



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 31st 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



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.

