

Diversity makes a difference







"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**



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

5,653Revenue (₹ crore)

680

(₹ crore)

(₹ crore)

Earnings per share

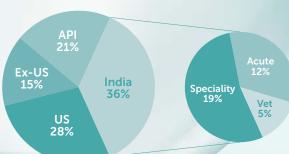
724 Net Cash Flow from Operations (₹ crore)

0

4,370 (₹ crore)

9,749
Market Capitalisation (₹ crore)

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













Anti-Diabetic

Gynaecology

Gastrology

Cardiology





Dermatological Orthopaedic

Ophthalmology Nephro/Uro





Cold and cough Veterinary



2,063

Revenue from Operations (FY23) (₹ crore)

Revenue growth (CAGR) (FY19-23)

5,000+

Marketing Divisions

Market share of Indian Pharma space (MAT Mar 23)





* includes 24 tentative approval

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

Revenue from Operations (FY23) (₹ crore)

Revenue growth (CAGR) (FY19-23)

Manufacturing facilities

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

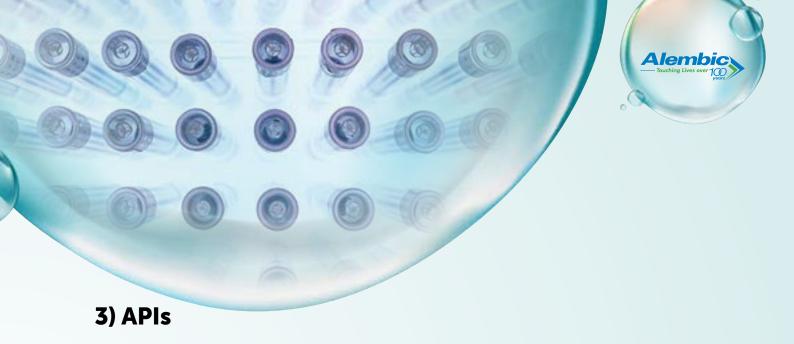
R&D Facilities

- · Formulation- Vadodara and Hyderabad
- Bio Centre- Vadodara

Products in the US market till date

ANDA filings pending approval (March 31, 2023)

| PANELAV | | KARKHADI | JAROD |
|-------------|---------------------------------------|---|-----------------|
| F1 | F2 | F3 | F4 |
| • | 10 Harr | Frank 1 | |
| Oral solids | Oncology Oral solids & injectables | General Injectables & Opthalmic products | Oral solids |
| | | F5 | |
| | | Ţ | |
| | | Dermatology | Oral suspension |



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)

Proportion of output used inhouse (March 31, 2023)

(March 31, 2023)

Products in the development pipeline (March 31, 2023)

