



EY Entrepreneur of the year-2013



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Date: 28th January, 2021

To BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001	To National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai-400051
Security Code: 540596	Symbol: ERIS

SUBJECT: INVESTOR PRESENTATION

Dear Sir/Madam,

Pursuant to the requirement of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached investor presentation to be made by the Company.

Thanking you.

For Eris Lifesciences Limited

Milind Talegaonkar
Company Secretary and Compliance Officer

Encl.:a/a

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CIN: L24232GJ2007PLC049867

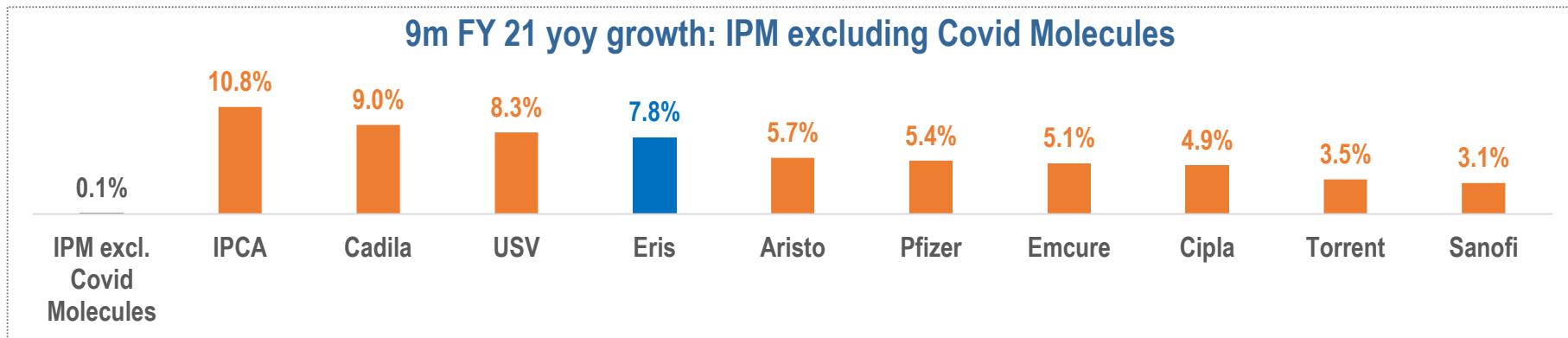
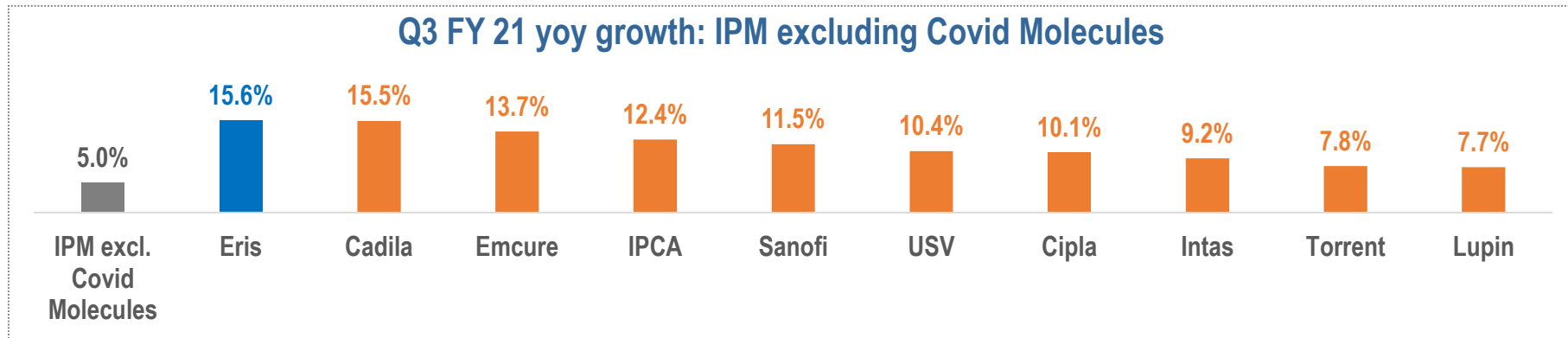
ERIS LIFESCIENCES LTD

Q3 FY 21

INVESTOR PRESENTATION

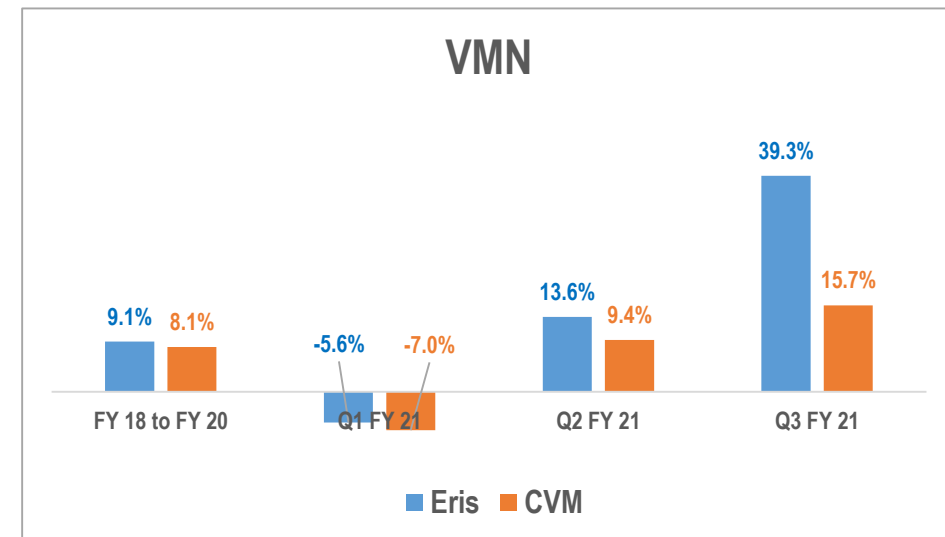
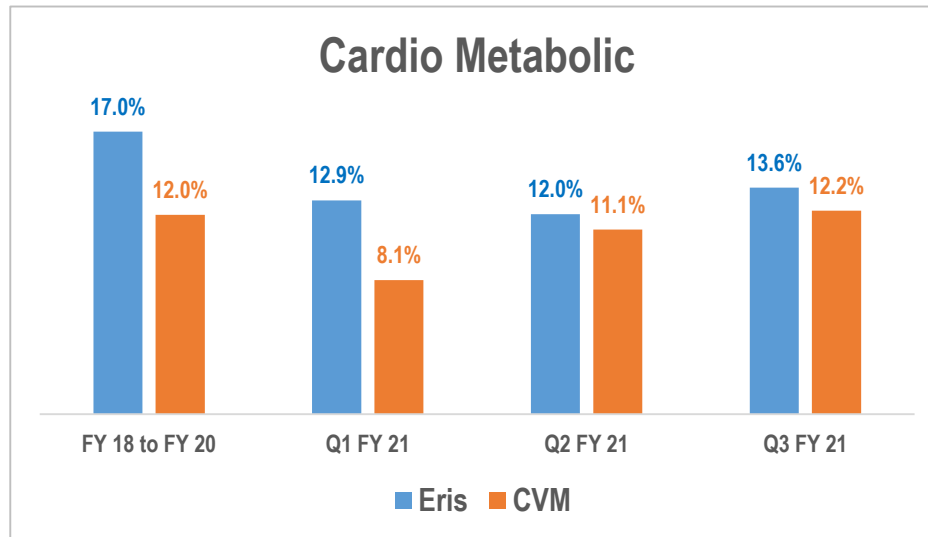
Q3 FY 21 – MARKET LEADING GROWTH

Eris among the fastest growing companies in IPM (excl. Covid Molecules)



Q3 FY 21 – BUSINESS HIGHLIGHTS

- Continued **super-specialty focus** and **relentless execution** leads to **10th consecutive quarter** of **outperforming** covered market in core **Cardio metabolic** and **VMN** segments ($\approx 78\%$ of sales)



- Acute** therapies **regain strength** – **outperform** market in **Q3 FY 21** (yoy gr 15.4% vs for -1.2% for CVM)
- Significant** key **new launches** in Q3 FY 21
 - Gluxit**: Dapagliflozin – Key molecule in the SGLT 2 segment of Oral Diabetes Care
 - Rivalto**: Rivaroxaban

Q3 FY 21 – POWER BRANDS CONTINUE TO HAVE LEADING PRESENCE IN CORE THERAPIES

Therapy wide presence in **Oral Diabetes Care** with **power brands** holding **high ranks** in new generation fast growing molecules

Sulfonylurea

Glimisave rank 5 in the ≈**4,500 cr** Glimepiride and combinations market

Glimisave MV rank 2 in Glimeperide + Voglibose + Metformin

Cyblex rank 5 in the ≈**650 cr** Gliclazide and combinations market

Cyblex MV rank 1 in Gliclazide + Voglibose + Metformin

DPP4 Inhibitors

Zomelis rank 3 in the ≈**1,000 cr** Vildagliptin and combinations market

Tendia rank 6 in the ≈**1,100 cr** Teneligliptin and combinations market

SGLT 2

Gluxit Key New Launch

Q3 FY 21 – POWER BRANDS CONTINUE TO HAVE LEADING PRESENCE IN CORE THERAPIES

High rank in Anti-Hypertensives: the fastest growing and largest segment of Cardiac Care

Eritel	rank 5	in the ≈3,500 cr Telmisartan and combinations market
Eritel CH	rank 4	in Telmisartan + Chlorthalidone market
Eritel LN	rank 3	in Telmisartan + Cilnidipine market
Olmin	rank 4	in the ≈1,000 cr Olmesartan and combinations market
Olmin Trio	rank 1	in Olmesartan + Cilnidipine + Chlorthalidone market
Olmin CH	rank 3	in Olmesartan + Chlorthalidone market
LNBloc	rank 2	in the ≈600 cr Cilnidipine and combinations market
LNBeta	rank 1	in Nebivolol + Cilnidipine market

VMN: specialty focus in core molecules leads to high ranks

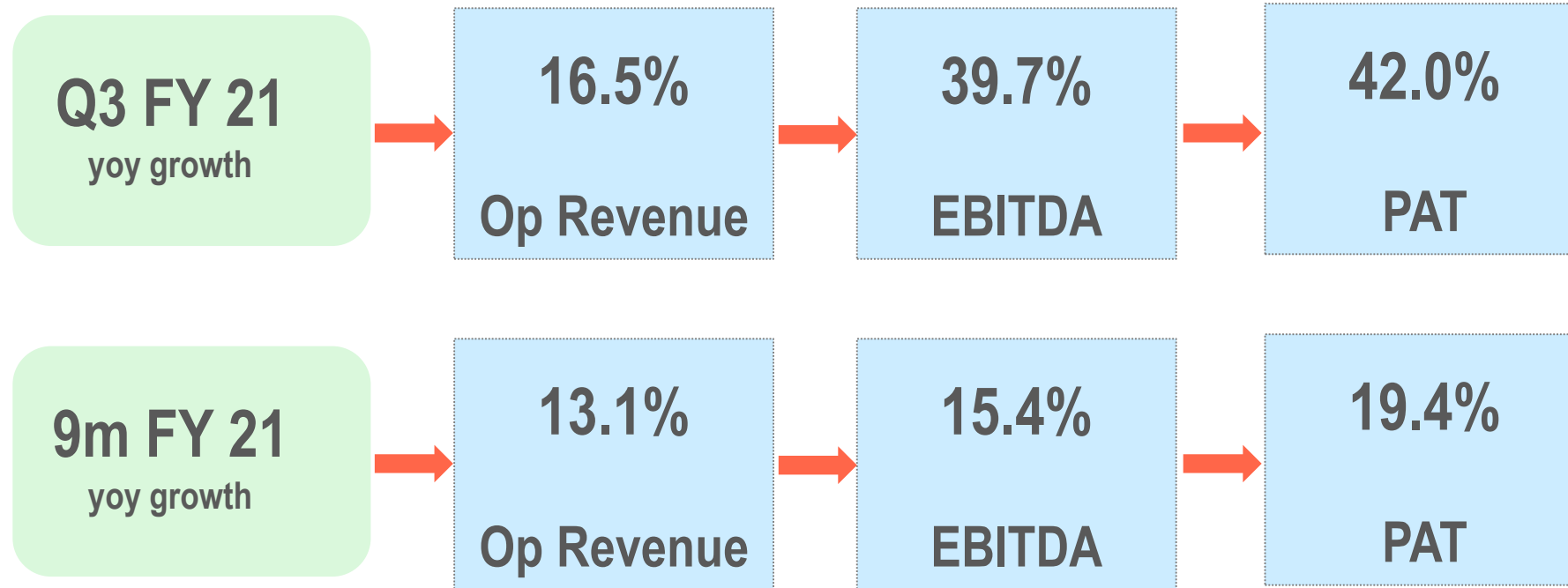
Renerve	rank 2	in the ≈1,700 cr Methylcobalamin and combinations market
Tayo	rank 5	in the ≈1,400 cr Cholecalciferol and combinations market
Ginkocer	rank 1	in the ≈100 cr Ginkgo Biloba + combination market with 29% market share
ZAC D	Key New Launch in Q2 FY 21	

Q3 FY 21 – TAILWINDS FROM PRESCRIPTION TRENDS AND PATENT EXPIRATIONS

Eris's **tailwinds** for long-term **sustainable growth**:

- **Prescriber preference** seen shifting towards **established incumbent brands** during the last 9 months; this bodes well for Eris with **11 of its Top 15** mother brands being **ranked among Top-5** in their respective categories
- In line with above trend, **7 out of Eris's Top 15** mother brands **gained market share** in Q3 FY 21
- Eris's **significantly high** contribution from **chronic** and **sub chronic** therapies (**90% of total**) positions it well for long-term sustainable growth, given that increased **awareness**, higher **detection**, and improved patient **compliance** have led to **chronic** segments consistently outperforming **acute** segments
- **6** key new **product launches planned** for FY 21, of which **3 products** launched **successfully**
- **Large high growth** molecules in **diabetes** and **cardiac** therapies set to go off patent in near future
- **Eris** positioned strategically **among top 10 players** in these therapies to gain significant leverage from these expirations

Q3 FY 21 – KEY FINANCIAL AND CORPORATE HIGHLIGHTS



- **Working Capital Management – Reduction in Debtor Days tracking in line with guidance**
- **Raising the bar on Corporate Governance – Expansion of Board - 3 Directors join the Board**
- **Strengthened Senior Management – Professional and Entrepreneurial Management to jointly drive Eris into the next era of growth**

Q3 FY 21 – STANDALONE INCOME STATEMENT

Standalone INR Millions	Q3 FY 21	Q3 FY 20	Q3 FY 21 yoy GR	9m FY 21	9m FY 20	9m FY 21 yoy GR
Sale of Products	2,815	2,495	12.8%	8,360	7,777	7.5%
Other Operating Income	56	48	17.9%	160	118	35.5%
Revenue from Operations	2,871	2,543	12.9%	8,520	7,895	7.9%
Gross Profit	2,365	2,132	10.9%	7,035	6,580	6.9%
Gross Profit Margin	82.4%	83.9%		82.6%	83.3%	
Employee Cost	539	492	9.6%	1,607	1,407	14.2%
as % of Revenue	18.8%	19.3%		18.9%	17.8%	
Other Expenses	793	892	-11.2%	2,196	2,350	-6.5%
as % of Revenue	27.6%	35.1%		25.8%	29.8%	
EBITDA	1,034	748	38.2%	3,233	2,824	14.5%
EBITDA Margin	36.0%	29.4%		37.9%	35.8%	
EBIT	941	634	48.3%	2,958	2,504	18.1%
EBIT Margin	32.8%	25.0%		34.7%	31.7%	
Finance Cost	2	3	-52.5%	6	16	-63.6%
Other Income	34	79		73	155	-53.3%
PBT	974	710	37.1%	3,025	2,644	14.4%
PBT Margin	33.9%	27.9%		35.5%	33.5%	
Taxes	87	83	4.9%	212	282	-24.8%
Net Profit	886	627	41.4%	2,813	2,362	19.1%
Net Profit Margin	30.9%	24.7%		33.0%	29.9%	

Source: Unaudited Financial Statements

Q3 FY 21 – CONSOLIDATED INCOME STATEMENT

Consolidated INR Millions	Q3 FY 21	Q3 FY 20	Q3 FY 21 yoy GR	9m FY 21	9m FY 20	9m FY 21 yoy GR
Sale of Products	3,050	2,618	16.5%	9,184	8,141	12.8%
Other Operating Income	54	46	15.8%	153	114	34.0%
Revenue from Operations	3,104	2,664	16.5%	9,337	8,255	13.1%
Gross Profit	2,540	2,236	13.6%	7,558	6,911	9.4%
Gross Profit Margin	81.8%	83.9%		81.0%	83.7%	
Employee Cost	597	524	13.9%	1,768	1,501	17.8%
as % of Revenue	19.2%	19.7%		18.9%	18.2%	
Other Expenses	871	944	-7.7%	2,430	2,498	-2.7%
as % of Revenue	28.0%	35.4%		26.0%	30.3%	
EBITDA	1,072	768	39.7%	3,361	2,911	15.4%
EBITDA Margin	34.5%	28.8%		36.0%	35.3%	
EBIT	966	641	50.8%	3,045	2,552	19.3%
EBIT Margin	31.1%	24.1%		32.6%	30.9%	
Finance Cost	4	4	3.1%	13	18	-30.4%
Other Income	31	85		65	165	-60.5%
PBT	993	722	37.6%	3,098	2,699	14.8%
PBT Margin	32.0%	27.1%		33.2%	32.7%	
Taxes	91	87	5.2%	229	296	-22.7%
Net Profit	902	635	42.0%	2,869	2,402	19.4%
Net Profit Margin	29.0%	23.8%		30.7%	29.1%	

Break up of Consolidated Sale of Products	Q3 FY 21	Q3 FY 20	Q3 FY 21 yoy GR
Eris	2,777	2,475	12.2%
Aprica	163	142	14.6%
Branded Formulation Business	2,940	2,618	12.3%
EHPL	110	-	
Consolidated Sale of Products	3,050	2,618	16.5%

Published Standalone Sales of INR mn 2,815 include INR mn 38 (INR mn 20 for Q3 FY 20) of intercompany sales from standalone to subsidiaries.

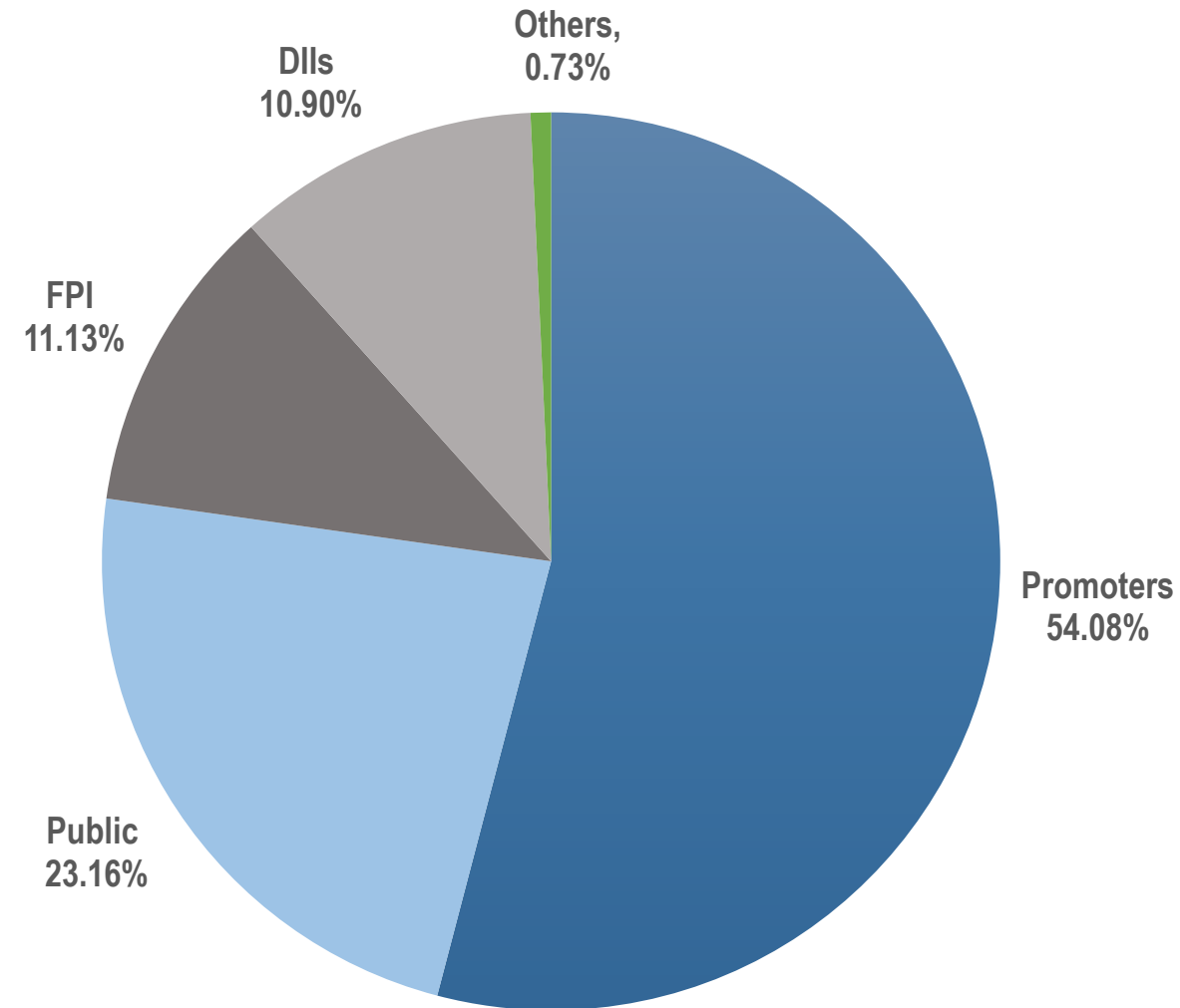
SHAREHOLDER PROFILE

Shareholding of Promoters and Top 15 Institutional Investors

Name of Shareholder

As on	As on	As on
31-Dec-20	30-Sep-20	30-Jun-20
579.95*	538.2*	457.3*

		As on	As on	As on
		31-Dec-20	30-Sep-20	30-Jun-20
	Promoters	54.23%	54.08%	55.55%
1	ChrysCapital (Emerald Investment Limited)	5.51%	5.51%	5.51%
2	UTI Mutual Fund	3.65%	3.34%	3.10%
3	Aditya Birla Sun Life Mutual Fund	2.38%	2.54%	3.28%
4	Franklin Templeton Mutual Fund	1.38%	1.73%	1.67%
5	Kuwait Investment Authority Fund	1.11%	1.11%	-
6	Fundsmith Emerging Equities Trust	1.09%	1.09%	1.09%
7	Tata Mutual Fund	0.94%	0.94%	0.94%
8	Abu Dhabi Investment Authority	0.87%	0.87%	0.87%
9	Kotak Mutual Fund	0.83%	1.16%	1.08%
10	L and T Mutual Fund	0.76%	0.76%	0.76%
11	Steinberg India Fund	0.44%	0.44%	-
12	Ellipsis Partners LLC	0.36%	0.17%	0.04%
13	New Mark Capital India Fund	0.24%	0.24%	0.24%
14	Shinsei UTI JV	0.20%	0.21%	0.20%
15	Pioneer Investment Fund	0.19%	0.19%	-



* Closing price as per NSE

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.

THANK YOU

ERIS LIFESCIENCES LTD

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INVESTOR RELATIONS
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