1,47,089

8.115

20,498

40,299

1,06,790

461



AJANTA PHARMA

ISIN CODE: INE0139A01034

BSE: 532234

NSE: NATIONALUM

CMP: 98.75

Mon, 28th Oct' 21

OVERVIEW

- Ajanta Pharma is a specialty pharmaceutical formulation company engaged in the development, manufacture and marketing of quality finished dosages.
- The company maintains a global presence, while generating the vast majority of its revenue in Africa and India
- Ajanta's strategy aims to successfully select molecules and products for development while enhancing its research and development capabilities.
- The company works to develop formulations in different dosages such as tablets, cream, capsules, liquid, and lotion.

KEY STRENGTH

- Basket of over 300 products in India.
- Have a total of 36 products on the shelf in the US markets.
- Once again surpassed industry with 8% growth.
- Diversified exposure of exports business that gives the strength to perform persistently.
- 68% of sales coming from branded generics from diversified markets of 30 countries across India, Asia and Africa.

ACHIEVEMENTS

- Launched 21 new products in the Indian market, out of which, 5 were 1st to
 Market
- Received 12 ANDA approvals from US and commercialised 9 products during the vear
- Improved company ranking in IPM to 28th from 30th last year.
- International business for FY 2021 grew by 14% and it was backed by robust growth of 9% in branded generics markets of Asia (excluding India) and Africa, 24% in the US generics and 11% in anti-malaria institutional business.

GROWTH DRIVERS

- · Customized market Specific Product Portfolio
- Many 1st to market Products.
- Leveraging brand power of their key products.
- 10 to 12 Abbreviated New Drug Application (ANDAS) filing in US every year.

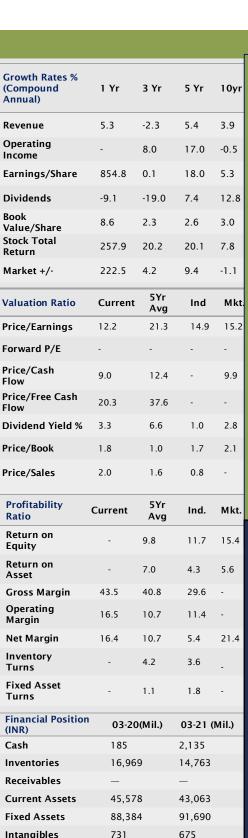
INDUSTRY vs. AJANTA PHARMA (FY 2020-21)

- Indian Pharma: Industry growth was 4% during the year, whereas Ajanta pharma growth was 8%.
- Ophthalmology: Industry growth was -1%, but Ajanta Pharma growth was 1%.
- Cardiology: Industry growth during the year was 13%, whereas Ajanta pharma has grown 14%.
- Dermatology: industry growth was 6% and Ajanta Pharma growth was 8%.
- Pain Management: Industry growth was -1%, whereas Ajanta Pharma growth was 18% during the year.

FINANCIAL HIGHLIGHTS

- India business grew by 6%, whereas the emerging markets branded generics revenue grew by 9%
- generics business in the US achieved a healthy growth of 24% during the year
- Institutional sales in Africa also saw a growth of 11%.
- Revenue from operations grew by 12% to Rs. 2,890 cr.
- EBITDA grew by 46% to Rs. 999 cr.
- Net profit for the year grew by 40% to Rs. 654 cr.
- RoNW saw an improvement of 400 basis points at 23% in FY 2021 against 19% in FY 2020.

Disclaimer: The analysis is only for information purposes only. Please consult your financial advisor, agent and broker before acting on any information. We may or may not have positions in the stock. We would not be responsible for the profit/loss resulting from this analysis.



INDIAN

ENABLE

EMPOWER

Source: Company filings & Analyst Research

1.45.481

6.322

27,200

45,616

99,865

123

Total Assets

Short-Term Debt

Current Liabilities

Long-Term Debt Total Liabilities

Total Equity

Pavables