Glenmark
A new way for a new world

ANNUAL REPORT 2017-18

40
YEARS OF ENRICHING LIVES

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40 years ago, we embarked on a mission to enrich patients' lives. It began as a series of small steps. The learnings that came with experience helped us fine-tune our strategies and forge ahead. Over time, we built up momentum and grew rapidly to become what we are today: a billion dollar-plus company with over 13,500 employees in 50 countries and deriving more than 70% of our revenues from overseas.

Through this journey, we have marked a number of significant milestones. This includes the creation of a range of stalwart brands in focus areas such as dermatology and respiratory, which have attained leadership position in India and earned the loyalty of prescribers and patients alike in international markets. Our commitment to affordable, high-quality medicines has spawned a successful, global generics business that has helped patients and payers reduce healthcare costs with its range of off-patent versions of blockbuster and niche innovator brands approved by the world's toughest regulators. With our new drug research and development programme, we are now closer than ever in our quest to become a global, innovation-led pharmaceutical company that provides novel solutions to patients facing challenging health conditions. Our over a decade-long investment in R&D is yielding breakthrough new molecules that are in various stages of development for patients suffering from different types of cancer and other debilitating diseases. Our focus on adding value to patients through incremental innovation has brought us closer to the global launch of our first branded, specialty pharmaceutical product.

These achievements embolden us to envisage the future with optimism and confidence. For those who believed in us through good and bad times, we would like to thank you for your faith and guidance. We hope that you will continue to support us in this exciting journey.

Celebrating 40 Years of Business Excellence

1977

Touching lives of patients for over three decades

Glenmark was established in 1977 by our Founder Emeritus Late Mr. Gracias Saldanha.

1979

The first success

Glenmark entered the dermatology market with the launch of 'Candid cream'.

Dermatology is a key focus area for the Company even today, for both formulations and novel drug discovery worldwide.

1999

Commenced an R&D centre

Glenmark commissioned the Sinnar R&D centre in Maharashtra.

2000

Adding value to our stakeholders

Glenmark was first listed on the Bombay Stock Exchange (BSE) and the National Stock Exchange (NSE) of India at a market capitalisation of USD 40 Mn.

Initiated research in novel molecules

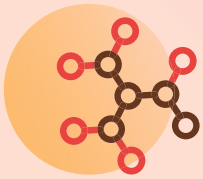
Established first innovation R&D centre at Mahape, Navi Mumbai for Novel Chemical Entity (NCE) research

2006

Commenced research in novel biologics

To focus on development of novel biologics, Glenmark established its first R&D centre for Novel Biologics Entity (NBE) research in Switzerland.

Out-licensing deal for the novel molecule, Melogliptin



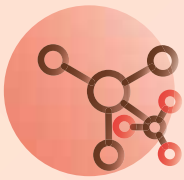
Glenmark entered into an out-licensing deal with Merck KGaA for its molecule Melogliptin and received a total payment of USD 31 Mn.

2005

Expanded operations to the US market

Glenmark launched front-end commercial sales in the US in 2005. To support its US operations with high-quality products, it set up a manufacturing facility built to US FDA specifications in Goa, India.

Out-licensing deal for the novel molecule, Oglemilast



The Company entered a deal with Teijin Pharma for the Japan rights of its molecule Oglemilast, for which it received an upfront payment of USD 6 Mn.

2004

Glenmark's first out-licensing deal

Glenmark created history where it sealed its first out-licensing deal with Forest Laboratories for GRC 3886. Glenmark received USD 35 Mn as upfront and milestone payments.

2001

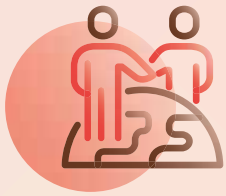
Diversified to API manufacturing

Glenmark forayed into manufacturing of APIs and commenced operations at the Kurkumbh API manufacturing facility in Maharashtra. In the following year, it also acquired an API manufacturing facility at Ankleshwar, Gujarat.

Maps are not drawn to scale and are for visual representation only

2007

Out-licensing deal with Eli Lilly



Eli Lilly acquired the rights to a portfolio of TRPV1 antagonist molecules developed by Glenmark. The Company received an upfront fee of USD 45 Mn.

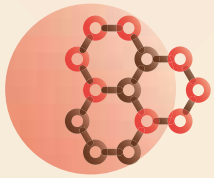
2010

Out-licensing deal for its first-in-class molecule GRC 15300

Glenmark entered into an out-licensing deal with Sanofi-Aventis for its molecule GRC 15300, a first-in-class TRPV3 antagonist. It received an upfront payment of USD 25 Mn.

2011

Out-licensing of the first novel biological entity, GBR 500



The Company out-licensed its first novel biological entity, GBR 500, to Sanofi-Aventis and received an upfront payment of USD 50 Mn and a milestone payment of USD 5 Mn in May 2014.

2012

Out-licensing deal with Forest Labs

Glenmark entered into an out-licensing deal with Forest Labs for its novel molecule targeting the mPGES-1 inhibitor. It received USD 15 Mn payment from Forest Labs on an option agreement.

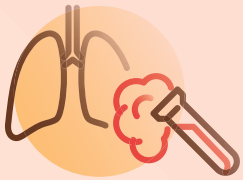
2014

Expanded manufacturing operations in the US and Switzerland

- Glenmark commissioned a new manufacturing facility in North Carolina, USA, for development of injectables and oral solid dosages.
- The Company also set up a new antibody manufacturing facility in La Chaux-de-Fonds, Switzerland, for development of clinical GMP-grade biologics for clinical trials.

2018

Innovating in respiratory



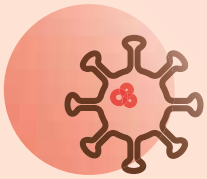
Glenmark's leading respiratory pipeline candidate Ryaltris™, formerly GSP 301 Nasal Spray, an investigational fixed-dose combination nasal spray of an antihistamine and a steroid, accepted by the US FDA for review as a treatment for seasonal allergic rhinitis.

2016

Providing differentiated generics products

Glenmark launched Ezetimibe, the first and only generic version of Zetia®, in the US for the treatment of high cholesterol.

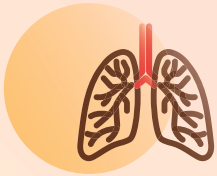
Advancing the oncology portfolio



With the addition of GBR 1372, a bispecific monoclonal antibody from Glenmark's BEAT® technology platform, the Company has three clinical candidates - GBR 1302, GBR 1342 and GBR 1372 targeting oncology indications.

2015

Making respiratory a focus area



The Company announced the Strategic Development & Licensing Agreement with Celon, Poland, for generic Seretide® Accuhaler® in Europe. In the same year, it received approval for generic Seretide® in Russia.

Glenmark at a Glance

GLENMARK DAHEJ TEAM

In the last 40 years, Glenmark has grown from an India-based organisation with a single dermatology product to a global pharmaceutical company. Today, it has more than 6,000 products worldwide that include offerings in Respiratory, Dermatology and Oncology therapeutic areas.

GLENMARK'S MANUFACTURING FACILITY AT MONROE, NORTH CAROLINA, USA

At Glenmark, we began investing in our innovation programme over a decade ago. Our innovation venture has begun to deliver results with new molecules, currently in different stages of development, in the three focus areas of Respiratory, Dermatology and Oncology. We have not only evolved into a successful global branded generics organisation, but have also built a reputation of being an innovation-driven organisation in a space dominated by global pharmaceutical giants.

We have expanded our manufacturing footprint to 16 facilities in four continents and augmented our international operations to build a strong presence globally. The innovative pipeline of Novel Molecular Entities (NMEs) and Specialty Products, built by our scientists in six R&D centres in India, Switzerland and the US, differentiates us from our peers.

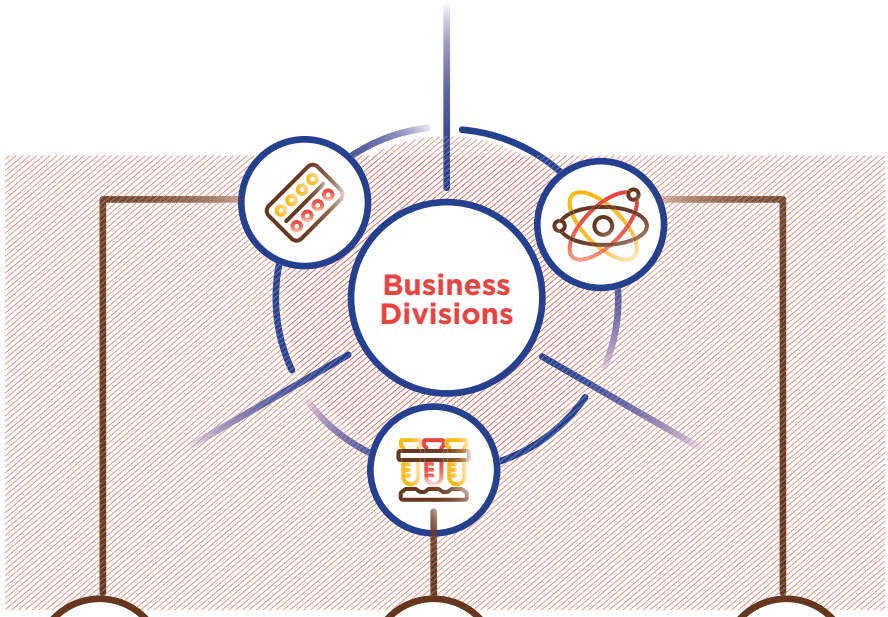
We have enriched the lives of millions of patients over the past 40 years by offering them safe and affordable medication. We have evolved into a USD 1.4 Bn global pharmaceutical organisation with over 13,500 employees in 50 countries, deriving more than 70% of our revenues from international markets.

Our Vision

To emerge as a leading integrated research-led global pharmaceutical company

Our Business Divisions

Our business is primarily structured into Branded and Generic Formulations, Active Pharmaceutical Ingredients (APIs), and Novel Molecular Entities (NMEs) & Specialty Products.



1 FORMULATIONS DEVELOPMENT AND MARKETING

Branded Formulations

Brand building in selected therapies[1]

- Respiratory
- Dermatology
- Oncology

KEY GEOGRAPHIES

- India
- Russia and CIS[2]
- Latin America
- Asia
- Africa
- CEE

Generic Formulations

Substitution model

- Semi-solids
- Solids
- Hormones
- Controlled substances
- Injectables

KEY GEOGRAPHIES

- North America
- Western Europe

2 API MANUFACTURING AND MARKETING

Captive consumption and external sales

- Leadership position in multiple products
- Filed over 190 Drug Master Files (DMFs) in various markets

KEY GEOGRAPHIES

- North America
- Europe
- Japan
- India
- Latin America

3 NME & SPECIALTY

Small molecules and complex biologics

- Out-licensed seven molecules to five partners

KEY GEOGRAPHIES

- Switzerland
  - Dedicated centre for biologics (NBEs)
- India
  - Discovery and development of NCEs
  - Formulation development
- USA
  - Clinical and drug development

[1] Additional therapies in some markets like cardio-metabolic in India and CNS in Central and Eastern Europe (CEE)

[2] Commonwealth of Independent States

Drive for Excellence

Ranks among the
Top 75
pharma and biotech companies in the world*

Operations in
80+ countries globally

Offices in
50 countries

16
manufacturing facilities for **Formulations** and **API,** including a **GMP-grade biologics plant** in Switzerland

9 US FDA
approved manufacturing facilities

11
of our facilities have **ZERO liquid discharge**

Complying with the **regulations** of
35+ health authorities

6 R&D centres
in three countries — **India, Switzerland** and **USA**

5 NMEs and 3 Specialty products
focused on **Respiratory, Dermatology** and **Oncology** in the development pipeline

7 out-licensing
deals signed with **Eli Lilly, Merck, Sanofi, Teijin Pharma** and **Forest Labs**

*As per SCRIP 2018 rankings