



Quality



Capability



Customer-centricity



**Our engines
of growth**

Diversity

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Corporate Information

Auditors

Statutory auditor

M/s. K.S. Aiyar & Co.

Internal auditor

M/s. Ernst and Young LLP

Plant Address

Panelav

Village Panelav, PO Tajpura,
Near Baska, Taluka Halol,
Panchmahal - 389 350, Gujarat, India

Karkhadi

Village Karkhadi, Padra Taluka,
Vadodara - 331 440, Gujarat, India

Jarod

Plot 401, 406-408, 410-412, 415,
Halol Road, Jarod, Taluka Vaghodiya,
Vadodara - 391 510, Gujarat, India

Sikkim

Samardung Busty, Namthang South,
Sikkim - 737 132, India

Principle Banks

Axis Bank Limited

Bank of Baroda

BNP Paribas

Citibank N.A.

HDFC Bank Limited

IDBI Bank Limited

Standard Chartered Bank

The Hongkong and
Shanghai Banking
Corporation Limited

Yes Bank Limited

Rating

Long Term: Crisil AA+/stable

Short Term: Crisil A1+

Listing

BSE & NSE: APLLTD

Debenture Trustee

Axis Trustee Services Limited

Contact Person: Chief Operating Officer

Axis House, Wadia International Centre,

Pandurang Budhkar Marg,

Worli, Mumbai - 400 025

Tel. No.: +91 22 62300451

Fax No.: +91 22 43253000

Email Id: debenturetrustee@axistrustee.com

Registrar and Share Transfer Agent

Link Intime India Pvt. Limited

B-102 & 103, Shangrila Complex,
First Floor, Opp. HDFC Bank, Near

Radhakrishna Char Rasta,

Akota, Vadodara - 390 020

Tel: +91 265 2356573, 2356794

E-mail ID: vadodara@linkintime.co.in

Registered Office

Alembic Pharmaceuticals Limited

Alembic Road, Vadodara - 390 003

Tel: +91 265 2280550

Fax: +91 265 2282506

E-mail ID: apl.investors@alembic.co.in

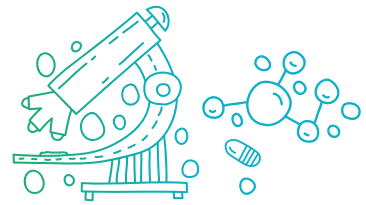
Website: www.alembicpharmaceuticals.com

CIN: L24230GJ2010PLC061123



Who We Are

A legacy of innovation



We are a vertically integrated pharmaceutical company committed to deliver high-quality healthcare access to patients across the world.

Founded in 1907, our legacy dates back to over a century. We manufacture branded formulations, international generics and APIs for the global market. Headquartered in Vadodara, we have three R&D centres in Vadodara, Hyderabad and USA and five state-of-the-art manufacturing facilities (including Dermatology) in Gujarat and Sikkim to which we shall be adding three new plants i.e. oncology oral solids and injectibles, general injectibles, ophthalmic and new oral solid plant.

Having established a marketing and distribution office in the US in 2015, we have steadily improved our market share. Our key strengths include our advanced research and development capabilities, state-of-the-art manufacturing facilities and a diverse portfolio with a steady pipeline of specialty medicines.

Our manufacturing facilities are approved by regulatory authorities of many developed countries including the USFDA. Our domestic branded business are marketed through a marketing team of over 5,000 field colleagues and are well recognised by doctors and patients.



1 Research Centre Vadodara

2 Research Centre, Hyderabad

Key financial highlights of FY19

Total revenue

₹3,935
Crores

EBITDA

₹875
Crores

PAT

₹584
Crores

Market Cap

As on 31st March, 2019

₹10,138
Crores

EPS

₹31
per share



Our mission

To improve healthcare with
innovation, commitment & trust.








Business Overview

Our value-creating businesses



International Generics

Products

Existing	Soon to be launched		
 Oral Solids Panelav	 Dermatology Karkhadi	 Oncology OSD* Panelav	 New Oral Solids** Jarod
	 General Injectables*** Karkhadi	 Ophthalmic*** Karkhadi	 Oncology Injectables*** Panelav

Manufacturing facilities

Panelav, Karkhadi, Jarod



GUJARAT

R&D facilities

Vadodara in Gujarat
Hyderabad in Telangana
New Jersey, USA

* ANDA filed in H2 FY19

** Expected PAS filing by H2 FY20

*** Expected ANDA filing by H2 FY20

54 products launched through the US front-end
(9 launched in FY19)

USFDA approved Aleor Derma JV plant

Around 20 new launches planned in FY20

Total Revenue

₹1,782

Crores

ANDA
filings in FY19

29

Total ANDA
filings

161

Approvals
received in FY19

16

Total
approvals

89

(including 12
tentative approvals)

API

New filings

8 DMF

applications

Total filings

100 DMF

applications

Manufacturing

facilities

Panelav,
Karkhadi

Total revenue

₹771

Crores

Domestic Branded Business

Therapies



Cardiology



Orthopaedic



Anti-Diabetic



Ophthalmology



Gynaecology



Nephro/Uro



Gastrology



Anti-Infective



Dermatological



Cold & Cough

Our market share
is 1.6% of the
Indian Pharma space

93% new launches
in specialty

5 brands in top 300

Brands

185

14% of products in NLEM

Marketing divisions

17

Total revenue

₹1,382

Crores

Marketing team

5,000+

Manufacturing facility

Sikkim

Highlights of FY19

Charting a growth story



1 Oncology plant, Panelav

2 R&D Centre (ORIT), NJ, USA

International Generics
business grew by

48%

₹ 1,782 Crores

Domestic branded
business grew by

9%

₹ 1,382 Crores

USA business grew by

40%

₹ 1,288 Crores

FDA compliant plants
(EIRs for all plants in place)

EROW business grew by

73%

₹ 494 Crores

API business grew by

18%

₹ 771 Crores



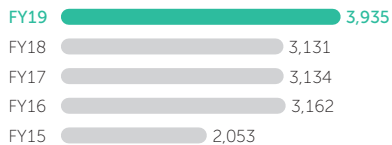
Key Performance Indicators

Creating consistent value

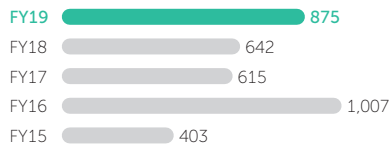


Profit and Loss

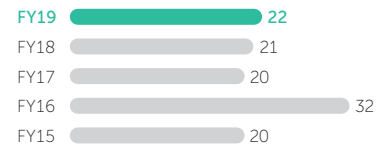
Revenue (₹ in Crores)



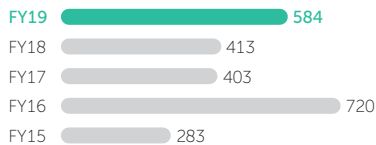
EBIDTA (₹ in Crores)



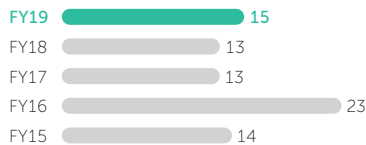
EBIDTA margin (%)



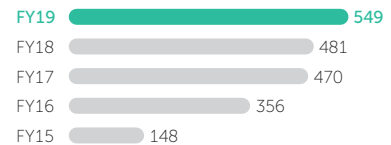
PAT (₹ in Crores)



PAT margin (%)

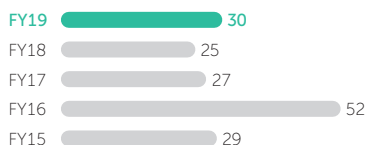


R&D spend (₹ in Crores)



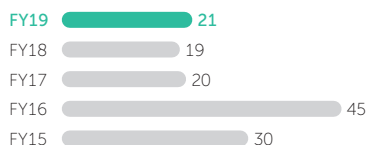
Balance Sheet

ROCE (%)*



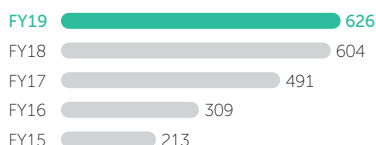
*Capital excluding new projects

ROE (%)**



**Better product mix resulted in higher return on equity

Gross Capex spend (₹ in Crores)



Total employees

