



Kilitch Drugs (India) Ltd.

Press Release
For Immediate Release

Kilitch Drugs (India) registers a robust growth in Q1FY19

*Net Sales up four-folds (YoY) to Rs. 27.97 crore
Registers a net profit of Rs. 4.17 crore
EPS for the first quarter stood at Rs. 2.72*

BSE Code: 524500
NSE Code: KILITCH

FY18 Sales: Rs. 50.46 crore
FY18 EBIDTA: Rs. 5.57 crore

Headquartered in Mumbai (India),
with footprints in Indian, African
and European markets

Product profile comprises
injectables and OTC brands across
parenteral & nasal products, oral,
effervescent, nutritional products,
medical devices and cosmetic and
herbal products

Exhaustive experience in fast
growing West African markets with
more than 275 products registered
and another 250 under registration

Mumbai, August 13, 2018: Kilitch Drugs (India) Ltd., a fast growing pharmaceuticals company listed on NSE and BSE, today announced the financial results for the first quarter ended as on June 30, 2018.

Q1FY19 Performance (YoY)

- The Company's total revenues increased by more than four folds to Rs. 30.34 crore as compared to Rs. 6.96 crore in Q1FY18. The net sales for the quarter stood at Rs. 27.97 crore – accounting for more than 50% of the company's net sales in FY18
- The company registered an EBIDTA (Earnings before Interest, Depreciation, Taxation & Amortization) improved to Rs. 3.23 crore as compared to a loss of Rs. 13.93 lac in Q1FY18. The EBIDTA for the quarter accounted for 58% of the total EBIDTA posted in FY18
- EBIDTA margin were driven by improved demand as well as exchange rate gains; stood at 11.55%
- Other income increased to Rs. 2.37 crore in Q1FY19 against Rs. 20.66 lac in Q1FY18
- Net profit for the quarter increased to Rs. 4.17 crore against a loss of Rs. 11 lac in Q1FY18
- Diluted Earnings per share (not annualised) stood at Rs. 2.72 during Q1FY19
- The company remained a zero debt company during the quarter

Business Developments during Q1FY19

- During the quarter, the company continued to focus on its upcoming a state-of-the-art Cephalosporin plant in Adis Ababa, Ethiopia – the first such plant in the country. Set up in partnership with Estro, this plant, with 20 million vials capacity will also produce multiple products including dry syrup, tablets, capsules, etc. The plant is on-course to



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be completed and commence commercial production in FY2020. The plant will significantly boost the company's presence in the African markets in terms of improved margins and high capacity.

- In July 2018, the Company received an approval for additional land to be allocated for the project. Initially the allocated land for the Ethiopia plant was 6,700 sqm plot. Based on the progress and proposal submitted for expansion, Oromia Region Investment commission allocated another 5,700 sq. meter of land to the company – taking the total land allocated is 12,400 sq. meter for the project. s.

Management comment

Commenting on the numbers posted, **Mr. Mukund P Mehta, Managing Director, Kilitch Drugs (India) Ltd.**, said: "I am happy to inform that the company was not only able to sustain its momentum in the first quarter but also lay a robust foundation for the upcoming quarters. While the African markets are complex and underpenetrated; our experience and product profiles have empowered us to carve a credible recall for our products. Q1FY18 also witnessed pressure on the Indian Rupee and this further enabled us to post a good performance led by exports and a strong order book."

About Kilitch Drugs (India) Limited

Kilitch Drugs (India), founded in 1978, manufactures injectable and OTC products in India and markets it in African countries. Kilitch has registered more than 275 products across Africa and is also setting up a new cephalosporin plant in Ethiopia.

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