



ajanta pharma limited

Ajanta House,
Charkop, Kandivli West,
Mumbai 400 067
India

T +91 22 6606 1000
F +91 22 6606 1200
E info@ajantapharma.com
W www.ajantapharma.com

26th July, 2016

BSE LIMITED
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001

National Stock Exchange of India,
Exchange Plaza, 5th Floor, Plot no. C/1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai - 400 051

Scrip Code: BSE - AJANTPHARM 532331/ NSE - AJANTPHARM EQ

Sub.: Presentation on Results

Dear Sir,

We refer to the Unaudited financial results for the quarter ended 30th June, 2016 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,
For AJANTA PHARMA LIMITED

GAURANG SHAH
*Sr. G.M. - Legal &
Company Secretary*

Encl.: a/a



ajanta pharma limited

Investor Presentation

Q1 FY 2017

26th July 2016

www.ajantapharma.com

Content



India



India Branded Generic Business

Specialty Segment



- Cardiology
- Ophthalmology
- Dermatology
- Pain Management

Focused Marketing



- 14 Divisions
- 3,000+ MRs
- 190+ Products
- About 70% products First to Market

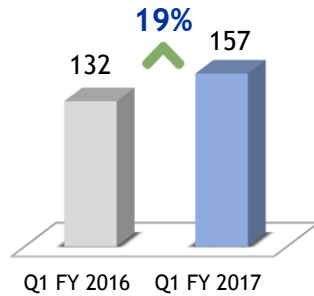
Established Player



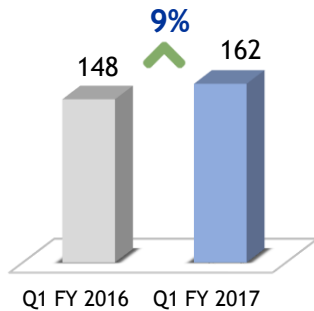
- Leadership in sub therapeutic segments
- Strong Brand Equity
- Consistent Innovation
- Major chronic portfolio

India Sales - Q1

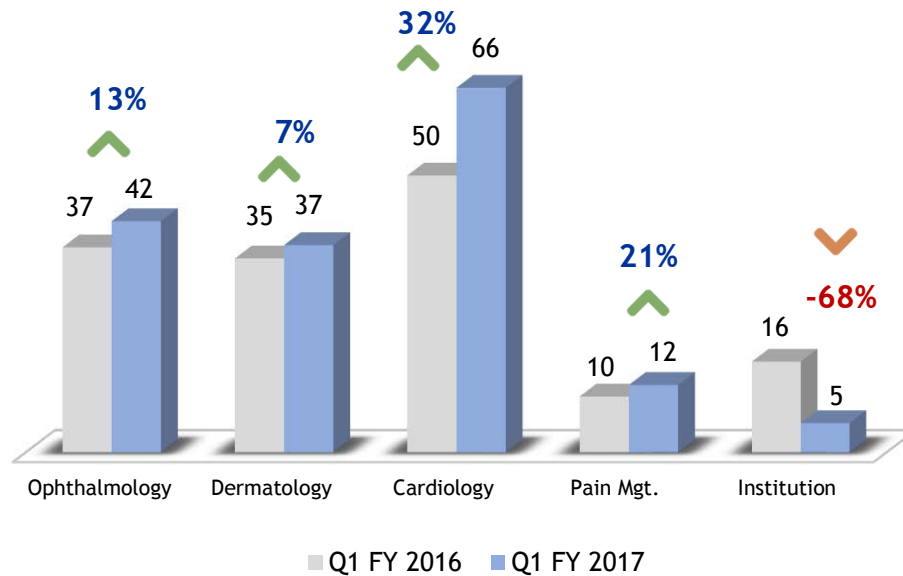
Branded Revenue# (Rs. cr.)



Total India Revenue@ (Rs. cr.)



Therapeutic Break-up (Rs. cr.)



Source: Company
Gross Revenue incl. Excise Duty

= excluding institution
@ = including institution

IPM - Ranking

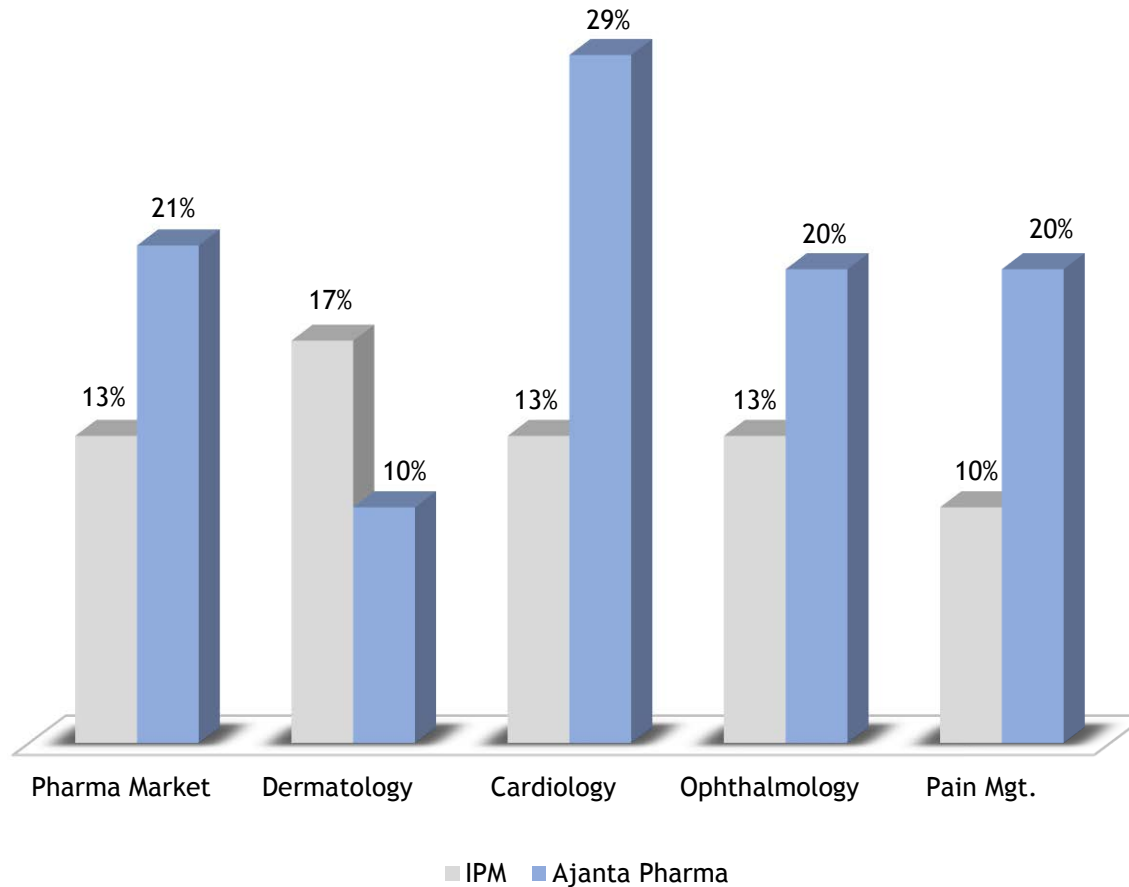
Rank	Jun 2016	Jun 2015	Mar 2005
Ophthal	5	5	28
Derma	13	13	98
Cardio	20	21	38
Pain	44	46	NA
Ajanta	33	33	88

IPM = Indian Pharmaceutical Market
Source: IMS

Within Segments Ajanta Way Ahead

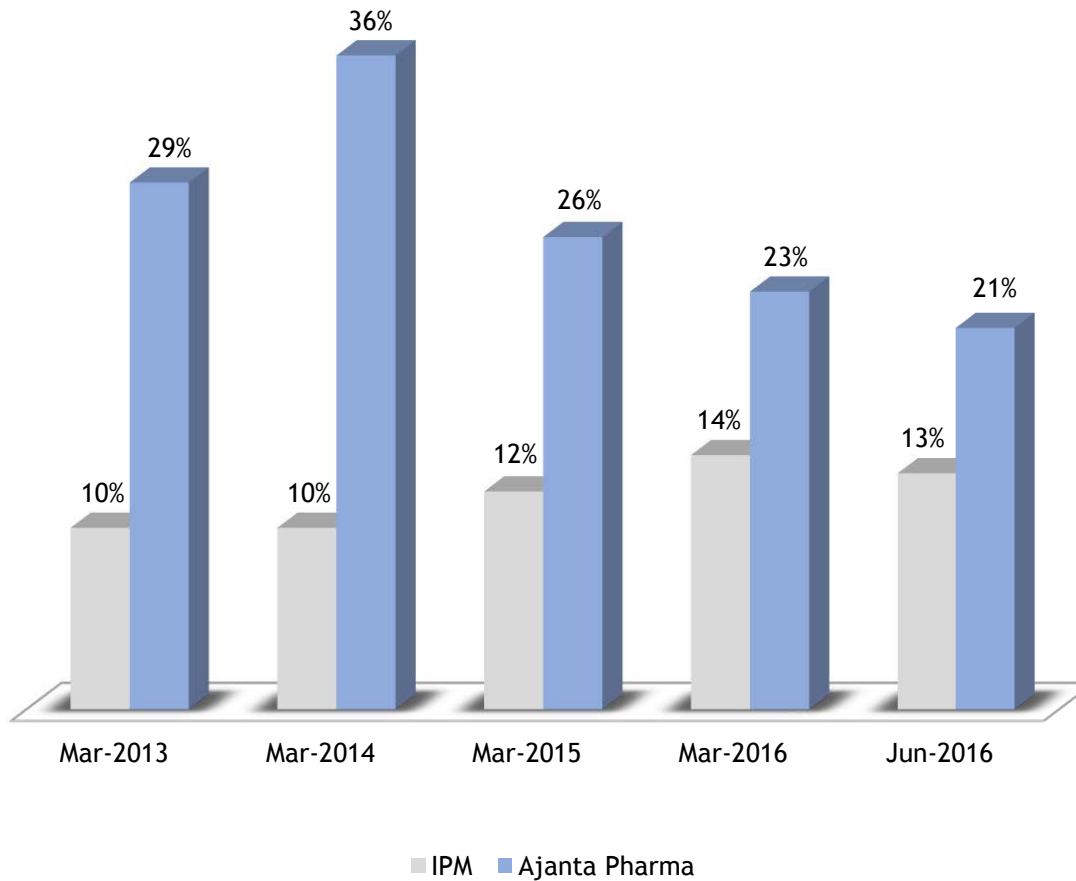
Jun 2016 - MAT

(Source: IMS)



IPM = Indian Pharmaceutical Market

Faster than Industry - IPM

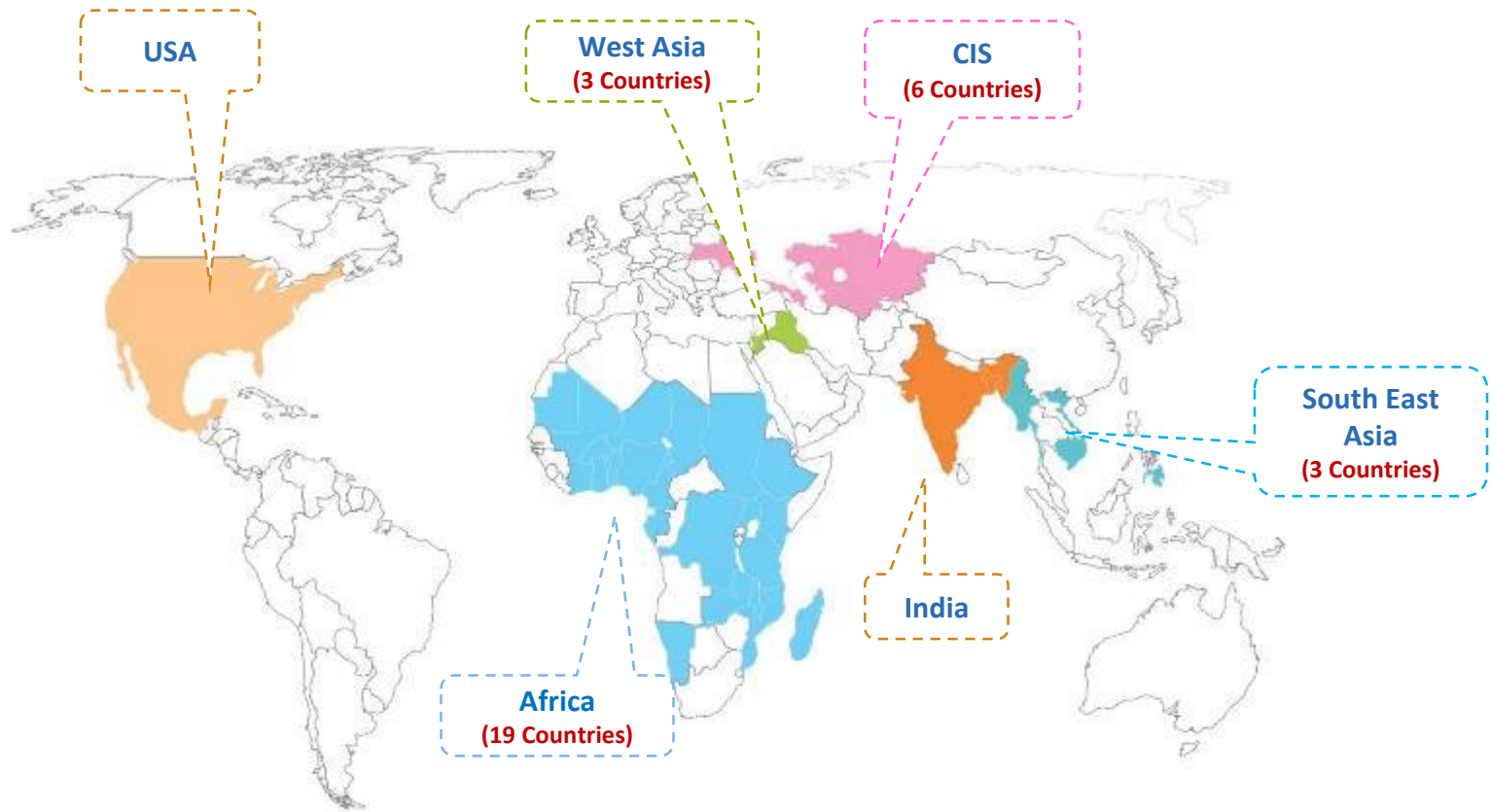


IPM = Indian Pharmaceutical Market
Source: IMS

Emerging Markets



Global Presence



Emerging Markets - Building Brands

Product Registrations



- Asia - 334
- Africa - 1,190
- Rich product pipeline under registration and under development in R&D

Therapeutic Segments



- **Asia** - Cardio, Pain, MED, GI, Antibiotic, Derma, Anti Histamine
- **Africa** - Anti Malaria, Multivitamin, Cardio, Antibiotic, Gynaec, MED, Pain

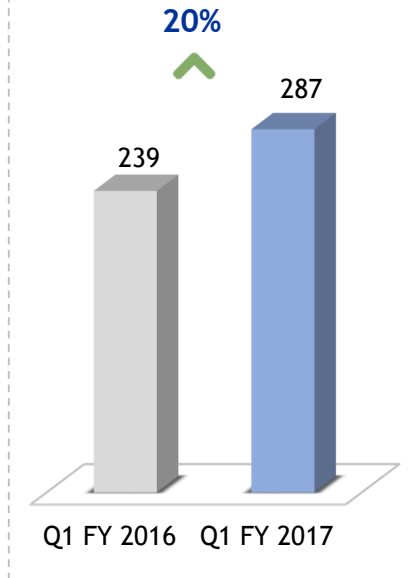
Established Player



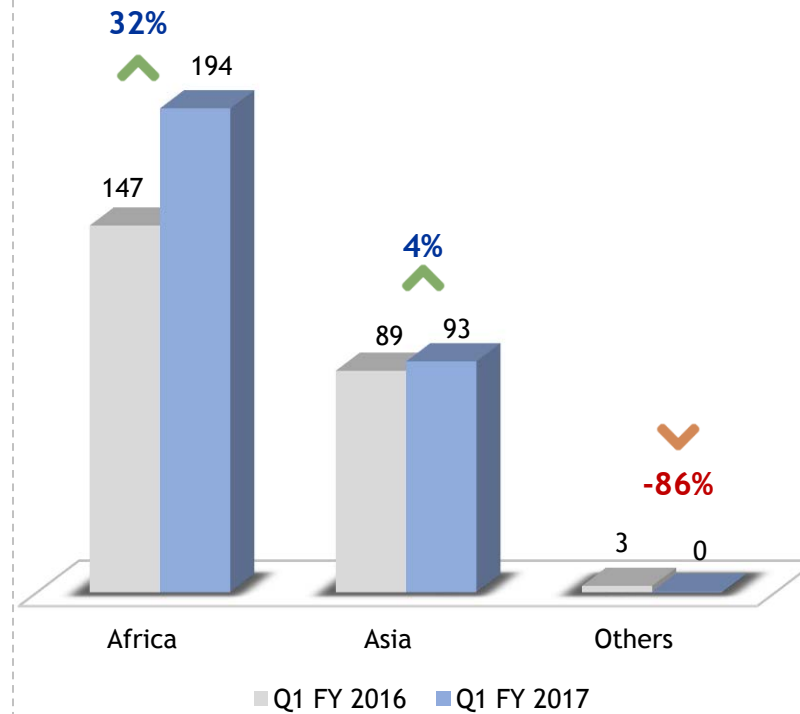
- Smart product portfolio remains an edge
- Enhanced field strength to 675+ MRs
- Facing headwinds due to currency devaluations & forex scarcity

EM Revenue Q1 FY 2017 (Consolidated)

Total Revenue (Rs. cr.)



Revenue Break-up (Rs. cr.)

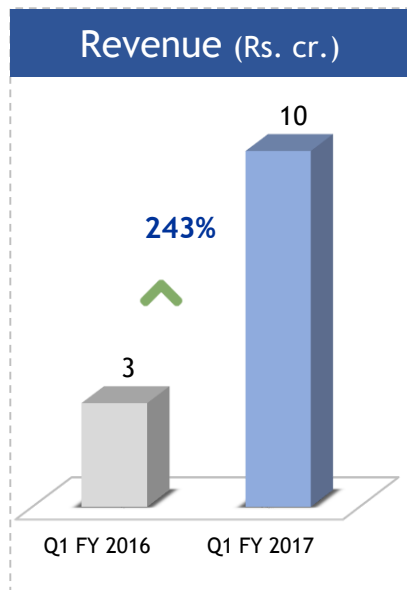


EM = Emerging Markets

USA



USA - Enhancing Presence



Sales & Marketing

- 1 product launched during the Qtr
- 2 ANDA approvals received during the Qtr
- Total 8 products commercialized till date

ANDA approval status (till date)

- Final Approvals - 11
- Tentative approval - 1
- Under approval - 14
- Filing target per year - 8 to 12

Infrastructure



Manufacturing

Formulation Manufacturing

- 3 existing facilities in Aurangabad, Maharashtra (1 USFDA & WHO Pre-Q approved)
- 1 Facility at Mauritius
- Dahej (Gujrat) - undertaking regulatory filing batches
- Guwahati (Assam) - Work commenced - Investment > Rs. 300 cr.

API Manufacturing

- 1 Facility at Waluj (Aurangabad) - Captive Consumption



API Plant - Waluj



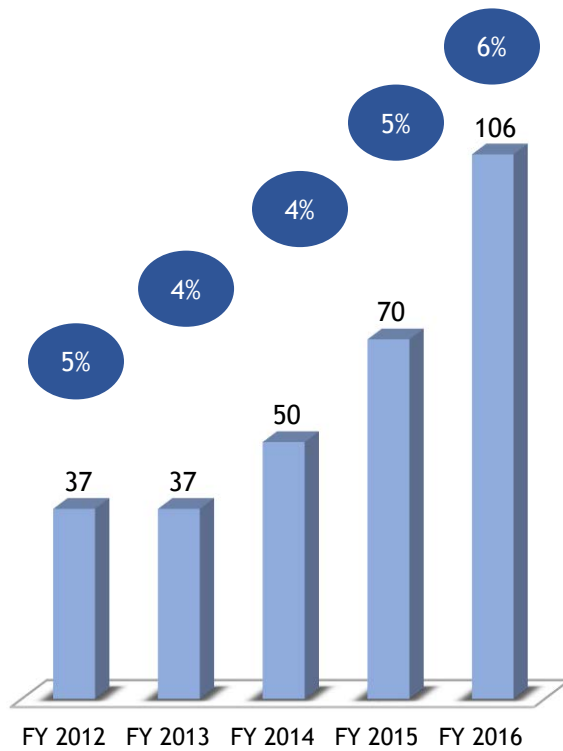
Paithan Plant



Dahej Plant

R&D

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



- Team increased to 750+ scientists
- Q1 FY 2017 revenue spend Rs. 32 cr. (Rs. 18 cr. - Q1 FY 2016)



Financial Highlights



P&L Synopsis - Q1 FY 2017 (Consolidated)

Rs. cr.	Q1 FY 2017	% to Sales	Q1 FY 2016	% to Sales	% Growth
Exports	297	62%	242	61%	23%
Domestic	162	34%	148	37%	9%
Other Op. Income	17	4%	6	2%	195%
Total Gross Revenue	476		395		20%
EBITDA	167	35%	123	31%	36%
PBT	158	33%	119	30%	33%
PAT	120	25%	86	22%	39%
Total Comprehensive Income	125	26%	89	22%	41%

Detailed P&L - Q1 FY 2017 (Consolidated) (Ind AS)

Rs. cr.	Q1			
	FY 2017		FY 2016	
Income from Operations	476		395	20%
Materials consumed	99	21%	103	26%
Employee Benefit	70	15%	59	15%
Finance Cost	1	0%	1	0%
Depreciation	13	3%	10	3%
Other Expenses	140	28%	111	28%
Total expenses	323	68%	284	72%
Operational Profit	153	32%	111	28%
Other Income	5		8	
Profit before tax	158	33%	119	30%
Tax Expense	38	8%	33	8%
Net Profit	120	25%	86	22%
Other Comprehensive Income	5		3	
Total Comprehensive Income	125		89	

Ind AS Reconciliation (Consolidated)

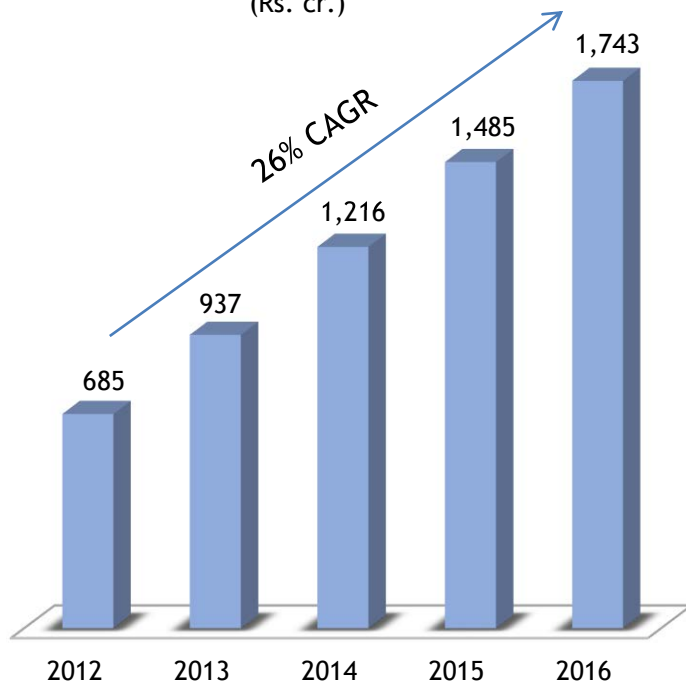
Rs. cr.

Particulars	Profit Reconciliation			Reserve Reconciliation
	Q4 FY 2016	Q1 FY 2016	FY 2016	FY 2016
Net Profit/Reserves as per Accounting Standard	106.31	83.84	401.41	1,154.37
Fair Value Adjustment of Financial Assets	1.60	1.38	4.45	10.37
Employee Benefits - Actuarial Gain/(Loss) Adjustments	0.08	(0.04)	0.25	-
Deferred Tax impact	(0.48)	0.83	4.79	9.14
Total	1.20	2.17	9.49	19.51
Net Profit/Reserves as per Ind AS	107.51	86.01	410.90	1,173.88

Consistent Track Record (Consolidated)

Consolidated Gross Revenue

(Rs. cr.)



PAT (Rs. cr.) & PAT Margin (%)

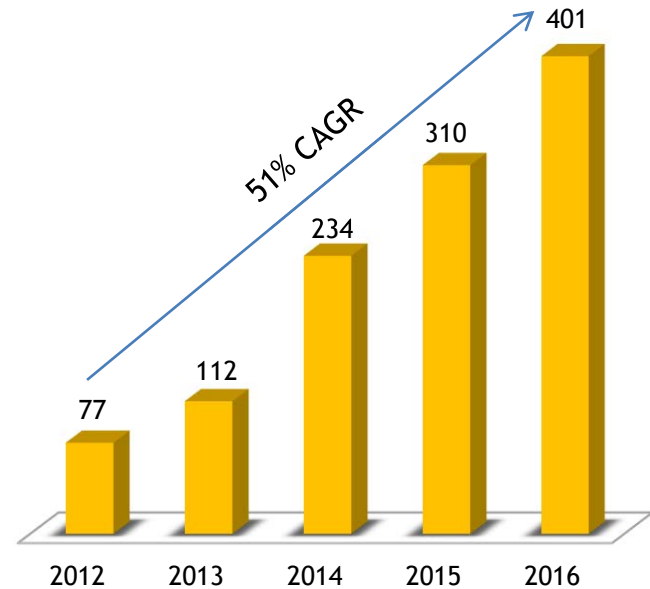
11%

12%

19%

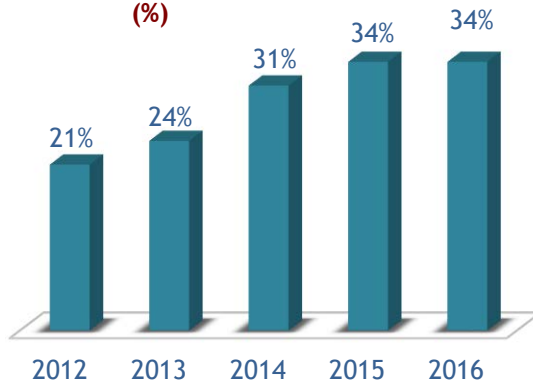
21%

23%

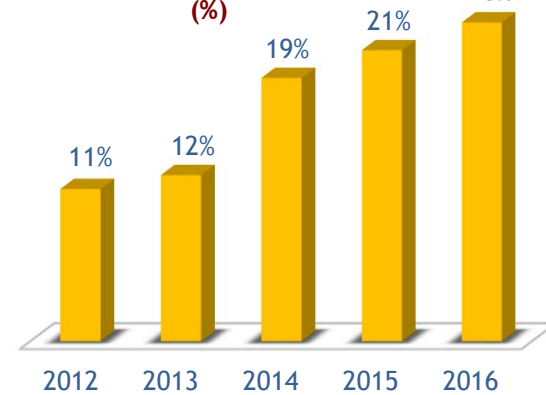


Consistent Track Record (Consolidated)

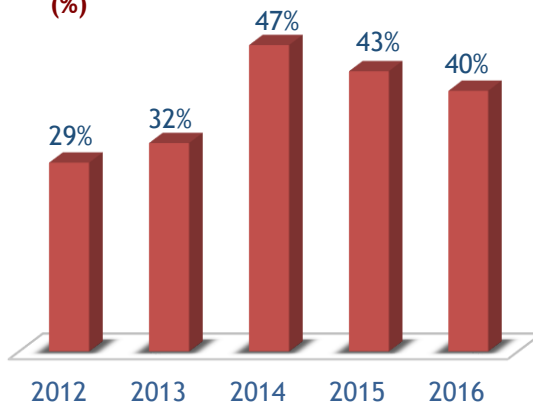
EBITDA Margin (%)



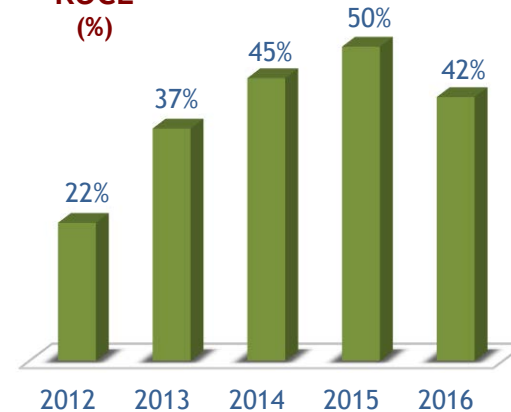
Net Margin (%)



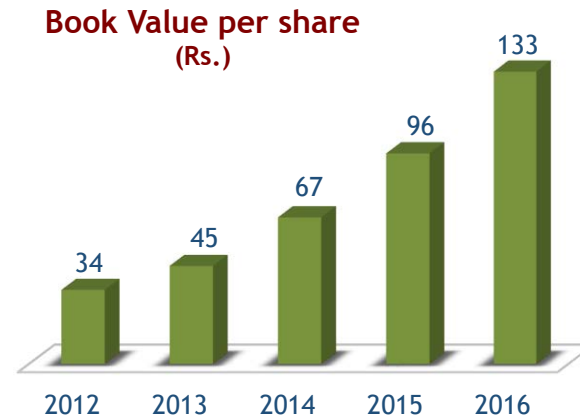
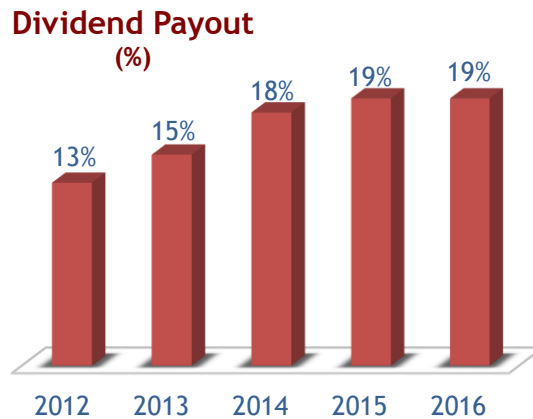
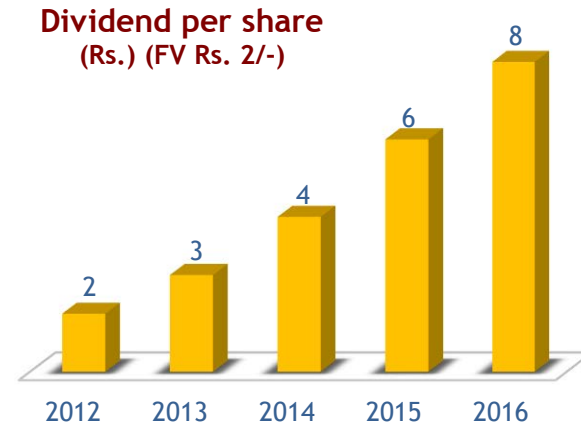
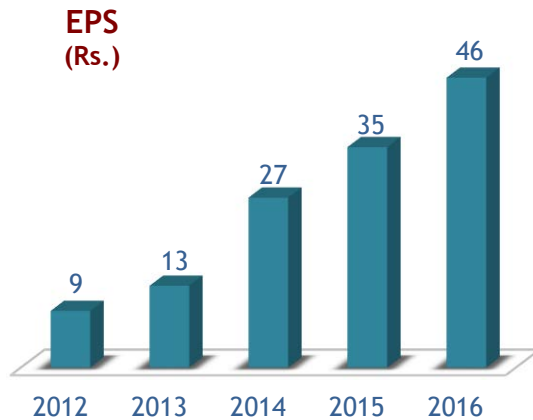
RONW (%)



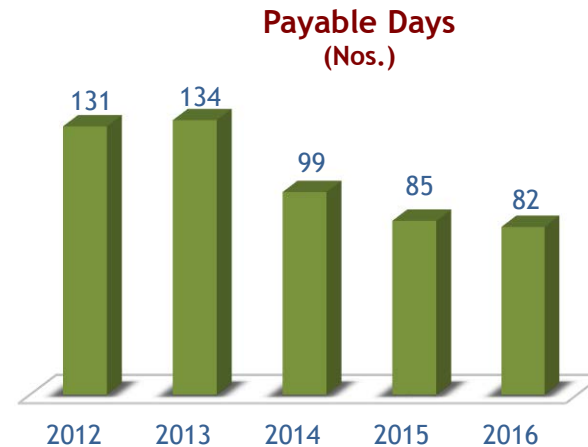
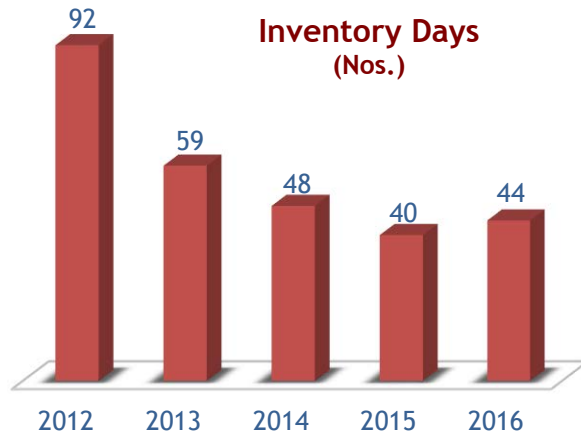
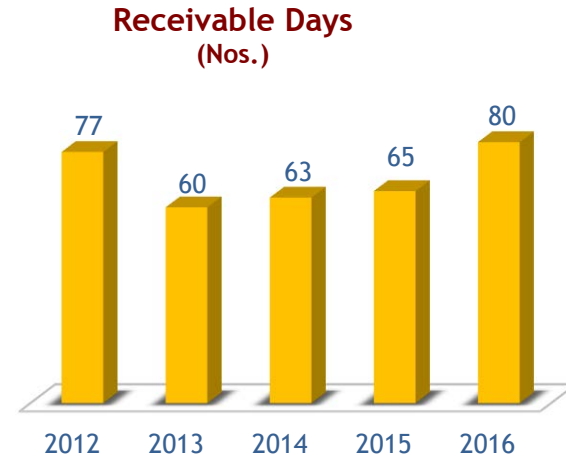
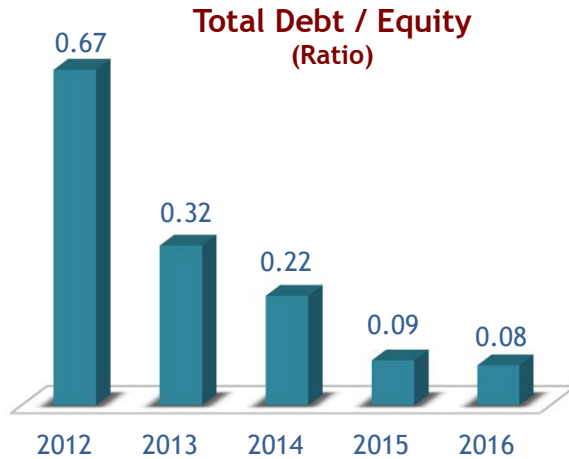
ROCE (%)



Consistent Track Record (Consolidated)



Consistent Track Record (Consolidated)



For updates and company information please visit our website:

www.ajantapharma.com

For specific queries, contact:

Rajeev Agarwal

rajeev.agarwal@ajantapharma.com

022-66061377

Ajanta Pharma Limited

Ajanta House, Charkop, Kandivli (W), Mumbai 400 067

CIN No. - L24230MH1979PLC022059

THANK YOU!

NSE Symbol : AJANTPHARM ISIN: INE031B01031

BSE Symbol : AJANTAPH Code: 532331

Disclaimer

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.