



**Date: February 01, 2021.**

To,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 400 001.

**Dear Sir,**

**Ref : Script Id "BAJAJHCARE", Script Code "539872".**  
**Sub : Earning Updates for the Quarter and nine months ended 31<sup>st</sup> December, 2020.**

In terms of regulation 30 of SEBI (LODR) Regulations, 2015, please find attached herewith Earning Updates for the Quarter and nine months ended 31st December, 2020.

Kindly take the same on record.

Thanking you,

**For and on behalf of Board of Directors of  
Bajaj Healthcare Limited**

A handwritten signature in black ink, appearing to read 'Aakash Kesari'.

**Aakash Kesari  
Company Secretary**

**BAJAJ HEALTHCARE LIMITED**

**Registered Office : 602-606, Bhoomi Velocity Infotech Park, Plot No. B-39, B-39/A, B-39 A/1, Road No. 23, Wagle Ind. Estate, Thane(West), Thane-400 604.**

**• Tel. : + 91 22 6617 7400 - 499 • Fax : + 91 22 66177458 • Website : www.bajajhealth.com**

**CIN No.: L99999MH1993PLC072892**



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Registered Office: 602-606, Bhoomi Velocity Infotech Park, Plot No. B-39, B-39A, B-39 A/1,  
Rd No.23, Wagle Ind. Estate Thane West, Mumbai – 400604.

## Q3 & 9M FY21 – Earning Updates

Revenue from Operations reported at **Rs.1783.34 mn in Q3** and **Rs.5248.02 mn for 9MFY21**

EBITDA stands at **Rs.458.16 mn in Q3** and **Rs.1064.67 mn for 9MFY21**

PAT at **Rs.264.23 mn in Q3** and **Rs.618.31 mn for 9M FY21**

**Thane, 29th January 2021: Bajaj Healthcare Limited (BHL)** had announced that the Company in its board meeting held on 29<sup>th</sup> January 2021 has inter-alia considered and approved the Unaudited Financial Results of the Company for the Third Quarter and 9M Ended on 31<sup>st</sup> December 2020 as one of it's agenda.

### A. Financial Statement Highlights for Q3 FY 21 v/s Q3 FY 20

Particulars (INR MN)	Q3 FY 21	Q3 FY 20
Revenue from Operations	1,783.34	992.72
Other Income	17.64	1.23
<b>Total Revenue</b>	<b>1,800.98</b>	<b>993.95</b>
Total Expenses	1,401.61	904.11
<b>EBITDA</b>	<b>458.16</b>	<b>134.91</b>
<b>EBITDA Margin (%)</b>	<b>25.44%</b>	<b>13.57%</b>
Depreciation	39.55	28.52
Finance Cost	19.24	16.55
<b>PBT with Exceptional Item</b>	<b>399.37</b>	<b>89.85</b>
<b>Exceptional Items</b>	-	-
<b>PBT</b>	<b>399.37</b>	<b>89.85</b>
Current Tax	140.00	29.00
Earlier Years	-	0.03
Deferred Tax	-4.86	-1.14
<b>Tax</b>	<b>135.14</b>	<b>27.89</b>
<b>PAT</b>	<b>264.23</b>	<b>61.96</b>
Other comprehensive profit / loss	-	-
<b>Net PAT</b>	<b>264.23</b>	<b>61.96</b>
<b>PAT Margin %</b>	<b>14.67%</b>	<b>6.23%</b>
<b>Diluted EPS</b>	<b>19.15</b>	<b>4.49</b>

### **Financial Performance Comparison – Q3 FY21 v/s Q3 FY20**

- Revenue from operations **increased by 79.64% from Rs.992.7mn in Q3 FY20 to Rs.1783.34mn** in Q3FY21 mainly driven by strong performances of our products across the board.
- The EBITDA **increased by 3.4x from Rs.134.91mn in Q3 FY20 to Rs.458.16 mn in Q3 FY21** led by surge in sales of value added and high margin products.
- Finance cost increased merely by 16.26% from Rs.16.55 mn in Q3 FY20 to Rs.19.24 mn in Q3 FY21 despite of sales growing by 80%
- Net profit stood at **Rs.264.23mn in Q3 FY21, compared to 61.96mn in Q3FY20**
- **PAT margins increased to 14.67 % in Q3 FY21 from 6.23% in Q3FY20**

### **Financial Statement Highlights for 9M FY21 v/s 9MFY20**

<b>Particulars (INR MN)</b>	<b>9M FY 21</b>	<b>9M FY 20</b>
Revenue from Operations	5,248.02	2,915.12
Other Income	47.60	3.18
<b>Total Revenue</b>	<b>5,295.63</b>	<b>2,918.30</b>
Total Expenses	4,409.35	2,736.94
<b>EBITDA</b>	<b>1,064.67</b>	<b>319.38</b>
<b>EBITDA Margin (%)</b>	<b>20.10%</b>	<b>10.94%</b>
Depreciation	116.95	87.45
Finance Cost	61.44	50.56
<b>PBT with Exceptional Item</b>	<b>886.28</b>	<b>181.37</b>
<b>Exceptional Items</b>	-	-
<b>PBT</b>	<b>886.28</b>	<b>181.37</b>
Current Tax	280.00	54.00
Earlier Years	-	2.08
Deferred Tax	-12.03	-1.44
<b>Tax</b>	<b>267.97</b>	<b>54.64</b>
<b>PAT</b>	<b>618.31</b>	<b>126.73</b>
Other comprehensive profit / loss	-	-
<b>Net PAT</b>	<b>618.31</b>	<b>126.73</b>
<b>PAT Margin %</b>	<b>11.68%</b>	<b>4.34%</b>
<b>Diluted EPS</b>	<b>44.81</b>	<b>9.18</b>

## **Financial Comparison Summary of 9M FY21 v/s 9M FY20**

- Income from operation recorded a **growth by 80.03% from Rs 2,915.12 mn in 9M FY20 to Rs.5,248.02 mn in 9MFY21** mainly driven by strong performances of the key product lines.
- The EBITDA **increased by 3.3x from Rs.319.38 mn in 9M FY20 to Rs.1,064.67 mn in 9MFY21** and **EBIDTA margins expanded by almost 1.8x from 10.94 % in 9M FY20 to 20.10% in 9MFY21** led by surge in sales of value added and high margin products.
- Net profit stood at **Rs.618.31 mn in 9MFY21, compared to Rs.126.73 mn in 9M FY 20 recorded an absolute growth of 4.9x**

## **Recent notable Developments**

### **A. Product Developments**

BHL has successfully **executed pilot scale batch for two new API's i.e. Methyldopa & Acyclovir in therapeutical segment;**

- a) **Methyldopa** is a prodrug and is metabolized in the central nervous system, works by relaxing blood vessels so blood can flow more easily. It is used to treat Lowering high blood pressure, helps prevent strokes, heart attacks, kidney problems. Dizziness, lightheadedness, drowsiness, headache, stuffy nose, and weakness are some common effects that may occur.
- b) **Acyclovir** is a synthetic analog of the purine nucleoside, guanosine, with potent antiviral activity against herpes simplex virus's type 1 and 2, varicella-zoster virus and other viruses of the herpesvirus family. It is used to treat infections caused by certain types of viruses. Nausea, diarrhoea, headache, or vomiting are some common side effects that may occur.

### **B. Commercial Updates**

#### **Update on Production Linked Incentive (PLI) Scheme**

Production linked incentive (PLI) scheme intends to boost domestic manufacturing of identified Key Starting Materials (KSMs)/Drug Intermediates (Dis) and Active Pharmaceutical Ingredients (APIs) in India. BHL has submitted application under the PLI scheme for manufacturing of some key APIs / Intermediates with the GOI. Applications for the schemes closed on 30th November 2020, and awaiting approvals from respective authority.

The **production-linked incentive (PLI) schemes received 215 applications from 83 bulk drug makers and 28 applications from 23 medical device manufacturers, the department of pharmaceuticals said.** A maximum of 136 applications for bulk drugs and 28 applications for medical devices will be approved. IFCI Ltd is the project management agency (PMA) for both schemes.

(Source: <https://www.livemint.com/companies/news/pharma-pli-scheme-sees-good-response-11606876397121.html>)

#### **Updates on manufacturing facilities acquired from Saraswat Co-operative Bank Limited:**

BHL had acquired manufacturing facilities from Saraswat Co-operative Bank Limited under the SARFAESI Act., for a purchase consideration of Rs. 610 million.

**BHL would be manufacturing API's like Mefenamic Acid, Arthemether Lumefranrine, Aceclofenac, Albendazole and Nimesulide at the above facilities. These API's are primarily used in pain management, anti-malaria and tapeworm infection.**

BHL in its endeavor to move up the value chain, is revamping its existing 3 API manufacturing facilities of Nutraplus India Limited. The revamp, which is underway and expected to be completed by February 2021. **BHL expect the commencement of production to start from April 2021.** These facilities would considerably enhance BHL's capacity to address the international market and meet demand surges from the domestic market.

#### **Update about factory premises situated at Plot No. N-178, MIDC, Tarapur:**

Maharashtra Pollution Control Board ("MPCB") has issued a notice dated January 14, 2021 directing the closure of operations at the above Unit situated at Plot No. N-178, MIDC, Tarapur, Boisar 401 506 for alleged violation of the provisions of Water (Prevention and Control of Pollution) Act, 1974, Air (Prevention and Control Pollution), Act, 1981 and the Rules made thereunder.

BHL's above said unit admeasured to 1000 sq. mtrs, with an installed capacity of 20 MTPA. Production at **this unit is restricted to small volume of intermediates, which do not contribute significantly to the sales.** BHL has undertaken necessary measures to ensure business continuity of the products being manufactured at this facility. The manufacturing of these products is being transferred to other units and all necessary steps have been taken to avoid any short comings and overcome any consequences.

**BHL's major priority and focus would be to get the unit back in operation and expect the unit to be in operation within 15 days.** Accordingly, BHL has taken necessary steps to provide an appropriate response to the said notice. BHL stands by its commitment to long term sustainability and ethical way of doing business.

#### **Updates on Generic business:**

BHL has planned to enter into Generic Market and also has identified several products to launch in a phased manner. **This segment will cover all major therapeutic segments like Chronic, Acute and Dermatological range of products. BHL expects that revenue from generic division to commence from the first quarter of FY 2021-22.**

### **C. Management Comments**

#### **Commenting on the performance of Q3 FY21, Mr. Sajankumar Bajaj (Chairman)**

*"We have had another strong quarter which demonstrated our stability and persistence for the first nine months of FY21 while recording strong profits in the business. Also, we are pleased to add Methyl dopa and Acyclovir to our growing product portfolio and **continue to deliver on Bajaj's commitment to deliver 2 to 3 reverse engineering/off patented APIs in therapeutical segment every year**".*

*Around 1.7x of Y-o-Y growth (9 months) in the API segment was mainly on account of strong performance & growth from our leading APIs. Formulation segment revenues grew by around 3x on a Y-o-Y (9 months) basis on the account of business from our existing clients and addition of few new clients”*

### **Guidance for FY21**

- BHL expects to **deliver similar uptick in revenues for Q4 FY21** on account of accelerated growth in sales volume mainly driven by upsurge in demand for few of our key products in the API segment. **Addition of new capacities and product’s** will further add fuel to the growth of the company.
- BHL has **reported healthy upside in EBITDA margins for nine months ending December FY20** and further expects margin accretion in line with their expectations and guidance given by the management, this will be **mainly attributed to further backward integration, volume growth and better realisation from BHL’s key products.**

### **About Bajaj Healthcare Limited**

Bajaj Healthcare Limited a **leading manufacturer of APIs, Intermediates and Formulations established in the year 1993.** It specializes in manufacturing of of Amino Acids, Intermediates, API, formulations & Nutraceuticals. The company has **state-of-art manufacturing facilities, of which 6 units are dedicated to APIs, 2 units to Intermediates and 1 unit for formulations.** These facilities are designed to meet the requirements of both advanced as well as emerging market opportunities. BHL has a **strong presence globally in countries like Europe, USA, Australia, Africa, Middle East and South America.**

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For further information on the Company, please visit [www.bajajhealth.com](http://www.bajajhealth.com)

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