



ALKEM

ALKEM LABORATORIES LIMITED

# Enhancing Lives

Longer | Better | Fuller

Annual Report  
2021-22

# Corporate Information

## BOARD OF DIRECTORS

**Mr. Basudeo N. Singh**  
*Executive Chairman*

**Mr. Sandeep Singh**  
*Managing Director*

**Mr. Mritunjay Kumar Singh**  
*Executive Director*

**Mrs. Madhurima Singh**  
*Executive Director*

**Mr. Balmiki Prasad Singh**  
*Executive Director*

**Mr. Sarvesh Singh**  
*Executive Director*

**Mr. Arun Kumar Purwar**  
*Independent Director*

**Mr. Ranjal Laxmana Shenoy**  
*Independent Director*

**Mr. Narendra Kumar Aneja**  
*Independent Director*

**Ms. Sangeeta Singh**  
*Independent Director*

**Ms. Sudha Ravi**  
*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  
Bank of India  
DBS Bank  
Yes Bank  
Kotak Mahindra Bank  
HSBC Bank  
Axis Bank  
IDBI Bank  
ICICI Bank  
MUFJ Bank (Bank of Tokyo)  
Emirates NBD  
Shinhan Bank  
Federal Bank  
HDFC Limited (NBFC)  
LIC Housing Finance  
Canara Bank  
Union Bank of India  
Bank of Baroda

## 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](http://www.alkemlabs.com)  
Email: [investors@alkem.com](mailto: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: [rnt.helpdesk@linkintime.co.in](mailto:rnt.helpdesk@linkintime.co.in)  
Website: [www.linkintime.co.in](http://www.linkintime.co.in)

## PLANT LOCATIONS

1. Daman, India
2. Mandva, Gujarat, India
3. Ankleshwar, Gujarat, India
4. Unit I 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, Taloja, 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 LLC., California, U.S.A.
6. S&B Pharma LLC., Missouri, U.S.A.




## *Remembering those we lost to COVID-19*

COVID-19 has brought a great deal of hardship, claiming innumerable lives and causing widespread grief. Despite our best efforts to keep our people safe, the pandemic has unfortunately caused deaths within Alkem as well. We lost some of our team members due to this dreadful virus. This loss has been very tragic, and on behalf of Alkem, we pay our humble last respects to the departed souls and offer our deepest condolences to their bereaved families.

Sadly, many of our team members have also lost their near and dear ones to COVID-19. Our sincere sympathies are with those who may have lost family or friends. The pain that they are going through is unfathomable and our hearts go out to them. May they find the courage to come to terms with this unexpected and devastating loss.

The pandemic has had a profound impact on our world. At Alkem, we remain committed to supporting our people and other stakeholders that have suffered because of COVID-19. Together we shall overcome.







## Remembering Late Mr. Dhananjay Kumar Singh

Our highly respected Joint Managing Director Mr. Dhananjay Kumar Singh passed away on 28<sup>th</sup> October, 2021.

Mr. Dhananjay Kumar Singh served our Board for more than three decades. During his illustrious tenure, he contributed immensely to multiple facets of our business, including Domestic Operations, Distribution & Logistics, Human Resources, Legal, Secretarial & Compliance, among others.

Alkem benefited tremendously from Mr. Dhananjay Kumar Singh's rich experience in the pharmaceutical industry. He was a leader who gave thought and shape to the future direction of our Company, which was founded by his family.

A truly impactful, selfless and dedicated leader, Mr. Dhananjay Kumar Singh's passing away is a huge loss to Alkem. Our best tribute to him will be to work hard together to take Alkem to greater heights.

***May his soul rest in eternal peace.***



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## Quantitative Highlights for FY 2021-22

₹ 106,342 Mn  
Revenue from Operations

₹ 20,529 Mn  
EBITDA

₹ 16,456 Mn  
Profit After Tax

₹ 137.63  
Earnings Per Share

₹ 43.3 Bn  
Market Capitalisation<sup>#</sup>

<sup>#</sup>As of 31<sup>st</sup> March, 2022



To view this report online,  
please visit: [www.alkemlabs.com](http://www.alkemlabs.com)



# Enhancing Lives

Longer | Better | Fuller



For nearly five decades, Alkem has stayed dedicated to the purpose of enhancing lives through high-quality, affordable solutions. Underpinned by a robust portfolio across multiple therapeutic categories, the Company solves for a diverse breadth of health conditions. Investments continue to be made in bringing innovative solutions to the market for addressing unmet medical needs.

Alkem has consistently expanded its geographic reach over the years. By making available its products around the world, the underlying objective is to improve patient care and health access across markets. Even in the uncertain times brought about by the pandemic, the Company has maintained continuity in delivering its products across India and beyond.

While new products bring new hope, it is often necessary to collaborate with other innovation-focussed organisations to bring these novel treatments to market. United by the shared purpose of enhancing lives, Alkem recently entered into collaborations with global universities and medical research institutions. These collaborations open up new possibilities for advancing the research and commercialisation of impactful medical technologies for patients.

Alkem is driven by the objective of improving healthcare outcomes. Leveraging its strong industry experience, robust quality standards, and proven capabilities in research, manufacturing and distribution, it remains focussed on making valuable contributions in healthcare that will enhance the quality of life – helping people live longer, better and fuller.

# About Alkem

Established in 1973, Alkem Laboratories is among India's leading global pharmaceutical companies. The Company develops, manufactures and markets high-quality pharmaceutical products across all major therapeutic segments.

## MULTI-PRODUCT PORTFOLIO

- Branded Generics
- Generic Drugs
- Active Pharmaceutical Ingredients
- Nutraceuticals
- Biosimilars

### 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



## Enhancing lives around the world

Alkem products serve patients and customers in more than 40 countries. The US is the second-largest market for the Company after India. The other key markets include Australia, Chile, Philippines, Kazakhstan, Europe and East Africa. The Company's global operations are supported by state-of-the-art manufacturing and R&D facilities spread across India and the US, which make high-quality healthcare products available, affordable and accessible.

*Map not to scale. For illustrative purposes only.*

**Countries**  
**>40**

**Employees**  
**16,500+\***

**Manufacturing Facilities**  
**19**

**6 R&D Centres driven by +500 scientists**

*\*Alkem Standalone basis*

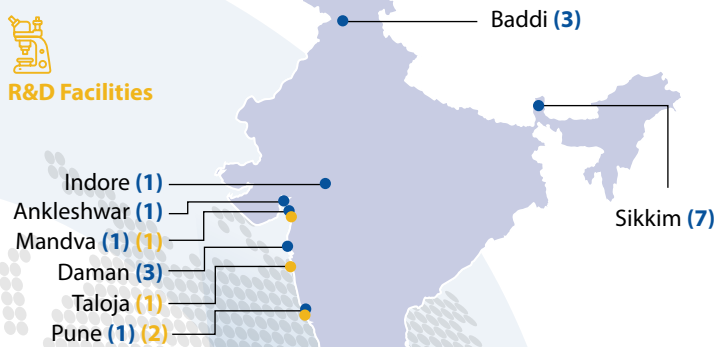




### Manufacturing Facilities

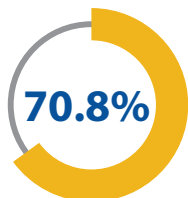


### R&D Facilities

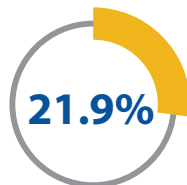


## Operating Revenues by Market

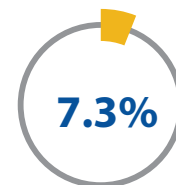
India  
₹ 75,266 Mn



US  
₹ 23,291 Mn



Other  
International  
Markets  
₹ 7,785 Mn



## INDIA OPERATIONS

Alkem is ranked the fifth largest pharmaceutical company in India in terms of domestic sales. The Company is a leading player in the acute therapeutic segment and a fast-growing player in the chronic therapeutic segment. India operations are underpinned by a robust sales and distribution network and extensive brand building and marketing efforts.

**800+**  
brands

**#1\***  
rank in the  
Anti-Infective  
segment  
for over 15 years

**#3\***  
rank in Gastro-  
intestinal  
and Analgesic  
therapy  
segments

**6\***  
brands featuring amongst the top  
100 pharmaceutical brands

**12**  
brands with annual  
sales of more  
than ₹ 1 billion

**>10,000\*\***  
medical  
representatives

**7,000+**  
stockists

**60+**  
sales depots and  
CFAs

\*Source: IQVIA data, March 2022

\*\*Excluding managers and including Indchemie and Cachet

## INTERNATIONAL OPERATIONS

The Company's International business, built on a strong platform of a large and growing product pipeline, is a core part of its growth. These products are distributed through the Company's own sales and commercial infrastructure. Product in-licensing and out-licensing opportunities are also being pursued in international markets to leverage the Company's established strengths.

**163**  
cumulative  
Abbreviated New  
Drug Application  
(ANDA) filings with  
the US FDA

**>1,100**  
filings across  
various  
international  
markets

**123**  
cumulative ANDA  
approvals from the  
US FDA

**6**  
US FDA approved  
facilities in India  
and US

# Recapturing the Journey

Since its inception, Alkem has made significant investments in its capabilities for developing and manufacturing high-quality healthcare products. In this illustrious journey, rewarding milestones have been achieved, emboldening the Company to remain focussed on the purpose of enhancing lives.



**1973**

Inception of Alkem Laboratories Limited



**1978**

First manufacturing unit established at Taloja near Mumbai



**1992**

Second manufacturing facility established at Mandva, Gujarat, which was converted into an API facility in 2005



**2003**

First research and development facility established at Taloja



**2006**

Taxim became India's first anti-infective drug to surpass annual sales figure of ₹ 1 billion in the domestic market



**2011**

Acquired Enzene Biosciences, a company engaged in the development of biosimilars in India



**2010**

Acquired Ascend Laboratories, a pharmaceutical company in the US



**2009**

Received the first ANDA approval in the US for the drug Amlodipine



**2007**

Filed the first ANDA in the US for the drug Amlodipine