

February 9, 2022

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

Sub: Investor / Analysts Presentation

Please refer to our letter dated February 3, 2022 wherein we have intimated the schedule of Investors/ Analysts call on February 10, 2022. 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, 2021. The presentation is also being uploaded in the following weblink of the Company.

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

Please take the information on record.

Thanking you,

Yours faithfully,
For **AUROBINDO PHARMA LIMITED**



B. Adi Reddy
Company Secretary



Encl.: As Above



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Aurobindo Pharma Limited

Earnings Presentation

Q3FY22





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 Limited, 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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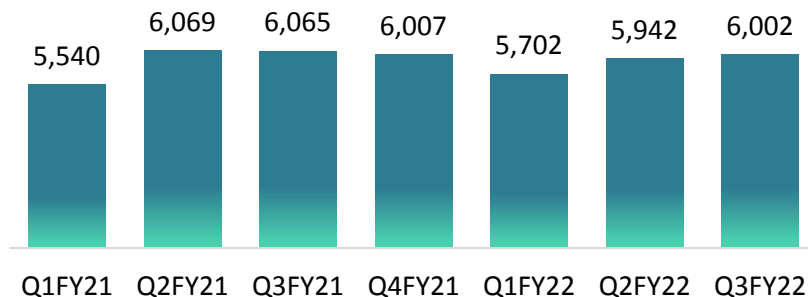
Q3FY22 Business & Financial Highlights


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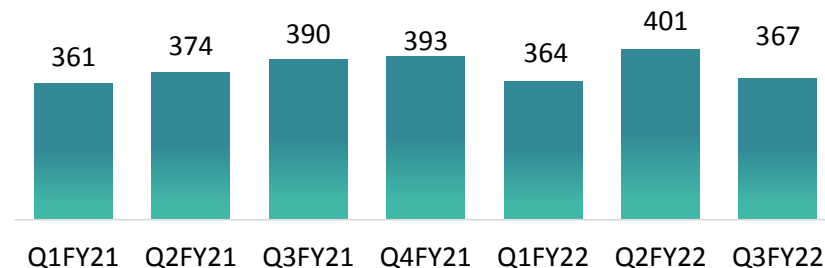


Quarterly Performance (Excluding Natrol)

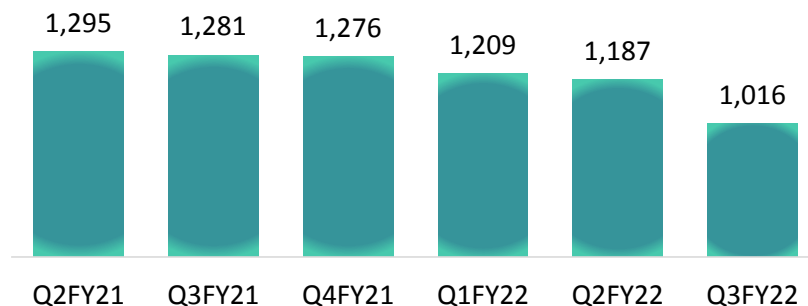
Revenue (Rs Crore)



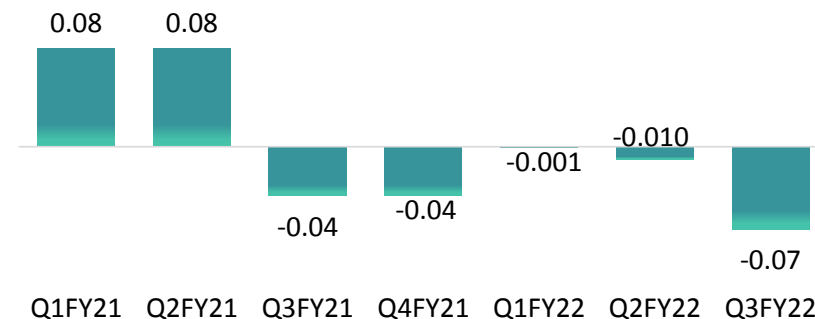
US Revenue (\$ Mn)



EBITDA (Rs Crore)



Net Debt to Equity*



*At the end of the quarter

Consolidated Financial & Business Highlights (Excluding Natrol) – Q3 FY22



Revenue from operations at Rs 6,002.2 crore, up 1.0% QoQ, US revenues at US\$ 366.9 Million

Research & Development (R&D) spend at Rs 393 crore, 6.6% of revenue

EBIDTA before Forex and Other income at Rs 1,016.3 crore; EBITDA margin is at 16.9%

Net Profit at Rs 604.3 crore

Basic & Diluted EPS is Rs 10.32 per share

Net organic capex for the quarter ~US\$ 52 Million

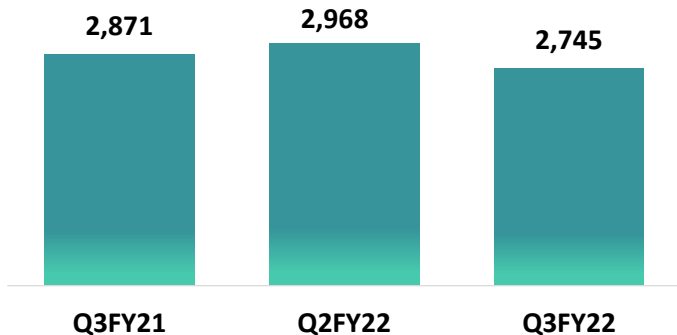
Net cash including investments at the end of December, 2021 is at ~US\$ 211.1 Million

Board approved interim dividend of Rs 1.5 per share

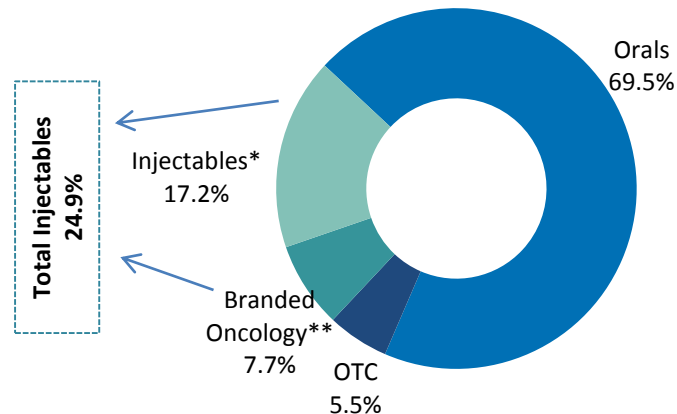


US Business Performance Highlights (Excluding Natrol)

Revenue (Rs Crore)



Revenue mix – Q3FY22



US Formulations

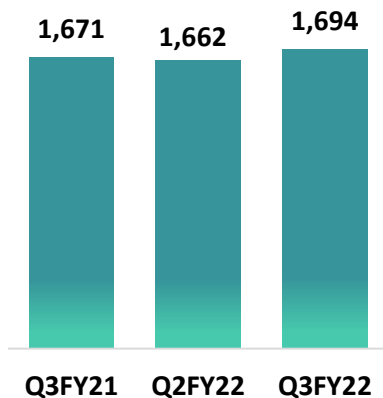
- US revenue in Q3FY22 decreased by 4.4% YoY to Rs. 2,745.2 crore, accounting 46% of consolidated revenue
- Largest generics Company in the US by Rx dispensed^
- Filed 10 ANDAs including 3 injectables with USFDA in Q3 FY22. In addition, one 505(b)(2) NDA was filed during the quarter
- Received final approval for 4 ANDAs including 1 injectable in Q3FY22
- The company has launched 7 products including 4 Injectables during the quarter

^IQVIA MAT January-March 2021 data

*Auro Medics; ** Acrotech

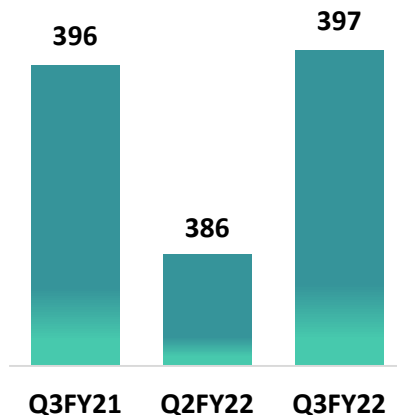


Europe



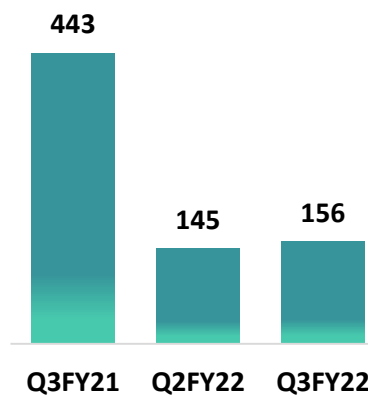
- Europe revenue in Q3FY22 increased by 1.4% YoY to Rs 1,694 crore, accounting 28% of consolidated revenue

Growth Markets



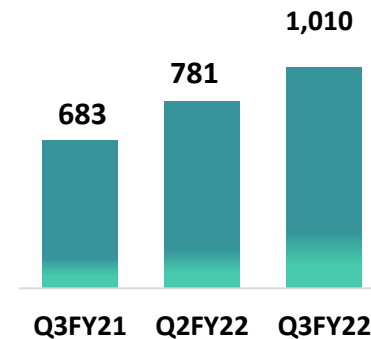
- Revenue from Growth Markets formulations in Q3 FY22 was largely flat on a YoY basis and grew by 2.8% QoQ to INR 397 Cr and accounted for 6.6% of revenue.

ARV



- ARV business revenue for Q3FY22 was at Rs 156 crore and accounted for 2.6% of revenue

API



- In Q3FY22, API business posted a revenue of Rs 1,010 Cr and contributed 16.8% to the consolidated revenues.



Financial Performance




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Consolidated Profit & Loss Statement (as reported)

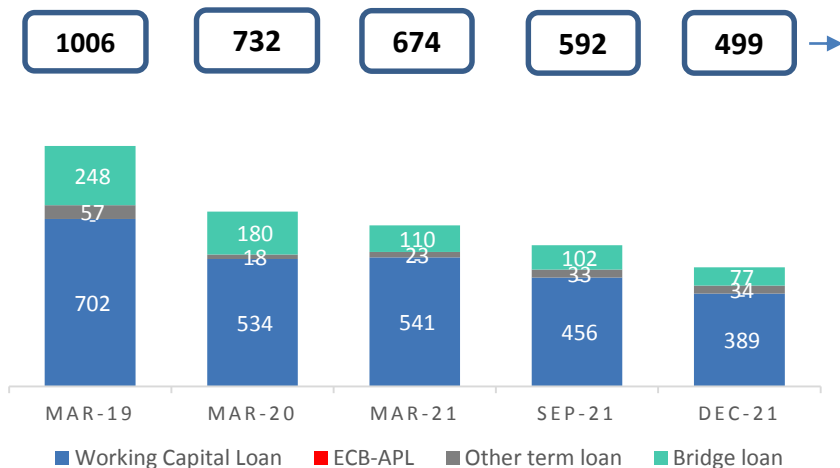


Rs Cr	Q3FY22	Q3FY21	(%) Chg	Q2FY22	(%) Chg
Revenue from operations	6,002.2	6,364.9	-6%	5,941.9	1%
Gross Profit	3,258.0	3,792.6	-14%	3,436.3	-5%
<i>Gross Margin</i>	54.3%	59.6%		57.8%	
Overheads	2,241.7	2,424.1	-12%	2,249.6	0%
EBITDA (before forex and other income)	1,016.3	1,368.6	-2%	1,186.7	-5%
EBITDA Margin	16.9%	21.5%		20.0%	
Fx Gain/Loss	(19.8)	(60.6)	0%	(1.9)	0%
Other income	45.2	72.8	-38%	94.7	-52%
Finance Cost	16.1	19.5	-17%	10.4	55%
Depreciation	299.1	276.5	8%	294.2	2%
PBT before Exceptional items	766.1	1,206.0	-30%	978.7	-114%
Exceptional items	34.8	2,813.9	-	-	-
Tax	189.5	1,057.5	-82%	270.9	-30%
Profit after Tax	611.4	2,962.4	-79%	707.7	-14%
Share of profit/(loss) of JV	(7.1)	(14.5)		(11.1)	
Minority Interest	-	-		-	
Net Profit	604.3	2,947.9	-80%	696.7	-13%
Reported EPS	10.32	50.31		11.89	
Average Fx rate US\$1 = INR	74.82	73.66		73.94	

Debt profile



Fx Loan US\$ Mn



Debt as on (Rs Cr)	Mar-19	Mar-20	Mar-21	Sep-21	Dec-21
Closing Rate ¹ US\$ = INR	69.15	75.66	73.11	74.23	74.33
Fx Loan restated in INR	6,959.0	5,549.2	4,928.8	4,391.3	3,711.1
Rupee Loan	8.1	16.9	43.6	(0.1)	1.2
Gross Debt	6,967.1	5,566.1	4,972.4	4,391.2	3712.3
Cash Balance & Investments	1,959.1	2,847.7	5,798.3	4,648.5	5281.7
Net Debt	5,008.1	2,718.4	(826.0)	(257.3)	(1569.4)
Net Debt (US\$ Mn)	724.2	359.1	(113.0)	(34.7)	(211.1)
Finance Cost[#]	3.2%	2.1%	1.4%	0.6%	0.7%

Particulars (US\$ Mn)	Q3 FY22
Cash Flow from Business after working capital & Others	241
Free cash before Capex and investments	241
Acquisition of ANDAs and others	(34)
Capex	(52)
Disposal of warehouse and others	46
Free Cash Flow before dividend	201
Dividend	(12)
Free Cash flow after dividend	189

	Value (US\$ Mn)
Opening Net Cash Sep 21	14
Free Cash Flow	189
Closing Net Cash Dec 21	203
Investments	8
Net Cash before Investments	211

Excluding interest on lease liabilities
*Loans taken in foreign currency
Fx Debt and Fx Cash Balance are reinstated



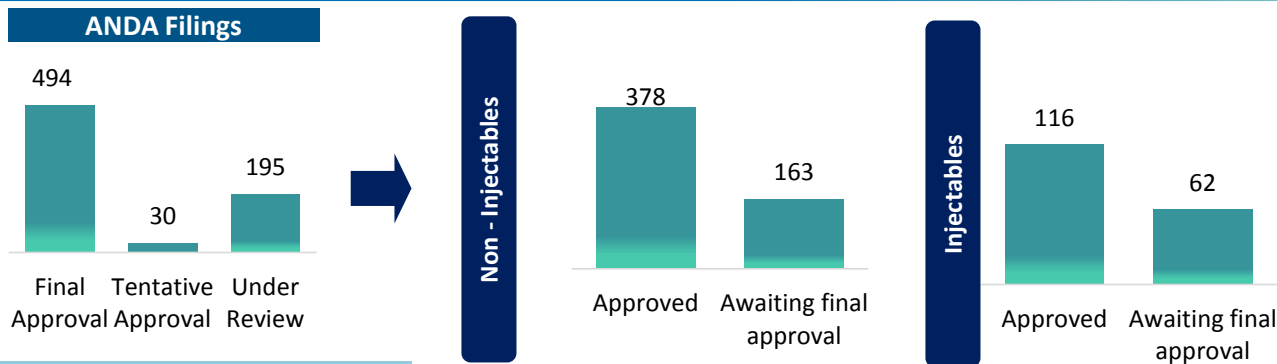
Filing Status




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US Filings Snapshot as on 31st December 2021



Unit wise ANDA Filings

Site	Details	Final Approval	Tentative Approval*	Under Review	Total
Unit III	Oral Formulations	113	9	7	129
Eugia III	Injectables & Ophthalmics	83	1	43	127
Unit VIB	Cephalosporins Oral	11		1	12
Unit VII (SEZ)	Oral Formulations	135	13	24	172
APL HC IV	Oral Formulations	31	2	60	93
Unit XII	Penicillin Oral & Injectables	20		2	22
Aurolife & Aurolife – II	Orals & topicals	23	1	12	36
Eugia II	Penem Injectables	2			2
Eugia	Oral & Injectable Formulations	17	4	26	47
APL HC I	Oral Formulations	9		18	27
Aurolife III	Injectable Formulations			1	1
Others		50		1	51
Total		494	30	195	719

Therapy	ANDAs	Addressable Market Size (US\$ Bn)
CNS	131	28.27
CVS	105	34.15
ARV**	40	1.63
Gastroenterological	37	3.56
SSP & Cephs	32	0.61
Oncology & Hormones	58	15.05
Anti Diabetic	23	30.06
Controlled Substances	18	1.16
Respiratory (inc. Nasal)	12	0.73
Ophthalmics	16	3.86
Dermatology	6	0.86
Penem	2	0.25
Others	239	20.13
Total	719	140.34

As per IQVIA Dec 2021, addressable Market at US\$ 140 Bn

*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 regulatory filing details

Category	As at Mar 15	As at Mar 16	As at Mar 17	As at Mar 18	As at Mar 19	As at Mar 20	As at Mar 21	As at Dec 21	Approvals
Formulations									
US*	376	398	429	478	541	586	639	719	524 (FA: 494, TA:30)
Europe**	1,756	2,224	2,521	2,848	3,003	3,214	3,374	3,559	2,873 Dossiers (335 products)
SA**	345	376	401	415	430	436	348	362	269 Registrations (130 products)
Canada***	83	105	121	137	150	160	185	210	160 products
Total	2,560	3,103	3,472	3,878	4,124	4,396	4,546	4,850	
API									
US***	192	205	220	227	242	254	252	258	
Europe**	1,601	1,689	1,735	1,814	1,834	1,861	1,884	1,932	
CoS	114	118	125	131	139	147	157	164	
Others**	681	715	749	803	932	1,096	1,223	1,355	
Total	2,588	2,727	2,829	2,975	3,147	3,358	3,516	3,709	

@The number of filings in south Africa has come down from 436 as on 31st Mar 2020 to 348 as on 31st Mar 2021 due to SAHPRA backlog clearance program. As per the program, long awaiting pending dossiers are now resubmitted and some of the dossiers are withdrawn

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

includes multiple registration; *excludes withdrawn



Thank You

For more information, contact

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