



**Aarti Drugs Limited**

Manufacturers of : Bulk Drugs & Chemicals

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CIN No.:L37060MH1984PLC055433

**Ref: ADL/SE/2022-23/66**  
**October 20, 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,

**Sub:** Investor Presentation

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

Please find attached herewith Q2FY23 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

Q2FY23 Investor Presentation





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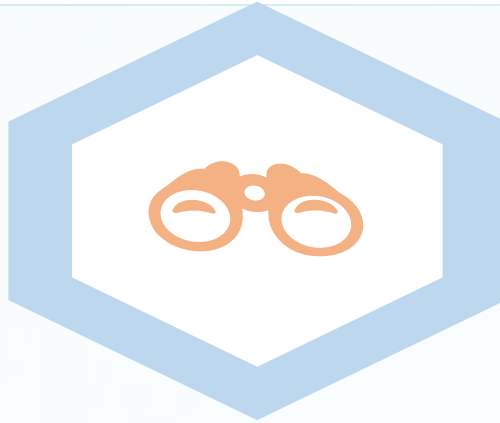


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# Company Overview



## 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.

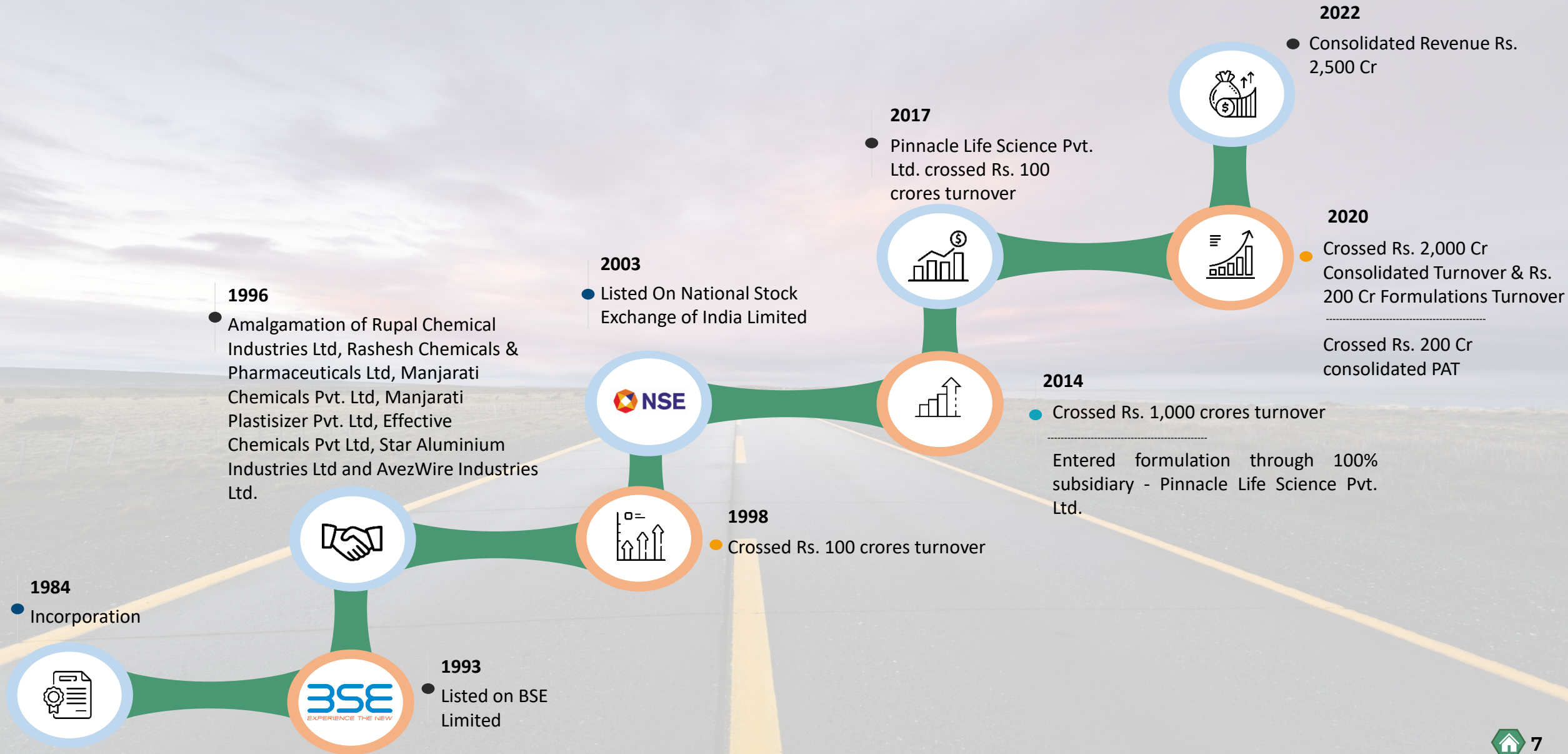


**Mr. Adhish P. Patil**  
Chief Financial Officer

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







# Key Facts & Figures



<b>12</b> Manufacturing Facilities	<b>4,077</b> MT/Monthly Capacity
<b>80+</b> Finished Products	<b>1,10,330</b> Sq.m Plant Area
<b>~1,450</b> Employees	<b>~37%</b> Export Revenue
<b>50+</b> API Molecules	Presence across <b>100+</b> 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 40,040 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

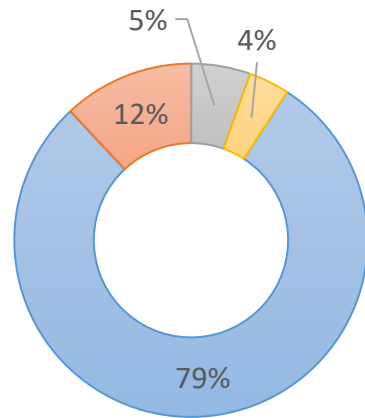


### Specialty Chemicals, Intermediates & Others

- 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
- Installed capacity of 8,880 MTPA

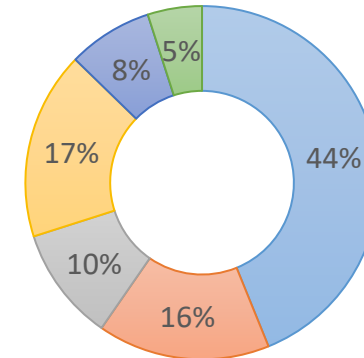


### Segmental Revenue



- 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 Q2FY23, 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

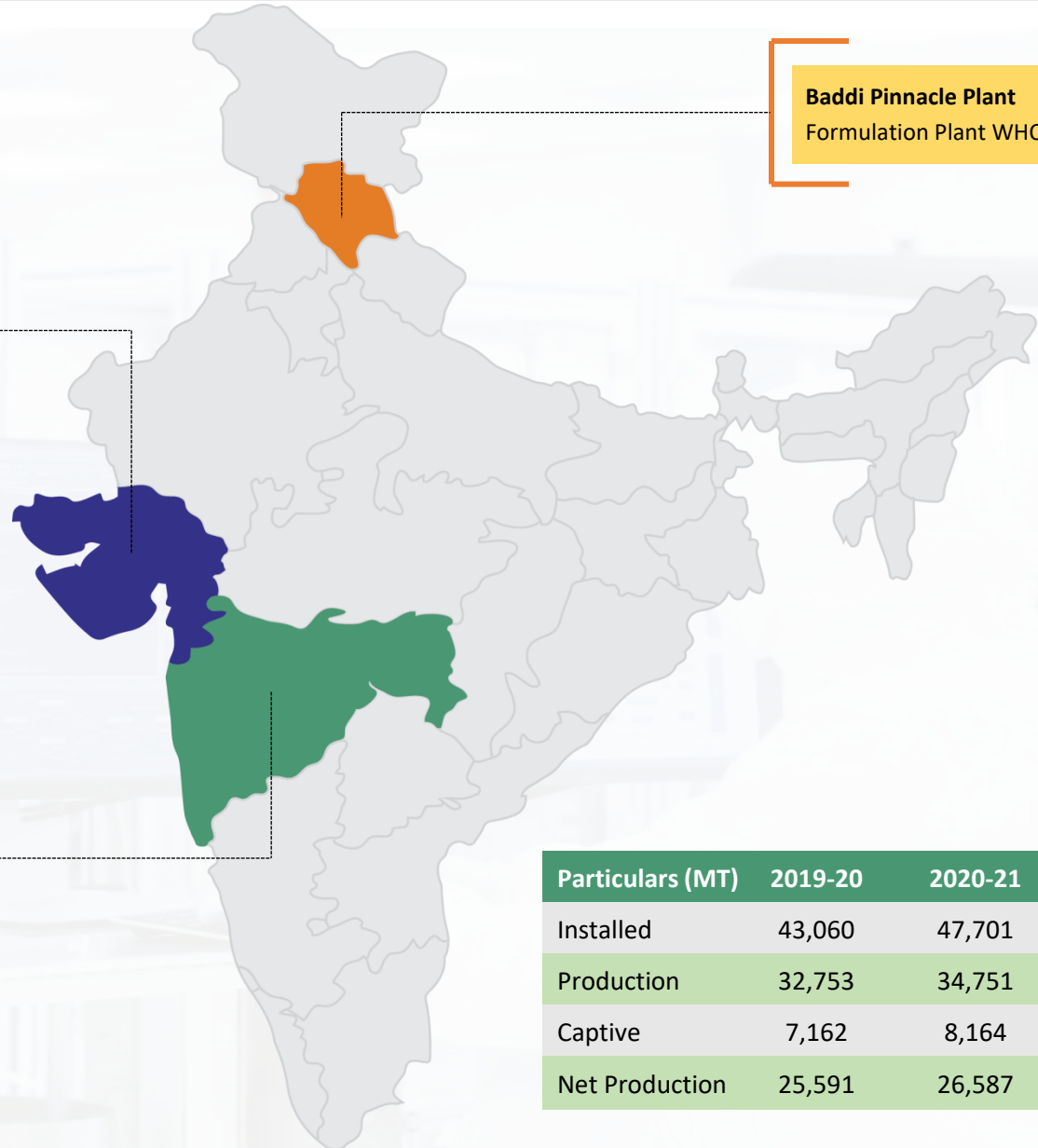
**W-61**  
EUGMP & WHO-GMP

**E-120**  
WHO-GMP

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

**T-150**  
Intermediates

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



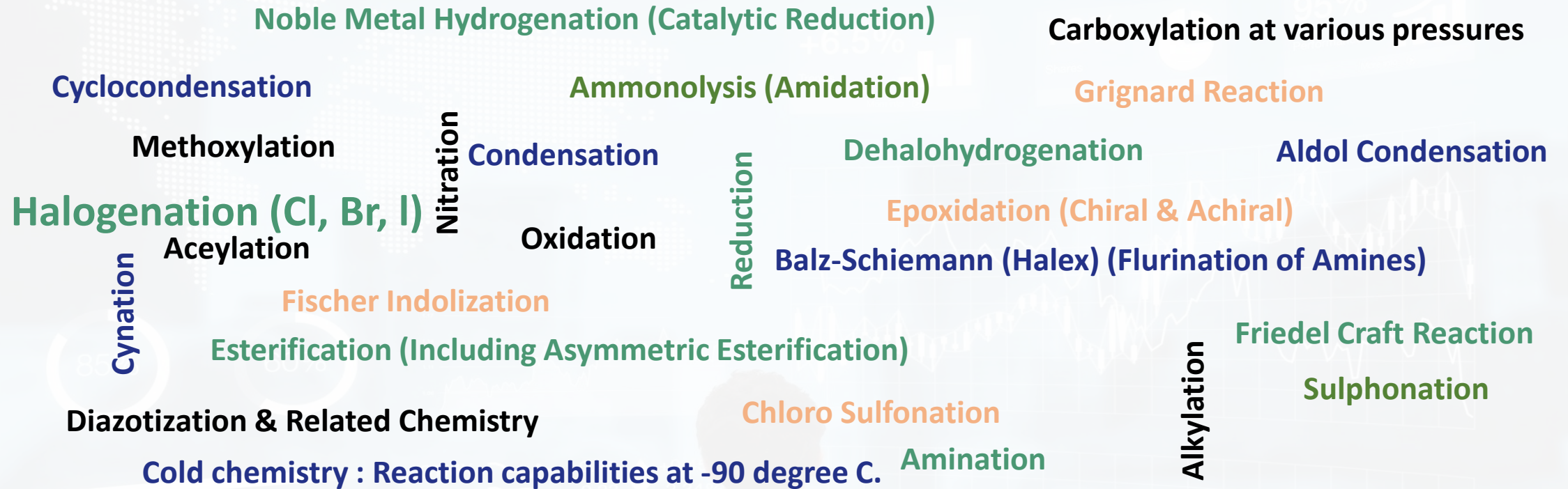
Particulars (MT)	2019-20	2020-21	2021-22
Installed	43,060	47,701	48,920
Production	32,753	34,751	37,697
Captive	7,162	8,164	7,657
Net Production	25,591	26,587	30,039

\*Import alert under resolution

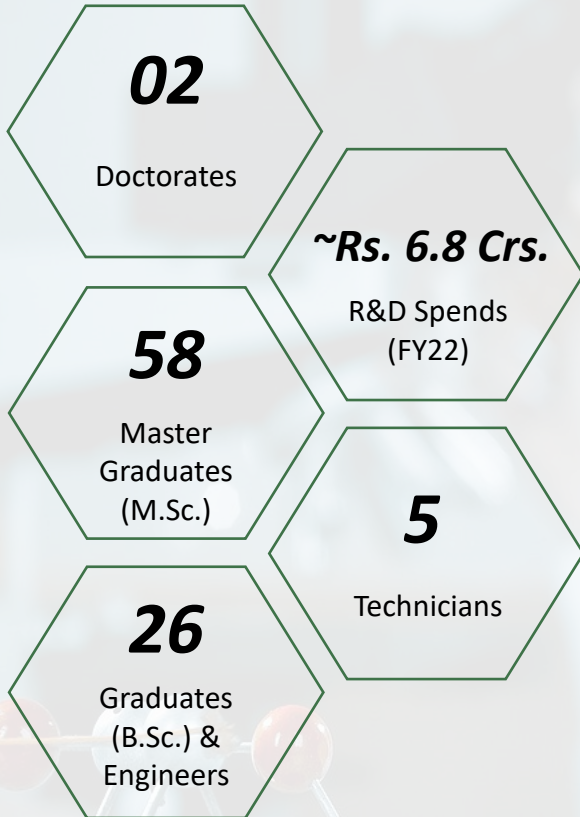
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## Reaction Capabilities



- 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

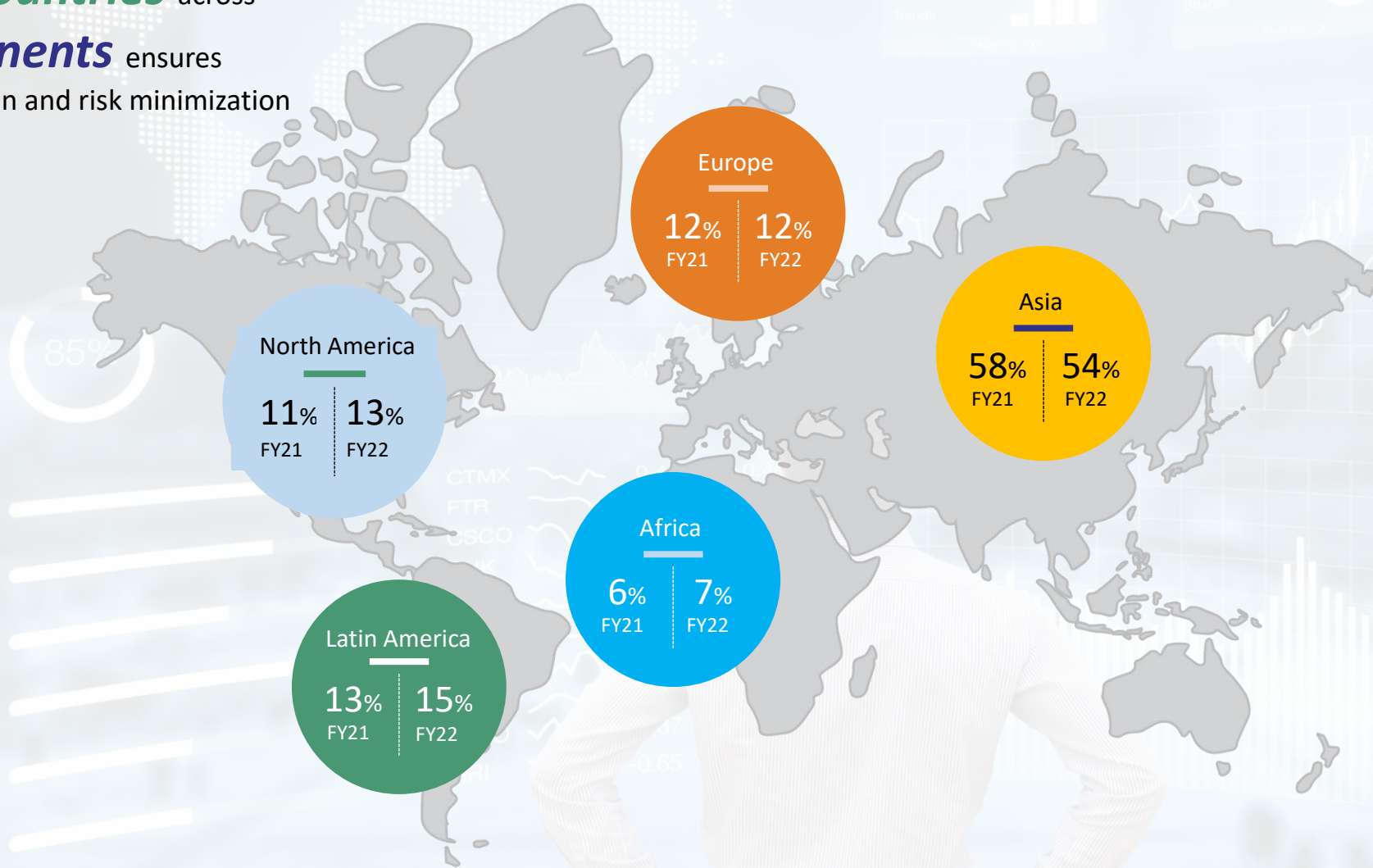
- Supports development of complex generics for in-house formulation business
- Developing complex oral solids for Regulated as well as Emerging markets

- 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

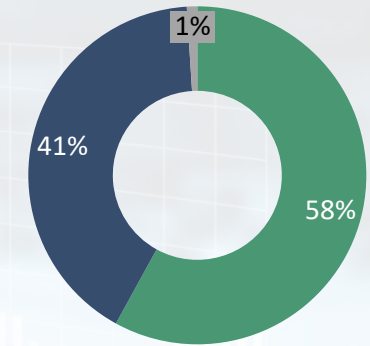
Presence in **100+ Countries** across **6 Continents** ensures diversification and risk minimization



## Top 10 Countries - Exports

Brazil	Mexico
Pakistan	Turkey
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





# Our Esteemed Clientele across segments

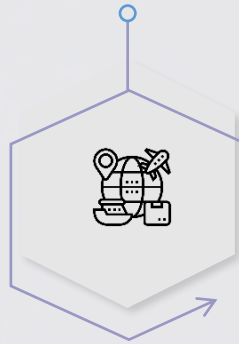




**1991-92**

**CHEMEXCIL**

Outstanding Performance in Export



**2005-06**

**AVAYA GLOBAL CONNECT**

Customer Responsiveness



**2012**

**CHEMEXCIL**

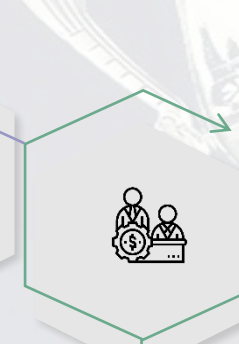
Outstanding Performance in Latin American Export



**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



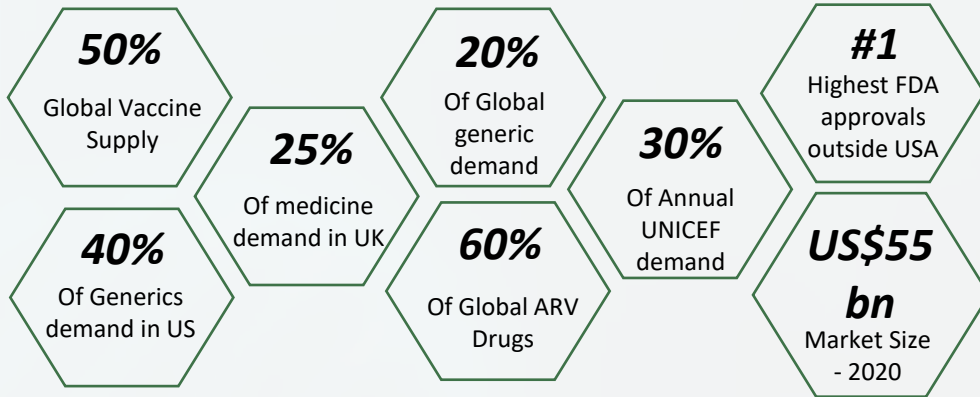
Donation of Inverter, Water filters, Air coolers Steel cupboards, Table chair sets, Washing Machines, Wooden Medicine Racks, Examination Stools to various villages

Coconut Tree Plantation





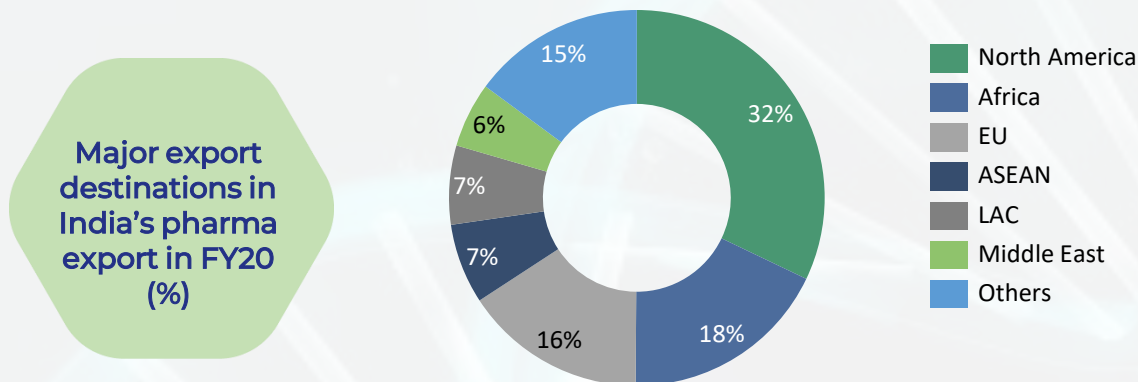
# Industry Overview



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.**

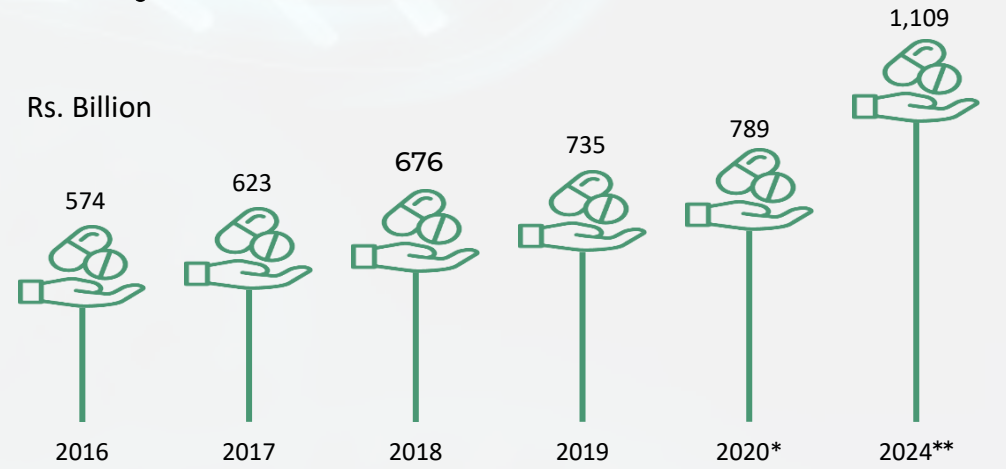
*The biggest export destination for Indian pharma product is the US. In FY20, 32.1% of India's pharma exports were to the North America, followed by 17.96% to Africa and 15.70% to the European Union.*



### 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



# 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



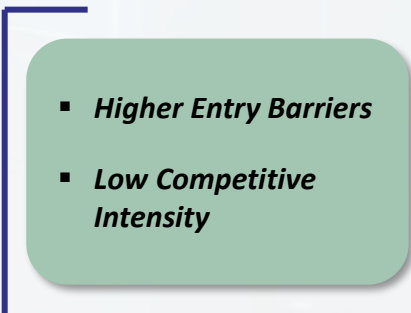
### Cost Structure

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

### Segmental Mix

- API business contributes ~80% of sales in FY22
- Focus on increasing contribution from Speciality Chemicals, Intermediates & Others, going forward

### Geographic Mix

- Domestic - Export mix at 63%:37% for FY22
- Presence across 100+ countries
- None of the region contributes more than 2/3<sup>rd</sup> of the revenue with Asia contributing the highest at 54% of total sales

### API Therapy Mix

- Top 5 therapies contributes ~88% of sales in FY22
- Anti-biotic products contributes highest at 41% to sales in FY22
- Top 10 products contribute to ~76% to sales in FY22
- Leaders in Domestic market in most of top 10 products

### Customer Mix

- Domestic: Largest client contributes ~4.7% of domestic sales whereas top 10 clients contribute ~29.2%
- Exports: Largest client contributes ~4.2% of exports sales whereas top 10 clients contribute ~20.9%

- Expanding Product Portfolio**
- Geographic Expansion**
- Diversified Customer Base**



- **Growth**
- **Risk Minimization**

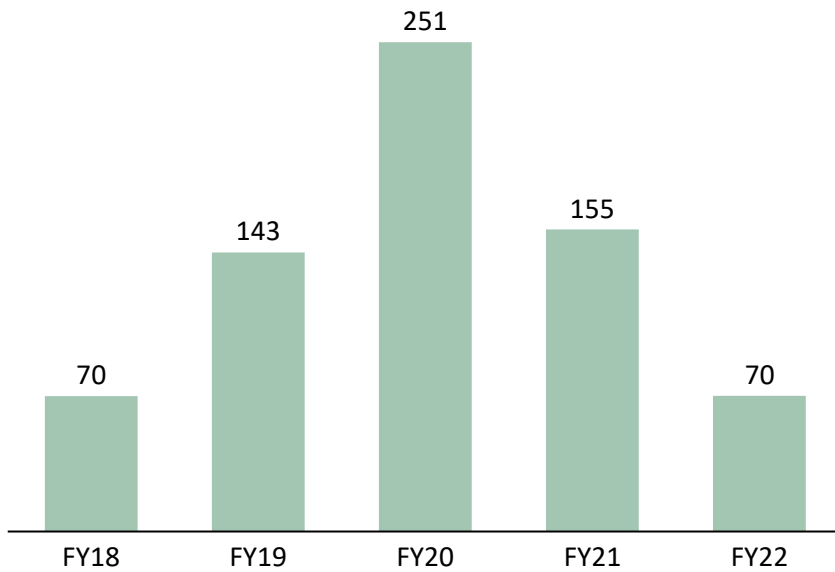


## Strong cashflows led to robust Balance Sheet giving financial flexibility for Growth

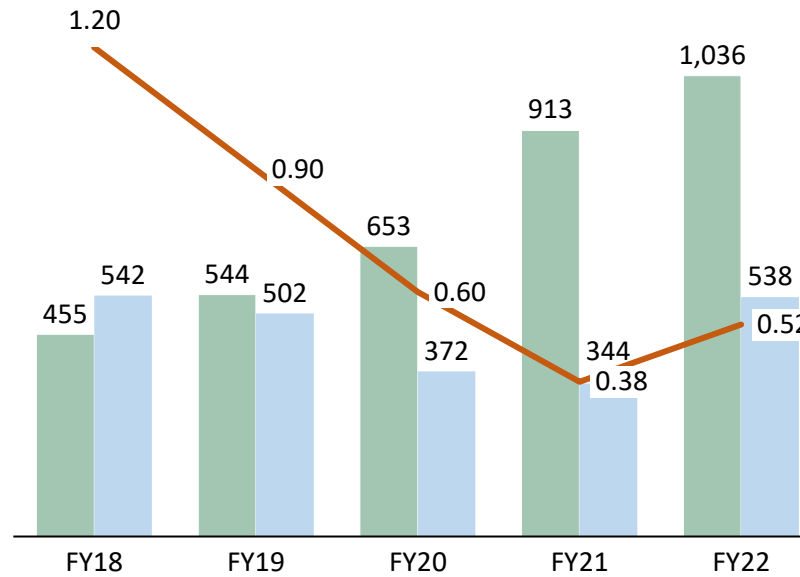
Strong net operating cashflow generation

Low leverage provides Balance Sheet strength

Net Operating Cashflow



Net Debt to Equity, Equity, Net Debt



Rs. crores Sep-22

**Net Debt** 586

**Equity** 1,110

**Total Assets** 2,269

Key Ratios Sep-22

**Net Debt/ Equity (x)** 0.53

**Net Debt/ Assets (x)** 0.26



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

## Capex plans

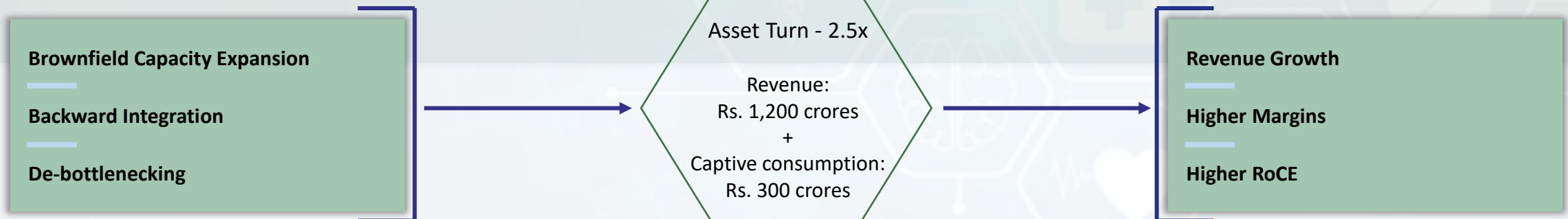
Phase wise capex will lead to distributed investments

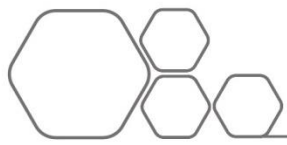
Majority of the capex to be funded through internal accruals and minimal debt

Brownfield expansion and debottlenecking of API facilities

Brownfield expansion at Baddi plant will lead growth for Formulation business

Backward integration to lead cost synergies





## 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-Mar-22

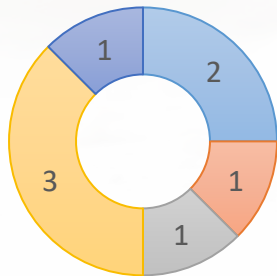
## API

Product Under Development



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

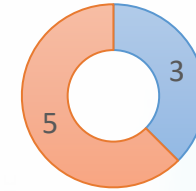
Product Under Pipeline



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

## Finished Dosages

Product Under Development : New Age Molecules For regulated Markets



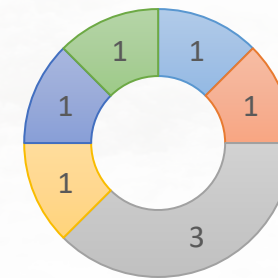
- Anti-Coagulant
- Anti Diabetic

Product Under Development: LATAM & Emerging Markets



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

Product Under Development



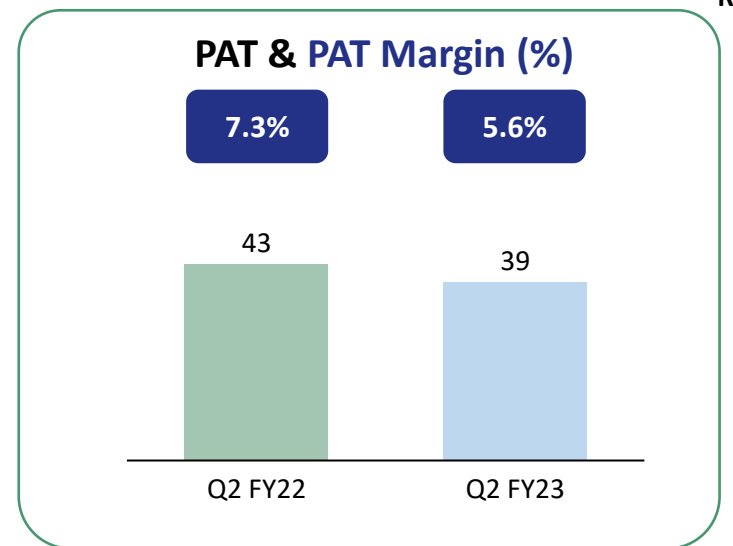
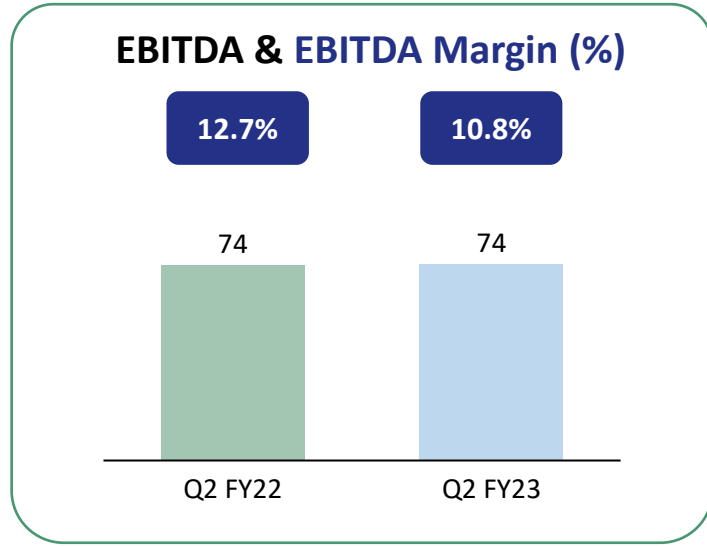
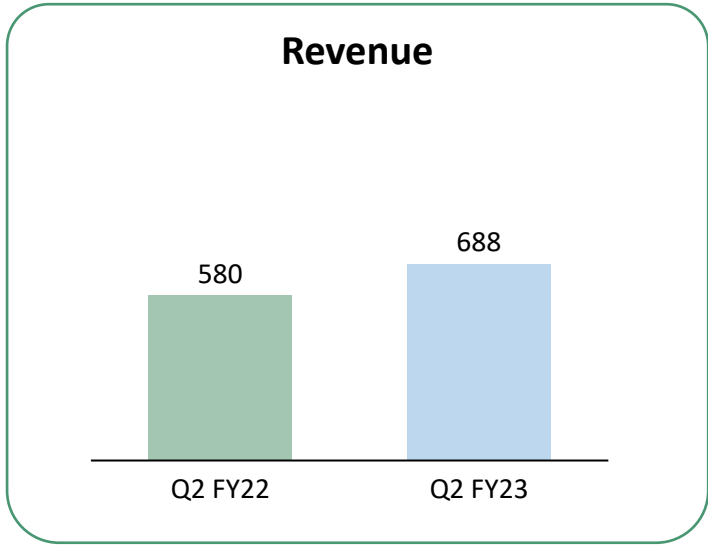
- Anti-Platelet
- Anticonvulsants
- Antiretroviral
- Anti-Depressants
- Leukotriene Receptor Antagonists
- Antipsychotics



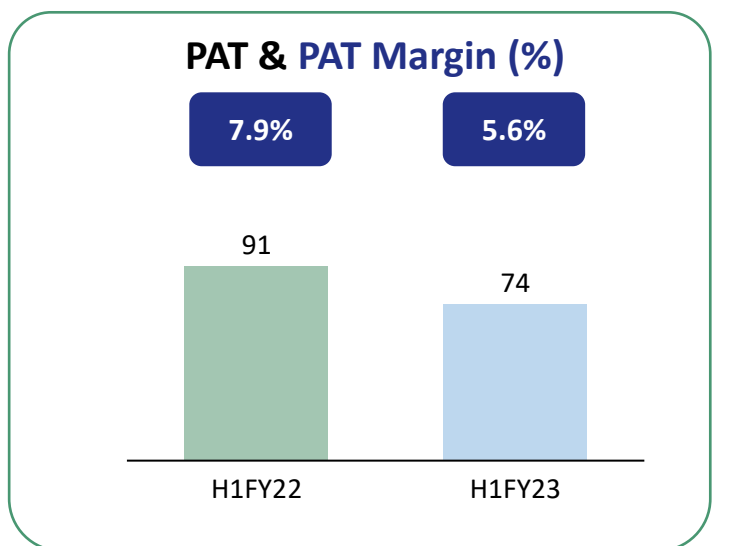
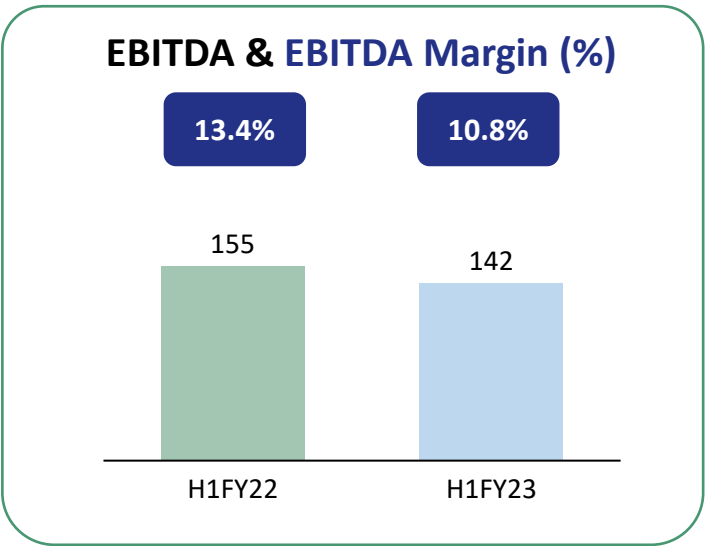
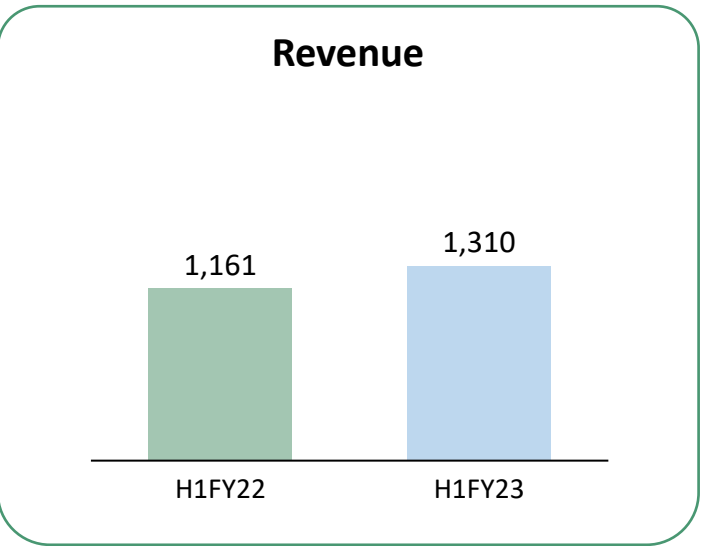
# Financial Highlights



Q2 Highlights



H1 Highlights

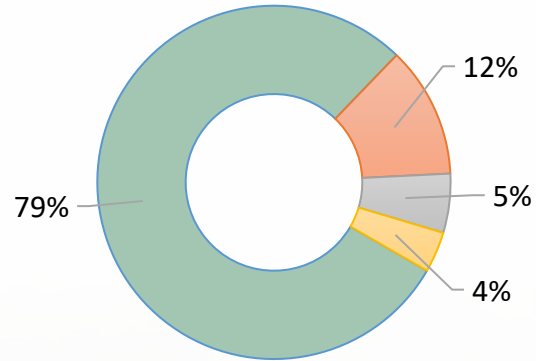


1. EBITDA includes other income & excludes exceptional items



## Quarterly

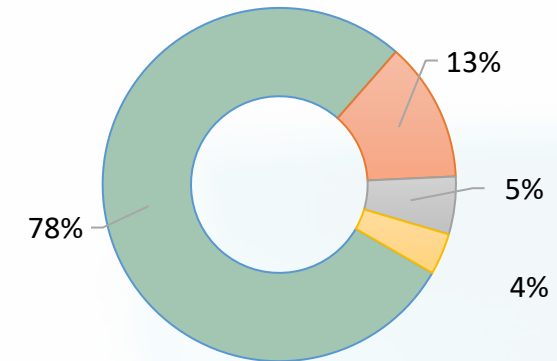
### Q2FY23



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

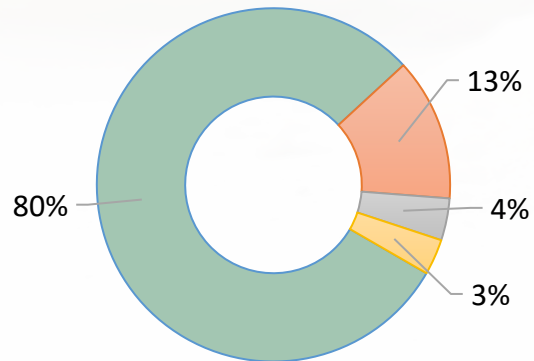
## Half-Year Ended

### H1FY23



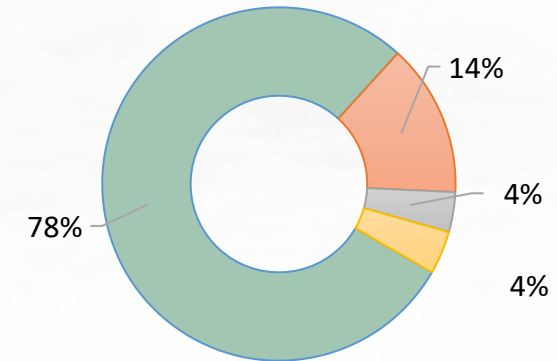
- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

### Q2FY22



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

### H1FY22



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

# Consolidated Profit & Loss Statement


Particulars (Rs. Crores)	Q2FY23	Q2FY22	YoY%	H1FY23	H1FY22	YoY%
<b>Net Revenue from Operations</b>	<b>687.7</b>	<b>579.6</b>	<b>19%</b>	<b>1309.7</b>	<b>1,159.6</b>	<b>13%</b>
Other Income	0.1	0.1		0.3	1.7	
Total Revenue	687.8	579.7		1,310.0	1,161.3	
COGS	481.1	395.5		910.1	791.8	
<b>Gross Profit</b>	<b>206.6</b>	<b>184.2</b>	<b>12%</b>	<b>399.9</b>	<b>369.5</b>	<b>8%</b>
<b>Gross Margin (%)</b>	<b>30.0%</b>	<b>31.8%</b>	<b>(180)bps</b>	<b>30.5%</b>	<b>31.9%</b>	<b>(140)bps</b>
Employee Expenses	22.1	20.6		42.9	40.4	
Other Expenses	110.3	89.8		215.3	174.0	
<b>EBITDA</b>	<b>74.3</b>	<b>73.8</b>	<b>1%</b>	<b>141.7</b>	<b>155.1</b>	<b>(9)%</b>
<b>EBITDA Margin (%)</b>	<b>10.8%</b>	<b>12.7%</b>	<b>(190)bps</b>	<b>10.8%</b>	<b>13.4%</b>	<b>(260)bps</b>
Finance Costs	8.5	5.3		15.3	9.5	
Depreciation	12.7	12.5		25.2	24.9	
Exceptional Item	0.0	0.0		0.0	0.0	
<b>PBT</b>	<b>53.2</b>	<b>56.1</b>	<b>(5)%</b>	<b>101.2</b>	<b>120.8</b>	<b>(16)%</b>
Taxes	14.5	13.5		27.7	29.4	
<b>Reported PAT</b>	<b>38.7</b>	<b>42.6</b>	<b>(9)%</b>	<b>73.5</b>	<b>91.4</b>	<b>(20)%</b>
<b>PAT Margin<sup>1</sup> (%)</b>	<b>5.6%</b>	<b>7.3%</b>	<b>(170)Bps</b>	<b>5.6%</b>	<b>7.9%</b>	<b>(230)bps</b>
Cash PAT <sup>2</sup>	51.4	55.1	(7)%	98.7	116.3	(15)%
Earnings Per Share (EPS)	4.18	4.60	(9)%	7.94	9.85	(19)%

Equities & Liabilities (Rs. Crores)	Sep-22	Mar-22
<b>Equity</b>		
Equity Share capital	92.6	92.6
Other Equity	1,017.3	943.8
Non Controlling Interest	-0.1	-0.1
<b>Total Equity</b>	<b>1,109.8</b>	<b>1,036.3</b>
Financial liabilities		
(i) Borrowings	136.2	138.5
(ii) Lease Liabilities	1.2	1.9
(iii) Other Financial liabilities	10.1	9.6
Other non current Liability	0.0	0.0
Deferred tax liabilities (Net)	74.2	72.4
Provisions	3.0	9.2
<b>Total Non Current Liabilities</b>	<b>224.8</b>	<b>231.6</b>
Financial liabilities		
(i) Borrowings	445.9	399.8
(ii) Lease Liabilities	2.3	2.6
(iii) Trade Payables	434.7	468.7
(iv) Other financial liabilities	0.0	0.0
Provisions	2.7	3.7
Other current liabilities	48.7	65.2
Current tax liabilities (Net)		0.0
<b>Total Current Liabilities</b>	<b>934.3</b>	<b>940.1</b>
<b>Total Equity and Liabilities</b>	<b>2,269.0</b>	<b>2,208.0</b>

Assets (Rs. Crores)	Sep-22	Mar-22
<b>Non Current assets</b>		
Property, Plant and Equipment	682.2	685.7
Capital work in progress	131.0	76.7
Intangible assets	0.4	0.2
Right to use assets	3.2	4.1
Financial Assets		
(i) Investments	19.5	19.5
(ii) Loans	0.0	0.0
Deferred Tax Assets (net)	0.0	0.0
Other non-current assets	32.4	28.4
<b>Total Non Current Assets</b>	<b>868.7</b>	<b>814.6</b>
Current Assets		
Inventories	581.0	525.9
Financial Assets	0.0	0.0
Investments		
(i) Trade receivables	709.3	749.9
(ii) Cash and Bank Balances	14.5	22.3
(iii) Loans	12.7	12.6
Current Tax Assets(Net)	0.0	0.0
Other current assets	82.7	82.6
<b>Total Current Assets</b>	<b>1,400.3</b>	<b>1,393.4</b>
Non current Asset held for sale		
<b>Total Assets</b>	<b>2,269.0</b>	<b>2,208.0</b>

# Consolidated Cash Flow Statement

Particulars (Rs. crores)	H1FY23	H1FY22
<b>Net Profit before Tax and Extraordinary items</b>	<b>101.2</b>	<b>120.8</b>
Adjustments for: Non Cash Items / Other Investment or Financial Items	42.4	33.0
<b>Operating profit before working capital changes</b>	<b>143.6</b>	<b>153.8</b>
Changes in working capital	-75.8	-69.3
<b>Cash generated from Operations</b>	<b>67.8</b>	<b>84.4</b>
Direct taxes paid (net of refund)	-31.8	-48.8
<b>Net Cash from Operating Activities</b>	<b>36.0</b>	<b>35.7</b>
<b>Net Cash from Investing Activities</b>	<b>-78.8</b>	<b>-74.8</b>
<b>Net Cash from Financing Activities</b>	<b>35.0</b>	<b>36.1</b>
Net Decrease in Cash and Cash equivalents	-7.8	-3.1
Add: Cash & Cash equivalents at the beginning of the period	21.6	8.8
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>13.8</b>	<b>5.7</b>



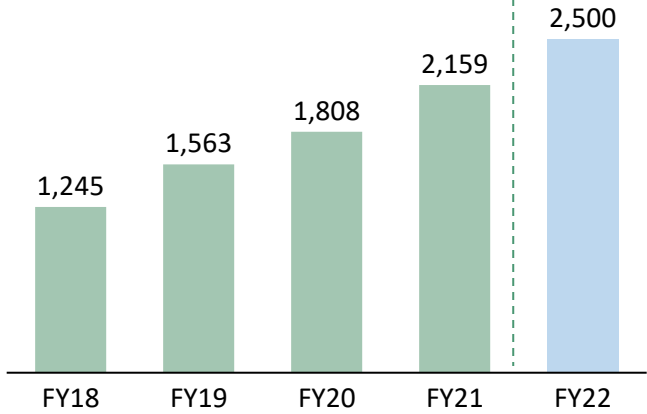
# Historical Performance At A Glance



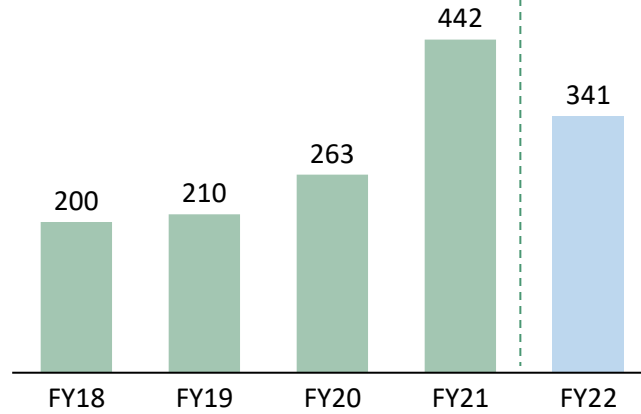


# Strong Financial Performance

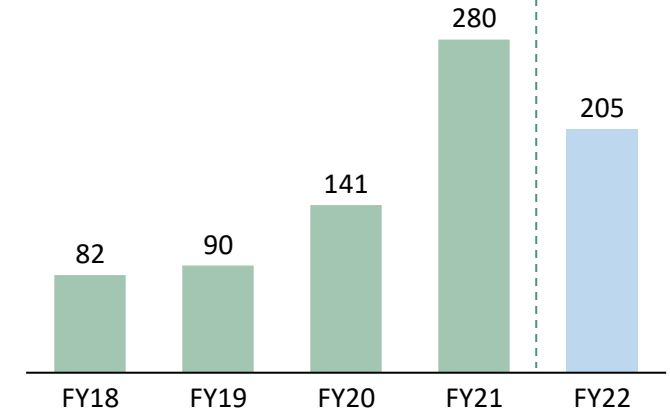
### Revenue (Rs. Crores)



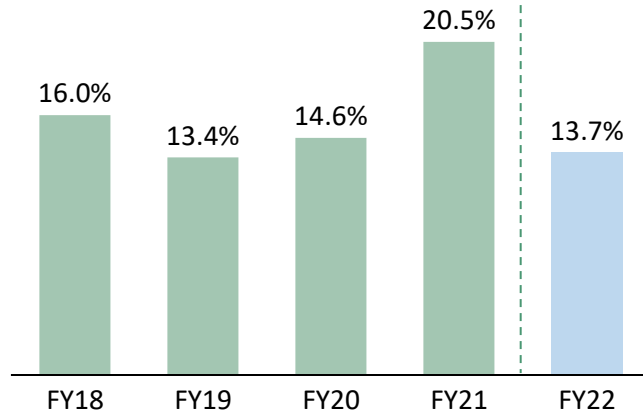
### EBITDA (Rs. Crores)



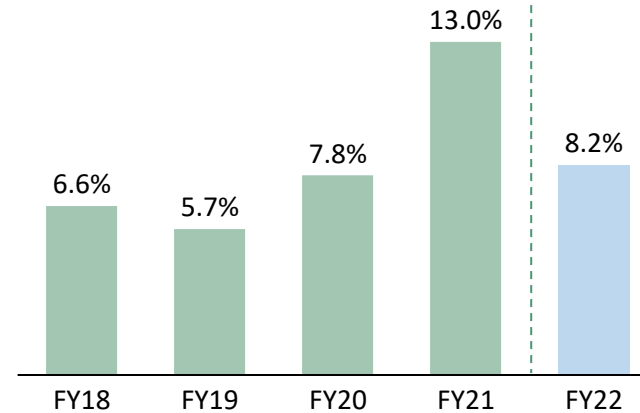
### PAT (Rs. Crores)



### EBITDA Margin (%)



### PAT Margin (%)

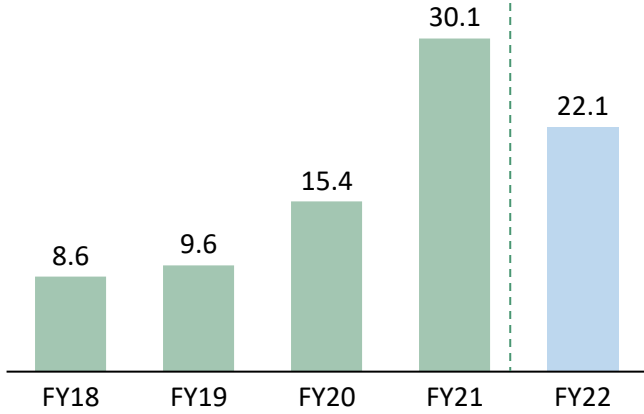




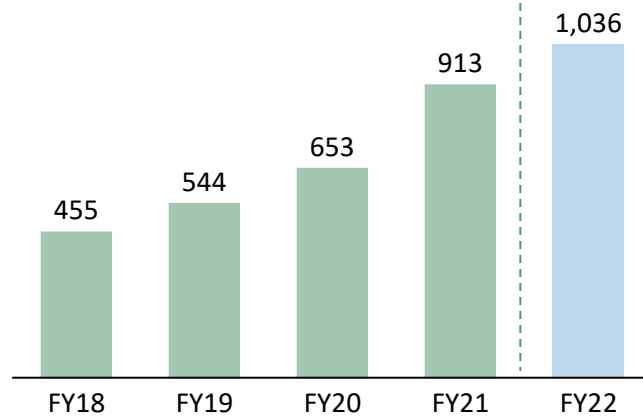
# Strong Financial Performance

Consolidated

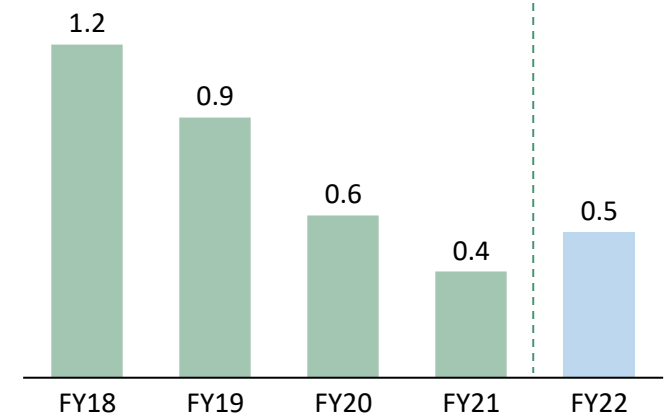
### EPS\* (in Rs.)



### Net Worth (in Rs. Crores)

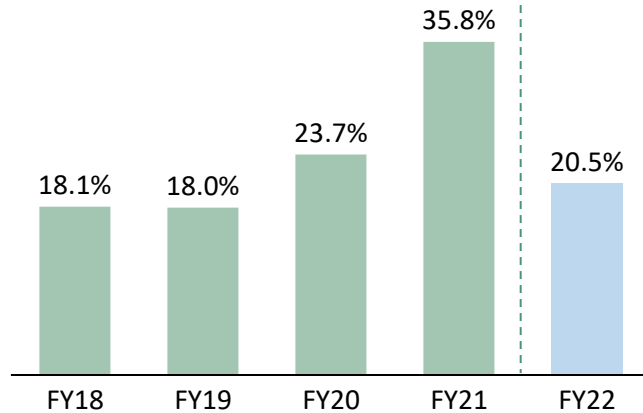


### Leverage (X)

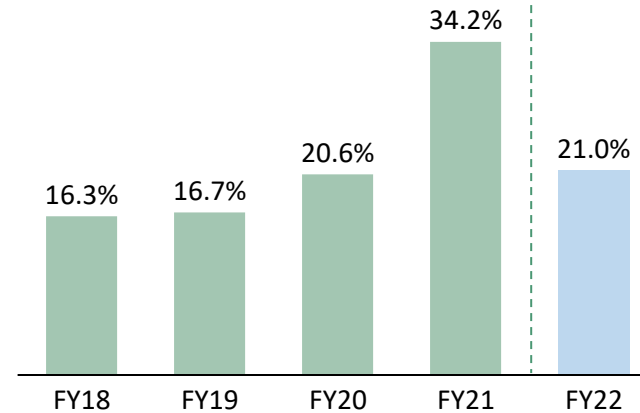


\* For EPS, adjusted includes previous year's figures in proportion to bonus issue year

### RoCE (%)



### RoE(%)





## Distribution Policy

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

**15% to 30%** of

Consolidated Net Profits

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



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

**Distribution: ~20%**

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

# Consolidated Profit & Loss Account Statement

Particulars (Rs. crores)	FY22	FY21	FY20	FY19	FY18
<b>Net Revenue from Operations</b>	<b>2,488.6</b>	<b>2,154.8</b>	<b>1,806.1</b>	<b>1,560.9</b>	<b>1,243.7</b>
Other Income	11.3	4.5	1.5	2.4	1.1
COGS	1688.8	1321.0	1,178.9	1,059.9	782.7
<b>Gross Profit</b>	<b>811.1</b>	<b>838.3</b>	<b>628.7</b>	<b>503.4</b>	<b>462.1</b>
<b>Gross Margin (%)</b>	<b>32.6%</b>	<b>38.9%</b>	<b>34.8%</b>	<b>32.3%</b>	<b>37.2%</b>
Employee Expenses	82.8	80.5	69.4	60.9	57.9
Other Expenses	387.5	316.1	296.0	232.7	204.6
<b>EBITDA</b>	<b>340.8</b>	<b>441.6</b>	<b>263.3</b>	<b>209.8</b>	<b>199.6</b>
<b>EBITDA Margin (%)</b>	<b>13.7%</b>	<b>20.5%</b>	<b>14.6%</b>	<b>13.4%</b>	<b>16.0%</b>
Finance Costs	20.7	23.0	33.7	40.0	35.0
Depreciation	50.0	49.9	48.8	42.6	40.1
<b>PBT before exceptional item</b>	<b>270.0</b>	<b>368.8</b>	<b>180.8</b>	<b>129.6</b>	<b>125.6</b>
Exceptional Expense/(Gain) <sup>1</sup>	0.0	-0.2	-4.5	3.8	0.0
<b>PBT</b>	<b>270.0</b>	<b>369.0</b>	<b>186.8</b>	<b>133.4</b>	<b>125.6</b>
Taxes	65.0	88.6	43.8	41.2	42.2
<b>Reported PAT</b>	<b>205.0</b>	<b>280.4</b>	<b>143.0</b>	<b>92.2</b>	<b>83.4</b>
<b>Cash PAT</b>	<b>255.0</b>	<b>330.3</b>	<b>191.8</b>	<b>134.8</b>	<b>123.5</b>
<b>PAT Margin<sup>1</sup> (%)</b>	<b>8.2%</b>	<b>13.0%</b>	<b>7.9%</b>	<b>5.9%</b>	<b>6.7%</b>
Earnings Per Share <sup>2</sup> (EPS)	22.12	30.09	15.14	9.60	8.60

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)	FY22	FY21	FY20	FY19	FY18
<b>Equity</b>					
Equity Share capital	92.6	93.2	23.3	23.6	23.6
Other Equity	943.8	820.2	629.2	519.9	431.8
Non Controlling Interest	-0.1	0.0	0.0	0.0	0.0
<b>Total Equity</b>	<b>1,036.3</b>	<b>913.4</b>	<b>652.5</b>	<b>543.4</b>	<b>455.4</b>
<b>Financial liabilities</b>					
(i) Borrowings	138.5	147.6	180.3	208.2	202.7
(ii) Lease Liabilities	1.9	0.0	0.0	0.0	0.0
(iii) Other Financial liabilities	9.6	10.9	14.7	10.7	11.8
Other non current Liability	0.0	0.0	0.0	0.0	0.0
Deferred tax liabilities (Net)	72.4	77.1	80.7	89.8	80.9
Provisions	9.2	21.7	23.6	12.3	16.9
<b>Total Non Current Liabilities</b>	<b>231.6</b>	<b>257.2</b>	<b>299.3</b>	<b>321.1</b>	<b>312.3</b>
<b>Financial liabilities</b>					
(i) Borrowings	399.8	157.2	157.7	263.2	305.6
(ii) Lease Liabilities	2.6	0.0	0.0	0.0	0.0
(iii) Trade Payables	468.7	330.0	329.5	242.6	258.7
(iv) Other financial liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	3.7	2.8	4.6	2.2	0.9
Other current liabilities	65.2	105.4	132.8	82.9	56.4
Current tax liabilities (Net)	0.0	0.0	0.0	0.0	0.0
<b>Total Current Liabilities</b>	<b>940.1</b>	<b>595.4</b>	<b>624.7</b>	<b>591.0</b>	<b>621.7</b>
<b>Total Equity and Liabilities</b>	<b>2,208.0</b>	<b>1,766.0</b>	<b>1,576.5</b>	<b>1,455.5</b>	<b>1,389.4</b>

Assets (Rs. crores)	FY22	FY21	FY20	FY19	FY18
<b>Non Current assets</b>					
Property, Plant and Equipment	685.7	659.2	642.3	622.0	597.9
Capital work in progress	76.7	19.3	12.2	32.7	28.4
Intangible assets	0.2	0.3	1.5	2.9	4.5
Right to use assets	4.1	5.9	0.0	0.0	0.0
Financial Assets	0.0	0.0	0.0	0.0	0.0
(i) Investments	19.5	17.3	13.4	12.4	10.8
(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	28.4	7.3	3.1	1.2	11.0
<b>Total Non Current Assets</b>	<b>814.6</b>	<b>709.2</b>	<b>672.5</b>	<b>671.2</b>	<b>652.5</b>
<b>Current Assets</b>					
Inventories	525.9	415.0	325.4	246.6	278.2
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	749.9	555.2	488.6	458.5	374.9
(ii) Cash and Bank Balances	22.3	9.8	7.6	5.6	4.3
(iii) Loans	12.6	12.7	12.0	9.5	9.8
Current Tax Assets(Net)	0.0	0.0	0.0	0.0	0.0
Other current assets	82.6	64.1	65.8	64.0	69.7
<b>Total Current Assets</b>	<b>1,393.4</b>	<b>1,056.8</b>	<b>899.5</b>	<b>784.3</b>	<b>736.9</b>
Non current Asset held for sale			4.6	0.0	0.0
<b>Total Assets</b>	<b>2,208.0</b>	<b>1,766.0</b>	<b>1,576.5</b>	<b>1,455.5</b>	<b>1,389.4</b>

# Consolidated Cash Flow Statement

Particulars (Rs. crores)	FY22	FY21	FY20	FY19	FY18
<b>Net Profit before Tax and Extraordinary items</b>	<b>270.0</b>	<b>369.0</b>	<b>185.3</b>	<b>131.0</b>	<b>124.5</b>
Adjustments for: Non Cash Items / Other Investment or Financial Items	70.4	68.6	86.8	75.2	74.5
<b>Operating profit before working capital changes</b>	<b>340.4</b>	<b>437.6</b>	<b>272.1</b>	<b>206.2</b>	<b>199.0</b>
Changes in working capital	-187.4	-186.1	19.5	-33.5	-104.8
<b>Cash generated from Operations</b>	<b>153.0</b>	<b>251.5</b>	<b>291.6</b>	<b>172.7</b>	<b>94.2</b>
Direct taxes paid (net of refund)	-83.4	-96.7	-40.9	-29.6	-24.7
<b>Net Cash from Operating Activities</b>	<b>69.6</b>	<b>154.8</b>	<b>250.7</b>	<b>143.1</b>	<b>69.5</b>
<b>Net Cash from Investing Activities</b>	<b>-148.9</b>	<b>-71.7</b>	<b>-33.2</b>	<b>-61.7</b>	<b>-73.5</b>
<b>Net Cash from Financing Activities</b>	<b>92.0</b>	<b>-81.1</b>	<b>-215.4</b>	<b>-80.1</b>	<b>3.9</b>
Net Decrease in Cash and Cash equivalents	12.8	2.0	2.1	1.4	-0.1
Add: Cash & Cash equivalents at the beginning of the period	8.8	6.8	4.6	3.3	3.4
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>21.6</b>	<b>8.8</b>	<b>6.8</b>	<b>4.6</b>	<b>3.3</b>

**For further information, please contact**

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