



Investor Presentation

Q1 FY 2014-15



Caveat

This information may contain certain forward-looking statements/ details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/shareholders/public are hence cautioned not to place undue reliance on these statements/ details, and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following herein reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company undertakes no obligation to publicly update or revise any of the opinions or forward-looking statements expressed in this section, consequent to new information, future events or otherwise.



AGENDA

Performance over Period

Highlights – Q1 FY 15

Segmental Highlights

Shareholding Pattern





Performance Over Period



Torrent Pharma: Assets Across the Value Chain

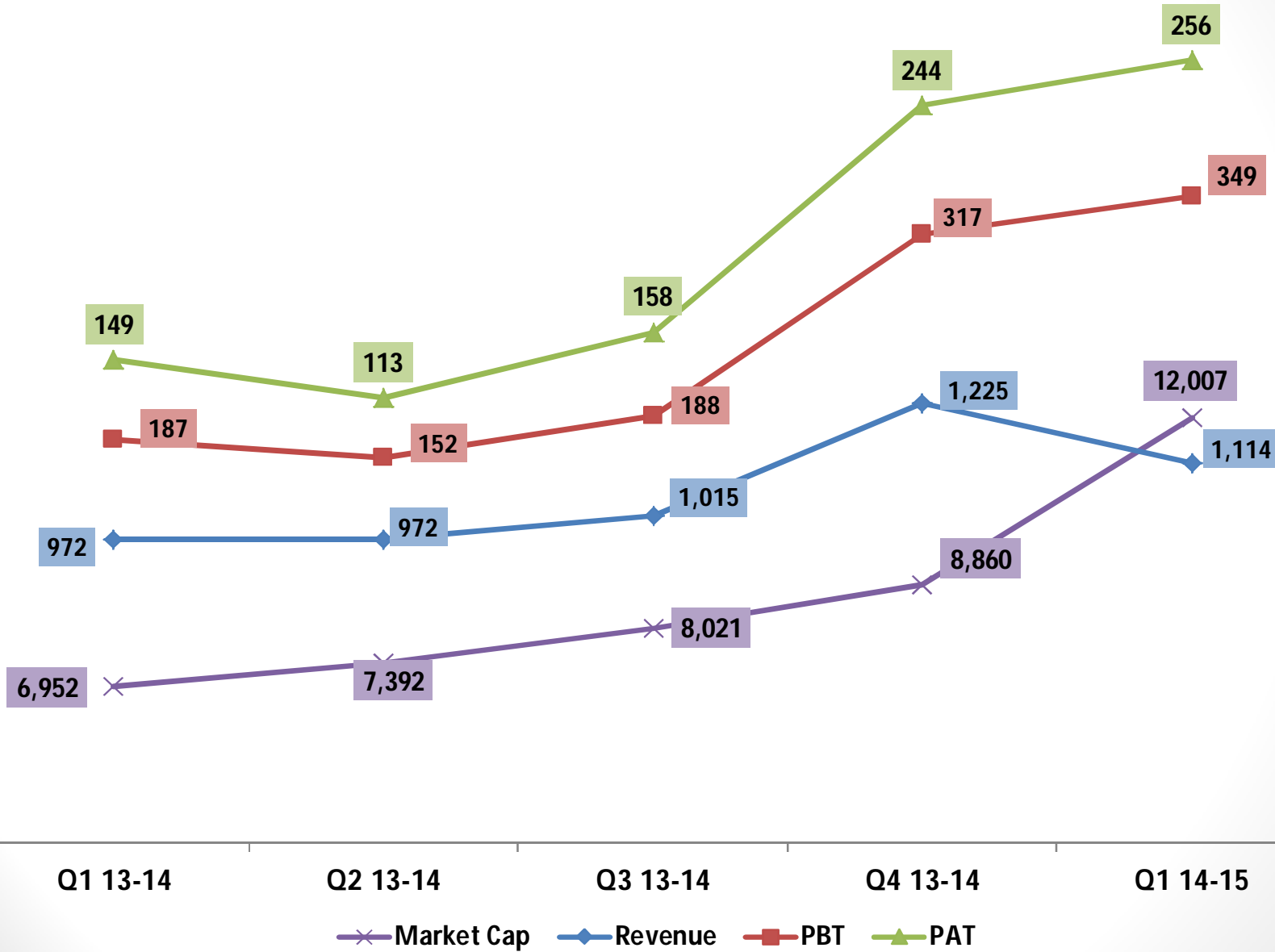


- Value-added generics development with 650 scientist 467 registrations in pipeline
- API + formulation facilities having International approvals
- Manufacturing contract with Novo Nordisk for Insulin dedicated plant for it.
- Upcoming facility in Dahej to nearly double existing production facilities.
- Broad and differentiated product portfolio across all major therapeutic areas with **16 sales** and marketing divisions
- Strong position in branded generics with 250+ brands in India
- Presence in all fast growing chronic therapies and acute-chronic therapies
- Reach to over 70 countries with **17** operating subsidiaries
- Substantial revenues coming from International Markets contributed by US, Brazil & Germany.
- Acquired Identified part of Domestic Branded formulation business of Elder Pharma on a slump sale basis.

Torrent has established a platform across key assets of the value chain



Quarterly Performance





Highlights – Q1 FY 15



Q1 FY15 Performance Highlights

- **Revenues at ` 1,114 Cr vs. ` 972 Cr, growing at 15%;**
 - India formulation market growing at 13% &
 - International operations growing at 36%; Constant currency growth of 27%
 - USA & European markets key contributors to growth
- **PBT at ` 349 Cr vs. ` 187 Cr in Q1 FY 14; showing growth of 87%;**
 - Adjusted for Forex Gain of ` 34 Cr and loss of ` 13 Cr in previous year PBT growth was 58%.
- **PAT at ` 256 Cr vs. ` 149 Cr in Q1 FY 14; showing growth of 72%;**
 - Tax expense for the period was higher on account of unrealised profits in subsidiaries.
- **Company consummated acquisition of identified branded domestic formulation business of Elder.**
 - Borrowing of ` 1400 Cr for the deal



Revenue Progression

Cr

Particulars	Q1 14 - 15	Q1 13 - 14	13-14	12-13
India (A)	352	312	1,161	1,024
<i>Gwth %</i>	<i>13%</i>		<i>13%</i>	<i>13%</i>
International (B)	733	539	2,629	1,827
<i>Gwth %</i>	<i>36%</i>		<i>44%</i>	<i>44%</i>
Total (A+B)	1,085	852	3,791	2,852
<i>Gwth %</i>	<i>27%</i>		<i>33%</i>	<i>31%</i>
USA	269	113	776	355
Brazil	149	133	533	502
Europe	230	196	930	650
ROW *	86	97	390	321
Contract Manufacturing (C)	26	67	323	300
<i>Gwth %</i>	<i>-61%</i>		<i>8%</i>	<i>1%</i>
Other (D)	3	53	70	61
Total Revenues (A+B+C+D)	1,114	972	4,184	3,213
<i>Gwth %</i>	<i>15%</i>		<i>30%</i>	<i>30%</i>

* Includes Russia & CIS, Mexico & Canada.



P&L

Cr

Particulars	Q1 14 - 15	Q1 13 - 14	13 - 14	12 - 13
Revenues	1,114	972	4,184	3,212
COGS	301	299	1,238	926
% Revenues	27%	31%	30%	29%
SG&A Spend	284	280	1,169	965
% Revenues	25%	29%	28%	30%
Employee Cost	184	172	741	623
% Revenues	17%	18%	18%	19%
EBITDA	345	221	1,036	698
% Revenues	31%	23%	25%	22%
Forex Gain / (Loss)	34	(13)	(84)	(5)
% Revenues	3%	-1%	-2%	0%
Depreciation	21	21	87	83
% Revenues	2%	2%	2%	3%
PBT	349	187	844	619
% Revenues	31%	19%	20%	18%
Tax	93	38	180	147
% PBT	27%	20%	21%	24%
PAT	256	149	664	433
% Revenues	23%	15%	16%	13%



Balance Sheet

Cr

Particulars	31-Mar-14	%	30-Jun-14	%	Δ
EQUITY AND LIABILITIES					
Shareholders funds	1,902	66%	2,180	47%	277
Minority Interest	0	0%	0	0%	0
Non-current liabilities	992	34%	2,466	53%	1,473
TOTAL	2,895	100%	4,646	100%	1,750
ASSETS					
Net Fixed Assets	1,409	49%	3,469	75%	2,060
Goodwill On Consolidation	-		16		16
Loans & Advances	130	4%	119	3%	(11)
Other Non-Current assets	126	4%	133	3%	7
Current Assets	2,449	85%	2,623	56%	173
Inventories	1,006	35%	994	21%	(12)
Trade receivables	1,099	38%	1,237	27%	138
Other Current Assets	344	12%	391	8%	47
Less: Current liabilities	2,175	75%	2,449	53%	275
Short-term borrowings	210	7%	255	5%	45
Trade payables	1,429	49%	1,655	36%	225
Other Current liabilities	535	18%	539	12%	4
Net Current Assets	275	9%	173	4%	(102)
Cash and cash equivalents	955	33%	735	16%	(220)
TOTAL	2,895	100%	4,646	100%	1,750





Segmental Highlights



Business Segment : India



Synergies – Elder Acquisition

SCALE

Shelcal & Chymoral brands command strong equity in the respective therapies

Ranked 16th in market (From 20th)

Entry into top 10 specialty cos.

Top 3 in VMN & Pain Cov. Markets

FOCUS

New divisions in Pain & VMN focus – Further **extending the TPL specialty focus approach into new specialties**

Shelcal – Growth through new specialties with TPL equity – Cardio, Neuro, Diab, Endo, Gastro

BALANCE

Richer & Balanced portfolios in Pain, Gastro, Nutraceuticals, Gynecology

Focus on Field force productivity through specialty focus & Science driven business model

ACCESS[^]

Gynecologists (TPL rank moves from 29th to 8th)

Surgeons(18th to 12th)

Orthopedicians (17th to 10th)

Acquired brands to leverage TPL Equity in new specialties fuelling growth



India

Cr

India	Q1 14 - 15	Q1 13 - 14	13-14	12-13
Revenues	352	312	1161	1024
% Growth	13%		13%	

Q1 FY 15 Highlights

- IPM growth MAT Jun-14: 7%, Covered Market growth: 6%, Torrent growth: 15%

Growth drivers

- Continuing Brand building through specialty focus & scientific focus in all divisions.
- Outperforming the market in CNS, Cardiology, Diabetes, GI, Derma therapies
- Focus on Field force productivity & Brand building in all segments



Business Segment : International



USA

Cr

USA	Q1 14 - 15	Q1 13 - 14	13-14	12-13
Revenues	269	113	776	355
% Growth	138%		119%	

Q1 FY 15 Highlights

- Constant Currency Growth 118%, driven by New Products.

Growth drivers

- As of Jun-14 the Company has 48 ANDA approvals (including 5 tentative approvals) and its pipeline consists of 22 pending approvals and 46 products under development.
- 8 to 10 products expected to be launched in FY 15



Brazil

Cr

Brazil	Q1 14 - 15	Q1 13 - 14	13-14	12-13
Revenues	149	133	533	502
% Growth	12%		6%	

Q1 FY 15 Highlights

- Constant currency Growth 13%
- Covered Market Growth (excluding Government reimbursement programme) is 12%, Torrent growth 17% as per IMS in units term.

Growth drivers

- Pipeline : 13 products for Branded Segment , 8 Products for Generics.



Europe

Cr

Europe	Q1 14 - 15	Q1 13 - 14	13-14	12-13
Revenues	230	196	930	650
% Growth	17%		43%	

Q1 FY 15 Highlights

- Constant currency growth 3%
- Germany Operations are the key contributors to the growth

Growth drivers

- New Products going off patent and Therapy coverage expansion in Heumann
- Growing product pipelines through Product Development & New product launches for dossier out licensing business.



ROW

Cr

ROW	Q1 14 - 15	Q1 13 - 14	13-14	12-13
Revenues	86	97	388	328
% Growth	-12%		18%	

Q1 FY 15 Highlights

- Revenue de growth due to:
 - Market Inventory correction &
 - Discontinuation of sales in non performing countries.

Growth drivers

- Middle East/ Africa Region Delivering the growth being an upcoming market
- Continuous registration of new products from the Middle East & South East Asia and other ROW markets



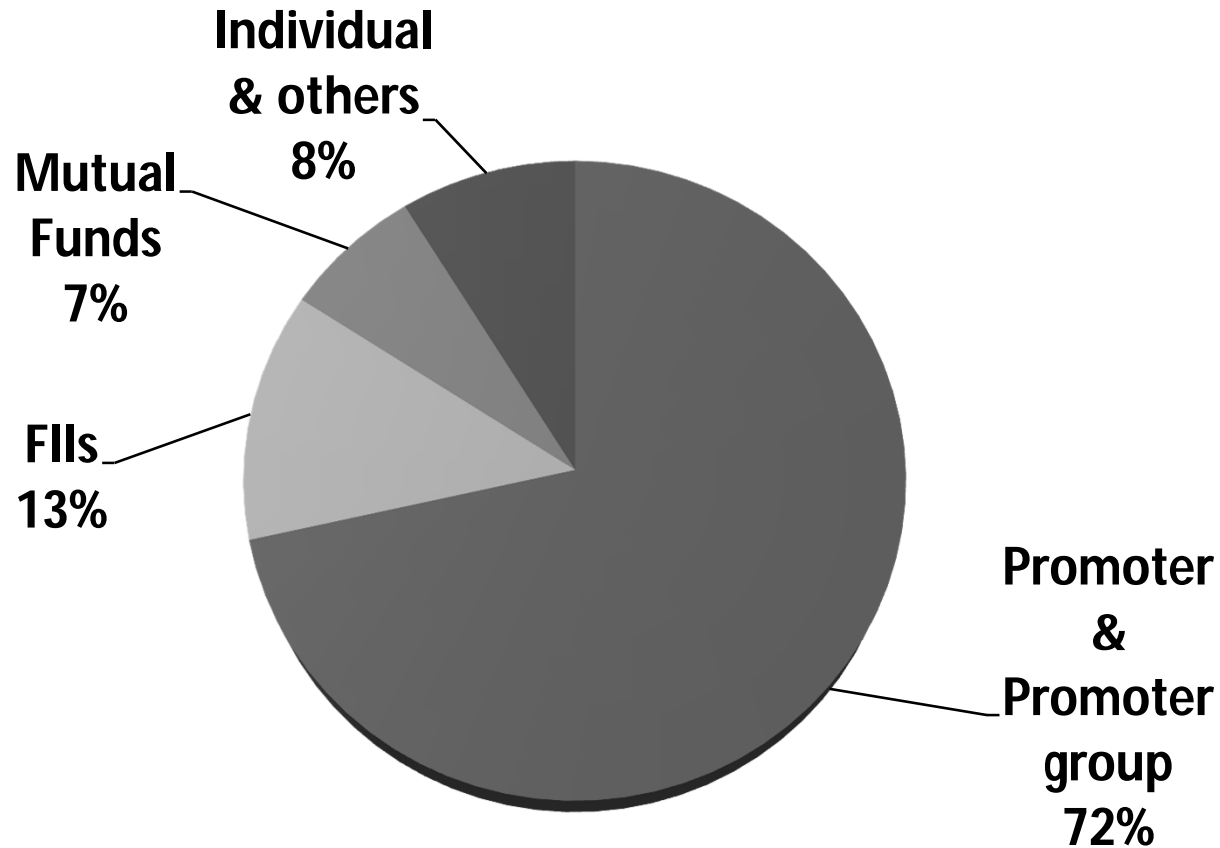


Shareholding Pattern



Shareholding Pattern; as on June 30, 2014

- Total shares outstanding : 16.92 crores
- Free Float (shares) : 4.82 crores



CAGR Return of more than 20% since IPO



Thank You

