

March 15, 2016

**BSE Limited** 

Corporate Service Department 1<sup>st</sup> Floor, New Trading Ring Rotunda Building, P.J. Tower Dalal Street, Fort Mumbai - 400 001

The National Stock Exchange of India Ltd. Exchange Plaza

Bandra Kurla Complex Bandra (E)

Mumbai – 400 051

Dear Sirs,

### Sub.: Intimation of Schedule of the Non Deal Road Show on March 16 and 17, 2016

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose the details of investor/analyst meetings scheduled in the Non Deal Road Show on March 16 and 17, 2016.

The schedule may undergo change due to exigencies on the part of Investors/Analysts/Company.

We also enclose the presentation to be used during the Non Deal Road Show.

This is for your kind information and record.

Thanking you,

Yours faithfully, For Jubilant Life Sciences Limited

Rajiv Shah Company Secretary

Encl.: as above

A Jubilant Bhartla Company

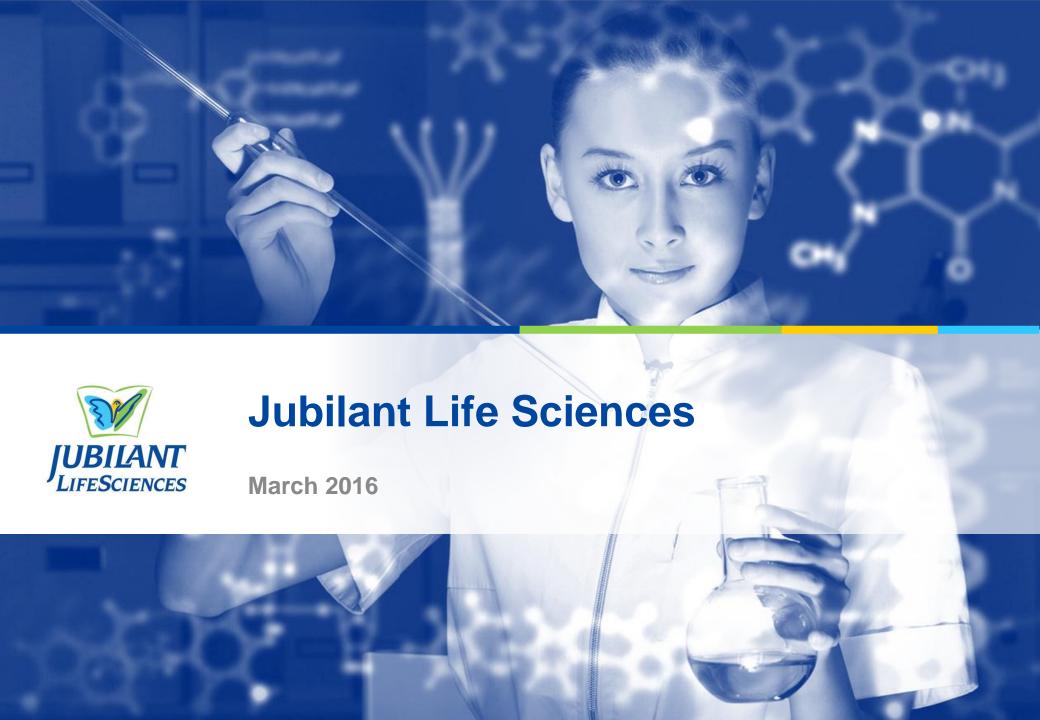


Regd Office: Bhartiagram, Gajraula Distt. Amroha - 244 223, UP, India

CIN: L24116UP1978PLC004624

## Jubilant Life Sciences Limited – Investor meetings scheduled in the Non Deal Roadshow from $16^{th}$ March, 2016 to $17^{th}$ March, 2016 in Mumbai

Sr. No	Meeting Date	Investors
1.	16 <sup>th</sup> March, 2016	1. Ambit Capital
	,	2. Bay Capital
		3. LIC MF
		4. Argonaut
		5. ICICI Prudential Life
		6. Tata MF
		7. Birla Life
		8. ASK Investments
		9. Canbank Robeco MF
		10. HSBC MF
		11. Motilal Oswal MF
		12. Reliance MF
		13. Religare Capital Markets
		14. East Bridge Capital Management
		15. Prabhudas Lilladher Pvt. Ltd.
2.	17 <sup>th</sup> March, 2016	1. Exide Life
		2. Kotak Infina
		3. Quantum MF
		4. SBI MF
		5. BNP Paribas
		6. L&T MF
		7. Principal MF
		8. SBI Life
		9. BOI-AXA MF
		10. Reliance Life
		11. Bharti Axa Life
		12. PhillipCapital (India) Pvt. Ltd.
		13. Prabhudas Lilladher Pvt. Ltd.



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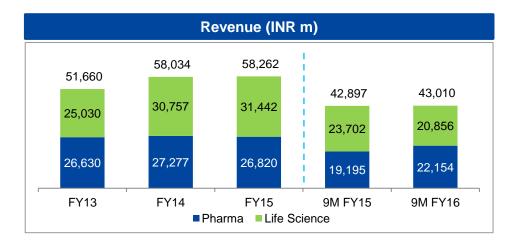
#### NOTES

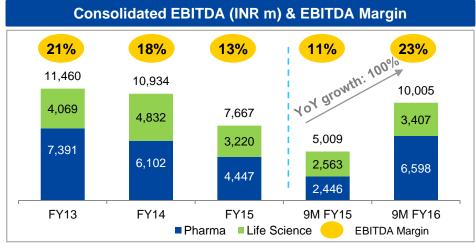
- 1. The numbers for the quarter have been reclassified and regrouped wherever necessary
- Closing Exchange Rate for USD 1 at Rs. 63.03 as on December 31 '14 & Rs. 66.16 as on December 31 '15
- The Exchange fluctuation on long term forex loans in Indian books have been amortized over the tenure of the loan period as recommended under Indian Accounting Standards



### **Jubilant Life Sciences At a Glance**

- Global integrated pharma and life sciences solutions provider with a track record of 37 years
- 'Caters to 19 of top 20 pharmaceutical companies and 7 of top 10 leading global agrochemical companies
- Strategic presence in Injectables with USFDA approved Manufacturing facilities in North America
- Strong positions in products across niche businesses such as Radiopharmaceuticals/Allergy Therapy Products
- Expertise in Chemistry and manufacturing spans across over three decades of experience
- Strong international presence with 71% of sales coming from over 100 countries, about 50% of asset base in North America and 42%<sup>(1)</sup> of total revenue contribution from North America
- 4 USFDA approved manufacturing facilities in North America<sup>(2)</sup> and 2 USFDA approved manufacturing facilities in India
- 5 state-of-the-art Life Sciences Ingredients manufacturing facilities in India
- Employs over 6,000 people globally, including about 1,300 in North America and about 950 dedicated to R&D







EBITDA includes other income of INR299m, INR191m, INR425m, INR111m and INR366m for FY13, FY14, FY15, 9M FY16 and 9M FY15 respectively EBITDA is pre-corporate expenses of INR 602m, INR668m, INR350m, INR225m and INR318m for FY13, FY14, FY15, 9M FY15 and 9M FY16 respectively EBITDA mardin is post-corporate expenses

Fiscal Year End March, 9M FY15 represents 9 months period ended Dec 2014; 9M FY16 represents 9 months period ended Dec 2015



For the period 9M FY16

<sup>(2)</sup> Includes Solid Dosage Formulations facility in Maryland, Radiopharmaceuticals facility in Montreal and CMO facilities in Montreal and Spokane

### **Jubilant Life Sciences Overview**

### **Pharmaceuticals**

### **Generics**

- ✓ Active Pharmaceutical Ingredients
- ✓ Solid Dosage Formulations
- ✓ Indian Branded Pharmaceuticals

### **Specialty Pharmaceuticals (Sterile Products)**

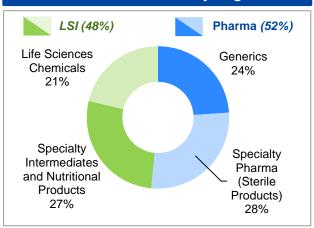
- ✓ CMO of Sterile Injectables
- √ Radiopharmaceuticals
- ✓ Allergy Therapy Products
- ✓ Drug Discovery Solutions

### **Life Sciences Ingredients**

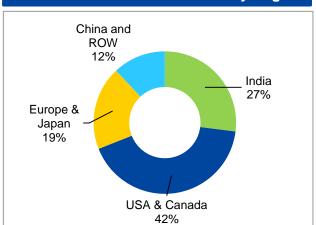
Specialty Intermediates and Nutritional Products

**Life Sciences Chemicals** 

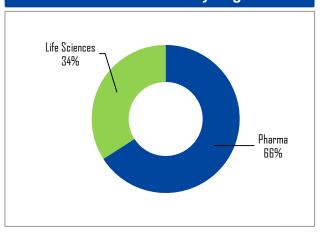
### 9M FY16 Revenue Mix by Segment



### 9M FY16 Revenue Contribution by Region

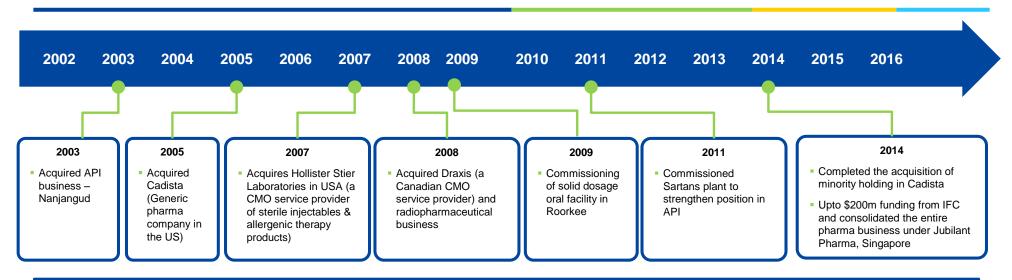


### 9M FY16 EBITDA Mix by Segment

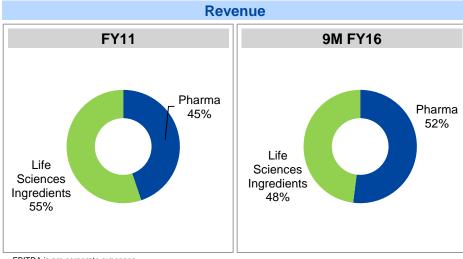


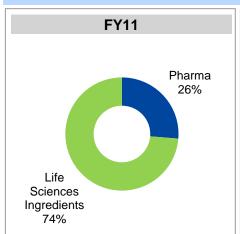


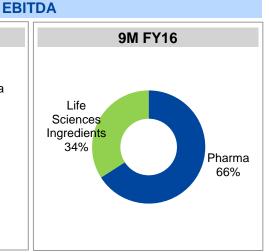
## **Increasing Focus Towards Specialized Pharmaceutical Solutions**



### **Business Evolution**





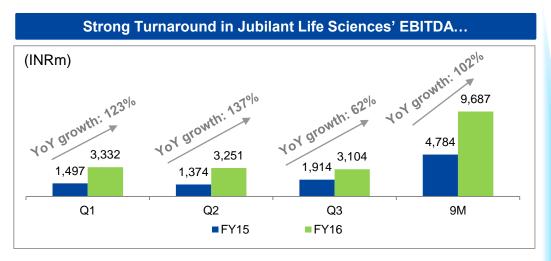


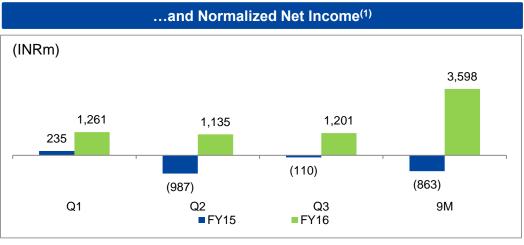
EBITDA is pre corporate expenses

Pharma includes API, Dosage forms, Radio Pharma, Allergenic Extracts, CMO and Drug Discovery and Development Services.



## Performance Back on Track With Business Related Concerns Resolved





### **Successful Resolution of Warning Letters at Montreal and Spokane**

#### **Montreal CMO Facility**

- In Feb 2013, Jubilant's manufacturing facility Jubilant HollisterStier (JHS) located at Kirkland, Quebec, Canada received a Warning Letter from the FDA
- The facility engages in contract manufacturing of injectables for large pharma companies and also for the Radiopharma business
- It was re-inspected in Sep 2013 and all issues related to the facility were successfully resolved in Feb 2014 with the warning letter closed out in Sep 2014

### **Spokane CMO Facility**

- In Dec 2013, Jubilant's manufacturing facility JHS located at Spokane, Washington State, US received a Warning Letter from the FDA
- During H1 FY14, the contract manufacturing operations at Spokane contributed 7% to consolidated sales and 4% to consolidated EBITDA.
- ▶ The facility was re-inspected by FDA in Apr 2014 and Dec 2014
- In Jun 2015, Spokane facility was upgraded to the status of Voluntary Action Indicated (VAI) and ramp up of operations is underway
- Successful inspection of the facility by USFDA in July 2015
- Fast resolution of Warning Letters at CMO facilities within 12-15 months



## **Pharmaceuticals Business Segment**

### **Pharmaceuticals**

### Generics

### Revenue (INR m)

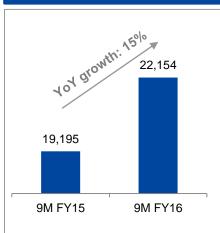
### Overview

 Radio Pharma: North America market leadership in nuclear imaging products

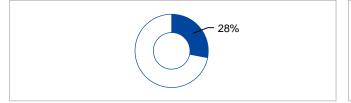
**Specialty Pharma (Sterile Products)** 

- ▶ Contract Manufacturing (CMO): of sterile injectables for large pharmaceuticals and biotech companies
- ▶ Allergy Therapy Products: Focus on diagnostic allergenic extracts with 53% US Allergy market penetration
- ▶ Drug Discovery Solutions: Contract research services

- ▶ APIs: Vertically integrated operations with API manufacturing for captive consumption as well as external sales
- Solid Dosage Formulations: Strong pipeline of 71 ANDAs filed and 32 ANDAs pending approvals
- Indian Branded Pharmaceuticals: Recent foray with the launch of Cardiovascular and Diabetic division



### 9M FY16 Revenue Contribution



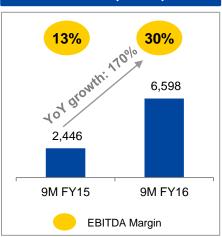
# 24%

### Key Highlights

- ▶ Reported YoY growth of 35% for 9M FY16
- Expect to launch new differentiated products going forward
- ▶ Healthy order book position in the CMO business

- ▶ Deep relationships in Generics industry for APIs
- ▶ Front-end presence in US via 100% subsidiary Cadista
- ▶ Received 7 ANDA approvals in 9M FY16
- Launched 3 products in the US in 9M FY16
- North America accounted for 87% of 9M FY16 Solid Dosage Formulations revenue

### EBITDA (INR m)



Note:

EBITDA includes other income.

EBITDA is pre-corporate expenses.

Fiscal Year End March, 9M FY15 represents 9 months period ended Dec 2014; 9M FY16 represents 6 months period ended Dec 2015



## **Update on Regulatory Status**

Regulatory Agency	Cadista USA	RRK India	CMO Spokane USA	CMO Montreal	JDI Montreal Canada	NNJ India		
(USA)	Aug 2015	Mar 2015	Jul 2015	Nov – Dec 2015	Dec 2015	Aug 2015	<ul><li>Sites inspected by multiple agencies</li><li>All sites have been</li></ul>	
Health Canada (Canada)				Sep 2015			inspected by FDA in the last 1 year  Fast resolution of	
finda (Japan)		Dec 2015					Warning Letters at CMO facilities within 12-15 months	
(India)		Sep 2015					<ul> <li>Use the experience from multiple Agency inspections to enhance</li> </ul>	
(Brazil)						Mar 2015	compliance status of all sites  World class quality	
TC: Səğlik Bəkənliği (Turkey)			Mar 2015				<ul><li>control practices</li><li>Global quality control function reporting to the</li></ul>	
Cofepris  Consider Fundament Production (Mexico)						Aug 2015	Corporate Board	



## Life Sciences Ingredients Business Segment

### **Life Sciences Ingredients**

### **Speciality Intermediates & Nutritional Products**

#### Specialty Intermediates

- Global leadership in Pyridines, Picolines and 14 derivatives
- •Competitive advantage on account of lower cost due to vertical integration and process efficiencies

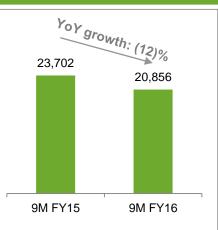
#### Nutritional Products

- Key products: Vitamins B3 and B4
- Second largest producer globally in Vitamin B3

### **Life Sciences Chemicals**

- Leadership in domestic market and significant global presence
- Key products are acetyls which include Ethyl Acetate and Acetic Anhydride
- Leadership positions in Acetic Anhydride (globally 4<sup>th</sup> largest in merchant sales) and Ethyl Acetate (globally 7<sup>th</sup> largest)

### Revenue (INR m)



### 9M FY16 Revenue Contribution

Key

**Highlights** 

Overview



### ▶ Better price realization in Nutritional Products

- Improved performance in Fine Ingredients aided by improvement in pricing and volumes
- Anti-Dumping Duty on Pyridines reduced from 24.6% to 17.6%
- Forward integration into Fine Ingredients, Crop Science Ingredients and Nutritional Products for higher value realization



### ▶ New contracts have been signed across applications

- Large capacities of Ethyl Acetate and Acetic Anhydride
- Manufacture using eco-friendly green route compared with crude used by competitors

### EBITDA (INR m)





EBITDA includes other income.

EBITDA is pre-corporate expenses.

Fiscal Year End March, 9M FY15 represents 9 months period ended Dec 2014; 9M FY16 represents 9 months period ended Dec 2015.



## **Key Growth Drivers – Pharmaceuticals**

### **Generics**

- Portfolio of 71 ANDAs filed with 27 pending approvals
  - Received 7 ANDA approvals in 9MFY16 launch of approved ANDAs to drive near term growth
- ▶ Geographic expansion across Europe, Japan and Emerging Markets portfolio of 664 filings and 461 approvals ex US
- ▶ Deep relationships with customers
- ▶79 US DMFs filed with 33 DMFs reviewed/commercialized and 46 pending commercialization
- Expected filings of 8-10 products annually, including specialized segments like injectables and ophthalmics

## Specialty Pharmaceuticals (Sterile Products)

- New launches including differentiated products such as Ruby-fill
- ▶ Strong order book in CMO business expect good ramp up of operations and higher capacity utilization in the coming quarters
- ▶ Target deeper penetration in North America and accelerating growth to become a leading Allergy Therapy products Company in the US
- New targets, research opportunities and more collaborative programs in discovery services
- Strategic positioning in sterile injectables with limited competition
- ▶ Expected shortage of quality manufacturing sites for injectables in North America given increased compliance and regulatory focus



## **Key Growth Drivers – Life Sciences Ingredients**

## Specialty Intermediates and Nutritional Products

- ▶ Conversion of existing product specific plants to multi-purpose plants to meet enhanced customer demand requirements
- New Product launches in Specialty Intermediate plants
- Growth in Nutritional Products business driven by higher volume and improved pricing mix
- Increased uptick of Life Sciences intermediates for Pharma related applications
- Increased focus on new, non-traditional geographies for Pyridine
- Increased demand for higher value-added products in Fine Ingredients and Nutritional Products

## Life Sciences Chemicals

- ▶ Higher capacity utilization to aid growth for Acetic Anhydride
- Expanding geographic reach into Key Markets such as US and Europe
- Cost advantages:
  - Efficient process
  - Volume advantage in procurement
  - Multimodal transportation and reverse logistics to optimize costs







## **Key Investment Highlights**

## What Makes Jubilant a Unique Investment Case?

Global Competitive Edge Due to Low Cost and Vertical Integration Strong Leadership in Key Markets 3 De-risked Business Model With Diverse Sources of Revenue 4 Strong Pipeline of Products With Deep R&D Capabilities 5 High-Quality, World-Class, Low Cost Manufacturing Footprint 6 **Experienced Management Team** Strong Financial Track Record



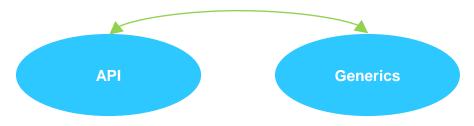


# Global Competitive Edge Due to Low Cost and Vertical Integration

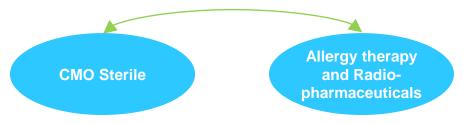
Vertical integration across the value chain enables cost competitive advantage resulting in higher margins

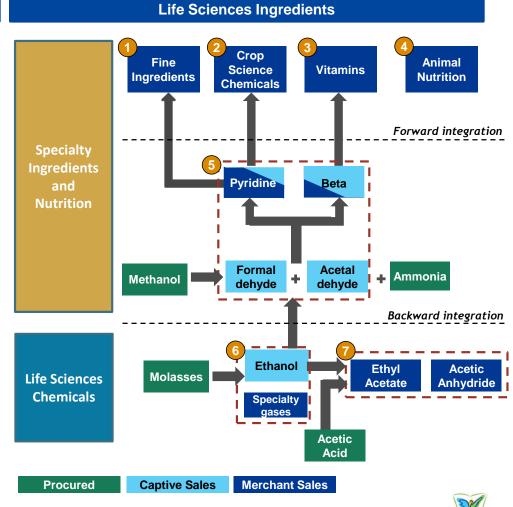
### **Pharmaceuticals**

- Presence across the spectrum offering products/services and delivering innovative solutions for customers
- APIs from the manufacturing facilities are used for dosage formulations under generic business



- Majority of commercial solid dosage formulations are based on in-house APIs
- Specialty Pharmaceuticals (Sterile Products)







## **Leadership Position in Key Products...**

Pharmaceuticals					
Generics	<ul> <li>Global leadership positions in certain key API products in CVS (Valsartan, Irbesartan) and CNS (Oxcarbazepine, Carbamazepine, Tramadol, Donepezil)</li> <li>US leadership positions in certain Solid Dosage Formulations products in CVS (Terazosin), CNS (Prochlorperazine) and Methylprednisolone</li> </ul>				
Specialty Pharma	<ul> <li>Ranked in top 5 Contract Manufacturers in North America for sterile injectables</li> <li>Leader in Radiopharmaceutical products such as MAA, DTPA and I-131</li> <li>Leading supplier in North America for Allergy Therapy Products</li> </ul>				

Life Sciences Ingredients				
Speciality Intermediates and Nutritional Products	<ul> <li>Global leadership position in Pyridines &amp; 14 Pyridine derivatives</li> <li>Second largest producer globally in Vitamin B3</li> </ul>			
Life Sciences Chemicals	<ul> <li>Globally #4 in Acetic Anhydride (Merchant Sales)</li> <li>Globally #7 in Ethyl Acetate</li> </ul>			

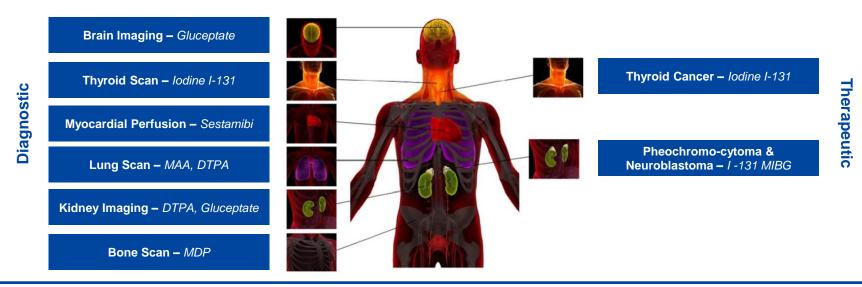




## ...With Strong Position in Radiopharma & Allergy Therapy Products Business

### Radiopharma

- Wide array of therapeutic and diagnostic products, with market leadership and limited competition across key products in North America
- ▶ Demonstrated strong growth in Radiopharmaceuticals business (Revenue CAGR FY13-FY15 of 58%)
  - · Future growth to be driven by a strong product pipeline and geographic expansion across Emerging markets
  - Ruby-fill, an infuser device used for heart imaging, currently under active FDA review, is expected to be launched in FY17



### **Allergy Therapy Products**

- Strong market position in Allergy Therapy Products in North America
  - Among top 3 in the US for allergy immunotherapy with dominant market penetration
- ▶ US Market leader for manufacture of Stinging Insect Venom Immunotherapy Products





## De-risked Business Model With Diverse Sources of Revenue

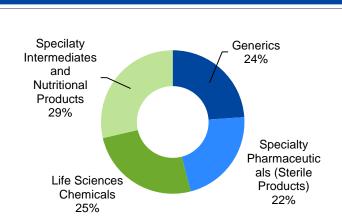
### De-risked business model

- Presence in niche Specialty businesses that have high barriers to entry
- Forward integration in Pyridine related derivatives to ensure higher utilization and profitability
- Diverse end-use industry segmentation in Life Sciences Ingredients with focus on Pharmaceutical and Agrochemical industries

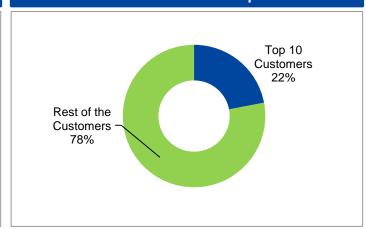
### No Concentration Risk

- Business: Specialty Intermediates and Nutritional Products is the largest segment and accounts for 29% of FY15 Revenue
- Customers: Top 10 customers account for 22% of FY15 Revenue
- Products: Top 10 products account for 53% of FY15 Revenue
- Geography: 71% of FY15 Revenue from international markets with products & services reaching over 100 countries

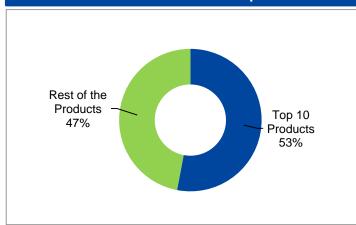
### **FY15 Revenue Mix by Segment**



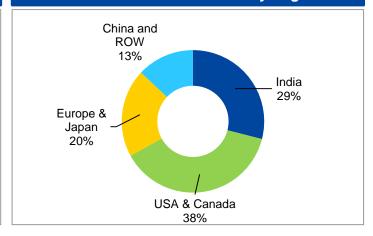
### **FY15** Revenue Contribution of Top 10 Customers



### **FY15 Revenue Contribution of Top 10 Products**



### **FY15 Revenue Contribution by Region**



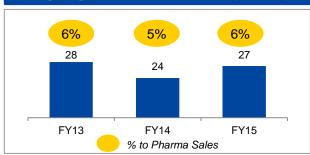


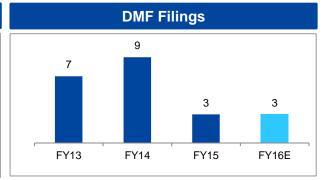


## Strong Pipeline of Products With Deep R&D Capabilities

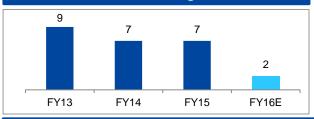
- Strong R&D capabilities demonstrated by complex and niche product filings in formulations and API segments
- Strong R&D support with a dedicated workforce of 935 scientists
- Cumulative R&D spend of USD 79m over FY13 to FY15
- New products have contributed to 11% of revenues during last 5 years

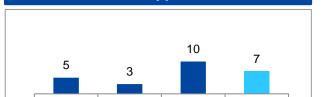
Ongoing Investments in R&D (USD m)





**ANDA Filings** 





FY15

FY16E

FY14

**ANDA Approvals** 

### **Dosage Formulation Filings**

FY13

Region	Filings	Approvals	Pending Approval
USA	71	44	27
Canada	21	18	3
EU	46	46	0
Japan	1	0	1
Australia	3	3	0
ROW	593	394	199
Total	735	505	230

Note: As of 31 Dec 2015

71 ANDAs filed
44 ANDAs approved
27 ANDAs pending approvals

79 US DMFs filed 33 DMFs Reviewed

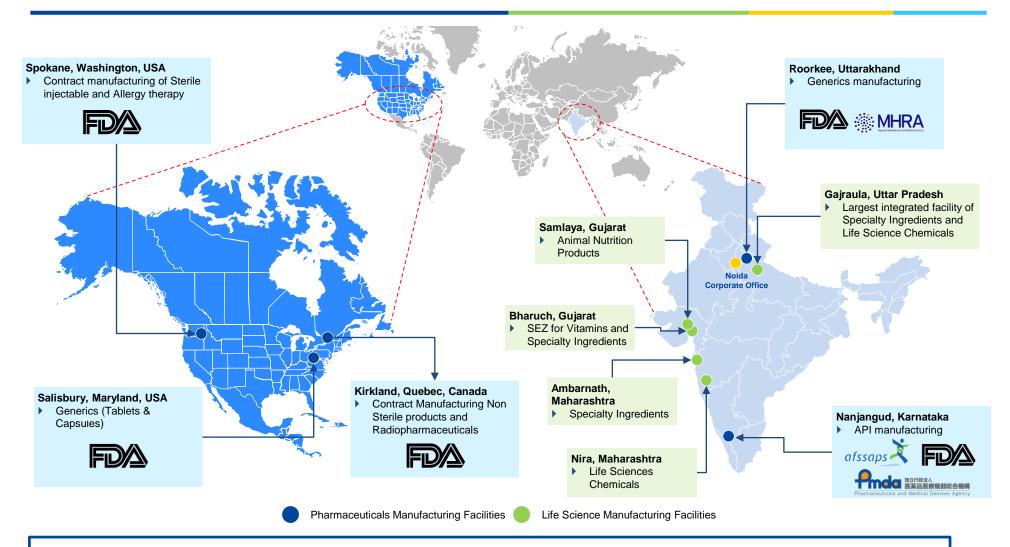
38 commercial APIs, including 24 in North America, 23 in Europe and 28 in ROW

51 commercial Solid Dosage Formulations products, including 31 in North America, 29 in Europe and 27 in ROW





# High-Quality, World-Class, Low Cost Manufacturing Footprint



4 USFDA approved manufacturing facilities in North America and 2 USFDA approved manufacturing facilities in India 5 state-of-the-art Life Sciences Ingredients manufacturing facilities in India





## **Experienced Management Team**



**Shyam S Bhartia** Chairman 36 industry years in pharma, specialty chemicals, foods, oil and gas, aerospace



Hari S Bhartia Co-Chairman & Managing Director 31 industry years in pharma, specialty chemicals, foods, oil and gas, aerospace and IT



R Sankaraiah Executive Director - Finance 30 years of Industry Experience



Shyamsundar Bang Executive Director -Manufacturing & Supply Chain 41 years of Industry Experience



Dr. Ashutosh Agarwal Chief Scientific Officer 33 years of Industry Experience

#### **Pharmaceuticals**





Pramod Yadav, Co-CEO - Life Sciences Ingredients 27 years of Industry Experience



**Life Sciences Ingredients** 

Rajesh Srivastava, Co-CEO -Life Sciences Ingredients 27 years of Industry Experience



Shareholding Structure<sup>(1)</sup>



Steven Hutchins, President -Drug Discovery Solutions 26 years of Industry Experience

- API
- **Solid Dosage Formulations**
- Radiopharmaceuticals
- CMO of Sterile Injectables
- **Allergy Therapy Products**
- **India Branded Pharmaceuticals**

- **Advanced Intermediates**
- **Nutritional Products**
- **Animal Nutrition**
- Ethanol

- Fine Ingredients
- **Crop Science Ingredients**
- Life Science Chemicals
- External Manufacturing

# Corporate Functions

Businesses

- Finance ✓ IT
- Operations 

  HR
- Quality ✓ Regulatory

- Operations
- **Finance** ✓ IT
  - ✓ HR
  - Quality ✓ EHS

### 9.7% 9.4% 0.2% 54.0% 26.7% ■ Promoter Foreign Institutional Investors Financial Institutions / MFs / Banks ■ NRI and Indian Public

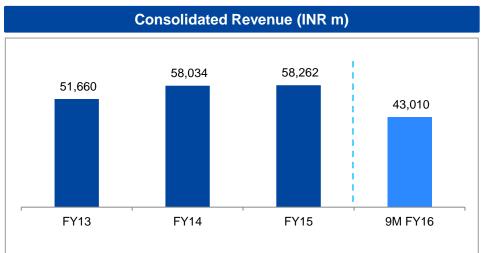
(1) As of 29 Jan, 2016.

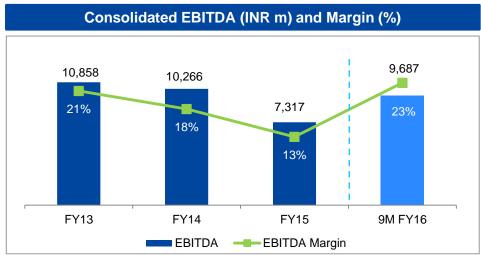
Others





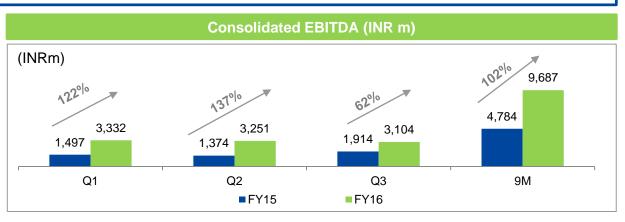
## **Strong Financial Track Record**





### **Recent Turnaround in Business**

- Warning Letters issued by the USFDA at both the Spokane and Montreal facilities have now been resolved.
- Witnessed strong performance with significant margin improvement in Radiopharma business and price increase in Niacinamide



Note:

Fiscal Year End March, 9M FY15 represents 9 months period ended Dec 2014; 9M FY16 represents 9 months period ended Dec 2015

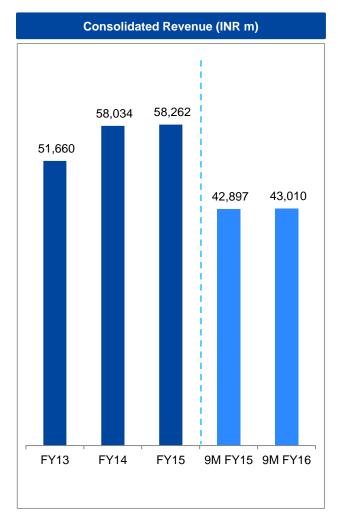


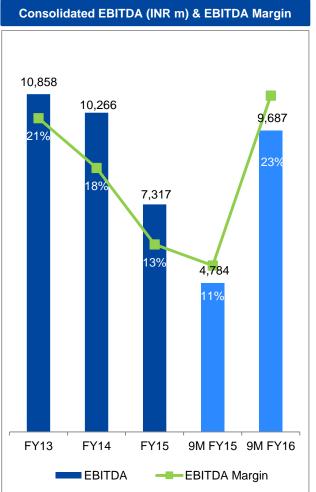


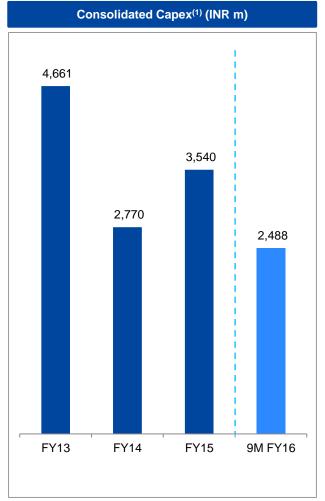


## **Financial Overview**

### **Financial Overview**







Note:

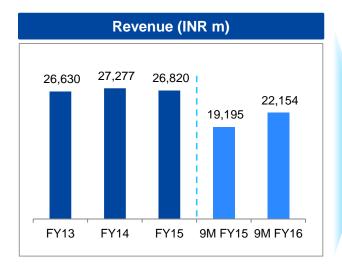
(1) Includes product development expenditure.

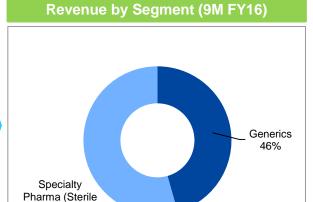
EBITDA includes other income of INR299m, INR191m, INR425m, INR111m and INR366m for FY13, FY14, FY15, 9M FY16 and 9M FY15 respectively EBITDA is pre-corporate expenses of INR 602m, INR668m, INR350m, INR225m and INR318m for FY13, FY14, FY15, 9M FY15 and 9M FY16 respectively EBITDA margin is post-corporate expenses

Fiscal Year End March, 9M FY15 represents 9 months period ended Dec 2014; 9M FY16 represents 9 months period ended Dec 2015



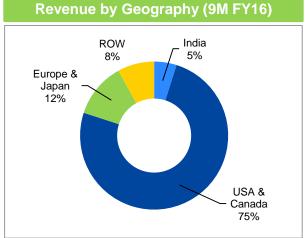
### **Pharma Business: Overview**

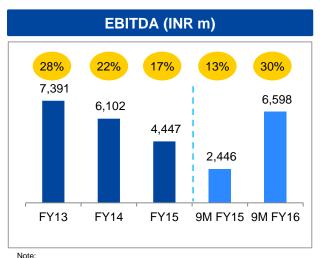


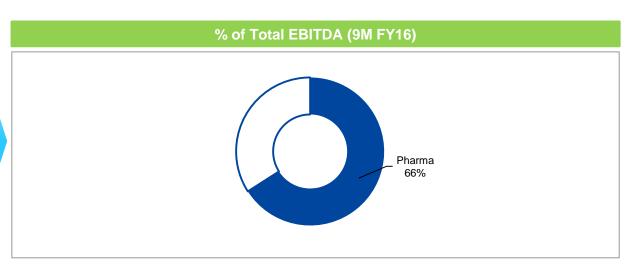


Products)

54%





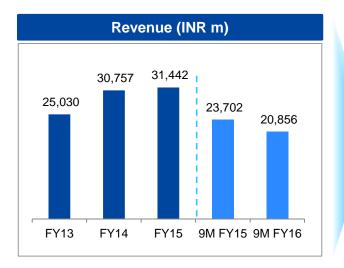


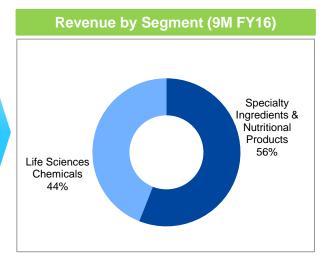
EBITDA is pre-corporate expenses

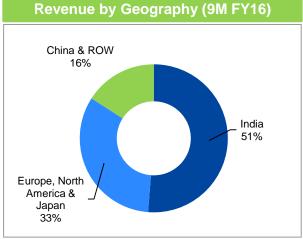
Fiscal Year End March, 9M FY15 represents 9 months period ended Dec 2014; 9M FY16 represents 6 months period ended Dec 2015

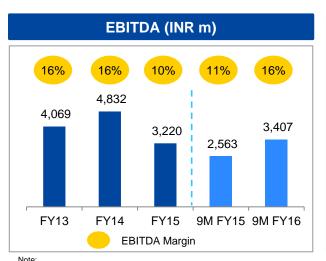


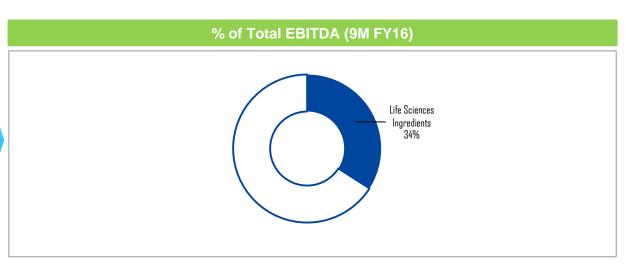
## Life Sciences Ingredients: Overview









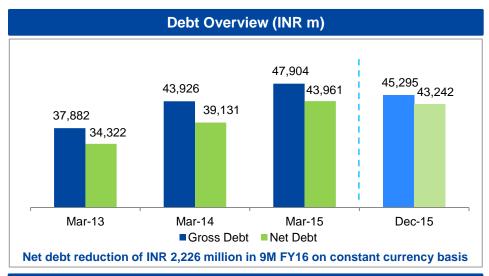


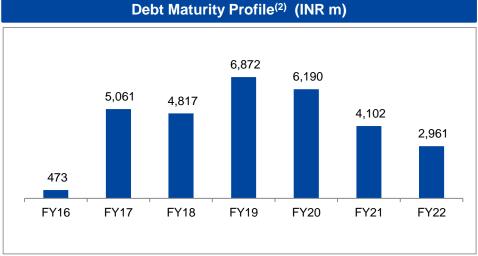
EBITDA is pre-corporate expenses

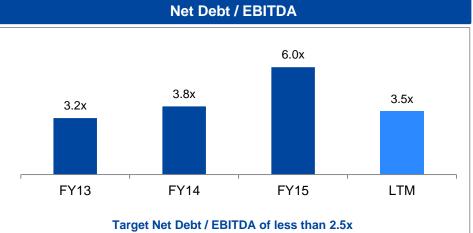
Fiscal Year End March, 9M FY15 represents 9 months period ended Dec 2014; 9M FY16 represents 6 months period ended Dec 2015

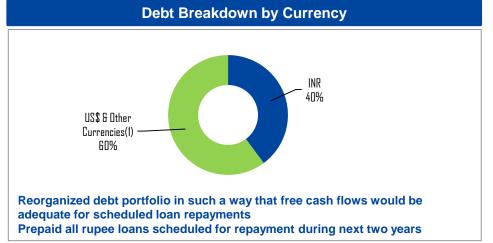


## **Strong Balance Sheet**









Note:

Fiscal Year End March, 9M FY15 represents Dec 2014; 9M FY16 represents 9 months period ended Dec 2015

(1) Including swapped loans.

(2) As of 31<sup>st</sup> December 2015.



## **Historical Financials – Profit and Loss Account**

INR m	FY13	FY14	FY15	9M FY16
Total Income from Operations	51,660	58,034	58,262	43,011
Material Cost	20,609	24,421	26,617	15,490
Power and Fuel Cost	3,567	3,897	3,930	2,881
Employee Cost	9,626	11,052	10,903	8,426
Other Expenses	7,299	8,588	9,920	6,639
Total Expenses	41,101	47,958	51,370	33,435
Other Income	299	190	425	111
Pharmaceuticals EBITDA	7,391	6,102	4,447	6,598
Life Sciences Ingredients EBITDA	4,069	4,832	3,220	3,407
Less: Corporate Expenses	(602)	(668)	(350)	(318)
EBITDA including other income	10,858	10,266	7,317	9,687
% Margin	21%	18%	13%	23%
Depreciation	2,538	2,812	2,880	2,200
Finance Cost	2,987	3,237	3,553	2,864
Profit after Interest but before Exceptional Items	5,333	4,217	884	4,623
Exceptional Item - Gain / (Loss)	(1,922)	(2,145)	(481)	10
Tax	1,524	696	805	1,025
Minority Interest	361	286	176	-
Reported Net Profit After Tax and Minority Interest	1,527	1,090	(578)	3,608
Normalized Net Profit after tax	3,449	3,235	(97)	3,598
- Normanizati Note Profit after tax	0,110	0,200	(01)	0,00

Note: Fiscal Year End March, 9M FY15 represents 9 months period ended Dec 2014; 9M FY16 represents 9 months period ended Dec 2015



## **Historical Financials – Balance Sheet**

INR m	Mar-13	Mar-14	Mar-15	Sep-15
EQUITY AND LIABILITIES				
Shareholders Funds	24,761	26,265	24,535	27,091
Share Capital	159	155	159	159
Reserves and Surplus	24,602	26,111	24,376	26,932
Minority Interest	1,115	1,579	-	-
Non Current Liabilities	30,049	21,850	40,362	34,996
Long Term Borrowings	24,688	17,169	36,913	31,054
Deferred Tax Liabilities	2,922	2,371	2,380	2,601
Other Long Term Liabilities	59	115	398	607
Long Term Provisions	2,380	2,195	670	734
Current Liabilities	27,784	38,944	21,425	26,158
Short Term Borrowings	11,314	11,878	5,172	4,310
Trade Payables	6,471	7,181	6,992	6,966
Other Current Liabilities	8,980	17,312	8,287	14,136
Short-Term Provisions	1,018	2,572	975	746
TOTAL EQUITY & LIABILITIES	83,709	88,638	86,322	88,245

INR m	Mar-13	Mar-14	Mar-15	Sep-15
ASSETS				   
Non Current Assets	58,098	59,358	59,043	60,266
Fixed Assets	37,278	37,932	37,755	38,408
Goodwill	16,766	17,780	17,325	17,839
Non Current Investments	256	340	395	412
Long-term loans and advances	3,790	3,300	3,563	3,600
Other Non-Current Assets	9	6	6	5
Current Assets	25,611	29,280	27,279	27,980
Inventories	11,162	13,414	12,353	1 1 12,856
Trade Receivables	7,085	8,059	8,164	8,628
Cash and Bank Balances	3,561	4,795	3,943	3,735
Short-Term Loans and Advances	2,565	2,145	2,143	2,394
Other Current Assets	1,238	868	675	366
TOTAL ASSETS	83,709	88,638	86,322	88,245



## **Debt Profile**

Particulars	Mar-15	Sep-15	Dec-15
Foreign Currency Loans	(\$m)	(\$m)	(\$m)
Standalone	105	80	65
Subsidiaries	338	338	347
Total	443	417	412
Rupee Loans	(INRm)	(INRm)	(INRm)
Standalone	15,133	14,211	12,630
Subsidiaries	5,091	5,523	5,422
Total	20,224	19,734	18,052
Gross Debt	47,904	47,099	45,295
Cash & Equivalent	3,943	3,735	2,053
Net Debt	43,961	43,364	43,242
Change in debt on account of exchange rate difference from 31-March, 2015		(1,289)	(1,507)
Net Debt - Adjusted for foreign exchange difference	43,961	42,075	41,735
Working Capital Debt	12,307	10,849	10,849
Net Long Term debt	31,654	32,515	32,393
Closing Exchange Rate (INR/USD)	62.5	65.59	66.16

- ▶ Net debt at INR 41,735 million on 31st Dec 2015 compared to INR 43,961 million on 31st Mar 2015 on constant currency basis
  - Net debt reduction of INR 2,226 million in 9M FY16
- ▶ Blended interest rate for the borrowings at 7.6% p.a. Re loans @ 11.3% p.a., \$ loans @ 4.9% p.a.

