

11<sup>th</sup> February, 2021

**BSE Limited**

P.J. Towers, Dalal Street, Fort,  
Mumbai- 400 001  
BSE scrip code: 500302, 912460

**National Stock Exchange of India Limited**

Exchange Plaza, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400 051  
NSE symbol: PEL

**Sub: Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended 31<sup>st</sup> December, 2020**

Dear Sir / Madam,

Kindly refer to our letter dated 4<sup>th</sup> February, 2021 on the subject.

At its meeting held today, the Board approved the Unaudited Financial Results (Standalone & Consolidated) of the Company for the quarter and nine months ended 31<sup>st</sup> December, 2020.

Pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, ('Listing Regulations') we enclose the following:

1. Unaudited Financial Results (Standalone & Consolidated) for the quarter and nine months ended 31<sup>st</sup> December, 2020;
2. Limited Review Report by the Auditors; and
3. Press Release and Presentation to the investors.

We are arranging to publish these results in the newspapers as per Regulation 47 of Listing Regulations.

The meeting commenced at 11:15 a.m. and concluded at 2:55 p.m.

Request you to please take the above on record and oblige.

Thanking you,

Yours truly,

For **Piramal Enterprises Limited**

**Bipin Singh**  
**Company Secretary**

Encl.: a/a

**Piramal Enterprises Limited**

CIN : L24110MH1947PLC005719

Registered Office: Piramal Ananta, Agastya Corporate Park, Opp Fire Brigade, Kamani Junction, LBS Mag, Kurla (West), Mumbai 400 070 India  
Secretarial Dept : Ground Floor, B Block, Agastya Corporate Park, Opp. Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai, Maharashtra 400070, India

T +91 22 3802 3084/3083/3103 F +91 22 3802 3084

[piramal.com](http://piramal.com)

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF

PIRAMAL ENTERPRISES LIMITED

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of PIRAMAL ENTERPRISES LIMITED ("the Company"), for the quarter and nine months ended December 31, 2020 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.

3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**Deloitte  
Haskins & Sells LLP**

5. As more fully described in Note 3 (a) to the Statement, to assess the recoverability of certain assets, the Company has considered internal and external information upto the date of this report in respect of the current and estimated future global including Indian economic indicators consequent to the global health pandemic. The actual impact of the pandemic may be different from that considered in assessing the recoverability of these assets.

Our conclusion on the Statement is not modified in respect of this matter.

For DELOITTE HASKINS & SELLS LLP  
Chartered Accountants  
(Firm's Registration No. 117366W/W-100018)



Rupen K. Bhatt  
(Partner)  
(Membership No. 046930)

Place: Mumbai  
Date: 11 February 2021



**PIRAMAL ENTERPRISES LIMITED**

**Piramal Ananta, Agastya Corporate Park, Opposite Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai – 400 070**

**STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE THREE AND NINE MONTHS ENDED DECEMBER 31, 2020**

(Rs.in Crores)

Particulars	Three months ended 31/12/2020	Three months ended 30/09/2020	Corresponding three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for current period ended 31/12/2019	Previous Year ended 31/03/2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue from operations	563.08	413.52	384.20	1,331.11	1,718.63	2,012.89
Other income (Net) (Refer Note 5 & 6)	22.85	20.30	147.40	72.72	390.07	665.12
<b>Total Income</b>	<b>585.93</b>	<b>433.82</b>	<b>531.60</b>	<b>1,403.83</b>	<b>2,108.70</b>	<b>2,678.01</b>
<b>Expenses</b>						
Cost of materials consumed	148.24	33.42	27.15	212.85	83.58	121.01
Purchases of stock-in-trade	97.98	-	-	97.98	-	-
Changes in inventories of finished goods, stock-in-trade and work-in-progress	(80.30)	8.52	(2.96)	(68.31)	(6.19)	(15.44)
Employee benefits expense	24.90	7.51	16.89	58.59	64.08	92.72
Finance costs	254.02	345.95	376.51	887.89	1,321.13	1,710.06
Depreciation and amortisation expense	8.70	6.63	10.57	25.38	31.13	41.94
Impairment on Financial instruments (including Commitments) (Refer Note 3 (b))	(0.14)	(0.39)	32.63	0.98	18.49	327.88
Other expenses (Net) (Refer Note 5)	32.22	63.09	17.54	128.54	83.55	124.20
<b>Total Expenses</b>	<b>485.62</b>	<b>464.73</b>	<b>478.33</b>	<b>1,343.90</b>	<b>1,595.77</b>	<b>2,402.37</b>
<b>Profit / (Loss) from Continuing operations Before Exceptional Item and Tax</b>	<b>100.31</b>	<b>(30.91)</b>	<b>53.27</b>	<b>59.93</b>	<b>512.93</b>	<b>275.64</b>
Exceptional item (Refer note 7)	(258.35)	-	-	(258.35)	-	-
<b>Profit / (Loss) Before Tax from Continuing operations</b>	<b>(158.04)</b>	<b>(30.91)</b>	<b>53.27</b>	<b>(198.42)</b>	<b>512.93</b>	<b>275.64</b>
<b>Tax Expense</b>						
(1) Current tax	(7.32)	(0.93)	5.62	(9.31)	93.37	66.59
(2) Deferred tax (Net)	13.94	(3.61)	56.55	9.82	(70.66)	(61.81)
(3) Tax adjustment for earlier years (Refer Note 8)	-	-	-	-	-	385.62
<b>Profit / (Loss) after tax from Continuing Operations (A)</b>	<b>(164.66)</b>	<b>(26.37)</b>	<b>(8.90)</b>	<b>(198.93)</b>	<b>490.22</b>	<b>(114.76)</b>
<b>Profit after tax from Discontinuing Operations (B) (Refer Note 2)</b>	<b>-</b>	<b>129.68</b>	<b>45.62</b>	<b>160.12</b>	<b>138.91</b>	<b>259.61</b>
<b>Profit / (Loss) for the period (A+B)</b>	<b>(164.66)</b>	<b>103.31</b>	<b>36.72</b>	<b>(38.81)</b>	<b>629.13</b>	<b>144.85</b>
<b>Other Comprehensive Income and (Expense) (OCI)</b>						
<b>A. Items that will not be subsequently reclassified to profit or loss</b>						
(a) Changes in fair values of equity instruments through OCI	79.75	182.49	40.24	211.54	(929.30)	(1,359.46)
(b) Remeasurement of Post Employment Benefit Obligations	(0.86)	(0.69)	0.25	(1.54)	(1.79)	(3.21)
Income tax impact on above	0.22	0.17	(0.09)	0.39	0.61	0.81
<b>B. Items that will be subsequently reclassified to profit or loss</b>						
Deferred gain / (loss) on cash flow hedge from Continuing operations	(9.03)	9.53	(0.59)	7.31	(6.73)	(24.01)
Deferred loss on cash flow hedge from Discontinuing operations	-	6.08	-	6.08	-	-
Income tax impact on above	2.27	(4.47)	0.20	(3.37)	2.35	6.04
<b>Total Other Comprehensive Income / (Expense) , Net of Tax</b>	<b>72.35</b>	<b>193.11</b>	<b>40.01</b>	<b>220.41</b>	<b>(934.86)</b>	<b>(1,379.83)</b>
<b>Total Comprehensive Income / (Loss), Net of Tax Expense</b>	<b>(92.31)</b>	<b>296.42</b>	<b>76.73</b>	<b>181.60</b>	<b>(305.73)</b>	<b>(1,234.98)</b>
Paid-up Equity Share Capital (Face Value of Rs.2/- each)	45.11	45.11	39.83	45.11	39.83	45.11
Reserves (excluding Revaluation Reserves)						22,582.87
Net Worth (Refer Footnote)						20,248.25
Earnings Per Equity Share (EPS) (Face Value of Rs.2/- each) (not annualised)						
For Continuing Operations						
a) Basic EPS for the period/year (Rs.)	(6.94)	(1.11)	(0.43)	(8.39)	24.00	(5.44)
b) Diluted EPS for the period/year (Rs.)	(6.94)	(1.11)	(0.43)	(8.39)	23.92	(5.44)
For Discontinued Operations						
a) Basic EPS for the period/year (Rs.)	-	5.47	2.22	6.75	6.80	12.32
b) Diluted EPS for the period/year (Rs.)	-	5.47	2.22	6.75	6.78	12.32
For Continuing and discontinued Operations						
a) Basic EPS for the period/year (Rs.)	(6.94)	4.36	1.79	(1.64)	30.80	6.87
b) Diluted EPS for the period/year (Rs.)	(6.94)	4.36	1.79	(1.64)	30.70	6.87

**Footnote:**

1. Net Worth = Share Capital + Other Equity (excluding Capital Reserve)



**Additional Information:**

The following additional information is presented to disclose the effect on net profit after tax from Continued operations, Basic and Diluted EPS, without the effect of tax adjustment of prior years (Refer Note 8).

(Rs. in Crores)	
Particulars	Previous year ended 31/03/2020
Loss from Continuing Operations after Tax As reported in the standalone	(114.76)
Add: Impact of Tax adjustment of prior years	385.62
<b>Adjusted Profit from Continuing Operations after Tax</b>	<b>270.86</b>
Basic EPS for the period (Rs.)	
As reported in the standalone financial results	(5.44)
Add: Impact of Tax adjustment of prior years	18.30
<b>Adjusted Basic EPS</b>	<b>12.86</b>
Diluted EPS for the period (Rs.)	
As reported in the standalone financial results	(5.44)
Add: Impact of Tax adjustment of prior years	18.24
<b>Adjusted Diluted EPS</b>	<b>12.80</b>



**Notes:**

- The unaudited standalone financial results for the quarter and nine months ended December 31, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their meeting held on February 11, 2021. The Statutory auditors of the Company have carried out a limited review of these results.
- The Board of Directors ('Board') of the Company at their meeting held on June 26, 2020, had inter alia, approved the sale of the major line of pharmaceutical business, ('Pharma Business'), including those held by the Company directly and through its wholly owned subsidiaries, to Piramal Pharma Limited, a subsidiary of the Company ('PPL').

This transaction was completed on October 6th, 2020 on receipt of requisite approvals. The consideration received by the Company from PPL is Rs. 4,487 crores and the excess of such consideration over the net assets, net of tax, has been transferred to capital reserve, the transaction being a common control transaction under IND AS 103 " Business Combinations"

Consequently, operations relating to the Pharma Business in respect of total income, total expenses and tax have been disclosed separately as Discontinued operations as part of the results. The previous periods have been restated in the Statement to give effect to the presentation requirements of Ind AS 105: " Non-current Assets Held for Sale and Discontinued Operations". Information related to discontinued operation is as follows:

(Rs.in Crores)

Particulars	Three months ended 30/09/2020	Corresponding three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for current period ended 31/12/2019	Previous Year ended 31/03/2020
Total Income	685.34	537.17	1,157.19	1,531.78	2,240.24
Total Expenses (including Exceptional Item)	533.20	477.74	968.51	1,386.43	1,976.04
<b>Net Profit before Tax</b>	<b>152.14</b>	<b>59.43</b>	<b>188.68</b>	<b>145.35</b>	<b>264.20</b>
Tax	22.46	13.81	28.56	6.44	4.59
<b>Net Profit after Tax</b>	<b>129.68</b>	<b>45.62</b>	<b>160.12</b>	<b>138.91</b>	<b>259.61</b>

- Estimation of uncertainty relating to COVID-19 global health pandemic:

a) In assessing the recoverability of loans, receivables, intangible assets and investments, the Company has considered internal and external sources of information, including credit reports, economic forecasts and industry reports upto the date of approval of these standalone financial results. The Company has performed sensitivity analysis on the assumptions used and based on current indicators of future economic conditions, the carrying amount of these assets value represent the Company's best estimate of the recoverable amounts. As a result of uncertainties resulting from COVID-19 and external developments, including the final decision of the Honourable Supreme Court in relation to moratorium and other related matters, the impact of this pandemic may be different from those estimated as on the date of approval of these financial results and the Company will continue to monitor any changes to the future economic conditions.

b) During the year ended March 31, 2020, the Company had estimated and recognised an additional expected credit loss of Rs. 303 Crores on certain financial assets, on account of the anticipated effect of the global health pandemic.

- The secured listed non-convertible debentures of the Company aggregating Rs.850 crores as on December 31, 2020 are secured against specified receivables (including those relating to a wholly owned subsidiary) and/or a first ranking pari passu mortgage over Specifically Mortgaged Property.

The Asset cover on the secured listed non-convertible debentures of the Company exceeds hundred percent of the principal amount of the said debentures.

- Other Income/ Expenses (Net) includes the net effect of Foreign Exchange Gain/(Loss) :

(Rs. in Crores)

Particulars	Three months ended 31/12/2020	Three months ended 30/09/2020	Corresponding three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for current period ended 31/12/2019	Previous Year ended 31/03/2020
Exchange Gain/(Loss), Net	(2.66)	(25.44)	49.14	(29.71)	118.59	215.67

- During the year ended March 31,2020:

The Board of Directors of the Company, at their meeting held on January 17, 2020 approved the divestment of entire stake in the Healthcare Insights and Analytics business (the "Transaction"), held by the Company directly and through its wholly owned subsidiaries, to Clarivate Analytics Plc. (and its subsidiaries) for an aggregate consideration of USD 950 million of which USD 900 million would be received on closing of the Transaction and USD 50 million would be received at the end of 12 months from the closing of the Transaction. Closing of the transaction was completed on February 28, 2020 after receipt of consideration, post necessary regulatory approvals and approval of shareholders of the Company at the Extra-ordinary General Meeting held on February 13, 2020.

Other Income for the year ended March 31, 2020 includes a net amount of Rs. 18.31 crores in relation to the divestiture of stake held by the Company directly.

- Exceptional item for the quarter and nine months ended December 31,2020 consists of transaction cost on transfer of pharma business of Rs. 258.35 crs.



Piramal Enterprises Limited

CIN : L24110MH1947PLC005719

Registered Office: Piramal Ananta, Agastya Corporate Park, Opp Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai 400 070 India  
 Secretarial Dept : Ground Floor, B Block, Agastya Corporate Park, Opp. Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai, Maharashtra 400070, India  
 T +91 22 3802 3084/3083/3103 F +91 22 3802 3084

piramal.com

8. The Company has exercised the option of lower tax permitted under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Act, 2019 ('the Amendment Act'). Accordingly, the Company had recognised provision for income tax for the year ended March 31, 2020 basis the rate provided in the said Amendment Act. The Company had re-measured the opening balance of Deferred Tax Assets (net) including Minimum Alternate Tax (MAT) as at April 1, 2019 and accounted net tax expense of Rs. 385.62 crores relating to the same in the year ended March 31,2020.
9. During the year ended March 31, 2020, the Company has sold its entire direct investment of 9.96% in Shriram Transport Finance Company Limited. Upon sale, the Company has reclassified the cumulative fair value changes of Rs. 670.40 crores from Other Comprehensive Income to Retained Earnings.
10. The Company transferred certain financial assets to wholly owned subsidiaries as detailed below.

**(Rs. in Crores)**

Entities	Year to date figures for current period ended 31/12/2019	Previous year ended 31/03/2020
Piramal Capital and Housing Finance Limited	1,897.09	1,897.09
PHL Fininvest Private Limited	198.18	198.18
<b>Aggregate consideration</b>	<b>2,095.27</b>	<b>2,095.27</b>

Accordingly, the results for nine months ended December 31, 2020 are not comparable with the results for nine months ended December 31, 2019.

11. In accordance with Ind AS 108 'Operating Segments', segment information has been given in the consolidated financial results of the Company and therefore, no separate disclosure on segment information is given in standalone financial results.

For **PIRAMAL ENTERPRISES LIMITED**



Ajay G. Piramal  
Chairman

February 11, 2021, Mumbai

**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS**

**TO THE BOARD OF DIRECTORS OF**

**PIRAMAL ENTERPRISES LIMITED**

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of PIRAMAL ENTERPRISES LIMITED ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), and its share of the net profit after tax and total comprehensive income of its associates and joint ventures for the quarter and nine months ended December 31, 2020 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.

3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the entities listed in Annexure I.



5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

6. As more fully described in Note 8 (a) to the Statement, to assess the recoverability of certain assets, the Group has considered internal and external information upto the date of this report in respect of the current and estimated future global including Indian economic indicators consequent to the global health pandemic. The actual impact of the pandemic may be different from that considered in assessing the recoverability of these assets. Our conclusion on the Statement is not modified in respect of this matter.

7. We did not review the interim financial information of nine subsidiaries included in the unaudited consolidated financial results, whose interim financial information reflect total revenues of Rs. 2,272.47 crores and Rs. 7,026.79 crores for the quarter and nine months ended December 31, 2020 respectively, total net profit after tax of Rs. 486.81 crores and Rs. 1,417.91 crores for the quarter and nine months ended December 31, 2020 respectively and total comprehensive income of Rs. 510.46 crores and Rs. 1,379.56 crores for the quarter and nine months ended December 31, 2020 respectively, as considered in the Statement. The unaudited consolidated financial results also includes the Group's share of profit after tax and Total comprehensive income of Rs. 125.00 crores and Rs. 176.22 crores for the quarter and nine months ended December 31, 2020 respectively, as considered in the Statement, in respect of one joint venture and one associate, whose interim financial information have not been reviewed by us. These interim financial information have been reviewed by other auditors whose reports have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, joint venture and associate, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of this matter.

8. The unaudited consolidated financial results includes the interim financial information of 30 subsidiaries which have not been reviewed or audited by their auditors, whose interim financial information reflect, total revenue of Rs. 260.86 crores and Rs. 754.64 crores for the quarter and nine months ended December 31, 2020 respectively, total profit after tax of Rs. 0.47 crores and total profit after tax of Rs. 7.93 crores for the quarter and nine months ended December 31, 2020 respectively and Total comprehensive income of Rs. 15.38 crores and Total comprehensive income of Rs. 56.26 crores for the quarter and nine months ended December 31, 2020

SK

K

KAA

**Deloitte  
Haskins & Sells LLP**

respectively, as considered in the Statement. The unaudited consolidated financial results also includes the Group's share of profit after tax and total comprehensive income of Rs. 22.90 crores and Rs. 56.85 crores for the quarter and nine months ended December 31, 2020 respectively, as considered in the Statement, in respect of two associates and eight joint ventures, based on their interim financial information which have not been reviewed or audited by their auditors. According to the information and explanations given to us by the Management, these interim financial information are not material to the Group.

Our conclusion on the Statement is not modified in respect of our reliance on the interim financial information certified by the Management.

For DELOITTE HASKINS & SELLS LLP  
Chartered Accountants  
(Firm's Registration No. 117366W/W-100018)



Rupen K. Bhatt  
Partner  
(Membership No. 046930)

Place: Mumbai

Date: 11 February 2021

HFA  
ER

ANNEXURE I TO THE INDEPENDENT AUDITOR'S REVIEW REPORT

(Referred to in paragraph 4 under Independent Auditor's Review Report of even date)

S.N. Particulars

- Parent
- 1 Piramal Enterprises Limited
- List of Subsidiaries
- 2 PHL Fininvest Private Limited
- 3 Piramal International
- 4 Piramal Holdings (Suisse) SA
- 5 Piramal Dutch Holdings N.V.
- 6 Piramal Critical Care Italia, S.P.A
- 7 Piramal Critical Care Deutschland GmbH
- 8 Piramal Critical Care B.V.
- 9 Piramal Healthcare (Canada) Limited
- 10 Piramal Critical Care Limited
- 11 Piramal Critical Care South Africa (Pty) Ltd
- 12 Piramal Critical Care Pty. Ltd
- 13 Piramal Healthcare UK Limited
- 14 Piramal Healthcare Pension Trustees Limited
- 15 Piramal Healthcare Inc.
- 16 Piramal Critical Care Inc.
- 17 Piramal Pharma Inc.
- 18 PEL Pharma Inc.
- 19 Piramal Pharma Solutions Inc.
- 20 Ash Stevens LLC
- 21 Piramal Dutch IM Holdco B.V.
- 22 PEL-DRG Dutch Holdco B.V.
- 23 Piramal Fund Management Private Limited
- 24 INDIAREIT Investment Management Co.
- 25 Piramal Asset Management Private Limited
- 26 Piramal Capital and Housing Finance Limited
- 27 Piramal Investment Advisory Services Private Limited
- 28 Piramal Investment Opportunities Fund
- 29 Piramal Systems & Technologies Private Limited
- 30 Piramal Technologies SA
- 31 PEL Finhold Private Limited
- 32 Piramal Consumer Products Private Limited
- 33 Piramal Securities Limited
- 34 Piramal Asset Management Private Limited (Singapore)

JK

h

# **Deloitte Haskins & Sells LLP**

- 35 Piramal Pharma Solutions B.V.
- 36 Piramal Capital International Limited
- 37 Piramal Pharma Limited
- 38 PEL Healthcare LLC (w.e.f. June 26, 2020)
- 39 Piramal Finance Sales and Services Private Limited (w.e.f. 9<sup>th</sup> September 2020)
- 40 Viridis Power Investment Managers Private Limited (w.e.f. 17<sup>th</sup> October 2020)
- 41 Viridis Infrastructure Investment Managers Private Limited (w.e.f. 22<sup>nd</sup> October 2020)

## **List of Associates**

- 42 Allergan India Private Limited
- 43 Shriram Capital Limited
- 44 Bluebird Aero Systems Limited

## **List of Joint Ventures**

- 45 Shrilekha Business Consultancy Private Limited
- 46 Convergence Chemicals Private Limited
- 47 India Resurgence ARC Private Limited
- 48 India Resurgence Asset Management Business Private Limited
- 49 Asset Resurgence Mauritius Manager
- 50 Piramal Ivanhoe Residential Equity Fund 1
- 51 India Resurgence Fund - Scheme 2
- 52 India Resurgence ARC trust I
- 53 Piramal Structured Credit Opportunities Fund

KPA

EP

h

**PIRAMAL ENTERPRISES LIMITED**  
Piramal Ananta, Agastya Corporate Park, Opposite Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai – 400 070

**STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE THREE AND NINE MONTHS ENDED 31/12/2020**

(Rs. in Crores)

Particulars	Three months ended 31/12/2020	Three months ended 30/09/2020	Corresponding Three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for previous period ended 31/12/2019	Previous Year ended 31/03/2020
	(Unaudited)	(Unaudited)	(Unaudited) (Refer note 10)	(Unaudited)	(Unaudited) (Refer note 10)	(Audited)
Revenue from operations	3,168.61	3,301.84	3,269.97	9,407.79	9,727.29	13,068.29
Other income (Net) (Refer Note 14)	96.21	37.55	141.37	199.22	251.56	491.11
<b>Total Income</b>	<b>3,264.82</b>	<b>3,339.39</b>	<b>3,411.34</b>	<b>9,607.01</b>	<b>9,978.85</b>	<b>13,559.40</b>
<b>Expenses</b>						
Cost of materials consumed	363.13	417.91	343.06	1,142.63	1,087.22	1,377.19
Purchases of stock-in-trade	133.05	109.90	130.66	359.92	297.19	473.45
Changes in inventories of finished goods, stock-in-trade and work-in-progress	(18.33)	(85.16)	(103.45)	(279.03)	(254.07)	(173.82)
Employee benefits expense	411.11	402.85	402.24	1,225.70	1,197.04	1,610.20
Finance costs	1,011.73	1,155.75	1,359.86	3,272.04	4,025.35	5,320.62
Depreciation and amortisation expense	141.60	139.36	127.64	415.60	377.39	520.30
Impairment on financial instruments (including commitments) (Refer Note 8 (b))	12.08	23.92	7.51	86.77	(144.28)	1,874.72
Other expenses (Net) (Refer Note 14)	376.64	432.43	371.40	1,185.42	1,179.23	1,639.18
<b>Total Expenses</b>	<b>2,431.01</b>	<b>2,596.96</b>	<b>2,638.92</b>	<b>7,409.05</b>	<b>7,765.07</b>	<b>12,641.84</b>
<b>Profit before share of net profit of associates and joint ventures, exceptional items and tax</b>	<b>833.81</b>	<b>742.43</b>	<b>772.42</b>	<b>2,197.96</b>	<b>2,213.78</b>	<b>917.56</b>
Share of net profit of associates and joint ventures	147.40	50.24	125.88	232.57	294.87	489.56
<b>Profit after share of net profit of associates and joint ventures before exceptional item and tax</b>	<b>981.21</b>	<b>792.67</b>	<b>898.30</b>	<b>2,430.53</b>	<b>2,508.65</b>	<b>1,407.12</b>
Exceptional items (Refer Note 9)	19.37	39.49	-	58.86	-	-
<b>Profit after share of net profit of associates and joint ventures and before tax</b>	<b>1,000.58</b>	<b>832.16</b>	<b>898.30</b>	<b>2,489.39</b>	<b>2,508.65</b>	<b>1,407.12</b>
<b>Tax Expense</b>						
(1) Current tax (including tax expense of prior years)	61.23	70.70	130.31	184.44	538.58	355.81
(2) Deferred tax (Net)	139.96	133.15	97.04	381.70	162.40	(152.97)
(3) Tax adjustment for earlier years (Refer Note 11)	-	-	-	-	-	1,757.59
<b>Profit/(Loss) from continuing operations after tax and share of profit of associates and joint ventures</b>	<b>799.39</b>	<b>628.31</b>	<b>670.95</b>	<b>1,923.25</b>	<b>1,807.67</b>	<b>(553.31)</b>
<b>Profit/(Loss) from discontinued operations</b>						
Profit / (loss) of discontinued operations (Refer Note 10)	-	-	56.50	-	(76.83)	(131.74)
Gain on disposal of Healthcare Insights & Analytics group (net of transaction cost)	-	-	-	-	-	757.48
Tax expense on above	-	-	3.26	-	7.11	51.29
<b>Profit/(Loss) from discontinued operations after tax</b>	<b>-</b>	<b>-</b>	<b>53.24</b>	<b>-</b>	<b>(83.94)</b>	<b>574.45</b>
<b>Profit for the period</b>	<b>799.39</b>	<b>628.31</b>	<b>724.19</b>	<b>1,923.25</b>	<b>1,723.73</b>	<b>21.14</b>
<b>Other Comprehensive Income and (Expense) (OCI)</b>						
<b>A. Items that will not be reclassified to profit or loss</b>						
(a) Changes in fair values of equity instruments through	79.74	182.50	40.24	211.54	(929.30)	(1,359.46)
(b) Remeasurement of post employment benefit plans	(2.35)	(0.31)	(0.44)	(2.71)	(3.45)	(4.20)
Income tax impact on above	0.63	0.14	(0.03)	0.77	1.12	1.05
<b>B. Items that will be subsequently reclassified to profit or loss</b>						
(a) Deferred gains / (losses) on cash flow hedge	7.44	16.23	7.87	19.11	(27.80)	(46.75)
(b) Deferred gains / (losses) on cash flow hedge of discontinued operations	-	-	2.62	-	(8.49)	3.92
(c) Exchange differences on translation of financial statements of foreign operations	28.04	(66.97)	97.93	(34.51)	123.27	372.97
(d) Exchange differences on translation of discontinued operation	-	-	14.91	-	97.47	115.83
(e) Gain of bargain purchase (Refer note 5)	(4.26)	11.69	-	7.43	-	-
Income tax impact on above	0.56	1.07	(21.01)	3.71	(43.04)	(36.64)
<b>Total Other Comprehensive Income/ ( Expense), net of tax expense</b>	<b>109.80</b>	<b>144.35</b>	<b>142.09</b>	<b>205.34</b>	<b>(790.22)</b>	<b>(953.28)</b>



Particulars	Three months ended 31/12/2020	Three months ended 30/09/2020	Corresponding Three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for previous period ended 31/12/2019	Previous Year ended 31/03/2020
	(Unaudited)	(Unaudited)	(Unaudited) (Refer note 10)	(Unaudited)	(Unaudited) (Refer note 10)	(Audited)
<b>Total Comprehensive Income/ (Loss), net of tax expense</b>	<b>909.19</b>	<b>772.66</b>	<b>866.28</b>	<b>2,128.59</b>	<b>933.51</b>	<b>(932.14)</b>
<b>Profit / (Loss) attributable to:</b>						
Owners of Piramal Enterprises Limited	779.69	628.31	724.95	1,903.55	1,725.96	24.03
Non-Controlling interests	19.70	-	(0.76)	19.70	(2.23)	(2.89)
<b>Other Comprehensive Income / (Expense) attributable to:</b>						
Owners of Piramal Enterprises Limited	101.47	144.35	142.09	197.01	(790.22)	(953.28)
Non-Controlling interests	8.33	-	-	8.33	-	-
<b>Total Comprehensive Income / (Loss) attributable to:</b>						
Owners of Piramal Enterprises Limited	881.16	772.66	867.04	2,100.56	935.74	(929.25)
Non-Controlling interests	28.03	-	(0.76)	28.03	(2.23)	(2.89)
<b>Total Comprehensive Income / (Loss) attributable to owners of Piramal Enterprises Limited:</b>						
Continuing operations	881.16	772.66	795.51	2,100.56	928.47	(1,626.34)
Discontinued operations	-	-	71.53	-	7.27	697.09
<b>Paid-up Equity Share Capital (Face Value of Rs.2/- each)</b>	<b>45.11</b>	<b>45.11</b>	<b>39.83</b>	<b>45.11</b>	<b>39.83</b>	<b>45.11</b>
<b>Reserves (excluding Revaluation Reserves)</b>						<b>30,526.48</b>
<b>Earnings Per Equity Share (EPS) (Face Value of Rs.2/- each) (not annualised)</b>						
<b>For continuing operations</b>						
a) Basic EPS for the period/year (Rs.)	32.88	26.50	32.67	80.28	88.50	(26.25)
b) Diluted EPS for the period/year (Rs.)	32.59	26.26	32.57	79.56	88.22	(26.25)
<b>For discontinued operations</b>						
a) Basic EPS for the period/year (Rs.)	-	-	2.63	-	(4.00)	27.39
b) Diluted EPS for the period/year (Rs.)	-	-	2.62	-	(3.99)	27.39
<b>For continuing and discontinued operations</b>						
a) Basic EPS for the period/year (Rs.)	32.88	26.50	35.30	80.28	84.50	1.14
b) Diluted EPS for the period/year (Rs.)	32.59	26.26	35.19	79.56	84.23	1.14

See accompanying notes to the Consolidated financial results

#### Additional Information:

The following additional information is presented to disclose the effect on net profit/ (loss) from continuing operations after tax and share of profits of associates and joint ventures, Basic and Diluted EPS, without the effect of tax adjustment of prior year (Refer note 11).

Particulars	(Rs. in Crores)
	Previous Year ended 31/03/2020
Loss from continuing operations after tax and share of profit of associates and joint ventures As reported in the consolidated financial results Add: Impact of Tax adjustment of prior years (Refer Note 11)	(553.31) 1,757.59
<b>Adjusted profit from continuing operations after tax and share of profit of associates and joint ventures</b>	<b>1,204.28</b>
Basic EPS for the Year (Rs.) As reported in the consolidated financial results Add: Impact of Tax adjustment of prior years (Refer Note 11)	(26.25) 83.39
<b>Adjusted Basic EPS (Rs.)</b>	<b>57.14</b>
Diluted EPS for the Year (Rs.) As reported in the consolidated financial results Add: Impact of Tax adjustment of prior years (Refer Note 11)	(26.25) 83.15
<b>Adjusted Diluted EPS (Rs.)</b>	<b>56.90</b>



**Notes:**

1 The unaudited consolidated financial results for the three and nine months ended December 31, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their meeting held on February 11, 2021. The Statutory Auditors of the Group have carried out a limited review of these results.

**2 Segment Wise Revenue, Results and Capital Employed**

Particulars	Three months ended 31/12/2020	Three months ended 30/09/2020	Corresponding Three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for previous period ended 31/12/2019	Rs. In Crores Previous Year ended 31/03/2020
	(Unaudited)	(Unaudited)	(Unaudited) (Refer note 10)	(Unaudited)	(Unaudited) (Refer note 10)	(Audited)
<b>1. Segment Revenue</b>						
<b>Total Income from Operations, Net</b>						
a. Pharmaceuticals	1,373.64	1,441.07	1,307.35	3,852.56	3,796.29	5,418.87
b. Financial services	1,794.97	1,860.77	1,962.62	5,555.23	5,931.00	7,649.42
<b>Total Income from Operations (a + b)</b>	<b>3,168.61</b>	<b>3,301.84</b>	<b>3,269.97</b>	<b>9,407.79</b>	<b>9,727.29</b>	<b>13,068.29</b>
<b>2. Segment Results</b>						
a(i). Pharmaceuticals	296.00	327.08	412.35	732.37	958.68	1,433.55
a(ii). Exceptional item (Refer note 9 (b) and (c))	(4.58)	(37.42)	-	(42.00)	-	-
a(iii). Pharmaceuticals (after exceptional item)	291.42	289.66	412.35	690.37	958.68	1,433.55
b. Financial services	684.20	603.72	590.37	1,914.06	2,060.19	355.30
<b>Total (a + b)</b>	<b>975.62</b>	<b>893.38</b>	<b>1,002.72</b>	<b>2,604.43</b>	<b>3,018.87</b>	<b>1,788.85</b>
Less: Depreciation and amortisation expense	141.60	139.36	127.64	415.60	377.39	520.30
Less: Finance costs (unallocated)	30.86	37.23	127.75	81.66	391.62	444.89
Add : Net unallocated income/(expense) (including exceptional gain (Refer note 9 (a)))	50.02	65.13	25.09	149.65	(36.08)	93.90
<b>Total Profit Before Tax and share of net profit of associates and joint ventures, after exceptional items</b>	<b>853.18</b>	<b>781.92</b>	<b>772.42</b>	<b>2,256.82</b>	<b>2,213.78</b>	<b>917.56</b>
<b>3. Capital Employed (Segment Assets - Segment Liabilities)</b>						
a. Pharmaceuticals						
Segment Assets	10,032.95	9,671.25	8,985.93	10,032.95	8,985.93	9,521.78
Segment Liabilities	(4,323.38)	(1,858.64)	(1,467.76)	(4,323.38)	(1,467.76)	(1,511.67)
b. Financial services						
Segment Assets	60,115.41	61,696.04	61,802.79	60,115.41	61,802.79	60,672.94
Segment Liabilities	(34,100.15)	(40,329.98)	(42,332.75)	(34,100.15)	(42,332.75)	(41,279.11)
c. Unallocated						
Segment Assets	4,422.95	5,308.92	5,207.27	4,422.95	5,207.27	4,713.86
Segment Liabilities	(680.83)	(3,012.13)	(8,640.92)	(680.83)	(8,640.92)	(1,546.21)
	<b>35,466.95</b>	<b>31,475.46</b>	<b>23,554.55</b>	<b>35,466.95</b>	<b>23,554.55</b>	<b>30,571.59</b>
Healthcare Insights & Analytics (Discontinued operations) ( Refer note 10)						
Segment Assets	-	-	6,114.76	-	6,114.76	-
Segment Liabilities	-	-	(656.14)	-	(656.14)	-
<b>Total Capital Employed</b>	<b>35,466.95</b>	<b>31,475.46</b>	<b>29,013.18</b>	<b>35,466.95</b>	<b>29,013.18</b>	<b>30,571.59</b>

Pursuant to the transfer of the Pharma business to Piramal Pharma Ltd, borrowings of Rs. 2,942 crores, attributable to the Pharma segment, has been reported under the Pharma segment liabilities during the quarter ended December 31, 2020.

**Information relating to Healthcare Insights & Analytics (Discontinued operations) as stated in Note 10 to the consolidated financial results:**

Particulars	Three months ended 31/12/2020	Three months ended 30/09/2020	Corresponding Three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for previous period ended 31/12/2019	(Rs. in Crores) Previous Year ended 31/03/2020
	(Unaudited)	(Unaudited)	(Unaudited) (Refer note 10)	(Unaudited)	(Unaudited) (Refer note 10)	(Audited)
1. Segment Revenue	-	-	535.70	-	1,188.13	1,354.78
2. Segment Results	-	-	177.17	-	280.65	328.35

**Note:**

Segment results of Pharmaceuticals and Healthcare Insights & Analytics segment represent Earnings before Interest, Tax, Depreciation and Amortisation and segment results of Financial services represent Earnings before Tax, Depreciation and Amortisation.





3 Standalone Information:

Particulars	Rs. In Crores					
	Three months ended 31/12/2020	Three months ended 30/09/2020	Corresponding Three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for previous period ended 31/12/2019	Previous Year ended 31/03/2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Total Income from continuing operations	585.93	433.82	531.60	1,403.83	2,108.70	2,678.01
2. Total Income from discontinuing operations	-	685.34	537.17	1,157.19	1,531.78	2,240.24
3. Profit / (Loss) before tax from continuing operations	(158.04)	(30.91)	53.27	(198.42)	512.93	275.64
4. Profit / (Loss) before tax from discontinuing operations	-	152.14	59.43	188.68	145.35	264.20
5. Profit / (Loss) after tax from continuing operations	(164.66)	(26.37)	(8.90)	(198.93)	490.22	(114.76)
6. Profit / (Loss) after tax from discontinuing operations	-	129.68	45.62	160.12	138.91	259.61

4 The Board of Directors ('Board') of the Company at their meeting held on June 26, 2020, had inter alia, approved:

a. the sale of the major line of pharmaceutical business ('Pharma Business'), including those held by the Company directly and through its wholly owned subsidiaries, to Piramal Pharma Limited, wholly owned subsidiary of the Company ('PPL').

b. the strategic growth investment by CA Clover Intermediate II Investments (now known as CA Alchemy Investments) ('Carlyle'), an affiliated entity of CAP V Mauritius Limited, an investment fund managed and advised by affiliated entities of The Carlyle Group Inc., for a 20% stake in the fresh equity capital of PPL.

This transaction was successfully closed on October 6th, 2020 on receipt of requisite approvals. As a result, PPL a subsidiary of the Company received Rs.3,523.40 crores as consideration towards 20% equity investment from CA Alchemy Investments. The excess of consideration received over the net assets of the Pharma business attributable to the Non-Controlling shareholder has been adjusted to Equity, in accordance with IND AS 110 " Consolidated Financial Statements".

5 The Group, through its wholly owned subsidiary, PEL Pharma Inc, has acquired 100% stake in G&W PA Laboratories LLC (G&W PA) (now known as PEL Healthcare LLC) in an all cash deal for a total consideration of USD 17.5 million. Through this, the group has acquired the solid oral dosage drug product manufacturing facility of G&W PA, located in Sellersville, Pennsylvania. The transaction was closed on June 26, 2020.

6 Subsequent to the quarter ended December 31, 2020, the Administrator of Dewan Housing Finance Corporation Limited ('DHFL') vide Letter of Intent ('LOI') dated 22nd January, 2021, has intimated that the Committee of Creditors of DHFL have declared Piramal Capital & Housing Finance Limited ('PCHFL'), wholly owned subsidiary of the Company, as the Successful Resolution Applicant in relation to the Corporate Insolvency Resolution Process of DHFL under the Insolvency & Bankruptcy Code, 2016 and identified the resolution plan submitted by PCHFL, as the Successful Resolution Plan. The implementation of the resolution plan is subject to the terms of the LOI and other applicable regulatory approvals.

7 Moratorium in accordance with the Reserve Bank of India (RBI) guidelines

The outbreak of Covid-19 pandemic across the globe & India has contributed to a significant decline and volatility in the global and Indian financial markets and slowdown in the economic activities. The RBI had issued guidelines relating to COVID-19 Regulatory Package dated March 27, 2020 and April 17, 2020 and in accordance therewith, the Group had offered a moratorium of three months on the payment of all principal instalments and/ or interest, as applicable, falling due between March 1, 2020 and May 31, 2020 to all eligible borrowers classified as standard, even if overdue as on February 29, 2020, excluding the collections made already in the month of March 2020. Further, in line with the additional Regulatory Package guidelines dated May 23, 2020 the Group granted a second three month moratorium on the payment of principal instalments and/ or interest, as applicable, falling due between June 1, 2020 and August 31, 2020. For all such accounts where the moratorium is granted, the asset classification will remain standstill during the moratorium period (i.e. the number of days past due shall exclude the moratorium period for the purposes of asset classification as per the policy).

8 Estimation of uncertainty relating to COVID-19 global health pandemic:

a. In assessing the recoverability of loans, receivables, intangible assets (including goodwill), deferred tax asset and investments, the Group has considered internal and external sources of information, including credit reports, economic forecasts and industry reports upto the date of approval of these consolidated financial results. The Group has performed sensitivity analysis on the assumptions used and based on current indicators of future economic conditions, the carrying amount of these assets represent the Group's best estimate of the recoverable amounts. As a result of the uncertainties resulting from COVID-19 and external developments, including the final decision of the Honourable Supreme Court in relation to moratorium and other related matters, the impact of this pandemic may be different from those estimated as on the date of approval of these financial results and the Group will continue to monitor any changes to the future economic conditions.

b. During the year ended March 31, 2020, The Group had estimated and recognised an additional expected credit loss of Rs. 1,903 Crores on certain financial assets, on account of the anticipated effect of the global health pandemic and for the quarter ended June 30, 2020, provision for excepted credit loss of Rs. 46 Crores was made in line with RBI provisioning guidelines for moratorium.

9 In the Consolidated financial results, 'Exceptional items' include:

Particulars	(Rs. in Crores)		
	Three months ended 31/12/2020	Three months ended 30/09/2020	Year to date figures for current period ended 31/12/2020
a.Mark to market gains on forward contracts taken against the inflow from equity investment from Investors in Pharma segment.	23.89	76.91	100.80
b.Write off of certain property plant and equipment and intangible assets under development pertaining to Mumbai R & D center	-	(37.42)	(37.42)
c. Certain transaction costs related to note 4 above	(4.52)	-	(4.52)

10 During the previous year ended March 31, 2020, the Board of Directors of the Company, at their meeting held on January 17, 2020 approved the divestment of the entire stake in the Healthcare Insights and Analytics business (the "Transaction"), held by the Company directly and through its wholly owned subsidiaries, to Clarivate Analytics Plc. and its subsidiaries, for an aggregate consideration of approximately USD 950 million. Post the approval by shareholders of the Company at the Extra-ordinary General Meeting held on February 13, 2020 and receipt of necessary regulatory approvals, the Transaction was completed on February 28, 2020 (closing date). USD 900 million was received, on the closing date and the balance USD 50 million would be received at the end of twelve months from the closing of the transaction. Consequently, Profit before tax and tax expenses relating to the Healthcare Insights and Analytics business have been disclosed separately as Discontinued operations as part of the above results. Results for the quarter and nine months ended December 31, 2019, have been represented in the Statement to give effect to the presentation requirements of Ind AS 105: Non-current Assets Held for Sale and Discontinued Operations.

11 The Company and some of its Indian subsidiaries had exercised the option of lower tax rate permitted under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Act, 2019 ('the Amendment Act'). Accordingly, the Company and some of its Indian subsidiaries had recognised provision for income tax for the previous year ended March 31, 2020 basis the rate provided in the said Amendment Act. The Company has re-measured the opening balance of Deferred Tax Assets (net) including Minimum Alternate Tax (MAT) as at April 1, 2019 and accounted net tax expense of Rs. 1,757.59 crores relating to the same during the year ended March 31, 2020.





12 During the previous year ended March 31, 2020, the Group has sold its entire direct investment of 9.96% in Shriram Transport Finance Company Limited. Upon sale, the Group has reclassified the cumulative Fair value changes of Rs. 615.70 crores from Other Comprehensive Income to Retained Earnings.

13 The secured/unsecured listed non-convertible debentures of the Group aggregating Rs.7,020 Crores as on December 31, 2020 are secured against specified receivables and/ or a first ranking pari passu mortgage over Specifically Mortgaged Property.

The Asset cover on the secured listed non-convertible debentures of the Group exceeds hundred percent of the principal amount of the said debentures.

14 Other income/ (expenses) (Net) includes the net effect of Foreign Exchange Gain:

Particulars	(Rs. in Crores)					
	Three months ended 31/12/2020	Three months ended 30/09/2020	Corresponding Three months ended 31/12/2019	Year to date figures for current period ended 31/12/2020	Year to date figures for previous period ended 31/12/2019	Previous Year ended 31/03/2020
Exchange Gain/ (Loss), Net	16.36	6.75	(2.14)	30.67	4.64	30.87

For **PIRAMAL ENTERPRISES LIMITED**



Ajay G. Piramal  
Chairman

February 11, 2021, Mumbai

# Piramal Enterprises Limited

## Q3 & 9M FY2021 Results

February 11<sup>th</sup>, 2021



# Key Highlights

## PEL Consolidated

*Improved Balance Sheet strength & profitability*

- **Q3 FY21 profit increased +27% QoQ and +10% YoY** to INR 799 Cr.
- **Overall Equity of INR 35,467 Cr.** (+30% since Mar-2019)
- **Net Debt reduced by INR 24,072 Cr.** (-44%) since Mar-2019 to INR 31,050 Cr.
- **Net debt-to-equity of 0.9x times**

## Financial Services

*Increasing diversification & granularity, while maintaining adequate capital & conservative provisions*

- **Commenced disbursements under the multi-product Retail Lending platform,** launched in Nov-2020
- **Capital adequacy ratio of 37%**
- **Conservative provisioning of INR 2,935 Cr.** at 6.3% of loan book
- **Top-10 exposures declined 27%** since Mar-19 – in line with our stated strategy

## Pharma

*Consistent revenue growth and healthy profitability*

- CDMO and India Consumer Products **revenues grew by +16% and +14% YoY,** respectively
- Q3 FY21 **EBITDA margin of 22%**
- **Investing** recently raised capital in organic and inorganic growth initiatives:
  - **Announced \$32 mn expansion** of Riverview, Michigan facility
  - **Announced acquisition** of 49% remaining stake in Convergence Chemicals

## DHFL Acquisition – Transaction Highlights

- RBI referred DHFL to NCLT in Nov-2019 and the insolvency proceedings began
- After getting delayed due to COVID-19, the bidding process began in Oct-2020 and ended in Dec-2020
- Committee of Creditors' (CoC) voting ended in Jan-2021
- CoC declared the plan submitted by PCHFL<sup>1</sup> as the successful resolution plan
- 94% votes in favor of Piramal, reflecting the Group's credibility and Balance Sheet strength
- Total consideration of INR 34,250 Cr. – upfront cash component of INR 14,700 Cr. (incl. cash on DHFL's B/S) and a deferred component (NCDs) of INR 19,550 Cr.

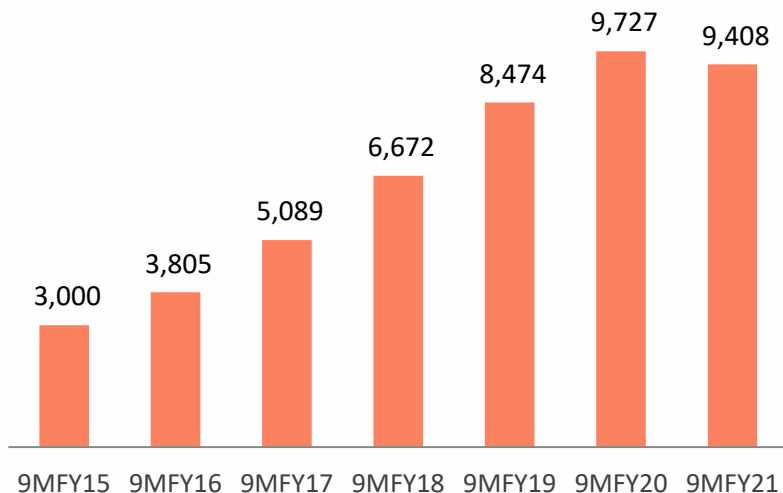
**The acquisition is in line with PEL's strategy to diversify the loan book and increase its granularity**

**Another step towards demerger of Financial Services and Pharma business in future**

# Revenues and Net Profits

## Total Revenues<sup>1,2</sup>

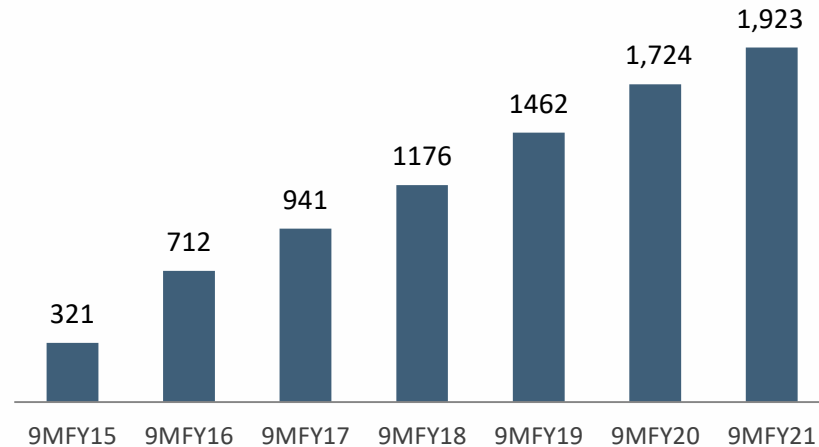
6-year CAGR: 21%



(In INR Crores)

## Net Profit<sup>3</sup>

6-year CAGR: 35%



**Company delivered a resilient performance in 9M FY2021, despite COVID-19 impact**

Notes: (1) FY2015 results have been prepared based on IND GAAP and FY2016 onwards on IndAS basis

(2) Revenue for prior period excludes revenue from Healthcare Insights & Analytics

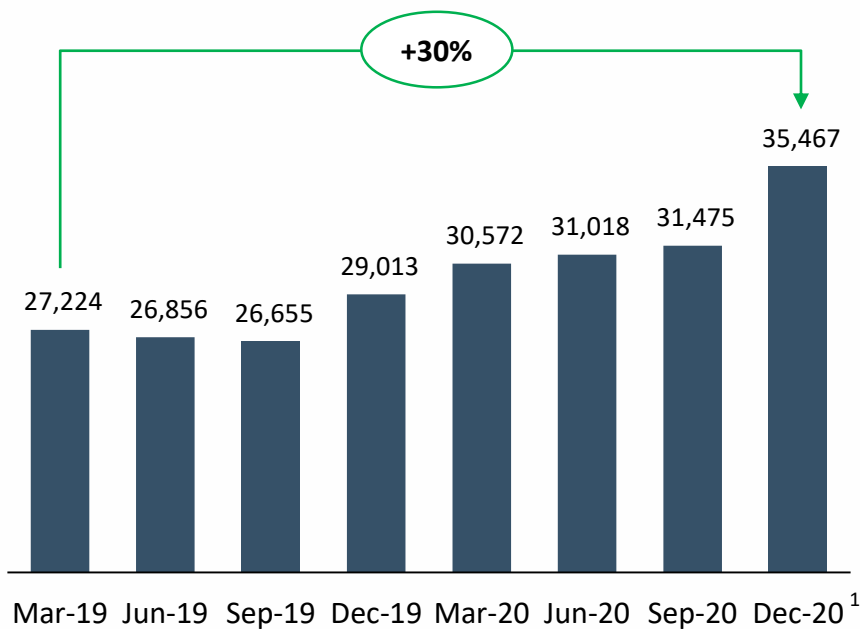
(3) FY18 Net profit excludes loss on sale of Imaging business; FY15 Net profit excludes gain on sale of Vodafone investment

(4) Figures in previous periods might have been regrouped or restated, wherever necessary to make them comparable to current period

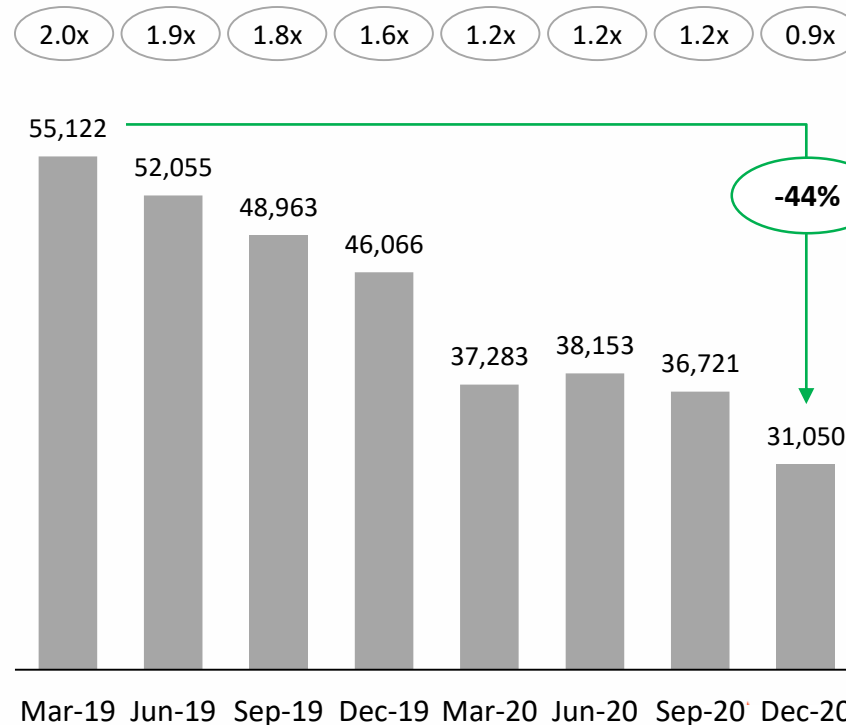
# Balance Sheet Highlights

○ Net Debt-to-Equity (x)

## Overall Equity (INR Cr.)



## Net Debt (INR Cr.)



Note: (1) Overall Equity considering the net capital raise from The Carlyle Group in the Pharma business (in Oct-2020)

# Equity allocation

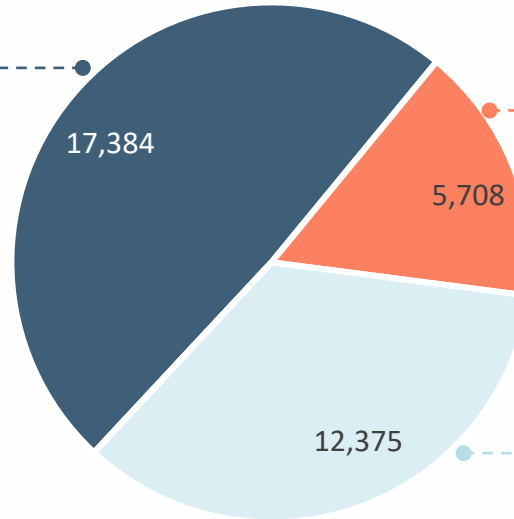
(In INR Crores)

## Overall Equity

### Financial Services (Lending): 49%

Capital Adequacy Ratio of 37%.  
In addition, provisions of INR 2,935 Cr.  
(equivalent to 6.3% of the loan book)

**Overall Equity:  
INR 35,467 Cr.**



### Pharma<sup>1</sup>: 16%

Built a differentiated business, valued at an EV of USD 2.7 - 3.1 billion.

### Unallocated equity: 35%

Includes investments in Shriram, receivables from DRG sale, Deferred Tax Assets, etc.

**Strong balance sheet with adequate growth capital both Financial Services and Pharma businesses**



## Financial Services – Wholesale Lending



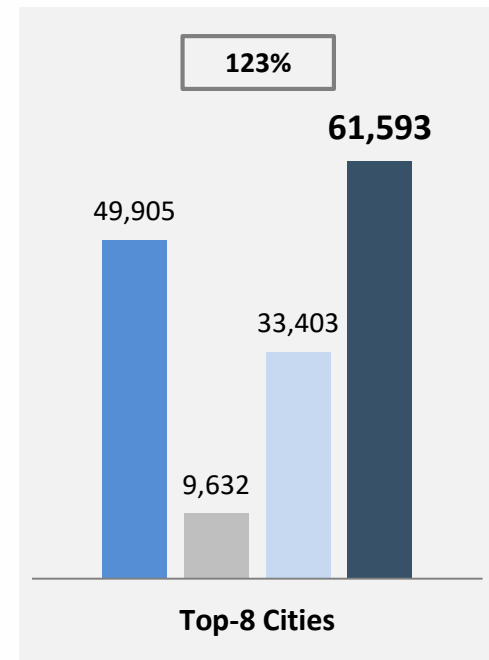
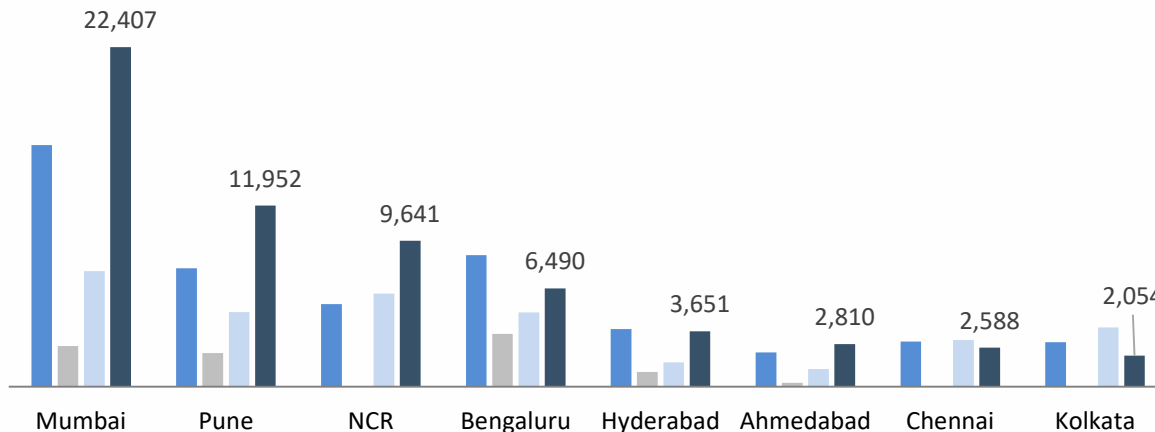
# Residential RE sector: Continued recovery across key markets

## No. of housing units sold

■ Jan-Mar'20   ■ Apr-Jun'20   ■ Jul-Sep'20   ■ Oct-Dec'20

### Overall Residential RE Industry

Oct-Dec'20 sales as a % of Jan-Mar'20



Continued QoQ improvement with Oct-Dec'20 sales 23% higher vs. pre-COVID levels (i.e. Jan-Mar'20)

# Performance of PEL's Developer Clients

## Performance of our developer clients in Q3 FY2021



Sales

**+82% YoY**

*vs. Q3 FY20 sales by developers*



Collections (escrow)

**+49% YoY**

*vs. Q3 FY20 developer collections  
from homebuyers*



Construction

**100%**

*Construction back to pre-COVID levels*

## Factors driving residential real estate sales

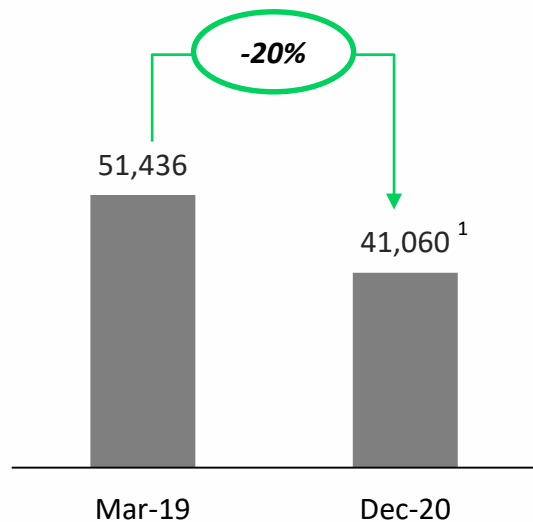
- ✓ Changing customer preferences
- ✓ Demand for ready-to-move-in apartments / plots
- ✓ Stamp-duty reduction
- ✓ Low home loan interest rates
- ✓ Discounts offered by some developers
- ✓ Developers leveraging technology to drive sales

Although there is a significant improvement in the performance across developer clients, it is partly due to government initiatives in boosting the overall performance of the Real Estate sector

# Progressing in line with our strategy to make the loan book more diversified and granular

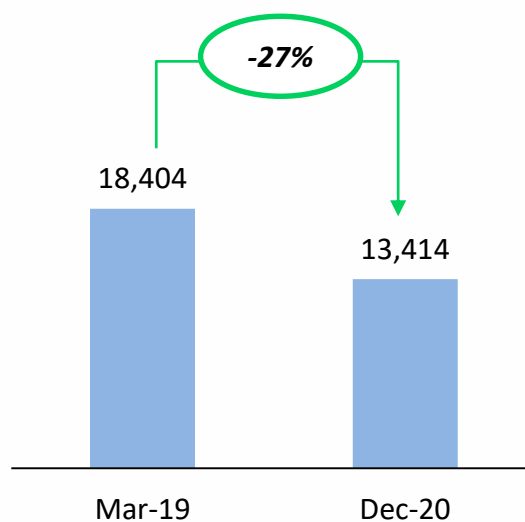
(in INR Crores, unless otherwise stated)

## Wholesale Loan Book



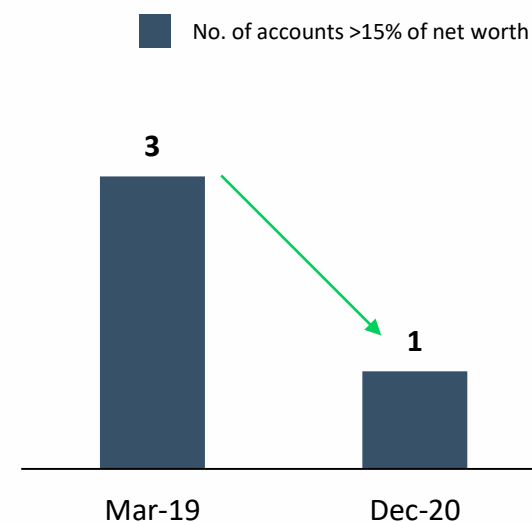
- 20% reduction since Mar-2019, which includes real estate and corporate loans

## Top-10 exposures



- Exposure to top-10 accounts reduced 27% since Mar-2019 (~INR 4,990 Crores)

## Single-borrower exposures



- Only one account exceeding the 15% net worth threshold

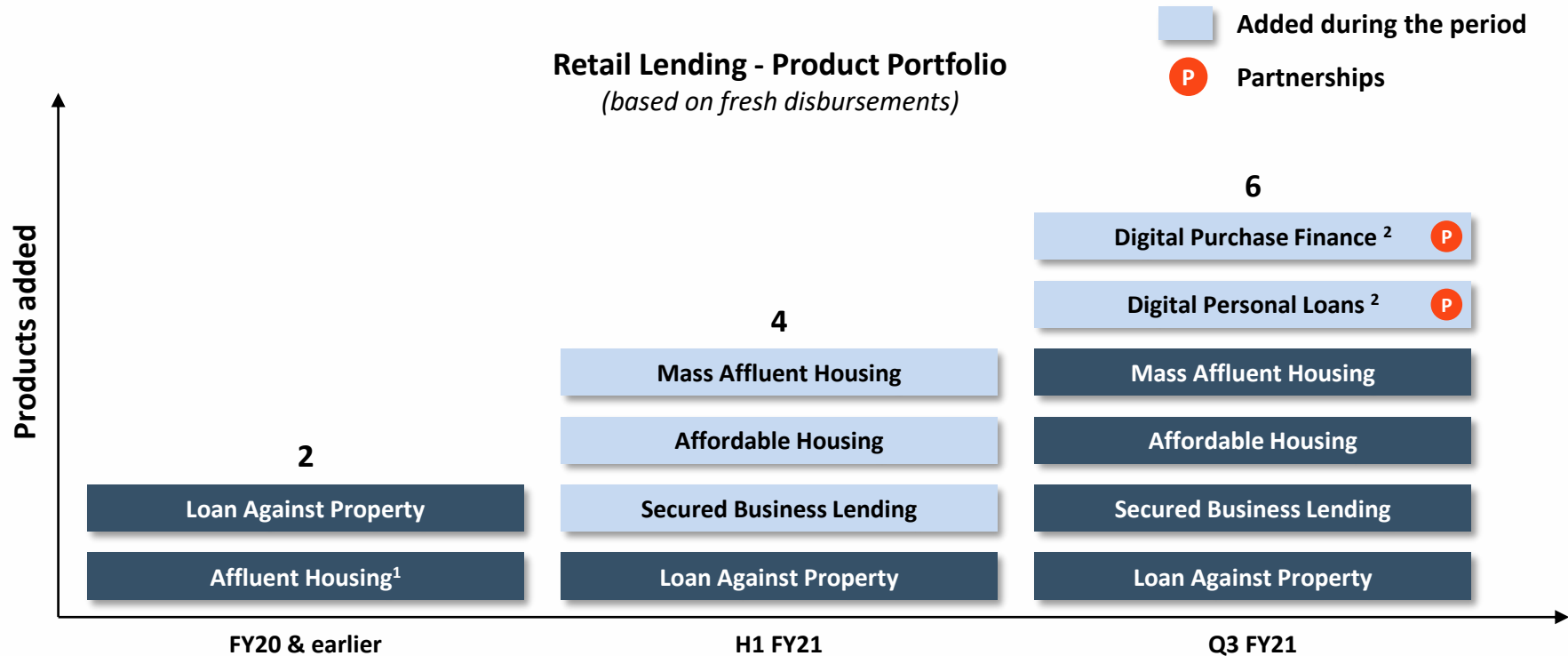
(1) Does not include assets taken over, as well as PEL's share in AIFs totalling INR 3,490 Crores



## Financial Services – Retail Lending

# Retail Lending – Expanding the product portfolio

**Retail Lending - Product Portfolio**  
(based on fresh disbursements)



**Focusing largely on secured lending in FY21 and testing volumes of unsecured lending products**

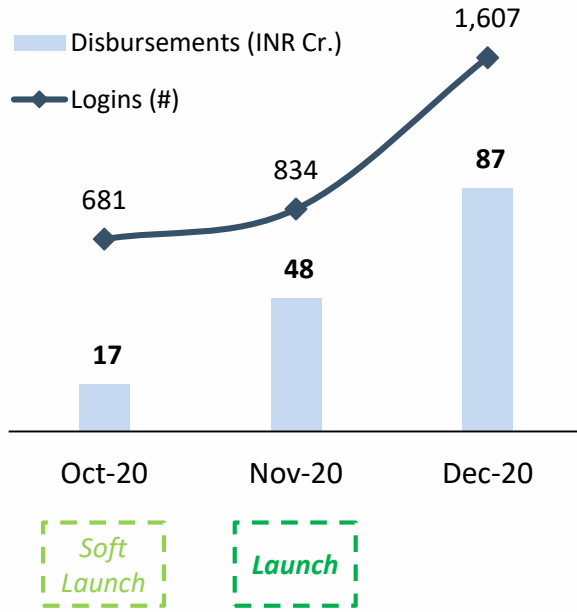
Notes: (1) Exited 'Affluent Housing' (in terms of new business) as the business pivots towards 'Affordable' and 'Mass Affluent' Housing under the new strategy

(2) 'Digital Purchase Finance' and 'Digital Personal Loans' launched in partnership with leading fintech player

# Multi-product Retail Lending platform launched in Nov-2020

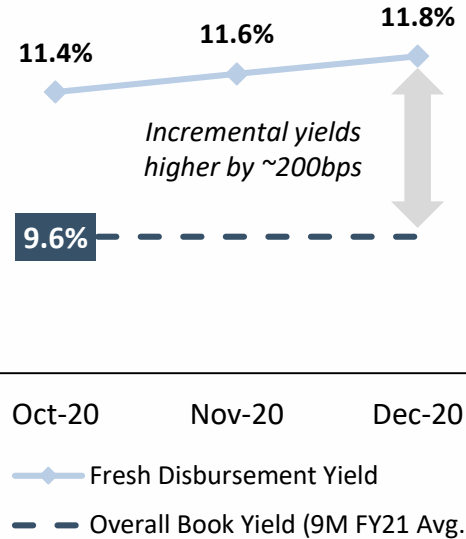
## Monthly Disbursements in Q3 FY21

*Under the new retail lending strategy*



## New business vs. overall book yields

*Retail Loan book; % p.a.*



## Average ticket size by products

*Fresh disbursement ticket size for Dec-2020*

Digital Purchase Finance	~INR 15k
Digital Personal Loans	~INR 30k
SBL <sup>(1)</sup>	INR 12 lacs
Affordable Housing	INR 14 lacs
Mass Affluent Housing	INR 35 lacs
LAP	INR 37 lacs

**Healthy traction witnessed across product categories since launch in Nov-2020**

Note: (1) SBL: Secured Business Loans

## Retail Lending: Key milestones and progress so far

<i>Strategic Area</i>	<i>Key Milestones</i>	<i>Targeted Timeline</i>	<i>Status</i>
<b>Products</b>	Roll-out 4 product categories with 7 variants	by Q3 FY21	✓
	Roll-out testing volumes of unsecured lending products	Q4 FY21	✓
	Roll-out additional unsecured lending and other secured products	FY22+	<i>Ahead of plan</i>
<b>Geographies</b>	Activate all 40 locations (14 with physical presence and 26 spoke locations)	by Q3 FY21	✓
	Target cities/towns ranked 25 <sup>th</sup> – 1,000 <sup>th</sup> (based on economic activity) in a phased manner	FY22+	<i>In progress</i>
<b>Risk Management</b>	Create product-wise credit policies	by Q3 FY21	✓
	Collections team in place across all locations	by Q3 FY21	✓
	‘Early Warning Signal’ (EWS) triggers & Collection intelligence	Q4 FY21	<i>In progress</i>
<b>Talent</b>	On-board experienced Senior management	by Q3 FY21	✓
	Hire new talent in business, credit, BIU, technology and collections	by Q3 FY21	✓
<b>Partnerships</b>	Build two partnerships for “Go-Live”	by Q3 FY21	✓
	“Go-Live” with few additional partners on both secured and unsecured products	Q4 FY21	<i>In progress</i>
	Build strategic partnerships with fintechs / digital platforms / large players	FY22+	<i>In progress</i>
<b>Technology</b>	Build a secure, scalable cloud infrastructure	by Q3 FY21	✓
	Create real-time business dashboards	Q4 FY21	✓
	Big data infrastructure; proprietary information assets	FY22+	<i>In progress</i>



# Asset Quality



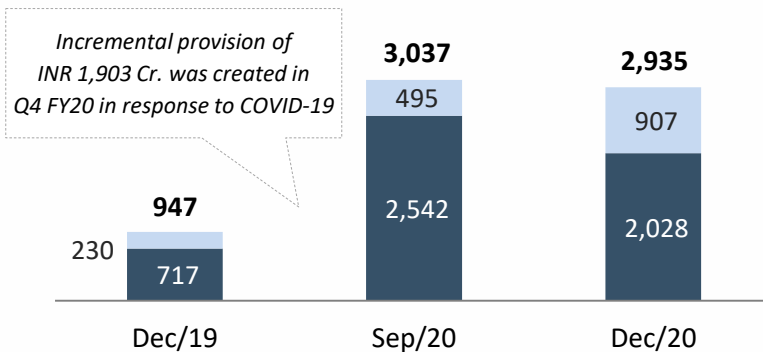
# Maintaining adequate provisions to manage any contingences

## Total Provisions

In INR Crores

**Provisions for:**

- Stage 1 & Stage 2 loans
- Stage 3 loans



	Dec/19	Sep/20	Dec/20
<b>Gross NPA Ratio</b>	1.8%	2.5%	3.7%
<b>Net NPA Ratio</b>	1.4%	1.6%	1.8%
<b>Total provision as a % of loan book</b>	1.8%	5.9%	6.3%
<b>Provision Coverage (Stage 1 &amp; 2)</b>	1.4%	5.1%	4.5%
<b>Total provision as a % of GNPA's</b>	100%	237%	172%

## NPA ratio:

- **GNPA ratio (pro-forma) at 3.7% as of Dec-20, without the Supreme Court dispensation**
- GNPA ratio increased QoQ largely due to:
  - One account moving from Stage-2 to Stage-3
  - Lower base as of Dec-20, amidst reduction in wholesale loan book
- **No major QoQ change in NNPA ratio – 1.8% as of Dec-20**

## Provisioning:

- **Total provisions of INR 2,935 Cr. or 6.3% of overall loan book (vs. 1.8% as of Dec-19)**
  - **Provisions against the wholesale loan book at 6.8%**
- **Provisions of INR 2,027 Cr. against standard assets (Stage 1 & 2 loans) – at 4.5%**

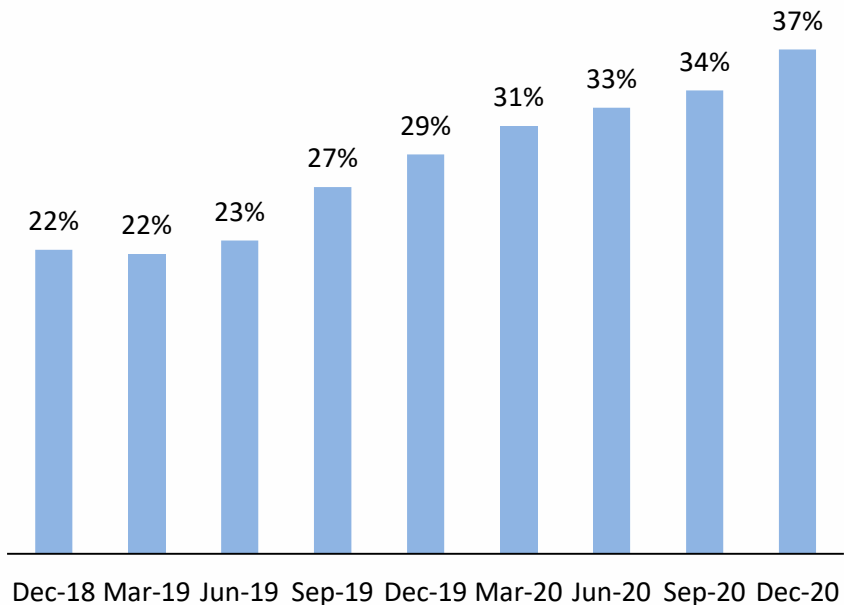
Note: Stage 1 includes loans which are less than or equal to 30 days past due (dpd); Stage 2 includes loans which are 31-90 dpd, as well as cases considered under one-time restructuring; and Stage 3 includes loans which are 90+ dpd



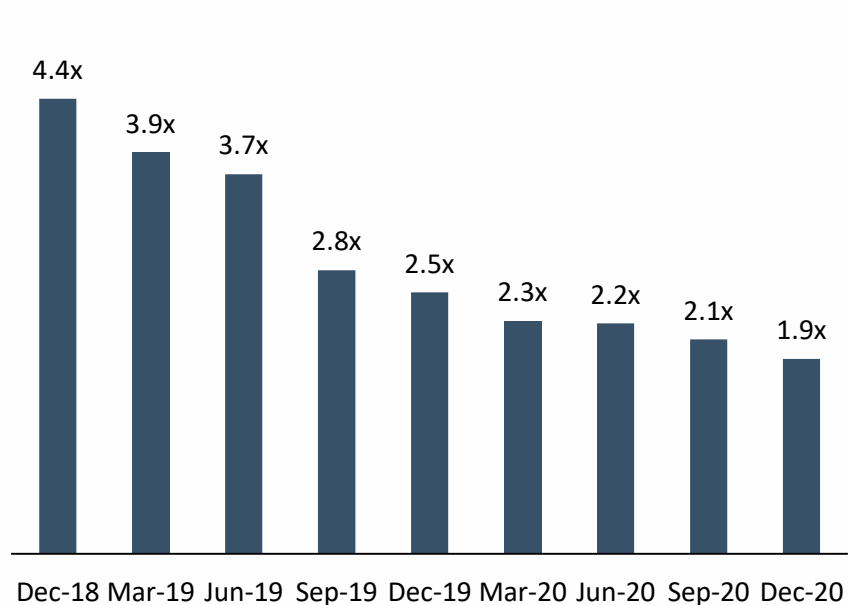
## Capital adequacy, leverage and ALM

# Capital Adequacy and Leverage

## Capital Adequacy Ratio (%)<sup>1,2</sup>



## Net Debt-to-Equity<sup>2</sup>

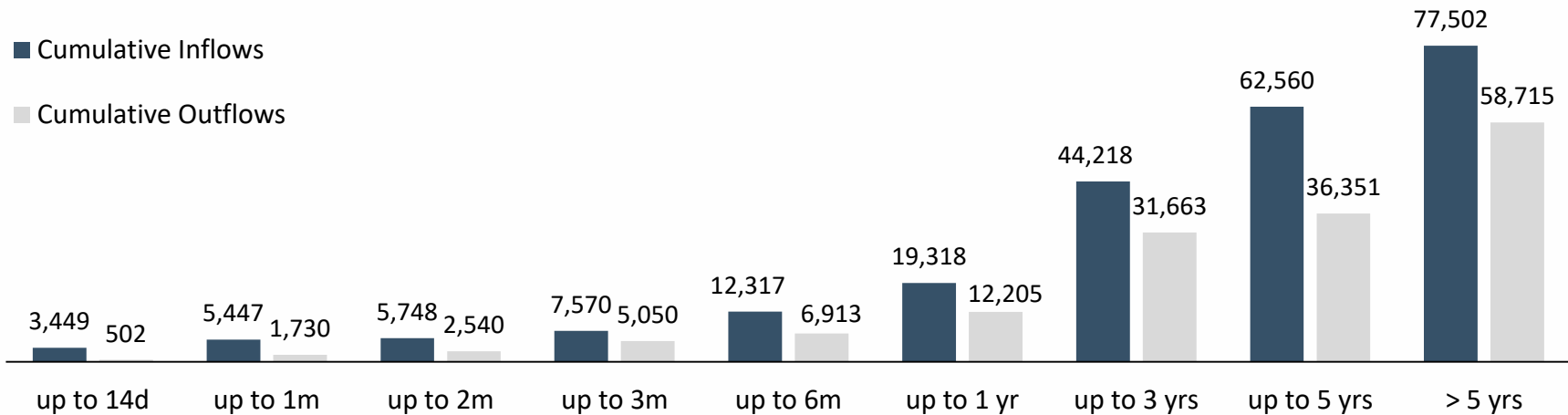


**Financial Services has sufficient capital for growth for the next 3-5 years**

# Asset-liability profile

(in INR crores)

As on Dec 31, 2020<sup>1</sup>



## Cumulative GAP<sup>2</sup> (%)



**Significant positive ALM GAP across all buckets**

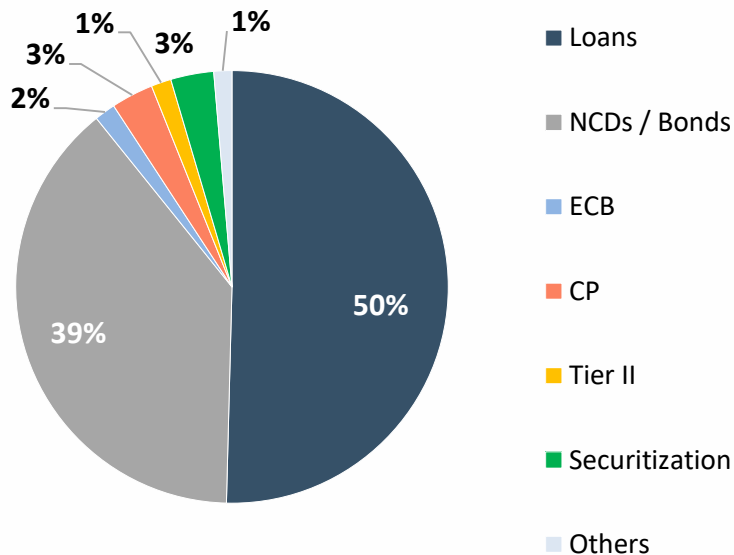
Notes: (1) Does not include Shriram Investments

(2) Cumulative GAP (%) = Net flows (i.e. cumulative inflows – cumulative outflows) as a % of cumulative outflows

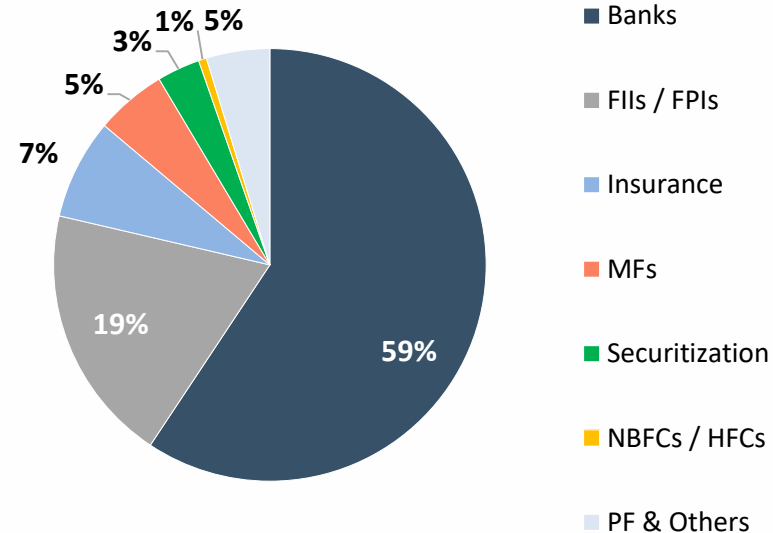
# Borrowing mix

As on Dec 31, 2020

## Breakdown of borrowing mix by type of instrument



## Breakdown of borrowing mix by type of investor



**Progressing towards further diversifying the borrowing mix across instruments and investor categories**

Note: Data for PEL (excl. Pharma Business)

# Performance metrics

## Key Performance Indicators: PEL Financial Services

Particulars	9M FY2021
Total Loan Book size	INR 46,370 Cr.
Total Equity	INR 17,384 Cr.
Net Debt	INR 33,145 Cr.
Net Debt-to-Equity	1.9x
Average Yield on Loans	14.6%
Average Cost of Funds	8.4%
Average Cost of Borrowings	10.8%
Net Interest Margin	6.2%
Cost to Income Ratio (CIR)	18.0%
Total Provisioning as a % of loan book (as on Dec 31, 2020)	6.3%
Gross NPA ratio (based on 90 dpd)	3.7%
Net NPA ratio	1.8%
ROA	3.8%
ROE	11.5%

# Financial Services: Executing on our strategic priorities

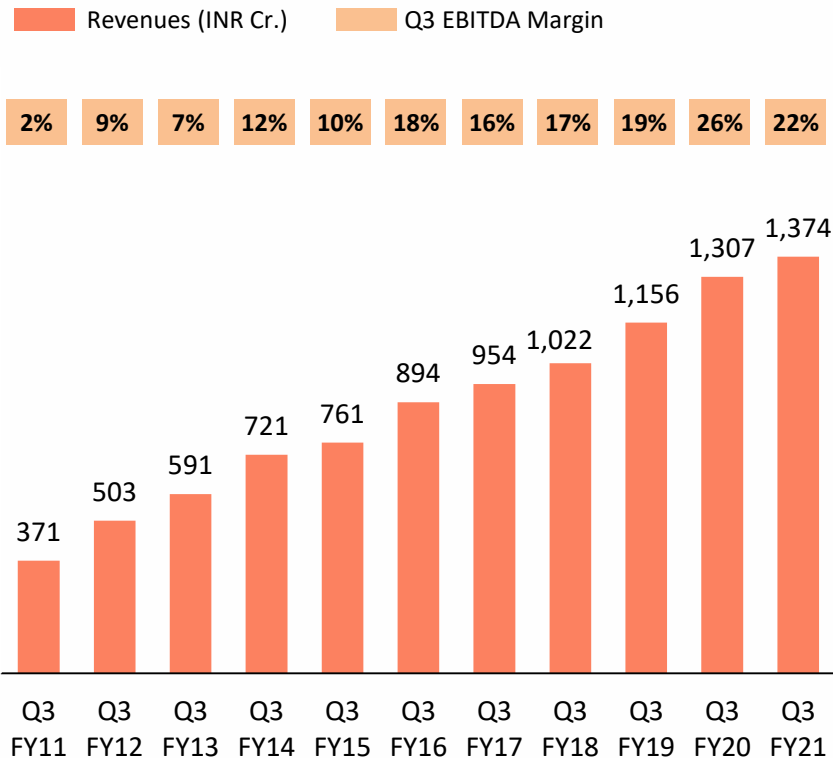
- 1** Increasing diversification and granularity of the loan book
- 2** Taking proactive corrective actions to mitigate potential risks
- 3** Scaling the digitally-led, multi-product retail lending business
- 4** Developing fund-based platforms
- 5** Maintain conservative provisions to manage any future contingences
- 6** Continue to maintain a strong ALM profile and further diversify borrowing mix

# Pharma



# Resilient revenue performance

## Consistent Revenue growth



- **Delivered revenue of INR 1,374 Cr. (+5% YoY) in Q3, contributing 43% to PEL’s overall revenue.**
  - **CDMO revenues at INR 846 Cr, growing +16% YoY, driven by strong growth in the order book**
  - **Complex Hospital Generics revenues at INR 399 Cr, down 13% YoY, impacted by volatility in the demand of products used in surgeries globally; expected to normalize in the coming quarters**
  - **India Consumer Products revenues at INR 130 Cr, up 14% YoY; strong demand for self care and baby care products and new product launches (including COVID-19 protect range) during the year**
- **Delivered EBITDA of INR 296 Cr. at an EBITDA margin of 22%**
- **Received INR 3,523.40 Cr. on closure of the 20% strategic growth investment by The Carlyle Group**
- **Continued strong Quality track record with 17 successful regulatory inspections during the year**
- **PEL has 49% stake in Allergan India**
  - Revenue of INR 269 Cr. & net profit of INR 87 Cr. in 9M FY21 (Net profit margin of 32%)

# Key operational developments during the quarter

## CDMO

- Strong **growth in development order book** during the year
- Strong **demand of sterile fill finish** in North America
- **Co-investment deal signed** with strategic ADC customer for commercial expansion
- **4 New Chemical Entities (NCE)** approvals supported this year
- **MHRA audit successfully** passed at Morpeth, UK

## Complex Hospital Generics

- **COVID-19 impacted demand** of product lines used in surgeries
- **Won significant contracts** for key products across major markets
- Major intrathecal offerings: **maintained US position**
- Injectable pain and anesthesia products: **progressing well in key markets**
- Operations continued uninterrupted. **Achieved cost savings**

## India Consumer Products

- **Strong demand** of self care and baby care products
- **Launched 15+ new products and 35+ SKUs** during the year
- **Enhanced focus on e-commerce** and digital marketing
- **Investing** to enhance distribution efficiencies and customer acquisition
- Leveraging analytics to identify and capture **new business opportunities**

# Key strategic priorities: Pharma

**1 Delivering consistent revenue growth and improving profitability**

**2 Pursuing organic and inorganic growth opportunities leveraging fresh capital**

- ✓ Capacity expansion across multiple sites
- ✓ Acquisitions of niche manufacturing capabilities for CDMO
- ✓ Add new complex hospital generics through in-licensing, acquisitions and capital investments
- ✓ Organically and inorganically add Consumer Healthcare products to further leverage India-wide distribution platform
- ✓ Exploring re-entry into Domestic Formulations

**3 Maintaining robust quality culture across manufacturing/development facilities globally**

**4 Continued focus on patient needs, customer experience, and EHS initiatives**



## Key investment initiatives during the year

# CDMO: Investing in both organic and inorganic growth initiatives

## Acquired Solid Oral Dosage facility in Sellersville



*Acquired Solid Oral Dosage facility in Sellersville, Pennsylvania from G&W Laboratories Inc*

- Addresses a market need for solid oral dosage form development and manufacturing in the United States
- The site features:
  - Manufacturing and packaging technologies for solid oral dosage forms, liquids, creams, and ointments
  - QC and microbiology labs
  - State-of-the-art preformulation and analytical development infrastructure
- We intend to offer high potency drug manufacturing capabilities at the site

## Announced investment of \$32 mn in Riverview facility



*Additional capacity in Potent and Non-Potent API development and manufacturing*

- Adds both additional capacity and new capabilities in labs and manufacturing
- Growing customer demand is driving the investment
- This expansion covers more than 25,000 square feet, which includes 8,500 square feet of production space
- Enables us to support our customers' immediate and long-term API needs, strengthens our presence in North America
- Planned to be ready for customers by Summer 2022

# Complex Hospital Generics: Investing for backward integration

Announced acquisition of 49% remaining stake in Convergence Chemicals at INR 65 Cr.

## Dahej facility



- Convergence Chemicals develops and manufactures specialty fluorochemicals, primarily starting material required for PPL's anesthetics production
- As we continue to grow our anesthetics business, the resultant requirement for the starting material is expected to increase in the coming years
- Navin Fluorine would continue to be a key raw material supplier to Convergence Chemicals

*Increasing Piramal's stake in Convergence Chemicals to 100% by buying out Navin Fluorine's 49% stake*

# India Consumer Products: Launched multiple new products/brand extension

## Products launched in response to COVID-19



Tri-Activ Spray – 230ml, 100ml & 500 ml



Tri-Activ Sanitizers – 250ml, 100ml & 50ml & 500ml



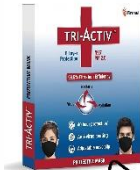
Neko Disinfectant Wipes – 30s & 80s with Lid



Pulse Oximeters (On Distribution model)



Tri-Activ Hand Rub



Tri-Activ Mask



Tri-Activ Disinfectant Liquid



OurDaily Vit C and Zinc

## Other Launches



Lacto Calamine Sunshield



JM Doodle Waterz (5 Books)



Lacto Calamine Wipes



OurDaily – Vitamin E



Little's Diapers (S/M/L/XL)



i-active Menstrual Cups (Medium / Large)

Despite global pandemic, new launches including COVID-19 related products helped in delivering strong revenue performance

15+ new products and 35+ SKUs launched during the year, highest ever new launches with most products delivered healthy performance



# Financials



## Diversified Revenue Mix

(In INR Crores or as stated)

Net Sales break-up	Quarter III ended			% Sales for Q3 FY2021	9M ended			% Sales for 9M FY2021
	31-Dec-20	31-Dec-19	% Change		31-Dec-20	31-Dec-19	% Change	
Financial Services	1,795	1,963	-9%	57%	5,555	5,931	-6%	59%
Pharma	1,374	1,307	5%	43%	3,853	3,796	1%	41%
Pharma CDMO	846	733	16%	27%	2,326	2,106	10%	25%
Complex Hospital Generics	399	461	-13%	13%	1,162	1,353	-14%	12%
India Consumer Products	130	114	14%	4%	375	336	12%	4%
<b>Total</b>	<b>3,169</b>	<b>3,270</b>	<b>-3%</b>	<b>100%</b>	<b>9,408</b>	<b>9,727</b>	<b>-3%</b>	<b>100%</b>

Note: Pharma revenue includes foreign exchange gains/losses

# Consolidated Profit & Loss

(In INR Crores or as stated)

Particulars	Quarter III ended			9M ended		
	31-Dec-20	31-Dec-19	% Change	31-Dec-20	31-Dec-19	% Change
Net Sales	3,169	3,270	-3%	9,408	9,727	-3%
Non-operating other income	96	141	-32%	199	252	-21%
Total income	3,265	3,411	-4%	9,607	9,979	-4%
Other Operating Expenses	1,266	1,144	11%	3,635	3,507	4%
Impairment on financial assets	12	8	61%	87	(144)	n.m.
OPBIDTA	1,987	2,260	-12%	5,886	6,617	-11%
Interest Expenses	1,012	1,360	-26%	3,272	4,025	-19%
Depreciation	142	128	11%	416	377	10%
Profit / (Loss) before tax & exceptional items	834	772	8%	2,198	2,214	-1%
Exceptional items (Expenses)/Income	19	-	-	59	-	-
<b>Income tax</b>						
Current Tax and Deferred Tax	201	227	-12%	566	701	-19%
Profit / (Loss) after tax (before Prior Period items)	652	545	20%	1,691	1,513	12%
Share of Associates <sup>1</sup>	147	126	17%	233	295	-21%
Net Profit / (Loss) after Tax from continuing operations	799	671	19%	1,923	1,808	6%
Profit / (Loss) from Discontinued operations <sup>2</sup>	-	53		-	(84)	-
Net Profit after Tax	799	724	10%	1,923	1,724	12%

- Income under share of associates primarily includes our share of profits at Shriram Capital and profit under JV with Allergan, as per the accounting standards.
- Profit / (Loss) from Healthcare Insights & Analytics business, sold in Jan'20.

# Appendix

## Stage-wise provisioning

Particulars (in INR Cr., unless otherwise stated)	As on Dec-2019	As on Sep-2020	As on Dec-2020
Gross Stage 1 & 2 Loans	50,485	50,243	44,663
Provision - Stage 1 & 2 loans	717	2,542	2,028
<b>Provision Coverage Ratio - Stage 1 &amp; 2</b>	<b>1.4%</b>	<b>5.1%</b>	<b>4.5%</b>
Gross Stage 3 Loans (GNPAs)	944	1,279	1,707
<b>GNPA Ratio (% of loans in Stage 3)</b>	<b>1.8%</b>	<b>2.5%</b>	<b>3.7%</b>
Provision - Stage 3 loans	230	495	907
<b>Provision Coverage Ratio - Stage 3</b>	<b>24%</b>	<b>39%</b>	<b>53%</b>
Net NPA Ratio	1.4%	1.6%	1.8%
Total Provisions	947	3,037	2,935
Total Loans	51,429	51,522	46,370
<b>Total Provision / Total Loans</b>	<b>1.8%</b>	<b>5.9%</b>	<b>6.3%</b>
<b>Total Provision / GNPAs</b>	<b>100%</b>	<b>237%</b>	<b>172%</b>

Note: Stage 1: Loans which are less than or equal to 30 days past due (dpd); Stage 2: Loans which are 31-90 dpd & cases considered under one-time restructuring; and Stage 3: Loans which are 90+ dpd

# Retail Lending: Strategy for Organic Growth

## A Product Strategy

- **Pivot** from ‘Affluent Housing’ to ‘Mass Affluent’ & ‘Affordable’ Housing
- Build a largely **secured lending book in FY21**, roll-out other lending products in FY22+

## B Geography Selection

- **‘Bharat’**– Tier 2/3 locations in small & mid-market India (population 10,000 to 4m)
- **Hub and spoke model** with tech led spokes

## C Partnerships

- **Strategic partnerships** for customer access at scale, distribution, and data access
- **Phygital**: Digital-at-the-core augmented with physical channels

## D Operating Model & Talent

- **Agile mode** of working by operating teams
- **Minimum Viable Product (MVP)** approach
- Onboarding **top-quality talent**

## E Technology Infrastructure

- Assembling a future-ready tech stack
- Combination of **off-the-shelf and internally engineered technology**
- **Cloud native, AI/ML<sup>1</sup> ready** from Day-1

## F Credit Risk Management

- Building a credit risk management **framework for the post-COVID era**
- **Analytics woven deeply** into the fabric of business

**Building a multi-product retail lending platform – ‘digital at its core’**

## Dial-in details for Q3 & 9M FY2021 Earnings Conference Call

Event	Location & Time	Telephone Number
Conference call on 11 <sup>th</sup> February, 2021	India – 6:00 PM IST	+91 22 6280 1264 / +91 22 7115 8165 (Primary Number) +91 70456 71221 (Local Number)  1800 120 1221 / 1800 266 1221 (Toll free number)
	USA – 7:30 AM (Eastern Time – New York)	Toll free number 18667462133
	UK – 12:30 Noon (London Time)	Toll free number 08081011573
	Singapore – 8:30 PM (Singapore Time)	Toll free number 8001012045
	Hong Kong – 8:30 PM (Hong Kong Time)	Toll free number 800964448
For online registration	Please use this link for prior registration to reduce wait time at the time of joining the call – <a href="https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=3696895&amp;linkSecurityString=ba2f0b231">https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=3696895&amp;linkSecurityString=ba2f0b231</a>	

## For Investors :

### **Hitesh Dhaddha**

Chief Investor Relations Officer

Email : [hitesh.dhaddha@piramal.com](mailto:hitesh.dhaddha@piramal.com)

Phone : +91 22 3046 6306

### **Aditya Sharma**

Chief Manager – IR (Financial Services)

Email : [investor.relations@Piramal.com](mailto:investor.relations@Piramal.com)

Phone : +91 22 3046 6305

## PRESS RELEASE

### Piramal Enterprises Limited Announces Consolidated Results for Q3 & 9M FY2021

**Mumbai, India | February 11, 2021:** Piramal Enterprises Limited ('PEL', NSE: PEL, BSE: 500302, 912460) today announced its consolidated results for the Third Quarter (Q3) and Nine Months (9M) ended December 31, 2020.

#### Consolidated Financial Highlights

**Consistently making progress towards strategic priorities for both the Financial Services & Pharma businesses.**

▪ **Balance Sheet:**

- Shareholders' Equity increased by 30% to INR 35,467 Cr.\* since March 2019
- 44% reduction in Net Debt by ~INR 24,000 Cr. since March 2019
- Net Debt-to-Equity of 0.9x times (overall Company-level)

▪ **P&L:**

- Revenue for Q3 FY21 at INR 3,169 Cr. and 9M FY21 at INR 9,408 Cr.
- Net Profit for Q3FY21 increased by 27% QoQ and 10% YoY to INR 799 Cr.
- Net Profit for 9M FY21 increased by 12% YoY to INR 1,923 Cr.

▪ **DHFL Acquisition:**

- In line with PEL's strategy to diversify its loan book and increase granularity
- Committee of Creditors (CoC) declared the plan submitted by Piramal, as the successful resolution plan for DHFL
- Total consideration of INR 34,250 Cr. – Upfront cash component of INR 14,700 Cr. (incl. cash on DHFL's B/S) and a deferred component (NCDs) of INR 19,550 Cr.

▪ **Fund raising deal with The Carlyle Group**

- Received INR 3,523.40 Cr. as proceeds from Pharma Fund raise in October 2020

\* Includes Non-controlling Interest

**Mr. Ajay Piramal, Chairman, Piramal Enterprises Ltd. said,** "The Company delivered a resilient performance despite the global COVID-19 impact. Pursuant to significantly strengthening our balance sheet, we are now progressing on the next round of major transformations across both Pharma and Financial Services businesses.

Firstly, we are changing our Financial Services business model from one that is wholesale led to a well-diversified one; this also being one of the key objectives behind our bidding for DHFL. We are in parallel, making strides towards creating a large differentiated listed Pharma company, post the growth capital raise from The Carlyle Group, through both organic as well as inorganic investments. These are focused steps towards a shift from a multi-sector conglomerate structure into one with focused listed entities within the Pharma and Financial Services sectors.

As these two businesses march forward on their clearly defined strategic roadmaps, I believe that both have the potential to emerge as two strong companies that will have significant runway for value creation for all stakeholders."



Key Business Highlights	
Financial Services	Pharma
<ul style="list-style-type: none"> <li>▪ <b>Capital adequacy ratio of 37%</b> (vs. 22% in December 2018) and net debt-to equity of 1.9x (vs. 4.4x as of December 2018)</li> <li>▪ <b>Maintaining conservative provisions</b> at 6.3% of loan book (or INR 2,935 Cr.) to manage any future contingencies</li> <li>▪ <b>Commenced disbursements under the multi-product Retail Lending platform, launched in November 2020:</b> <ul style="list-style-type: none"> <li>- Expanded the Retail Lending product portfolio to 6 products as of December 2020</li> </ul> </li> <li>▪ <b>Continued improvement in the performance of Real Estate developer clients:</b> <ul style="list-style-type: none"> <li>- Significant YoY increase in developer sales and collections from home-buyers during Q3 FY21, amidst government initiatives providing a boost to the RE sector</li> </ul> </li> <li>▪ <b>Continue to increase granularity of our wholesale loan book:</b> <ul style="list-style-type: none"> <li>- Top-10 exposures declined 27% since March 2019</li> <li>- Exposure to only one account at &gt;15% of the net worth of Financial Services</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Closed fund raising deal with The Carlyle Group:</b> <ul style="list-style-type: none"> <li>- Received INR 3,523.40 Cr. as proceeds from Pharma Fund raise</li> </ul> </li> <li>▪ <b>Revenue of INR 1,374 Cr. with EBITDA margins of 22% for Q3 FY2021:</b> <ul style="list-style-type: none"> <li>- CDMO Revenues were up 16% YoY</li> <li>- India Consumer Products Revenues were up 14% YoY</li> </ul> </li> <li>▪ <b>Invested recently raised capital in organic and inorganic growth initiatives:</b> <ul style="list-style-type: none"> <li>- <b>Announced USD 32 Mn expansion</b> of Riverview, Michigan facility</li> <li>- <b>Announced acquisition</b> of 49% remaining stake in Convergence Chemicals</li> <li>- India Consumer Products business <b>launched 15+ products and 35+ SKUs</b> during the year</li> </ul> </li> <li>▪ <b>Other Highlights:</b> <ul style="list-style-type: none"> <li>- CDMO order book witnessing healthy growth</li> <li>- Enhanced focus on e-commerce and digital marketing</li> <li>- Cleared 17 regulatory inspections during the year</li> </ul> </li> </ul>

Business-wise Revenue Performance				(INR Crores or as stated)				
Net Sales break-up	Quarter III ended			% Sales for Q3 FY2021	9M ended			% Sales for 9M FY2021
	31-Dec-20	31-Dec-19	% Change		31-Dec-20	31-Dec-19	% Change	
Financial Services	1,795	1,963	-9%	57%	5,555	5,931	-6%	59%
Pharma	1,374	1,307	5%	43%	3,853	3,796	1%	41%
Pharma CDMO	846	733	16%	27%	2,326	2,106	10%	25%
Complex Hospital Generics	399	461	-13%	13%	1,162	1,353	-14%	12%
India Consumer Products	130	114	14%	4%	375	336	12%	4%
<b>Total</b>	<b>3,169</b>	<b>3,270</b>	<b>-3%</b>	<b>100%</b>	<b>9,408</b>	<b>9,727</b>	<b>-3%</b>	<b>100%</b>

Note: Pharma revenue includes foreign exchange gains/losses

Consolidated Financial Performance				(INR Crores or as stated)		
Particulars	Quarter III ended			9M ended		
	31-Dec-20	31-Dec-19	% Change	31-Dec-20	31-Dec-19	% Change
Net Sales	3,169	3,270	-3%	9,408	9,727	-3%
Non-operating other income	96	141	-32%	199	252	-21%
Total income	3,265	3,411	-4%	9,607	9,979	-4%
Other Operating Expenses	1,266	1,144	11%	3,635	3,507	4%
Impairment on financial assets	12	8	61%	87	(144)	n.m.
OPBIDTA	1,987	2,260	-12%	5,886	6,617	-11%
Interest Expenses	1,012	1,360	-26%	3,272	4,025	-19%
Depreciation	142	128	11%	416	377	10%
Profit / (Loss) before tax & exceptional items	834	772	8%	2,198	2,214	-1%
Exceptional items (Expenses)/Income	19	-	-	59	-	-
<b>Income tax</b>						
Current Tax and Deferred Tax	201	227	-12%	566	701	-19%
Profit / (Loss) after tax (before Prior Period items)	652	545	20%	1,691	1,513	12%
Share of Associates <sup>1</sup>	147	126	17%	233	295	-21%
Net Profit / (Loss) after Tax from continuing operations	799	671	19%	1,923	1,808	6%
Profit / (Loss) from Discontinued operations <sup>2</sup>	-	53		-	(84)	-
Net Profit after Tax	799	724	10%	1,923	1,724	12%

- Income under share of associates primarily includes our share of profits at Shriram Capital and profit under JV with Allergan, as per the accounting standards.
- Profit / (Loss) from Healthcare Insights & Analytics business, sold in Jan'20.

To download the results presentation and for further information on our financials, please visit our website: [www.piramal.com](http://www.piramal.com)

\*\*\*

#### About Piramal Enterprises Ltd:

Piramal Enterprises Limited (PEL), a publicly listed company in India, has diversified business interests in Financial Services and Pharmaceuticals. PEL's consolidated revenues were ~US\$1.7 billion in FY2020, with ~34% of revenues generated from outside India.

In Financial Services, the Company offers a wide range of financial products and solutions, with exposure across both wholesale and retail financing. The wholesale lending business provides financing to real estate developers, as well as corporate clients in non-real estate sectors. Within retail lending, the Company offers housing loans to individual customers and is building a multi-product retail lending platform. India Resurgence Fund (IndiaRF), the distressed asset investing platform in partnership with Bain Capital Credit, invests in equity and/or debt across non-real estate sectors. The Company has long-standing partnerships with leading institutional investors that include - CPPIB, APG, Bain Capital Credit, CDPO, and Ivanhoé Cambridge. PEL also has equity investments in the Shriram Group, a leading financial conglomerate in India.

Piramal Pharma Limited (PPL), a subsidiary of PEL, offers a portfolio of differentiated products and services through end-to-end manufacturing capabilities across 14 global facilities and a global distribution network in over 100 countries. PPL includes an integrated contract development and manufacturing (CDMO) business, Complex hospital generics business, and India Consumer Products business, selling over-the-counter products in India. In addition, it has a joint venture with Allergan, a leader in ophthalmology in the Indian formulations market. In October 2020, PPL received 20% strategic growth investment from the Carlyle Group.

For more information visit: [www.piramal.com](http://www.piramal.com), [Facebook](#), [Twitter](#), [LinkedIn](#)

#### For Media Queries:

Dimple Kapur  
Corporate Communications  
[Dimple.Kapur@piramal.com](mailto:Dimple.Kapur@piramal.com)

#### For Investors:

Hitesh Dhaddha  
Investor Relations  
[investor.relations@piramal.com](mailto:investor.relations@piramal.com)