

Sustainable Chemistry

Striving for leadership
through chemistry



Divi's Laboratories Limited



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Board of Directors

Executive Directors



Dr. Murali K. Divi
Chairman & Managing Director



N. V. Ramana
Executive Director



Madhusudana Rao Divi
Whole-time Director



Kiran S. Divi
Whole-time Director



Nilima Motaparti
Whole-time Director

Independent Directors



Dr. G. Suresh Kumar
Independent Director



R. Ranga Rao
Independent Director



K. V. K Seshavataram
Independent Director



Dr. Ramesh B V Nimmagadda
Independent Director



Dr. S. Ganapaty
Independent Director

Corporate Information

Manufacturing Facilities

Choutuppal Unit:
Lingojigudem Village, Choutuppal Mandal,
Yadadri Bhuvanagiri Dist. (TG), Pin - 508252

Export Oriented Unit:
Chippada Village, Bheemunipatnam Mandal
Visakhapatnam Dist. (A.P), Pin - 531163

Divi's Pharma SEZ:
Chippada Village, Bheemunipatnam Mandal
Visakhapatnam Dist. (A.P), Pin - 531163

DSN SEZ Unit:
Chippada Village, Bheemunipatnam Mandal
Visakhapatnam Dist. (A.P), Pin - 531163

Auditors

Statutory Auditors
Price Waterhouse Chartered Accountants LLP
Plot no. 77/A, 8-2-624/A/1, 3rd Floor,
Road No. 10, Banjara Hills,
Hyderabad - 500034.

Cost Auditor
EVS & Associates, Cost Accountants,
206, Raghava Ratna Towers, Chirag Ali Lane,
Hyderabad - 500 001.

Secretarial Auditor
V. Bhaskara Rao & Co, Company Secretaries,
6-2-1085/B, Flat No.- 203, Badam Sohana Apts.,
Raj Bhavan Road, Somajiguda,
Hyderabad - 500 082.

R&D Centres

B-34, Industrial Estate, Sanathnagar,
Hyderabad. Pin - 500 018

Lingojigudem Village, Choutuppal Mandal,
Yadadri Bhuvanagiri Dist. (TG), Pin - 508 252

Chippada Village, Bheemunipatnam Mandal,
Visakhapatnam Dist. (A.P), Pin - 531163

Bankers

State Bank of India
C A G Branch, "Ozone", 2nd Floor
6-3-669, Punjagutta Main Road
Hyderabad - 500082.

Subsidiaries

Divis Laboratories (USA) Inc, New Jersey, USA.
Divi's Laboratories Europe AG, Basel,
Switzerland.

Date, Time and Venue of AGM

10 September 2018, 10.00 AM
Global Peace Auditorium, Brahma Kumaris,
Shanti Sarovar, Academy for Better World, Gachibowli,
Hyderabad- 500032.

Registrar & Share Transfer Agent

Karvy Computershare Private Limited
Karvy Selenium Tower B, Plot No. 31-32,
Gachibowli, Financial Dist, Nanakramguda,
Hyderabad - 500032.
CIN: U74140TG2003PTC041636

Registered Office

Divi Towers, 1-72/23(P)/DIVIS/303,
Cyber Hills, Gachibowli,
Hyderabad - 500032, Telangana, India
CIN : L24110TG1990PLC011854
Phone : 040-2378 6300; Fax: 040-2378 6460
E-mail : mail@divislabs.com
Website : www.divislabs.com



Introducing Divis

Divi's Laboratories Limited is one of the leading pharmaceutical companies in the world. Established in 1990, we manufacture Active Pharmaceutical Ingredients (APIs) and Intermediates. With four manufacturing facilities, market presence across several countries and team of 10,658 people, we continue to innovate to bring better manufacturing processes that will facilitate affordable medicines.

We are engaged in the manufacturing of leading generic compounds, Nutraceutical

Ingredients and custom synthesis of APIs and Intermediates for global innovator companies. With a portfolio of 122 products across diverse therapeutic areas, we are one of the largest pharmaceutical companies in India. We have three R&D centres along with a team of competent and qualified people that help us to continuously innovate our processes. We are committed towards our goal of sustainable chemistry thereby optimizing our processes and practices that not only protect but also enhance human health and the environment.

Vision



We envision to maintain leadership in custom synthesis of APIs and Intermediates for health care and life sciences industry. We also aim to develop generic APIs for the late life cycle needs of the industry and be one of the top companies in this domain across the globe.

Mission



We aim to be a good corporate entity and not only add value in our core competency the area of Pharma, but also serve the community at large through social, educational and environmental initiatives that would establish a strong foundation for a better tomorrow.



Snapshot, FY 2017-18

394971

Total Revenue
(₹ in lakhs)



136311

EBIDTA
(₹ in lakhs)



2893608

Market Capitalisation as
on 31 March 2018
(₹ in lakhs)



595965

Networth
(₹ in lakhs)



121936

Profit before tax
(₹ in lakhs)



86958

Profit after tax
(₹ in lakhs)



300966

Gross Block
(₹ in lakhs)

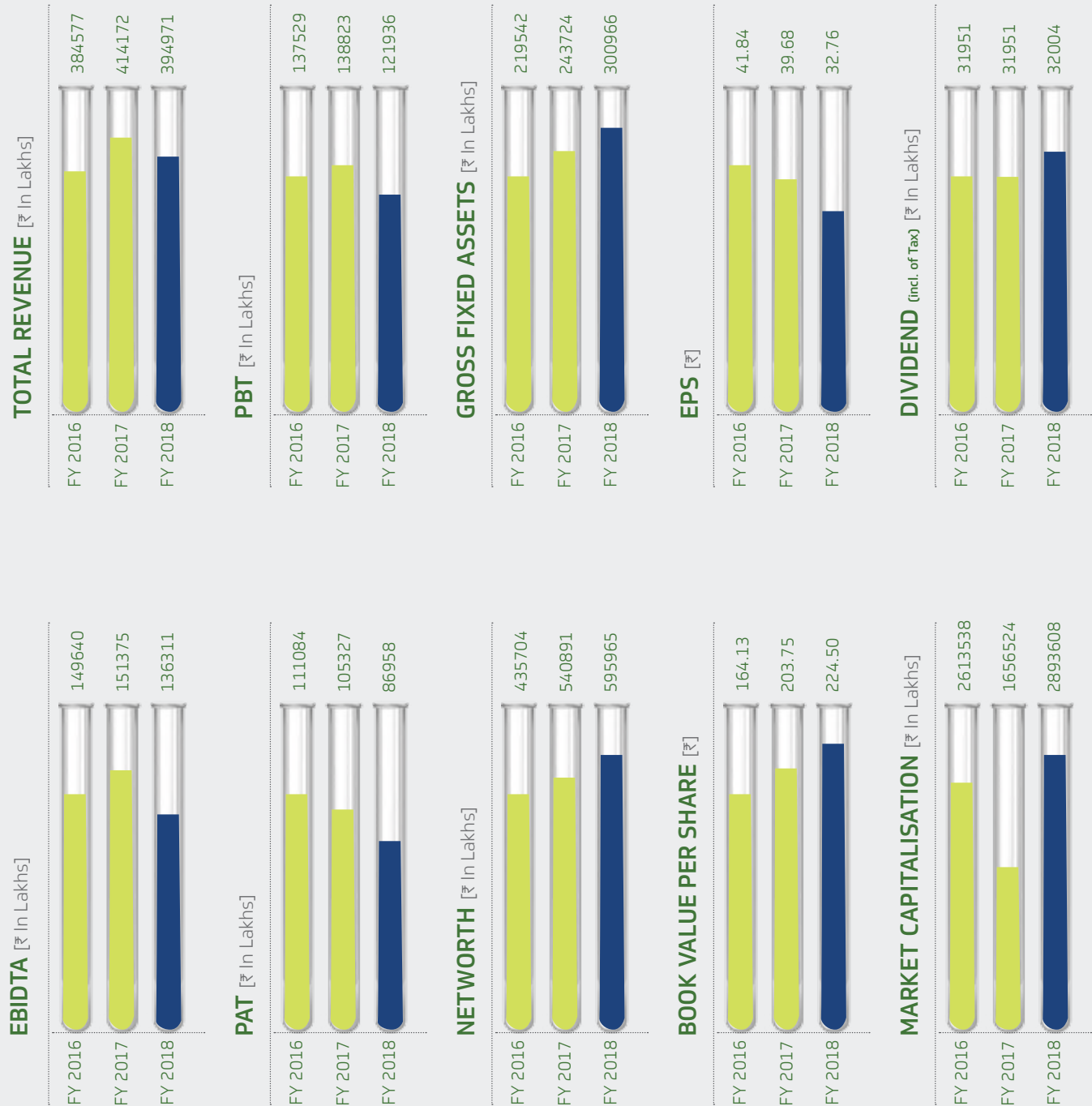


32.76

Earnings per share
(₹)

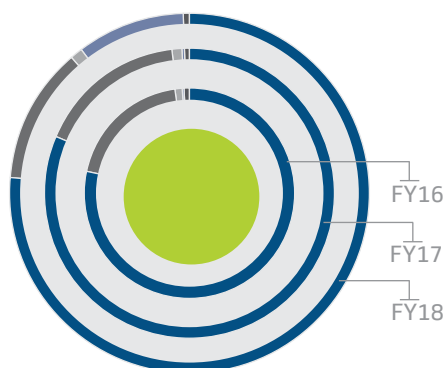


Sustainable Performance





NATIONAL EXCHEQUER



₹ in Lakhs						
	FY2016		FY2017		FY2018	
	₹	%	₹	%	₹	%
— Tax Expenses	26516	74.7	33540	76.4	34951	81.0
— Corporate Dividend Tax	5404	15.2	5404	12.3	5457	12.6
— Other Direct Tax	362	1.0	502	1.1	461	1.1
— Excise Duty	3081	8.7	4231	9.7	2136	4.9
— Customs Duty	141	0.4	204	0.5	164	0.4
Total	35504	100	43881	100	43169	100

DIRECT ECONOMIC IMPACT

	₹ in Lakhs		
	FY2016	FY2017	FY2018
Total Revenue	384577	414172	394971
Exports	325693	353148	327927
Tax Expense	26516	33540	34978
Consumption of Material	149447	154158	150490
Employee Benefit Expenses	35295	45916	44627
Interest	301	226	133
Dividend & Dividend Tax	31951	31951	32004

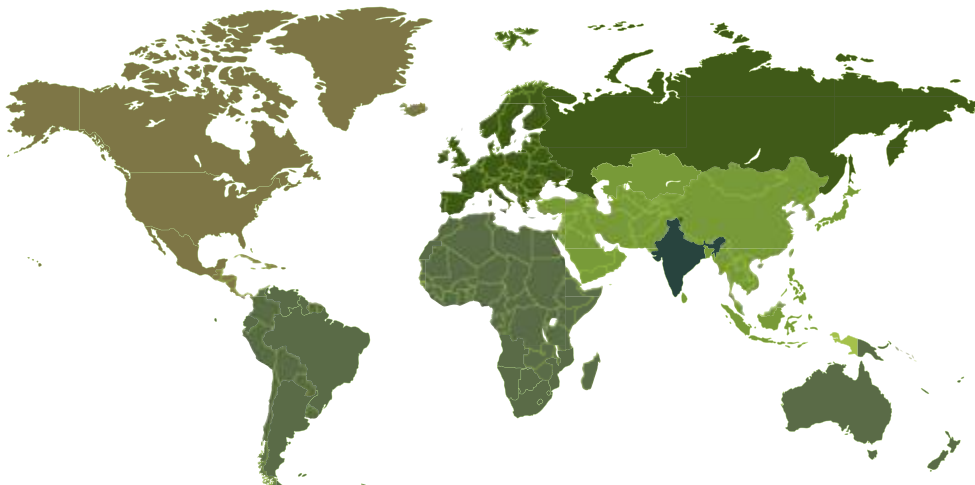
EMPLOYEES

	FY2016	FY2017	FY2018
Cost towards wages / salaries (₹ in Lakhs)	33730	43988	43065
Other benefit costs (₹ in Lakhs)	1565	1928	2541
Total personnel costs (₹ in Lakhs)	35295	45916	45606
% of Sales Revenue	9.6%	11.3%	11.6%
Number of employees	9481	9735	10762

CUSTOMERS

	₹ in Lakhs		
	FY2016	FY2017	FY2018
Total Revenue	384577	414172	394971
Debtors	96612	100042	111211
Payments received during the year	370268	410745	383802
Debtors' outstanding (in average number of days of turnover)	94	90	103

Geographical Market Presence



AMERICA

	FY2016	FY2017	FY2018
Sales ₹ Lakhs	118581	133808	108749
% Share	31.7%	33.0%	29.0%



EUROPE

	FY2016	FY2017	FY2018
Sales ₹ Lakhs	160349	162825	163798
% Share	42.8%	40.2%	43.6%



INDIA

	FY2016	FY2017	FY2018
Sales ₹ Lakhs	47799	52097	48014
% Share	12.8%	12.8%	12.8%



ASIA

	FY2016	FY2017	FY2018
Sales ₹ Lakhs	39443	47284	34730
% Share	10.5%	11.7%	9.3%



REST OF THE WORLD

	FY2016	FY2017	FY2018
Sales ₹ Lakhs	8078	9460	20028
% Share	2.2%	2.3%	5.3%