



FDC Limited

MANUFACTURERS & EXPORTERS OF FOODS, DRUGS & CHEMICALS

June 06, 2017

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

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

Dear Sir / Madam,

Sub.: Investor Presentation for the financial year ended March 31, 2017

Please find enclosed herewith the Investor Presentation for the financial year ended March 31, 2017.

Kindly take the same on record.

Thanking you,

Yours truly,
For **FDC LIMITED**

[Signature]
Company Secretary

Encl: a/a



[Handwritten initials]

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E-mail: fdc@fdcindia.com • Website : www.fdcindia.com

REGISTERED OFFICE : B-8, M.I.D.C. Industrial Area, Waluj - 431 136, Dist. Aurangabad. INDIA
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E-mail : waluj@fdcindia.com • CIN : L24239MH1940PLC003176



FDC LIMITED

Investor Presentation
for the Financial Year ended March 31, 2017

DISCLAIMER

This report may contain certain statements that might be considered forward looking. These statements are subject to certain risk and uncertainties, since they are based on certain assumptions and expectations of future events. Actual results may differ materially from those expressed in the statement. The Company cannot guarantee that these assumptions and expectations are accurate and will be realised. The Company assumes no responsibility to publicly amend, modify or revise any forward



FDC Overview

- **FDC Limited is a fully integrated pharmaceutical company**
- **FDC manufactures and markets APIs and various types of finished formulations: tablets, capsules, granules, oral powders, oral liquids, external powders, creams, ophthalmics, and specialized infant foods**
- **Currently ranked 26th in India as per AWACS-AIOCD (AIOCD Pharmasofttech AWACS Private LTD-Moving Annual Total Turnover- March 2017).**



FDC – Strong Manufacturing Setup

Locations	Type of Products	cGMP Approvals
Roha	API	US FDA, CEP, WHO
Waluj	Sterile Ophthalmic preparations, Oral liquids, Orals, External powders	US FDA, UK MHRA, MCC-RSA Oman, Ophthalmic line, WHO, Tanzania, Zimbabwe, Uganda, Ukraine (Complete plant)
Goa I	Oral Solid dosage (Tabs/ Caps)	UK MHRA, WHO, Tanzania, Unicef, Zimbabwe, Ukraine, Oman



FDC – Strong Manufacturing Setup

Locations	Type of Products	cGMP Approvals
Goa II	Oral Rehydration Salts (ORS)	WHO, Unicef
Goa III	Oral Solid dosage Tabs	WHO, UK MHRA
Sinnar	Oral Rehydration Salts (ORS)	WHO, Unicef, Tanzania, Ethiopia, Malawi
Baddi	Cephalosporins Oral Solids, Oral Powder, Oral Liquids	WHO





Domestic Business

India Branded Generic Business

Major Therapies



- Anti-Infectives
- Electrolytes
- Ophthal / Otologicals
- Vitamins / Minerals / Nutrients

Sales & Marketing



- 8 Divisions
- 4000+ MRs
- 160+ Products

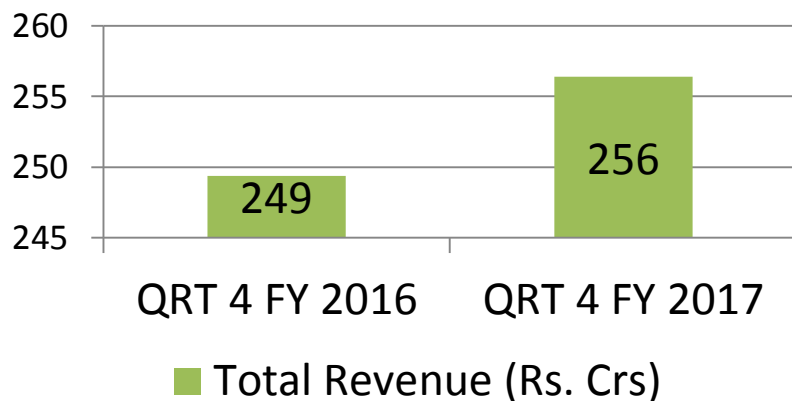
Established Player



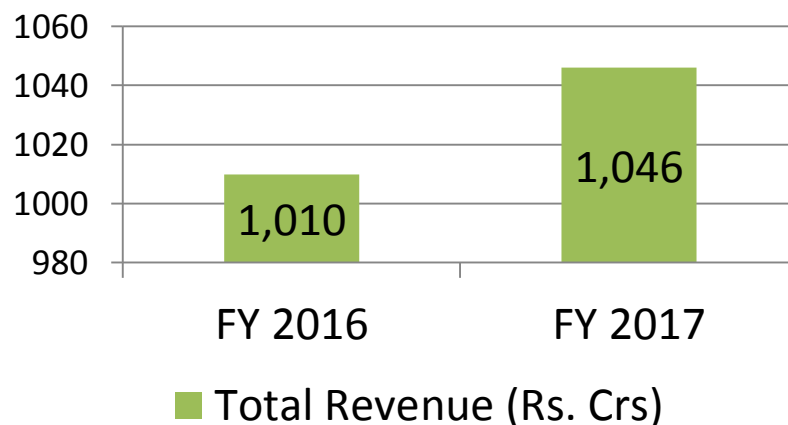
- Strong brand equity with mega brands Zifi & Electral
- Industry Leadership in terms of units in the respective markets

FDC Domestic Sales performance

**Total Revenue for
QRT 4 FY 2017**



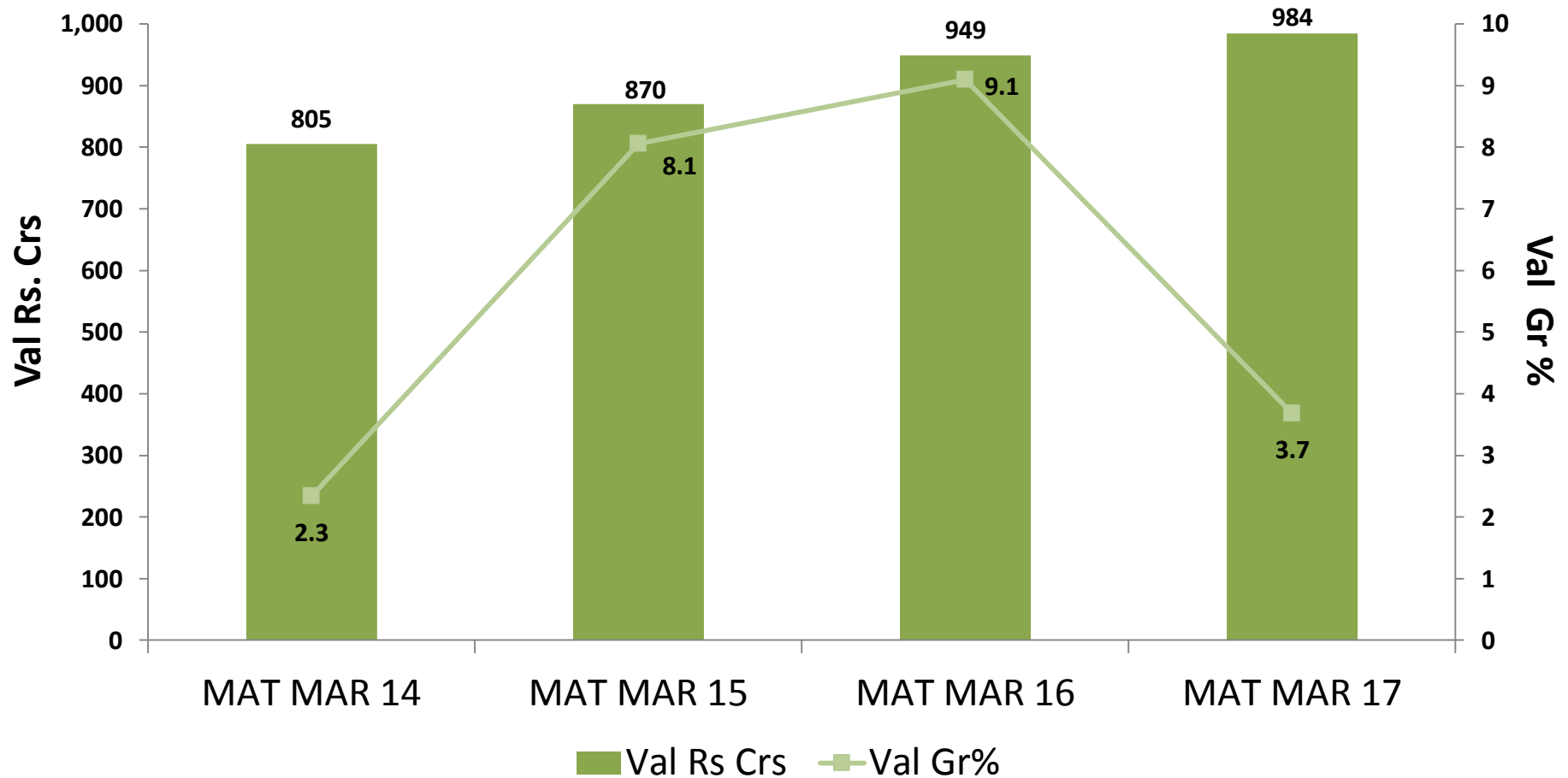
**Total Revenue for
FY 2017**



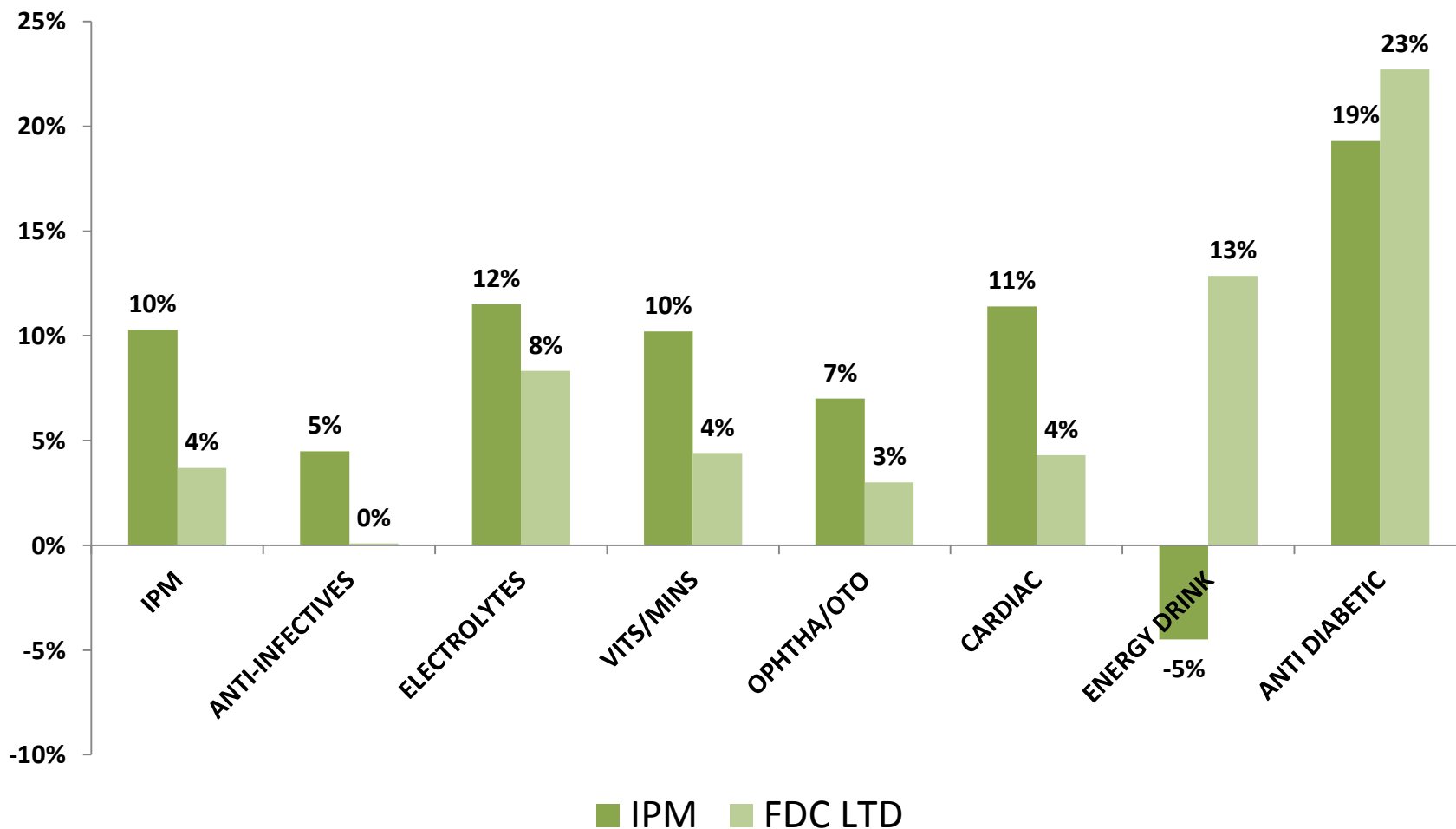
FDC as a corporate is ranked at 26th position, recording a growth of 3.7% and attaining a market share of 0.89% whereas IPM recorded a growth of 10.3% as per secondary sales.

(Source: AIOCD Pharmasofttech AWACS Private LTD-Moving Annual Total Turnover- March 2017).

FDC yearly performance....Secondary Sales..



In Energy Drink & Anti diabetic segment FDC growing better than market & in rest therapies maintained +ve growth...



Source : AWACS-AIOCD (MAT MAR 17)

% is Val Grth%



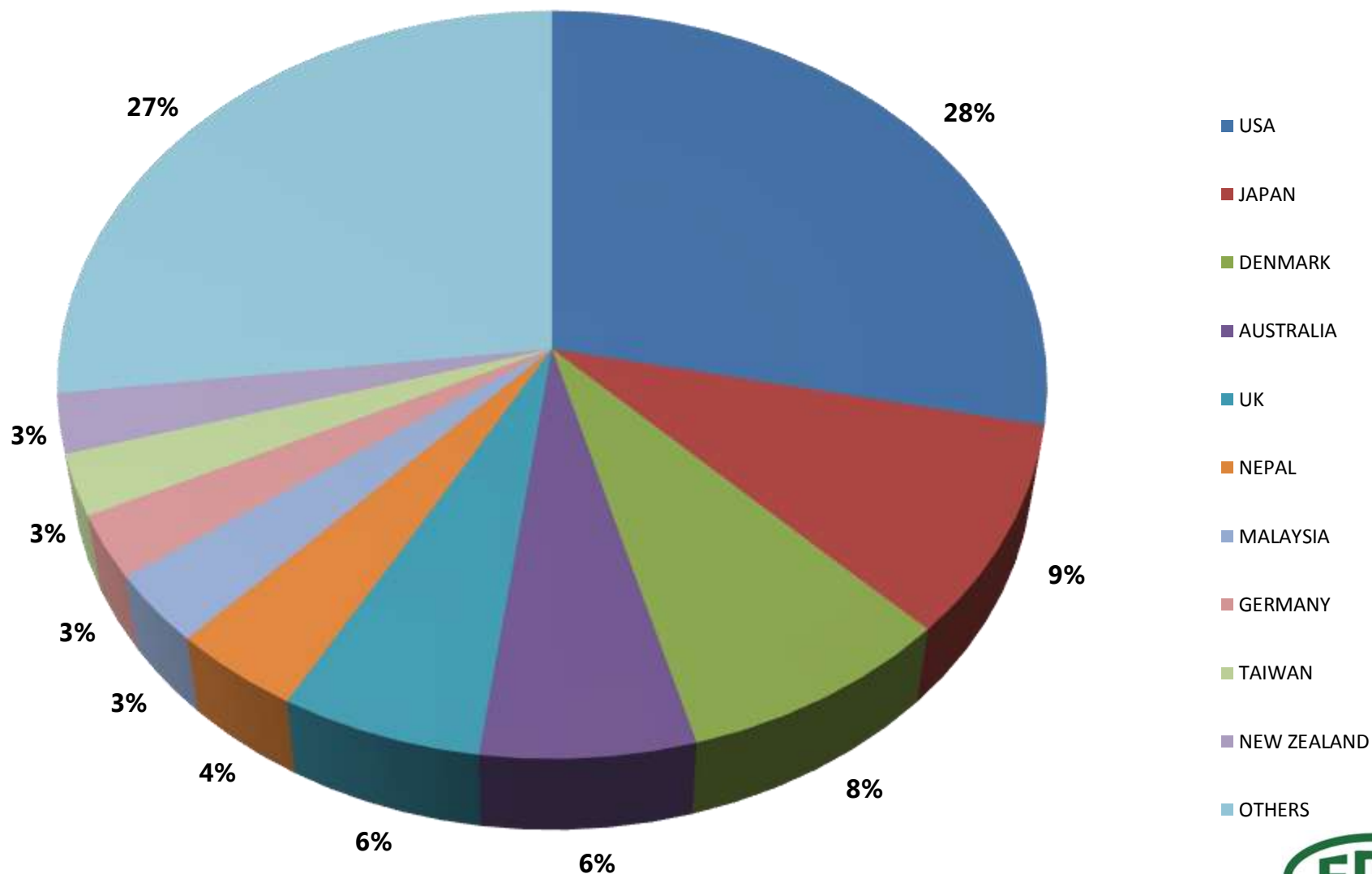
Maintains Rank in most of Top Therapy

CORPORATE	MAT MAR 17	MAT MAR 16	MAT MAR 15
FDC	26	25	25
ANTI INFECTIVE	12	12	12
ELECTROLYTES	1	1	1
VITS/MINS/NUTRIS	41	36	34
OPHTHAL/OTOLOGIALS	7	7	8
CARDIAC	35	33	32
ENERGY DRINK	1	1	2
ANTI DIABETIC	40	41	40



International Business

Top 10 International Countries in FY 2016-17





Regulatory Affairs Highlights

Regulatory Affairs

- In October 2016 PPB Kenya approved Goa III site
- In December 2016, FDC Limited Goa III site was audited by PIC's Malaysia and the GMP approval has been issued in June 2017
- 14 product approvals were received in Rest of the World markets (Ophthalmics and ORS) . Product registrations were received in Phillipines, Peru, Chile, Ukraine, Vietnam, Thailand, New Zealand, Malaysia from Waluj site and Sinnar site.



Financial Highlights

Standalone

Statement of Profit and Loss for Quarter ended March 31, 2017

Rs. in Crs

Particulars	Quarter ended March 31, 2017	% to Sales	Quarter ended March 31, 2016	% to Sales	% Growth
Domestic	205.45	81%	207.14	83%	-1%
Exports	49.57	19%	40.04	16%	24%
Other Operating Income	1.35	0%	2.21	1%	-39%
Total Revenue	256.37	100%	249.39	100%	3%
EBITDA	69.92	27%	65.53	26%	7%
PBT	60.78	24%	56.97	23%	7%
PAT	49.08	19%	41.45	17%	18%



Standalone

Statement of Profit and Loss for Financial year ended March 31, 2017

Rs. in Crs

Particulars	Financial year ended March 31, 2017	% to Sales	Financial year ended March 31, 2016	% to Sales	% Growth
Domestic	883.13	85%	857.80	85%	3%
Exports	155.76	14%	145.24	14%	7%
Other Operating Income	7.13	1%	6.85	1%	4%
Total Revenue	1,046.02	100%	1,009.89	100%	4%
EBITDA	291.60	28%	266.94	26%	9%
PBT	249.78	24%	231.94	23%	8%
PAT	187.07	18%	168.90	17%	11%



Standalone

Statement of Assets and Liabilities

Rs. in Lakhs

Sr.No.	Particulars	As at year ended 31.03.2017 (Audited)	As at year ended 31.03.2016 (Audited)
A	ASSETS		
1	Non-Current Assets		
	(a) Property, Plant & Equipment	66,762.81	66,954.15
	(b) Capital Work In Progress	336.27	1,738.02
	(c) Other Intangible Assets	686.70	135.25
	(d) Intangible Assets under development	295.94	254.40
	(e) Financial Assets		
	(i) Investments	5,481.99	3,976.39
	(ii) Loans	15.89	22.34
	(iii) Other Financial Assets	552.53	451.25
	(f) Other Non-Current Assets	451.22	320.53
	Total Non-Current Assets	74,583.35	73,852.33
2	Current Assets		
	(a) Inventories	13,622.29	13,023.81
	(b) Financial Assets		
	(i) Investments	43,652.70	28,540.53
	(ii) Trade Receivables	7,746.03	6,402.56
	(iii) Cash & cash equivalents	2,161.47	1,173.60
	(iv) Bank Balances other than (iii) above	136.56	176.72
	(v) Loans	334.79	254.66
	(vi) Other Financial Assets	69.84	206.27
	(c) Other Current Assets	2,573.43	2,226.37
	Total Current Assets	70,297.11	52,004.52
	Total Assets	1,44,880.46	1,25,856.85

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Standalone

Statement of Assets and Liabilities

Rs. in Lakhs

Sr.No.	Particulars	As at year ended 31.03.2017 (Audited)	As at year ended 31.03.2016 (Audited)
B	EQUITY & LIABILITIES		
	EQUITY		
	(a) Equity Share capital	1,786.19	1,786.19
	(b) Other Equity	1,24,585.88	1,05,866.59
	Total Equity	1,26,372.07	1,07,652.78
	LIABILITIES		
1	Non-Current Liabilities		
	(a) Financial Liabilities		
	(i) Borrowings	69.48	78.63
	(b) Provisions	36.00	50.00
	(c) Deferred tax Liabilities (Net)	1,736.97	1,864.14
	Total Non-Current Liabilities	1,842.45	1,992.77
2	Current Liabilities		
	(a) Financial Liabilities		
	(i) Trade Payables	7,743.35	8,229.70
	(ii) Other Financial Liabilities	5,343.47	4,586.76
	(b) Other Current liabilities	685.28	371.08
	(c) Provisions	2,484.60	2,035.70
	(d) Current Tax Liabilities (Net)	409.24	988.06
	Total Current Liabilities	16,665.94	16,211.30
	Total Equity and Liabilities	1,44,880.46	1,25,856.85



Consolidated

Statement of Profit and Loss for Financial year ended March 31, 2017

Rs. in Crs

Particulars	Financial year ended March 31, 2017	% to Sales	Financial year ended March 31, 2016	% to Sales	% Growth
Domestic	883.13	84%	857.80	84%	3%
Exports	160.63	15%	152.70	15%	5%
Other Operating Income	7.22	1%	6.90	1%	5%
Total Revenue	1,050.98	100%	1,017.40	100%	3%
EBITDA	293.74	28%	267.27	26%	10%
PBT	251.83	24%	232.15	23%	8%
PAT	188.53	18%	168.67	17%	12%



Consolidated

Statement of Assets and Liabilities

Rs. in Lakhs

SR. No.	Particulars	As at year ended 31.03.2017 (Audited)	As at year ended 31.03.2016 (Audited)
A	ASSETS		
1	Non-Current Assets		
	(a) Property, Plant and Equipment	67,118.63	67,380.70
	(b) Capital Work in Progress	336.27	1,738.02
	(c) Other Intangible Assets	686.70	135.25
	(d) Intangible Assets under development	295.94	254.40
	(e) Financial Assets		
	(i) Investments	5,448.69	3,943.09
	(ii) Loans	15.89	22.34
	(iii) Other Financial Assets	552.53	451.25
	(f) Other Non-Current Assets	451.22	320.53
	Total Non-Current Assets	74,905.87	74,245.58
2	Current Assets		
	(a) Inventories	13,716.34	13,090.81
	(b) Financial Assets		
	(i) Investments	43,652.70	28,540.53
	(ii) Trade Receivables	7,606.20	6,193.53
	(iii) Cash and cash equivalents	2,706.20	1,625.07
	(iv) Bank balances other than (iii) above	136.56	176.72
	(v) Loans	334.79	254.66
	(vi) Other Financial Assets	69.84	206.27
	(c) Other Current Assets	2,598.76	2,248.70
	Total Current Assets	70,821.39	52,336.29
	TOTAL ASSETS	1,45,727.26	1,26,581.87

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Consolidated

Statement of Assets and Liabilities

Rs. in Lakhs

Sr. No.	Particulars	As at year ended 31.03.2017 (Audited)	As at year ended 31.03.2016 (Audited)
B	EQUITY AND LIABILITIES		
1	EQUITY		
	(a) Equity Share Capital	1,786.19	1,786.19
	(b) Other Equity	1,25,233.54	1,06,460.69
	Total Equity	1,27,019.73	1,08,246.88
2	LIABILITIES		
	Non-Current liabilities		
	(a) Financial Liabilities		
	(i) Borrowings	69.48	78.63
	(b) Provisions	36.00	50.00
	(c) Deferred Tax Liabilities (net)	1,736.97	1,864.14
	Total Non-Current Liabilities	1,842.45	1,992.77
3	Current liabilities		
	(a) Financial Liabilities		
	(i) Trade Payables	7,787.48	8,259.34
	(ii) Other Financial Liabilities	5,343.97	4,587.61
	(b) Other Current Liabilities	785.79	428.75
	(c) Provisions	2,484.60	2,035.70
	(d) Current Tax Liabilities (Net)	463.24	1,030.82
	Total Current Liabilities	16,865.08	16,342.22
	TOTAL EQUITY AND LIABILITIES	1,45,727.26	1,26,581.87

For updates and company information, please visit our website i.e. www.fdcindia.com

For specific queries, kindly contact

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Thank You!

