



**Aarti Drugs Limited**

Manufacturers of : Bulk Drugs & Chemicals

**Corporate Office :** Mahendra Industrial Estate,  
Ground Floor, Plot No. 109-D, Road No. 29,  
Sion (East), Mumbai - 400 022. (India)  
Tel. : 022-2407 2249 / 2401 9025 (30 Lines)  
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website: www.aartidrugs.com  
CIN No.:L37060MH1984PLC055433

**Ref: ADL/SE/2020-21**

**January 28, 2021**

To,  
Listing/ Compliance Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

**BSE CODE – 524348**

To,  
Listing/ Compliance Department  
**National Stock Exchange of India  
Limited,**  
“Exchange Plaza”, Bandra - Kurla  
Complex, Bandra (E), Mumbai – 400051

**NSE SYMBOL: AARTIDRUGS**

Dear Sir/Madam,

**Sub:** Regulation 30(6) of SEBI (LODR)  
Regulations, 2015

Please find enclosed herewith Q3FY21 Results Presentation of the Company for your records.

Kindly take the same on record.

Thanking you,

Yours faithfully,

**FOR AARTI DRUGS LIMITED**

RUSHIKESH DEOLE  
**COMPANY SECRETARY**

ICSI M.No.: A54527



Aarti Drugs Ltd.

# AARTI DRUGS LIMITED

Investor Presentation December 2020



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# Table Of Contents

Company Overview .....	04 - 16
Pharmaceutical Industry Overview & Growth Drivers .....	17 - 21
Investment Proposition & Outlook .....	22 - 24
R & D Product Pipeline .....	25 - 27
Result Summary .....	28 - 31
Financial Overview .....	32 - 37
Shareholder Information .....	38 - 39





# Company Overview

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Aarti Drugs Limited was established in the year 1984 and forms part of \$1000 Million Aarti Group of Industries with robust R&D Division at Tarapur, Maharashtra Industrial Development Corporation (MIDC) in close vicinity to manufacturing locations. The Company is engaged in the manufacturing of Active Pharmaceutical Ingredients (APIs), Pharma Intermediates and Specialty Chemicals with its wholly-owned subsidiary- Pinnacle Life Science Private Limited. Products under APIs includes Ciprofloxacin Hydrochloride, Metronidazole, Metformin HCL, Ketoconazole, Ofloxacin etc. whereas Specialty Chemicals includes Benzene Sulphonyl Chloride, Methyl Nicotinate etc.

## Vision

We shall become the first choice vendor of Bulk Drugs and achieve a leadership position by:

Assuring consistent quality and timely delivery at competitive price.



Aim at customer orientation through continuous technology upgrade, high business ethics and new product development.



Choose the best and the most flexible manufacturing practices and methods.



Providing customized solutions and service to meet changing requirements of customers.



Adopt processes supported by proven technologies, which are cost effective and safe.

## Mission



Seek global market leadership



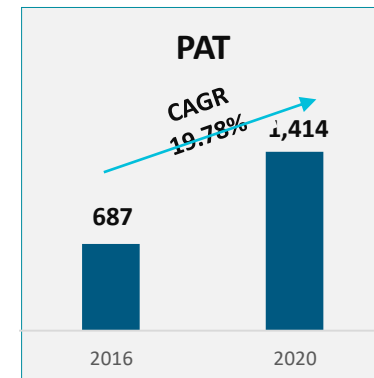
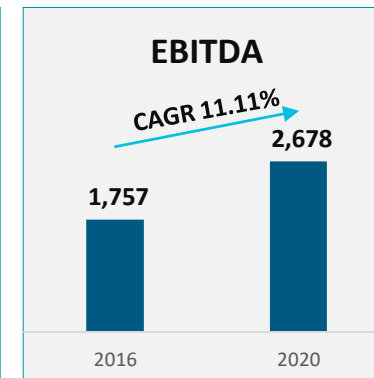
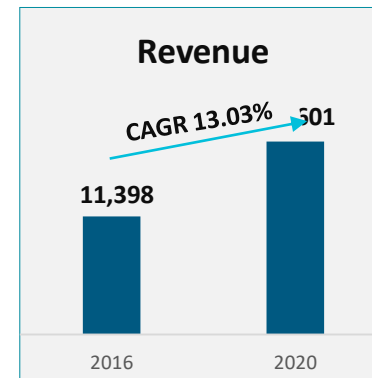
Focus on growth and development of the product

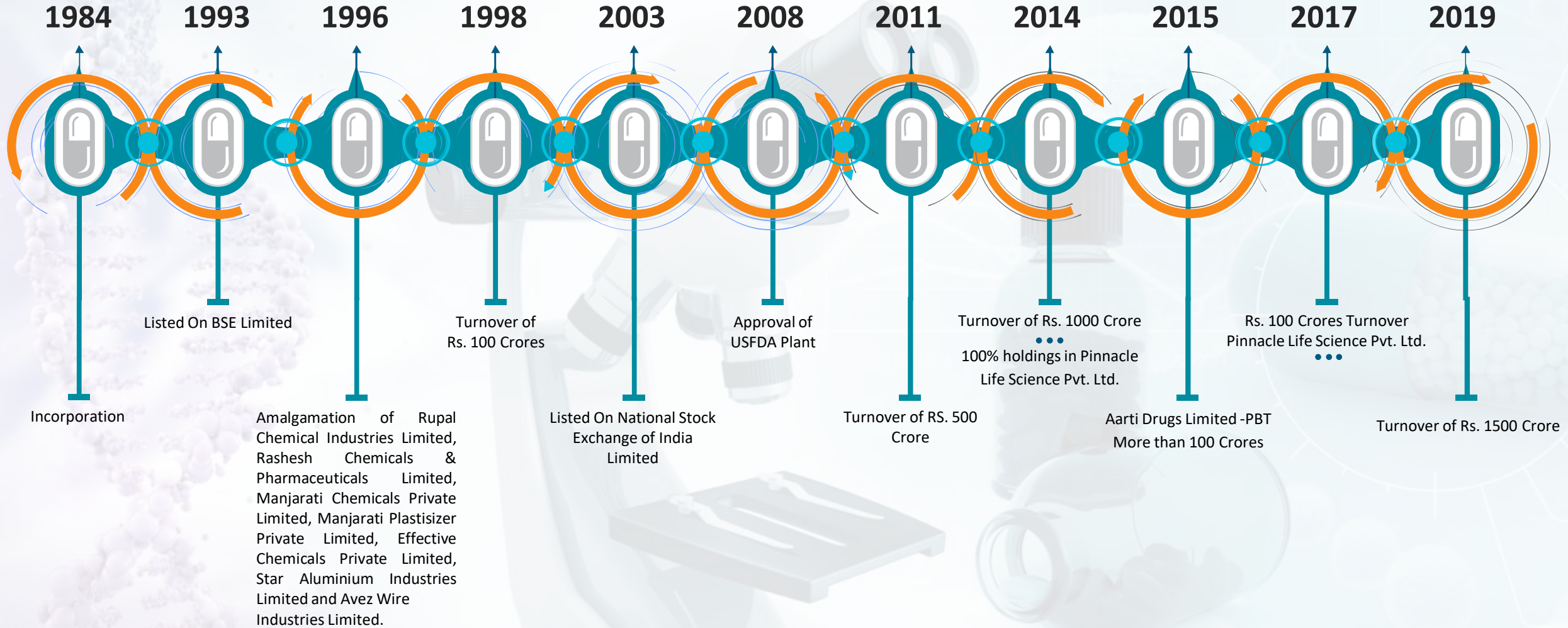


Continue to create winning culture, operating in highest standards of ethics and values with co-operation among competitors



Strive for excellence in customer service, quality and R&D









1991-92

**CHEMEXCIL**

Outstanding Performance in Export



2001

**CHEMEXCIL**

Outstanding Performance in Export



**ORGANIZATION OF PHARMACEUTICAL PRODUCT**

Best Vendor



2005-06

**AVAYA GLOBAL CONNECT**

Customer Responsiveness



2009

**PHARMEXCIL**

Outstanding Performance in Export



2012

**PHARMEXCIL**

Outstanding Performance in Latin American Export



2013

**ABBOTT**

Best Vendor of the year



2014

**ABBOTT**

Appreciation as business partner



2014

**Government of India( Ministry of commerce and Industry )**

Certificate of Recognition –Star Export House



2015

**ABBOTT**

Business partner of the year



2016

**ABBOTT**

Business partner of the year



2017

**ABBOTT**

Business partner of the year



2018

**ABBOTT**

Business partner of the year



2019

**ABBOTT**

Business partner of the year

## KOSBAD GIRL'S HOSTEL



## MURBE SMARAK





**Mr. Prakash M. Patil**  
Chairman, MD & CEO

Shri Prakash M. Patil is Chairman, Managing Director and Chief Executive officer (CEO) of the Company and has been associated since inception of the Company's operations. He holds a degree of B.E. – Chemical from Institute of Chemical Technology (ICT) [formerly known as University Department of Chemical Technology]. He has more than 40 years of experience in the field of Chemical & Pharmaceutical Industry. He has expertise in Product Identification, Project Conceptualisation, Planning, Project Engineering & Implementation. His technical experience has helped the Company to emerge as one of the leading Pharmaceutical Company in the country.



**Mr. Harshit M. Savla**  
Joint Managing Director

Shri Harshit M. Savla is Joint Managing Director of the Company. He is a Commerce Graduate having more than 30 years of experience in Finance, Export and Administration. He played crucial role in expanding the export market for the products of the Company.



**Mr. Harit P. Shah**  
Whole Time Director

Shri Harit P. Shah is a Whole-time Director of the Company. He is a Commerce Graduate and has experience of over 25 years in handling commercial functions encompassing Purchases, Local Sales and Exports.



**Mr. Rashesh C. Gogri**  
Managing Director

Shri Rashesh C. Gogri has been appointed as Managing Director of the Company with effect from 26th September, 2014. He was the Whole-time Director of the Company since October, 2012. He holds a Production Engineering degree from Mumbai University. He has more than 16 years of experience in field of production, marketing and project implementation in chemical industry. He also serves as Vice – Chairman & Managing Director of Aarti Industries Limited.



**Mr. Adhish P. Patil**  
Chief Financial Officer

Shri Adhish P. Patil has experience of over 16 years in the field of finance, consulting, systems engineering and Information Technology. Bachelor of Engineering (IT) from Mumbai University. He is an MBA - Finance & Marketing from University of Florida, Warrington College of Business Administration. He is the winner of prestigious 'Top 100 CFOs India 2014' award.

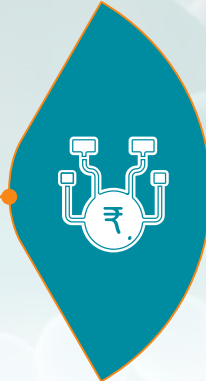
Domestic market share leader in most of its top 10 products



Export Clientele is well diversified with the topmost client contributing to only 3.45% of total export sales



Local clientele is well diversified with the topmost client contributing to only 3.45% of local sales



Top 10 Export clients contribute to only 19.64% of total export sales



Top 10 Local Clients contribute to around 24.81% of total local sales

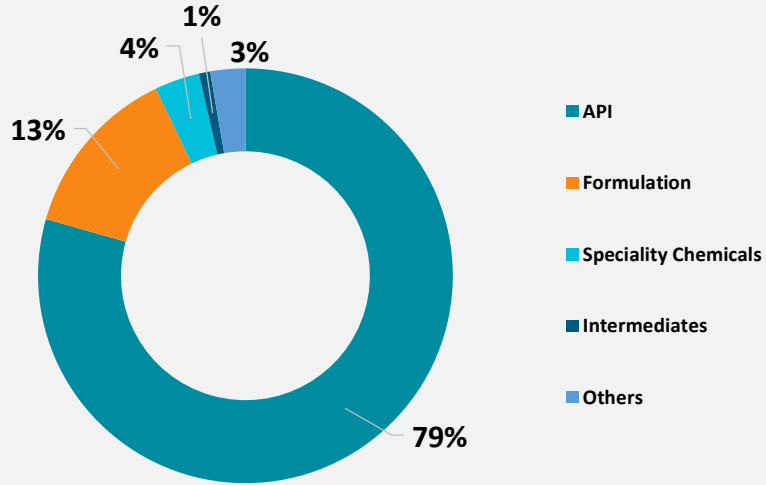


Top 10 products contribute to around 76.429% of the total sales

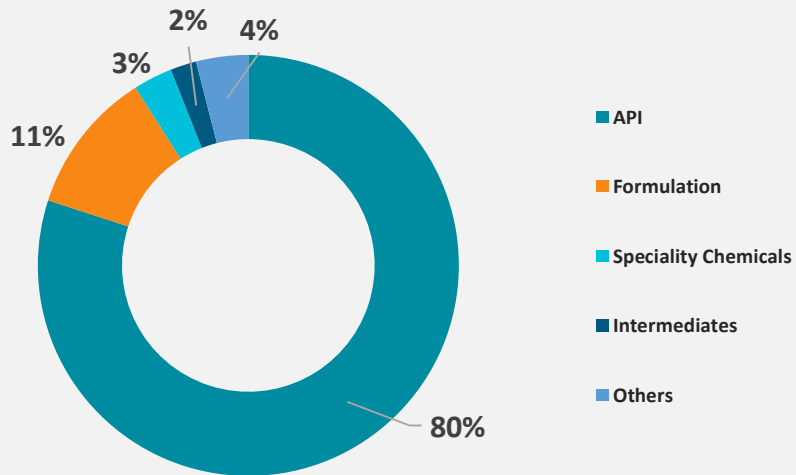


## Segment-wise Revenue Split

YTD Dec'20

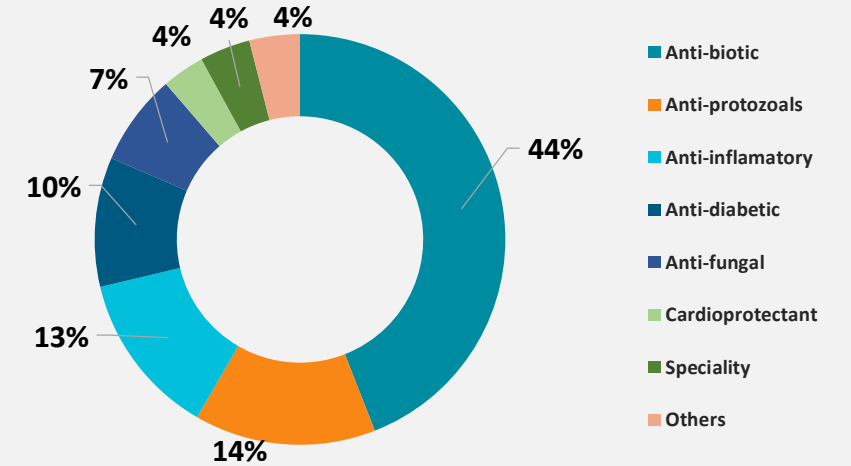


FY 19-20

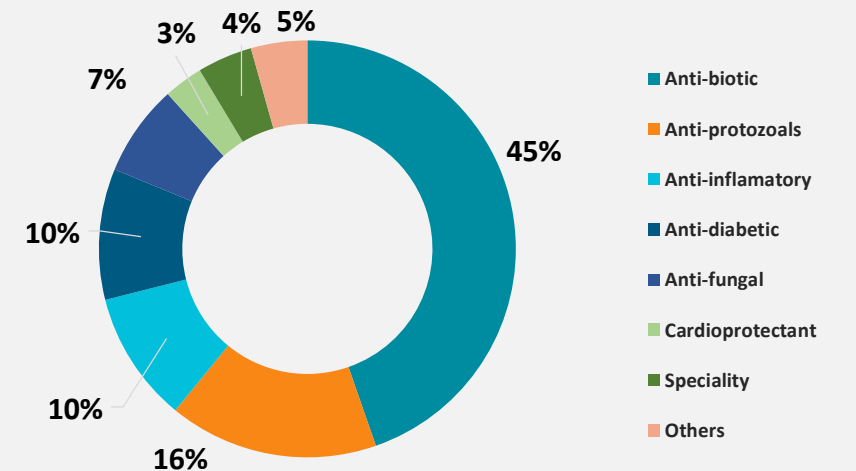


## Therapeutic wise Sales of the API Segment

YTD Dec'20



FY 19-20





Monthly API Capacity  
**3588 Mt/m**

Particulars	2019-20	2018-19	2017-18
Units	Mt	Mt	Mt
Installed	43,060	29,758	25,714
Production	32,753	22,495	19,261
Captive	7,162	4,690	3,925
Net Production	25,591	17,805	15,337

**1. Aarti Drugs Ltd-Sarigam 2902-04**

- WHO-GMP

**2. Aarti Drugs Ltd-Sarigam 211/213**

- WHO-GMP / COFEPRIS / CEP

**1. Pinnacle Life science Pvt Ltd.**

- Formulation Plant WHO-GMP

**1. Aarti Drugs Ltd.E-22**

- Australian Government – Department of Health and Ageing - Therapeutic Goods Administration
- EUGMP / WHO-GMP / Japanese Accreditation
- USFDA \* Import alert dated 23<sup>rd</sup> Mar'15

**2. Aarti Drugs Ltd.G-60**

- ANVISA-Brazil
- WHO-GMP
- COFEPRIS-MEXICO

**3. Aarti Drugs Ltd.E-21**

- WHO-GMP
- K-FDA(Korean FDA)

**4. Aarti Drugs Ltd.N-198**

- EUGMP, WHO-GMP & ISO Certification

**5. Aarti Drugs Ltd.K-40**

- WHO-GMP / COFEPRIS

**6. Aarti Drugs Ltd.W-61**

- EUGMP & WHO-GMP

**7. Aarti Drugs Ltd.E-120**

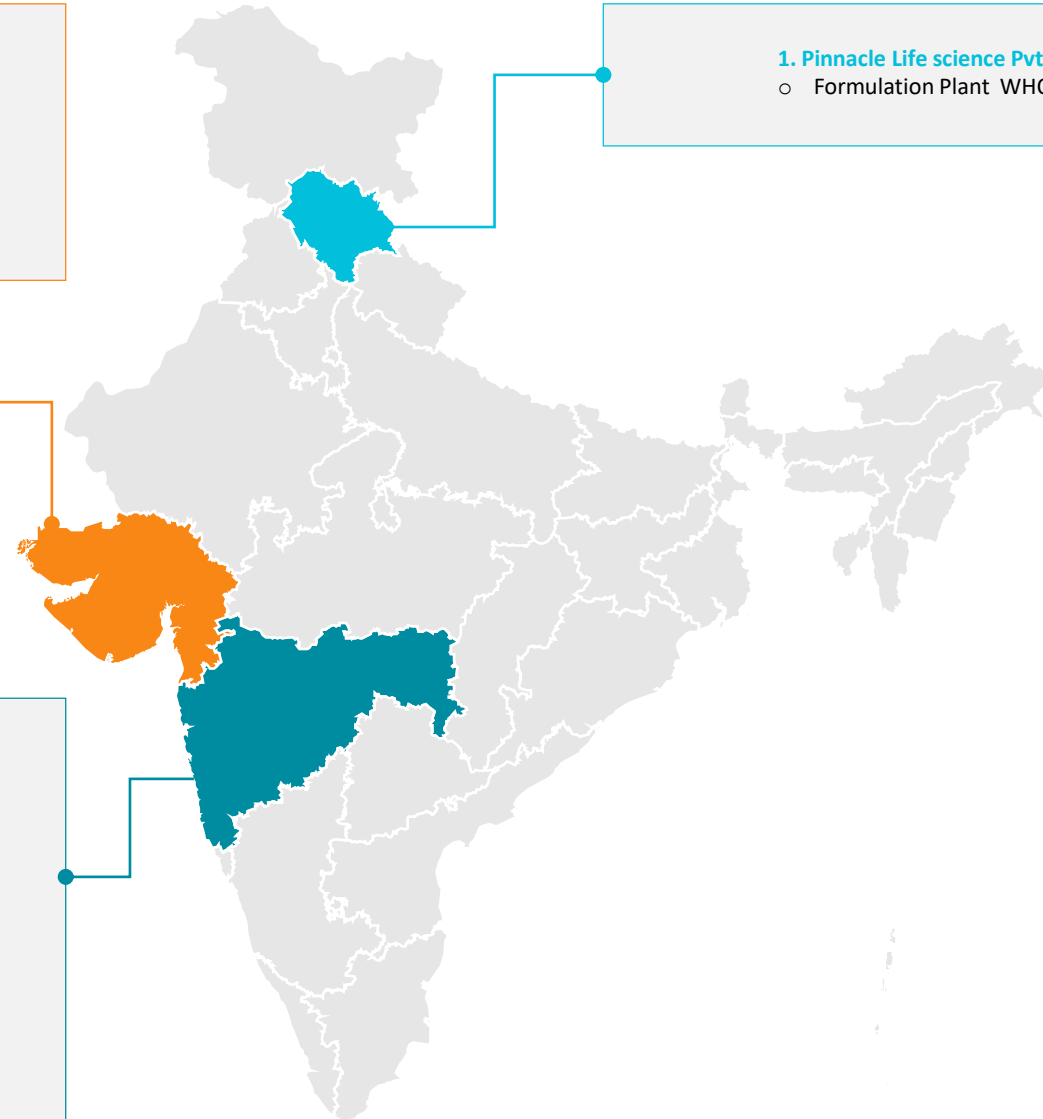
- WHO-GMP

**8. Aarti Drugs Ltd.E-9/3**

- ISO-9001:2008

**9. Aarti Drugs Ltd T-150**

- Intermediate Plant

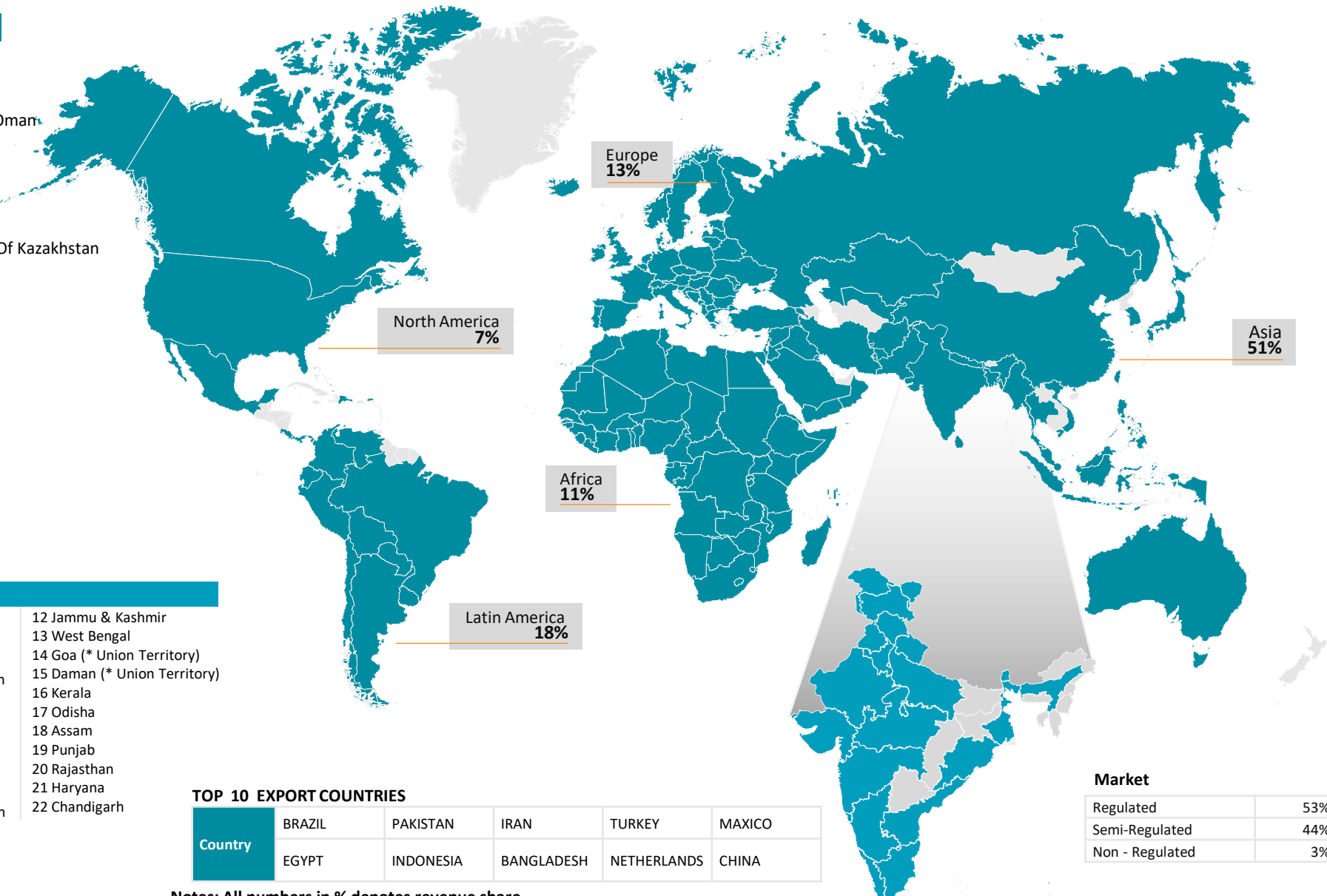


## Global

- |                          |                          |                               |
|--------------------------|--------------------------|-------------------------------|
| 1 Afghanistan            | 41 Iraq                  | 81 Spain                      |
| 2 Africa                 | 42 Ireland               | 82 Sri Lanka                  |
| 3 Algeria                | 43 Israel                | 83 Sudan                      |
| 4 Argentina              | 44 Italy                 | 84 Sultanate Of Oman          |
| 5 Armenia                | 45 Japan                 | 85 Switzerland                |
| 6 Australia              | 46 Jordan                | 86 Syria                      |
| 7 Bahamas                | 47 Kenya                 | 87 Taiwan                     |
| 8 Bangladesh             | 48 Korea                 | 88 Tanzania                   |
| 9 Belarus                | 49 Kuwait                | 89 Thailand                   |
| 10 Belgium               | 50 Latvia                | 90 The Republic Of Kazakhstan |
| 11 Benin Republic        | 51 Lebanon               | 91 Togo                       |
| 12 Bolivia               | 52 Lithuania             | 92 Tunisia                    |
| 13 Bosnia                | 53 Macedonia             | 93 Turkey                     |
| 14 Brazil                | 54 Malaysia              | 94 Uganda                     |
| 15 British Virgin Island | 55 Mexico                | 95 UK                         |
| 16 Brunei                | 56 Moldova               | 96 Ukraine                    |
| 17 Bulgaria              | 57 Morocco               | 97 Uruguay                    |
| 18 Burundi               | 58 Mozambique            | 98 USA                        |
| 19 Canada                | 59 Myanmar               | 99 Uzbekistan                 |
| 20 Chile                 | 60 Nepal                 | 100 Venezuela                 |
| 21 China                 | 61 Netherlands           | 101 Vietnam                   |
| 22 Colombia              | 62 Nigeria               | 102 Yugoslavia                |
| 23 Costa Rica            | 63 Pakistan              | 103 Zambia                    |
| 24 Croatia               | 64 Panama                | 104 Zimbabwe                  |
| 25 Cyprus                | 65 Paraguay              |                               |
| 26 Czech Republic        | 66 Peru                  |                               |
| 27 Denmark               | 67 Philippines           |                               |
| 28 Ecuador               | 68 Poland                |                               |
| 29 Egypt                 | 69 Portugal              |                               |
| 30 Ethiopia              | 70 Rep Of Yemen          |                               |
| 31 Europe                | 71 Republic Of Dominican |                               |
| 32 France                | 72 Romania               |                               |
| 33 Germany               | 73 Russia                |                               |
| 34 Greece                | 74 Saudi Arabia          |                               |
| 35 Hong Kong             | 75 Scotland              |                               |
| 36 Hungary               | 76 Seychelles            |                               |
| 37 Iceland               | 77 Singapore             |                               |
| 38 India                 | 78 Slovenia              |                               |
| 39 Indonesia             | 79 South Africa          |                               |
| 40 Iran                  | 80 South Korea           |                               |

## India

- |                    |                              |
|--------------------|------------------------------|
| 1 Maharashtra      | 12 Jammu & Kashmir           |
| 2 Gujarat          | 13 West Bengal               |
| 3 Uttar Pradesh    | 14 Goa (* Union Territory)   |
| 4 Himachal Pradesh | 15 Daman (* Union Territory) |
| 5 Uttarakhand      | 16 Kerala                    |
| 6 Tamil Nadu       | 17 Odisha                    |
| 7 Andhra Pradesh   | 18 Assam                     |
| 8 Sikkim           | 19 Punjab                    |
| 9 Karnataka        | 20 Rajasthan                 |
| 10 Delhi           | 21 Haryana                   |
| 11 Madhya Pradesh  | 22 Chandigarh                |



### TOP 10 EXPORT COUNTRIES

Country	BRAZIL	PAKISTAN	IRAN	TURKEY	MAXICO
	EGYPT	INDONESIA	BANGLADESH	NETHERLANDS	CHINA

Notes: All numbers in % denotes revenue share

### Market

Regulated	53%
Semi-Regulated	44%
Non - Regulated	3%





# Pharmaceutical Industry Overview & Growth Drivers

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## Contract Research and Manufacturing Services (CRAMS)

- Fragmented market with more than 1,000 players
- CRAM sector is globally recognized for its high-end research services and is one of the fastest growing segments of the country's pharmaceutical industry.

## Active Pharmaceutical Ingredients (APIs)

- Domestic API consumption is expected to reach US\$ 18.8 billion by FY22
- In April 2018, a high-level task force was constituted to create a roadmap for increasing domestic production of APIs. Currently India imports over 60 per cent of its APIs from other countries.

## Formulations

- Largest exporter of formulations in terms of volume, with 14 per cent market share and 12th in terms of export value. Drug formulation exports from India reached US\$ 12.91 billion during FY18 and US\$ 12.92 billion in FY19.
- Double-digit growth is expected over the next five years.

## Biosimilars

- The government plans to allocate US\$ 70 million for local players to develop Biosimilar.
- The domestic market is expected to reach US\$ 40 billion by 2030.



API IS THE LARGEST SEGMENT OF THE INDIAN PHARMACEUTICALS SECTOR

Pharmaceutical Industry

US\$ 33 Bn

2017

US\$ 55 Bn

2020



Manifold rise in public healthcare spending



Increase in the size of middle class households



Improvement in medical infrastructure



Increase in the penetration of health insurance



The Government of India unveiled 'Pharma Vision 2020' aimed at making India a global leader in end-to-end drug manufacture



Indian pharmaceutical



3.1 – 3.6 per cent of the global pharmaceutical industry in value



10 per cent in volume

Top 3 pharmaceutical markets by incremental growth

6th largest market globally in absolute size.

India is the second largest contributor of global biotech and pharmaceutical workforce

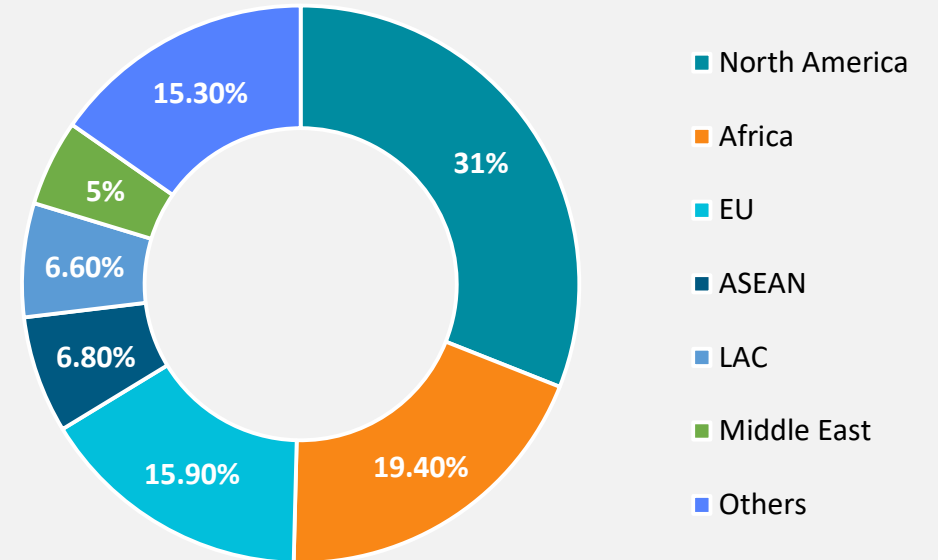
India is the world's largest provider of generic medicines

Source :IBEF, Pharmaceuticals Export Promotion Council of India

## PHARMA EXPORT TO CONTINUE WITNESSING POSITIVE GROWTH

- India, the third-largest pharmaceutical market in Asia,
- Supplies over 50 per cent of global demand for various vaccines, 40 per cent of generic demand in the US and 25% of all medicine in UK
- supplies 60 percent of global ARV drugs and 30 percent of the annual UNICEF requirement
- 2nd largest contributor of global biotech and pharmaceutical workforce. generics market is expected to reach US\$ 27.9 billion by 2020.
- Pharma industry grew by 9.4% in 2018 and is expected to grow at a CAGR of 15 per cent in the near future.
- India has maximum number of USFDA approved plants outside USA which are over 169 in number
- Indian healthcare sector, one of the fastest growing sectors, is expected to cross US\$ 372 billion by 2022
- Medicine spending in India is projected to grow 9-12 per cent over the next five years, leading India to become one of the top 10 countries in terms of medicine spending.

Major Export Destinations in India's Pharma Export in FY18 (%)



1. India is the world's largest provider of generic medicines; the country's generic drugs account for 20 per cent of global generic drug exports (in terms of volumes). Indian drugs are exported to more than 200 countries in the world, with the US as the key market.
2. Pharmaceutical exports from India, include bulk drugs, intermediates, drug formulations, biologicals, Ayush & herbal products and surgicals.
3. India's pharmaceutical exports stood at US\$ 17.27 billion in FY18 and are expected to reach US\$ 20 billion by 2020. In FY19 these exports are expected to cross US\$ 19 billion.

India's cost of production is approximately 33 per cent lower than that of the US.



Pharma Vision 2020 by the government's Department of Pharmaceuticals aims to make India a major hub for end-to-end drug discovery

Increasing private sector investments in R&D and acquisitions



Government has set aside an investment worth US\$307.6 million (INR20 billion) to provide coverage of up to US\$7,690 (INR0.5 million) per year to 500 million people belonging to financially vulnerable households for the treatment of serious ailments

With increasing penetration of pharmacies, especially in rural India, OTC drugs will be readily available



Over 650 million people expected to be covered by health insurance by 2020.

Funds allocation to the Ministry of Health and Family Welfare increased by 13.1 per cent to Rs 61,398 crore (US\$ 8.98 billion).



Patient pool expected to increase over 20 per cent in the next 10 years, mainly due to rise in population

100 per cent FDI is allowed under automatic route.



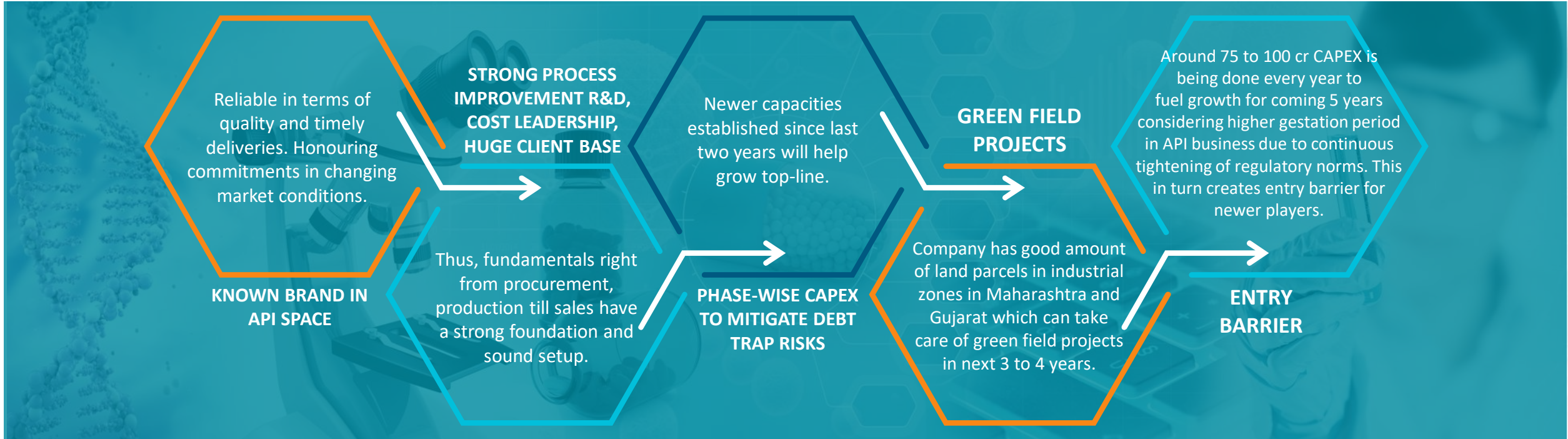
Over 160,000 hospital beds expected to be added each year in the next decade.



# Investment Proposition & Outlook

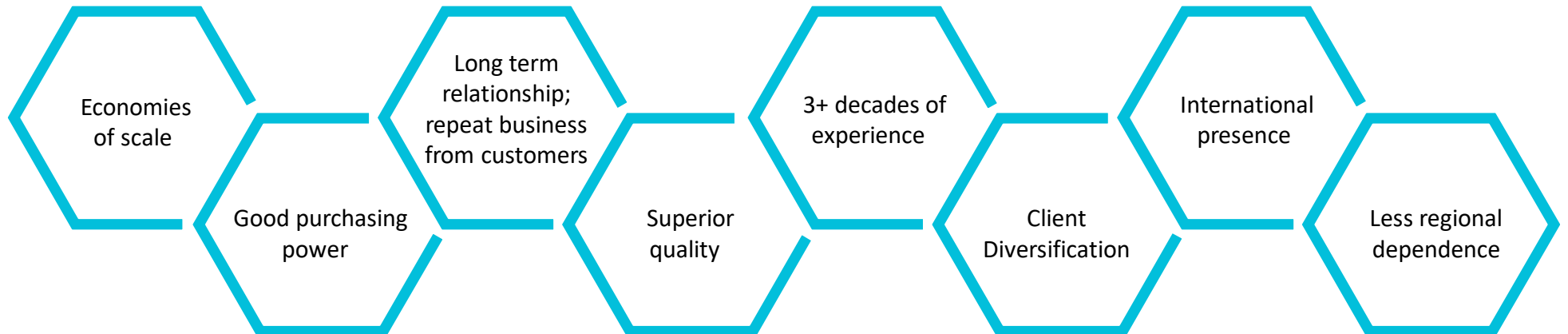
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## KEY COMPETITIVE FACTORS

Top 10 products contributes to **~76%** of Revenues





## ANTI DIABETIC:

- CEP approval in 2016 which opened up European markets
- Manufacturing over 1000 TPM making it one of the largest metformin player.
- Coming up with 2000 TPM capacity via brown field expansion in Phase I
- Launch of Gliptins will further strengthen this therapeutic category.

## LEADING MANUFACTURER OF FLUORO-QUINOLONES (# 5 PRODUCTS):

- Only backward integrated player in Indian market
- GOI recently introduced antidumping duty on ofloxacin, ofloxacin acid and ciprofloxacin
- Further 40% brown field expansion of one antibiotic product

## ANTIPROTOZOAL:

- Further consolidating the position in Indian Market. Existing technology and Chinese JV.
- Established competitive edge worldwide and sole Indian player.
- Incremental expansions and downstream products improvement
- Plans to further backward integrate, apply for PLI scheme.

## VITAMINS / ANTI-INFLAMMATORY:

- Multi-purpose facility under construction. Targeting highly regulated markets.
- Installed capacity will give revenues of around 50 cr/ 35 cr per annum as per product selection - currently on HOLD.
- USFDA re-inspection to be triggered soon.

## ANTI-FUNGAL:

- Further consolidation of its worldwide leading position.
- Backward Integrated.
- Recently expanded the capacity, further extending the lead.

## SPECIALITY CHEMICALS:

- Incremental expansion of our multipurpose chloro-sulphonation line in existing block
- Greenfield expansion in near future

## R&D PRODUCT PIPELINE:

- Strong pipeline of products under R&D for future growth
- Contract manufacturing of specialty chemicals and intermediates

## FORMULATIONS:

- Value addition to existing API products
- Toll manufacturing of formulations
- Started with commercial operations in Latin America, selective African markets. Doing new registrations in export markets and government tenders
- About 330 filings across 16 geographies.
- Foreign subsidiary to tap opportunities

## TIE-UPS:

- Tied up with European distributor on profit sharing basis. Market authorisation of UK market for finished products of 2 molecules obtained and launched in FY19. 1 more in pipeline.
- Partnered with USA company on formulation revenues wherein we would be supplying API at cost.

## ANTI-INFLAMMATORY:

- Brown field expansion of its existing anti inflammatory products commissioned at the end of FY20 which will drive future growth in this therapeutic category

## Taking lead in Cardiovascular product:

- Planning to double the capacity of one of its leading cardiovascular product

# R & D and Product Pipeline

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# Research & Development Focus



Manufacturing facilities at Tarapur and Sarigam are supported by R&D section located at Tarapur, where focus is mainly on API process developments. R&D Center located at Turbhe, Mumbai is for development of complex Oral Solids for Regulated markets as well as Emerging world.

## STRENGTH AT R&D

02

Doctorates

Pilot plant facility at Tarapur, which is suitable to produce products on kilo scale. R&D for Development of complex generics done on at Pinnacle R&D in Turbhe.

86

Master Graduates [M. Sc]

ADL R&D is well supported by in house project management team to ensure timely implementation of new products on commercial scale.

54

Graduates [B. Sc] & Engineers

In last five year about 30 API's ( New and Existing ) have been developed in lab. Developing new age Formulation products for Europe, USA, Australia, Brazil, Canada & Chile for Day 1 launches

~20-25 cr

R&D Budget

Tarapur R&D Center recognized by Department by Science and Industrial Research ( DSIR ), Government of India. Frequent visits of Experts and Professors from ICT and Council of Scientific and Industrial Research ( CSIR ) for guidance for product development.

10

Technicians

Further plans to expand R&D capabilities to develop complex Semi solids(creams & ointments) as well as Oral liquids. Majority of the products developed are with integrated API, giving us an edge and end to end control.

## Product Under Development

Sr. No.	Therapeutic Category	Products
1	Alcoholism Treatment	Acamprosate
2	Anticoagulant	Dabigatran
1	Anti Cholesterol	Atorvastatin
5	Dietary Supplement	Homotaurine
6	Anti Fungal	Itraconazole
7	Anti Fungal	Luliconazole
8	Anti Hypertensive	Telmisartan
9	Pharma RM	1, 2, 4-Triazole

## Product Under Pipeline

Sr. No.	Therapeutic Category	Products
1	Antidiabetic	Vildagliptin
2	Antidiabetic	Teneligliptin
3	Antidiabetic	Sitagliptin
4	Antithrombotic	Rivaroxaban

## Product Under Development : New Age Molecules For regulated Markets

Sr. No.	Therapeutic Category	Products	Strength
1	Anti-Coagulant	Rivaroxaban Tablets	2.5/10/15/20 mg
2	Anti-Coagulant	Apixaban Tablets	2.5mg & 5mg
3	Anti-Coagulant	Dabigatran Tablets	75/110/150mg
4	Anti Diabetic	Dapagliflozin Tablets	5 & 10mg
5	Anti Diabetic	Dapagliflozin + Metformin Tablets	5mg + 850/1000mg
6	Anti Diabetic	Sitagliptin Tablets	25/50/100mg
7	Anti Diabetic	Sitagliptin + Metformin Tablets	50+500/850/1000 mg
8	Anti Diabetic	Sitagliptin + Metformin ER Tablets	50+500 / 850 mg

## Product Under Development: LATAM & Emerging Markets

Sr. No.	Therapeutic Category	Products	Strength
1	Anti-Diabetic	Metformin Tablet	850mg
2	Anti-Protozol	Metronidazole Tablet	500mg
3	Anti-Diabetic	Metformin Prolonged release Tablet	500mg,750mg & 1000mg
4	Benzodiazepines	Clobazam Tablet	10mg
5	HMG-CoA reductase inhibitors	Atorvastatin Tablet	20mg
6	Anti-Diabetic	Vildagliptin Tablet	50mg
7	Anti-Bacterial	Azithromycin Tablet	500mg
8	Angiotensin Receptor blockers	Losartan Tablet	50mg
9	Gastro	Esomeprazole Capsule	20mg/40mg
10	Anti-Diabetic	Vildagliptin + metformin Tablet	50+ 500mg, 50 + 850mg, 50+1000mg

## Product Under Pipeline

Sr.No.	Therapeutic Category	Products	Strength
1	Anti-Platelet	Ticagrelor Tablets	60/90mg
2	Anticonvulsants	Pregabalin Capsule	75mg & 150mg
3	Antiretroviral	Abacavir +Lamivudine tablets	600 + 300mg
4	Antiretroviral	Atazanavir tablets 300mg	300mg
5	Antiretroviral	Darunavir tablets 400mg	400mg
6	Anti-Depressants	Escitalopram Tablet	20mg & 40mg
7	leukotriene receptor antagonists	Montelukast chewable Tablet	10mg , 5mg & 4mg
8	Antipsychotics	Aripiprazole Tablet	2.5mg, 5mg, 10mg & 15mg



# Result Summary

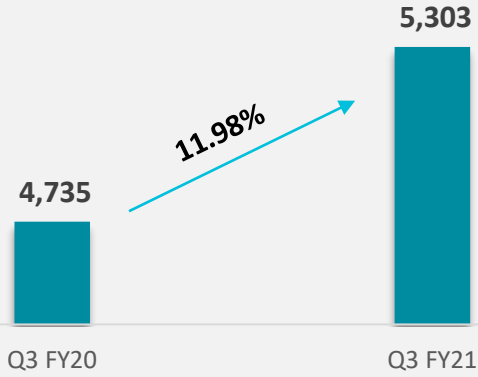
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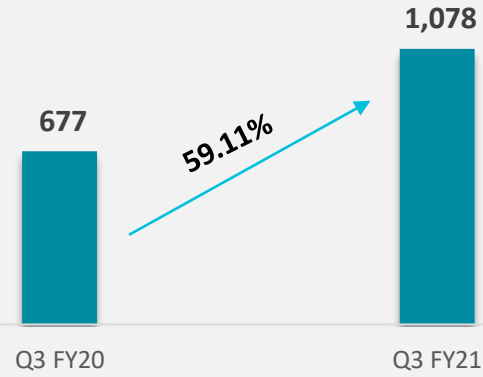
# Results Summary – Consolidated Q3FY21 and FY20

Particulars	Q2 FY21	Q1 FY21	Q2 FY20	Y-o-Y (%)	FY 20	FY 19	Y-o-Y (%) <small>(in ₹ Million)</small>
Revenue from Operations	5,303	5,781	4,735	11.98%	18,061	15,609	15.71%
Other Income	20	2.9	2		15	24	
<b>Total Income</b>	<b>5,323</b>	<b>5,784</b>	<b>4,738</b>	<b>12.35%</b>	<b>18,076</b>	<b>15,633</b>	<b>15.62%</b>
Cost of Material consumed and changes in inventories	3,238	3,582	3,102	4.36%	11,790	10,600	11.22%
Employee benefits expense	198	221	173	14.47%	694	609	13.85%
Finance costs	50	70.5	84	-40.71%	337	400	-15.60%
Depreciation and amortisation expense	127	126	124	2.39%	488	426	14.55%
Other expenses	809	814	785	3.09%	2,960	2,327	27.20%
<b>Total Expenses</b>	<b>4,421</b>	<b>4,813</b>	<b>4,268</b>	<b>3.59%</b>	<b>16,267</b>	<b>14,362</b>	<b>13.28%</b>
<b>Profit before exceptional items and tax</b>	<b>901</b>	<b>971</b>	<b>470</b>	<b>91.85%</b>	<b>1,808</b>	<b>1,271</b>	<b>42.09%</b>
Exceptional Item	-2	-	39		-45	-38	
<b>Profit Before Tax</b>	<b>904</b>	<b>971</b>	<b>431</b>	<b>109.79%</b>	<b>1,853</b>	<b>1,309</b>	<b>41.42%</b>
Tax	223	219	153	46.03%	439	413	6.34%
<b>Net Profit</b>	<b>680</b>	<b>753</b>	<b>278</b>	<b>144.88%</b>	<b>1,414</b>	<b>896</b>	<b>57.54%</b>
Other Comprehensive Income	-	-	4		18	10	
<b>Total Comprehensive Income</b>	<b>680</b>	<b>753</b>	<b>282</b>	<b>141.18%</b>	<b>1,432</b>	<b>906</b>	<b>57.78%</b>
Paid Up Equity Share Capital (Face Value of Rs 10 each)	932	932	932		932	943	
Earning Per Share Basic	7.30	8.08	2.98		15.14	9.62	
Earning Per Share Diluted	7.30	8.08	2.98		15.14	9.62	

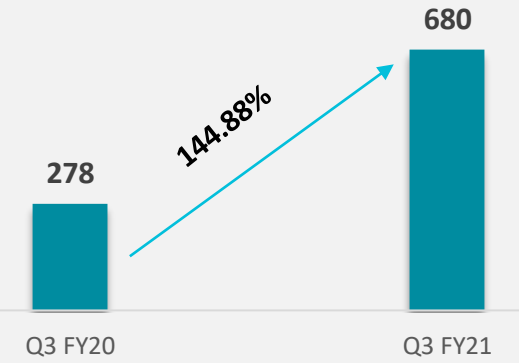
## Revenue



## EBITDA



## PAT



### API



### Formulation



### Specialty Chemicals



### Intermediate & Others



Q3FY21

4213

707

171

212

Q3FY20

3635

671

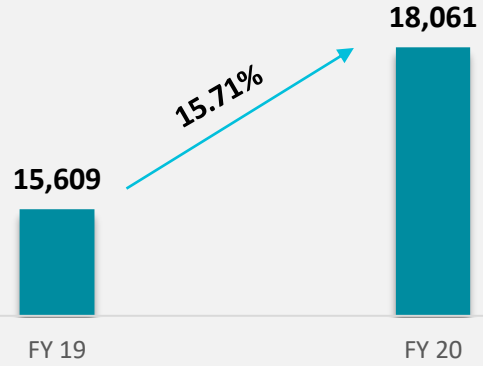
143

286

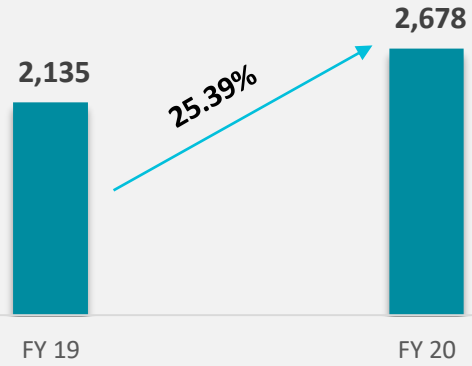
Note: 1.. On Consolidated Basis 2. Revenue excluding Other Income 3. EBITDA is including other income 4. Regrouping has been done wherever necessary

Number In ₹ Million

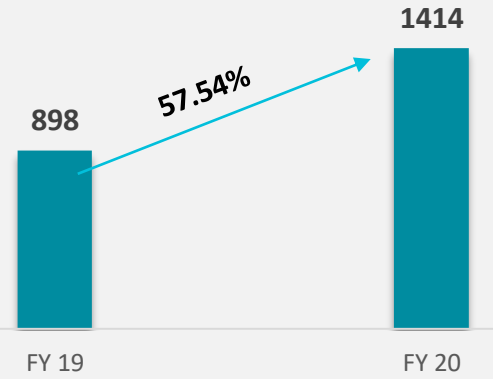
## Revenue



## EBITDA



## PAT



### API



### Formulation



### Specialty Chemicals



### Intermediate & Others



FY20

14,414

2,084

566

997

FY19

13,086

1,498

434

591

Note: On Consolidated Basis

Number In ₹ Million

EBITDA is including other income

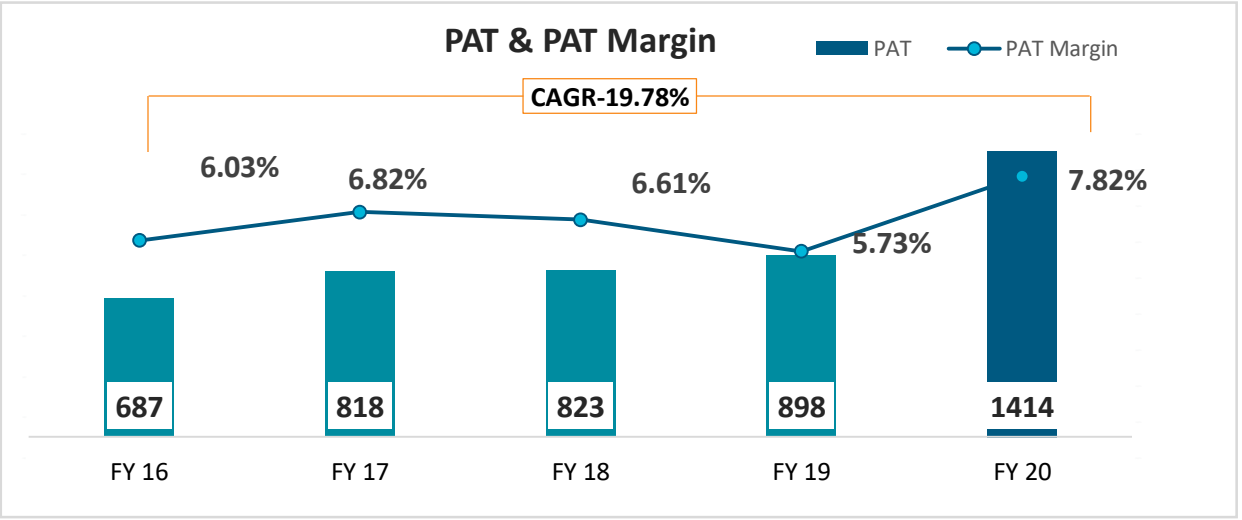
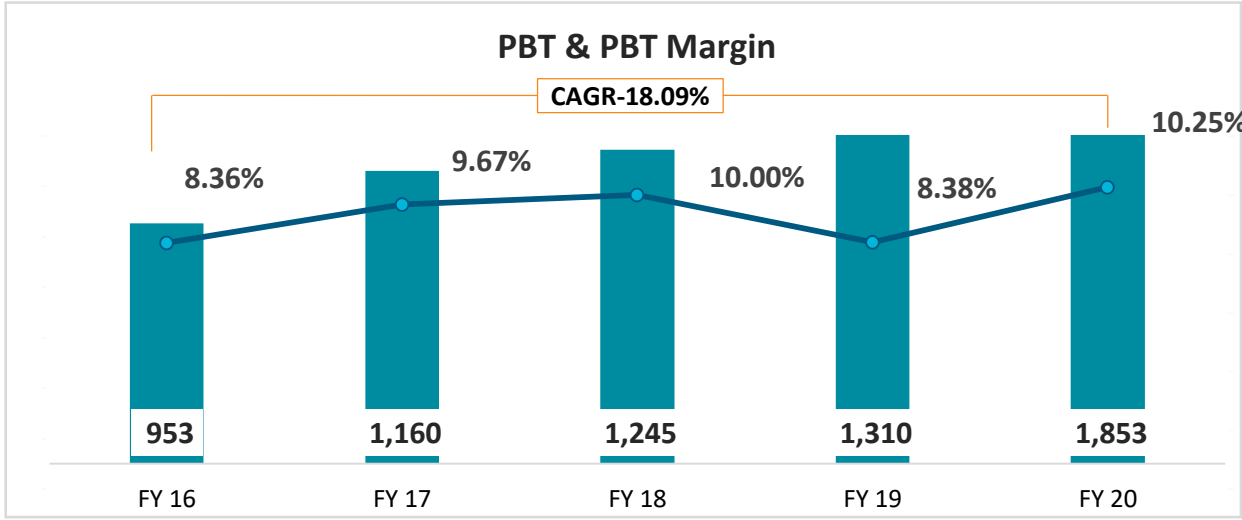
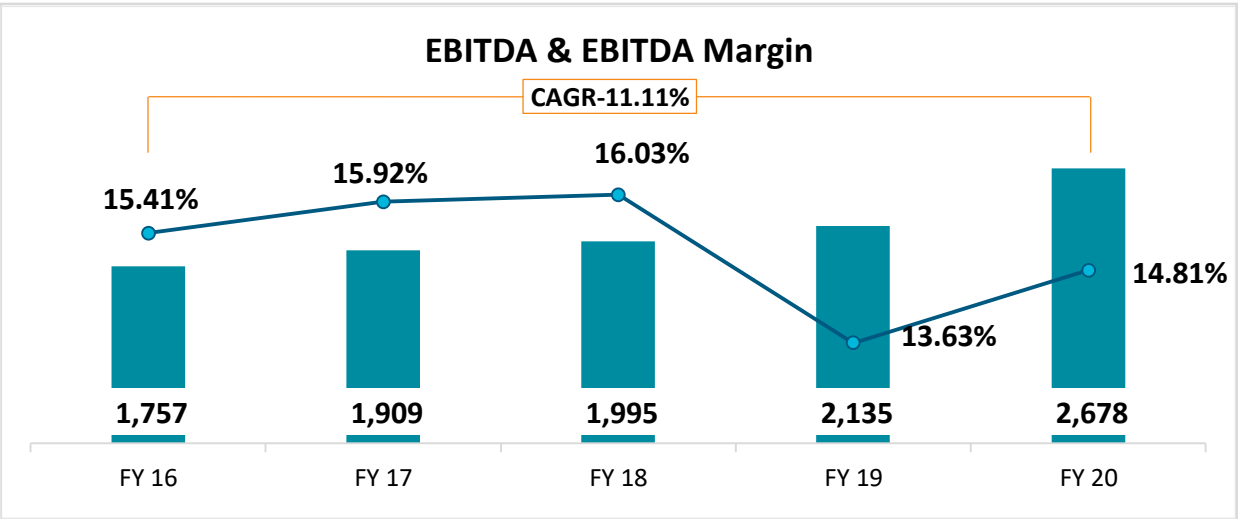
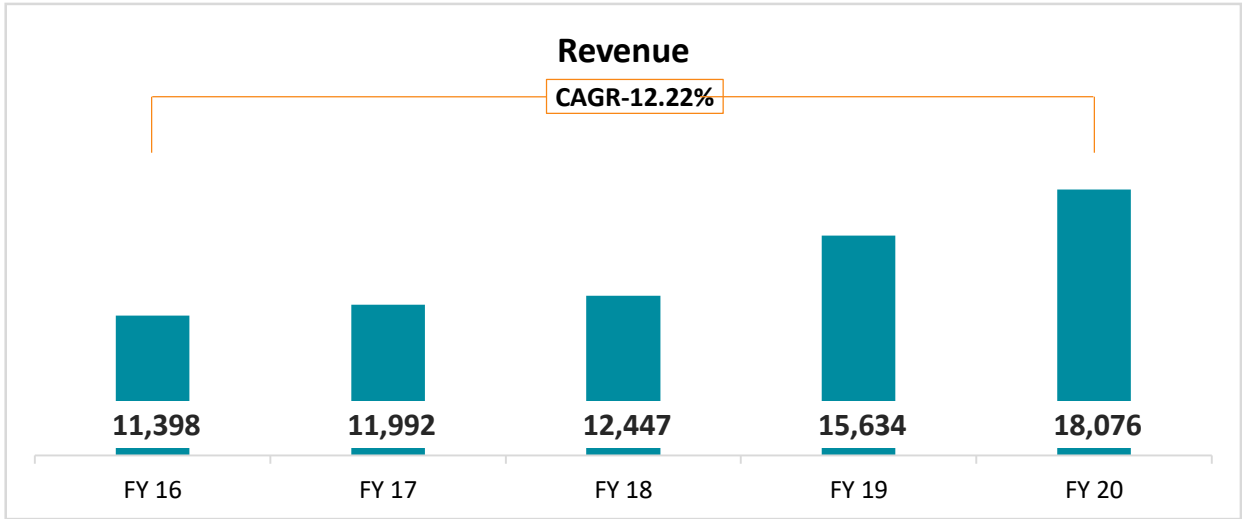
PAT is before minority

# Financial Overview

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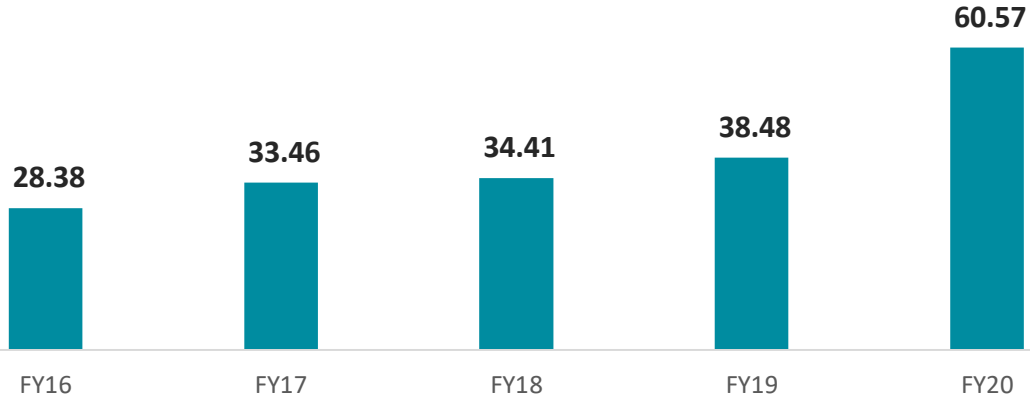


# Robust Financial Performance

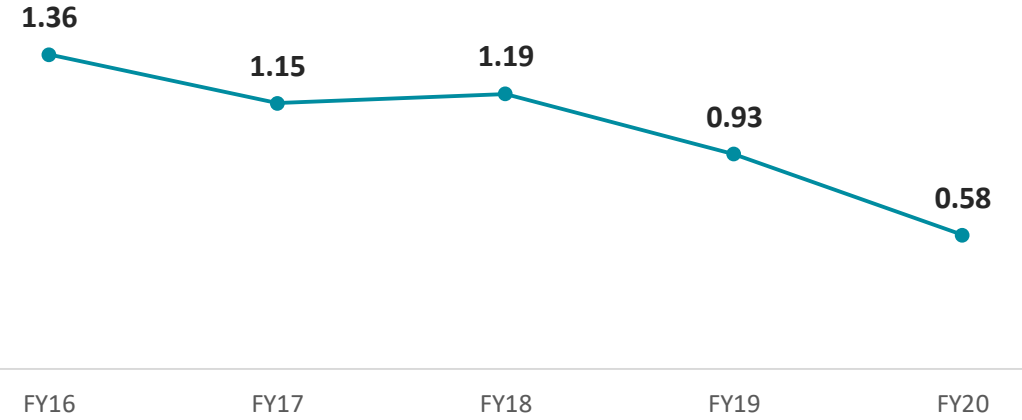


All numbers are on Consolidated basis including Other Income  
Number in ₹ million

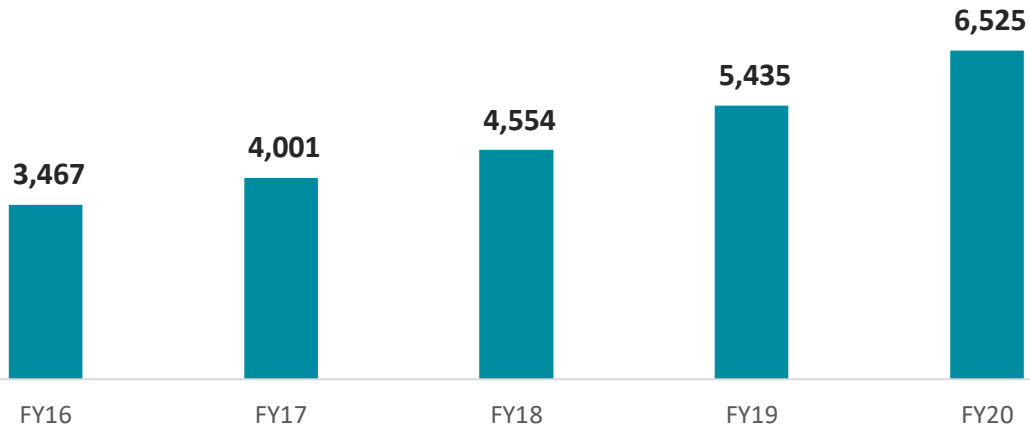
### Earning Per Share (in ₹)



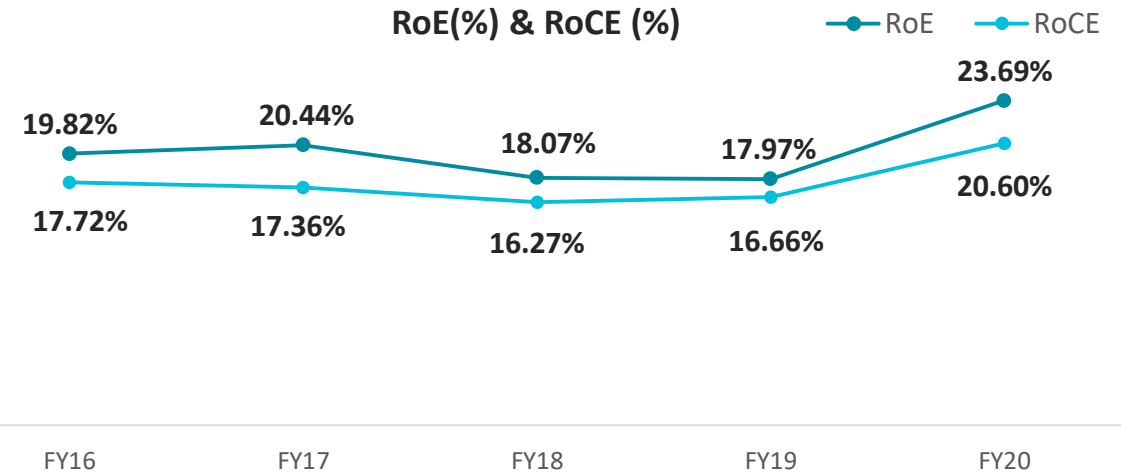
### Gearing Ratio (x)



### Net Worth (in ₹ million)



### RoE(%) & RoCE (%)



All numbers are on Consolidated basis

Net Debt = Long term debt + short term debt + current maturities of long term debt

ROE = Profit after tax / Average shareholder equity

RoCE = (Net Profit before Tax, Exceptional and extraordinary items + Finance cost) / Average (Net debt + Networkth)

# Profit & Loss Statement

(in ₹ Million)

Particulars	2020	2019	2018	2017	2016
Revenue from operations (gross)	18,061	15,609	12,626	12,881	12,283
Less : Excise duty	-	-	-189	-929	-934
<b>Revenue from operations (net)</b>	<b>18,061</b>	<b>15,609</b>	<b>12,436</b>	<b>11,952</b>	<b>11,349</b>
Other Income	15	24	11	40	50
<b>Total Revenue</b>	<b>18,076</b>	<b>15,634</b>	<b>12,447</b>	<b>11,992</b>	<b>11,398</b>
<b>Expenses</b>					
Cost of material consumed	11,419	9,989	7,978	7,402	7,210
Purchases of traded goods	883	442	398	407	506
(Increase)/decrease in Inventories of finished goods work in progress & stock in trade	-513	168	-549	-4	-49
Employee benefits expense	694	609	579	528	448
Finance cost	337	400	350	364	439
Depreciation & amortization expense	488	426	401	385	365
Other Expenses	2,960	2,327	2,046	1,750	1,527
<b>Total Expenses</b>	<b>16,267</b>	<b>14,361</b>	<b>11,202</b>	<b>10,832</b>	<b>10,446</b>
<b>Profit/(loss) before tax and Exceptional Items</b>	<b>1,808</b>	<b>1,273</b>	<b>1,245</b>	<b>1,160</b>	<b>953</b>
Exceptional Items	-45	-38			
<b>Profit/(loss) before tax</b>	<b>1,853</b>	<b>1,310</b>	<b>1,245</b>	<b>1,160</b>	<b>953</b>
<b>Tax Expense:</b>					
Current tax (MAT)	460	337	328	291	212
MAT credit entitlement	-	-1	-	-	-
Taxation for earlier years	73	-11	-	-20	-
Deferred tax	-95	87	94	71	54
<b>Total tax expense</b>	<b>439</b>	<b>413</b>	<b>422</b>	<b>342</b>	<b>266</b>
<b>Net profit/(loss) after tax</b>	<b>1,414</b>	<b>898</b>	<b>823</b>	<b>818</b>	<b>687</b>
Other Comprehensive Income/(Loss)	18	10	-3	-11	-
<b>Total Comprehensive Income for the Period</b>	<b>1,432</b>	<b>907</b>	<b>820</b>	<b>807</b>	<b>687</b>
<b>Paid up Equity Share Capital (Face Value of Rs 10 each)</b>	<b>233.00</b>	<b>235.80</b>	<b>235.80</b>	<b>238.60</b>	<b>242.17</b>
<b>Earnings Per Share (EPS) in Rupees</b>					
<b>-Basic</b>	<b>60.57</b>	<b>38.48</b>	<b>34.41</b>	<b>33.46</b>	<b>28.38</b>
<b>-Diluted</b>	<b>60.57</b>	<b>38.48</b>	<b>34.41</b>	<b>33.46</b>	<b>28.38</b>

# Balance Sheet

Particulars	2020	2019	2018	2017	2016
Share Capital	233.00	235.82	235.82	238.57	242.17
Other Equity	6,291.89	5,198.64	4,318.46	3,762.75	3,224.45
<b>Total Equity Attributable to Equity Holders of the Company</b>	<b>6,524.89</b>	<b>5,434.46</b>	<b>4,554.28</b>	<b>4,001.32</b>	<b>3,466.62</b>
Non-Controlling Interests	-0.02				
<b>Total Equity</b>	<b>6,524.87</b>	<b>5,434.46</b>	<b>4,554.28</b>	<b>4,001.32</b>	<b>3,466.62</b>
<b>Non - Current Liabilities</b>					
Long term borrowings	1,803.12	2,082.08	2,026.97	2,015.47	1,912.34
Deferred tax liability (Net)	807.14	898.09	809.24	717.70	646.21
Other Long term liabilities	146.59	107.21	118.11	148.80	107.08
Long term provisions	236.28	123.22	168.75	83.93	25.14
<b>Total Non Current Liabilities</b>	<b>2,993.13</b>	<b>3,210.60</b>	<b>3,123.06</b>	<b>2,965.90</b>	<b>2,690.77</b>
<b>Current Liabilities</b>					
Short term borrowings	1,577.33	2,632.46	3,056.42	2,446.64	2,584.09
Trade Payables	3,295.47	2,426.35	2,587.27	1,969.74	1,848.99
Other current liabilities	1,328.34	829.40	564.20	509.98	563.72
Short term provisions	45.87	21.62	8.88	16.77	2.45
<b>Total Current Liabilities</b>	<b>6,247.01</b>	<b>5,909.82</b>	<b>6,216.77</b>	<b>4,943.13</b>	<b>4,999.24</b>
<b>Total</b>	<b>15,765.01</b>	<b>14,554.89</b>	<b>13,894.11</b>	<b>11,910.35</b>	<b>11,156.64</b>
<b>ASSETS</b>					
<b>Non - Current Assets</b>					
<b>Fixed Assets</b>					
Tangible assets	6,423.21	6,219.53	5,978.59	5,750.12	4,863.79
Intangible assets	14.92	29.12	45.34	60.81	70.37
Capital work in progress	122.06	327.49	284.46	142.77	340.45
Non-current Investments	133.62	124.35	107.59	119.39	128.32
Other non-current assets	31.19	11.52	109.50	123.03	101.47
<b>Total Non Current Assets</b>	<b>6,725.00</b>	<b>6,712.00</b>	<b>6,525.47</b>	<b>6,196.12</b>	<b>5,504.39</b>
<b>Current Assets</b>					
Inventories	3,254.05	2,466.13	2,782.09	2,096.34	1,783.50
Trade receivables	4,886.34	4,585.44	3,749.43	2,968.07	3,316.87
Cash & bank balances	76.42	55.55	42.74	41.74	48.21
Short term loans & advances	119.98	95.47	97.67	197.86	192.39
Other current assets	657.72	640.30	696.72	410.22	311.28
<b>Total Current Assets</b>	<b>8,994.51</b>	<b>7,842.89</b>	<b>7,368.64</b>	<b>5,714.23</b>	<b>5,652.25</b>
<b>Non current Asset held for sale</b>	<b>45.50</b>	<b>-</b>			
<b>Total</b>	<b>15,765.01</b>	<b>14,554.89</b>	<b>13,894.11</b>	<b>11,910.35</b>	<b>11,156.64</b>



# Cash Flow Statement



Aarti Drugs Ltd.

(in ₹ Million)

	Particulars	2020	2019	2018	2017	2016
<b>A</b>	<b>Cash Flow from Operating Activities</b>					
	Net Profit before Tax and Extraordinary items	1,852.88	1,310.23	1,245.03	1,160.12	952.75
	ADJUSTMENT FOR:					
	Depreciation & Amortisation	487.53	425.62	400.63	384.63	365.28
	Provision for Bad & doubtful Debts/ Bad debts	27.51	2.51	13.27	15.72	-
	Unrealised Foreign Exchange (Gain)/Losses (Net)	73.78	-24.01	-8.97	-25.93	-
	Depreciation on Revalued Assets	-	-	-	-2.60	-2.60
	Interest Paid	337.26	399.58	349.61	364.21	438.87
	Interest Received	-13.14	-14.01	-9.93	-5.37	-8.52
	Dividend Received	-	-	-0.04	-0.03	-
	Investment W/Off	-	-	-	19.31	-
	Gain on Sale of Investment	-	-	-	-4.48	-
	Loss/(Profit) on Sale of Asset	-44.56	-37.65	-	-16.78	0.02
	<b>Operating Profit before Working Capital Changes</b>	<b>2,721.28</b>	<b>2,062.27</b>	<b>1,989.60</b>	<b>1,888.80</b>	<b>1,745.79</b>
	Trade and other Receivable	17.31	-627.19	-810.50	373.86	-190.11
	Change in Inventories	-786.89	317.17	-683.81	-312.66	-140.12
	Trade and other Payable	964.50	-24.88	446.27	11.15	117.73
	<b>Cash Generated from operation</b>	<b>2,916.20</b>	<b>1,727.37</b>	<b>941.56</b>	<b>1,961.15</b>	<b>1,533.29</b>
	Direct Taxes Paid	-408.75	-296.44	-246.70	-213.60	-200.23
	<b>Net Cashflow from Operating Activities</b>	<b>2,507.45</b>	<b>1,430.93</b>	<b>694.86</b>	<b>1,747.54</b>	<b>1,333.06</b>
<b>B</b>	<b>Cash Flow from Investing Activities</b>					
	Purchase of Fixed Assets/Capital Work in Progress/Advances	-479.91	-742.73	-745.33	-1,087.93	-996.58
	Sale/(Purchase) of Fixed Assets /Investments	134.66	112.01	-	12.77	-0.01
	Right Share Issue	-	-	-	-	-
	Interest Received	13.14	14.01	9.93	5.37	8.52
	Dividend Received	-	-	0.04	0.03	0.12
	<b>Net Cash Flow from Investing Activities</b>	<b>-332.10</b>	<b>-616.72</b>	<b>-735.36</b>	<b>-1,069.76</b>	<b>-987.95</b>
<b>C</b>	<b>Cash Flow From Financing Activities</b>					
	Proceeds from Long Term Borrowings	-213.54	33.56	48.80	89.37	280.17
	Proceeds from Unsecured Loans from Scheduled Bank	-1,264.71	-405.54	609.78	-137.44	62.22
	Buyback of Shares	-253.89	-	-240.63	-270.00	-
	Dividend Paid	-70.30	-24.29	-24.32	-	-236.12
	Dividend Tax Paid	-14.37	-4.85	-4.86	-	-
	Interest Paid	-337.26	-399.58	-349.61	-364.21	-438.87
	<b>Net Cash Flow from Financing Activities</b>	<b>-2,154.07</b>	<b>-800.70</b>	<b>39.15</b>	<b>-682.30</b>	<b>-332.59</b>
	<b>Net Increase in Cash &amp; Cash Equivalents (A+B+C)</b>	<b>21.28</b>	<b>13.51</b>	<b>-1.34</b>	<b>-4.51</b>	<b>12.52</b>
	Opening Cash and Cash Equivalents	46.44	32.93	34.27	35.96	35.80
	<b>Closing Cash and Cash Equivalents</b>	<b>67.71</b>	<b>46.43</b>	<b>32.93</b>	<b>31.45</b>	<b>48.21</b>

# Shareholder Information

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## Stock Data (As on 31<sup>st</sup> December 2020)



Market Capitalization (₹)  
**65,720 mn**



Shares Outstanding  
**93.20 mn**



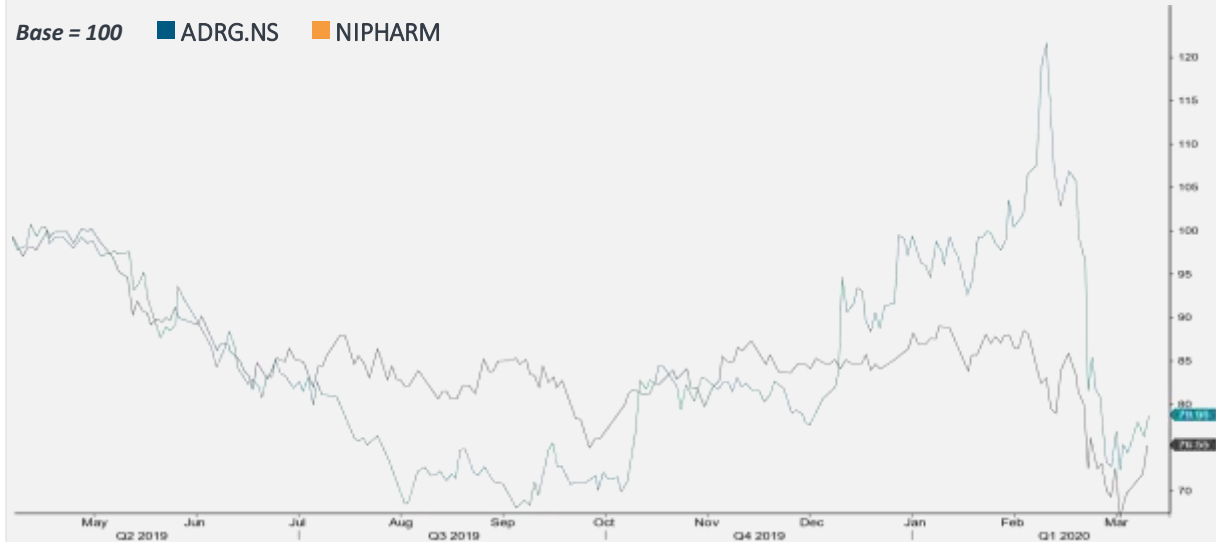
Free Float  
**39.80%**



Symbol (NSE/ BSE)  
**AARTIDRUGS / 524348**

## Stock Performance Chart (As on 31st March 2020)

Base = 100 ■ ADRG.NS ■ NIPHARM

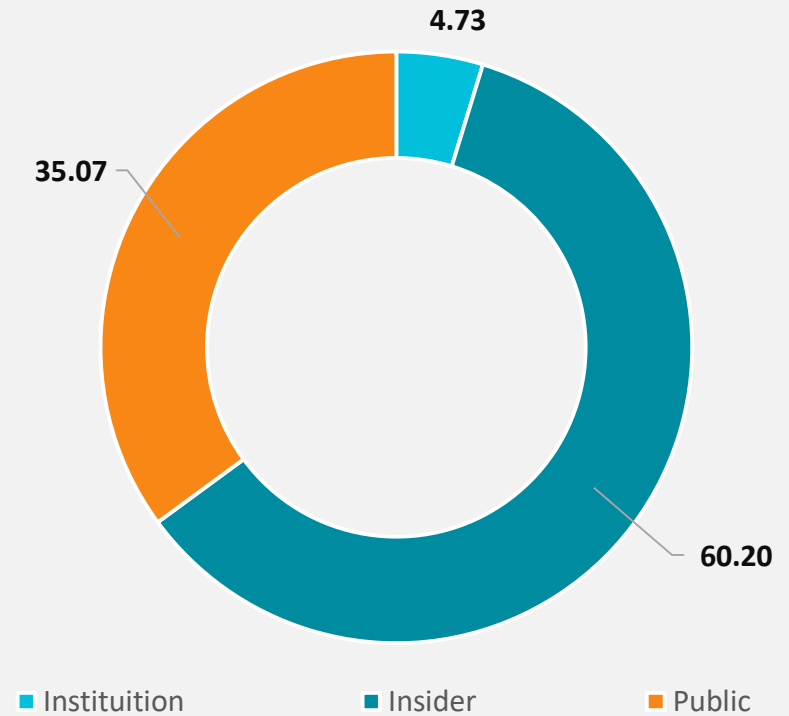


Source: Factset, Thomson Reuters

## Top Institutional Holders (As on 31<sup>st</sup> December 2020)

Institutions	OS (%)
DSP BlackRock Investment Managers Pvt Ltd.	1.21

## Ownership Summary



Note: Data mentioned in above chart is as on 31st December 2020



Aarti Drugs Ltd.

# Thank You

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## Aarti Drugs Ltd

Mahendra Inds. Estate, Ground Floor, Plot No. 109-D Road No. 29, Sion (E), Mumbai-400 022 (India)

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