

February 7, 2019

To Listing Department, NATIONAL STOCK EXCHANGE OF INDIA LIMITED Exchange Plaza, Bandra Kurla Complex, Bandra (E), MUMBAI -400 051 Company Code No. AUROPHARMA	To The Corporate Relations Department BSE LIMITED Phiroz Jeejeebhoy Towers, 25 th floor, Dalal Street, MUMBAI -400 001 Company Code No. 524804
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Dear Sir,

Sub: Investor / Analysts Presentation

Please refer to our letter dated 5th February, 2019 wherein we have intimated the schedule of Investors/ Analysts call on February 8, 2019. In this connection, we enclose herewith the presentation that would be used in the Investors / Analysts call on the Un-audited Financial Results of the Company for the third Quarter and nine months period ended December 31, 2018.

<https://www.aurobindo.com/investors/results-reports-presentations/investor-presentations/>

Please take the information on record.

Thanking you,

Yours faithfully,
For AUROBINDO PHARMA LIMITED


B. Adi Reddy
Company Secretary





AUROBINDO

Q3 FY18-19 EARNINGS PRESENTATION

7th February 2019

Disclaimer



This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance.

While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance.

Aurobindo Pharma undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

For updates and specific queries, please visit our website www.aurobindo.com

Consolidated Financial & Business Highlights – Q3FY19



Key Financial Highlights

- Revenue from Operations increased by 21.5% YoY and 10.9% QoQ to INR 5,269.7 Cr, led by strong growth in both Formulations and APIs
- EBIDTA before Forex and Other income at INR 1,086.4 Cr vs INR 1,025.6 Cr in Q3FY18 and INR 1,026.0 Cr in Q2FY19; EBITDA margin for the quarter was at 20.6%
- Net Profit after JV share, minority interest at INR 712.2 Cr, an increase of 19.7% YoY and 16.5% QoQ
- Basic & Diluted EPS is INR 12.15 per share
- Board has approved second interim dividend @ 125% i.e., INR 1.25 per equity share of INR 1/- for the year FY18-19
- Research & Development (R&D) spend at INR 254.6 Cr, 4.8% of revenues
- Net organic capex spent is ~US\$ 52 million

Key Business Highlights

US Formulations

- US sales of INR 2,433.2 Cr, witnessed a growth of 27.4% YoY and 9.3% QoQ. On constant currency basis, the US sales increased by 14.7% YoY and 6.4% QoQ to US\$ 339 million.
- Filed 10 ANDAs with USFDA including 4 ANDAs for injectable products
- Received final approval for 14 ANDAs including 6 injectables, and tentative approval for 1 ANDA
- Launched 7 products during the quarter including 2 injectables
- As on 31st Dec 2018, on a cumulative basis, the company filed 519 ANDAs with USFDA and received approval for 397 ANDAs including 28 tentative* approvals

EU Formulations

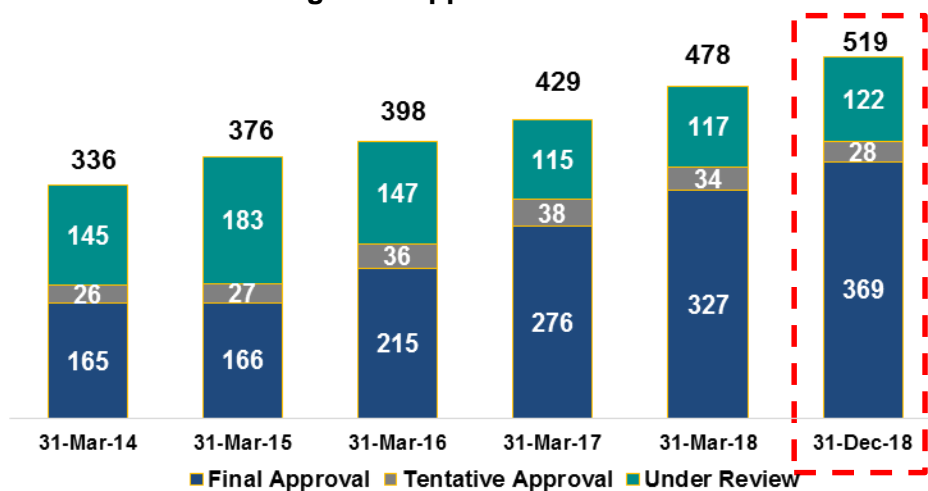
- Sales from EU formulations in Q3FY18-19 witnessed a growth of 10.3% YoY at INR 1,292.8 Cr. The business accounted for 24.5% of revenues. In Euro terms, sales increased by 2.5% YoY.

*Tentative approvals include 9 ANDAs approved under PEPFAR.

US Filings Snapshot



Cumulative ANDA Filings and Approvals



Therapy	ANDAs	Addressable Market Size (US\$ Bn)
Anti Diabetic	19	9.0
ARV**	42	6.0
CNS	91	24.5
Controlled Substances	17	1.4
CVS	81	24.2
Gastroenterological	30	3.7
Ophthalmics	11	0.4
Others	161	16.1
Penem	2	0.5
Respiratory (inc. Nasal)	12	0.7
Oncology & Hormones	21	4.6
SSP & Ceph	30	0.7
Dermatology	2	0.3
Total	519	92.1

Addressable Market at US\$ 92.1 Bn including ~US\$ 61.1 Bn for Under Review and Tentative Approvals, as per IQVIA MAT Dec 2018 data

Unit wise ANDA Filings as on 31-Dec-2018

Site	Details	Final Approval	Tentative Approval*	Under Review	Total
Unit III	Oral Formulations	114	10	3	127
Unit IV	Injectables & Ophthalmics	58		43	101
Unit VIB	Cephalosporins Oral	11			11
Unit VII (SEZ)	Oral Formulations	133	16	14	163
Unit X	Oral Formulations	3	2	34	39
Unit XII	Penicillin Oral & Injectables	19		1	20
Aurolife USA	Oral Formulations	20		11	31
AuroNext	Penem Injectables	2			2
Eugia	Oral & Injectable Formulations	3		16	19
Others		6			6
Total		369	28	122	519

*Tentative Approvals (TAs) include 9 ANDAs approved under PEPFAR; ** Does not include the addressable market of the products approved under PEPFAR

Consolidated Financial Performance – Q3FY19 YoY



Value INR Cr	Q3 FY19	Q3 FY18	% Chg
Formulations	4,347.8	3,570.2	21.8
API	921.7	765.7	20.4
<i>Formulations % of sales</i>	82.5%	82.3%	
Revenue from Operations	5,269.7	4,336.1	21.5
Gross Profit	2,879.8	2,518.6	14.3
Overheads	1,793.4	1,493.0	20.1
EBIDTA (before Forex & other income)	1,086.4	1,025.6	5.9
	20.6%	23.7%	
Fx Gain / (Loss)	50.5	7.3	
Other Income	13.4	25.8	-48.0
Finance Cost	47.7	18.9	152.7
Depreciation	163.1	138.1	18.1
PBT from ordinary activities	939.5	901.7	4.2
Exceptional items*	-25.0	0.0	
PAT (after JV share, minority interest)	712.2	595.0	19.7
Diluted EPS	12.15	10.16	
Avg Fx Rate US\$ 1= INR	71.8527	64.2272	

Revenue from Operations - Breakup

Value in INR Cr	Q3FY19	Q3FY18	% Chg
USA	2,433.2	1,909.6	27.4
EU	1,292.8	1,171.6	10.3
Growth markets	340.5	250.2	36.1
ARV	281.3	238.9	17.8
Total Formulations	4,347.8	3,570.2	21.8
Betalactam	557.7	536.6	3.9
Non Betalactam	364.1	229.2	58.9
Total API	921.7	765.7	20.4
Dossier Income	0.1	0.1	
Revenue from operations	5,269.7	4,336.1	21.5

*Exceptional items for the period represents acquisition related costs

Consolidated Financial Performance – Q3FY19 QoQ



Value INR Cr	Q3 FY19	Q2 FY19	% Chg
Formulations	4,347.8	3,934.8	10.5
API	921.7	816.6	12.9
<i>Formulations % of sales</i>	<i>82.5%</i>	<i>82.8%</i>	
Revenue from Operations	5,269.7	4,751.4	10.9
Gross Profit	2,879.8	2,708.5	6.3
Overheads	1,793.4	1,682.5	6.6
EBIDTA (before Forex & other income)	1,086.4	1,026.0	5.9
	20.6%	21.6%	
Fx Gain / (Loss)	50.5	-39.7	
Other Income	13.4	26.3	-49.0
Finance Cost	47.7	35.4	34.6
Depreciation	163.1	163.7	-0.3
PBT from ordinary activities	939.5	813.5	15.5
Exceptional items*	-25.0	-26.8	
PAT (after JV share, minority interest)	712.2	611.4	16.5
Diluted EPS	12.15	10.44	
Avg Fx Rate US\$ 1= INR	71.8527	69.9449	

Revenue from Operations - Breakup

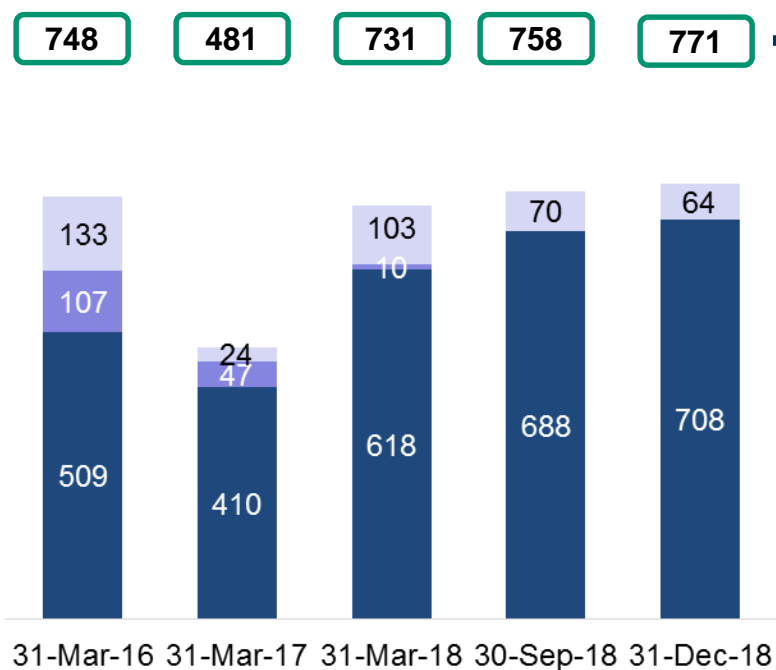
Value in INR Cr	Q3FY19	Q2FY19	% Chg
USA	2,433.2	2,226.8	9.3
EU	1,292.8	1,156.5	11.8
Growth markets	340.5	307.5	10.8
ARV	281.3	244.0	15.3
Total Formulations	4,347.8	3,934.8	10.5
Betalactam	557.7	513.4	8.6
Non Betalactam	364.1	303.2	20.1
Total API	921.7	816.6	12.9
Dossier Income	0.1	0.0	
Revenue from operations	5,269.7	4,751.4	10.9

*Exceptional items for the period represents acquisition related costs

Debt Profile



Fx Loan US\$ Mn



Debt as on (INR Cr)	Mar-16	Mar-17	Mar-18	Sep-18	Dec-18
Closing Rate ¹ US\$ = INR	66.25	64.85	65.17	72.485	69.775
Fx Loan restated in INR	4,956.7	3,121.5	4,766.9	5,493.4	5,381.8
Rupee Loan	46.9	244.8	4.1	282.2	289.7
Sales Tax Deferment	41.9	0.0	0.0	0.0	0.0
Gross Debt	5,045.6	3,366.3	4,771.0	5775.5	5,671.5
Cash Balance	805.2	519.5	1,263.6	1,779.2	1,774.2
Net Debt	4,240.3	2,846.9	3,507.4	3,996.4	3,897.3
Net Debt (US\$ Mn)	640	439.0	538.2	551.3	558.6
Finance Cost	1.8%	1.5%	2.0%	2.6%	3.3%

- Other Term Loans (Subsidiaries) & Unsecured Loans
- ECB - APL
- Working Capital

Fx Debt and Fx Cash Balance are reinstated

Thank You



For updates and specific queries, please visit our website www.aurobindo.com

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