



**Consistent.**

**Flexible.**

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## Highlights of 2019-20

#### Net revenue

₹4,606 Crores

↑ 17%

#### EBITDA

₹1,213 Crores

↑ 39%

#### Profit After Tax (PAT)

₹829 Crores

↑ 42%

#### Market capitalisation

₹10,071 Crores

(as on 31<sup>st</sup> March, 2020)

↑ growth vis-a-vis 2018-19

# Consistent. Flexible.

*Being consistent and flexible may seem to be contradictory terms, but we at Alembic believe that they are obverse and reverse of the same coin. Therefore, we balance such contradictory approaches to remain relevant, resilient and perform responsibly with a long-term lens.*

*On one hand, we are consistent in our approach to create, retain and deliver value that endures. On the other hand, we are open to review and refresh our strategies, based on our learnings, industry opportunities and the unique strengths that we have developed in our key markets. Our landmark performance during the year was the outcome of the strategic decisions and investments made a few years ago, as well as our agile response to near-term opportunities.*

***We are consistent and flexible as a time-tested value creator for all.***

## Consistent

We persistently strengthen our manufacturing scale, R&D expertise, marketing outreach, customer and stakeholder engagement, quality standards and compliances. We have been doing this consistently for the past many years, undeterred by economic volatility or industry challenges.

## Flexible

We are open to review, realign and refresh our portfolio, along with operating and financial strategies, based on our learnings, industry opportunities and the unique strengths that we have developed in our key markets. Even our sustainability practices, people policies to attract, retain and develop talent and need-based community efforts reflect adaptability in approach.

# Legacy drives leadership



Oncology injectable and OSD plant (F2), Panelav

*We are a vertically integrated company and undertake manufacturing and marketing of branded formulations, international generics and API products. Over the decades, we have steadily emerged as one of the leading players in India's pharmaceutical sector.*

We have three R&D facilities in Vadodara, Hyderabad and USA. Our products are manufactured at three state-of-the-art formulation and three API manufacturing facilities. We are augmenting our manufacturing capabilities by adding three new plants for oncology oral solids and injectables, general injectables, ophthalmic and oral solids making it six formulation plants. In 2015, we set up a marketing and distribution office in the US and have grown this business rapidly since then. In 2016, we formed a 60:40 JV with Orbicular – "Aleor Dermaceutical Limited" for developing Dermatology Products for international markets. Also, we are consistently adding new capacities and our expansion plans are well on track.

Legacy for us is not a noun, but a verb. It means constant focus on differentiation and consistent delivery of affordable medicines to millions of people across geographies for more than a century. The experience and expertise that we have gathered and sharpened for decades, and the trust of our customers and stakeholders inspire us to cross new milestones and strengthen our position in the market where we operate.

## Giving back to the society

Our success as an organisation down the decades is catalysed by the long-term wellbeing of the communities that we engage with, the places in which we operate and the planet that we leave to our future generations. In other words, our legacy over the next 100 years will be determined equally, if not more by our social and economic impact. Ever since our inception in 1907, we have worked proactively to drive the well-being and progress of our communities.

In May 2015, we set up Alembic CSR Foundation (ACSRF) to drive our corporate responsibility initiatives. We work in Vadodara, Chhota Udepur and Panchmahal districts and have identified education, health, water, sanitation & hygiene, sports, art & culture, environment, livelihood, community infrastructure, community safety and employee engagement as our primary focus areas.



Bikes for internal mobility



Blood transfusion camp



### Our mission

To improve healthcare with innovation, commitment & trust.

## Alembic: Quick facts

Legacy of

**113** years

Formulation facilities

**6**

API manufacturing facilities

**3**

Credit rating

**CRISIL AA+ (Stable)**

## Our businesses

# Capable and committed

## International Generics (IG)

### Overview

Present in US, Europe, Canada, Australia, Brazil and South Africa

Offer diverse products

Long-term relationships with clients, partnerships key enablers for this business

### Products/plants/therapies

#### Existing



Oral solids

**Panelav**

#### Recent Additions / Upcoming



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, Gujarat
- Hyderabad, Telangana
- New Jersey, USA

- 69 products launched through the US front-end (22 Launched in 2019-20)
- 10 product launches lined up in the first half of 2020-21
- USFDA audited the Aleor derma facility at Karkhadi without any observations
- All facilities are cleared by USFDA

### Story in numbers

Total revenues (2019-20)

**₹2,473 Crores**

ANDA Filings (2019-20)

**25**

ANDA Filings (Cumulatively)

**183**

ANDA Approvals (2019-20)

**30**

ANDA Approvals (Cumulatively)

**119**



## Domestic branded

### Overview

Focused on developing branded specialty medicines for the Indian market

Products cater to several chronic and acute therapies

5,000+ field executives

High brand recall among doctors and patients alike

### Manufacturing facilities

- Sikkim



### Products/therapies

#### Therapies



Cardiology



Anti-Diabetic



Gynaecology



Gastrology



Dermatological



Orthopaedic



Ophthalmology



Nephro/Uro



Anti-Infective



Cold & Cough

### Story in numbers

Total revenues (2019-20)

**₹1,425 Crores**

Brands

**185**

Product portfolio in NLEM

**14%**

Marketing divisions

**17**

**1.5%** Market share in Indian pharma space

**93%** New launches in specialty

**3** Brands in top 300

Source: IQVIA

## API

### Overview

Developing APIs in-house for select formulation products

World class facilities and adding more capacities to vertically integrate formulation business

### Manufacturing facilities

- Panelav
- Karkhadi

### Story in numbers

Total revenues (2019-20)

**₹708 Crores**

DMFs filed (2019-20)

**9**

DMFs filed (Cumulatively)

**109**

- Continued to invest for creating additional capacity at plants
- Looking to add more APIs in our portfolio

Our journey

# Milestones build momentum



FDA approved  
API facility



FDA approves  
formulation facility

Launched first NDA with  
a partner

Commenced filing in EU,  
Australia and Brazil

2013

2008

2010

2012

Pharmaceuticals  
business demerged from  
Alembic APL listed

1907

2006

2007

Established by  
Amin family



Acquired Dabur's Indian  
Cardiology, GI and  
Gynaecology brands



Formed a Joint  
Venture (JV), Rhizen  
for NCE research





US front-end achieved milestone of \$ 250 Mn Sales in 2019-20

Launched Aripiprazole on day 1

Established US front end: transition to direct marketing

Acquired Orit Laboratories LLC, USA

2019

2020

2015

2016

2017

2018

Formed a JV, Aleor, for dermatology portfolio

FDA approved Aleor's dermatology facility

Highest ever investment commitment across four new manufacturing facilities

ALEOR



FDA approves Oncology oral solid facility

Formed a JV, to enter China

## Our investment case

# Partner our growth



Research and Development Center, Hyderabad

## Advanced R&D capabilities

While innovation has always been a key focus area for us, over the past five years we have strengthened our capabilities beyond oral solids. We have invested significantly to augment our R&D capabilities across several high-growth and high-value therapies. These include cardiovascular, oncology, peptides, central nervous system, dermaticals and injectables (general and oncology). Our thriving pipeline of products (200+) and higher number of filings will enable us to accelerate future growth in represented markets, particularly, in the US.

### Rising R&D spends (as a % of sales)

**FY20 : 14.0%**

**FY15 : 6.7%**

## Empowered team

Our R&D team stays well-informed about newer product development, tools and technologies to gain competitive market advantage. The team develops innovative products with niche technologies in both the APIs and finished doses. The API team develops novel polymorphs having advantages in terms of product intellectual property and cost of goods and thereby having edge over market peers. The finished dose team develops novel technologies for making products, thereby having new drug delivery mechanisms. We also have a special technology transfer team to facilitate DMF/ ANDA filings.

