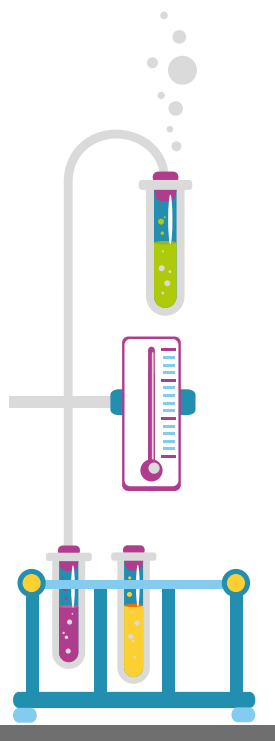


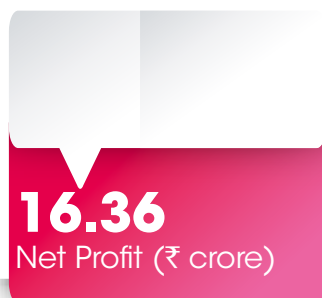
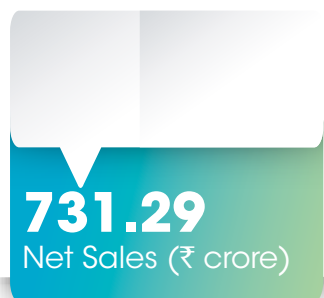


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## Where we stand today!





## AIMING HIGH IS NEVER EASY.

Because it pushes you out of your comfort zone. It makes you second guess your capability. It compels you to believe the naysayers.

But, if you hold on to your vision, faith and that little voice in your heart for long enough, the tables eventually do begin to turn.

The zone of discomfort soon turns into fields of opportunity. The second-guessing gets replaced by unshakeable confidence. And the naysayers soon transform into ardent supporters.

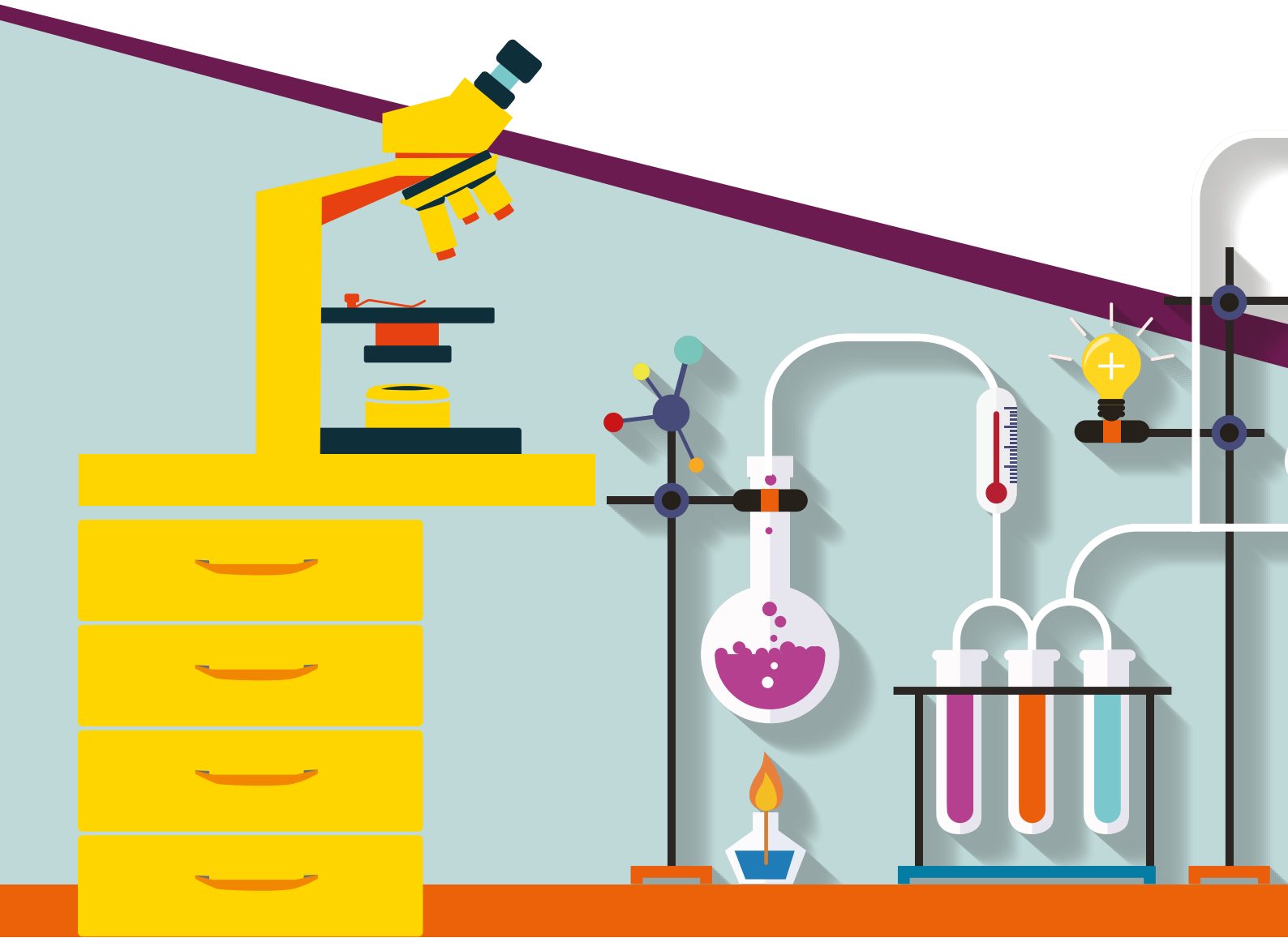
All it takes is time, persistence and the core belief that WE CAN.

And it has been no different for us.

After years of quiet perseverance powered by self-belief and a lofty vision, we are finally at a juncture from where the graph can only scale upwards.

YES, WE CAN. AND WE DID.

We did not change  
the environment. We  
changed our thought  
about it. And  
everything changed.



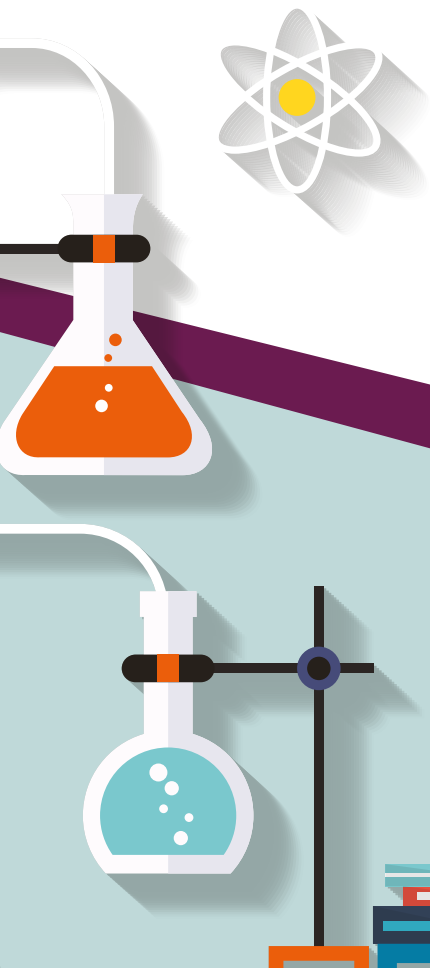
When the chips are down, its natural to see dull faces, hanging heads and drooping shoulders. Gloom and pessimism overshadow happiness.

At Ind-Swift, unlike some who are destined to succeed, we determined to succeed. For this, we worked on changing our team's mindset.

- We inculcated the belief that whatever happens, happens to make us better.
- We inspired them to envision themselves as leaders, not trailers.
- We encouraged them to picture roadblocks as opportunities; we challenged them to do something new.
- We used the theory of constraints with employee engagement, involving all to increase man-machine productivity.
- We replaced the word 'failure' with 'learning' and celebrated learning and success in equal measure.

In less than four years, the tide turned. Headwinds that thwarted our progress transformed into tailwinds that spurred our momentum.

And...we proved to ourselves and our naysayers that... **We CAN!**



We did not let the fire  
outside burn our prospects.  
We rather fuelled the fire  
inside to break out of  
status quo. And created  
interesting opportunities.



When products do not sell, shopfloor teams tend to look upto their marketing counterparts as messiahs for a better day.

At Ind-Swift, we bucked the trend. We made our teams create a compelling value proposition; product acceptance became a natural corollary.

- We altered the process chemistry of our key products which improved man-machine productivity.

- Capacity of key molecules namely Clarithromycin, Atorvastatin, Clopidogrel, Nateglinide, Fexofenadine and others increased by 20-40% between 2014 and 2018.

- We focused on optimising the resource consumption.

- Invested in contemporary equipment for improving solvent recovery

- Created adequate redundancies to eliminate wastages

- We continued to improve upon our quality commitment.

- Transformed 'quality' from a department function to an organisational culture

- Continued to align our systems and processes with global benchmarks

- We leveraged Green Chemistry which reduced our carbon footprint even as it helped in achieving the desired results.

In doing so, we integrated our plants, products and processes with global aspirations.

And...we proved to ourselves and the world. **We CAN!**



We did not cover our issues.  
We honestly spoke with  
our customers. And they  
respected our words with  
their orders.





Whatever the past maybe, when you have great products, a compelling value proposition, and you are determined to make a difference, then you need to tell the World.

At Ind-Swift, we did just that. We spread wide. With speed. And a promise. One that committed to transcend transactions into healthy relationships.

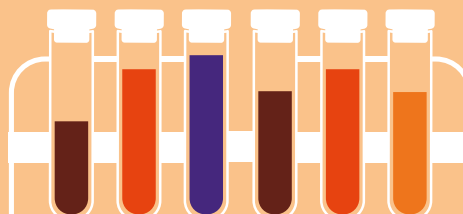
- We strengthened our presence in the US & Japan

- Our DMFs used for filing ANDAs in these markets became active in the recent past; sales volumes increased from 28 tonnes to 77 tonnes over the same period

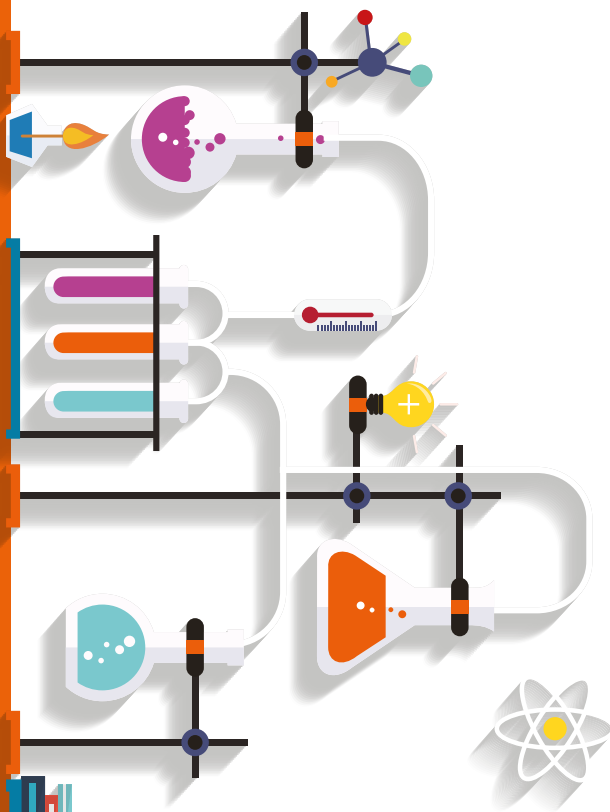
- We widened our presence in the pharmerging market

- Our footprint extended from 53 active nations in 2014-15 to 62 active nations in 2017-18

As a result, revenue from regulated markets surged from ₹ 325.20 crore in 2014-15 to ₹ 433.64 crore in 2017-18 even as overall revenue moved from ₹ 593.56 crore to ₹ 731.29 crore during the same period.



# Ind-Swift Laboratories at a glance



Headquartered in Chandigarh, India, Ind-Swift Laboratories Ltd is a global manufacturer of APIs, Intermediates and formulations (through group collaboration).

Having commenced operations in 1997 as an API manufacturer, the Company continued to focus on this business domain as its key business driver. Currently, it is one of the leading API manufacturers in India with a presence in high-value, high-growth therapeutic segments.

The Company's 26 cGMP compliant manufacturing blocks spread over two locations produce more than 50 APIs across 18 therapeutic categories which find acceptance across 62 nations globally which includes important regulated markets namely the US, Europe, Korea, Japan and Latin America.

## Purpose

Establish global leadership through innovative Pharmaceutical solutions.

## Strategy

Focus on development of active pharmaceutical ingredients involving complex chemistry for high growth therapeutic segments coupled with excellence in execution and a renewed focus on CRAMS

**50**

No. of APIs

**18**

Therapeutic segments

**62**

Global markets

**12**

Global accreditations