



# 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)  
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Fax.: 022-2407 3462 / 2407 0144  
Email: admin@aartidrugs.com  
website: www.aartidrugs.com  
CIN No.:L37060MH1984PLC055433

Ref: ADL/SE/2022-23/43  
August 4, 2022

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”, Plot No. C/1,  
G Block Bandra - Kurla Complex,  
Bandra (East),  
Mumbai – 400051  
**NSE CODE: AARTIDRUGS**

Dear Sir/Madam,

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

Please find attached herewith presentation made to the shareholders of the Company at the 37<sup>th</sup> Annual General Meeting held today i.e. August 4, 2022 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**  
**Annual General Meeting**  
**August 4, 2022**





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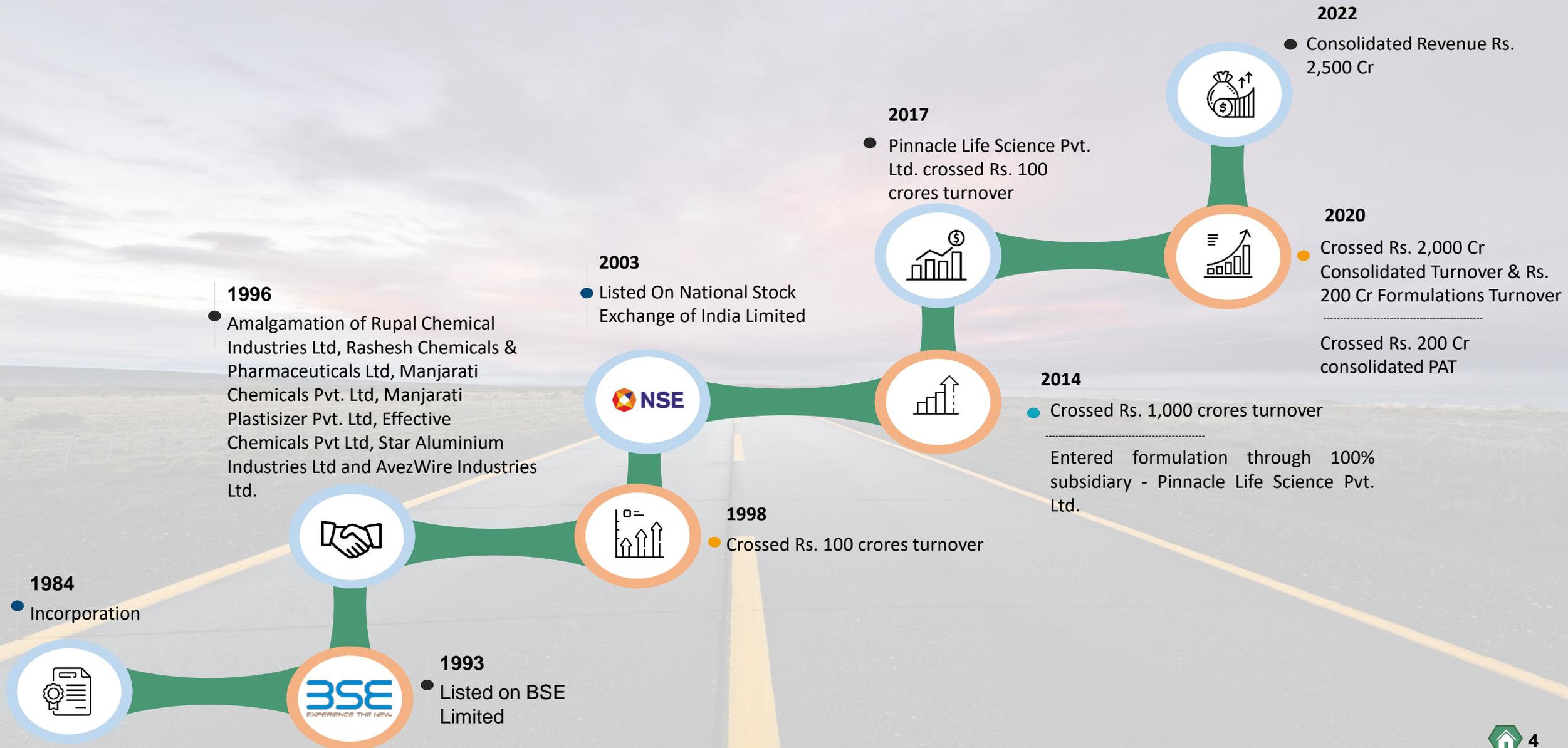
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



# Company Overview



# Key Milestones





# Key Facts & Figures





# 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

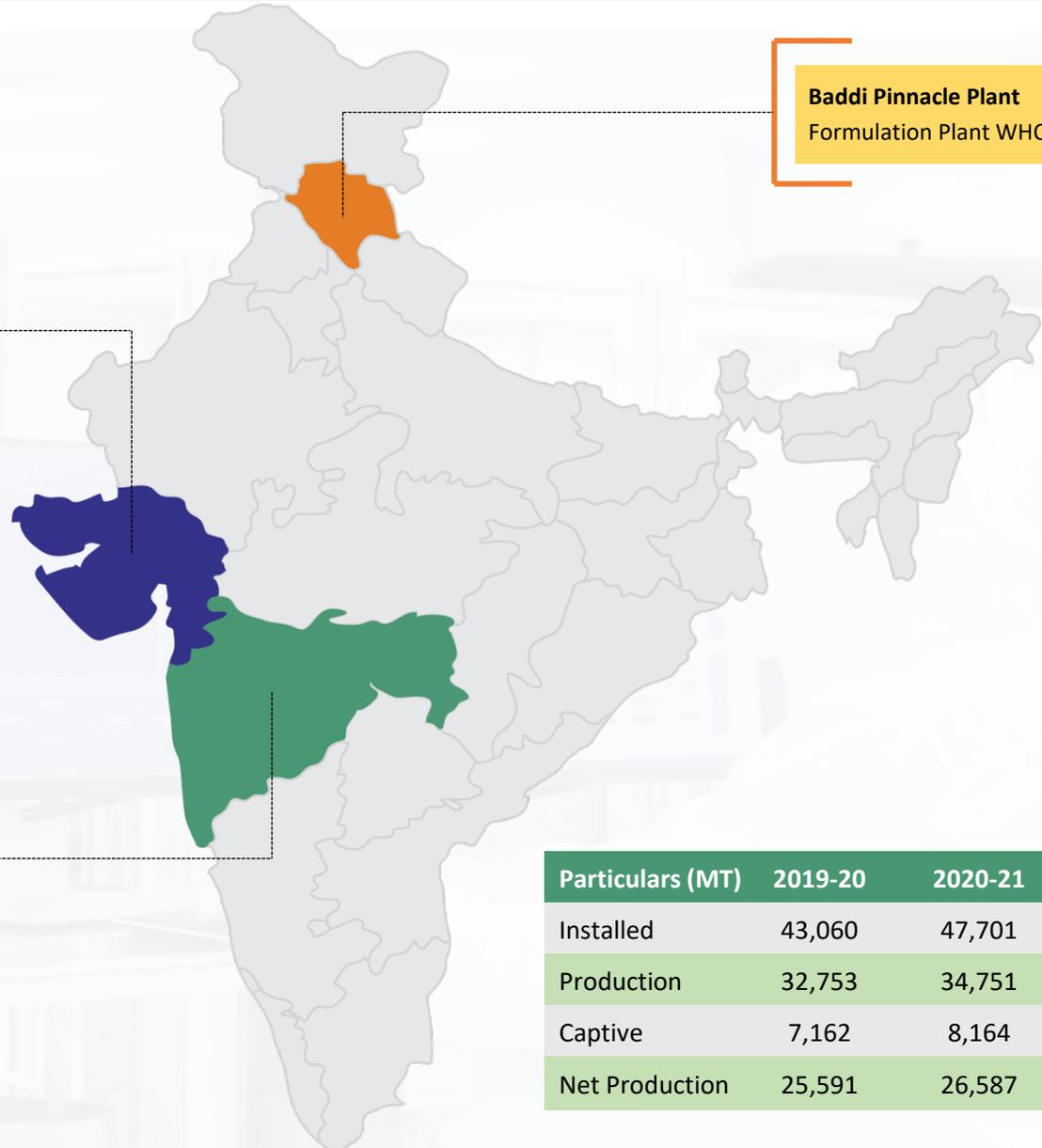
**W-61**  
EUGMP & WHO-GMP

**E-120**  
WHO-GMP

**E-9/3**  
ISO-9001:2008

**T-150**  
Intermediates

**Baddi Pinnacle Plant**  
Formulation Plant WHO-GMP



Particulars (MT)	2019-20	2020-21	2021-22
Installed	43,060	47,701	48,920
Production	32,753	34,751	37,697
Captive	7,162	8,164	7,657
Net Production	25,591	26,587	30,039

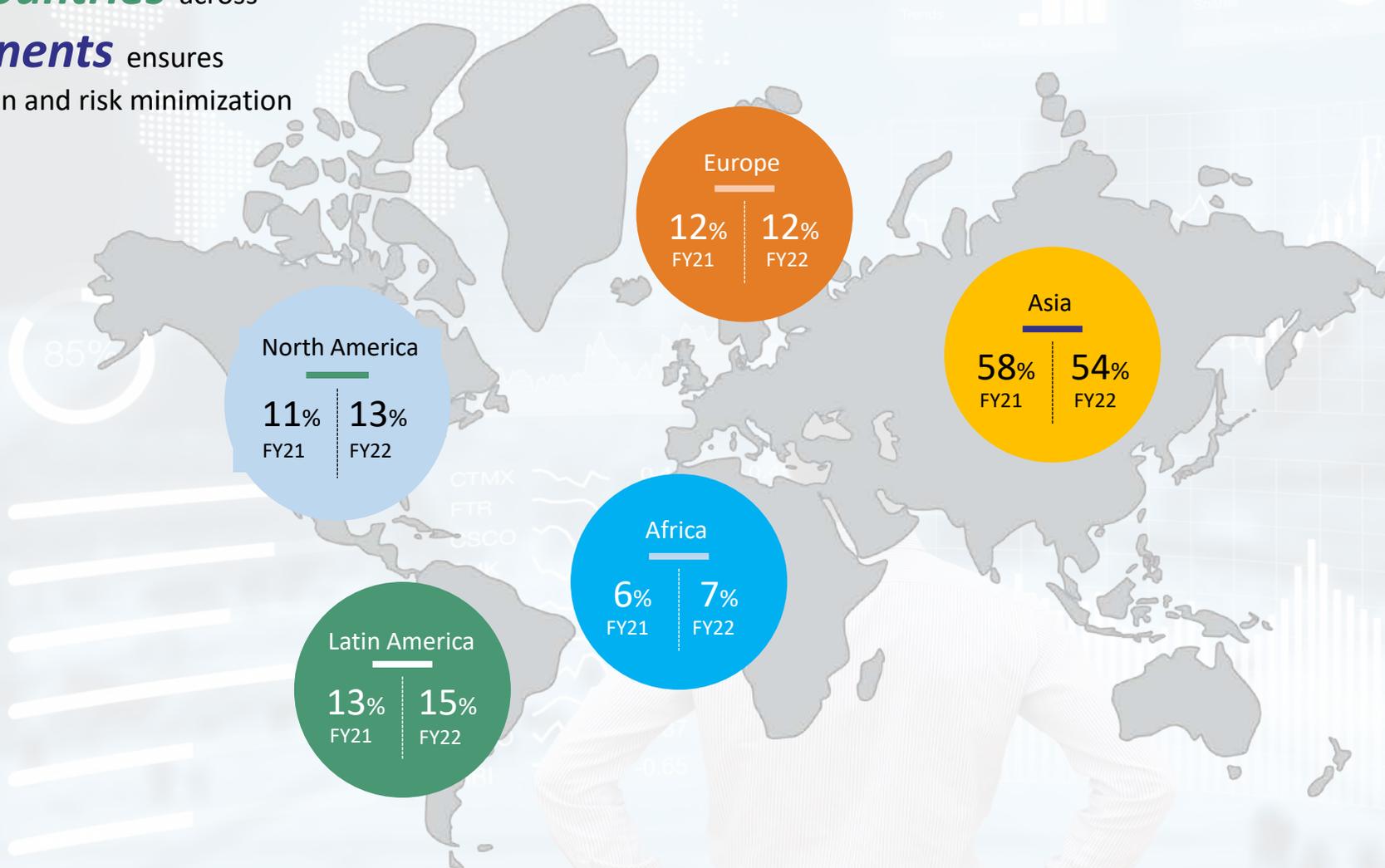
\*Import alert under resolution

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



# Diversified geographic presence

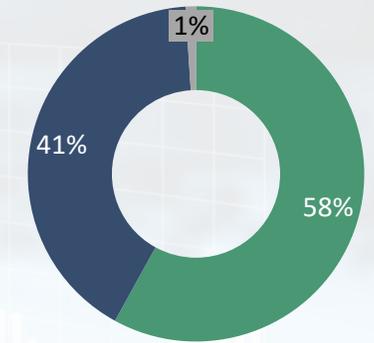
Presence in **100+ Countries** across **6 Continents** ensures diversification and risk minimization



## Top 10 Countries - Exports

Brazil	Mexico
Pakistan	Turkey
Indonesia	UAE
Egypt	Bangladesh
Switzerland	Germany

## Market



- Regulated
- Semi-Regulated
- Non-Regulated

As of FY22

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 coperial 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



Donation of Inverter, Water filters, Air coolers Steel cupboards, Table chair sets, Washing Machines, Wooden Medicine Racks, Examination Stools to various villages



## Coconut Tree Plantation





Capex of Rs. 600 crores underway [starting from FY22 for the next 4-5 years]

## Capex plans

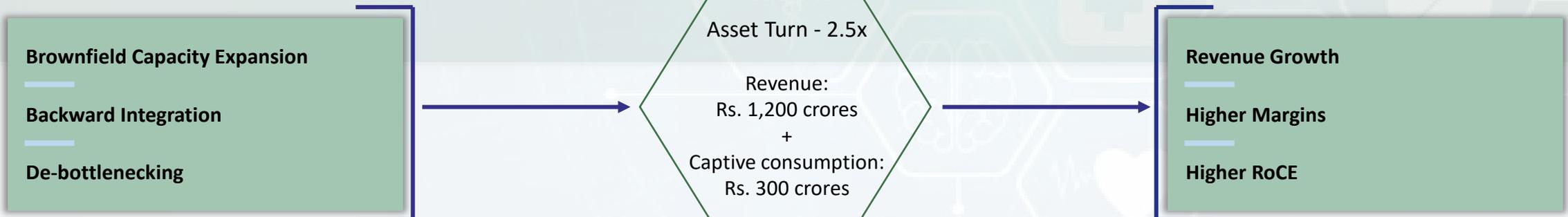
Phase wise capex will lead to distributed investments

Majority of the capex to be funded through internal accruals and minimal debt

Brownfield expansion and debottlenecking of API facilities

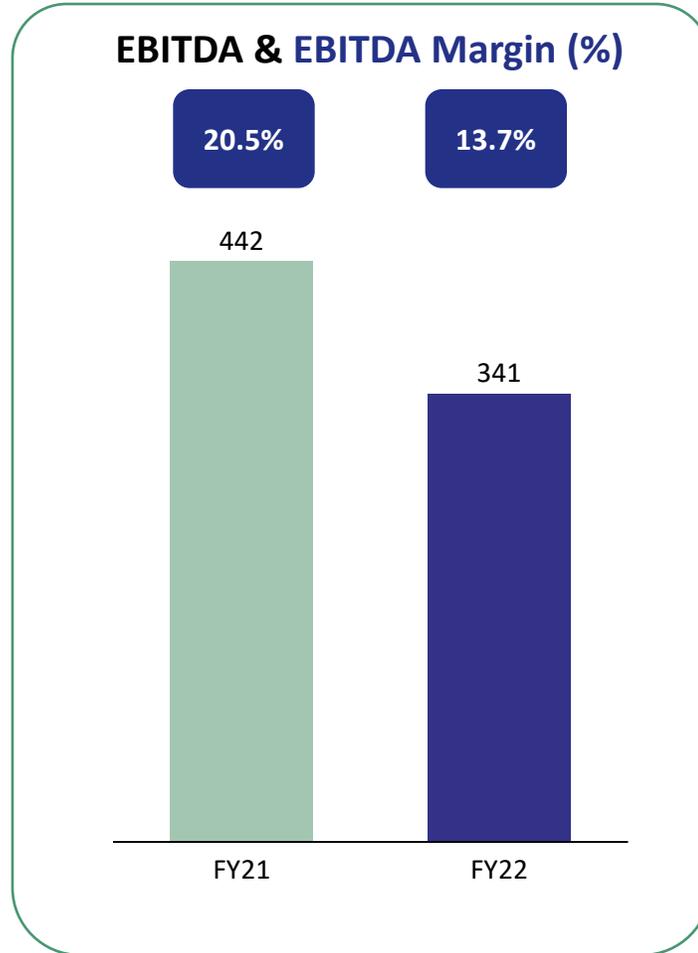
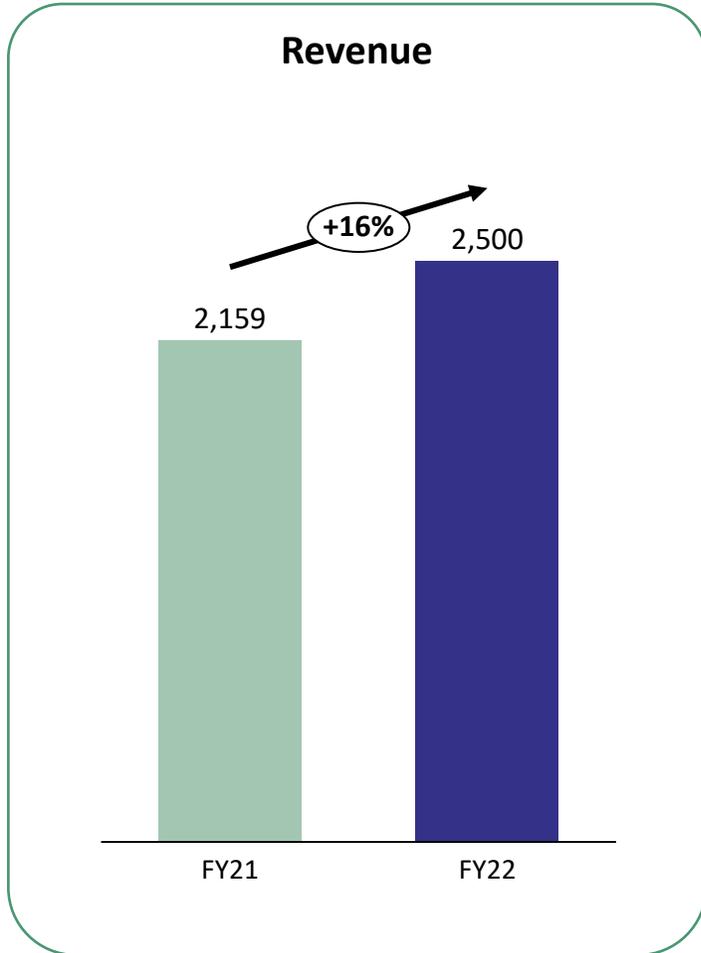
Brownfield expansion at Baddi plant will lead growth for Formulation business

Backward integration to lead cost synergies

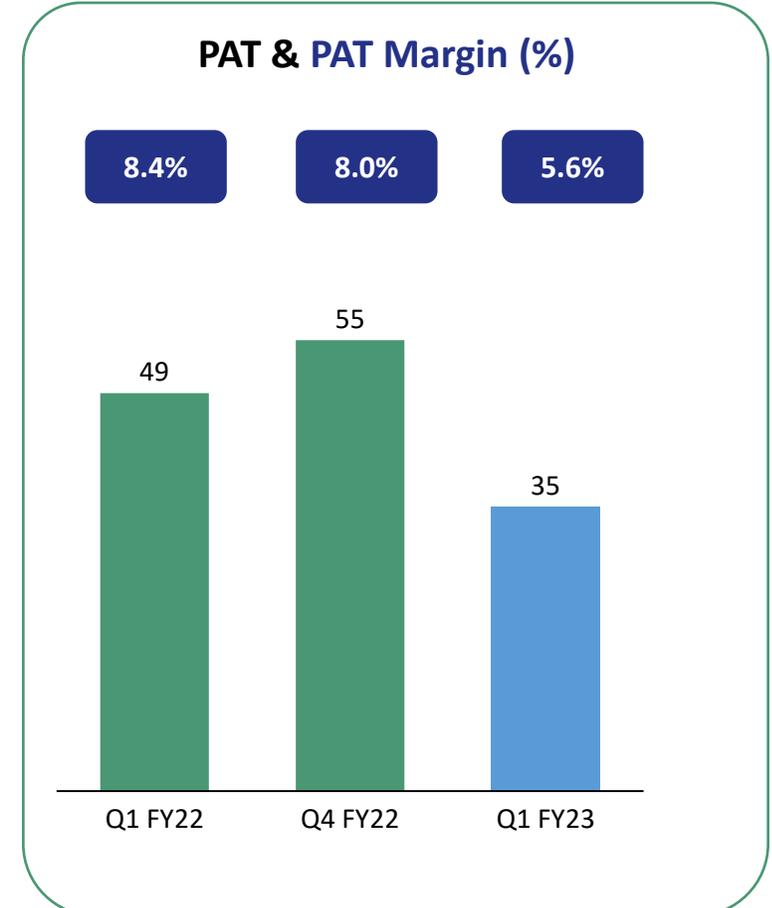
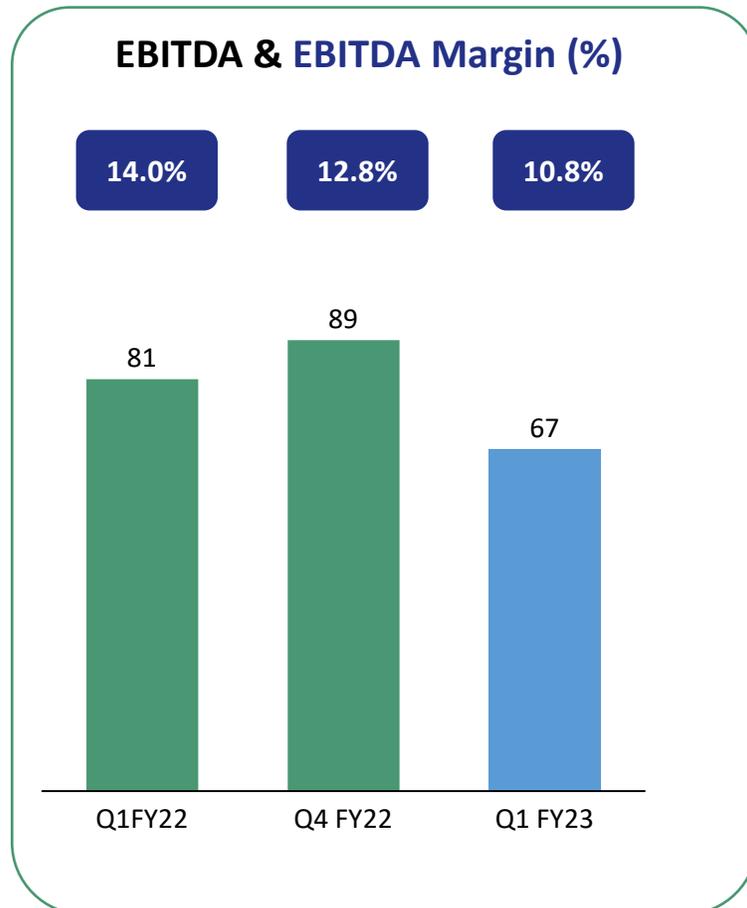
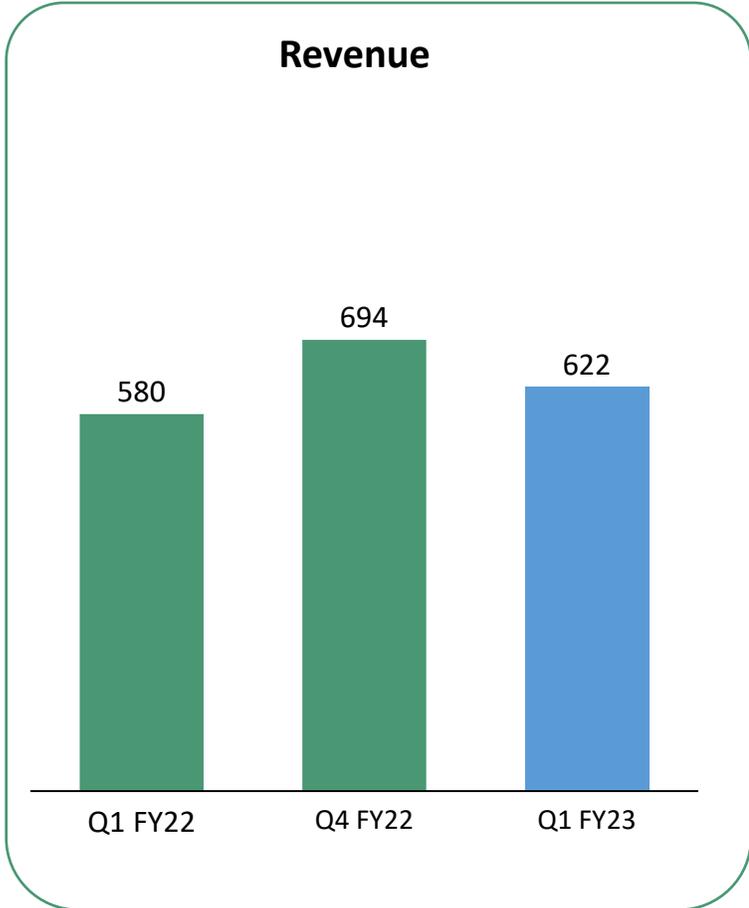




# Financial Highlights of FY22 and Q1 FY23



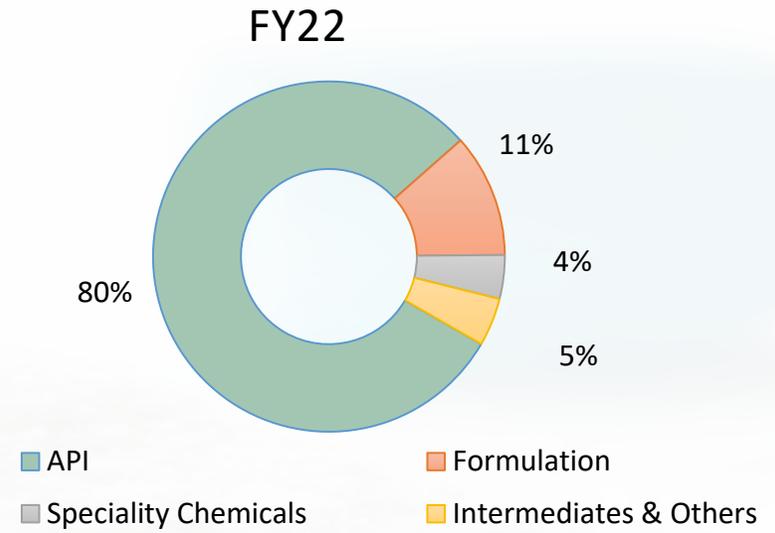
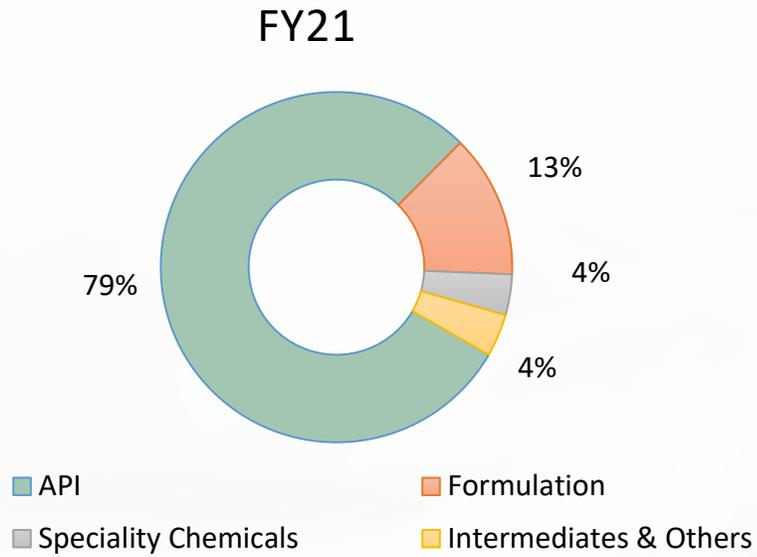
1. EBITDA includes other income & excludes exceptional items  
2. Exceptional items includes profit on sale of assets of Rs. 8.38 crores in Q4FY20, excluding exceptional items, PAT grew 2.3% YoY



1. EBITDA includes other income & excludes exceptional items



# FY22 Segmental Break-up



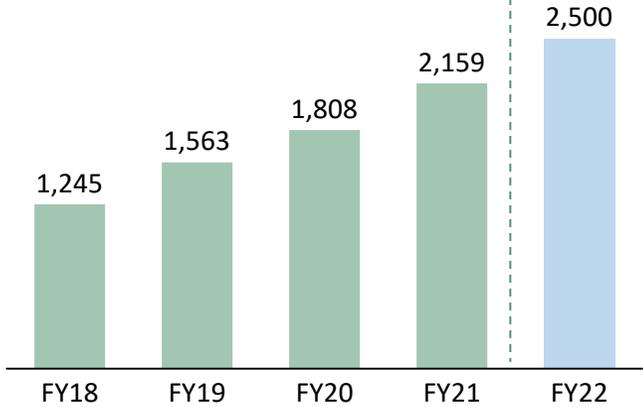


# Historical Performance At A Glance

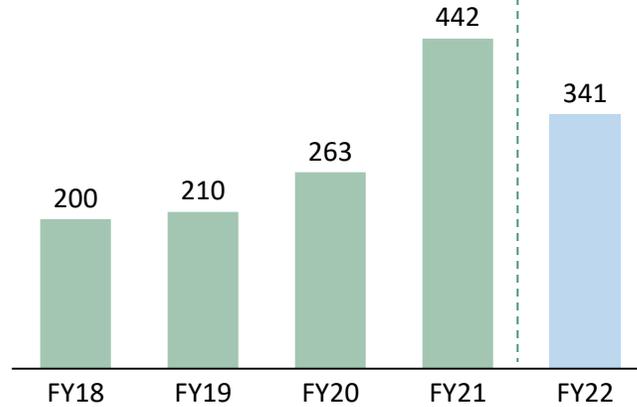


# Strong Financial Performance

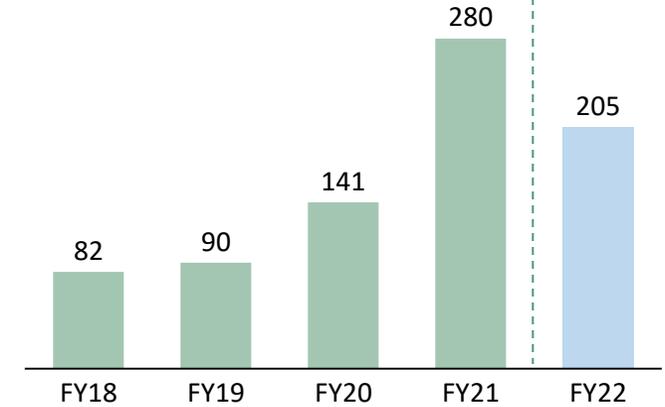
### Revenue (Rs. Crores)



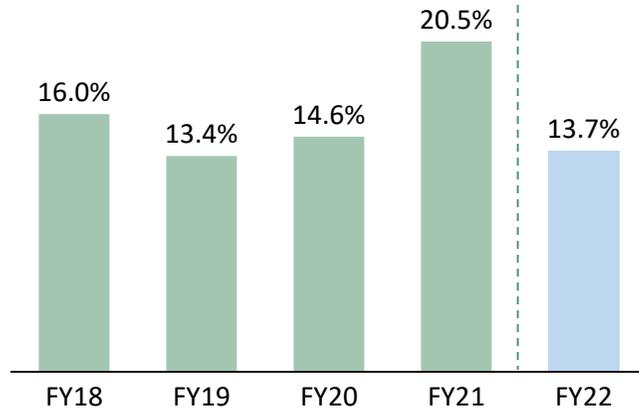
### EBITDA (Rs. Crores)



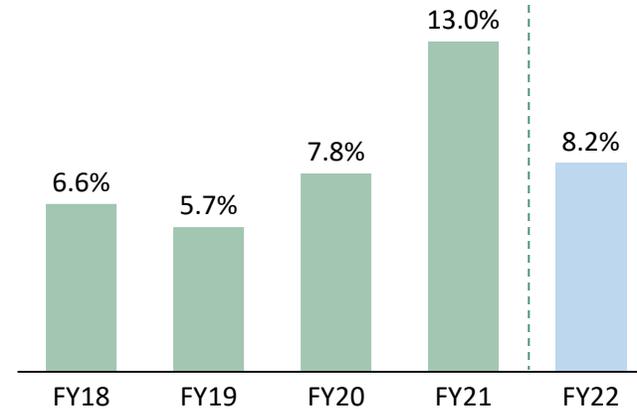
### PAT (Rs. Crores)



### EBITDA Margin (%)



### PAT Margin (%)

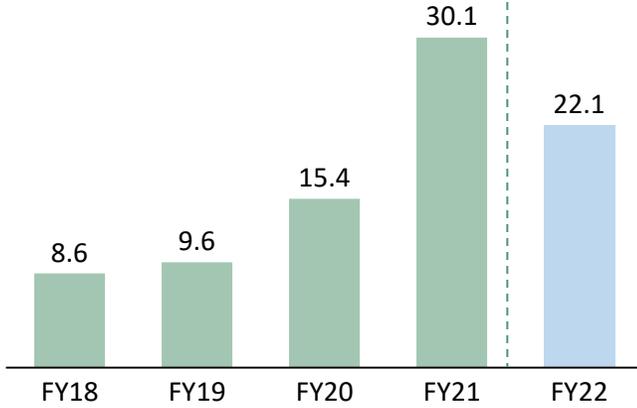




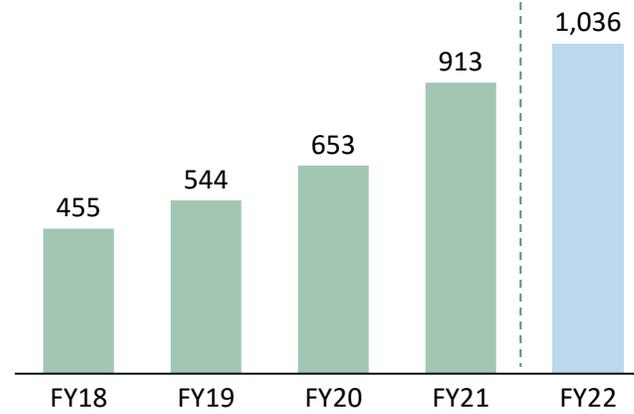
# Strong Financial Performance

Consolidated

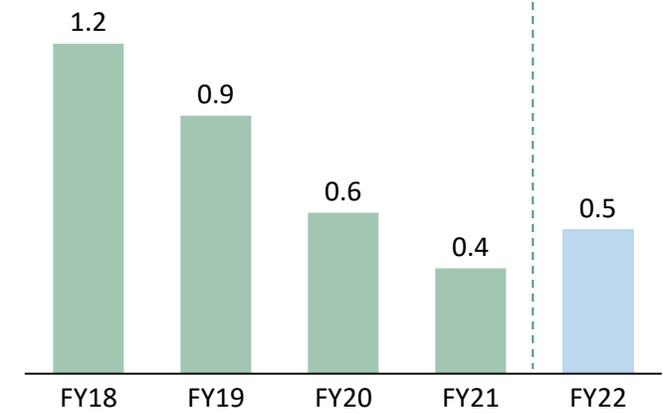
### EPS\* (in Rs.)



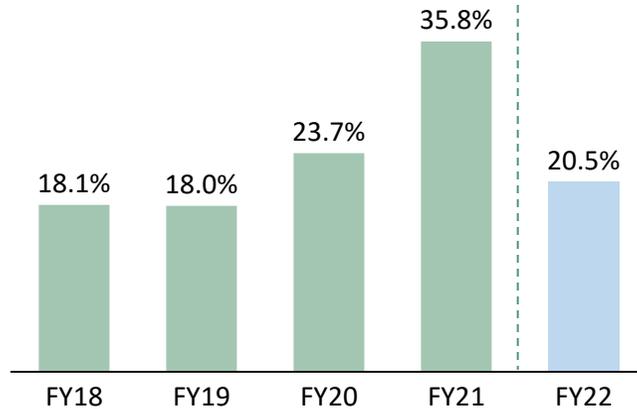
### Net Worth (in Rs. Crores)



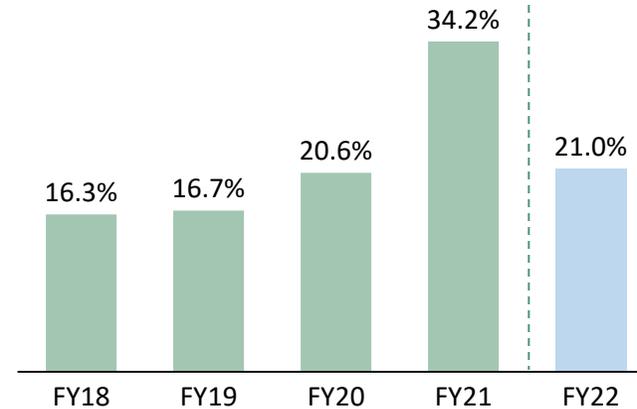
### Leverage (X)



### RoCE (%)



### RoE(%)



\* For EPS, adjusted includes previous year's figures in proportion to bonus issue year



## Distribution Policy

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

**15% to 30%** of

Consolidated Net Profits

*Distributed ~Rs. 67.9 Crores as Dividend over last 7 years*



*Distributed ~ Rs. 135.9 crores\* through buyback of shares over last 7 years*

**Distribution: ~21.5%**

*Distributed ~ Rs. 203.8 crores in form of dividend & buyback of shares over last 7 years*