



EY Entrepreneur of the year-2013



FROST & SULLIVAN Best Practices-2013



Business today/YES bank Excellence Awards-2013



August 10, 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 & Compliance Officer

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



Q1 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

INR millions	Q4 FY 18	Q1 FY 19	qoq GR	Q1 FY 18	yoy GR
	including Strides	including Strides	(growth over previous quarter)	NOT including Strides	(growth over previous year)
Revenue from Operations	2,122	2,508	18%	1,852	35%
Gross Profit	1,792	2,119	18%	1,577	34%
Gross Profit Margins	84.5%	84.5%		85.2%	
Employee cost	416	491	18%	357	38%
as % of Revenue	19.6%	19.6%		19.2%	
Other Expenses	659	743	13%	507	47%
as % of Revenue	31.1%	29.6%		27.4%	
EBITDA	717	886	23%	714	24%
EBITDA margin	33.8%	35.3%		38.6%	

INR millions	Q4 FY 18	Q1 FY 19	qoq GR (growth over previous quarter)	Q1 FY 18 NOT including Strides	yoy GR (growth over previous year)
	including Strides	including Strides			
Revenue from Operations	2,122	2,508	18%	1,852	35%
EBITDA	717	886	23%	714	24%
EBITDA margin	33.8%	35.3%		38.6%	
Depreciation and Amortisation ¹	91	73	-20%	46	57%
EBIT	627	813	30%	668	22%
EBIT margin	29.5%	32.4%		36.1%	
Finance cost ²	78	71	-8%	0.2	47267%
Other Income ³	73	35	-52%	69	-49%
PBT	622	777	25%	737	5%
PBT margin	29.3%	31.0%		39.8%	
Taxes	61	61	0%	28	117%
Net Profit	561	716	28%	708	1%
Net Profit margin	26.4%	28.5%		38.2%	

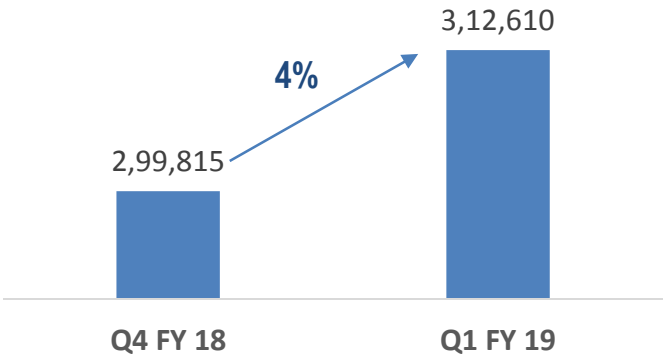
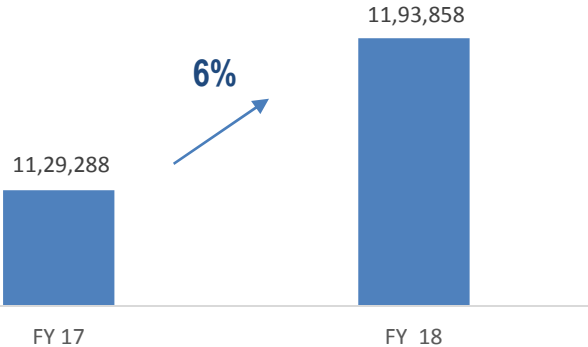
1. Includes amortisation of Intangibles acquired

2. As on 31st Jul 18: Debt: INR 3,000 MN ; Net Debt is NIL . Repayment from internal accruals: INR 250 MN in Q4 18 and Q1 19 each ; INR 500 MN in July '19

3. Mark to Market losses due to rising interest rates has brought down Other Income by 52%

FY 19: IPM - Growth Trend

IPM SALES



After growing in FY 18 at a sluggish rate of 6% (one of the lowest growth rates witnessed in the IPM in the last 15 years) ...

.... IPM saw a growth rate of 4% in Q1 19 on a sequential basis.

	ERIS					IPM				
	Q4 FY 18	Q1 FY 19	Growth qoq	Q1 FY 18	Growth yoy	Q4 FY 18	Q1 FY 19	Growth qoq	Q1 FY 18	Growth yoy
Chronic	1,601	1,825	14%	1,470	24%	97,643	1,03,034	6%	92,607	11%
Sub Chronic	600	679	13%	457	49%	59,381	66,064	11%	60,678	9%
Acute	436	480	10%	414	16%	1,42,791	1,43,512	1%	1,33,659	7%
Total	2,637	2,984	13%	2,341	27%	2,99,815	3,12,610	4%	2,86,944	9%

Source : AIOCD AWACS Pharmatrac , All figures in INR MILLION

The logo for Eris features the word "Eris" in a blue serif font. The letter "i" is replaced by a stylized orange human figure with its arms raised, positioned between the "r" and the "S".

Eris

THANK YOU