



## Q1 19 Investor Presentation

# Safe Harbor Statement

This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions. Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and the underlying assumptions and statements, other than those based on historical facts, including, but not limited to, those that are identified by the use of words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions. Risks and uncertainties that could affect us include, without limitation:

- General economic and business conditions in the markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in the healthcare sector
- Changes in the laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in the political conditions in India and in other global economies.

Should one or more of such risks and uncertainties materialize, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events, unless it is required by Law.

## IMPROVING HEALTH OUTCOMES

**PATIENT ENGAGEMENT** – the core of our business model.

The aim is to **improve health outcomes** and the **doctor – patient relationship** with detailed data

Identifying **gaps** in the healthcare delivery ecosystem and addressing those gaps with **unique patient engagement initiatives** has immensely helped us in:

- Creating **Brand equity**
- Gaining **entry** and **increased market share** in an otherwise difficult to scale market
- Gaining the **trust** of the prescribers



To generate the **first biggest epidemiological data** in the **country** on  
**Office and Home Blood Pressure Measurement**



**Blood pressure measurement study for identifying prevalences of hypertension, white coat and masked hypertension and related cardiovascular risk factors in India**

**50000** Subjects data  
to be captured  
for both

**Office & Home**  
Blood pressure Measurement

INR millions	Q4 FY 18	Q1 FY 19	qoq GR	Q1 FY 18	yoy GR
	including Strides	including Strides	(growth over previous quarter)	NOT including Strides	(growth over previous year)
<b>Revenue from Operations</b>	<b>2,122</b>	<b>2,508</b>	<b>18%</b>	<b>1,852</b>	<b>35%</b>
Gross Profit	1,792	2,119	18%	1,577	34%
<b>Gross Profit Margins</b>	<b>84.5%</b>	<b>84.5%</b>		<b>85.2%</b>	
Employee cost	416	491	18%	357	38%
<b>as % of Revenue</b>	<b>19.6%</b>	<b>19.6%</b>		<b>19.2%</b>	
Other Expenses	659	743	13%	507	47%
<b>as % of Revenue</b>	<b>31.1%</b>	<b>29.6%</b>		<b>27.4%</b>	
EBITDA	717	886	23%	714	24%
<b>EBITDA margin</b>	<b>33.8%</b>	<b>35.3%</b>		<b>38.6%</b>	

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Depreciation and Amortisation <sup>1</sup>	91	73	-20%	46	57%
EBIT	627	813	30%	668	22%
<b>EBIT margin</b>	<b>29.5%</b>	<b>32.4%</b>		<b>36.1%</b>	
Finance cost <sup>2</sup>	78	71	-8%	0.2	47267%
Other Income <sup>3</sup>	73	35	-52%	69	-49%
PBT	622	777	25%	737	5%
<b>PBT margin</b>	<b>29.3%</b>	<b>31.0%</b>		<b>39.8%</b>	
Taxes	61	61	0%	28	117%
Net Profit	561	716	28%	708	1%
<b>Net Profit margin</b>	<b>26.4%</b>	<b>28.5%</b>		<b>38.2%</b>	

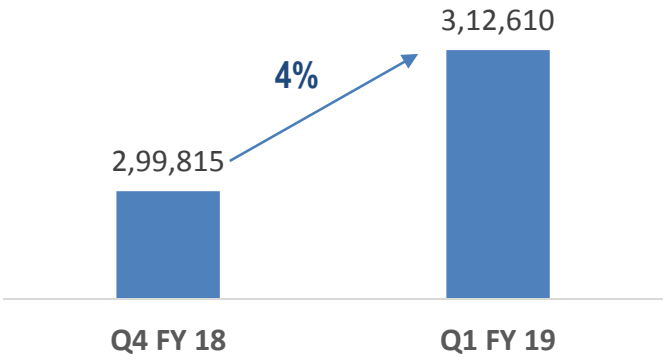
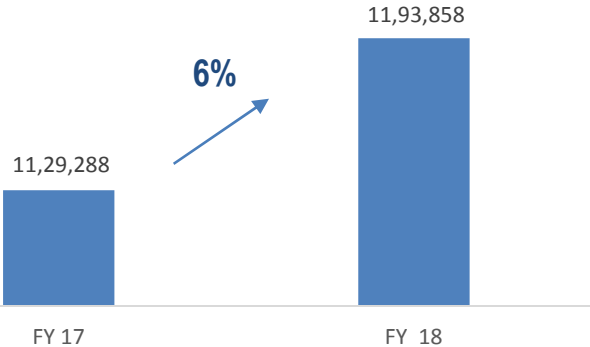
1. Includes amortisation of Intangibles acquired

2. As on 31<sup>st</sup> Jul 18: Debt: INR 3,000 MN ; Net Debt is NIL . Repayment from internal accruals: INR 250 MN in Q4 18 and Q1 19 each ; INR 500 MN in July '19

3. Mark to Market losses due to rising interest rates has brought down Other Income by 52%

# FY 19: IPM - Growth Trend

## IPM SALES



After growing in FY 18 at a sluggish rate of 6% (one of the lowest growth rates witnessed in the IPM in the last 15 years) ...

.... IPM saw a growth rate of 4% in Q1 19 on a sequential basis.

	ERIS					IPM				
	Q4 FY 18	Q1 FY 19	Growth qoq	Q1 FY 18	Growth yoy	Q4 FY 18	Q1 FY 19	Growth qoq	Q1 FY 18	Growth yoy
<b>Chronic</b>	1,601	1,825	14%	1,470	24%	97,643	1,03,034	6%	92,607	11%
<b>Sub Chronic</b>	600	679	13%	457	49%	59,381	66,064	11%	60,678	9%
<b>Acute</b>	436	480	10%	414	16%	1,42,791	1,43,512	1%	1,33,659	7%
<b>Total</b>	<b>2,637</b>	<b>2,984</b>	<b>13%</b>	<b>2,341</b>	<b>27%</b>	<b>2,99,815</b>	<b>3,12,610</b>	<b>4%</b>	<b>2,86,944</b>	<b>9%</b>

Source : AIOCD AWACS Pharmatrac , All figures in INR MILLION



THANK YOU