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# 3131

**Revenue** (₹ in crore)  
20% growth over five years

# 615

**EBIDTA** (₹ in crore)  
25% growth over five years

# 401

**Net profit (TCI)** (₹ in crore)  
25% growth over five years

# 21.39

**Earnings per share** (₹)  
25% growth over five years



Scan the QR code to visit  
Alembic's website and  
download pdf version of  
annual report

At Alembic, success is about doing more!



For us 'more' means...

More  
capability  
addition.

More  
experts on-  
boarding.

More  
research and  
development  
programs.

More  
quality  
focus.

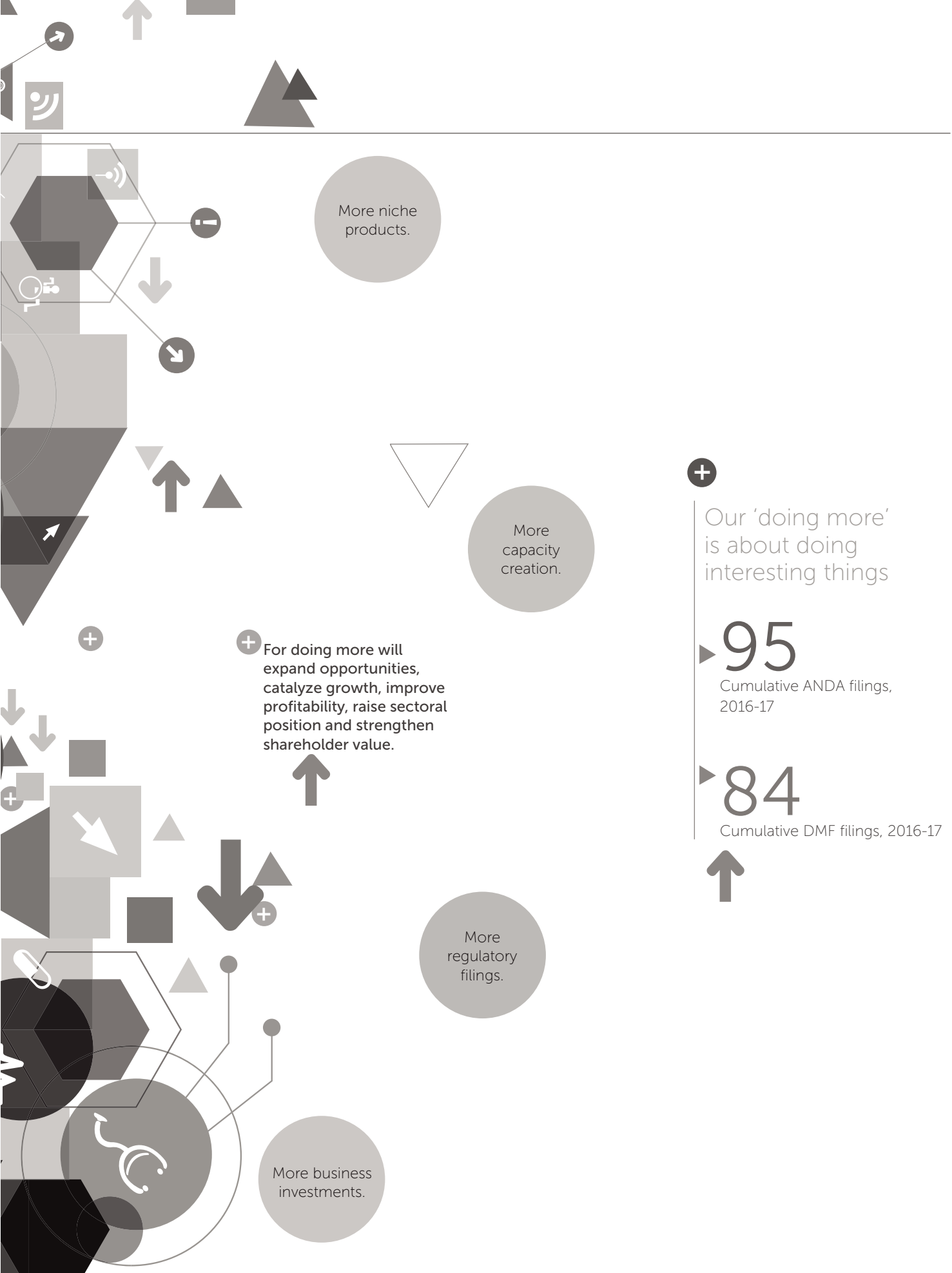


Our 'doing more'  
is about doing  
interesting things

► **470** Crores  
R&D investment, 2016-17

► **260**  
Number of R&D projects,  
2016-17





More niche products.

More capacity creation.

+ For doing more will expand opportunities, catalyze growth, improve profitability, raise sectoral position and strengthen shareholder value.

More regulatory filings.

More business investments.



Our 'doing more' is about doing interesting things

► 95

Cumulative ANDA filings, 2016-17

► 84

Cumulative DMF filings, 2016-17



## more capability building

The rapid transformation of the pharmaceutical space – from curing simple illnesses to addressing challenging ailments – has necessitated the formulation of complex remedies. As a result, enhancing research capability has emerged as the single biggest factor determining a pharmaceutical company's potential and sustainability.

At Alembic, we invested more than ₹450 crore in strengthening our R&D capabilities. This is expected to reinforce our niche molecule development across therapeutic and delivery platforms.

At our R&D unit for formulations development in Vadodara, we extended our product pipeline and increased the capacity of our bioequivalence unit to accelerate product development.

At our R&D unit in Vadodara, we invested in cutting-edge infrastructure for developing complex generics and specialty injectables with niche applications.

At our R&D unit for formulations development in Hyderabad, we set up two new GLP-compliant labs equipped with best-in-class automation (pilot batch-making facilities) that ensure complete data integrity.

We promoted a joint venture (Aleor Dermaceuticals Limited) with Orbicular Pharmaceutical Technologies Private Limited. This alliance increased our dermatology pipeline to 45 molecules, four of which we hope to file during FY18.

We partnered renowned R&D companies to leverage their intellectual capital and extend our product pipeline in the areas of oral solids and injectables.

These investments are expected to generate multiple benefits for Alembic.

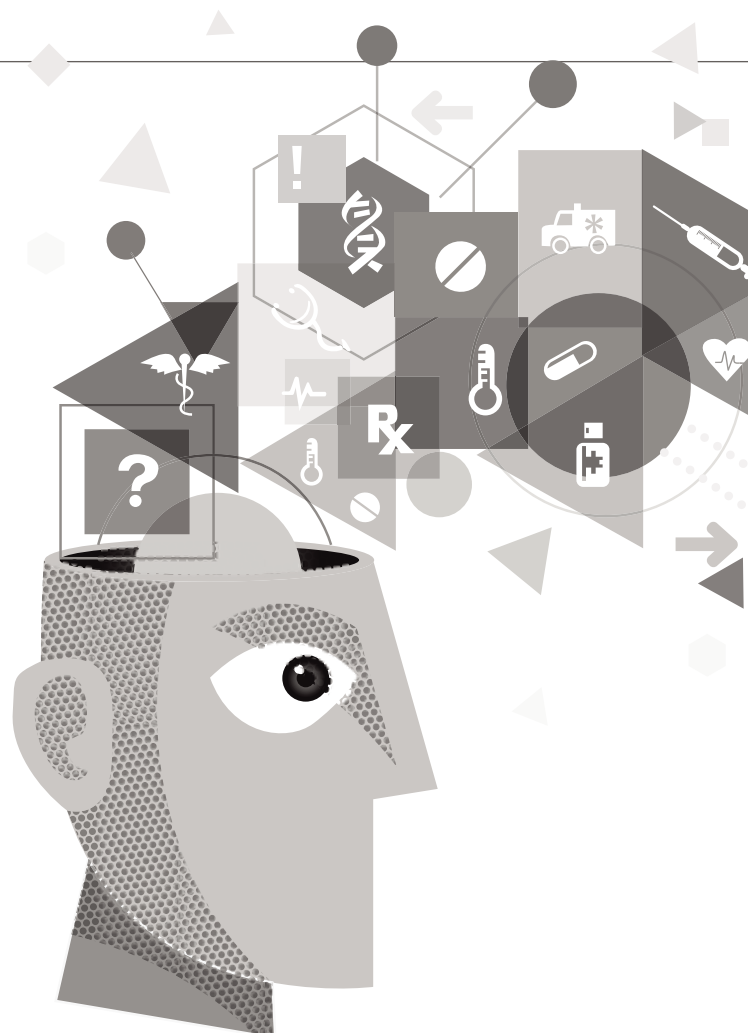
- Strengthen our product basket making it possible to launch 10 products annually in regulated markets.

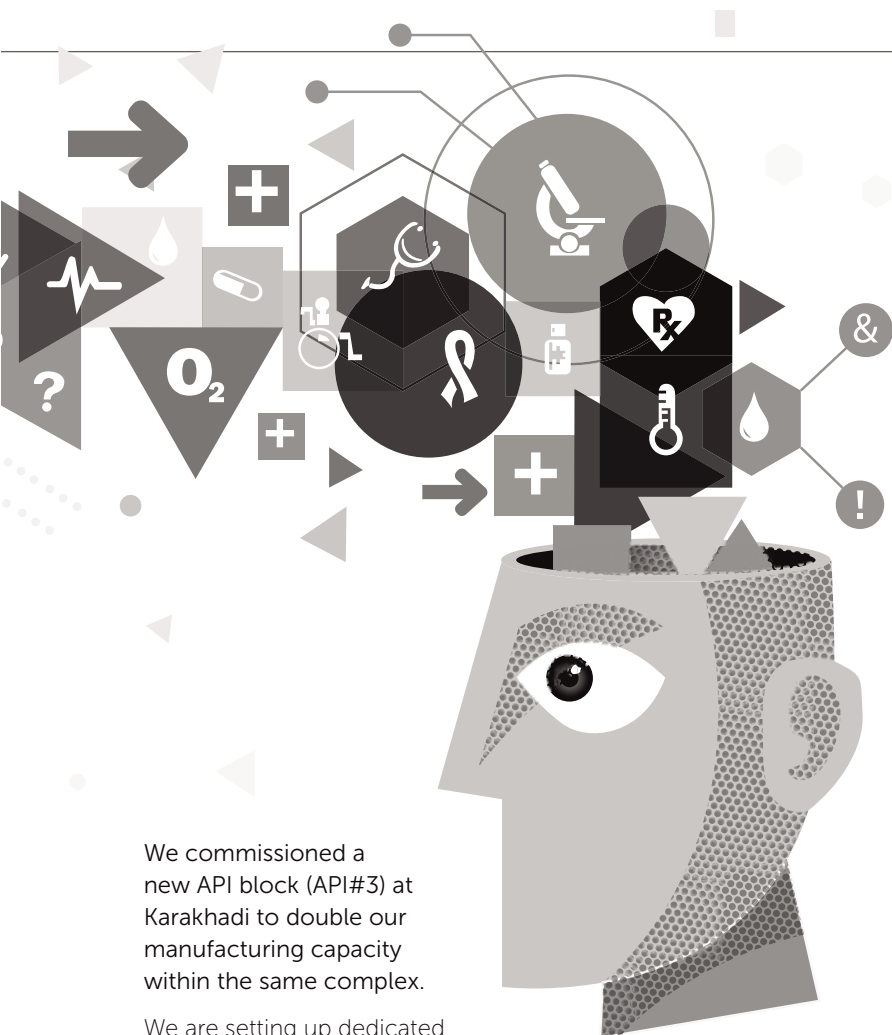
- Facilitate our entry into newer therapeutic spaces.
- Reinforce our presence in oncology, dermatology and ophthalmology segments.
- Broaden our opportunity canvas by allowing us to enter niche injectable spaces (general and oncology).
- Enhance our global sectoral reputation.
- Empower us to file ~100 ANDAs over the next three years (starting FY18).

We should be able to file ~100 ANDAs over the next three years (starting FY18)

### R&D investment (₹ crore)

|         |     |
|---------|-----|
| 2016-17 | 470 |
| 2015-16 | 356 |
| 2014-15 | 148 |
| 2013-14 | 136 |
| 2012-13 | 83  |





## capacity building<sup>more</sup>

At Alembic, we invested more than ₹475 crore during the year under review in world-class manufacturing capacities, accelerating our regulatory filings and ensuring immediate product commercialisation (upon approval).

We commissioned a new API block (API#3) at Karakhadi to double our manufacturing capacity within the same complex.

We are setting up dedicated facilities for manufacturing oncology products across delivery platforms – oral solid dosages and injectables. We expect to commission dedicated facilities for both in the first half of FY18 and we plan to roll out exhibit batches in FY18, triggering ANDA filings.

For Aleor, we are setting up a greenfield manufacturing facility for dermatology products in Karakhadi which should go on stream by the second half of FY18.

We are also building a multi-therapy injectables manufacturing facility to boost our formulations delivery platform in

Karkhadi (expected to be operationalised by the second half of FY18). We plan to start laying the infrastructural foundation of a state-of-the-art greenfield oral solid dosage facility in Jarod in FY18.

Just like our existing units, we will take all steps necessary to ensure that our new units are FDA-compliant.

These investments are expected to make Alembic future-ready by starting to generate returns from ~24 months of receiving the relevant approvals from the regulatory bodies.

These investments are expected to make Alembic future-ready by starting to generate returns from ~24 months of receiving the relevant approvals from the regulatory bodies.

### Gross capex (₹ crore)

|         |     |
|---------|-----|
| 2016-17 | 491 |
| 2015-16 | 309 |
| 2014-15 | 213 |
| 2013-14 | 83  |
| 2012-13 | 88  |

Corporate snapshot

Alembic Pharmaceuticals Limited ...a company that straddles the pharmaceutical value chain ...a formulations manufacturer with a significant presence in the domestic, pharmerging and regulated markets

**Headquartered in Vadodara,**  
Alembic is an integrated pharmaceutical company offering complex APIs, generics and formulations addressing acute and chronic therapies. The Company is counted among India's top 300 healthcare brands.



The Company possesses four state-of-the-art manufacturing facilities and two well-equipped R&D centres (Vadodara and Hyderabad). Having established a front-end setup in 2015, the Company is now eager to grow its American footprint.

Manufacturing facilities

| Location            | Segment      | Regulatory approvals           |
|---------------------|--------------|--------------------------------|
| ■ Panelav, Gujarat  | Formulations | USFDA, MCC, MHRA, ANVISA & TPD |
| ■ Panelav, Gujarat  | API          | USFDA, EDQM                    |
| ■ Karkhadi, Gujarat | API          | USFDA, EDQM, TGA, WHO          |
| ■ Sikkim            | Formulations | -                              |



# Mission

Improve healthcare  
through innovation,  
commitment and trust.

## Alembic's across-the-value-chain presence



### Revenue breakdown (International generics)



### Revenue breakdown (Indian formulations)



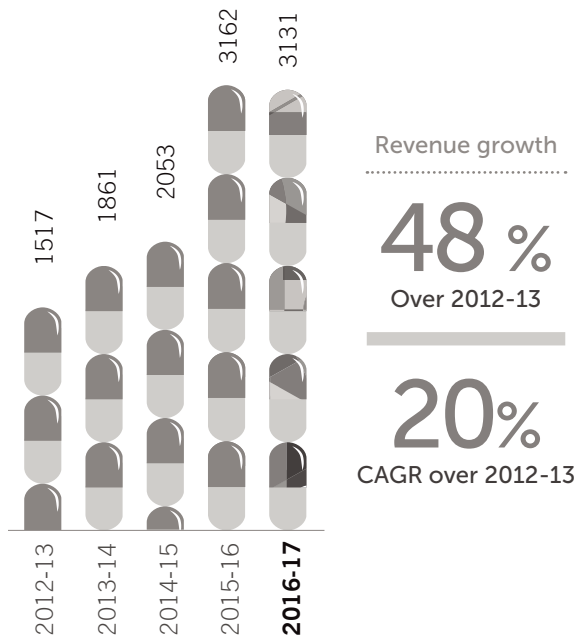
Prominent **brands**

**Azithral** **ALTHROCIN** **Rekool 40** **ZEET**  
**ROXiD-M** **WIKORYL** **TELLZY** **ULGEL** *Gestofit*

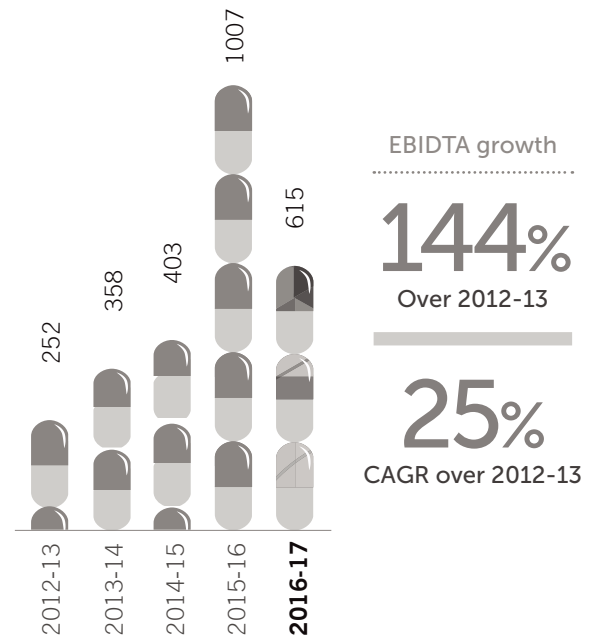
Financial progression

# Our report card

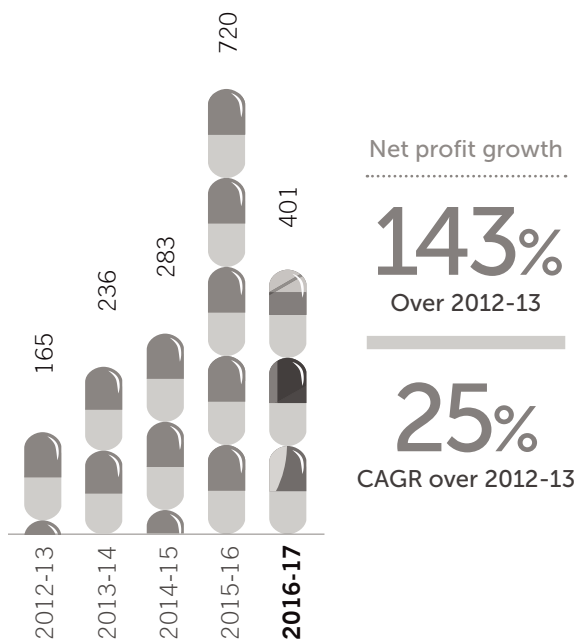
Revenue (₹ in crore)



EBIDTA (₹ in crore)



Net profit (₹ in crore)



Cash profit (₹ in crore)

