



EY Entrepreneur
of the year-2013



FROST & SULLIVAN
Best Practices-2013



Business today/YES bank
Excellence Awards-2013



Date: 04th August, 2020

To BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001	To National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai-400051
Security Code: 540596	Symbol: ERIS

SUBJECT: INVESTOR PRESENTATION

Dear Sir/Madam,

Pursuant to the requirement of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached investor presentation based on Financials approved in the board meeting held today .i.e. on 04th August, 2020.

Thanking You,

For Eris Lifesciences Limited

Milind Talegaonkar
Company Secretary & Compliance Officer

Encl: a/a

Registered & Corporate Office:

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CIN: L24232GJ2007PLC049867

ERIS LIFESCIENCES LTD

Q1 FY 21
INVESTOR PRESENTATION

SAFE HARBOR STATEMENT

This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions. Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and the underlying assumptions and statements, other than those based on historical facts, including, but not limited to, those that are identified by the use of words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions. Risks and uncertainties that could affect us include, without limitation:

- General economic and business conditions in the markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in the healthcare sector
- Changes in the laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in the political conditions in India and in other global economies.

Should one or more of such risks and uncertainties materialize, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events, unless it is required by Law.

Q1 FY 21 – MARKET-LEADING GROWTH IN CORE CARDIO-METABOLIC FRANCHISE

	Q1 21 yoy growth		% of Eris Revenue	Eris growth* June '20
	Covered Market	Eris		
Cardio Metabolic + VMN	4%	8%	80%	20%
Cardio Metabolic Segment	7%	13%	62%	25%
VMN	-7%	-6%	18%	5%

- Continued super-specialty focus and relentless execution have enabled Eris to grow at 2x the market rate in its core Cardio-Metabolic segment (Eris 13% vs. Market 7%)
- Eris achieved a 25% growth in its core Cardio-Metabolic segment in the month of June 2020
- Eris continues to demonstrate strong focus on its power brands, most of which rank among the Top-5 brands in their respective categories

CONTINUING TO TAKE SIGNIFICANT SHARE OF CARDIO-METABOLIC MARKET GROWTH

Rank of companies by share of Q1 Market Growth in Cardio-Metabolic Covered Market

Rank	Company	Share of CVM Growth	Growth %
1	SUN*	13.3%	8.4
2	MANKIND	12.2%	18.5
3	MACLEODS	11.5%	24.8
4	USV	11.2%	8.3
5	TORRENT	9.7%	11.0
6	ARISTO	8.1%	25.3
7	ERIS LS	7.0%	12.7
8	INTAS	6.1%	9.9
9	EMCURE*	5.1%	30.9
10	MICRO	4.7%	9.3

Rank of companies by share of June '20 Market Growth in Cardio-Metabolic Covered Market

Rank	Company	Share of CVM Growth	Growth %
1	SUN*	8.5%	8.9
2	ERIS LS	8.2%	25.3
3	MACLEODS	8.1%	28.5
4	GLENMARK	7.0%	15.2
5	USV	5.8%	6.8
6	TORRENT	5.7%	10.7
7	INTAS	5.5%	14.8
8	ARISTO	5.4%	28.2
9	MANKIND	4.9%	12.5
10	ZYDUS*	4.3%	22.4

- Eris took a 7% share of the growth in its Cardio-Metabolic CVM in Q1 FY21
- Eris took a 8.2% share of the growth in its Cardio-Metabolic CVM in June 2020

Q1 FY 21 – RESILIENCE AND ADAPTABILITY OF BUSINESS MODEL DEMONSTRATED

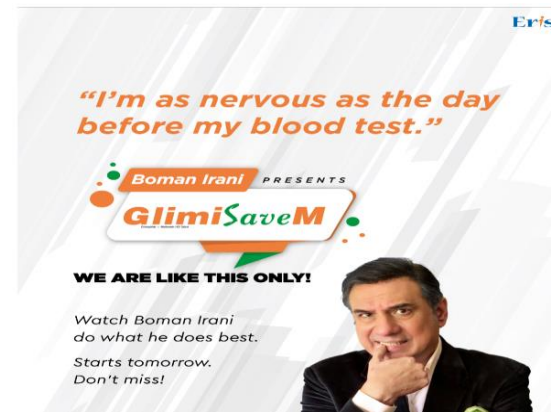
DIGITAL REACH

- Innovative Initiatives
 - ~ 40,000 doctors reached through digital channels
- Unique digital campaigns created to increase share of voice during lockdown through 700+ webinars, RTMs etc.
 - Series of Weekly Webinars for continuous doctor engagement
 - Adopted a unique approach of diabetic patient story communication by a celebrity through digital medium



BUSINESS CONTINUITY

- Proactive management of Covid related concerns, leading to a highly motivated team and hence business continuity
- First in the industry to start providing Covid Safety kits to field staff and healthcare providers every month
 - Among the first in the industry to have provided full Covid insurance and coverage to all ~4,000 employees
 - No disruptions in disbursement of salary, incentives increments and vendor payments



Q1 FY 21 – GUWAHATI OPERATIONS – KEY PILLAR OF BUSINESS MODEL

Guwahati plant now caters to 81% of revenue*

Up from 76% in previous quarter

Significant advantages in terms of control over quality as well as costs

As the plant enjoys income tax exemptions, this has also reduced effective Q1 tax liability compared to last year

Gross Profit Margins *



Tax as % of PBT



* Of standalone operations

Q1 FY 21 – EHPL – NEW PRODUCTS FOR VIRUS RESISTANCE AND GENERAL HYGIENE

Novirus Range Poster _11 x 17in

www.eris.co.in

Erís

**NOVIRUZ है तो इंडिया,
खोलो दिल का लॉकडाउन!**



novirus Mist Gard
Air Purifying Mist Machine

novirus Car Gard

novirus Free Mist

novirus Life Gard

novirus

Range Of Disinfecting Solutions

novirus

#KholoDilKaLockdown

• WHO Approved • Safe for Kids/Adults/Pets

Chlorine Dioxide is a broad spectrum molecule, approved by WHO, CDC, IDRA

Erís

**सबसे पहले सैनीटाईज़,
फिर कुछ भी करो गाईज़.**



TruSANIZ Chlorhexidine Gluconate and Ethanol Antiseptic Solution

TruSANIZ Ethanol Spray

TruSANIZ Chlorhexidine Gluconate and Ethanol Antiseptic Solution

TruSANIZ Hand Sanitizer

100 ml & 250 ml also available. 5 Ltr jar available for institutional sales.

टू-सैनिज़ 99.99% वायरस, बैक्टीरिया जैसे कीटाणुओं को मारे

TruSANIZ

Be Saaf, Be Safe

ER2_07-20-003

- Q1 FY21 Revenue of INR 252.6 million with EBIDTA margin of 4%
- EBIDTA breakeven achieved in the fourth month of new business launch

Q1 FY 21 – STANDALONE INCOME STATEMENT

Consolidated INR Millions	Q1 FY21	Q1 FY20	Q1 FY 21 yoy GR
Sale of Products	2,561	2,598	-1.4%
Other Operating Income	54	25	110.9%
Revenue from Operations	2,615	2,623	-0.3%
Gross Profit	2,174	2,171	0.1%
Gross Profit Margin	83.1%	82.7%	
Employee Cost	524	448	17.0%
as % of Revenue	20.0%	17.1%	
Other Expenses	649	719	-9.7%
as % of Revenue	24.8%	27.4%	
EBITDA	1000	1004	-0.3%
EBITDA Margin	38.3%	38.3%	
Depreciation and Amortisation	91	102	-11.1%
Finance Cost	2	9	-74.4%
Other Income	14	27	-48.1%
PBT	922	920	0.1%
PBT Margin	35.2%	35.1%	
Taxes	50	101	-50.2%
Net Profit	871	820	6.3%
Net Profit Margin	33.3%	31.2%	

Source: Unaudited Financial Statements

Q1 FY 21 – CONSOLIDATED INCOME STATEMENT

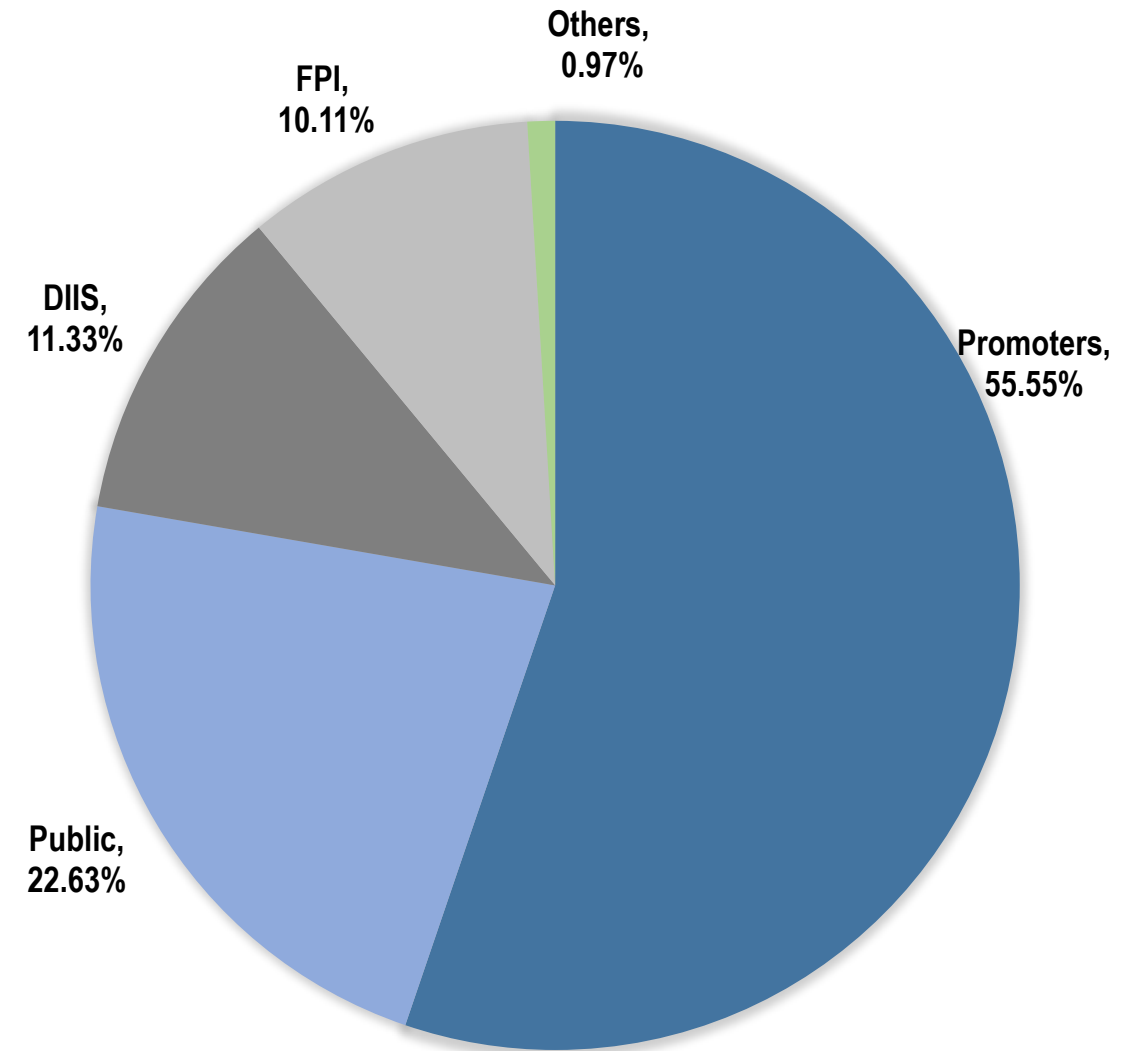
Consolidated INR Millions	Q1 FY21	Q1 FY20	Q1 FY 21 yoy GR
Sale of Products	2,881	2719	6.0%
Other Operating Income	52	24	114.0%
Revenue from Operations	2,932	2,743	6.9%
Gross Profit	2,357	2,284	3.2%
Gross Profit Margin	80.3%	83.3%	
Employee Cost	571	471	21.1%
as % of Revenue	19.5%	17.2%	
Other Expenses	745	767	-2.9%
as % of Revenue	25.4%	28.0%	
EBITDA	1041	1045	-0.4%
EBITDA Margin	35.5%	38.1%	
Depreciation and Amortisation	104	115	-10.0%
Finance Cost	4	9	-55.2%
Other Income	13	28	-52.6%
PBT	946	949	-0.3%
PBT Margin	32.3%	35.0%	
Taxes	56	109	-48.3%
Net Profit	890	841	5.9%
Net Profit Margin	30.4%	30.6%	

Source: Unaudited Financial Statements

SHAREHOLDER PROFILE

Shareholding of Promoters and Top 15 Institutional Investors

Sr no	Name of Shareholder	As on 30-Jun-20	As on 31-Mar-20	As on 31-Dec-19
		457.25*	368.9*	474*
	Promoters	55.55%	55.55%	56.23%
1	ChrysCapital (Emerald Investment Limited)	5.51%	5.51%	2.60%
2	Aditya Birla Sun Life Mutual Fund	3.28%	3.43%	3.78%
3	UTI Mutual Fund	3.10%	3.04%	2.84%
4	Franklin Templeton Mutual Fund	1.67%	1.83%	1.73%
5	Fundsmith Emerging Equities Trust	1.09%	1.09%	1.11%
6	Kotak Mutual Fund	1.08%	1.04%	0.88%
7	Morgan Stanley	1.01%	1.01%	1.04%
8	Tata Mutual Fund	0.94%	0.94%	0.93%
9	Abu Dhabi Investment Authority	0.87%	0.87%	1.01%
10	Edelweiss Mutual Fund	0.54%	0.54%	0.44%
11	L and T Mutual Fund	0.76%	0.24%	0.27%
12	New Mark Capital India Fund	0.24%	0.23%	0.22%
13	Shinsei UTI JV	0.20%	0.20%	0.21%
14	Vanguard	0.18%	0.31%	0.82%
15	Black Rock (Emerging Markets small cap fund)	0.15%	0.15%	0.15%



* Closing share price as per NSE

THANK YOU

ERIS LIFESCIENCES LTD

KRUTI RAVAL

INVESTOR RELATIONS

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