



Date: 18th May, 2022.

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001 Script Code : 539872	National Stock Exchange of India Limited 5 th Floor, Exchange Plaza, Bandra Kurla Complex Bandra (East) Mumbai-400051 Script Code : BAJAJHCARE
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Dear Sir/Madam,

Sub : Earning Updates for the Quarter and Year Ended 31st March, 2022.

In terms of regulation 30 of SEBI (LODR) Regulations, 2015, please find attached herewith Earning Updates for the Quarter and year ended 31st March, 2022.

Kindly take the same on record.

Thanking you,

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


Aakash Keshari
Company Secretary



BAJAJ HEALTHCARE LIMITED

Registered Office : Corp. Off.: 602-606, Bhoomi Velocity Infotech Park, Plot No: B-39, B-39A/1, Road No. 23, Above ICICI Bank, Wagle Ind. Estate, Thane(W)-400604.

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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.

Q4 & FY22 – Earning Updates

Revenue from Operations reported at **Rs. 1757.14 MN in Q4** and **Rs. 6798.90 MN for FY22**

EBITDA stands at **Rs. 252.07 in Q4** and **Rs. 1185.02 MN for FY22**

PAT at **Rs. 174.72 Mn in Q4** and **Rs. 713.86 MN for FY22**

Thane, 18th May 2022: Bajaj Healthcare Limited (BHL) one of the India's leading manufacturers of APIs, Intermediates and Formulations, in its board meeting held on 17th May 2022 has inter-alia considered and approved the audited Financial Results of the Company for the Fourth Quarter & financial year ended on 31st March 2022 as one of its agenda.

Financial Statement Highlights for Q4 FY22 v/s Q4 FY21

Particulars (INR MN)	Q4 FY22	Q4 FY 21
Revenue from Operations	1757.14	1321.82
Other Income	4.48	21.52
Total Revenue	1761.62	1343.34
Total Expenses	1592.33	1041.42
EBITDA	252.07	346.21
EBITDA Margin (%)	14.35%	26.19%
Depreciation	42.40	44.29
Finance Cost	44.86	21.52
PBT before Exceptional Item	169.29	301.92
Exceptional Items	0.00	0.00
PBT	169.29	301.92
Current Tax	38.50	69.74
Earlier Years	(36.08)	2.37
Deferred Tax	(7.85)	17.03
Tax	(5.43)	89.14
PAT	174.72	212.78
Other comprehensive profit / loss	0.69	(2.16)
Net PAT	175.41	210.62
PAT Margin %	9.92%	15.84%
Diluted EPS	6.33	7.71

Financial Performance Comparison – Q4 FY22 v/s Q4 FY21

- Revenue from Operations has **grew by 33% from Rs. 1321.82 Mn in Q4 FY21 to Rs. 1757.14 Mn in Q4 FY22** mainly driven by increase in sale of APIs & formulation business.
- EBITDA has **degrown by 27.19% from Rs. 346.21 Mn in Q4 FY 21 to Rs. 252.07 Mn in Q4 FY22**, there was a degrowth in EBITDA Margins from **26.19% in Q4 FY21 to 14.35% in Q4 FY22** due to increase in raw material input costs. The EBITDA was impacted adversely by 110 basis points on account for Forex Losses incurred during the quarter.
- Net profit has decline by 18% from **Rs. 212.78 Mn in Q4 FY21 to Rs. 174.72 Mn in Q4 FY22**, the Net Profit Margins **was at 9.92% in Q4 FY22** from 15.84% in Q4 FY21 to increase in operating costs.
- The loss on Foreign Exchange fluctuation was Rs 19.39 Mn in Q4 FY 22.

Financial Statement Highlights for FY22 v/s FY21

Particulars (INR MN)	FY 22	FY 21
Revenue from Operations	6798.90	6569.84
Other Income	14.44	69.13
Total Revenue	6813.34	6638.96
Total Expenses	5916.49	5450.77
EBITDA	1185.02	1363.27
EBITDA Margin (%)	17.43%	20.75%
Depreciation	176.37	161.24
Finance Cost	126.24	82.96
PBT before Exceptional Item	896.85	1188.20
Exceptional Items	0.00	0.00
PBT	896.85	1188.20
Current Tax	225.00	349.74
Earlier Years	-35.87	2.37
Deferred Tax	-6.14	4.99
Tax	182.99	357.11
PAT	713.86	831.09
Other comprehensive profit / loss	0.69	-2.16
Net PAT	714.55	828.93
PAT Margin %	10.48%	12.52%
Diluted EPS	25.87	30.11

Financial Performance Comparison – FY22 v/s FY21

- Income from Operation has grown by 3.5% from Rs. 6569.84 MN in FY21 to Rs. 6798.90 MN in FY22.
- The EBITDA **has degrown by 13.08%** from Rs. 1363.27 Mn in FY21 to Rs. 1185.02 Mn in FY22 and there is a **degrowth in the EBITDA margins from 20.75 % in FY21 to 17.43 % in FY22.**
- Net profit stood at Rs. 713.86 Mn in FY22, compared to Rs. 831.09 Mn in FY21 **recoded a decline by 14%**
- Total Fixed Asset grew by 30% from Rs. 2,081.28 Mn in FY21 to Rs. 2,697.40 Mn in FY22.
- Current Asset stood at Rs. 3,983.10 Mn in FY22, compared to Rs. 2,583.33 Mn in FY21
- Long term borrowing stood at Rs. 663.1 Mn in FY22, compared to Rs. 797.13 MN in FY21 and Short-term borrowing at Rs. 1904.26 Mn in FY22, compared to Rs. 1011.72 MN in FY21.
- Finance Cost increased by 52 % from Rs. 82.96 MN in FY21 to Rs. 126.24 MN in FY22 on account of increase in the borrowings.
- BHL has announced dividend @30% for FY 22, which stands at Rs 1.50 per share on the Face Value of Rs. 5/- per shares.

Business Updates: -

Magnesium L-Threonate in Nutraceutical Segment

In the fourth quarter of FY 2022, BHL launched a Nutraceutical named Magnesium L-Threonate. It is used to prevent the loss of synapses and to improve the cognitive functions of the brain. Also, it is used to control, prevent and normalize the symptoms associated with Alzheimer's disease, Attention disorder, Bipolar disorder, Parkinson's disease etc.

Management Comments

Commenting on the Q4 FY 22 results annual performance of FY22, Mr. Sajankumar Bajaj (Chairman) said:

*"BAJAJ HEALTHCARE LIMITED has reported an incremental & positive performance in Q4 FY 22. **Our API segment has remained constant on a YoY basis & the formulation business segment has grown by 40% on YoY basis.** Owing to the prominent threat of the Omnicron variant of Covid-19 looming in the first half of Q4, our products like Ascorbic Acid (vitamin C) & CH Base experienced an incremental surge in demand vis-à-vis the third quarter of FY 22.*

*We firmly believe in our refined business strategy of "**Growth Beyond the Pandemic**" in the upcoming years, for the year ended 31st March 2022, Covid related products have contributed 8% (CH Base & CHG Soln) to the revenues. Following our business strategy, we are building a strong product line as well as adding newer segments in addition to our existing adding product line. In line with the goal of diversifying and increasing our business, we commenced the*

production of **Magnesium L-Threonate**, which is a nutritional supplement used in treatment of Alzheimer's disease, Attention disorder, Bipolar disorder, Parkinson's disease.

We are in process of commencing operations at our third unit acquired under the SARFESI Act, 2002, located at Tarapur, towards manufacturing of the APIs . **Additionally, we would like to report that the Unit at Plot No N-92 & T-30, MIDC, Tarapur, Maharashtra which commenced operations in the month of September, 2021 and January, 2022 respectively, in FY 21-22, is now fully operational & stabilized; and has achieved a turnover of Rs. 96.52Mn during FY 21-22.**

The unit at Panoli, Bharuch which was under a fire incident has now commenced production activity from May 11, 2022. **The said unit now has upgraded capacity of almost 2X of its previous installed capacity**, not only in terms of the API but also its required intermediate as well. Equipped with the latest technology & increased efficiencies, the company will now also produce the Intermediate required for the product at the Panoli plant itself, which was previously being sourced from a separate unit under BHL's management. Its capacities will be utilized for production of Citicoline Sodium, having higher realizations. It helps in memory loss due to aging, improves vision in people with glaucoma, and also helps with recovery in stroke patients.

We have improved continuity in the orders for supply of formulations to hospitals registered under Employee State Insurance Corporation (ESIC) on a PAN India basis. Thus, With the mobilization of additional production capabilities from the units acquired under SARFESI Act, 2002 & orders from the ESIC hospitals.

We faced supply issues in Q3 & Q4 of FY 22 due to production/supply chain abruptions in China mainly on account of the Winter Olympics & subsequently due to onset of another wave of Covid-19. With the return of covid related lockdowns in China in the last quarter of FY22, we acted proactively and accordingly decided to maintain increased levels of inventory to ensure efficient uninterrupted operations and supply of materials to the plants. As per our roadmap, the three plants acquired under the SARFAESI Act, 2002 were supposed to be operational in the last year. Out of these 2 plants located at Tarapur commenced their operations in month of September 21 & January 2022. A delay in receipt of relevant statutory approvals to commence production at these acquired plants, also contributed to accumulation of inventories. The third plant also located at Tarapur, is expected to commence production by end of July 22. Thus, we have taken a conscious decision to maintain higher inventory holdings for the year ending 31st March 2022, which will normalize in FY 23, with restoration of normalcy in overseas markets & commencement of the third plant.

In FY 23, We expect the restoration of original conditions with the easing of supply from China & full-scale commencement of the acquired assets. This will lead to normalizing of longer working capital cycle through efficiency in cash management for FY23.

Backed by a strong In-house product registration team and normalization of conditions in the export registration departments, we plan to increase our exports in the present year. **We reported an export turnover of 299.53 MN for Q4 FY 22 and INR 1684.99 MN for FY 22 annually.**

We plan to add 3 to 4 additional APIs through reverse engineering; to our current repertoire, which will be further supported by our strong in-house R&D team. We are confident that we can achieve a healthy growth in our ROCEs by efficiently managing and growing business with prudent mix of debt and equity. We firmly believe we are well aligned in our execution capabilities with the business plans so as to ensure that we outperform our estimates in terms of revenue and margins."

Guidance for FY23

- The management has provided guidance to post growth of 18%- 20% for FY23, mainly driven by growth in the formulation business, addition of new capacities through acquired assets, and with the introduction of reverse engineering APIs launched in the last financial year.
- The management plans to increase its exports to INR 2000 MN for FY 23.
- The management believes that the EBITDA margins would grow by 150 basis points in FY 23 from the existing 17.43 % in FY 22.
- The dividend payout is expected to show a further positive growth rate, in line with healthy cash flows which company expects to generate in future.

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 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 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, Middle East and South America**.

For further information on the Company, please visit www.bajajhealth.com

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