



Aarti Drugs Limited

Manufacturers of : Bulk Drugs & Chemicals

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

Ref. No: ADL/SE/2023-24/72

September 26, 2023

To,
Listing/ Compliance Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

BSE CODE – 524348

To,
Listing/ Compliance Department
National Stock Exchange of India Limited,
“Exchange Plaza”, Plot No. C/1,
G Block, Bandra - Kurla Complex,
Bandra (E), Mumbai – 400051

NSE SYMBOL: AARTIDRUGS

Sub: Presentation to Shareholders

**Ref: Regulation 30 of SEBI (Listing Obligations and
Disclosure Requirements) Regulations, 2015**

Dear Sir/Madam,

Please find attached herewith presentation made to the shareholders of the Company at the 38th Annual General Meeting held today i.e. September 26, 2023 for your records.

Kindly take the same on record.

Thanking you,

Yours faithfully,

FOR AARTI DRUGS LIMITED

RUSHIKESH DEOLE
COMPANY SECRETARY & COMPLIANCE OFFICER
ICSI M.No.: A54527



AARTI DRUGS LIMITED
Annual General Meeting
September 26, 2023





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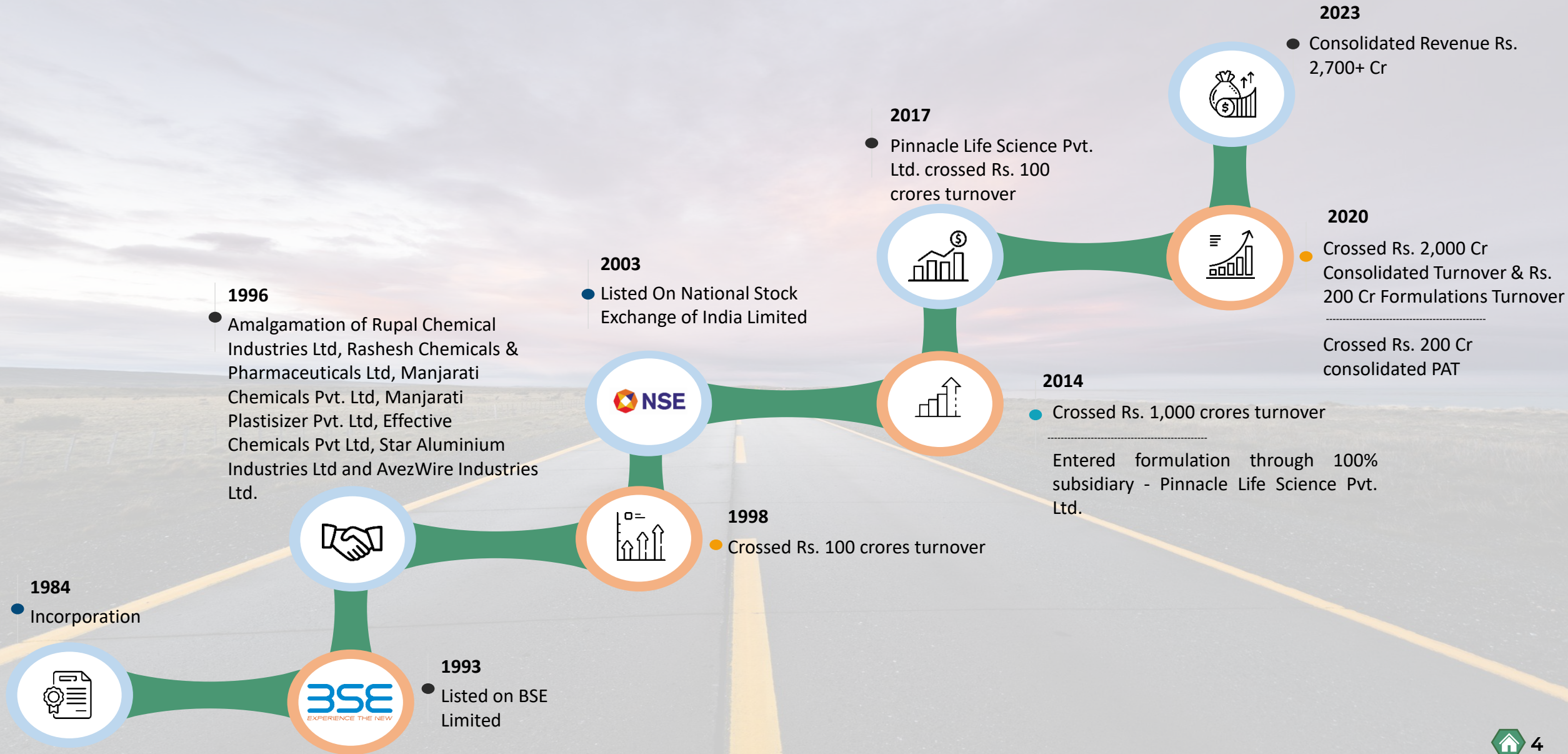
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Company Overview



Key Milestones





Key Facts & Figures



12 Manufacturing Facilities	4,261 MT/Monthly Capacity
80+ Finished Products	1,10,330 Sq.m Plant Area
~1,571 Employees	~38% Export Revenue
50+ API Molecules	Presence across 100+ countries



State-of-the-art Integrated manufacturing facilities

Sarigam-1
WHO-GMP

Sarigam-2
WHO-GMP/ COFEPRIS/CEP

E-22

- Australian Government – Department of Health and Ageing - Therapeutic Goods Administration
- EUGMP / WHO-GMP / Japanese Accreditation
- USFDA*

G-60

- ANVISA-Brazil
- WHO-GMP
- COFEPRIS-MEXICO

E-21

- WHO-GMP
- K-FDA(Korean FDA)

N-198
EUGMP, WHO-GMP & ISO Certification

K-40
WHO-GMP / COFEPRIS

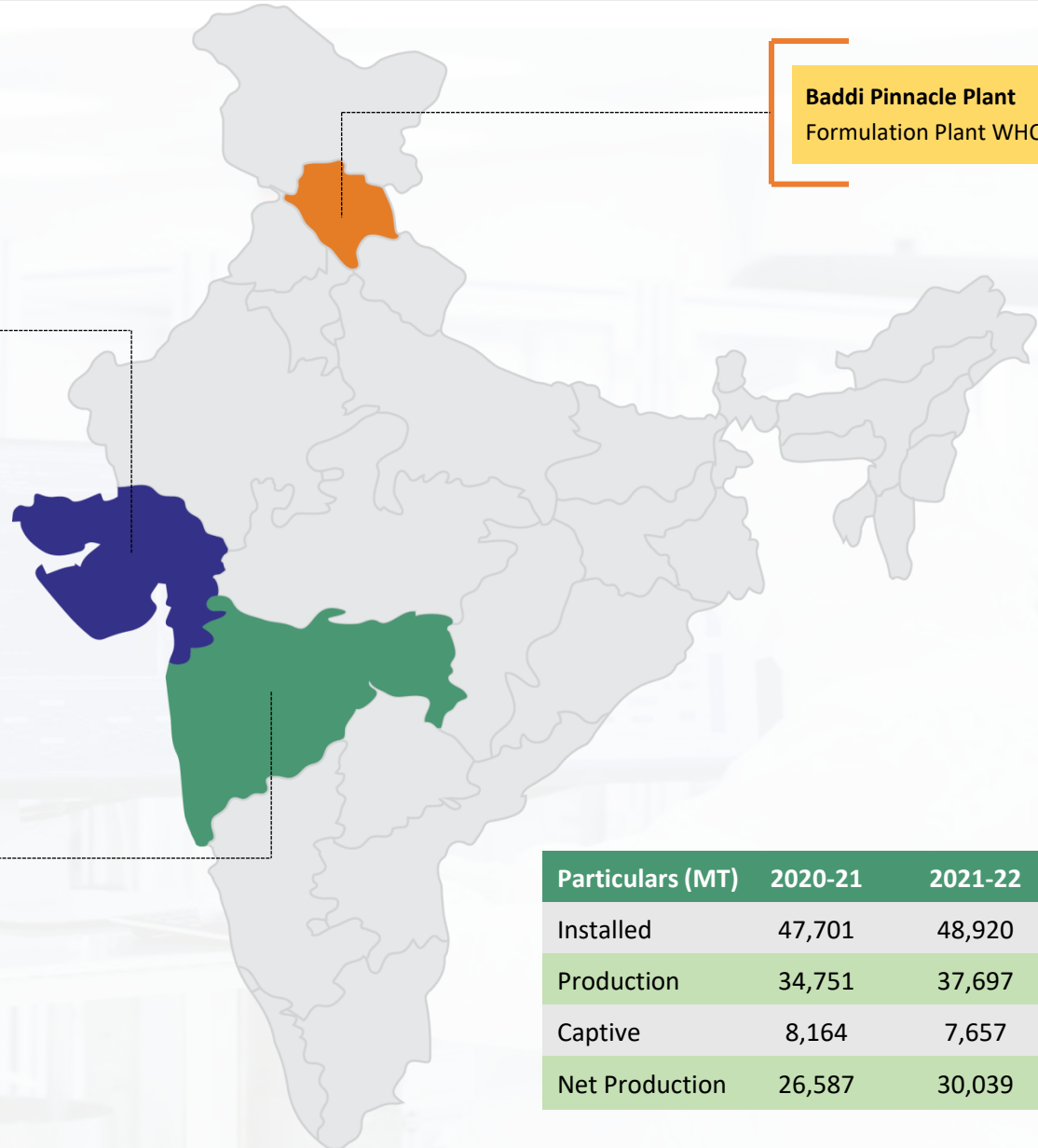
W-61
EUGMP & WHO-GMP

E-120
WHO-GMP

E-9/3
ISO-9001:2008

T-150
Intermediates

Baddi Pinnacle Plant
Formulation Plant WHO-GMP



Particulars (MT)	2020-21	2021-22	2022-23
Installed	47,701	48,920	51,126
Production	34,751	37,697	38,215
Captive	8,164	7,657	9,382
Net Production	26,587	30,039	28,834

*Import alert under resolution

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Environmental

- Converted multiple facilities into to Zero Liquid Discharge (ZLD)
- Dual Fired Boiler in Greenfield Facilities to reduce carbon footprint
- Periodic Forestation
- Waste heat recovery
- Packaging bulk API in paper bags, usage of fibre drums instead of HDPE drums, packing bulk intermediates in jumbo bags (1 MT packing) to reduce excess use of plastic bags
- For efficient utilization of utilities company is using equipment with high end technologies like Agitated Thin Film Dryer (ATFD), Agitated Thin Film Evaporator (ATFE), FBC boilers, membrane type filter press.
- Company is using MEE & MVR for evaporation and has much lesser energy consumption than conventional evaporators.



Social

- **Woman Empowerment:** Free Government approved and certified vocational course training for women to generate employment.
- **Healthcare:** Primary Healthcare Infrastructure Development and Improvement around the manufacturing facilities.
- **Gender Diversity:** ~40% women staff at HO, contributing in various departments such as marketing, finance, procurement. At factory level, women are employed at QC QA, regulatory affairs, etc. departments.
- **Stakeholder Management:** No unfair trade practices events in the last 5 years. stringent product quality control, strict QA and QC dept to ensure that product is at the mark of the quality as per various pharma coperial standards



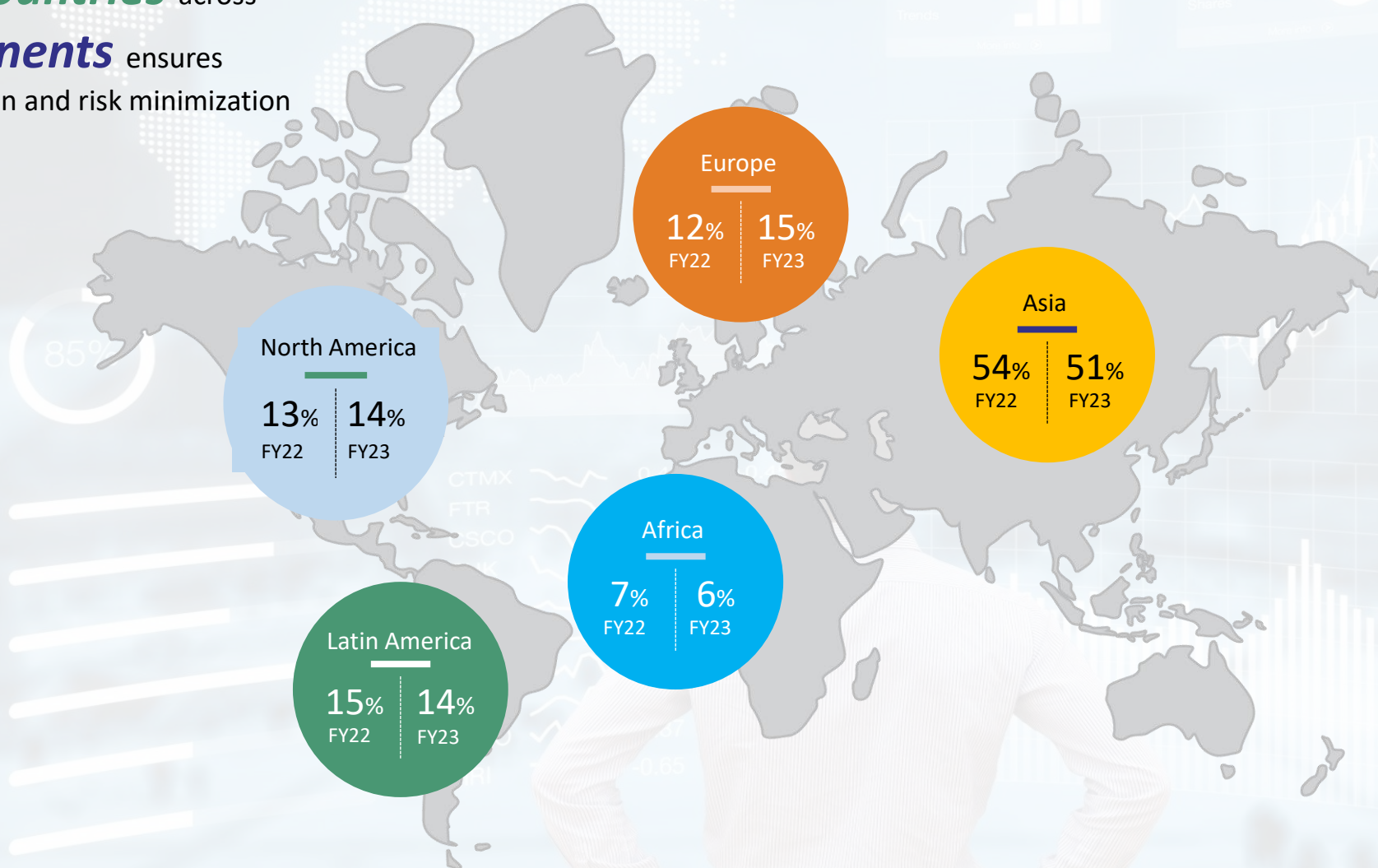
Governance

- The Board has an optimum combination of Executive and Non-Executive directors and gender diversification
- Risk Management Governance
- Occupational Healthy Policy
- Policies governing related party transactions
- In compliance with all regulatory requirement of the Audit Committee
- Mechanism of periodic reporting to Stakeholders Relationship Committee and Board.
- Regular review and updation of policies in response to the changing requirements
- Vigil Mechanism, Whistleblower and POSH policies



Diversified geographic presence

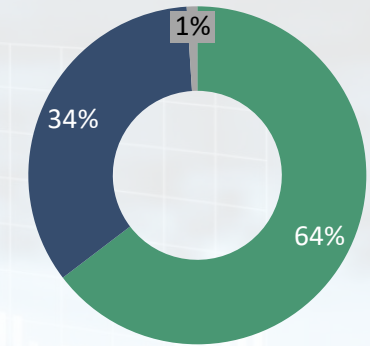
Presence in **100+ Countries** across **6 Continents** ensures diversification and risk minimization



Top 10 Countries - Exports

Brazil	Mexico
Pakistan	Turkey
Indonesia	UAE
Egypt	France
Switzerland	Germany

Market



- Regulated
- Semi-Regulated
- Non-Regulated

As of FY23

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Donation of Inverter, Water filters, Air coolers Steel cupboards, Table chair sets, Washing Machines, Wooden Medicine Racks, Examination Stools to various villages, School Construction

Coconut Tree Plantation





Capex of Rs. 600 crores underway [starting from FY22 for the next 4-5 years]

Capex plans

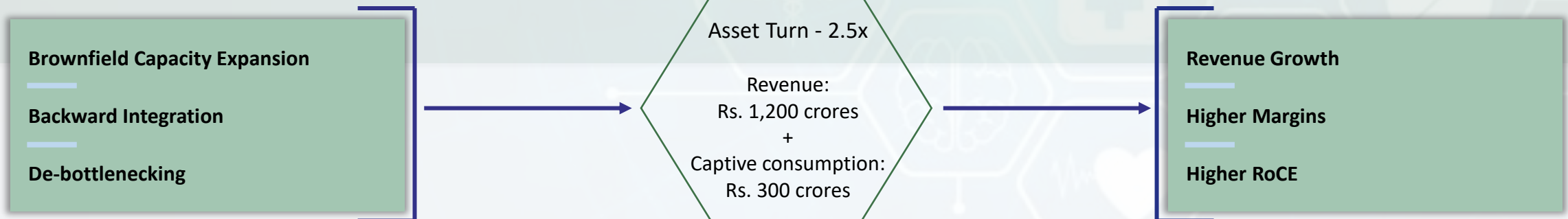
Phase wise capex will lead to distributed investments

Majority of the capex to be funded through internal accruals and minimal debt

Brownfield expansion and debottlenecking of API facilities

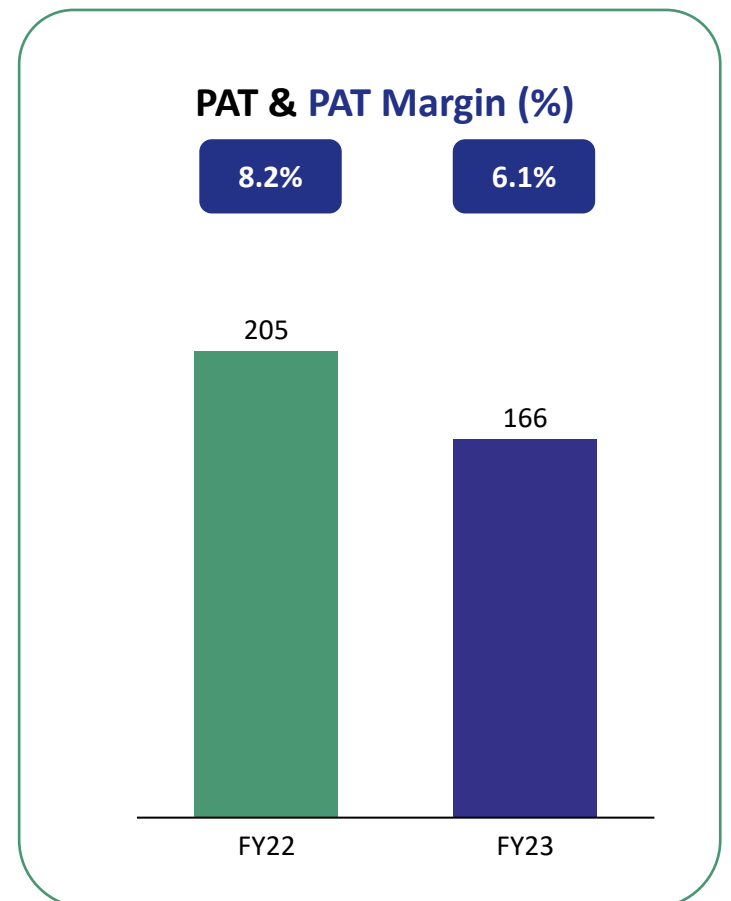
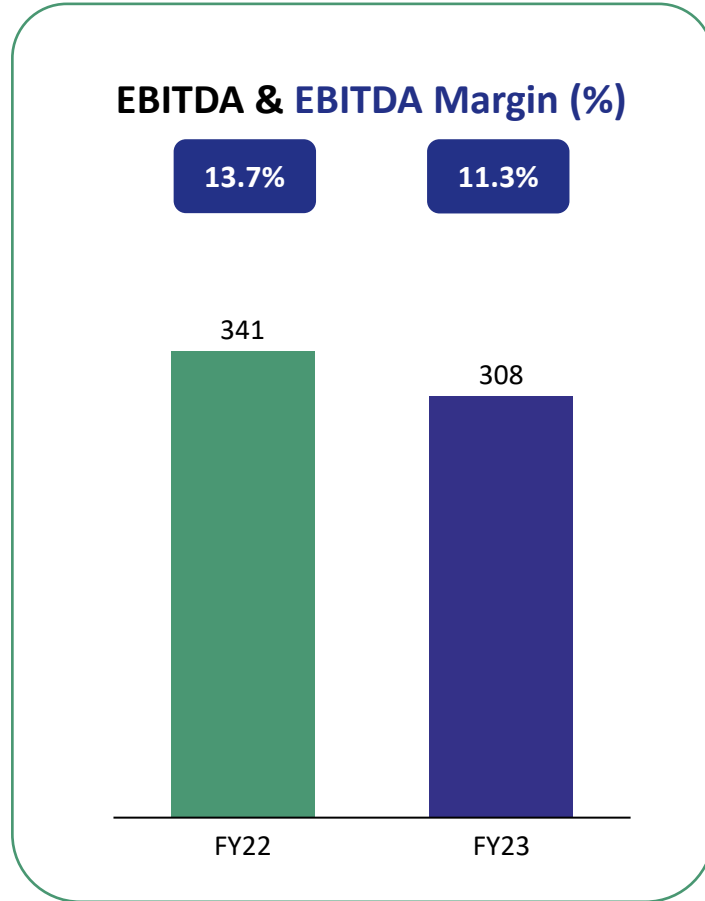
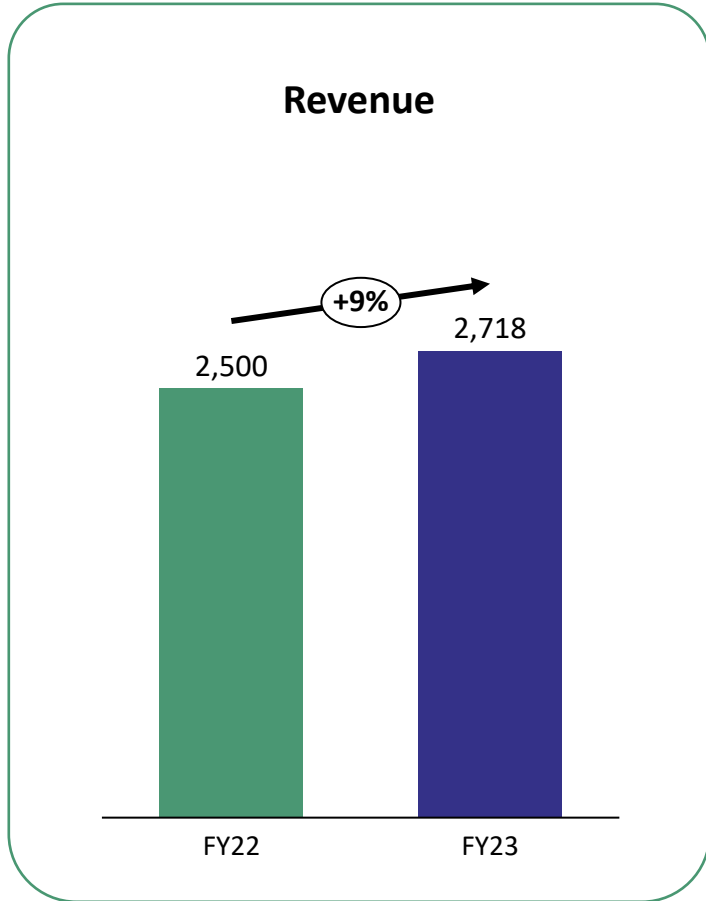
Brownfield expansion at Baddi plant will lead growth for Formulation business

Backward integration to lead cost synergies

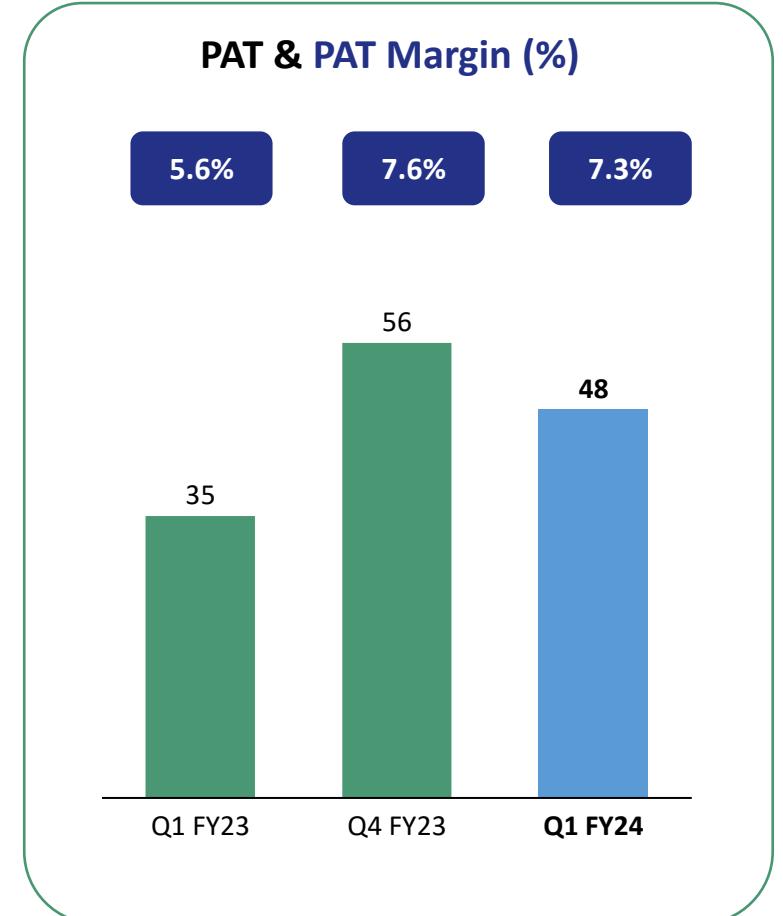
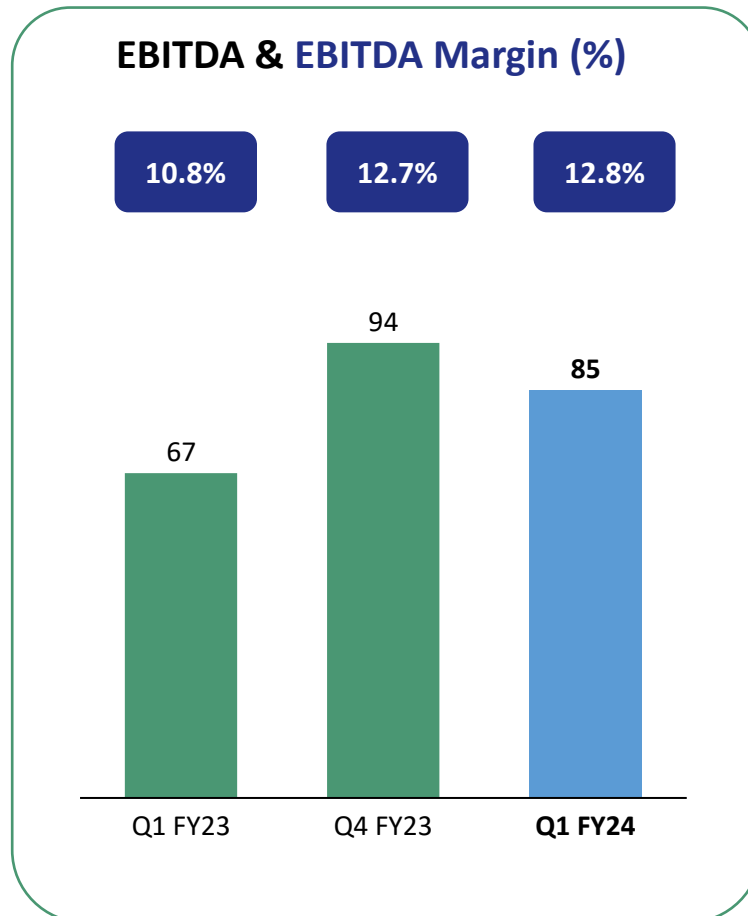
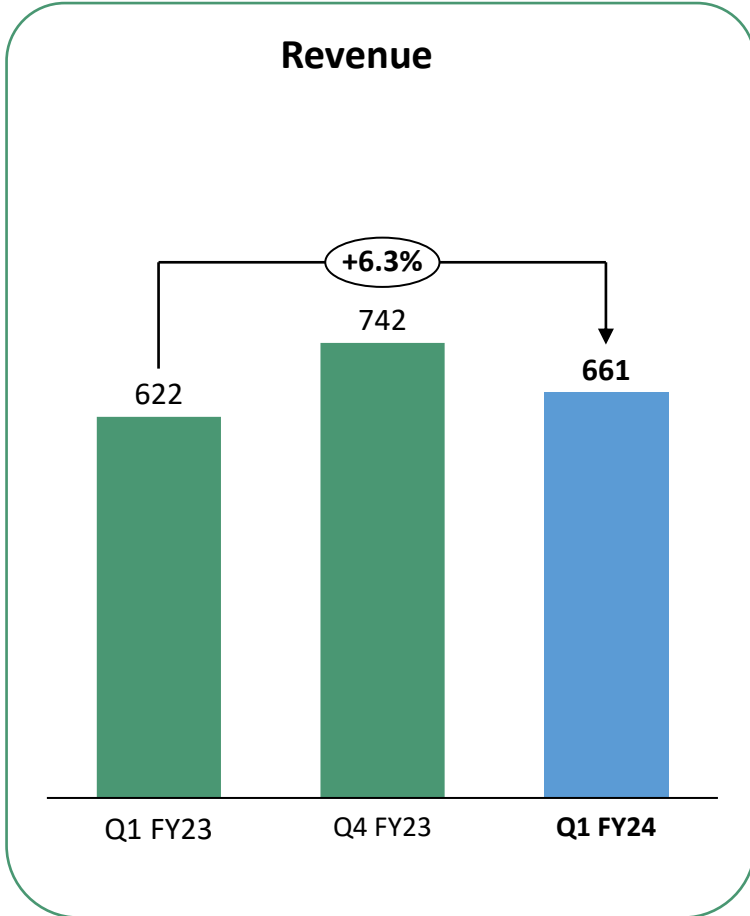




Financial Highlights of FY23 and Q1FY24



1. EBITDA includes other income & excludes exceptional items

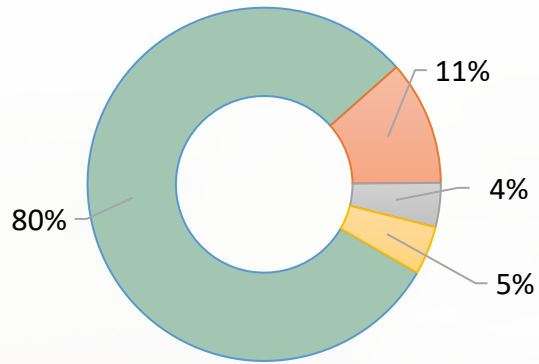


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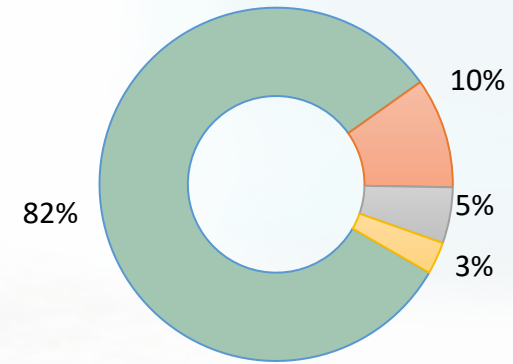
FY22 Segmental Break-up

FY22




- API
- Formulation
- Speciality Chemicals
- Intermediates & Others

FY23



- API
- Formulation
- Speciality Chemicals
- Intermediates & Others



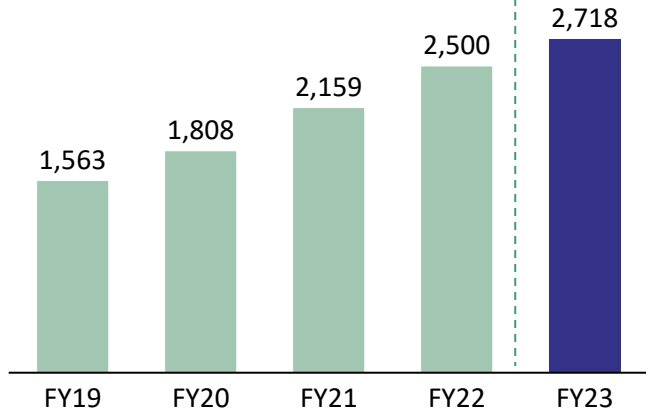
Historical Performance At A Glance



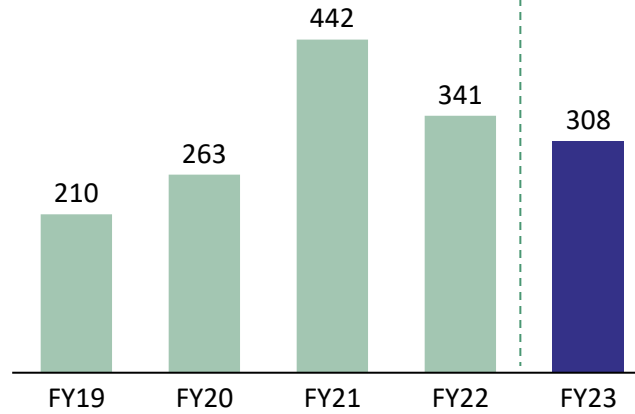
Strong Financial Performance

Consolidated

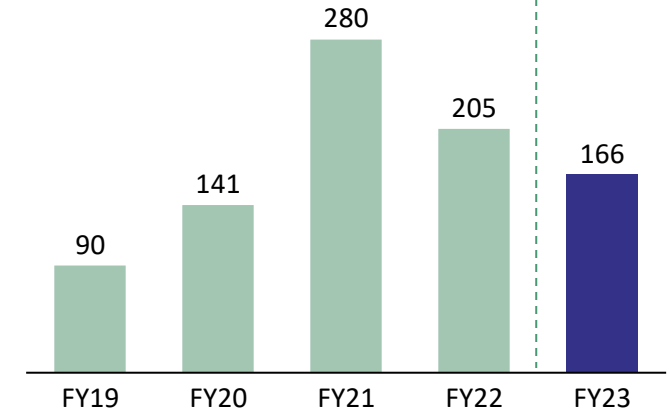
Revenue (Rs. Crores)



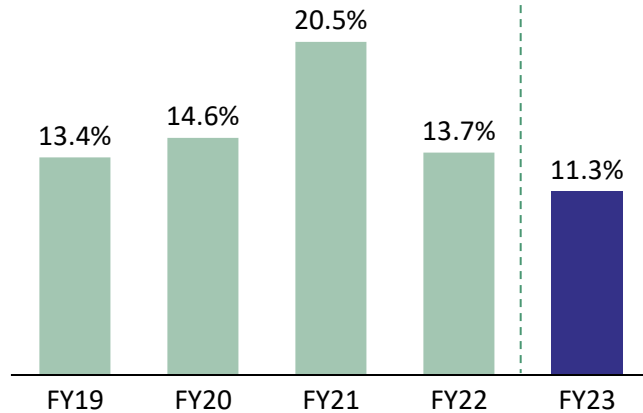
EBITDA (Rs. Crores)



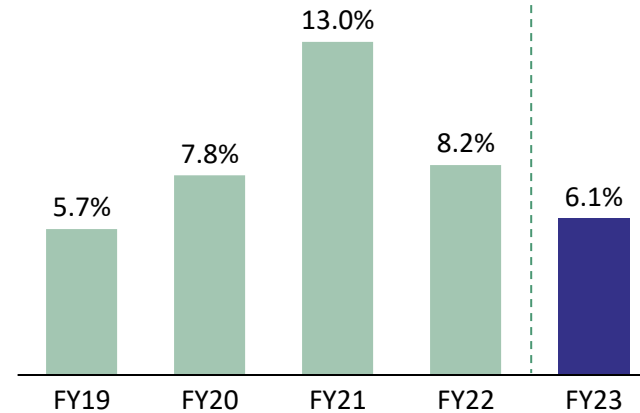
PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)

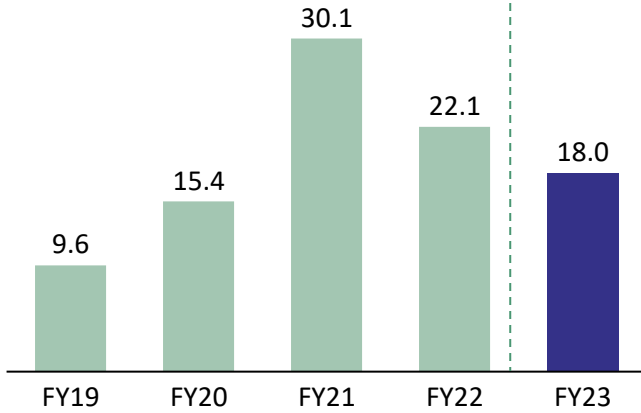




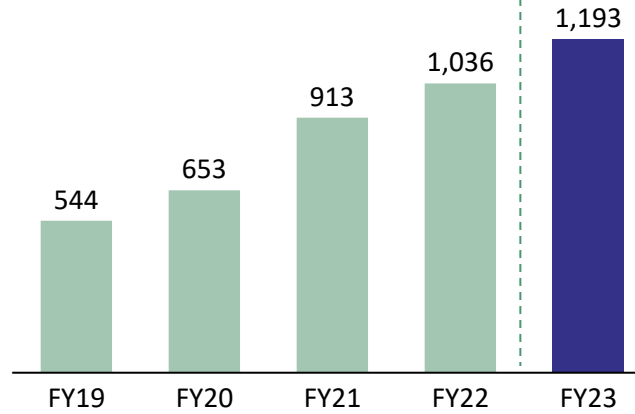
Strong Financial Performance

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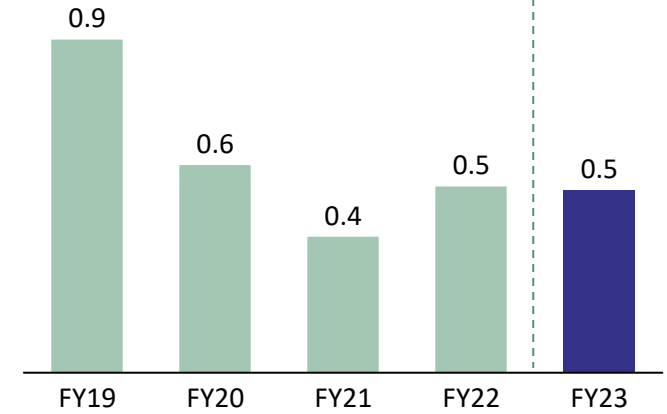
EPS* (in Rs.)



Net Worth (in Rs. Crores)

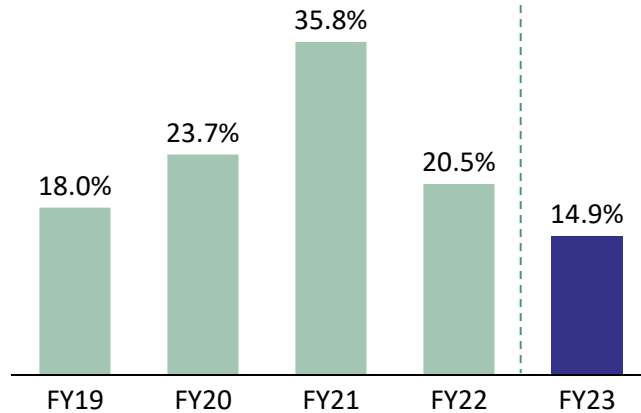


Leverage (X)

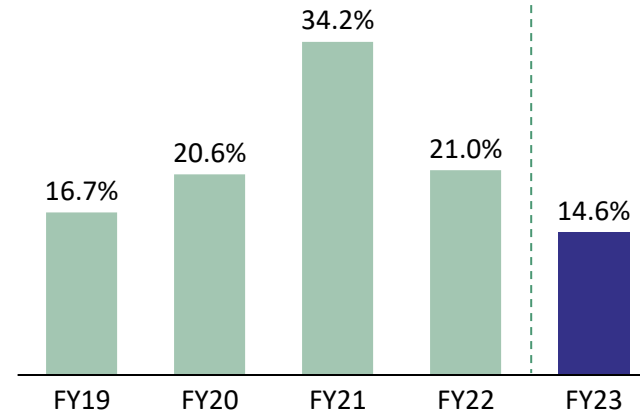


* For EPS, adjusted includes previous year's figures in proportion to bonus issue year

RoCE (%)



RoE(%)





Distribution Policy

Considering various financial parameters, the Company may elect to distribute about

15% to 30% of

Consolidated Net Profits

Distributed ~Rs. 54 Crores as Dividend over last 8 years



Distributed ~ Rs. 196 crores through buyback of shares over last 8 years*

Distribution: ~21.5%

Distributed ~ Rs. 250 crores in form of dividend & buyback of shares over last 8 years

*Includes buy back of shares announced in Aug'23



Aarti Drugs Ltd.



Thank You