



September 14, 2023

To,
Listing/ Compliance Department
BSE LTD.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

SCRIP CODE: 543748

Dear Sir/Madam,

To,
Listing/ Compliance Department
**National Stock Exchange of
India Limited**
"Exchange Plaza", Plot No. C/1,
G Block, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
SYMBOL: AARTIPHARM

Sub: Presentation to Shareholders
Ref: Regulation 30 of the SEBI (LODR) Regulations
2015

Please find enclosed herewith presentation made to the Shareholders of the Company at the 4th Annual General Meeting held on Thursday, September 14, 2023.

Please take the same on your records.

Thanking you,

Yours faithfully,
For AARTI PHARMALABS LIMITED

NIKHIL NATU
COMPANY SECRETARY
ICSI M. NO. A27738

Encl. a/a.

AARTI PHARMALABS LIMITED

www.aartipharmalabs.com | CIN : L24100GJ2019PLC110964 | Email : info@aartipharmalabs.com

Admin Office : 204, Udyog Kshetra, 2nd Floor, Mulund - Goregaon Link Road, Mulund (W), Mumbai, PIN - 400 080, Maharashtra, INDIA, T : +91 22 67976666 | F : +91 22 25653234
Regd. Office : Plot No. 22-C/1 & 22-C/2, 1st Phase, G.I.D.C., Vapi 396 195, District - Valsad, Gujarat, INDIA, T : +91 260 2400467, +91 99099 94655



Aarti Pharmalabs Limited
Annual General Meeting FY
22-23

1

Company Overview

2

Financial Performance

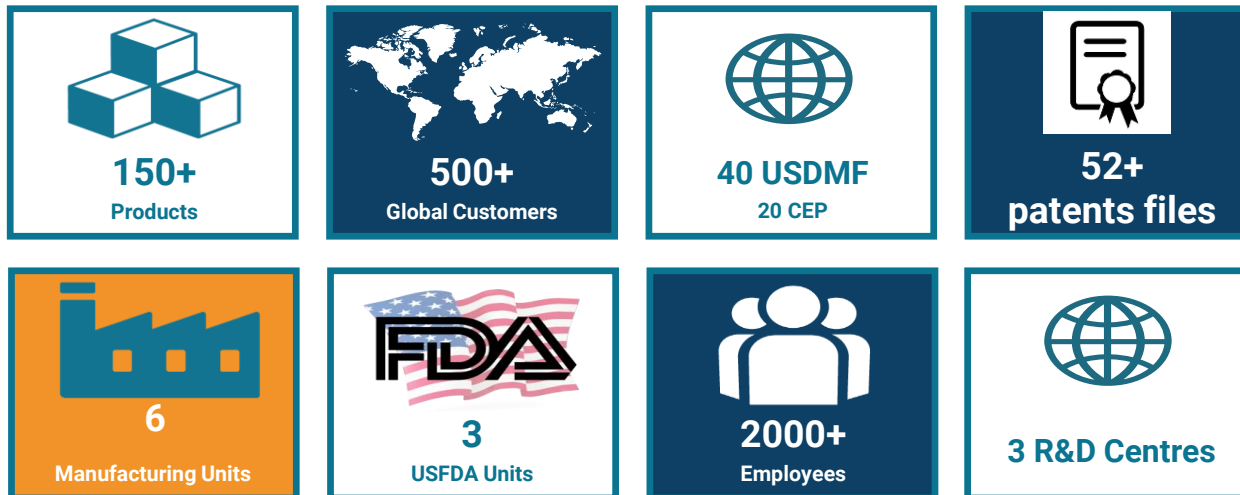
Company Overview

Aarti Pharmalabs at a Glance

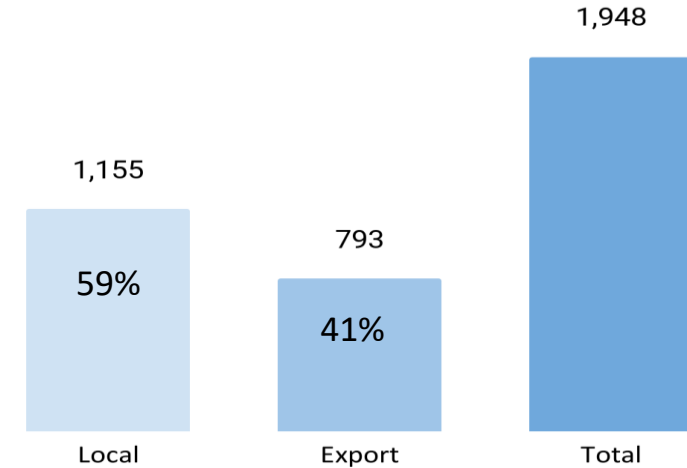
Overview

- Established by first generation technocrats in **1984**
- Specialized key business verticals
 - API & Intermediates,
 - CDMO & CMO Services
 - Xanthine derivatives & allied
- Strong **R&D capabilities** with IPRs for customized products
- **Strategically located:** In western India with proximity to ports
- Largest Indian Manufacturer for Xanthine Derivatives (Caffeine and Others)

Key Metrics



FY 23 - Consolidated Revenue Breakup (Rs. Crores)

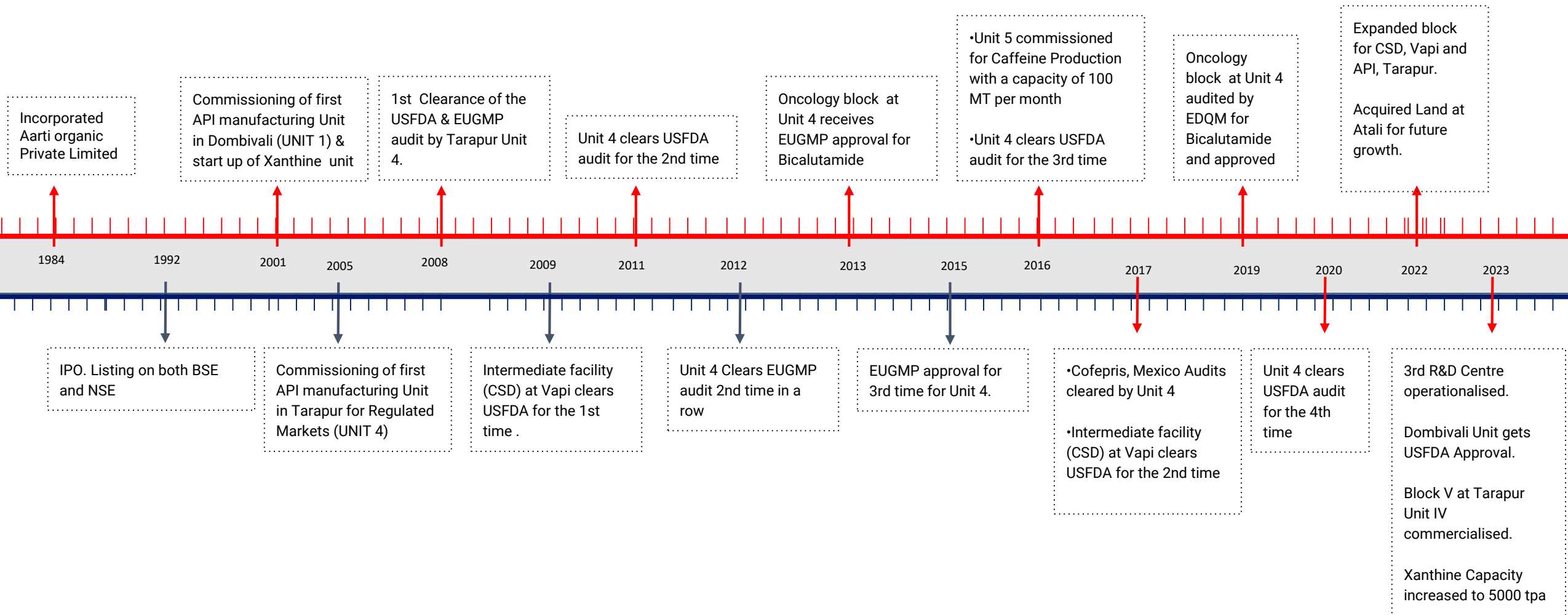


Financial Highlights



Amt in Rs Crs.

Journey



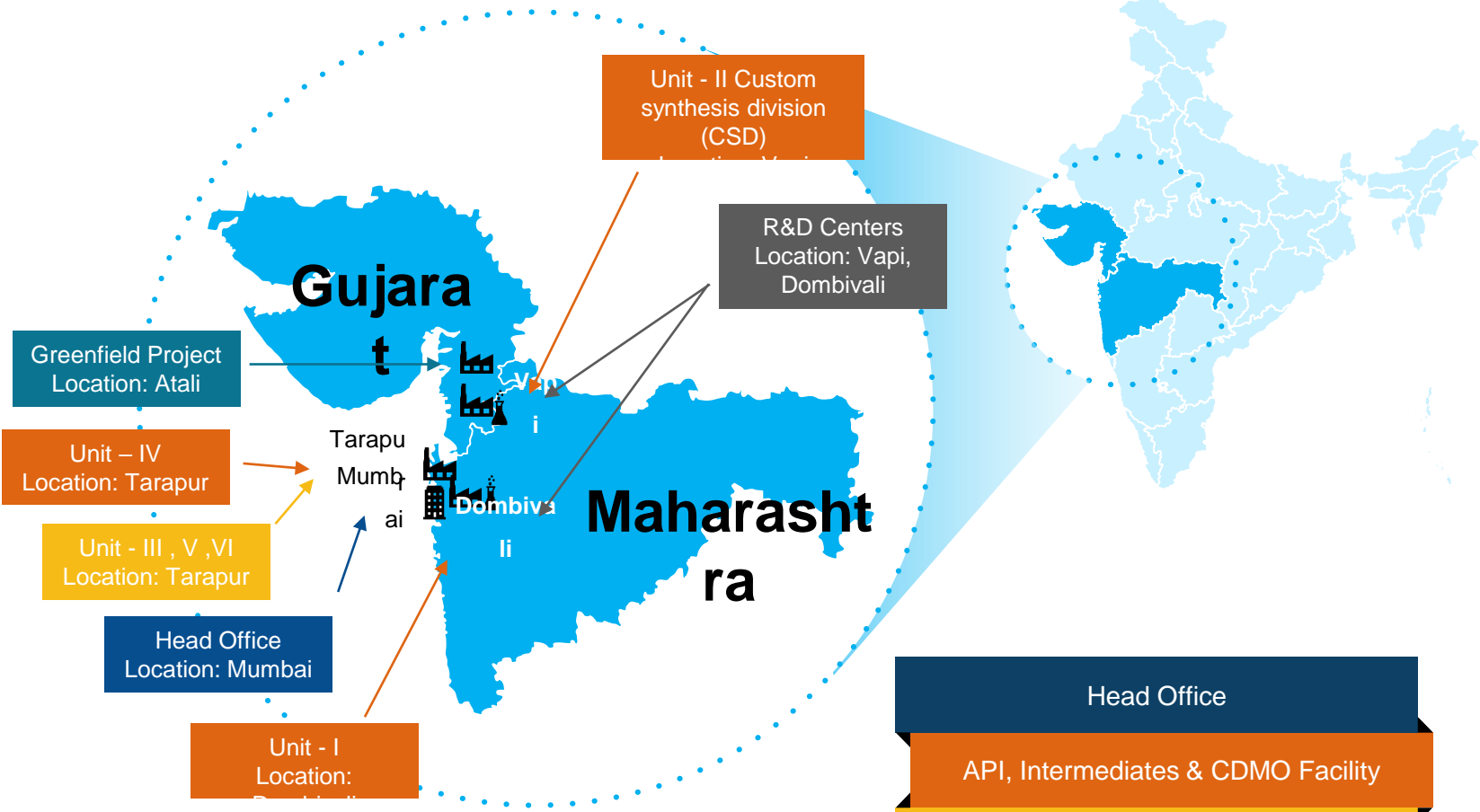
Manufacturing Facilities



Manufacturing Units	Location
Dombivali	Unit - I (API & Intermediates)
Vapi	Unit - II (API Intermediates & Custom Synthesis Unit)
Tarapur	Unit - III (Xanthine Unit)
	Unit - IV (API Unit)
	Unit - V (Xanthine Unit)
	Unit - VI (Spack Unit)
Atali	New unit under construction



Other Set-ups	Location
Research and Development Centers & Pilot Plant	Vapi, Gujarat Nerul and Dombivali-Maharashtra
Corporate & Head Office	Mumbai, Maharashtra



- Head Office
- API, Intermediates & CDMO Facility
- Xanthine Derivatives Manufacturing Facility
- Upcoming Manufacturing Facility
- Product development & Technology Transfer

APIs and Intermediates

- ❑ **US FDA approved manufacturing facility**
- ❑ Exports to lucrative regulated markets - US, EU and Japan contributes to 53% of total exports.
- ❑ **Backward integrated intermediates** for most APIs
- ❑ Distinct advantage having dedicated USA, Japan and EU approvals
- ❑ **Dedicated blocks for Anti-Cancer and Cortico Steroids products**
- ❑ HPAPIs development and manufacturing
- ❑ Flow chemistry from lab to manufacturing
- ❑ Complete CMC documentation support

CDMO / CMO Services

- ❑ CRAMs activity focused on API & intermediates
- ❑ Working with **14** Innovators & Big Pharma companies
- ❑ Development and manufacturing of RSMs, KSMs for NCEs
- ❑ **Dedicated R&D & Pilot facilities** focusing CDMO.
- ❑ **16 Products commercialized and 12 products under development by Innovators.**
- ❑ CMO offerings for regulated markets.

Xanthine derivatives & Allied (Caffeine and others)

- ❑ Largest Indian Manufacturer for Xanthine Derivatives (Caffeine and others)
- ❑ Xanthine derivatives find applications in **beverages, nutraceuticals, cosmetics and pharmaceuticals**
- ❑ Aarti's capabilities – **2 dedicated plants**
- ❑ Key certifications – “Star Kosher”, “HACCP”, “Sedex SMETA-4PillarP”, “FSSC-22000 (GFSI)” for manufacturing & testing..

Strong Presence in API & Intermediates

50

APIs have been commercialized by APL since it entered the pharma business in year 2000

10

New APIs are under development at APL's dedicated R&D facility for pharmaceuticals

40

US DMF approvals obtained across multiple therapeutic areas

20

CEP approvals available for sale in European Union across multiple therapeutic areas

~100

Generic Intermediates are available at R&D, Pilot and Commercial scales

Major therapeutic categories of Generic APIs for regulated markets

Cardiovascular

Anti Asthmatic

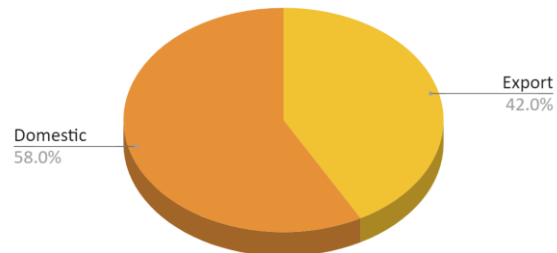
Anticoagulant

Anti Cancer

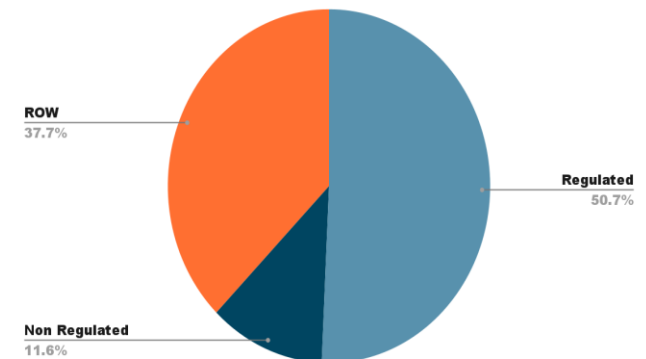
Anti Diabetic

CNS Agents

Q1 FY24 Export and Domestic Revenue



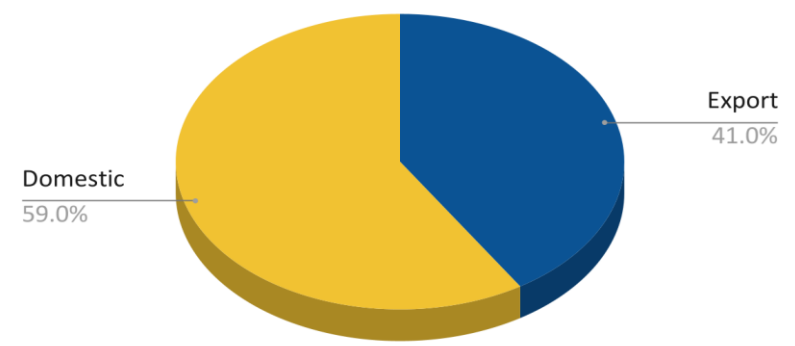
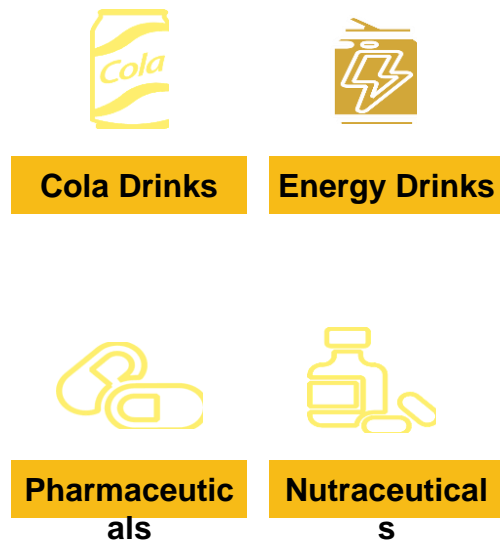
Market Segmentation



Xanthine Derivatives

- Xanthine derivatives are synthetic compounds that resemble natural occurring xanthines such as caffeine etc.,
- Commonly used as mild stimulants & bronchodilators, notably in the treatment of asthma or influenza symptoms
- 2 dedicated manufacturing units
- Aggregate Capacities of about 5000 MTA for Xanthine Derivatives.
- One backward integrated unit for providing KSM for Xanthine derivatives.
- APL has about 15-20% Global Market Share
- Sole Non Chinese integrated manufacturer. Benefitting from China + 1.

End Use Certifications



R&D Strengths & Capabilities

3	70+	7	13	52
State-of-the-art R&D centres at Maharashtra & Gujarat	Scientists	PHDs.	Patents Granted	Process patents filed



150+	50+
Process for more than 150 Intermediates developed and manufactured on kilo lab scale	More than 75 API commercialized



160	39 crs
Developing 40 products per Year in next four years	R&D Spend in FY23

Financial Performance

Consolidated Financial Performance

FY23 : Important Numbers (Consolidated)

Revenue from
operations

INR **1945** crs

EBITDA

INR **344** crs

Net worth

INR **1558** crs

PAT

INR **193** crs

EPS

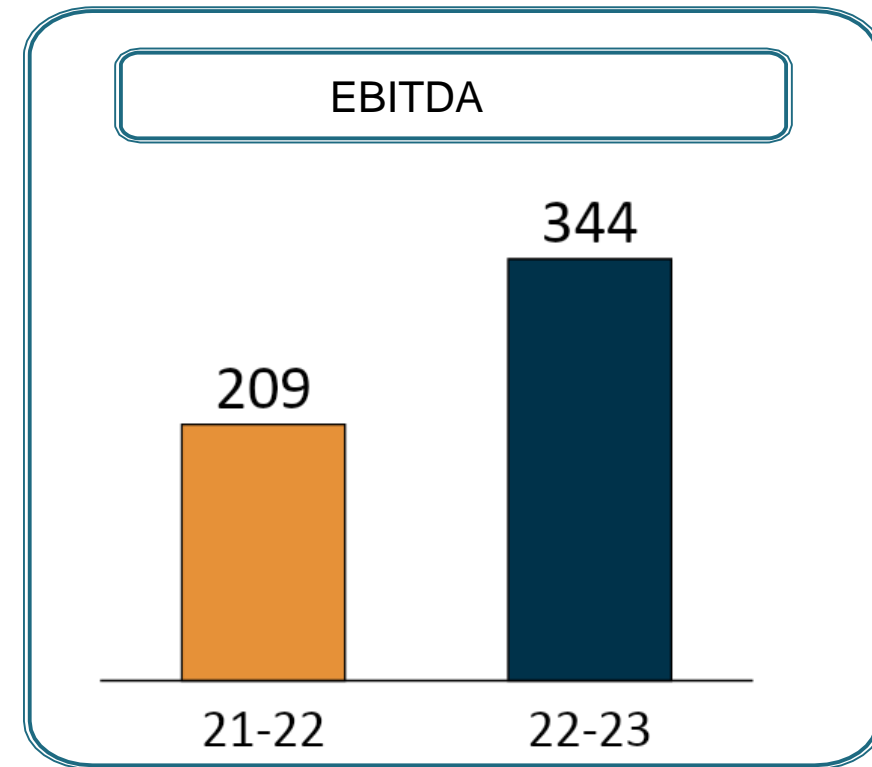
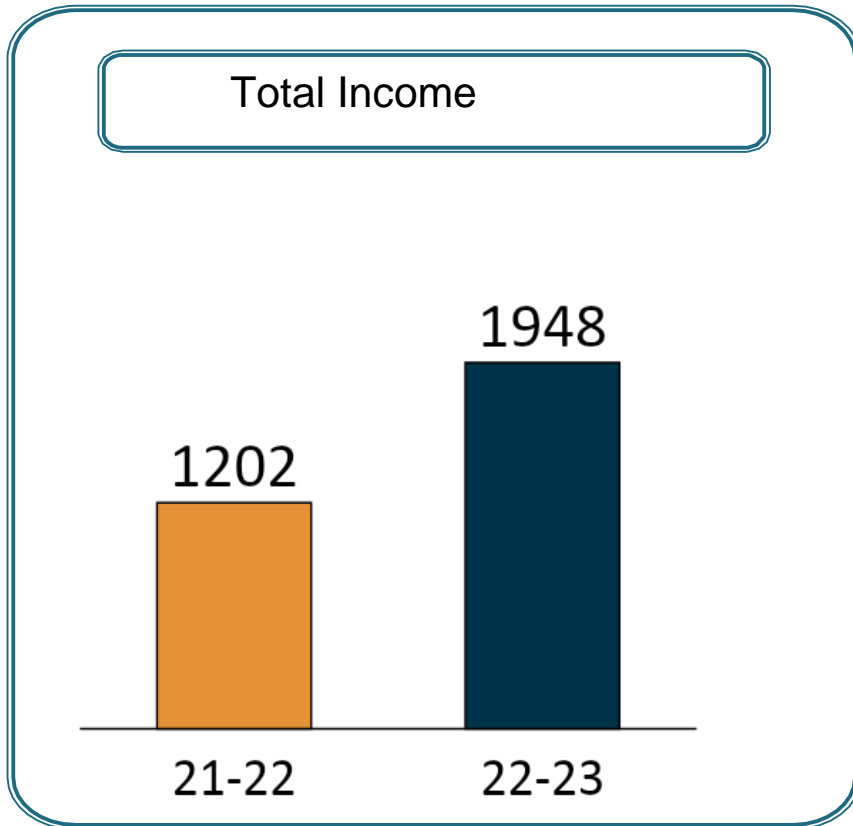
INR **21.35**

Net Debt to Equity

0.12

FY23 Highlights (Consolidated)

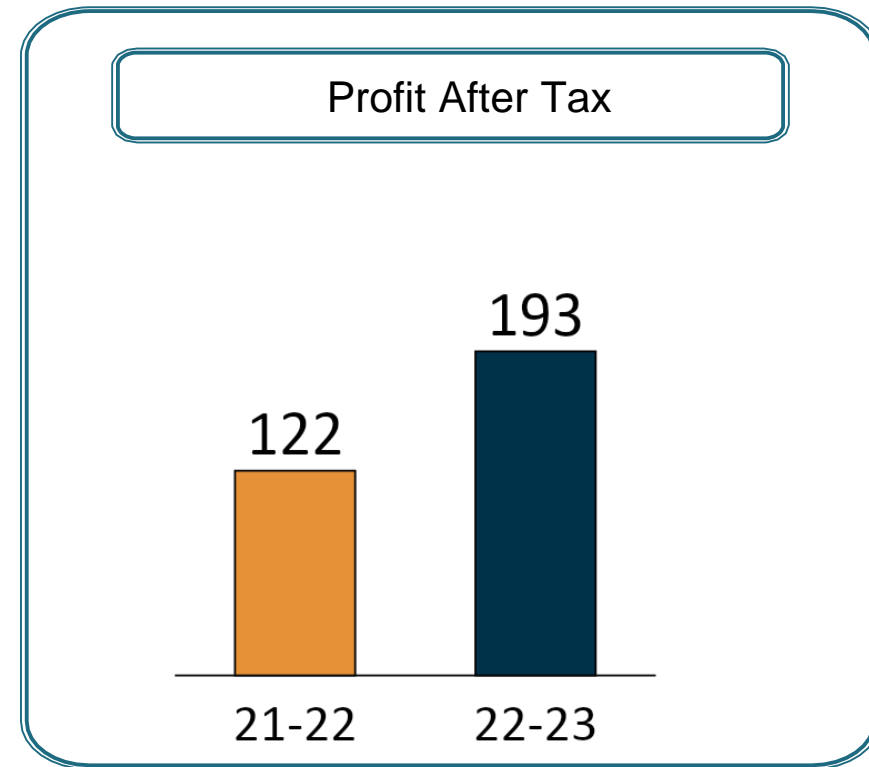
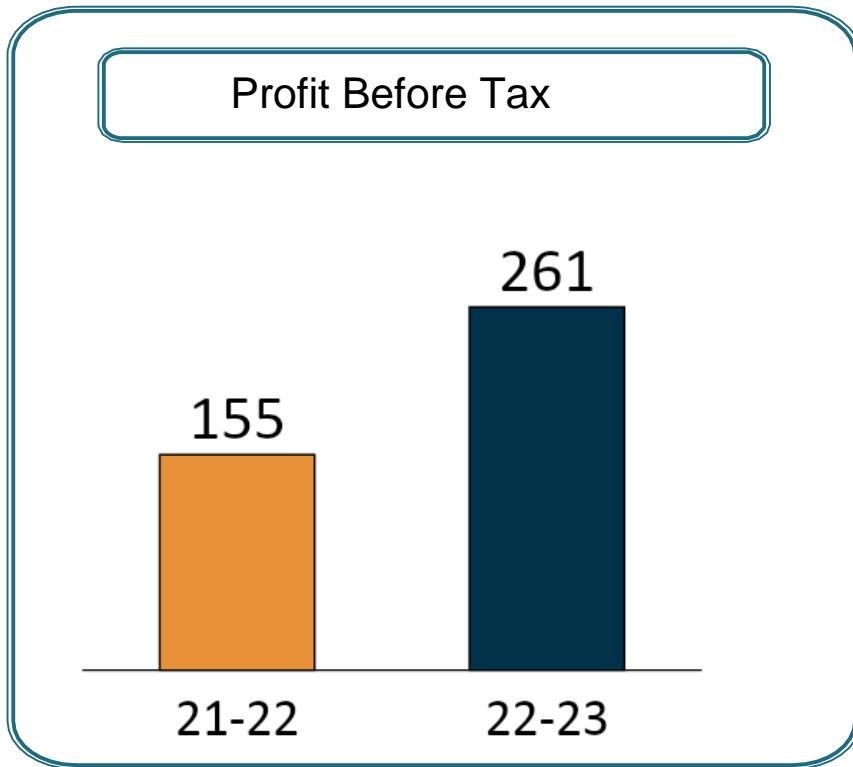
Amount in Rs. Crs.



Note: The scheme of Demerger of Pharma business of Aarti Industries Limited into Aarti Pharmalabs Limited was effective from 1-Jul-2021. Hence the figures for FY 2022-23 are not comparable with that of FY 2021-22

FY23 Highlights (Consolidated)

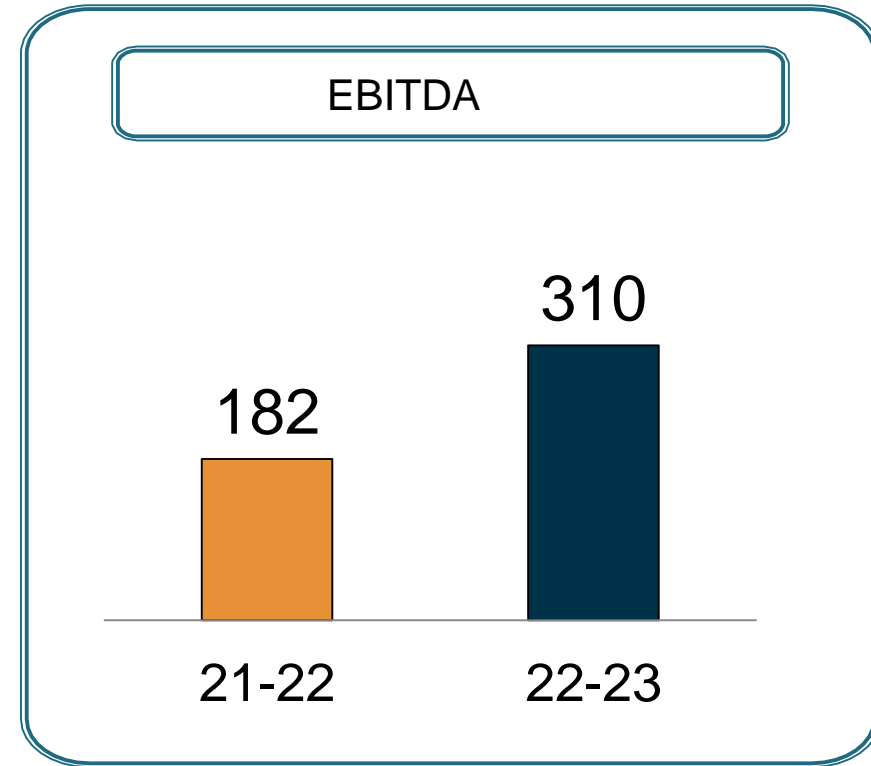
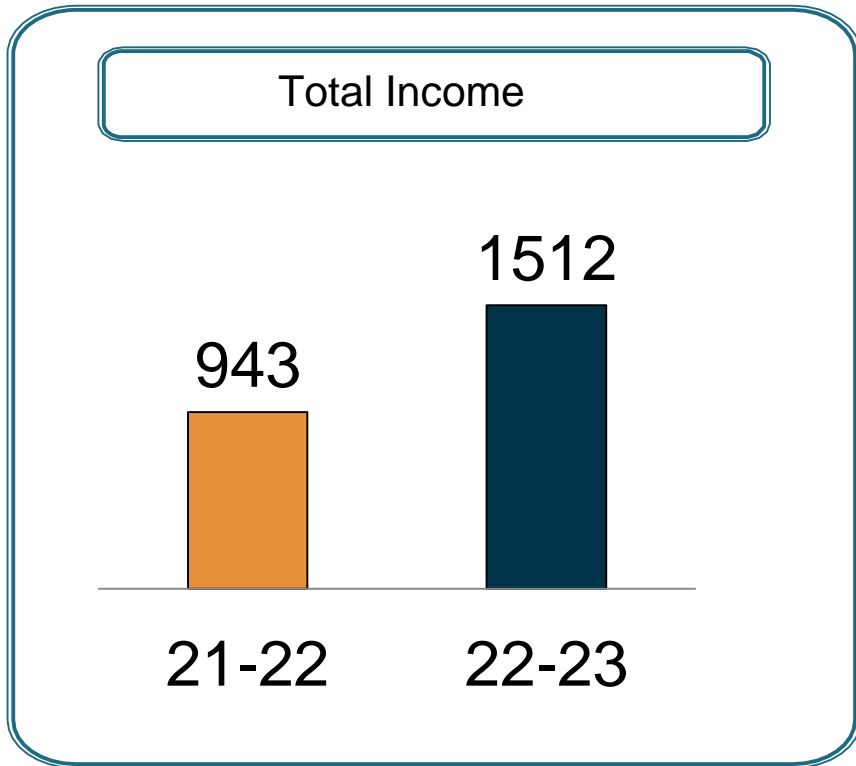
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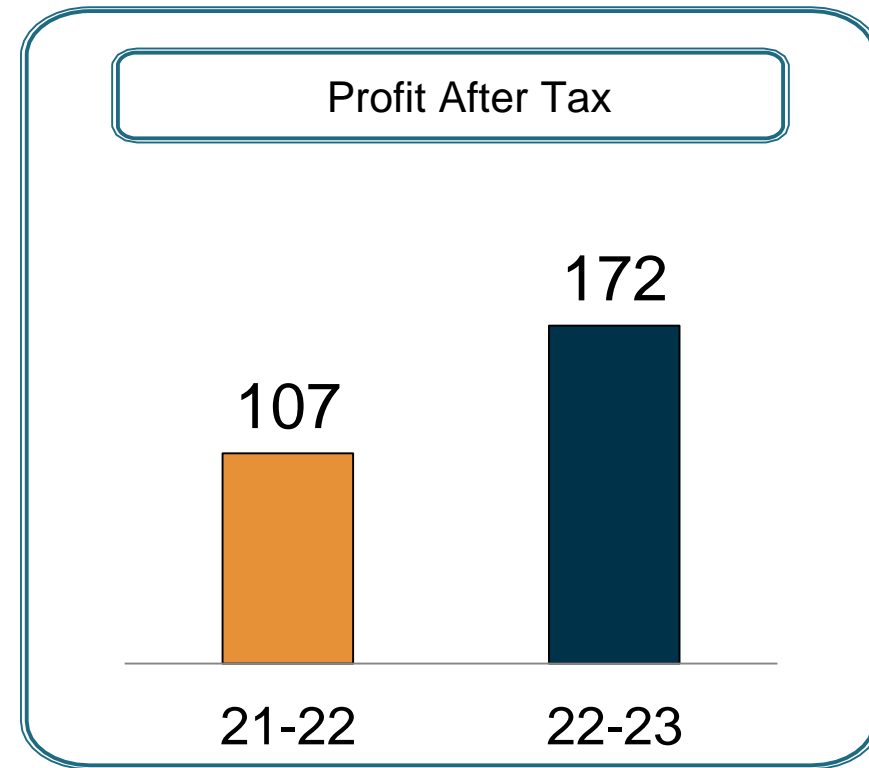
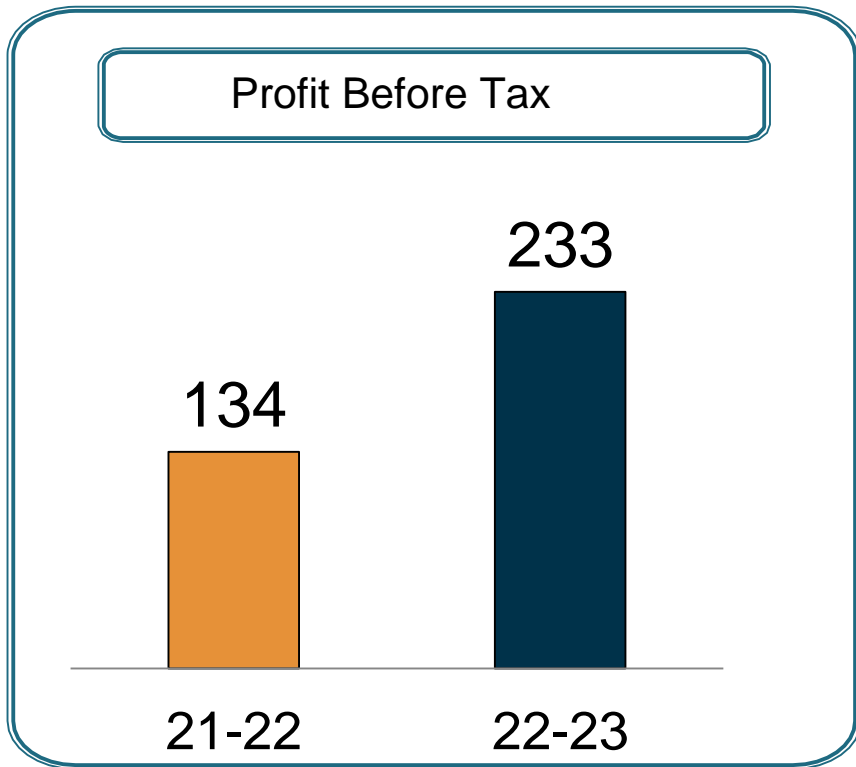
Standalone Financial Performance

FY23 Highlights (Standalone)



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FY23 Highlights (Standalone)



Note: The scheme of Demerger of Pharma business of Aarti Industries Limited into Aarti Pharmalabs Limited was effective from 1-Jul-2021. Hence the figures for FY 2022-23 are not comparable with that of FY 2021-22

FY23 Highlights (Standalone) - Ratios

Particulars	22-23	21-22
Return on Capital Employed	16%	10%
Return on Equity	13%	9%
Net Debt / Equity	0.13	0.25
Current Ratio	2.11	1.85

Note: The scheme of Demerger of Pharma business of Aarti Industries Limited into Aarti Pharmalabs Limited was effective from 1-Jul-2021. Hence RoCE and RoE are not comparable.

THANK YOU

Aarti Pharmalabs Limited

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