

SeQuent Scientific Announces Q1 FY18 Financial Results

Strong Revenue Momentum

Operating Leverage drives EBITDA growth

Q1FY18 Revenues at Rs. 2,605mn up 54%, EBITDA at Rs. 315mn, up 160%

Mumbai, Aug 3, 2017

SeQuent Scientific Limited (SeQuent), a leading Integrated Pharmaceutical Company with business across Animal Health (Alivira), Niche Human APIs & Analytical Services today announced its financial results for the first quarter (Q1FY18) ended June 30, 2017

Financial Highlights - Q1FY18 vs Q1FY17*

- Revenue at Rs. **2,605mn** as against **Rs. 1,687mn** in Q1FY17, up by **54%**
- EBITDA at **Rs. 315mn**, as against **Rs. 121mn**, up by **160%**
- EBITDA margin at **12.1%** in Q1FY18, an increase of **490 bps**
- **Net Profit at Rs. 88mn**, as against **Net Loss of Rs. 76 mn** in Q1FY17

*continuing operations

*Commenting on the Company's performance, **Manish Gupta, Managing Director** said "We have made a strong start to the year with a revenue growth of 54% aided by steady growth across all geographies. We are particularly happy with the strong growth in EBITDA, which reflects the quality of business we are pursuing and the operational discipline. All our inorganic strategies have been integrated well and continues to scale up. The recent USFDA approval of our facility in Vizag will accelerate the growth momentum in the coming quarters".*

Key Business Highlights

Alivira

Formulations

- Consolidated product portfolio and increased focus on three therapies including Mastitis, Infertility and Probiotics in the cattle segment in India
- Strengthened team in Poultry India
- Entered Zambia with livestock portfolio
- Brazil market has exhibited steady growth and reached breakeven at PBT level
- First shipment to Ukraine where we also had three registrations this quarter

API

- Vet APIs getting traction in US post USFDA approval for Vizag facility
- Expanded the product reach of key APIs to 18+ EU countries

Regulatory Filings and approvals

- Received 3 product registrations in Europe & 5 in emerging markets
- Filed 22 products in emerging markets with about 50% in key market Egypt. Egypt is the 3rd largest market in the MENA region with an addressable market size of ~US\$ 150+mn@7% CAGR for animal health & nutrition

Human Health

- Received 3 CEP approvals

Enhanced digital presence

- Rejuvenated our digital space by launching a refreshed website (www.alivira.co)

Update on Corporate Actions

We had announced the demerger of the Human API Business and divestment of Women Healthcare business (NAARI) in the last quarter. Competition Commission of India has approved the Scheme of Arrangement in this quarter and SEBI/ Stock Exchange approvals are awaited.

On the divestment of NAARI business, the transaction is expected to close shortly.

About SeQuent Scientific Limited

SeQuent Scientific Limited (BSE-512529, NSE-SEQUENT) is an integrated pharmaceutical company with a global footprint, operating in the domains of Animal Health (Alivira), Human Health (API) and Analytical Services. Headquartered in Mumbai, India, SeQuent has nine manufacturing facilities based in India, Spain, Brazil and Turkey with approvals from global regulatory bodies including USFDA, EUGMP, WHO, TGA among others.

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