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3131

Revenue (₹ in crore)
20% growth over five years

615

EBIDTA (₹ in crore)
25% growth over five years

401

Net profit (TCI) (₹ in crore)
25% growth over five years

21.39

Earnings per share (₹)
25% growth over five years



Scan the QR code to visit
Alembic's website and
download pdf version of
annual report

In the pharmaceutical space,
your past efforts determine
your present standing and
your present strategy your
future progress.

Alembic is no exception.

At Alembic, we have resolved
to strive harder, work
smarter, stretch wider and
engage deeper.

To make our tomorrows
better.

At Alembic, success is about doing more!



For us 'more' means...

More
capability
addition.

More
experts on-
boarding.

More
research and
development
programs.

More
quality
focus.

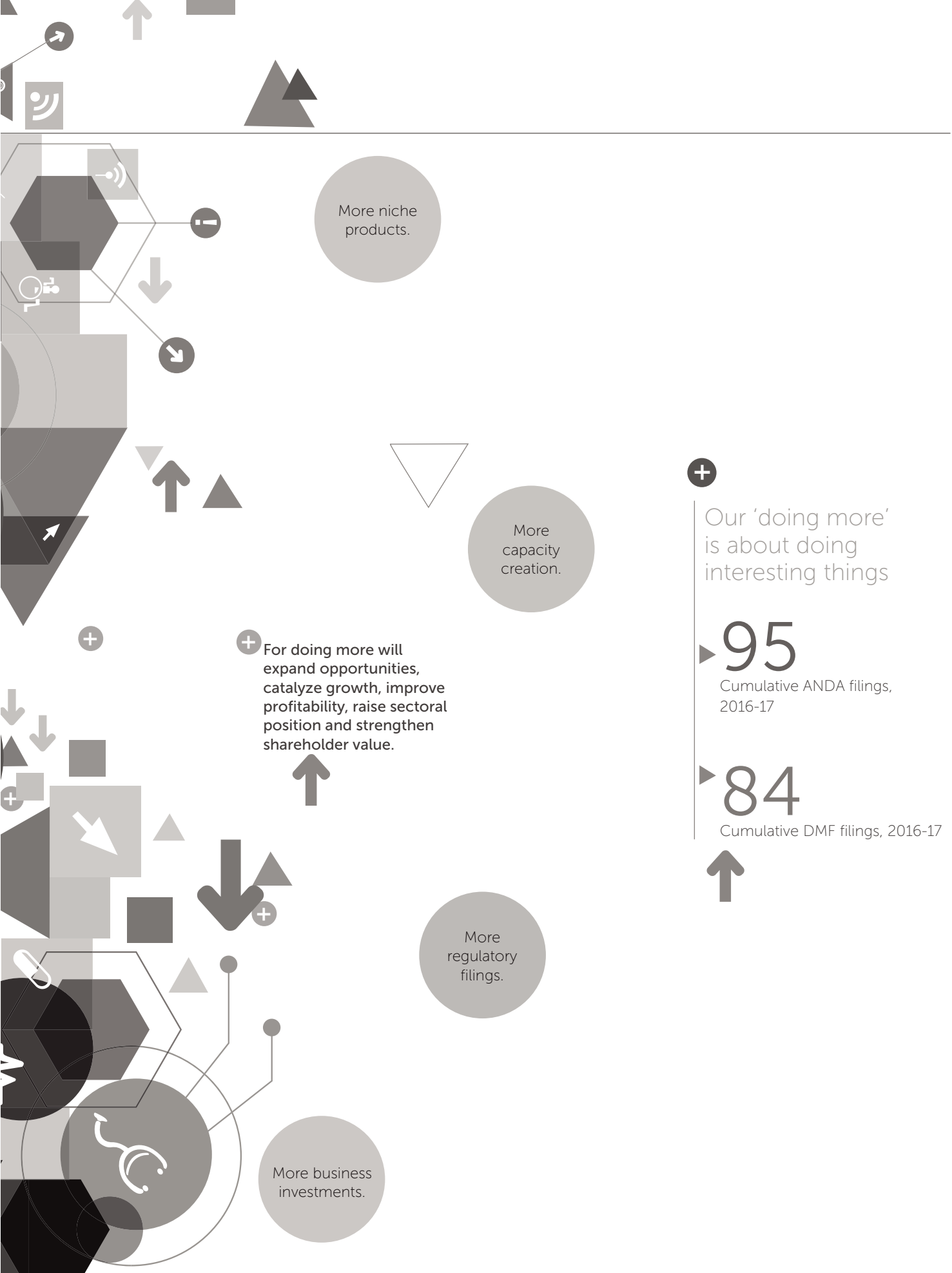


Our 'doing more'
is about doing
interesting things

► **470** Crores
R&D investment, 2016-17

► **260**
Number of R&D projects,
2016-17





More niche products.

More capacity creation.

+ For doing more will expand opportunities, catalyze growth, improve profitability, raise sectoral position and strengthen shareholder value.

More regulatory filings.

More business investments.



Our 'doing more' is about doing interesting things

► 95

Cumulative ANDA filings, 2016-17

► 84

Cumulative DMF filings, 2016-17



more capability building

The rapid transformation of the pharmaceutical space – from curing simple illnesses to addressing challenging ailments – has necessitated the formulation of complex remedies. As a result, enhancing research capability has emerged as the single biggest factor determining a pharmaceutical company's potential and sustainability.

At Alembic, we invested more than ₹450 crore in strengthening our R&D capabilities. This is expected to reinforce our niche molecule development across therapeutic and delivery platforms.

At our R&D unit for formulations development in Vadodara, we extended our product pipeline and increased the capacity of our bioequivalence unit to accelerate product development.

At our R&D unit in Vadodara, we invested in cutting-edge infrastructure for developing complex generics and specialty injectables with niche applications.

At our R&D unit for formulations development in Hyderabad, we set up two new GLP-compliant labs equipped with best-in-class automation (pilot batch-making facilities) that ensure complete data integrity.

We promoted a joint venture (Aleor Dermaceuticals Limited) with Orbicular Pharmaceutical Technologies Private Limited. This alliance increased our dermatology pipeline to 45 molecules, four of which we hope to file during FY18.

We partnered renowned R&D companies to leverage their intellectual capital and extend our product pipeline in the areas of oral solids and injectables.

These investments are expected to generate multiple benefits for Alembic.

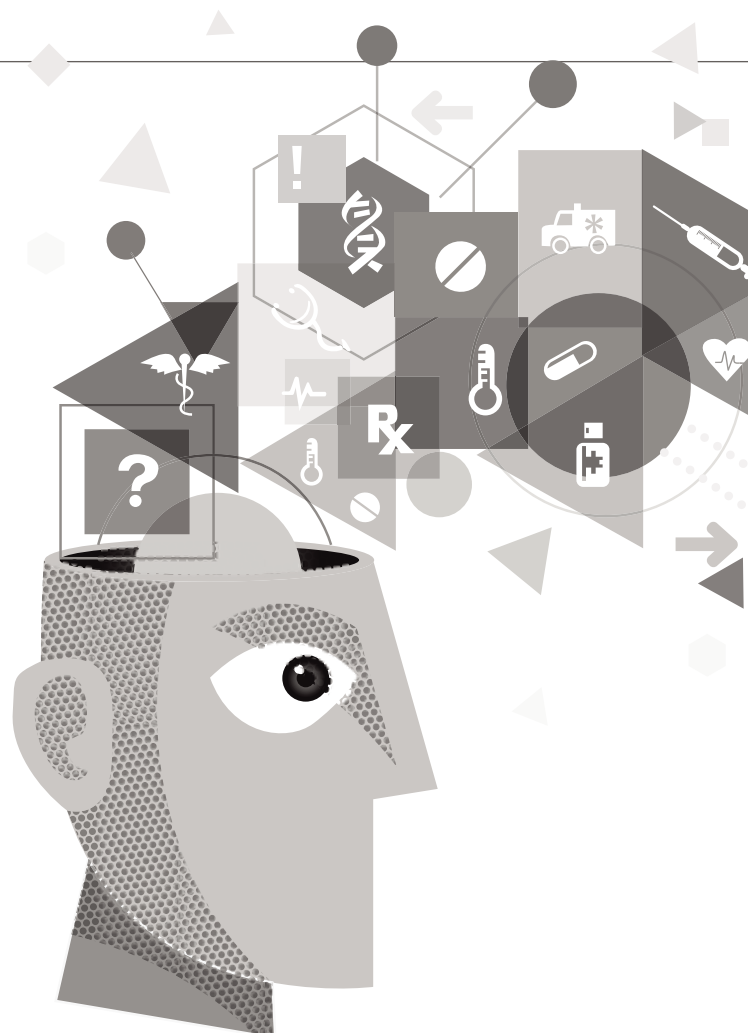
- Strengthen our product basket making it possible to launch 10 products annually in regulated markets.

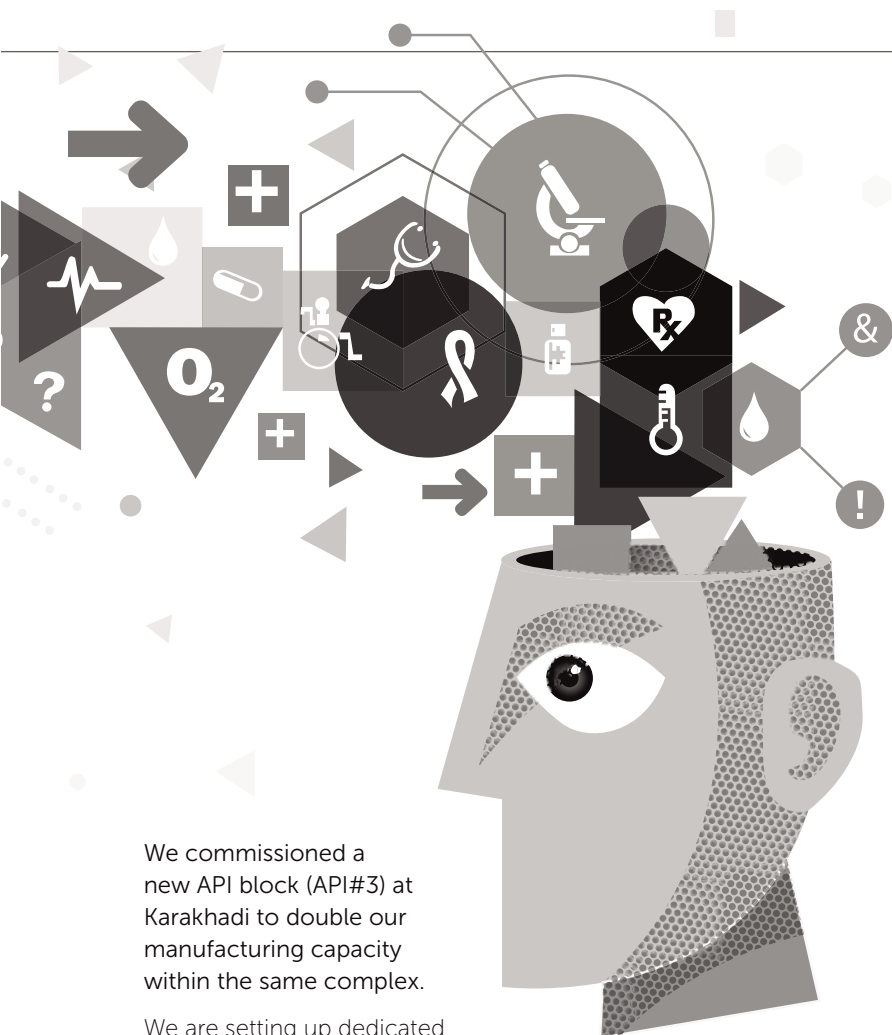
- Facilitate our entry into newer therapeutic spaces.
- Reinforce our presence in oncology, dermatology and ophthalmology segments.
- Broaden our opportunity canvas by allowing us to enter niche injectable spaces (general and oncology).
- Enhance our global sectoral reputation.
- Empower us to file ~100 ANDAs over the next three years (starting FY18).

We should be able to file ~100 ANDAs over the next three years (starting FY18)

R&D investment (₹ crore)

2016-17	470
2015-16	356
2014-15	148
2013-14	136
2012-13	83





capacity building^{more}

At Alembic, we invested more than ₹475 crore during the year under review in world-class manufacturing capacities, accelerating our regulatory filings and ensuring immediate product commercialisation (upon approval).

We commissioned a new API block (API#3) at Karakhadi to double our manufacturing capacity within the same complex.

We are setting up dedicated facilities for manufacturing oncology products across delivery platforms – oral solid dosages and injectables. We expect to commission dedicated facilities for both in the first half of FY18 and we plan to roll out exhibit batches in FY18, triggering ANDA filings.

For Aleor, we are setting up a greenfield manufacturing facility for dermatology products in Karakhadi which should go on stream by the second half of FY18.

We are also building a multi-therapy injectables manufacturing facility to boost our formulations delivery platform in

Karkhadi (expected to be operationalised by the second half of FY18). We plan to start laying the infrastructural foundation of a state-of-the-art greenfield oral solid dosage facility in Jarod in FY18.

Just like our existing units, we will take all steps necessary to ensure that our new units are FDA-compliant.

These investments are expected to make Alembic future-ready by starting to generate returns from ~24 months of receiving the relevant approvals from the regulatory bodies.

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Gross capex (₹ crore)

2016-17	491
2015-16	309
2014-15	213
2013-14	83
2012-13	88

Corporate snapshot

Alembic Pharmaceuticals Limited ...a company that straddles the pharmaceutical value chain ...a formulations manufacturer with a significant presence in the domestic, pharmerging and regulated markets

Headquartered in Vadodara,
Alembic is an integrated pharmaceutical company offering complex APIs, generics and formulations addressing acute and chronic therapies. The Company is counted among India's top 300 healthcare brands.



The Company possesses four state-of-the-art manufacturing facilities and two well-equipped R&D centres (Vadodara and Hyderabad). Having established a front-end setup in 2015, the Company is now eager to grow its American footprint.

Manufacturing facilities

Location	Segment	Regulatory approvals
■ Panelav, Gujarat	Formulations	USFDA, MCC, MHRA, ANVISA & TPD
■ Panelav, Gujarat	API	USFDA, EDQM
■ Karkhadi, Gujarat	API	USFDA, EDQM, TGA, WHO
■ Sikkim	Formulations	-

Mission

Improve healthcare
through innovation,
commitment and trust.

Alembic's across-the-value-chain presence



Revenue breakdown (International generics)



Revenue breakdown (Indian formulations)



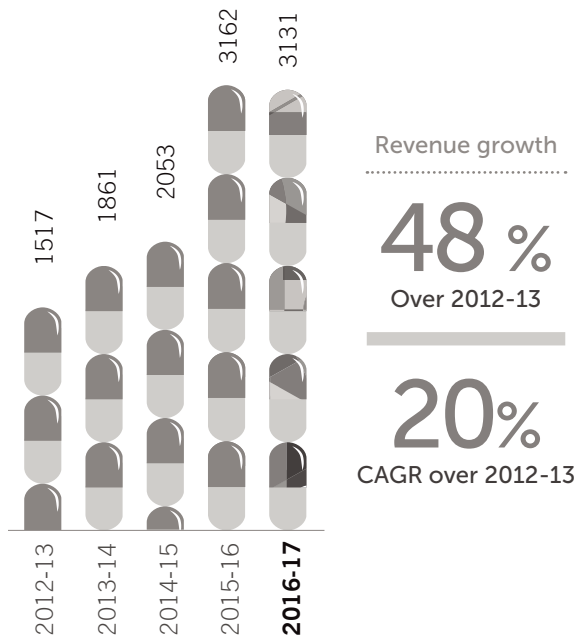
Prominent **brands**

Azithral **ALTHROCIN** **Rekool 40** **ZEET**
ROXiD-M **WIKORYL** **TELLZY** **ULGEL** *Gestofit*

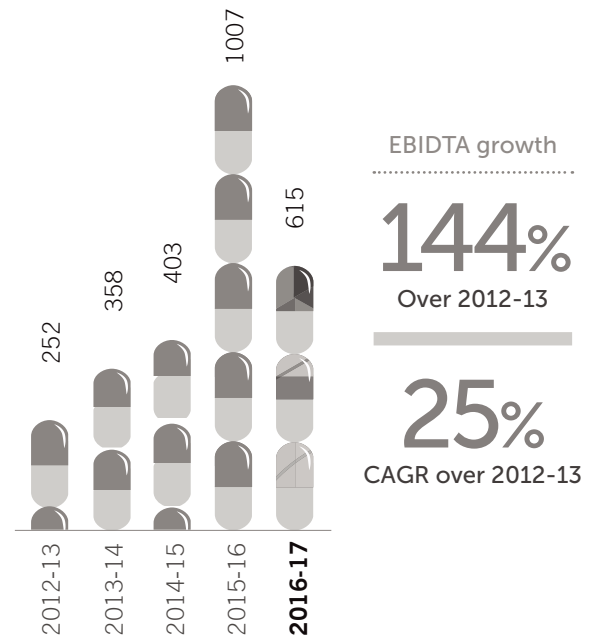
Financial progression

Our report card

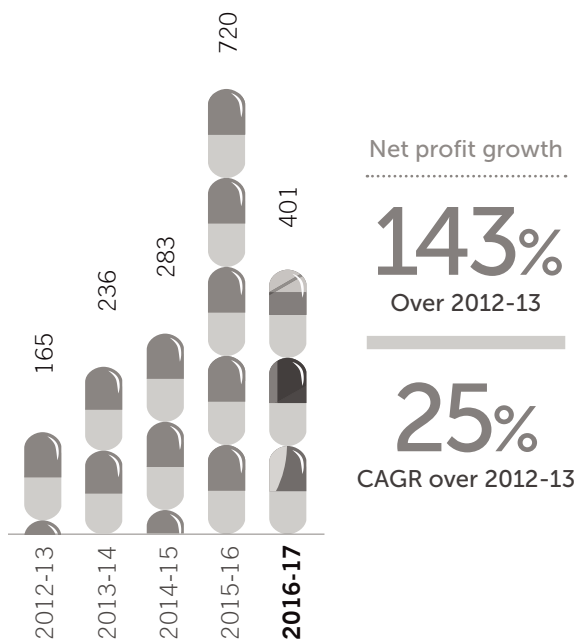
Revenue (₹ in crore)



EBIDTA (₹ in crore)



Net profit (₹ in crore)



Cash profit (₹ in crore)

