

WELL ON OUR WAY

Alembic Pharmaceuticals Limited

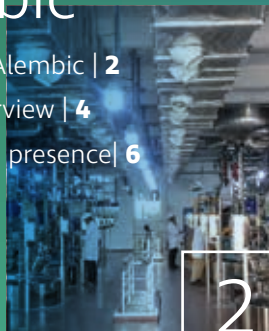
Annual Report
2017-18

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We are well on our way

The life sciences landscape is witnessing a dynamic transformation. With volatile political, socio-economic and scientific events clouding the spectrum there are many challenges. However, with every challenge, awaits a great opportunity at the horizon. And as the market dynamics change, Companies will need to employ innovative strategies for success. Successful implementation of these strategies requires constant re-evaluation and enhancement of processes.

People and CSR

People practices | **18**

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Awards and accolades | **21**

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Strategic review

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A few years back, we at Alembic Pharmaceuticals Limited (Alembic) set out on a journey to strengthen our talent pool, expand our capabilities, create a steady growth strategy for the US and build a diverse basket of offerings for the domestic market. With an emphasis on innovation and technology our products cater to the medical needs of patients across the globe. Over the years, we have continued to leverage our technological proficiency and combined it with

our manufacturing capabilities to enhance profitability.

As we continue to create solutions that make patients' lives more liveable and inspiring, we are proud to have achieved the financial targets that we set for ourselves for 2017-18. We remain committed to our strategy, including our core principles and values, strategic focus areas and core processes.

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Consolidated | **96**

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Well on our way to find solutions to healthcare challenges



Oncology Plant at Panelav



General Injectable Plant at Karkhadi



Aleor's Derma Plant at Karkhadi



New API Facility at Karkhadi

Established in 1907
4 manufacturing facilities
3 well-equipped R&D centres

Carved out of a 110 years old history, Alembic is a leader in the Indian pharmaceutical industry. The Company's competencies include branded formulations, international generics and API.

With its diversified products basket, the Company is contributing to find solutions to some of the major health challenges faced across the globe.

Headquartered in Vadodara, Alembic has four state-of-the-art manufacturing facilities in Gujarat and Sikkim as well as three R&D centres in Vadodara, Hyderabad and USA. Having established a front-end setup in the US in 2015, the Company is now eager to grow its American footprint.

Our Mission

**Improve
healthcare with
innovation,
commitment
and trust.**

KEY HIGHLIGHTS – 2017-18

Revenue

₹3,131 Crores

Market Capitalisation

₹10,300 Crores

EPS

₹21.89

EBITDA

₹642 Crores

PAT

₹409 Crores

Our integrated businesses

INTERNATIONAL GENERIC

38%

Total Revenue

₹1,206 Crores

Manufacturing facility
Panelav, Gujarat



Products

Existing



Oral solids



Panelav

Soon to be launched



Oncology OSD



Oncology injectables*



Panelav



Panelav

BRANDED FORMULATIONS

41%

Total Revenue

₹1,274 Crores

Manufacturing facility
Sikkim



Therapies

Cardiology



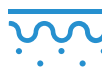
Anti-Diabetic



Gastrology



Dermatological



Brands

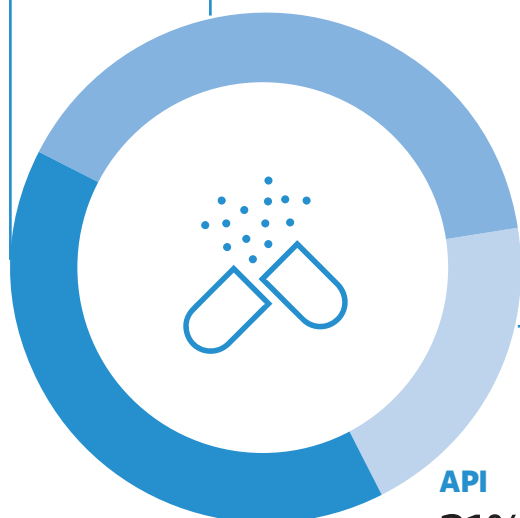
Azithral **ROXID**

Althrocin

Total Revenue

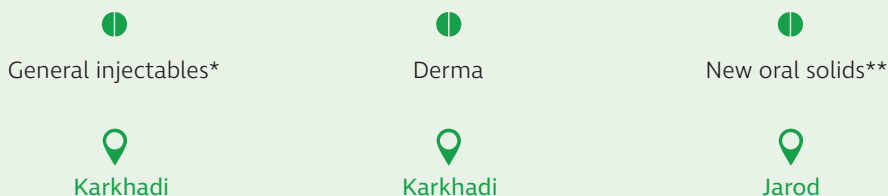
₹651 Crores

Manufacturing facilities
Panelav & Karkhadi, Gujarat



Revenue Share (%)

API
21%



*Expected Project completion by H1 2018-19 ** Project completion by H2 2018-19

91 products launched so far

13 products launched during the year

10+ new launches planned in 2018-19

226 cumulative filings

Gynaecology



Orthopaedic



Ophthalmology



Nephro/Uro



Cold & Cough



Anti-Infective



Products

170 products
15% of products in NLEM

Marketing team

5,000+

Marketing divisions

17+

Last 5 years new launches cover 2% of market share and contribute 19% of sales

90% new launches in specialty
5 brands in top 300

WIKORYL

Rekool
Rabeprazole EC 20mg/10mg Tablet

TELLZY
Telmisartan 20 mg / 40 mg / 80 mg

ULGEL
Ulcer treatment

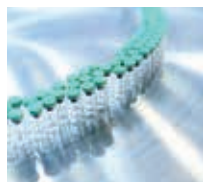
ZEET
Zinc

Gestofit SR
24 Hours Progesterone Protection



Cumulative DMF filings

94



New filings

10 DMF applications



Key markets

US & Europe

Expanding our presence



**** Contributed by Alembic's acquisition of US based Orit Laboratories LLC in October 2017**

11 Filings

7 Approvals +

1 USA

Filings	Approvals	Filings	Approvals
132**	70*	21	20

Product launches
48

2 CANADA

Filings	Approvals
21	20

Product launches
12

3 LATAM

Filings	Approvals
14	4

Product launches
2

4 EUROPE

Filings	Approvals
21	19

Product launches
15

* Inclusive 9 tentative approvals

Note: Map not to scale.



5 SOUTH AFRICA

Filings	Approvals
21	7
Product launches	
2	

6 INDIA

Product launches
170

7 AUSTRALIA

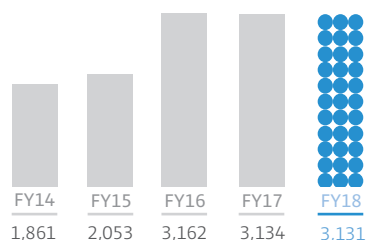
Filings	Approvals
17	14
Product launches	
12	

Well on our way to post strong performance

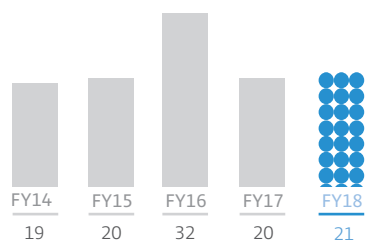
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CAGR (%)

Revenue (₹ in Crores)



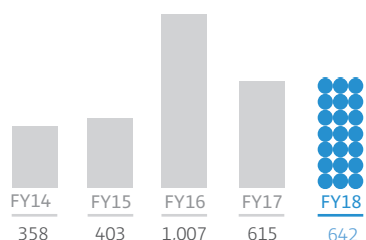
EBITDA Margin (%)



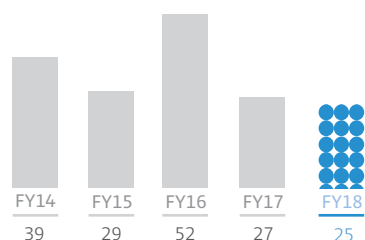
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CAGR (%)

EBITDA (₹ in Crores)



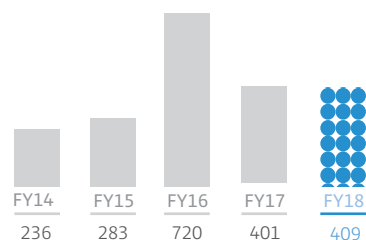
ROCE (%)



15

CAGR (%)

Net Profit (₹ in Crores)



ROE (%)

