

Interesting people  
interact better



**ANJANEYA Lifecare Limited**

*(Adding Good Health To Life .... Naturally)*

**5TH ANNUAL REPORT  
2010-2011**

A close-up photograph of three ants marching in a line along a green leaf. The ants are dark brown and have a segmented body. The leaf is bright green with some yellowish-orange spots. The background is a solid dark green.

*Aiming Higher ...*

*Marching Forward ...*

*In thought and in action.*

*Answers* - before the question is posed.

*Solutions* - before the need is felt.

*Savings* - before a rupee is spent.

A passion to make a difference  
to people's lives and an  
unwavering spirit to take things  
forward.

**Stressful lives. Patented  
products turning generic.  
Manufacturing costs rising in  
developed countries.**

These could be disparate  
realities for most people.

But represent the foundation of  
our business model at  
Aanjaneya.

Because we believe that the  
realities of today indicate the  
markets of tomorrow.



For Aanjaneya, this is both an aspiration and motivation.

We will forge ahead as the result of a commitment to create good health. This energy and vibrancy is felt throughout the Company, acting as a constant driver for improvement.

## **Our mission is to make quality pharmaceuticals affordable to all.**

From this aspiration flows the energy that makes the Company successful. Our initiative is driving us to be among the most cost effective Quinine producers in the world. Ultimately, it's a win-win for all - the patients, customers and the Company.

At Aanjaneya, we are adding value by optimizing our market mix and leveraging our intellectual Resources and experience to quicken the pace of growth; widening our product offering through Intelligent research and expanding our manufacturing platform. We are fast tracking the company. Beyond the horizon there lie opportunities. We are taking new paths leading to exciting new heights, with the promise of sustained profits. Aanjaneya is making the paradigm shift to premium markets.

There is an excitement, driving the change across the organization. Anticipating needs and exceeding expectations. Sharpening our focus and striving for excellence. In thought and in action.

*Aiming Higher ...*

*Marching Forward ...*





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## 5th Annual Report For Financial Year 2010-2011

### Board Of Directors

- |                           |  |
|---------------------------|--|
| ❖ Mr. Kashi Vishwanathan  | - Chairman & Whole-time Director       |
| ❖ Dr. Kannan Vishwanath   | - Vice Chairman & Managing Director    |
| ❖ Mr. Shashikant Shinde   | - Executive & Whole-time Director      |
| ❖ Mr. Prabhat Kumar Goyal | - Executive & Whole-time Director      |
| ❖ Dr. Ullooppee Badade    | - Non Executive & Independent Director |
| ❖ Mr. Balkrishna Parab    | - Non Executive & Independent Director |
| ❖ Mr. Giridhar Pulleti    | - Non Executive & Independent Director |
| ❖ Mr. Paul C. Naythattil  | - Non Executive & Independent Director |

### Company Secretary & Compliance Officer

- ❖ Mrs. Harleen Sahni

### Bankers

- ❖ State Bank of India
- ❖ IDBI Bank Ltd.
- ❖ Corporation Bank
- ❖ Allahabad Bank
- ❖ The Shamrao Vithal Co-Op Bank Ltd.

### Auditors

- ❖ Sunil Mistry & Co. - Chartered Accountants

### Factory

- ❖ K- 4/1 Additional Mahad, MIDC, Raigad Dist, Maharashtra - 402309.
- ❖ Gat 123, Pirangut Taluka, Mulshi Dist -Pune, Maharashtra - 412108.

### Regd. Office

- ❖ Plot 34, Aanjaneya House, Postal Colony, Chembur, Mumbai - 400071.



## About Aanjaneya

**O**ur Company derives its name "Aanjaneya" from the Sanskrit name of Lord Hanuman. In Indian mythology and ancient Vedas dated 2000 BC he has been described as master of all knowledge and kalasha full of nectar of immortality. Aanjaneya removes all fears and removes all diseases. He is the well wisher and the preserver of the three worlds and empowered to heal the Jiva souls. Aanjaneya Lifecare Limited endeavors to

***"Add Good Health to Life .....Naturally!!!"***

We are one of India's emerging integrated pharmaceutical company with established the research, manufacturing and marketing capabilities. We are among the largest Quinine producers in the world. The product portfolio of the company includes highly Innovative Alkaloids, Anti Malarial APIs, APIs from Natural Sources and Veterinary APIs. In Finished Dosages we cover important therapeutic areas such as Anti Malarial, Erectile Dysfunction, Hormone Replacement Therapy, Anti Obesity, Herbal products and Lozenges for various Therapeutic segments. Our strength lies in an excellent track record of regulatory approvals and ability to produce a broad range of pharmaceuticals and dosages like Solid, Semi-Solid, Liquid, Gels, Ointments and Lozenges & strong R&D capability, with particular expertise in technically challenging products.

### History

Incorporated on January 3rd 2006 as Aanjaneya Biotech Pvt. Ltd. by Dr. Kannan K.Vishwanath





## Business Verticals

- ❖ Active pharmaceutical ingredients
- ❖ Finished Dosage Forms
- ❖ Herbal formulations
- ❖ Custom synthesis

## Presence

Headquartered in Mumbai India, possesses two manufacturing units and one research centre in Maharashtra. Enjoys a marketing footprint across 40 countries.

## Certifications

- ❖ ISO 9001:2008, ISO 14001:2005 and ISO 22000 from BSI Systems for both our Manufacturing Units.
- ❖ WHO –GMP Certification for Both our Manufacturing Units.

## Awards

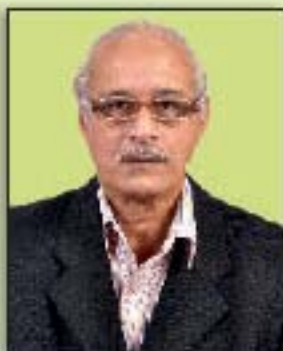
- ❖ Received **Export House Status** in 2010-2011
- ❖ Received the **Best Green Business Award** at Emerging India Awards presented by ICICI Bank and CNBC-TV-18 at Macau in November 2010
- ❖ Rated among the **Top 100 Companies in "The Best Companies to Work With in India "** 2010-2011 By Economic Times and The Great Place to Work with Institute.

## Patents and Accreditations

- ❖ We have received 5 product patents from Indian Patent office for Trans- dermal delivery system for Hormone Replacement Therapy
- ❖ We have filed 3 world patents for Improved and non infringing route of Synthesis of Anti Cancer Drugs Gemcitabine Hcl, Docetaxel Anhydrous and Capecitabine
- ❖ We have Filed a World Patent for Extraction of Quinine hydrochloride directly from Quinine base using water as solvent
- ❖ We have filed world patents for lozenges as novel drug delivery system for therapeutic segments like Anti-smoking, Appetite Enhancer, Irregular Bowel syndrome and erectile dysfunction
- ❖ Total 12 DMFs Filed in USA , Europe and Canada
- ❖ Received Certificate of Suitability (CEP) from European Directorate of Quality of Medicines ( EDQM ) for Quinine Sulphate and Quinine Hydrochloride



## Message from the Chairman



**K.V.VISHWANATHAN**  
Chairman



*Growing Scientific strength, a vibrant business model and a clear vision of the way ahead are rapidly becoming the Company's competitive strengths.*

*Dear Friends,*

2010-11 was a transitional year. It was also a transformational year for Aanjaneya. We moved decisively to strengthen and expand our core businesses. While the financials grew at a healthy clip, we drew satisfaction from the fact that we have positioned the Company for a major thrust into the semi-regulated markets.

Aanjaneya has its sights set on the growing market for generics worldwide. We are dedicating ourselves to building the Company into a global pharmaceutical company.

Aanjaneya's unique strengths and assets provide us singular ability to achieve this vision. This goal has captured the spirit and inspired the commitment of our people across the Company, who are determined to make it a reality. And we believe that 2010-11 laid much of the groundwork for this future Aanjaneya. We are actually on *fast forward* mode.

### **Opening new markets**

Aanjaneya is poised to make a significant impact in the generics market. With governments everywhere opting for low cost health care, the demand for generics is growing exponentially. In line with this need, our product portfolio is being expanded.

Through our own developments and business alliances, we will be able to introduce and market generics and exploit this emerging growth potential.

Aanjaneya has inherent strengths to make the move forward. We are leveraging our core competencies to strengthen our business model. We are also leveraging our existing business model to improve our core Competencies. Growing scientific strength, a vibrant business model, and a clear vision of the way ahead are rapidly becoming the Company's competitive strengths. Aanjaneya's cost effectiveness as a producer and completely integrated approach to business will mean that the Company always stays ahead of competing pressures. Our manufacturing presence from the basic raw materials stage, through active ingredients to producing generics for the emerging markets, is an enormous strength. While we now stand better positioned, our cost effectiveness will give the consumer the best deal.

*Ultimately, our mission is to make quality pharmaceuticals affordable to all.*





### Expanding the Platform

Aanjaneya's manufacturing facilities are unmatched. Our recently added production units at Pirungut have added to our muscle. This has already begun adding to the Company's bottom-line. It is particularly satisfying that a facility is posting profits within months of acquisition. We have now created an end-to-end vertical integration – from basic raw materials to consumable products. Low external dependencies, cost effective production, high scalability, strategic flexibility and control on quality at all levels make us a strong contender in quality conscious regulatory markets.

At Aanjaneya, quality is not just a regulatory stamp. In 2010, we concentrated on honing our processes that put flawless execution within our grasp. We have a mechanism that deals immediately with deviations and remedies them. We are building trust. Our consistent quality will give us the cutting edge.

### Growing Scientific Strength

Aanjaneya's most crucial priority as we go forward, is to build a world class research and development function. This is essential for our future. To strengthen our R&D capabilities and increase our productivity, we have better aligned our scientific division with our commercial priorities. We are screening and identifying generic opportunities in tune with our chemical competencies.

R&D is raising the bar by looking for answers in new and different places and coming up with unique and non-infringing processes. These impressive achievements offer the greatest potential to generate the growth needed to sustain our ambitious goals. We will continue to invest in new research.

### Addressing the Future

Today, Aanjaneya has crafted strengths in critical areas like manufacturing, marketing and finance. Combined with our integrated architecture, these allow us to plan for our organic growth both vertically through our defined business segments as well as horizontally into new markets. Our intent – and our commitment to our stakeholders – is to remain different, distinctive and driven to expand our potential. In pursuance of this objective, we are taking steps towards the future – acting from a position of strength and taking our performance to the next level. We are making a paradigm shift.

These are exciting times. We have begun another year with enthusiasm. We will maintain Aanjaneya's tradition of prudent conservatism, but will act decisively to grow our business when we identify the right opportunities. We will accelerate Aanjaneya's growth rate, provide superior returns and enhance shareholder's value. We are where we are because of the capable people that we have.

We are fortunate and are taking care to build a company of performers. We are grateful to all our employees for their dedicated efforts. We shall harness this confidence to deliver on our promise of sustained long-term growth.

Sincerely,

**K. V. VISHWANATHAN**

Chairman



## The Certificate of "Great Place to Work" with Award



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