

SeQuent Scientific Announces Q3FY17 Financial Results

Consolidated Sales at Rs. 2,770 mn, up by 78%

Animal Health biz drives growth, run-rate revenues of Rs. 8,000 mn+

EBITDA from Continuing Operations at Rs. 333 mn, up by 274%

Mumbai, February 10, 2017: 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 third quarter (Q3FY17) and nine months (9MFY17) ended December 31, 2016.

Financial Highlights

Continuing business(Q3FY17 vs Q3FY16)*

- Revenue at Rs. **2,625 mn** as against **Rs. 1552 mn** in Q3FY16, up by **69%**
- Operating EBITDA at **Rs. 333 mn**, as against **Rs. 89 mn**, up by **274%**
- Operating EBITDA margins at **12.7%** in Q3FY17, an increase of **700 bps**

**excluding Women Health (NAARI)*

Consolidated Financial Performance (Q3FY17 vs Q3FY16)

- Revenue at **Rs. 2,770 mn** as against **Rs. 1,552 mn** in Q3FY16, up by **78%**.
- Operating EBITDA at **Rs. 290 mn** as against **Rs. 89 mn** in Q3FY16, up by **225%**
- EBITDA Margin at **10.5%** as against **5.7%** in Q3FY16, improvement of **480bps**
- Translation impact of **Rs. 106 mn** due to depreciation of Turkish Lira
- Net Loss at **Rs. 29 mn** as against a loss of **Rs. 109 mn** in Q3FY16

Commenting on the Company's performance for Q3FY17, **Manish Gupta, Managing Director** said "We are pleased with the way our Animal Health Business is shaping up which is also reflected in the performance of the reported quarter. As our execution focus continues to play its part, this business has now achieved both scale and capabilities to drive margins and sustainable growth. With Alivira emerging as India's largest integrated veterinary company with run-rate revenues in excess of \$ 120 mn(Rs. 8,000 mn) per annum, SeQuent has drawn up a road map to becoming a pure-play Animal Health Company and create disruptive value for the stakeholders by announcing its intent to divest Human API business and Women Healthcare business"

Operational update in Q3FY17

- Launched **4** new formulations in Europe in Alivira
- **7** product filings, **12** product approvals and **1** new launch in emerging markets for Alivira
- Global R&D Product development initiated for 5 products in Spain and India
- Turkey operations back on track in compliance with new GMP regime
- APIs - 8 new filings in Alivira, 1 in human API

Corporate Actions

The Board of Directors at their meeting held on February 3, 2017 approved in principle demerger of Human API Business to a separate entity to be listed in BSE / NSE and divesting Women Healthcare business to focus on Alivira (Integrated Animal Healthcare business) for disproportionate value creation. [Please click here for detailed press note issued on February 3, 2017](#)

Changes in Key Management Personnel

- The Company has relocated its Corporate Office from Bengaluru to Thane and on account of this Mr. Kannan.PR, who is the Chief Financial Officer and Mr. Preetham Hebbar, Company Secretary has expressed their desire to pursue other opportunities.
- The Board has appointed Mr. Tushar Mistry, who is with the Company for over 2 years as Vice President – Finance as the Chief Financial Officer. Mr. Krupesh Mehta has been appointed as the Company Secretary and Compliance Officer.

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 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

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