

**Press Release****Q3 Income from Operations at Rs. 587 cr., PAT at Rs. 147 cr.**  
(3<sup>rd</sup> Quarter & 9 months, FY 2018 Consolidated Results)

**Mumbai, 25<sup>th</sup> January, 2018:** Ajanta Pharma Ltd. a specialty pharmaceutical formulation company reported today its performance for the 3<sup>rd</sup> quarter & 9 months ended 31<sup>st</sup> December 2017.

**Q3 FY 2018 performance highlights (consolidated - compared to Q3 FY 2017)**

- Income from operations at Rs. 587 cr. against Rs. 533 cr., up 10%.
- EBITDA at Rs. 204 cr. against Rs. 177 cr., up 15%, EBITDA at 35% of revenue.
- Profit after tax at Rs. 147 cr., against Rs. 142 cr., up 4%, PAT at 25% of revenue.
- Total comprehensive income at Rs. 147 cr. against Rs. 142 cr. up 4%.

**9 Months, FY 2018 performance highlights (consolidated - compared to 9 Months, FY 2017)**

- Income from operations at Rs. 1,601 cr. against Rs. 1,525 cr., up 5%.
- EBITDA at Rs. 519 cr. against Rs. 526 cr., down 1%, EBITDA at 32% of revenue.
- Profit after tax at Rs. 374 cr., against Rs. 393 cr., down 5%, PAT at 23% of revenue.
- Total comprehensive income at Rs. 377 cr. against Rs. 391 cr. down 4%.

Commenting on the results, Mr. Yogesh Agrawal, Managing Director said:

“We are pleased with our branded generic business performance in emerging markets which has posted healthy growth, in line with our expectation. We continue to maintain our aggression on the branded generic business by launching new products, increasing the productivity and increasing the coverage.

Despite the challenging price erosion environment in US market, we have performed well during the quarter.

We continue to build world class facilities to meet our growth requirements. Second phase of our Guwahati facility is nearing completion.”

**India**

For Q3 FY 2018, India’s branded generic sales (excluding institution) was Rs. 155 cr. posting growth of 4% and total India sales (including institution), was Rs. 160 cr., growth of 4%.

For 9 months FY 2018, India branded sales (excluding institution) was Rs. 462 cr. same as last year and total India sales (including institution) was Rs. 481 cr., growth of 1%.

As per IMS MAT December 2017, we have posted healthy growth of 13% in Cardiology (segment growth of 6%), 17% in Ophthalmology (segment growth of 9%), (-1%) in Dermatology (segment growth of 16%) and 9% in Pain Management (segment growth of 3%).

## Exports

During Q3 FY 2018, export sales were Rs. 415 cr. (growth of 15%). Africa contributed Rs. 180 cr. (de-growth of 14%), Asia contributed Rs. 161 cr. (growth of 79%) and US contributed Rs. 71 cr. (growth of 21%).

For 9 Months FY 2018, exports sales were Rs. 1,086 cr. (growth of 8%). Africa contributed Rs. 567 cr. (de-growth of 2%), Asia contributed Rs. 361 cr. (growth of 29%) and US contributed Rs. 152 cr. (growth of 9%).

In US, we received 1 ANDA final approval, commercialized 2 products and filed 1 ANDA with US FDA during Q3 FY 2018. With this, company has 17 products commercialized out of 20 final ANDA approvals, has 2 tentative approvals and 16 ANDAs awaiting approval with US FDA at the end of Q3 FY 2018. Company plans to file 10-12 ANDAs during this financial year.

## R&D

During Q3 FY 2018, R&D expenses were Rs. 43 cr., 7% of operating revenue (Q3 FY 2017 Rs. 45 cr.). For 9 Months FY 2018, R&D expenses were Rs. 138 cr., 9% of operating revenue (9 months FY 2017 Rs. 114 cr.).

## About Ajanta Pharma Limited

Ajanta Pharma is a speciality pharmaceutical formulation company having branded generic business in India and emerging markets, generic business in US and institution business in Africa. Many of company's products are 1<sup>st</sup> to market and are leading in their sub-therapeutic segments.

Company's state of the art R&D centres for formulation development and API are located at Mumbai, having a team of 850+ scientists. Company has 7 world class manufacturing facilities located in India and Mauritius.

For last 5 years, company has posted healthy performance with its consolidated total income growing at 21% CAGR and net profit at 46% CAGR.

For more details visit [www.ajantapharma.com](http://www.ajantapharma.com)

For regular updates follow us on twitter— [www.twitter.com/ajantapharmaltd](https://www.twitter.com/ajantapharmaltd)

## For specific queries, contact:

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Reuters: AJPH.NS, Bloomberg: AJP:IN, NSE: AJANTPHARM, BSE: 532331  
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Safe Harbour Statement

**Statement of Consolidated Unaudited Financial Results for the quarter and nine months ended 31 December 2017**

₹ in Crore

Particulars	3 months ended			9 months ended		Year Ended
	31/12/2017	30/09/2017	31/12/2016	31/12/2017	31/12/2016	31/03/2017
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>Income</b>						
Revenue from operations	587.05	540.38	533.11	1,600.55	1,524.83	2,001.64
Other income	15.15	9.18	19.19	20.09	21.47	23.86
<b>Total Income</b>	<b>602.20</b>	<b>549.56</b>	<b>552.30</b>	<b>1,620.64</b>	<b>1,546.30</b>	<b>2,025.50</b>
<b>Expenses</b>						
Cost of materials consumed	87.57	82.33	97.72	264.35	297.66	377.85
Purchases of stock-in-trade	22.08	19.01	19.41	57.02	40.22	47.36
Changes in inventories of finished goods, work-in-progress and stock-in-trade	0.34	7.69	(10.71)	(8.72)	(15.55)	(10.62)
Employee benefits expense	95.22	89.42	77.44	271.32	219.92	295.42
Finance costs	0.14	0.09	0.28	0.30	0.97	1.36
Depreciation and amortisation expense	14.98	14.55	15.30	42.95	42.29	61.21
Other expenses	184.34	158.20	171.81	498.89	456.60	604.75
<b>Total Expenses</b>	<b>404.67</b>	<b>371.29</b>	<b>371.25</b>	<b>1,126.11</b>	<b>1,042.11</b>	<b>1,377.33</b>
<b>Profit before tax</b>	<b>197.53</b>	<b>178.27</b>	<b>181.05</b>	<b>494.53</b>	<b>504.19</b>	<b>648.17</b>
<b>Tax Expense</b>						
Current Tax	46.77	36.41	40.94	107.01	126.82	157.49
Deferred Tax	3.29	9.97	(2.49)	13.37	(15.44)	(16.15)
<b>Profit for the period</b>	<b>147.47</b>	<b>131.89</b>	<b>142.60</b>	<b>374.15</b>	<b>392.81</b>	<b>506.83</b>
<b>Other Comprehensive Income (OCI)</b>						
Items that will not be reclassified to profit or loss (net)	(0.03)	(0.03)	(0.06)	(0.09)	(0.17)	(0.11)
Items that will be reclassified to profit or loss	(0.75)	1.71	(0.87)	2.80	(1.39)	(2.42)
<b>Other Comprehensive Income for the year, net of tax</b>	<b>(0.78)</b>	<b>1.68</b>	<b>(0.93)</b>	<b>2.71</b>	<b>(1.56)</b>	<b>(2.53)</b>
<b>Total Comprehensive Income for the period</b>	<b>146.69</b>	<b>133.57</b>	<b>141.67</b>	<b>376.86</b>	<b>391.25</b>	<b>504.30</b>
Paid-up Equity Share Capital (Face value of ₹ 2 each)	17.69	17.69	17.69	17.69	17.69	17.69
Other Equity	NA	NA	NA	NA	NA	1,549.99
<b>Earnings Per Share (Face value of ₹ 2 each)</b>						
(a) Basic - in ₹	16.76	14.99	16.19	42.51	44.64	57.59
(b) Diluted - in ₹	16.75	14.98	16.20	42.50	44.63	57.58

**Notes :**

- Above results have been reviewed by Audit Committee and approved by the Board of Directors at their meeting held on 25 January 2018.
- Statutory Auditors have carried out Limited Review of the financial results for the quarter and nine months ended 31 December 2017.
- The consolidated audited financial results of the Company, its wholly owned subsidiaries and step-down subsidiary ("the Group") have been prepared as per Ind AS 110 on Consolidated Financial Statements. There is no minority interest.
- The Company has changed the method of depreciating Property, plant & equipment from Written Down Value (WDV) to Straight Line Method (SLM) w.e.f. 1 April 2017 to reflect the usage pattern of these assets. This has resulted in depreciation during the quarter being lower by ₹ 10.46 crores (nine month ₹ 31.31 cr).
- Deferred tax includes MAT credit of ₹ 11 Crores.
- The Group operates exclusively in one reportable business segment i.e., "Pharmaceuticals".
- There are no exceptional items.
- The amalgamation of Gabs Investments Private Limited ('Gabs') with the Company as approved by Board of Directors on 18 March 2017, has also been approved by the Shareholders of both the Companies in their meeting held on 10 October 2017. Gabs holds 83,92,262 equity shares in the Company, representing about 9.54% of the total paid up capital, against which Company will issue same number of shares to the shareholders of Gabs. Amalgamation is subject to approval of regulatory authorities as prescribed in law. Hence, no effect of the same is given in the financial statements.
- The Standalone Financial Results are available on the company's website www.ajantapharma.com.
- Previous period's figures have been regrouped wherever necessary.

 By order of the Board  
 For Ajanta Pharma Ltd.

Mumbai, 25 January 2018




 Yogesh M. Agrawal  
 Managing Director

**Statement of Standalone Unaudited Financial Results for the quarter and nine months ended 31 December 2017**

₹ in Crore

Particulars	3 months ended			9 months ended		Year Ended
	31/12/2017	30/09/2017	31/12/2016	31/12/2017	31/12/2016	31/03/2017
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>Income</b>						
Revenue from operations	500.78	469.14	508.60	1,367.85	1,404.21	1,822.71
Other income	64.69	7.93	51.08	69.26	59.59	66.95
<b>Total Income</b>	<b>565.47</b>	<b>477.07</b>	<b>559.68</b>	<b>1,437.11</b>	<b>1,463.80</b>	<b>1,889.66</b>
<b>Expenses</b>						
Cost of materials consumed	87.27	81.14	96.93	262.21	294.17	373.31
Purchases of stock-in-trade	26.34	14.64	18.10	59.57	43.68	59.23
Changes in inventories of finished goods, work-in-progress and stock-in-trade	4.95	10.84	12.79	(16.60)	13.28	7.29
Employee benefits expense	84.20	82.15	69.28	246.13	200.69	269.78
Finance costs	0.10	0.05	0.25	0.19	0.87	1.24
Depreciation and amortisation expense	14.34	13.95	14.73	41.22	40.61	59.48
Other expenses	144.44	122.93	136.34	387.39	359.49	478.68
<b>Total Expenses</b>	<b>361.64</b>	<b>325.70</b>	<b>348.42</b>	<b>980.11</b>	<b>952.79</b>	<b>1,249.01</b>
<b>Profit before tax</b>	<b>203.83</b>	<b>151.37</b>	<b>211.26</b>	<b>457.00</b>	<b>511.01</b>	<b>640.65</b>
Tax Expense						
Current Tax	39.92	32.35	39.00	94.00	117.53	136.98
Deferred Tax	(0.68)	11.32	1.28	13.98	1.64	3.86
<b>Profit for the period</b>	<b>164.59</b>	<b>107.70</b>	<b>170.98</b>	<b>349.02</b>	<b>391.84</b>	<b>499.81</b>
<b>Other Comprehensive Income (OCI)</b>						
Items that will not be reclassified to profit or loss	(0.04)	(0.05)	(0.09)	(0.13)	(0.26)	(0.17)
Items that will be reclassified to profit or loss	0.01	0.02	0.03	0.04	0.09	0.06
<b>Other Comprehensive Income for the year, net of tax</b>	<b>(0.03)</b>	<b>(0.03)</b>	<b>(0.06)</b>	<b>(0.09)</b>	<b>(0.17)</b>	<b>(0.11)</b>
<b>Total Comprehensive Income for the period</b>	<b>164.56</b>	<b>107.67</b>	<b>170.92</b>	<b>348.93</b>	<b>391.67</b>	<b>499.70</b>
Paid-up Equity Share Capital (Face value of ₹ 2 each)	17.69	17.69	17.69	17.69	17.69	17.69
Other Equity	NA	NA	NA	NA	NA	1,486.25
Earnings Per Share (Face value of ₹ 2 each)						
(a) Basic - in ₹	18.70	12.24	19.42	39.66	44.53	56.79
(b) Diluted - in ₹	18.70	12.23	19.42	39.65	44.52	56.78

**Notes :**

- Above results have been reviewed by Audit Committee and approved by the Board of Directors at their meeting held on 25 January 2018.
- Statutory Auditors have carried out Limited Review of the financial results for the quarter and nine months ended 31 December 2017.
- Other income includes :

	3 months ended			9 months ended		Year Ended
	31/12/2017	30/09/2017	31/12/2016	31/12/2017	31/12/2016	31/03/2017
Dividend from subsidiaries (₹ in Crore)	49.65	-	33.38	49.65	33.38	43.18

- The Company has changed the method of depreciating Property, plant & equipment from Written Down Value (WDV) to Straight Line Method (SLM) w.e.f. 1 April 2017 to reflect the usage pattern of these assets. This has resulted in depreciation during the quarter being lower by ₹ 10.46 crores (nine month ₹ 31.31 cr.).
- Deferred tax includes MAT credit of ₹ 11 Crores.
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Mumbai, 25 January 2018




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