



Vivimed

Date: 05.07.2017

To,

BSE Limited

P.J.Towers, Dalal Street,
Mumbai – 400001

BSE - Code : 532660

National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E)
Mumbai - 400 051

NSE- Symbol: VIVIMEDLAB

Dear Sir / Madam,

Sub: Update Presentation – Reg.

With reference to the above subject, Please find the attached update Presentation of M/s.Vivimed Labs Limited.

This is for your information and record.

Thanking You

Yours faithfully,

For Vivimed Labs Ltd

Company Secretary



Vivimed Labs Ltd. [Corporate Office]

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Vivimed Labs Ltd



Vivimed

Active Pharma
Ingredient

Branded
Formulations

Specialty
Chemicals



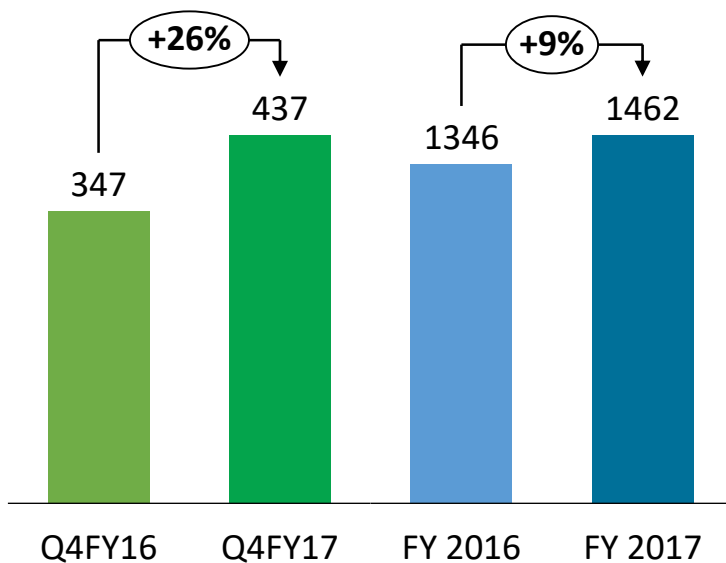
Update Presentation
July 2017

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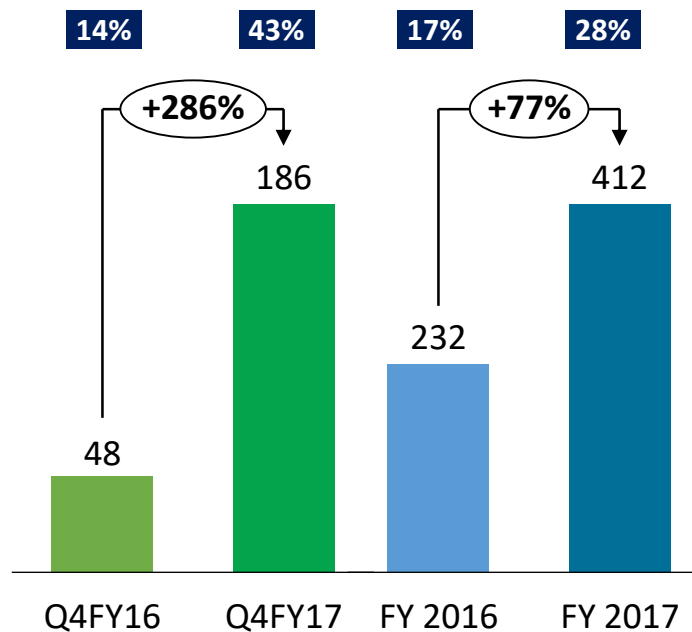
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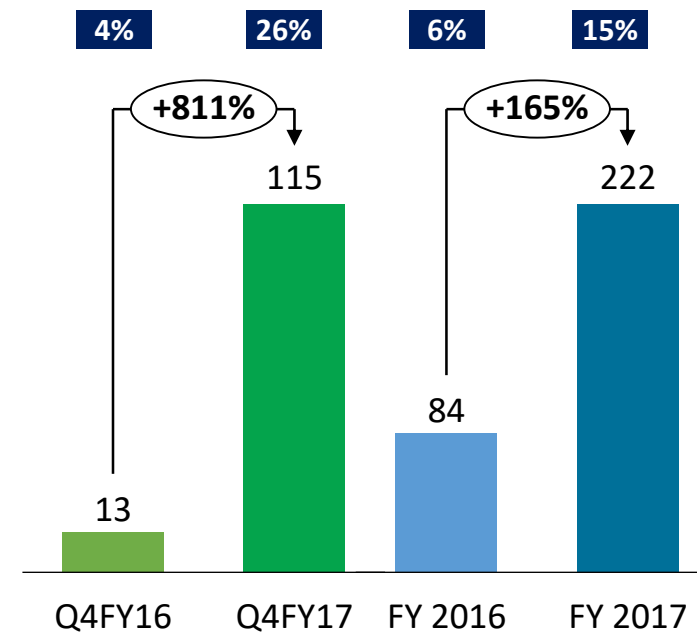
Revenue



EBITDA



Net Profit

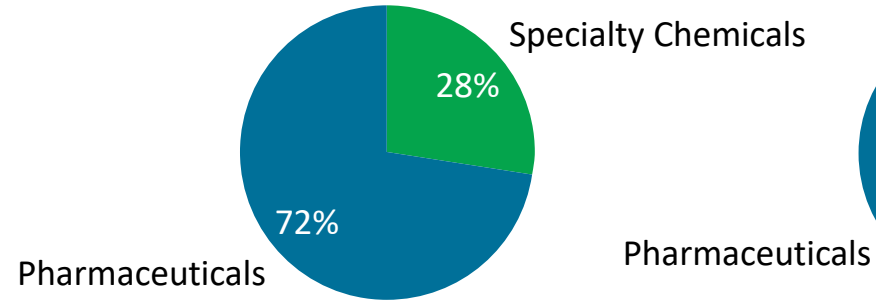


Margins%

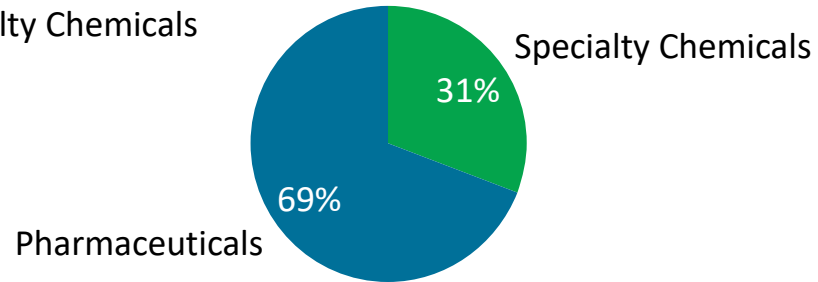
FY 2017 Highlights

- CDMO operations of UQUIFA has been performing well
- Divestments of assets helped in better realisations
- Specialty Chemical business remained on track

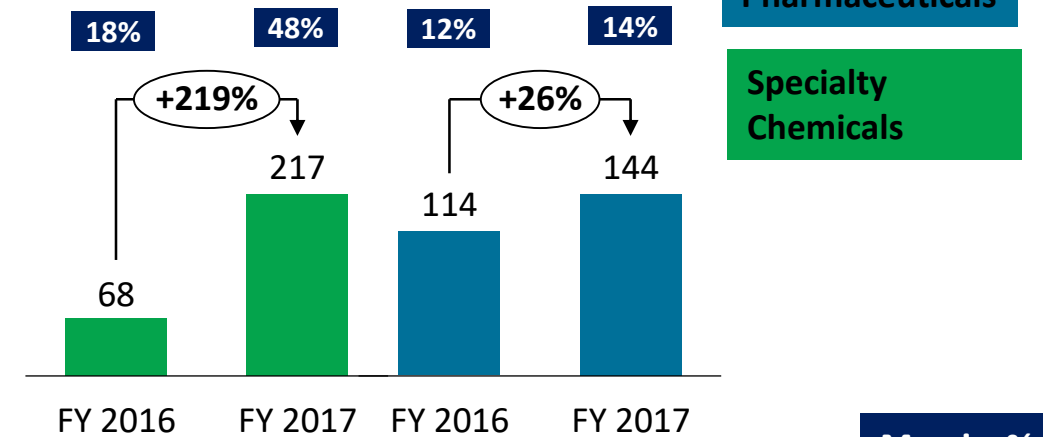
Revenues: FY 2016



Revenues: FY 2017



Operating Profit



Margins%

- The Indian Pharma business was undergoing capacity expansions so that it can meet the growing demand for its products
- The Company's focus to expand its exports, branded formulations and Contract Manufacturing business remains on track
- The recent JV with Strides Shasun for its Alathur facility is going to add significantly to the revenue stream from FY18 onwards

Personal Care Portfolio

Sale of certain Products & business in the Personal Care portfolio to M/s Clariant Chemicals India Ltd

Ophthalmic Segment

Sale of Products & business in the Ophthalmic Segment to M/s Ordain Health Care (P) Ltd

**Personal Care Portfolio
Sale Proceeds
Rs 321 cr**

**Ophthalmic Segment Sale
Proceeds
Rs 73 cr**

**Total
Rs 394 cr**

Realized from sale of Products and Business

Rs 203.8 cr*

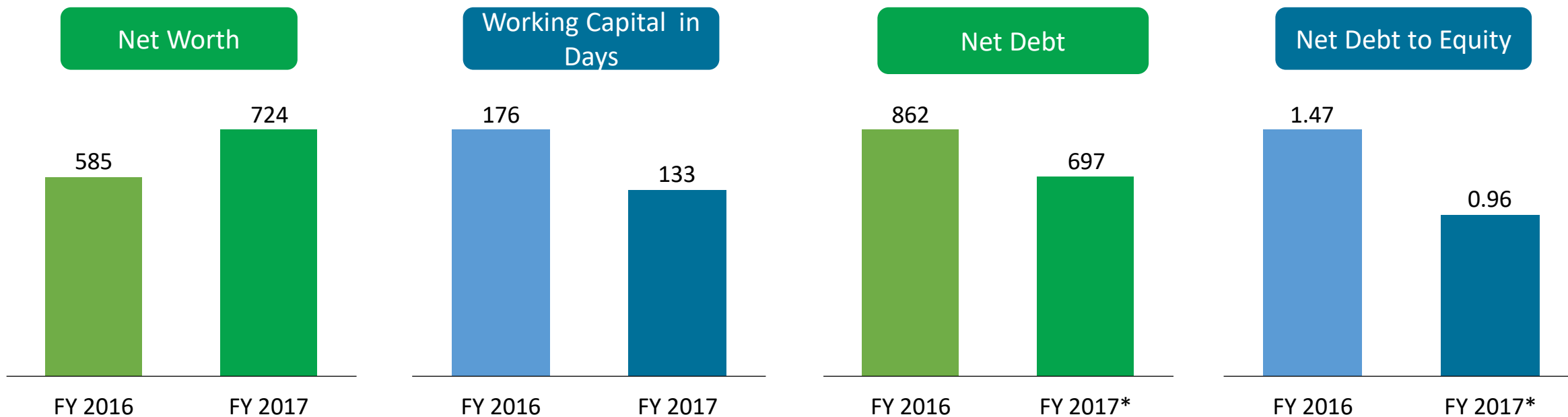
Consideration for Asset Sale

Rs 191 cr

(Includes Asset Sale from Bonthapally Plant and other current asset transfers)

The proceeds have been utilized for various activities of the Company such as Debt reduction, funding Capital expenditure and business expenditures

Improving Operating Leverage



An additional debt of 39 Mn USD was raised overseas to fund a short-term investment in purchase of PE shares in the month of March 2017

- The average cost of debt is at 9%
- The total Debt is repayable over the next 5 years

Formulations Business

New ANDAs Filed in FY17

Drug	#
Ranitidine Rx	2
Ranitidine OTC	2
Albendazole	1

The formulations business is looking for more than 15% growth led by following initiatives

- New Joint Venture Agreement with M/s Strides Shasun Ltd, to exploit the full potential of its Alathur plant
- More than 8 products to be launched at various stages in '17 and '18
- A portfolio of products under its own brand in the Pain relief (Arthritic, Abdominal, Colic, Muscular) that are getting good market response, and shall be contributing significantly in '18 onwards

API Business

- The revenues of Uquifa, from CDMO operations is around 25% of the total revenues, and the same is expected to increase in the coming years
 - New projects, reaching commercial stage, are the indicators
 - Uquifa is now adequately positioned to handle this additional business from its CDMO operations
 - The Generics segment is introducing new products in the coming years, and the right balance between API products and CDMO operations is being maintained

Consolidated P&L Statement

Rs. Crs	Q4FY17	Q4FY16	2017	2016	Change (YoY)
REVENUE	439	350	1,470	1,356	8%
Cost of Material Consumed	105	166	536	624	
Employee Expenses	48	55	189	177	
Other Expenses	98	78	325	313	
EBITDA	189	51	420	243	73%
EBITDA Margin	43.0%	14.6%	28.6%	17.9%	
Depreciation	13	15	58	61	
EBIT	176	37	361	181	99%
EBIT Margin	40.1%	10.4%	24.6%	13.4%	
Interest / Finance Cost	18	25	66	82	
PBT	158	12	296	100	
Tax Expense	43	-1	74	16	
PAT	115	13	222	84	165%
% Margin	26.1%	3.6%	15.1%	6.2%	
EPS	13.7	7.6	27.4	10.3	

Currency Impact

- The Company has operations in the UK, Spain and Mexico, and this provides a natural hedge
- The Indian exports and imports are in US Dollar terms, and hence the impact of an appreciating rupee on the realizations is negligible

Consolidated Balance Sheet

Particulars (Rs. Crs)	FY 2017	FY 2016
EQUITY AND LIABILITIES	2,066	2,044
Shareholder's Funds	724	585
Share Capital		
Equity Share Capital	16	16
Preference Share Capital	0	64
Reserves and Surplus	708	505
Money Received against Share Warrants	0	0
Non-Current Liabilities	526	561
Long-Term Borrowings	453	257
Deferred Tax Liabilities (Net)	10	11
Other Long Term Liabilities	60	290
Long Term Provisions	4	4
Current Liabilities	816	897
Short-Term Borrowings	376	408
Trade Payables	152	167
Other Current Liabilities	186	286
Short-Term Provisions	101	37

Particulars (Rs. Crs)	FY 2017	FY 2016
ASSETS	2,066	2,044
Non-Current Assets	958	911
Fixed assets		
Tangible Assets	653	715
Intangible Assets	227	99
Capital Work-In-Progress	76	94
Non-Current Investments	3	3
Other Non-Current Investments	0	0
Current Assets	1,107	1,133
Inventories	484	491
Trade Receivables	202	326
Cash and Bank Balances	55	31
Short-Term Loans and Advances	357	273
Other Current Assets	9	12

Increase in Intangibles

The short-term investment in buying of the PE investor has been at a premium. The said premium is being treated as goodwill and classified as Intangible assets

WIP

The reduction in Capital WIP is on account of the completion of the capital activity at the Jeedimetla plant. The balance amount is used for capacity expansion activities in our plants in Hyderabad, Kashipur, Alathur and also for CDMO operations in Spain and Mexico

Loans and Advances

The nature of the line item represents the business advances to various subsidiaries for the purpose of acquiring capital assets and purchases

Rs. Crs	Q4FY17	Q4FY16		FY17	FY16
REVENUE	227.7	80.2		572.2	320.4
Cost of Material Consumed	38.1	32.6		179.9	131.5
Employee Expenses	11.2	6.5		41.6	24.0
Other Expenses	28.9	21.4		88.8	78.6
EBITDA	149.5	19.7		261.8	86.2
EBITDA Margin	66%	25%		46%	27%
Depreciation	5.1	5.3		26.8	18.8
Other Income					
EBIT	144.5	14.4		235.0	67.4
EBIT Margin	63%	18%		41%	21%
Interest / Finance Cost	14.3	12.0		53.5	56.1
PBT	130.1	2.4		181.4	11.3
Tax Expense	35.9	1.4		48.8	3.2
PAT	94.2	1.0		132.7	8.1
% Margin	41%	1%		23%	3%
EPS	11.3	0.6		15.9	4.9

Standalone Balance Sheet

Particulars (Rs. Crs)	FY 2017	FY 2016
EQUITY AND LIABILITIES	1,364	1,365
Shareholder's Funds	549	370
Share Capital		
Equity Share Capital	16	16
Preference Share Capital		
Reserves and Surplus	533	353
Money Received against Share Warrants		
Non-Current Liabilities	314	550
Long-Term Borrowings	188	193
Deferred Tax Liabilities (Net)	32	33
Other Long Term Liabilities	90	321
Long Term Provisions	4	3
Current Liabilities	501	446
Short-Term Borrowings	301	292
Trade Payables	41	24
Other Current Liabilities	85	114
Short-Term Provisions	74	15

Particulars (Rs. Crs)	FY 2017	FY 2016
ASSETS	1,364	1,365
Non-current assets	575	658
Fixed assets		
Tangible Assets	382	376
Intangible Assets	51	11
Capital Work-In-Progress	59	41
Non-Current Investments	83	230
Other Non-Current Assets	0	
Current Assets	789	708
Inventories	286	268
Trade Receivables	227	231
Cash and Bank Balances	16	7
Short-Term Loans and Advances	255	195
Other Current Assets	6	6

For further information, please contact:

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