

Perseverance

SeQuent Scientific Limited
ANNUAL REPORT 2011-12

Forward-looking Statements

The report contains forward-looking statements that involve risks and uncertainties. When used in this discussion, the words like ‘plans’, ‘expects’, ‘anticipates’, ‘believes’, ‘intends’, ‘estimates’, or other similar expressions as they relate to Company or its business are intended to identity such forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company’s actual results, performance or achievements could differ materially from those expressed or implied in such forward-looking statements. The Company undertakes no obligation or responsibility to publicly amend, update, modify or revise any forward-looking statements, on the basis of any new information, future event, subsequent development or otherwise.





"It does not matter how slowly you go as long as you do not stop."

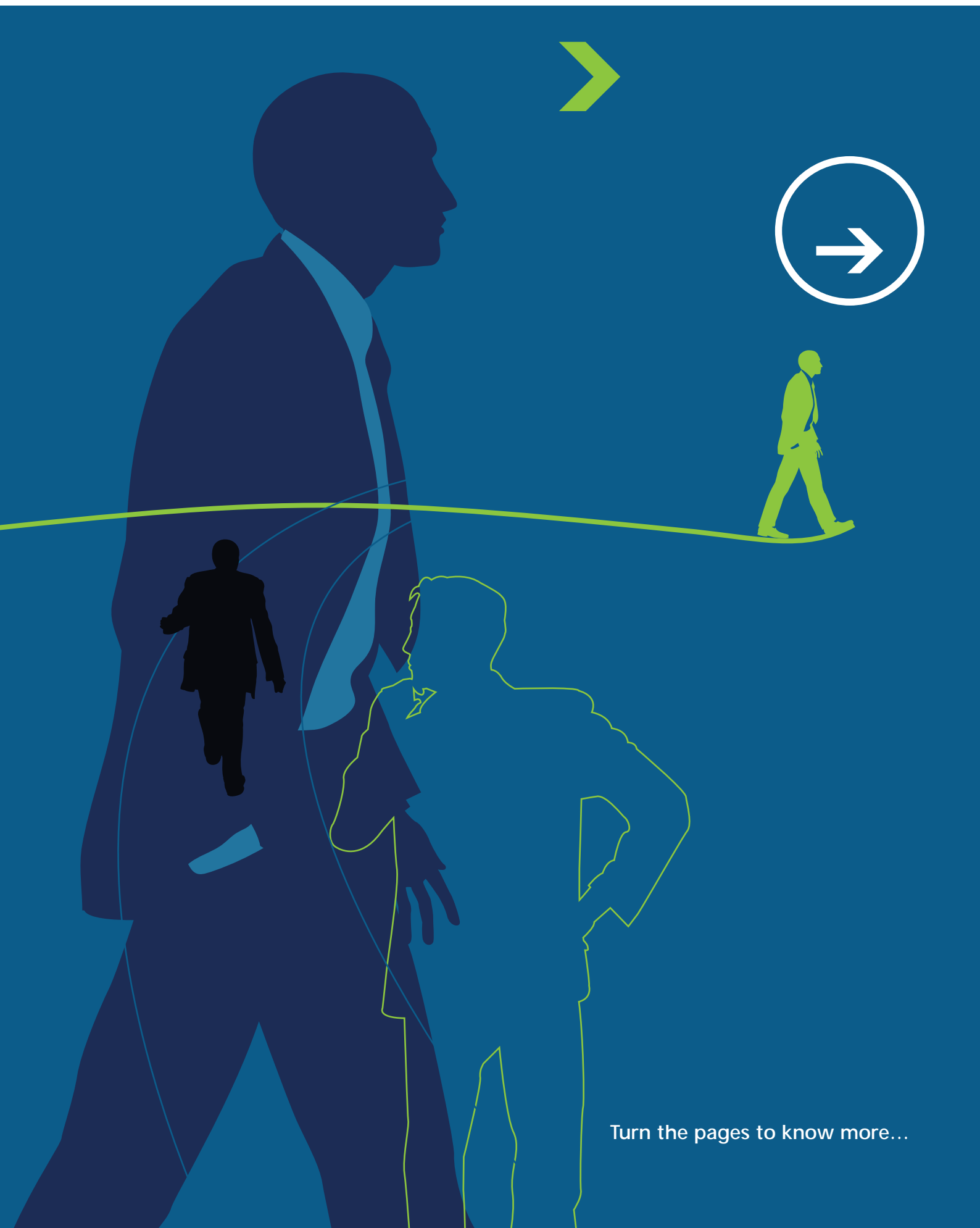
Confucious

At SeQuent, we believe that nothing toughens like the tough times. 2011-12 was a tough year as input cost continued to rise and key segments faced competitive pressures. The rupee devaluation on account of fiscal challenges in the country resulted in further pushing up the costs. Delay in regulatory approvals led to deferred timelines and low capacity build-up. In addition, at **SeQuent**, we faced few challenges of our own:

- An unfortunate accident at our Tarapur plant impaired our production during Q3 & Q4.
- We patiently continued to await the USFDA audit at our Mangalore plant

**We chose not to stop, but to carry on; not be withered but to persist.
We chose not to wait but to persevere.**

In the wake of growing competition, we continued to develop non-infringing processes, improved product portfolio and at the same time, aimed at becoming a leaner organisation through improved capacity utilization as well as continued reduction of costs. We continued to partner new clients, offering customised high-quality products, based on our demonstrated R&D expertise. We continued to strengthen our units in terms of efficiency, expertise and intellectual capital – thereby utilizing the tough phase to further fortify our business model. In the process, we have laid a strong foundation for sustained growth in the future – through our patience, persistence and above all, perseverance.



Turn the pages to know more...



Our vision

To be a reliable source in the mature generic and niche molecule areas while building a sustainable CRAMS resource for our customer.

Our mission

To deliver quality products competitively while adhering to high quality standards and safety of our people and our environment.

Our quality policy

SeQuent Scientific Limited is engaged in development & manufacture of pharmaceuticals and specialty chemicals. Every product manufactured in our premises shall adhere to the prescribed quality norms for the product and focused efforts shall be taken towards continual improvement of the product and processes involved. We shall achieve this by ensuring excellent Quality Standards in:

Our People - Through constant training and motivation programs to imbibe the goals and objectives of the Company in their work

Our Inputs - Through strict adherence to Quality Standards prescribed for the respective inputs

Our Facilities - Through stringent in-house manufacturing & documentation standards complying to cGMP and all applicable legal and regulatory requirements





SeQuent Scientific Limited is engaged in development & manufacture of pharmaceuticals and specialty chemicals



Our identity

At a glance



- Largest producer of Anthelmintic APIs
- Diversified business model having presence in Human and Animal Health segments as well as specialty chemicals
- Sales of ₹ 3.32 billion
- Over 700 employees
- 5 manufacturing locations in 3 Indian states
- Headquartered in Thane, India
- Listed on Bombay Stock Exchange (stock code: 512529)

Origins and reputation



**SeQuent
Scientific**

Acquired
by first
generation
entrepreneurs
in 2007

SeQuent + PI Drugs

Merged into PI Drugs in
February, 2008

**SeQuent
Scientific
Limited**

Name
changed post
merger from
PI Drugs to
SeQuent

We commenced the journey in our present avatar as an Active Pharmaceutical Ingredients (API) company in 2007. Over the years, we forayed into various niche segments in the human and animal pharmaceuticals value chain.



Management team



The Company's leadership team comprise of highly motivated and experienced professionals, led by Mr. KR Ravishankar, Chairman & Managing Director and a first generation entrepreneur.

Presence



Maharashtra

Registered office

Thane

Karnataka

Corporate office

Bengaluru

Manufacturing plants

Karnataka

- Mangalore (cGMP facility, ISO 9001:2000 and ISO 14001 certified)

Maharashtra

- Ambernath (cGMP facility and Certificate of Suitability from EU)
- Tarapur (ISO 9001:2000 certified)
- Mahad (cGMP facility and Certificate of Suitability from EU)

Gujarat

- Panoli (ISO 9001:2000 certified)

We continued to refine



Two Business Segments; Four Business Divisions

