

## **SeQuent Scientific Announces Q2FY17 Financial Results Quarter on Quarter Revenues up by 40% to Rs. 2526 mn, EBITDA up by 122% to Rs. 204 mn**

**Bengaluru, November 10, 2016:** SeQuent Scientific Limited, a leading Integrated Pharmaceutical Company with business across Animal Health, Niche Human Health & Women Healthcare today announced its financial results for the second quarter (Q2FY17) and six months (H1FY17) ended September 30, 2016

### **Consolidated Financial Performance (Q2FY17 vs Q1FY17)**

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- Revenue at **Rs. 2,526 mn** as compared to **Rs. 1,807 mn** in Q1FY17, **up by 40%**
- EBITDA at **Rs. 204 mn** as compared to **Rs. 92 mn** in Q1FY17
- EBITDA Margin at **8%** as against **5%** in Q1FY17, improvement of **300 bps**
- Net Loss at **Rs. 51 mn** as compared to a loss of **Rs. 103 mn** in Q1FY17

Commenting on the Company's performance for Q2FY17, **Manish Gupta, Managing Director** said *"We are pleased with the performance in this quarter. The highlight has been the strong revenue growth coupled with increased EBITDA margins compared to the last quarter even as we work towards consolidating the various moving parts of our business."* He further added, *"From a strategic perspective, we have now achieved scale, capabilities and reach at a global level and we have already emerged as India's largest animal health company. As we progress, our efforts are clearly directed towards leveraging this robust foundation for a profitable growth."*

### **Strategic takeaways on last 2 years' journey**

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Two years ago, the Company re-strategized its business with key focus shifting from 'Growth' to 'Value'. The Company believes that the path chosen has started yielding results:

- Well-structured business under three key verticals of Human API, Animal Health (Alivira) and Women Healthcare (Naari)
- Emerged as India's largest veterinary Company (Alivira) with >80% revenues outside India & EU being the largest market
- Doubled quarterly revenue run rate over the last 18 months (from Rs. 1,329 mn in Q4FY15 to Rs 2,520 mn in Q2FY17)
- Established presence in 90+ countries with 11 global manufacturing facilities and 6 research and development bases across business segments
- 1800+ employees led by experienced global management team and strategic advisory board comprising of industry veterans

## Operational update in Q2FY17

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### Alivira

- Majority-owned JV established for commercializing products in the key animal health market of Ukraine
- Nine new products launched across Belgium, Netherland, Spain, Sweden, and Luxembourg.
- Integrated acquired domestic business (erstwhile Lyka) into Alivira's fold
- Completed transition of >50% products under new GMP regime in Turkey, these products contribute close to 80% of Turkey's revenue
- **Regulatory Filings and approvals**
  - Received 1 product approval in 10 EU countries & 8 approvals in emerging markets
  - Filed 19 products in emerging markets
  - Filed 2 CEPs and 2 US VMFs for key APIs
- **R&D**
  - Initiated R&D formulations center in India
  - Product development initiated for 5 products in Spain and India

### Human Health

- Successful EDQM inspection for our API facility at Mahad
- Received CEP approval for Mesna

### Naari

- Filed our first CEP with European Union for a key hormone
- Majority owned JV established to commercialize female healthcare business in Ukraine

## About SeQuent Scientific Limited

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SeQuent Scientific Limited (BSE-512529, NSE-SEQUENT) is an integrated pharmaceutical company with a global footprint, operating in the domains of Animal Health APIs and formulations (Alivira), Human APIs, Women Healthcare (Naari) and Analytical Services. Headquartered in Mumbai, India, SeQuent has 11 manufacturing facilities based in India, Turkey, Spain and Brazil with approvals from global regulatory bodies including USFDA, EUGMP, WHO, TGA among others. For details, please contact

#### Kannan P R

Chief Financial Officer

Tel: +91 80 4657 0327

[Kannan.pr@sequent.in](mailto:Kannan.pr@sequent.in)

#### Ankit Gupta

Christensen Investor Relations

Tel : +91 22 4215 0210

[ankitgupta@christensenir.com](mailto:ankitgupta@christensenir.com)

#### Registered Office

SeQuent Scientific Limited

301/A, 'Dosti Pinnacle', Plot No. E7, Road No. 22, Wagle Industrial Area, Thane (W), Maharashtra, India

CIN: L99999MH1985PLC036685

BSE Code:512529 | NSE: SEQUENT

ISIN: INE807F01027 | REUTERS: EQU.BO

Website: [www.sequent.in](http://www.sequent.in)

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