



EY Entrepreneur of the year-2013



FROST & SULLIVAN
Best Practices-2013



Business today/YES bank
Excellence Awards-2013



Date: 3rd November, 2018

| | |
|---|--|
| To The Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001 Security Code: 540596 | To National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai-400051 Symbol: ERIS |
|---|--|

SUBJECT: INVESTOR PRESENTATION

Dear Sir/Madam,

Pursuant to the requirement of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached investor presentation to be made by the Company.

Thanking you.

For Eris Lifesciences Limited

Milind Talegaonkar
Company Secretary and Compliance Officer
Membership No.: A26493

Encl.:a/a

Registered & Corporate Office:

8th Floor, Commerce House - IV, Prahlad Nagar, Ahmedabad - 380 015, Gujarat, India

Phone: +91 - 79 - 30451111 / 30179400 - 03 • Fax: +91 - 79 - 30179404 / 30451001 • Email: eris@erislifesciences.com • Web Site: www.eris.co.in

CIN: L24232GJ2007PLC049867



Q2 19 Investor Presentation

Safe Harbor Statement

This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions. Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and the underlying assumptions and statements, other than those based on historical facts, including, but not limited to, those that are identified by the use of words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions. Risks and uncertainties that could affect us include, without limitation:

- General economic and business conditions in the markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in the healthcare sector
- Changes in the laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in the political conditions in India and in other global economies.

Should one or more of such risks and uncertainties materialize, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events, unless it is required by Law.

IMPROVING HEALTH OUTCOMES

PATIENT ENGAGEMENT – the core of our business model.

The aim is to **improve health outcomes** and the **doctor – patient relationship** with detailed data

Identifying **gaps** in the healthcare delivery ecosystem and addressing those gaps with **unique patient engagement initiatives** has immensely helped us in:

- Creating **Brand equity**
- Gaining **entry** and **increased market share** in an otherwise difficult to scale market
- Gaining the **trust** of the prescribers



To generate the **first biggest epidemiological data** in the **country** on
Office and Home Blood Pressure Measurement



Blood pressure measurement study for identifying prevalences of hypertension, white coat and masked hypertension and related cardiovascular risk factors in India

50000 Subjects data
to be captured
for both

Office & Home
Blood pressure Measurement

RESULTS

FINANCIAL PERFORMANCE: Q2 FY 19



| INR millions | Q1 FY 19 | Q2 FY 19 | qoq GR | Q2 FY 18 | Q2 19 yoy GR | H1 19 yoy GR |
|--------------------------------|--------------|--------------|-----------|--------------|--------------|--------------|
| Sale of Products | 2,471 | 2,606 | 5% | 2,307 | 13% | 23% |
| Other Operating Income | 37 | 36 | -2% | 186 | -80% | -68% |
| Revenue from Operations | 2,508 | 2,642 | 5% | 2,492 | 6% | 19% |
| Gross Profit | 2,119 | 2,236 | 6% | 2,093 | 7% | 19% |
| Gross Profit Margins | 85% | 85% | | 84% | | |
| Employee cost | 491 | 469 | -4% | 373 | 26% | 32% |
| as % of Revenue | 20% | 18% | | 15% | | |
| Other Expenses | 743 | 760 | 2% | 742 | 2% | 20% |
| as % of Revenue | 30% | 29% | | 30% | | |
| EBITDA | 886 | 1,007 | 14% | 978 | 3% | 12% |
| EBITDA margin | 35% | 38% | | 39% | | |

RESULTS

FINANCIAL PERFORMANCE: Q2 FY 19



| INR millions | Q1 FY 19 | Q2 FY 19 | qoq GR | Q2 FY 18 | Q2 19 yoy GR | H1 19 yoy GR |
|--|------------|------------|--------|------------|--------------|--------------|
| EBITDA | 886 | 1,007 | 14% | 978 | 3% | 12% |
| EBITDA margin | 35% | 38% | | 39% | | |
| Depreciation and Amortisation ¹ | 73 | 83 | 14% | 53 | 57% | 57% |
| EBIT | 813 | 924 | 14% | 925 | 0% | 9% |
| EBIT margin | 32% | 35% | | 37% | | |
| Finance cost ² | 71 | 63 | -12% | 0.2 | 36665% | 41632% |
| Other Income | 35 | 61 | 74% | 65 | -5% | -27% |
| PBT | 777 | 923 | 19% | 989 | -7% | -1% |
| PBT margin | 31% | 35% | | 40% | | |
| Taxes | 61 | 68 | 11% | 58 | 17% | 50% |
| Net Profit | 716 | 855 | 20% | 931 | -8% | -4% |
| Net Profit margin | 29% | 32% | | 37% | | |

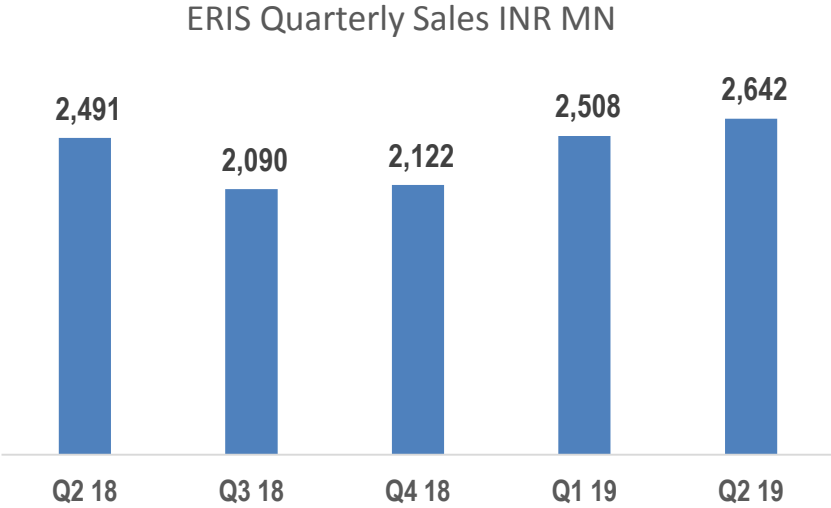
1. Includes amortisation of Intangibles acquired

2. As on 30th Sep 18: Investments: INR 3,368 MN; Debt: INR 2,750 MN ; Additional Repayment in Oct 18: INR 250 MN.

FY 19 - Growth Trend and Productivity



Modest yoy growth on high base of Q2 18



IPM Rank and Productivity

IPM Rank *

24

MRs

1,937

YPM
Lacs per month

4.5

Source: Internal numbers
* Source: AIOCD AWACS Sep MAT 2018

FY 19 – Growth Trend across Categories



| Category | % of Total Revenue | Growth Rate Q1 19 to Q2 19 |
|--------------------|--------------------|-------------------------------|
| Chronic | | |
| ERIS | 62% | 5% |
| IPM | 31% | 2% |
| Sub Chronic | | |
| ERIS | 23% | 2% |
| IPM | 21% | 4% |
| Acute | | |
| ERIS | 15% | -4% |
| IPM | 48% | 11% |

Source: AIOCD AWACS



THANK YOU