



Aarti Drugs Limited

Manufacturers of : Bulk Drugs & Chemicals

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CIN No.:L37060MH1984PLC055433

Ref: ADL/SE/2021-22
January 31, 2022

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

BSE CODE – 524348

Dear Sir/Madam,

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

NSE SYMBOL: AARTIDRUGS

Sub: Investor Presentation

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

Please find attached herewith Q3FY22 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 & COMPLIANCE OFFICER

ICSI M.No.: A54527





AARTI DRUGS LIMITED

Q3FY22 Investor Presentation





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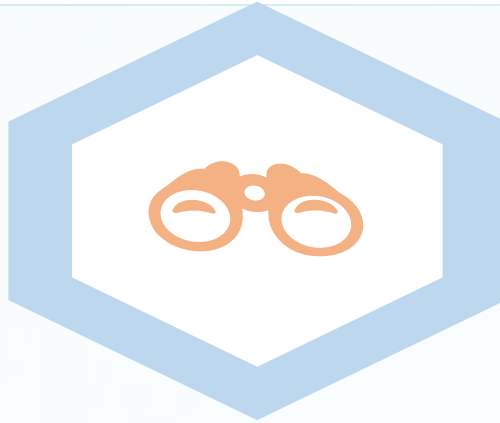
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Company Overview



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
- Providing customized solutions and service to meet changing requirements of customers
- Aim at customer orientation through continuous technology upgrade, high business ethics and new product development
- Adopt processes supported by proven technologies, which are cost effective and safe
- Choose the best and the most flexible manufacturing practices and methods



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



Experienced management with deep understanding of pharmaceutical sector



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. 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. 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.

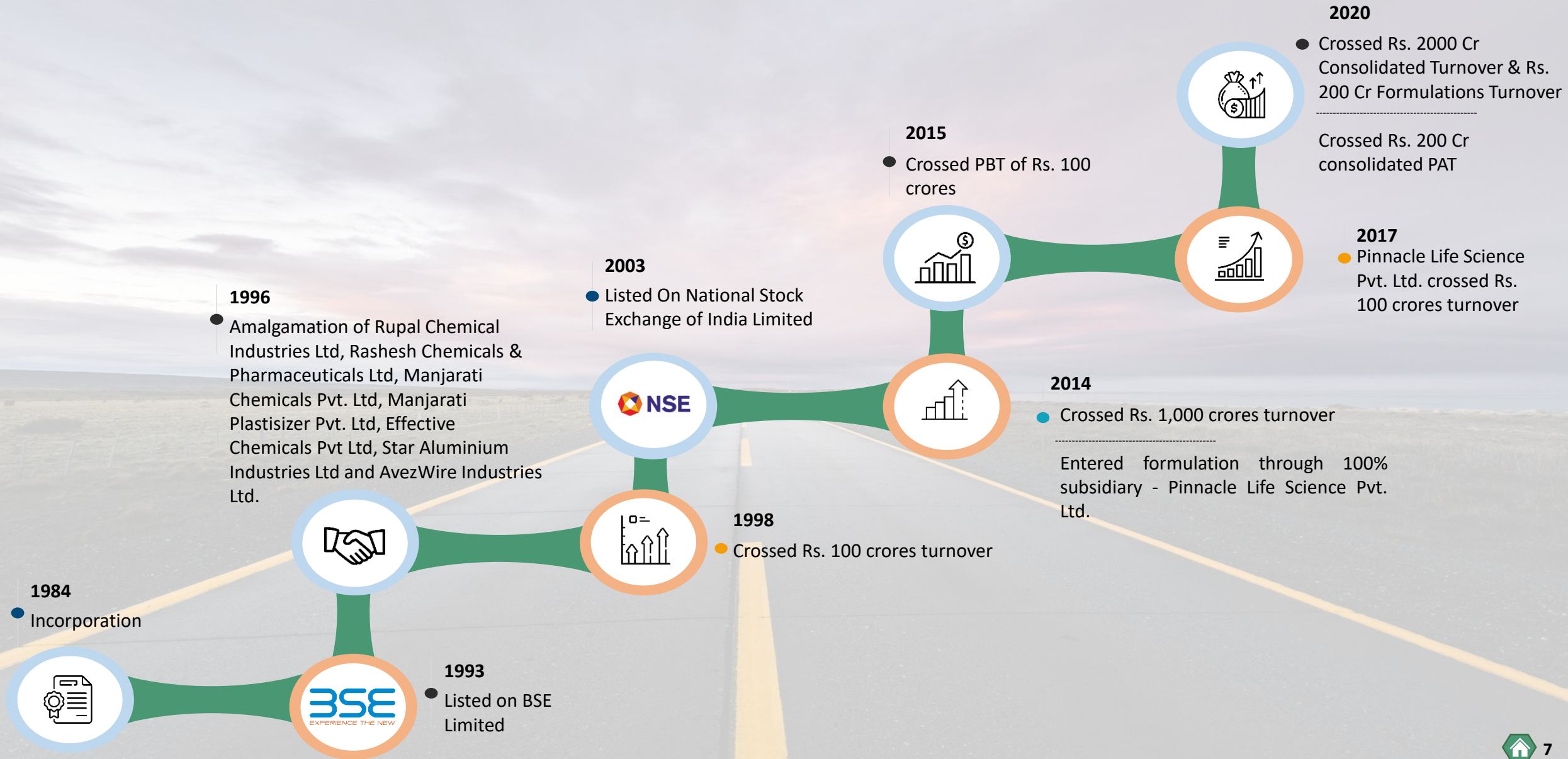


Mr. Adhish P. Patil
Chief Financial Officer

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.



Key Milestones





12 Manufacturing Facilities	3,975 MT/Month API Capacity
80+ Finished Products	1,10,330 Sq.m Plant Area
1,500+ Employees	~37% Export Revenue
50+ API Molecules	Presence across 100+ countries

Presence Across API, Formulation, Specialty Chemicals, Intermediates Segments



Active Pharmaceuticals Ingredients (API)

- Leading API producer of 50+ molecules for anti-biotics, antiprotozoal, anti-inflammatory, anti-diabetic & anti-fungal, etc.
- Largest manufacturer of 3 molecules in the world
- One of the largest manufacturer of 2 molecules in the world
- 9 manufacturing units
- Contributes ~80% revenues
- Installed capacity of 47,701 MTPA



Formulation

- Diversified into formulation through a wholly owned subsidiary Pinnacle Life Science Pvt. Ltd. in 2014
- Adopted flexible manufacturing approach with combination of in-house manufacturing as well as outsourcing model supported by strong in-house R&D
- Manufacturing plant at Baddi, Himachal Pradesh is WHO – GMP approved
- Installed capacity of 3 billion units tablets and 300 million units capsules

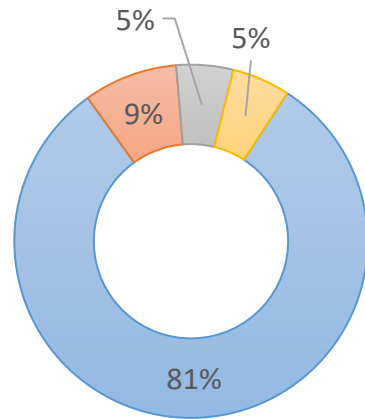


Specialty Chemicals, Intermediates & Others

- 2 manufacturing units; 2 more facilities coming up (currently under greenfield capex)
- Being backward integrated, supply intermediates of anti-biotics, anti-fungal, anti-inflammatory and cardiovascular to the API manufacturers
- Manufacturer of specialty chemicals in Benzene & Chloro-sulphonic chemistry

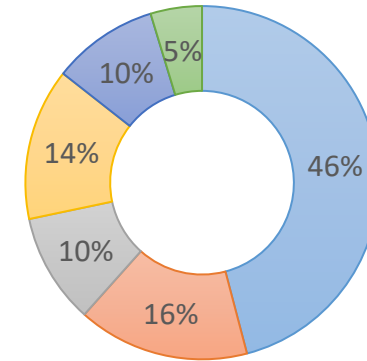


Segmental Revenue



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

Therapeutic-wise Revenue



- Anti-biotic
- Anti-protazol
- Anti-inflammatory
- Anti-diabetic
- Anti-fungal
- Others

Focus on growing the contribution from lifestyle & chronic therapeutic areas, reducing share from acute therapies

Note: As of Q3FY22, Therapeutic revenue Includes sale to Pinnacle Life Science



State-of-the-art Integrated manufacturing facilities

Sarigam-1
WHO-GMP

Sarigam-2
WHO-GMP/ COFEPRIS/CEP

E-22

- Australian Government – Department of Health and Ageing - Therapeutic Goods Administration
- EUGMP / WHO-GMP / Japanese Accreditation
- USFDA*

G-60

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

E-21

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

N-198
EUGMP, WHO-GMP & ISO Certification

K-40
WHO-GMP / COFEPRIS

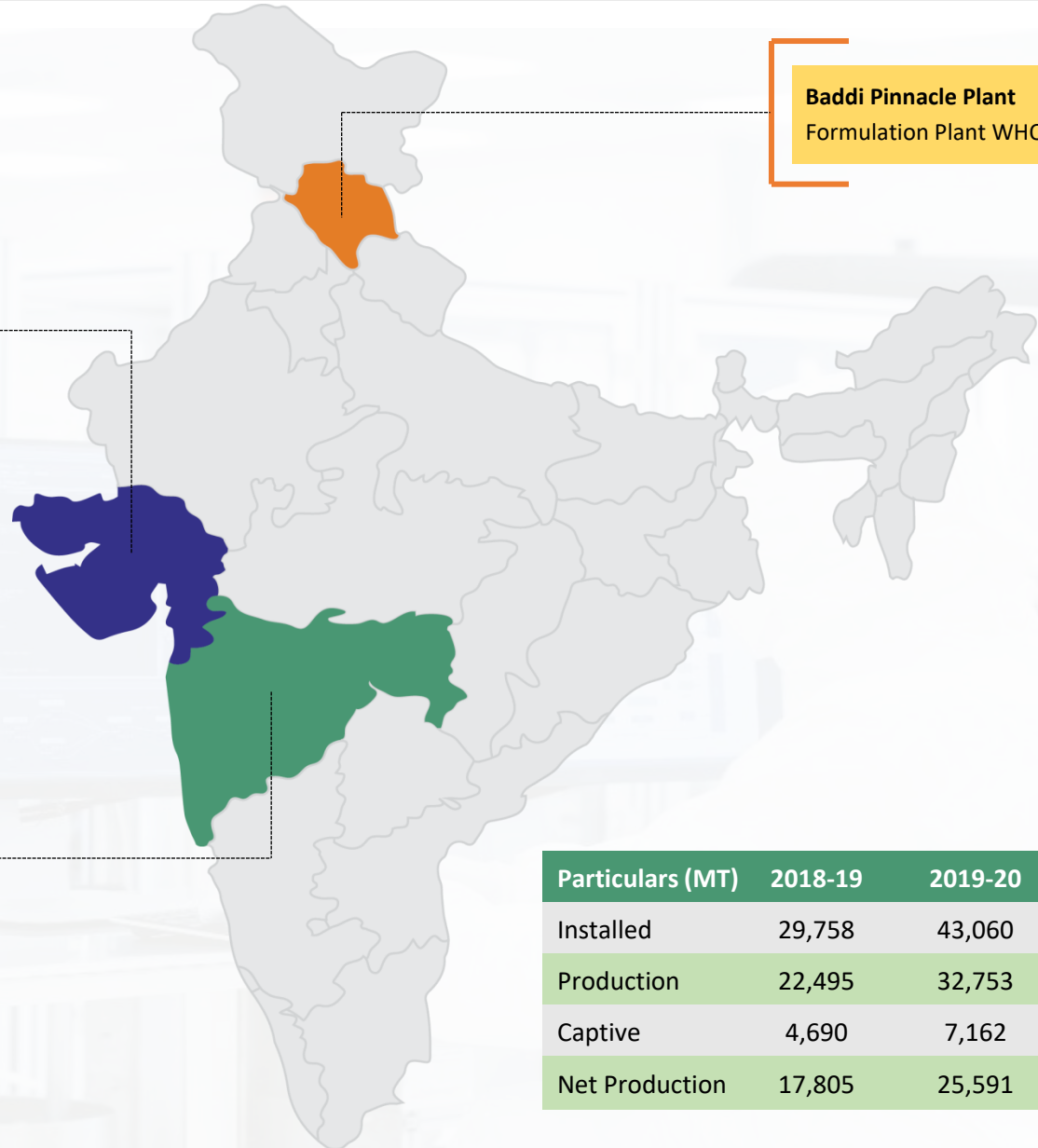
W-61
EUGMP & WHO-GMP

E-120
WHO-GMP

E-9/3
ISO-9001:2008

T-150
Intermediates

Baddi Pinnacle Plant
Formulation Plant WHO-GMP



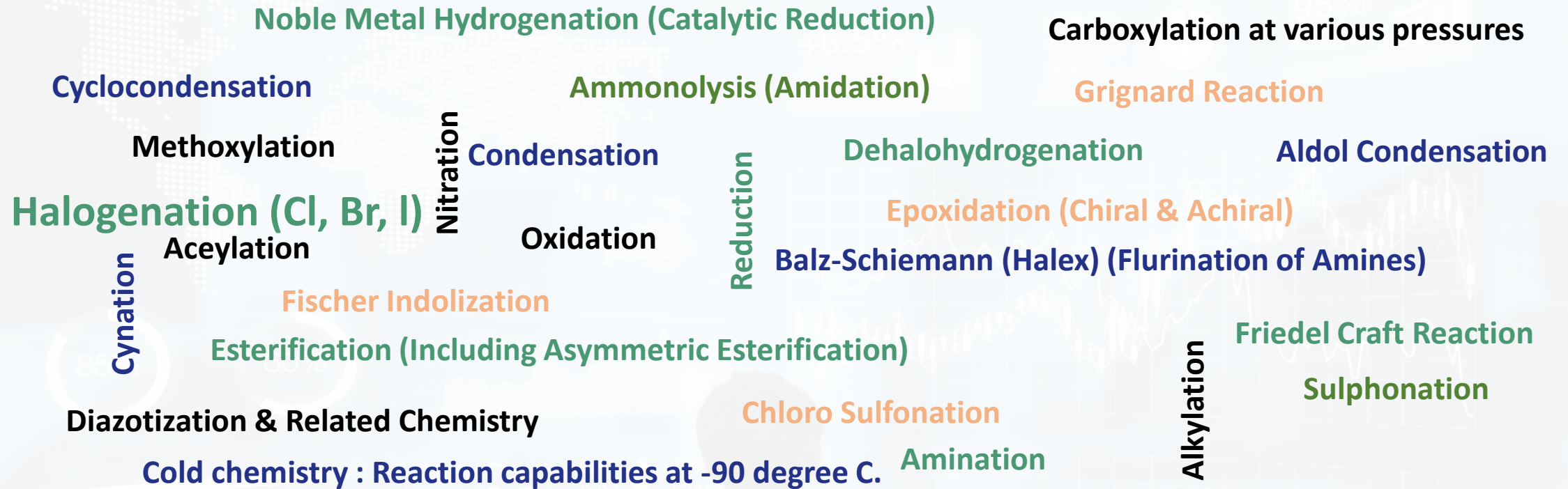
Particulars (MT)	2018-19	2019-20	2020-21
Installed	29,758	43,060	47,701
Production	22,495	32,753	34,751
Captive	4,690	7,162	8,164
Net Production	17,805	25,591	26,587

*Import alert under resolution

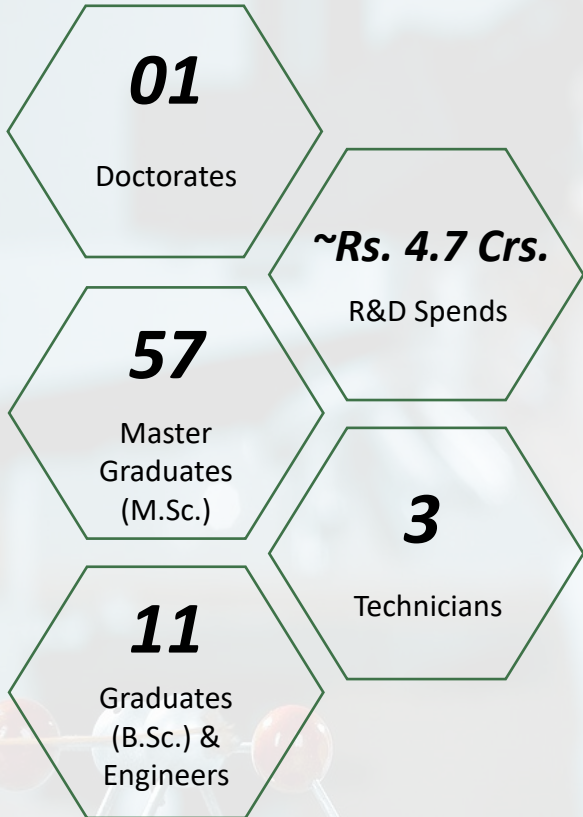
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Reaction Capabilities



- The capacity of **Multi-purpose plant ranges from kilograms to multi tons levels**
- Long term experience of **Multi-step synthesis and fractionations at high temperatures**
- **Total reaction capacity in excess of 1300 KL, consisting of SS and GL reactors across its units, varying from 0.5 KL – 18 KL**



R&D Center at Tarapur

- Supports manufacturing facilities at Tarapur and Sarigam on API process development
- Pilot plant used for kilo scale manufacturing
- 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

R&D Center at Turbhe, Mumbai

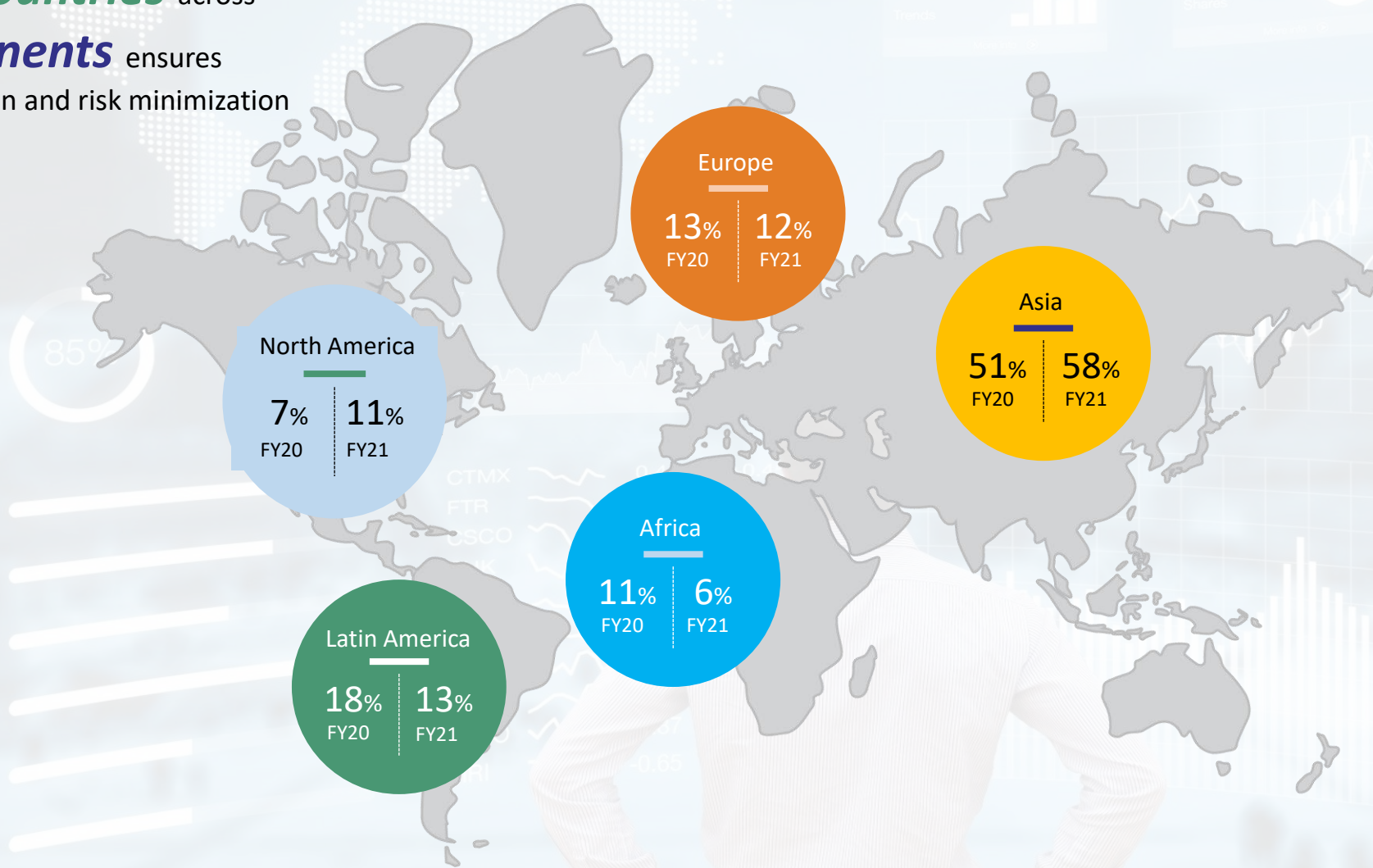
- Supports development of complex generics for in-house formulation business
- Developing complex oral solids for Regulated as well as Emerging markets

- Well supported by in-house project management team to ensure timely implementation of new products on commercial scale
- Developed 30 APIs (new and existing) in last 5 years
- Developing new age Formulation products for Europe, USA, Australia, Brazil, Canada & Chile for Day 1 launches
- Plans to expand R&D capabilities to develop complex Semi solids (creams & ointments) as well as Oral liquids
- Majority of products developed with integrated API provides an end-to-end control



Diversified geographic presence

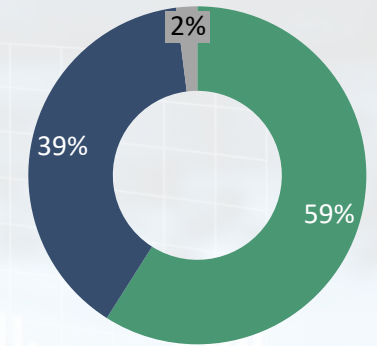
Presence in **100+ Countries** across **6 Continents** ensures diversification and risk minimization



Top 10 Countries - Exports

Brazil	Mexico
Pakistan	Turkey
UAE	Egypt
Bangladesh	Indonesia
Switzerland	Russia

Market



- Regulated
- Semi-Regulated
- Non-Regulated

As of FY21

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Environmental

- Converted multiple facilities into to Zero Liquid Discharge (ZLD)
- Dual Fired Boiler in Greenfield Facilities to reduce carbon footprint
- Periodic Forestation
- Waste heat recovery
- Packaging bulk API in paper bags, usage of fibre drums instead of HDPE drums, packing bulk intermediates in jumbo bags (1 MT packing) to reduce excess use of plastic bags
- For efficient utilization of utilities company is using equipment with high end technologies like Agitated Thin Film Dryer (ATFD), Agitated Thin Film Evaporator (ATFE), FBC boilers, membrane type filter press.
- Company is using MEE & MVR for evaporation and has much lesser energy consumption than conventional evaporators.



Social

- **Woman Empowerment:** Free Government approved and certified vocational course training for women to generate employment.
- **Healthcare:** Primary Healthcare Infrastructure Development and Improvement around the manufacturing facilities.
- **Gender Diversity:** ~40% women staff at HO, contributing in various departments such as marketing, finance, procurement. At factory level, women are employed at QC QA, regulatory affairs, etc. departments.
- **Stakeholder Management:** No unfair trade practices events in the last 5 years. stringent product quality control, strict QA and QC dept to ensure that product is at the mark of the quality as per various pharma copeial standards



Governance

- The Board has an optimum combination of Executive and Non-Executive directors and gender diversification
- Risk Management Governance
- Occupational Healthy Policy
- Policies governing related party transactions
- In compliance with all regulatory requirement of the Audit Committee
- Mechanism of periodic reporting to Stakeholders Relationship Committee and Board.
- Regular review and updation of policies in response to the changing requirements
- Vigil Mechanism, Whistleblower and POSH policies



Our Esteemed Clientele across segments

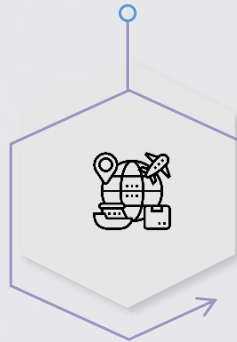




1991-92

CHEMEXCIL

Outstanding Performance in Export



2005-06

AVAYA GLOBAL CONNECT

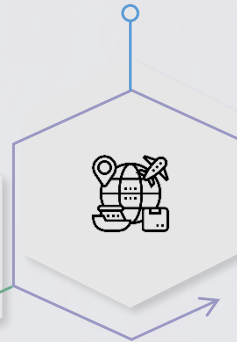
Customer Responsiveness



2012

CHEMEXCIL

Outstanding Performance in Latin American Export



2014

CHEMEXCIL

Appreciation as business partner



2015-2019

ABBOTT

Business partner of the year



2001

CHEMEXCIL

Outstanding Performance in Export, Organization of Pharmaceutical Product, Best Vendor



2009

CHEMEXCIL

Outstanding Performance in Export



2013

ABBOTT

Best Vendor of the year



2014

Government of India (Ministry of commerce and Industry)

Certificate of Recognition - Star Export House





Karunah Society for Development, Partner NGO: Aarti Foundation, Mumbai
Activity – Distribution of ration kits



Donation to Matr Vandana – Funds utilised to manufacture face masks & medical treatment of senior citizens

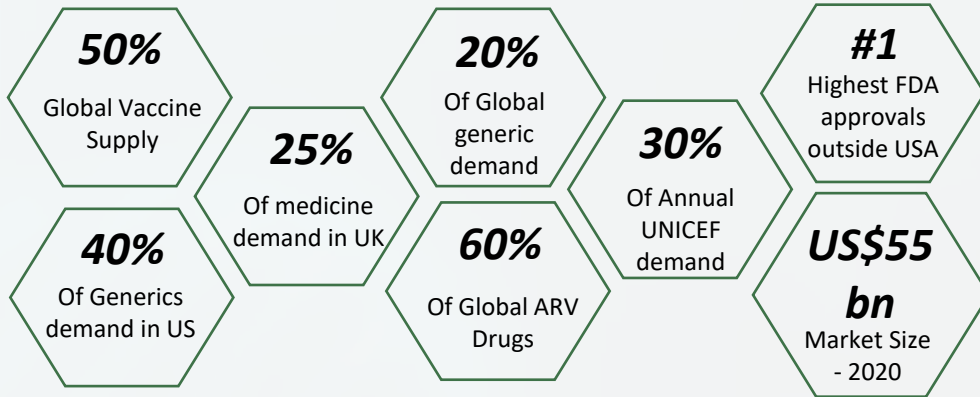


TRIBAL INTEGRATED DEVELOPMENT & EDUCATION TRUST (TIDE) - TIDE has projects in +7,000 villages of 16 states. Donation amounts were used for Assam tribal project by TIDE.





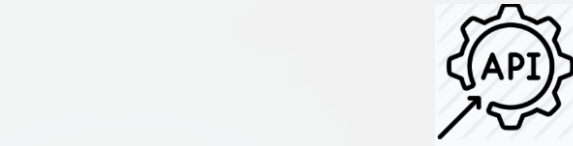
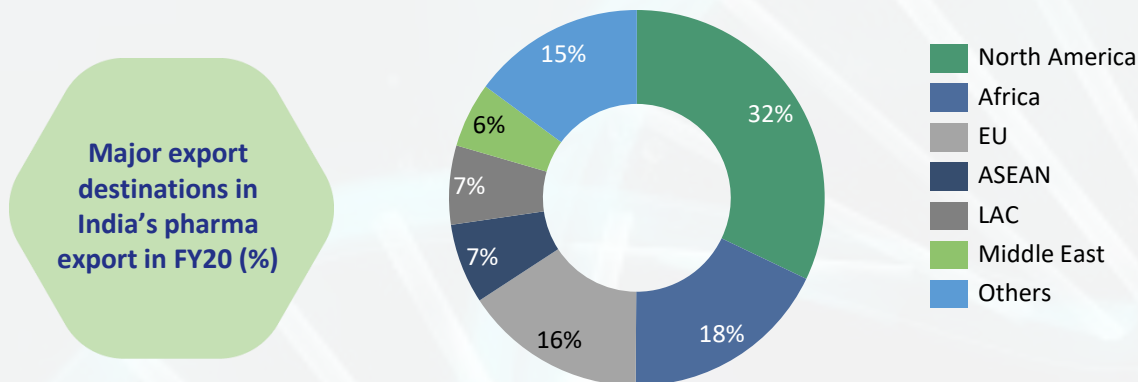
Industry Overview



World's largest provider of generic medicines; the country's generic drugs account for **20% 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.**

Exports, including bulk drugs, intermediates, drug formulations, biologicals, AYUSH & herbal products and surgical products, reached US \$16.28 billion in FY20. As of October 2020, India exported pharmaceuticals **worth US\$13.87 billion in FY21.**

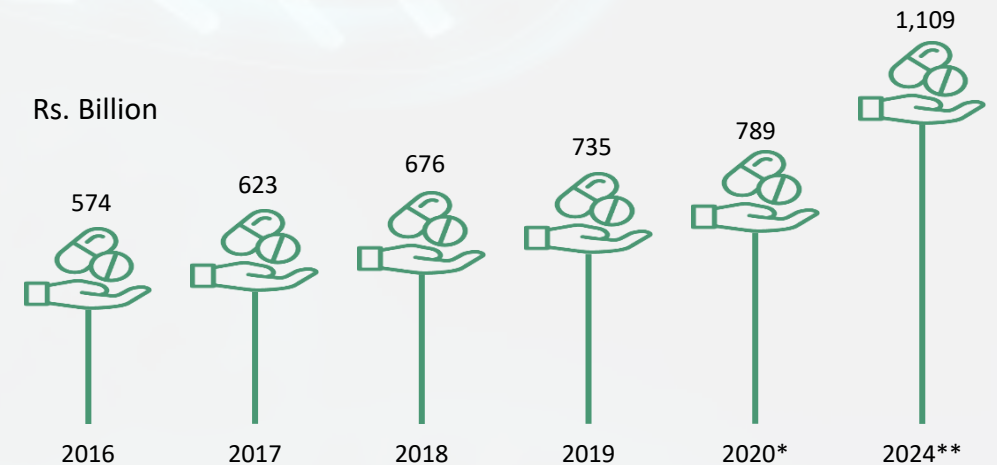
The biggest export destination for Indian pharma product is the US. In FY20, 32.1% of India's pharma exports were to the North America, followed by 17.96% to Africa and 15.70% to the European Union.

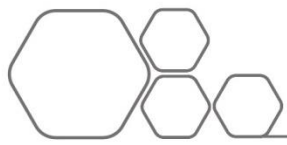


Active Pharmaceutical Ingredient (API) Market

- India is the third largest active pharmaceutical ingredient (API) market in the Asia-Pacific region
- The API industries in India include domestic and in-house consumption as well as exports
- The Indian active pharmaceutical ingredients manufacturing segment can be divided into two sectors such as innovative or branded and generic or unbranded

Market size of Active Pharmaceutical Ingredient (API) industry in India from 2016 to 2019 with estimates until 2024





Experienced management with deep understanding of pharmaceutical sector

Active Pharmaceutical Ingredients (APIs)

- Domestic API consumption is expected to reach US\$ 18.8 billion by FY22
- In Apr'19, Constituted a high-level task force to create a roadmap for increasing domestic production of APIs.
- Currently India imports over 60% of its APIs from other countries.

CRAMS

- Fragmented market with more than 1,000 players
- CRAMS industry has posted 48% CAGR between FY15-18 and expected to witness a strong growth over 25% over 2018-21

Formulations

- Largest exporter of formulations in terms of volume, with 14% market share and 12th in terms of export value.
- Double-digit growth is expected over the next five years.

Biosimilars

- As on Aug'19, the moving annual turnover (MAT) for biosimilar molecules sold in the domestic market stood at Rs 1,498 crore (US\$ 214.31 million). The govt. plans to allocate US\$ 70 million for local players.
- The domestic market is expected to reach US\$ 40 billion by 2030.



Multiple Triggers will lead to high Growth Momentum



Robust Domestic Demand

- Rising domestic population
- Higher Insurance Coverage penetration



Increased Investments

- 100% FDI in the pharmaceutical sector under automatic route



Government Support

- Increased government spending on hospitals and healthcare
- Rs. 15,000 crores Production-Linked Incentive (PLI) Scheme for Enhancing India's Manufacturing Capabilities
- Atmanirbhar Bharat scheme for making India self reliant



Technology

- Artificial intelligence will help the pharmaceutical industry to design new and automated algorithms which will help to achieve faster, precise, accurate, and repeatable results



Innovation and R&D

- Focus to develop new complex generic drugs, supplemented by the New Drugs and Clinical Trial Rules, 2019 and the Atal Innovation Mission.



Cost Advantage

- Quality services at marginal costs compared to US, Europe, and South Asia
- Expertise in low-cost generic patented drugs and a movement towards end-to-end manufacturing



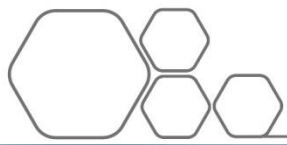
The scheme is aimed towards pushing domestic manufacturing of key starting materials (KSMs), drug intermediates and active pharmaceutical ingredients (APIs) to reduce import dependence on such input materials.

How Sector Will Benefit

- ❑ **Objective:** The objective of the scheme is to enhance India's manufacturing capabilities by increasing investment and production in the sector and contributing to product diversification to high value goods in the pharmaceutical sector. One of the further objectives of the scheme is to create global champions out of India who have the potential to grow in size and scale using cutting edge technology and thereby penetrate the global value chains.
- ❑ **Outlay:** ₹ 15,000 crore worth of incentives for 6 years (for financial years 2020-21 to 2028-29)
- ❑ **Incentives:** The rate of incentive on incremental sales (over base year) of pharmaceutical goods covered under Category 1 & 2 will be 10% for FY 2022-23 to FY 2025-26, 8% for 2026-27 and 6% for 2027-28. The rate of incentive on incremental sales (over base year) of pharmaceutical goods covered under Category-3 will be 5% for FY 2022-23 to FY 2025-26, 4% for 2026-27 and 3% for 2027-28.
- ❑ **Impact:** Total incremental sales worth ₹2.94 trillion and incremental exports of ₹1.96 trillion expected during the six years.

How Aarti Drugs Will Benefit

- ❑ Aarti Speciality Chemicals Limited (ASCL), a wholly-owned subsidiary of the company has received an approval under PLI scheme.
- ❑ Received approval for 2-Methyl-5Nitro-Imidazole (2-MNI) with a committed production capacity of 4,000 MTPA and a committed investment outlay of ~ ₹78 crores under Target Segment III (Key Chemical Synthesis Based KSMs/Drug Intermediates)
- ❑ **Expecting ~ ₹80 crores of incentives over 6 years** through this scheme
- ❑ This will help the company to diversify its product portfolio, increasing the top-line, and enhancing the profitability & margin profile.
- ❑ Backed by a strong balance sheet, and robust free cash flow generation, **the committed capex will be funded mostly through internal accruals**



Aarti 2.0: Sustainable Growth & Long-term Value Creation





Over a decade, API manufacturing has transitioned towards highly regulated, specialized business

How API Manufacturing Has Evolved



Regulations

- ❑ Stringent pharmacopoeia standards
- ❑ Addition of elemental
- ❑ Tightened impurity profiling
- ❑ Rigorous carcinogenicity checks



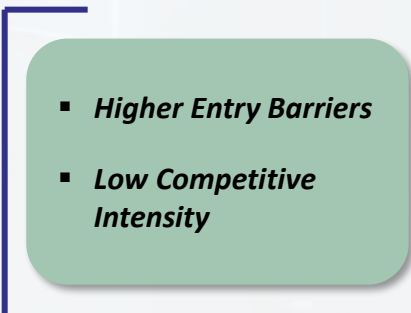
Cost Structure

Higher capex requirements to adhere to ever rising quality, environmental & regulatory requirements

High R&D costs

Impact

- ❑ **Lower Competitive Intensity:** Various small-scale manufacturers have exited due to unviability of cost structure
- ❑ **High Entry Barriers:** High entry barriers for new entrants due to cost structure and compliance requirements
- ❑ API manufacturing has **evolved from a commodity business into niche, specialized and highly regulated business**
- ❑ Manufacturers have carved a niche for themselves in specific products/ segments within API manufacturing space





Unique Competitive Position



Known brand in API space

Reliable in terms of quality and timely deliveries. Honouring commitments in changing market conditions.

Process improvement R&D, cost leadership

Thus, fundamentals right from procurement, production till sales have a strong foundation and sound setup.

Phase-Wise Capex to mitigate debt trap risks

Newer capacities established since last two years will help grow top-line.

Green field projects

Sufficient land parcels in industrial zones in Maharashtra and Gujarat to take care of green field projects in next 3 to 4 years

High entry barriers

- High regulatory standards
- Capex requirements
- Long gestation period
- R&D costs



Specialised player in the highly challenging Pharmaceutical Industry

Industry's Unique Challenges

-  High R&D costs
-  Long gestation period
-  Time consuming approval procedures
-  Demands large variety and small batch size orders
-  Highly complex manufacturing
-  Stringent quality & compliance requirements in developed markets
-  Highly competitive industry

Our Core Competencies

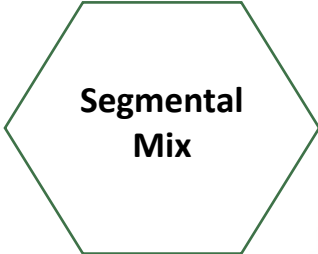
- Demonstrated manufacturing excellence for 3+ decades
- R&D focused, driven by continuous improvement and innovation
- Ability to consistently deliver high quality products on timely basis
- Meeting stringent regulatory & compliance requirements of domestic & international regulators
- Long standing relationships with leading pharmaceutical companies
- Fully integrated facilities – lower outside dependence for sourcing raw materials

Well placed to capitalize on future growth opportunities





Presence across Segments, Geographies, API Therapies & Customers to ensure Growth and Risk Minimization



- API segment contributes ~79% of sales in FY21
- Focus on increasing contribution from Speciality Chemicals, Intermediates & Others, going forward



- Domestic - Export mix at 65%:35% for FY21
- Presence across 100+ countries
- None of the region contributes more than 2/3rd of the revenue with Asia contributing the highest at 58% of total sales

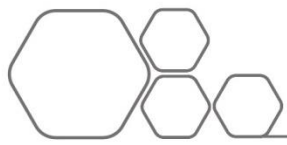


- Top 5 therapies contributes ~77% of sales in FY21
- Anti-biotic products contributes highest at 44% to sales in FY21
- Top 10 products contribute to ~76% to sales in FY21
- Leaders in Domestic market in most of top 10 products



- Domestic: Largest client contributes ~4.3% of domestic sales whereas top 10 clients contribute ~24.5%
- Exports: Largest client contributes ~5.5% of exports sales whereas top 10 clients contribute ~23.2%

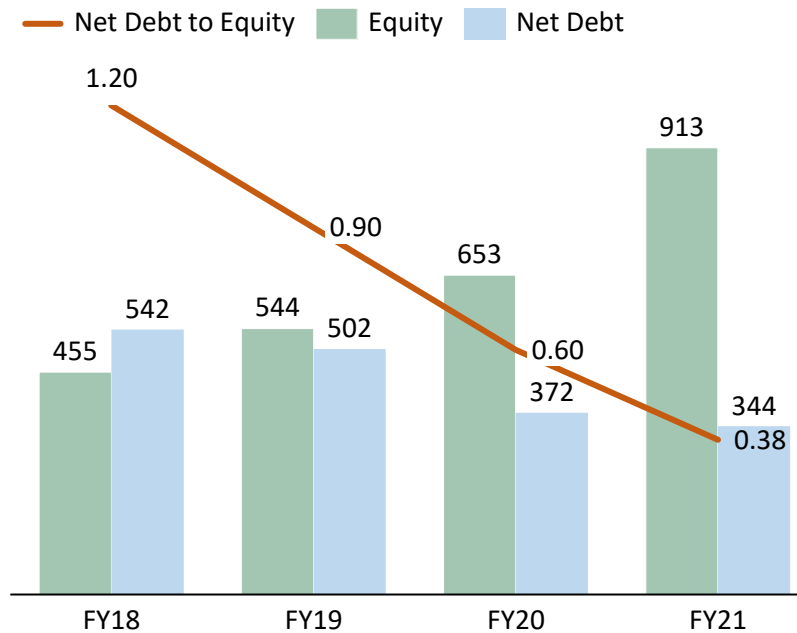
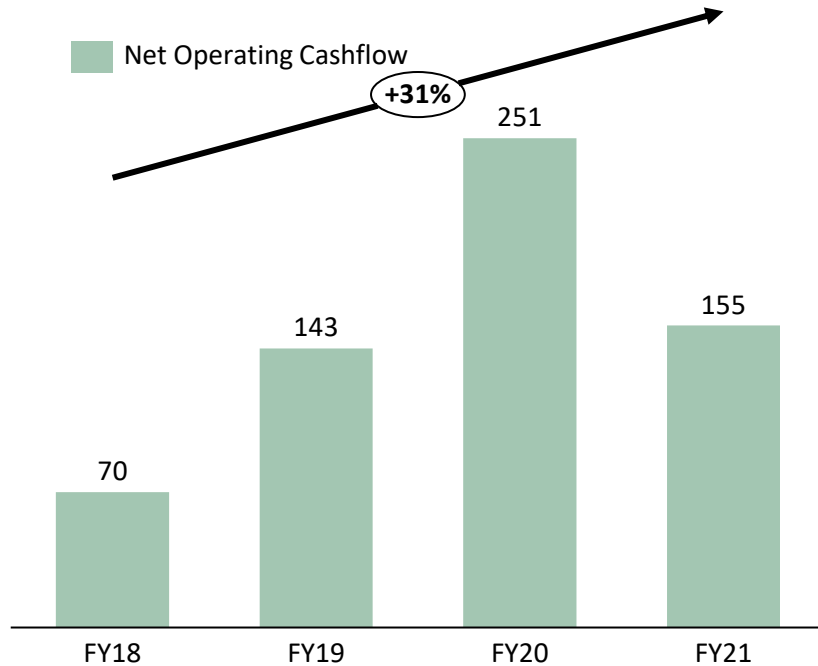




Strong cashflows led to robust Balance Sheet giving financial flexibility for Growth

Net operating cashflow increased by CAGR ~30%

Low leverage provides Balance Sheet strength



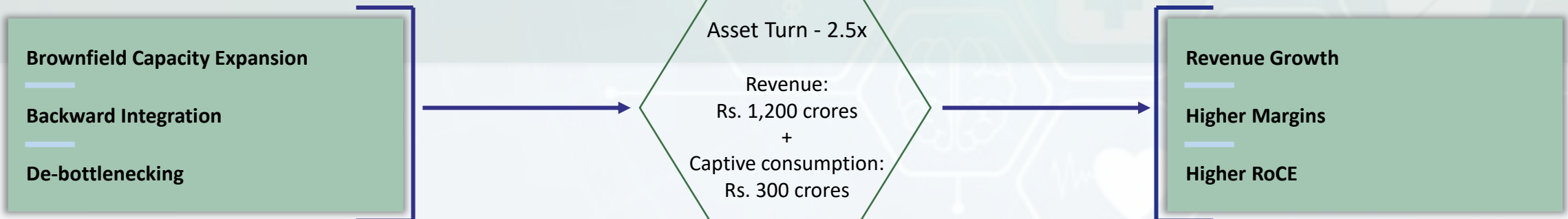
Rs. crores	Sep-21
Net Debt	464.5
Equity	931.3
Total Assets	1,891.0
<hr/>	
Key Ratios	Sep-21
Net Debt/ Equity (x)	0.50x
Net Debt/ Assets (x)	0.25x



Capex of Rs. 600 crores planned

Capex plans

- Phase wise capex will lead to distributed investments
- Majority of the capex to be funded through internal accruals and minimal debt
- Brownfield expansion and debottlenecking of API facilities
- Brownfield expansion at Baddi plant will lead growth for Formulation business
- Backward integration to lead cost synergies





Anti Diabetic

- CEP approval in 2016 which opened up European markets
- Manufacturing over 1,000 TPM making it one of the largest metformin player
- Coming up with 2,000 TPM capacity via brown field expansion in Phase I
- Launch of Gliptins will further strengthen this therapeutic category.

Fluoro-Quinolones

- Further 40% brown field expansion of one antibiotic product

Antiprotozoal

- Further consolidating the position in Indian Market. Existing technology and Chinese JV.
- 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.
- Brown field expansion of its existing anti inflammatory products commissioned at the end of FY20 which will drive future growth in this therapeutic category
- Installed capacity will give revenues of around Rs. 50 crores / Rs. 35 crores per annum as per product selection – currently on HOLD.
- USFDA re-inspection to be triggered soon.

Cardiovascular Products

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

Anti - Fungal

- Further consolidation of its worldwide leading position.
- 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

- Started with commercial operations in Latin America, selective African markets. Doing new registrations in export markets and government tenders
- Toll manufacturing of formulations. 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.



Growth Drivers

Expansion

Increased product offering to existing customers

New customer acquisition in domestic and exports markets for API and Formulation Segment

Addition of skincare therapy for API segment

Capex

Brownfield expansion for existing products at various facilities to scale-up the capacity

Brownfield expansion for the new product line in API segment

Sustainable Growth



Long Term Value

Value Creation Drivers

Backward Integration

Backward integration for the API and Formulation segments to drive cost synergies

Robust expansion in margins and return ratios is expected through backward integration over next 5 years

Prudent Capital Allocation

Planned capex predominantly to be funded through internal accruals and minimal debt

Maintain Optimal leverage

Healthy Asset Turnover and Working Capital Cycle

Full ramp-up of existing capacity and New Capacity post Rs. 600 crores capex
Revenue potential: Rs. 4,200 – 4,500 crores with higher margin profile in next 5-6 years



As of 31-Dec-21

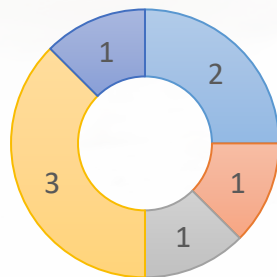
API

Product Under Development



- Anti Fungal
- Anti Diabetic
- Anti Hypertensive
- Anti Convulsant
- Proton Pump Inhibitor
- Specialty Chemicals
- Pharma RM

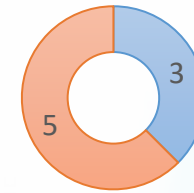
Product Under Pipeline



- Antidiabetic
- Antifungal
- Cosmetic and Skin
- Intermediates
- Animal Feed

Finished Dosages

Product Under Development : New Age Molecules For regulated Markets



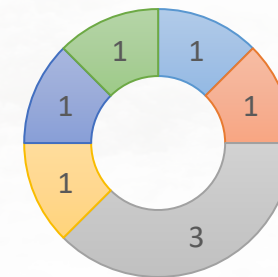
- Anti-Coagulant
- Anti Diabetic

Product Under Development: LATAM & Emerging Markets



- Anti-Diabetic
- Anti-Protozol
- Benzodiazepines
- HMG-CoA reductase inhibitors
- Anti-Bacterial
- Angiotensin Receptor blockers
- Gastro

Product Under Development



- Anti-Platelet
- Anticonvulsants
- Antiretroviral
- Anti-Depressants
- Leukotriene Receptor Antagonists
- Antipsychotics

The background features a blurred image of a mortar and pestle containing various pills, with a blue semi-circular overlay on the right side containing a white hexagonal pattern.

Financial Highlights



Q3 Highlights

Rs. 634.8 Crores

Consol. Revenue

Rs. 96.7 Crores

Consol. EBITDA

Rs. 58.3 Crores

Consol. PAT

~81%

Share of API Business

~9%

Share of Formulation Business

9MFY22 Highlights

Rs. 1,794.4 Crores

Consol. Revenue

Rs. 251.8 Crores

Consol. EBITDA

Rs. 149.7 Crores

Consol. PAT

~79%

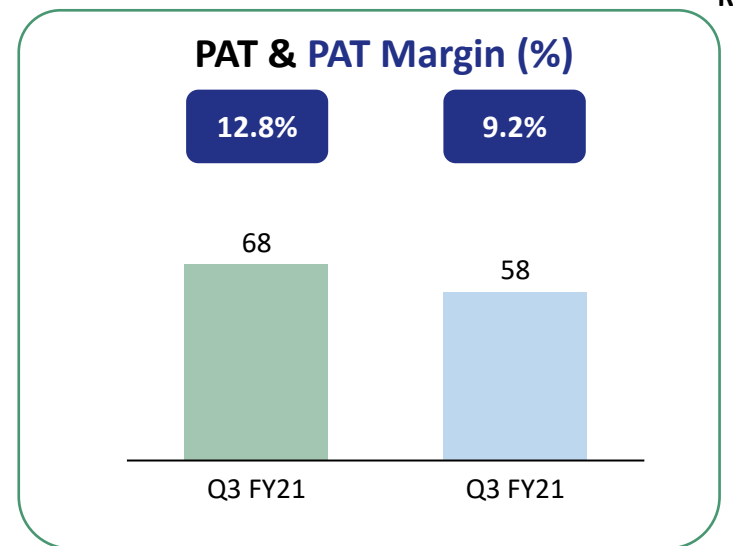
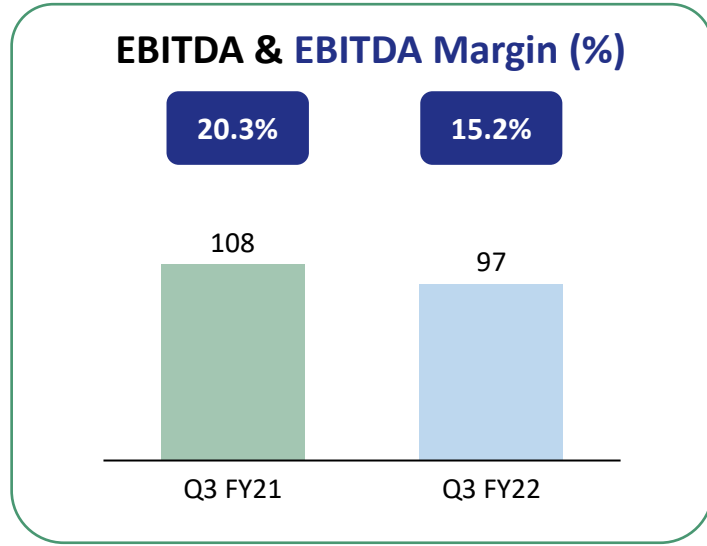
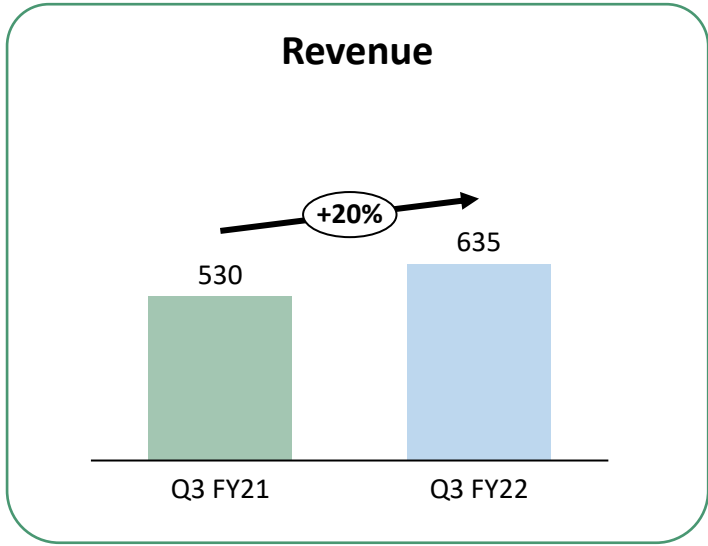
Share of API Business

~12%

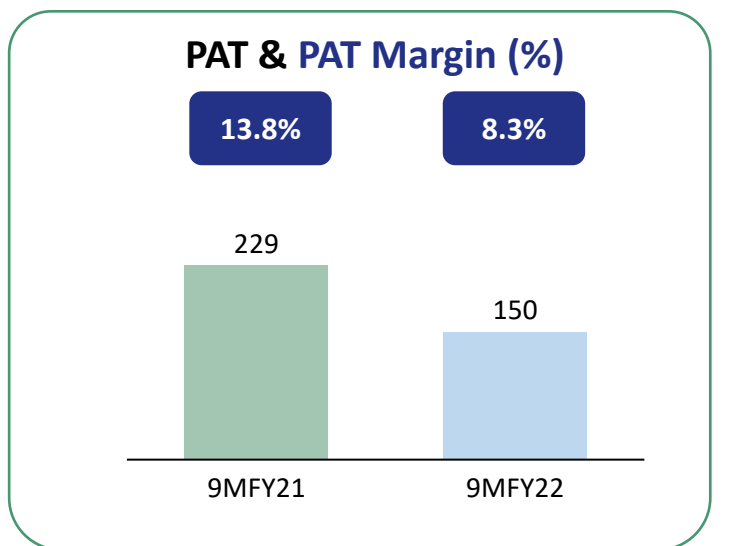
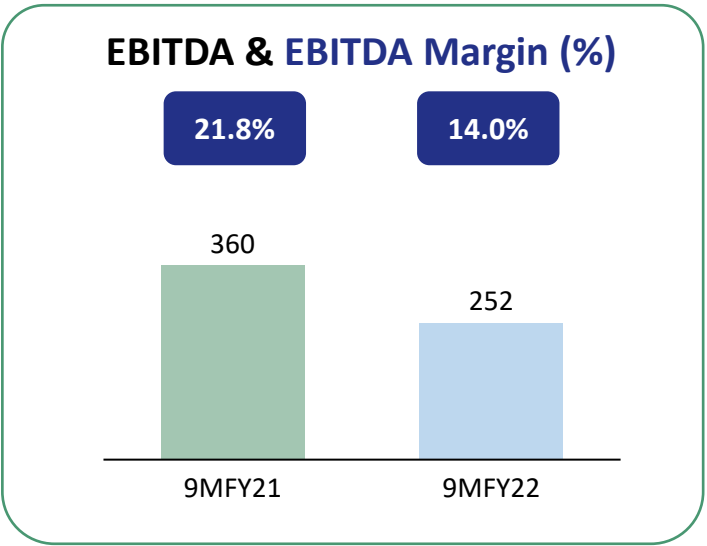
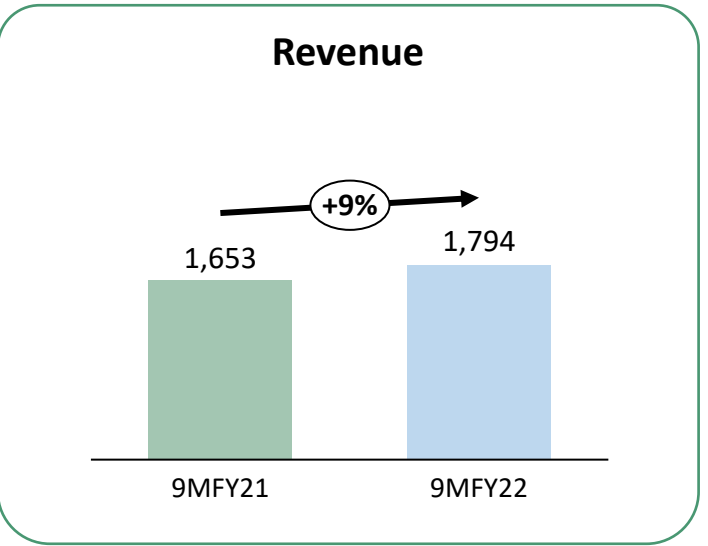
Share of Formulation Business



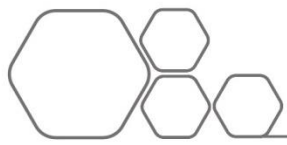
Q3 Highlights



9M Highlights

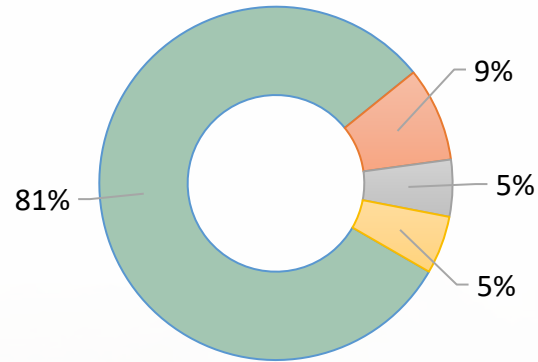


1. EBITDA includes other income & excludes exceptional items



Quarterly

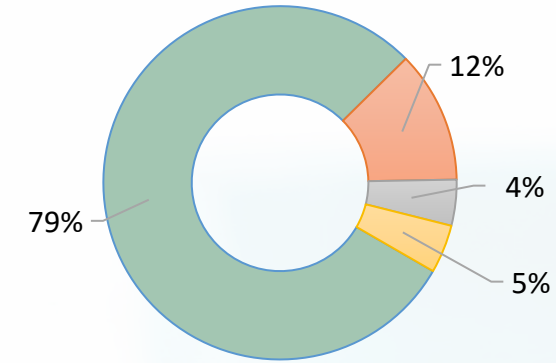
Q3FY22



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

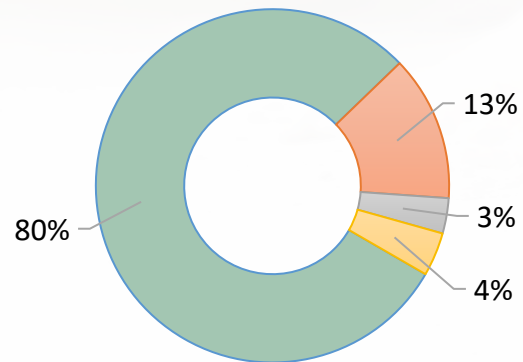
9 Month Ended

9M FY22



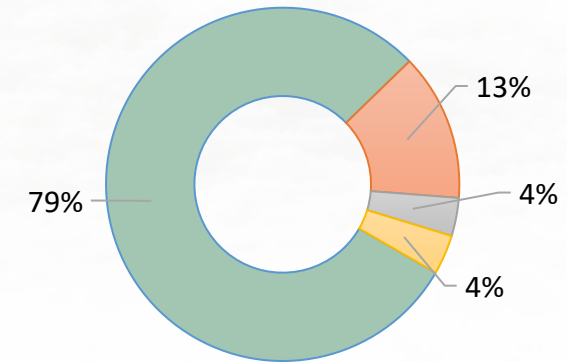
- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

Q3FY21



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

9M FY21



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

Consolidated Profit & Loss Statement

Particulars (Rs. Crores)	Q3FY22	Q3FY21	YoY%	Q2FY22	QoQ%	9MFY22	9MFY21	YoY%
Net Revenue from Operations	634.8	530.3	20%	579.6	10%	1,794.4	1,653.0	9%
Other Income	6.7	2.0		0.1		8.4	3.6	
Total Revenue	641.5	532.3		579.7		1,802.7	1,656.6	
COGS	419.4	323.8		395.5		1,211.2	1,001.5	
Gross Profit	222.0	208.5	6%	184.2	21%	591.5	655.1	(10)%
Gross Margin (%)	35.0%	39.3%	(434)bps	31.8%	320bps	33.0%	39.6%	(667)bps
Employee Expenses	20.9	19.8		20.6		61.3	60.6	
Other Expenses	104.5	80.9		89.8		278.5	234.8	
EBITDA	96.7	107.8	(10)%	73.8	31%	251.8	359.7	(30)%
EBITDA Margin (%)	15.2%	20.3%	(510)bps	12.7%	249bps	14.0%	21.8%	(773)bps
Finance Costs	5.4	5.0		5.3		14.8	18.6	
Depreciation	12.6	12.7		12.5		37.5	37.6	
Exceptional Item	0.0	-0.2		0.0		0.0	-0.2	
PBT	78.7	90.4	(13)%	56.1	40%	199.5	303.8	(34)%
Taxes	20.4	22.3		13.5		49.8	75.0	
Reported PAT	58.3	68.0	(14)%	42.6	37%	149.7	228.8	(35)%
PAT Margin¹ (%)	9.2%	12.8%	(365)bps	7.3%	183bps	8.3%	13.8%	(550)bps
Cash PAT	70.9	80.7		55.1		187.2	266.3	
Earnings Per Share (EPS)	6.29	7.30		4.60		16.14	24.54	

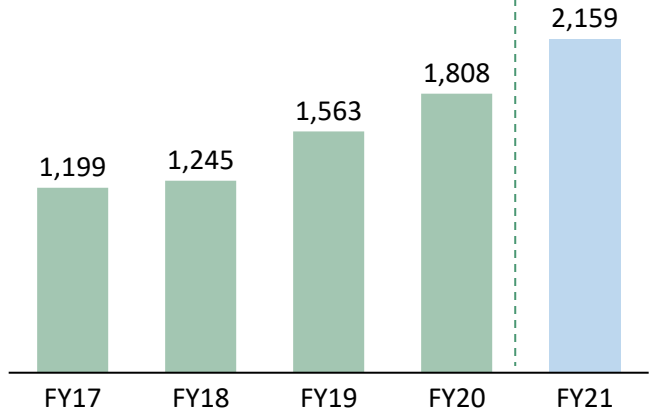


Historical Performance At A Glance

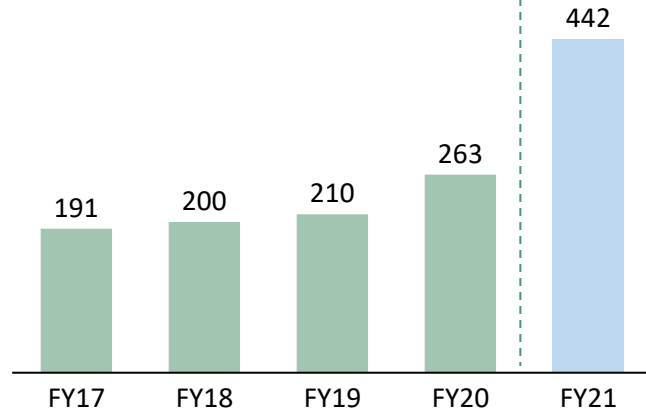


Strong Financial Performance

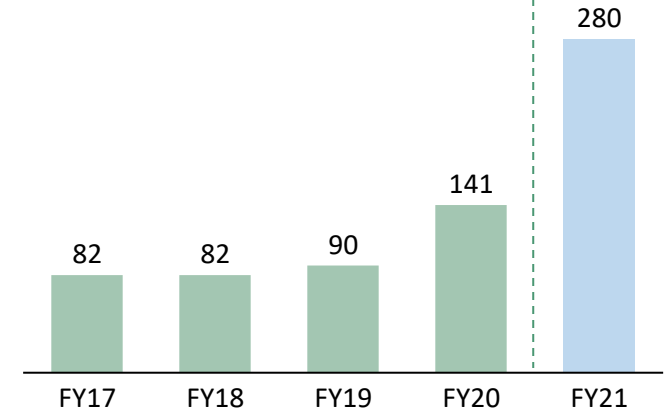
Revenue (Rs. Crores)



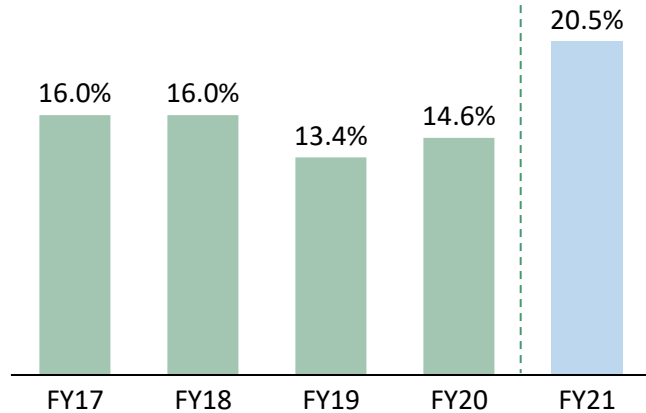
EBITDA (Rs. Crores)



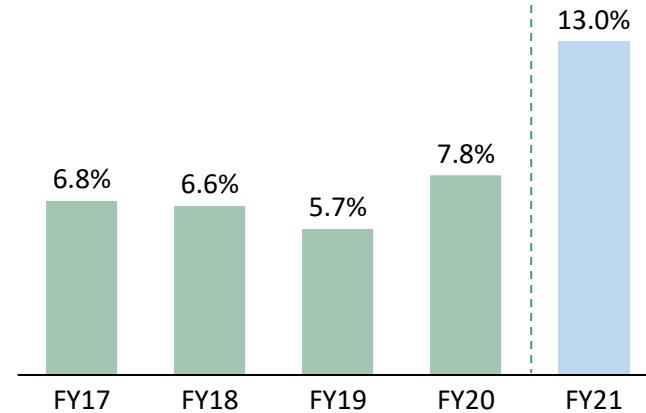
PAT (Rs. Crores)



EBITDA Margin (%)



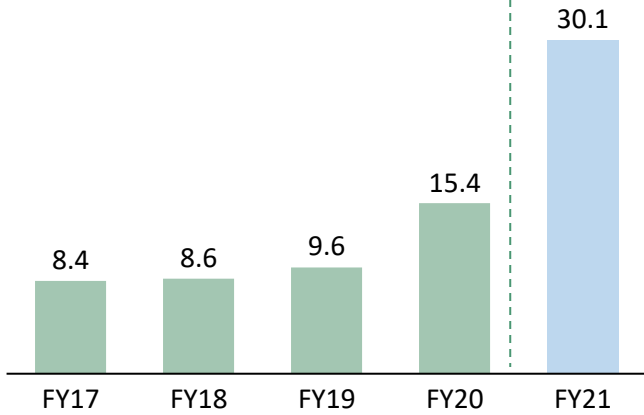
PAT Margin (%)



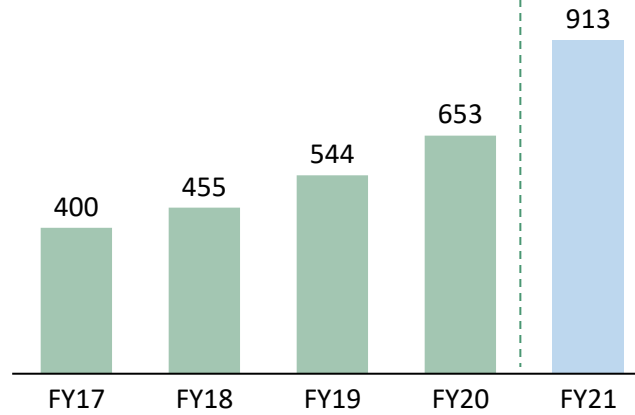


Strong Financial Performance

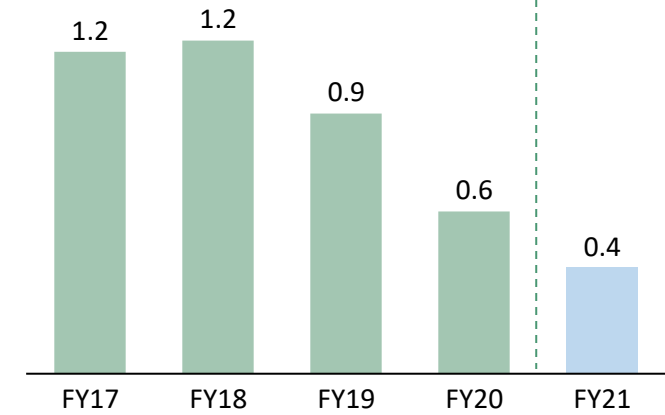
EPS* (in Rs.)



Net Worth (in Rs. Crores)

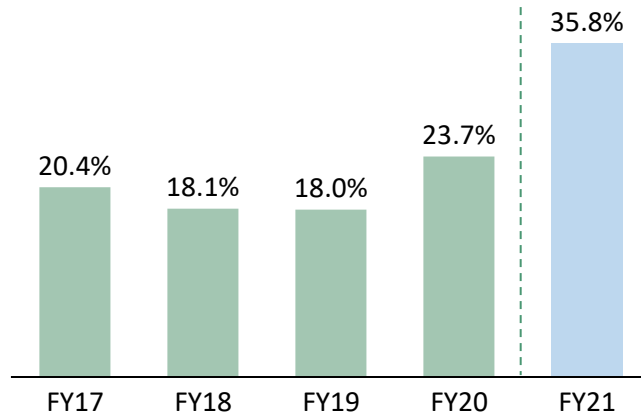


Leverage (X)

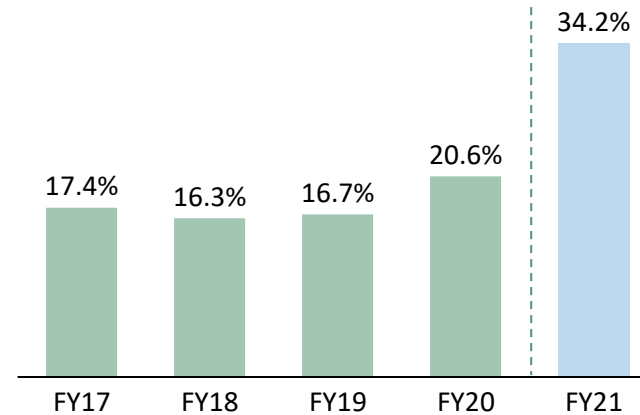


* For EPS, we have adjusted previous year's figures in proportion to bonus issue in current year

RoCE (%)



RoE(%)





Distribution Policy

Considering various financial parameters, the Company may elect to distribute about

15% to 30% of

Consolidated Net Profits

Distributed ~Rs. 59 Crores as Dividend over last 6 years



Distributed ~ Rs. 136 crores through buyback of shares over last 6 years*

Distribution: ~26%

Distributed ~ Rs. 195 crores in form of dividend & buyback of shares over last 6 years

Consolidated Profit & Loss Account Statement

Particulars (Rs. crores)	FY21	FY20	FY19	FY18	FY17
Net Revenue from Operations	2,154.8	1,806.1	1,560.9	1,243.7	1,195.2
Other Income	4.5	1.5	2.4	1.1	4.0
COGS	1321.0	1,178.9	1,059.9	782.7	780.5
Gross Profit	838.3	628.7	503.4	462.1	418.7
Gross Margin (%)	38.9%	34.8%	32.3%	37.2%	35.0%
Employee Expenses	80.5	69.4	60.9	57.9	52.8
Other Expenses	316.1	296.0	232.7	204.6	175.0
EBITDA	441.6	263.3	209.8	199.6	190.9
EBITDA Margin (%)	20.5%	14.6%	13.4%	16.0%	16.0%
Finance Costs	23.0	33.7	40.0	35.0	36.4
Depreciation	49.9	48.8	42.6	40.1	38.5
PBT before exceptional item	368.8	180.8	129.6	125.6	120.0
Exceptional Expense/(Gain) ¹	-0.2	-4.5	3.8	0.0	0.0
PBT	369.0	186.8	133.4	125.6	120.0
Taxes	88.6	43.8	41.2	42.2	34.2
Reported PAT	280.4	143.0	92.2	83.4	85.8
Cash PAT	330.3	191.8	134.8	123.5	124.3
PAT Margin¹ (%)	13.0%	7.9%	5.9%	6.7%	7.2%
Earnings Per Share ² (EPS)	30.09	15.14	9.60	8.60	8.37

1. Exceptional items includes profit on sale of assets of Rs. 8.38 crores in Q4FY20 & sale of assets of Rs. 4.47 crores in FY20

2. Since March 2020 quarter, company has switched to a new tax regime

Consolidated Balance Sheet Statement

Equities & Liabilities (Rs. crores)	FY21	FY20	FY19	FY18	FY17
Equity					
Equity Share capital	93.2	23.3	23.6	23.6	23.9
Other Equity	820.2	629.2	519.9	431.8	376.3
Non Controlling Interest	0.0	0.0	0.0	0.0	0.0
Total Equity	913.4	652.5	543.4	455.4	400.1
Financial liabilities					
(i) Borrowings	147.6	180.3	208.2	202.7	201.5
(ii) Other Financial liabilities	10.9	14.7	10.7	11.8	14.9
Other non current Liability	0.0	0.0	0.0	0.0	0.0
Deferred tax liabilities (Net)	77.1	80.7	89.8	80.9	71.8
Provisions	21.7	23.6	12.3	16.9	8.4
Total Non Current Liabilities	257.2	299.3	321.1	312.3	296.6
Financial liabilities					
(i) Borrowings	157.2	157.7	263.2	305.6	244.7
(ii) Trade Payables	330.0	329.5	242.6	258.7	197.0
(iii) Other financial liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	2.8	4.6	2.2	0.9	1.7
Other current liabilities	105.4	132.8	82.9	56.4	51.0
Current tax liabilities (Net)	0.0	0.0	0.0	0.0	0.0
Total Current Liabilities	595.4	624.7	591.0	621.7	494.3
Total Equity and Liabilities	1,766.0	1,576.5	1,455.5	1,389.4	1,191.0

Assets (Rs. crores)	FY21	FY20	FY19	FY18	FY17
Non Current assets					
Property, Plant and Equipment	659.2	642.3	622.0	597.9	575.0
Capital work in progress	19.3	12.2	32.7	28.4	14.3
Intangible assets	0.3	1.5	2.9	4.5	6.1
Right to use assets	5.9	0.0	0.0	0.0	0.0
Financial Assets	0.0	0.0	0.0	0.0	0.0
(i) Investments	17.3	13.4	12.4	10.8	11.9
(ii) Loans	0.0	0.0	0.0	0.0	0.0
Deferred Tax Assets (net)	0.0	0.0	0.0	0.0	0.0
Other non-current assets	7.3	3.1	1.2	11.0	12.3
Total Non Current Assets	709.2	672.5	671.2	652.5	619.6
Current Assets					
Inventories	415.0	325.4	246.6	278.2	209.6
Financial Assets	0.0	0.0	0.0	0.0	0.0
Investments	0.0	0.0	0.0	0.0	0.0
(i) Trade receivables	555.2	488.6	458.5	374.9	296.8
(ii) Cash and Bank Balances	9.8	7.6	5.6	4.3	4.2
(iii) Loans	12.7	12.0	9.5	9.8	19.8
Current Tax Assets(Net)	0.0	0.0	0.0	0.0	0.0
Other current assets	64.1	65.8	64.0	69.7	41.0
Total Current Assets	1,056.8	899.5	784.3	736.9	571.4
Non current Asset held for sale		4.6	0.0	0.0	0.0
Total Assets	1,766.0	1,576.5	1,455.5	1,389.4	1,191.0

Consolidated Cash Flow Statement

Particulars (Rs. crores)	FY21	FY20	FY19	FY18	FY17
Net Profit before Tax and Extraordinary items	369.0	185.3	131.0	124.5	116.0
Adjustments for: Non Cash Items / Other Investment or Financial Items	68.6	86.8	75.2	74.5	72.9
Operating profit before working capital changes	437.6	272.1	206.2	199.0	188.9
Changes in working capital	-186.1	19.5	-33.5	-104.8	7.2
Cash generated from Operations	251.5	291.6	172.7	94.2	196.1
Direct taxes paid (net of refund)	-96.7	-40.9	-29.6	-24.7	-21.4
Net Cash from Operating Activities	154.8	250.7	143.1	69.5	174.8
Net Cash from Investing Activities	-71.7	-33.2	-61.7	-73.5	107.0
Net Cash from Financing Activities	-81.1	-215.4	-80.1	3.9	-68.2
Net Decrease in Cash and Cash equivalents	2.0	2.1	1.4	-0.1	213.5
Add: Cash & Cash equivalents at the beginning of the period	6.8	4.6	3.3	3.4	3.6
Cash & Cash equivalents at the end of the period	8.8	6.8	4.6	3.3	217.1

For further information, please contact

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