



LINCOLN
PHARMACEUTICALS LTD.
HEALTHCARE FOR ALL

*Providing **Affordable and Innovative** medicines for healthier lives*

Q2 FY2016 Earnings Presentation
December 2015

Highlights of the Quarter

H1 FY2016 vs. H1 FY2015

- Net Revenue of Rs. 1,710 million, up 34.5%
- EBITDA of Rs. 232 million
 - EBITDA margin of 13.5%
- PBT of Rs. 171 million,
 - PBT margin of 10.0%
- PAT of Rs. 132 million
 - PAT margin of 7.7%
- Total Debt decreased to Rs. 638 million compared to Rs. 702 million as of 30th June 2015
 - Total Debt / Equity of 0.5x and Net Debt to LTM EBITDA of 1.3x

Management Perspective

“Our performance for the first half of the current financial year has been very encouraging. We recorded a revenue growth of approx. 35% y-o-y in H1 FY2016. This robust growth was driven by strong performance across all therapeutic areas. Our PAT for the half year increased by around 29% despite higher cost pertaining to capacity enhancement as well as to field force expansion.

During H1 FY2016, we completed the expansion of Unit 1; in addition, our new wind mill also became operational from October 2015. We expect these initiatives to yield financial benefits in the form of operational efficiencies as well as cost reduction. Our plans to set up a new beta-lactam antibiotic plant and strengthen our field force are as per schedule. Furthermore, our continued focus on entering into new markets has resulted in addition of new geographies in the African and Gulf regions.”

Mr. Mahendra G. Patel, Managing Director

Performance Overview

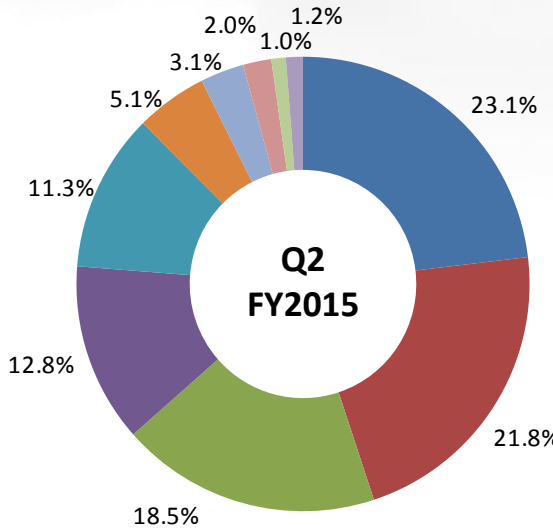
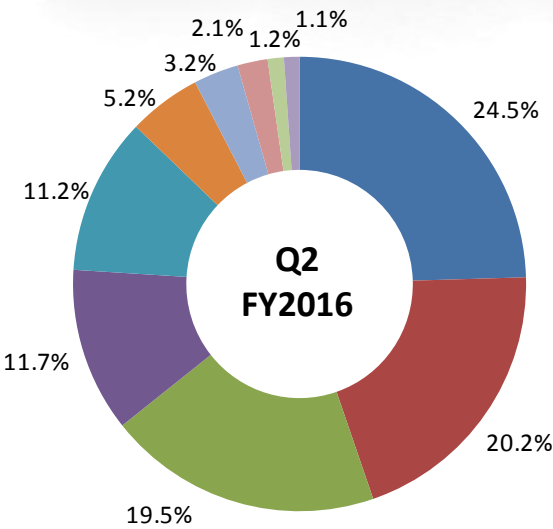
Consolidated Financial Performance

Particulars (Rs. million)	Q2		y-o-y	Q1		Half Year		y-o-y
	FY2016	FY2015	Growth (%)	FY2016	Growth (%)	FY2016	FY2015	Growth (%)
Net Revenue	954	781	22.2%	757	26.0%	1,710	1,272	34.5%
EBITDA	117	120	(2.1)%	114	2.5%	232	192	21.0%
Margin (%)	12.3%	15.4%		15.1%		13.5%	15.1%	
Profit Before Tax (PBT)	87	87	0.2%	83	5.2%	171	129	31.8%
Margin (%)	9.2%	11.2%		11.0%		10.0%	10.2%	
Profit After Tax (PAT)	67	73	(7.6)%	65	2.4%	132	103	28.7%
Margin (%)	7.0%	9.3%		8.6%		7.7%	8.1%	
Basic EPS (Rs.)	4.10	4.29	(4.4)%	4.01	2.2%	8.11	6.27	29.3%

Performance Overview

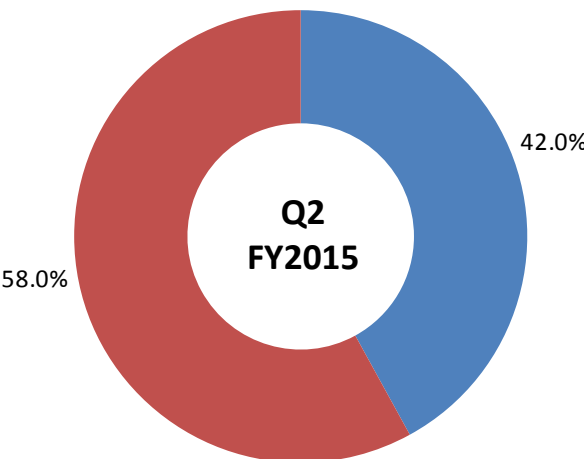
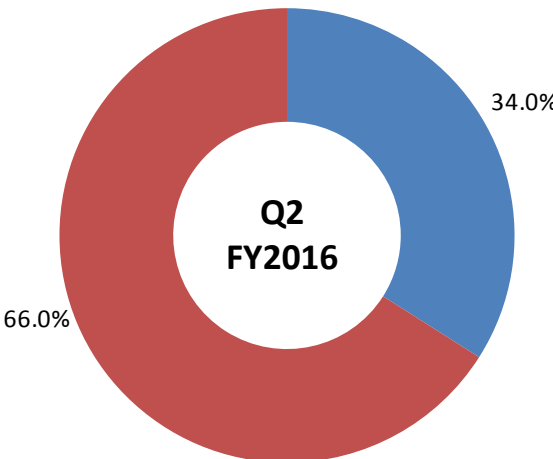
Revenue Breakup

Therapeutic Area



- General Anti Infectives
- Respiratory Systems
- Alimentary Tract and Metabolism
- Genito Urinary System and Sex Hormones
- Musculo-Skeletal System
- Parasitology
- Blood and Blood Forming Organs
- Cardiovascular System
- Central Nervous System
- Others

Geography

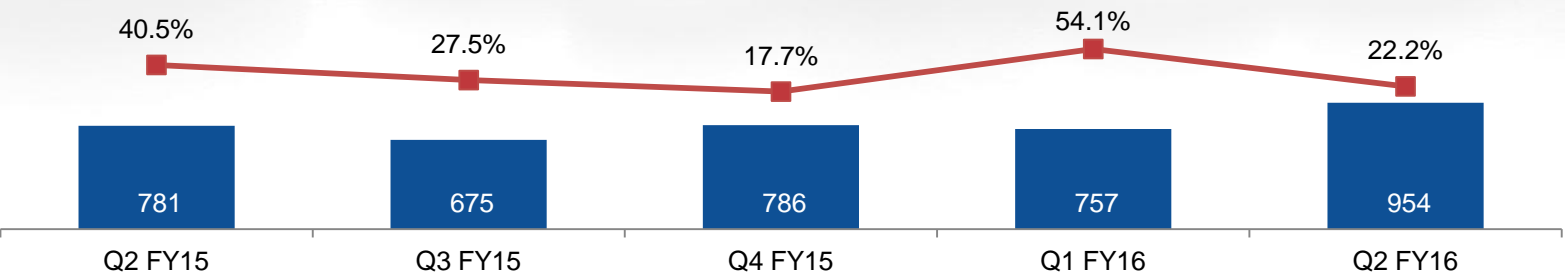


- International
- Domestic

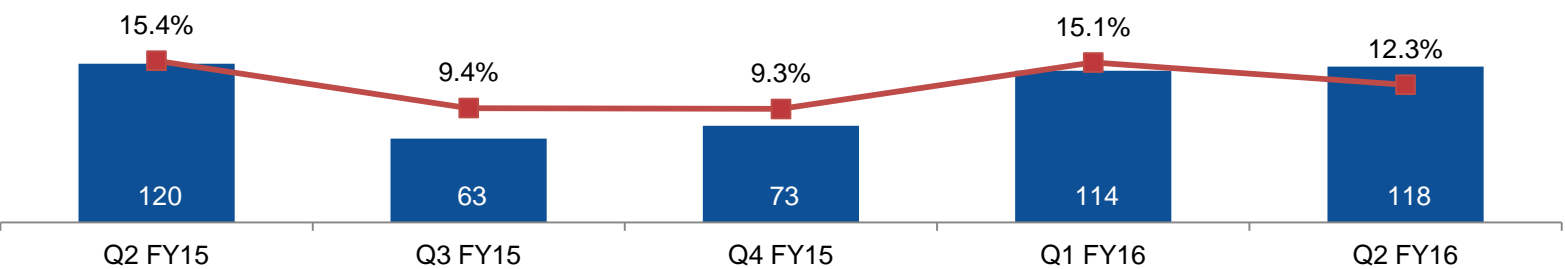


Performance Trend

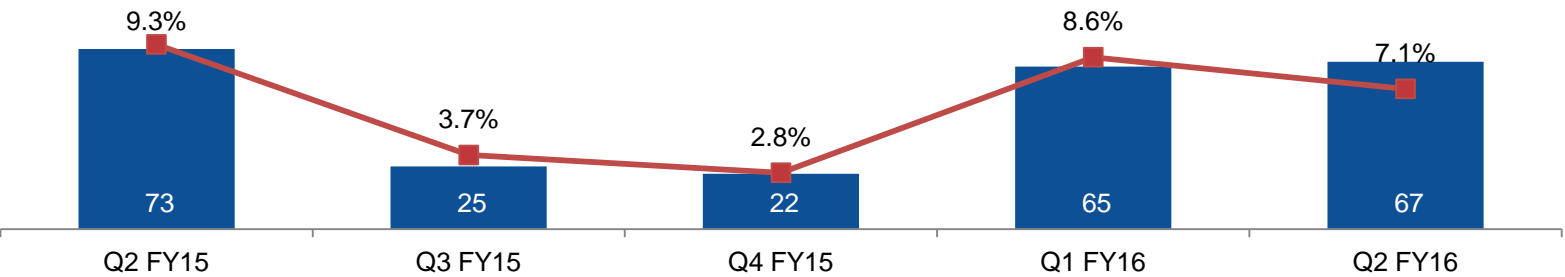
Net Revenue (Rs. Million) and Y-o-Y Growth (%)



EBITDA (Rs. Million) and Margin (%)



PAT (Rs. Million) and Margin (%)



Highlights

- Our revenue growth for the quarter was supported by better contribution from both domestic and export businesses
- Performance of the domestic market continued to remain strong
- Profitability during the quarter included the impact of higher cost
 - On account of fixed cost related to domestic expansion
 - As a result of additional employee expense related to field force expansion

Leverage Profile

(Rs. million)	30-Sep-2015	30-Jun-2015
Long Term Debt	226	227
Short Term Debt	412	475
Total Debt	638	702
Less: Cash & Cash Equivalents	164	130
Net Debt / (Net Cash)	474	572
Net Worth	1,379	1,309
Net Debt / EBITDA (x)¹	1.3x	1.5x
Total Debt / Net Worth (x)	0.5x	0.5x

Note:

1. Based on LTM EBITDA

Credit Rating

- The Company's debt facilities have been assigned the following ratings by CRISIL
 - Long term bank facilities: **A-**
 - Short term bank facilities: **A2+**

Strategic Initiatives

1 New Launches

- Launched the Dermatology Division with a team of approximately 50 people
- Introduced 15 products under this division

2 Capacity expansion

- Completed the expansion of Unit 1 (Tablet, Capsule & Ointment), which resulted in trebling of the current capacity
- Also upgraded the existing facility to enhance efficiency

3 Expansion of wind mill capacity

- Completed setting up of a new wind mill (capacity: 2.1 MW); 5 million units of electricity for captive consumption
- Significant reduction in fuel cost in the coming quarters

4 New facility to cater to international markets

- Plan for setting up a beta-lactam antibiotics manufacturing plant is on schedule
- Purchased land; construction expected to begin by December

5 Field force expansion and entering into new international geographies

- Added approx. 80 members to the field force in H1 FY2016 to increase capacity utilization in the domestic market
- New approvals from Namibia, Sudan, Ethiopia, Zimbabwe, Yemen and Libya to increase international volumes

A Leading Pharmaceutical Company

15+
Therapeutic Areas

1000+
Registered Products

5000 Stockiest
22 C&F Agents

550 Field Staff

44th
Rank in AIOCD
July 2014 in covered markets



4 Patents Granted
25 Patents Applications

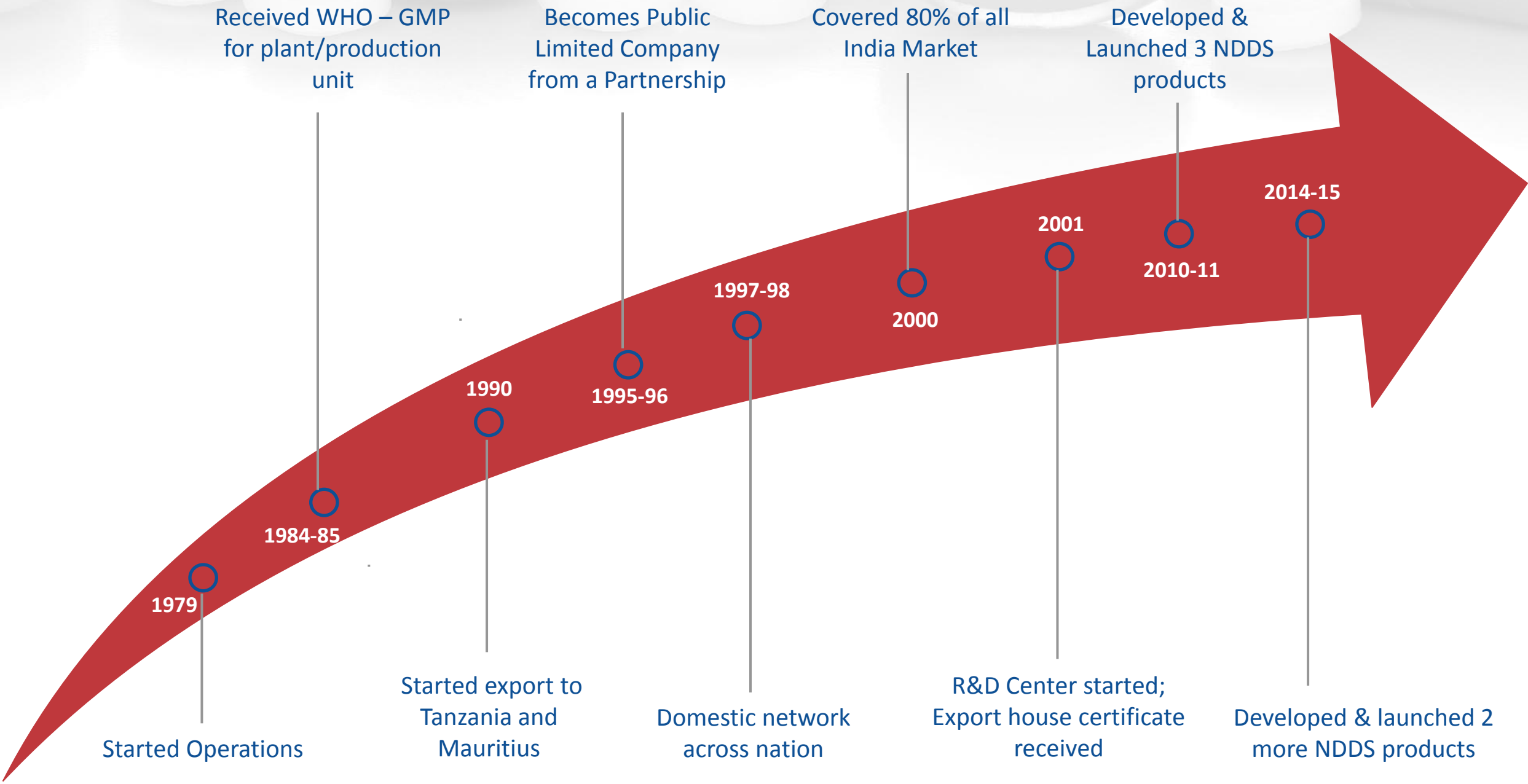
773 Registered Dossiers
580 Ongoing Applications

500+
SKUs

300+
Formulations Developed

30+
Scientists

Key Milestones



Global Footprint

Presence over 50 countries in Latin America, Africa and Asia Pacific; 22 states across India



Best-in-Class Facilities



Certifications: WHO-GMP Certified; ISO9001:2008 Certified



R&D Center: Approved by Government of India; Team of 30 scientists for R&D



Green Energy: Windmill project for energy saving

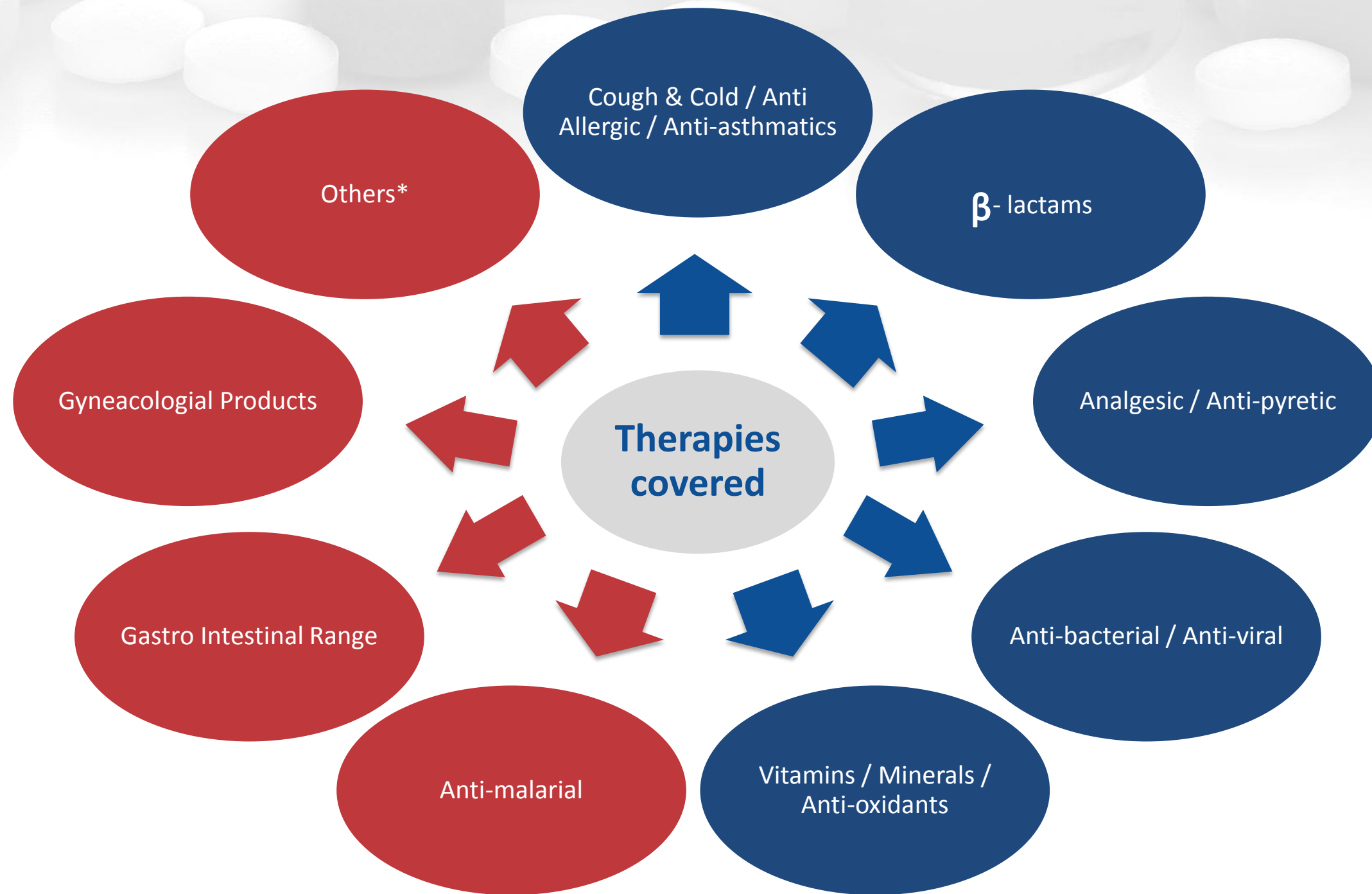
Dosage Forms Produced at Unit 1

Description	Annual Capacity	Unit
Tablet (Compression & Coating)	1,680,000,000	Tablets
Total Packing (Strip + Blister)	1,680,000,000	Packs
Tablet (Granulation)	10,200,000	Kg
Capsule (Filling)	360,000,000	Capsules
Dry Syrup (Filling)	6,000,000	Bottles
Ointment (Filling)	9,600,000	Tubes
Ointment (Packing)	9,600,000	Packs

Dosage Forms Produced at Unit 2

Description	Size	Annual Capacity	Unit
Liquid Ampoules	1 ml to 5 ml	60,000,000	Ampoules
	10 ml	30,576,000	Ampoules
Liquid Vials	2 ml to 10 ml	15,600,000	Vials
	10 ml to 30 ml	15,600,000	Vials
Oral Liquids	60 ml to 100 ml	18,000,000	Bottles
	150 ml to 200 ml	18,000,000	Bottles
Dry Powder Injection	100 mg	22,464,000	Vials

Wide Spectrum of Therapeutic Coverage



Key Brands – Domestic Markets

NAMCOLD-SR
Nimesulide 100 mg + Loratidine 5 mg + Ambroxol 30 mg
+ Phenylephrine 20 mg Sustain Release Tablets

DOMITM up
Each squirts (spray) delivers 2 mg
Ondansetron Hydrochloride

Tinnex?
Caroverine 160 mg/8 ml
Injection

EAK
Effective Anti- Malarial Kingping

PROLIN³⁰⁰ SR Natural
Natural micronized
progesterone 300 mg SR Tablets

CHARGE UP
11 Antioxidants + 33 Essential
Micronutrients +
5 Amino Acids

LPL LINCOLN
PHARMACEUTICALS LTD.
HEALTHCARE FOR ALL

NAMCOLD-DX
Dextromethorphan Polistirex 30 mg Suspension

LUTHER AQUA
 α - β Arteether 150mg/ml Injection

PROGUT
Saccharomyces Boulardii (Lyophilized) 282.5 mg Sachet

CALBONE-500
Calcium Carbonate 1250 mg+ Vit. D3 250 I.U. Tablets

TRIXON-1 g
Ceftriaxone 1 g Injecttable

SOLUDINE-M
Povidone-iodine 5% + Tinidazole 2 % Ointment 10/20 Grams

Key Brands – International Markets

FLUCAN

Fluconazole 150 mg Tablets

Pa12

1000 mg programmed release
Paracetamol PROGLETS

Start 60

Artesunate 60 mg Injectable

FLUCOMOL

Anti Cold Capsules

Glygen 1 & 2

Glimepiride 1mg/2 ml Tablets

CLOTRILIN - U

Clotrimazole 2% w/w Cream

LPL LINCOLN
PHARMACEUTICALS LTD.
HEALTHCARE FOR ALL

ARH

α - β Arteether Injection 150mg/ 2 ml

Koflame

Ibuprofen 50 mg + Paracetamol
325 mg Tablets

Losa 50

Losartan Potassium 50 mg Tablets

Vomistat

Ondansetron 2 mg/ml Injection

AMLIN-5

Amlodipine Besylate 5 mg Tablets

M-FORLIN 500

Metformin HCL 500 mg Tablets

Key Recent Developments

- **Paracetamol 1000 mg programmed release tablet**

- Unique bi layered proglot designed for programmed release drug delivery
- 12 hours action with 30% IR and 70% SR release activity
- BID with more patient compliance and is Hepato-friendly



- **Caroverine injection**

- Sterile formulation for relief from Tinnitus
- Tie-up with PHAFAG. AG (Switzerland)
- Given through slow IV infusion
- Aqueous technology



- **Arteether injection 150 mg/ml**

- Unique low-viscosity sterile formulation for malaria
- Less painful and low volume (1 ml) IM formulation
- Convenient patient administration
- Patented technology



Key Recent Developments

○ Namcold DX

- First time in India: 'Extended Release' Oral Suspension
- The only liquid cough suppressant that works for upto 12 hours
- BID dose with more patient compliance
- Available in alcohol free delicious orange flavor



○ Domi Up Spray

- Meter dose pump
- Each squirt (spray) accurately delivers 2 mg Ondansetron Hydrochloride
- Faster onset of action
- Prompt relief from nausea & vomiting
- Convenient for patient over Injectable
- Better patients compliance



Disclaimer

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Lincoln Pharmaceuticals’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown 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 could affect our business and financial performance. Lincoln Pharmaceuticals undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



Corporate Office:

Lincoln Pharmaceuticals Limited

CIN: L24230GJ1995PLC024288

Lincoln House

B/h Satyam Complex, Science City Road, Sola, Ahmedabad – 380 062

Phone: +91 79 6777 8000 • Fax: +91 79 6777 8062 • E-mail: info@lincolnpharma.com

KP Sompura, Finance Head
Lincoln Pharmaceuticals

sompurakp@lincolnpharma.com
+91 79 6777 8000

Bijay Sharma
Churchgate Partners

LincolnPharma@Churchgatepartnersindia.com
+91 22 6169 5988