



May 24, 2018

**BSE Limited** 

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001

Scrip code: 512529

The National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex, Bandra (E),

Mumbai - 400 051

Scrip code: SEQUENT

Dear Sir/ Madam,

Subject: Outcome of Board Meeting: Press Release & Audited Financial Results (Standalone & Consolidated) for the Quarter and Year ended March 31, 2018 alongwith Auditor's Report

Pursuant to the Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Board of Directors at its meeting held today i.e. May 24, 2018 have approved the Audited Financial Results (Standalone & Consolidated) for the quarter and year ended March 31, 2018. In this regard, kindly find attached the following:

- 1. Audited Financial Results (Standalone & Consolidated) for the quarter and year ended March 31, 2018.
- 2. Auditors Report on Audited Financial Results (Standalone & Consolidated).
- 3. Press Release on Financial Results alongwith with investors presentation

This is to inform that the Board of Directors of the Company has not recommended any dividend for the financial year ended March 31, 2018.

Further, the Audited Financial Results (Standalone & Consolidated) of the Company for the quarter and year ended March 31, 2018 along with the declaration for unmodified opinion are enclosed for your reference and records.

We confirm and declare that the Statutory Auditors of the Company have issued Audit Reports on the Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2018 with unmodified opinion.





The Board Meeting commenced at 16.00 P.M. and concluded at 18.43 P.M.

Thanking you,

Yours faithfully, For Sequent Scientific Limited

Krupesh Mehta Company Secretary

Encl: A/a

Chartered Accountants Prestige Trade Tower, Level 19 46, Palace Road, High Grounds Bengaluru – 560 001 Karnataka, India

Tel: +91 80 6188 6000 Fax: +91 80 6188 6011

#### INDEPENDENT AUDITORS' REPORT TO THE BOARD OF DIRECTORS OF SEQUENT SCIENTIFIC LIMITED

- We have audited the accompanying Statement of Consolidated Financial Results of SEQUENT SCIENTIFIC LIMITED ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group") for the year ended March 31, 2018 ("the Statement"), being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
- 2. This Statement, which is the responsibility of the Parent's Management and approved by the Board of Directors, has been compiled from the related consolidated financial statements which has been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder ("Ind AS") and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our audit of such consolidated financial statements.
- 3. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Parent's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Parent's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Statement.

We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our audit opinion.

- 4. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of the other auditors on separate financial statements and the other financial information of subsidiaries referred to in paragraph 5 below, the Statement:
  - a. includes the results of the following entities:
    - i) Alivira Animal Health Australia Pty Ltd;
    - ii) Alivira Animal Health Limited, Ireland;



- iii) Alivira Animal Health Limited, India;
- iv) Alivira France
- v) Alivira Saude Animal Brasil Participacoes Ltda;
- vi) Alivira UA Limited;
- vii) Comercial Vila Veterinaria de Lleida S.L;
- viii) Elysian Life Sciences Private Limited;
- ix) Fendigo BV;
- x) Fendigo SA;
- xi) Interchange Veterinária Indústria E Comércio Ltda;
- xii) Laboratorios Karizoo, S.A;
- xiii) Laboratorios Karizoo, S.A. De C.V. (Mexico);
- xiv) N-Vet AB;
- xv) Naari Pharma Private Limited;
- xvi) Phytotherapic Solutions S.L;
- xvii) Provet Veteriner Urunleri Sanayi ve Ticaret A.S;
- xviii) SeQuent Antibiotics Private Limited;
- xix) SeQuent Global Holdings Limited;
- xx) SeQuent Penems Private Limited;
- xxi) SeQuent Pharmaceuticals Private Limited;
- xxii) SeQuent Research Limited;
- xxiii) Sequent Scientific Pte. Ltd;
- xxiv) Topkim-Topkapi Ilac Premiks San. ve Tic. A.S;
- xxv) Vila Viña Participacions S.L;
- b. is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016; and
- c. gives a true and fair view in conformity with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India of the net profit, Total comprehensive income and other financial information of the Group for the year ended March 31, 2018.
- 5. In respect of continuing operations, we did not audit the financial statements of eleven subsidiaries included in the consolidated financial results, whose financial statements reflect total assets of Rs.45,980.95 lakhs as at March 31, 2018, total revenues of Rs. 57,542.26 lakhs, total net profit after tax of Rs.4,943.14 and total comprehensive income of Rs.4,958.69 lakhs for the year ended on that date, as considered in the consolidated financial results.

In respect of discontinuing operations, we did not audit the financial statements of one Subsidiary included in the consolidated financial results, whose financial statements reflect total revenues of Rs.1,755.94 lakhs, total net loss after tax of Rs.755.60 lakhs and total comprehensive loss of Rs.762.88 lakhs for the period consolidated in these results.

These financial statements have been audited by other auditors whose reports have been furnished to us by the Management and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors.



Our opinion on the Statements is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors.

6. In respect of continuing operations, the consolidated financial results includes the unaudited financial statements of ten subsidiaries, whose financial statements reflect total assets of Rs.36,540.13 lakhs as at March 31, 2018, total revenue of Rs.100.32 lakhs, total net loss after tax of Rs.1,126.58 lakhs and Total comprehensive loss of Rs.1,126.58 lakhs for the year ended on March 31, 2018, as considered in the consolidated financial results.

In respect of discontinuing operations, the consolidated financial results includes the unaudited financial statements of one Subsidiary, whose financial statements reflect total revenues of Rs.Nil, total net profit after tax of Rs.0.54 lakhs and total comprehensive income of Rs.0.54 lakhs for the period consolidated in these results.

These financials statements are unaudited and have been furnished to us by the Management and our opinion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on such unaudited financial statements. In our opinion and according to the information and explanations given to us by the Management, these financial statements to the extent considered in the consolidated financial results are not material to the Group.

Our Opinion on the Statement is not modified in respect of the above matters with respect to our reliance on the financial statements certified by the Management.

7. The Statements includes the results for the Quarter ended March 31, 2018 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to a limited review by us.

For **DELOITTE HASKINS & SELLS** 

Chartered Accountants (Firm's Registration No. 008072S)

Sathya P. Koushik

Dartner

(Membership No.206920)

**Thane**, May 24, 2018 SPK/JKS/2018



#### SEQUENT SCIENTIFIC LIMITED

#### STATEMENT OF CONSOLIDATED AUDITED RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2018

(Rs. in Lakhs)

|      | 4   |   |  |  |                                   | (Rs. in Lakhs)                         |
|------|---|---|--|--|-----------------------------------|--|
|      | Particulars Particulars   | 3 months ended<br>31-Mar-2018<br>(Refer Note 7) | Preceding 3<br>months ended<br>31-Dec-2017 | Corresponding 3<br>months ended in<br>the previous year<br>31-Mar-2017<br>(Refer Note 7) | Current year<br>ended 31-Mar-2018 | Previous year<br>ended 31-Mar-<br>2017 |
|      |   | AUDITED   | UNAUDITED                                  | AUDITED  | AUDITED                           | AUDITED                                |
| 1    | Revenue from operations ( Refer note 5)   | 23,275.86                                       | 22,491.69                                  | 20,032,66  | 84,944.80                         | 68,900.65                              |
| 11   | Other income  | 291,86  | 343,80                                     | 8,05   | 1,658,10                          | 1,107.70                               |
| Ш    | Total Income (I+II)   | 23,567.72                                       | 22,835.49                                  | 20,040.71  | 86,602.90                         | 70,008.35                              |
| IV   | Expenses  |   |  |  |                                   |  |
|      | (a).Cost of materials consumed  | 10,706.92                                       | 8,845,38                                   | 8,118,44   | 34,459,40                         | 24,438.19                              |
|      | (b) Purchase of stock-in-trade  | 3,231.42  | 4,622.06                                   | 3,955,57   | 14,184.10                         | 12,250,50                              |
|      | (c).Changes in inventories of finished goods, work-in-progress and stock-in-trade   | (1,590,06)                                      | (1,454.24)                                 | (1,698,55)   | (2,394.30)                        | (1,018.37)                             |
|      | (d) Excise duty on sale of goods  | *   | *  | 156,95   | 161,02                            | 543.72                                 |
|      | (e).Employee benefits expense   | 2,893.77  | 3,001.41                                   | 2,671,45   | 11,382,80                         | 10,622,36                              |
|      | (f) Finance costs   | 967,56  | 987.33                                     | 725.58   | 3,306,90                          | 2,833.91                               |
|      | (g).Depreciation and amortisation expense (h).Other expense   | 948,07<br>5,008,87                              | 1,172,70<br>5,600.96                       | 949,71<br>4,495.94   | 4,134.30<br>18,853.80             | 4,007.30<br>17,769.91                  |
|      | Total expenses  | 22,166.55                                       | 22,775.60                                  | 19,375.09  | 84,088.02                         | 71,447.52                              |
| ٧    | Profit/(loss) from continuing operations before tax and exceptional items (III-IV)  | 1,401.17  | 59.89                                      | 665,62   | 2,514.88                          | (1,439.17)                             |
| ۷I   | Exceptional items loss/ (gain) (Refer note 8)   | 150,40  | *  | :4   | 150_40                            | *                                      |
| VII  | Profit/(loss) from continuing operations before tax (V-VI)  | 1,250.77  | 59.89                                      | 665.62   | 2,364.48                          | (1,439.17)                             |
| VIII | Tax expense   |   |  |  | 1                                 |  |
|      | (a).Current tax   | 52,93   | 482.47                                     | 206.82   | 1,196,80                          | 706.50                                 |
|      | (b), MAT credit entitlement   | (3,90)  |  |  | (3.90)                            |  |
|      | (c) MAT credit entitlement written off  | 286,70  | *  | 3.6  | 286,70                            | *                                      |
|      | (d),Deferred tax  | 71,80   | (119.70)                                   | (308,46)   | (133,90)                          | (376,60)                               |
|      | (e),Prior period taxes  | E 1   |  | (382,64)   | 3.00                              | (382.64)                               |
|      | Total tax expenses/ (credits) (VIII)  | 407.53  | 362,77                                     | (484.28)   | 1,345.70                          | (52.74)                                |
| IX   | Profit/(loss) from continuing operations after tax (VII-VIII)   | 843.24  | (302.88)                                   | 1,149.90   | 1,018.78                          | (1,386.43)                             |
|      | Profit/(loss) from discontinued operations Gain on disposal of assets/settlement of liabilities attributable to the discontinued operations | 39,264.00                                       | -  | (92,77)  | 1,054,70<br>41,009.50             | (240.83)                               |
|      | Tax expense of discontinued operation (Refer note 6)  | 33,204,00                                       | - 1  | 57   | 41,000.00                         | n.                                     |
|      | (a) Current tax   |   | 362,73                                     | 7.18   | 362.73                            | 11,44                                  |
|      | (b). MAT credit entitlement   | (362.73)  | ₩.   | 14   | (362.73)                          |  |
| х    | Profit/(loss) from discontinued operations after tax (Refer note 4)   | 39,626.73                                       | (362.73)                                   | (99.95)  | 42,064.20                         | (252.27)                               |
| ΧI   | Profit/(loss) for the period (IX+X)   | 40,469.97                                       | (665.61)                                   | 1,049.95   | 43,082.98                         | (1,638.70)                             |
| XII  | Other comprehensive income  |   |  | -  |                                   |  |
|      | Items that will not be reclassified to profit or loss   |   |  |  |                                   |  |
|      | (a).Re-measurement gain/(loss) on defined benefits plans  | 92,41   | (7.51)                                     | (56.70)  | 82.50                             | (14.40)                                |
|      | (b).Fair value gain / (loss) from investment in equity instruments  | (5,099.01)                                      | (2,062,80)                                 | 1,204,70   | (14,195,41)                       | 339,10                                 |
|      | Items that may be reclassified to profit or loss  |   |  |  |                                   |  |
|      | (a).Exchange differences on translation of foreign operations   | 162,16  | (144.38)                                   | (276,85)   | 244.66                            | (348.63)                               |
|      | (b). Exchange differences on net investment in foreign operations   | 288,54  | (439.31)                                   | (645,12)   | (3,61)                            | (407.87)                               |
|      | Total other comprehensive income  | (4,555.90)                                      | (2,654.00)                                 | 226.03   | (13,871,86)                       | (431.80)                               |
| KIII | Total comprehensive income for the period (XI+XII)  | 35,914.07                                       | (3,319,61)                                 | 1,275.98   | 29,211.12                         | (2,070.50)                             |
|      | Profit for the period attributable to:  |   |  |  |                                   |  |
| 7    | - Owners of the Company   | 39,954,87                                       | (945,91)                                   | 682,25   | 42,156,58                         | (1,382.40)                             |
| 1    | - Non-controlling interests   | 515.10  | 280.30                                     | 367.70   | 926,40                            | (256.30)                               |
|      | Other comprehensive income for the period attributable to:  |   |  |  | . LEGGLOGOST                      | 725071HA                               |
|      | - Owners of the Company   | (4,588,50)                                      | (2,604.80)                                 | 352,05   | (13,954.86)                       | (298.20)                               |
| 8    | - Non-controlling interests   | 32.60   | (49.20)                                    | (126.02)   | 83.00                             | (133.60)                               |
| ij   | Total comprehensive income for the period attributable to:  |   |  |  |                                   |  |
|      | - Owners of the Company   | 35,366.37                                       | (3,550.71)                                 | 1,034,30   | 28,201,72                         | (1,680.60)                             |
|      | - Non-controlling interests<br>Earnings per equity share: (face value of Rs. 2 each) (not annualised)                                       | 547.70  | 231.10                                     | 241.68   | 1,009.40                          | (389.90)                               |
|      | -for continuing operations  |   |  |  |                                   |  |
| - 1  | (1) Basic (in Rs.)  | 0.14  | (0.24)                                     | 0.16   | (0.11)                            | (0.88)                                 |
| - 8  | (2) Diluted (in Rs.)  | 0,13  | (0.24)                                     | 0,16   | (0,11)                            | (0.88)                                 |
|      | - f - a - di di di di   |   |  |  |                                   |  |
|      | -for discontinued operations  |   | (0 + 5)                                    | 0.12   | 17,51                             | 0,31                                   |
| - 1  | (1) Basic ( in Rs.)   | 16,36   | (0.15)                                     |  | 800/740                           |  |
| - 1  | (1) Basic ( in Rs.)<br>(2) Diluted (in Rs.)   | 16.36<br>16.25                                  | (0.15)                                     | 0,12   | 17.40                             | 0,31                                   |
|      | (1) Basic ( in Rs.)<br>(2) Diluted (in Rs.)<br>- for continuing and discontinued operations   | 16,25   | (0.15)                                     |  |                                   |  |
|      | (1) Basic ( in Rs.)<br>(2) Diluted (in Rs.)   | 1   |  | 0.12<br>0.28<br>0.28   | 17,40<br>17,40<br>17,29           | 0.31<br>(0.57)<br>(0.57)               |







#### SEQUENT SCIENTIFIC LIMITED

|         |   |               | (Rs. in Lakhs) |
|---------|---|---------------|----------------|
| SI.No.  | Particulars   | As at         | As at          |
| JI.140. | r di ticulai 3  | 31- Mar- 2018 | 31- Mar- 2017  |
|         | o suprome   | AUDITED       | AUDITED        |
| (A)     | ASSETS  |               |                |
| 1       | Non-current assets  |               |                |
| (a)     | Property, plant and equipment   | 21,351.40     | 39,952,90      |
| (b)     | Capital work in progress  | 1,340,60      | 159,40         |
| (c)     | Investment Property   |               | -              |
| (c)     | Goodwill  | 20,219,30     | 22,423.70      |
| (d)     | Other Intangible assets   | 6,026.50      | 6,056.20       |
| (e)     | Intangible assets under development                                     | 463.20        | 3,095.40       |
| (g)     | Investment in associate and Joint venture                               |               |                |
| (f)     | Financial assets  |               |                |
|         | (i) Investments   | 22,173,30     | 36,397.40      |
|         | (ii) Loans  |               | 45,00          |
|         | (iii) Other financial assets  | 495,40        | 544,90         |
| (g)     | Deferred tax assets (net)   | 2,119,10      | 2,111,90       |
| (h)     | Income tax assets(net)  | 448.10        | 914,30         |
| (1)     | Other non-current assets  | 5,837.80      | 5,986.60       |
|         | Total non current assets:   | 80,474.70     | 1,17,687,70    |
| 2       | Current assets  |               |                |
| (a)     | Inventories   | 15,857,40     | 16,080,70      |
| (b)     | Financial assets  |               |                |
|         | (i) Investments   | 1,734,50      | 6,411.60       |
|         | (ii) Trade receivables  | 25,834,90     | 25,461.90      |
|         | (iii) Cash and cash equivalents   | 3,954.40      | 4,352.10       |
|         | (iv) Bank balances other than (iii) above                               | 290.40        | 388.30         |
|         | (v) Loans   | 1,167,70      | 234,20         |
|         | (vi) Others financial assets  | 191,50        | 909,60         |
| (c)     | Other current assets  | 4,770.70      | 5,602,20       |
|         | Total current assets  | 53,801,50     | 59,440,60      |
|         | Asset classified as held for sale                                       |               | 13,333,10      |
|         | Total Assets  | 1,34,276.20   | 1,90,461.40    |
|         |   |               |                |
| (B)     | EQUITY AND LIABILITIES  |               |                |
| 1       | Equity  |               |                |
| (a)     | Equity share capital  | 4,874.70      | 4,874.70       |
| (b)     | Other equity  | 59,882.98     | 92,804,50      |
| (c)     | Non-controlling interest  | 3,698,50      | 1,721.80       |
|         | Total equity  | 68,456.18     | 99,401.00      |
|         |   |               |                |
| 2       | Liabilities   |               |                |
| 1       | Non-current liabilities   |               |                |
| (a)     | Financial Liabilities   |               |                |
|         | (i) Borrowings  | 10,354,50     | 16,513,90      |
|         | (ii) Other financial liabilities  | 10,293,90     | 5,462,40       |
| (b)     | Long-term provisions  | 749,00        | 1,450.30       |
| (c)     | Deferred tax liabilities  | 1,081_10      | 888,80         |
| (d)     | Other non current liabilities   | 248,40        | 390,20         |
|         | Total non-current liabilities   | 22,726.90     | 24,705.60      |
| 11      | Current liabilities   |               |                |
| (a)     | Financial liabilities   |               |                |
|         | (i) Borrowings  | 15,240,70     | 19,470,00      |
|         | (ii) Trade payables   | 16,049,22     | 20,304.00      |
|         | (iii) Other financial liabilities                                       | 7,372.80      | 10,327,50      |
| (b)     | Provisions  | 254.20        | 134,90         |
| (c)     | Current tax liabilities   | 897,20        | 519,40         |
| (d)     | Other current liabilities   | 3,279,00      | 3,776,30       |
| -       | Total current liabilities   | 43,093,12     | 54,532.10      |
|         | Liabilities directly associated with assets classified as held for sale |               | 11,822,70      |
|         | Total Equity and Liabilities  | 1,34,276.20   | 1,90,461.40    |

Notes:
1. The audited financial results have been reviewed by the Audit Committee and taken on record by the Board of Directors at its meeting held on 24 May 2018,
2. With effect from 01 April, 2017 the Chief Operating Decision Maker (CODM) reviews the operations as one segment "Pharmaceuticals". Accordingly the segment information for earlier periods have been restated in line with provisions of Ind AS 108 "Operating Segments".

| 3. Information on Standalone Results:                 |   |  |  |                                   | (Rs in Lakhs                           |
|---|---|--|--|-----------------------------------|--|
| Particulars   | 3 months ended<br>31-Mar-2018<br>(Refer Note 7) | Preceding 3<br>months ended<br>31-Dec-2017 | Corresponding 3<br>months ended in<br>the previous year<br>31-Mar-2017<br>(Refer Note 7) | Current year<br>ended 31-Mar-2018 | Previous year<br>ended 31-Mar-<br>2017 |
|   | AUDITED   | UNAUDITED                                  | AUDITED  | AUDITED                           | AUDITED                                |
| Revenue from operations                               | 2,679.50  | 2,672.07                                   | 2,767.08   | 10,723.60                         | 9,453.30                               |
| (Loss)/ Profit before tax                             | (170.40)  | 170.43                                     | (198.76)   | 66,30                             | (1,516.60)                             |
| (Loss)/ Profit after tax from continuing operations   | (404.92)  | 118.28                                     | (198,76)   | (220.37)                          | (1,516,60)                             |
| (Loss)/ Profit after tax from discontinued operations | 39.516.43                                       | (362.73)                                   |  |                                   | 1,515.40                               |
| Total comprehensive income                            | 33 978 45                                       | /2 314 17)                                 | 1 482 44   | 26.408.03                         | 344 90                                 |







#### SEQUENT SCIENTIFIC LIMITED

4a. Pursuant to the Scheme of Arrangement (the 'Scheme'), duly sanctioned by the National Company Law Tribunal (NCLT), Mumbai, vide Order dated 09 March 2018 ('Order'), with effect from the Appointment Date i.e. 01 October 2017, the Human API business of the Company was transferred to Solara Active Pharma Sciences Limited ('Solara').

In line with the accounting prescribed in the Scheme, the net assets of the Human API business transferred amounting to Rs. 17,946.28 lakhs have been debited to the Securities Premium account. The excess of fair value of the Human API business over the net assets transferred amounting to Rs. 39,153.70 lakhs has been debited to Retained Earnings with a corresponding credit to the Statement of profit and loss as 'Gain on disposal of assets/settlement of liabilities attributable to the discontinued operations'. The Human API business for previous periods have been presented as discontinued operations in this results.

Pursuant to the above, Sequent Penems Private Limited have ceased to be the subsidiary of the Company.

In line with the approved Scheme, the comparative information in these results for the quarter ended 31 December 2017 have been revised from the published financial results for that quarter to exclude the results of Human API business and Sequent Penems Private Limited which had revenue of Rs. 6,593,46 lakhs and expense of Rs. 6,775,76 lakhs.

4b, During the year ended 31 March 2018, the Company completed the divestment of woman healthcare business (discontinued operations), Gain on sale of business amounting to Rs. 1745.50 Lakhs is recognised and disclosed under discontinued operations.

The results relating to discontinued business are as follows:

(Rs in Lakhs

| Particulars   | 3 months ended<br>31-Mar-2018<br>(Refer Note 7) | Preceding 3<br>months ended<br>31-Dec-2017 | Corresponding 3<br>months ended in<br>the previous year<br>31-Mar-2017<br>(Refer Note 7) | Current year<br>ended 31-Mar-2018 | Previous year<br>ended 31-Mar-<br>2017 |  |
|---|---|--|--|-----------------------------------|--|--|
|   | AUDITED   | UNAUDITED                                  | AUDITED  | AUDITED                           | AUDITED                                |  |
| Total Revenue   |   |  | 9,294.19   | 18,575.74                         | 36,761.09                              |  |
| Total Expenses  | - 1   |  | 9,386.96   | 17,521.04                         | 37,001,92                              |  |
| Profit/ (Loss) before exceptional item and tax  |   |  | (92.77)  | 1,054.70                          | (240.83)                               |  |
| Exceptional items   |   |  |  | -                                 |  |  |
| Profit (Less) before tax  | 140   |  | (92.77)  | 1.054.70                          | (240.83)                               |  |
| Gain on disposal of assets/settlement of liabilities attributable to the discontinuing operations | 39,264,00                                       |  | -  | 41.009.50                         | -                                      |  |
| Tax Expense   | (362.73)  | 362.73                                     | 7.18   |                                   | 11,44                                  |  |
| Profit (Loss) for the period  | 39,626.73                                       | (362.73)                                   | (99.95)  | 42,064.20                         | (252.27)                               |  |

5. Post implementation of Goods and Services Tax (GST) with effect from 01 July 2017, revenue from operations is disclosed net of GST. Revenue from operation for the earlier period included excise duty which is now subsumed in GST. Revenue from operation for the year ended 31 March 2018 are not comparable with those of the previous periods presented.

6. The Company accrues current tax expenses in the interim periods based on the estimated effective annual tax rate for the Company as a whole. The tax expenses (Minimum Alternate Tax) applicable to the entity is split between continuing and discontinued operations based on the profits of the respective operations. Tax expense of discontinued operations for the quarter ended 31 December 2017 represents the cumulative tax expense applicable to such operations upto 30 September 2017.

7.The above results includes the results for the quarter ended 31 March 2018 and 31 March 2017, being the balancing figure between audited figures in respect of the full financial year and the recast published year to date figures up to the third quarter of the previous financial year.

| 8. Exceptional Items:                               | (Rs in Lakh                                     |                                   |  |  |  |
|---|---|-----------------------------------|--|--|--|
| Particulars   | 3 months ended<br>31-Mar-2018<br>(Refer Note 7) | Current year<br>ended 31-Mar-2018 |  |  |  |
| - Write off of ineligible GST credits               | 116.10  | 116.10                            |  |  |  |
| - Goodwill impairment                               | 790.00  | 790,00                            |  |  |  |
| - Contingent consideration reversal                 | (931.26)  | (931.26)                          |  |  |  |
| - liability towards pre-acquisition employee claims | 175.56  | 175,56                            |  |  |  |
|   |   |                                   |  |  |  |

9. During the quarter, the Company's step down subsidiary Alivira Animal Health Limited, Ireland incorporated a subsidiary Alivira France

10. Subsequent to the quarter ended 31 March 2018, the Company through its step down subsidiary Alivira Animal Health Limited, Ireland has acquired 100% stake in Bremer Pharma GMBH for an enterprise value of Euro 22,63,431

11. The previous period figures have been regrouped wherever necessary to correspond with the current period disclosure.

For Sequent Scientific Limited

150.40

150.40

Manish Gupta Managing Director

Place : Thane Date : 24 May 2018

...)



Chartered Accountants Prestige Trade Tower, Level 19 46, Palace Road, High Grounds Bengaluru – 560 001 Karnataka, India

Tel: +91 80 6188 6000 Fax: +91 80 6188 6011

#### INDEPENDENT AUDITOR'S REPORT TO THE BOARD OF DIRECTORS OF SEQUENT SCIENTIFIC LIMITED

- We have audited the accompanying Statement of Standalone Financial Results of SEQUENT SCIENTIFIC LIMITED ("the Company"), for the year ended March 31, 2018 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
- 2. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been compiled from the related standalone Ind AS financial statements which has been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder ('Ind AS') and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our audit of such standalone financial statements.
- 3. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Statement.

We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our audit opinion.

- 4. In our opinion and to the best of our information and according to the explanations given to us, the Statement:
  - (i) is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016; and
  - (ii) gives a true and fair view in conformity with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India of the net profit and Total comprehensive income and other financial information of the Company for the year ended March 31, 2018.



5. The Statement includes the results for the Quarter ended March 31, 2018 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to a limited review by us.

For **DELOITTE HASKINS & SELLS** 

Chartered Accountants (Firm's Registration No. 008072S)

Sathya P. Koushik

Partner

(Membership No.206920)

**Thane**, May 24, 2018 SPK/JKS/2018



STATEMENT OF STANDALONE AUDITED RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2018

|      |  |                    |                    |                                    |                      | (Rs. in Lakhs      |
|------|--|--------------------|--------------------|------------------------------------|----------------------|--------------------|
|      |  |                    |                    | Corresponding 3                    |                      |                    |
|      | Particulars  | 3 months ended     | Preceding 3 months | months ended in<br>previous period | Current year         | Previous           |
|      |  | (Refer Note 7)     | ended              | (Refer Note 7)                     | ended                | year ended         |
|      |  | 31-Mar-2018        | 31-Dec-2017        | 31-Mar-2017                        | 31-Mar-2018          | 31-Mar-201         |
|      |  | AUDITED            | UNAUDITED          | AUDITED                            | AUDITED              | AUDITED            |
| Ι    | Revenue from operations (Refer note 3)   | 2,679.50           | 2,672.07           | 2,767.08                           | 10,723.60            | 9,453.3            |
| H    | Other income   | 509.40             | 448.67             | 701.87                             | 2,426.90             | 1,906.7            |
| Ш    | Total income (I+II)  | 3,188.90           | 3,120.74           | 3,468.95                           | 13,150.50            | 11,360.0           |
|      |  |                    |                    |                                    |                      |                    |
| V    | Expenses   | 1 100 00           | 200.05             | 1 070 05                           | 2.005.70             | 4 495 0            |
|      | (a) Cost of materials consumed   | 1,102.20<br>948.10 | 368.65<br>1,346,10 | 1,070.25<br>1,308.41               | 3,065.70<br>4,914.30 | 4,485.0<br>2,811.9 |
|      | (b) Purchases of stock-in-trade (c) Changes in inventories of finished goods, stock-in-trade and | 940.10             | 1,346,10           | 1,300.41                           | 4,814.30             | 2,011.8            |
|      | work-in-progress   | (35.10)            | (144.80)           | (85.22)                            | (42.20)              | (44.4              |
| - 1  | (d) Excise duty on sale of goods   | (2)                |                    | 101.74                             | 122.90               | 381.8              |
|      | (e) Conversion and processing charges  | 417.88             | 414.20             | 266.91                             | 1,175.60             | 991.5              |
|      | (f) Employee benefits expense  | 182,50             | 239.61             | 113.99                             | 1,185.00             | 1,790.2            |
|      | (g) Finance costs  | 8,10               | 6.41               | 9.00                               | 39.20                | 42.3               |
|      | (h) Depreciation and amortisation expense  | 114.40             | 95.14              | 99.79                              | 366.70               | 325.2              |
|      | (i) Other expenses   | 505.12             | 625.00             | 782.84                             | 2,140.90             | 2,093,1            |
|      | Total expenses (IV)  | 3,243.20           | 2,950.31           | 3,667.71                           | 12,968.10            | 12,876.6           |
|      | Profit/(loss) from continuing operations before tax and exceptional items (III-IV)               | (54.30)            | 170.43             | (198.76)                           | 182.40               | (1,516.6           |
|      | Exceptional items (gain) / loss (Refer note 6)   | 116.10             |                    |                                    | 116.10               |                    |
|      | Profit/(loss) from continuing operations before tax (V-VI)                                       | (170.40)           | 170.43             | (198.76)                           | 66.30                | (1,516.6           |
|      |  | (170.40)           | 110.40             | (100110)                           | 00.00                | (1,010.0           |
| - 1  | Tax expense  |                    |                    |                                    |                      |                    |
| - 1  | (a) Current tax  | (48.28)            | 52.15              |                                    | 3.87                 | -                  |
| - 1  | (b) MAT credit entitlement   | (3.87)             | 261                | -                                  | (3.87)               | -                  |
|      | (c) MAT credit entitlement written off   | 286.67             | (T)                |                                    | 286.67               | -                  |
| - 1  | Total tax expense/ (credits) (VIII)  | 234.52             | 52.15              | -                                  | 286.67               |                    |
| ×    | Profit/(loss) from continuing operations after tax (VII-VIII)                                    | (404.92)           | 118.28             | (198.76)                           | (220.37)             | (1,516.6           |
|      | Profit/(loss) from discontinued operations   |                    | 12                 | 521.65                             | 1,707.40             | 1,515.4            |
|      | Gain on demerger of Human API business (Refer note 5)  | 39,153.70          | .=:                | *                                  | 39,153.70            | -                  |
| - 1  | Tax expense of discontinued operations   | ľ,                 |                    |                                    |                      |                    |
|      | (a) Current tax  | - 2                | 362.73             |                                    | 362.73               | 8                  |
|      | (b) MAT credit entitlement   | (362.73)           |                    | *                                  | (362.73)             |                    |
| 1    | Profit/(loss) from discontinued operations after tax (X)   | 39,516.43          | (362.73)           | 521.65                             | 40,861.10            | 1,515.             |
| i    | Profit/(loss) for the period (IX+X)  | 39,111.51          | (244.45)           | 322.89                             | 40,640.73            | (1.                |
| n þ  | Other comprehensive income   |                    |                    |                                    |                      |                    |
|      | Items that will not be reclassified to profit or loss  |                    |                    |                                    |                      |                    |
|      | (a) Re-measurements of defined benefits plans  | (34.06)            | (6,92)             | (45.13)                            | (37.30)              | 7.                 |
|      | (b) Fair value gain / (loss) from investment in equity instruments                               | (5,099.00)         | (2,062.80)         | 1,204.68                           | (14,195,40)          | 339.               |
| ľ    | Total other comprehensive income for the period (XII)  | (5,133.06)         | (2,069.72)         | 1,159.55                           | (14,232.70)          | 346.               |
| 11   | Total comprehensive income for the period (XI+XII)   | 33,978.45          | (2,314.17)         | 1,482.44                           | 26,408.03            | 344.               |
| 171  | Earnings per equity share: (Face value of Rs. 2 each) (not-<br>annualised)                       |                    |                    |                                    |                      |                    |
| - 11 | - for continuing operations  |                    |                    |                                    |                      |                    |
| - 1  | (1) Basic (in Rs.)   | (0.17)             | 0.05               | (0.08)                             | (0.09)               | (0.                |
|      | (2) Diluted (in Rs.)   | (0.17)             | 0,05               | (80.0)                             | (0.09)               | (0.                |
|      | for discontinued energians   |                    |                    |                                    |                      |                    |
|      | - for discontinued operations (1) Basic ( in Rs.)  | 16.31              | (0.15)             | 0.22                               | 16.86                | 0.                 |
|      | (1) Basic (in Rs.)<br>(2) Diluted (in Rs.)   | 16.20              | (0.15)             | 0.22                               | 16.86                | 0.                 |
|      |  | 3, 227             | ' '                | - T                                | 15.545.5             |                    |
| - 1  | - for continuing and discontinued operations   | 40.44              | (0.40)             | 0.11                               | 40.77                | (0.0               |
|      | (1) Basic (in Rs.)   | 16,14              | (0.10)             | 0.14                               | 16.77                | (0.0)              |
| 1    | (2) Diluted (in Rs.)   | 16,03              | (0.10)             | 0.13                               | 16,66                | (0.0               |
| 1    | See accompanying notes to financial results  |                    |                    |                                    |                      |                    |
| 11   |  |                    |                    |                                    |                      | 15                 |



# SEQUENT SCIENTIFIC LIMITED STANDALONE STATEMENT OF ASSETS AND LIABILTIES AS AT 31 MARCH 2018

(Rs. in Lakhs) As at As at **Particulars** 31 March 2018 31 March 2017 **AUDITED AUDITED** A ASSETS 1. Non-current assets 17,401.64 (a) Property plant and equipment 1,890.70 (b) Capital work-in-progress 153.10 112.67 (c) Investment property 618.47 (d) Intangible assets 477.60 765.10 (e) Intangible assets under development 159.00 3.113.50 (f) Financial assets (i) Investments 45,100,40 46,454.00 (a) Investments in subsidiaries (b) Other investments 22,166.90 36,389.12 (ii) Loans 11,417.90 (iii) Other financial assets 60.60 202.60 (g) Deferred tax assets (Net) 537.40 457.48 556.20 (h) Income tax assets 134.60 1,594.80 2,116.80 Other non-current assets (i) Total non-current assets 83,693.00 1,08,187.58 2. Current assets (a) Inventories 1,383.30 6,253.40 (b) Financial assets 1,398.20 6,227.80 (i) Investments 11,303.00 (ii) Trade receivables 7,846,60 (iii) Cash and cash equivalents 99.60 118.60 (iv) Bank balances other than (iii) above 204.90 187.10 (v) Loans 1,122.30 8,289.00 (vi) Other financial assets 517.90 54.80 (c) Other current assets 1,944.70 3,253.10 14,054.40 36,149.90 Asset classified as held for sale 696.10 Total current assets 14,054.40 36,846.00 **Total assets** 97,747.40 1,45,033.58 **B EQUITY AND LIABILITIES** I Equity (a) Equity share capital 4,874.70 4,874.70 89.987.00 1,20,858.33 (b) Other equity **Total equity** 94,861.70 1,25,733.03 Liabilities 1. Non-current liabilities (a) Financial liabilities (i) Borrowings 1,397.60 1,032.30 Provisions 216.70 Total non-current liabilities 2,429.90 216.70 2. Current liabilities (a) Financial liabilities 6,322.40 (i) Borrowings (ii) Trade payables 2,456.40 6,995.70 (iii) Other financial liabilities 128.20 3.130.70 (b) Other current liabilities 63.20 398.05 (c) Provisions 21.20 23.80 **Total current liabilities** 2,669.00 16,870.65 **Total liabilities** 2,885.70 19,300.55 97,747.40 1,45,033.58 Total equity and liabilities



See accompanying notes to financial results

#### Notes:

- 1 The audited financial results have been reviewed by the Audit Committee and taken on record by the Board of Directors at its meeting held on 24 May 2018.
- 2 The Company has only one reportable segment viz. Pharmaceuticals. Accordingly, no separate disclosure of segment information has been made
- 3 Post implementation of Goods and Services Tax (GST) with effect from 01 July 2017, revenue from operations is disclosed net of GST. Revenue from operations for the earlier period included excise duty which is now subsumed in GST. Revenue from operation for the year ended 31 March 2018 included excise duty upto 30 June 2017. Accordingly, revenue from operations for the quarter and year ended 31 March 2018 are not comparable with those of the previous periods presented.
- 4 During the year, the Company has sold investment in Naari Pharma Private Limited (an erstwhile subsidiary) and recognised a profit of Rs. 382.88 lakhs under 'Other Income'.
- 5 Pursuant to the Scheme of Arrangement (the 'Scheme'), duly sanctioned by the National Company Law Tribunal (NCLT), Mumbai, vide Order dated 09 March 2018 ('Order'), with effect from the Appointment Date i.e. 01 October 2017, the Human API business of the Company was transferred to Solara Active Pharma Sciences Limited ('Solara').

In line with the accounting prescribed in the Scheme, the net assets of the Human API business transferred amounting to Rs. 17,946.28 lakhs have been debited to the Securities Premium account. The excess of fair value of the Human API business over the net assets transferred amounting to Rs. 39,153.70 lakhs has been debited to Retained Earnings with a corresponding credit to the Statement of profit and loss as 'Gain on demerger of Human API business'. The Human API business for previous periods have been presented as discontinued operations in these results.

Pursuant to the above, Sequent Penems Private Limited has ceased to be the subsidiary of the Company.

In line with the approved Scheme, the comparative information in these results for the quarter ended 31 December 2017 have been revised from the published financial results for that quarter to exclude the result of the Human API business which had a revenue of Rs. 6,577.56 lakhs and expenses of Rs. 6,766.81 lakhs.

The profit from discontinued operations from ordinary activities for the respective periods are as mentioned below.

(Rs. in Lakhs)

| Particulars                                    | 3 months<br>ended<br>(Refer Note 7) | Preceding 3 months ended | Corresponding 3<br>months ended in<br>previous period<br>(Refer Note 7) | Current year ended | Previous year<br>ended |
|--|-------------------------------------|--------------------------|---|--------------------|------------------------|
|  | 31-Mar-2018                         | 31-Dec-2017              | 31-Mar-2017   | 31-Mar-2018        | 31-Mar-2017            |
|  | AUDITED                             | UNAUDITED                | AUDITED   | AUDITED            | AUDITED                |
| Total Revenue                                  | 2                                   | -                        | 7,491.95  | 16,795.60          | 29,870.70              |
| Total Expenses                                 |                                     |                          | 6,970.30  | 15,088.20          | 28,355.30              |
| Profit/(loss) before exceptional items and tax |                                     |                          | 521.65  | 1,707.40           | 1,515.40               |
| Exceptional items                              |                                     | 141                      |   | ¥                  |                        |
| Profit/(loss) before tax                       |                                     | (#/                      | 521.65  | 1,707.40           | 1,515.40               |
| Gain on disposal (net)                         | 39,153.70                           | 20                       | -   | 39,153,70          |                        |
| Tax expense of discontinued operations         |                                     |                          |   |                    |                        |
| (a) Current tax                                | 1.5                                 | 362.73                   |   | 362.73             | 9                      |
| (b) MAT credit entitlement                     | (362,73)                            | -                        |   | (362.73)           | -                      |
| Profit/(loss) for the period                   | 39,516.43                           | (362.73)                 | 521.65  | 40,861.10          | 1,515.40               |

- 6 Exceptional items comprises write-off of ineligible GST credits.
- 7 The above results includes the results for the quarter ended 31 March 2018 and 31 March 2017 being the balancing figure between audited figures in respect of the full financial year and the recast published year to date figures up to the third quarter of the current and previous financial year.
- 8 During the quarter, the Company's step down subsidiary Alivira Animal Health Limited, Ireland incorporated a subsidiary Alivira France.
- 9 Subsequent to the quarter ended 31 March 2018, the Company through its step down subsidiary Alivira Animal Health Limited, Ireland has acquired 100% stake in Bremer Pharma GMBH for an enterprise value of Euro 22,63,431.
- 10 The Company accrues current tax expenses in the interim periods based on the estimated effective annual tax rate for the Company as a whole. The tax expenses (Minimum Alternate Tax) applicable to the entity is split between continuing and discontinued operations based on the profits of the respective operations. Tax expense of discontinued operations for the quarter ended 31 December 2017 represents the cumulative tax expense applicable to such operations upto 30 September 2017.
- 11 The previous period figures have been regrouped wherever necessary to correspond with the current period disclosure.

For Sequent Scientific Limited

Manish Gupta Managing Director

Place : Thane Date: 24 May 2018







May 24, 2018

**BSE Limited** 

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001

Scrip code: 512529

The National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex, Bandra (E),

Mumbai - 400 051

Scrip code: SEQUENT

Dear Sir/ Madam,

Subject: Declaration of unmodified audit opinion for the Audited Financial Results (Standalone & Consolidated) for the Quarter and Year ended March 31, 2018

Pursuant to the SEBI Circular CIR/CFD/CMD/56/2016 dated May 26, 2106 and Regulation 33 (3) (d) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended by SEBI from time to time, I do hereby declare and confirm that Deloitte Haskins & Sells, Chartered Accountants, Statutory Auditors of Sequent Scientific Limited ("the Company") have given us an unmodified audit report on the audited financial results (standalone and consolidated) of the Company for the financial year ended March 31, 2018.

You are requested to take the same on record.

For Sequent Scientific Limited

**Tushar Mistry** 

**Chief Financial Officer** 





# SeQuent Scientific Announces Q4 & FY18 Financial Results

FY18 Revenues at ₹ 8,494 mn up by 23.3%, EBITDA at ₹ 871 mn, up by 50.6% Q4FY18 Revenues at ₹ 2,328 mn up by 16.2%, EBITDA at ₹ 308 mn up by 37.6%

#### Mumbai, May 24, 2018

SeQuent Scientific Limited (SeQuent), which has businesses across Animal Health (Alivira) & Analytical Services today announced its financial results for the fourth quarter and full year ended March 31, 2018.

#### **Financial Highlights**

#### ₹ in millions

|          | FY18  | FY17  | Growth (%) | Q4FY18 | Q4FY17 | Growth (%) |
|----------|-------|-------|------------|--------|--------|------------|
| Revenues | 8,494 | 6,890 | 23.3       | 2,328  | 2,003  | 16.2       |
| EBITDA   | 871   | 578   | 50.6       | 308    | 224    | 37.6       |
| EBITDA % | 10.3  | 8.4   |            | 13.2   | 11.2   |            |

#### Detailed presentation on the performance forms part of this press release.

Commenting on the Company's performance, **Manish Gupta, Managing Director** stated "We complete our second quarter as a pure-play animal health company. A revenue growth of 16% and an operating margin improvement of 206 bps over the corresponding quarter are reflective of our focus on execution which is bearing fruit. The revenue growth was on the back of traction across geographies while the quarter also saw a milestone of commercialization of a key API in the US market.

At a strategic level, we made considerable progress in FY18 by executing our long-term strategy of becoming a global Animal Health player with successful integration of the various acquisitions globally over last 18 months. Our next level of growth will be driven by the commercialization of our R&D products, both APIs and formulations. Our recent acquisition of Bremer Pharma in Germany, which brought into fold an EU approved injectable facility will be a key driver for this portfolio enhancement."

#### **About SeQuent Scientific Limited**

SeQuent Scientific Limited (BSE-512529, NSE-SEQUENT) headquartered in Mumbai, India with a global footprint, operates in the domains of Animal Health (Alivira) and Analytical Services. SeQuent has seven manufacturing facilities based in India, Spain, Germany, Brazil and Turkey with approvals from global regulatory bodies including USFDA, EUGMP, WHO, TGA among others. Its API facility at Vizag is India's first and only USFDA approved facility for veterinary APIs.

The human API business of Sequent was recently demerged into Solara Active Pharma Sciences Ltd. (SAPS), with an appointed date of 1<sup>st</sup> October 2017.

For details, feel free to contact:

#### **Tushar Mistry**

Chief Financial Officer Tel: +91 22 41114717 tushar.m@sequent.in

#### Shivangi Bubna

**Christensen Investor Relations** 

Tel: +91 22 4215 0210

sbubna@christensenir.com

#### **Registered Office**

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 I REUTERS: EQU.BO

Website: www.sequent.in

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. SeQuent Scientific Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.





# Leading with Vision. Building with Passion.

India's No. 1 animal health company



Q4 & FY18 Performance

# Disclaimer



Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



# Message from the Management





Manish Gupta
Managing Director

Commenting on the Q4 & FY18 performance, Manish said, "We complete our second quarter as a pure-play animal health company. A revenue growth of 16% and an operating margin improvement of 206 bps over the corresponding quarter are reflective of our focus on execution which is bearing fruit. The revenue growth was on the back of traction across geographies while the quarter also saw a milestone of commercialization of a key API in the US market.

At a strategic level, we made considerable progress in FY18 by executing our long-term strategy of becoming a global Animal Health player with successful integration of the various acquisitions globally over last 18 months. Our next level of growth will be driven by the commercialization of our R&D products, both APIs and formulations. Our recent acquisition of Bremer Pharma in Germany, which brought into fold an EU approved injectable facility will be a key driver for this portfolio enhancement."



# **Key Updates**

#### For the Quarter

- Revenues at Rs. 2,328 Mn, growth of 16.2%
- EBITDA at Rs. 308 Mn, growth of 37.6%
- EBITDA margin at 13.2%, up 206 bps
- First commercial supplies from Vizag for US markets

### Demerger

- Demerger of Human API Business to Solara completed, effective 31-Mar-18
- Now a pure-play Animal Health Business

#### For the Year

- Revenues at Rs. 8,494 Mn, growth of 23.3%
- EBITDA at Rs. 871 Mn, growth of 50.6%
- EBITDA margin at 10.3%, up 190 bps
- Operating leverage driven by successful integration across acquisitions
- Completed 11 USVMF filings
- Paid dividend @ 10% after a gap of 6 years

## **Bremer Acquisition**

- Fills the strategic gap of EUGMP injectable facility
- Integration on track

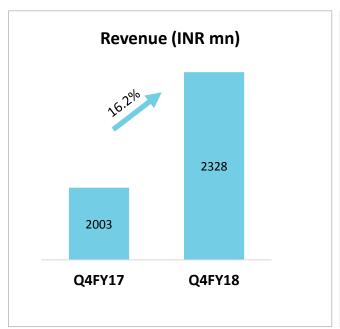
Alivira emerges as India's Largest animal health company within 3 years of operations

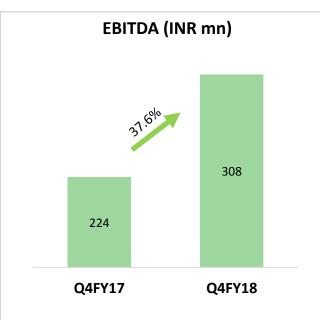


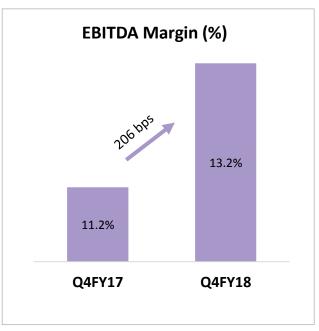


# **Q4FY18 Update**

- Revenue at Rs. 2,328 mn as against Rs. 2,003 mn in Q4FY17, up by 16.2%
- EBITDA at Rs. 308 mn, as against Rs. 224 mn, up by 37.6%
- EBITDA margin at **13.2%** in Q4FY18, up **206 bps**



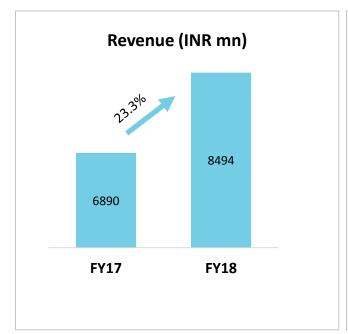




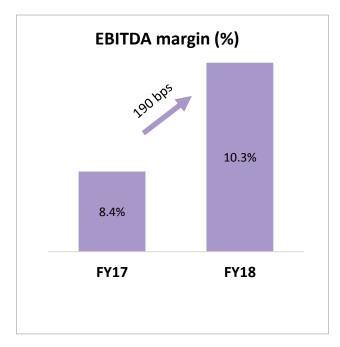


# **FY18 Update**

- Revenue at Rs. 8,494 mn as against Rs. 6,890 mn in FY17, up by 23.3%
- EBITDA at Rs. 871 mn, as against Rs. 578 mn, in the previous year up by 50.6%
- EBITDA margin at **10.3** % in FY18, up **190 bps**



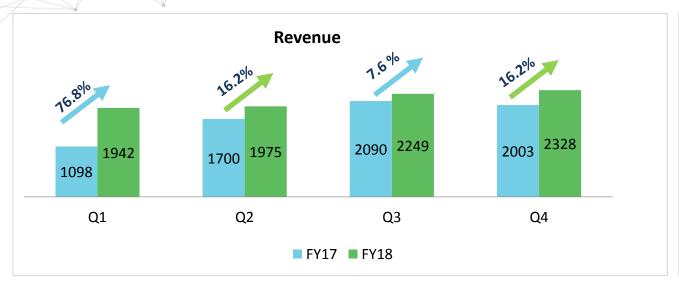


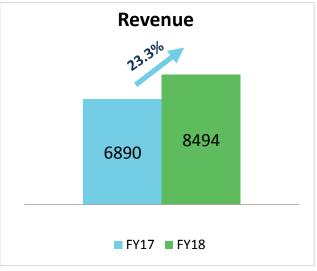


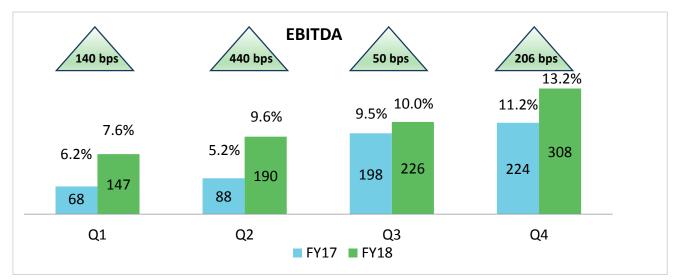


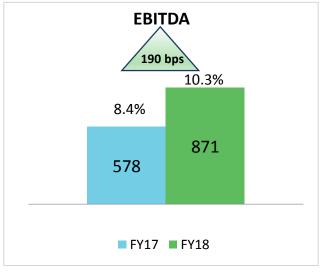
# Relentless focus on execution

#### All values in Rs mn











# **Revenue Distribution**

All values in Rs Mn

| Geography-wise Sales    | Q4FY18 | Q4FY17 | Growth % | FY18  | FY17  | Growth % |
|-------------------------|--------|--------|----------|-------|-------|----------|
| APIs                    | 578    | 569    | 1.6%     | 2,188 | 1,965 | 11.3%    |
| Formulations            | 1,750  | 1,434  | 20.4%    | 6,307 | 4,925 | 27.6%    |
| Europe                  | 817    | 626    | 30.4%    | 3,168 | 2,208 | 43.4%    |
| Turkey                  | 401    | 282    | 42.1%    | 1,160 | 980   | 18.4%    |
| <b>Emerging Markets</b> | 315    | 353    | -10.6%   | 1,163 | 1,283 | -9.4%    |
| LATAM                   | 216    | 173    | 25.3%    | 816   | 454   | 79.7%    |
| Global Sales            | 2,328  | 2,003  | 16.2%    | 8,494 | 6,890 | 23.3%    |

#### **API**

- API contributed ~1/4<sup>th</sup> of sales
- First commercial supplies for the US market from Vizag in Q4
- US supplies scale-up to drive business going forward

#### **Formulations**

- Formulations contributed ~3/4<sup>th</sup> of sales
- Successful integrations across acquisitions driving growth and margin expansion
- Scaled-up R&D capabilities, portfolio of 20+ products under development across India & Spain



# **Consolidated Income Statement**

All values in Rs Mn

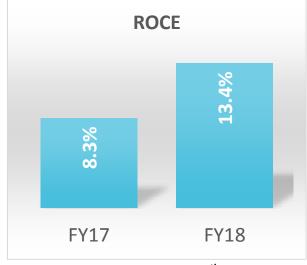
| Q4FY18  | Q3FY18   | Q4FY17   | FY18  | FY17   |
|---------|--|--|---|--|
| Audited | Unaudited  | Audited  | Audited   | Audited  |
| 2,328   | 2,249  | 2,003  | 8,494   | 6,890  |
| (1,235) | (1,201)  | (1,038)  | (4,625)   | (3,567)  |
| 1,093   | 1,048  | 966  | 3,870   | 3,323  |
| 46.9%   | 46.6%  | 48.2%  | 45.6%   | 48.2%  |
| (785)   | (822)  | (742)  | (2,998)   | (2,745)  |
| 308     | 226  | 224  | 871   | 578  |
| 13.2%   | 10.0%  | 11.2%  | 10.3%   | 8.4%   |
| (6)     | (38)   | 9  | (41)  | (149)  |
| 302     | 188  | 233  | 830   | 429  |
| 29      | 34   | 1  | 166   | 111  |
| (97)    | (99)   | (73)   | (331)   | (283)  |
| (95)    | (117)  | (95)   | (413)   | (401)  |
| (15)    | -  | -  | (15)  | -  |
| 125     | 6  | 67   | 237   | (144)  |
| (41)    | (36)   | 48   | (135)   | 5  |
| 84      | (30)   | 115  | 102   | (139)  |
| 52      | 28   | 37   | 93  | (26)   |
| 33      | (58)   | 78   | 10  | (113)  |
|         | Audited 2,328 (1,235) 1,093 46.9% (785) 308 13.2% (6) 302 29 (97) (95) (15) 125 (41) 84 52 | Audited       Unaudited         2,328       2,249         (1,235)       (1,201)         1,093       1,048         46.9%       46.6%         (785)       (822)         308       226         13.2%       10.0%         (6)       (38)         302       188         29       34         (97)       (99)         (95)       (117)         (15)       -         125       6         (41)       (36)         84       (30)         52       28 | Audited         Unaudited         Audited           2,328         2,249         2,003           (1,235)         (1,201)         (1,038)           1,093         1,048         966           46.9%         46.6%         48.2%           (785)         (822)         (742)           308         226         224           13.2%         10.0%         11.2%           (6)         (38)         9           302         188         233           29         34         1           (97)         (99)         (73)           (95)         (117)         (95)           (15)         -         -           125         6         67           (41)         (36)         48           84         (30)         115           52         28         37 | Audited         Unaudited         Audited         Audited           2,328         2,249         2,003         8,494           (1,235)         (1,201)         (1,038)         (4,625)           1,093         1,048         966         3,870           46.9%         46.6%         48.2%         45.6%           (785)         (822)         (742)         (2,998)           308         226         224         871           13.2%         10.0%         11.2%         10.3%           (6)         (38)         9         (41)           302         188         233         830           29         34         1         166           (97)         (99)         (73)         (331)           (95)         (117)         (95)         (413)           (15)         -         -         (15)           125         6         67         237           (41)         (36)         48         (135)           84         (30)         115         102           52         28         37         93 |



# **Key Balance Sheet items**

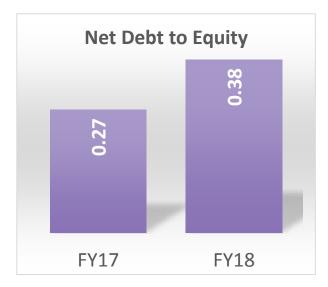
All values in Rs Mn

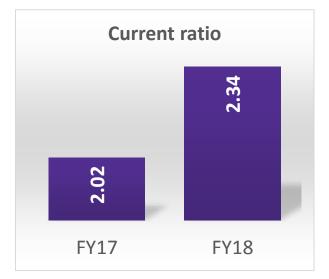
| Particulars         | 31-Mar-18 |
|---------------------|-----------|
| Shareholders' funds | 6,476     |
| Minority Interest   | 370       |
| Borrowings          | 3,046     |
| Cash                | 598       |
| Investments         | 2,217     |
| Tangible Assets     | 2,269     |
| Intangible Assets   | 2,671     |
| Working Capital     | 2,483     |



**ROCE** based on annualised 4<sup>th</sup> quarter







# **Bremer Acquisition**



#### Bremer

#### Germany



#### **Company details**

- Founded in 1982 in Germany with focus on cattle and swine segments
- Products registered across Europe, Far East, LATAM, MENA & Africa operating in antibiotics, vitamins and hormones
- Employee Strength 63



Capabilities & Domain

#### **Manufacturing Capabilities**

- EUGMP injectable facility, re-approved in March 2018 by LANUV
- Dosage forms Oral powders, Oral liquid and sterile injectables including Betalactums, hormones
- IP 421 MA's including 56 in EU



Decision Rationale

#### Rationale

- Access to EU approved Injectable facility
- Complimentary Emerging Markets business
- Synergies with Spanish facility Powders & Oral liquids





# Takeaway- Aiming to become a Top 10 Animal Health Company by FY22

#### **Business Model**

- Capabilities and Scale with an established business model
- Enter new geographies and expand product offerings



#### **Compliance and Standards**

- Strict adherence to global standards of quality & compliance
- Setting standards for the veterinary industry
- Robust Governance practices

## **Operating Performance**

 Strong operating performance with asset sweating and robust margins

## Leadership

- Strategic decision to create global leadership for the business
- On-going partnership with the erstwhile management in inorganic acquisitions





# Thank You

SeQuent Scientific Limited CIN: L99999MH1985PLC036685

#### Registered Office:

301, 3rd Floor, Dosti Pinnacle, Plot No. E7, Road No. 22, Wagle Industrial Estate, Thane (W) - 400 604, Maharashtra

Tel No: +91 22 4111 4777 | Fax No: +91 22 4111 4754

Website: www.sequent.in | E-mail id: info@sequent.in