

BOOK- POST

# GROWTH IS LIMITED...

Aanjaneya Lifecare Limited | Annual report, 2011-12

# ...ONLY BY YOUR IMAGINATION!

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LINK INTIME INDIA PRIVATE LIMITED

UNIT: AANJANEYA LIFECARE LIMITED

C/13, Pannalal Mills Compound,

L.B.S. Marg, Bhadup (West)

Mumbai- 400078



Aanjaneya House, No. 34, Postal Colony, Chembur, Mumbai - 400 071.

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## CORPORATE SNAPSHOT

# AANJANEYA LIFECARE LIMITED IS THE THIRD- LARGEST QUININE SALTS MANUFACTURER IN THE WORLD.

### Business

Aanjaneya Lifecare Limited is an vertically integrated pharmaceutical company engaged in CRAMS and manufacturing Active Pharmaceutical Ingredients and Finished Dosage Forms.

### Facilities

The Company (post acquisition) has three API manufacturing facilities in Mahad and Hyderabad while formulations are prepared in Pune. The Company has a dedicated R&D block in Mahad to manufacture highly potent anti-cancer products (from 100 to 500 grams).

### Certifications

The Company's manufacturing units comply with stringent global good manufacturing practices. The Mahad plant is WHO-GMP certified, it was awarded the ISO 14001:2004 (Environment Management System), ISO 9001:2008 & ISO 22000:2008, & ISO 18000 (OHSAS) certifications by BSI Systems.

The Pune plant is WHO-GMP and ISO 9001:2008-certified.

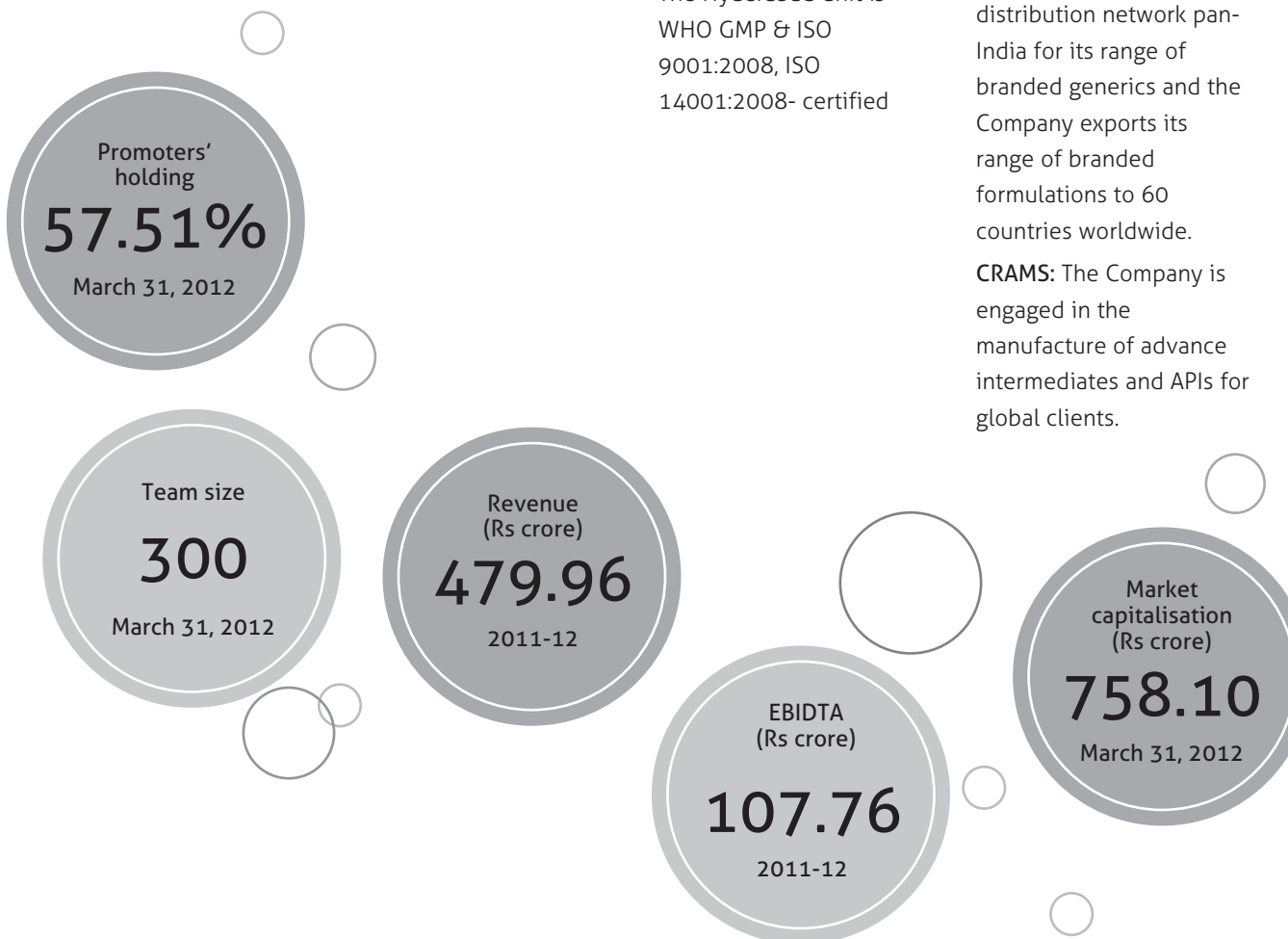
The Hyderabad unit is WHO GMP & ISO 9001:2008, ISO 14001:2008- certified

### Therapeutic segments

**APIs:** The Company manufactures second-generation anti-malarial APIs like quinine and its salts and third generation anti-malarial products like Artemisinin-based salts, Niche APIs , Ace Inhibitors, CNS, ARVs and Pain Management.

**FDFs:** The Company engages in contract manufacture for leading Indian pharmaceutical brands namely Wockhardt, Cipla, Zydus Cadila , Lupin and Glenmark, among others, The Company has its own distribution network pan-India for its range of branded generics and the Company exports its range of branded formulations to 60 countries worldwide.

**CRAMS:** The Company is engaged in the manufacture of advance intermediates and APIs for global clients.




### Cautionary statement

In this annual report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. Wherever possible, we have tried to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievement of results is subjects to risks, uncertainties and even inaccurate assumptions.

Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected.

We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



THE YEAR 2011-12 WAS A  
CHALLENGING ONE FOR MOST  
COMPANIES ACROSS SECTORS.  
IT WAS A HAPPY YEAR AT  
AANJANEYA. OUR TOPLINE  
INCREASED 50%. OUR  
BOTTOMLINE JUMPED 14%.  
AND THE GROWTH STORY HAS  
JUST BEGUN...

IN 2012-13, WE EXPECT TO  
REPLICATE IN A SINGLE YEAR  
WHAT WE ACHIEVED IN THE  
PREVIOUS THREE YEARS.



Topline growth  
(achieved)

**116%**

CAGR from  
FY 2008 to  
FY 2012

EBITDA growth  
(achieved)

**115%**

CAGR from  
FY 2008 to  
FY 2012

PAT growth  
(achieved)

**105%**

CAGR from  
FY 2008 to  
FY 2012

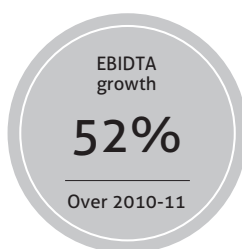
Healthy Debt  
Equity Ratio

**0.85**

2011-12



## 2011-12 IN RETROSPECT



- Revenues from the API business grew 52.46% from ₹18,860 lacs in 2010-11 to ₹28,753 lacs
- Revenues from the formulations business grew 46.69% from ₹13,097 lacs in 2010-11 to ₹19,211 lacs
- Invested ₹15,891 lacs in infrastructure

creation and capability building

- Acquired assets of Apex Drugs and Intermediates Limited for ₹250 crore
- Nominated for the Emerging Company of The Year 2011 and India's Most Technically & Scientifically Advanced Pharmaceutical Manufacturing Unit

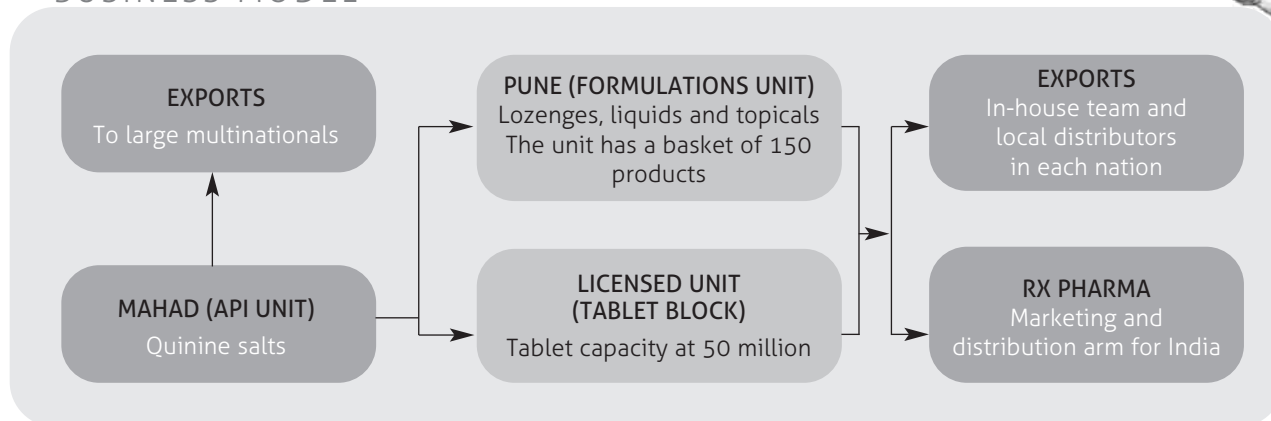
of the Year 2011 at the 4th Annual Pharmaceutical Leadership Summit & Awards 2011

- Dr Kannan Vishwanath, Managing Director, received The Outstanding Entrepreneur of the Year 2011 at the second edition of the Asia Pacific Entrepreneurship Awards 2011

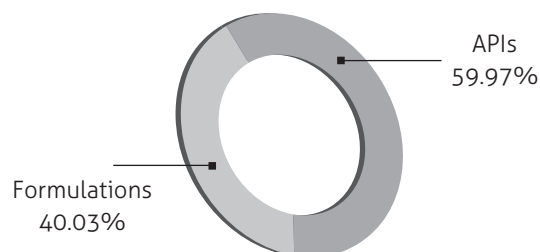
### Post-balance sheet developments

Received Board approval to raise US\$ 75 million through the issue of securities and foreign currency convertible bonds to qualified institutional buyers (QIBs) and fund ongoing capex and inorganic initiatives.

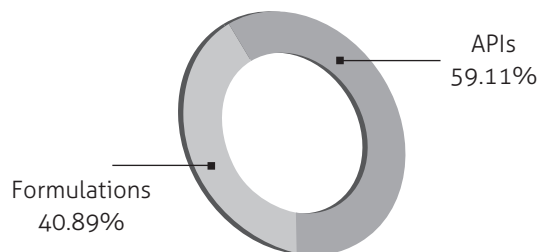
## BUSINESS MODEL



Revenue split (2011-12)



Revenue split (2010-11)



Revenue (₹ in lacs)

2009-10	16,167
2010-11	32,026
2011-12	47,996

EBIDTA (₹ in lacs)

2009-10	2,979
2010-11	7,084
2011-12	10,776

Profit after tax (₹ in lacs)

2009-10	1,508
2010-11	3,601
2011-12	4,103

Cash profit (₹ in lacs)

2009-10	1,596
2010-11	3,860
2011-12	5,669

Earning per share (₹)

2009-10	30.34
2010-11	52.00
2011-12	34.42

Book value per share (₹)

2009-10	86.16
2010-11	177.37
2011-12	251.89





MALARIA INFECTS 350-500 MILLION PEOPLE ANNUALLY. IT ACCOUNTS FOR A MILLION DEATHS PER ANNUM. IT KILLS A CHILD SOMEWHERE IN THE WORLD EVERY 30 SECONDS. AND ACCOUNTS FOR ABOUT ONE IN FIVE CHILDHOOD DEATHS IN AFRICA.

Over the decades, quinine, made from herbal extracts, emerged as the 'paracetamol' for malaria. Countering malaria. Healing mankind.

Aanjaneya leveraged the quinine opportunity through the following initiatives:

- We are the world's third-largest manufacturer of quinine products (APIs) and the second-largest in India (capacity 500 MTPA).
- We established enduring relations with African farmers and Indian

suppliers to source cinchona bark, the critical quinine ingredient.

- We emerged as one of the most cost-effective quinine manufacturers due to our two-decade extraction expertise, in-house equipment design and stringent process parameters.
- We received registrations for Quinine Sulphate and other salts from the USFDA, EU and Canadian regulatory authorities between 2010 and 2011, opening large and remunerative markets.

**The result:** More than 50% of our quinine salts production capacity is usually booked by our customers at the start of the year in a business segment that accounted for 60% of the Company's revenues in 2011-12.

### Limited competition

Only nine companies globally manufacture quinine salts. Aanjaneya is only the second company to receive WHO prequalification for its anti-malarial APIs and formulations.

