



AUROBINDO
Committed to healthier life!

Aurobindo Pharma Limited

Investor Presentation

September 2021





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Company Overview



Company overview



#1

Largest generics
Company in the US
(by Rx dispensed)**



2nd

Largest (by revenues)
listed Indian
pharmaceutical
company



#46

Ranked amongst global
pharma companies (up
from #50 last year)^



>40 Bn

Diverse dosage form
manufactured in FY21



10

Amongst top 10
generic companies in 7
out of 11 countries in
Europe@



\$3.3 Bn

Global revenues - FY21



27

Manufacturing &
packaging facilities
globally



>24,000

Global Employee
strength

Source: ^Pharmexec.com; *As per FY21 revenue; **IQVIA MAT June 2021 data; @IQVIA MAT Q4 2020

Journey so far...



1992-2002

- 1992**
 - Commenced API Exports
- 1994**
 - Initial Public Offering
 - Started formulations production

2006 - 2010

- 2007**
 - Acquired formulations facility in US (AuroLife) and in Netherlands (Pharmacin)
- 2010**
 - Commenced operations of SEZ Unit VII and AuroLife, US facilities
- 2012**
 - First approval of controlled substance formulations in US
 - Set up AuroPeptide to foray into peptides

2011-2014

- 2013**
 - Commenced marketing specialty injectables in US through AuroMedics
 - Building capabilities in Penems, Oncology & Bio-catalysis
- 2014**
 - Acquired commercial operations from Actavis in Europe
 - Acquired US dietary supplements company, Natrol

2016 - 2017

- 2016**
 - Entered Biosimilars and Vaccines segment
 - Filed first peptide DMF
- 2017**
 - Acquired Generis in Portugal
 - Commissioned fully automated distribution centre in the US, meeting all track-and trace requirements and enhancing supply chain excellence

2018-2019

- 2019**
 - Acquired Apotex's businesses in 5 European countries
 - Acquired portfolio of 7 marketed branded oncology injectables from Spectrum Pharma Inc.
 - Started clinical trials for first biosimilar
 - Started setting up an oral solid manufacturing facility at Taizhou for China

2020 - 2021

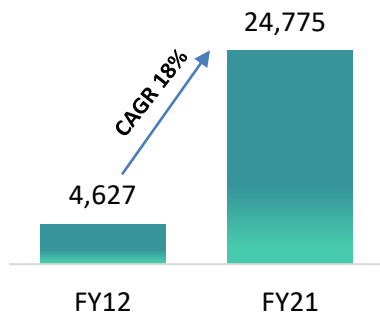
- 2020**
 - Filed first metered dose inhaler (MDI) in USA
 - Received approval for first Nasal product
 - Divested Natrol, Dietary supplements business
 - Turned into a net cash company
- 2021**
 - Received first approval in China from our India facility
 - Started Phase III clinical trials for PCV
 - Acquired 9 OTC brands

As per calendar year

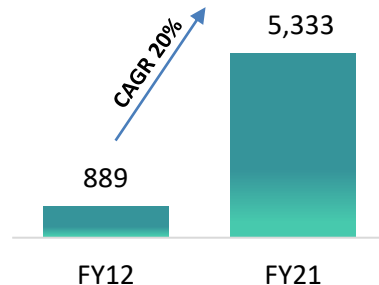
Strengthened capabilities as a leading global generic player



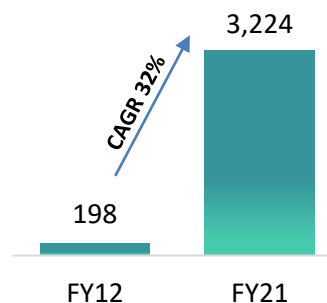
Revenue (Rs Crore)



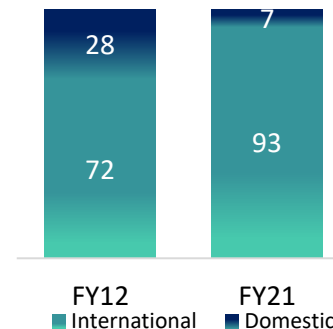
EBITDA (Rs Crore)



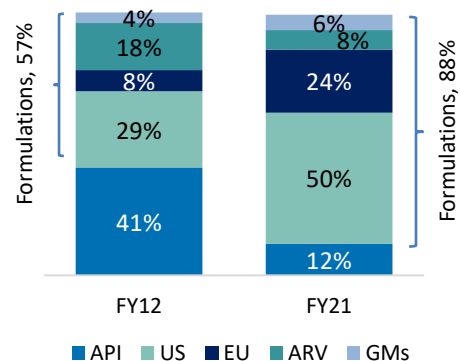
Net Profit (Rs Crore)*



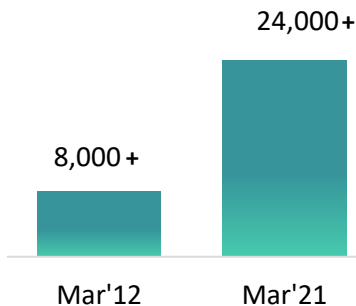
Geographical Revenue Mix



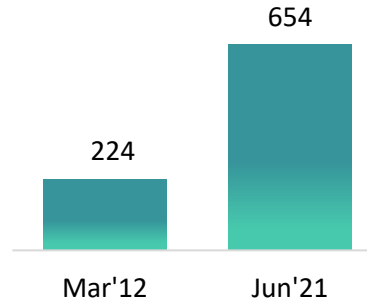
Business Mix



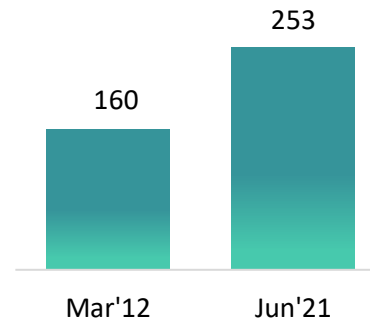
Employee Base



Total ANDA Filings



US DMFs – Filing Status



GMs: Growth Markets; * Net profit is adjusted for exceptional items (net of tax)



Scale & Diversity

Amongst Top 3 players (mkt share) in >60% of commercial portfolio in US⁽¹⁾ in terms of Rx (prescriptions)

Manufacturing over 40 bn dosage forms including oral solids, liquids, injectables (and other sterile products)

8 R&D centres, including dedicated centres complex products like for inhalation, transdermal, vaccines, etc

Through M&As, added more specialized products, new technologies and scale in our core markets

Strengths

Strong Balance Sheet with net cash position – agile to capitalise on opportunities inorganically

High level of vertical integration; around 70% of API requirement is manufactured in-house

Low product concentration in US; Top 25 products account for less than 35% of US business

Commercial front end presence in key markets, inc US, EU, Canada, etc. Overall reach in 155+ markets

Track record of successfully integrating complex acquisitions

(1) Source: IQVIA QTR Jun 2021; (2) As on 30th June 2021; (3) Tentative approvals include 8 ANDAs approved under PEPFAR

Successfully integrated and synergized acquisitions



€30 mn

- >> Access to 7 countries in Western Europe with an established hospitals sales network
- >> Opportunity to leverage global pipeline and expand scale to achieve operating leverage



\$134 mn

- >> Foray into dietary supplements with one of the largest suppliers to major retailers in the US
- >> **Divested in Oct'2020 for \$550 mn (>4x MoM)**



€74 mn

- >> Entry into higher margin Eastern EU markets (Poland & Czech Republic)
- >> Significant OTC presence
- >> Levers to rationalize costs and improve margins



€135 mn

- >> Consolidates Company's position in Europe making it the largest generic player in Portugal
- >> Large manufacturing facility in Amadora, Portugal with an annual capacity of 1.2bn units



\$160 mn
upfront +
milestones

- >> 7 marketed branded oncology injectables, intellectual property and commercial infrastructure
- >> Foray in branded oncology market
- >> Aurobindo's front-end entity - Acrotech Biopharma Ltd



\$104 mn

- >> Acquired 6 complementary ANDAs and 9 currently marketed OTC brands to widen OTC presence



Business Highlights



Revenue break-up – FY21



Growth Markets – 6%*

- >> **14% CAGR** over FY17-21
- >> Focus on select growth markets
- >> Strong presence in Canada with a robust portfolio of 150+ registered products
- >> Received our first product approval for China market, from our Indian facility

US – 50%*

- >> 13% CAGR over FY17-21
- >> Among top 3 with over 60% of commercial portfolio in the US* in terms of prescriptions
- >> Rx market share stood at 6.8% as per IQVIA data (achieved #1 in Jan- Mar 2021 quarter, on Rx dispensed).

ARV – 8%*

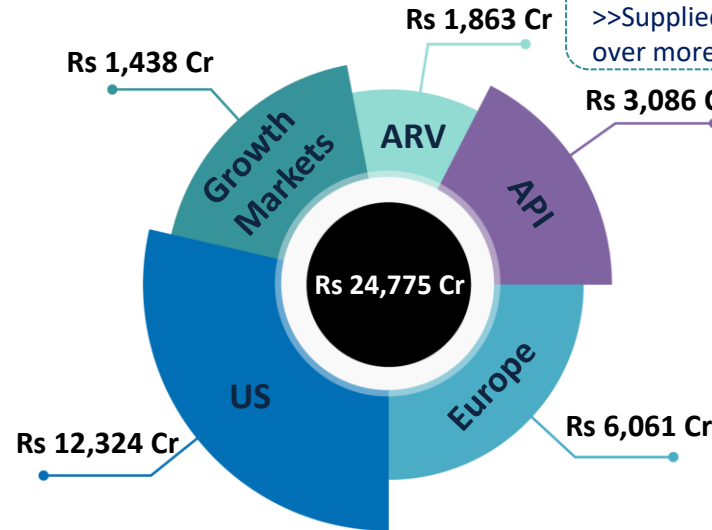
- >> **9% CAGR** over FY17-21
- >> Filed over 1,100 ARV dossiers for registrations across the globe
- >> Supplied life-saving ARVs to ~3 mn HIV patients over more than 125 countries

API – 12%*

- >> Strategic business enabler for cost effective formulations
- >> One of the largest manufacturers in the country

Europe – 24%*

- >> **13% CAGR** over FY17-21
- >> France, UK, Portugal and Germany are our top four markets in Europe
- >> Pipeline of 250+ products under development

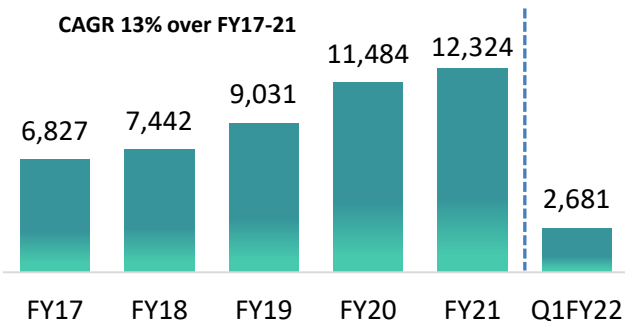


*of total revenues

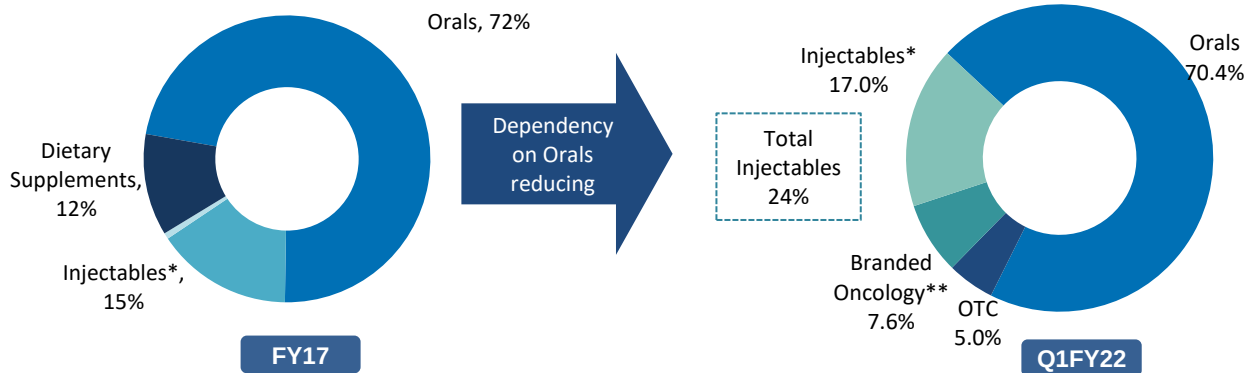
US business overview



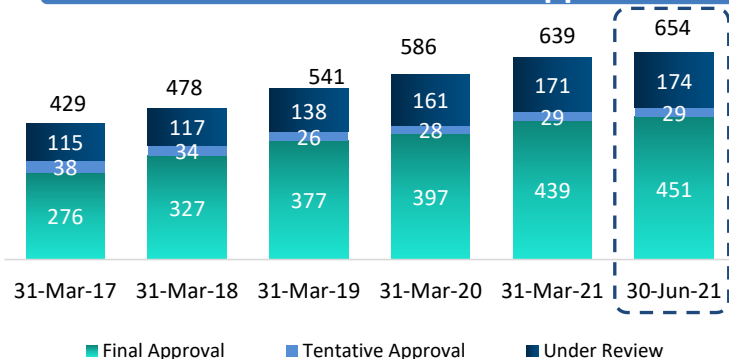
Revenue (Rs Crore)



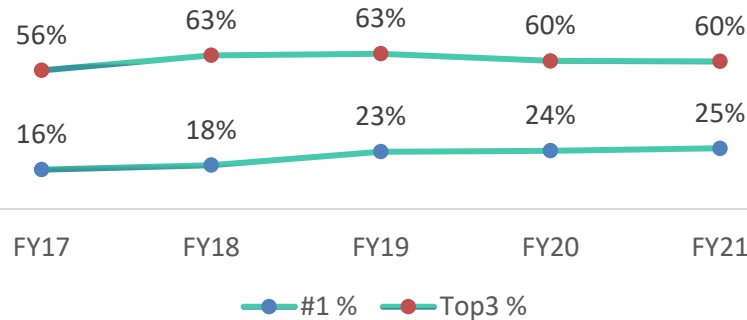
Diversifying product mix with rising focus on Injectables, non-orals



200+ ANDAs await Final Approval



#1 & Top 3 Ranking (% out of total marketed products)^



Tentative Approvals as on 30th June 2021 include 8 ANDAs approved under PEPFAR; *AuroMedics; **Oncology injectables acquired from Spectrum Pharmaceuticals; Awaiting final approval includes tentative approval; ^as per IQVIA data

US business segment-wise highlights



Orals

- **70.4% of US business in Q1FY22**
- Filed 6 ANDAs in Q1FY22
- Awaiting approval for 109 ANDAs*
- Future pipeline includes
 - *Controlled substances with ADF*
 - *Oncology*
 - *505b2 products for select patient segments*



Injectables

- **17% of US business in Q1FY22**
- Filed 2 ANDAs in Q1FY22
- Awaiting approval for 49 ANDAs*
- Future pipeline includes
 - *Complex injectables including depot injections*
 - *Oncology*
 - *Hormones*



Branded Injectables

- **7.6% of US business in Q1FY22**
- Acquired portfolio of seven marketed oncology injectable products from Spectrum
- Launched in-licensed product Hemady last financial year



OTC

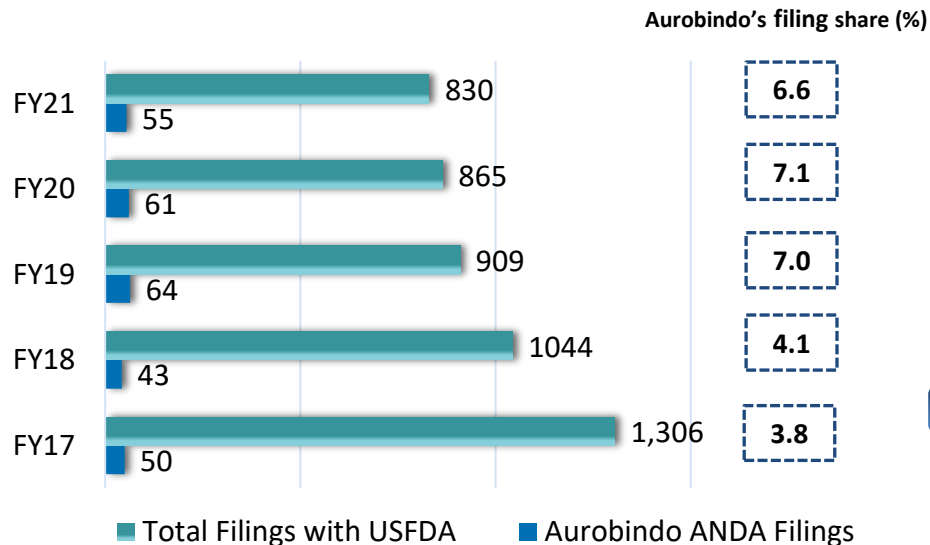
- **5% of US business in Q1FY22**
- Awaiting approval for 12 ANDAs*
- Future pipeline includes
 - *Rx to OTC switch opportunities*
 - *Branded OTC*

*As on 30th June 2021 & excludes tentative approvals and tentative approvals under PEPFAR

Commitment to deepen ANDA pipeline to fuel sustainable growth

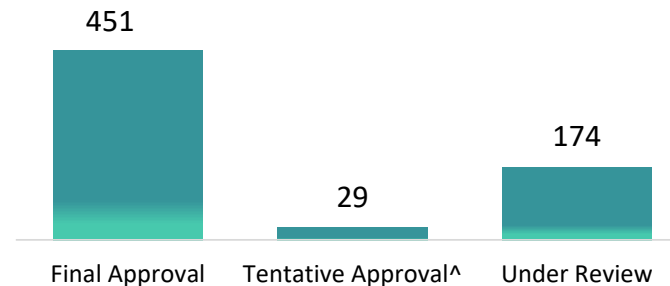


Rising share of filings with US FDA

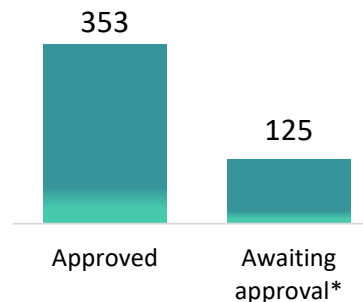


Remain among the highest filers of ANDAs globally

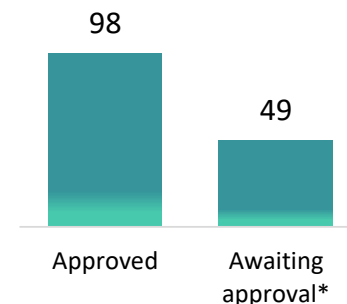
ANDA Filings



Non-Injectables



Injectables



^Tentative Approvals as on 30th June 2021 include 8 ANDAs approved under PEPFAR; *As on 30th June 2021 & excludes tentative approvals and tentative approvals under PEPFAR

US: Expanding portfolio mix towards differentiated products



Unit wise ANDA Filings

Site	Details	Final Approval	Tentative Approval*	Under Review	Total
Unit III	Oral Formulations	113	9	5	127
Unit IV	Injectables & Ophthalmics	89	--	38	127
Unit VIB	Cephalosporins Oral	11		1	12
Unit VII (SEZ)	Oral Formulations	135	13	21	169
Unit X	Oral Formulations	24	3	57	84
Unit XII	Penicillin Oral & Injectables	20			20
Aurolife & Aurolife - II	Orals & topicals	26	1	11	38
AuroNext	Penem Injectables	2			2
Eugia	Oral & Injectable Formulations	16	3	22	41
APL Healthcare	Oral Formulations	8		16	24
Auro Medics	Injectables	4		1	5
Others		3		2	5
Total		451	29	174	654

As per IQVIA June 2021, Addressable Market of US\$ 113.3 Bn including ~US\$ 98.3 Bn for Under Review and TAs

*Tentative Approvals (TAs) include 8 ANDAs approved under PEPFAR; ** Does not include the addressable market of the products approved under PEPFAR; Awaiting final approval includes Tentative Approvals

Therapy	ANDAs	Addressable Market Size (US\$ Bn)
CNS	115	24.2
ARV**	39	4.8
CVS	95	27.7
SSP & Ceph	31	0.8
Anti-Diabetic	21	17.1
Oncology & Hormones	45	12.9
Gastroenterological	35	3.4
Controlled Substances	15	1.2
Respiratory (incl. Nasal)	18	0.8
Ophthalmic	15	0.6
Dermatology	4	1.0
Penem injectables	2	0.4
Others	219	18.4
Total	654	113.3



Strong foothold in Europe

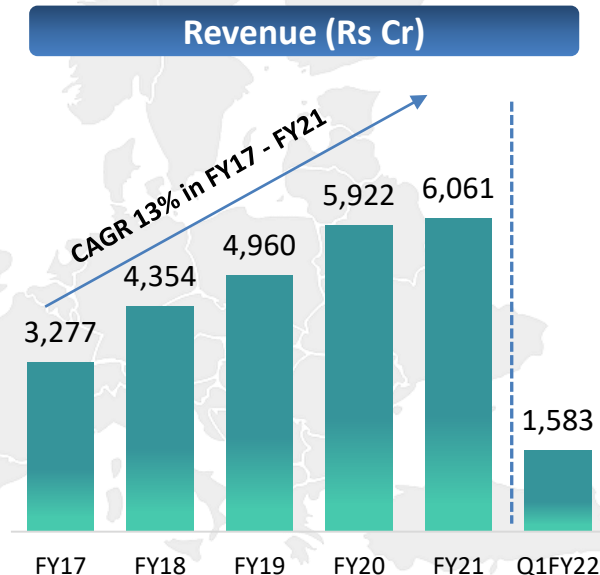
- >> Operations in 11 countries with full fledged Pharmacy, Hospital and Tender sales infrastructure with commercialized 550+ INNs
- >> Ranks amongst the Top 10 Generic companies in 7 countries including four of Top-5 EU countries@
- >> More than 50% of the products are now supplied from India, with increased sourcing from cost-effective sources over time

Apotex's businesses acquisition turnaround - improves profitability

- Acquired Apotex Inc's operations in 5 European countries in Feb 2019
 - Established Aurobindo as one of the leading generics companies in Europe
 - Gains well-established commercial network in 5 countries including those in Eastern European countries i.e. Poland and Czech Republic
- Profitability improved post integration with existing businesses, expanded product portfolio and shift of sourcing to cost effective manufacturing locations (India)

Key growth drivers

- Portfolio Expansion through launches of targeted Day 1 products, Niche low volume Injectables and Orals. Pipeline of over 250 products under development
- Opportunity of > \$ 13 Bn in the medium term (2021-2023)#
- Future growth potential in countries like Italy, Spain, UK, Portugal & France as the penetration of generics improve



#As per internal estimates – Excluding biologics; @ Source: IQVIA MAT Q4 2020

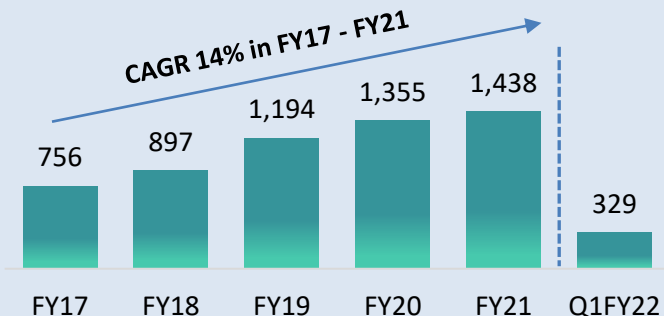


Growth Markets Business



- Key current markets includes Canada, Brazil and South Africa. China to contribute from FY22
- Targeted to build branded generics presence in select markets
- In the process of strengthening operations and portfolio in specific identified countries
- Future product launches in Oncology and Specialty injectables

Revenue (Rs Cr)

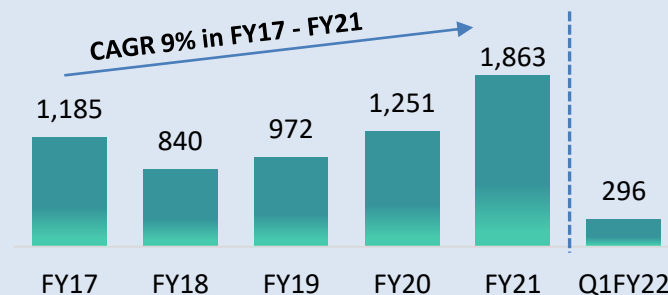


ARV Business



- Focus on global tenders floated by Multi-Lateral Organizations like Global Fund, USAID/PEPFAR and Country specific MOH tenders
- Supplies life-saving ARV's to ~3 Mn HIV patients spread over more than 125 countries
- Comprehensive portfolio of 32 products in 1L Adults, 2L Adults and pediatric formulations
- Filed over 1,100 ARV dossiers for registrations across the globe
- Shift to Tenofovir, Lamivudine and Dolutegravir (TLD) boosted FY21 growth

Revenue (Rs Cr)



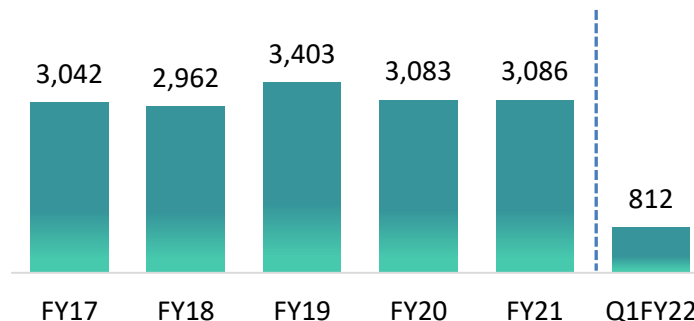


- API capacity is strategic in-terms of backward integration and supply reliability
- Installed API capacity of more than 18,000 MT's
- Customers include innovator and large generic companies
- API business continue to focus on complex products with varying volumes

- Focus on continuous improvement of manufacturing processes to meet market needs
- Continue to have sustained growth in more advanced regulated markets (EU, Japan & USA)
- API facilities have been inspected by various regulatory authorities including USFDA, UK MHRA, EDQM, Health Canada, ANVISA etc.



Revenue (Rs Cr)



Key growth drivers



1

Contribution from complex and specialty pipeline

>> Majority of the R&D investments are directed towards complex and specialty products

>> Revenues from specialty products such as Biosimilars, Vaccines, Inhalers etc.

2

Scale-up Injectable business

>> Aim to reach \$650-\$700 mn of global injectable revenues by FY25

>> Dedicated injectable facility in Vizag for EU/RoW to drive growth

>> Approval and launch of complex injectables with limited competition to drive growth

3

Strengthen Base business

>> Cost control, along with higher scale of operations to drive operating leverage

>> Increasing market penetration in Europe and Growth Markets through a wide product portfolio leveraging global R&D strength



Sustainable Topline & Bottomline Growth



Specialty Pipeline



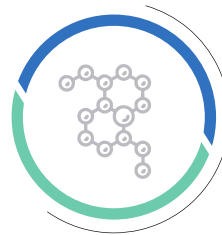
Focus on building a diverse and robust specialty products portfolio



US\$ 50 Bn

Biosimilars

- >> Portfolio of 15 products, inc both mammalian & microbial based products
- >> **Aim to file 2 products in FY22** for Europe. Subsequently commence filing for US market from FY23



US\$ 37 Bn

Oncology & Hormones

- >> Working on 79 products
- >> Filed 8 ANDAs, out of which 7 were injectables
- >> Aim to file 10 ANDAs and launch 10 products in FY22



US\$ 6.2 Bn[^]

Vaccines

- >> Started phase III clinical trials for PCV, expected to compete by 1HFY23
- >> Aim to commercialize by 2HFY23



US\$ 10 Bn

Inhalers

- >> Working on six MDIs and two DPIs
- >> Filed first MDI in FY21
- >> **Aim to file second product in FY22**
- >> State-of-the-art manufacturing facility with a high-speed filling machine in the US to be commissioned in CY 2021

[^]Market size of PCV vaccine

Addressable market size

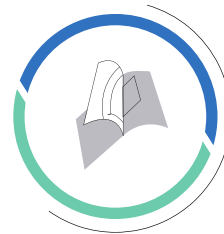
Focus on building a diverse and robust specialty products portfolio



Depot Injections

US\$ 3.3 Bn

- >> Working on three depot injections
- >> Exhibit batches for 2 products will start in the near-term
- >> ***Aim to file first product by early FY23***



Transdermal Patches

US\$ 3 Bn

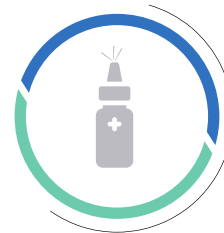
- >> Working on 9 transdermal patches
- >> Endpoint studies would commence for the first set of products in FY22
- >> Aim to file the first ANDA in FY22



Topicals

US\$ 4 Bn

- >> Total of 33 ANDAs in the pipeline
- >> Filed two ANDAs and 25 products are under development
- >> First clinical trial would start in FY22



Nasal Sprays

US\$ 1.2 Bn

- >> Commercialized 2 ANDAs in FY21
- >> Filed one ANDA in FY21, remaining six are under development
- >> ***Aim to file one ANDA in FY22***

Addressable market size



1,700 Expert scientists & analysts globally + 8 R&D Centres

5 R&D centres in Hyderabad, >1,600 scientists & analysts

1 R&D centre in Dayton, New Jersey, 25 scientists & analysts

1 R&D centre in Raleigh, North Carolina, 40 scientist and analysts

1 R&D centre in Pearl River, New York – 40 scientist and analysts

- >> Focused on difficult to develop APIs, peptides, etc.
- >> Dosage Form R&D for developing niche oral, sterile and specialty injectable products
- >> Biologics: Developing diverse pipeline of biosimilars in Oncology and Immunology. CHO-GS based cell lines with productivity greater than 4.0 g/L
- >> Developing PCV and other vaccines

- >> Developing depot injectable and tamper/abuse-resistant technology products
- >> Concentrating on development of various niche oral formulation and controlled substances
- >> Portfolio of more than 30 products

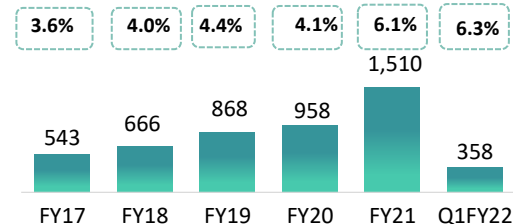
- >> Developing various respiratory and nasal products, including inhalers
- >> Derma Delivery portfolio including transdermal and topical products
- >> Portfolio of more than 40 products

- >> Developing a wide range of viral vaccines
- >> Identified 4 products for development including one for treating Covid-19

>> All R&D centres have world-class talent and are equipped with state-of-the-art infrastructure

>> Supported by well qualified and trained Regulatory and Intellectual Property teams

R&D Spend – Rs Cr (as % of revenue)





Financial Overview



Financial performance over the years



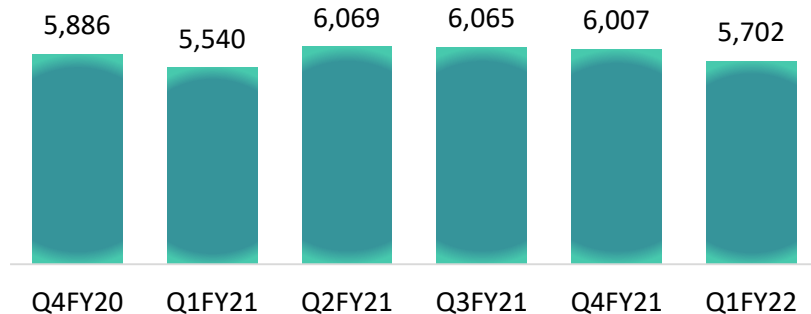
Rs. Cr	FY17	FY18	FY19	FY20	FY21	Q1FY22
Revenue	15,090	16,500	19,564	23,099	24,775	5,702
Gross Profit	8,656	9,747	10,851	13,363	14,872	3,336
Gross Profit Margin	57.4%	59.1%	55.5%	57.9%	60.0%	58.5%
EBITDA	3,434	3,789	3,952	4,864	5,333	1,209
EBITDA Margin	22.8%	23.0%	20.2%	21.1%	21.5%	21.2%
Net Profit	2,302	2,423	2,365	2,831	3,224*	770
Net Profit Margin	15.3%	14.7%	12.1%	12.3%	13.0%	13.5%
EPS (Rs.)	39.33	41.36	40.36	48.32	55.03**	13.14
Total Equity	9,374	11,682	13,892	16,818	21,929	22,873
Net Debt	2,851	3,508	5,010	2,718	-826	-12
RoCE (%)*	24.9%	22.7%	17.9%	18.2%	18.9%	17.9%
Net Debt / Equity (x)	0.30	0.30	0.36	0.16	-0.04	-0.001
Net Debt / EBITDA (x)	0.83	0.93	1.27	0.56	-0.15	-0.01

*Net profit excludes exceptional items (net of tax); ** EPS is calculated on adjusted net profit

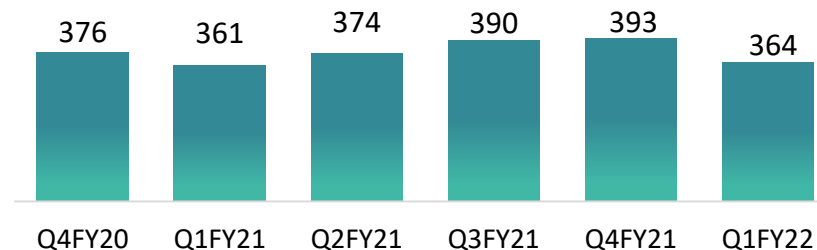
Consistent quarterly performance (Ex Natrol)



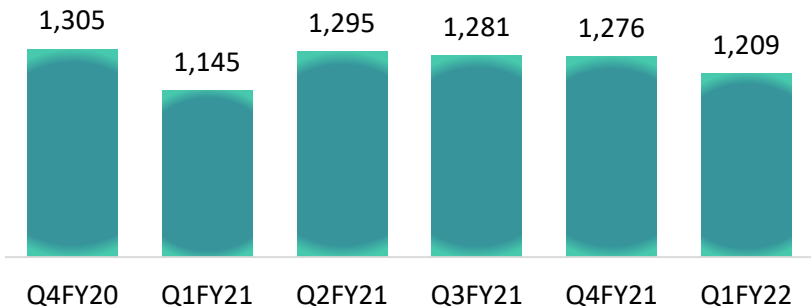
Revenue (Rs Cr)



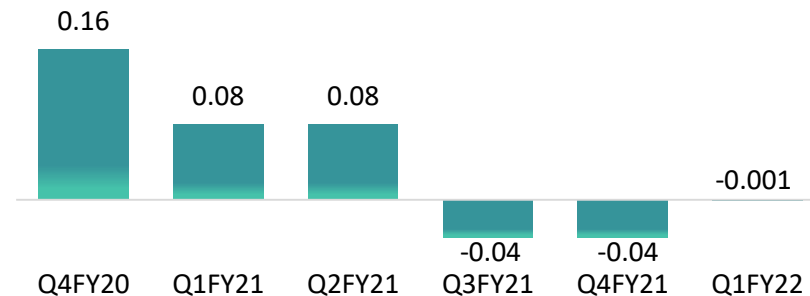
US Revenue (\$ Mn)



EBITDA (Rs Cr)



Net Debt to Equity*

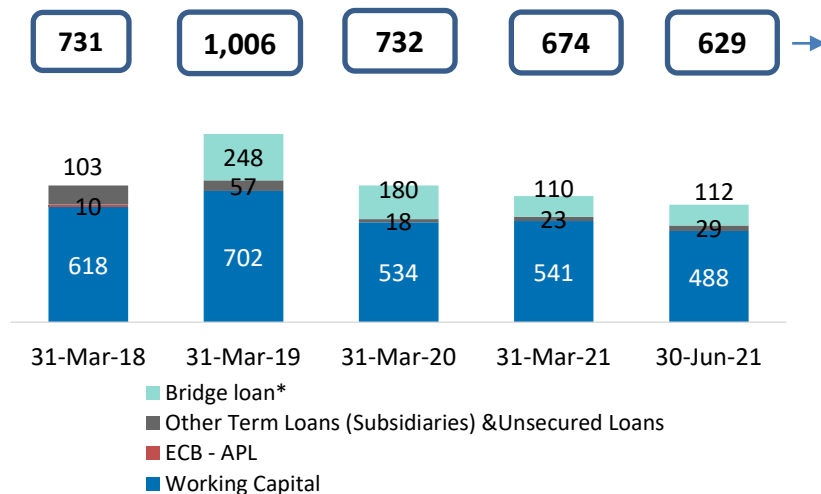


*At the end of the quarter

Debt profile



Fx Loan US\$ Mn



	Q1 FY22
Cash Flow from Business after working capital & Others	62
Free cash before Capex and investments	62
Acquisition of ANDAs & OTC Brands	(104)
Capex	(64)
Free Cash Flow before dividend	(106)
Dividend	0
Free Cash flow after dividend	(106)

Debt as on (Rs Cr)	Mar-18	Mar-19	Mar-20	Mar-21	June-21
Closing Rate ¹ US\$ = INR	65.17	69.15	75.66	73.11	74.33
Fx Loan restated in INR	4,766.9	6,959.0	5,549.2	4,928.8	4,675.5
Rupee Loan	4.1	8.1	16.9	43.6	38.4
Gross Debt	4,771.0	6,967.1	5,566.1	4,972.4	4,713.9
Cash Balance & Investments	1,263.6	1,959.1	2,847.7	5,798.3	4,725.4
Net Debt	3,507.4	5,008.1	2,718.4	(826.0)	(11.5)
Net Debt (US\$ Mn)	538.2	724.2	359.1	(113.0)	(1.5)
Finance Cost	2.0%	3.2%	2.1%	1.4%	1.1%

	Value (US\$ Mn)
Opening Net Cash	70
Free Cash Flow	(106)
Closing Net Cash	(36)
Investments	37
Net Cash before Investments	1

*Loans taken for acquisitions and others
Fx Debt and Fx Cash Balance are reinstated



Annexure



Global regulatory filing details



Category	As at Mar 15	As at Mar 16	As at Mar 17	As at Mar 18	As at Mar 19	As at Mar 20	As at Mar 21	As at Jun 21	Approvals
Formulations									
US*	376	398	429	478	541	586	639	654	480 (FA: 451, TA:29)
Europe**	1,756	2,224	2,521	2,848	3,003	3,214	3,374	3,456	2,761 Dossiers (328 products)
SA**	345	376	401	415	430	436	348	358	238 Registrations (113 products)
Canada***	83	105	121	137	150	160	185	195	156 products
Total	2,560	3,103	3,472	3,878	4,124	4,396	4,546	4,663	
API									
US***	192	205	220	227	242	254	252	253	
Europe**	1,601	1,689	1,735	1,814	1,834	1,861	1,884	1,900	
CoS	114	118	125	131	139	147	157	158	
Others**	681	715	749	803	932	1,096	1,223	1,251	
Total	2,588	2,727	2,829	2,975	3,147	3,358	3,516	3,562	

*Includes filings made from AuroLife Pharma LLC, USA (net of ANDAs withdrawn)

includes multiple registration; *excludes withdrawn

@The number of filings in South Africa has come down from 436 as on 31st Mar 2020 to 358 as on 30th June 2021 due to SAHPRA backlog clearance program. As per the program, long awaiting pending dossiers are now resubmitted and some of the dossiers are withdrawn

Extensive manufacturing base – Domestic units



Formulation

Unit III

Non-antibiotics, Orals

Eugia Unit III

Injectable, Non-antibiotics, Ophthalmic

Unit VIB

Cephalosporins/Orals

Unit VII

Non-antibiotics, ARVs/Orals

Unit XII

Antibiotics, Injectables & Orals

Eugia II

(Formerly known as Auronext)

Eugia

Oncology & Hormones

Unit XV

Non-antibiotics, Solid & Liquid Orals (EU)

Wytells Pharma Unit I

Antibiotics, Injectables

APL Healthcare I

Pharma OTC, Orals

Curateq**

Biosimilars^

Unit XVIII

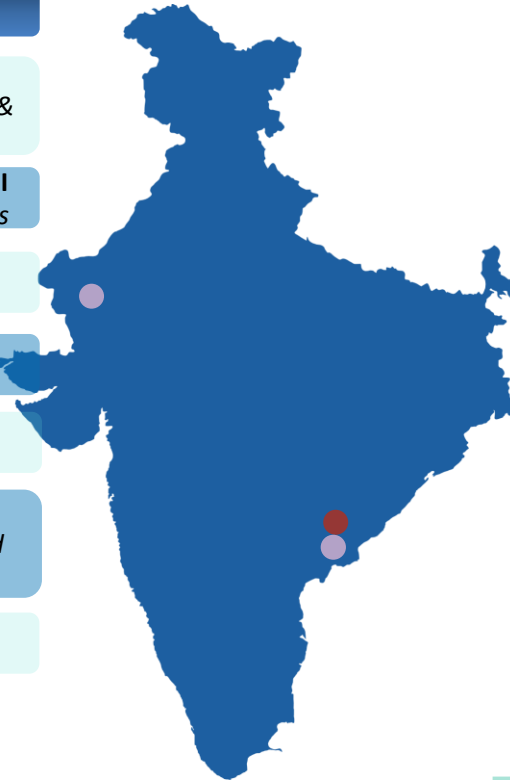
Vaccines^

APL Healthcare IV*

Non-antibiotics, Solid Orals

APL Healthcare III

Derma



● Formulation units

● API units

**Formerly known as Unit XVII

*Formerly known as Unit X

API

Unit I

General APIs, Cephalosporins, Oncology

Unit II

Intermediates for non-antibiotics & penems

Unit V

Antibiotics (Sterile & Non-Sterile)

Unit VIA

Cephalosporins (Sterile)

Unit VIII

ARV,CVS,CNS (Non-Sterile)

Unit XVII

Formerly known as Silicon LS

Unit IA

Cephalosporins

Unit IX

Intermediates

Unit XI

Non-antibiotics

Unit XIV

CVS, Anti-fungal

Penems

Non-sterile

AuroNext

Penems (Sterile)

AuroPeptide

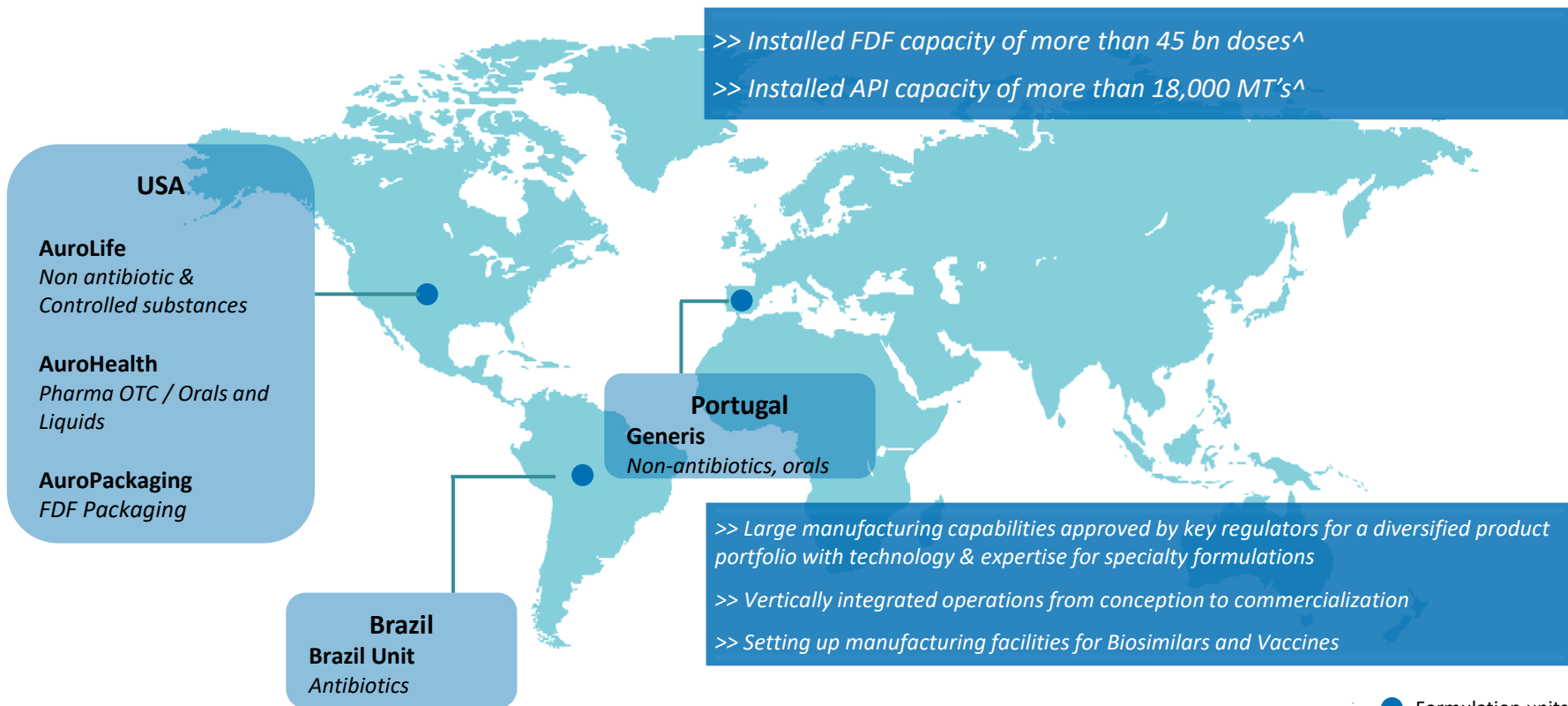
Peptides

- Wytells pharma Unit I was formerly known as Unit XVI
- Eugia Unit III was formerly known as Unit IV

>> Strength in process chemistry and benefits of large scale enables us to be a cost-effective supplier of APIs

^yet to start commercial production

Extensive manufacturing base – Overseas units



^ excludes current capacity expansion plans

- Formulation units
- API units



40,000 MWH

Power generated from solar power



52,725 tCO2e

Reduction in carbon emissions



60,000+

Trees planted over a period of 5 years

Resilient response to Covid-19

>> Safeguarding employees

- Constitution of Apex Medical Council
- Covid-19 Health Care Center
- Medical Awareness Programme

>> Community care

- Provided Ambulances to Government organizations
- 50,000 cubic meters of medical grade oxygen

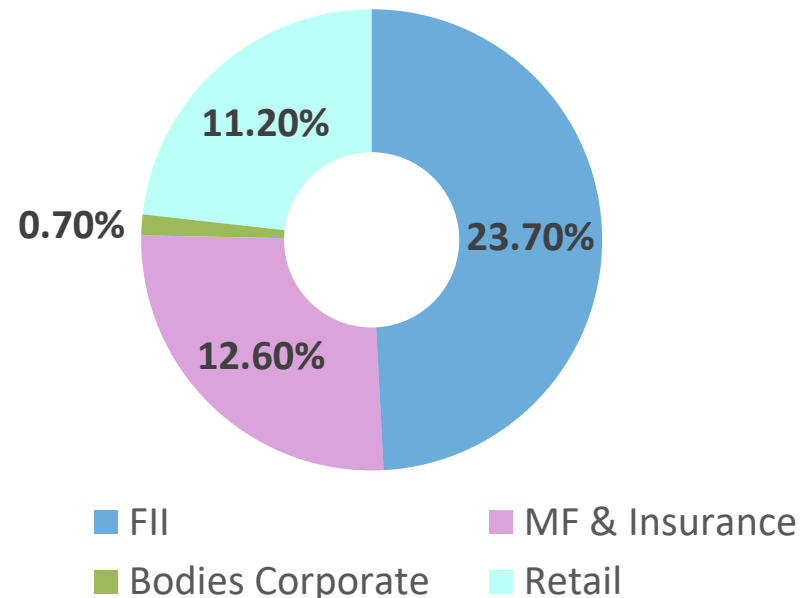


Shareholding pattern



Group	As on 31 Mar 18	As on 31 Mar 19	As on 31 Mar 20	As on 31 Mar 21	As on 30 June 21
Promoter Group	51.9%	51.9%	52.0%	51.9%	51.8%
FII	18.0%	21.5%	22.3%	24.4%	23.7%
MF & Insurance	15.6%	13.7%	12.6%	10.9%	12.6%
Other Bodies Corporates	2.9%	2.9%	1.3%	1.1%	0.7%
Retail Investors	11.4%	10.0%	11.8%	11.7%	11.2%
Total	100%	100%	100%	100%	100%
Equity Shares (in Cr)	58.6	58.6	58.6	58.6	58.6
Face Value (INR)	1	1	1	1	1
Equity Capital (INR Cr)	58.6	58.6	58.6	58.6	58.6
M-Cap at close (INR Bn)	326.8	459.4	242.0	516	568
Shareholder family (# '000)	218.0	181.1	206.8	232.6	243.3

Non-Promoter Holding: 48.2% as on 30th June 2021



APL has not raised any funds post IPO



Thank You

For more information, contact

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