



Aarti Drugs Limited

Manufacturers of : Bulk Drugs & Chemicals

Corporate Office : Mahendra Industrial Estate,
Ground Floor, Plot No. 109-D, Road No. 29,
Sion (East), Mumbai - 400 022. (India)
Tel.: 022-2407 2249 / 2401 9025 (30 Lines)
Fax.: 022-2407 3462 / 2407 0144
Email: admin@aartidrugs.com
website: www.aartidrugs.com
CIN No.:L37060MH1984PLC055433

Ref: ADL/SE/2023-24/112
January 24, 2024

To,
Listing/ Compliance Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
BSE CODE: 524348

To,
Listing/ Compliance Department
National Stock Exchange of India Limited,
“Exchange Plaza”, Plot No. C/1,
G Block Bandra - Kurla Complex,
Bandra (East), Mumbai – 400051
NSE SYMBOL: AARTIDRUGS

Dear Sir/Madam,

Sub: Investor Presentation

Ref: Regulation 30 of SEBI (LODR) Regulations, 2015

Please find attached herewith Q3 & 9M FY24 Investor presentation of the Company for your records.

Kindly take the same on record.

Thanking you,

Yours faithfully,

FOR AARTI DRUGS LIMITED

RUSHIKESH DEOLE
COMPANY SECRETARY & COMPLIANCE OFFICER
ICSI M. No.: F12932



AARTI DRUGS LIMITED

Q3 & 9M FY24 Investor Presentation





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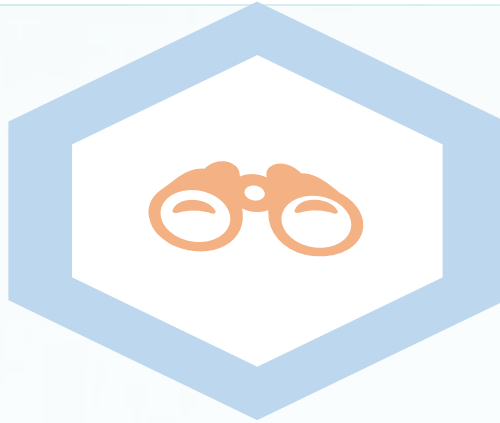


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Company Overview



Vision

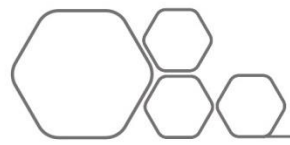
We shall become the first-choice vendor of Bulk Drugs and achieve a leadership position by:

- Assuring consistent quality and timely delivery at competitive price
- Providing customized solutions and service to meet changing requirements of customers
- Aim at customer orientation through continuous technology upgrade, high business ethics and new product development
- Adopt processes supported by proven technologies, which are cost effective and safe
- Choose the best and the most flexible manufacturing practices and methods



Mission

- Seek global market leadership
- Focus on growth and development of the product
- Continue to create winning culture, operating in highest standards of ethics and values with co-operation among competitors
- Strive for excellence in customer service, quality and R&D



Experienced management with deep understanding of pharmaceutical sector



Mr. Prakash M. Patil
Chairman, MD & CEO

Shri Prakash M. Patil is Chairman, Managing Director and Chief Executive officer (CEO) of the Company and has been associated since inception of the Company's operations. He holds a degree of B.E. – Chemical from Institute of Chemical Technology (ICT) [formerly known as University Department of Chemical Technology]. He has more than 40 years of experience in the field of Chemical & Pharmaceutical Industry. He has expertise in Product Identification, Project Conceptualisation, Planning, Project Engineering & Implementation. His technical experience has helped the Company to emerge as one of the leading Pharmaceutical Company in the country.



Mr. Rashesh C. Gogri
Managing Director

Shri Rashesh C. Gogri has been appointed as Managing Director of the Company with effect from 26th September, 2014. He was the Whole-time Director of the Company since October, 2012. He holds a Production Engineering degree from Mumbai University. He has more than 16 years of experience in field of production, marketing and project implementation in chemical industry. He also serves as Vice – Chairman & Managing Director of Aarti Industries Limited.



Mr. Harshit M. Savla
Joint Managing Director

Shri Harshit M. Savla is Joint Managing Director of the Company. He is a Commerce Graduate having more than 30 years of experience in Finance, Export and Administration. He played crucial role in expanding the export market for the products of the Company.



Mr. Harit P. Shah
Whole Time Director

Shri Harit P. Shah is a Whole-time Director of the Company. He is a Commerce Graduate and has experience of over 25 years in handling commercial functions encompassing Purchases, Local Sales and Exports.

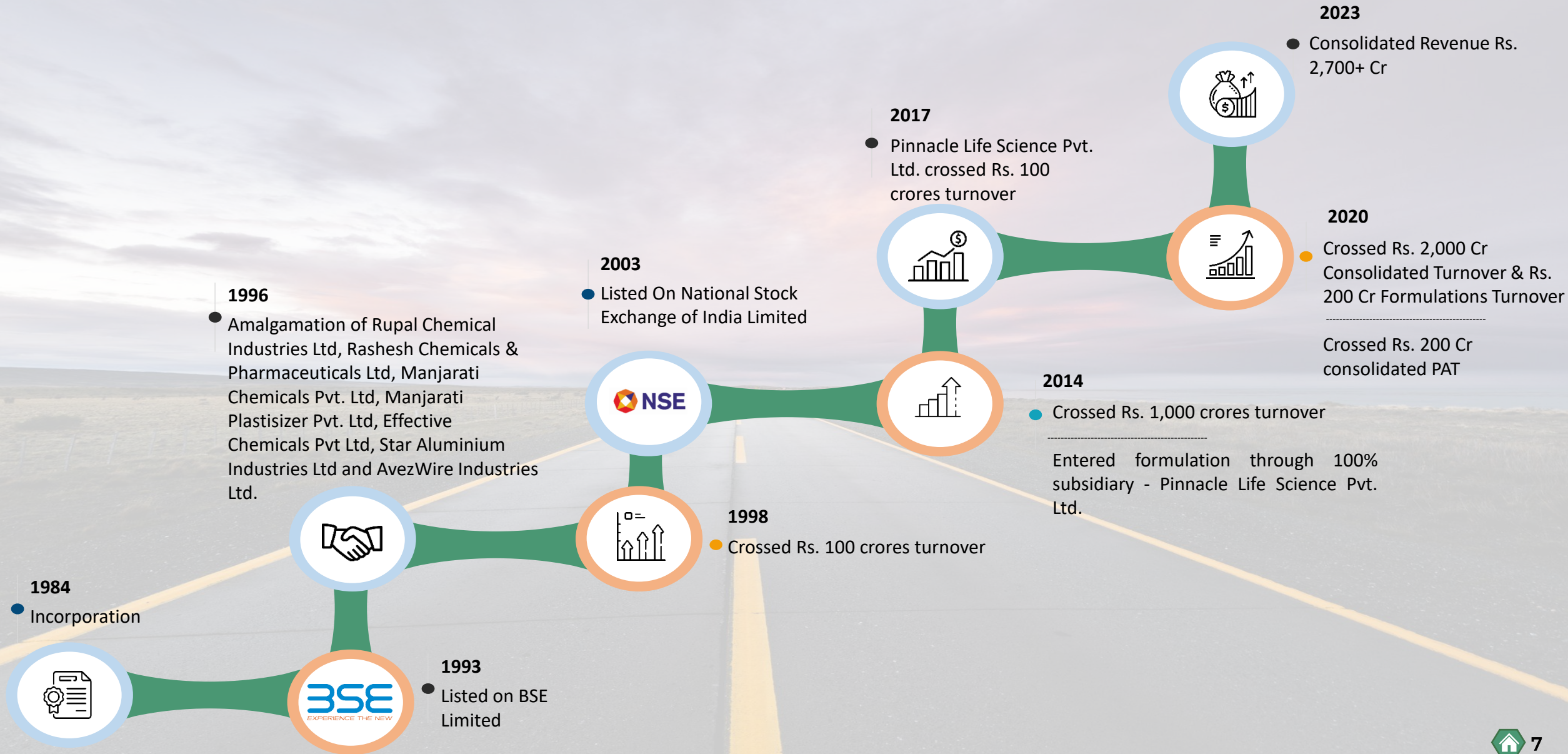


Mr. Adhish P. Patil
Chief Financial Officer &
Chief Operating Officer

Shri Adhish P. Patil has experience of over 16 years in the field of finance, consulting, systems engineering and Information Technology. Bachelor of Engineering (IT) from Mumbai University. He is an MBA - Finance & Marketing from University of Florida, Warrington College of Business Administration. He is the winner of prestigious 'Top 100 CFOs India 2014' award.



Key Milestones





Key Facts & Figures





Presence Across API, Formulation, Specialty Chemicals, Intermediates Segments



Active Pharmaceuticals Ingredients (API)

- Leading API producer of 50+ molecules for anti-biotics, antiprotozoal, anti-inflammatory, anti-diabetic & anti-fungal, etc.
- Largest manufacturer of 3 molecules in the world
- One of the largest manufacturer of 2 molecules in the world
- 9 manufacturing units
- Contributes ~85% revenues
- Installed capacity of 40,560 MTPA



Formulation

- Diversified into formulation through a wholly owned subsidiary Pinnacle Life Science Pvt. Ltd. in 2014
- Adopted flexible manufacturing approach with combination of in-house manufacturing as well as outsourcing model supported by strong in-house R&D
- Manufacturing plant at Baddi, Himachal Pradesh is WHO – GMP approved
- Installed capacity of 3 billion units tablets and 300 million units capsules

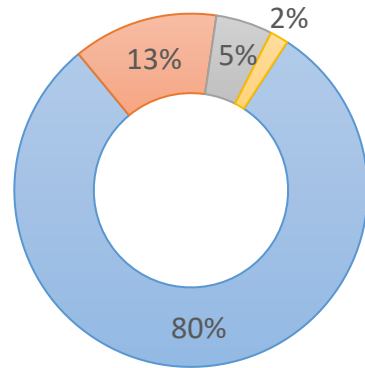


Specialty Chemicals, Intermediates & Others

- 2 manufacturing units; 2 more facilities coming up (currently under greenfield capex)
- Being backward integrated, supply intermediates of anti-biotics, anti-fungal, anti-inflammatory and cardiovascular to the API manufacturers
- Manufacturer of specialty chemicals in Benzene & Chloro-sulphonic chemistry
- Installed capacity of 10,566 MTPA

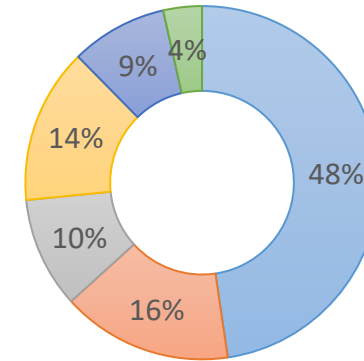


Segmental Revenue



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

Therapeutic-wise Revenue



- Anti-biotic
- Anti-protazol
- Anti-inflammatory
- Anti-diabetic
- Anti-fungal
- Others

Focus on growing the contribution from lifestyle & chronic therapeutic areas, reducing share from acute therapies

Note: As of Q3FY24, Therapeutic revenue Includes sale to Pinnacle Life Science



State-of-the-art Integrated manufacturing facilities

Sarigam-1
WHO-GMP

Sarigam-2
WHO-GMP/ COFEPRIS/CEP

E-22

- Australian Government – Department of Health and Ageing - Therapeutic Goods Administration
- EUGMP / WHO-GMP / Japanese Accreditation
- USFDA*

G-60

- ANVISA-Brazil
- WHO-GMP
- COFEPRIS-MEXICO

E-21

- WHO-GMP
- K-FDA(Korean FDA)

N-198
EUGMP, WHO-GMP & ISO Certification

K-40
WHO-GMP / COFEPRIS

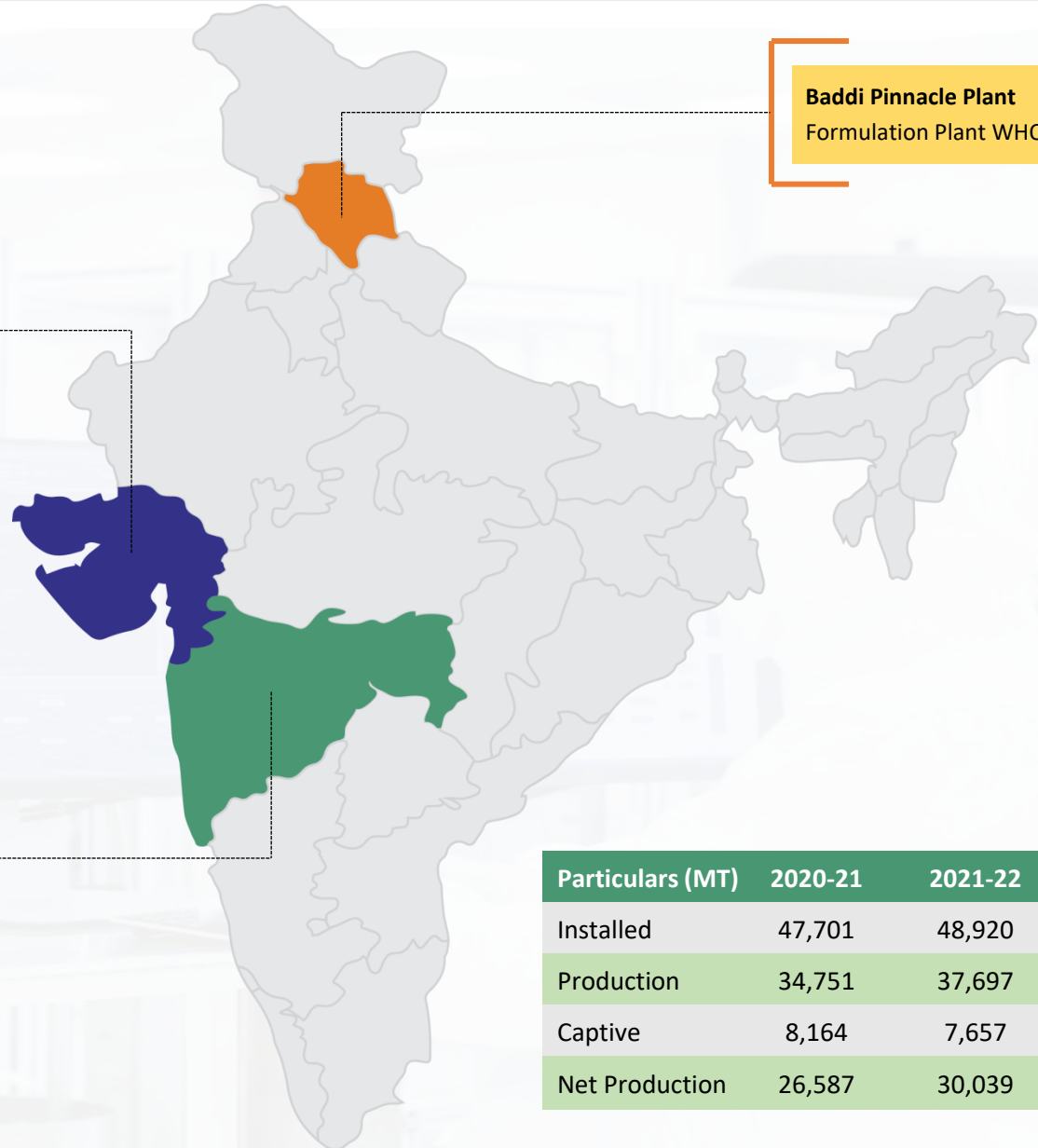
W-61
EUGMP & WHO-GMP

E-120
WHO-GMP

E-9/3
ISO-9001:2008

T-150
Intermediates

Baddi Pinnacle Plant
Formulation Plant WHO-GMP



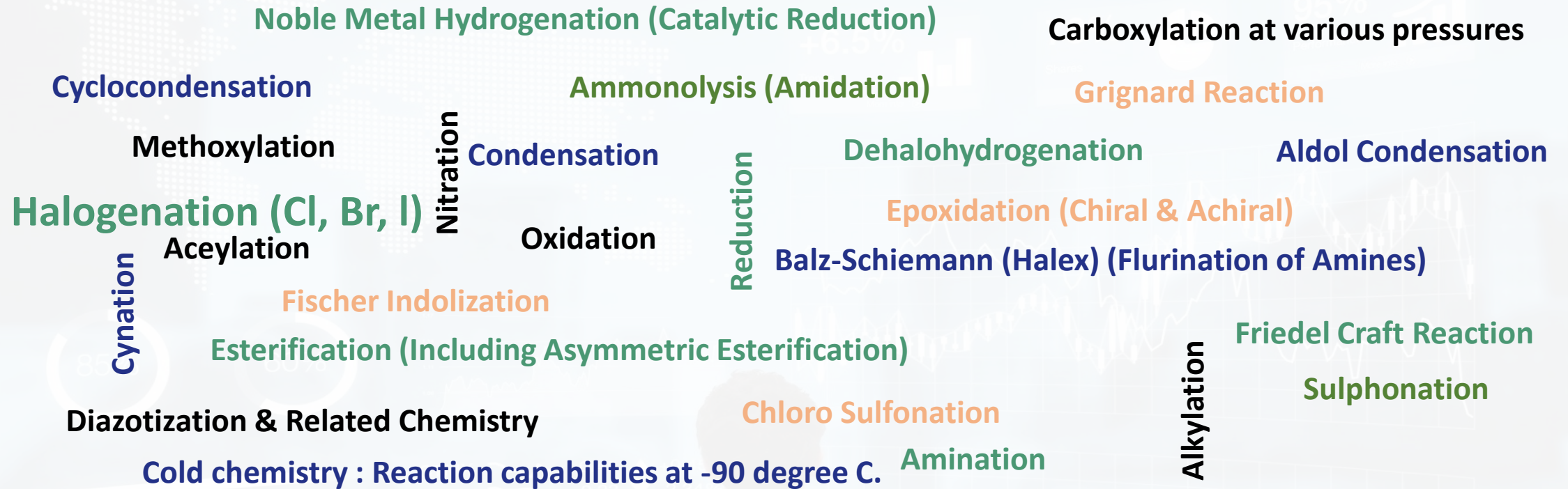
Particulars (MT)	2020-21	2021-22	2022-23
Installed	47,701	48,920	51,126
Production	34,751	37,697	38,215
Captive	8,164	7,657	9,382
Net Production	26,587	30,039	28,834

*Import alert under resolution

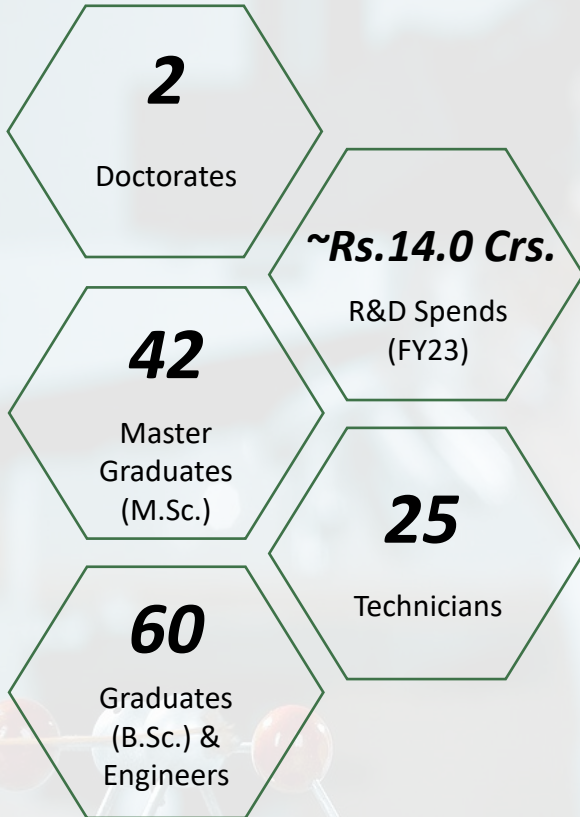
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Reaction Capabilities



- The capacity of **Multi-purpose plant ranges from kilograms to multi tons levels**
- Long term experience of **Multi-step synthesis and fractionations at high temperatures**
- **Total reaction capacity in excess of 1300 KL, consisting of SS and GL reactors across its units, varying from 0.5 KL – 18 KL**



R&D Center at Tarapur

- Supports manufacturing facilities at Tarapur and Sarigam on API process development
- Pilot plant used for kilo scale manufacturing
- Recognized by Department by Science and Industrial Research (DSIR) Government of India
- Frequent visits of Experts and Professors from ICT and Council of Scientific and Industrial Research (CSIR) for guidance for product development

R&D Center at Turbhe, Mumbai

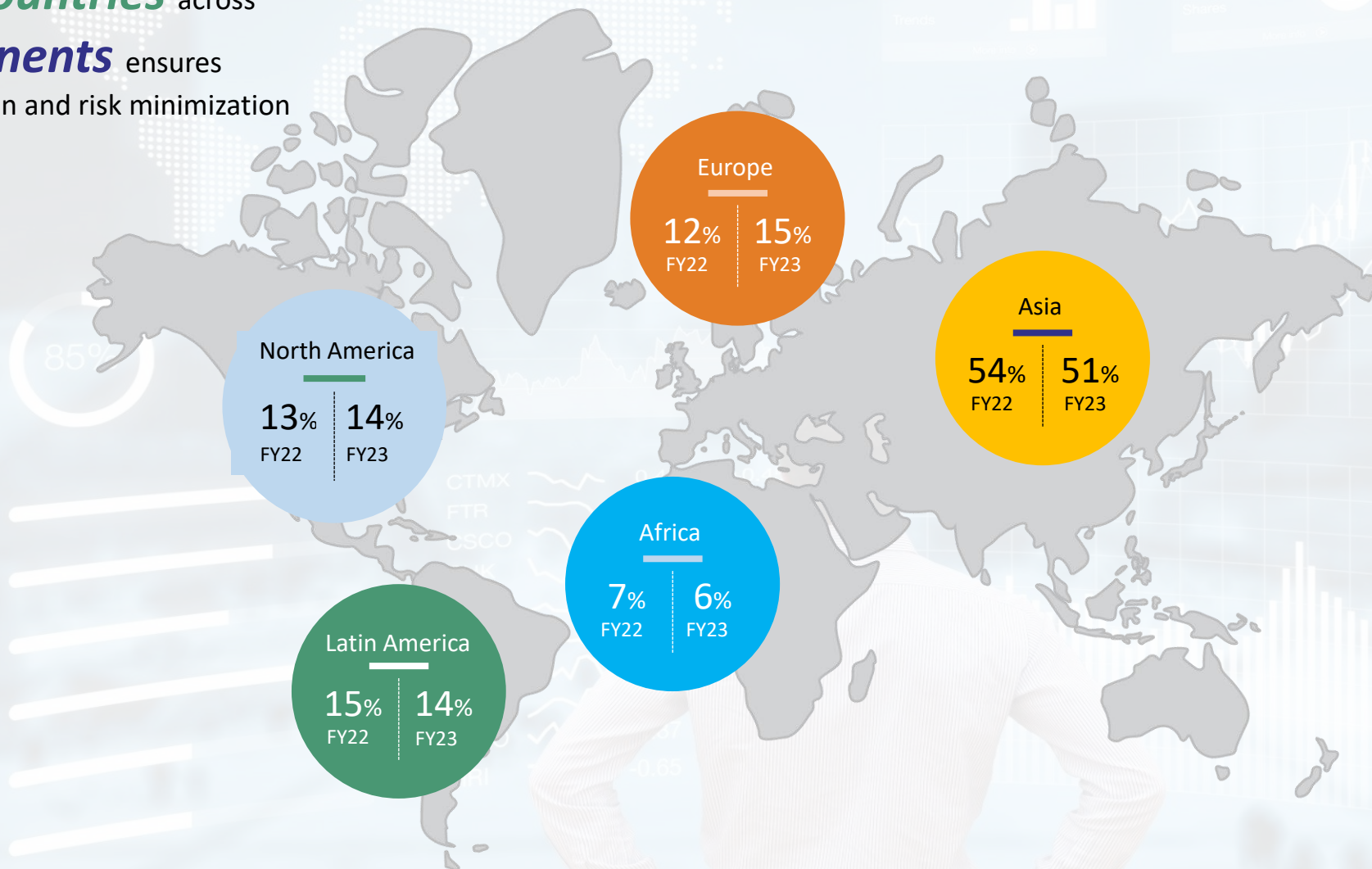
- Supports development of complex generics for in-house formulation business
- Developing complex oral solids for Regulated as well as Emerging markets

- Well supported by in-house project management team to ensure timely implementation of new products on commercial scale
- Developed 30 APIs (new and existing) in last 5 years
- Developing new age Formulation products for Europe, USA, Australia, Brazil, Canada & Chile for Day 1 launches
- Plans to expand R&D capabilities to develop complex Semi solids (creams & ointments) as well as Oral liquids
- Majority of products developed with integrated API provides an end-to-end control



Diversified geographic presence

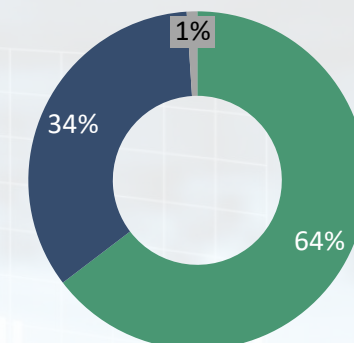
Presence in **100+ Countries** across **6 Continents** ensures diversification and risk minimization



Top 10 Countries - Exports

Brazil	Mexico
Pakistan	Turkey
Indonesia	UAE
Egypt	France
Switzerland	Germany

Market



- Regulated
- Semi-Regulated
- Non-Regulated

As of FY23

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Environmental

- Converted multiple facilities into to Zero Liquid Discharge (ZLD)
- Dual Fired Boiler in Greenfield Facilities to reduce carbon footprint
- Periodic Forestation
- Waste heat recovery
- Packaging bulk API in paper bags, usage of fibre drums instead of HDPE drums, packing bulk intermediates in jumbo bags (1 MT packing) to reduce excess use of plastic bags
- For efficient utilization of utilities company is using equipment with high end technologies like Agitated Thin Film Dryer (ATFD), Agitated Thin Film Evaporator (ATFE), FBC boilers, membrane type filter press.
- Company is using MEE & MVR for evaporation and has much lesser energy consumption than conventional evaporators.



Social

- **Woman Empowerment:** Free Government approved and certified vocational course training for women to generate employment.
- **Healthcare:** Primary Healthcare Infrastructure Development and Improvement around the manufacturing facilities.
- **Gender Diversity:** ~40% women staff at HO, contributing in various departments such as marketing, finance, procurement. At factory level, women are employed at QC QA, regulatory affairs, etc. departments.
- **Stakeholder Management:** No unfair trade practices events in the last 5 years. stringent product quality control, strict QA and QC dept to ensure that product is at the mark of the quality as per various pharma coperial standards



Governance

- The Board has an optimum combination of Executive and Non-Executive directors and gender diversification
- Risk Management Governance
- Occupational Healthy Policy
- Policies governing related party transactions
- In compliance with all regulatory requirement of the Audit Committee
- Mechanism of periodic reporting to Stakeholders Relationship Committee and Board.
- Regular review and updation of policies in response to the changing requirements
- Vigil Mechanism, Whistleblower and POSH policies



Our Esteemed Clientele across segments



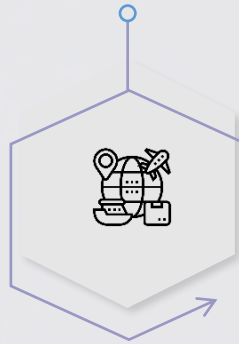


Awards & Accolades

1991-92

CHEMEXCIL

Outstanding Performance in Export



2005-06

AVAYA GLOBAL CONNECT

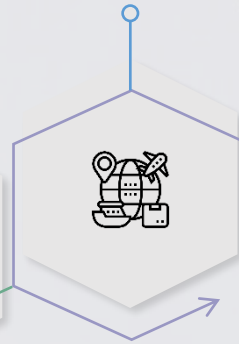
Customer Responsiveness



2012

CHEMEXCIL

Outstanding Performance in Latin American Export



2014

CHEMEXCIL

Government of India (Ministry of commerce and Industry)

Certificate of Recognition - Star Export House



2020-2023

PHARMEXCIL

Outstanding Performance in Exports



2001

CHEMEXCIL

Outstanding Performance in Export, Organization of Pharmaceutical Product, Best Vendor

2009

CHEMEXCIL

Outstanding Performance in Export

2013

ABBOTT

Best Vendor of the year

2015-2019

ABBOTT

Business partner of the year



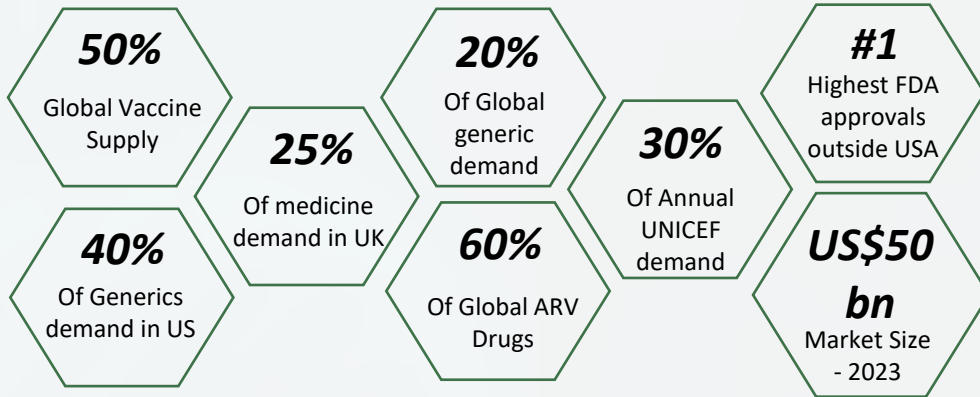
Donation of Inverter, Water filters, Air coolers Steel cupboards, Ambulance for patient transfer, Sunroof, School Education to Childrens

Tree Plantation Programs





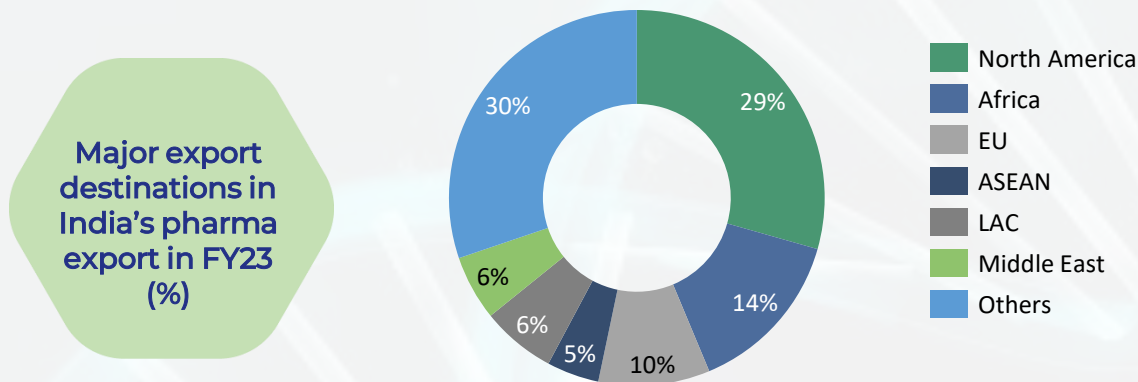
Industry Overview



World's largest provider of generic medicines; the country's generic drugs account for **20% of global generic drug exports** (in terms of volumes). Indian drugs are exported to **more than 200 countries in the world, with the US as the key market.**

Exports, including bulk drugs, intermediates, drug formulations, biologicals, AYUSH & herbal products and surgical products, reached US \$25.4 Bn in FY23. **Indian pharmaceutical industry is worth ~US\$ 50 billion as of FY23.**

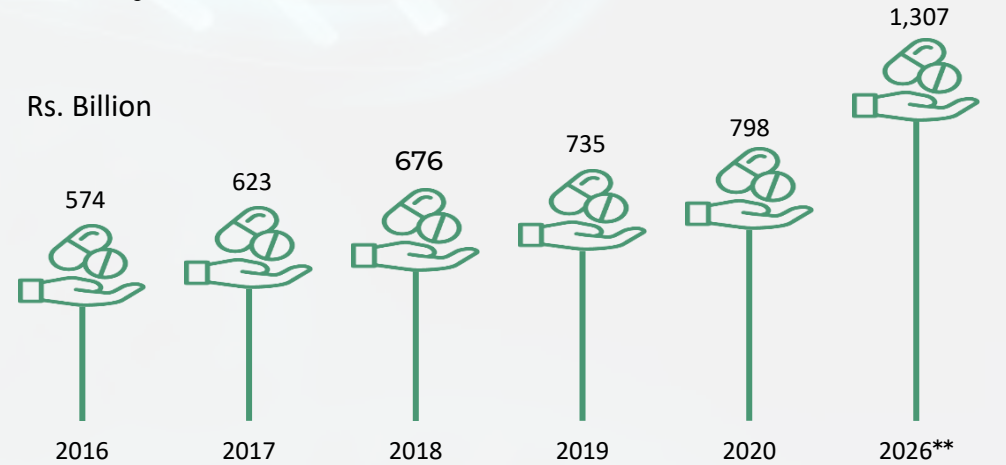
The biggest export destination for Indian pharma product is the US. In FY23, **29% of India's pharma exports were to the North America, followed by 14% to Africa and 10% to the European Union.**



Active Pharmaceutical Ingredient (API) Market

- India is the third largest active pharmaceutical ingredient (API) market in the Asia-Pacific region
- The API industries in India include domestic and in-house consumption as well as exports
- The Indian active pharmaceutical ingredients manufacturing segment can be divided into two sectors such as innovative or branded and generic or unbranded

Market size of Active Pharmaceutical Ingredient (API) industry in India from 2016 to 2020 with estimates until 2026





Experienced management with deep understanding of pharmaceutical sector

Active Pharmaceutical Ingredients (APIs)

- Domestic API consumption is expected to reach US\$ 18.8 billion by FY22
- In Apr'19, Constituted a high-level task force to create a roadmap for increasing domestic production of APIs.
- Currently India imports over 60% of its APIs from other countries.

CRAMS

- Fragmented market with more than 1,000 players
- CRAMS industry has posted 48% CAGR between FY15-18 and expected to witness a strong growth over 25% over 2018-21

Formulations

- Largest exporter of formulations in terms of volume, with 14% market share and 12th in terms of export value.
- Double-digit growth is expected over the next five years.

Biosimilars

- As on Aug'19, the moving annual turnover (MAT) for biosimilar molecules sold in the domestic market stood at Rs 1,498 crore (US\$ 214.31 million). The govt. plans to allocate US\$ 70 million for local players.
- The domestic market is expected to reach US\$ 40 billion by 2030.



Multiple Triggers will lead to high Growth Momentum



Robust Domestic Demand

- Rising domestic population
- Higher Insurance Coverage penetration



Increased Investments

- 100% FDI in the pharmaceutical sector under automatic route



Government Support

- Increased government spending on hospitals and healthcare
- Rs. 15,000 crores Production-Linked Incentive (PLI) Scheme for Enhancing India's Manufacturing Capabilities
- Atmanirbhar Bharat scheme for making India self reliant



Technology

- Artificial intelligence will help the pharmaceutical industry to design new and automated algorithms which will help to achieve faster, precise, accurate, and repeatable results



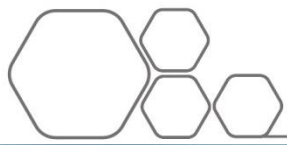
Innovation and R&D

- Focus to develop new complex generic drugs, supplemented by the New Drugs and Clinical Trial Rules, 2019 and the Atal Innovation Mission.



Cost Advantage

- Quality services at marginal costs compared to US, Europe, and South Asia
- Expertise in low-cost generic patented drugs and a movement towards end-to-end manufacturing



Aarti 2.0: Sustainable Growth & Long-term Value Creation





Over a decade, API manufacturing has transitioned towards highly regulated, specialized business

How API Manufacturing Has Evolved



Regulations

- ❑ Stringent pharmacopoeia standards
- ❑ Addition of elemental
- ❑ Tightened impurity profiling
- ❑ Rigorous carcinogenicity checks



Cost Structure

Higher capex requirements to adhere to ever rising quality, environmental & regulatory requirements

High R&D costs

Impact

- ❑ **Lower Competitive Intensity:** Various small-scale manufacturers have exited due to unviability of cost structure
- ❑ **High Entry Barriers:** High entry barriers for new entrants due to cost structure and compliance requirements
- ❑ API manufacturing has **evolved from a commodity business into niche, specialized and highly regulated business**
- ❑ Manufacturers have carved a niche for themselves in specific products/ segments within API manufacturing space





Unique Competitive Position



Known brand in API space

Reliable in terms of quality and timely deliveries. Honouring commitments in changing market conditions.

Process improvement R&D, cost leadership

Thus, fundamentals right from procurement, production till sales have a strong foundation and sound setup.

Phase-Wise Capex to mitigate debt trap risks

Newer capacities established since last two years will help grow top-line.

Green field projects

Sufficient land parcels in industrial zones in Maharashtra and Gujarat to take care of green field projects in next 3 to 4 years


High entry barriers

- High regulatory standards
- Capex requirements
- Long gestation period
- R&D costs



Specialised player in the highly challenging Pharmaceutical Industry

Industry's Unique Challenges

-  High R&D costs
-  Long gestation period
-  Time consuming approval procedures
-  Demands large variety and small batch size orders
-  Highly complex manufacturing
-  Stringent quality & compliance requirements in developed markets
-  Highly competitive industry

Our Core Competencies

- Demonstrated manufacturing excellence for 3+ decades
- R&D focused, driven by continuous improvement and innovation
- Ability to consistently deliver high quality products on timely basis
- Meeting stringent regulatory & compliance requirements of domestic & international regulators
- Long standing relationships with leading pharmaceutical companies
- Fully integrated facilities – lower outside dependence for sourcing raw materials

Well placed to capitalize on future growth opportunities





Presence across Segments, Geographies, API Therapies & Customers to ensure Growth and Risk Minimization

Segmental Mix

- API business contributes ~85% of sales in FY23
- Focus on increasing contribution from Speciality Chemicals, Intermediates & Others, going forward

Geographic Mix

- Domestic - Export mix at 62:38% for FY23
- Presence across 100+ countries
- None of the region contributes more than 2/3rd of the revenue with Asia contributing the highest at 51% of total sales

API Therapy Mix

- Top 5 therapies contributes ~87% of sales in FY23
- Anti-biotic products contributes highest at 41% to sales in FY23
- Top 10 products contribute to ~76% to sales in FY23
- Leaders in Domestic market in most of top 10 products

Customer Mix

- Domestic: Largest client contributes ~5% of domestic sales whereas top 10 clients contribute ~27%
- Exports: Largest client contributes ~6% of exports sales whereas top 10 clients contribute ~26%

- Expanding Product Portfolio**
- Geographic Expansion**
- Diversified Customer Base**



- Growth**
- Risk Minimization**

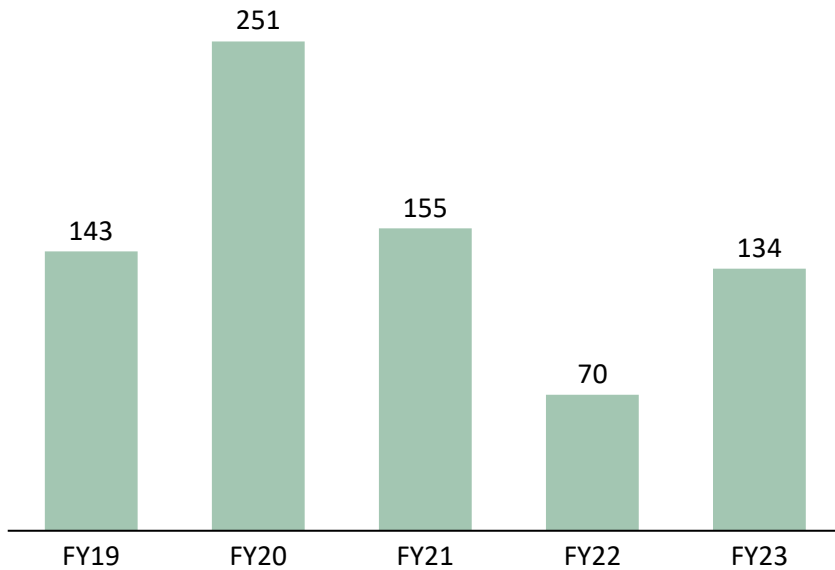


Strong cashflows led to robust Balance Sheet giving financial flexibility for Growth

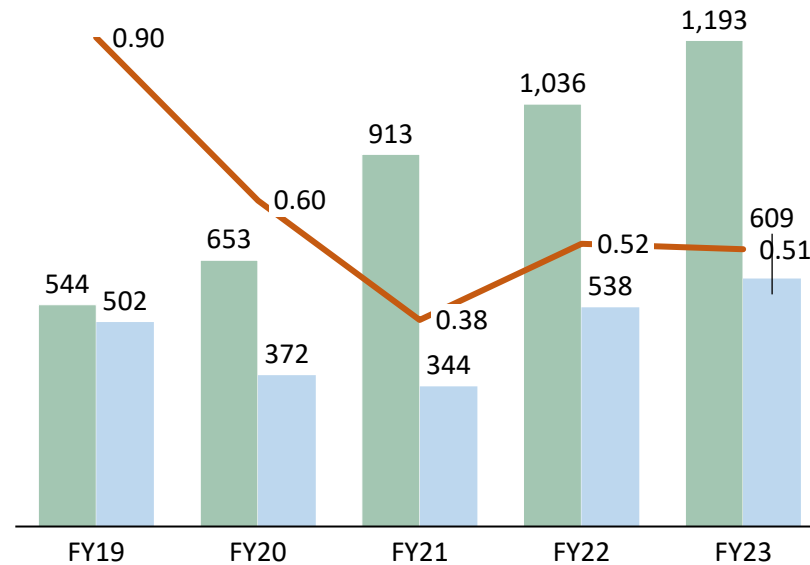
Strong net operating cashflow generation

Low leverage provides Balance Sheet strength

Net Operating Cashflow



Net Debt to Equity, Equity, Net Debt



Rs. crores Sep-23

Net Debt 589

Equity 1,210

Total Assets 2,352

Key Ratios Sep-23

Net Debt/ Equity (x) 0.49

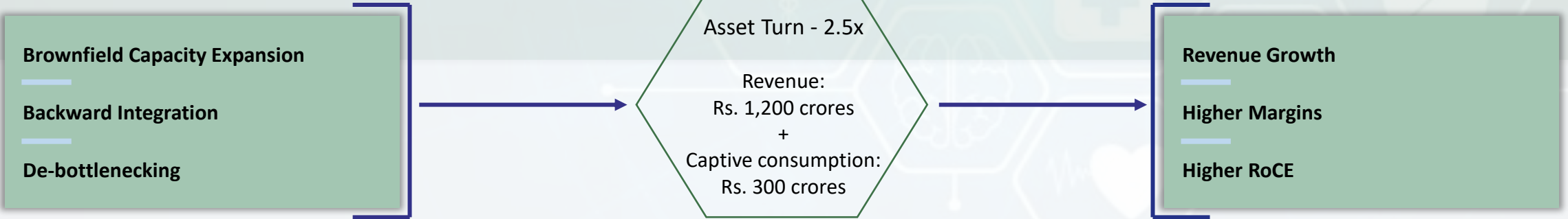
Net Debt/ Assets (x) 0.25



Capex of Rs. 600 crores underway [starting from FY22 for the next 4-5 years]

Capex plans

- Phase wise capex will lead to distributed investments
- Majority of the capex to be funded through internal accruals and minimal debt
- Brownfield expansion and debottlenecking of API facilities
- Brownfield expansion at Baddi plant will lead growth for Formulation business
- Backward integration to lead cost synergies





Anti Diabetic

- CEP renewed by EDQM in 2022
- Manufacturing over 1,000 TPM making it one of the largest metformin player
- Coming up with 1450 TPM capacity via brown field expansion in Q1FY24
- Launch of Gliptins will further strengthen this therapeutic category.
- Exploring backward integration options.

Antiprotozoal

- Further consolidating the position in Indian Market via brown field expansion by about 40% for couple of products
- Recently got approval to market the product in China
- Incremental expansions and downstream products improvement

Vitamins / Anti- Inflammatory

- Multi-purpose facility under construction. Targeting highly regulated markets.
- Brown field expansion of its existing anti inflammatory products commissioned at the end of FY20 which will drive future growth in this therapeutic category
- Installed capacity will give revenues of around Rs. 50 crores / Rs. 35 crores per annum as per product selection – currently on HOLD.
- USFDA re-inspection to be triggered soon

Anti - Fungal

- Further consolidation of its worldwide leading position.
- Recently expanded the capacity, further extending the lead.

Speciality Chemicals

- Incremental expansion of our multipurpose chloro-sulphonation line in existing block
- Greenfield expansion in near future

R&D Product Pipeline

- Strong pipeline of products under R&D for future growth
- Contract manufacturing of specialty chemicals and intermediates

Formulations

- Started with commercial operations in Latin America, selective African markets. Doing new registrations in export markets and government tenders
- Toll manufacturing of formulations. About 330 filings across 16 geographies. Foreign subsidiary to tap opportunities

Tie-ups

- Incremental expansion of our multipurpose chloro-sulphonation line in existing block
- Greenfield expansion in near future



Growth Drivers

Expansion

Increased product offering to existing customers

New customer acquisition in domestic and exports markets for API and Formulation Segment

Addition of skincare therapy for API segment

Capex

Brownfield expansion for existing products at various facilities to scale-up the capacity

Brownfield expansion for the new product line in API segment

Sustainable Growth



Long Term Value

Value Creation Drivers

Backward Integration

Backward integration for the API and Formulation segments to drive cost synergies

Robust expansion in margins and return ratios is expected through backward integration over next 5 years

Prudent Capital Allocation

Planned capex predominantly to be funded through internal accruals and minimal debt

Maintain Optimal leverage

Healthy Asset Turnover and Working Capital Cycle

**Full ramp-up of existing capacity and New Capacity post Rs. 600 crores capex
Revenue potential: Rs. 4,200 – 4,500 crores with higher margin profile in next 5-6 years**



As of 31-Mar-23

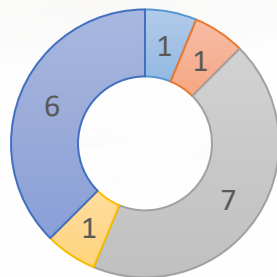
API

Product Under Development



- Anti Fungal
- Anti Inflammatory
- Methyl Amine based products
- Pharma RM
- Anti Diabetic
- Carboxylation based products
- Specialty Chemicals

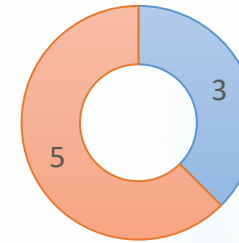
Product Under Pipeline



- Antioxidant
- Cosmetic and Skin
- Methyl Amine Based Products
- Antifungal
- Intermediates

Finished Dosages

Product Under Development : New Age Molecules For regulated Markets



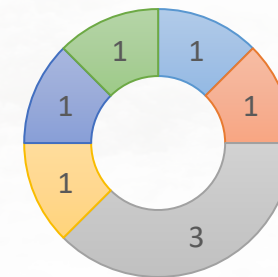
- Anti-Coagulant
- Anti Diabetic

Product Under Development: LATAM & Emerging Markets



- Anti-Diabetic
- Benzodiazepines
- Anti-Bacterial
- Gastro
- Anti-Protozol
- HMG-CoA reductase inhibitors
- Angiotensin Receptor blockers

Product Under Development



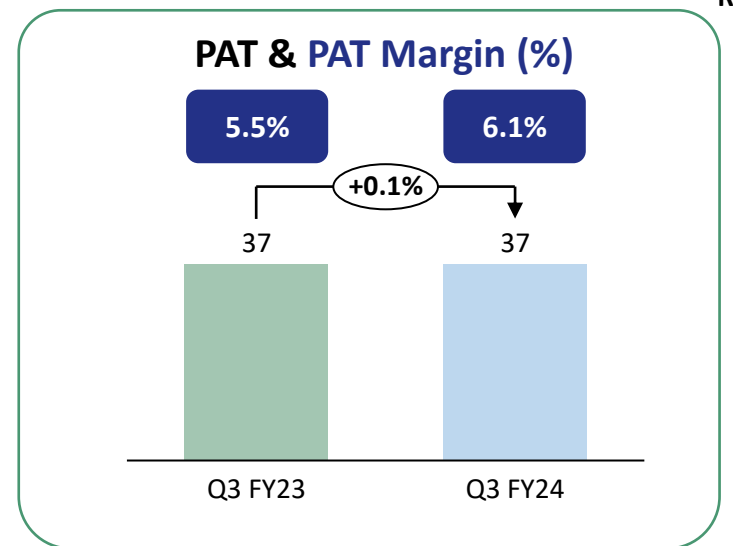
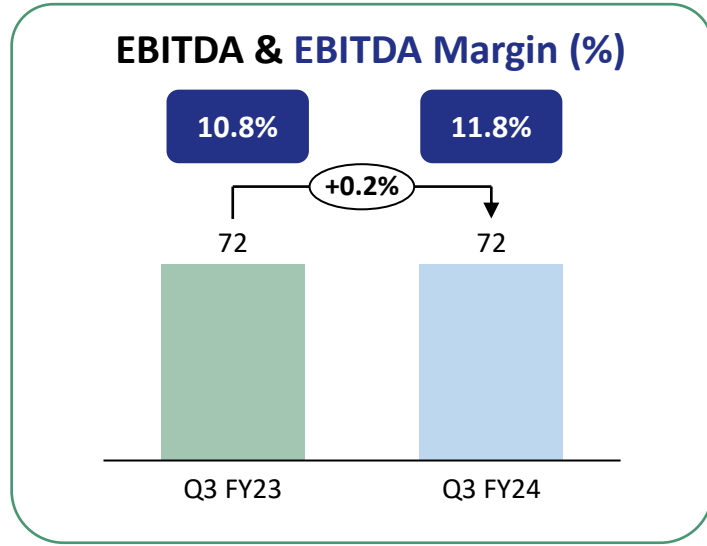
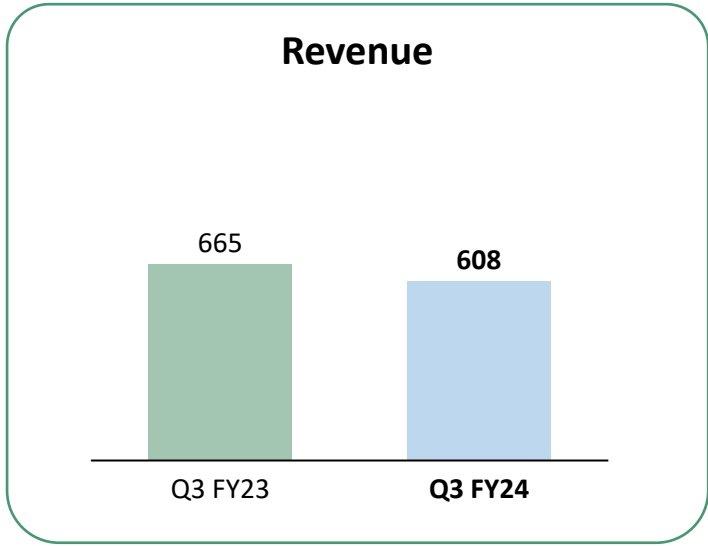
- Anti-Platelet
- Antiretroviral
- Leukotriene Receptor Antagonists
- Anticonvulsants
- Anti-Depressants
- Antipsychotics



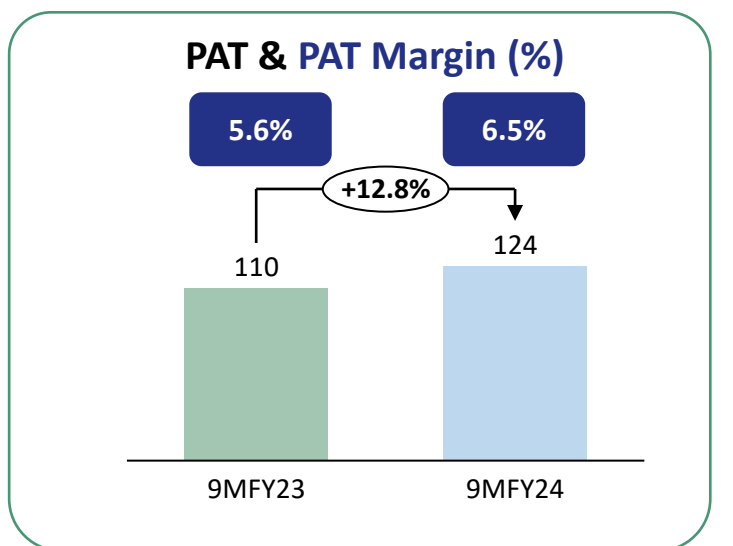
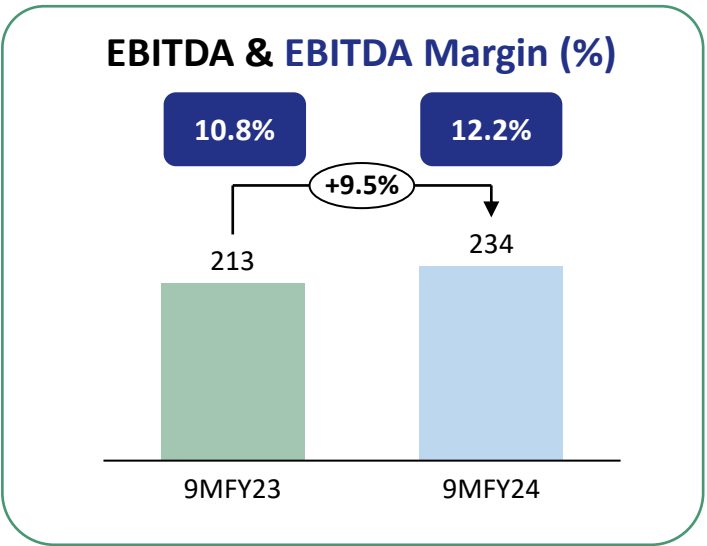
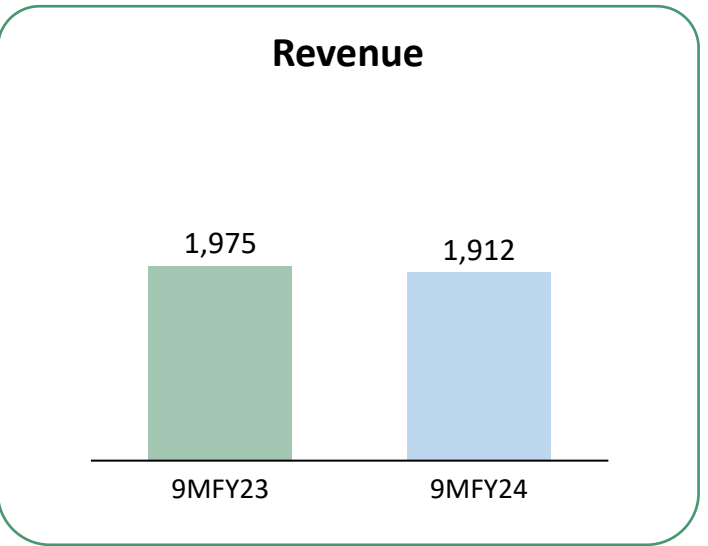
Financial Highlights



Q3 Highlights



9M Highlights

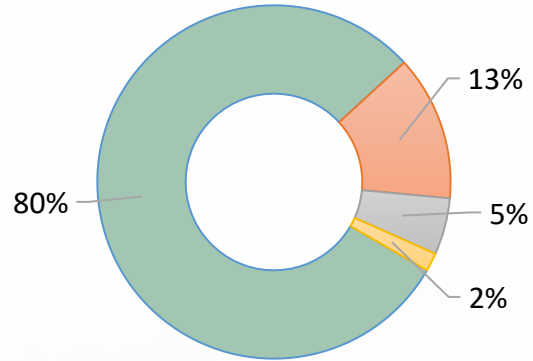


1. EBITDA includes other income & excludes exceptional items



Quarterly

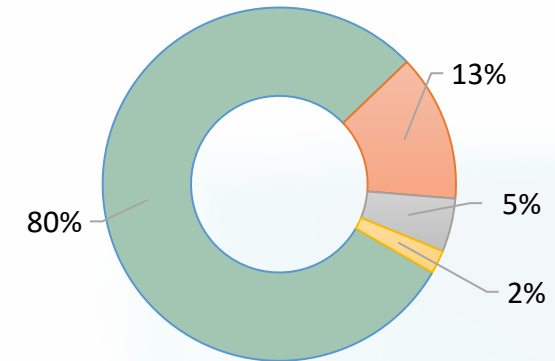
Q3FY24



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

Half-Year Ended

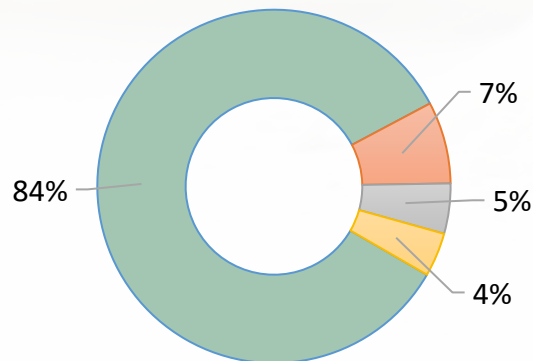
9MFY24



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

Quarterly

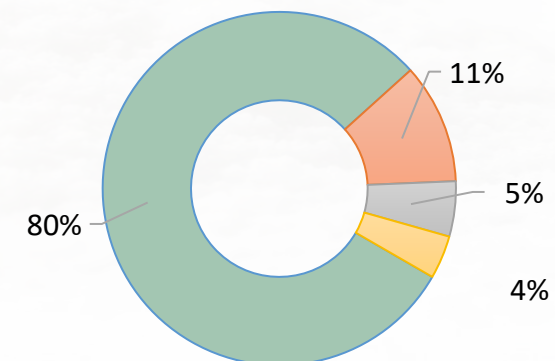
Q3FY23



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

Half-Year Ended


9MFY23



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

Consolidated Profit & Loss Statement

Particulars (Rs. Crores)	Q3FY24	Q3FY23	YoY%	9MFY24	9MFY23	YoY%
Net Revenue from Operations	605.9	664.0	(9)%	1,908.6	1,973.6	(3)%
Other Income	1.7	1.0		3.0	1.3	
Total Revenue	607.6	665.0		1,911.5	1,975.0	
COGS	405.2	462.9		1,280.6	1,373.0	
Gross Profit	202.4	202.1	0%	630.9	602.0	5%
Gross Margin (%)	33.4%	30.4%	300 bps	33.1%	30.5%	260 bps
Employee Expenses	25.6	23.7		76.5	66.6	
Other Expenses	105.0	106.7		320.8	322.0	
EBITDA	71.8	71.7	0%	233.6	213.4	9%
EBITDA Margin (%)	11.8%	10.8%	100 bps	12.2%	10.8%	140 bps
Finance Costs	7.6	9.4		24.4	24.7	
Depreciation	12.7	12.6		37.9	37.8	
Exceptional Item	0.0	0.0		0.0	0.0	
PBT	51.6	49.7	4%	171.4	150.9	14%
Taxes	14.8	13.0		47.1	40.7	
Reported PAT	36.7	36.7	0%	124.3	110.2	13%
PAT Margin¹ (%)	6.1%	5.5%	60 bps	6.5%	5.6%	90 bps
Cash PAT	49.4	49.3		162.1	148.0	
Earnings Per Share (EPS)	3.99	3.96		13.47	11.90	



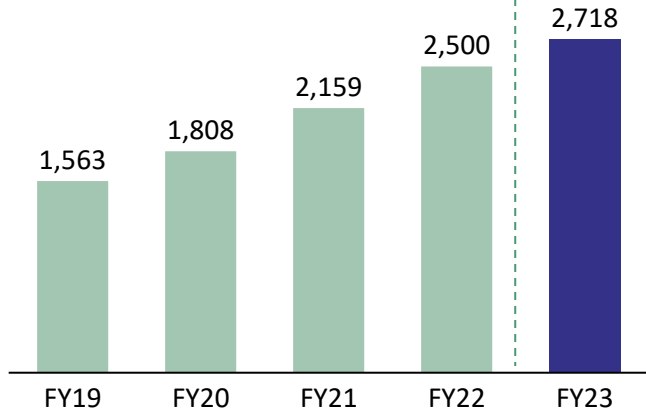
Historical Performance At A Glance



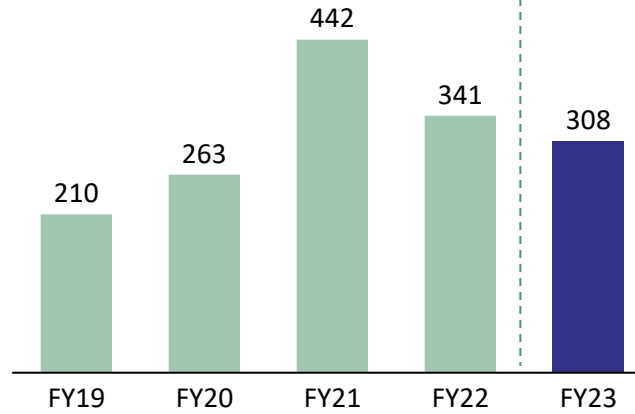
Strong Financial Performance

Consolidated

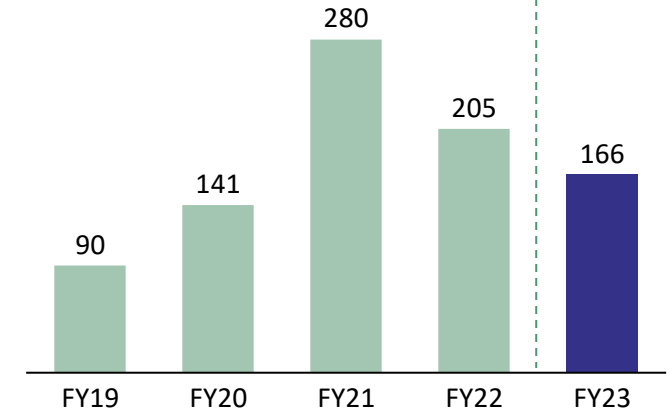
Revenue (Rs. Crores)



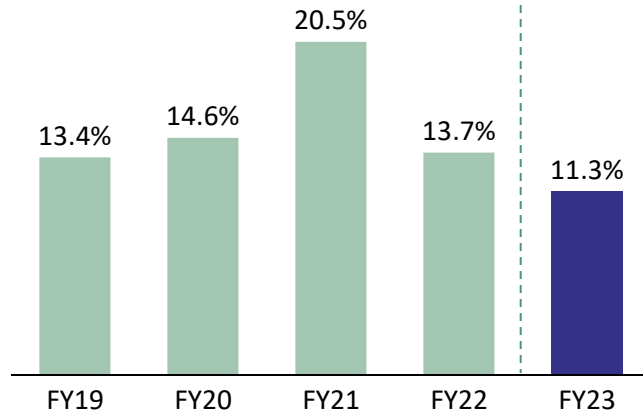
EBITDA (Rs. Crores)



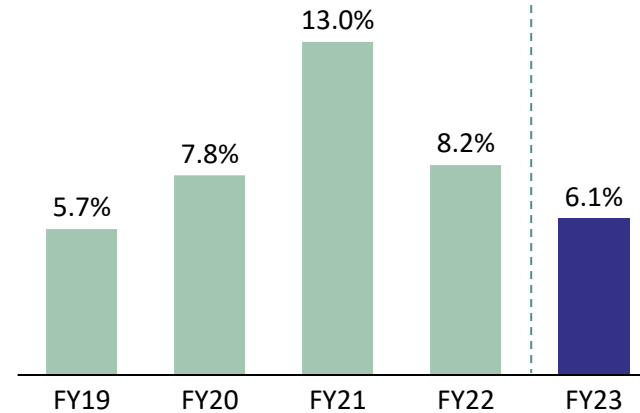
PAT (Rs. Crores)



EBITDA Margin (%)



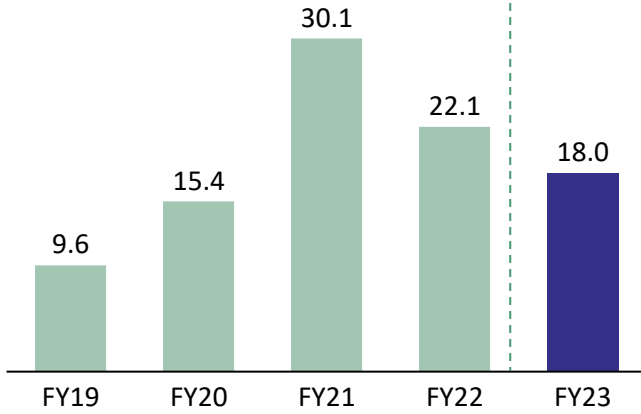
PAT Margin (%)



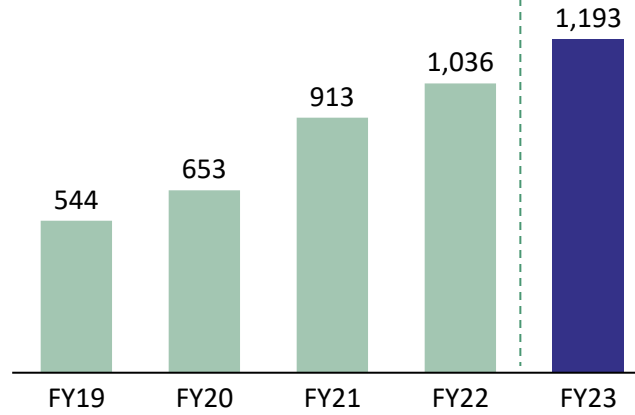


Strong Financial Performance

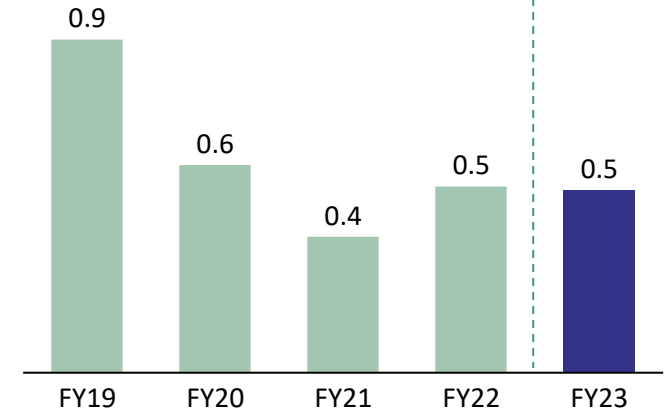
EPS* (in Rs.)



Net Worth (in Rs. Crores)

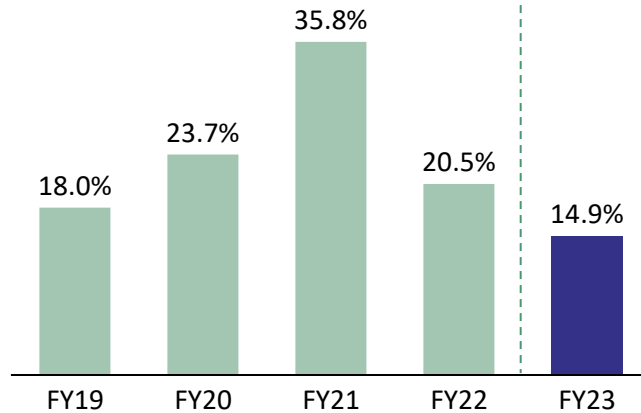


Leverage (X)

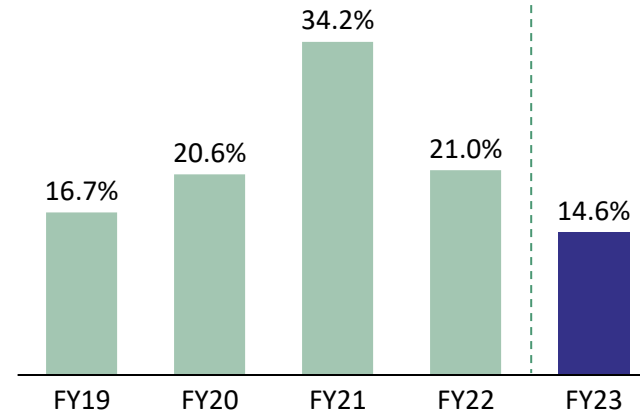


* For EPS, adjusted includes previous year's figures in proportion to bonus issue year

RoCE (%)



RoE(%)





Distribution Policy

Considering various financial parameters, the Company may elect to distribute about

15% to 30% of

Consolidated Net Profits

Distributed ~Rs. 54 Crores as Dividend over last 8 years



Distributed ~ Rs. 196 crores through buyback of shares over last 8 years*

Distribution: ~21.5%

Distributed ~ Rs. 250 crores in form of dividend & buyback of shares over last 8 years

Consolidated Profit & Loss Account Statement

Particulars (Rs. crores)	FY23	FY22	FY21	FY20	FY19
Net Revenue from Operations	2,716.1	2,488.6	2,154.8	1,806.1	1,560.9
Other Income	2.2	11.3	4.5	1.5	2.4
COGS	1,888.5	1,688.8	1,321.0	1,178.9	1,059.9
Gross Profit	829.7	811.1	838.3	628.7	503.4
Gross Margin (%)	30.5%	32.6%	38.9%	34.8%	32.3%
Employee Expenses	92.0	82.8	80.5	69.4	60.9
Other Expenses	429.9	387.5	316.1	296.0	232.7
EBITDA	307.8	340.8	441.6	263.3	209.8
EBITDA Margin (%)	11.3%	13.7%	20.5%	14.6%	13.4%
Finance Costs	33.3	20.7	23.0	33.7	40.0
Depreciation	50.3	50.0	49.9	48.8	42.6
PBT before exceptional item	224.2	270.0	368.8	180.8	129.6
Exceptional Expense/(Gain) ¹	0.0	0.0	-0.2	-4.5	3.8
PBT	224.2	270.0	369.0	186.8	133.4
Taxes	57.8	65.0	88.6	43.8	41.2
Reported PAT	166.4	205.0	280.4	143.0	92.2
Cash PAT	216.7	255.0	330.3	191.8	134.8
PAT Margin¹ (%)	6.1%	8.2%	13.0%	7.9%	5.9%
Earnings Per Share ² (EPS)	17.97	22.12	30.09	15.14	9.60

1. Exceptional items includes profit on sale of assets of Rs. 8.38 crores in Q4FY20 & sale of assets of Rs. 4.47 crores in FY20

2. Since March 2020 quarter, company has switched to a new tax regime

Consolidated Balance Sheet Statement

Equities & Liabilities (Rs. crores)	FY23	FY22	FY21	FY20	FY19
Equity					
Equity Share capital	92.6	92.6	93.2	23.3	23.6
Other Equity	1,099.8	943.8	820.2	629.2	519.9
Non Controlling Interest	0.2	-0.1	0.0	0.0	0.0
Total Equity	1,192.7	1,036.3	913.4	652.5	543.4
Financial liabilities					
(i) Borrowings	204.7	138.5	147.6	180.3	208.2
(ii) Lease Liabilities	0.4	1.9	0.0	0.0	0.0
(iii) Other Financial liabilities	12.4	9.6	10.9	14.7	10.7
Other non current Liability	0.0	0.0	0.0	0.0	0.0
Deferred tax liabilities (Net)	71.0	72.4	77.1	80.7	89.8
Provisions	7.3	9.2	21.7	23.6	12.3
Total Non Current Liabilities	295.8	231.6	257.2	299.3	321.1
Financial liabilities					
(i) Borrowings	401.8	399.8	157.2	157.7	263.2
(ii) Lease Liabilities	2.0	2.6	0.0	0.0	0.0
(iii) Trade Payables	480.3	468.7	330.0	329.5	242.6
(iv) Other financial liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	4.4	3.7	2.8	4.6	2.2
Other current liabilities	44.5	65.2	105.4	132.8	82.9
Current tax liabilities (Net)	0.0	0.0	0.0	0.0	0.0
Total Current Liabilities	933.0	940.1	595.4	624.7	591.0
Total Equity and Liabilities	2,421.4	2,208.0	1,766.0	1,576.5	1,455.5

Assets (Rs. crores)	FY23	FY22	FY21	FY20	FY19
Non Current assets					
Property, Plant and Equipment	673.2	685.7	659.2	642.3	622.0
Capital work in progress	210.4	76.7	19.3	12.2	32.7
Intangible assets	0.8	0.2	0.3	1.5	2.9
Right to use assets	2.2	4.1	5.9	0.0	0.0
Financial Assets					
(i) Investments	18.8	19.5	17.3	13.4	12.4
(ii) Loans	0.0	0.0	0.0	0.0	0.0
Deferred Tax Assets (net)	0.0	0.0	0.0	0.0	0.0
Other non-current assets	23.7	28.4	7.3	3.1	1.2
Total Non Current Assets	929.0	814.6	709.2	672.5	671.2
Current Assets					
Inventories	516.3	525.9	415.0	325.4	246.6
Financial Assets	0.0	0.0	0.0	0.0	0.0
Investments					
(i) Trade receivables	864.8	749.9	555.2	488.6	458.5
(ii) Cash and Bank Balances	9.0	22.3	9.8	7.6	5.6
(iii) Loans	12.2	12.6	12.7	12.0	9.5
Current Tax Assets(Net)	0.0	0.0	0.0	0.0	0.0
Other current assets	90.1	82.6	64.1	65.8	64.0
Total Current Assets	1,492.3	1,393.4	1,056.8	899.5	784.3
Non current Asset held for sale	0.0	0.0	0.0	4.6	0.0
Total Assets	2,421.4	2,208.0	1,766.0	1,576.5	1,455.5

Consolidated Cash Flow Statement

Particulars (Rs. crores)	FY23	FY22	FY21	FY20	FY19
Net Profit before Tax and Extraordinary items	224.2	270.0	369.0	185.3	131.0
Adjustments for: Non Cash Items / Other Investment or Financial Items	85.2	70.4	68.6	86.8	75.2
Operating profit before working capital changes	309.3	340.4	437.6	272.1	206.2
Changes in working capital	-115.5	-187.4	-186.1	19.5	-33.5
Cash generated from Operations	193.9	153.0	251.5	291.6	172.7
Direct taxes paid (net of refund)	-59.7	-83.4	-96.7	-40.9	-29.6
Net Cash from Operating Activities	134.2	69.6	154.8	250.7	143.1
Net Cash from Investing Activities	-164.0	-148.9	-71.7	-33.2	-61.7
Net Cash from Financing Activities	16.5	92.0	-81.1	-215.4	-80.1
Net Decrease in Cash and Cash equivalents	-13.2	12.8	2.0	2.1	1.4
Add: Cash & Cash equivalents at the beginning of the period	21.6	8.8	6.8	4.6	3.3
Cash & Cash equivalents at the end of the period	8.4	21.6	8.8	6.8	4.6

For further information, please contact

Company:



CIN: L37060MH1984PLC055433

Mr. Rushikesh Deole

Email: investorrelations@aartidrugs.com

Contact no.: +91 22 24048199

www.aartidrugs.co.in

Investor Relations Advisor:

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Deven Dhruva / Mr. Harsh Shah

E: deven.dhruva@sgapl.net / harsh.shah@sgapl.net

T: +91 98333 73300 / +91 97689 74808

www.sgapl.net