

CLEAR  
VISION.

CLEAR  
EXECUTION.

MARKETS | INNOVATION | CAPACITY | PEOPLE

# Contents

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## REVENUE FROM OPERATIONS

**₹ 1,728** crore

(from ₹ 1,474 crore in FY 2015, growth of 17%)

## EBITDA

**₹ 581** crore

(from ₹ 505 crore in FY 2015, growth of 15%)

## EARNINGS PER SHARE

**₹ 45.62**

(from ₹ 35.24 in FY 2015, growth of 29%)



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### Notice

# AT AJANTA PHARMA, WE UNDERSTAND VISION AS “THE ABILITY TO SYSTEMATICALLY PLAN THE FUTURE WITH WISDOM.”

Our CLEAR VISION has been ‘to deliver differentiated products, thereby achieving superior operating and financial performance, ensuring sustained growth to enhance stakeholder success and shareholder wealth.’ This is a scientifically planned strategy, based on our knowledge and understanding about the markets we operate in.

To realise our vision, we are equally committed to CLEAR EXECUTION. We put our strategic goals in action by harmonising the four essential keys to achievement - Markets, Innovation, Capacities and People.

In FY 2016, we demonstrated a continuity of our vision, and several steps towards realising its potential.

- Growing our branded generic business in India and emerging markets with customised product portfolio.
- Stepped up our presence in USA market with 4 more product launches .
- Increased R&D and innovation initiatives, with higher spend of 6% of revenue against 5% last year, in order to enhance our differentiated product portfolio in both domestic and international market.
- Augmented capacities through new Dahej facility and commenced work on Guwahati facility to meet growing demand for our products.
- Continued to invest in development and expansion of our highly talented and motivated team, total count increased to 6,000+.

# 1

## Corporate Overview

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## Ajanta Pharma at a Glance

Ajanta Pharma is a specialty pharmaceutical company engaged in the development, manufacture and commercialisation of quality pharmaceutical products. We have a strong presence in branded generics space in more than 30 emerging countries across India, Africa, CIS, Middle East and South East Asia, generics in developed markets of USA and institution sales.

Our brands in each of the sub-therapeutic categories or molecules are recognised leaders. We continuously add new products, many being first to market, to our existing portfolio to provide patient convenience and compliance.

SPREAD  
ACROSS 5  
CONTINENTS

**30+** Countries

NICHE, COMPLEX  
AND DIFFICULT TO  
MAKE PRODUCTS

~ 70% being **1<sup>ST</sup>** to market

MANUFACTURING  
FACILITIES

**5** State-of-the-art

SPENDING  
ON R&D

**6%** of revenue

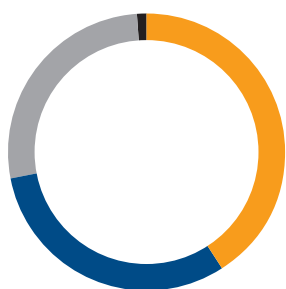
R&D  
SCIENTISTS

**650+**

DEDICATED  
TEAM FROM 20+  
NATIONALITIES

**6,000+** Ajantaites

## GEOGRAPHY WISE SALES



Territory	Sales ₹ crore	% Sales
Africa	692	41
India	528	31
Rest of Asia	462	27
USA	14	1
Others	10	0

## KEY STRENGTHS

### Business Model

At Ajanta Pharma, we believe in creating opportunities and then fully harnessing them. In doing so, we identify the unmet healthcare needs across therapies in different markets and capitalise on them to optimum levels. This conclusively enables us to stay ahead of competition.

### Strong R&D Capabilities

Our highly-skilled research team is dedicated to develop innovative products using cutting edge

technologies and platforms for positively improving health as well as overall well-being of patients. Our research efforts drive our vision of becoming a profitable and integrated global pharmaceutical organisation.

### Commitment to Quality Manufacturing

Our multiple manufacturing facilities make us uniquely-positioned to select the most appropriate manufacturing strategy for a product, driven by cost, regulatory and capacity considerations.

### Regulatory Compliance

All our facilities consistently match rigorous global operating benchmarks and are approved by international regulators. This provides us a wide footprint in India, key emerging markets in Asia and Africa and the USA.

## MISSION

**We serve Global Healthcare needs through Empathy, Innovation and Technology.**

## Product Portfolio

### USA MARKET



- Presence in world's largest and most stringent pharmaceutical market – the USA.
- Carved out a select product portfolio, which includes complex technology products to derive competitive advantage in the market.
- Eight products approved by the US Food and Drug Administration (FDA) that are either commercialised or are awaiting launches.
- 2 ANDAs tentatively approved, 16 more under USFDA review.

### INDIAN MARKET



- Presence in fast growing specialty chronic therapies such as Ophthalmology, Dermatology, Cardiology and Pain Management.
- Pioneered most first launches in speciality product portfolio.
- Till date, 190+ products launched; 70% products are 1<sup>st</sup> to market.
- Products are marketed through 3,000+ Medical Representatives (MRs) covering 4 lakh+ doctors.

### EMERGING MARKETS



- Exports to over 30 Emerging Markets with a significant presence in Asia and Africa.
- Serve a wide range of therapeutic segments like Anti-Biotic, Anti-Malarial, Anti-Diabetic, Cardiology, Gynaecology, Orthopaedics, Paediatric, Respiratory and General Health products.
- Markets products through a team of 650+ on the ground.

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**23-62  
Statutory Reports**

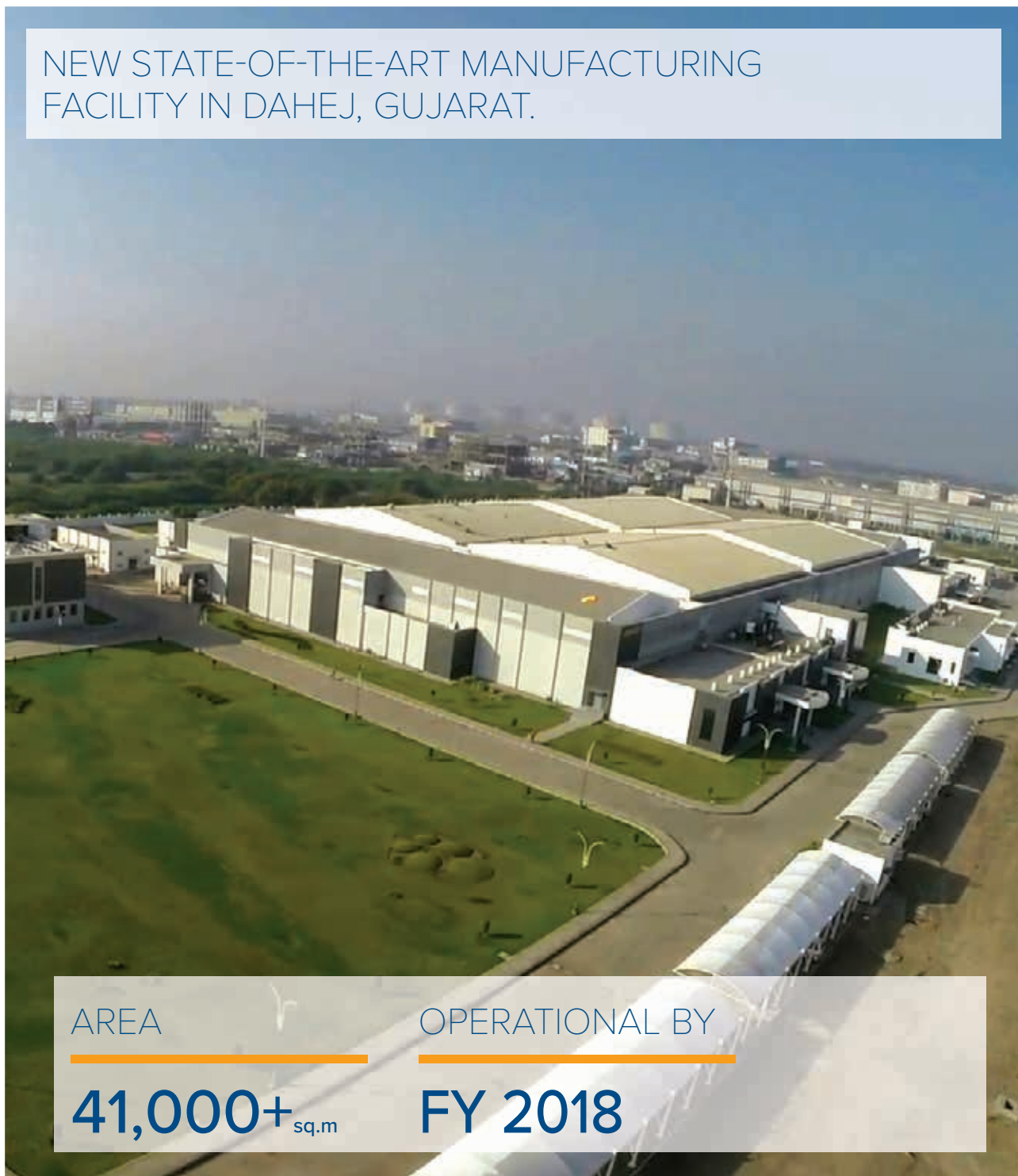
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## NEW STATE-OF-THE-ART MANUFACTURING FACILITY IN DAHEJ, GUJARAT.



AREA

**41,000+**<sub>sq.m</sub>

OPERATIONAL BY

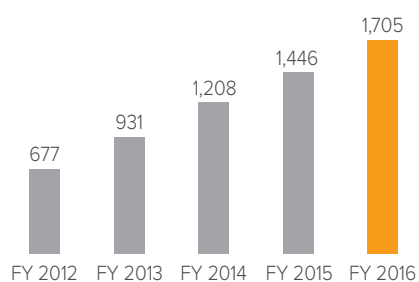
**FY 2018**

## Clear Performance Consistently

Our clear vision about the business strategies for individual markets, along with clear execution in the areas of R&D, manufacturing and people management, enabled us to deliver consistent performance over the years. FY 2016 has been another successful year in terms of all the parameters. Despite challenges of currency volatility and scarcity in emerging markets, we have posted overall satisfactory growth.

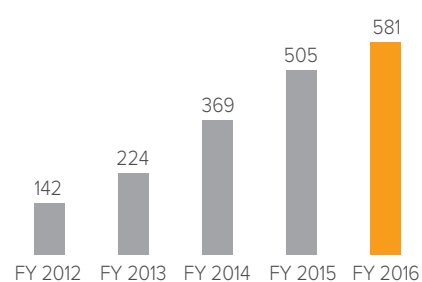
- 68% revenue from exports.
- Revenue from operations grew 17% at ₹ 1,728 crore against ₹ 1,474 crore.
- EBITDA growth of 15% at ₹ 581 crore against ₹ 505 crore.

### Net Sales (₹ in crore)



↑ **26%** (5-year CAGR)

### EBITDA (₹ in crore)

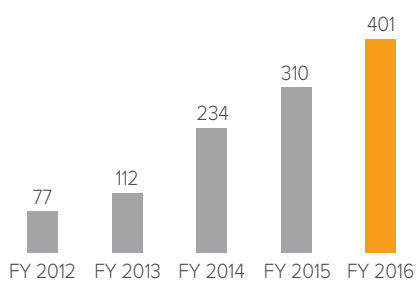


↑ **42%** (5-year CAGR)



## Net Profit

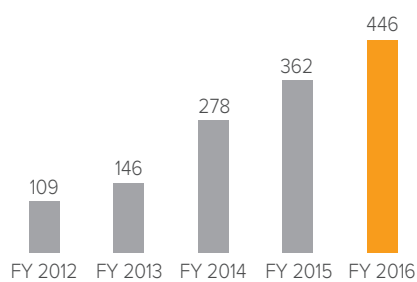
(₹ in crore)



↑ **51%** (5-year CAGR)

## Cash Profit

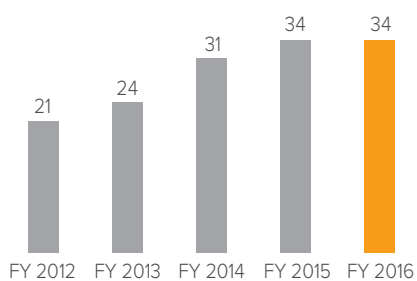
(₹ in crore)



↑ **42%** (5-year CAGR)

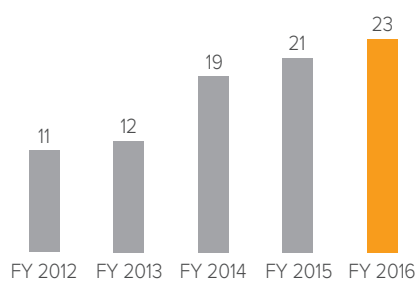
## EBITDA Margin

(%)



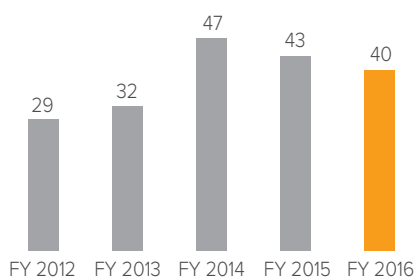
## Net Margin

(%)



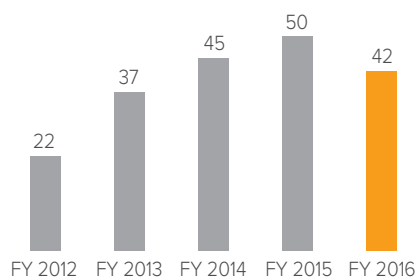
## RONW

(%)



## ROCE

(%)



## Awards and Recognitions



Mr. Yogesh Agrawal, Managing Director and Mr. Rajesh Agrawal, Joint Managing Director, were conferred with TIME India's 'Young Maker of the Year' Award by Hon'ble Prime Minister of India Shri Narendra Modi.