



August 07, 2024

To,
Listing/ Compliance Department
BSE LTD.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

SCRIP CODE: 543748

Dear Sir/Madam,

To,
Listing/ Compliance Department
**National Stock Exchange of
India Limited**
"Exchange Plaza", Plot No. C/1,
G Block, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
SYMBOL: AARTIPHARM

Sub: Investor Presentation
Ref: Regulation 30 of the SEBI (LODR)
Regulations 2015

Please find enclosed herewith presentation made to the Shareholders of the Company at the **5th Annual General Meeting** held on Wednesday, August 07, 2024.

Please take the same on your records.

Thanking you,

Yours faithfully,
For AARTI PHARMALABS LIMITED

NIKHIL NATU
COMPANY SECRETARY
ICSI M. NO. A27738

Encl. a/a.

AARTI PHARMALABS LIMITED

www.aartipharmalabs.com | CIN : L24100GJ2019PLC110964 | Email : info@artipharmalabs.com


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Regd. Office : Plot No. 22-C/1 & 22-C/2, 1st Phase, G.I.D.C., Vapi 396 195, District - Valsad, Gujarat, INDIA, T : +91 260 2400467, +91 99099 94655




Annual General Meeting

AUG 2024

SNAPSHOT



200+ Products
56 Patents Filed



500+ Global Clients
50+ Export Countries



3 State-of-the-art R&D facilities



6 Manufacturing Units
3 USFDA Units



2000+ Employees



41 US DMF
22 CEP



15-20% Global Market Share in Xanthine



0.14x Net Debt/Equity



CRISIL A+/Positive Credit rating

COMPANY OVERVIEW

- Aarti Pharmed Labs Limited (APL) formerly known as Aarti Organics was established in 1984 as a wholly owned subsidiary of renowned Aarti Industries Limited. Got demerged in October 2022 into a separately listed entity (effective July 2021)
- Part of the Aarti group – a diversified chemical conglomerate with turnover of INR 134 bn (FY23)
- Established, internationally recognized manufacturer of generic Active Pharmaceutical Ingredients (API) & Intermediates, Xanthine derivatives and offers CDMO/CMO services.
- Received accreditation from several agencies, including USFDA, EU GMP, EDQM (European Pharmacopoeia), KFDA (Korea), and COFEPRIS (Mexico).
- Over the years, demonstrated strong expertise in development of robust & cost-effective process for rapid scale up and commercial production.
- Focused on backward integration of intermediates for a majority of the API's that it manufactures.
- Strategically located in western India with proximity to ports
- Preferred partner for beverages, nutraceuticals, and pharmaceutical industries globally.

HIGHLIGHTS



One of the leading small molecule CDMO/CMO company in India.

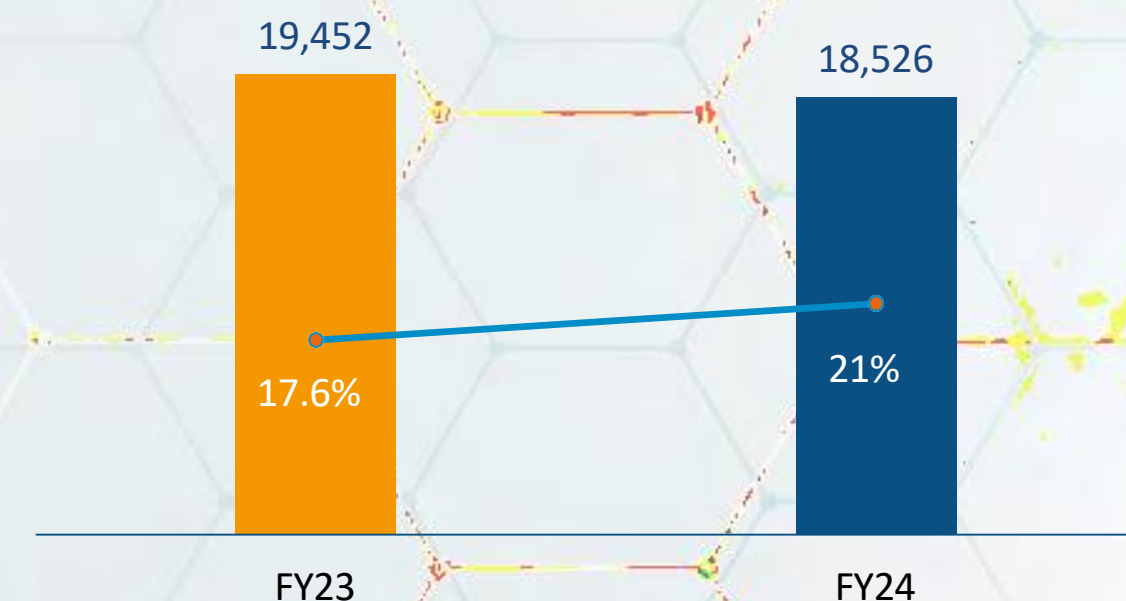


Regulatory focused operations with expertise in novel chemistries;

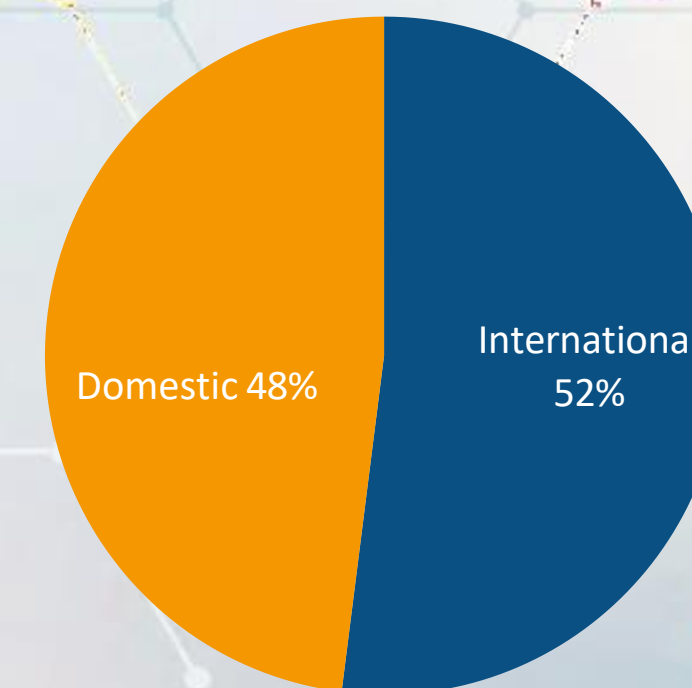


Largest manufacturer of Xanthine Derivatives in India

CONSOLIDATED REVENUE (INR Mn) & EBITDA MARGINS (%)



GEOGRAPHICAL SALES SPLIT (FY24)



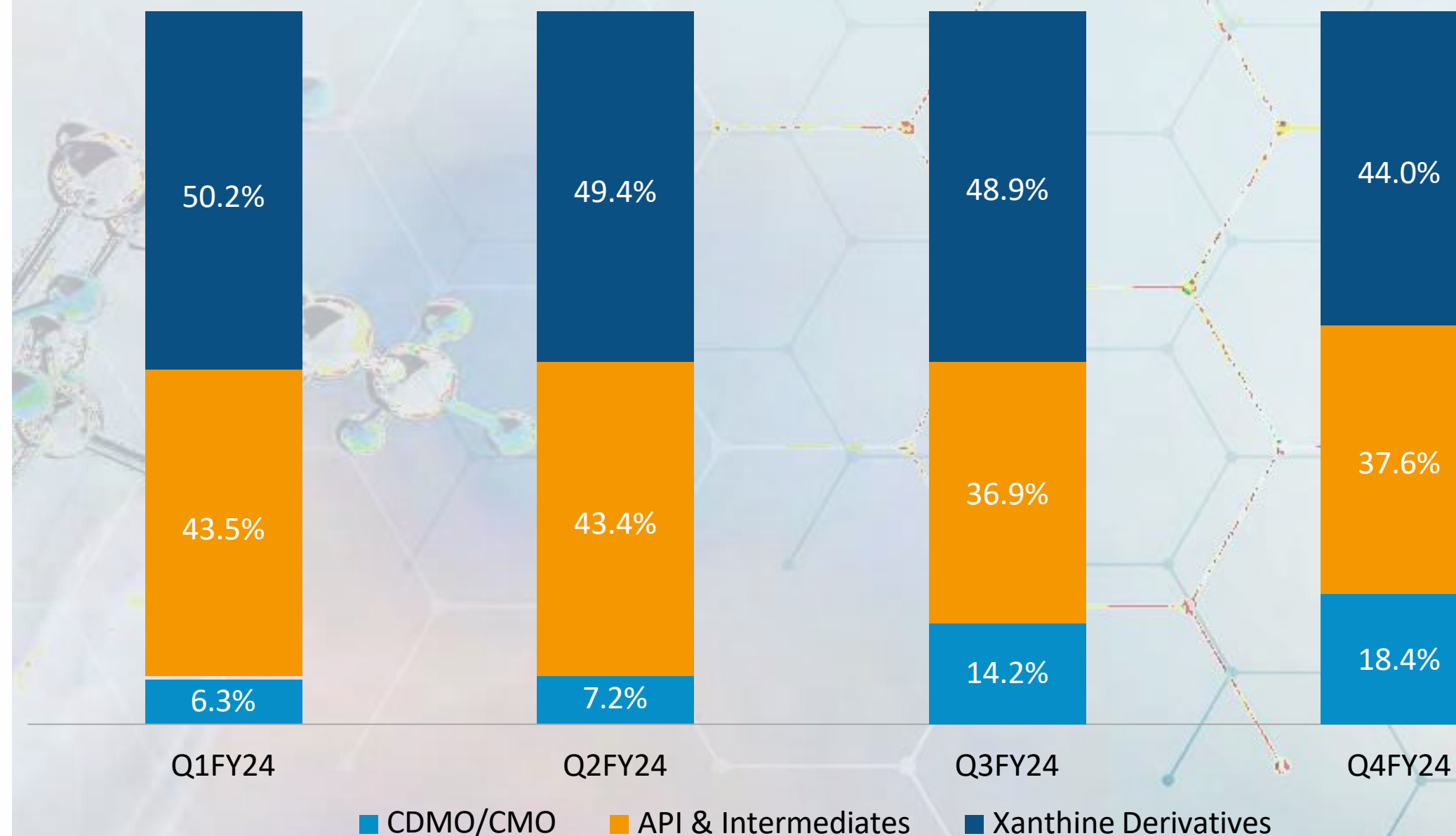
KEY MILESTONES



KEY BUSINESS SEGMENTS

- Xanthine Derivatives & Allied Products
- API & Intermediates
- CDMO/CMO

QUARTERLY REVENUE BREAK-UP



ANNUAL CONSOLIDATED INCOME STATEMENT



PARTICULARS (INR Mn)	FY24	FY23	Y-o-Y
Operational Revenue	18,526	19,452	(4.8)%
Total Expenses	14,666	16,031	(8.5)%
EBITDA	3,860	3,421	12.8%
EBITDA Margins (%)	20.84%	17.59%	325 Bps
Other Income	49	23	NA
Depreciation	732	625	17.1%
Finance Cost	172	211	(18.5)%
PBT	3,005	2,608	15.2%
Tax	836	673	24.2%
PAT	2,169	1,935	12.1%
PAT Margins (%)	11.71%	9.95%	176 Bps
Other Comprehensive Income	(4)	(35)	(88.6)%
Total Comprehensive Income	2,165	1,900	13.9%
Diluted EPS (INR)	23.93	21.35	12.1%

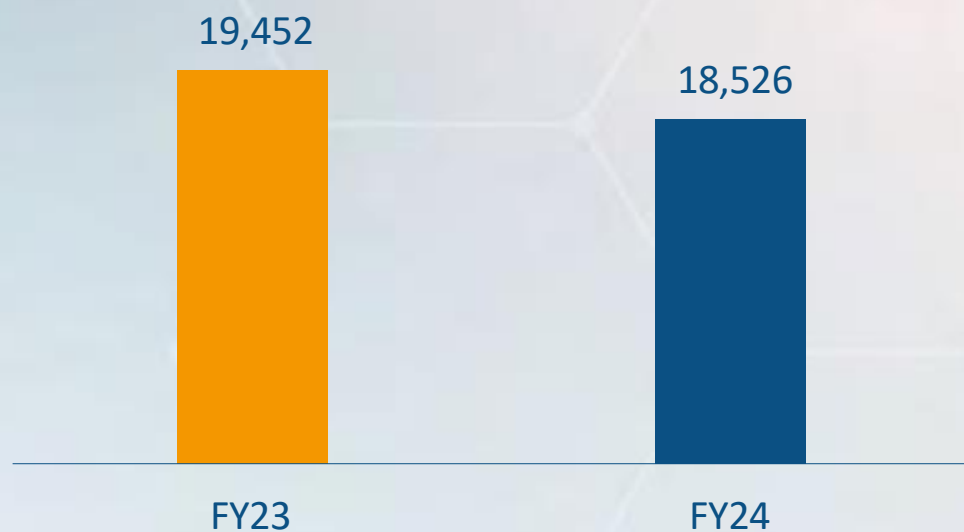
ANNUAL STANDALONE INCOME STATEMENT

PARTICULARS (INR Mn)	FY24	FY23	Y-o-Y
Operational Revenue	15,021	15,112	(0.6)%
Total Expenses	11,560	12,028	(3.9)%
EBITDA	3,461	3,084	12.2%
EBITDA Margins (%)	23.04%	20.41%	263 Bps
Other Income	110	13	NA
Depreciation	660	558	18.3%
Finance Cost	166	205	(19.0)%
PBT	2,745	2,334	17.6%
Tax	738	617	19.6%
PAT	2,007	1,717	16.9%
PAT Margins (%)	13.36%	11.36%	200 Bps
Other Comprehensive Income	1	(7)	NA
Total Comprehensive Income	2,008	1,710	17.4%
Diluted EPS (INR)	22.14	18.95	16.8%

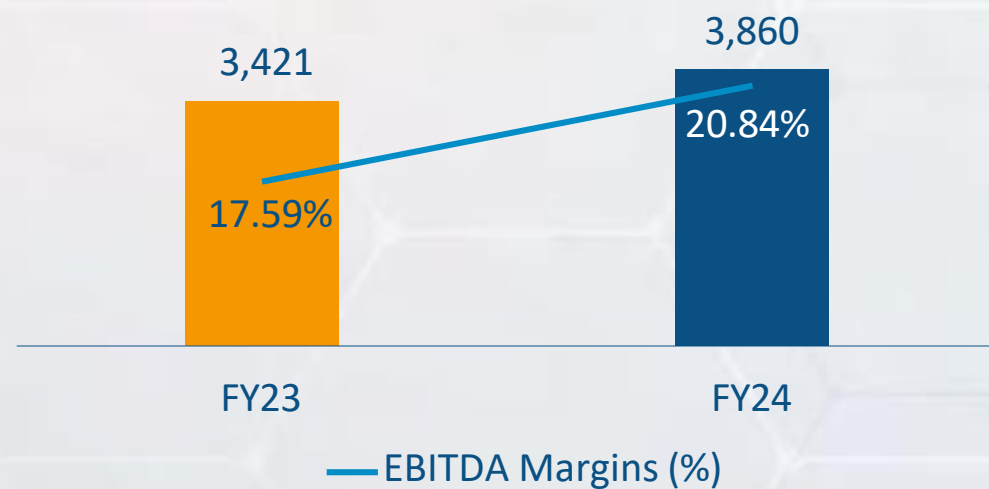
CONSOLIDATED FINANCIAL HIGHLIGHTS



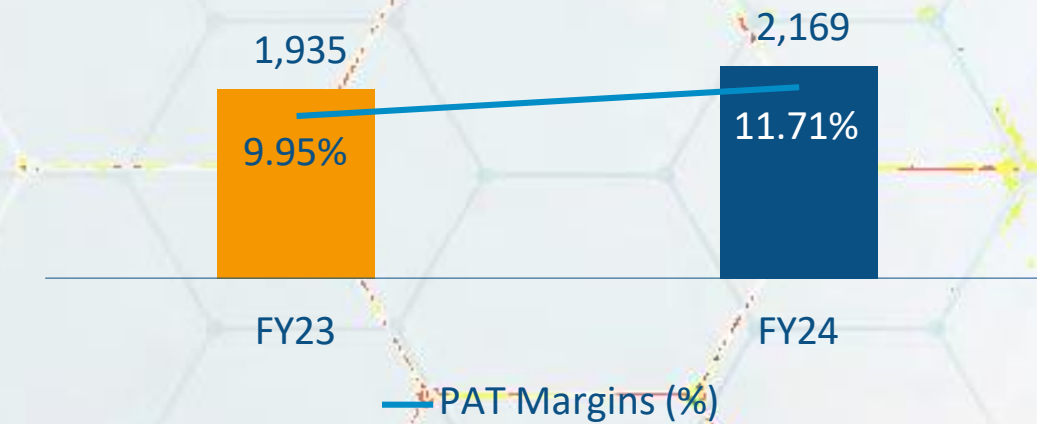
OPERATIONAL INCOME (INR Mn)



EBITDA (INR Mn) & EBITDA MARGINS (%)



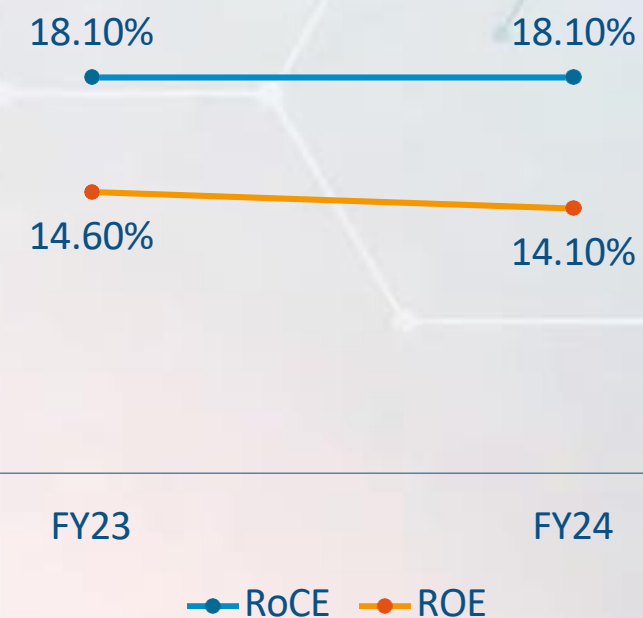
PAT (INR Mn) & PAT MARGINS (%)



NET DEBT TO EQUITY (x)



RoCE(%) & RoE(%)





THANK YOU

AARTI PHARMALABS LIMITED