



Investor Presentation

Q1 FY 2019

31st July, 2018





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India Business



15
Divisions

for 4 Segments

3000+
MRs

Building Efficiency

270+

Product Basket

1st
to Market

Products

Continue to focus on 4 Therapeutic Segments
with sizeable chronic portfolio

Cardiology

Growth continues exceeding industry average.

Ophthalmology

Maintaining Top 3rd position, growing faster than industry

Dermatology

Degrowth slows down, expected to turn around in next few qtrs.

Pain Management

Picks up growth momentum with above industry performance



	Mar 2005	Jun 2017	Jun 2018
Ophthal	28	3	3
Derma	98	13	15
Cardio	38	19	16
Pain	NA	45	43
Ajanta	88	33	32



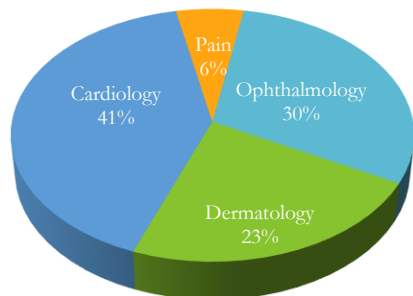
Sales Q1 FY19

₹ 178 cr.

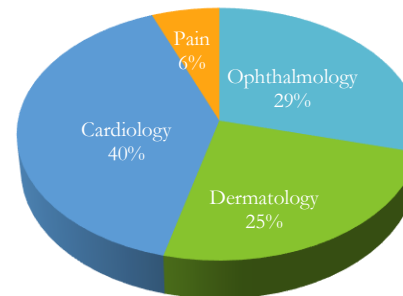
Up 24%↑

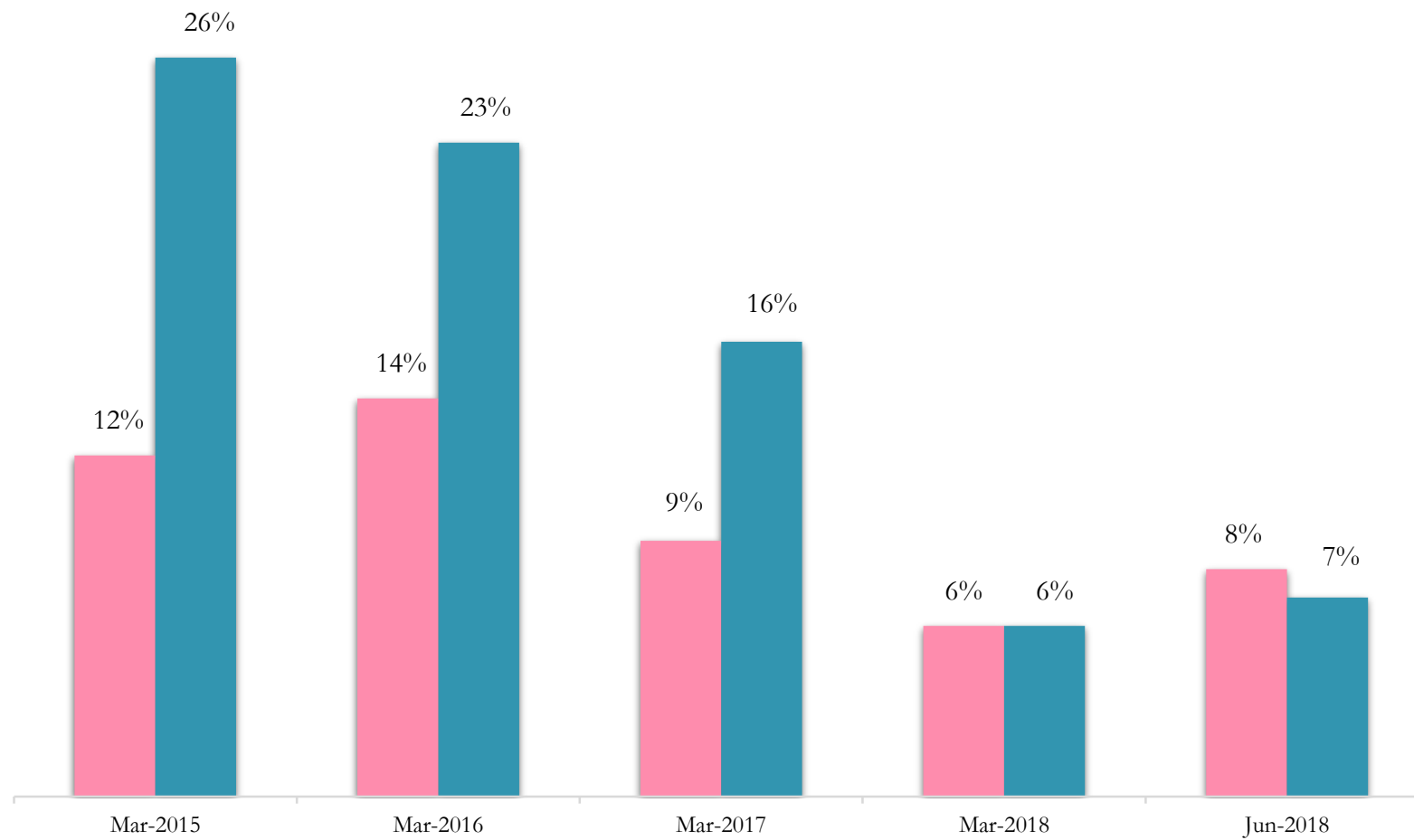
Rs. 143 cr. in Q1 FY18

IMS MAT
June 2018



IMS MAT
June 2017



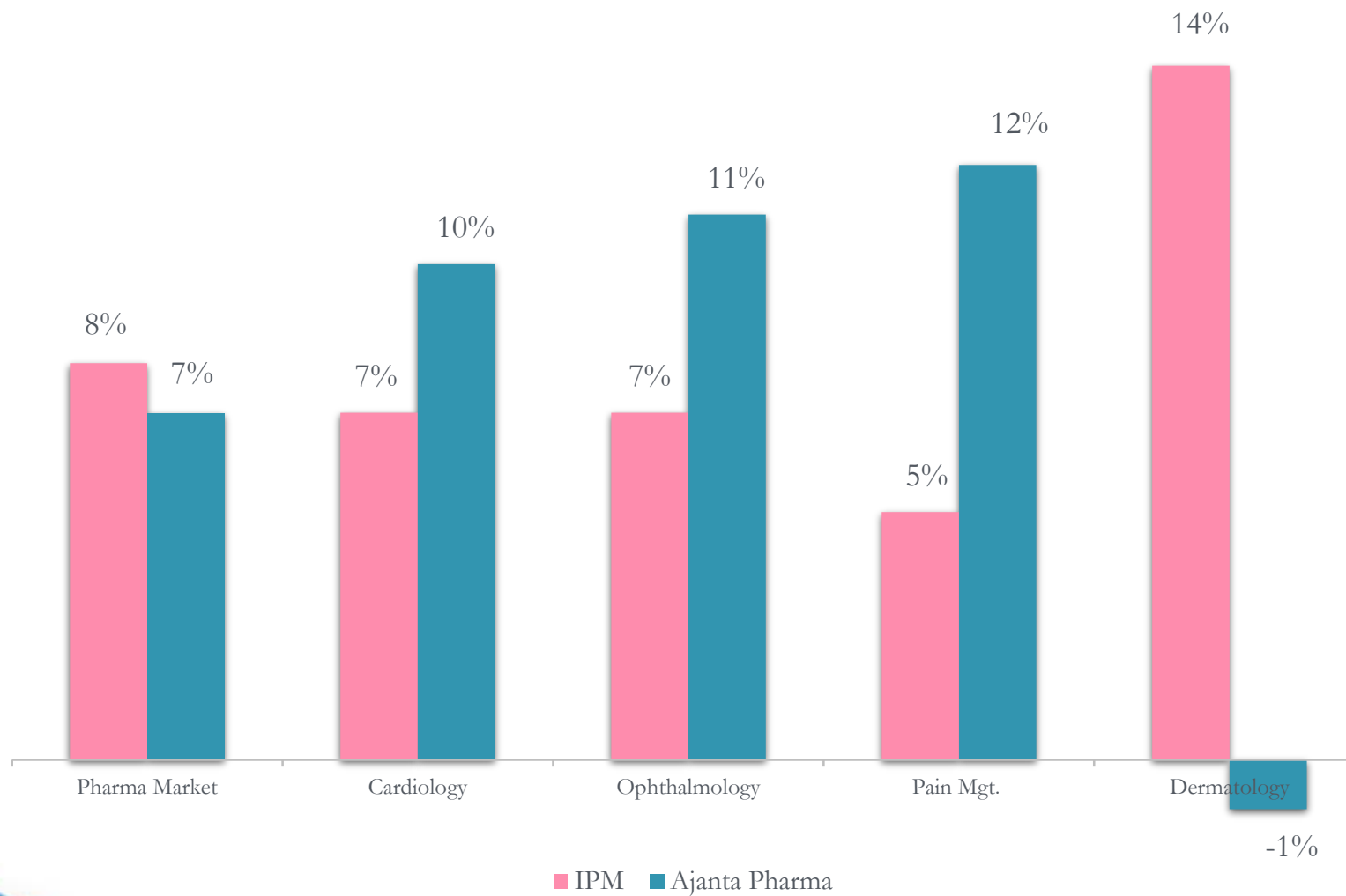


IPM = Indian Pharmaceutical Market
Source: IMS MAT June 2018

■ IPM ■ Ajanta Pharma



Segment Growth

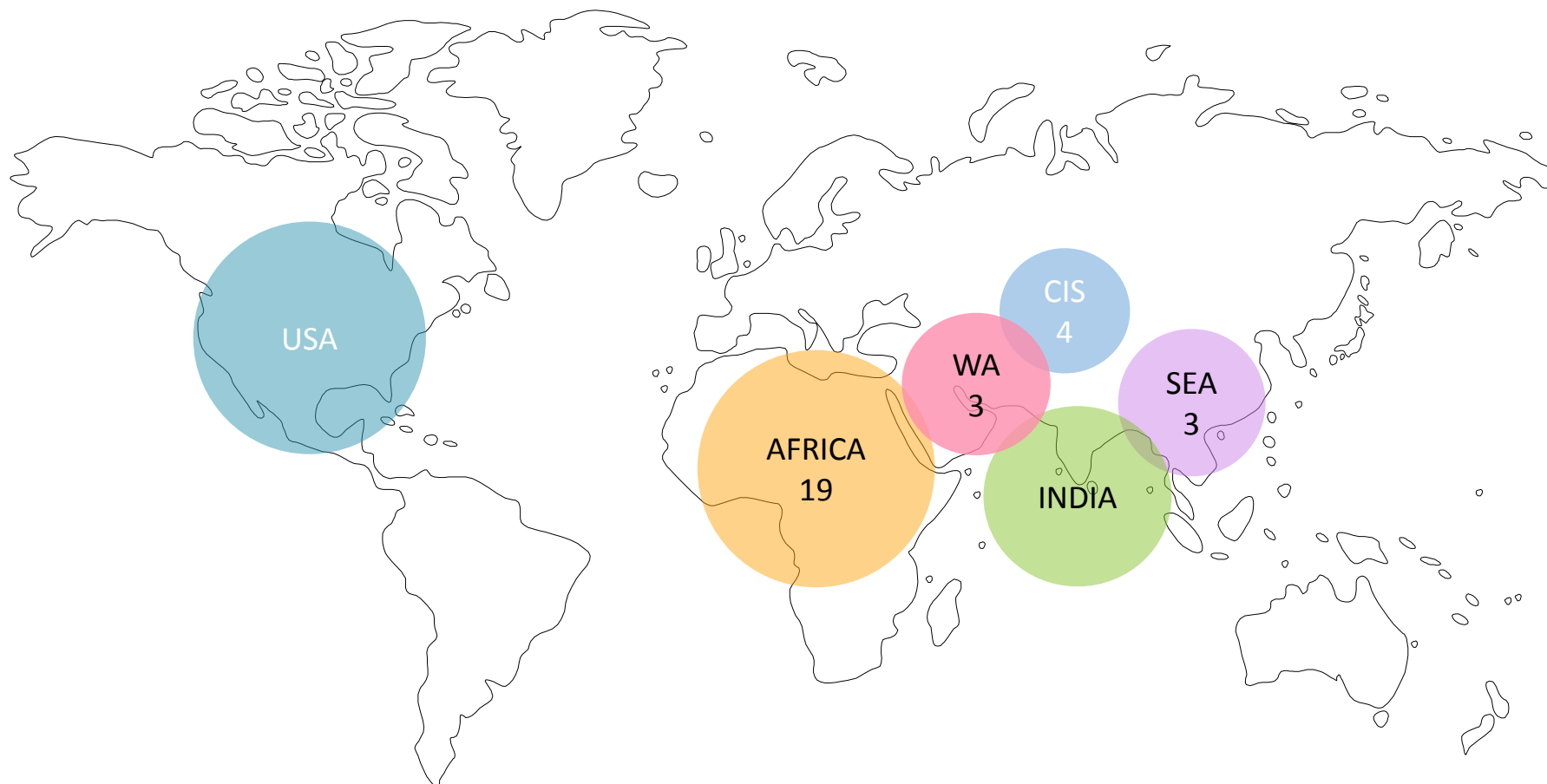


IPM = Indian Pharmaceutical Market
Source: IMS MAT June 2018



A decorative graphic on the left side of the slide. It features a tilted rectangular frame containing a small globe, several orange pills, and a white pill bottle. The frame is surrounded by geometric shapes: a large orange triangle pointing downwards and a smaller green square pointing upwards.

Global Business



CIS – Commonwealth of Independent States

SEA – South East Asia

USA – United States of America

WA – West Asia

Figures represent no. of countries we are present



Africa

1,000 +

Product Registration

4

New Products launched

14

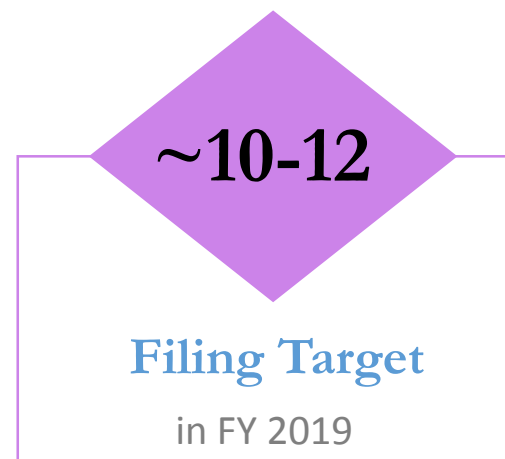
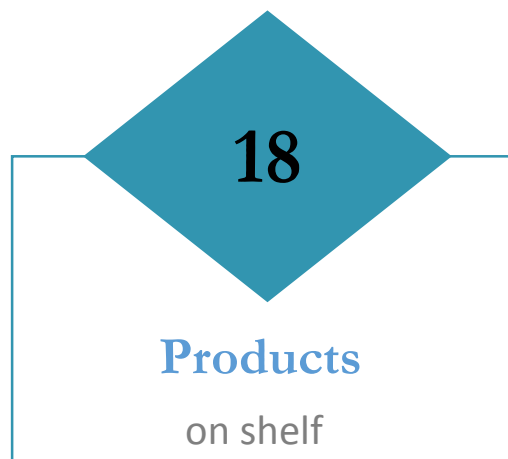
Major Markets

Asia

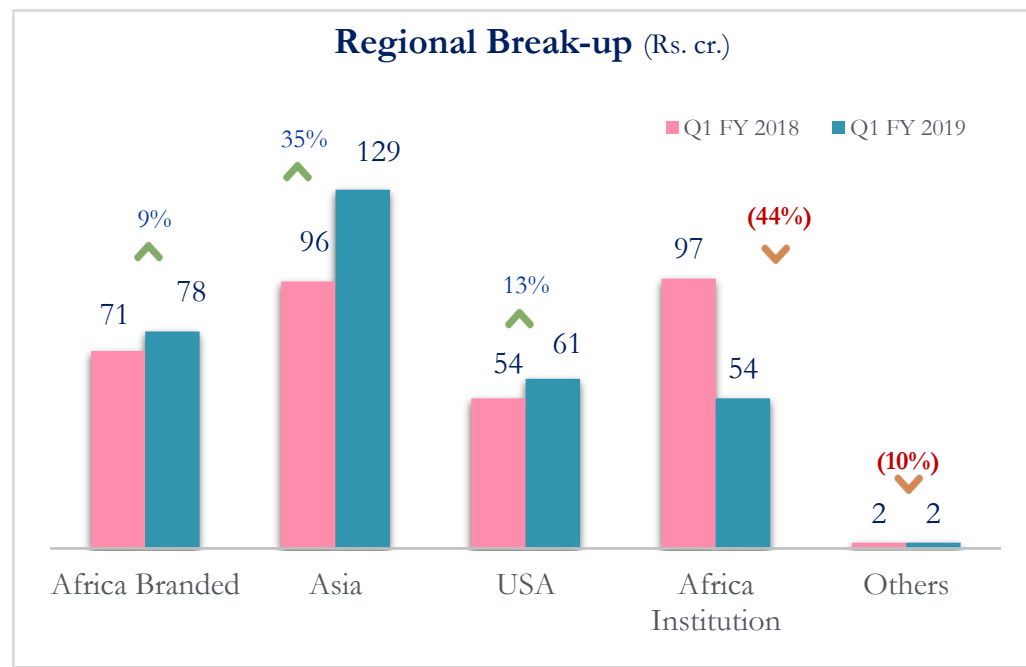
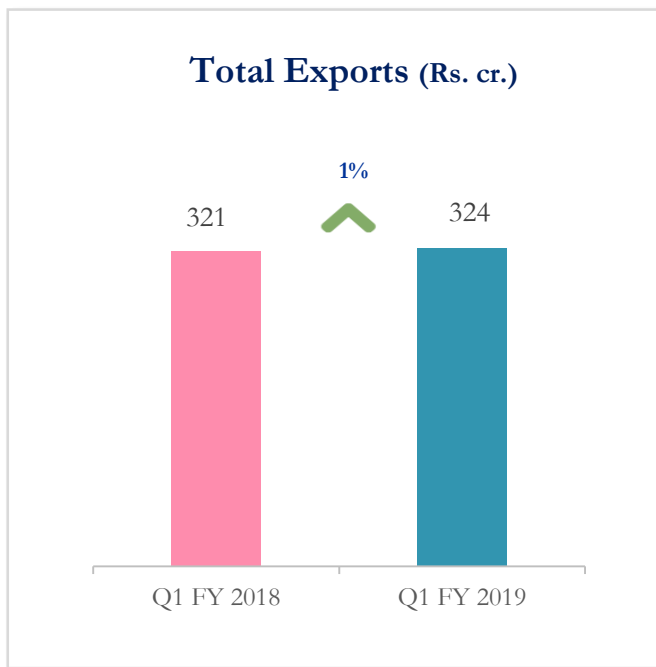
380 +

2

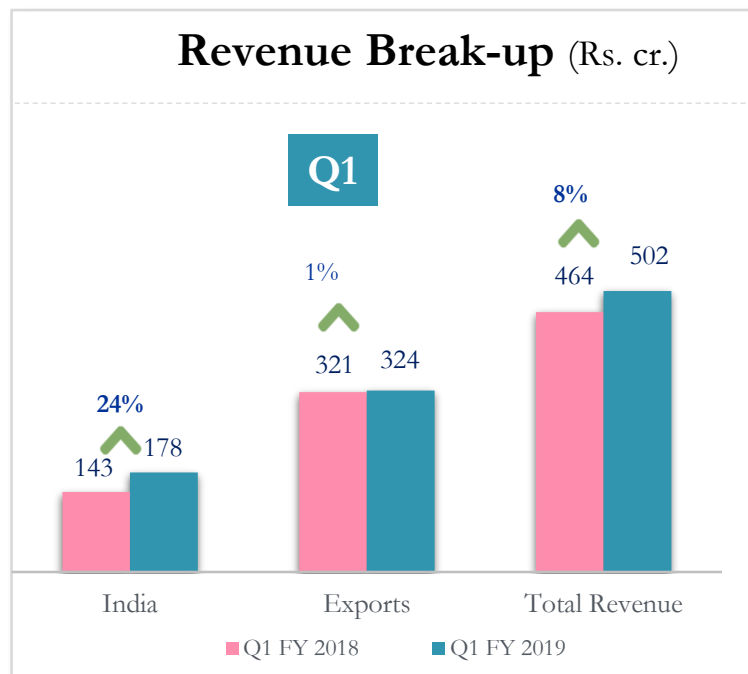
7



Export Sales - Q1 (Consolidated)



	Rs. cr.		
	Q1 FY 2018	Q1 FY 2019	Gth
Africa Branded Generic	71	78	9%
Asia Branded Generic	96	129	35%
USA Generic	54	61	13%
Africa Institution	97	54	(44%)
Others	2	2	(10%)
Total	321	324	1%



	Rs. cr.		
	Q1 FY 2018	Q1 FY 2019	Gth
India	143	178	24%
Exports	321	324	1%
Total Revenue	464	502	8%



Infrastructure



Formulation Manufacturing

- 3 facilities in Aurangabad, Maharashtra (1 USFDA & WHO Pre-Q approved)
- New US FDA approved facility in Dahej (Gujarat)
- New facility in Guwahati (Assam), Derma section commenced
- 1 Facility at Mauritius

API Manufacturing

- 1 Facility at Waluj (Aurangabad) - Captive Consumption





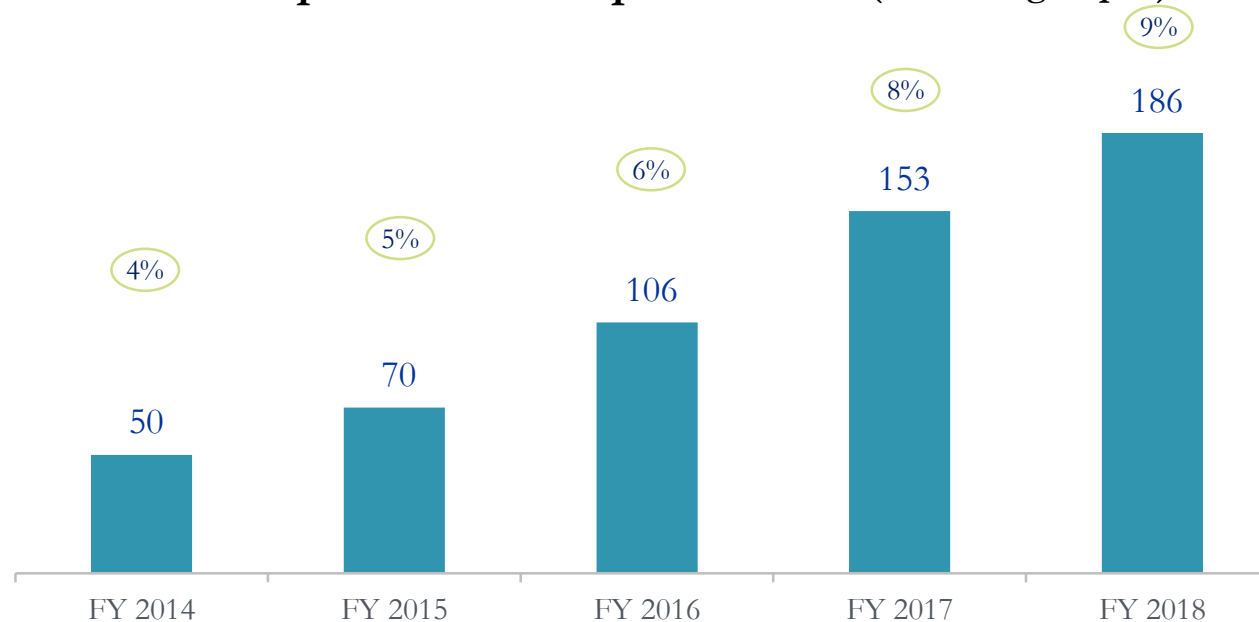
**Team of
850+ Scientists**



Revenue Expenses Q1 FY 2019 - Rs. 41 cr. (8%)

(Q1 FY 2018 – Rs. 42 cr. (9%))

R&D spend & % of Oper. Income (Excluding Capex)





Financial Highlights

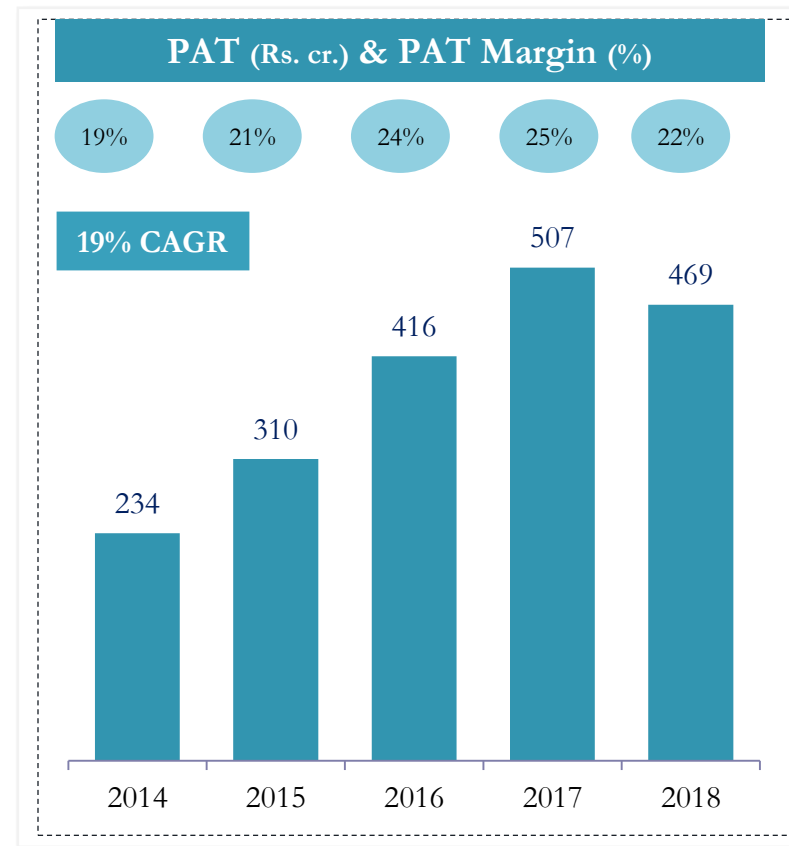
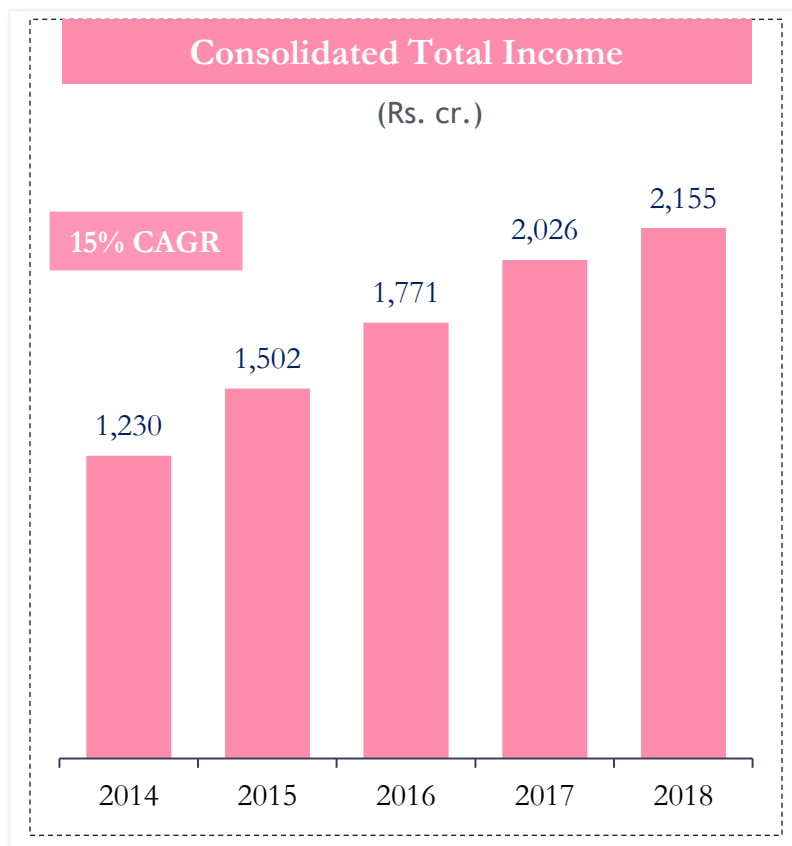
Rs. cr.	Q1 FY 2019	%	Q1 FY 2018	%	% Growth
Exports	324	63%	321	68%	1%
Domestic	178	35%	143	30%	24%
Other Op. Income	9	2%	9	2%	2%
Income from Operations	511		473		8%
EBITDA	157	31%	127	27%	24%
PBT	148	29%	119	25%	25%
PAT	106	21%	95	20%	12%
Total Comprehensive Income	102	20%	97	20%	6%

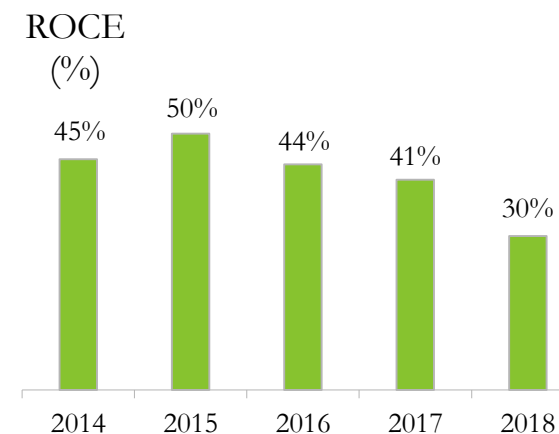
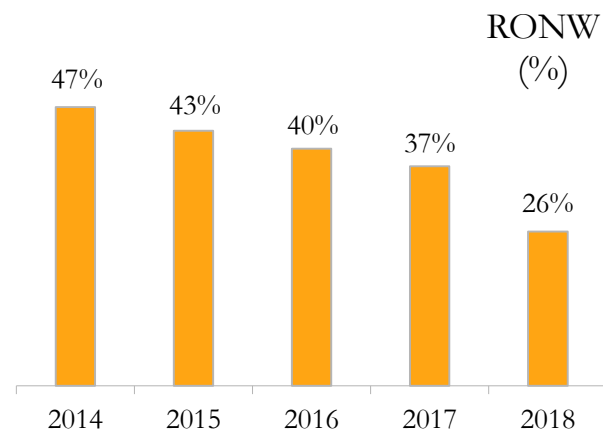
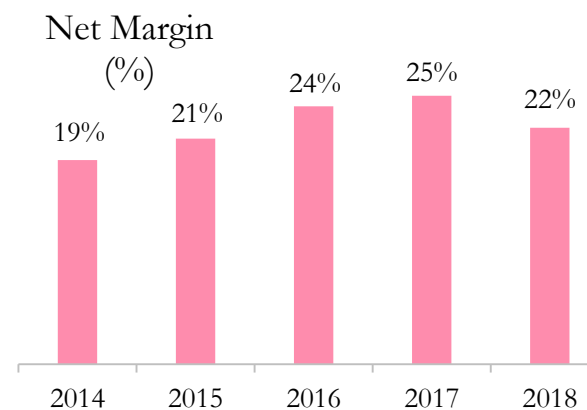
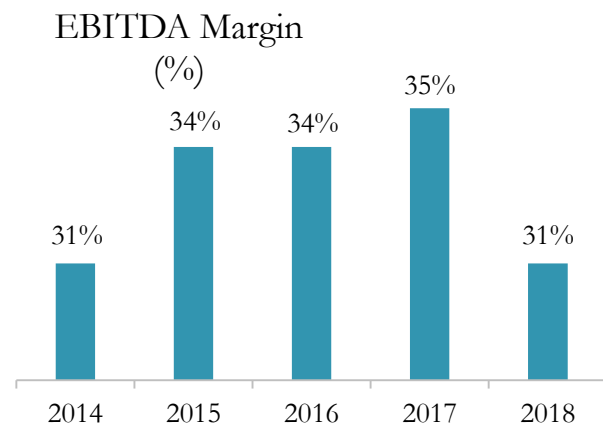


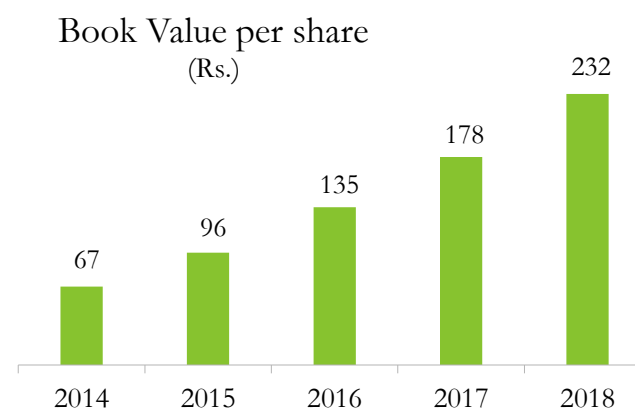
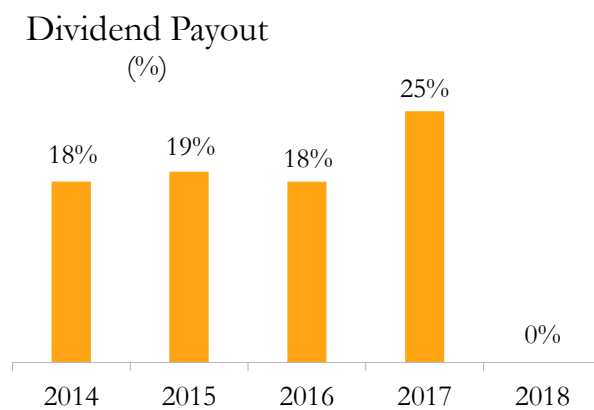
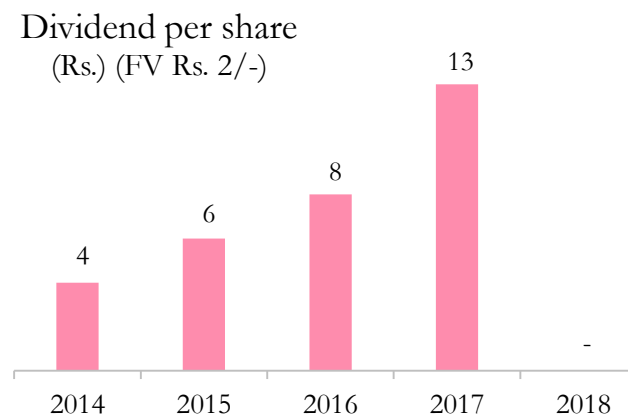
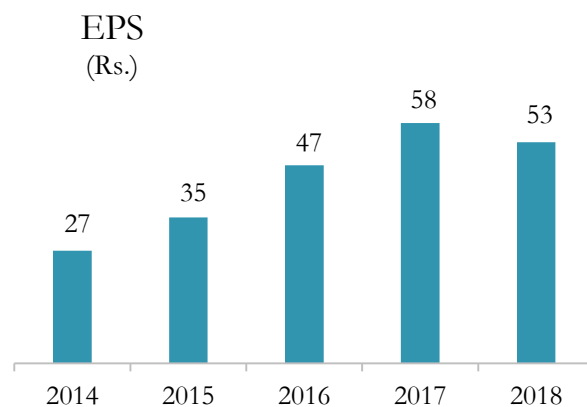
Detailed P&L - Q1 FY 2019 (Consolidated)

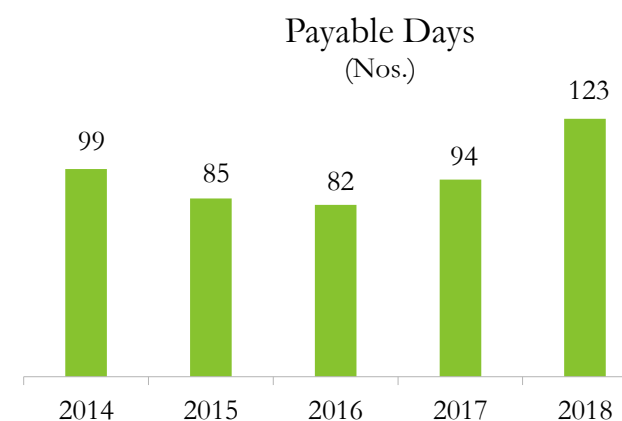
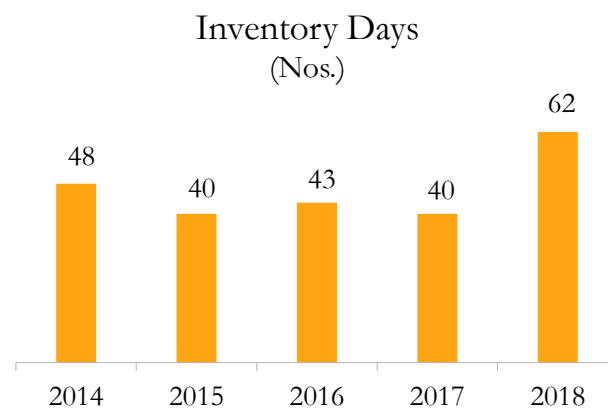
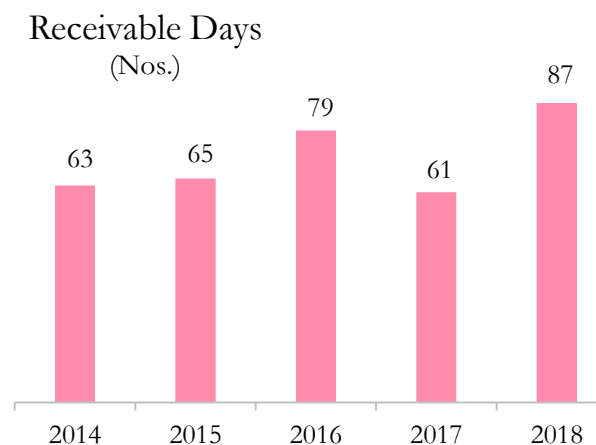
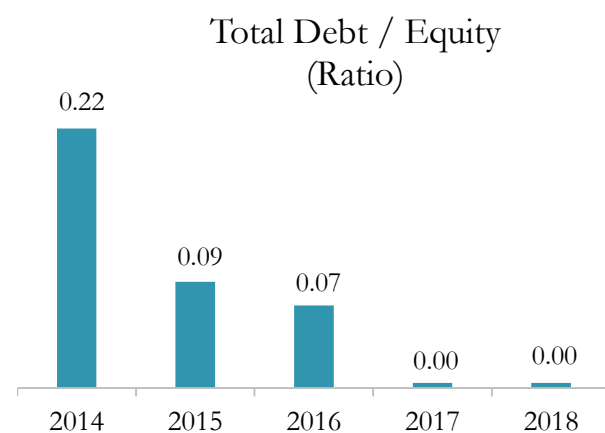


Rs. cr.	Q1 FY 2019		Q1 FY 2018	
Income from Operations	511		473	
Other Income	8	2%	5	1%
Total Income	519		478	
Materials consumed	84	16%	94	20%
Employee Benefit	105	21%	87	18%
Finance Cost	0	0%	0	0%
Depreciation	17	3%	13	3%
Other Expenses	165	32%	165	35%
Total expenses	371	73%	359	76%
Profit before tax	148	29%	119	25%
Tax Expense	42	8%	24	5%
Net Profit	106	21%	95	20%
Other Comprehensive Income	(4)	(1%)	2	0%
Total Comprehensive Income	102	20%	97	20%
EBITDA	157	31%	127	27%











Recognition

Recognition



on
Mr. Yogesh Agrawal
(Managing Director)
&
Mr. Rajesh Agrawal
(Jt. Managing Director)
On
7th July, 2018



Thank You

For updates and company information please visit our website:

www.ajantapharma.com

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