



Q2 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

RESULTS

FINANCIAL PERFORMANCE: Q2 FY 19



INR millions	Q1 FY 19	Q2 FY 19	qoq GR	Q2 FY 18	Q2 19 yoy GR	H1 19 yoy GR
Sale of Products	2,471	2,606	5%	2,307	13%	23%
Other Operating Income	37	36	-2%	186	-80%	-68%
Revenue from Operations	2,508	2,642	5%	2,492	6%	19%
Gross Profit	2,119	2,236	6%	2,093	7%	19%
Gross Profit Margins	85%	85%		84%		
Employee cost	491	469	-4%	373	26%	32%
as % of Revenue	20%	18%		15%		
Other Expenses	743	760	2%	742	2%	20%
as % of Revenue	30%	29%		30%		
EBITDA	886	1,007	14%	978	3%	12%
EBITDA margin	35%	38%		39%		

RESULTS

FINANCIAL PERFORMANCE: Q2 FY 19



INR millions	Q1 FY 19	Q2 FY 19	qoq GR	Q2 FY 18	Q2 19 yoy GR	H1 19 yoy GR
EBITDA	886	1,007	14%	978	3%	12%
EBITDA margin	35%	38%		39%		
Depreciation and Amortisation ¹	73	83	14%	53	57%	57%
EBIT	813	924	14%	925	0%	9%
EBIT margin	32%	35%		37%		
Finance cost ²	71	63	-12%	0.2	36665%	41632%
Other Income	35	61	74%	65	-5%	-27%
PBT	777	923	19%	989	-7%	-1%
PBT margin	31%	35%		40%		
Taxes	61	68	11%	58	17%	50%
Net Profit	716	855	20%	931	-8%	-4%
Net Profit margin	29%	32%		37%		

1. Includes amortisation of Intangibles acquired

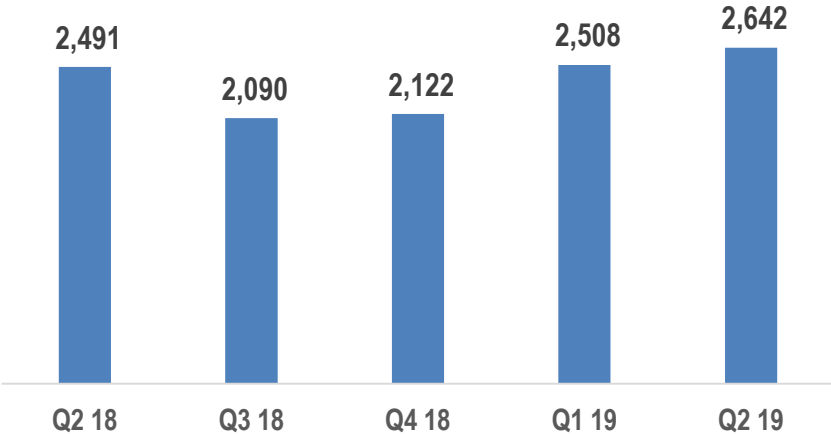
2. As on 30th Sep 18: Investments: INR 3,368 MN; Debt: INR 2,750 MN ; Additional Repayment in Oct 18: INR 250 MN.

FY 19 - Growth Trend and Productivity



Modest yoy growth on high base of Q2 18

ERIS Quarterly Sales INR MN



IPM Rank and Productivity

IPM Rank *

24

MRs

1,937

YPM
Lacs per month

4.5

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

FY 19 – Growth Trend across Categories



Category	% of Total Revenue	Growth Rate Q1 19 to Q2 19
Chronic		
ERIS	62%	5%
IPM	31%	2%
Sub Chronic		
ERIS	23%	2%
IPM	21%	4%
Acute		
ERIS	15%	-4%
IPM	48%	11%

Source: AIOCD AWACS



THANK YOU