

Press Release**Profit After Tax at 14% of Revenue**  
(3<sup>rd</sup> Quarter & 9 Months, FY 2019 Consolidated Results)

**Mumbai, 30<sup>th</sup> January, 2019:** 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 2018.

**Q3 FY 2019 performance highlights (compared to Q3 FY 2018)**

- Income from operations at Rs. 485 cr. against Rs. 587 cr., down 17%.
- EBITDA at Rs. 107 cr. against Rs. 198 cr., down 46%; EBITDA at 22% of revenue.
- Profit after tax at Rs. 67 cr., against Rs. 147 cr., down 55%; PAT at 14% of revenue.

**9 Months FY 2019 performance highlights (compared to 9 months FY 2018)**

- Income from operations at Rs. 1,540 cr. against Rs. 1,601 cr., down 4%.
- EBITDA at Rs. 439 cr. against Rs. 509 cr., down 14%; EBITDA at 29% of revenue.
- Profit after tax at Rs. 298 cr., against Rs. 374 cr., down 20%; PAT at 19% of revenue.

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

“This quarter was bit challenging for the company which was the result of pipeline filling in corresponding quarter previous year which got normalized. Our sales in all our key markets continue to post satisfactory growths reflecting strong inherent fundamentals of the brands which are built over the years. This quarter also saw significant drop in the anti-malarial business due to changing conditions of this business segment.

Operational expenses of two new additional manufacturing facilities at Dahej & Guwahati during the year also weighed on the profitability growths. As we ramp up the capacity utilization of these facilities in coming years, we expect to see the cost rationalization and better efficiency in tax.

During 9 months, we have filed 8 ANDA's and expect to file healthy no. of ANDA's in Q4 which should pave way for sound revenues on their approval and commercialization.”

**India**

Q3 FY 2019, India sales was Rs. 174 cr. (against Rs. 160 cr.), up 9%. 9 Months FY 2019, India sales was Rs. 531 cr. (against Rs. 481 cr.) posting growth of 10%.

As per IMS MAT December 2018, we have posted healthy growth of 16% in Cardiology (segment growth of 11%), 13% in Ophthalmology (segment growth of 9%), 9% in Dermatology (segment growth of 14%) and 20% in Pain Management (segment growth of 9%).

## Exports

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**Q3** FY 2019, total export sales were Rs. 304 cr. (against Rs. 415 cr.) posting de-growth of 27%.

- Emerging Market branded generic sales was Rs. 188 cr. (against Rs. 250 cr.) posting 25% de-growth. Out of which:
  - Africa branded generic sales was Rs. 64 cr. (against Rs. 86 cr.) posting 26% de-growth.
  - Asia branded generic sales was Rs. 121 cr. (against Rs. 161 cr.) posting 25% de-growth.
- US generic sales was Rs. 66 cr. (against Rs. 71 cr.) posting 7% de-growth.
- Africa Institution sales was Rs. 50 cr. (against Rs. 94 cr.) posting 47% de-growth.

**9 Months** FY 2019, total export sales were Rs. 981 cr. (against Rs. 1,086 cr.) posting de-growth of 10%.

- Emerging Market branded generic sales was Rs. 625 cr. (against Rs. 613 cr.) posting 2% growth. Out of which:
  - Africa branded generic sales was Rs. 232 cr. (against Rs. 246 cr.) posting 6% de-growth.
  - Asia branded generic sales was Rs. 385 cr. (against Rs. 361 cr.) posting 7% growth.
- US generic sales was Rs. 207 cr. (against Rs. 152 cr.) posting 36% growth.
- Africa Institution sales was Rs. 149 cr. (against Rs. 321 cr.) posting 53% de-growth.

In US, during **9 Months** FY 2019, we received 7 ANDA final approval; 3 tentative approvals; and filed 8 ANDA with US FDA. Out of 24 final ANDA approvals, we have commercialized 21 products. We hold 4 tentative approvals and 17 ANDAs are awaiting US FDA approval. Company plans to file 10-12 ANDAs during this financial year.

## R&D

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During Q3 FY 2019, R&D expenses were Rs. 45 cr., (Q3 FY 2018 Rs. 43 cr.) which is 9% of operating revenue. During 9 Months FY 2019, R&D expenses were Rs. 136 cr., (9 Months FY 2018 Rs. 138 cr.) which is 9% of operating revenue.

## 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 financial years, company has posted healthy performance with its consolidated total income growing at 15% CAGR and net profit at 19% 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  
Corporate Identity Number (CIN): L24230MH1979PLC022059

Safe Harbour Statement

**Statement of Consolidated Unaudited Financial Results for the quarter and nine months ended 31 December 2018**

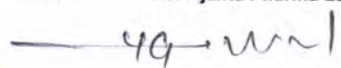
₹ in Crore

Particulars	3 months ended			9 months ended		Year Ended
	31-12-2018 Unaudited	30-09-2018 Unaudited	31-12-2017 Unaudited	31-12-2018 Unaudited	31-12-2017 Unaudited	31-03-2018 Audited
<b>Income</b>						
Revenue from operations	485.11	544.11	587.05	1,540.21	1,600.55	2,130.86
Other income	4.41	15.24	15.15	19.45	20.09	24.16
<b>Total Income</b>	<b>489.52</b>	<b>559.35</b>	<b>602.20</b>	<b>1,559.66</b>	<b>1,620.64</b>	<b>2,155.02</b>
<b>Expenses</b>						
Cost of materials consumed	81.97	94.10	87.57	265.02	264.35	378.28
Purchases of stock-in-trade	7.29	15.06	22.08	36.60	57.02	77.35
Changes in inventories of finished goods, work-in-progress and stock-in-trade	8.63	(13.23)	0.34	(23.67)	(8.72)	(49.22)
Employee benefits expense	112.78	105.75	95.22	323.31	271.32	376.47
Finance costs	0.09	0.13	0.14	0.39	0.30	0.41
Depreciation and amortisation expense	18.67	17.49	14.98	53.33	42.95	59.59
Other expenses	167.13	176.21	184.34	499.60	498.89	689.59
<b>Total Expenses</b>	<b>396.56</b>	<b>395.51</b>	<b>404.67</b>	<b>1,154.58</b>	<b>1,126.11</b>	<b>1,532.47</b>
<b>Profit before tax</b>	<b>92.96</b>	<b>163.84</b>	<b>197.53</b>	<b>405.08</b>	<b>494.53</b>	<b>622.55</b>
Tax Expense						
Current Tax	23.40	40.79	46.77	110.58	107.01	131.66
Deferred Tax	2.66	(2.34)	3.29	(3.58)	13.37	22.25
<b>Profit for the period</b>	<b>66.90</b>	<b>125.39</b>	<b>147.47</b>	<b>298.08</b>	<b>374.15</b>	<b>468.64</b>
<b>Other Comprehensive Income (OCI)</b>						
Items that will be reclassified subsequently to profit or loss	0.13	0.86	(0.75)	(2.20)	2.80	5.00
Income tax relating to Items that will be reclassified subsequently to profit or loss	-	-	-	-	-	-
Items that will not to be reclassified subsequently to profit or loss	(0.50)	(0.49)	(0.04)	(1.49)	(0.13)	(1.99)
Income tax relating to items that will not be reclassified subsequently to profit or loss	0.18	0.17	0.01	0.52	0.04	0.69
<b>Other Comprehensive Income for the year, net of tax</b>	<b>(0.19)</b>	<b>0.54</b>	<b>(0.78)</b>	<b>(3.17)</b>	<b>2.71</b>	<b>3.70</b>
<b>Total Comprehensive Income for the period</b>	<b>66.71</b>	<b>125.93</b>	<b>146.69</b>	<b>294.91</b>	<b>376.86</b>	<b>472.34</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						2,023.68
Earnings Per Share (Face value of ₹ 2 each)						
(a) Basic - in ₹	7.60	14.25	16.76	33.87	42.51	53.26
(b) Diluted - in ₹	7.60	14.25	16.75	33.86	42.50	53.25

**Notes :**

- The above results have been reviewed by Audit Committee and approved by the Board of Directors at their meeting held on 30 January 2019.
- Statutory Auditors have carried out Limited Review of the financial results for the quarter and nine month ended 31 December 2018.
- 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.
- Board of Directors have approved buyback proposal, for purchase by the Company of up to 7,69,230 shares of ₹ 2 each (representing 0.87% of total paid-up equity capital) from the shareholders of the Company on a proportionate basis by way of a tender offer at a price of ₹ 1,300 per equity share for an aggregate amount not exceeding ₹ 100 crores in accordance with the provisions of the Companies Act, 2013 and the SEBI (Buy Back of Securities) Regulations, 1998.
- During the quarter, Nil (nine month 8,500) equity shares of ₹ 2 each, fully paid up, were allotted upon exercise of vested options pursuant to the Employees Stock Options Scheme, 2011, resulting in an increase in the paid-up share capital by ₹ Nil (nine month ₹ 17,000) and securities premium by ₹ Nil (nine month ₹ 1.20 crores).
- The Company operates exclusively in one reportable business segment i.e., "Pharmaceuticals".
- There are no exceptional items.
- Company has withdrawn its appeal against the NCLT order rejecting amalgamation of Gabs Investments Private Limited with it and in view thereof, the proposed merger has been called-off. There will be no impact of the same on financial statements.
- Effective 1 July 2017, sales are recorded net of GST whereas earlier sales were recorded gross of excise duty which formed part of expenses. Hence, revenue from operations for the nine months ended 31 December 2018 are not comparable with previous period corresponding figures.
- The Standalone Financial Results are available on the company's website www.ajantapharma.com.

 By order of the Board  
 For Ajanta Pharma Ltd.

  
 Yogesh M. Agrawal  
 Managing Director

Mumbai, 30 January 2019



**Statement of Standalone Unaudited Financial Results for the quarter and nine months ended 31 December 2018**

Particulars	₹ in Crore					
	3 months ended			9 months ended		Year Ended
	31-12-2018	30-09-2018	31-12-2017	31-12-2018	31-12-2017	31-03-2018
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>Income</b>						
Revenue from operations	451.85	465.29	500.78	1,359.09	1,367.85	1,830.45
Other income	12.97	16.93	64.69	98.96	69.26	73.01
<b>Total Income</b>	<b>464.82</b>	<b>482.22</b>	<b>565.47</b>	<b>1,458.05</b>	<b>1,437.11</b>	<b>1,903.46</b>
<b>Expenses</b>						
Cost of materials consumed	81.01	93.14	87.27	262.36	262.21	375.43
Purchases of stock-in-trade	18.05	16.19	26.34	49.11	59.57	73.01
Changes in inventories of finished goods, work-in-progress and stock-in-trade	5.48	(16.32)	4.95	(31.34)	(16.60)	(49.15)
Employee benefits expense	100.13	96.53	84.20	292.29	246.13	342.89
Finance costs	0.03	0.07	0.10	0.21	0.19	0.24
Depreciation and amortisation expense	18.28	16.86	14.34	51.70	41.22	57.14
Other expenses	116.14	133.77	144.44	372.68	387.39	541.46
<b>Total Expenses</b>	<b>339.12</b>	<b>340.24</b>	<b>361.64</b>	<b>997.01</b>	<b>980.11</b>	<b>1,341.02</b>
<b>Profit before tax</b>	<b>125.70</b>	<b>141.98</b>	<b>203.83</b>	<b>461.04</b>	<b>457.00</b>	<b>562.44</b>
Tax Expense						
Current Tax	26.84	30.97	39.92	100.18	94.00	114.60
Deferred Tax	3.39	6.91	(0.68)	10.47	13.98	20.32
<b>Profit for the period</b>	<b>95.47</b>	<b>104.10</b>	<b>164.59</b>	<b>350.39</b>	<b>349.02</b>	<b>427.52</b>
<b>Other Comprehensive Income (OCI)</b>						
Items that will not to be reclassified subsequently to profit or loss	(0.50)	(0.49)	(0.04)	(1.49)	(0.13)	(1.99)
Income tax relating to items that will not be reclassified subsequently to profit or loss	0.18	0.17	0.01	0.52	0.04	0.69
<b>Other Comprehensive Income for the year, net of tax</b>	<b>(0.32)</b>	<b>(0.32)</b>	<b>(0.03)</b>	<b>(0.97)</b>	<b>(0.09)</b>	<b>(1.30)</b>
<b>Total Comprehensive Income for the period</b>	<b>95.15</b>	<b>103.78</b>	<b>164.56</b>	<b>349.42</b>	<b>348.93</b>	<b>426.22</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	1,913.81
Earnings Per Share (Face value of ₹ 2 each)						
(a) Basic - in ₹	10.85	11.83	18.70	39.81	39.66	48.59
(b) Diluted - in ₹	10.85	11.83	18.70	39.81	39.65	48.58

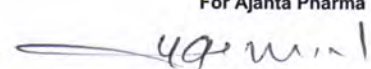
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- Other income includes :

	3 months ended			9 months ended		Year Ended
	31-12-2018	30-09-2018	31-12-2017	31-12-2018	31-12-2017	31-03-2018
Dividend from subsidiaries (₹ in Crore)	16.44	-	49.65	77.42	49.65	49.65

- During the quarter, Nil (nine month 8,500) equity shares of ₹ 2 each, fully paid up, were allotted upon exercise of vested options pursuant to the Employees Stock Options Scheme, 2011, resulting in an increase in the paid-up share capital by ₹ Nil (nine month ₹ 17,000) and securities premium by ₹ Nil (nine month ₹ 1.20 crores).
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