

Diversity makes a difference





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**“Diversity: the art of
thinking independently
together.”**

Malcolm Forbes

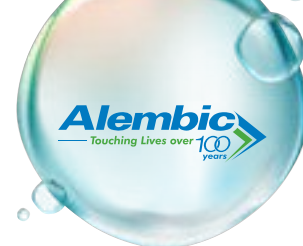


In diversity there is **beauty**
In diversity there is **strength**

Diversity enhances **creativity**
Diversity provokes **innovation**

Diversity makes us **bolder**
Diversity makes us **smarter**

While diversity accelerates **growth**
In diversity there is **support**



Diversity

At Alembic Pharma, our diversity strategy has only just begun playing out.

It has created a culture of thinking differently, deciding boldly, acting swiftly and working smartly.

It has increased our search for novel perspectives, our ingenuity for problem solving and our passion for exploring newer opportunities.

As we traverse this exciting journey, it definitely promises to uplift the organisation into a new orbit of relevance and respect.

We executed meaningful projects and created robust pipeline of products. We have high performance team with ambition to grow at every given opportunity.

Our business in numbers

5,653

Revenue
(₹ crore)

724

Net Cash Flow from Operations
(₹ crore)

680

EBITDA
(₹ crore)

4,370

Networth
(₹ crore)

342

Profit after tax
(₹ crore)

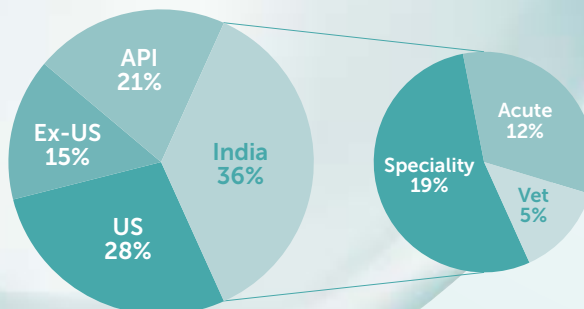
9,749

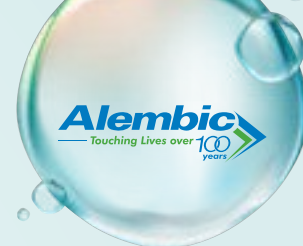
Market Capitalisation
(₹ crore)

17

Earnings per share
(₹)

Business Breakup YTD Mar'23





1) India business

Overview

- Focused on developing branded specialty medicines for the Indian market
- Products cater to several chronic and acute therapies
- Around 2,30,000 prescribers in India
- 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 and cough



Veterinary

2,063

Revenue from Operations (FY23)
(₹ crore)

11%

Revenue growth (CAGR)
(FY19-23)

5,000+

Medical Representatives

18

Marketing Divisions

185

Brands

1.5%

Market share of Indian Pharma
space (MAT Mar 23)

2) International generics business

Overview

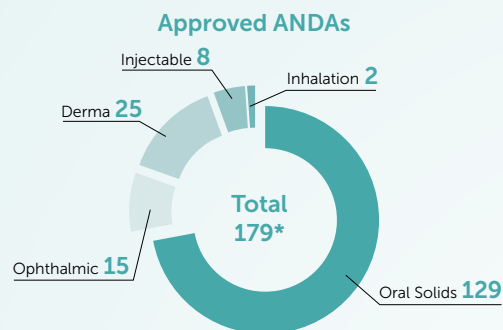
- Present in US, Europe, Canada, Australia, Brazil, South Africa, and other markets
- Offering diverse products
- Long-term relationships with clients and impactful partnerships are key enablers for this business

Manufacturing facilities

- Panelav, Gujarat
- Karkhadi, Gujarat
- Jarod, Gujarat

R&D Facilities

- Formulation- Vadodara and Hyderabad
- Bio Centre- Vadodara



* includes 24 tentative approval

2,424

Revenue from Operations (FY23)
(₹ crore)

8%







Revenue growth (CAGR)
(FY19-23)

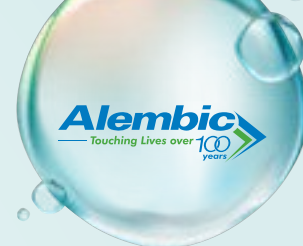
120+

Products in the US market till date

66

ANDA filings pending approval
(March 31, 2023)

PANELAV		KARKHADI		JAROD	
F1	F2	F3		F4	
					
Oral solids	Oncology Oral solids & injectables	General Injectables & Ophthalmic products		Oral solids	
		F5			
					
		Dermatology		Oral suspension	



3) APIs

Overview

- Developing niche APIs for internal use and other formulators
- World-class facilities and adding more capacities to cater future growth opportunities
- API supplied to formulators in over 60 countries across the globe
- FDA-approved facilities
- State-of-the-art R&D centre and process development lab

Manufacturing facilities

- Panelav, Gujarat
- Karkhadi, Gujarat

R&D Facilities

- API- Vadodara and Hyderabad

1,166

Revenue from Operations (FY23)
(₹ crore)

11%

Revenue growth (CAGR)
(FY19-23)

32%

Proportion of output used inhouse
(March 31, 2023)

131

DMFs filed till date
(March 31, 2023)

20+

Products in the development pipeline
(March 31, 2023)



Our Diversity Play