

DESIGNED FOR GROWTH.  
BUILT FOR VALUE.



# CONTENTS

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## 01 ABOUT SEQUENT

Nurturing an Attractive Value Proposition	pg 02
Taking a Closer Look at the Business	pg 05
Best-in-class Manufacturing Assets	pg 06
Key Performance Indicators	pg 08
Message from the Managing Director	pg 10
Q&A with the Chief Financial Officer	pg 14
Consolidation is Big on our Agenda	pg 20
Strategic Forays and Expansions Across Continents	pg 22
Deepening our Knowhow	pg 26
Business Divisions	pg 28
Board of Directors	pg 32
Our Global Team	pg 34
Scaling with Talent	pg 35

## 36 STATUTORY REPORTS

Management Discussion and Analysis	pg 36
Directors' Report	pg 48
Corporate Governance Report	pg 91

## 106 FINANCIAL STATEMENTS

Standalone Financials	pg 107
Consolidated Financials	pg 136

36%

Revenue  
(Y-o-Y growth)

141%

EBIDTA  
(Y-o-Y growth)

124%

Market capitalisation  
(Y-o-Y growth)

### Forward-looking statements

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievements of results are subject to risks, uncertainties, and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, or projected. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

We are leveraging the growing global opportunity in animal healthcare and niche human health by putting our vision into action

With a judicious mix of organic and inorganic initiatives, FY16 was predominantly a year of strategic progression for the scale, global reach and growth of the Company

Alivira Animal Health business has forayed into new geographies such as Europe and Latin America along with strengthening presence in Turkey, Africa, South East Asia and India

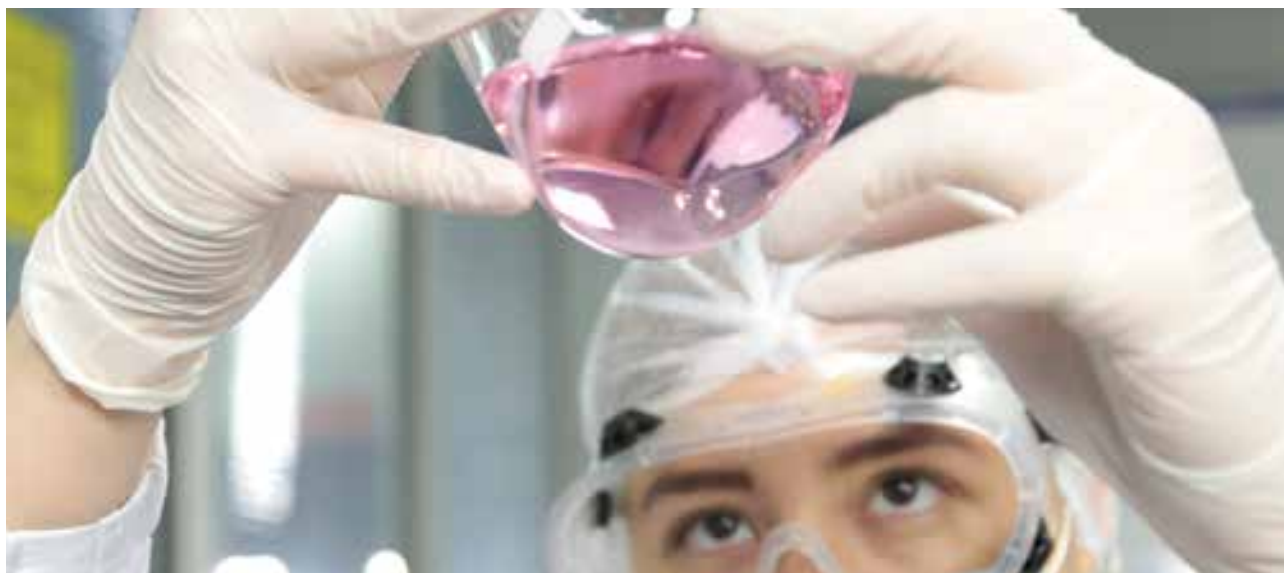
On the Human Health front, we added a new dimension of steroids and hormones in the women healthcare segment. We also consolidated our current operations in the human health segment

We continue to drive business growth and enhance value on the back of our research capabilities, GMP compliant manufacturing base, adherence to governance and global standards of quality

Going forward, we are well set to leverage long-term growth opportunities globally

We are designed for growth. We are built for value

## NURTURING AN ATTRACTIVE VALUE PROPOSITION



We have emerged as an integrated pharmaceutical company with deep footprint across multiple geographies. Our operations are underpinned by comprehensive manufacturing capabilities, strict adherence to quality and compliance.

We are headquartered in Mumbai, India, with eleven manufacturing facilities, based in India, Turkey, Brazil and Spain with approvals from global regulatory bodies, including USFDA, EUGMP, WHO and TGA, among others.

Our Animal Health business is operated through our subsidiary Alivira Animal Health Ltd. We are now the largest Indian animal health product manufacturers and exporters. We have emerged as the first global Animal Health business from India with presence in more than 90 countries, built on a platform of advanced quality, governance and compliance. We cater to unaddressed global market requirements and focus on products for livestock, poultry and companion animals. Our value proposition includes laboratory and technical support services.

On the Human Health front, we are deepening our strategy by expanding into niche female healthcare with special focus on steroids and hormones. In female healthcare we are focusing across therapeutic categories like anabolic steroid, anti

progestin, androgen, progestin and progestogen among others. Moreover, we are operating across multiple other high-value, low-volume API therapeutic segments, such as anti-malarial, anthelmintics, anti-infective, antiviral, central nervous system (CNS), anti-malarial, antibiotic, anitgout, anti-hypertensive, muscle relaxant, anti-cancer, beta-blocker, anaesthetics and dermatology.

Over the years, we have also fostered strong relationships with global animal and human health companies. We are geared to capitalise on the high-growth animal health sector globally and our portfolio of niche human APIs & Formulations, including female healthcare for a sustainable growth.

This apart, we also offer analytical and bio-analytical services to support API, pharmaceutical, personal care and nutraceutical companies from two analytical centres including recently commissioned state-of-the-art laboratory at Bengaluru.



## Vision

To become best-in-class global integrated animal health business and a niche human pharma business.



## Mission

To deliver quality products competitively while adhering to high standards of quality, governance and compliance.

## Core values



### Knowledge

We understand customers, their needs and apply our extensive knowledge and rich experience in supporting them. We seize opportunities to surge ahead.



### Talent

We employ talented individuals who reflect the passion and proficiency to support customers. We provide world-class products and strive to become the reliable partner for our customers.



### Strength

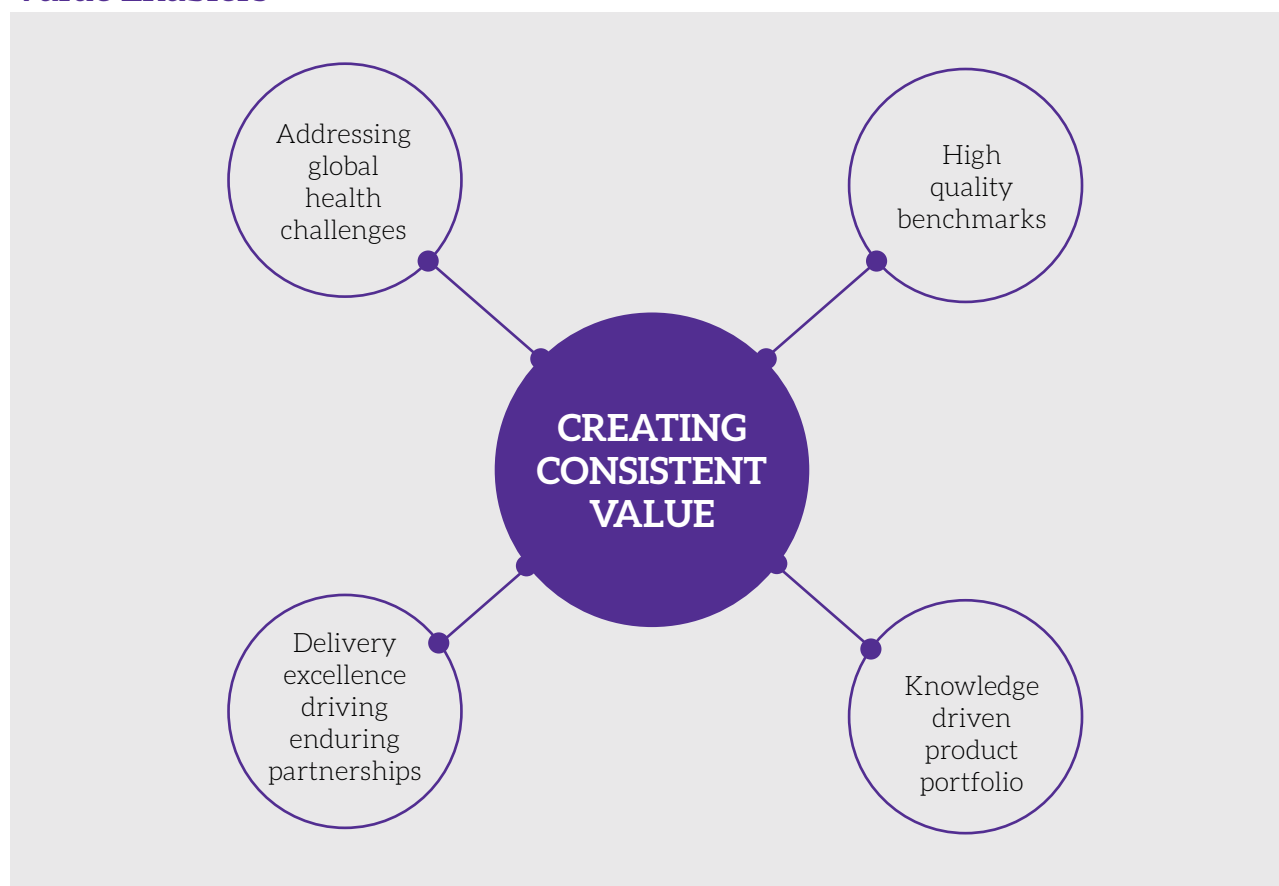
We are capable to provide customised solutions in a short time; this guarantees ease and convenience to our customers.



### Expertise

Our core expertise is our high quality benchmarks, state-of-the-art manufacturing facilities, and our R&D centre, which enable us to deliver excellence for driving our standing partnerships.

## Value Enablers



## Business Verticals



120+

Scientists driving consistent innovation

450+

Animal Health formulations

25+

Animal Health formulations R&D pipeline

34

Human Health API products

90+

Countries where SeQuent products are sold

1,600+

Team strength



# TAKING A CLOSER LOOK AT THE BUSINESS



## Corporate level drivers

- Established relationship and partnering with global animal and human health companies
- Operations underpinned by well-invested manufacturing with strict adherence to quality and compliance
- Strong focus on research and development to build a pipeline for consistent growth
- Team of young professional and with enriched cross-industry experience across geographies



## Animal health drivers

- Growing formulations backed by EU approved manufacturing operations in Spain, Brazil, India and Turkey with established front end in the key veterinary markets of Europe, LATAM, India, Turkey, Africa and South East Asian countries
- R&D investment to target a portfolio of 25+ formulations for regulated markets
- Well laid API strategy fuelled by world-class large-scale infrastructure and a pipeline of molecules through our research engine
- Plans in place to increase market coverage across other growing veterinary markets including the US and Australia



## Human health drivers



- Focused on the development and supply of high-value, low-volume niche and complex APIs, with a wide presence across demand therapies
- Focused on the development of a comprehensive portfolio of female healthcare APIs in steroids and hormones
- Integrated facilities, capable of manufacturing several niche and complex APIs
- Manufacturing facilities are capable of meeting the growing demand of our key products in the USFDA and WHO regulated markets

**WE ARE WELL POSITIONED TO CAPITALISE ON THE HIGH GROWTH ANIMAL AND HUMAN HEALTH SEGMENTS TO DELIVER CONSISTENT STAKEHOLDER VALUE.**

# BEST-IN-CLASS MANUFACTURING ASSETS

OUR API AND FORMULATION MANUFACTURING FACILITIES  
STRICTLY ADHERE TO GLOBAL QUALITY STANDARDS.

## Animal Health

Location	Products	Capabilities
<b>Barcelona, Spain</b> 	Animal Health Formulations	<ul style="list-style-type: none"> <li>Manufactures: Liquids - Oral solutions/suspension, Solid (powders) - Beta-Lactam and Non-Beta Lactam antibiotics</li> <li>Specialises in nutrition products - Veterinary premixes</li> <li>EU-GMP certified</li> </ul>
<b>Campinas, Brazil</b> 	Animal Health Formulations	<ul style="list-style-type: none"> <li>Manufactures: Oral Medicated Powders (water soluble), Non Medicated powders - Feed additives, Oral solutions, Drug premixes</li> <li>MAPA approved (Ministry of Agriculture)</li> </ul>
<b>Polatli, Turkey</b> 	Animal Health Formulations	<ul style="list-style-type: none"> <li>Manufactures: Beta Lactam and Non-Beta Lactam injectable solutions/suspensions, oral solutions/suspension, aerosol and pour-on spot-on, Intramammaries</li> <li>Turkish GMP approved and EU-GMP compliant</li> </ul>
<b>Ambernath, India</b>  Maharashtra	Animal Health Formulations	<ul style="list-style-type: none"> <li>Manufactures granules for injections, Oral liquids (solutions and suspension), Powders</li> <li>WHO-GMP certified</li> <li>Certified by: NAFDAC, Kenya - Pharmacy &amp; Poisons board, Uganda NDA, Ethiopia - FMHCA</li> </ul>
<b>Visakhapatnam, India</b>  Andhra Pradesh	Animal Health APIs	<ul style="list-style-type: none"> <li>Reactor capacity of 224.6 KL with six clean rooms</li> <li>Multiple CEP approvals</li> </ul>
<b>Tarapur, India</b>  Maharashtra	Animal Health APIs	<ul style="list-style-type: none"> <li>Reactor capacity of 61 KL with two clean rooms</li> </ul>



## Human Health

### Location

#### Mangalore, India



Karnataka

#### Mahad, India



Maharashtra

#### Mysore, India



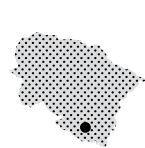
Karnataka

#### Kashipur, India



Uttarakhand

#### Rudrapur, India



Uttarakhand

### Products

Human Health APIs

Human Health APIs

Human Health APIs

Human Health APIs

Human Health Formulations

### Capabilities

- 123.5 KL reactor capacity with six clean rooms
- TGA-GMP certified, WHO pre-qualified, USFDA inspected

- Reactor capacity: Intermediate plant – 41 KL and API plant – 12 KL with one clean room
- CEP approved and Cofepris Mexico certified

- Reactor capacity: Intermediate plant – 41 KL and API plant – 12 KL with one clean room

- 42.65 KL reactor capacity with three clean rooms and 20-25 tons p.a. of Hormones and Intermediates
- EU supplies, WHO-GMP certified, ISO & OHSAS 18001 certified

- Hormones: Solid oral tablets and capsules
- EUGMP, ANVISA, Turkey, WHO-GMP, PICS TFDA, Uganda, Tanzania, Kenya, Ethiopia, Kazakhstan approved

ABOUT SEQUENT

STATUTORY REPORTS

FINANCIAL STATEMENTS

## Analytical Solutions

### Location

#### Mangalore and Bengaluru, India



Karnataka

### Products

Analytical Solutions

### Capabilities

#### Mangalore

- GLP compliant
- USFDA, TGA, WHO, ISO 17025, ISO 9001:2008 and ISO 14001:2004

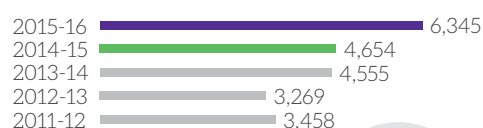
#### Bengaluru

- GLP compliant
- DCGI approved testing Lab

# KEY PERFORMANCE INDICATORS

## Revenue from Operations

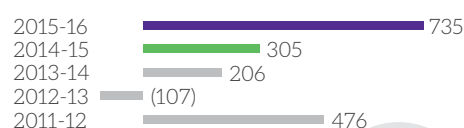
₹ in mn



36.3%

## EBITDA

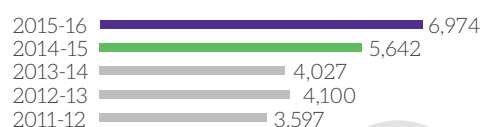
₹ in mn



141.0%

## Gross Block + CWIP

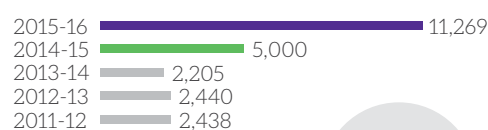
₹ in mn



23.6%

## Capital Employed

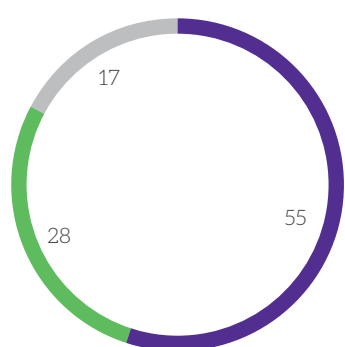
₹ in mn



125.4%

## Consolidated Revenue by Geography

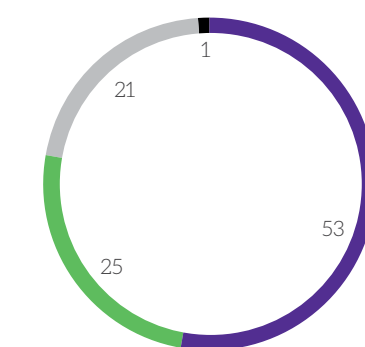
%



Asia Europe  
Rest of World

## Consolidated Revenue by Vertical

%



Human API Animal Health Formulations  
Animal Health API Analytical Services