

February 6, 2020

To Listing Department, <b>NATIONAL STOCK EXCHANGE OF INDIA LIMITED</b> Exchange Plaza, Bandra Kurla Complex, Bandra (E), <b>MUMBAI -400 051</b>	To The Corporate Relations Department <b>BSE LIMITED</b> Phiroz Jeejeebhoy Towers, 25 <sup>th</sup> floor, Dalal Street, <b>MUMBAI -400 001</b>
<b>Company Code No. AUROPHARMA</b>	<b>Company Code No. 524804</b>

Dear Sir,

**Sub: Investor / Analysts Presentation**

Please refer to our letter dated February 3, 2020 wherein we have intimated the schedule of Investors/ Analysts call on February 7, 2020. In this connection, we enclose herewith the presentation that would be used in the Investors / Analysts call on the Un-audited Financial Results of the Company for the third Quarter and nine months period ended December 31, 2019. The presentation is also being uploaded in the following weblink of the Company.

<https://www.aurobindo.com/investors/results-reports-presentations/investor-presentations/>

Please take the information on record.

Thanking you,

Yours faithfully,  
For **AUROBINDO PHARMA LIMITED**

  
B. Adi Reddy  
Company Secretary

Encl.: As Above





# **Aurobindo Pharma Limited**

**Q3FY20 Earnings Presentation**

**6<sup>th</sup> February 2020**



# Disclaimer

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This presentation is provided for informational purposes only and does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for any interest in or securities of Aurobindo Pharma, nor shall it, or any part hereof, form the basis of, or be relied on in connection with, any contract therefore.

This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance.

While these forward looking statements represent our judgment and future expectations concerning the development of our business, such statements reflect various assumptions concerning future developments and a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, regulatory and legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance.

Aurobindo Pharma undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

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# Q3FY20 Financial & Business Highlights





# Consolidated Financial & Business Highlights – Q3FY20

In Rs Cr

## Revenue

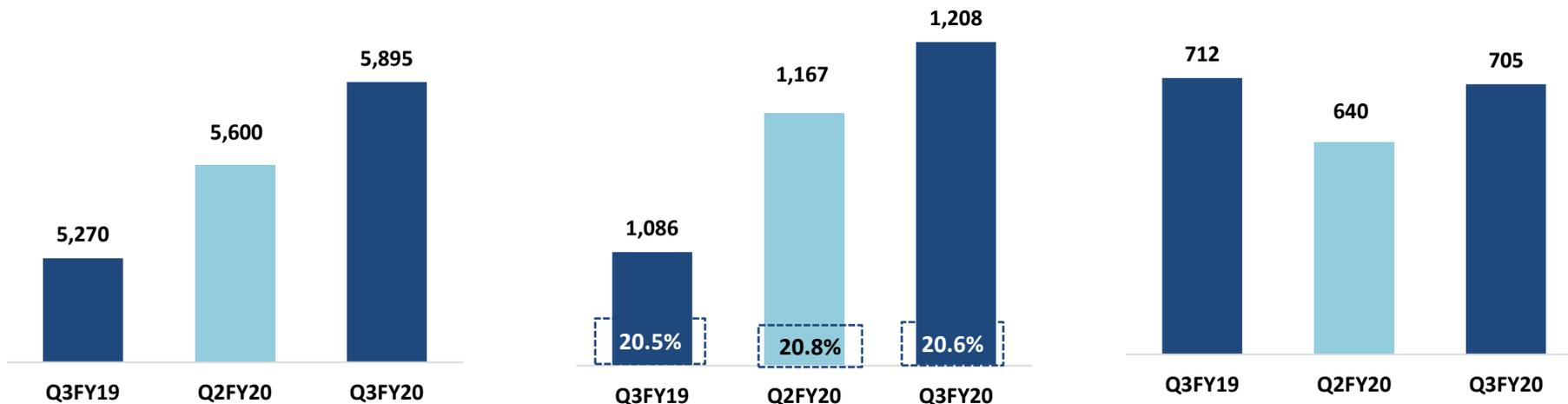
↑ 5% QoQ  
↑ 12% YoY

## EBITDA

↑ 3% QoQ  
↑ 11% YoY

## Profit After Tax

↑ 10% QoQ  
↓ 1% YoY



EBITDA Margin



# Consolidated Financial & Business Highlights – Q3FY20

Revenue from operations at Rs. 5,895.0 crore, witnessed a strong growth of 11.9% YoY

EBIDTA before Forex and Other income at Rs. 1,208.0 crore, an increase of 11.2% YoY; EBITDA margin is at 20.5%

Net Profit after JV share, minority interest at Rs. 705.3 crore for the quarter

Research & Development (R&D) spend at Rs. 253.2 crore, 4.3% of revenue

Basic & Diluted EPS is Rs. 12.04 per share

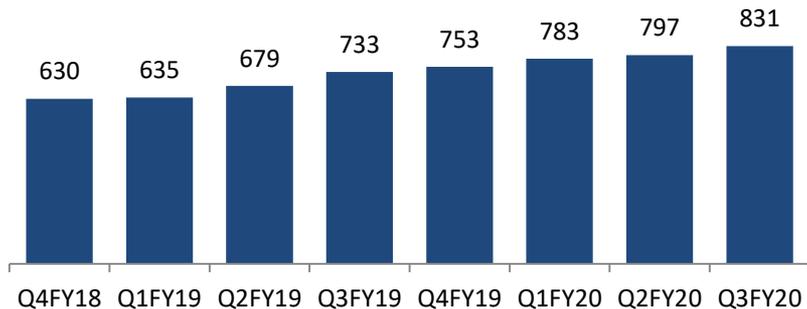
Net organic capex for the quarter ~US\$ 44 million

Net debt declined sequentially by ~US\$ 77 million

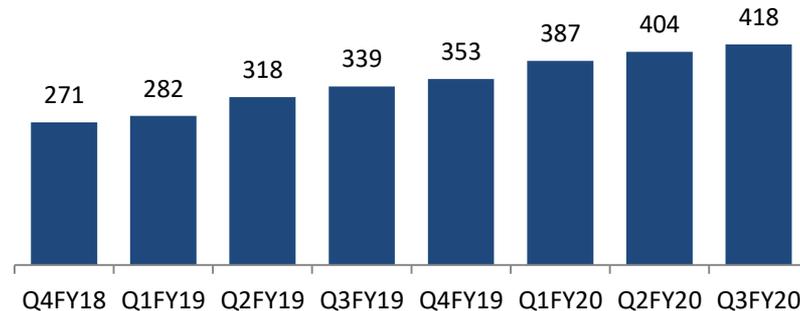


# Consistent Quarterly Performance

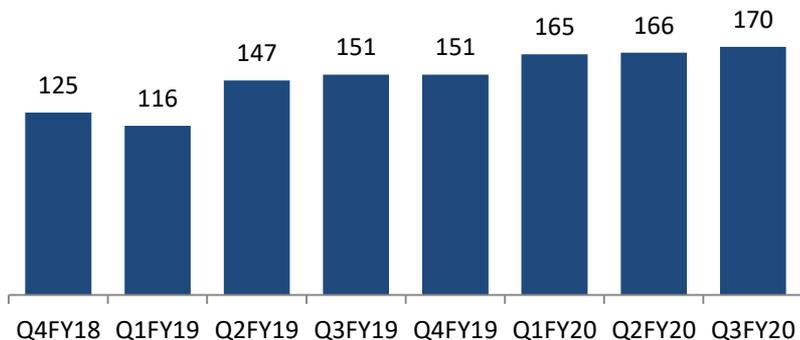
Revenue (\$ Mn)



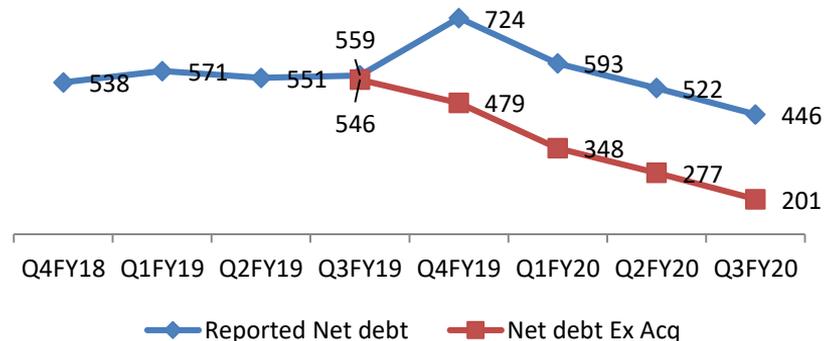
US Revenue (\$ Mn)



EBITDA (\$ Mn)



Net Debt (\$ Mn) - Reported & Without Acquisitions

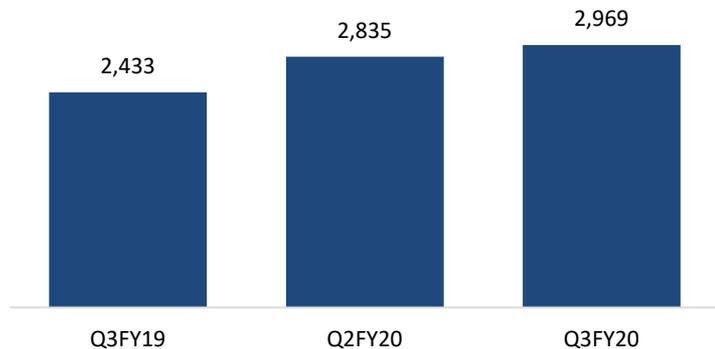




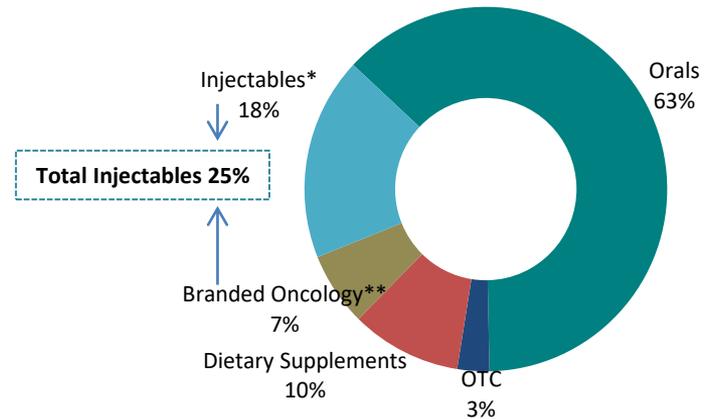
# US Business Performance Highlights

In Rs Cr

## Revenue



## Revenue Mix 9MFY20



## US Formulations

- US revenue for Q3FY20 witnessed a growth of 22.0% YoY to INR 2,969.4 crore, accounting 50.4% of consolidated revenue. On constant currency basis, revenue grew by 23.5% YoY to US\$ 418 million
- Filed 6 ANDAs with USFDA including 4 injectables in Q3FY20
- Received final approval for 4 ANDAs including 2 injectables in Q3FY20
- The company has launched 5 products during the quarter

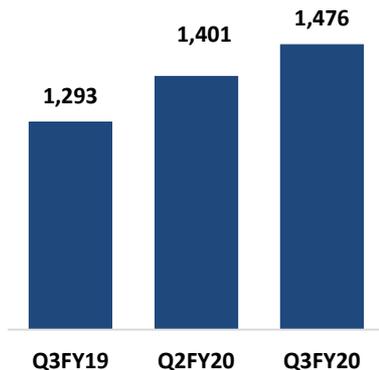
\*Auro Medics; \*\*Oncology injectables acquired from Spectrum Pharmaceuticals;



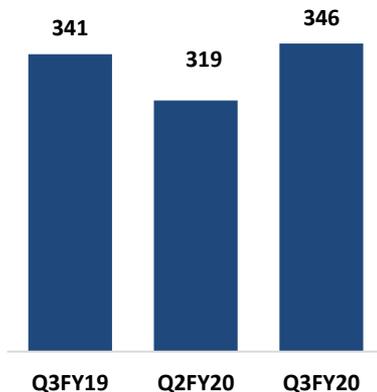
# EU, ARV, Growth Markets, API Business Performance Highlights

In Rs Cr

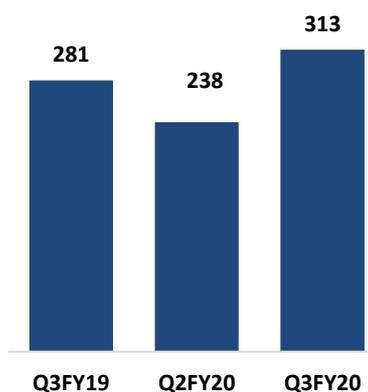
## EU Revenues



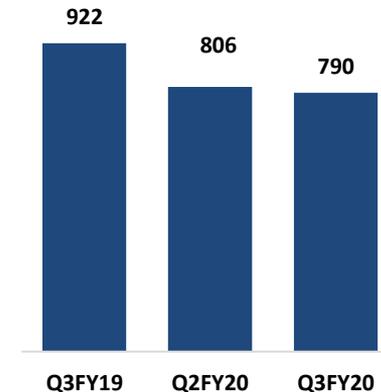
## Growth Markets Revenues



## ARV Revenues



## API Revenues



- EU formulations revenue in Q3FY20 witnessed a growth of 14.2% YoY to INR 1,476.3 crore, accounting 25.0% of consolidated revenue.
- In Euro terms, revenue grew by 19.1% YoY
- Growth Markets revenue increased by 1.6% YoY to INR 345.9 crore, accounting 5.9% of consolidated revenue.
- ARV revenue posted a growth of 11% YoY to INR 313 crore, accounting 5.3% of consolidated revenue.
- API segment posted sales of Rs. 790 crore vs. Rs. 922 crore in the corresponding previous period. This segment accounted for 13.4% of consolidated revenue.

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## Financial Performance



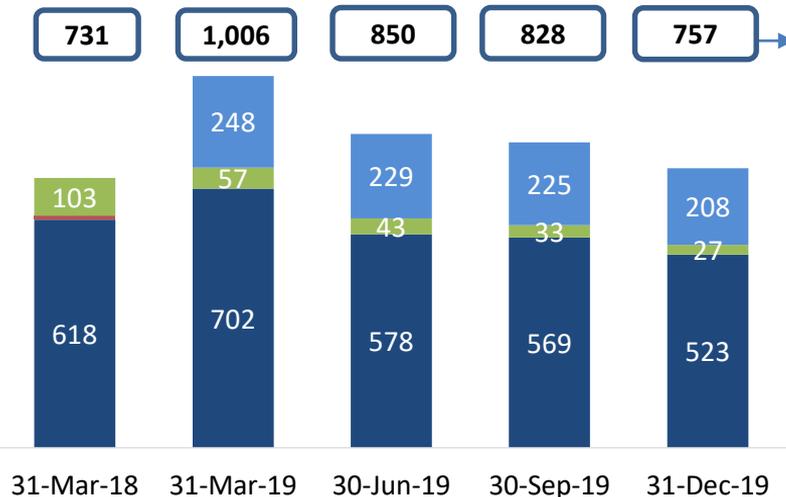


# Consolidated Financial Performance

Rs Cr	Q3FY20	Q3FY19	YoY Growth(%)	Q2FY20	QoQ Growth(%)
<b>Revenue from operations</b>	<b>5,895.0</b>	<b>5,269.7</b>	<b>11.9</b>	<b>5,600.5</b>	<b>5.3</b>
Gross Profit	3,330.0	2,879.8	15.6	3,232.2	3.0
<i>Gross Margin</i>	<i>56.5%</i>	<i>54.6%</i>		<i>57.7%</i>	
Overheads	2,122.0	1,793.4	18.3	2,064.7	2.8
<b>EBITDA (before forex and other income)</b>	<b>1,208.0</b>	<b>1,086.4</b>	<b>11.2</b>	<b>1,167.5</b>	<b>3.5</b>
<b>EBITDA Margin</b>	<b>20.5%</b>	<b>20.6%</b>		<b>20.8%</b>	
Fx Gain/Loss	8.9	50.5		-27.2	
Other income	22.0	13.4	64.1	20.6	6.6
Finance Cost	37.1	47.7	-22.1	40.9	-9.4
Depreciation	250.1	163.1	53.3	243.3	2.8
PBT before Exceptional items	951.7	939.5	1.3	876.6	8.6
Exceptional item	-12.9	-25.0		-12.8	
<b>PAT (after JV share, minority interest)</b>	<b>705.3</b>	<b>712.2</b>	<b>-1.0</b>	<b>639.5</b>	<b>10.3</b>
EPS	<b>12.04</b>	<b>12.15</b>		<b>10.92</b>	
Average Fx rate US\$1 = INR	<b>70.9810</b>	<b>71.8527</b>		<b>70.2658</b>	

# Debt Profile

Fx Loan US\$ Mn



- Bridge loan\*
- Other Term Loans (Subsidiaries) & Unsecured Loans
- ECB - APL
- Working Capital

Debt as on (Rs Crore)	Mar-18	Mar-19	Jun-19	Sep-19	Dec-19
Closing Rate <sup>1</sup> US\$ = INR	65.17	69.155	69.020	70.875	71.385
Fx Loan restated in INR	4,766.9	6,959.0	5,865.4	5,866.8	5,403.2
Rupee Loan	4.1	8.1	17.8	0.1	0.8
<b>Gross Debt</b>	<b>4,771.0</b>	<b>6,967.1</b>	<b>5,883.2</b>	<b>5,866.9</b>	<b>5,404.0</b>
Cash Balance	1,263.6	1,959.1	1,789.3	2,163.5	2,222.2
<b>Net Debt</b>	<b>3,507.4</b>	<b>5,008.1</b>	<b>4,093.9</b>	<b>3,703.5</b>	<b>3,181.9</b>
<b>Net Debt (US\$ Mn)</b>	<b>538.2</b>	<b>724.2</b>	<b>593.1</b>	<b>522.4</b>	<b>445.7</b>
<b>Finance Cost</b>	<b>2.0%</b>	<b>3.2%</b>	<b>2.9%</b>	<b>2.75%</b>	<b>2.6%</b>

\*Loans taken for acquisitions

Fx Debt and Fx Cash Balance are reinstated

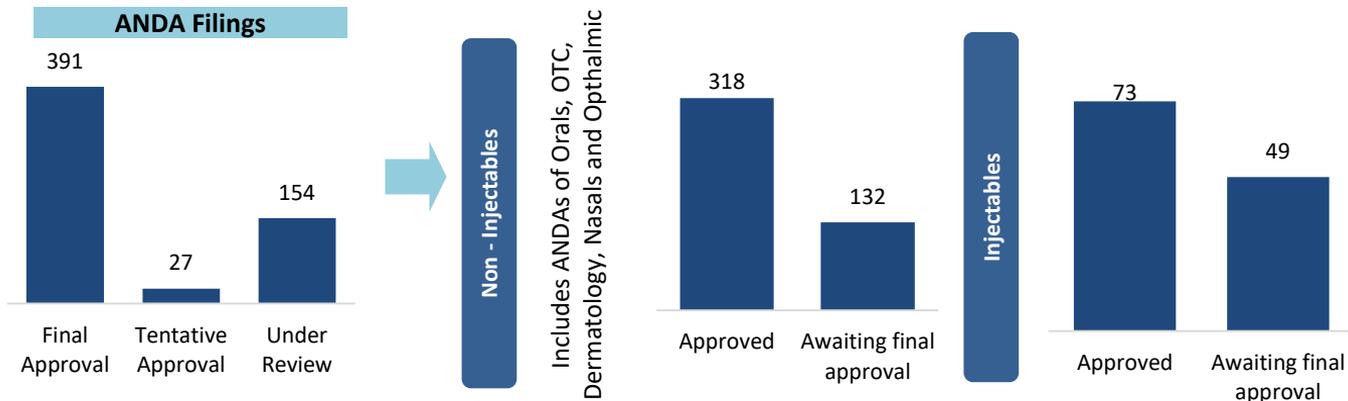
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## Filings Snapshot





# US Filings Snapshot as on 31<sup>st</sup> Dec 2019



Therapy	ANDAs	Addressable Market Size (US\$ Bn)
CNS	98	24.8
CVS	86	25.9
ARV**	41	5.0
Gastroenterological	32	3.4
SSP & Ceph	31	0.8
Oncology & Hormones	31	10.8
Anti Diabetic	20	10.3
Controlled Substances	16	1.2
Respiratory (inc. Nasal)	16	0.7
Ophthalmics	13	0.6
Dermatology	3	1.1
Penem	2	0.4
Others	183	16.9
<b>Total</b>	<b>572</b>	<b>102.0</b>

## Unit wise ANDA Filings

Site	Details	Final Approval	Tentative Approval*	Under Review	Total
Unit III	Oral Formulations	115	9	2	126
Unit IV	Injectables & Ophthalmics	65		46	111
Unit VIB	Cephalosporins Oral	11		1	12
Unit VII (SEZ)	Oral Formulations	135	14	18	167
Unit X	Oral Formulations	9	2	42	53
Unit XII	Penicillin Oral & Injectables	20			20
AuroLife & AuroLife - II	Orals & topicals	21	1	11	33
AuroNext	Penem Injectables	2			2
Eugia	Oral & Injectable Formulations	9	1	20	30
APL Healthcare	Oral Formulations			12	12
Others		4		2	6
<b>Total</b>		<b>391</b>	<b>27</b>	<b>154</b>	<b>572</b>

As per IQVIA Dec 2019, addressable Market at US\$ 102.0 Bn including ~US\$ 74.1 Bn for Under Review and Tentative Approvals

\*Tentative Approvals (TAs) include 8 ANDAs approved under PEPFAR; \*\* Does not include the addressable market of the products approved under PEPFAR; Awaiting final approval includes Tentative Approvals



## Global Filing details

Category	As at Mar 14	As at Mar 15	As at Mar 16	As at Mar 17	As at Mar 18	As at Mar 19	As at Dec 19	Approvals
Formulations								
US*	336	376	398	429	478	541	572	418 (FA: 391, TA:27)
Europe**	1,542	1,756	2,224	2,521	2,848	3,003	3,197	2,555 Dossiers (279 products)
SA**	334	345	376	401	415	430	436	208 Registrations (98 products)
Canada***	72	83	105	121	137	150	158	141 products
<b>Total</b>	<b>2,284</b>	<b>2,560</b>	<b>3,103</b>	<b>3,472</b>	<b>3,878</b>	<b>4,124</b>	<b>4,363</b>	
API								
US***	181	192	205	220	227	242	253	
Europe**	1,504	1,601	1,689	1,735	1,814	1,834	1,857	
CoS	106	114	118	125	131	139	143	
Others**	627	681	715	749	803	932	1,072	
<b>Total</b>	<b>2,418</b>	<b>2,588</b>	<b>2,727</b>	<b>2,829</b>	<b>2,975</b>	<b>3,147</b>	<b>3,325</b>	

\*Includes filings made from AuroLife Pharma LLC, USA (net of ANDAs withdrawn)

\*\*includes multiple registration; \*\*\*excludes withdrawn

**Thank You**



**AUROBINDO**  
Committed to healthier life!

**Investors Contact**

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