



JUST THE RIGHT CHEMISTRY

Result Update Presentation

May 2015



Safe Harbor

HIKAL

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Hikal Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the paper industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Company Overview

HIKAL

Leading Sustainable Technology driven company serving the Crop Protection & Pharmaceutical Industries

- ✓ Amongst the few Global Company to offer customized, cost effective and sustainable solutions from *R&D to Commercial Manufacturing*
- ✓ One of very few global and only Indian Company to provide APIs for both *Pharmaceuticals and Agrochemicals - Hybrid Model*
- ✓ Preferred Supplier to Large Global Customers across the *Regulated Markets*
- ✓ *First Responsible Care* custom manufacturing Life Science Company in India
- ✓ First Indian Company to be *Certified by Rx - 360*, a global pharmaceutical supply chain consortium for upholding world class quality standards



Responsible Care®
The Foundation of Sustainability



Hybrid Business Model

HIKAL

Leverage Strong Relationships across segments to create Business Opportunities



Pharmaceuticals

- ▶ Contract & Custom Manufacturing
- ▶ Generics
- ▶ Human Health & Animal Health
- ▶ Strong Relationships with Innovators, Mid size Pharma, Biotech & Generic Companies



Crop Protection

- ▶ Custom Synthesis and Contract Manufacturing of Agrochemicals, Intermediates and Specialty Chemicals
- ▶ Preferred Supplier to Top Crop Protection Companies



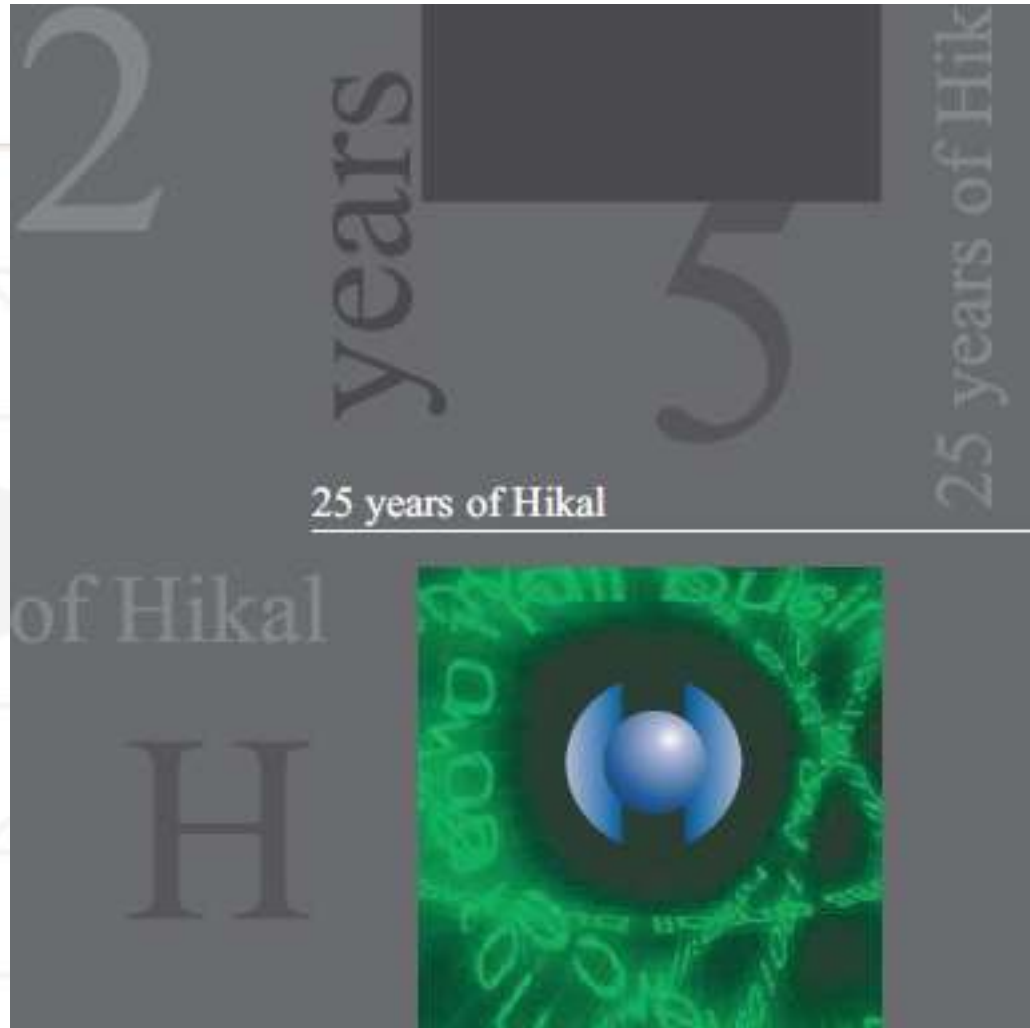
Research & Development

- ▶ Offers Right Combination of Capabilities, Quality combined with significant Cost Arbitrage
- ▶ Full development & Scale up Service to Innovator Companies , Generic & Biotech Companies



Celebrating 25 Years

HIKAL





Key Highlights

HIKAL

▶ Credit Rating Improved

- Long Term Credit Rating upgraded from BBB- to BBB
- Short Term Credit Rating has moved up from A3 to A2

▶ Board of Director has declared 25% as interim dividend and recommended final dividend of 25% subject to shareholders approval

- Total dividend for the year will be 50% as compared 45% in the previous year

▶ Successful completion of EDQM (European Directorate for Quality & Medicines) Audit at Bangalore Site

▶ Key highlights for financial year ended 31st March 2015

- **Net sales up by 5% to Rs. 8,719 million** as compared to Rs. 8,292 million in the corresponding period of the previous year
- **EBITDA down by 3% to Rs. 1,825 million** as compared to Rs. 1,873 million in the corresponding period of the previous year.
- **Adjusted Net Profit was at Rs. 405 million** as compared to Rs. 415 million adjusted for an exceptional income of Rs. 226 million (net of taxes) from the sale of shares pertaining to the ESOP trust.



Responsible Care®
The Foundation of Sustainability



Financial Performance

HIKAL

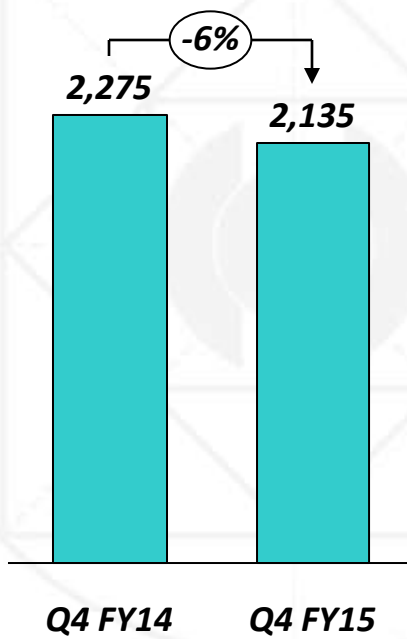




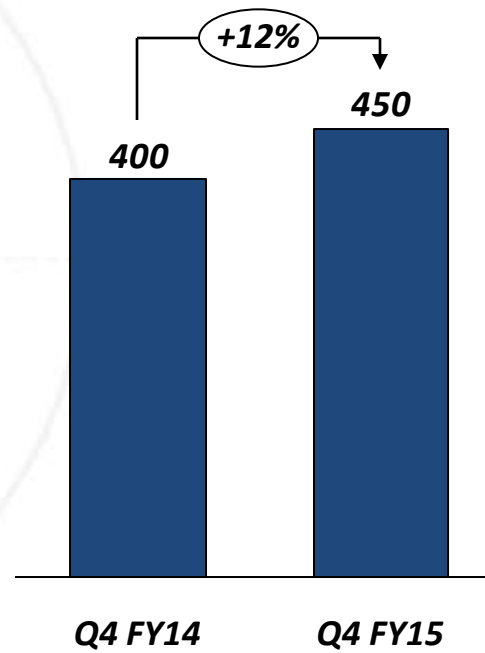
Quarterly Performance

HIKAL

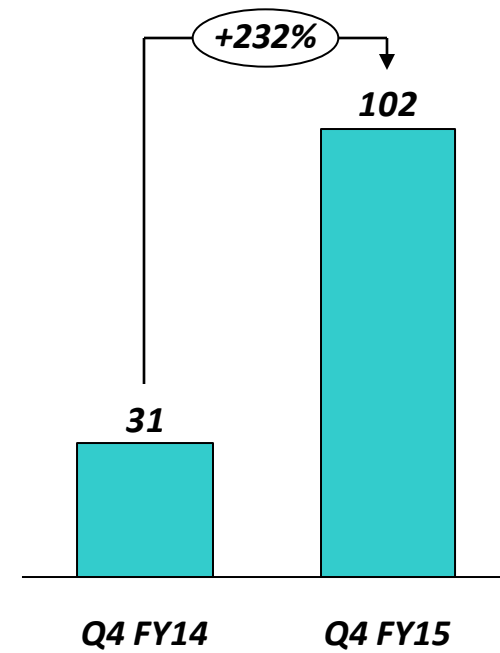
Revenue



EBITDA



PAT



Rs. mn

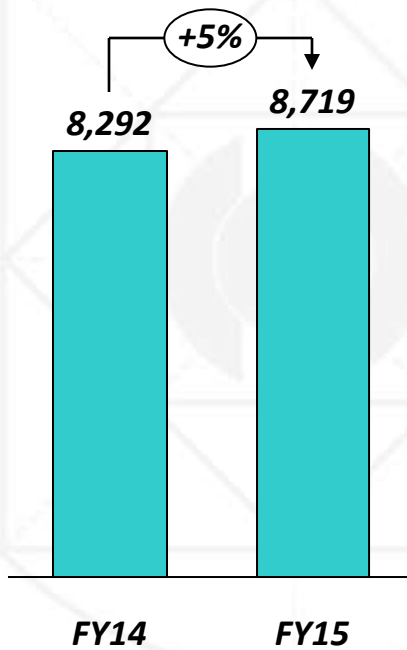




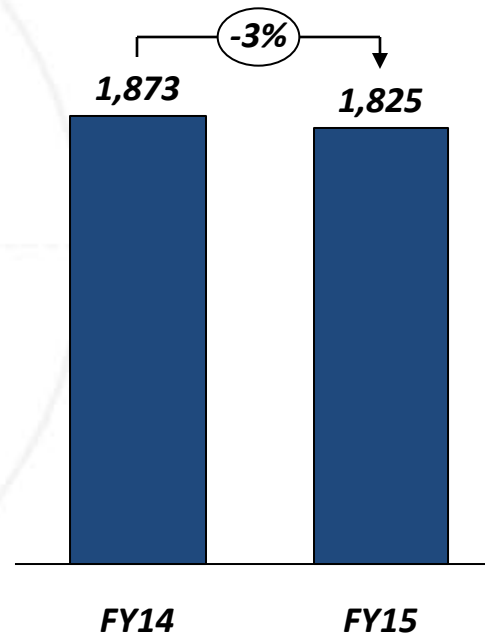
Annual Performance

HIKAL

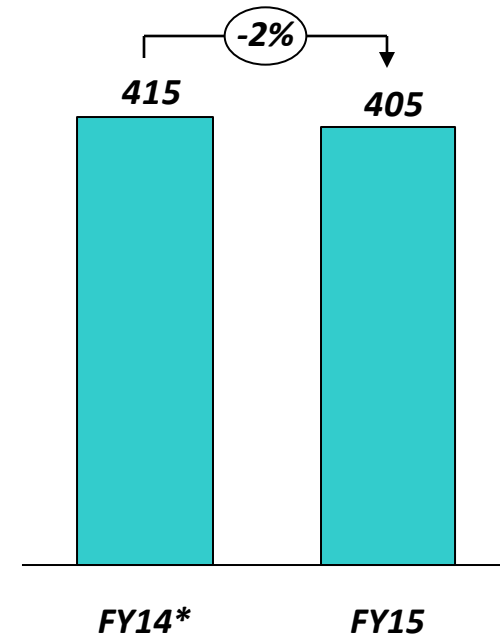
Revenue



EBITDA



PAT



* Excludes Rs 226 mn net of tax received from disposal of shares of Hikal Employee Welfare Trust A&B

Rs. mn

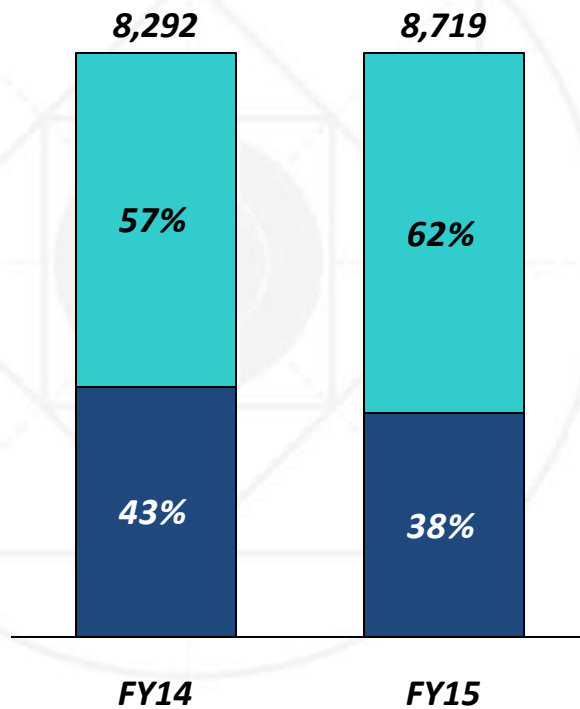




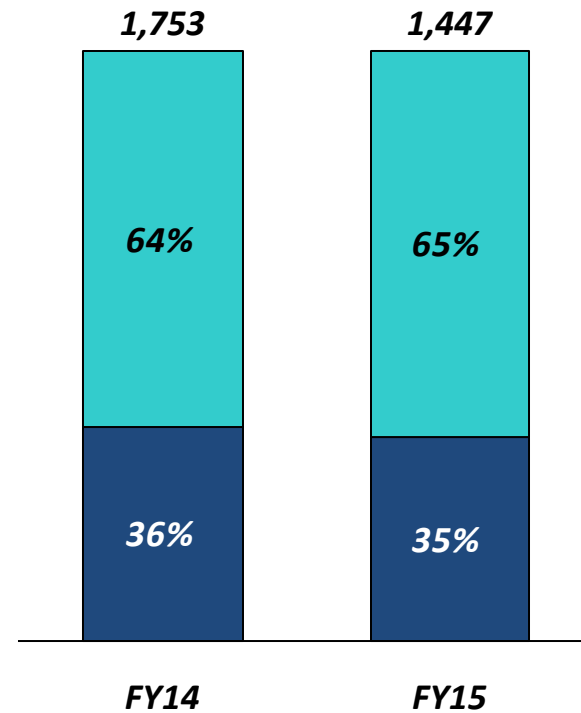
Segment Contribution

HIKAL

Revenue



EBIT



Rs. mn

Pharmaceuticals Crop Protection





Standalone Quarterly Profit & Loss

HIKAL

Rs. Million	Q4 FY2015	Q4 FY2014	Y-o-Y
Net Sales	2,135	2,275	-6%
Expenditure	1,685	1,875	
EBITDA	450	400	12%
<i>Margin</i>	21.1%	17.6%	
Other Income	2	3	
Depreciation	184	138	
Finance Costs	91	96	
PBT	178	169	5%
Tax	76	138	
Net Profit	102	31	232%
<i>Margin</i>	4.8%	1.3%	



Standalone Profit & Loss

HIKAL

Rs. Million	FY2015	FY2014	Y-o-Y
Net Sales	8,719	8,292	5%
Expenditure	6,893	6,419	
EBITDA	1,825	1,873	-3%
<i>Margin</i>	20.9%	22.6%	
Other Income	16	341	
Depreciation	642	550	
Finance Costs	600	680	
PBT	599	983	-39%
Tax	194	342	
Net Profit	405	641*	-37%
Exceptional Income	-	226	
Net Profit (excl. exceptional Income)	405	415	-2%
<i>Margin</i>	4.6%	5.0%	

* Includes Rs 226 mn net of tax received from disposal of shares of Hikal Employee Welfare Trust A&B



Standalone Balance Sheet

HIKAL

Rs. mn	Mar-15	Mar-14	Rs. mn	Mar-15	Mar-14
Shareholder's Fund	5,319	5,059	Non-Current assets	7,921	7,762
Share Capital	164	164	Fixed Assets	7,010	7,053
Reserves & Surplus	5,155	4,895	Long-Term Loans & Advances	879	677
			Non-Current Investments	31	31
			Deferred Tax Assets	0	0
Non-Current liabilities	2,432	2,982			
Long Term Borrowings	2,014	2,548	Current assets	5,009	4,946
Deferred Tax Liabilities	301	325	Inventories	3,140	3,113
Long Term Provisions	117	109	Trade Receivables	1,280	887
Current Liabilities	5,178	4,666	Cash and Bank Balances	137	277
Short Term Borrowings	2,310	2,156	Short-Term Loans and Advances	409	657
Trade Payables	1,371	1,311	Other Current Assets	43	11
Other Current Liabilities	1,497	1,200			
Total Liabilities	12,929	12,708	Total Assets	12,929	12,708



Responsible Care®
The Foundation of Sustainability



For further information, please contact:

Company :

Hikal Limited
CIN: L24200MH1988PTC048028

Mr. Sham V. Wahalekar
sham_wahalekar@hikal.com

www.hikal.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Ms. Payal Dave / Mr. Jigar Kavaiya
dpayal@sgapl.net / kjigar@sgapl.net

www.sgapl.net

