



## KEY FINANCIAL HIGHLIGHTS OF 2018-19

TOTAL REVENUE  
**₹195,636**  
MILLION

EBITDA  
**₹39,519**  
MILLION

PAT  
**₹23,647**  
MILLION

EPS  
**₹40.36**

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<https://www.aurobindo.com/investors/results-reports-presentations/annual-reports/>

As a well-integrated pharma company, LEAP, for us, has a broader connotation that encompasses every aspect of the business – from products, processes to global capabilities, compliance aspects and people. Within a short span of three decades, we have emerged as the 10th largest global generic company, in terms of revenue.

We have accomplished this distinction by offering a diversified product basket, foraying into new therapeutic areas, exploring new markets and expertise both organically & inorganically.

LEAP, an encapsulation of our key differentiators that sets us apart in a constantly evolving and hyper-competitive market environment.



Our business has grown sustainably over all these years as we have always followed the strategy of being present in a wide range of product basket in every segment that we enter. This has helped us scale to our current size.



We have also been eager to expand into new therapeutic areas and segments, wherever we have capabilities. We are strengthening our product basket by creating a range of products in a host of new segments such as oncology, hormones, dermatology, respiratory, biosimilars, vaccines, peptides and depot injections.



To grow sustainably, we have acquired a rich repertoire of capabilities both organically and inorganically, while further strengthening our existing and new units to produce quality products.



At Aurobindo Pharma, we believe that one of our biggest strength lies in execution. It is our ability to take on projects and seamlessly execute them within a limited timeframe meeting all the fundamental requirements including compliance that has brought us success across geographies, markets and products. As we grow, we are increasingly embedding our capabilities across all facets of our business to support our fast-paced execution strategy.

**These differentiators are integral to our DNA and help us LEAP to the next wave of growth and sustainability.**

# Scaling up to LEAP ahead

**We, at Aurobindo Pharma, commenced our journey in 1986 with a mission to become the most valued partner to the global pharma fraternity by continuously researching, developing and manufacturing a wide range of pharmaceutical products for patients in need.**

We are the second largest generic company in the US in terms of prescriptions dispensed and rank among the top 10 generic companies in eight out of top the 11 countries we operate in Europe

As one of India's largest vertically integrated pharmaceutical companies, our strength lies in developing quality Active Pharmaceutical Ingredients (APIs) and Finished Dosage Forms (FDFs). These products are manufactured across our facilities, which have been inspected by various regulatory authorities such as the USFDA, UK MHRA, Japan PMDA, WHO, Health Canada, MCC South Africa, and ANVISA Brazil.

We have established our foothold in key therapeutic segments such as Central Nervous System (CNS),

Cardiovascular System (CVS), Antiretrovirals, Diabetics, Anti-Allergies, Gastroenterology and Antibiotics, and are expanding into Speciality Generics.

Our research team helps us to commercialise cost-effective and quality products. Our Research & Development (R&D) initiatives are increasingly directed towards difficult-to-develop niche products, which requires bioequivalence studies or clinical trials.

Taking a long-term perspective, we focus on developing complex molecules and adopting new technologies to improve the lives of millions of patients globally.



10<sup>th</sup>

**LARGEST GENERIC COMPANY BY  
REVENUES GLOBALLY**

**2<sup>ND</sup> LARGEST  
LISTED INDIAN  
PHARMACEUTICAL  
COMPANY BY REVENUES**

**2<sup>ND</sup> LARGEST  
GENERIC COMPANY BY  
PRESCRIPTIONS DISPENSED  
IN THE US**

**AMONGST TOP 10  
GENERIC COMPANIES IN 4  
OUT OF TOP 5 EUROPEAN  
MARKETS**



**22,000+**  
EMPLOYEES  
GLOBALLY

**7**  
R&D CENTRES WITH  
A TEAM OF 1,600+  
PROFESSIONALS

**US\$2.8 Bn**  
IN REVENUES FOR  
2018-19

**34 COUNTRIES**  
FRONTEND PRESENCE WITH  
PRODUCTS EXPORTED TO  
155 NATIONS

**33 BILLION+**  
DIVERSE DOSAGE FORMS  
MANUFACTURED  
IN 2018-19

**27**  
MANUFACTURING  
FACILITIES  
WORLDWIDE

# Strengthening global prominence

- |                  |                       |
|------------------|-----------------------|
| 01. Australia    | 18. Thailand          |
| 02. Hong Kong    | 19. Czech             |
| 03. Russia       | 20. Myanmar           |
| 04. Belgium      | 21. Uganda            |
| 05. Italy        | 22. Ethiopia          |
| 06. South Africa | 23. Netherlands       |
| 07. Brazil       | 24. UK                |
| 08. Japan        | 25. France            |
| 09. Spain        | 26. Poland            |
| 10. Canada       | 27. Ukraine           |
| 11. Kenya        | 28. GCC (Dubai, Oman) |
| 12. Sudan        | 29. Portugal          |
| 13. China        | 30. USA               |
| 14. Malta        | 31. Germany           |
| 15. Tanzania     | 32. Romania           |
| 16. Colombia     | 33. Vietnam           |
| 17. Mexico       | 34. India             |

**9<sup>TH</sup> LARGEST  
GENERIC COMPANY  
AS PER SALES**

10

30

17

**3 FORMULATION  
FACILITIES AND  
2 R&D CENTRES**

**PORTFOLIO MIX IS  
COMPLEMENTED WITH  
THE INTRODUCTION OF  
HIGH-VALUE PRODUCTS**

16

07

**ONE  
FORMULATION  
FACILITY**

2<sup>nd</sup> Largest

GENERIC COMPANY AS PER  
Rx DISPENSED IN THE USA

AMONGST  
Top 10

GENERIC PLAYERS IN FRANCE,  
GERMANY, PORTUGAL, UK, ITALY,  
CZECH REPUBLIC, NETHERLANDS  
AND BELGIUM

Company Overview

Statutory Reports

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ONE  
FORMULATION  
FACILITY

ONE  
FORMULATION  
FACILITY

11 API AND INTERMEDIATE PLANTS  
10 FORMULATION FACILITIES  
5 R&D CENTRES

Map not to scale



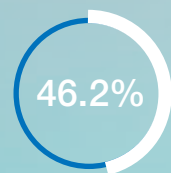
# Building on our global expertise

## FORMULATIONS

### US



- Our prescription market share in oral solid improved to 7.0% for MAT March 2019 from 5.3% in the corresponding previous year
- Witnessed growth across segments including orals, injectables, over the counter (OTC) and dietary supplements
- Entered the branded oncology market with a range of recognised products
- Filed 63 ANDAs with the USFDA, including 21 injectables, 3 dermatology and 2 nasals



**REVENUE**  
**₹90,307**  
MILLION

### EUROPE



- Among the top ten generic companies in eight out of the 11 countries we operate in
- Acquired Apotex Inc's operations in five European countries, helped foray into Poland and the Czech Republic and augment presence in Spain, Netherlands and Belgium
- Operates across 11 countries with full-fledged pharmacy, hospital and tender sales infrastructure
- Portfolio expansion through the launches of targeted Day 1 products, oncology range, hormones and niche low-volume injectables and orals

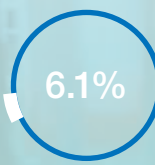


**REVENUE**  
**₹49,602**  
MILLION

### GROWTH MARKETS



- Focused on key markets of Canada, Brazil and South Africa
- Among Canada's top 10 generic companies
- Growth to be driven by registering more products in oncology and specialty injectables
- Joint venture with Shandong Luoxin to set up a manufacturing plant in China



**REVENUE**  
**₹11,937**  
MILLION



## ANTIRETROVIRAL DRUGS (ARVS)



- Strategic focus on garnering business from tenders floated by multilateral organisations
- Pick-up in sales from Dolutegravir triple combination product
- Awarded tender from South African government, supplies to begin from 2019-20

5%

**REVENUE**  
**₹9,725**  
MILLION

## API



- Strategic in terms of vertical integration with 70% of API being sourced internally
- To focus on moving up the value chain with more complex products
- Additional investments being made to scale up capacities
- 242 Drug Master files (DMFs) filed with USFDA as on 31st March 2019

17.4%

**REVENUE**  
**₹34,030**  
MILLION

# Delivering sustained growth

## REVENUE (₹ IN MILLION)

12.7%

2018-19	195,636
2017-18	164,998
2016-17	150,899
2015-16	139,552
2014-15	121,205

## EBITDA (₹ IN MILLION)

11.4%

2018-19	39,519
2017-18	37,885
2016-17	34,343
2015-16	31,881
2014-15	25,636

## EBITDA MARGIN (%)

2018-19	20.2
2017-18	23.0
2016-17	22.8
2015-16	22.8
2014-15	21.2

## PAT (₹ IN MILLION)

10.7%

2018-19	23,647
2017-18	24,232
2016-17	23,017
2015-16	20,251
2014-15	15,758

## NET DEBT/EQUITY

2018-19	0.36
2017-18	0.30
2016-17	0.30
2015-16	0.58
2014-15	0.77

## NET DEBT/EBITDA

2018-19	1.27
2017-18	0.93
2016-17	0.83
2015-16	1.33
2014-15	1.55

5 year CAGR