



Abbott India Limited

ANNUAL REPORT 2012



THE POWER OF EXECUTION



THE POTENTIAL FOR GROWTH



THE PROMISE OF SUCCESS

## CORPORATE OVERVIEW

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#### Forward Looking Statements

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements - written and oral - that we periodically make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible, to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', 'promises' and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievements of results are subject to risks, uncertainties, and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, or projected. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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We are here for the people we serve in their pursuit of healthy lives. This has been the way of Abbott for more than a century - passionately and thoughtfully translating science into lasting contributions to health.

# A PROMISE FOR LIFE

Turning Science  
into Caring

We are here for the people we serve in their pursuit of healthy lives. This has been the way of Abbott for more than a century - passionately and thoughtfully translating science into lasting contributions to health.

Our products encircle life, from newborns to aging adults, from nutrition and diagnostics through medical care and pharmaceutical therapy.

Caring is central to the work we do and defines our responsibility to those we serve:

- **We advance leading-edge science and technologies** that hold the potential for significant improvements to health and to the practice of health care.
- **We value our diversity** - that of our products, technologies, markets and people—and believe that diverse perspectives combined with shared goals inspire new ideas and better ways of addressing changing health needs.
- **We focus on exceptional performance** - a hallmark of Abbott people worldwide demanding of ourselves and each other because our work impacts people's lives.
- **We strive to earn the trust of those we serve** by committing to the highest standards of quality, excellence in personal relationships, and behavior characterised by honesty, fairness and integrity.
- We sustain success—for our business and the people we serve - by staying true to key tenets upon which our company was founded over a century ago: **innovative care and a desire to make a meaningful difference** in all that we do.

The promise of our company is in the promise that our work holds for health and life.

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# THE POWER OF EXECUTION THE POTENTIAL FOR GROWTH THE PROMISE OF SUCCESS



The pharmaceutical business is unlike any other business – it impacts and influences human life which is not only invaluable but also irreplaceable. This business requires an approach, orientation, thought and mindset that brings together science, research and commercial thoughtfulness in a unique balance. It requires turning the complex and complicated science of medicine and medication, formulae and formulations, into a considerate and compassionate caring for life and health.



At Abbott India, we have been advancing health for people of India for over a century. From Gastroenterology to Women's Health, from Pain Management to Antacids, from Neuroscience to Hospital Care, from Metabolics to Cardiology, our products and activities span the entire continuum of care.



Today, we are amongst the most successful pharmaceutical companies in India. Our **Success** is a combination of focussed **Execution**, delivered **Growth** and fulfilled **Promises**. As we head into 2013 it is this combination of on-ground execution, KOL engagement, science led demand generation and performance based culture which will drive our growth and position Abbott India at the forefront of the Indian Pharmaceutical Industry.



# ABOUT ABBOTT GLOBAL



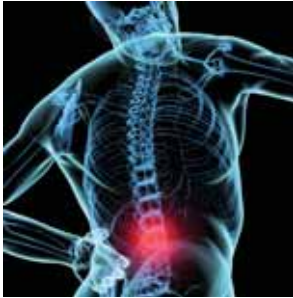
## Abbott Worldwide

A diversified healthcare company

Founded in 1888, by a young Chicago based physician, Dr, Wallace Calvin Abbott, the organisation has been devoted to discovering new medicines, new technologies and new ways to manage health.

- Abbott, a global broad-based healthcare giant, enjoys a diversified presence in the discovery, development, manufacturing and marketing of innovative pharmaceutical, diagnostic, nutritional and hospital products.
- Abbott has its presence in more than 150 countries and is recognised for its global reach and ability to serve customers around the world.
- Abbott focuses on Turning Science into Caring





**Headquartered in Mumbai, Abbott India Limited, a publicly listed company and a subsidiary of Abbott Laboratories, enjoys strong brand equity in multiple therapeutic categories such as Women's Health, Gastroenterology, Neurology, Thyroid, Diabetes & Urology, Pain Management, Vitamins, Anti-Infectives & other therapy areas.**

Abbott India is one of India's fastest growing pharmaceutical companies. Abbott India's success is driven by a combination of a highly competent and motivated commercial team, R&D backed products, aided by strong alliances and partnerships with our suppliers and vendors. Abbott India employs over 2,600 people and reaches customers through a network of 35 distribution points, catering to over 4,500 stockists and 150,000 retail outlets.

The Company has over 100 employees at a state-of-the-art formulation plant at Verna, Goa. The

manufacturing plant is designed to produce high volume and quality formulations using cost efficient processes and has well equipped laboratories and trained personnel to ensure compliance with international quality standards. The Company has in-house development and medical teams to undertake product and clinical development that cater to the needs of the Indian market. Abbott India believes in providing quality healthcare through a mix of global and local products which directly impact the life of the common man in India.



**ABOUT  
ABBOTT  
INDIA**



## Women's Health

Arachitol  
Clome  
Duphaston  
Duvadilan  
Life  
Solfe

Women's Health products are prescribed in Pregnancy, Ovulation and Nutritional Supplements for Women



## Gastroenterology



Acuvert  
Adiza  
Cremaffin  
Colospa  
CremaGel  
CremaHep  
Cremalax  
Digecaine  
Digene  
Duphalac  
Eldicet  
Ganaton  
Heptral  
Nausidome  
Pankreoflat  
Rowasa  
Udiliv

Gastroenterology is a key therapy area with a broad portfolio of high quality and well accepted brands of Laxatives, Hepatoprotective, Pancreatic Enzymes, Proton Pump Inhibitors (PPIs), Antacids, Antispasmodics & Prokinetics

