ajanta pharma limited

INVESTOR PRESENTATION

Q3 FY 2020

5th February 2020

Content

1. India Business
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3. Infrastructure
4. Financial Highlights

1.
INDIA BUSINESS

INDIA BRANDED GENERICS

15 Divisions

for 4 segments

3,000+ MRs

Building Efficiency

270+

Product Basket

1st to Market

Products

Continue to Focus on 4 Therapeutic Segments

Cardiology
Continue to be major contributor

Dermatology
Growth continues

Ophthalmology
2nd largest in India & still growing above industry

Pain Management
Sustained growth

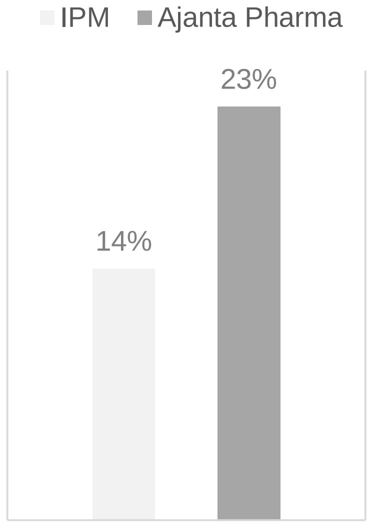
IPM - RANKING

	Mar 2005	Dec 2018	Dec 2019
Ophthalmology	28	3	2
Dermatology	98	13	14
Cardiology	38	17	16
Pain Mgmt.	NA	41	39
Ajanta Pharma	88	32	31

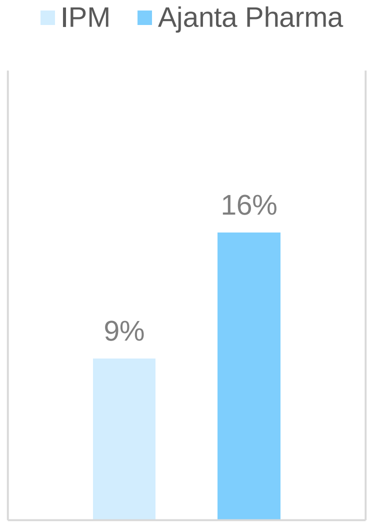
Source: Iqvia, December MAT 2019

INDUSTRY GROWTH

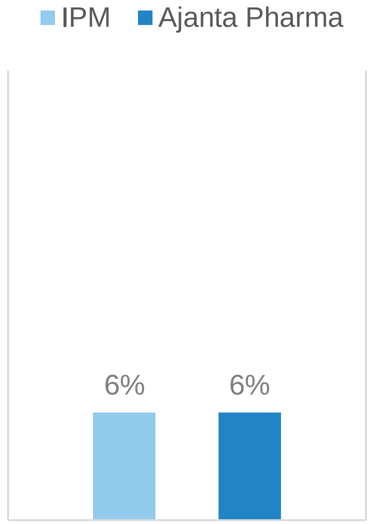
March 2016



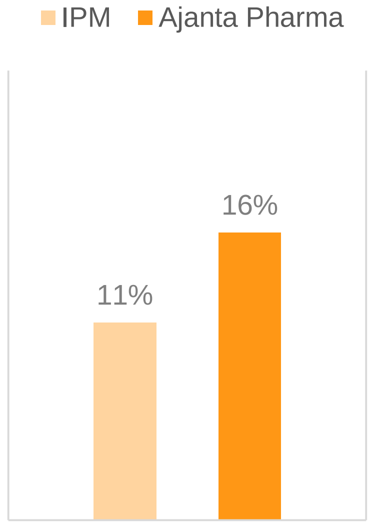
March 2017



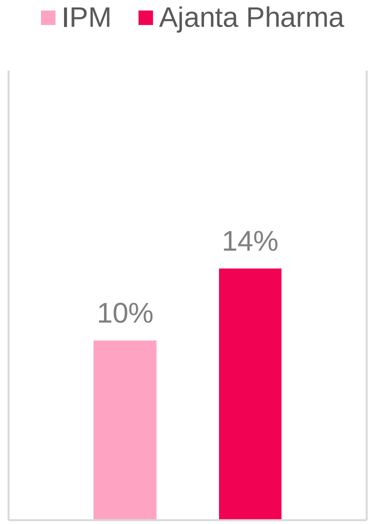
March 2018



March 2019



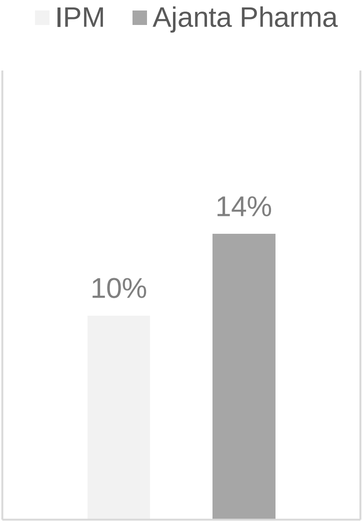
December 2019



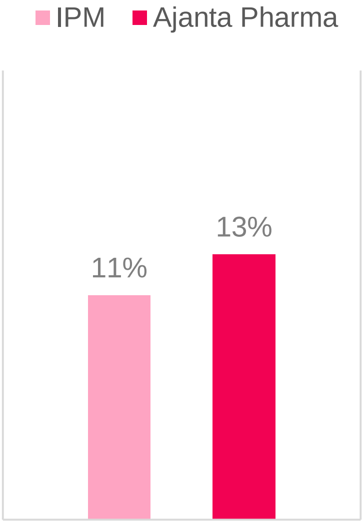
IPM = Indian Pharmaceutical Market
Source: Iqvia, December MAT 2019

SEGMENT GROWTH

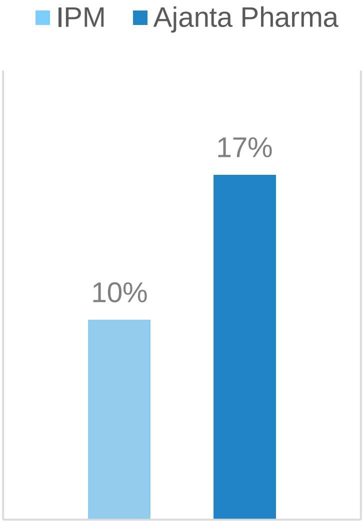
Pharma Market



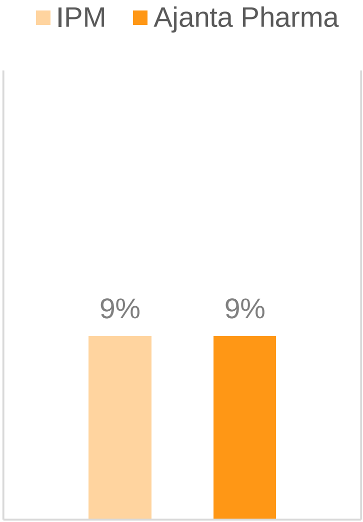
Cardiology



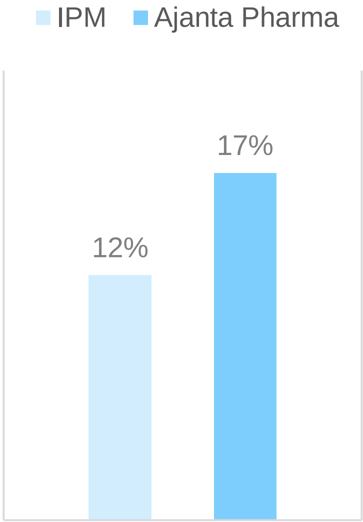
Ophthalmology



Dermatology



Pain Management



IPM = Indian Pharmaceutical Market
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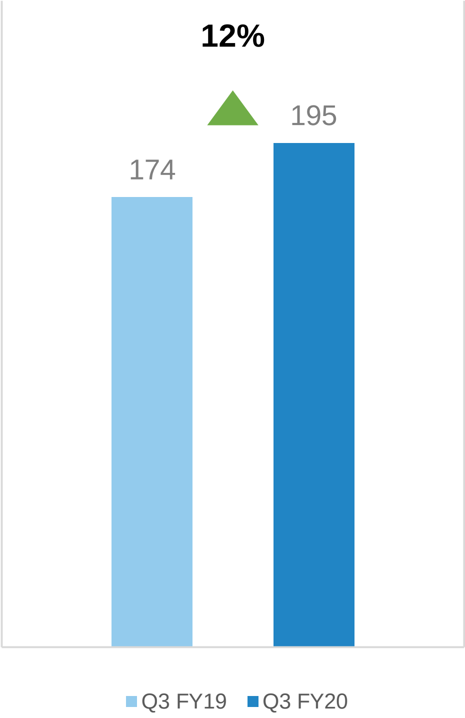
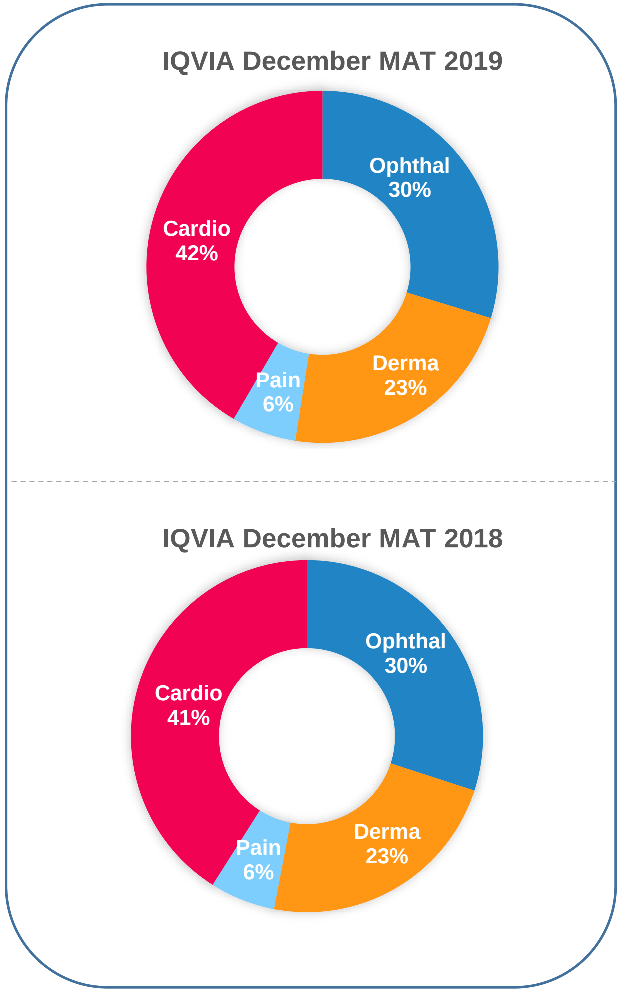
INDIA SALES

India Sales – Q3

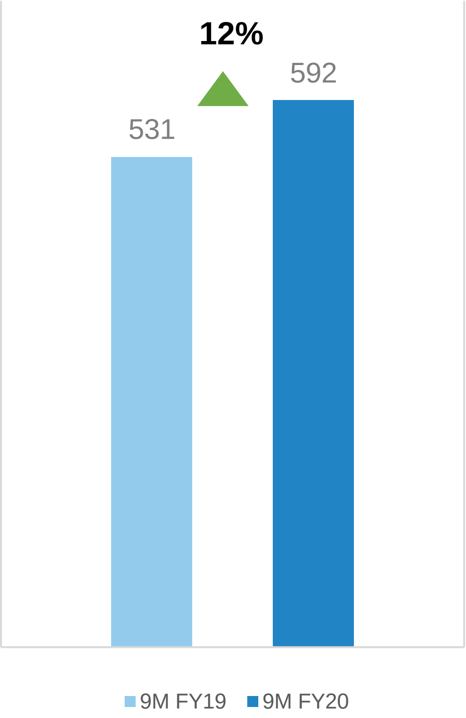
(Rs. cr.)





India Sales – 9M

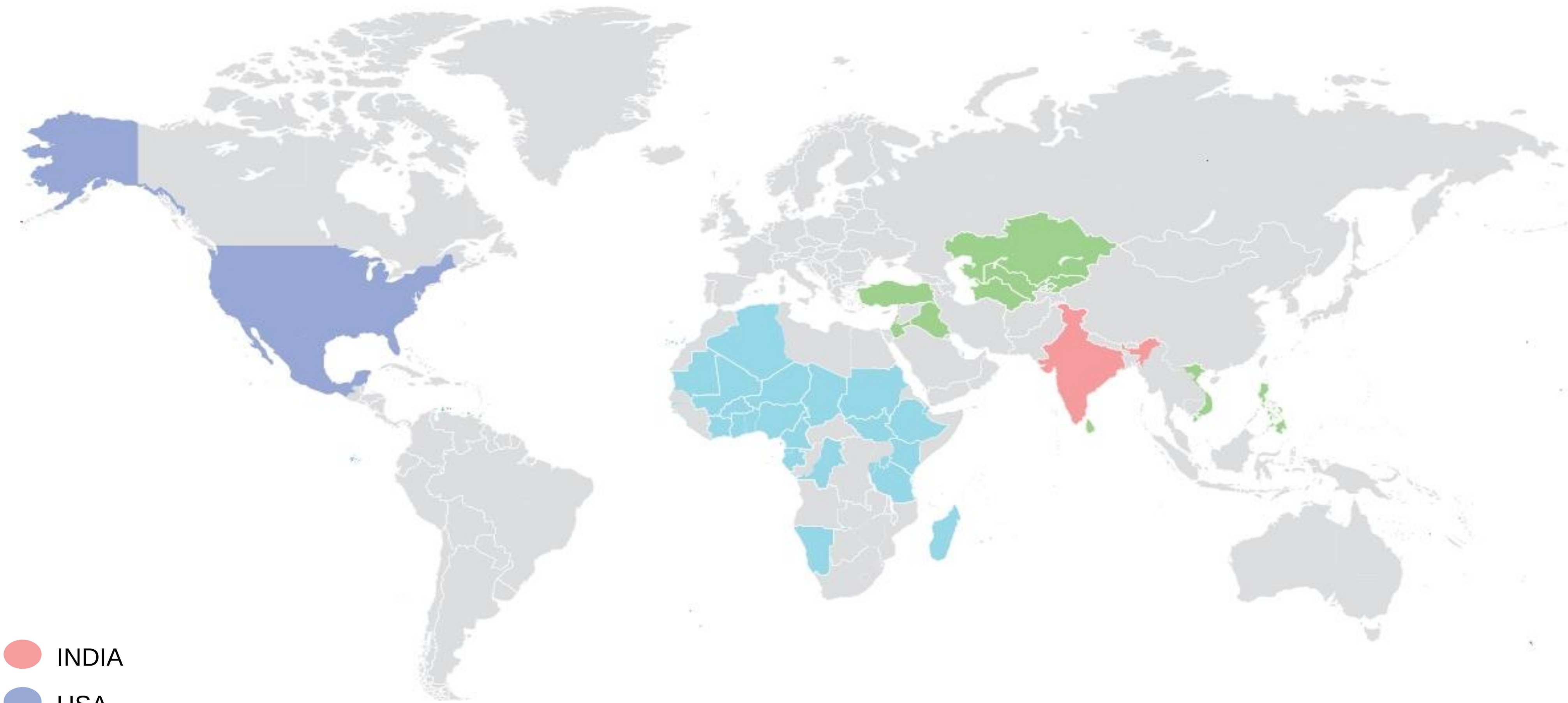
(Rs. cr.)



2.

GLOBAL BUSINESS

GLOBAL PRESENCE



INDIA

USA

AFRICA 19 Countries

REST OF ASIA 10 Countries

Map not to scale, only for illustration purpose

BRANDED GENERIC BUSINESS IN EMERGING MARKETS

Africa		Asia
1,000 +	Product Registration	375+
7	New Products launched in 9M FY 2020	13
14	Major Markets	7

USA

31

Final Approvals

7 in 9M FY 2020

23

Under Approval

~10-12

Filing Target

2 in Q3 FY 2020

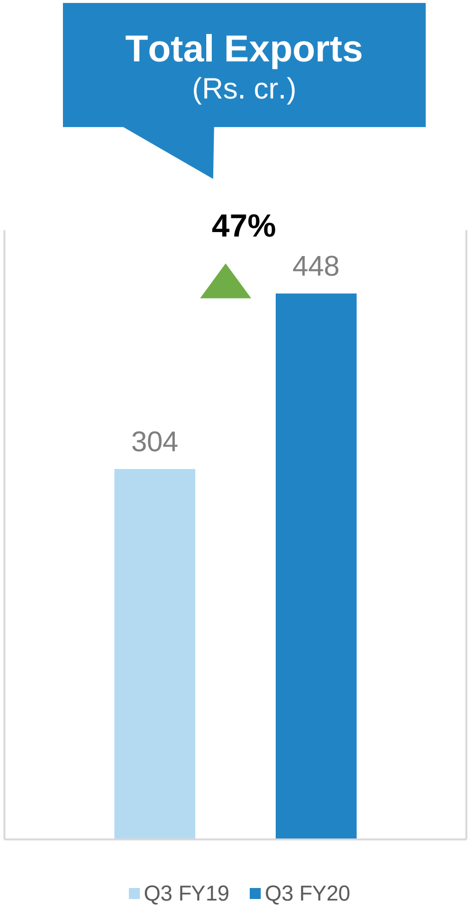
8 in 9M FY 2020

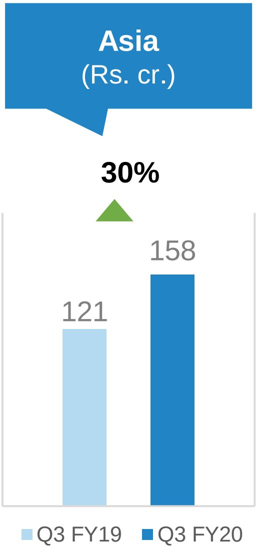
28 Products on shelf

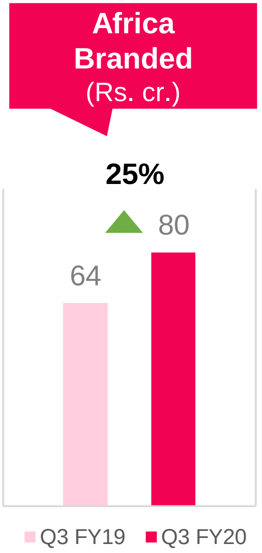
Gaining market share in select products with focused approach

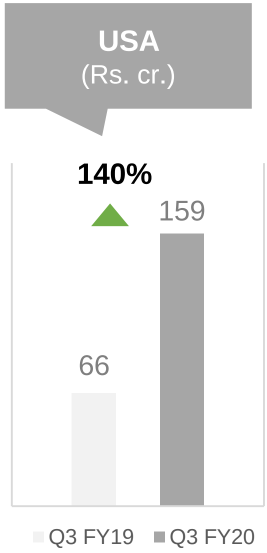
Continue to focus on better execution for customer delight

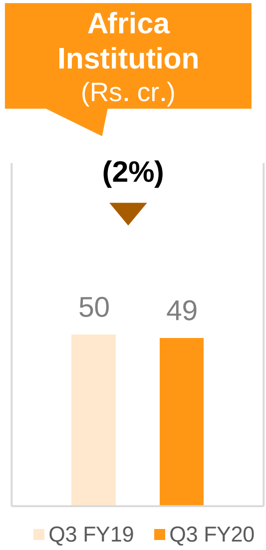
EXPORT SALES – Q3 (CONSOLIDATED)

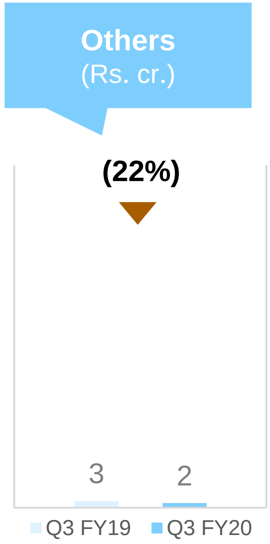


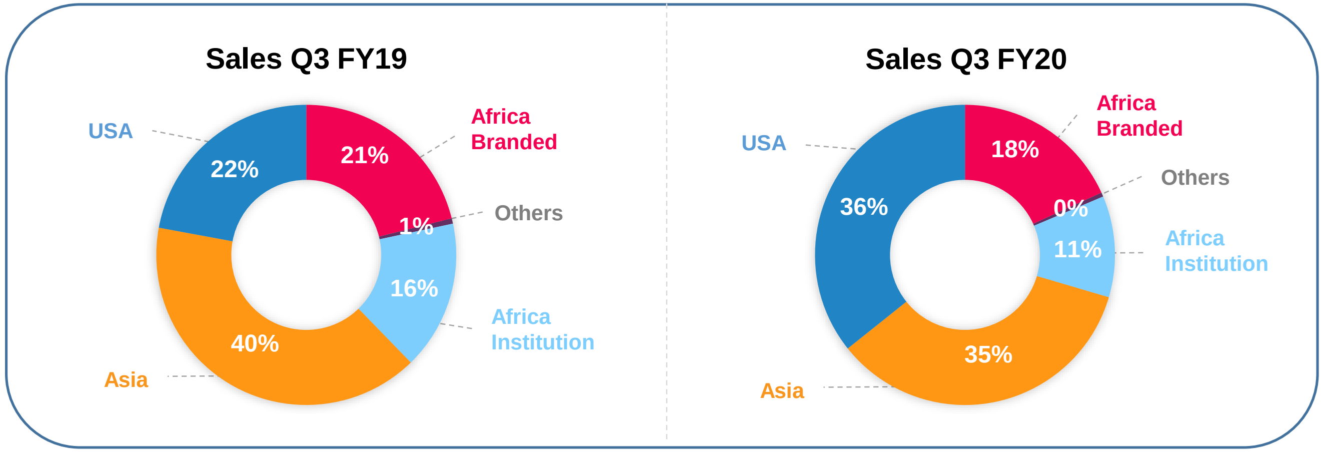












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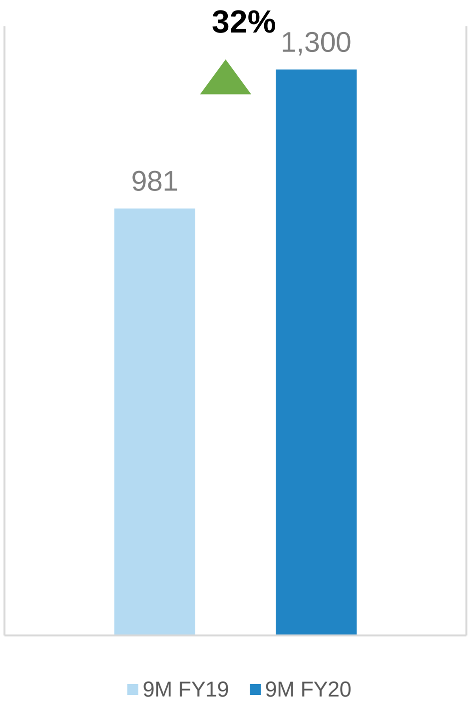
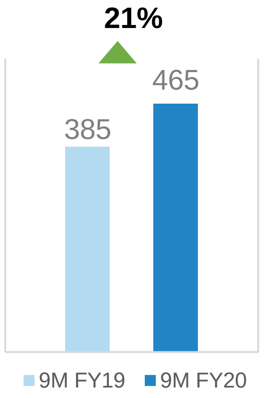
EXPORT SALES – 9M (CONSOLIDATED)

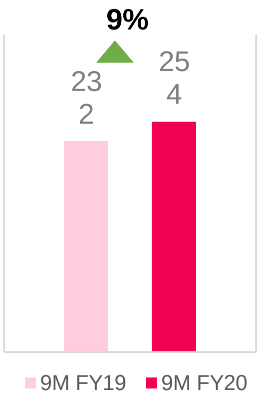
Total Exports
(Rs. cr.)



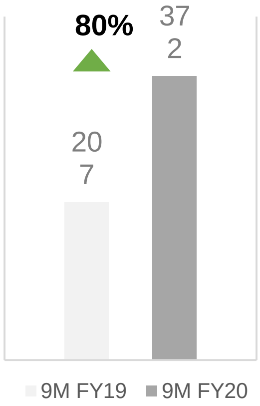
Asia
(Rs. cr.)



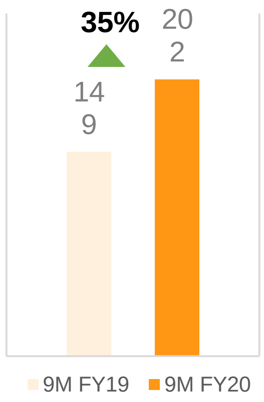
Africa Branded
(Rs. cr.)



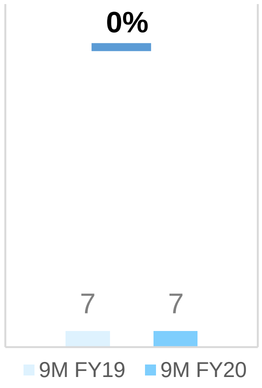
USA
(Rs. cr.)

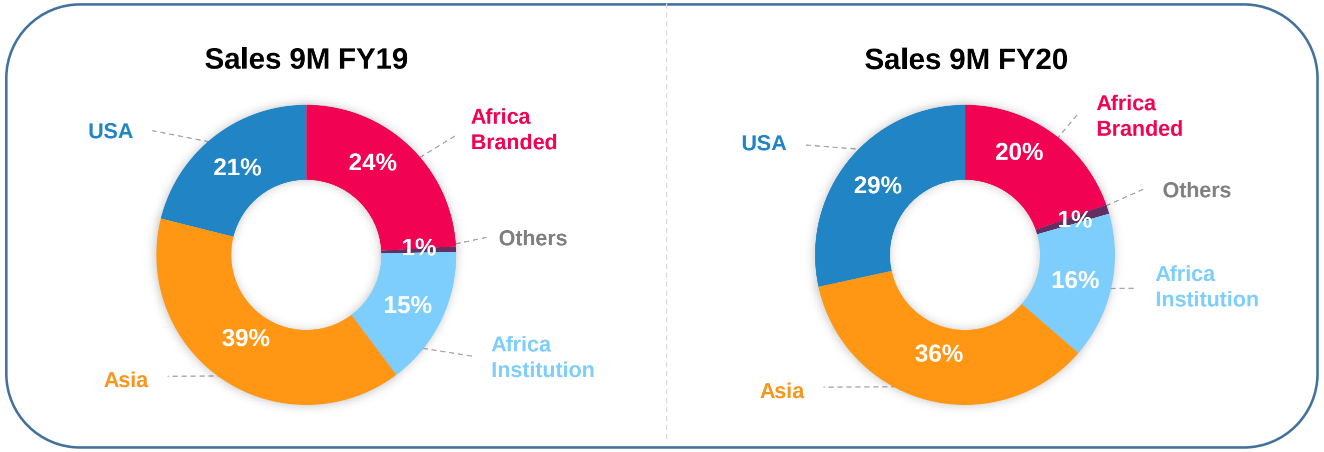


Africa Institution
(Rs. cr.)



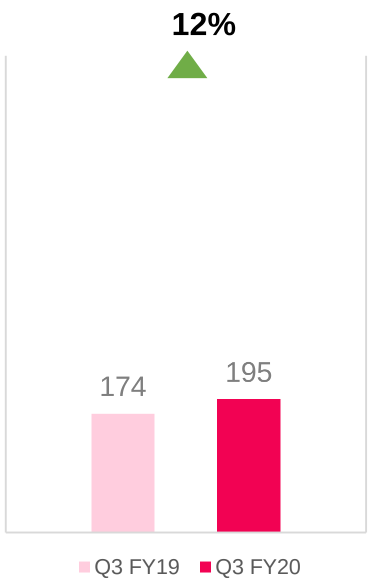
Others
(Rs. cr.)



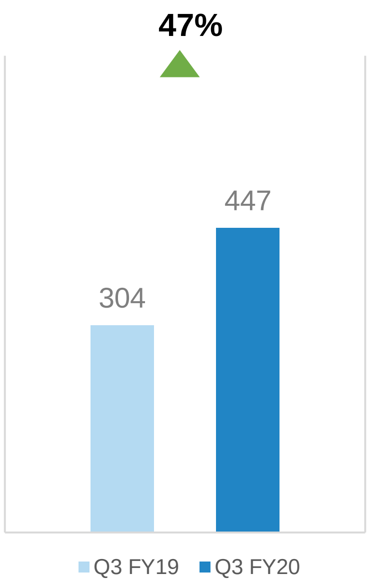


TOTAL CONSOLIDATED SALES – Q3

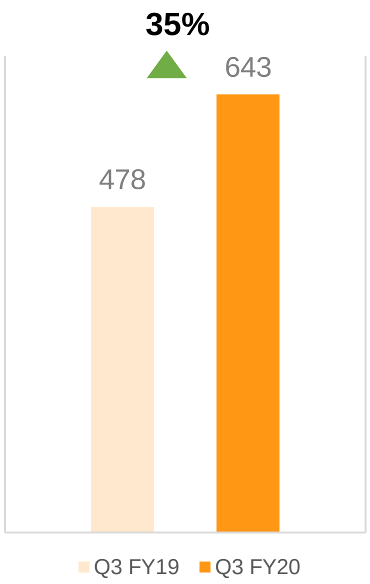
India
(Rs. cr.)



Exports
(Rs. cr.)



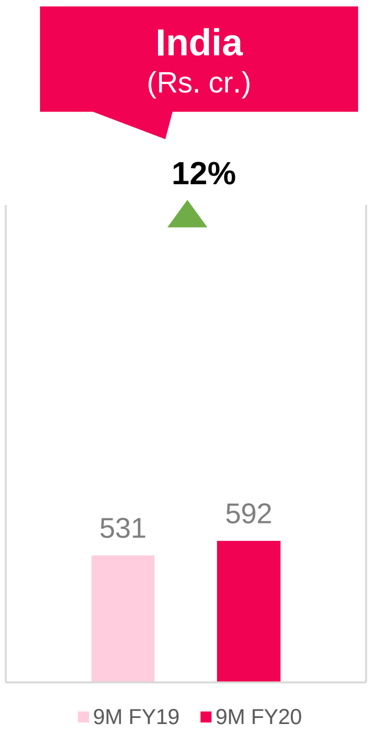
Total Sales
(Rs. cr.)

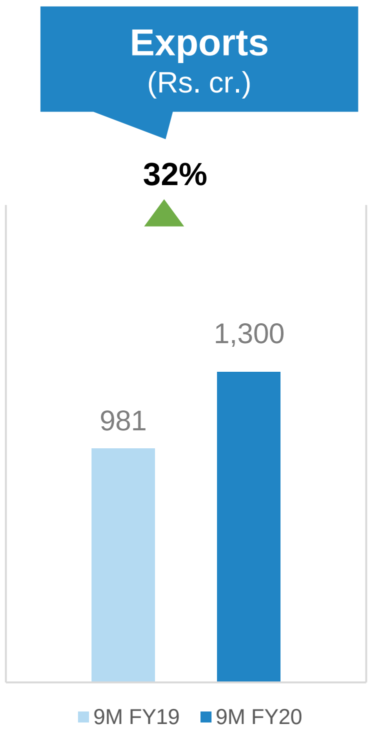


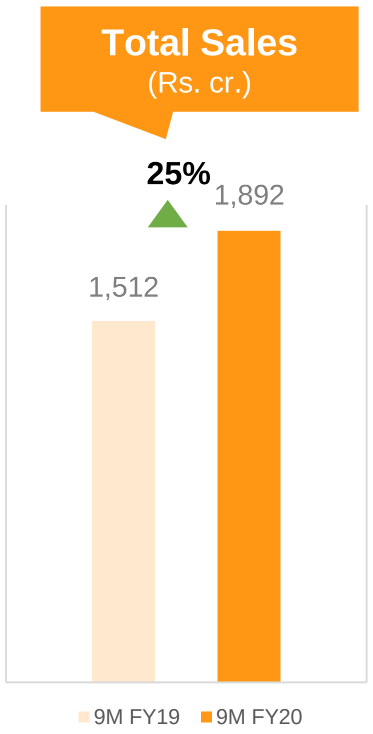
Rs. cr.

	Q3 FY 2019	Q3 FY 2020	Grth
India	174	195	12%
Exports	304	447	47%
Total Sales	**478**	**643**	**35%**

TOTAL CONSOLIDATED SALES – 9M







Rs. cr.

	9M FY 2019	9M FY 2020	Grth
India	531	592	12%
Exports	981	1,300	32%
Total Sales	**1,512**	**1,892**	**25%**

3.
INFRASTRUCTURE

ENABLING INFRASTRUCTURE

Formulation Manufacturing

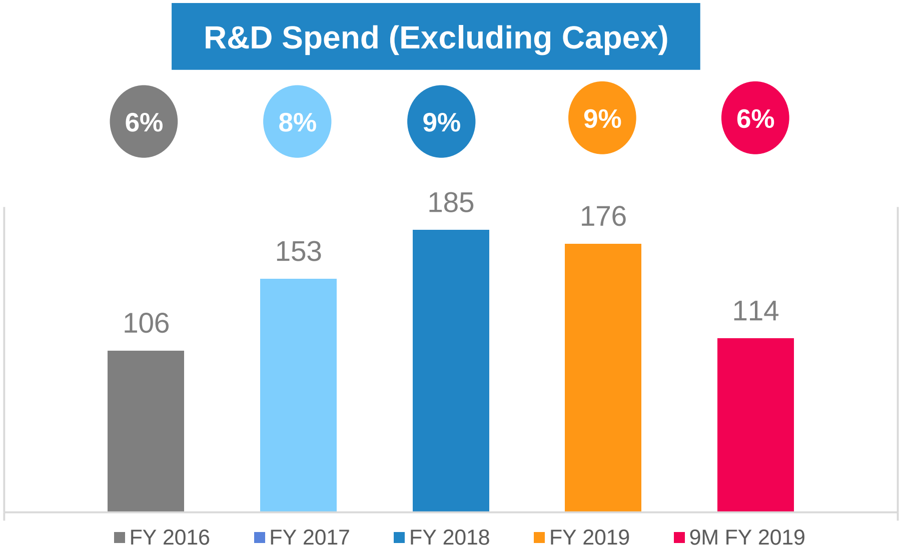
- 3 facilities in Aurangabad, Maharashtra
- 1 facility at Dahej, Gujarat
- 1 facility at Guwahati, Assam
- New facility operationalized at Pithampur, Madhya Pradesh
- One facility at Mauritius

API Manufacturing

- One Facility at Waluj, Aurangabad, Maharashtra (Captive Consumption)

RESEARCH & DEVELOPMENT

Q3 FY 2020	9M FY 2020
Rs. 35 cr. **(5%)**	Rs. 114 cr. **(6%)**
Q3 FY 2019	**9M FY 2019**
Rs. 45 cr. (9%)	Rs. 136 cr. (9%)



4.
FINANCIAL HIGHLIGHTS

P&L SYNOPSIS – Q3 FY 2020 (CONSOLIDATED)

Rs. cr.	Q3 FY 2019	% to income	Q3 FY 2020	% to income	% Growth
Income from Operations	**485**		**651**		**34%**
EBITDA	107	22%	186	29%	73%
PBT	93	19%	175	27%	88%
PAT	**67**	**14%**	**108**	**17%**	**61%**
Total Comprehensive Income	67	14%	109	17%	64%

P&L SYNOPSIS – 9M FY 2020 (CONSOLIDATED)

Rs. cr.	9M FY 2019	% to income	9M FY 2020	% to income	% Growth
Income from Operations	**1,540**		**1,906**		**24%**
EBITDA	431	28%	540	28%	25%
PBT	405	26%	488	26%	20%
PAT	**298**	**19%**	**339**	**18%**	**14%**
Total Comprehensive Income	295	19%	339	18%	15%

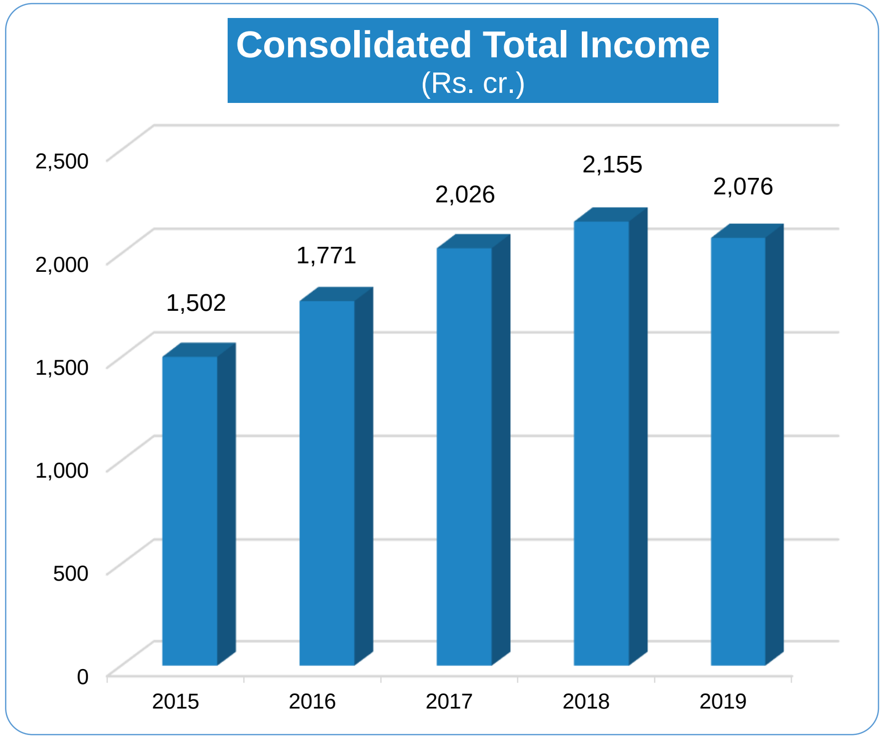
DETAILED P&L – Q3 FY 2020 (CONSOLIDATED)

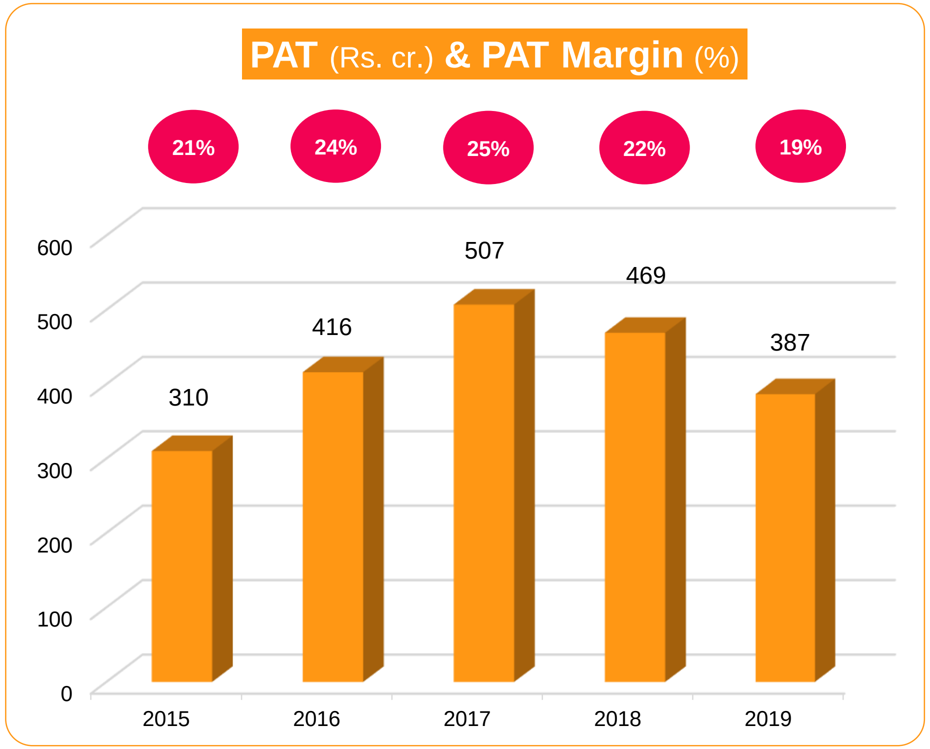
Rs. cr.	Q3 FY 2019	% to IO	Q3 FY 2020	% to IO
Income from Operations (IO)	485		651	
Other Income	5	1%	15	2%
Total Income	**490**		**666**	
Materials consumed	98	20%	169	26%
Employee Benefit	113	23%	120	18%
Finance Cost	0	0%	2	0%
Depreciation	19	4%	24	4%
Other Expenses	167	34%	176	27%
Total expenses	**397**	**81%**	**491**	**75%**
Profit before Exceptional Items	**93**	**19%**	**175**	**27%**
Exceptional Item	-	-	0	
Profit Before Tax	**93**	**19%**	**175**	**27%**
Tax Expense	26	5%	67	10%
Net Profit	67	14%	**108**	**17%**
Other Comprehensive Income	(0)	-	1	0%
Total Comprehensive Income	**67**	14%	**109**	**17%**
EBITDA	**107**	**22%**	**186**	**29%**

DETAILED P&L – 9M FY 2020 (CONSOLIDATED)

Rs. cr.	9M FY 2019	% to IO	9M FY 2020	% to IO
Income from Operations (IO)	1,540		1,906	
Other Income	20	1%	35	2%
Total Income	**1,560**		**1,941**	
Materials consumed	278	18%	478	25%
Employee Benefit	323	21%	356	19%
Finance Cost	0	0%	8	0%
Depreciation	53	3%	70	4%
Other Expenses	501	32%	540	28%
Total expenses	**1,155**	74%	**1,452**	**76%**
Profit before Exceptional Items	**405**	26%	**489**	**26%**
Exceptional Item	-	-	1	0%
Profit Before Tax	**405**	**26%**	**488**	**26%**
Tax Expense	107	7%	149	8%
Net Profit	298	19%	**339**	**18%**
Other Comprehensive Income	(3)		0	0%
Total Comprehensive Income	**295**	19%	**339**	**18%**
EBITDA	**431**	28%	**540**	**28%**

5 YEAR TRACK RECORD (CONSOLIDATED)





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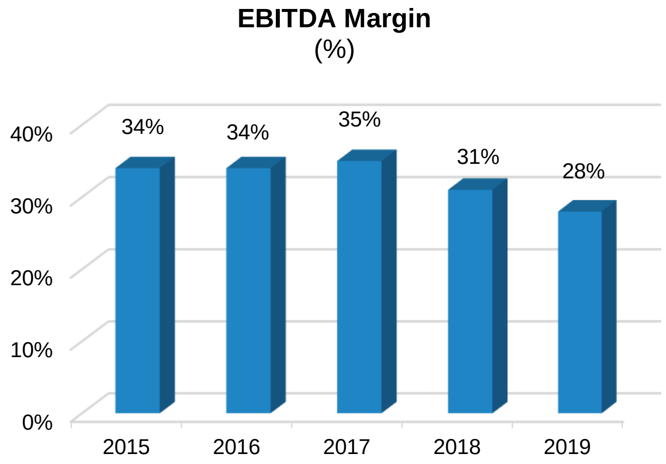
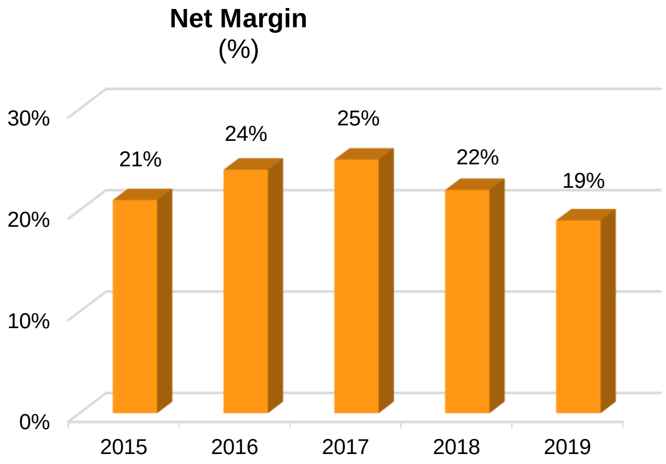
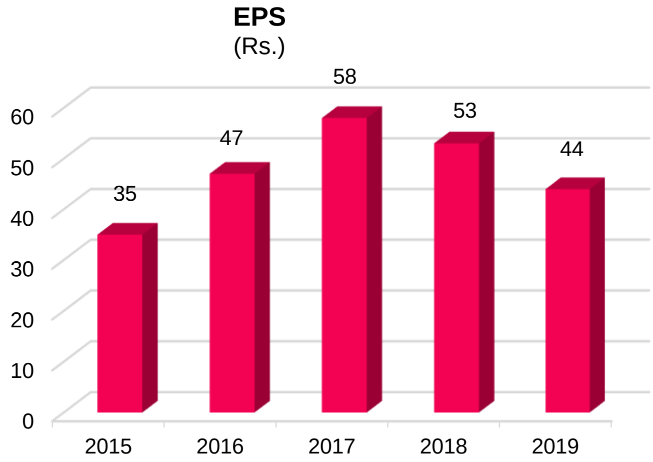
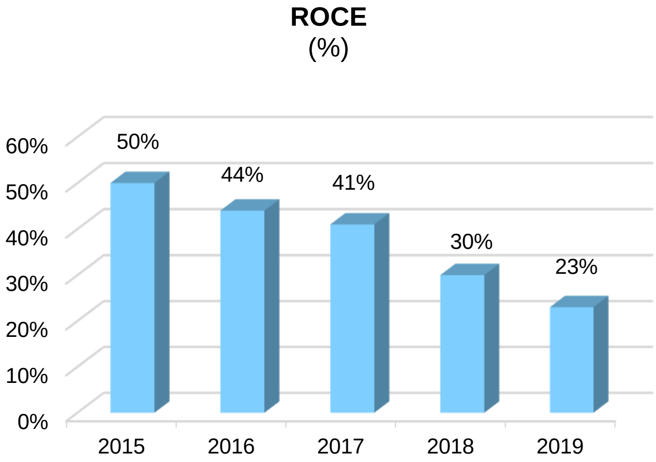
5 YEAR TRACK RECORD (CONSOLIDATED)









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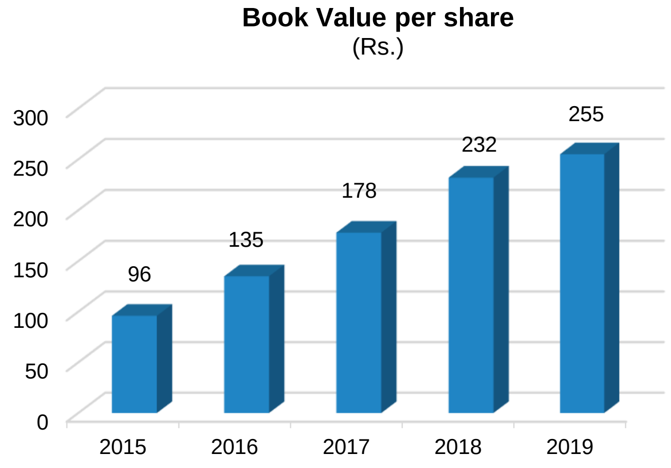

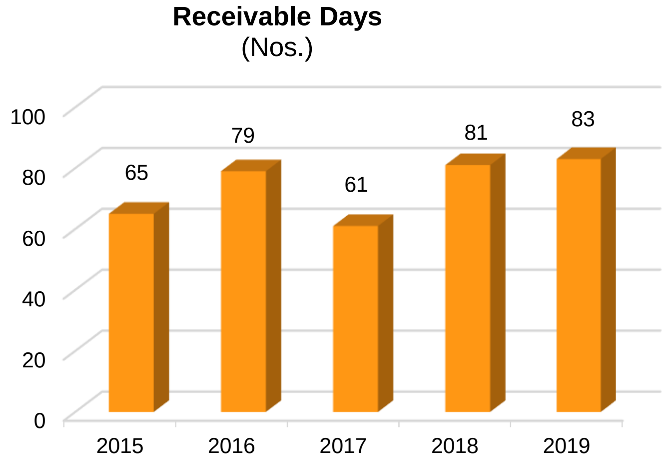

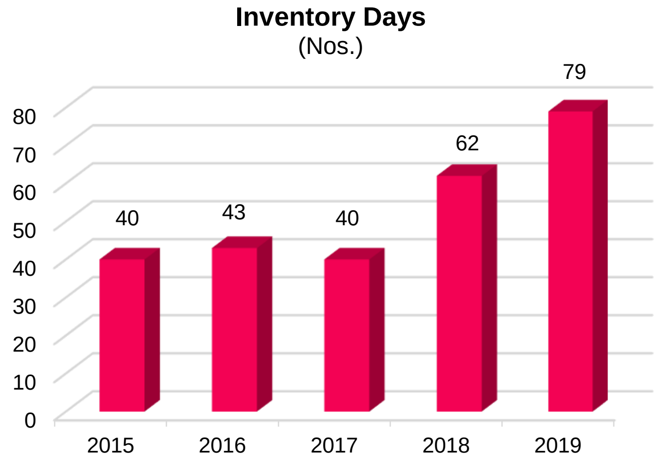

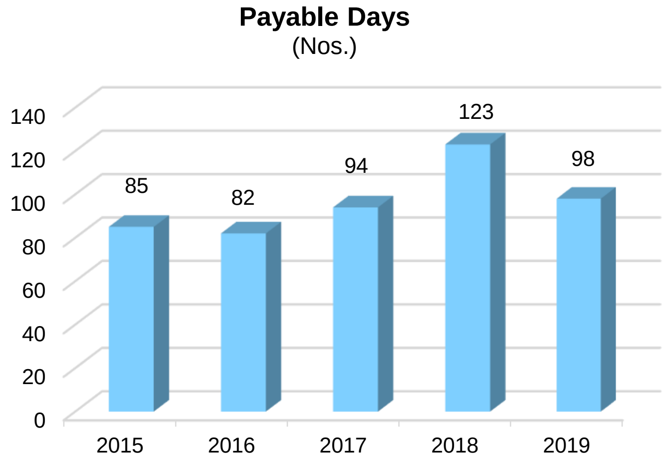

Thank You

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www.ajantapharma.com

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