

Annual Report 2020-21

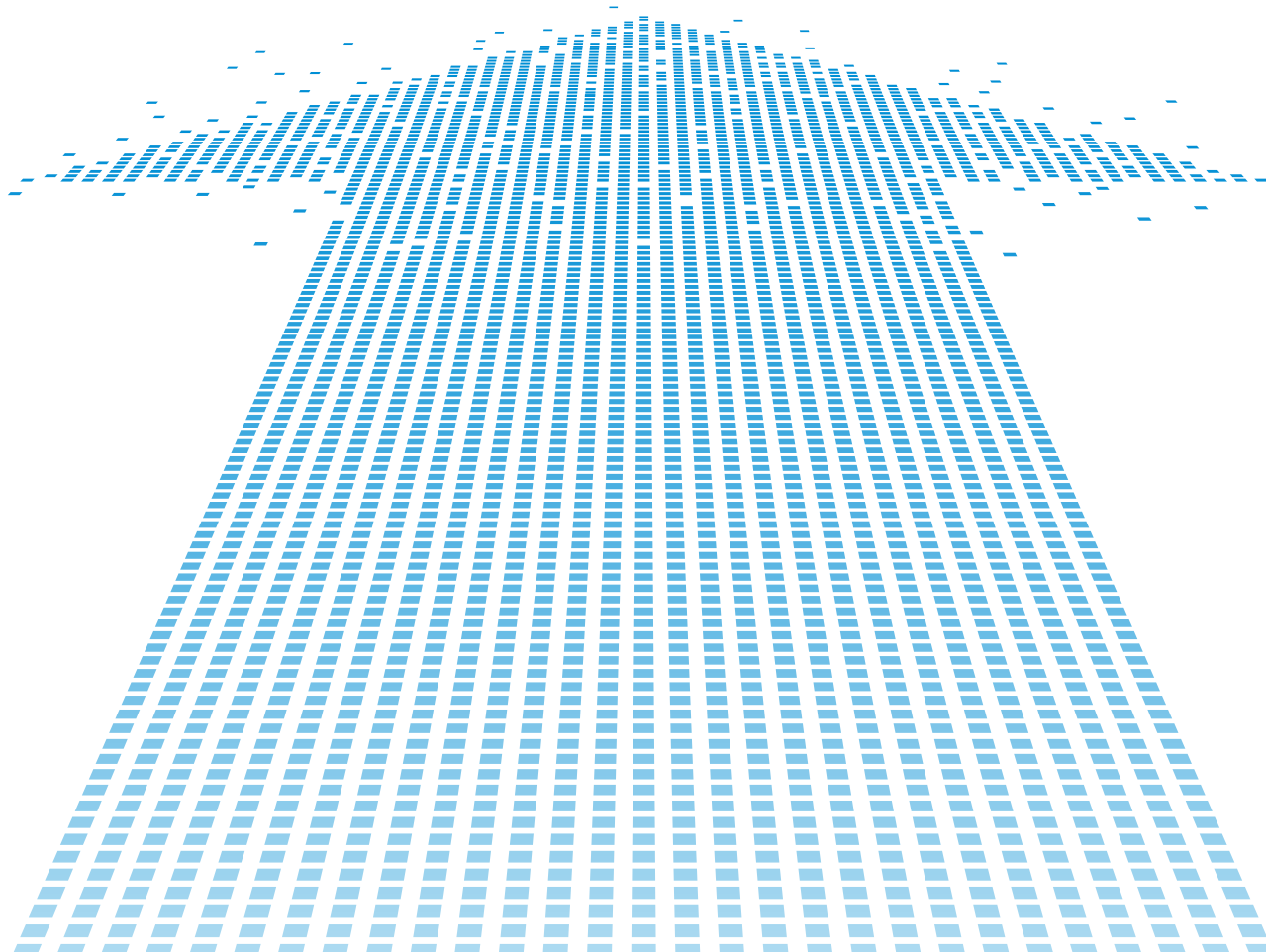


ALKEM

ALKEM LABORATORIES LIMITED



TRANSFORMING FOR A BIGGER TOMORROW





ALKEM Annual Report 2020-21



To view this report online,
please visit: www.alkemlabs.com

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Supporting and
Developing Talent for
Agility and Growth



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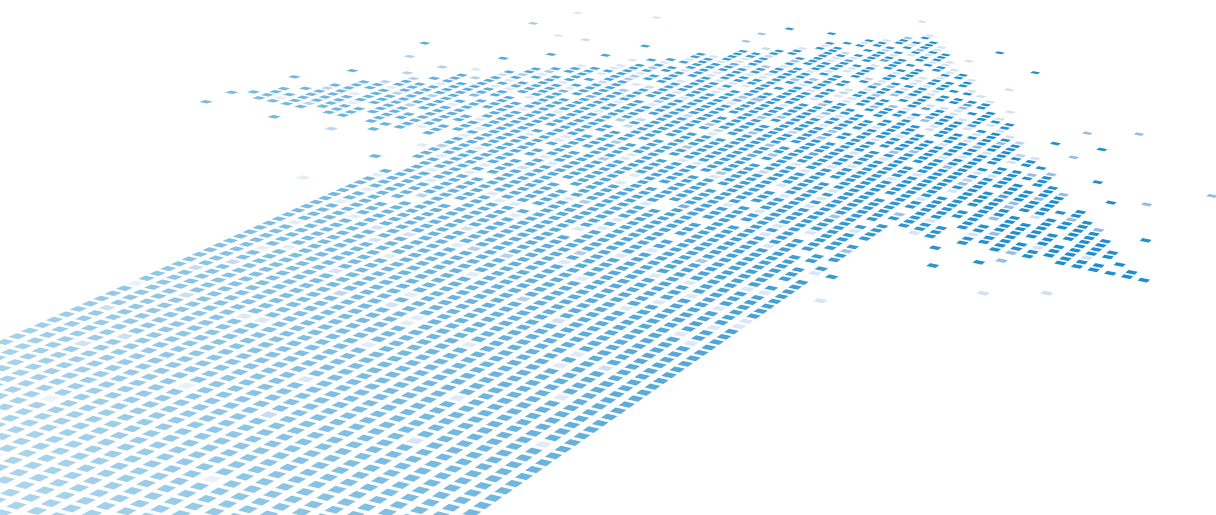
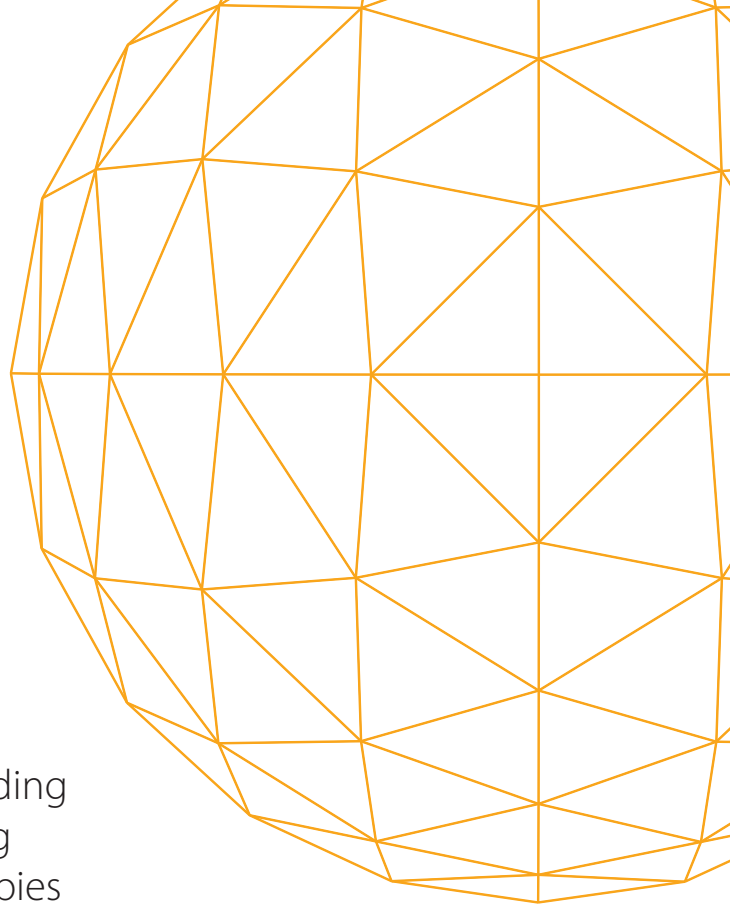
Transforming
Communities

At Alkem, a combination of macro vision to achieve value-driven leadership in the Indian healthcare industry and beyond and micro execution in pursuit of operational excellence is underway.

Foresight and insight have led to the building of multiple state-of-the-art manufacturing facilities for the delivery of complex therapies such as biosimilars and controlled substances, constant R&D efforts led to a steady pipeline of new products, whilst operational transformation across various functional facets has unleashed new potential for enhancing business efficiency.

Alkem is transforming every aspect of its business. A transformation that will unleash a bigger tomorrow for all its stakeholders.

TRANSFORMING FOR
**A BIGGER
TOMORROW**



Corporate Information

BOARD OF DIRECTORS

Mr. Basudeo N. Singh

Executive Chairman

Mr. Mritunjay Kumar Singh

Executive Director

Mr. Narendra Kumar Aneja

Independent Director

Mr. Sandeep Singh

Managing Director

Mr. Sarvesh Singh

Executive Director

Ms. Sangeeta Singh

Independent Director

Mr. Dhananjay Kumar Singh

Joint Managing Director

Mr. Arun Kumar Purwar

Independent Director

Ms. Sudha Ravi

Independent Director

Mr. Balmiki Prasad Singh

Executive Director

Mr. Ranjal Laxmana Shenoy

Independent Director

Dr. Dheeraj Sharma

Independent Director

KEY MANAGERIAL PERSONNEL

Mr. Rajesh Dubey

President - Finance and Chief Financial Officer

Mr. Manish Narang

President - Legal, Company Secretary and Compliance Officer

AUDITORS

M/s. B S R & Co. LLP, Chartered Accountants

BANKERS

SBI Bank

HDFC Bank

Citi Bank

BNP Paribas Bank

DBS Bank

Yes Bank

Mizuho Bank

Kotak Mahindra Bank

Saraswat Co-op Bank

HSBC Bank

Axis Bank

Syndicate Bank

Barclays Bank

IDBI Bank

ICICI Bank

MUFJ Bank (Bank of Tokyo)

Emirates NBD

Firststrand Bank

Shinhan Bank

Federal Bank

HDFC Limited (NBFC)

LIC Housing Finance

REGISTERED OFFICE

Alkem House, Senapati Bapat Marg, Lower Parel,

Mumbai - 400 013, Maharashtra, India

CIN: L00305MH1973PLC174201

Telephone: +91 22 3982 9999

Fax: +91 22 2495 2955

Website: www.alkemlabs.com

Email: investors@alkem.com

REGISTRAR & SHARE TRANSFER AGENTS

M/s Link Intime India Private Limited

Unit: Alkem Laboratories Limited

C-101, 247 Park, L.B.S. Marg,

Vikhroli (West), Mumbai - 400 083

Telephone: +91 22 4918 6270

Fax: +91 22 4918 6060

E-mail id: rnt.helpdesk@linkintime.co.in

Website: www.linkintime.co.in



PLANT LOCATIONS

1. Daman, India
2. Mandva, Gujarat, India
3. Ankleshwar, Gujarat, India
4. Unit I & II, Baddi, Himachal Pradesh, India
5. Kumrek, East Sikkim, India
6. Alkem Health Science, (Unit of the Company) Unit I, II & III, Samardung, South Sikkim, India
7. California, U.S.A.
8. Missouri, U.S.A.
9. Indchemie Health Specialities Private Limited, Somnath, Daman, India
10. Indchemie Health Specialities Private Limited, Amaliya, Daman, India
11. Indchemie Health Specialities Private Limited, Baddi, Himachal Pradesh, India
12. Unit I & II, Indchemie Health Specialities Private Limited, Kumrek, East Sikkim, India
13. Cachet Pharmaceuticals Private Limited, Baddi, Himachal Pradesh, India
14. Alkem Labs Ltd, Unit 5, South Sikkim, India
15. Alkem Labs Ltd., S.E.Z., Indore, Madhya Pradesh, India
16. Enzene Biosciences Limited, Chakan, Pune, Maharashtra, India

MAJOR RESEARCH CENTRES

1. R&D Centre, MIDC, Talaja, Maharashtra, India
2. R&D Centre, Mandva, Gujarat, India
3. Enzene Biosciences Limited, T-Block, MIDC, Bhosari, Pune, Maharashtra, India
4. Enzene Biosciences Limited, MIDC, Bhosari, Pimpri-Chinchwad, Pune, Maharashtra, India
5. S&B Pharma Inc., California, U.S.A.
6. S&B Pharma Inc., Missouri, U.S.A.



Alkem

at a Glance

In an era of relentless change, organisations survive, grow and thrive based upon their ability to embrace change. Alkem's clear commitment towards repositioning itself from time to time has enabled it to create a powerful future.



Vision

To achieve value-driven leadership in the Indian Healthcare Industry and beyond through:



QUALITY THAT IS INFINITE



SERVICE THAT CARES



HARD WORK THAT ENDURES

Among India's leading global pharmaceutical companies, Alkem Laboratories is engaged in the development, manufacturing and marketing of pharmaceutical products. The Company produces high-quality branded generics, generic drugs, active pharmaceutical ingredients and nutraceuticals. These products are sold in India and internationally and include over 800 brands covering all the major therapeutic segments.

TRANSFORMATION IS PART OF THE DNA

Since its inception in 1973, Alkem has consistently aligned its capabilities and expanded its presence to capture new growth areas and grow sustainably.

Today, powered by these strengths, it ranks among India's top ten pharmaceutical companies.

The Company has set up 20 state-of-the-art manufacturing facilities and 6 R&D centres across multiple locations in India and the United States, its key overseas market. The R&D efforts are directed towards bringing affordable, high-quality products to the market to expand patient access to healthcare. Over the years, the Company has also developed a robust pan-India sales and distribution network, invested in brand building and marketing, and built a large and talented workforce to scale up growth.

Alkem is a leading player in the acute therapeutic segment in India. Led by systematic planning for the future and the foresight to tap new growth opportunities, the product portfolio has been expanded to serve select fast-growing chronic therapeutic areas.

Entering new growth markets is another facet underpinning Alkem's transformation journey. Besides the US, which is its second-largest market, the Company has a growing presence in over 40 countries, including the key markets of Australia, Chile, Philippines, Kazakhstan, Europe and East Africa.

Key Financial Highlights of FY 2020-21

₹ 88,650 Mn
Revenue from Operations

₹ 19,424 Mn
EBITDA

₹ 15,850 Mn
Profit After Tax

₹ 132.57
Earnings Per Share

KEY FACTS ABOUT ALKEM

Leading Indian pharmaceutical company

>40

years of industry experience

5th

largest pharmaceutical company in India in terms of market share*

₹ 331 billion

market capitalisation as on 31st March 2021**

20

manufacturing facilities across India and US

6

R&D centres across India and US

>500

Scientists

15,000+[#]

employees

INDIA BUSINESS HIGHLIGHTS

No.1

rank in the anti-infective segment in India for over 15 years*

#3

rank in Gastro-intestinal and Analgesic therapy segments in India*

6

brands featuring amongst top 100 pharmaceutical brands in India*

12

brands with annual sales of more than ₹1 billion

800+

brands in India

>13,000

field force strength in India

40+

sales depots/ warehouses in India

7,000+

stockists in India

INTERNATIONAL BUSINESS HIGHLIGHTS

>1,100

filings across various international markets

152

cumulative Abbreviated New Drug Application (ANDA) filings with the US FDA

110

ANDA approvals from the US FDA***

6

US FDA approved facilities in India and US

₹ 3,000+ cr

revenues from International Business

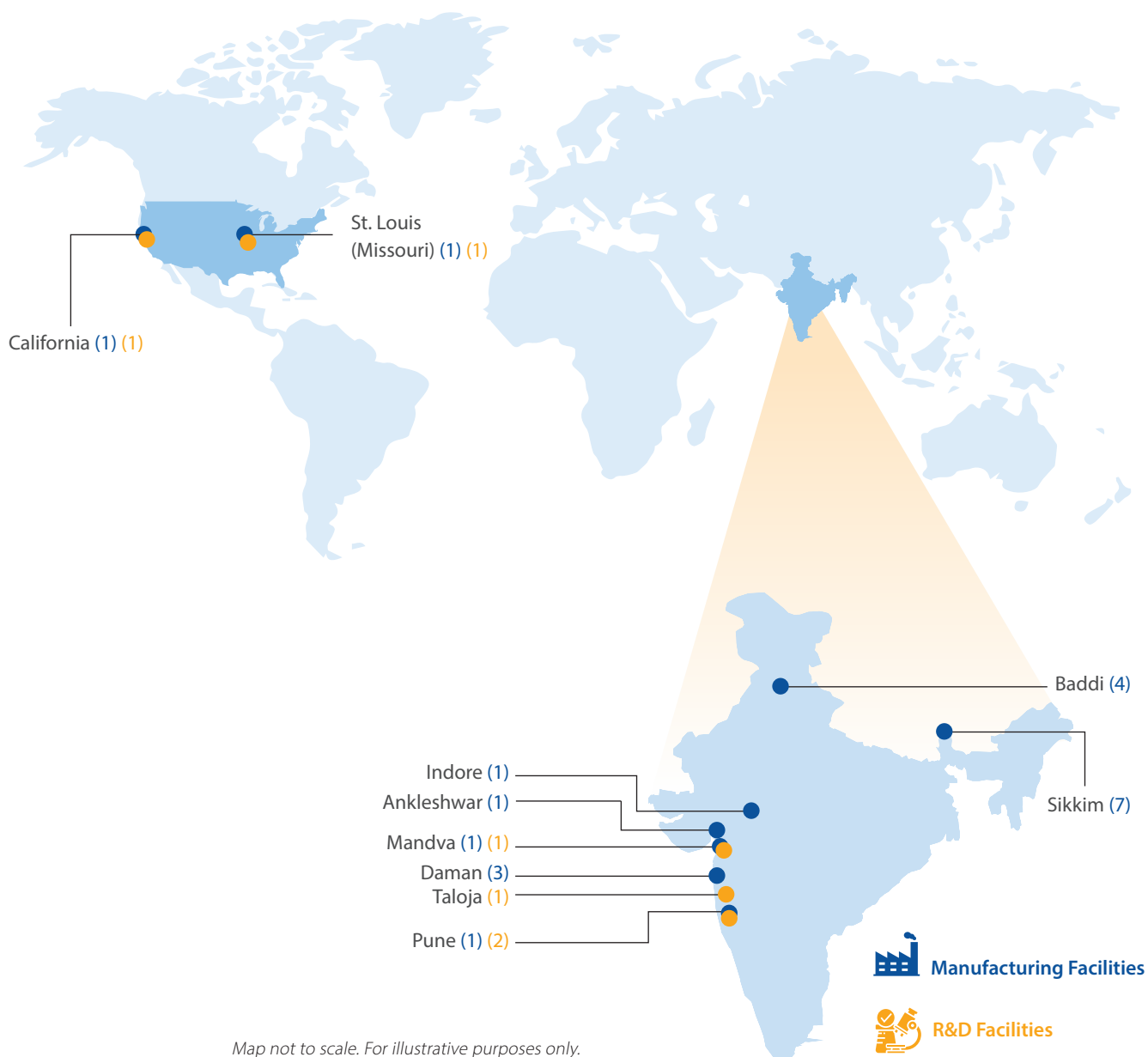
40+

countries where products are exported

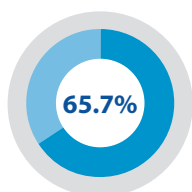
*As per IQVIA MAT March '21 data | **Source: NSE website | *** includes 16 tentative approvals and 2 NDAs, as of 31st March 2021 | #Standalone basis



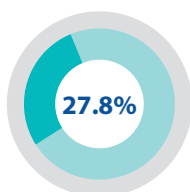
ALKEM'S GLOBAL PRESENCE



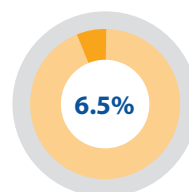
INDIA
₹ 58,209 MN
Revenue Contribution



US
₹ 24,665 MN
Revenue Contribution



OTHER INTERNATIONAL MARKETS
₹ 5,776 MN
Revenue Contribution



Chairman's Message

Dear Shareholders,

The COVID-19 pandemic has led to a health crisis and economic shutdowns unprecedented in recent history. While causing immense devastation and disruption, the pandemic is also a powerful reminder of the invaluable role of the pharmaceutical sector in saving lives and enhancing the quality of life for millions.

FOR EVEN AS THE WORLD CAME TO A BRIEF STANDSTILL, HEALTHCARE COMPANIES STEPPED UP TO DELIVER ON THEIR RESPONSIBILITIES OF MAKING MEDICINES AVAILABLE TO PATIENTS. AT ALKEM, WE ARE PROUD AND HUMBLLED TO BELONG TO THIS SECTOR, WHICH HAS RISEN TO FIGHT THE PANDEMIC, ENSURING CONTINUITY OF PATIENT CARE DESPITE THE DIFFICULT SITUATION.

Entering fiscal 2021, COVID-19 was just beginning to make its impact felt across India. Very soon the pandemic started dominating the news, and individuals, businesses and communities were dealing with unforeseen challenges. At Alkem, being categorised under 'Essential Services', we had to find ways to keep manufacturing going despite lower workforce attendance due to the lockdown. Lesser availability of transportation along with interstate lockdown created logistical hurdles. We also had to rise to the challenge of fulfilling unexpected changes in demand of some medicines and circumventing the unavailability of some raw materials in wake of supply chain disruptions. Furthermore, in-person interactions with healthcare professionals had to be curtailed due to their limited availability