Aarti Drugs Limited

Manufacturers of : Bulk Drugs & Chemicals

Corporate Office : Mahendra Industrial Estate,
Ground Floor, Plot No. 109-D, Road No. 29,
Sion (East), Mumbai - 400 022. (India)
Tel.: 022-2407 2249 / 2401 9025 (30 Lines)
Fax: 022-2407 3462 / 2407 0144
Email: audit@aartidrugs.com
website: www.aartidrugs.com
CIN No.: L37060MH1984PLC055433

Reference No.: ADL/SE/2-M/2016

Date: 16th February, 2016

To, Department of corporate service, BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. **BSE CODE – 524348**	To, National Stock Exchange of India Limited, "Exchange Plaza", Bandra - Kurla Complex, Bandra (E), Mumbai – 400051. **NSE SYMBOL: AARTIDRUGS**

Dear Sir/Madam,

Subject: Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We wish to inform you that pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, that company had participated in 'Antique India Conference on 15th February, 2016 and Mr. Adhish Patil Chief Financial Officer of the Company had a meeting with following fund house

1. DSP Blackrock - Mr. Vineet,
2. GeeCee investments - Mr. Vivek,
3. HDFC asset management- Mr. Chirag,
4. Canara Robeco - Ms. Anandha and,
5. Goldmann Sachs - Mr. Pathak.

Kindly take the same on record.

Thanking You,

Yours faithfully,
For **AARTI DRUGS LIMITED**

HARSHIT M. SAVLA
JT. MANAGING DIRECTOR
DIN: 00005340

Aarti Drugs Ltd

Corporate Presentation

Feb, 2016 (update)

Disclaimer

Except for historical information, all of the statements, expectations and assumptions,
including expectations and assumptions, contained in this presentation may be forward looking statements that involve a number of risks and uncertainties. Although Aarti Drugs attempts to be accurate in making these forward-looking statements, it is possible that future circumstances might differ from the assumptions on which such statements are based. Other important factors which could cause these statements to differ materially including outsourcing trends, economic conditions, dependence on collaborative partnership programs, retention of key personnel, technological advances and continued success in growth of sales that may make our products/services offerings less competitive; Aarti Drugs may not undertake to update any forward-looking statements that may be made from time to time

About Aarti Drugs

OVERVIEW

- Part of the $ 650 million Aarti Group of Industries, the company was established back in 1984
- It is engaged in manufacturing of APIs, Pharma Intermediates and specialty chemicals with 10 multi-ton, multi-location GMP compliant facilities
- 8 facilities located in Industrial MIDC Tarapur, Mahrashtra - 120 kms away from Mumbai

  2 facilities located in Industrial GIDC Sarigam, Gujarat - 160 kms away from Mumbai
- Markets products over 94 countries with strong presence in regulated markets including Brazil, Mexico, Netherland & Spain
- Clientele includes MNCs viz. Abbott, Sanofi- Aventis, Merck, Teva, Searle, Pfizer, Bayer and Clariant
- Comprehensive product portfolio with a strong presence in Anti-biotic, Anti-Protozoal, Anti-inflammatory, Anti-fungal, Anti-diabetic, Cardio-protectant, Vitamins, Anti-arthritis, Sedatives therapeutic groups
- Successfully commissioned centralized state-of-the-art R&D centre at Tarapur MIDC in close vicinity to manufacturing locations

About Aarti Drugs (Cont.)

- Various products are registered with various authorities like USFDA, COS, IDL, JAPAN ACCREDITATION, TGA, COFEPRIS, ANVISA, WHO-GMP, EUGMP
- It has developed 30 new molecules in the past five years

AWARDS & RECOGNITION

Year	Authority	Awards
2013	ABBOTT	Best Vendor of the year
2012	PHARMEXCIL	Outstanding Performance in Latin American Export
2009	PHARMEXCIL	Outstanding Performance in Export
2006	AVAYA GLOBAL CONNECT	Customer Responsiveness
2005	AVAYA GLOBAL CONNECT	Customer Responsiveness
2001	ORGANIZATION OF PHARMACEUTICAL PRODUCT	Best Vendor
2001	CHEMEXCIL	Outstanding Performance in Export
1991-92	CHEMEXCIL	Outstanding Performance in Export

About Aarti Drugs

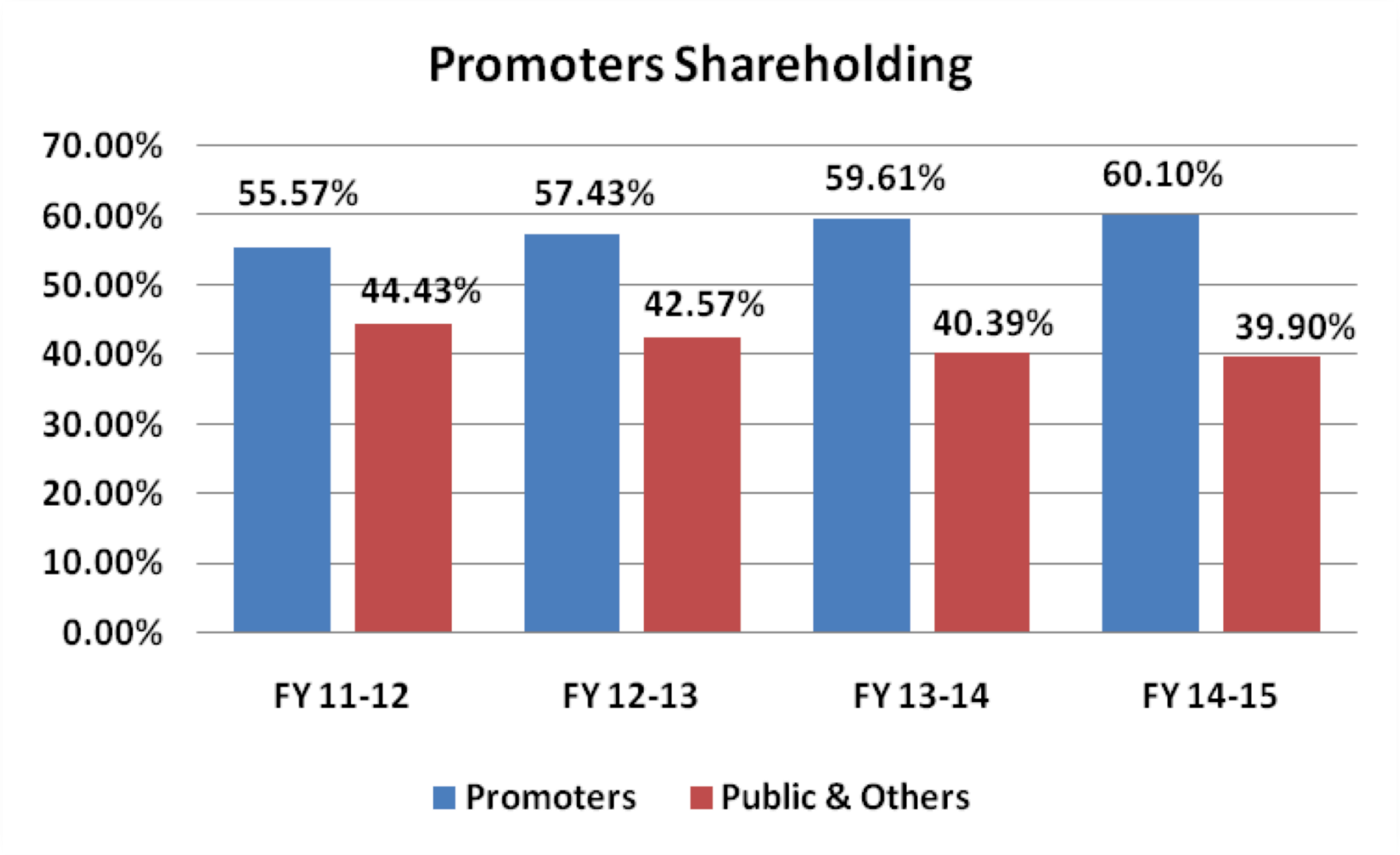
Vision

- To be the preferred vendor for products in India and World

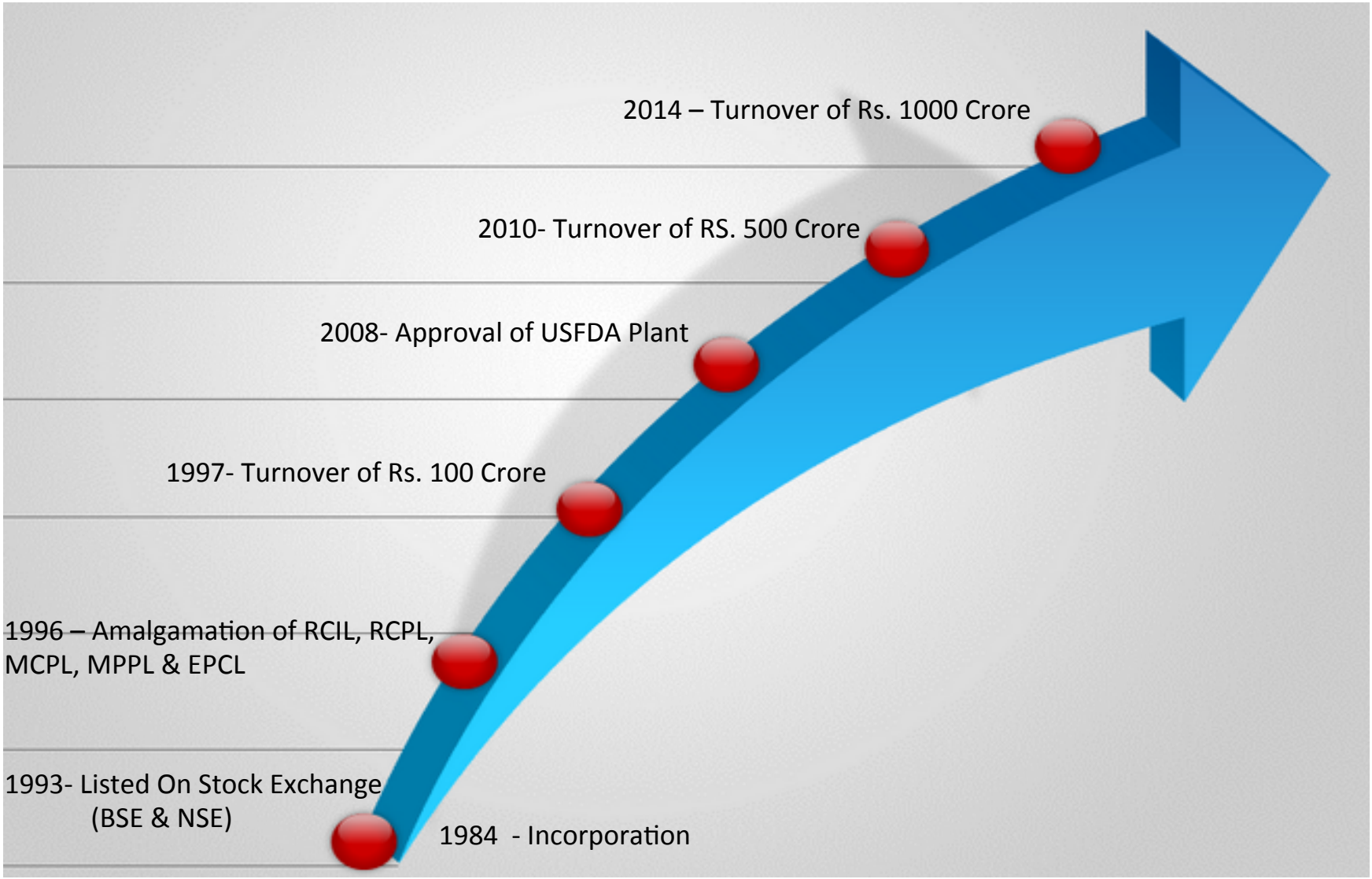
Mission

- Seek global market leadership
- Focus on growth and development of the product
- Continue to create winning culture, operating in highest standards of ethics and values with co-operation among competitors
- Strive for excellence in customer service, quality and R&D

Shareholding structure



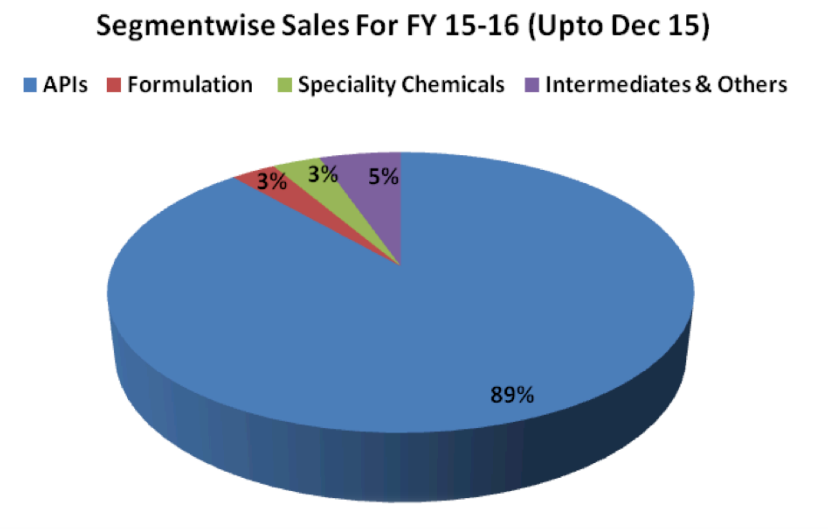
Timelines

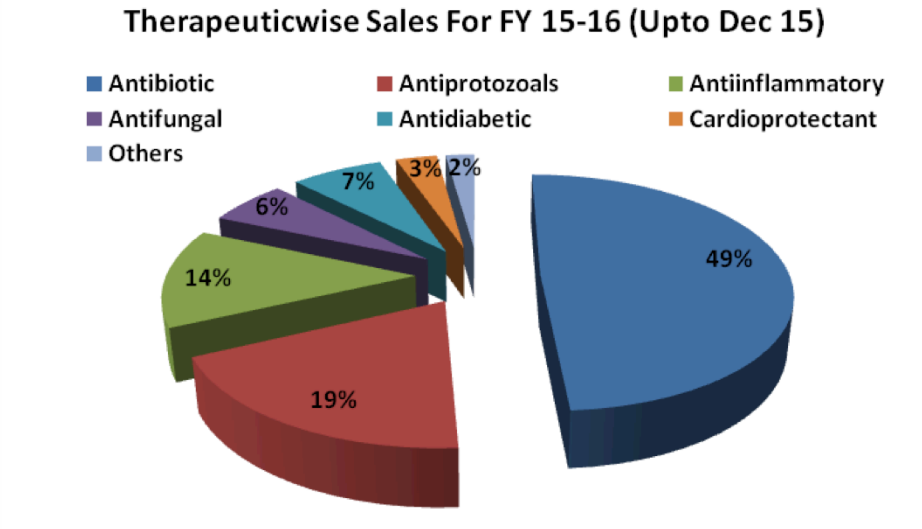

2014 – Turnover of Rs. 1000 Crore
2010- Turnover of RS. 500 Crore
2008- Approval of USFDA Plant
1997- Turnover of Rs. 100 Crore
1996 – Amalgamation of RCIL, RCPL, MCPL, MPPL & EPCL
1993- Listed On Stock Exchange (BSE & NSE)
1984 - Incorporation

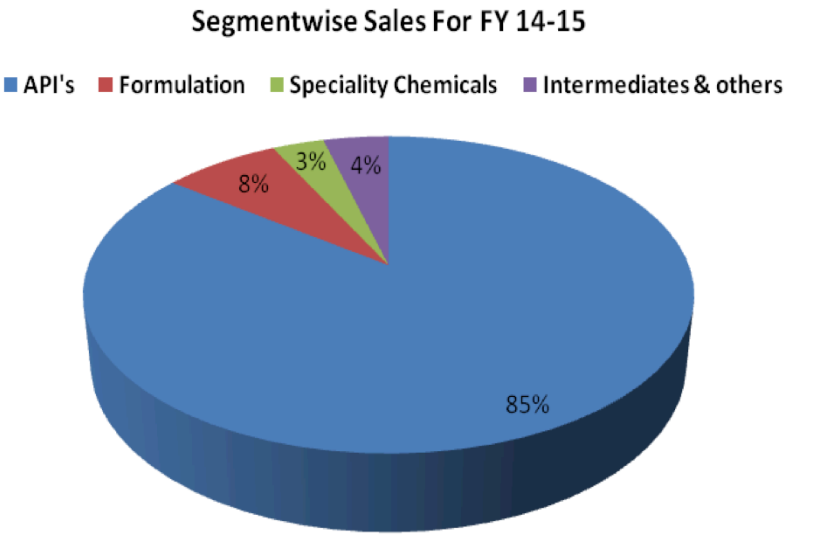
Leadership Team

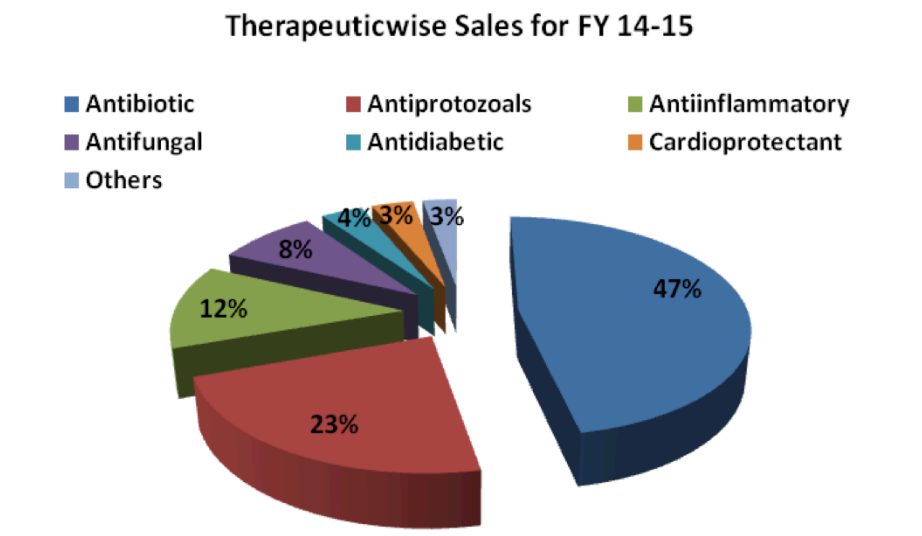
Mr. Prakash M. Patil **Chairman, MD & CEO**	▪ Founder Director of Aarti Drugs Ltd ▪ Excels in an array of promotional activities viz : product identification, project conceptualization, planning, project engineering & project implementation ▪ Bachelor of Chemical Engineering From UDCT
Mr. Harshit M. Savla **Joint Managing Director**	▪ Excels in all areas of finance, accounts, exports & internal control ▪ Commerce graduate From Mumbai University
Mr. Harit P. Shah **Whole Time Director**	▪ Experience of over 25 years in handling commercial functions encompassing sales, purchase & exports ▪ Commerce graduate From Mumbai University
Mr. Rajendra V. Gogri **Non Executive Director**	▪ Founder Director of Aarti Industries ▪ Rich experience in handling portfolios of marketing, purchase, business development, accounts, finance, taxation and legal ▪ Chemical Engineer from UDCT. Master of Science-Chemical Engineering from IOWA State University, USA
Mr. Rashesh C. Gogri **Whole Time Director**	▪ Experience of over 16 years in the field of production, marketing & project implementation ▪ Production Engineer from Mumbai University
Mr. Adhish P. Patil **Chief Financial Officer**	▪ Experience of over 8 years in the field of finance, consulting, systems engineering and Information Technology ▪ Bachelor of Engineering (IT) from Mumbai University. MBA - Finance & Marketing from University of Florida, Warrington College of Business Administration ▪ Top 100 CFOs India 2014, award winner

Business overview





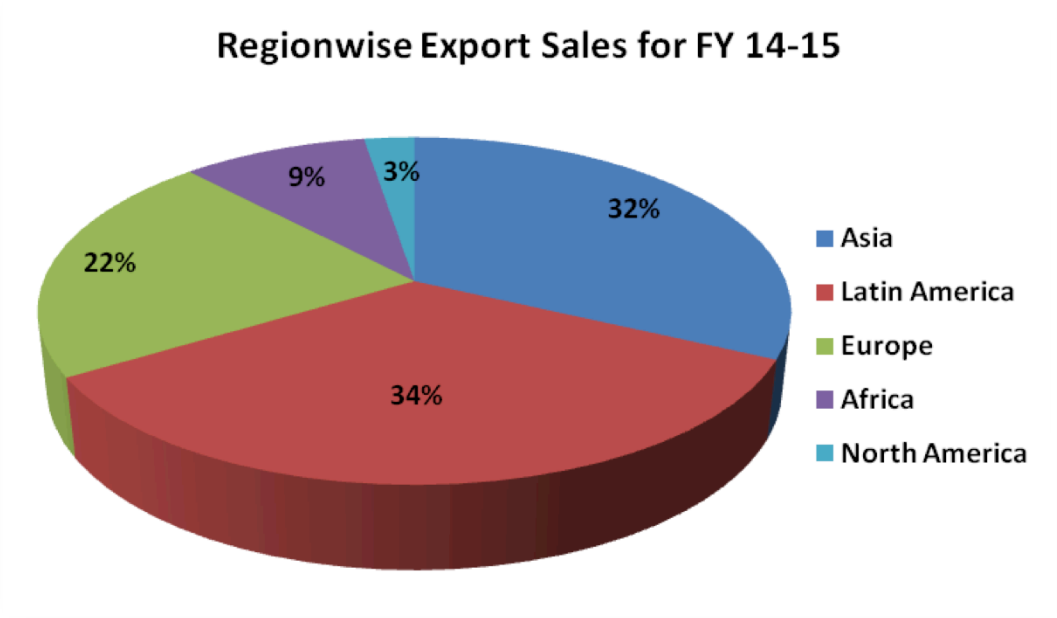




Business overview

- ADL is domestic market share leader in most of its top 10 products
- Local clientele is well diversified with the topmost client contributing to only 3.59% of local sales
- Top 10 Local Clientele contributes to around 15.63% of total local sales
- Export Clientele is well diversified with the topmost client contributing to only 5.11% of total export sales
- Top 10 Export clients contributes to only 32.93% of total export sales
- Top ten products contributes to around 67% of the total sales

Geographic presence





TOP 10 EXPORT COUNTRIES :

Country	Country
BRAZIL	BANGLADESH
MEXICO	EGYPT
TURKEY	RUSSIA
PAKISTAN	INDONESIA
NETHERLAND	U.A.E.

Regulated	**60%**
Semi-Regulated	10%
Non - Regulated	30%

Key local clientele



































Overview of facilities As of Nov'15

Sr. No.	Name of Unit	Certification
1.	Aarti Drugs Ltd.E-22	Australian Government – Department of Health and Ageing - Therapeutic Goods Administration
		WHO-GMP / Japanese Accreditation
		USFDA * Import alert dated 23rd Mar'15
2	Aarti Drugs Ltd.G-60	ANVISA-Brazil
		WHO-GMP
		COFEPRIS-MEXICO
3	Aarti Drugs Ltd.E-21	WHO-GMP
		K-FDA(Korean FDA)
4	Aarti Drugs Ltd.N-198	EUGMP, WHO-GMP & ISO Certification
5	Aarti Drugs Ltd.K-40	WHO-GMP
6	Aarti Drugs Ltd.W-61(Suyash)	EUGMP & WHO-GMP
7	Aarti Drugs Ltd.E-120	Local GMP Certificate
8	Aarti Drugs Ltd.E-9/3(Rashesh)	ISO-9001:2008
9	Aarti Drugs Ltd-Sarigam 2902-04	WHO-GMP
10	Aarti Drugs Ltd-Sarigam 211/213	WHO-GMP / COFEPRIS Inspected / CEP applied

Overview of facilities

Reaction Capabilities

- Nitration
- Cyclocondensation
- Ammonolysis (Amidation)
- Epoxidation (Chiral & Achiral)
- Reduction
- Dehalohydrogenation
- Condensation
- Noble Metal Hydrogenation (Catalytic Reduction)
- Oxidation
- Fischer Indolization
- Balz - Schiemann (Halex) (Flurination of Amines)
- Esterification (Including Asymmetri Esterification)
- Sulphonation
- Alkylation
- Methoxylation
- Halogenation (Cl, Br, I)
- Acetylation
- Diazotization & Related Chemistry
- Grignard Reaction
- Friedel Craft
- Aldol Condensation
- Cynation
- Chloro Sulfonation

Focus on quality

- Establish and maintain high standards of quality of its products manufactured at various locations including those at contract manufacturing sites, meeting cGMP & cGLP norms
- Comply with current national and international regulations as applicable and continuously move towards meeting stringent global standards
- Products shall be manufactured and marketed meeting all quality parameters related to identity, purity, safety and efficacy through well defined quality assurance and validation system
- Major thrust shall be given on quality up gradation and product integrity on continuous basis to achieve higher level of customer satisfaction
- Continuous training of the employees for skill enhancements

R&D focus

- Manufacturing facilities supported by R&D team which is located at Tarapur
- Strength at R&D

• Doctorates	:	03
• Master Graduates [M. Sc]	:	36
• Graduates [B. Sc]	:	11
• Engineers	:	25
• Technicians	:	12



- Pilot plant facility at corporate R&D center in Tarapur, which is suitable to manufacture products on kilo scale
- R&D is well supported by in house project management team to ensure timely implementation of new products on commercial scale
- In last five years about 30 API's have been developed in lab
- R&D Center recognized by Department of Science and Industrial Research, Government of India

Future business strategy

- **Anti Diabetic**:
  - Started with the commercial operations, received WHOGMP, recently inspected by COFEPRIS
  - Expected revenues of installed capacity would be ~150 cr per annum as per ROW market pricing. Designed for highly regulated markets. Layout has been designed for doubling the existing installed capacity

- **Antibiotic (3 more Fluoroquinolones)**:

  - First in India to manufacture from basic intermediates. In-house technology. Already established market player in this category (FY14-15 sale of 135 cr per annum)
  - Expected revenues of installed capacity would be around 500 cr per annum as per ROW market pricing. Designed for regulated markets. Started with commercial operations, GMP approvals are in progress.

- **Antiprotozoal**:
  - Double the capacity of existing product to curtail the imports. Existing technology and Chinese JV.
  - Established competitive edge worldwide and sole Indian player.
  - Expected revenues of installed capacity would be around 80 cr per annum as per ROW market pricing. Started with 1.5 times the existing capacity in mid of third quarter.

Future business strategy – contd……

- **Vitamins / Anti-Inflammatory**:
  - Multi-purpose facility under construction. Targeting highly regulated markets
  - Installed capacity will give revenues of around 50 Cr/ 35 Cr per annum as per product selection - Currently on HOLD

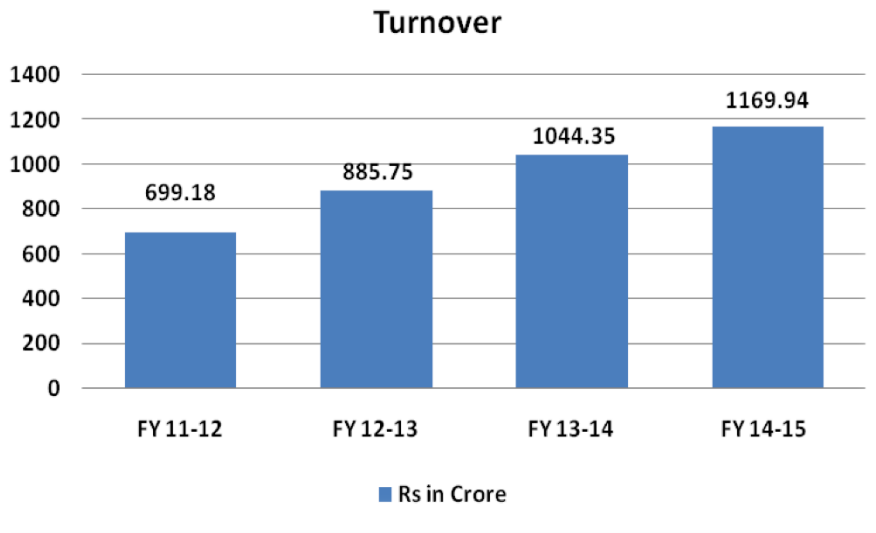
- **R&D product pipeline**:
  - Strong pipeline of products under R&D for future growth
  - Identified some APIs with specialized applications but have volume markets

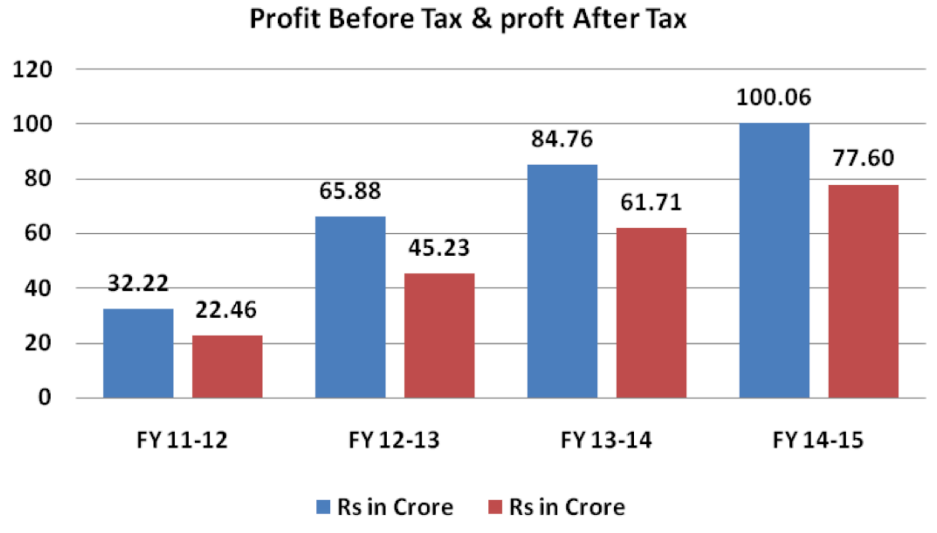
- **Formulations**:
  - Small existing business wherein we extend the service than just being a mere API supplier
  - Provide toll manufacturing of formulations
  - Small acquisition on the way to formulate these products in-house for better service

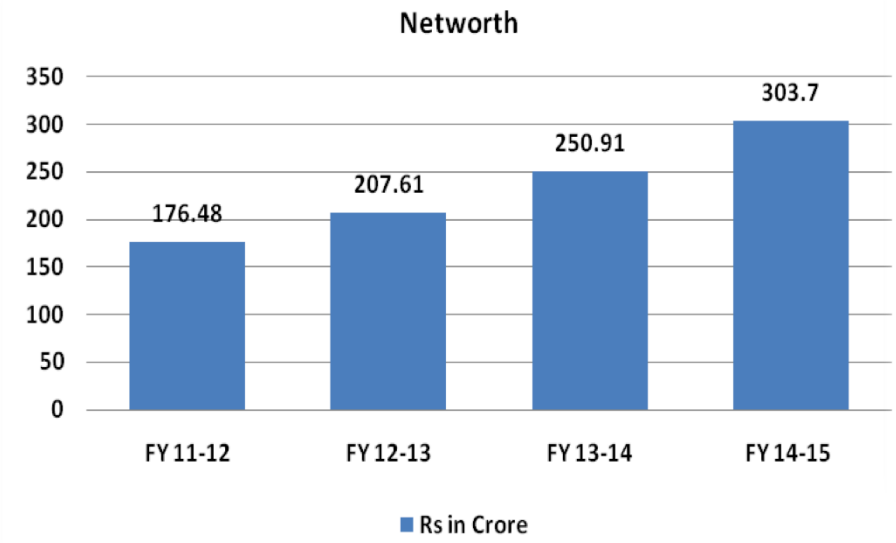
- **Tie-ups**:
  - We have tied up with European distributor on profit sharing basis. Already 3 dossiers are ready, under stability study. Strategy would be to engage in our own APIs
  - Partnered with USA company on formulation revenues wherein we would be supplying API at cost

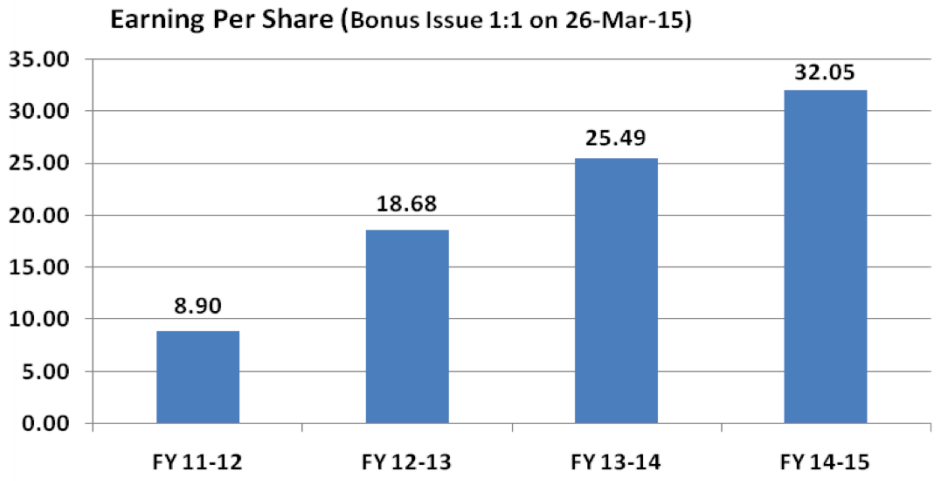
- **Consolidation of existing Anti-biotic:**
  - Growth story continues
  - 50 TPM -> 100 TPM (2013-14)-> 135 TPM (2014-15) -> 150 TPM (current) -> 300 TPM
  - Further backward integration

Summary of financials - 1

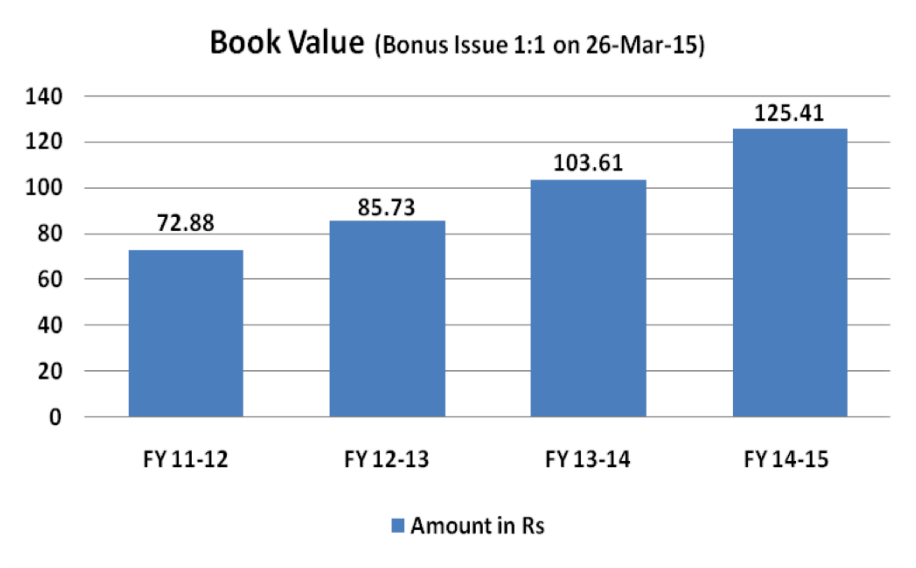


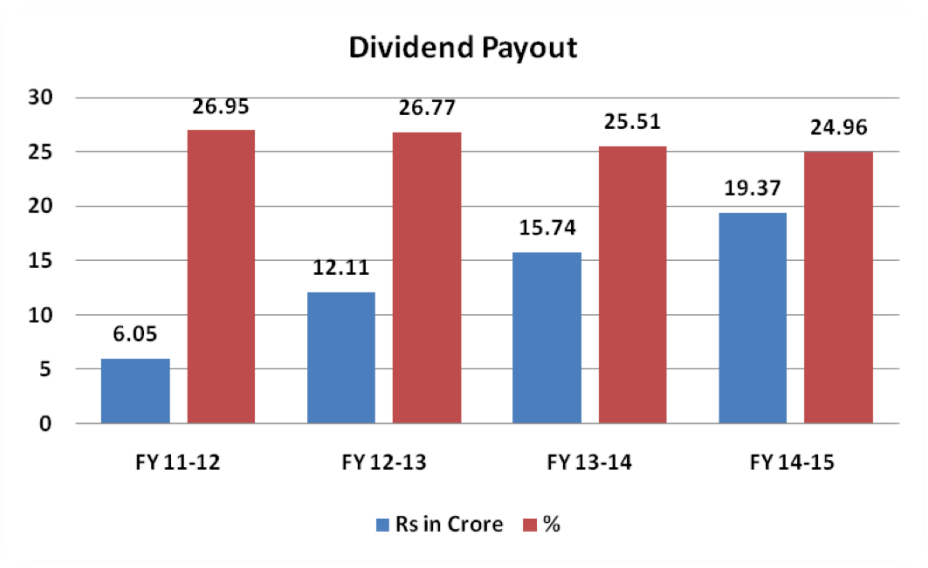


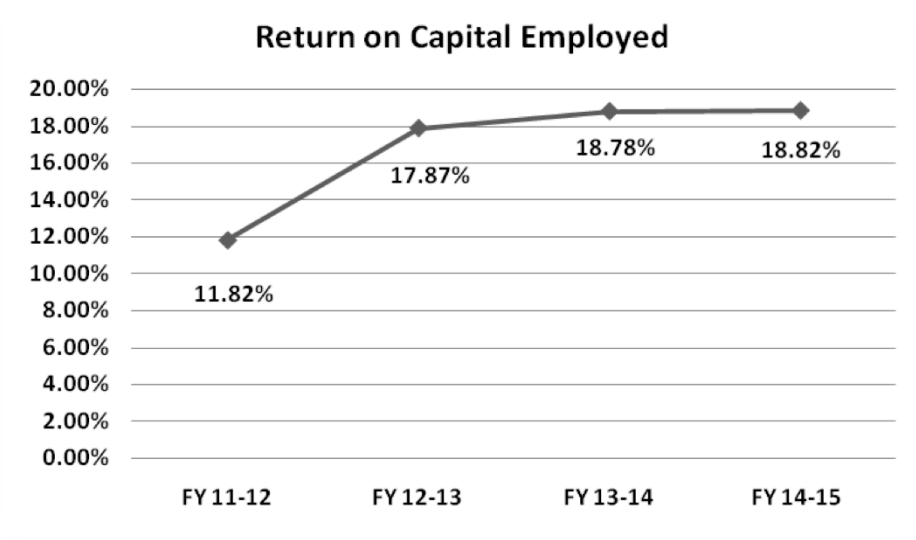


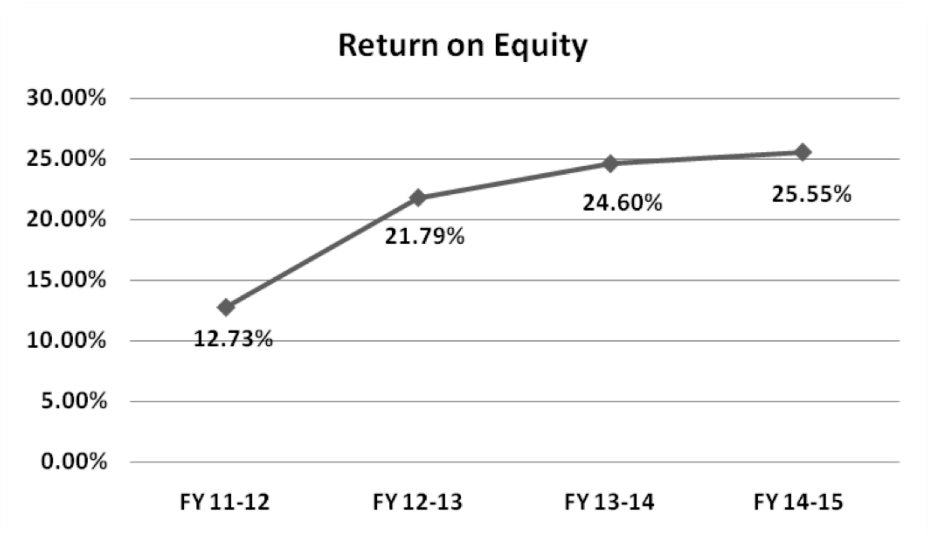


Summary of financials - 2









Summary of financials - 3

Financial Overview

(Rs in crores)

Audited	Mar '12	Mar '13	Mar '14	Mar '15	Dec' 15
Equity Share Capital	12.11	12.11	12.11	24.22	24.22
Reserves	164.37	195.5	238.8	279.48	322.10
Net Worth	**176.48**	**207.61**	**250.91**	**303.7**	**346.32**
Secured Loans	209.72	240.22	284.96	331.92	313.31
Unsecured Loans	88.2	80.29	93.73	102.83	202.11
Total Debt	**297.72**	**320.51**	**378.69**	**434.75**	**515.42**
Net Block	**273.54**	**291.23**	**372.53**	**431.48**	**445.46**
Capital Work in Progress	2.99	12.59	8.32	13.35	37.44
Net Sales	**659.26**	**824.84**	**969.94**	**1084.48**	**773.78**
PBDIT	80.27	120.33	146.37	168.96	127.97
Interest	22.67	28.03	33.49	38.88	32.03
Depreciation	24.22	25.98	28.12	30.66	26.51
Net Profit	**22.46**	**45.24**	**61.71**	**77.60**	**49.17**

THANK YOU

Please visit our website for additional information like Annual Reports & addresses of registered offices:
Website: www.aartidrugs.com

For any further information please contact us at:

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