

## PRESS RELEASE

### Piramal Enterprises Limited Announces Consolidated Results for Q4 & FY2021

- Delivered resilient performance in FY 2021 despite the unprecedented global business environment

**Mumbai, India | May 13, 2021:** Piramal Enterprises Limited ('PEL', NSE: PEL, BSE: 500302, 912460) today announced its consolidated results for the Fourth Quarter (Q4) and Full Year FY2021 ended 31<sup>st</sup> March 2021.

#### Consolidated Financial Highlights

**Delivered resilient performance in FY 2021, while executing on its earlier stated transformation plan, despite the unprecedented global business environment**

- **Balance Sheet:**
  - Shareholders' Equity increased by 29% to INR 35,139 Cr. in the last 2 years
  - 45% reduction in Net Debt by INR 24,968 Cr. in the last 2 years
  - Raised >INR 51,000 Cr. of long-term funds in the last 2 years
  - PEL Net Debt-to-Equity of 0.9x times
- **P&L:**
  - **FY 2021 performance:**
    - Revenue at INR 12,809 Cr., broadly stable year over year
    - Significant Increase in Net Profit of INR 1,413 Cr. versus INR 21 Cr. in FY2020
    - Normalized Net Profit of INR 2,627 Cr.; in line with INR 2,615 Cr. in FY2020
  - **Q4 FY2021 performance:**
    - Revenue marginally grew to INR 3,402 Cr. versus INR 3,341 Cr. in Q4 FY2020
    - Normalized Net Profit of INR 748 Cr. versus INR 807 Cr. in Q4 FY2020
- **Proposed DHFL Acquisition:**
  - The resolution plan received approvals from the RBI in Feb-2021 and Competition Commission of India (CCI) in Apr-2021
- **Dividend:**
  - The Board has recommended a dividend of INR 33 per share for the approval of the Shareholders in the AGM. The total dividend payout on this account would be INR 788 Crores.

**Ajay Piramal, Chairman, Piramal Enterprises Ltd.** said, "PEL has delivered steady performance with revenues of INR 12,809 Crores and net profit of INR 1,413 Crores for FY21, reflecting strong resilience during a phase of prolonged macro-economic challenges.

Over the last two years, we have significantly strengthened our balance sheet and continue to transform our Financial Services business model from largely wholesale-led to a more diversified one across wholesale and retail financing. This transformation will also be augmented by our impending inorganic initiative with DHFL, that is currently undergoing regulatory process.

Pursuant to the capital raise during the year in our Pharma business, we have accelerated investments in both organic and inorganic growth initiatives.

In the last one year, we have also made further progress towards creating two separate listed entities. I am confident that these businesses will emerge as two strong companies, each with a long runway for growth."

**Key Business Highlights**

Financial Services (FS)	Pharma
<ul style="list-style-type: none"> <li>▪ <b>Continued organic build-up of multi-product retail lending platform</b>, since its launch in Nov-2020               <ul style="list-style-type: none"> <li>- Increased product suite from 2 to 7 products in FY2021</li> <li>- Healthy traction witnessed across product categories in terms of disbursements during Q4 FY2021</li> </ul> </li> <li>▪ <b>Proposed DHFL Acquisition:</b> <ul style="list-style-type: none"> <li>- PCHFL's resolution plan received approvals from the RBI in Feb-2021 and Competition Commission of India (CCI) in Apr-2021</li> </ul> </li> <li>▪ <b>Made further progress on rationalizing the wholesale loan book and making it more granular</b> <ul style="list-style-type: none"> <li>- No exposures were &gt;15% of net worth of the FS business as of March 2021</li> </ul> </li> <li>▪ Despite reduction in wholesale loan book in FY2021, <b>we continue to maintain conservative provisions at 6.3% of loan book</b> (INR 2,797 Cr.) to manage any contingencies arising from the second wave of COVID-19               <ul style="list-style-type: none"> <li>- <b>Provisions against the wholesale book</b> is much higher at 6.8%</li> </ul> </li> <li>▪ <b>'Best-in-class' capital adequacy ratio of 37%</b> (vs. 22% in March 2019)</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Revenue grew by 19% YoY to INR 1,923 Cr. for Q4 FY2021:</b> <ul style="list-style-type: none"> <li>- CDMO Revenues were up 23% YoY</li> <li>- India Consumer Healthcare Revenues were up 55% YoY</li> </ul> </li> <li>▪ <b>Revenue grew by 7% to INR 5,776 Cr. and Delivered EBITDA of INR 1,283 Cr. in FY21:</b> <ul style="list-style-type: none"> <li>- CDMO Revenues were up 15%</li> <li>- India Consumer Healthcare Revenues were up 20%</li> <li>- Complex Hospital Generics impacted by low demand due to Covid-19 effect on surgeries globally and other hospitalizations</li> </ul> </li> <li>▪ <b>Invested recently raised capital in both organic and inorganic growth initiatives:</b> <ul style="list-style-type: none"> <li>- Announced acquisition of <b>Hemmo Pharmaceuticals for INR 775 Cr.</b></li> <li>- <b>Completed acquisition</b> of 49% remaining stake in Convergence Chemicals</li> <li>- <b>Announced US\$ 32 Mn expansion</b> of Riverview, Michigan facility</li> <li>- <b>Acquired Solid Oral Dosage facility in Sellersville</b> from G&amp;W Laboratories</li> <li>- India Consumer Healthcare business <b>launched 15+ products and 35+ SKUs</b></li> </ul> </li> <li>▪ <b>Other Highlights:</b> <ul style="list-style-type: none"> <li>- CDMO <b>strong order book</b> reinforced by over 50 new customers in FY21</li> <li>- Established <b>e-commerce as growth vertical, delivering 3x growth in FY21</b></li> <li>- Cleared 29 regulatory inspections and 99 customer audits during the year</li> </ul> </li> </ul>

Business-wise Revenue Performance				(INR Crores or as stated)				
Net Sales break-up	Quarter IV ended			% Sales for Q4 FY2021	12M ended			% Sales for FY2021
	31-Mar-21	31-Mar-20	% Change		31-Mar-21	31-Mar-20	% Change	
Financial Services	1,478	1,718	-14%	43%	7,033	7,649	-8%	55%
Pharma	1,923	1,623	19%	57%	5,776	5,419	7%	45%
Pharma CDMO	1,290	1,048	23%	38%	3,616	3,154	15%	28%
Complex Hospital Generics	507	500	1%	15%	1,669	1,853	-10%	13%
India Consumer Healthcare	127	82	55%	4%	501	418	20%	4%
<b>Total</b>	<b>3,402</b>	<b>3,341</b>	<b>2%</b>	<b>100%</b>	<b>12,809</b>	<b>13,068</b>	<b>-2%</b>	<b>100%</b>

Note: Pharma revenue includes foreign exchange gains/losses

Consolidated Financial Performance				(INR Crores or as stated)		
Particulars	Quarter IV ended			12M ended		
	31-Mar-21	31-Mar-20	% Change	31-Mar-21	31-Mar-20	% Change
Net Sales	3,402	3,341	2%	12,809	13,068	-2%
Non-operating other income	164	240	-31%	364	491	-26%
Total income	3,566	3,581	0%	13,173	13,559	-3%
Other Operating Expenses	1,701	1,420	20%	5,335	4,926	8%
Impairment on financial assets	-77	2,019	-	10	1,875	-99%
OPBIDTA	1,942	142	-	7,828	6,758	16%
Interest Expenses	936	1,295	-28%	4,209	5,321	-21%
Depreciation	145	143	2%	561	520	8%
Profit / (Loss) before tax & exceptional items	861	-1,296	-	3,058	918	233%
Exceptional items (Expenses)/Income	0	0	-	59	0	-
Income tax – Current tax	218	-498	-	785	203	287%
DTA reversal / other one-time tax adjustments	1,258	1,758	-28%	1,258	1,758	-28%
Profit / (Loss) after tax (before Prior Period items)	-616	-2,556	-	1,074	-1,043	-
Share of Associates <sup>1</sup>	106	195	-46%	338	490	-31%
Net Profit / (Loss) after Tax from continuing operations	-510	-2,361	-	1,413	-553	-
Profit / (Loss) from Discontinued operations <sup>2</sup>	0	658	-100%	0	574	-100%
Net Profit after Tax	-510	-1,703	-	1,413	21	-
Normalized Net Profit <sup>3</sup>	748	807	-7%	2,627	2,615	0%

1) Income under share of associates primarily includes our share of profits at Shriram Capital and profit under JV with Allergan, as per the accounting standards.

2) Profit / (Loss) from Healthcare Insights & Analytics business, sold in Jan'20.

Normalized profit excludes: (i) impact of profit/loss from discontinuing operations; (ii) reversal of Deferred Tax Assets (DTA) and Minimum Alternate Tax (MAT) credit; and (iii) additional conservative provision (net of taxes) on account of Covid-19; and (iv) other one-off items, incl. MTM gains / losses.

\*\*\*

### About Piramal Enterprises Ltd:

Piramal Enterprises Limited (PEL), a publicly listed company in India, has diversified business interests in Financial Services and Pharmaceuticals. PEL's consolidated revenues were ~US\$1.7 billion in FY2021, with ~37% of revenues generated from outside India.

In Financial Services, the Company offers a wide range of financial products and solutions, with exposure across both wholesale and retail financing. The wholesale lending business provides financing to real estate developers, as well as corporate clients in non-real estate sectors. Within retail lending, the Company is building a multi-product platform and offers home loans, loans for small businesses and loans for working capital to customers in affordable housing and mass affluent segments across Tier I, II and III cities. India Resurgence Fund (IndiaRF), the distressed asset investing platform in partnership with Bain Capital Credit, invests in equity and/or debt across non-real estate sectors. The Company has long-standing partnerships with leading institutional investors that include - CPPIB, APG, Bain Capital Credit, CDPQ, and Ivanhoé Cambridge. PEL also has equity investments in the Shriram Group, a leading financial conglomerate in India.

Piramal Pharma Limited (PPL), a subsidiary of PEL, offers a portfolio of differentiated products and services through end-to-end manufacturing capabilities across 14 global facilities and a global distribution network in over 100 countries. PPL includes: Piramal Pharma Solutions, an integrated contract development and manufacturing (CDMO) business; Piramal Critical Care, a Complex



Hospital Generics business; and India Consumer Products business, that sells over-the-counter products in India. In addition, PPL has a joint venture with Allergan, a leader in ophthalmology in the Indian formulations market. In October 2020, PPL received 20% strategic growth investment from the Carlyle Group.

For more information visit: [www.piramal.com](http://www.piramal.com), [Facebook](#), [Twitter](#), [LinkedIn](#)

---

**For Media Queries:**

Dimple Kapur  
Corporate Communications  
[Dimple.Kapur@piramal.com](mailto:Dimple.Kapur@piramal.com)

**For Investors:**

Hitesh Dhadha  
Investor Relations  
[investor.relations@piramal.com](mailto:investor.relations@piramal.com)