



FDC LIMITED

Investor Presentation

**Quarter ended September 30, 2016 &
Half Year ended September 30, 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 looking statements, on the basis of any subsequent developments, information and events.

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**
- **Currently ranked 25th in India as per AWACS-AIOCD**



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

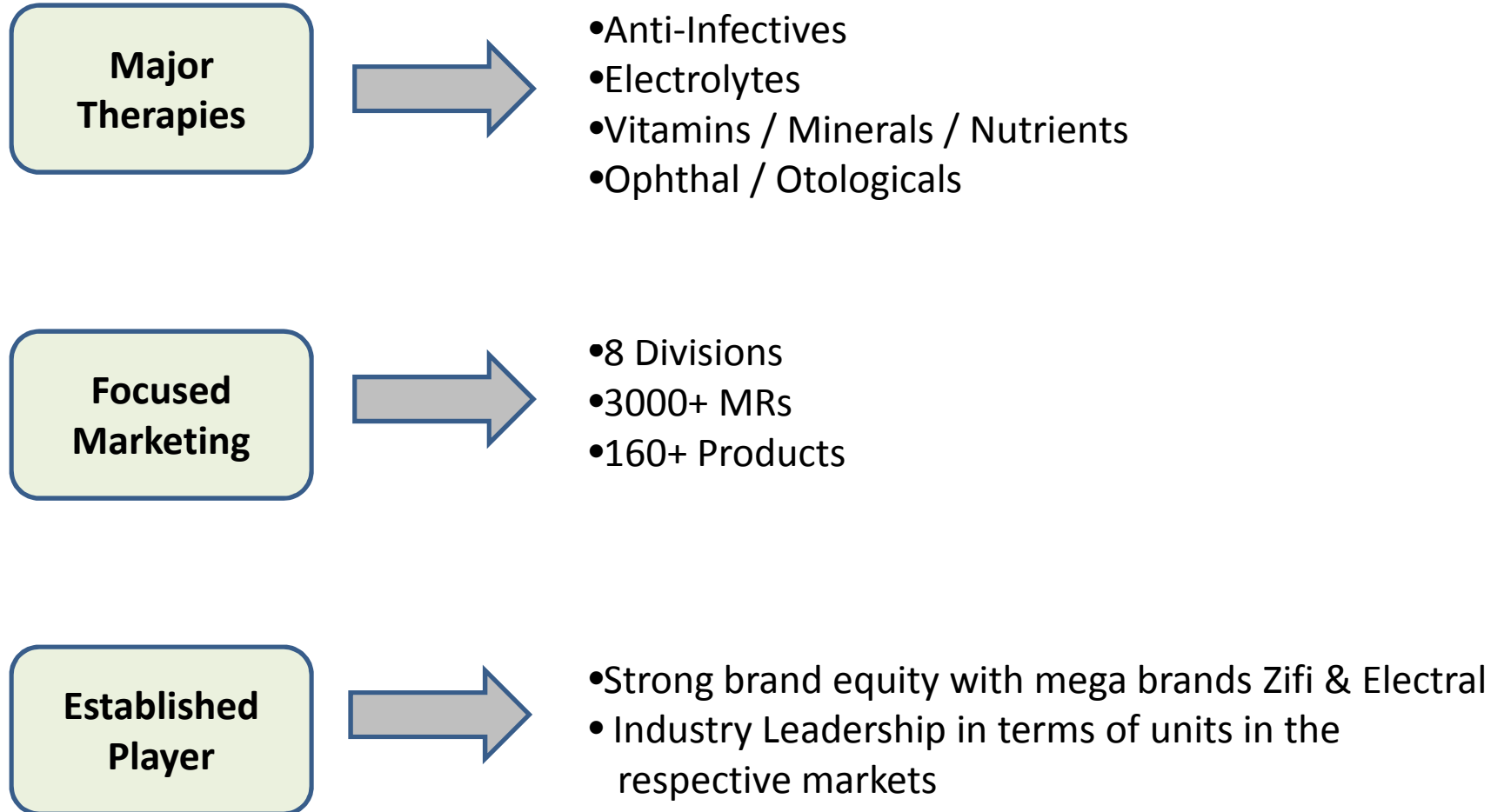


FDC – Strong Manufacturing Setup

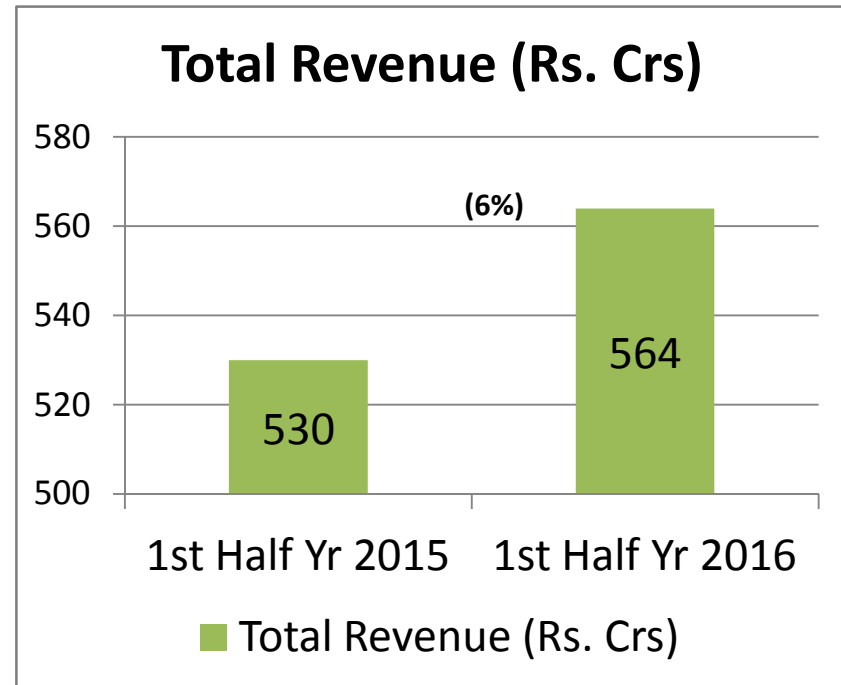
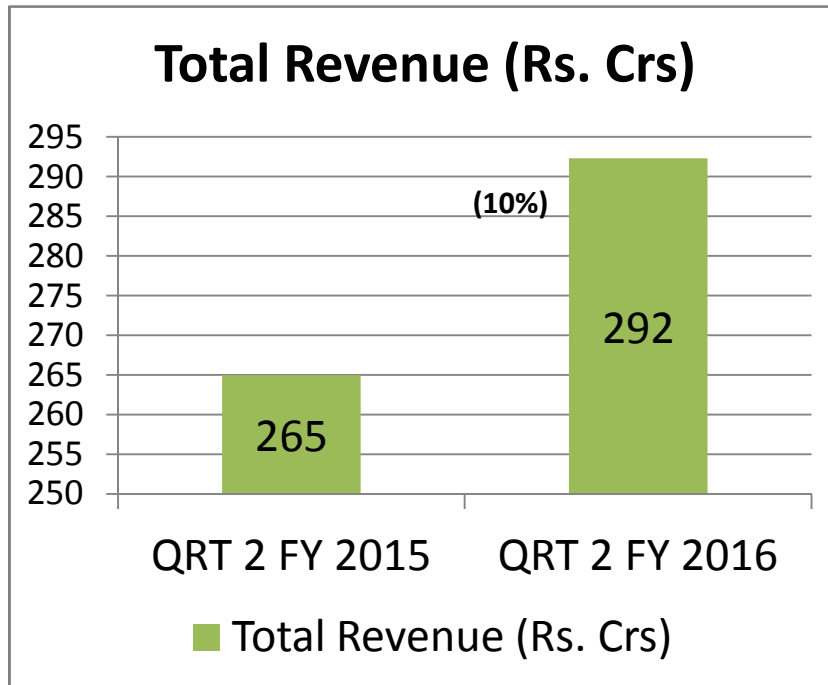
Locations	Type of Products	cGMP Approvals
Goa II	Oral Rehydration Salts (ORS)	WHO, Unicef
Goa III	Oral Solid dosage Tabs	WHO, UK MHRA
Sinnar	Oral Rehydration Salts (ORS)	WHO, Unicef, Tanzania, Ethiopia, Malawi
Baddi	Cephalosporins Oral Solids, Oral Powder, Oral Liquids	WHO



India Branded Generic Business



FDC Domestic Sales performance



FDC as a corporate is ranked at 25th position, recording a growth of 5.0% and attaining a market share of 0.94% whereas IPM recorded a growth of 9.8% as per secondary sales.

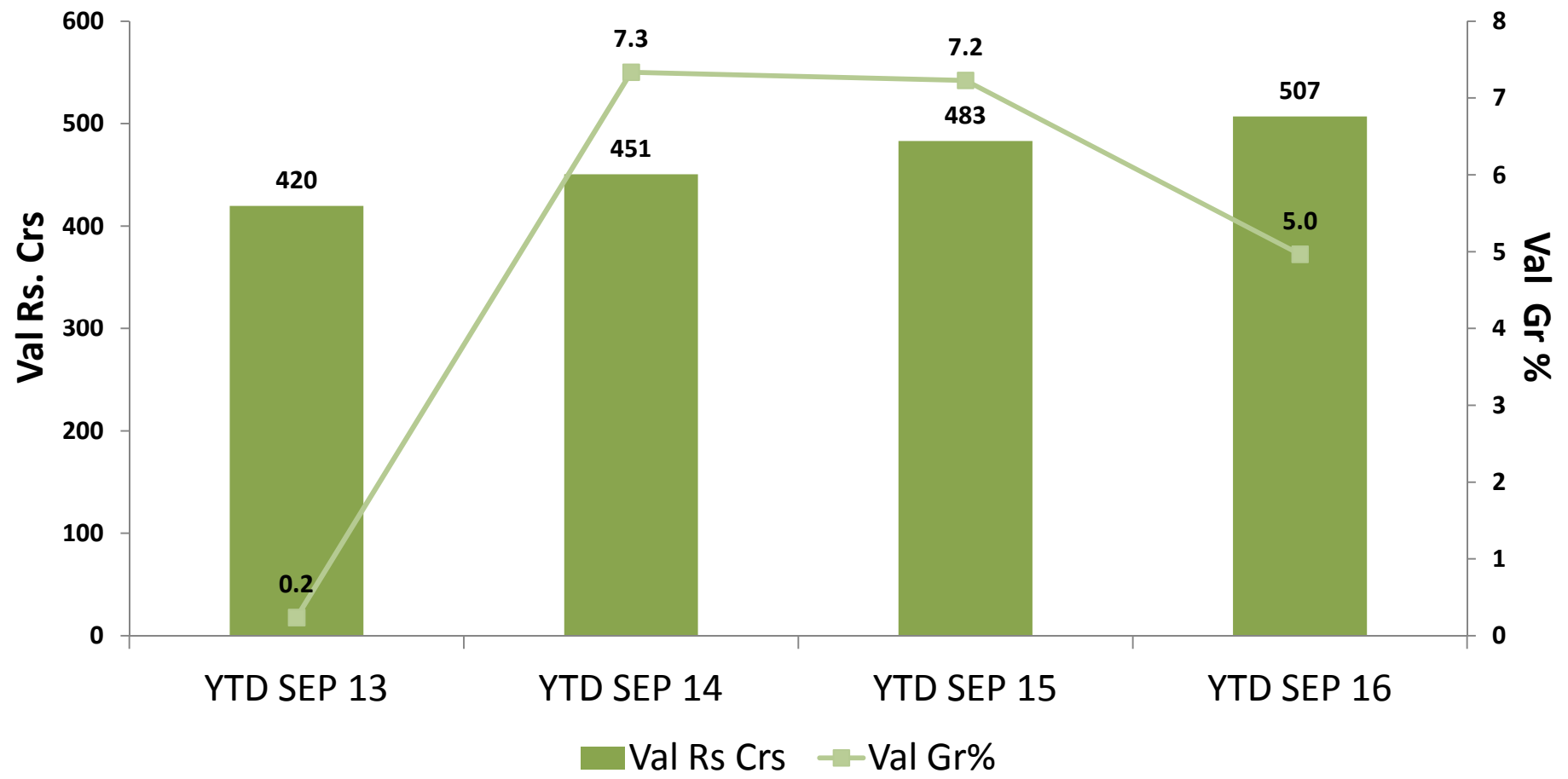
(Source: AIOCD Pharmatrac AWACS Private LTD-Year to Date (YTD) Turnover- September 2016).

Primary internal sales of FDC recorded a growth of 6.4 % with in the financial year Apr to September' 16

Source : Internal Sales Company
Val in () indicate Val Grt%



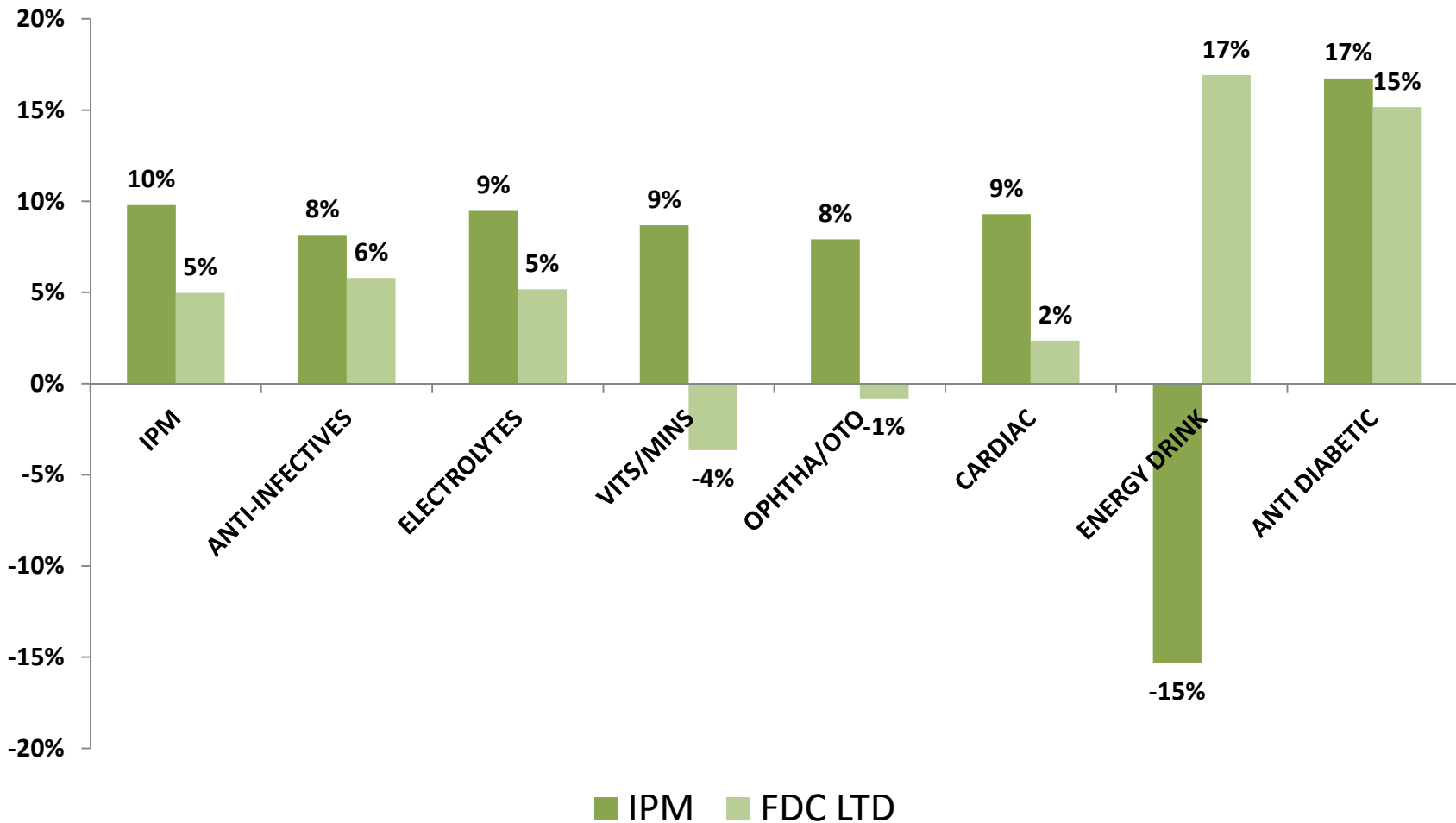
FDC yearly performance....Secondary Sales..



Source : AWACS-AIOCD



FDC is growing at half the pace of IPM.



Source : AWACS-AIOCD (YTD Sept' 16)
% is Val Grth%



Maintains Rank in most of Top Therapy

	YTD SEP 14	YTD SEP 15	YTD SEP 16
FDC	25	25	25
ANTI INFECTIVE	11	11	11
ELECTROLYTE	1	1	1
VITS/MINS/NUTRIS	34	34	36
OPHTHAL/OTOLOGICALS	6	6	6
CARDIAC	33	34	35
ENERGY DRINK	1	1	1
ANTI DIABETICS	41	41	41

Source : AWACS-AIOCD





Financial Highlights

Standalone

Statement of Profit and Loss for Quarter ended September 30, 2016

Rs. in Crs

Particulars	Quarter ended September 30, 2016	% to Sales	Quarter ended September 30, 2015	% to Sales	% Growth
Domestic Sales	250.93	86%	229.05	87%	10%
Exports Sales	30.34	10%	32.99	12%	-8%
Other Operating Income	11.04	4%	2.91	2%	279%
Total Revenue	292.31	100%	264.95	100%	10%
EBITDA	83.31	29%	60.41	23%	38%
PBT	89.94	31%	65.81	25%	37%
PAT	66.99	23%	48.08	18%	39%



Standalone

Statement of Profit and Loss for half year ended September 30, 2016

Rs. in Crs

Particulars	Half year ended September 30, 2016	% to Sales	Half year ended September 30, 2015	% to Sales	% Growth
Domestic Sales	481.26	85%	454.17	86%	6%
Exports Sales	61.32	11%	69.83	13%	-12%
Other Operating Income	21.35	4%	5.97	1%	258%
Total Revenue	563.93	100%	529.97	100%	6%
EBITDA	151.41	27%	123.13	23%	23%
PBT	156.28	28%	131.98	25%	18%
PAT	115.96	21%	95.36	18%	22%



Standalone

Statement of Assets and Liabilities

Rs. in Lacs

SR NO	PARTICULARS	30th Sept 2016 (Unaudited)
A	ASSETS	
1	Non-Current Assets	
	(a) Property, Plant and equipment	66,355.13
	(b) Capital Work In Progress	1,609.80
	(c) Other Intangible assets	558.07
	(d) Intangible Assets under Development	23.69
	(e) Financial Assets	
	(i) Investments	4,066.42
	(ii) Loans	7.97
	(iii) Other Financial assets	452.03
	(f) Other Non-Current assets	1,079.91
	Total Non-Current Assets	74,153.02
2	Current Assets	
	(a) Inventories	13,049.18
	(b) Financial Assets	
	(i) Investments	41,285.83
	(ii) Trade Receivables	8,917.68
	(iii) Cash & cash equivalents	1,462.89
	(iv) Bank Balances other than (iii) above	25.82
	(v) Loans	222.79
	(vi) Other Financial assets	95.69
	(c) Other Current Assets	2,265.22
	Total Current Assets	67,325.10
	Total Assets	141,478.12

Contd....



Standalone

Statement of Assets and Liabilities

Rs. in Lacs

SR NO	PARTICULARS	30th Sept 2016 (Unaudited)
B	EQUITY & LIABILITIES	
	EQUITY	
	(a) Equity Share capital	1,786.19
	(b) Other Equity	117,340.49
	Total Equity	119,126.68
	Liabilities	
1	Non-Current Liabilities	
	(a) Financial Liabilities	
	(i) Borrowings	69.48
	(b) Deferred tax Liabilities (Net)	1,562.70
	(c) Provisions	50.00
	Total Non-Current Liabilities	1,682.18
2	Current Liabilities	
	(a) Financial Liabilities	
	(i) Trade Payables	9,703.72
	(ii) Other Financial Liabilities	4,359.81
	(b) Other Current liabilities	2,167.27
	(c) Provisions	2,128.69
	(d) Current Tax Liabilities (Net)	2,309.77
	Total Current liabilities	20,669.26
	Total Equity and Liabilities	141,478.12



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

For specific queries, kindly contact

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Thank You!

