



ajanta pharma limited

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30th January, 2019

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

Dear Sir/Madam,

We refer to the Unaudited financial results for the quarter ended 31st December 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

Q3 FY 2019

30th January 2019



ajanta

1

India Business

2

Global Business

3

Infrastructure

4

Financial Highlights





India Business



India Branded Generics

-  **15 Divisions**
for 4 segments
-  **3,000+ MRs**
Building efficiency
-  **270+**
Product Basket
-  **1st to Market**
Products

Continue to focus on 4 Therapeutic Segments

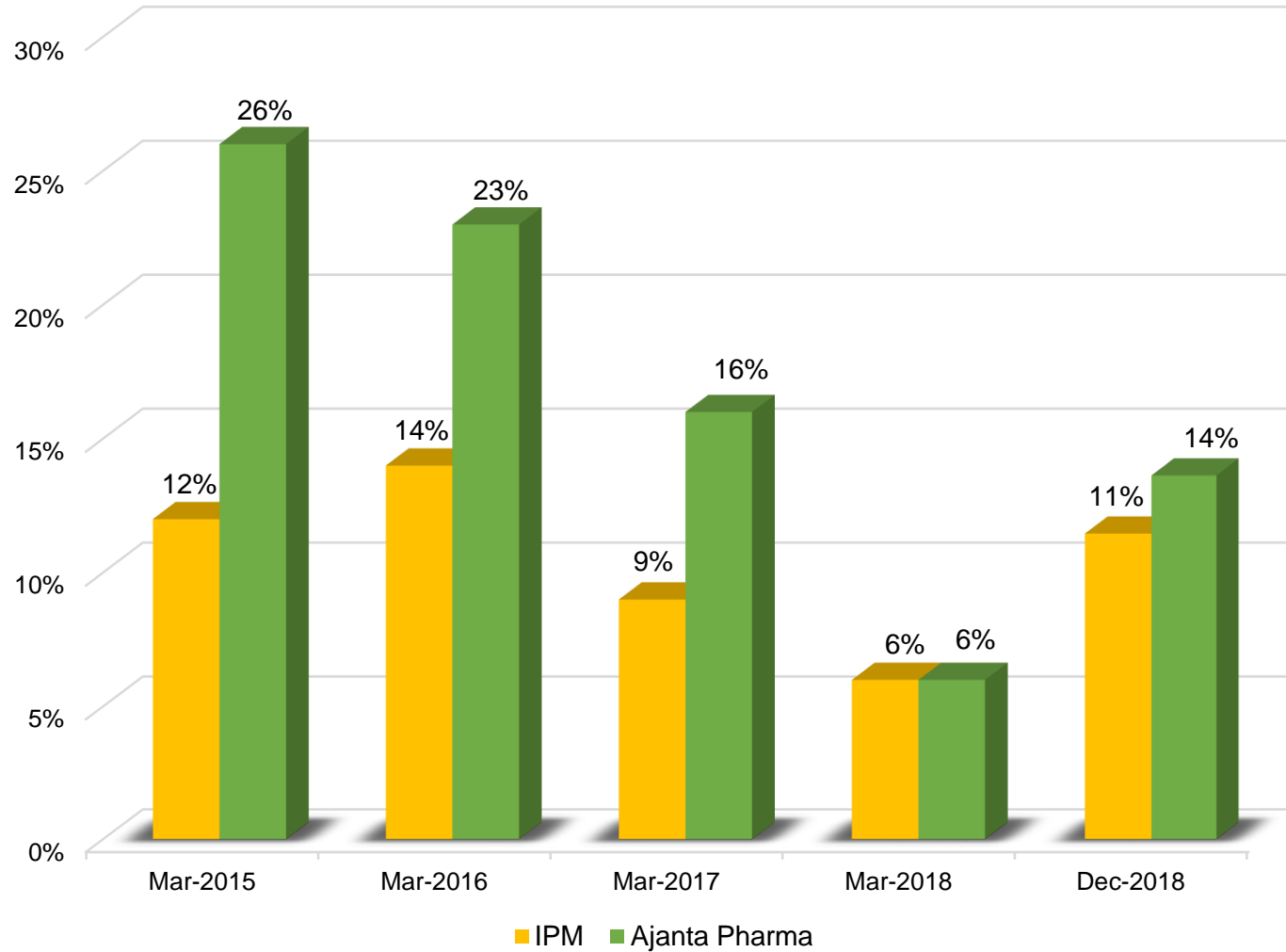


IPM - Ranking

	Mar 2005	Dec 2017	Dec 2018
Ophthal	28	2	3
Derma	98	14	13
Cardio	38	16	17
Pain	NA	42	41
Ajanta	88	32	32



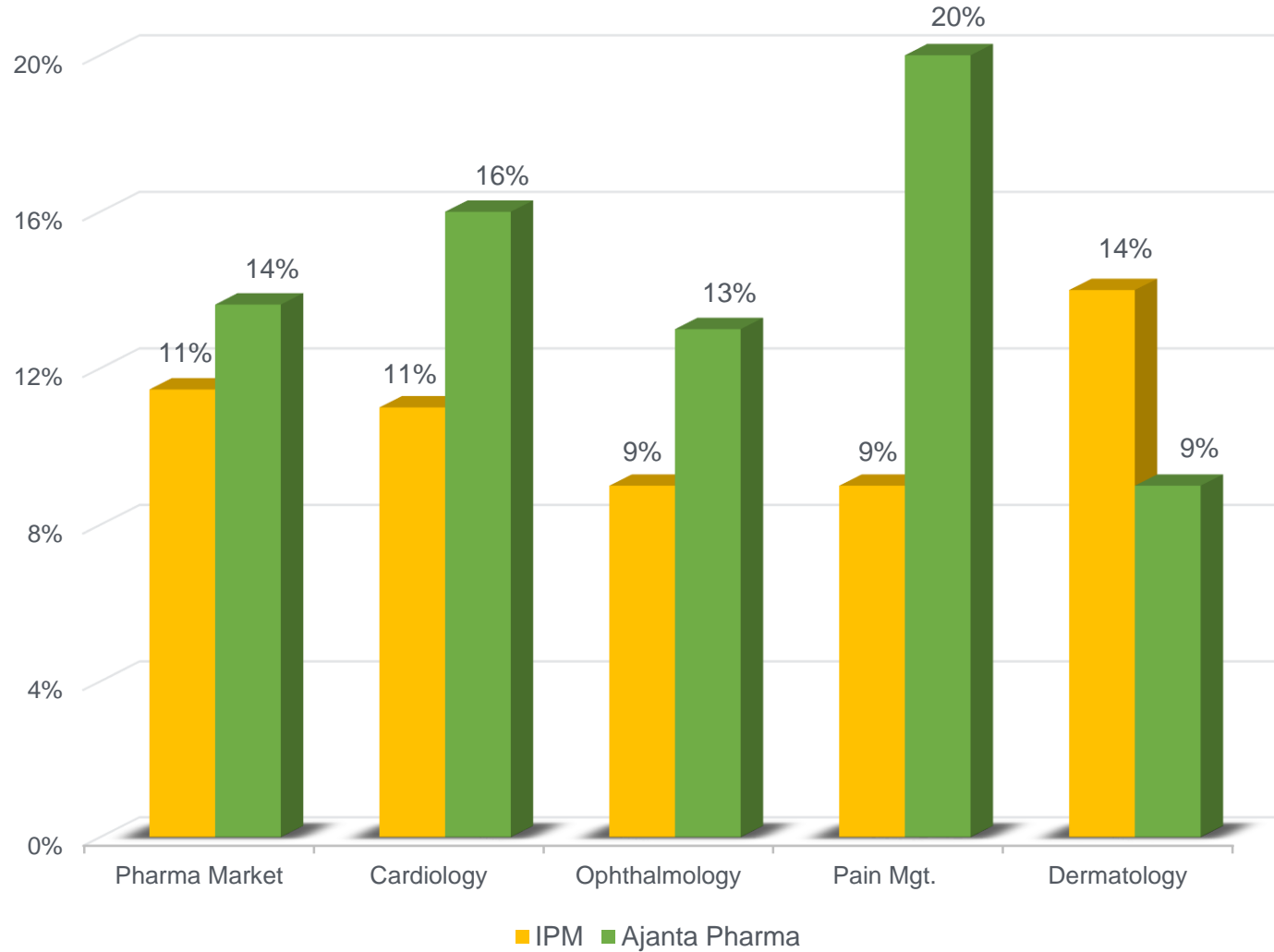
Industry Growth



IPM = Indian Pharmaceutical Market
Source: IMS MAT, December 2018



Segment Growth

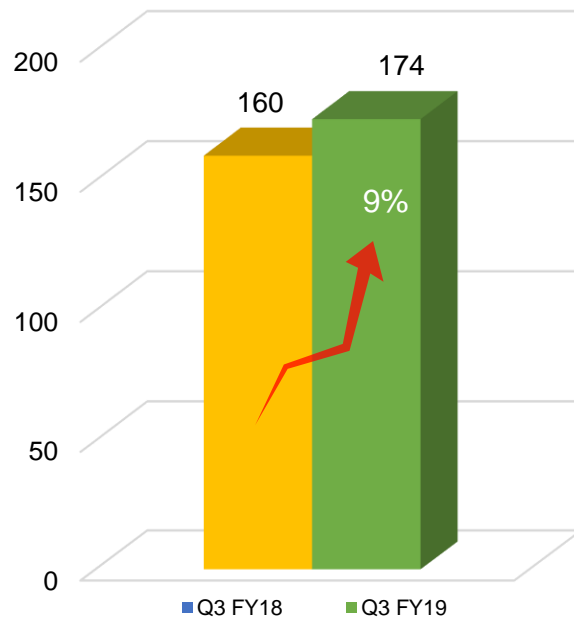


IPM = Indian Pharmaceutical Market
Source: IMS MAT, December 2018

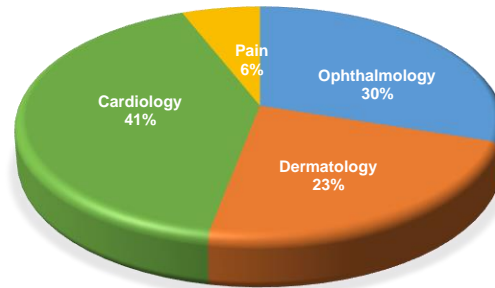


India Sales

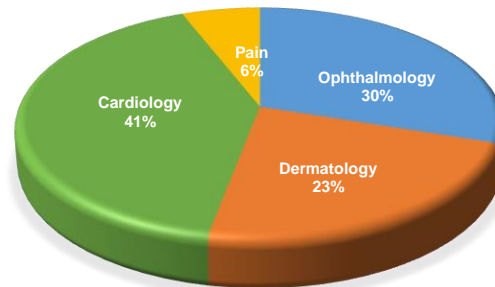
India Sales – Q3 (Rs. cr.)



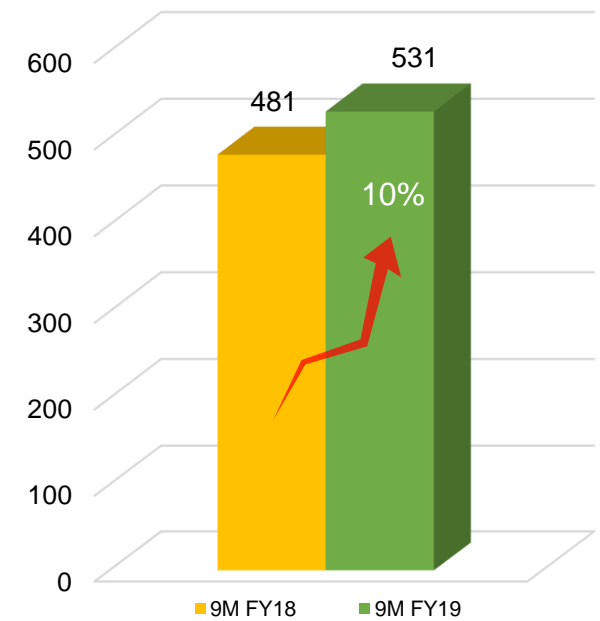
IMS MAT Dec. 2018



IMS MAT Dec. 2017



India Sales – 9M (Rs. cr.)

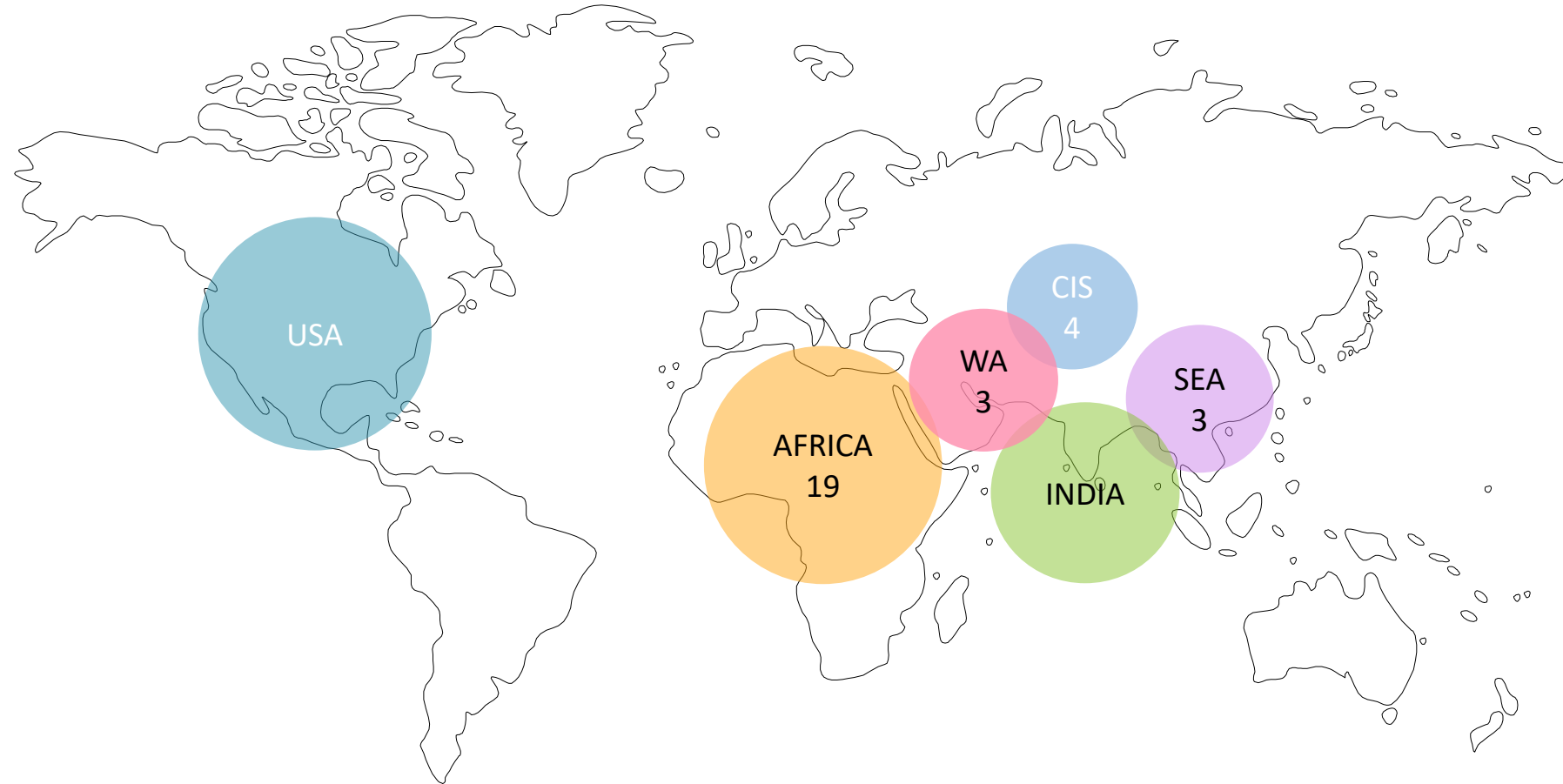




Global Business



Global Presence

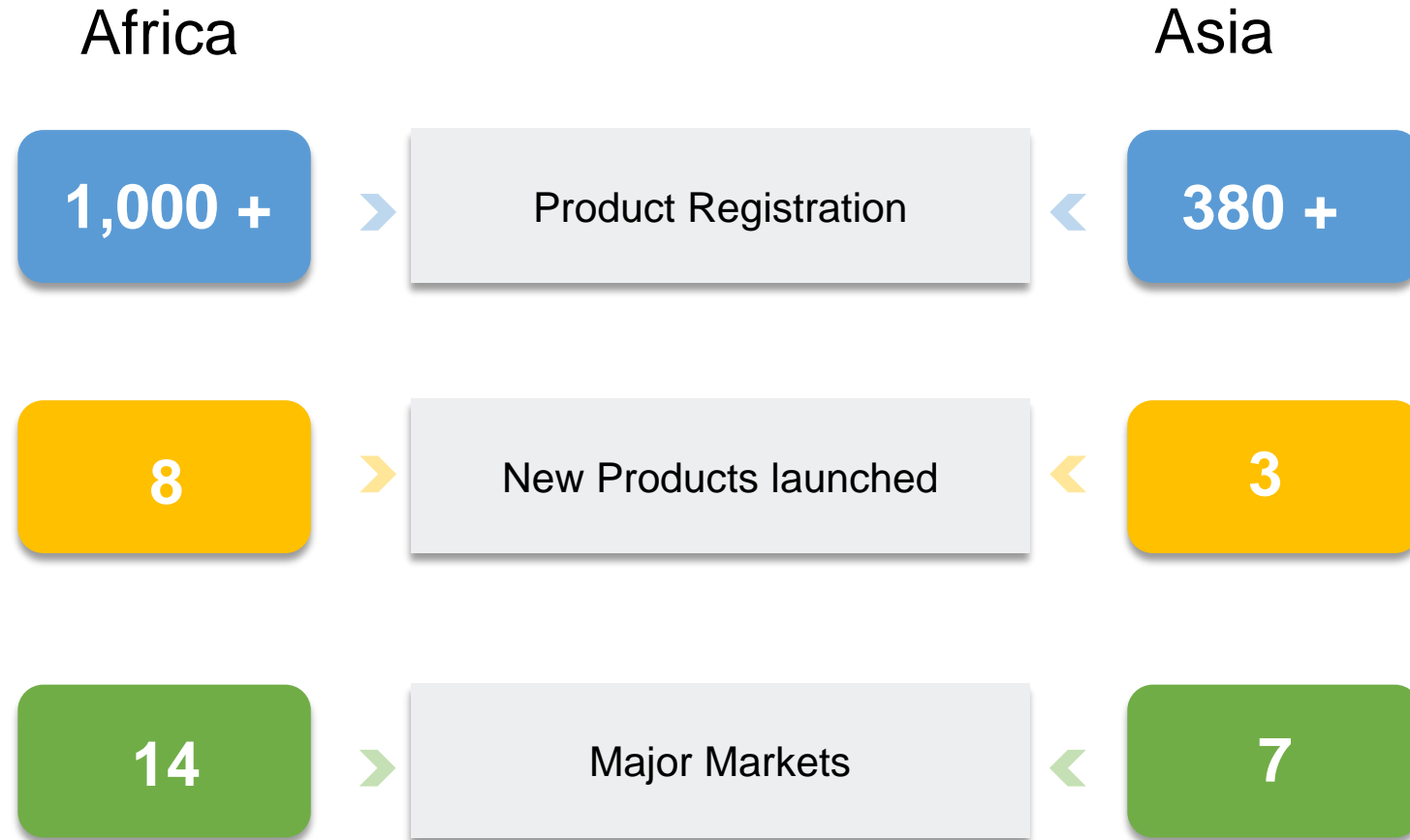


CIS – Commonwealth of Independent States
SEA – South East Asia
USA – United States of America
WA – West Asia

Figures represent no. of countries we are present



Branded Generic Business in Emerging Markets



USA ANDA Approval Status as of 31st December 2018

24

Final Approvals

2 in Q3 FY 2019
7 in 9MFY 2019

21 Products on
shelf

4

Tentative Approvals

0 in Q3 FY 2019
3 in 9M FY 2019

Gaining market
share in select
products with
focused approach

17

Under Approval

Phased out few
unviable products

~10-12

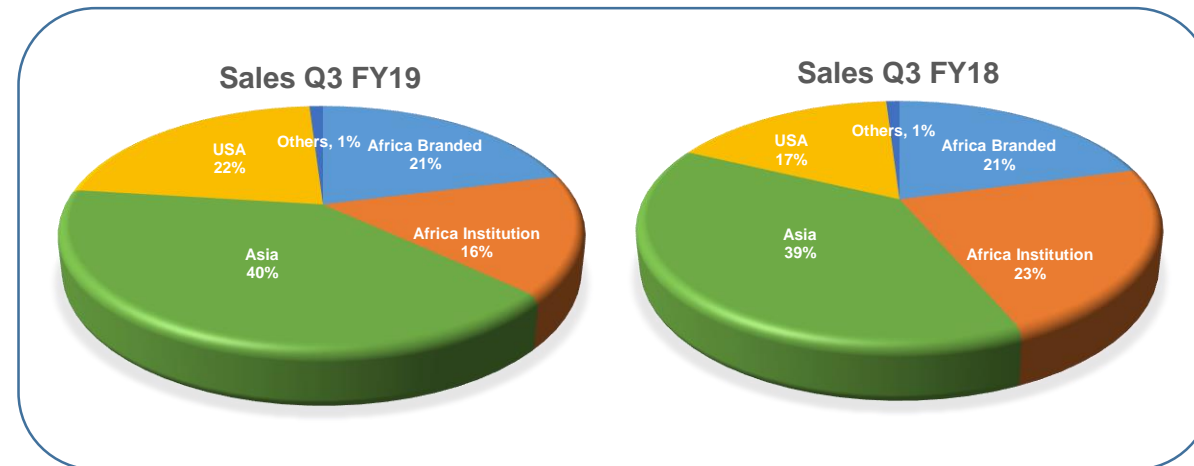
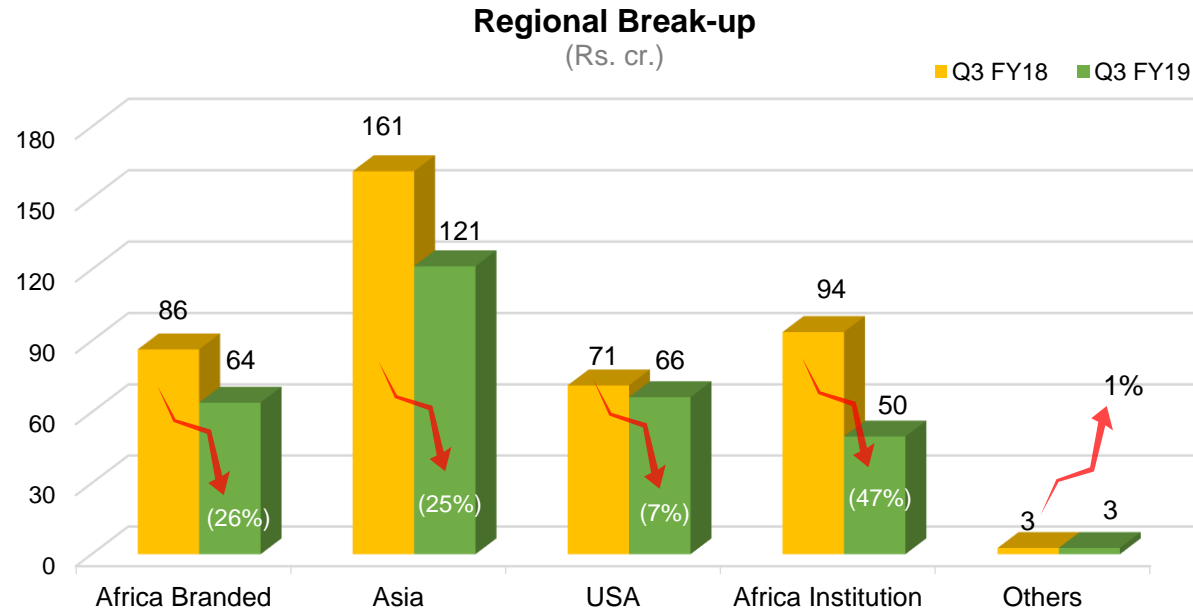
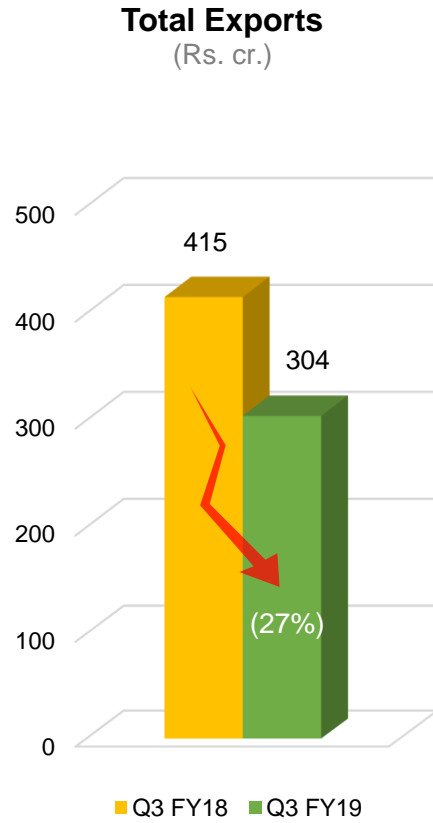
Filing Target

6 in Q3 FY 2019
8 in 9M FY 2019

Continue to focus
on better
execution for
customer delight



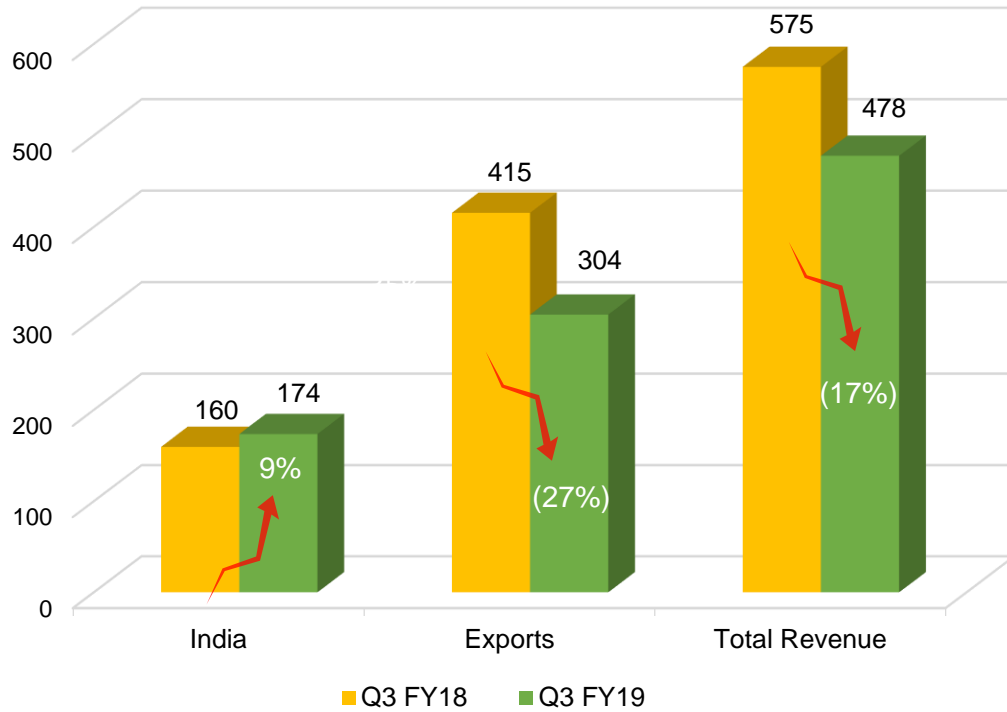
Export Sales – Q3 (Consolidated)





Total Consolidated Sales – Q3

Regional Break-up
(Rs. cr.)

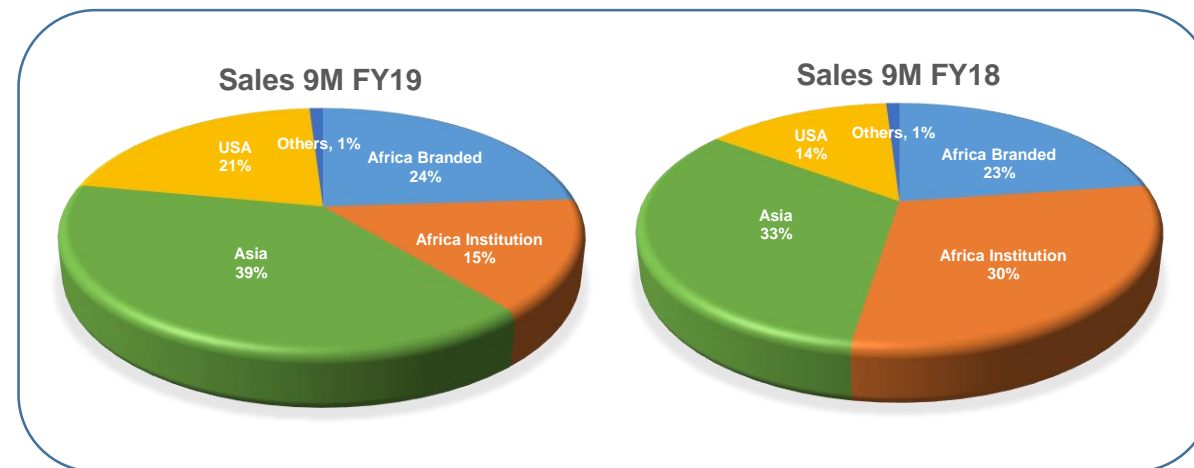
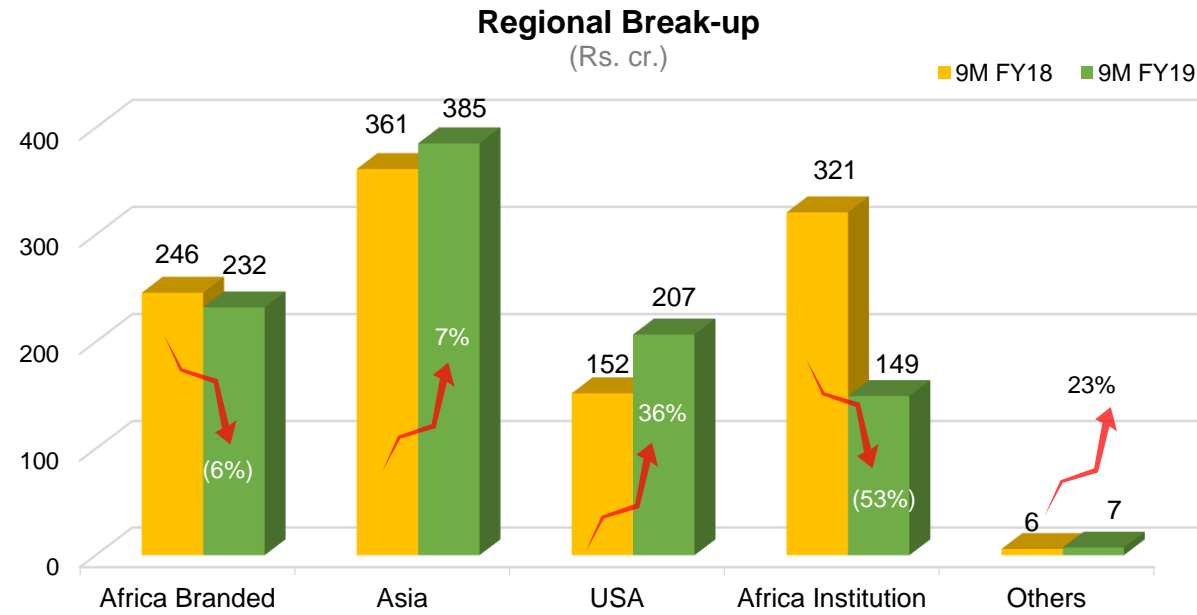
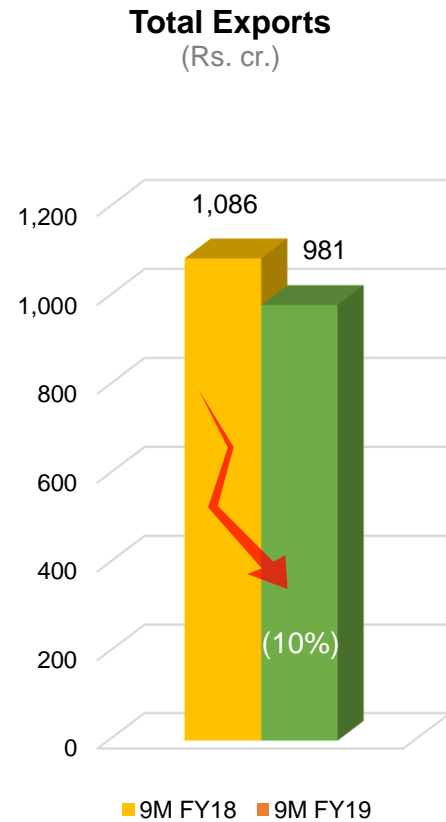


Rs. cr.

	Q3 FY 2018	Q3 FY 2019	Grth
India	160	174	9%
Exports	415	304	(27%)
Total Revenue	575	478	(17%)



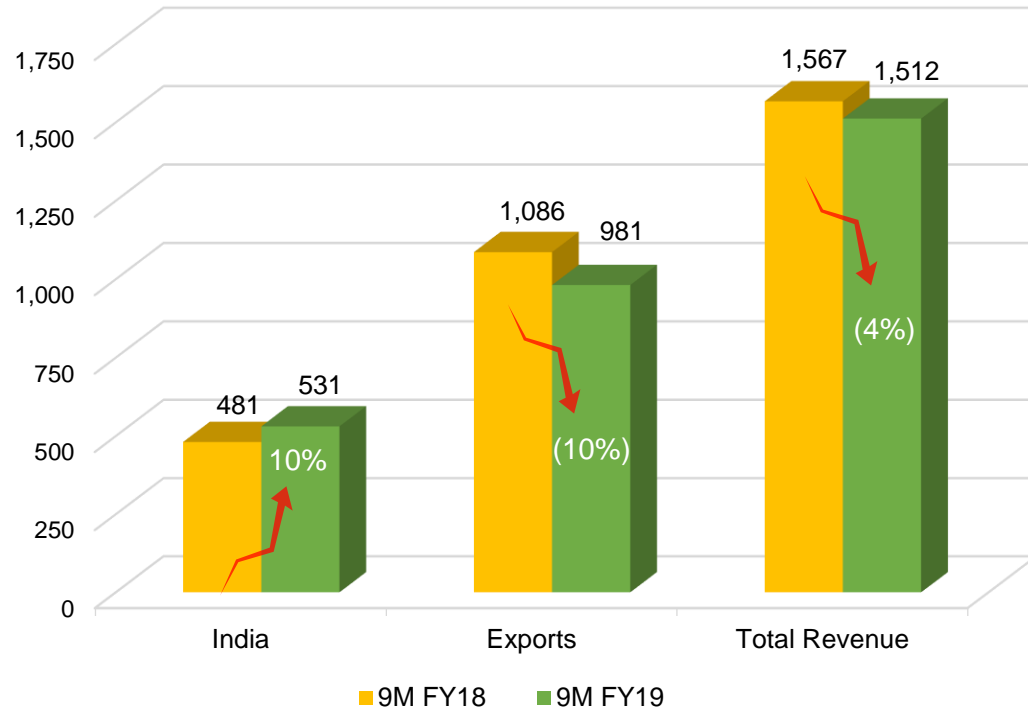
Export Sales – 9M (Consolidated)





Total Consolidated Sales – 9M

Regional Break-up
(Rs. cr.)



Rs. cr.

	9M FY 2018	9M FY 2019	Grth
India	481	531	10%
Exports	1,086	981	(10%)
Total Revenue	1,567	1,512	(4%)



Infrastructure



Enabling Infrastructure

Formulation Manufacturing

- 3 facilities in Aurangabad, Maharashtra
- 1 facility at Dahej, Gujarat
- 1 facility at Guwahati, Assam
- New facility coming up at Pithampur, Madhya Pradesh
- One facility at Mauritius

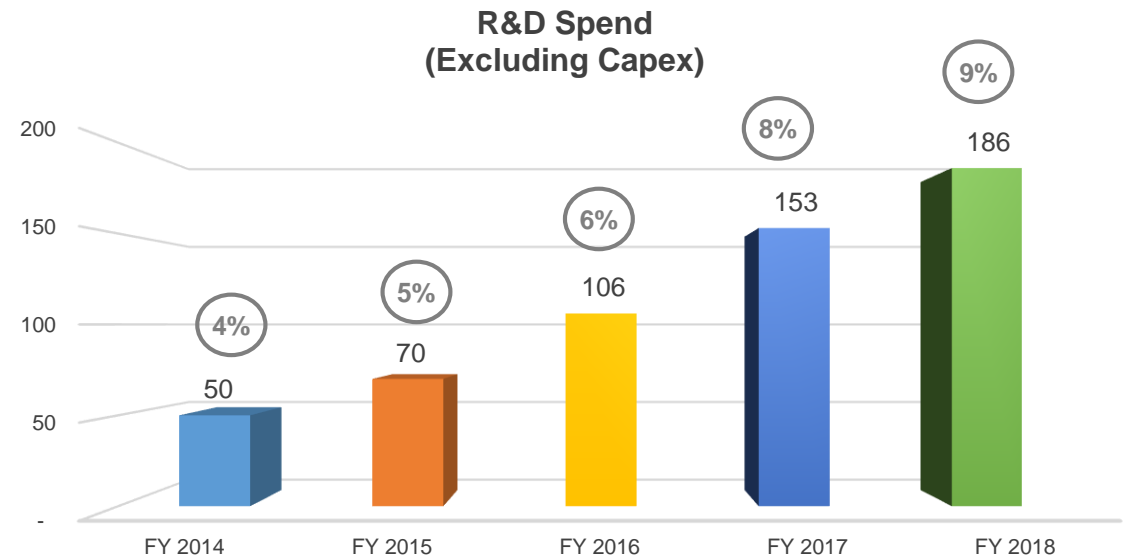
API Manufacturing

- One Facility at Waluj, Aurangabad, Maharashtra (Captive Consumption)



Revenue Expenses

Q3 FY 2019	9M FY 2019
Rs. 45 cr. (9%)	Rs. 136 cr. (9%)
Q3 FY 2018 Rs. 43 cr. (7%)	9M FY 2018 Rs. 140 cr. (9%)





Financial Highlights



P&L Synopsis – Q3 FY 2019 (Consolidated)

Rs. cr.	Q3 FY 2019	%	Q3 FY 2018	%	% Growth
Exports	304	63%	415	71%	(27%)
Domestic	174	36%	160	27%	9%
Other Op. Income	7	1%	12	2%	(39%)
Income from Operations	485		587		(17%)
EBITDA	107	22%	198	34%	(46%)
PBT	93	19%	198	34%	(53%)
PAT	67	14%	147	25%	(55%)
Total Comprehensive Income	67	14%	147	25%	(55%)



Detailed P&L – Q3 FY 2019 (Consolidated)

Rs. cr.	Q3 FY 2019		Q3 FY 2018	
Income from Operations	485		587	
Other Income	5	1%	15	2%
Total Income	490		602	
Materials consumed	98	20%	110	18%
Employee Benefit	113	23%	95	16%
Finance Cost	0	0%	0	0%
Depreciation	19	4%	15	2%
Other Expenses	167	34%	184	31%
Total expenses	397	81%	405	67%
Profit before tax	93	19%	198	33%
Tax Expense	26	5%	50	8%
Net Profit	67	14%	147	24%
Other Comprehensive Income	(0)		(1)	
Total Comprehensive Income	67	14%	147	24%
EBITDA	107		198	



P&L Synopsis – 9M FY 2019 (Consolidated)

Rs. cr.	9M FY 2019	%	9M FY 2018	%	% Growth
Exports	981	64%	1,086	68%	(10%)
Domestic	531	34%	481	30%	10%
Other Op. Income	28	2%	33	2%	(15%)
Income from Operations	1,540		1,601		(4%)
EBITDA	439	29%	509	32%	(14%)
PBT	405	26%	495	31%	(18%)
PAT	298	19%	374	23%	(20%)
Total Comprehensive Income	295	19%	377	24%	(22%)



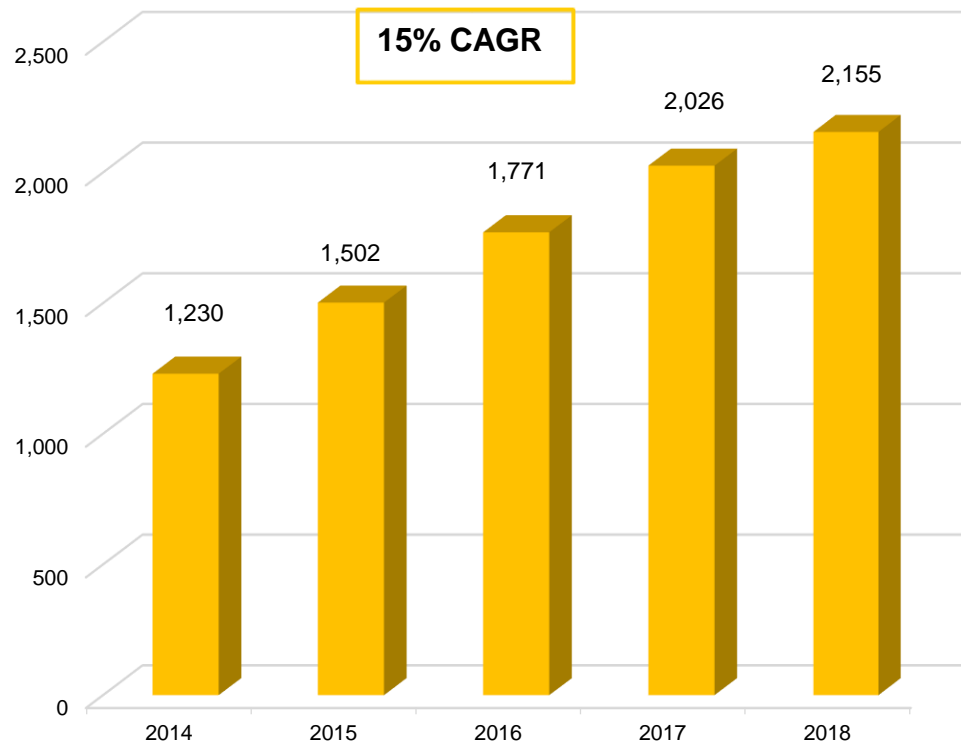
Detailed P&L – 9M FY 2019 (Consolidated)

Rs. cr.	9M FY 2019		9M FY 2018	
Income from Operations	1,540		1,601	
Other Income	20	1%	20	1%
Total Income	1,560		1,621	
Materials consumed	278	18%	313	19%
Employee Benefit	323	21%	271	17%
Finance Cost	0	0%	0	0%
Depreciation	53	3%	43	3%
Other Expenses	501	32%	499	31%
Total expenses	1,155	74%	1,126	69%
Profit before tax	405	26%	495	31%
Tax Expense	107	7%	120	7%
Net Profit	298	19%	374	23%
Other Comprehensive Income	(3)		3	
Total Comprehensive Income	295	19%	377	23%
EBITDA	439		509	

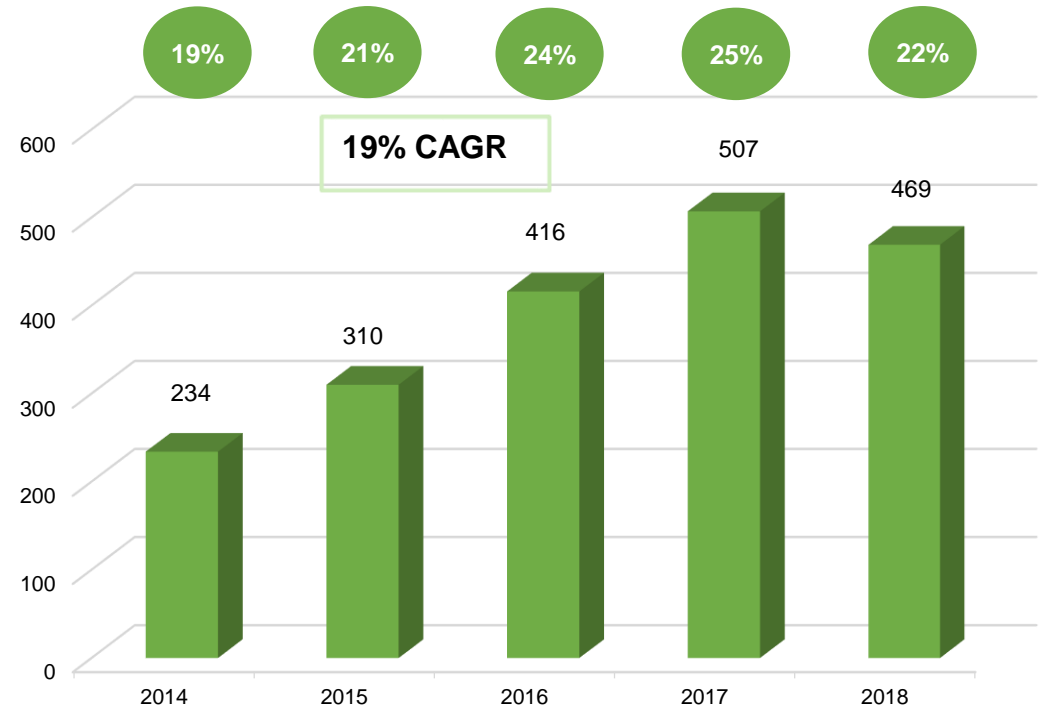


5 Year Track Record (Consolidated)

Consolidated Total Income
(Rs. cr.)

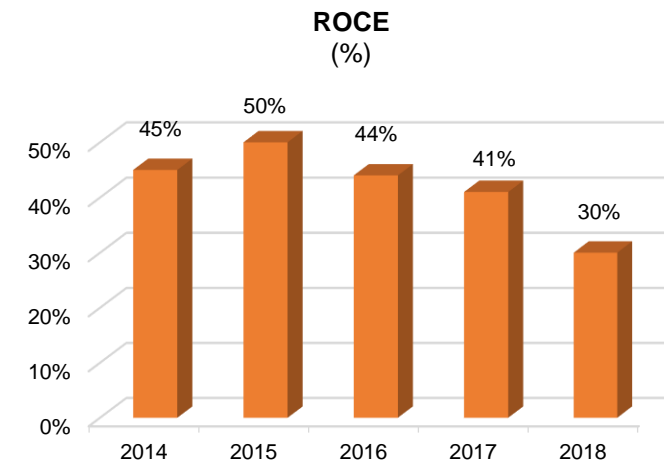
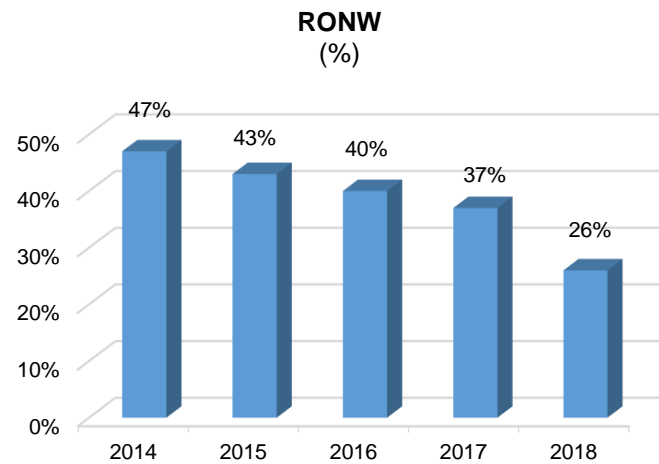
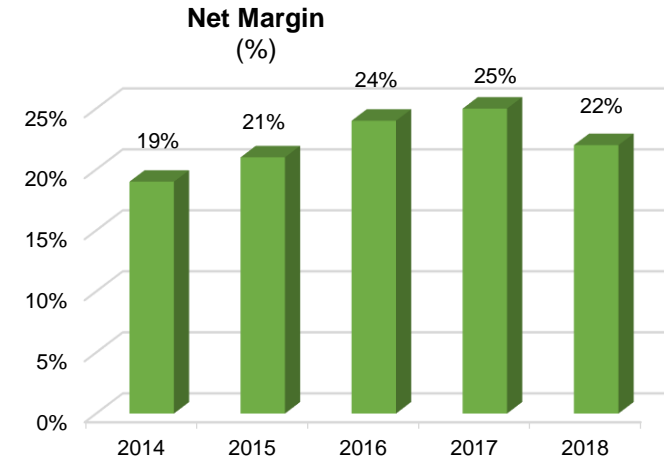
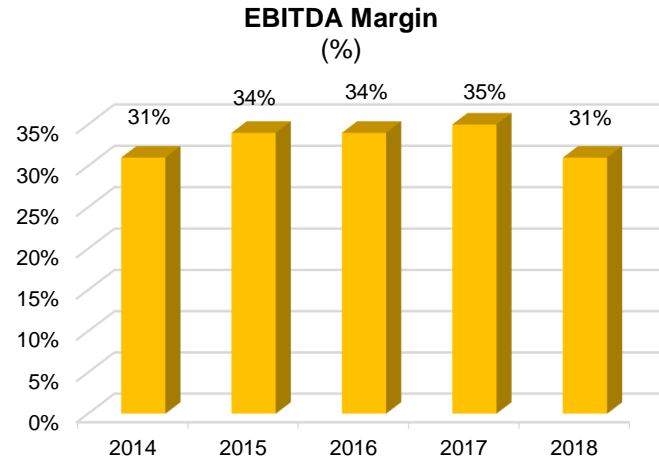


PAT (Rs. cr.) & PAT Margin (%)



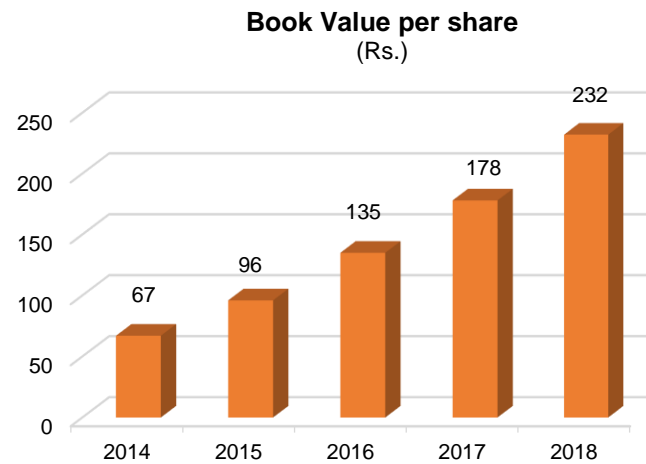
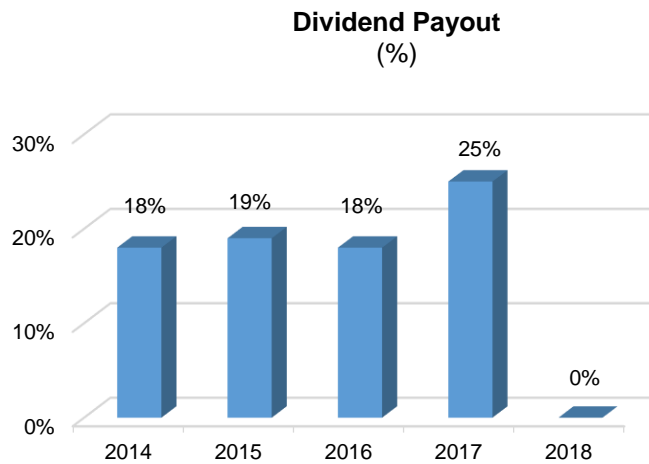
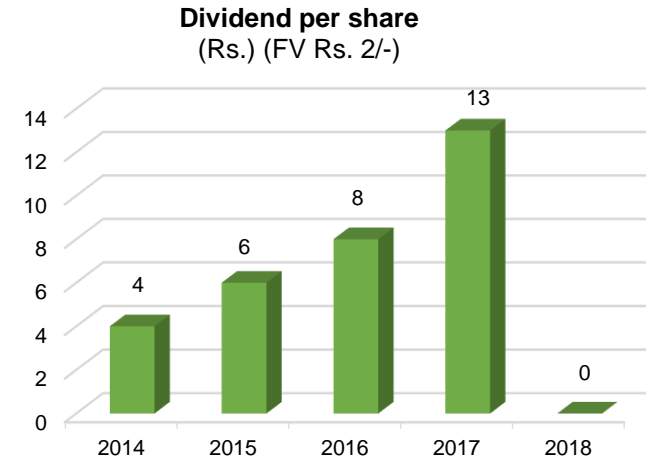
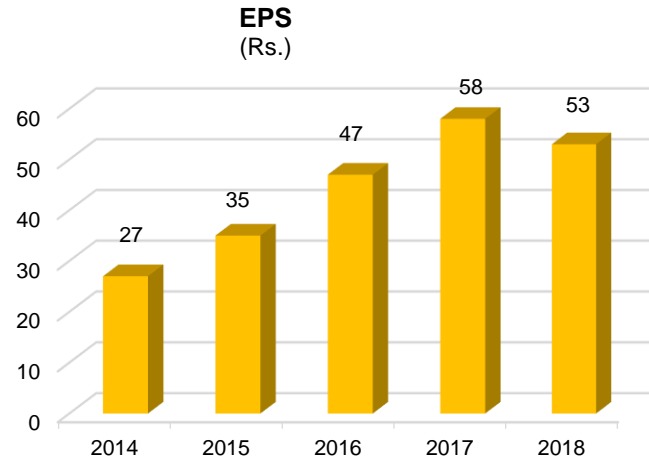


5 Year Track Record (Consolidated)





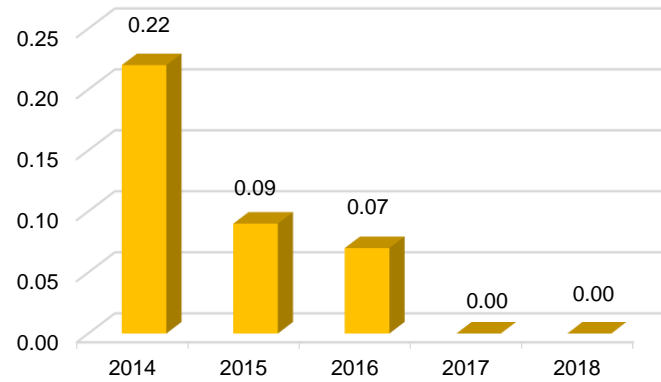
5 Year Track Record (Consolidated)



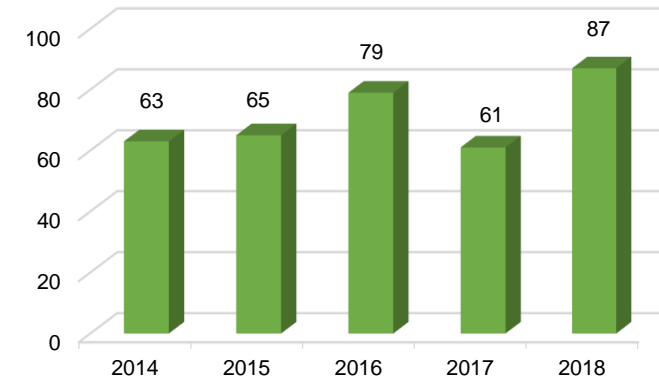


5 Year Track Record (Consolidated)

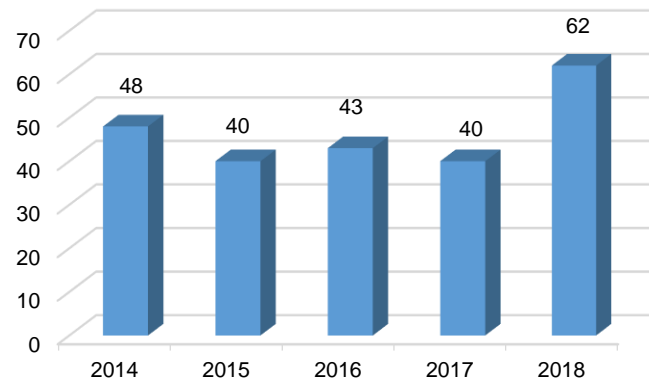
Total Debt / Equity
(Ratio.)



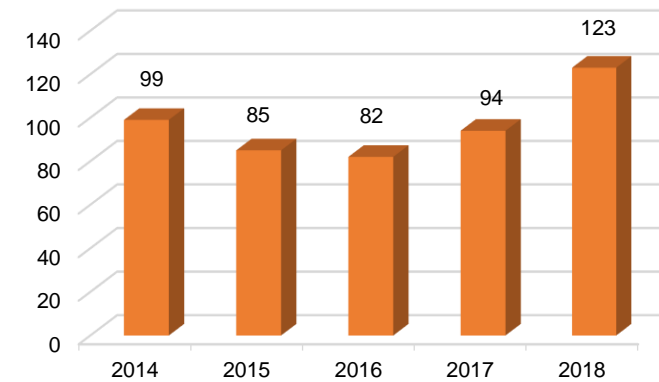
Receivable Days
(Nos.)



Inventory Days
(Nos.)



Payable Days
(Nos.)



Thank You

For updates and company information please visit our website:

www.ajantapharma.com

For specific queries, contact:

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CIN No. - L24230MH1979PLC022059



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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.

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