

9th August, 2017

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

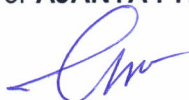
Dear Sir/Madam,

We refer to the Unaudited financial results for the quarter ended 30th June, 2017 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**
AVP - Legal &
Company Secretary

Encl.: a/a

Investor Presentation

1st Qtr - FY 2018

9th August 2017



Content



India

GST Impact



Exports

Rupee appreciation impacts



Financial Highlights

1st de-growth in 10 years



Infrastructure

Progressing well

India



India Sales - Q1

Specialty
Segment



- Cardiology
- Ophthalmology
- Dermatology
- Pain Management

Focused
Marketing



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

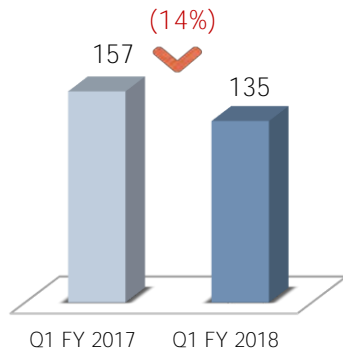
Established
Player



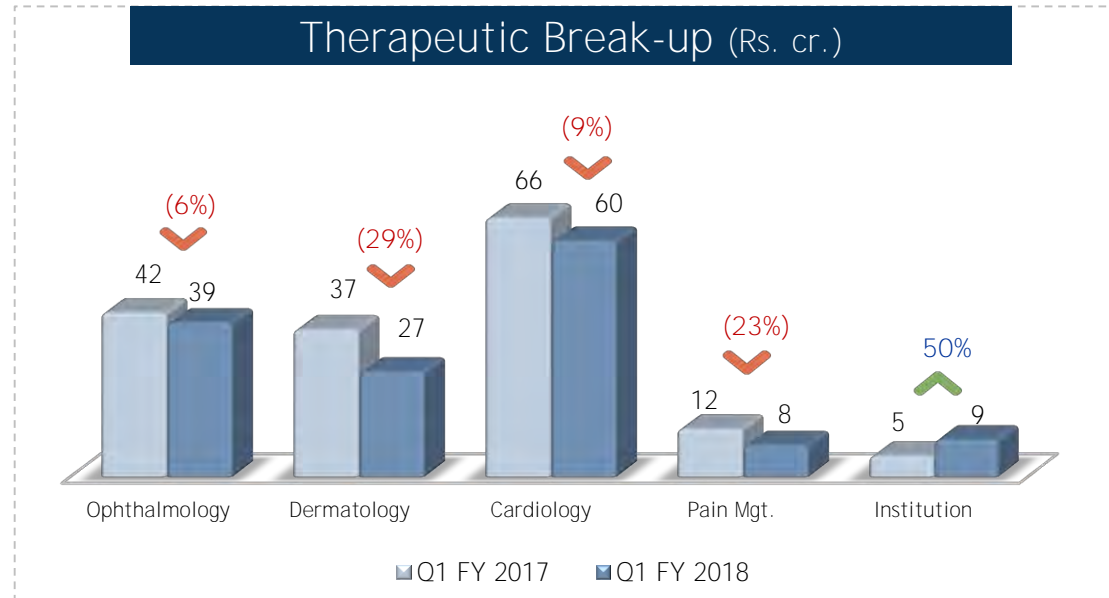
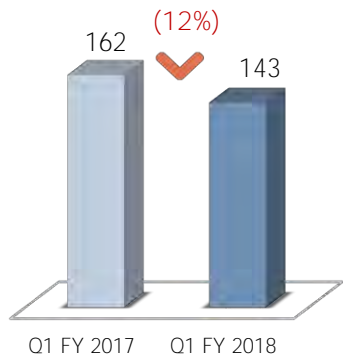
- Leadership in sub therapeutic segments
- Strong Brand Equity
- Consistent Innovation
- Major chronic portfolio

India Sales - Q1

India Branded Sales# (Rs. cr.)



Total India Sales@ (Rs. cr.)



	Rs. cr.		
	Q1 FY 2017	Q1 FY 2018	Gth
Ophthalmology	42	39	(6%)
Dermatology	37	27	(29%)
Cardiology	66	60	(9%)
Pain Mgt.	12	9	(23%)
Institution	5	8	50%
Total	162	143	(12%)

Source: Company
Gross Revenue incl. Excise Duty

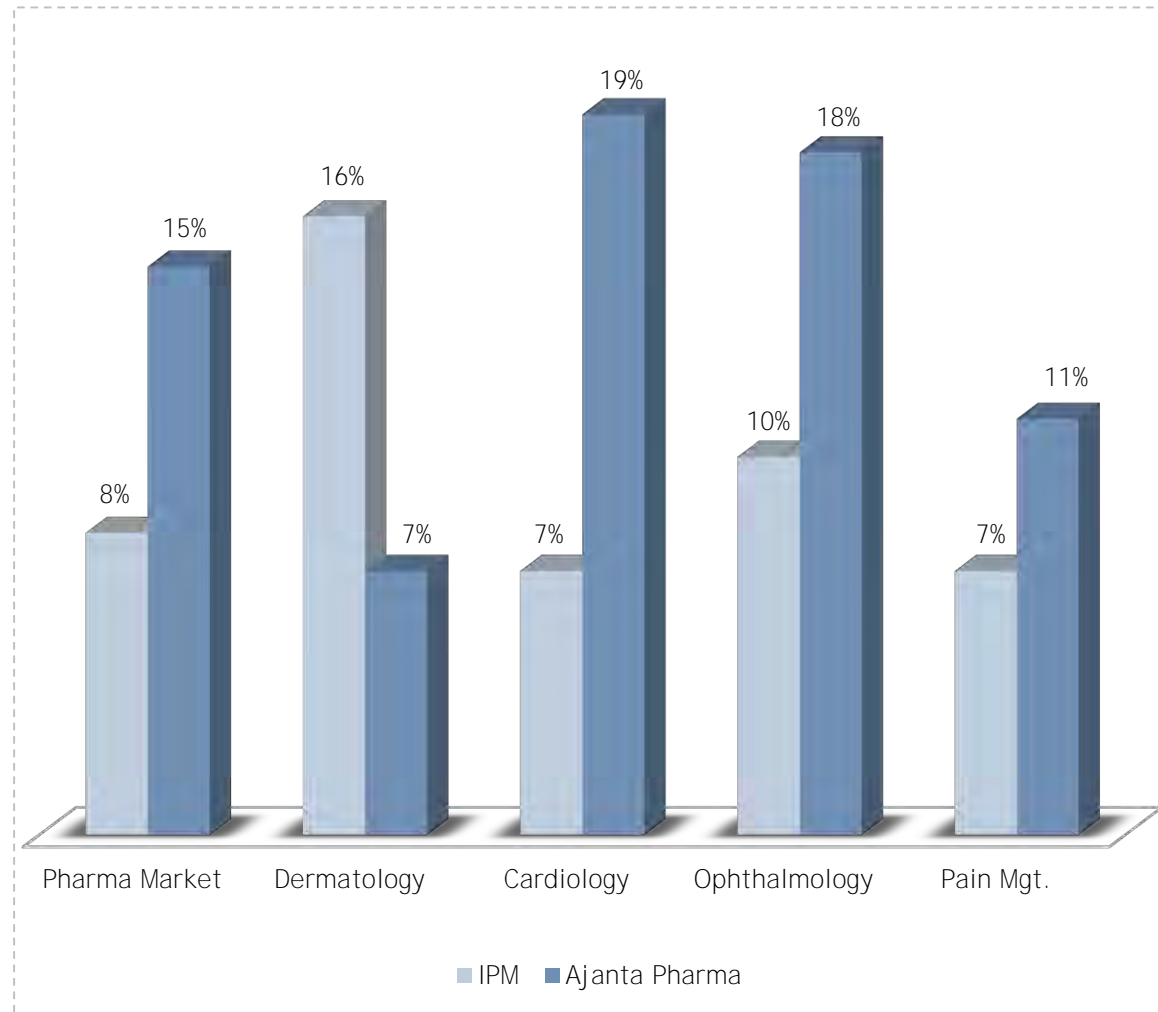
= excluding institution
@ = including institution

Faster than Industry - IPM



IPM = Indian Pharmaceutical Market
Source: IMS MAT

Within Segments Ajanta Way Ahead



IPM = Indian Pharmaceutical Market
Source: IMS MAT June 2017

IPM - Ranking

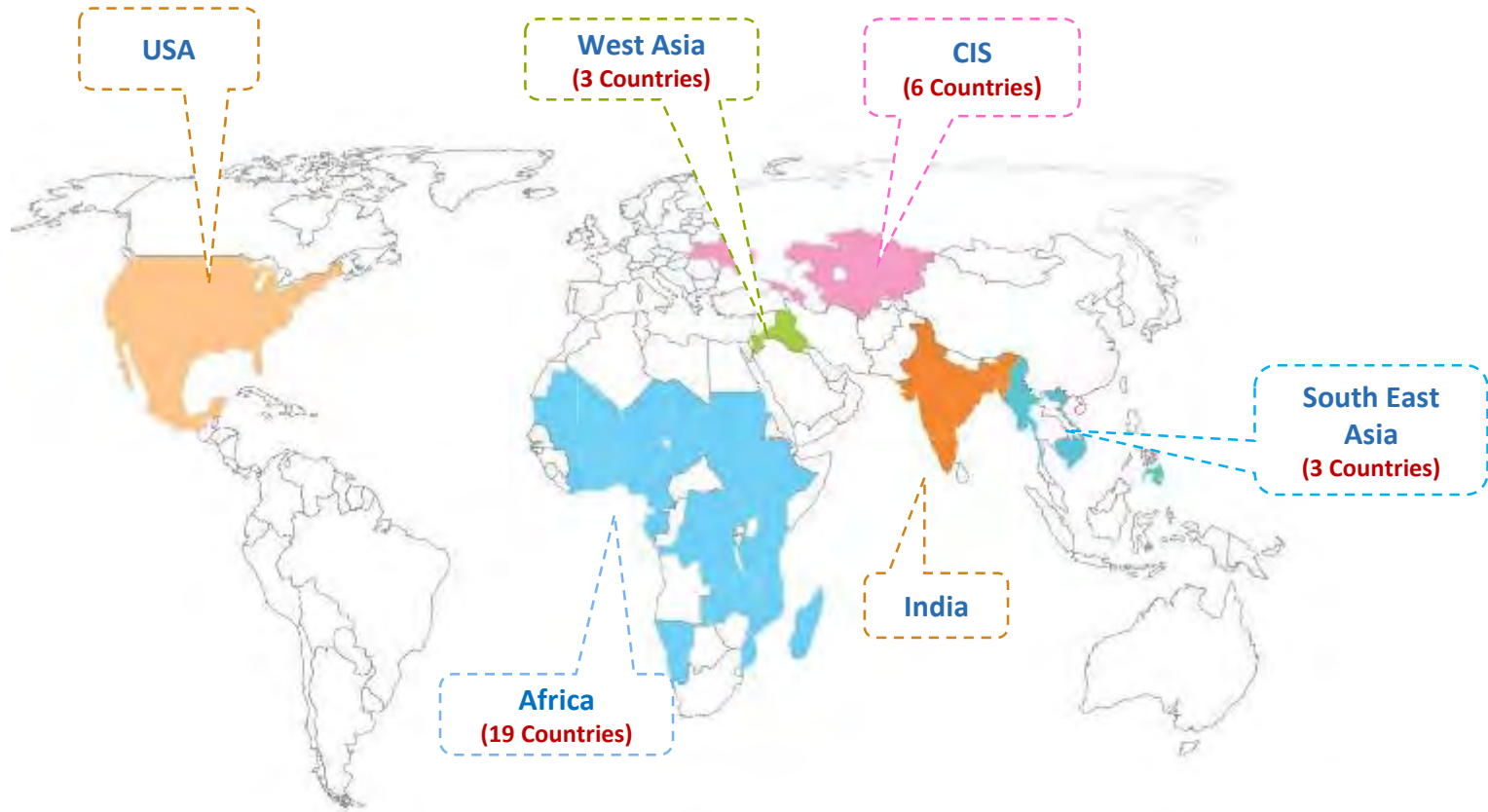
Rank	Jun 2017	Jun 2016	Mar 2005
Ophthal	3	5	28
Derma	13	13	98
Cardio	19	20	38
Pain	45	44	NA
Ajanta	33	33	88

IPM = Indian Pharmaceutical Market
Source: IMS

Exports



Global Presence



USA - The Emerging Star



ANDA Status

- Approval : Final - 18, Tentative - 2
- Under approval : 15
- Filing target for FY 2018 : 12 to 15

Sales & Marketing

- 13 Products commercialized
- More products scheduled for launch in FY 2018
- Focus on Oral Solid
- Mix of Para II, III & IV

Africa - Mixed Bag



Africa – 19 countries

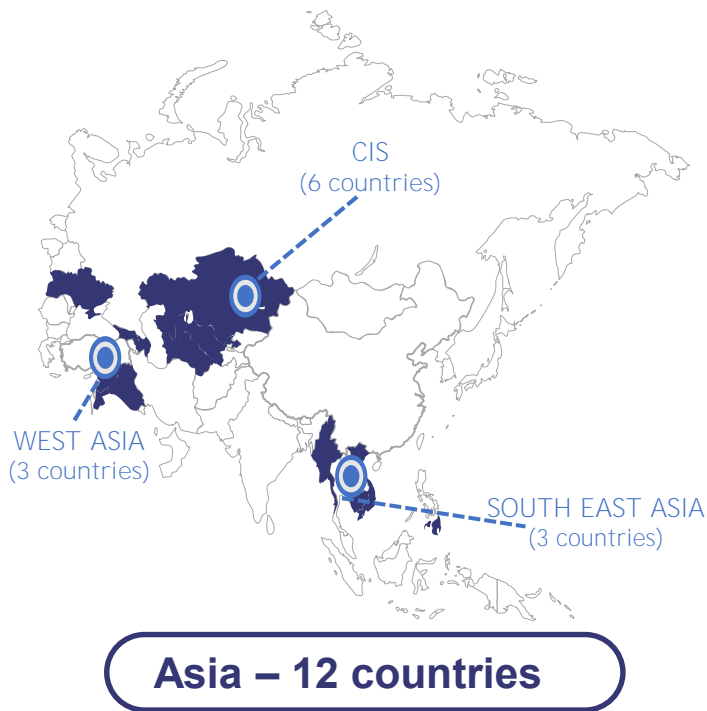
Products

- Product Registrations - 1,310
- Segments - Anti Malaria, Multivitamin, Cardio, Antibiotic, Gynaec, MED, Pain

Sales & Marketing

- Field Strength - 371
- Currency challenges settling slowly
- Institution business shrinks

Asia - Gaining Momentum



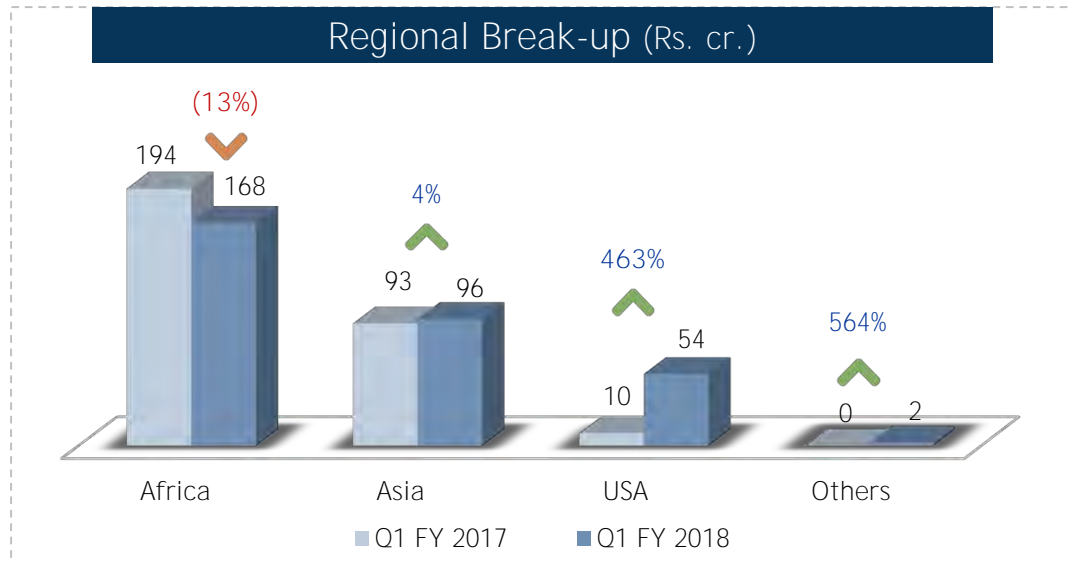
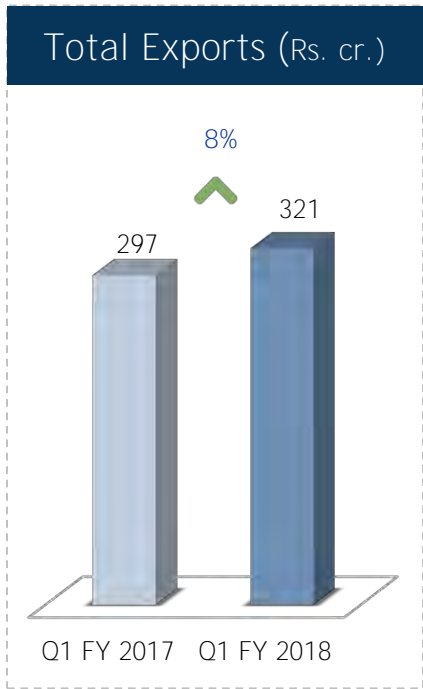
Products

- Product Registration - 349
- Segments - Cardio, Pain, MED, GI, Antibiotic, Derma, Anti Histamine

Sales & Marketing

- Field Strength - 333
- Enhanced focus showing results
- Further thrust with more product addition

Export Sales - Q1 (Consolidated)

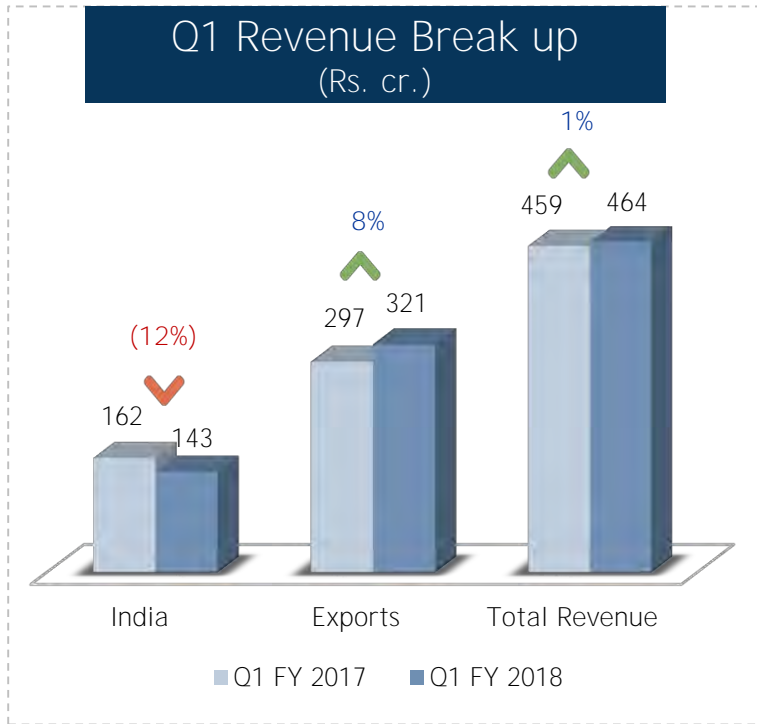


	Rs. cr.		
	Q1 FY 2017	Q1 FY 2018	Gth
Africa	194	168	(13%)
Asia	93	96	4%
USA	10	54	463%
Others	0	2	564%
Total	297	321	8%

Source: Company



Total Sales (Consolidated)



	Rs. cr.		
	Q1 FY 2017	Q1 FY 2018	Gth
India	162	143	(12%)
Exports	297	321	8%
Total Revenue	459	464	1%

Infrastructure



Prepared for Next Growth

Formulation Manufacturing

- 3 existing facilities in Aurangabad, Maharashtra (1 USFDA & WHO Pre-Q approved)
- 1 Facility at Mauritius
- Dahej (Gujarat) - Commercial operation began in April 2017 (US FDA inspection complete)
- Guwahati (Assam) - First phase commissioned, 2nd phase by Q4 FY 2018

API Manufacturing

- 1 Facility at Waluj (Aurangabad) - Captive Consumption



API Plant - Waluj

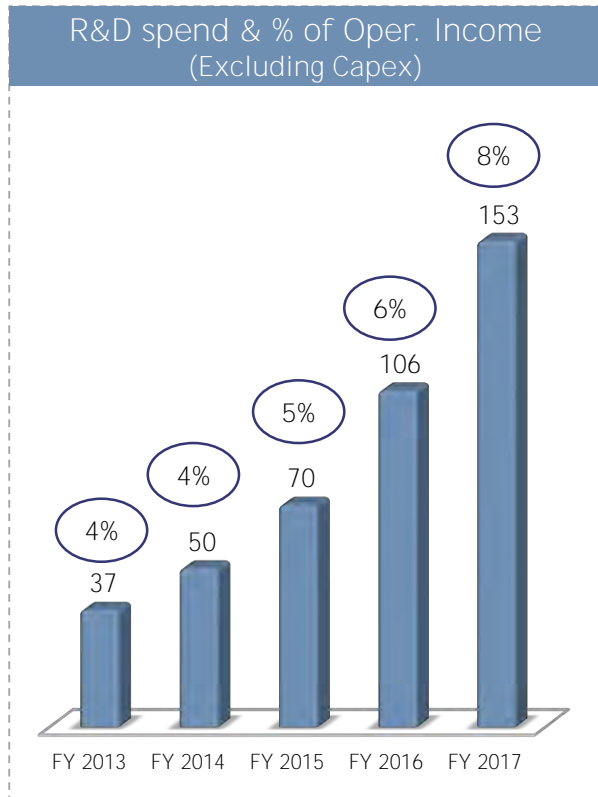


Paithan Plant



Dahej Plant

R&D Thrust



Financial Highlights



P&L Synopsis - Q1 FY 2018 (Consolidated)

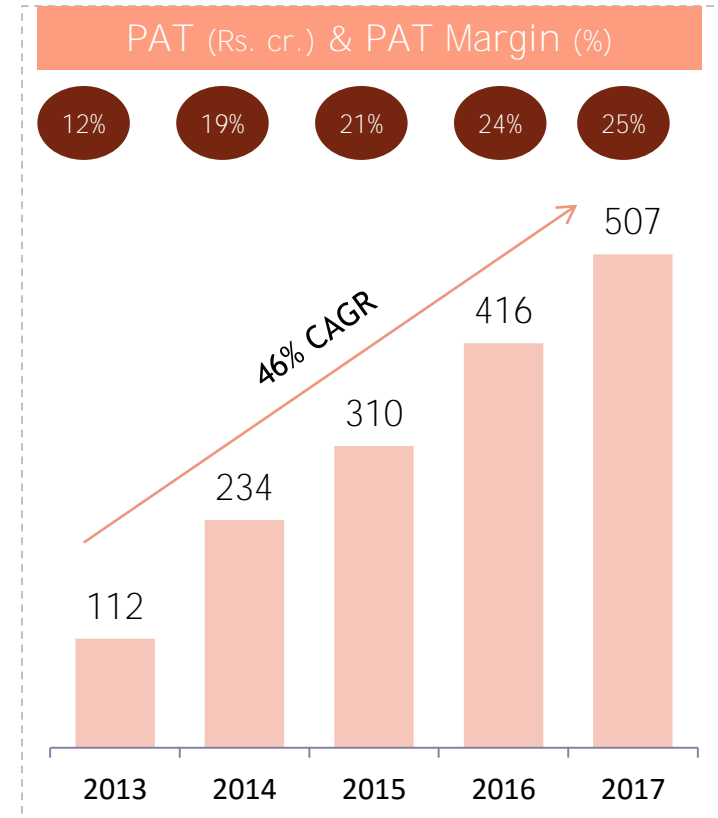
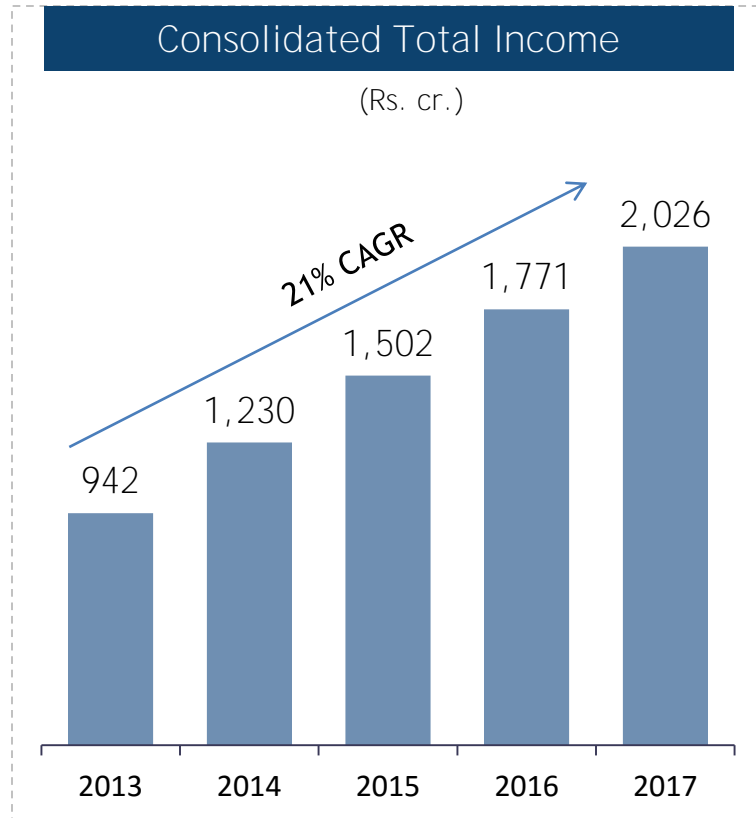
Rs. cr.	Q1 FY 2018	% to Sales	Q1 FY 2017	% to Sales	% Growth
Exports	321	68%	297	62%	8%
Domestic	143	30%	162	34%	(12%)
Other Op. Income	9	2%	17	4%	(47%)
Income from Operations	473		476		(1%)
EBITDA	131	28%	166	35%	(21%)
PBT	119	25%	158	33%	(25%)
PAT	95	20%	120	25%	(21%)
Total Comprehensive Income	97	20%	125	26%	(23%)

Detailed P&L - Q1 FY 2018 (Consolidated)

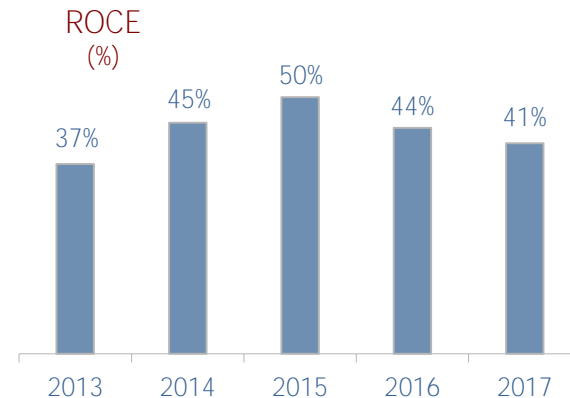
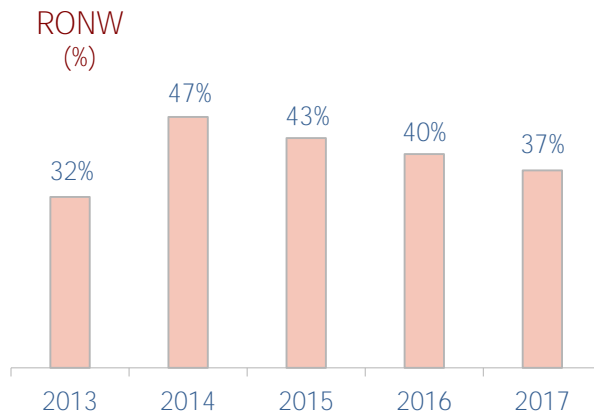
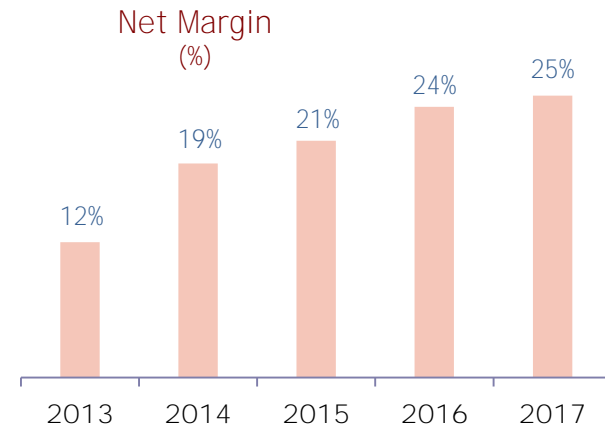
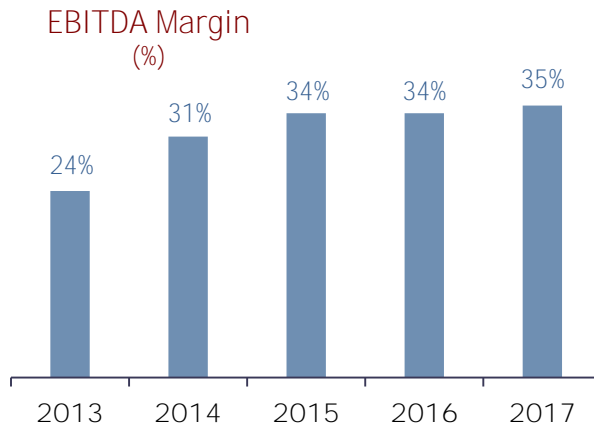
Rs. cr.	Q1			
	FY 2018		FY 2017	
Income from Operations	473		476	
Other Income	5	1%	5	1%
Total Income	478		481	
Materials consumed	94	20%	99	21%
Employee Benefit	87	18%	70	15%
Finance Cost	0	0%	1	0%
Depreciation *	13	3%	13	3%
Other Expenses	165	35%	140	29%
Total expenses	359	76%	323	68%
Profit before tax	119	25%	158	33%
Tax Expense	24	5%	38	8%
Net Profit	95	20%	120	25%
Other Comprehensive Income	2		5	
Total Comprehensive Income	97	20%	125	26%

* Method of depreciation changed from written down value to straight line from 1 April 2017, resulting in depreciation for the quarter being lower by Rs. 10.55 cr.

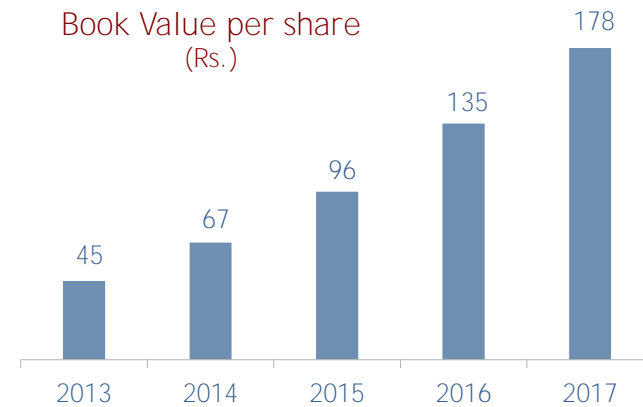
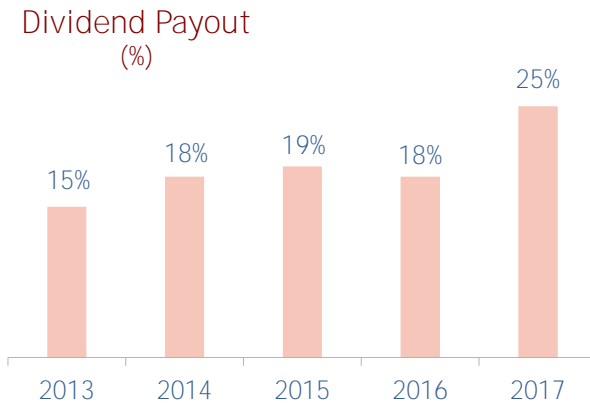
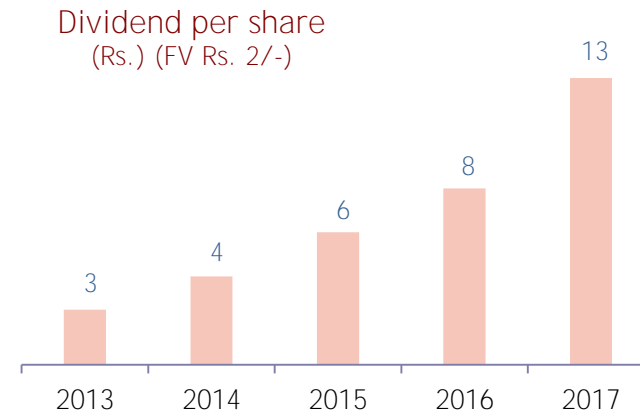
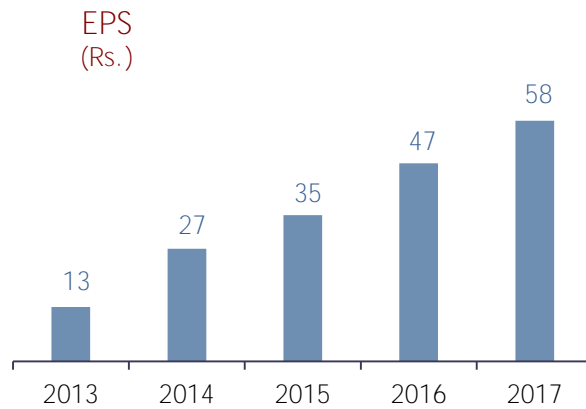
Consistent Track Record (Consolidated)



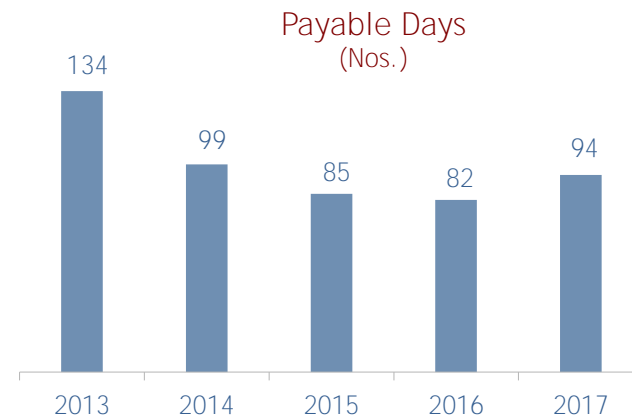
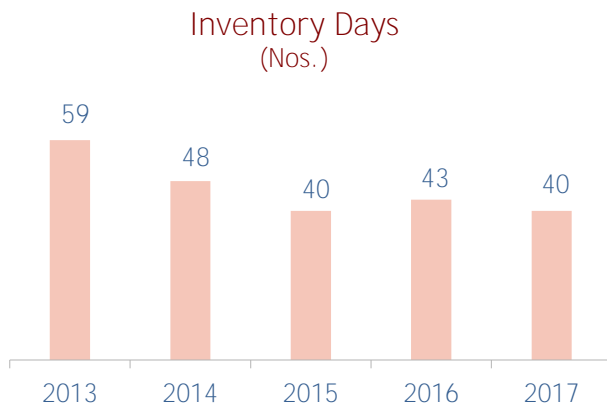
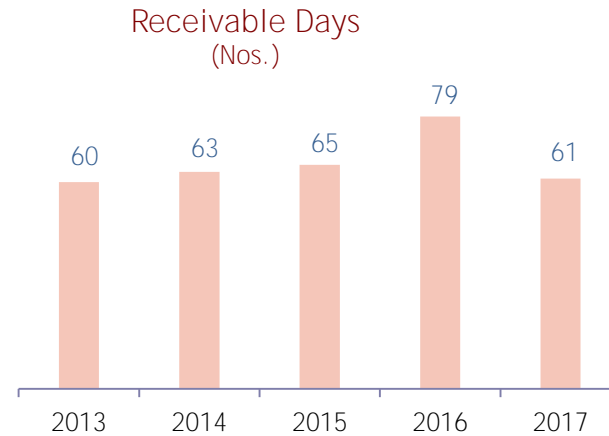
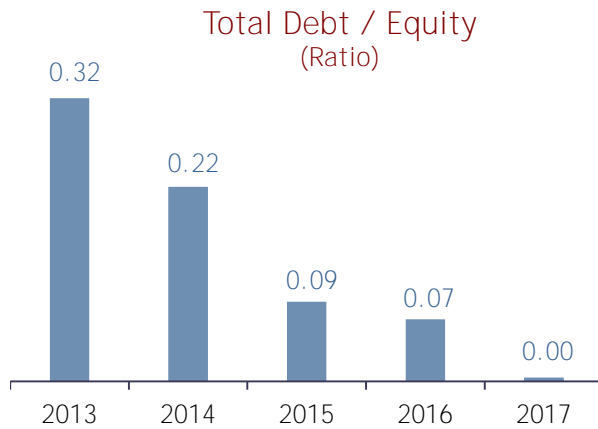
Consistent Track Record (Consolidated)



Consistent Track Record (Consolidated)



Consistent Track Record (Consolidated)



Thank You

For updates and company information please visit our website:
www.ajantapharma.com

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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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