

**BREAKING BARRIERS IN
HEALTHCARE SINCE 1944**

75

**YEARS OF
REMARKABLE
CARE**

Abbott India stands for quality, trust, and partnership. Over the last 75 years we have strived untiringly, in our own humble way, to fulfil our mission to help people lead better, fuller lives. We know how to deliver trusted, high-quality healthcare and our heritage is proof that we are committed for the long term. Every year, with new aspirations come new challenges; and also, a new hope and renewed dedication to serve. Abbott India's vision to be a pioneering healthcare company is guided by the need to cater to patients differently since they are at the forefront of all that we do and all that we stand for.

CORPORATE INFORMATION

BOARD OF DIRECTORS

Munir Shaikh - Chairman

Ambati Venu - Managing Director

Krishna Mohan Sahni - Independent Director

Anisha Motwani - Independent Director

Sudarshan Jain - Independent Director

Jawed Zia - Non-Executive Director

Kaiyomarz Marfatia - Non-Executive Director

Rajiv Sonalker - CFO and Whole-time Director

Mark Murphy II - Non-Executive Director

COMPANY SECRETARY

Krupa Anandpara

KEY MANAGEMENT TEAM

Ambati Venu - Managing Director

Rajiv Sonalker - CFO and Whole-time Director

Prakash Maheshwari - Commercial Director

Milind Tendulkar - Commercial Director

Ramanathan V - Commercial Director

Burjor Dadachanji - Commercial Director

Mandar Keskar - Associate Director (Commercial)

Keya Phatnani - Associate Director - Human Resources

Sridhar Kadangode - Director - Finance

Dr Srirupa Das - Director - Medical Affairs

Dr Vijay Patil - Associate Director - NPI and TAS



STATUTORY AUDITORS: S R B C & CO LLP
SECRETARIAL AUDITOR: Ms Neena Bhatia

INTERNAL AUDITORS: M/s KPMG
COST AUDITORS: M/s Kishore Bhatia & Assoc.



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FACTORY: L-18/19, Verna Industrial Estate, Goa



ANNUAL GENERAL MEETING: Date: August 22, 2019, Thursday | Time: 3.30 p.m.
Venue: Y B Chavan Auditorium, General Jagannath Bhosale Marg, Mumbai - 400 021

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NOTICE

FORWARD-LOOKING STATEMENT

In this Annual Report, we might have disclosed forward-looking statements that set out anticipated results based on the management's plans and assumptions. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions. The achievements of results are subject to risks, uncertainties, and even inaccurate assumptions. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

References to "Abbott India" in this Annual Report shall mean "Abbott India Limited".

LOOKING
BACK AT

YEARS OF
ABBOTT
INDIA

A milestone that
makes us celebrate
and introspect on
the Company's
journey so far

75 YEARS OF REMARKABLE CARE

For over 75 years Abbott India has been helping millions of people in India lead a healthier, fuller life. This journey has been led by a value-centric system rooted in compassion and empathy.

Our journey to being one of the top healthcare companies in India has been marked by surpassing various barriers coupled with astute decisions, mergers and acquisitions. There has always been a consistent effort to ensure that we help patients

introduced over 100 new products in the last 10 years and also increased its Sales from ₹767 Crore in 2009 to ₹3,640 Crore in 2019.

The Company has always supported a robust framework of medicines in multiple areas. We have evolved our operations to move ahead with the changing times, closely identifying critical areas of innovation and developing solutions to enhance affordable healthcare. Our Company has grown from

1944

THE YEAR THAT
STARTED A NEW ERA OF
HEALTHCARE IN INDIA

across a wide range of therapies. Brands developed and promoted for over five decades continue to remain the top brands for us – be it Digene, Brufen or Cremaffin! This goes to show the vision and the commitment we have retained over the years.

We established a local base in India in 1944. From humble beginnings as Boots Pure Drug Company Limited, with a single manufacturing plant, catering to insulin injections, anti-dysentery drugs, vitamin preparations, animal health products, to issuing our first round of shares, expanding the product portfolio, establishing new factories, diversification, path-breaking innovations, and award-winning marketing campaigns, we have come a long way.

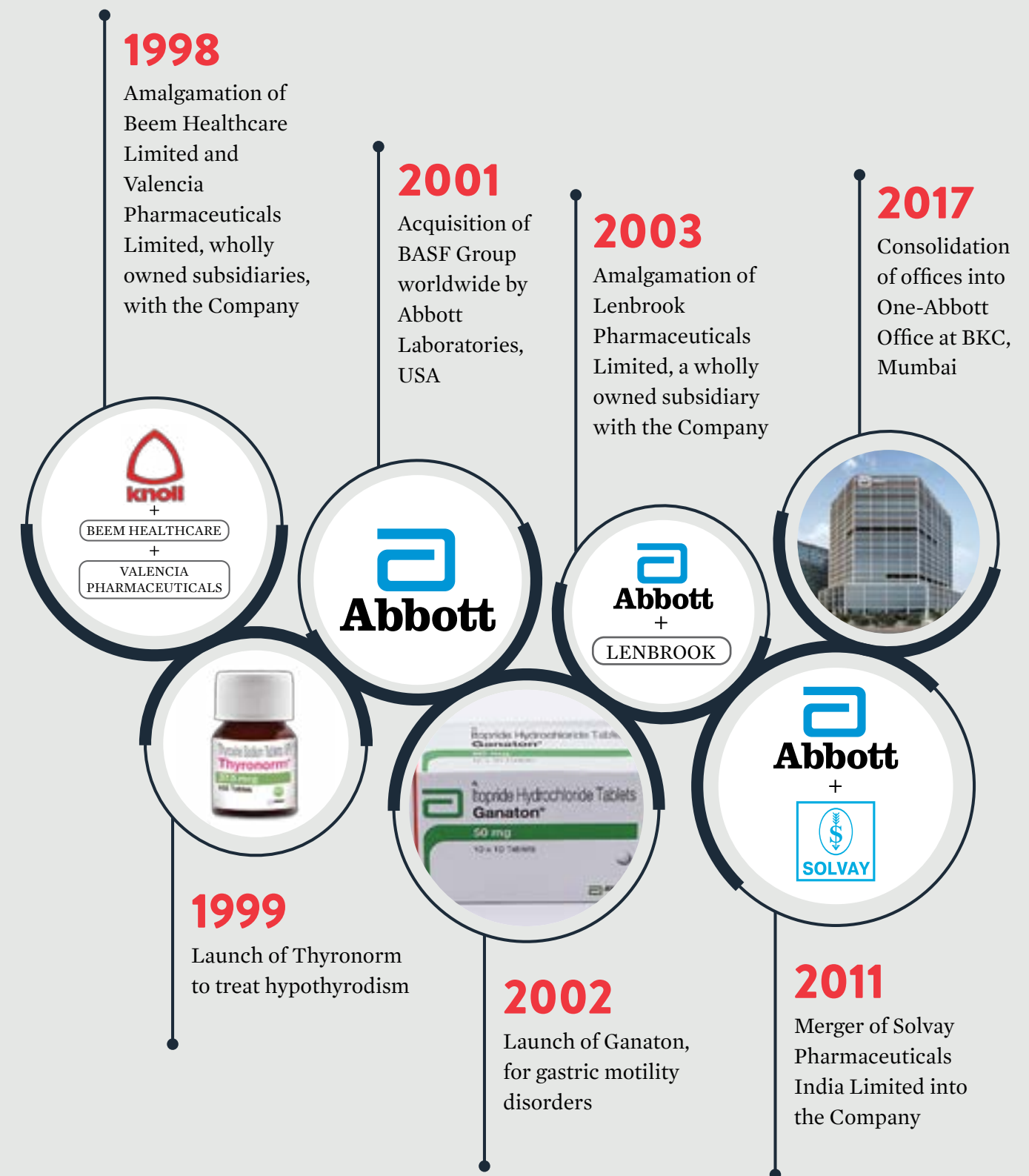
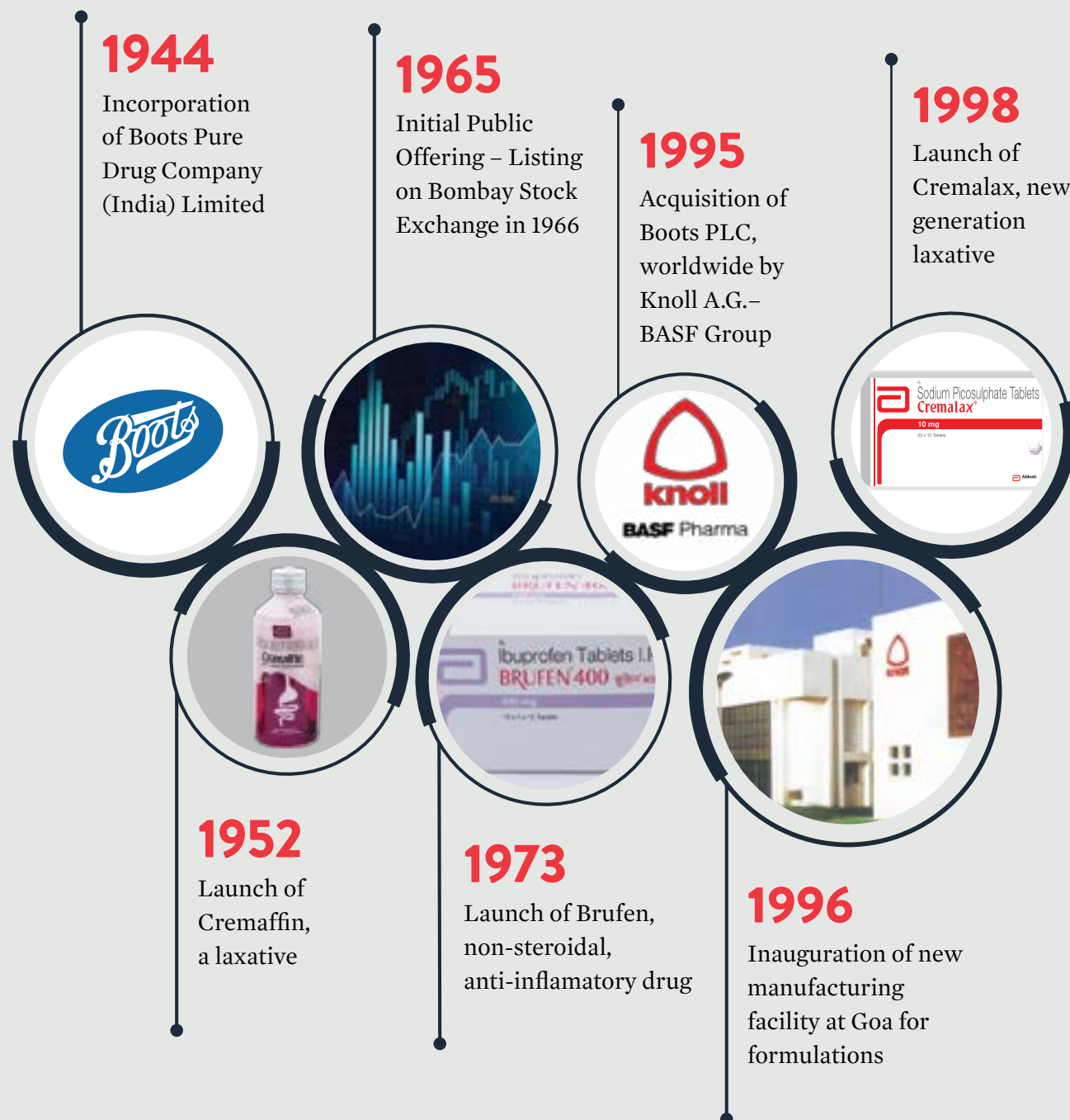
For Abbott India and the industry overall, there have been many barriers to progress – be it in the form of social, economic, regulatory or financial challenges. Making pathways to be the fastest growing healthcare company has turned out to be a key milestone for us. The Company has successfully

strength to strength – as we saw more recently – even economic slowdown, new pricing regulations, GST introduction or demonetization did not pause the remarkable growth we have shown over the years. We are consistently consistent!

“Working at Abbott India has helped me grow not only professionally but also personally. The engagement and connect of the organization with employees across work-levels is laudable. I have spent more than 25 years here, which reflects how much I love this family! Abbott India has grown to be one of the largest companies in India, helping millions of people – and it makes me so proud to be a part of this organization!”

- Ananthakrishnan S
Director - Financial Controlling

KEY MILESTONES



FROM THE ARCHIVES

This picture gallery pulls out some fascinating images from our archives. A wonderful way to record and remember our company history.



**LIFE-SAVING
INSULIN**

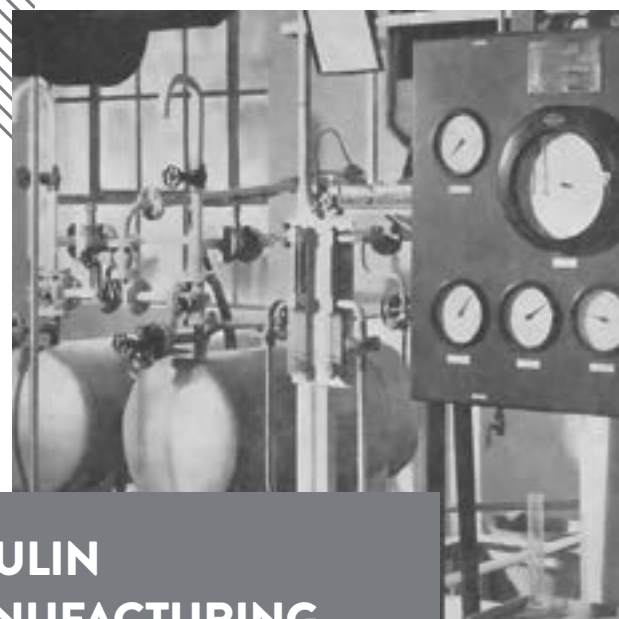


**GOA PLANT
BUILDING IN 1996**



In front of an
old Pharmacy

**ONE OF THE
1ST
SALESMEN**



**INSULIN
MANUFACTURING
PLANT***

*sold the plant in 1995

**SOME OF
THE KEY
PRODUCTS**



A glimpse of the Quality
Control Laboratories
in 1980



**MANUFACTURING
OF THE FIRST
BATCH AT GOA
PLANT**



FIRST CONSIGNMENT
From Goa Plant

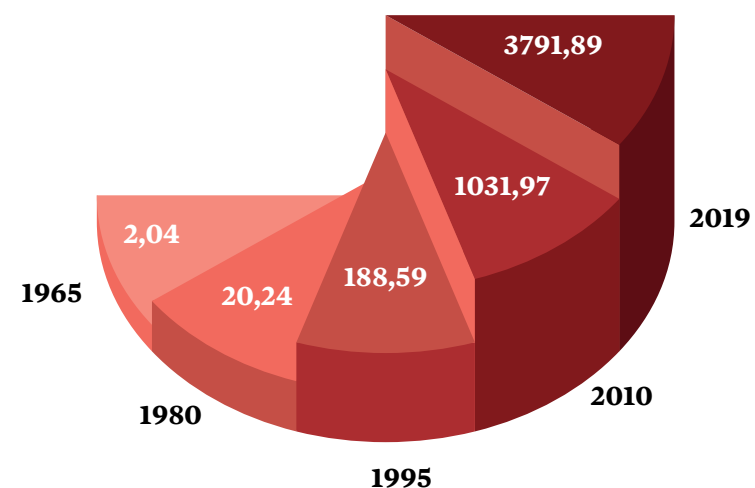


**STORAGE
FACILITY FOR
PRODUCTS**

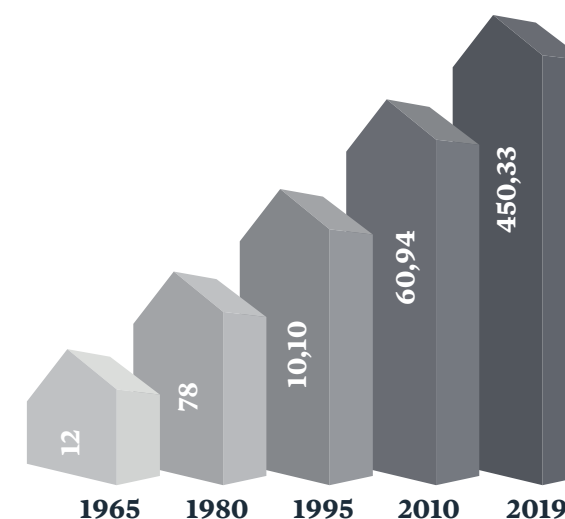
JOURNEY OF OUTSTANDING GROWTH

Over the years, we have intensely focused on four critical areas – strategy, structure, people and processes – to continuously enhance shareholder value.

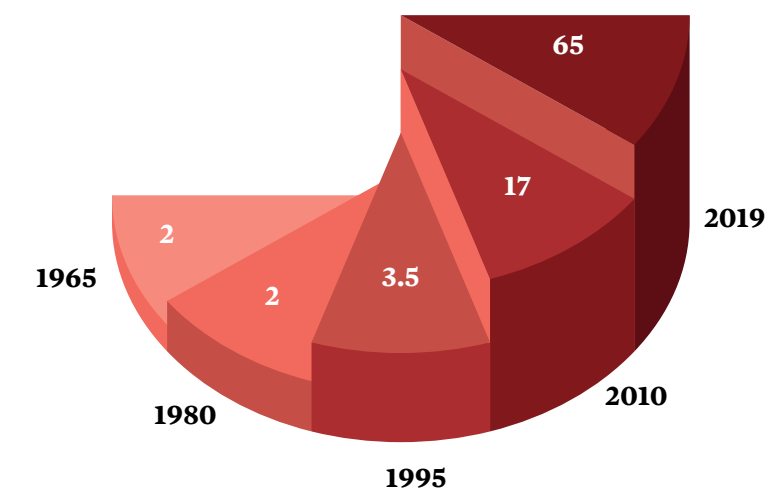
TOTAL REVENUE (₹ IN LAKHS)



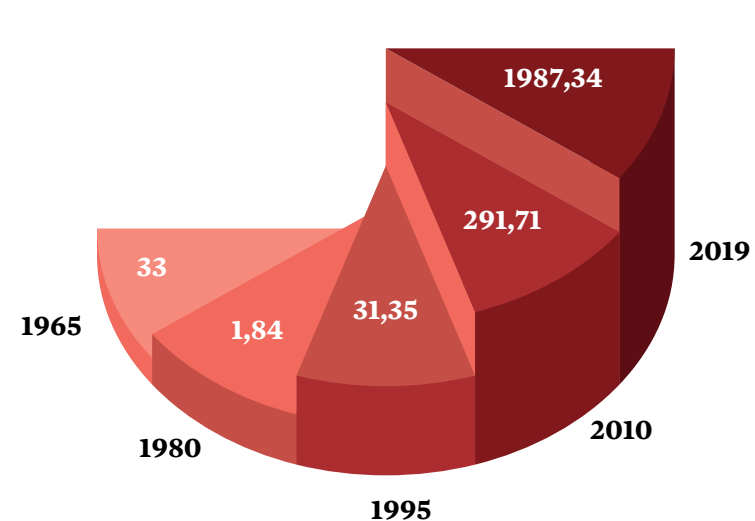
PROFIT AFTER TAX (₹ IN LAKHS)



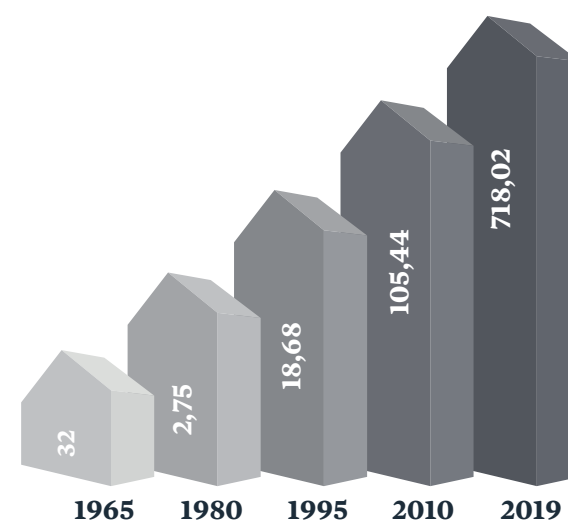
DIVIDEND PER SHARE (₹ PER SHARE)



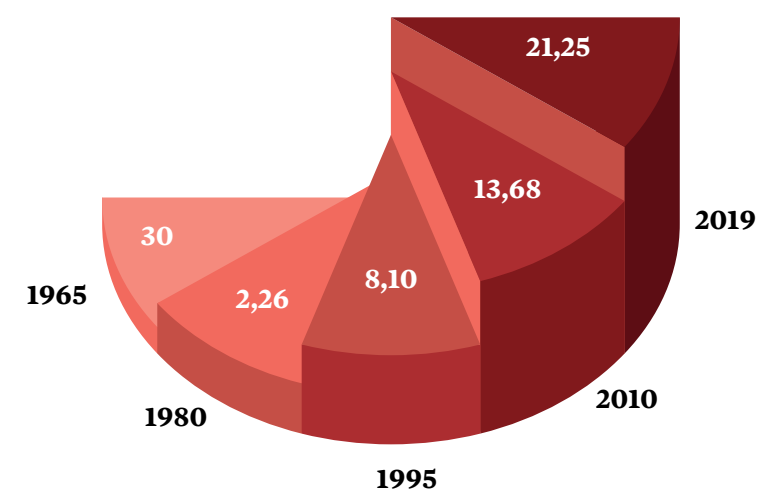
RESERVES AND SURPLUS (₹ IN LAKHS)



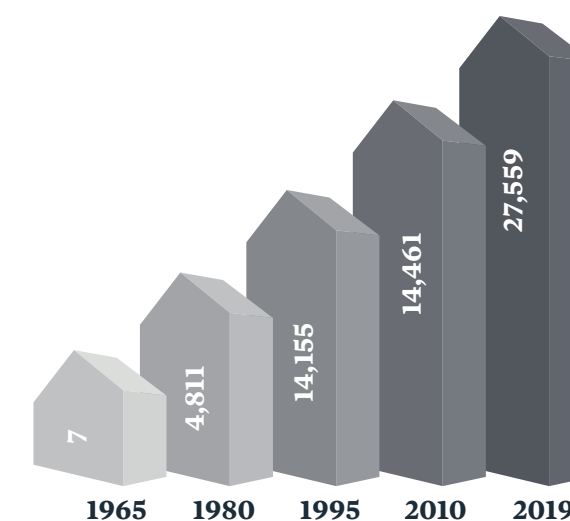
EBITDA (₹ IN LAKHS)



SHARE CAPITAL (₹ IN LAKHS)



NUMBER OF SHAREHOLDERS



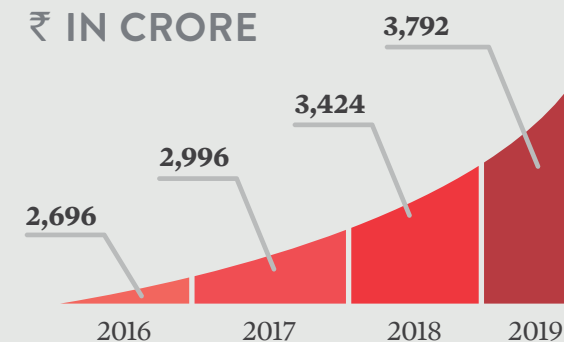
BREAKING BARRIERS—ENABLING CARE

Celebrating 75 years of Abbott India

DEAR SHAREHOLDERS,

This is a landmark year. On August 22, 2019, your Company completes 75 years of its remarkable existence. On behalf of the entire Board, I would like to express my sincere gratitude to all of you – our dear shareholders, employees and business partners, for your constant support through the decades and for being part of our path-breaking journey. Your trust has been inspirational and instrumental in shaping our success over all these years.

TOTAL REVENUE ₹ IN CRORE



This milestone is an occasion to celebrate, to reflect on the past and an opportunity to chart the future.

Abbott India is one of the oldest and most respected healthcare companies in India. Its growth trajectory has been sharp, with several milestones. The Company incorporates the legacies of great organizations such as Boots, Knoll and then Abbott since 2001. The Company's position as a global pharmaceutical company with a strong presence in India was enhanced through increased sales, better pharmaceutical research and development, and solid commercial grounding. The merger of Solvay Pharma India into the Company provided an expanded range of healthcare products and a significant impetus to its growth. Your Company has been steadily achieving its vision of helping people in India

live healthier lives through innovative, high-quality and trusted products, backed by expert clinical support.

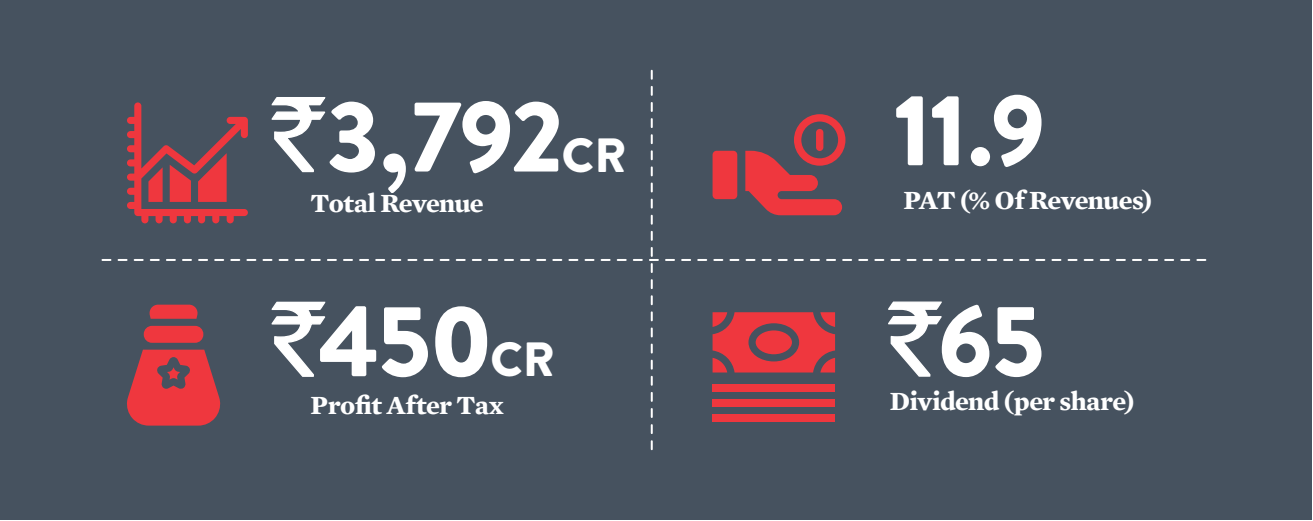
Your Company has consistently fulfilled its objectives, with significant breakthroughs on a long list of strategic initiatives. Today, your Company leads from the front in multiple therapeutic categories such as Women's Health, Gastroenterology, Metabolics, Pain Management, Central Nervous System and Vaccines.

As we embark on a new journey, we welcome Mr Sudarshan Jain and Mr Mark Murphy II who have recently joined our Board of Directors. Mr R A Shah, who was associated with the Company for over 35 years, retired on March 31, 2019 upon completion of his term. We sincerely thank Mr Shah for his support and guidance and wish him good health and all the best in the future.

2018 was a year of resilience and successful strategic planning. Total Revenue amounted to ₹3,792 Crore, recording a growth of 10.7% over the previous year. Profits grew by 12.2%. The Company remains on a strong growth trajectory and our motto of "Breaking Barriers – Enabling Care" has been fulfilled in a way that reveals the strengths and capabilities of the people behind our success, year after year.

In keeping with the solid performance of the Company, your Board has proposed a final dividend of ₹50 and special dividend of ₹15 per share for the year ended March 31, 2019.

At Abbott India, we don't just break performance barriers, we build bridges that show how much we care. Healthcare Professionals and patients are able to access holistic and quality healthcare solutions through various programs such as "Making India Thyroid Aware" in partnership



with the Indian Thyroid Society; **a:care** – a 360 degree ecosystem connecting healthcare professionals and patients; GUTFIT, a unique lifestyle modification program and PANCREOSCOPIE, an online knowledge sharing platform, reaching out to Gastroenterologists with cutting-edge insights.

We also seek to create stronger and healthier communities, enabling people to fulfil their potential and live their life to the fullest. We do so by working with the Government, international healthcare organizations and community-focused NGOs, engaging consumers and leveraging the skills and passion of our own employees.

The Abbott India team of 3,485 dedicated professionals is our most valuable asset. Their commitment and resilience has helped us overcome all challenges in a volatile environment. We believe in motivating and engaging our employees through shared goals, capability-building initiatives and career growth opportunities. We provide our people with an environment of transparency, accountability, and positive reinforcement.

Brand, talent and culture remain key factors in delivering sustainable business and earnings growth, thus creating long-term value for our stakeholders.

I am proud to announce that your Company was recognised as the “Company of the Year” by

AIOCD Pharmasofttech AWACS, and received many other prestigious awards for its brands and marketing campaigns.

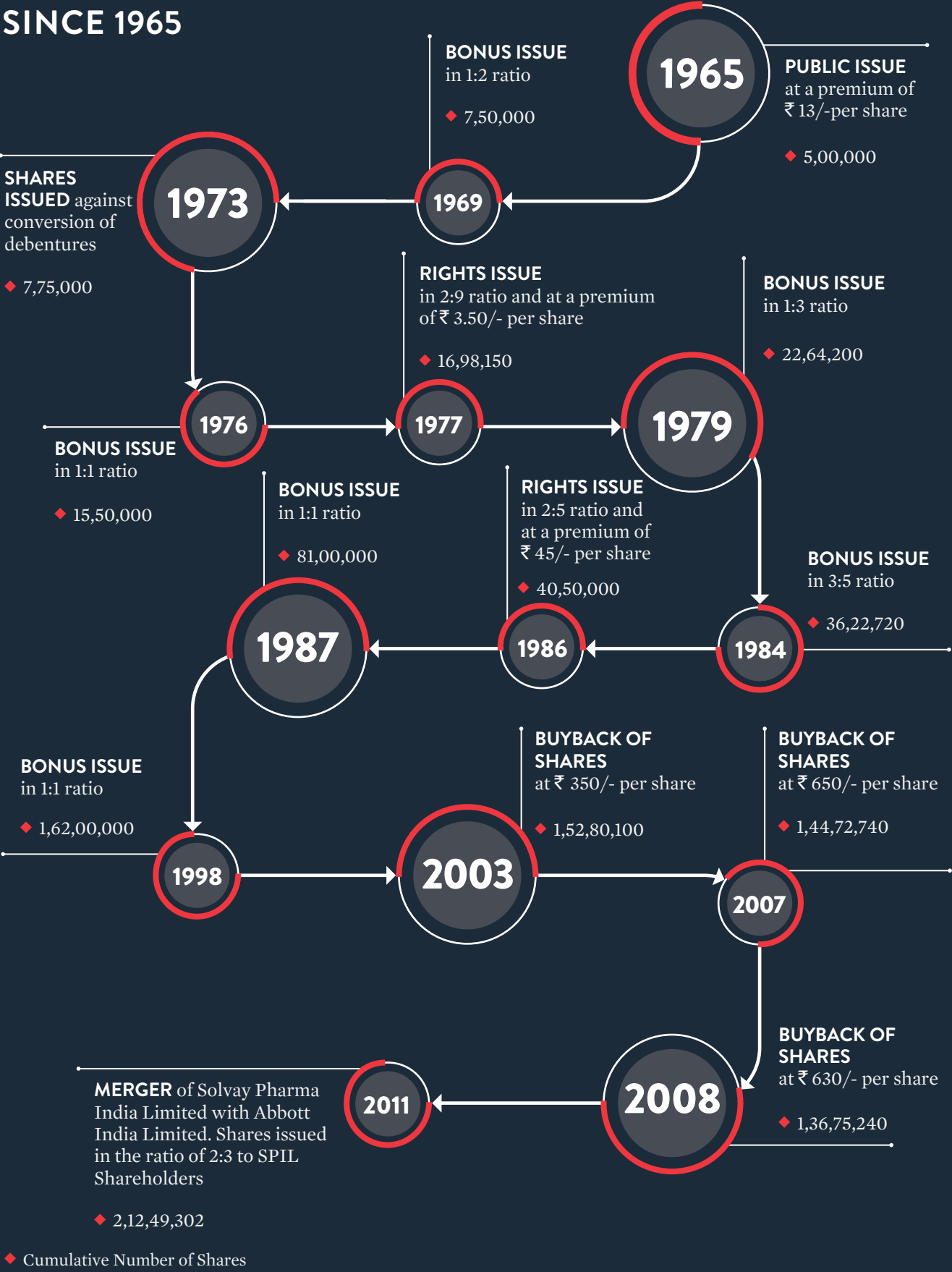
As we move forward, the healthcare landscape in India is expected to improve in the coming years, driven by rising incomes, greater health awareness and diagnosis through technology. Government-led initiatives such as Ayushman Bharat and access to insurance will also help.

We see 2019-20 as another year of consolidation and acceleration. With our Service Plus culture, we will ensure differentiation, and continue outperforming the market. We will build new products to consolidate our leadership in key therapies and enter new high-potential areas. We will enhance therapy growth to ensure sustained business progress. We will surge ahead with innovative marketing initiatives and services to retain our position as one of the leading pharma companies in India, while breaking new ground.

On behalf of our Board of Directors, I would once again like to thank you all – our shareholders, our employees, our customers and partners for supporting us on this exciting journey.


MUNIR SHAIKH
Chairman

CAPITAL STRUCTURE SINCE 1965



**IMPACTING
NOW BY
IMPROVING
THE HEALTH
OF MILLIONS
FOR**

YEARS

A mission that has been
executed with passion
and accepted with
positivity

ENHANCING THE QUALITY OF LIFE, EVERY STEP OF THE WAY...

India's improved economy is driving urbanisation. The expanding middle class, with increasing disposable income to spend along with rising health consciousness, is willing to spend on quality healthcare. Patients are involved more than ever before in handling their own health. And creating value for our patients is at the heart of everything that we do!

Today, Abbott India is transforming people's lives by providing them with the tools they need to

Today, the Abbott India family is a strong unit of 3,485 employees who are its backbone and support system. No matter how volatile the environment, their dedication and continuous passion contributes to the consistent growth of Abbott India. This is evident from our constant record of market beating growth.

With 16 new product launches accelerating Sales growth to 11.2%, 2018-19 has truly been an inspiring year of innovation and agility! With strong leadership

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**NEW PRODUCT LAUNCHES – A YEAR OF
INNOVATION AND AGILITY**

tackle lifestyle challenges, manage health issues, take precautionary measures against any health hazards, inculcating good dietary practices and thus helping them lead their best quality lives. Our awareness campaigns arm patients with credible information through a multi-channel approach, be it the flu campaign with mothers (Mothers Against Influenza) or our therapy-shaping solutions for Thyroid or Vitamin D. To ensure that the challenge of affordability is tackled, we have also run one of India's largest screening programs for epilepsy, liver, thyroid and Vitamin D.

The support that we have been providing to our patients is remarkable because we present a helping hand at each stage of the continuum of care. Our offerings go beyond the pill. In partnership with individuals, foundations, corporations, the Government, national and international agencies, our focus has always been on results and increasing shareholder value.

and great teamwork, we look forward to a promising future with more solutions to create, new challenges to meet, and many more lives to impact.

“**Associated with Abbott India as a Carrying and Forwarding Service provider for over 15 years has been a seamless experience. We are valued for our efficiency and the business relationship is mutually beneficial. Our role is recognized for the critical contribution in ensuring the timely distribution of safe and quality medicines for patients. We feel happy to partner with a Company that helps millions in India live healthy lives.**”

- Uma Hataria

S&S Med Logistics Private Limited
Carrying and Forwarding Service Provider