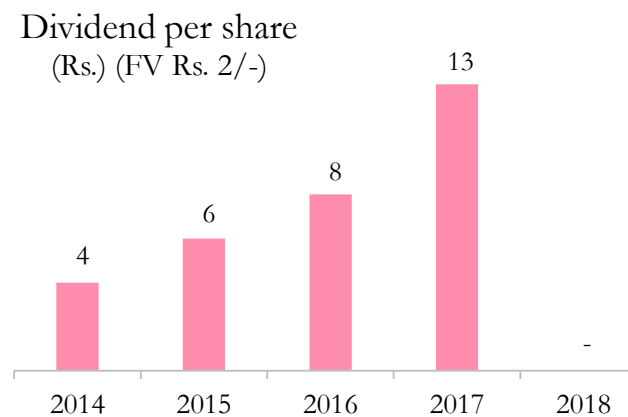
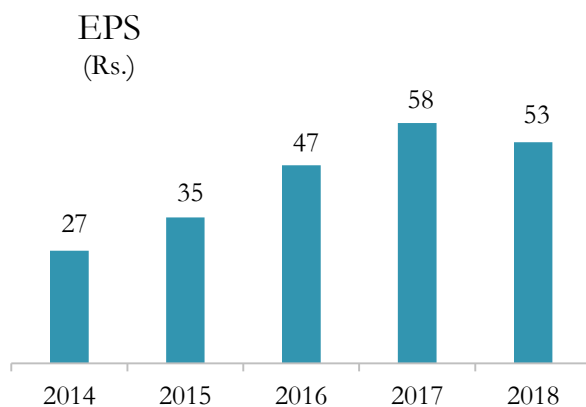


Rs. cr.	Q1 FY 2019		Q1 FY 2018	
Income from Operations	511		473	
Other Income	8	2%	5	1%
<b>Total Income</b>	<b>519</b>		<b>478</b>	
Materials consumed	84	16%	94	20%
Employee Benefit	105	21%	87	18%
Finance Cost	0	0%	0	0%
Depreciation	17	3%	13	3%
Other Expenses	165	32%	165	35%
<b>Total expenses</b>	<b>371</b>	<b>73%</b>	<b>359</b>	76%
<b>Profit before tax</b>	<b>148</b>	<b>29%</b>	<b>119</b>	25%
Tax Expense	42	8%	24	5%
<b>Net Profit</b>	106	21%	<b>95</b>	20%
Other Comprehensive Income	(4)	(1%)	2	0%
<b>Total Comprehensive Income</b>	<b>102</b>	20%	<b>97</b>	20%
<b>EBITDA</b>	<b>157</b>	31%	<b>127</b>	27%



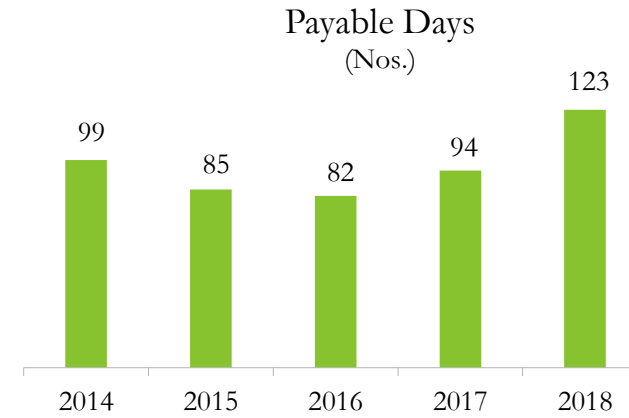
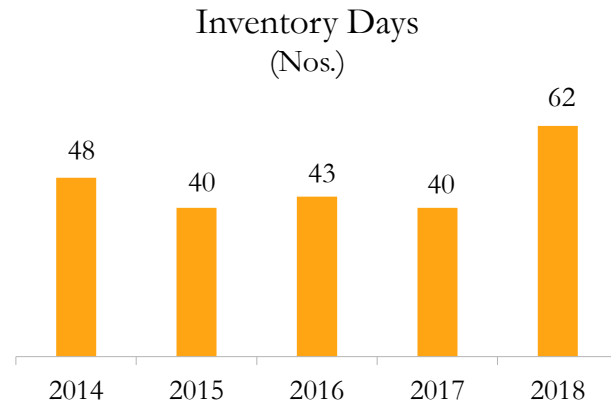
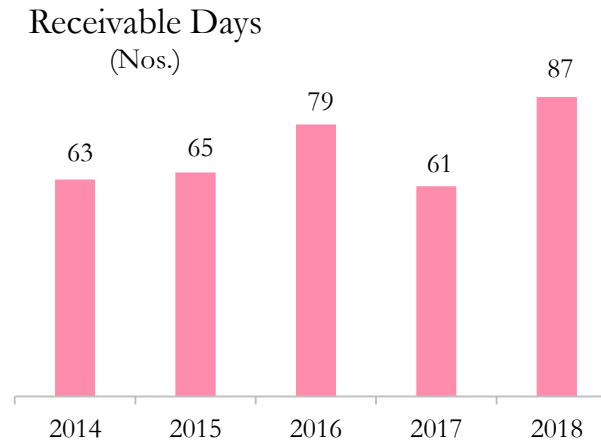
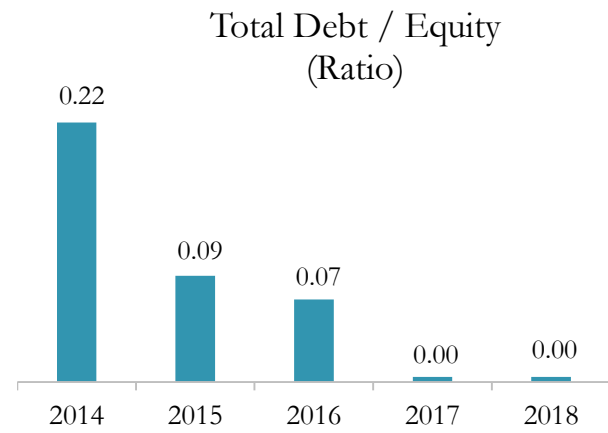


# Consistent Track Record (Consolidated)





# Consistent Track Record (Consolidated)





# Recognition

# Recognition



on  
**Mr. Yogesh Agrawal**  
(Managing Director)  
&  
**Mr. Rajesh Agrawal**  
(Jt. Managing Director)  
On  
7th July, 2018



**Thank You**

**For updates and company information please visit our website:**

[www.ajantapharma.com](http://www.ajantapharma.com)

**For specific queries, contact:**

Rajeev Agarwal - 022-66061377  
[rajeev.agarwal@ajantapharma.com](mailto:rajeev.agarwal@ajantapharma.com)

Abhineet Kumar – 022-66061814  
[abhineet.kumar@ajantapharma.com](mailto:abhineet.kumar@ajantapharma.com)

Ajanta Pharma Limited  
Ajanta House, Charkop, Kandivli (W), Mumbai 400 067  
CIN No. - L24230MH1979PLC022059



This presentation may include certain ‘forward looking statements’, based on current expectations, forecasts and assumptions within the meaning of applicable laws and regulations. They are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.

The Company disclaims any obligation to revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

This material is used during oral presentation; it is not a complete record of the discussion.