



Q3 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 CARE – 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 care initiatives** have 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



INDIA HEART STUDY

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

MEDTRONIC PARTNERSHIP

Eris Lifesciences joins hands with Medtronic for diabetes monitoring

- In a first of its kind collaboration, Eris Lifesciences has tied up with US medical devices maker Medtronic to bring the latter's technology to test glucose variability in diabetes patients
- Medtronic will bring to India its latest US FDA approved Guardian Connect device for real-time evaluation of glucose variability in diabetes patients.
- Eris through its national reach will provide the device at clinics and healthcare delivery units under its patient care initiative.
- Guardian Connect is the world's first Continuous Glucose Monitoring System connected with smartphone displays for real-time data viewing of glucose levels, without a separate hardware monitor.
- Guardian Connect sends out alerts predicting high and low blood sugars 10-60 minutes in advance. These alerts pop up on the user's smartphone as notifications, just like regular text messages that pop up at regular intervals on mobile phones.
- The device also includes features like remote monitoring alerts via text messages and a web app that can be accessed from any internet-connected device.

Although India has one of the highest incidence of diabetes, diagnosis and monitoring remain a challenge. Monitoring sugar levels is a critical element of managing diabetes. From the earlier blood glucose monitors (prick and test blood) to the new-age continuous monitoring device like Guardian Connect which has a small transmitter, mobile app and disposable sensor, monitoring glucose level has become very convenient and painless.

INR millions	Q3 FY 18	Q3 FY 19	yoy GR
Sale of Products	2,075	2,485	20%
Other Operating Income	15	39	
Revenue from Operations	2,090	2,524	21%
Gross Profit	1,753	2,130	22%
Gross Profit Margins	84%	84%	
Employee cost	428	475	11%
as % of Revenue	20%	19%	
Other Expenses	514	720	40%
as % of Revenue	25%	29%	
EBITDA	811	935	15%
EBITDA margin	39%	37%	

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Depreciation and Amortisation *	67	96	43%
EBIT	744	839	13%
EBIT margin	36%	33%	
Finance cost	28	51	85%
Other Income	58	103	78%
PBT	774	891	15%
PBT margin	37%	35%	
Taxes	25	89	257%
Net Profit	749	802	7%
Net Profit margin	36%	32%	

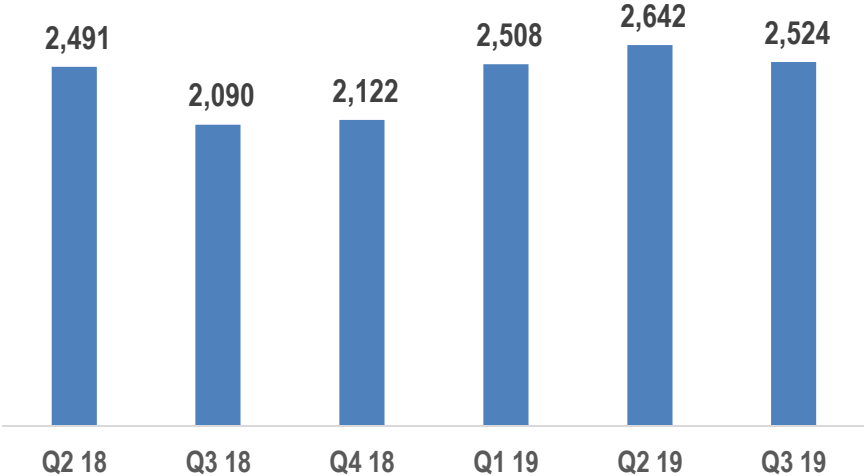
1. Includes amortisation of Intangibles acquired

2. As on 31st Dec 18: Investments: INR 2,973 MN; Debt: INR 2,250 MN ; Additional Repayment in Jan 19 (i.e. after 31 Dec 18): INR 250 MN.

FY 19 - Growth Trend and Productivity



ERIS Quarterly Revenue INR mn



IPM Rank and Productivity

IPM Rank *

24

MRs

2,022

YPM
Lacs per month

4.1

Source: Internal numbers
* Source: AIOCD AWACS Dec MAT 2018

Q3 FY 19 Entity Wise Growth



INR million	Q3 FY 19	% of Total	yoy GR
IPM	3,39,862	100%	10%
ERIS Consol	3,061	100%	11%
Eris	2,351	77%	14%
Strides	535	17%	16%
Kinedex	119	4%	-35%
Aprica	56	2%	14%



THANK YOU