



FDC LIMITED

Investor Presentation

Quarter ended March 31, 2016 &
Financial Year ended March 31, 2016

www.fdcindia.com



DISCLAIMER

This report may contain certain statements that might be considered forward looking. These statements are subject to certain risk and uncertainties, since they are based on certain assumptions and expectations of future events. Actual results may differ materially from those expressed in the statement. The Company cannot guarantee that these assumptions and expectations are accurate and will be realised. The Company assumes no responsibility to publicly amend, modify or revise any forward

FDC Overview

- **FDC Limited is a fully integrated pharmaceutical company**
- **FDC manufactures and markets APIs and various types of finished formulations: tablets, capsules, granules, oral powders, oral liquids, external powders, creams, ophthalmics, and specialized infant foods**



FDC – Strong Manufacturing Setup

Locations	Type of Products	cGMP Approvals
Roha	API	US FDA, CEP, WHO
Waluj	Sterile Ophthalmic preparations, Oral liquids, Orals, External powders	US FDA, UK MHRA, MCC-RSA Oman, Ophthalmic line, WHO, Tanzania, Zimbabwe, Uganda, Ukraine (Complete plant)
Goa I	Oral Solid dosage (Tabs/ Caps)	UK MHRA, WHO, Tanzania, Unicef, Zimbabwe, Ukraine, Oman



FDC – Strong Manufacturing Setup

Locations	Type of Products	cGMP Approvals
Goa II	Oral Rehydration Salts (ORS)	WHO, Unicef
Goa III	Oral Solid dosage Tabs	WHO, UK MHRA
Sinnar	Oral Rehydration Salts (ORS)	WHO, Unicef, Tanzania, Ethiopia, Malawi
Baddi	Cephalosporins Oral Solids, Oral Powder, Oral Liquids	WHO





Domestic Business

India Branded Generic Business

Major Therapies



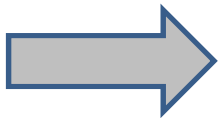
- Anti-Infectives
- Electrolytes
- Ophthal / Otologicals
- Vitamins / Minerals / Nutrients

Focused Marketing



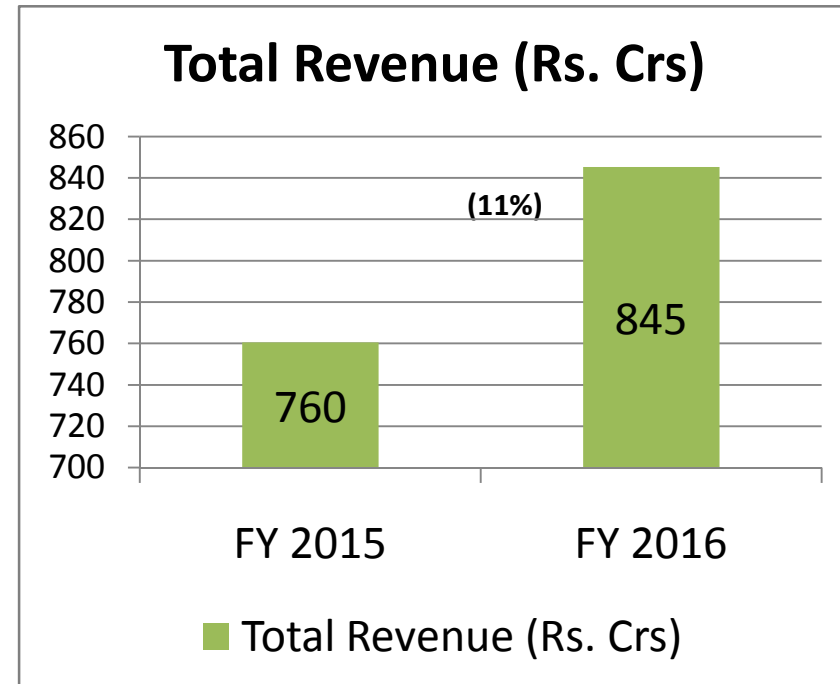
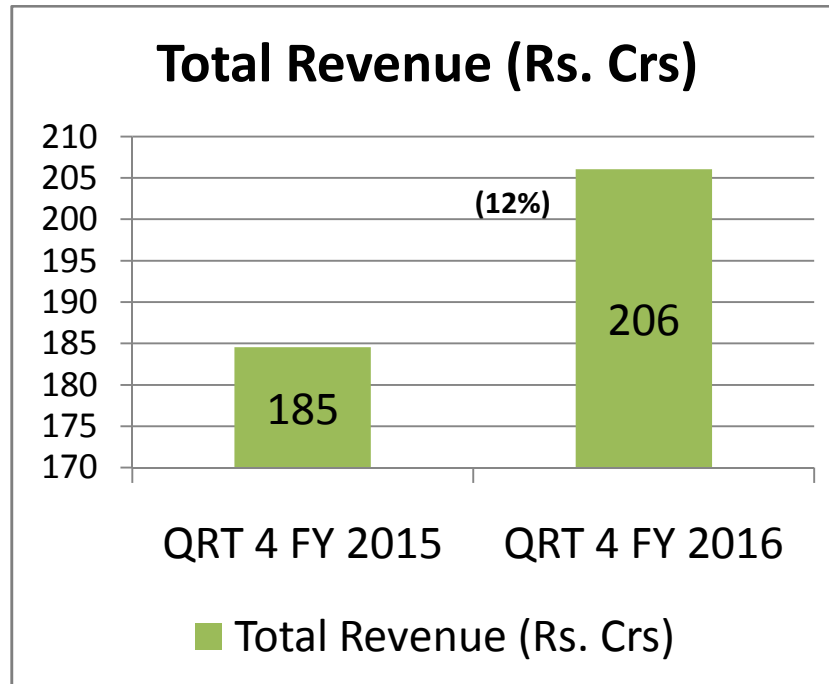
- 7 Divisions
- 3000+ MRs
- 160+ Products

Established Player



- Strong brand equity with mega brands Zifi & Electral
- Industry Leadership in terms of units in the respective markets

FDC Domestic Sales performance

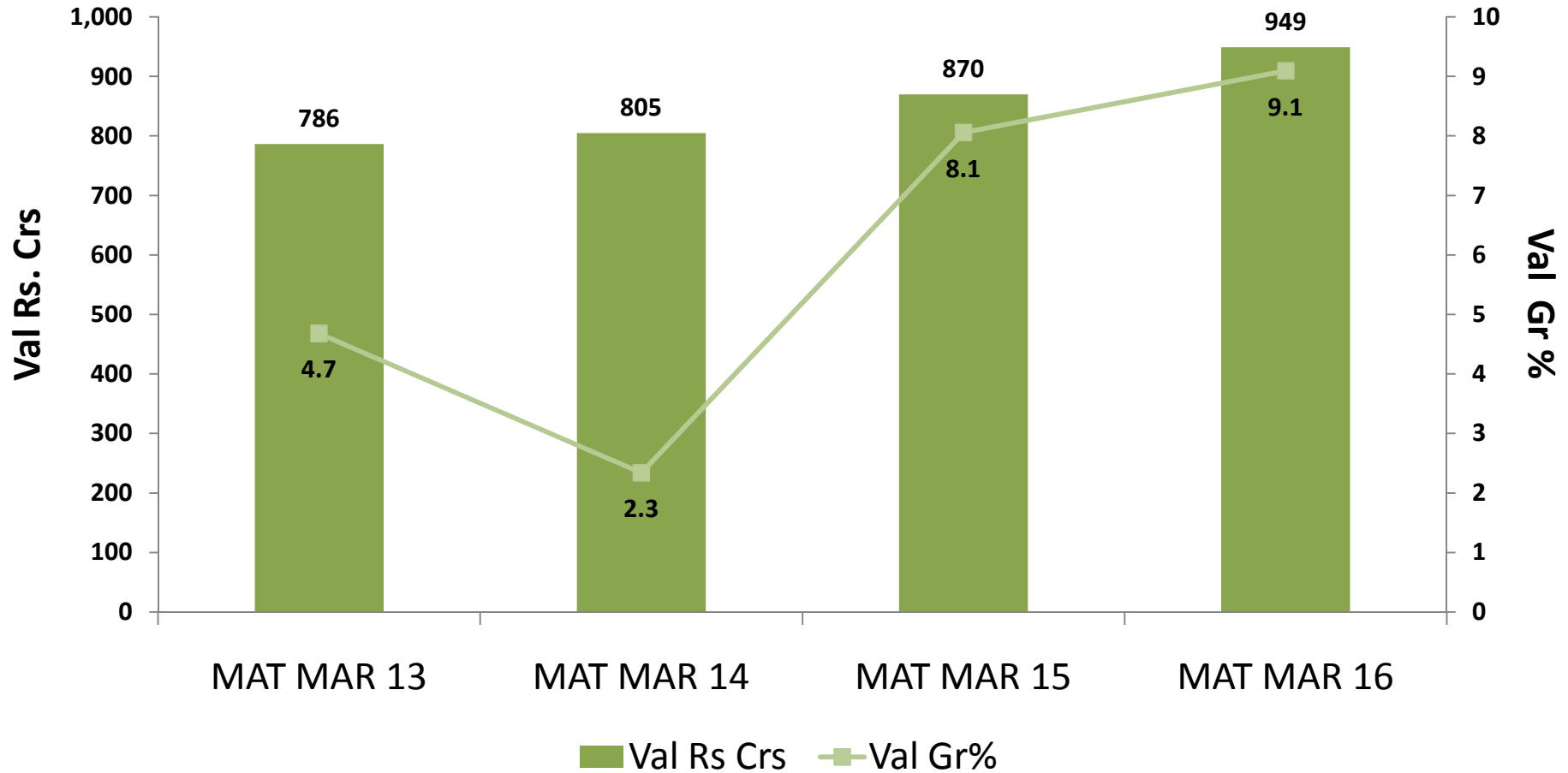


FDC as a corporate is ranked at 25th position, recording a growth of 9.1% and attaining a market share of 0.96% whereas IPM recorded a growth of 12.6% as per secondary sales.

(Source: AIOCD Pharmasofttech AWACS Private LTD-Moving Annual Total Turnover- March 2016).

Primary internal sales of FDC recorded a growth of 11.4 % in the financial year April '15 to March '16

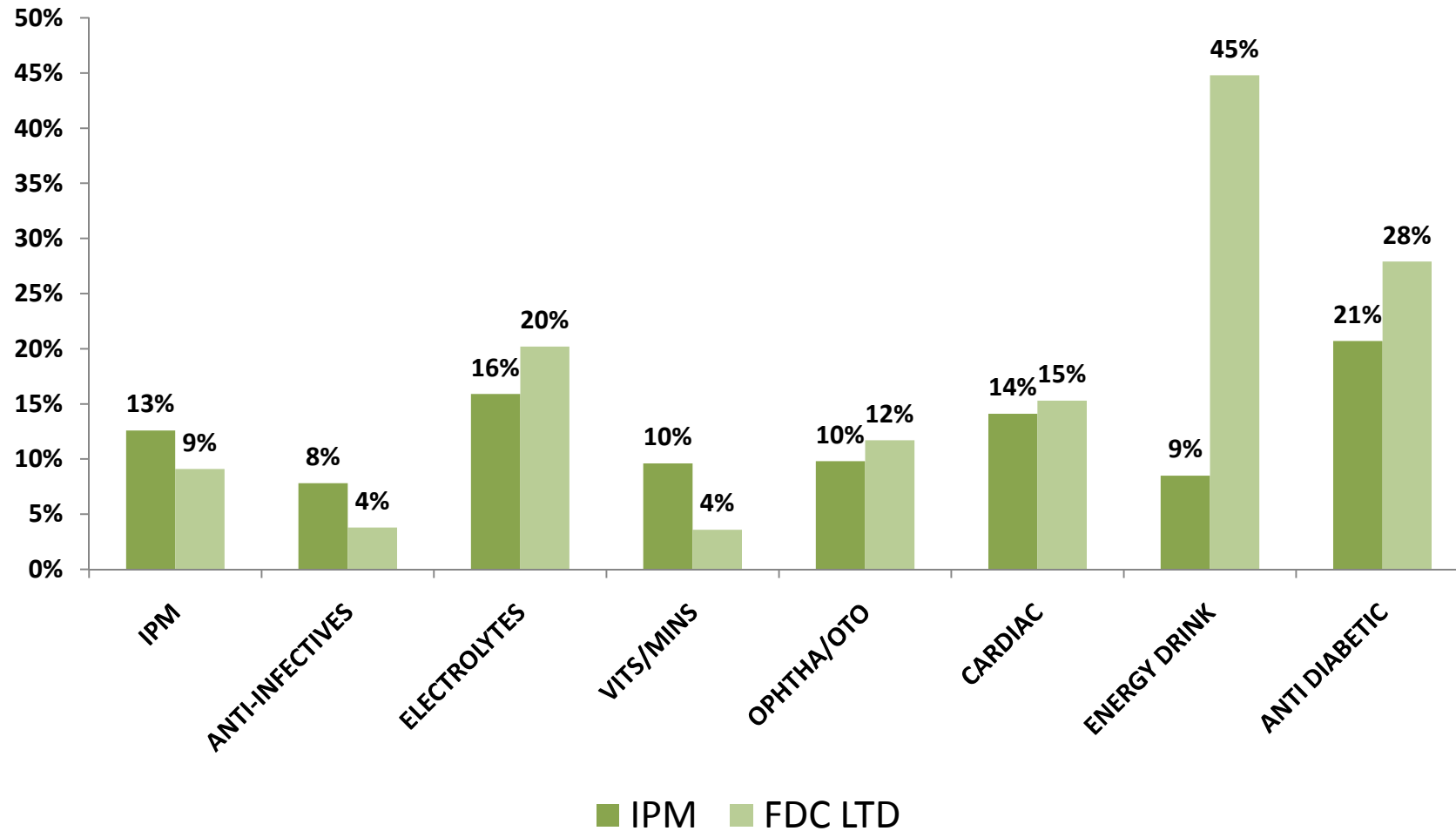
FDC yearly performance....Secondary Sales..



Source : AWACS-AIOCD



Within segments FDC ahead in most of the top therapies..



Source : AWACS-AIOCD (MAT MAR 16)

% is Val Grth%



Maintains Rank in most of Top Therapy

CORPORATE	MAT MAR 16	MAT MAR 15	MAT MAR 14
FDC	25	25	25
ANTI INFECTIVE	12	12	11
ELECTROLYTES	1	1	1
VITS/MINS/NUTRIS	36	34	35
OPHTHAL/OTOLOGICALS	7	8	8
CARDIAC	33	32	32
ENERGY DRINK	1	2	2
ANTI DIABETICS	41	40	39

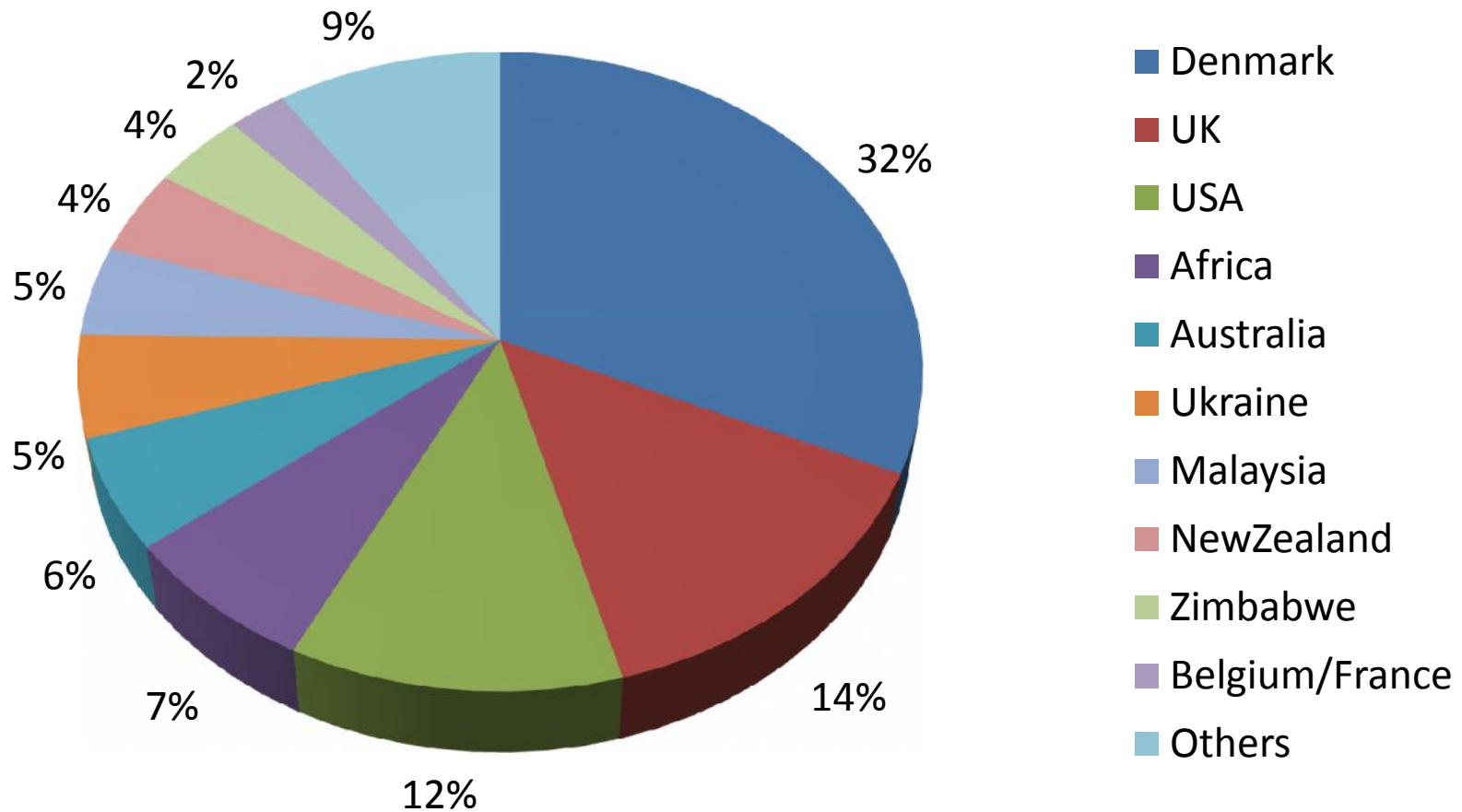
Source : AWACS-AIOCD





International Business

Top 10 International Countries in FY 2015-16



Source : Internal Sales Company





Regulatory Affairs Highlights

Regulatory Affairs

- In February 2016, FDC Limited Baddi site was successfully audited by USFDA without any observations (483). UNICEF approved Goa III site for supply of products.
- In April 2016, Latanoprost 0.005% Ophthalmic Solution ANDA was approved.
- 20 Other product approvals were received in Rest of the World markets of which 17 products (Ophthalmics, Liquids, ORS) were registered in Srilanka , Phillipines, Peru, Ethiopia, Zimbabwe, Hong Kong, Myanmar from Waluj site. One tablet formulation was registered in Botswana from Goa III and one ORS product was registered in Tanzania from Sinnar and Kit pack for Congo from Goa I.

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Regulatory Affairs

- **Establishment Inspection Report (EIR) has been received for manufacturing facility Roha as a approval, after USFDA inspection.**
- **One new CEP approval has been granted by European agency i.e., EDQM**
- **One new USDMF has been filed to USFDA**
- **One of the USDMF has been accepted w.r.t. ANDA of a customer**
- **Cumulatively total DMFs become 34 DMFs**





Financial Highlights

Standalone

Statement of Profit and Loss for Quarter ended March 31, 2016

Val Rs. Crs

Particulars	Quarter ended March 31, 2016	% to Sales	Quarter ended March 31, 2015	% to Sales	% Growth
Domestic	206.05	83%	184.53	85%	12%
Exports	32.85	13%	30.93	14%	11%
Other Operating Income	9.4	4%	1.03	0%	813%
Total Revenue	248.3	100%	216.49	100%	15%
EBITDA	57.33	23%	39.94	18%	44%
PBT	53.67	22%	45.03	21%	19%
PAT	38.25	15%	33.89	16%	13%



Standalone

Statement of Profit and Loss for Financial year ended March 31, 2016

Val Rs. Crs

Particulars	Financial year ended March 31, 2016	% to Sales	Financial year ended March 31, 2015	% to Sales	% Growth
Domestic	845.35	85%	760.46	87%	11%
Exports	130.97	13%	113.14	13%	16%
Other Operating Income	21.12	2%	4.04	0%	423%
Total Revenue	997.44	100%	877.64	100%	14%
EBITDA	222.16	22%	196.74	22%	13%
PBT	219.67	22%	200.85	23%	9%
PAT	156.81	16%	145.91	17%	7%



Standalone

Statement of Assets and Liabilities

Particulars		Standalone - Audited	
		As at 31.03.2016 Rupees in lacs	As at 31.03.2015 Rupees in lacs
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	(a) Share capital	1,786.19	1,786.19
	(b) Reserves and surplus	102,611.61	91,172.33
	Sub-total - Shareholders' funds	104,397.80	92,958.52
2	Non-current liabilities		
	(a) Long-term borrowings	78.63	89.79
	(b) Deferred tax liabilities (Net)	1,872.97	2,278.21
	(c) Long-term provisions	50	55.74
	Sub-total - Non-current liabilities	2,001.60	2,423.74
3	Current liabilities		
	(a) Short-term borrowings		
	(b) Trade payables	8,229.70	8,626.40
	(c) Other current liabilities	4,957.84	3,627.92
	(d) Short-term provisions	3,023.76	6,319.12
	Sub-total - Current liabilities	16,211.30	18,573.44
	TOTAL - EQUITY AND LIABILITIES	122,610.70	113,955.70

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Standalone

Statement of Assets and Liabilities

Particulars		Standalone - Audited	
		As at 31.03.2016 Rupees in lacs	As at 31.03.2015 Rupees in lacs
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	69,081.82	41,017.32
	(b) Non-current investments	3,534.42	22,311.58
	(c) Deferred tax assets (Net)		
	(d) Long-term loans and advances	781.39	737.84
	(e) Other non-current assets	12.73	71.64
	Sub-total - Non-current assets	73,410.36	64,138.38
2	Current assets		
	(a) Current investments	25,704.10	27,248.89
	(b) Inventories	13,023.81	12,152.67
	(c) Trade receivables	6,428.08	6,069.51
	(d) Cash and bank balances	1,350.32	1,166.38
	(e) Short-term loans and advances	2,503.19	1,963.08
	(f) Other current assets	190.84	1,216.79
	Sub-total - Current assets	49,200.34	49,817.32
	TOTAL - ASSETS	122,610.70	113,955.70



Consolidated

Statement of Profit and Loss for Financial year ended March 31, 2016

Val Rs. Crs

Particulars	Financial year ended March 31, 2016	% to Sales	Financial year ended March 31, 2015	% to Sales	% Growth
Domestic	845.35	84%	760.46	86%	11%
Exports	138.4	14%	124.22	14%	11%
Other Operating Income	22.59	2%	4.63	0%	423%
Total Revenue	1006.34	100%	889.31	100%	14%
EBITDA	223.6	22%	198.57	22%	13%
PBT	219.94	22%	203.65	23%	9%
PAT	156.62	16%	148.15	17%	7%



Consolidated

Statement of Assets and Liabilities

Particulars		Standalone - Audited	
		As at 31.03.2016 Rupees in lacs	As at 31.03.2015 Rupees in lacs
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	(a) Share capital	1,786.19	1,786.19
	(b) Reserves and surplus	103,205.71	91,851.52
	Sub-total - Shareholders' funds	104,991.90	93,637.71
2	Non-current liabilities		
	(a) Long-term borrowings	78.63	89.79
	(b) Deferred tax liabilities (Net)	1,872.97	2,287.64
	(c) Long-term provisions	50	55.74
	Sub-total - Non-current liabilities	2,001.60	2,433.17
3	Current liabilities		
	(a) Short-term borrowings	87.3	99.51
	(b) Trade payables	8,272.69	8,717.23
	(c) Other current liabilities	4,968.47	3,660.95
	(d) Short-term provisions	3,052.27	6,319.12
	Sub-total - Current liabilities	16,380.73	18,796.81
	TOTAL - EQUITY AND LIABILITIES	123,374.23	114,867.69

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Consolidated

Statement of Assets and Liabilities

		Standalone - Audited	
		As at 31.03.2016 Rupees in lacs	As at 31.03.2015 Rupees in lacs
Particulars			
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	69,513.52	42,184.55
	(b) Non-current investments	3,501.12	21,672.12
	(c) Deferred tax assets (Net)	21.74	27.63
	(d) Long-term loans and advances	781.39	699.02
	(e) Other non-current assets	12.73	71.64
	Sub-total - Non-current assets	73,830.50	64,654.96
2	Current assets		
	(a) Current investments	25,704.10	27,248.89
	(b) Inventories	13,100.18	12,321.80
	(c) Trade receivables	6,285.39	6,104.35
	(d) Cash and bank balances	1,829.37	1,494.58
	(e) Short-term loans and advances	2,437.80	1,840.11
	(f) Other current assets	186.89	1,203.00
	Sub-total - Current assets	49,543.73	50,212.73
	TOTAL - ASSETS	123,374.23	114,867.69



For updates and company information, please visit our website i.e. www.fdcindia.com

For specific queries, kindly contact

Mr. Sanjay Jain

Chief Financial Officer

sanjay.jain@fdcindia.com

022- 3071 9279

Ms. Varsharani Katre

Company Secretary

varsharani.katre@fdcindia.com

022- 3071 9205



Thank You!

