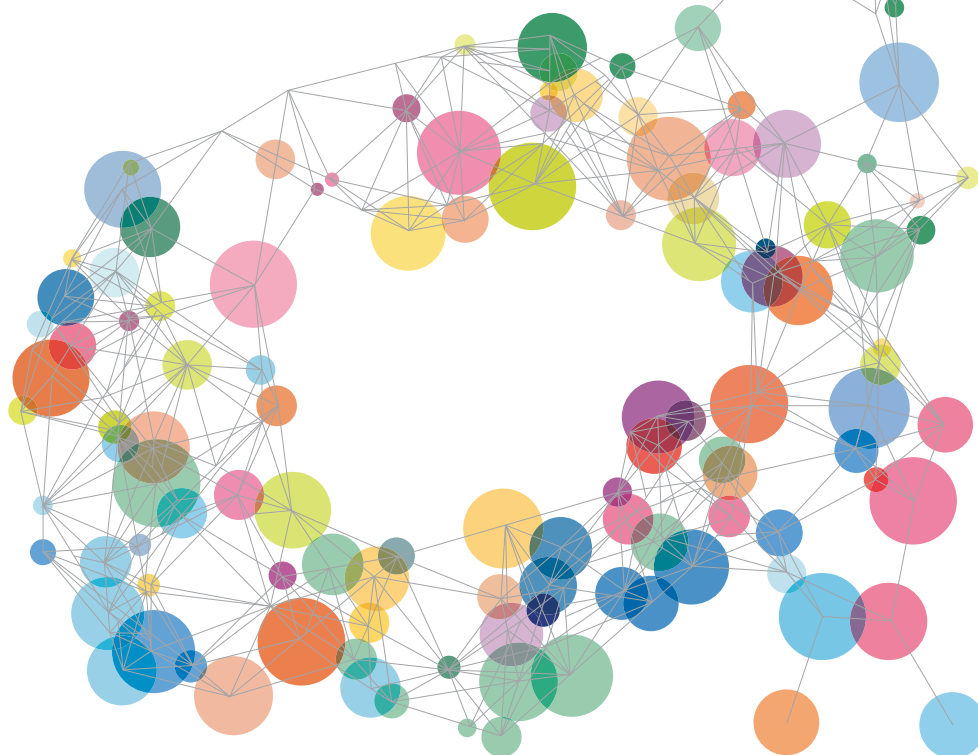


Setting the pace. **Shaping the future.**



# Board of Directors



## Contents

- Corporate Identity 2 • Financial Progression 4 • Chairman's review 10 • 10-minutes with the CFO 12
- Shareholder value 14 • The pharmaceutical industry 16 • International Generics 18 • Branded Formulations 21
- Active Pharmaceutical Ingredients 26 • Analysis of financial statements 27 • The socially responsible corporate 31
- Risk Management 32 • Board's Report 34 • Report on Corporate Governance 56 • Standalone Financial Statements 67
- Consolidated Financial Statements 95

**At Alembic**, we are focused on making the good even better through initiatives that not only grow the quantity of our numbers but also enrich their quality...



Through initiatives that not only increase revenues and profits today but in a sustainable way for tomorrow...



Setting the pace. **Shaping the future.**



**At Alembic**, this enduring philosophy has generated heartening results: profit after tax increased at a compounded rate of 31% in the last three years leading to 2014-15.



## Alembic Pharmaceuticals Limited.



Valued at (US\$ billion).

**Where you will find us:** Alembic (headquartered in Vadodara, India) has five manufacturing facilities and a sprawling R & D centre at Vadodara. Being listed, the Company's shares are listed on the Bombay and National Stock Exchanges.

### Mission

Improve healthcare through innovation, commitment and trust.

### What we do

Alembic's operations consist of - International Generics, Branded Formulations and APIs.

# Alembic Pharmaceuticals Limited.

## Setting a higher pace.

### Corporate

74%	12%	9200	7000+
Promoters' holding (%)	Institutional holding (%)	Market capitalisation (₹ crore)	Team size

### International Generics and API

68	37	72
ANDAs filed in USA	ANDAs approved (tentative four approval)	DMFs filed

### India Branded Formulations

19 <sup>th</sup>	17 <sup>th</sup>	5	19
Rank in the Indian formulations market	Rank in the doctor's prescription universe	Brands featuring in the top - 300	Brands with revenues in excess of ₹10 crore*

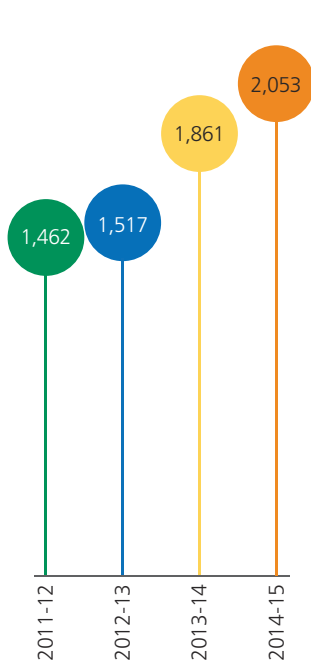
\*(Source: ORG, March 2015)

As on March 31, 2015

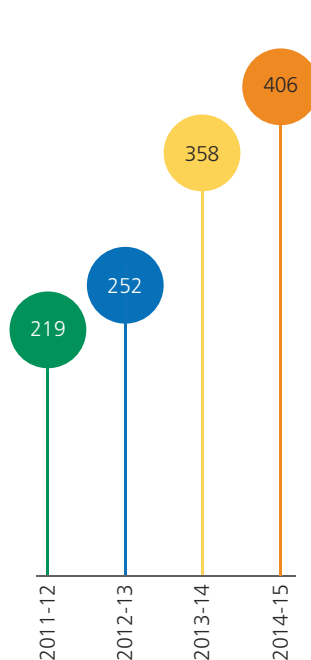
Financial progression

Setting a higher pace.

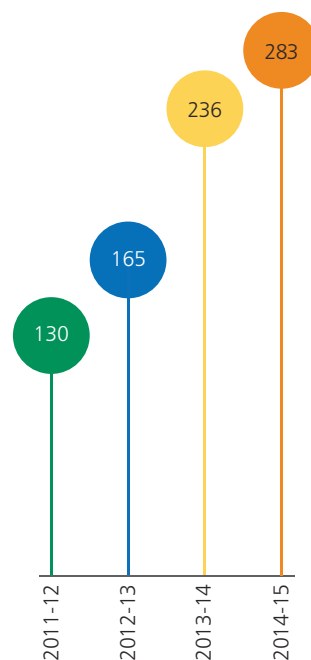
In every single year of the last four.



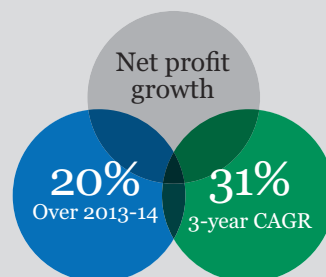
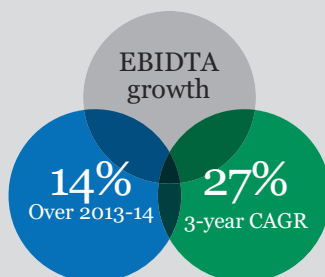
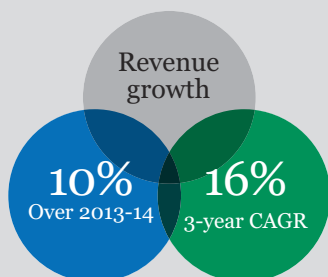
Revenue  
(₹ crore)



EBITDA  
(₹ crore)

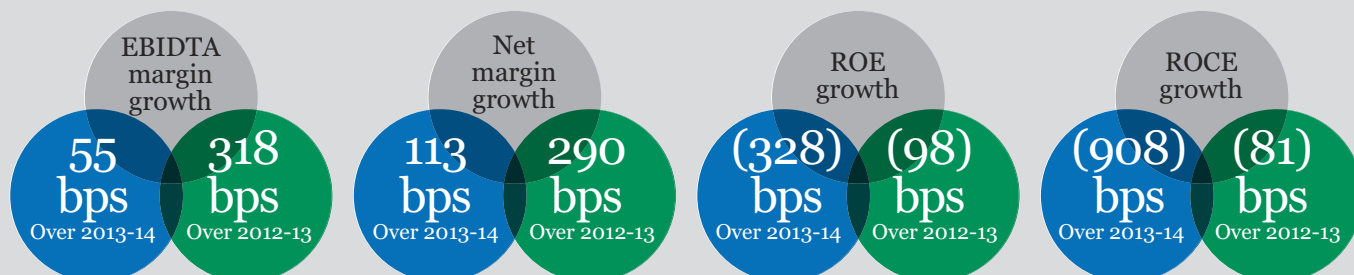
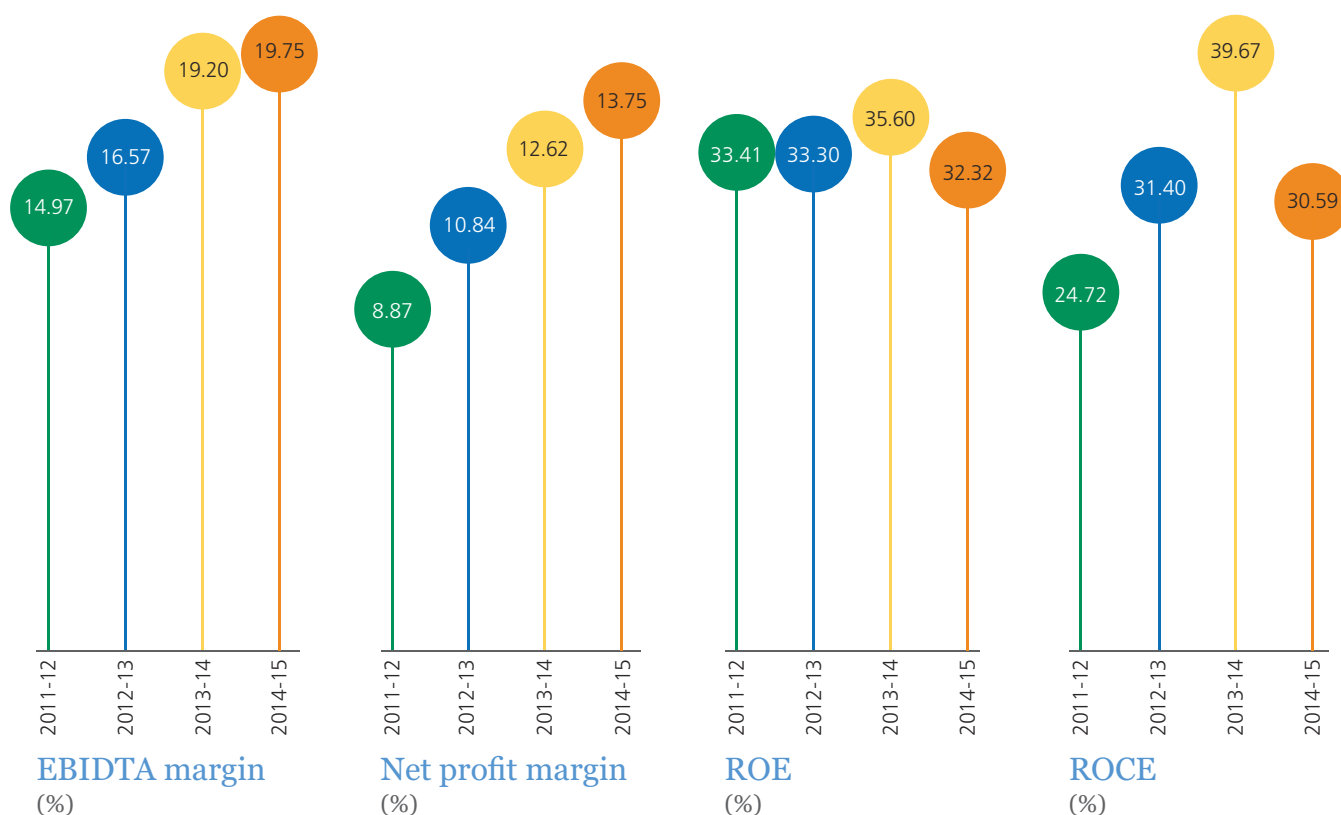


Net profit  
(₹ crore)



Financial progression

## Profitability.



# Shaping our future in the domestic market.

The Indian market is transforming in size and character. As incomes rise and the health care footprint widens, the market for specialised remedies will increase.

**Alembic** is prepared for this reality. During the year under review, the Company did not just address the business needs of the moment; it strengthened its business through future-facing initiatives.

- Prepared the ground to launch around 20 branded formulations each year in India, a majority intended to address chronic therapies.

- Embarked on setting up a formulations facility in Sikkim

(projected commissioning early 2015-16).

- Created a blueprint to launch new marketing divisions (urology and women's healthcare), expected to generate sizeable revenues in 18-24 months.

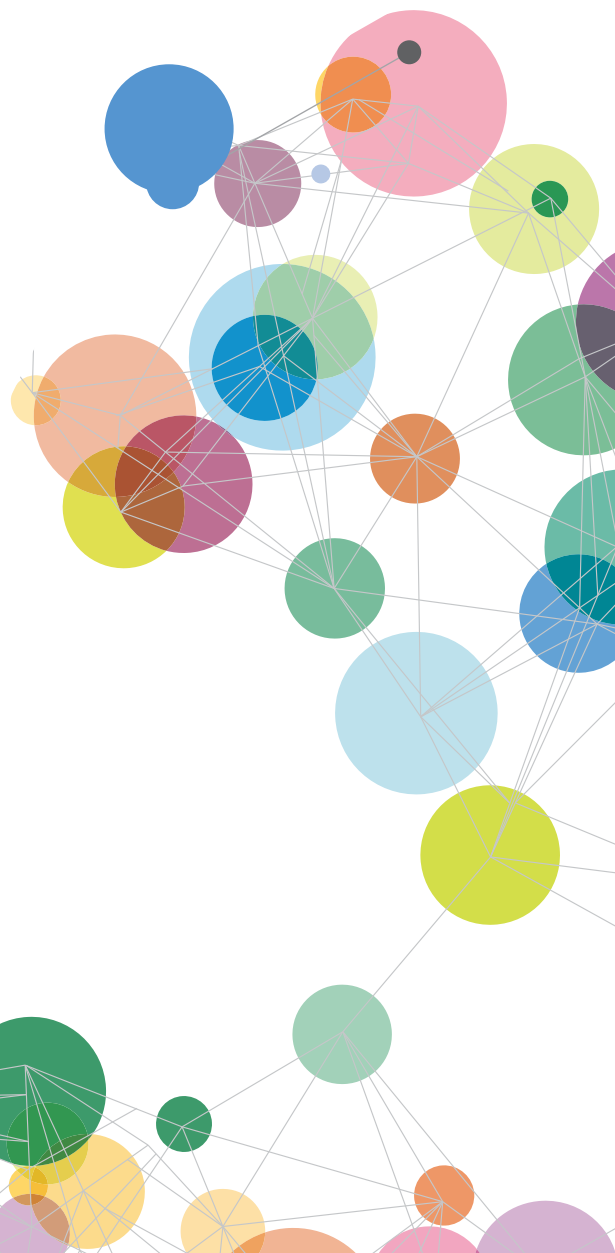
- Trained field employees with a greater focus.

We expect that these initiatives should make it possible for us to sustain market outperformance – at higher margins.

*Setting the pace. Shaping our future.*



Percentage growth  
in our India Branded  
Formulations  
Business, 2014-15





# Shaping our future by targeting global opportunities.

Alembic is driven by the passion to grow its presence as a global industry citizen, its products addressing needs across continents and therapeutic segments.

This widening footprint will address a number of realities, helping de-risk the business from a probable slowdown in any one market and address unmet needs more effectively.

During the year under review, Alembic strengthened its global model through various initiatives.

- Planned to launch about 7-8 products and file 10-12 ANDAs each year in the US, the most remunerative pharmaceutical market in the world.

- Invested in initiatives that will lead to front-end US operations in 2015-16, the benefits becoming visible from 2016-17.

- Alembic's Formulation unit successfully passed USFDA inspection (Zero 483).

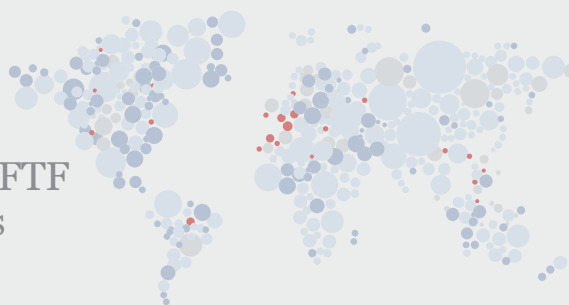
- Filed 29 products in the regulated markets of Europe and Australia in 2014-15 with five approvals during the year

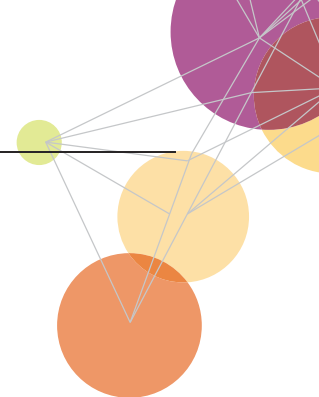
These diverse initiatives are expected to translate into an attractive volume-value play, enhancing realisations and revenues.

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Percentage of Para IV / FTF filings out of the ANDAs pending approval with regulatory authorities





# Shaping our future through research preparedness.

As the business landscape becomes increasingly complex, the successful companies of the future will be those investing in knowledge and corresponding infrastructure to discover new processes and products.

**Alembic** reinforced its research competence and commitment through proactive R&D spent (₹139.30 crore, 2014-15) that accounted for 6.8 % of its revenues through multiple initiatives.

- Invested in pilot plants engaged in the research and development of APIs and formulations with the objective to shrink the product development cycle, faster exhibit batches and accelerate document filings with regulatory authorities.

- Invested in sophisticated equipments addressing technology gaps; intensified R&D team training to undertake projects in the areas of complex chemistry, new technologies and diverse delivery platforms.

- Focused on new delivery platforms Company is now aggressively looking at / evaluating into non-oral solid product basket. Company expects sizeable investment for such product basket.

- Invested in a state-of-the-art R&D centre in Hyderabad (12,000 square feet) to deliver niche molecules and superior technologies.

We believe that these initiatives will deepen our product basket, extend our delivery platform to high-growth therapeutic segments and expand our global opportunity canvas.

Number of active research projects three years ago

Number of active research projects today

*Setting the pace. Shaping our future.*