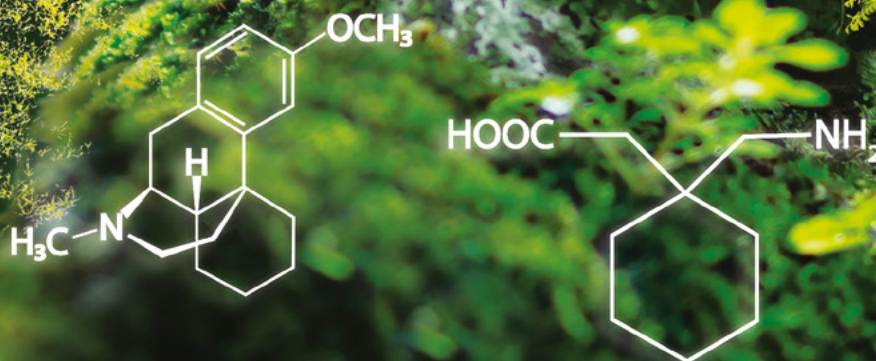
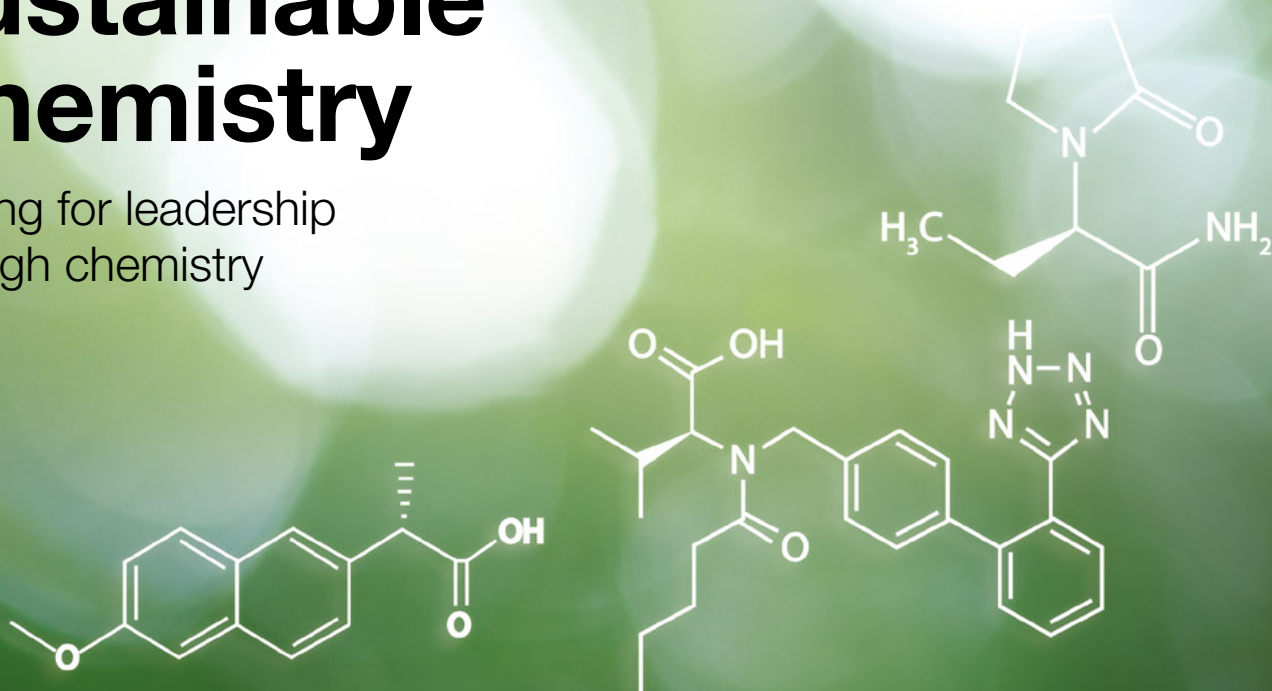




Divi's Laboratories Limited

Sustainable Chemistry

Striving for leadership
through chemistry



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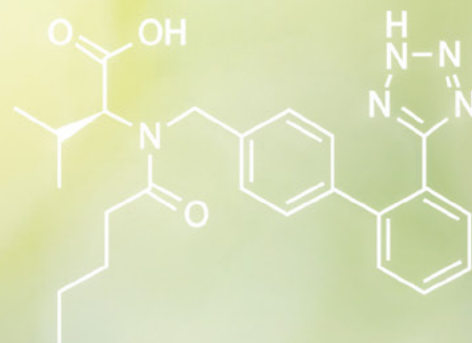
You can also find this report online on:
www.divisilabs.com



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At Divi's, we believe that what we manufacture to protect the health of people should also protect the environment. We, therefore, put our best minds to work to innovate and evolve our product processes, chemicals and stewardship practices across all sectors to produce safer chemicals. Divi's steadfast commitment towards creating innocuous and affordable products benefits the people, the Company, it's customers and the planet earth. Our financial performance has reached newer heights while consistently ensuring sustainability.

We also ensure that all the natural resources that are utilised in the production are used optimally. When we ensure our societal responsibilities are carried well, and our environment is made safer, we call our progress, quality growth.



Board of Directors



1



2



3

Executive Directors

1. Dr. Murali K. Divi
Chairman & Managing Director

2. N. V. Ramana
Executive Director

3. Madhusudana Rao Divi
Whole-time Director

4. Kiran S. Divi
Whole-time Director

5. Nilima Motaparti
Whole-time Director



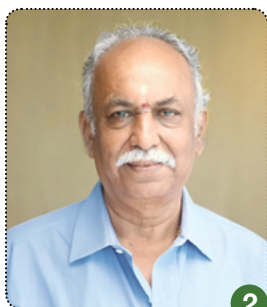
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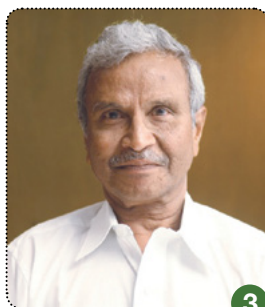
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1



2



3

Independent Directors

1. Dr. G. Suresh Kumar
Independent Director

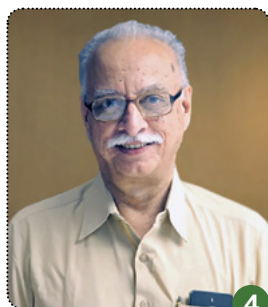
2. R. Ranga Rao
Independent Director

3. K. V. K Seshavataram
Independent Director

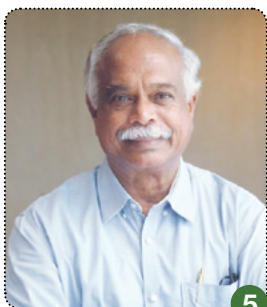
4. Dr. Ramesh B V Nimmagadda
Independent Director

5. Dr. S. Ganapaty
Independent Director

6. Prof. Sunaina Singh
Additional Director



4



5



6

Corporate Information

Manufacturing Facilities

Choutuppal Unit :

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

DC SEZ Unit – Ongoing Project

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

DCV SEZ Unit: Ongoing Project

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

Registrar & Share Transfer Agent

Karvy Fintech Private Limited

Karvy Selenium Tower B, Plot No. 31-32,
Gachibowli, Financial Dist, Nanakramguda,
Hyderabad - 500032.
CIN: U72400TG2017PTC117649

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

Subsidiaries

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

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,
205, Raghava Ratna Towers, Chirag Ali Lane,
Hyderabad - 500 001.

Secretarial Auditor

V. Bhaskara Rao & Co, Company Secretaries,
6-2-1085/B, Flat No. - 103, Badam Sohana
Apts., Raj Bhavan Road, Somajiguda,
Hyderabad - 500 082.

Bankers

State Bank of India

CCG Branch, Door No. 8-2-684/2/A,
I Floor, NSL Icon Building,
Anand Banjara Colony,
Road No 12, Banjara Hills,
Hyderabad – 500034.

HDFC Bank Ltd

"Bank House", Wholesale Banking
Operations, H.No.6-3-246 & 244,
Road No. 1, Banjara Hills,
Hyderabad, Telangana – 500034.

Date, Time and Venue of AGM

23 August 2019, 10.00 AM

Global Peace Auditorium, Brahma Kumaris,
Shanti Sarovar, Academy for Better World,
Gachibowli,
Hyderabad- 500032, Telangana, India

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 Divi's

Divi's is leading manufacturer of active pharma ingredients (API) with predominance in exports; and exports to advanced markets in Europe and America constitute about 73% of its revenue.

At Divi's, we constantly evaluate and review our chemistry processes for a sustainable future. We are passionate about chemistry and conscious about our customers' requirements. To be a leading API supplier for our customers, we constantly review our processes, upgrade our skills and manufacturing facilities while complying to quality and cGMP regulations; and also add value to society. The approximately 12,000 employees of the Company work on optimising our business processes.

The world is changing more rapidly than ever before, driven by demographic changes and digital technologies. Pharmaceutical Industry faces diverse social and environmental challenges due to limited natural resources and increasing consumer demands. Chemistry is key to solving many of these challenges. We are augmenting our expertise and evaluating our processes in order to develop innovative, competitive and responsible solutions for sustainable operations.

As part of our aspiration for a sustainable and competitive business in our domain, we plan our growth with social commitment to create value for society. To achieve this, we have set ourselves appropriate financial and non-financial targets.



Vision

We envision creating value for all stakeholders by manufacturing high quality Generic APIs, Custom synthesis of APIs & Intermediates along with Nutraceutical Ingredients to the Global Pharmaceutical & Nutraceutical industry through sustainable leadership in chemistry.



Mission

We at Divi's aim to be a responsible business, adding value through our core competency in the area of chemistry while adhering to our core values and serving the immediate community and at large through our diverse social initiatives that would establish a strong foundation for a better tomorrow for all stakeholders.

Snapshot, FY 2018-19

503624

Total Revenue (₹ in lakhs)

28% ↑

200554

EBIDTA (₹ in lakhs)

47% ↑

4520930

Market Capitalisation as on
31 March 2019 (₹ in lakhs)

56% ↑

697331

Networth (₹ in lakhs)

17% ↑

183323

Profit before tax (₹ in lakhs)

50% ↑

133265

Profit after tax (₹ in lakhs)

53% ↑

325422

Gross Block (₹ in lakhs)

8% ↑

50.20

Earnings per share (₹)

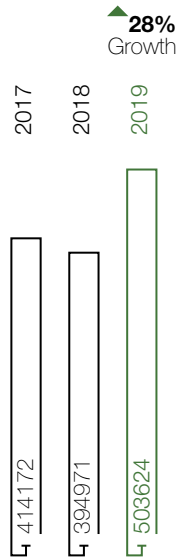
53% ↑



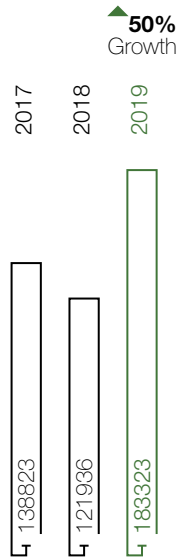


Sustainable Performance

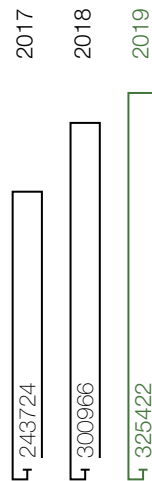
TOTAL REVENUE (₹ In Lakhs)



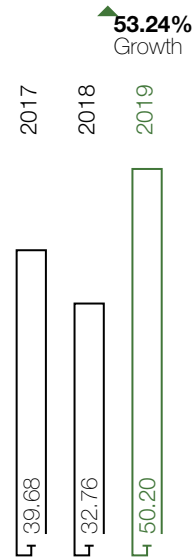
PBT (₹ In Lakhs)



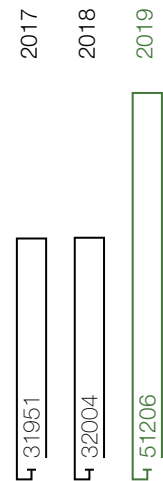
GROSS FIXED ASSETS (₹ In Lakhs)



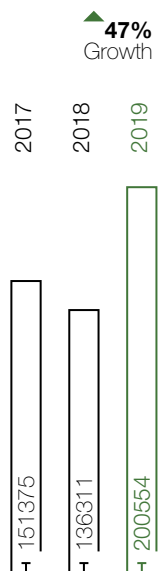
EPS (₹)



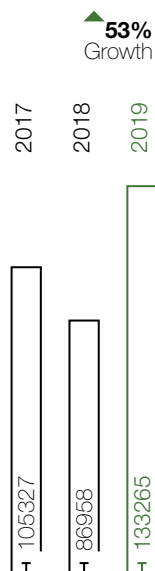
DIVIDEND (₹ In Lakhs)



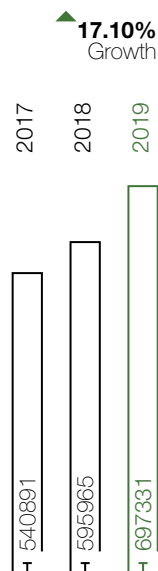
EBIDTA (₹ In Lakhs)



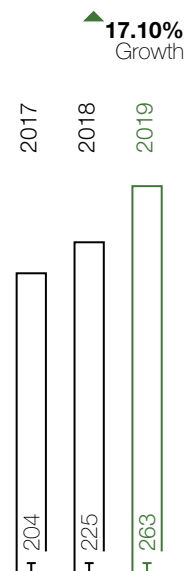
PAT (₹ In Lakhs)



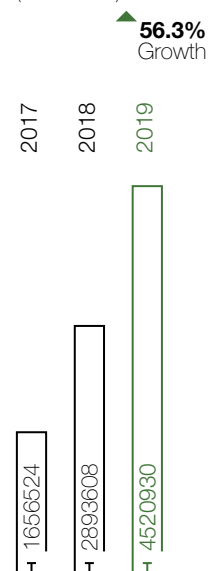
NETWORTH (₹ In Lakhs)



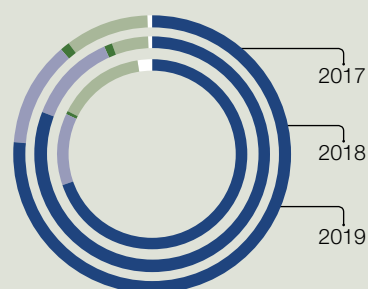
BOOK VALUE PER SHARE (₹)



MARKET CAPITALISATION (₹ In Lakhs)



NATIONAL EXCHEQUER



₹ in Lakhs

	FY2016		FY2017		FY2018		FY2019	
	₹	%	₹	%	₹	%	₹	%
Tax Expense	26516	81.78%	33540	84.59%	34951	85.18%	50094	82.06%
Corporate Dividend tax	5404	16.67%	5404	13.63%	5457	13.30%	8731	14.30%
Other taxes	362	1.12%	502	1.27%	461	1.12%	447	0.73%
Customs duty	141	0.43%	204	0.51%	164	0.40%	1774	2.91%
Total	32423	100.00%	39650	100.00%	41033	100.00%	61046	100.00%

DIRECT ECONOMY IMPACT

₹ in Lakhs

	FY2017	FY2018	FY2019
Total Revenue	414172	394971	503624
Exports	353148	327927	417456
Tax Expense	33540	34978	50022
Consumption of Material	154158	150490	183783
Employee Benefit Expenses	49033	44627	53072
Interest	226	133	350
Dividend & Dividend Tax	31951	32004	51206

EMPLOYEES

	FY2017	FY2018	FY2019
Cost towards wages / salaries	47853	43065	50738
Other benefit costs	2137	2541	2334
Total personnel costs	49990	45606	53072
% of Sales Revenue	12.07%	11.55%	10.54%
Number of employees	9735	10762	11847

CUSTOMERS

₹ in Lakhs

	FY2017	FY2018	FY2019
Total Revenue	414172	394971	503624
Debtors	100042	111211	128224
Payments received during the year	410745	383802	486611
Debtors' outstanding (in average number of days)	90	103	93

Geographical Market Presence



AMERICA

	FY2017	FY2018	FY2019
Sales ₹ Lakhs	133808	108749	127212
% Share	33%	28.98%	26.85%

ASIA

	FY2017	FY2018	FY2019
Sales ₹ Lakhs	47284	34730	59183
% Share	11.66%	9.25%	12.49%

EUROPE

	FY2017	FY2018	FY2019
Sales ₹ Lakhs	162825	163798	217452
% Share	40.16%	43.64%	45.90%

REST OF THE WORLD

	FY2017	FY2018	FY2019
Sales ₹ Lakhs	9460	20028	13609
% Share	2.33%	5.34%	2.87%

INDIA

	FY2017	FY2018	FY2019
Sales ₹ Lakhs	52097	48014	56266
% Share	12.85%	12.79%	11.88%

