

Alembic Pharmaceuticals Limited



# Investor Presentation

June 2014

**BSE:**

Symbol: ALEMPHARM

Code: 533573

**NSE:**

Symbol: APLLTD

ISIN: INE901L01018

[www.alembic-india.com](http://www.alembic-india.com)



# Safe Harbour Statement

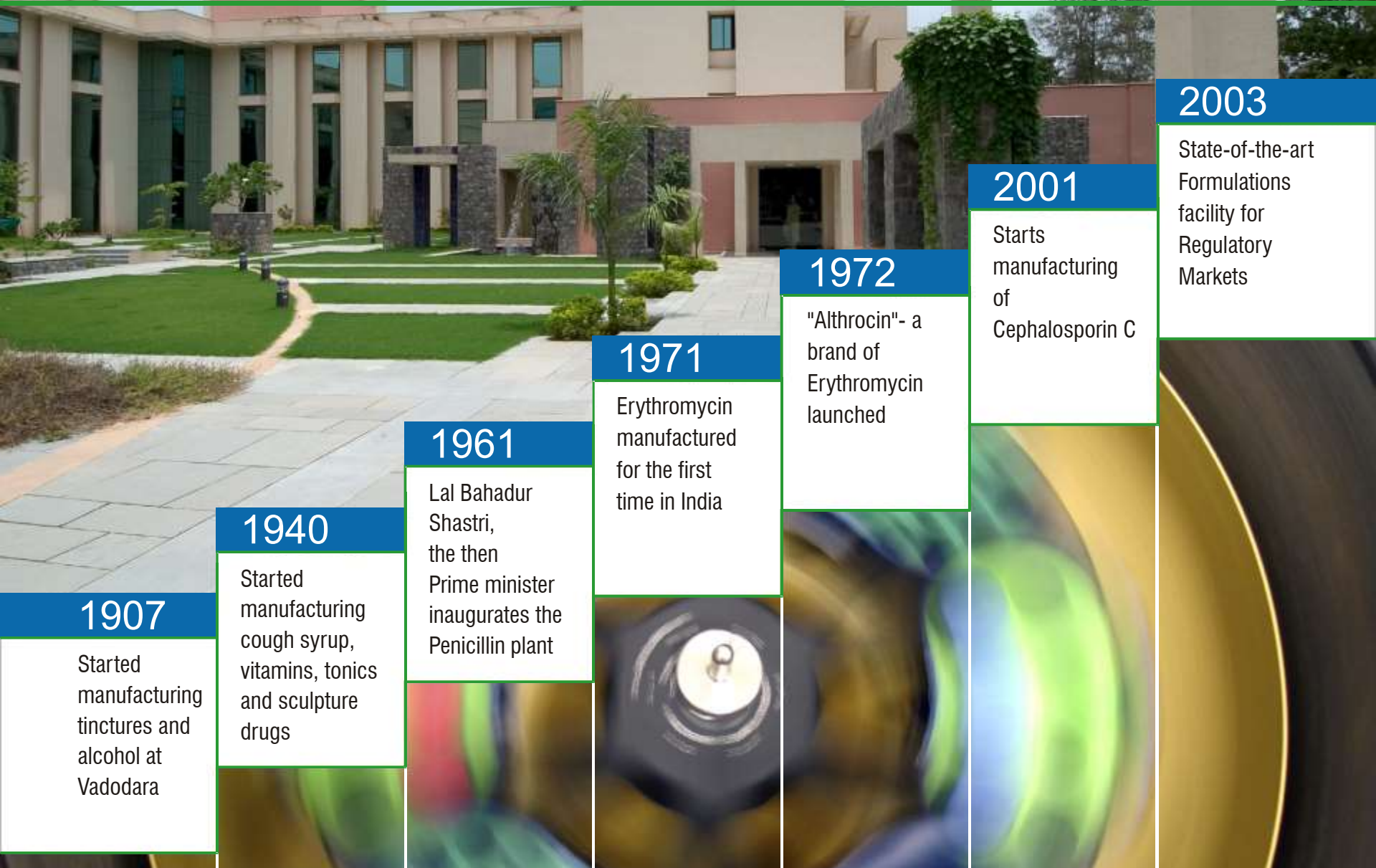


Materials and information provided during this presentation may contain 'forward-looking statements'. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.

Risks and uncertainties include general industry and market conditions and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited, to technological advances and patents attained by competitors, challenges inherent in new product development including completion of clinical trials; claims and concerns about product safety and efficacy; obtaining regulatory approvals; domestic and foreign healthcare reforms; trend towards managed care and healthcare cost containment and governmental laws and regulations affecting domestic and foreign operations.

Also, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited, to inability to build production capacity to meet demand, unavailability of raw materials and failure to gain market acceptance.

# The Alembic Journey



**1907**

Started manufacturing tinctures and alcohol at Vadodara

**1940**

Started manufacturing cough syrup, vitamins, tonics and sculpture drugs

**1961**

Lal Bahadur Shastri, the then Prime minister inaugurates the Penicillin plant

**1971**

Erythromycin manufactured for the first time in India

**1972**

"Althrocin"- a brand of Erythromycin launched

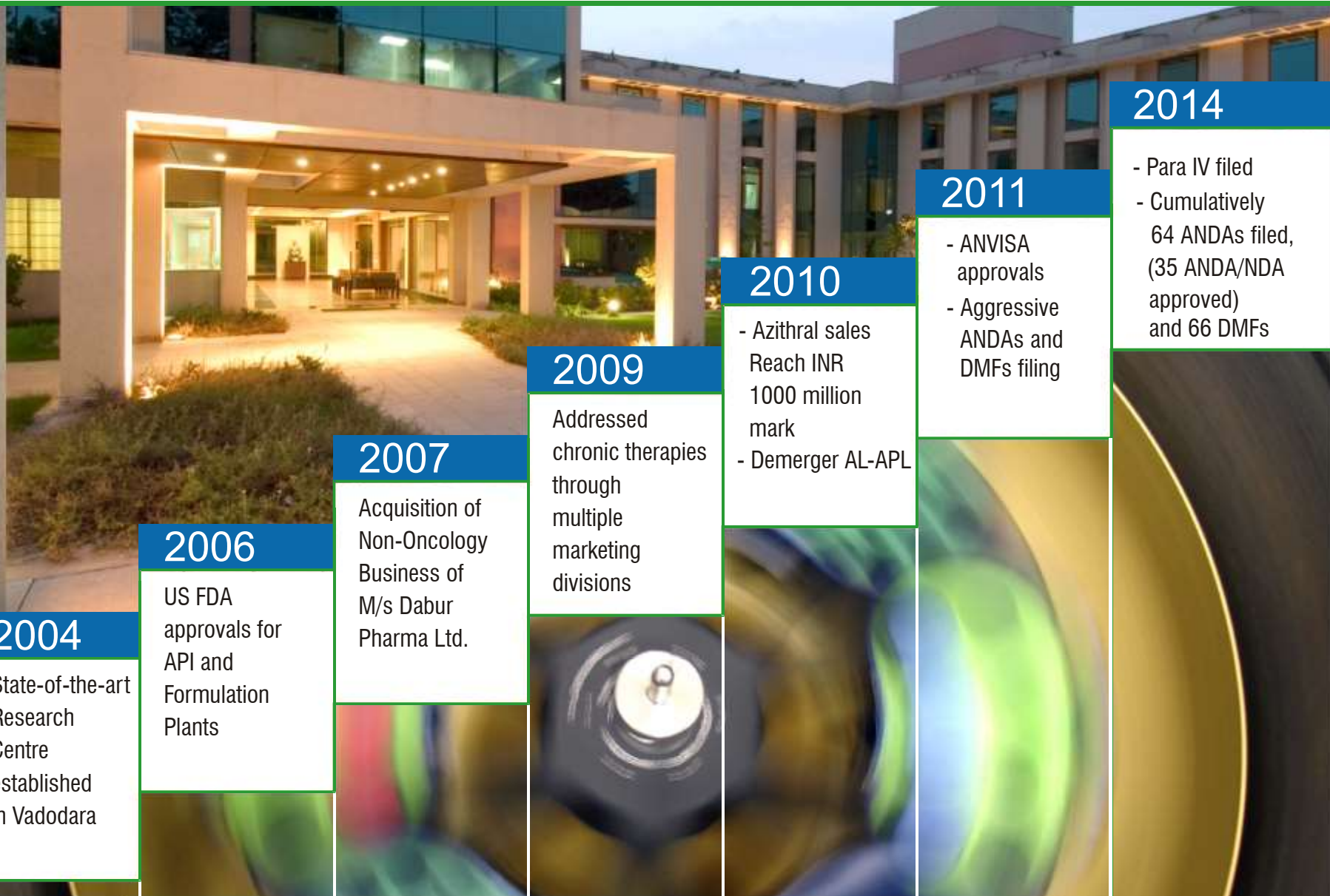
**2001**

Starts manufacturing of Cephalosporin C

**2003**

State-of-the-art Formulations facility for Regulatory Markets

# The Alembic Journey



## 2004

State-of-the-art Research Centre established in Vadodara

## 2006

US FDA approvals for API and Formulation Plants

## 2007

Acquisition of Non-Oncology Business of M/s Dabur Pharma Ltd.

## 2009

Addressed chronic therapies through multiple marketing divisions

## 2010

- Azithral sales Reach INR 1000 million mark
- Demerger AL-APL

## 2011

- ANVISA approvals
- Aggressive ANDAs and DMFs filing

## 2014

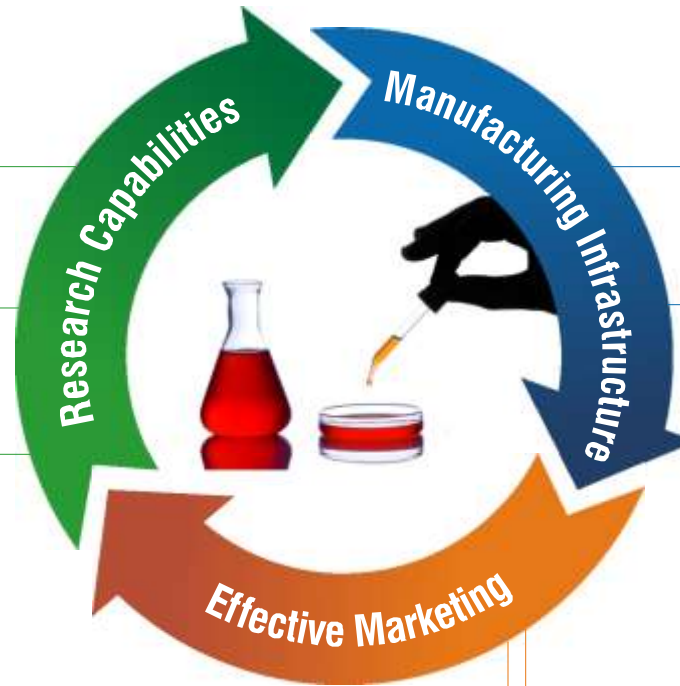
- Para IV filed
- Cumulatively 64 ANDAs filed, (35 ANDA/NDA approved) and 66 DMFs

# Strategic Advantage

Alembic Research Centre is the first in India to be Information Security Certified

Highly talented pool of 350 Research Scientists

R&D / F&D / Captive Bio-equivalence facility



Well-developed Infrastructure facility - 3 US FDA approved plants

High-end quality / RA structure

Manufacturing excellence with optimal cost benefits

Therapy focused marketing through 15 marketing arms on PAN India basis

Therapy focused marketing through over 4,400 marketing staff covering over 1.8 lacs doctors

Strong partnership and alliance in Generic space

Long term relationship with API customers

## State-of-the-art Analytical & IPR infrastructure

### R&D FACILITY



R&D Centre has been recognized by DSIR, Govt. of India

High-end R&D Equipment - NMR XRD, TGA, DSC, LCMS

World-class Infrastructure

### F&D CAPABILITIES



Expertise in Drug Deliveries and Niche Formulations

Well-defined Processes and Quality Systems

Capabilities in Solid Oral, Liquid Oral Products

### BIO EQUIVALENCE CENTRE



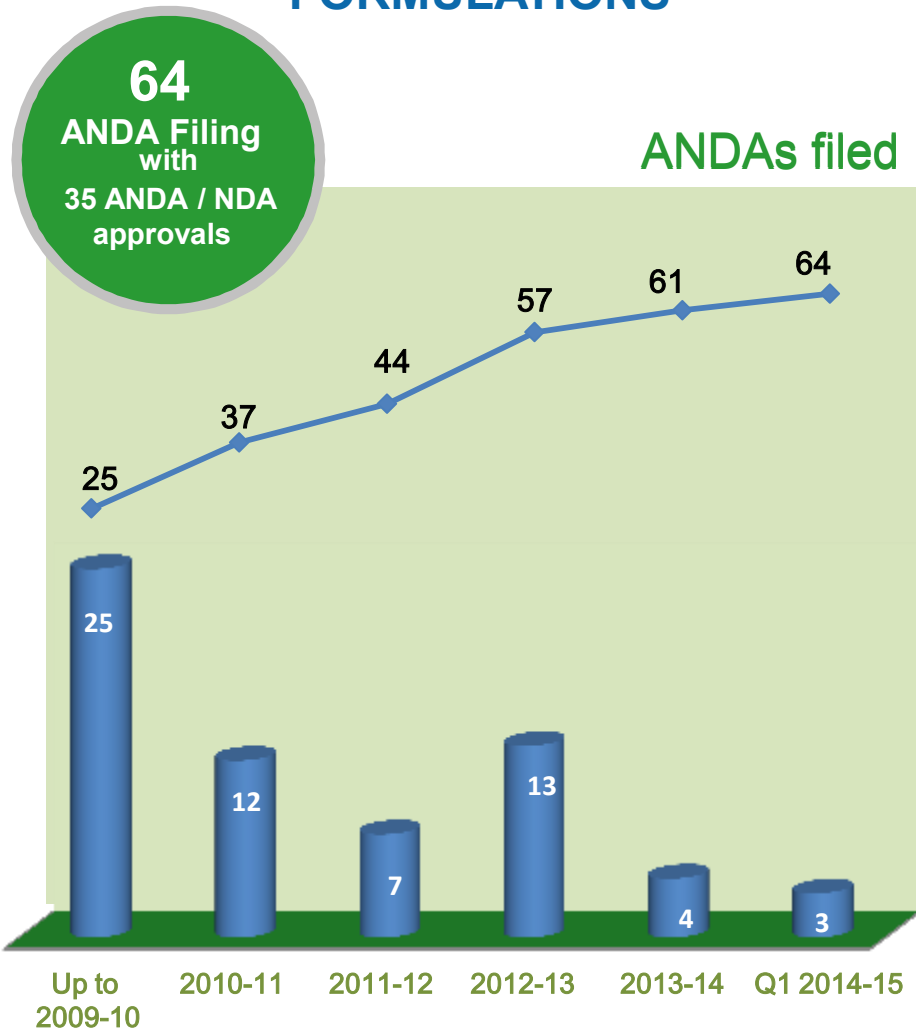
State-of-the-art 90-bedded new Bio Centre

100 Bio Pilot Studies

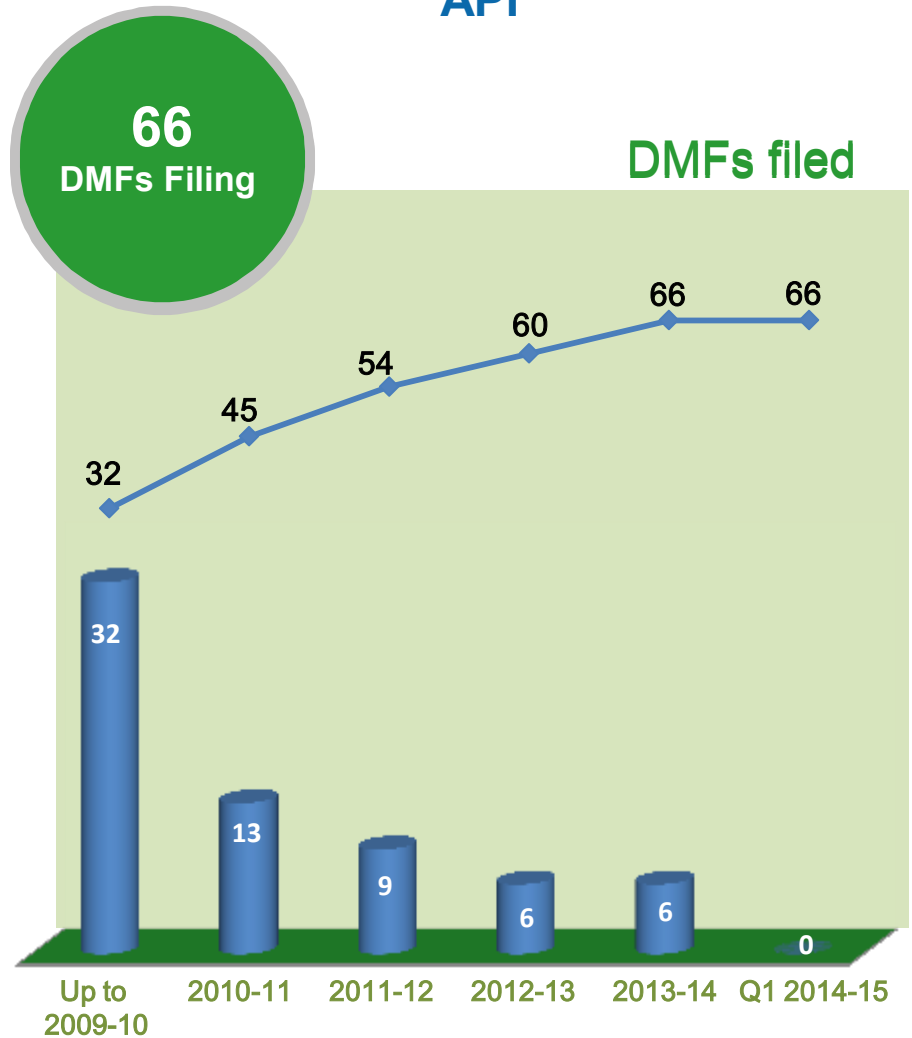
50 Pivotal Studies

# Research Capabilities

## FORMULATIONS



## API



## Formulations - Generics (Regulatory Markets)



USFDA, MCC, MHRA, ANVISA, TPD approved formulations facility at Panelav

Current annual production capacity of plus 5 billion tablets/capsules.  
Further being expanded to 7 billion tablets/capsules in the current year.

## Branded Formulations



Formulations plant at Baddi, Himachal Pradesh

## API



USFDA, EDQM, TGA, WHO approved API facility at Panelav and at Karkhadi





## Certifications

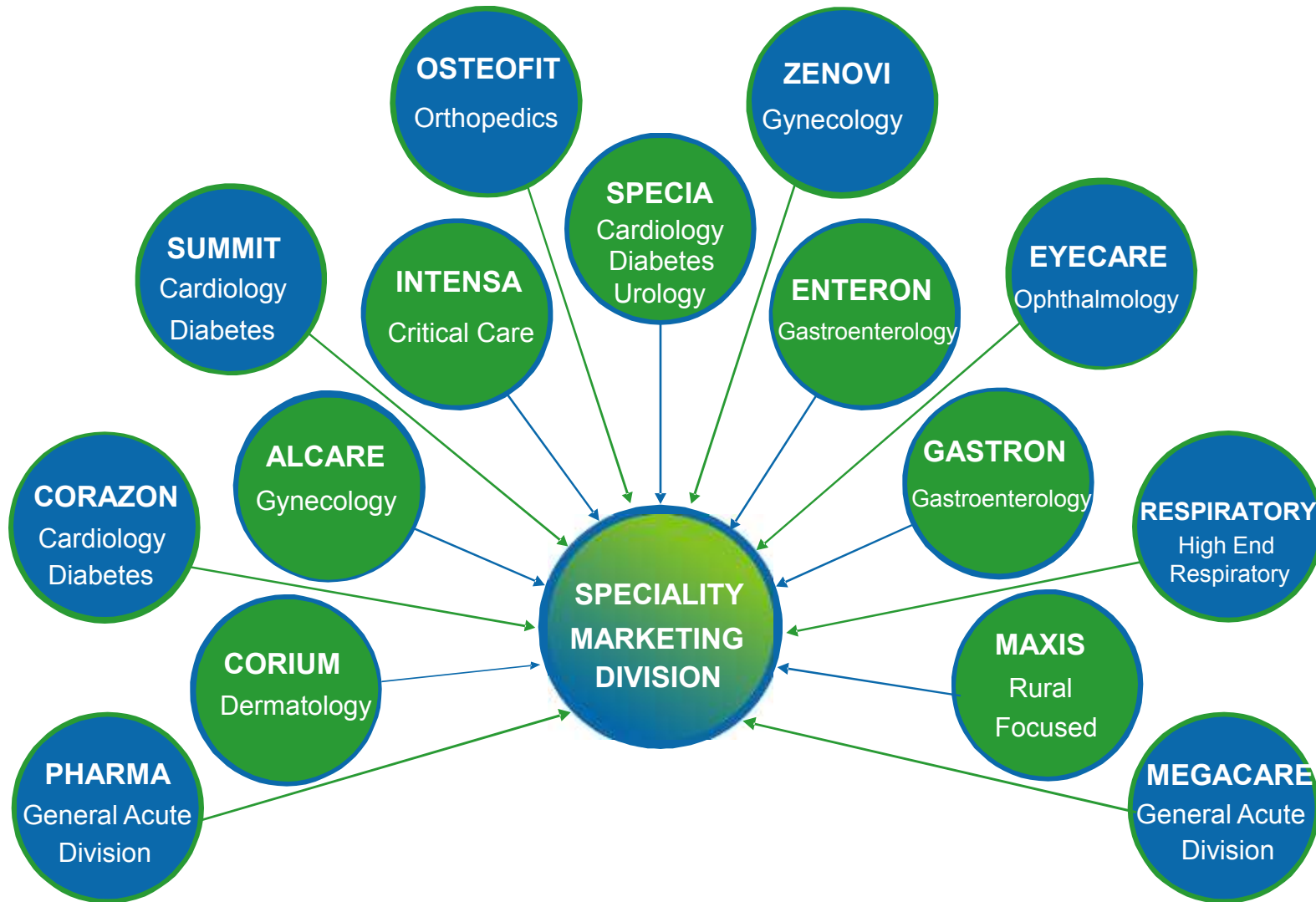


Australian Government  
Department of Health and Ageing



**ANVISA**  
Agência Nacional de  
Vigilância Sanitária

## PAN India Marketing and Distribution Network



# Major Product Portfolio

Top Products	Therapeutic Area	Ranking*
<b>Azithral</b>	Anti Infective	<b>38</b>
<b>Althrocin</b>	Anti Infective	<b>61</b>
<b>Wikoryl</b>	Respiratory	<b>161</b>
<b>Roxid</b>	Anti Infective	<b>165</b>
<b>Gestofit</b>	Gynecology	<b>293</b>



Other Products	Therapeutic Area
<b>Rekool</b>	Gastroenterology
<b>Zeet/Bro-Zeet</b>	Cough & Cold
<b>Tellzy</b>	Cardiology
<b>Rosave</b>	Cardiology
<b>Sharkoferrol</b>	Tonic
<b>Tetan</b>	Cardiology
<b>Livfit</b>	Hepaprotectives
<b>Zofix</b>	Anti Infective
<b>Ulgel</b>	Antacid and Anti Flatulant
<b>Glisen</b>	Anti Diabetic
<b>Ovigyn</b>	Gynecology

\* Source: ORG June, 2014



## Branded Formulations

### ➤ **Enhanced focus on existing branded business**

Through effective pan-India distribution network and therapy based marketing and by pushing ahead acute and chronic segments like anti-infectives and cough & cold medications

### ➤ **Launch 20-25 new products**

Launch of new products to boost sales momentum and brand build up

### ➤ **Enter into new therapeutic segment**

Corazon for Cardio and Alembic Respiratory for High end Respiratory launched in FY 2014-15



## International Generics

### ➤ Superior cost efficiency

Position Alembic as a cost efficient dependable quality manufacturer

### ➤ Expanded annual production capacity

Annual production enhanced from 2.6 billion tablets/capsules to 5 billion tablets/capsules. Further being expanded to 7 billion tablets/capsules in the current year.

### ➤ ANDA filings and approvals for off-patent drugs

Over the next five years, products that currently generate more than USD 142 billion In sales are expected to go off-patent. Alembic can tap these opportunities by launching new generic products at appropriate times.

# Financial Highlights – Quarterly



## Consolidated Q I - FY 14-15

INR million

Sales	Q I / 14-15	Q I / 13-14	Business Share '15	Growth %
<b>Formulation</b>				
India Branded	2,233	1,920	45%	16%
India Generics	252	264	5%	-5%
International Branded	227	150	5%	51%
International Generics	1,138	855	23%	33%
<b>API</b>	1,063	1,070	21%	-1%
<b>Export Incentive</b>	48	29		
<b>Grand Total</b>	<b>4,961</b>	<b>4,288</b>	<b>100%</b>	<b>16%</b>
<b>Total Domestic</b>	<b>2,784</b>	<b>2,412</b>	<b>56%</b>	<b>15%</b>
<b>Total Export</b>	<b>2,177</b>	<b>1,876</b>	<b>44%</b>	<b>16%</b>

# Financial Highlights – Quarterly

## Result Highlight (Consolidated) Q I - FY 14-15

INR million

Particulars	Q I / 14-15	Q I / 13-14	Growth %
EBDITA (Before R&D)	1,262	939	34%
EBDITA (Post R&D)	967	715	35%
EBDITA %	19.5%	16.7%	
PBT	849	605	40%
PAT	647	466	39%



# Financial Highlights – 2013-14



## Consolidated FY 2013-14

INR million

Sales	2013-14	2012-13	Business Share '14	Growth %
<b>Formulation</b>				
India Branded	8,506	7,484	46%	14%
India Generics	1,207	1,262	6%	-4%
International Branded	736	558	4%	32%
International Generics	4,684	2,358	25%	99%
<b>API</b>	3,388	3,505	18%	-3%
<b>Export Incentive</b>	163	93		
<b>Grand Total</b>	<b>18,684</b>	<b>15,260</b>	<b>100%</b>	<b>22%</b>
<b>Total Domestic</b>	<b>10,411</b>	<b>9,971</b>	<b>56%</b>	<b>4%</b>
<b>Total Export</b>	<b>8,273</b>	<b>5,289</b>	<b>44%</b>	<b>56%</b>



# Financial Highlights – 2013-14

## Result Highlight (Consolidated) FY 2013-14

INR million

Particulars	2013-14	2012-13	Growth %
EBDITA (Before R&D)	4,741	3,263	45%
EBDITA (Post R&D)	3,577	2,520	42%
EBDITA %	19.2%	16.5%	
PBT	3,106	2,064	51%
PAT	2,355	1,653	43%

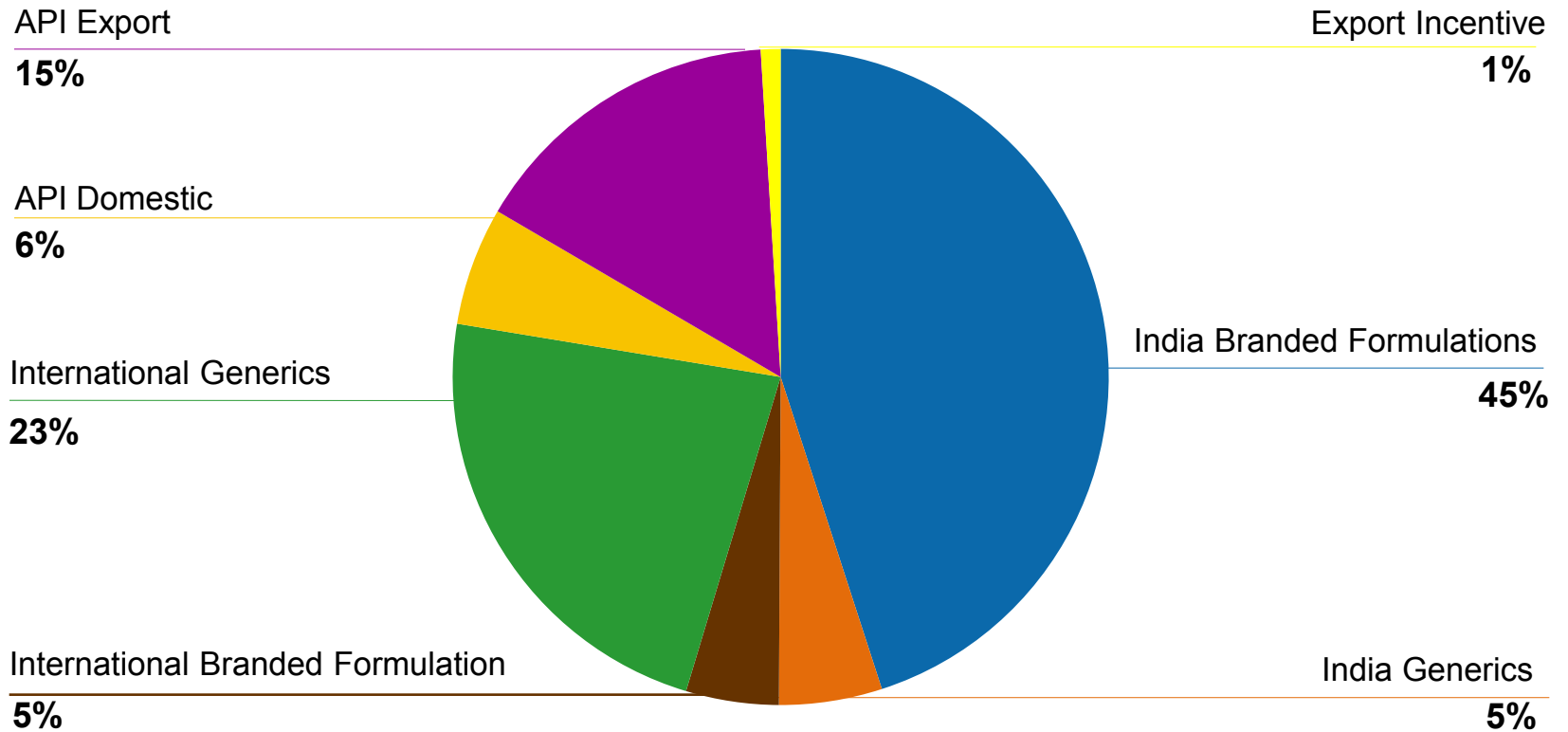


# Revenue Overview



## Sales Composition

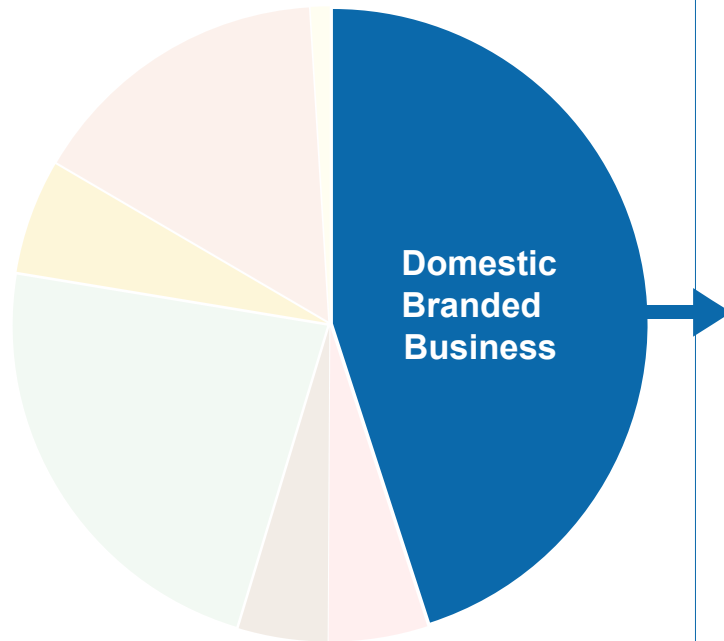
Q1 FY 14-15



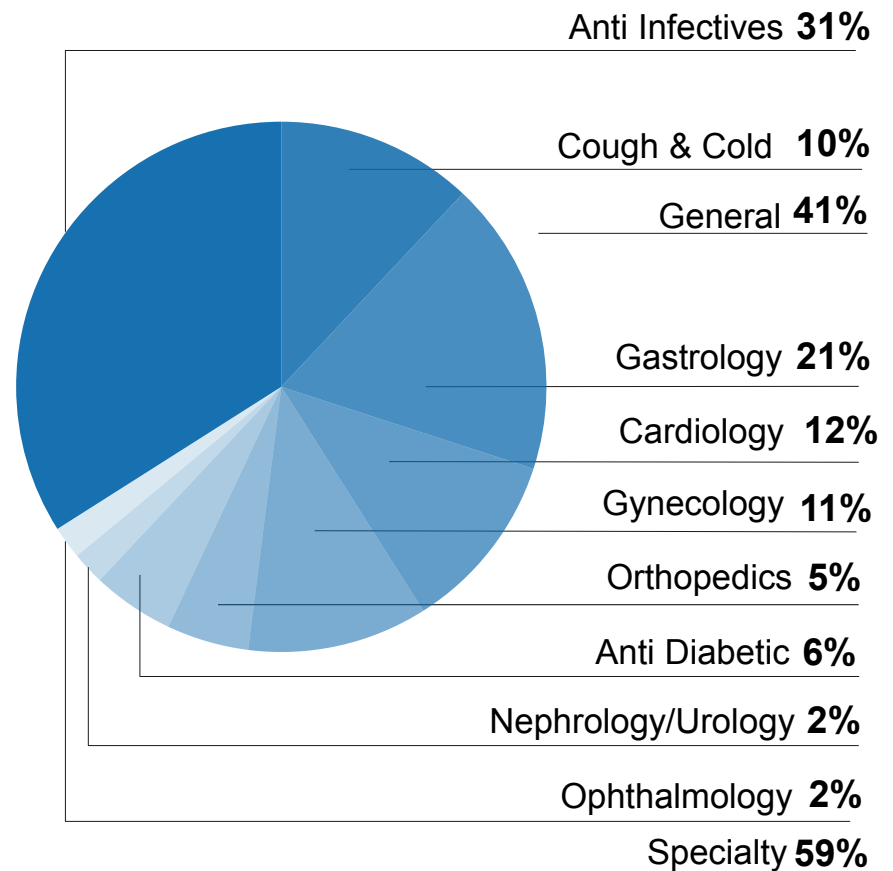
# Revenue Overview

## Sales Composition

Q1 FY 14-15



## Therapy Based Sales Break up



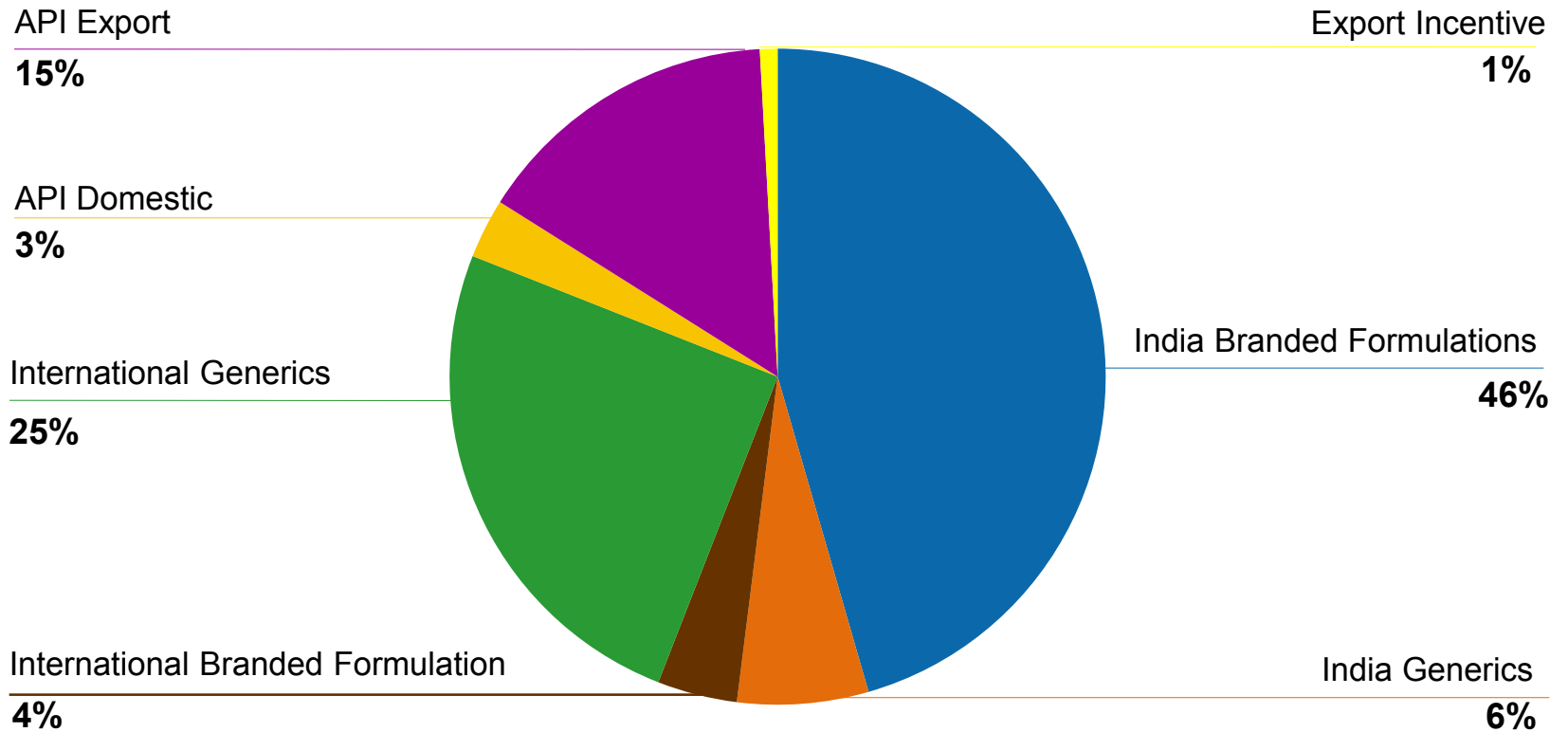
(Source : ORG June 2014)

# Revenue Overview



## Sales Composition

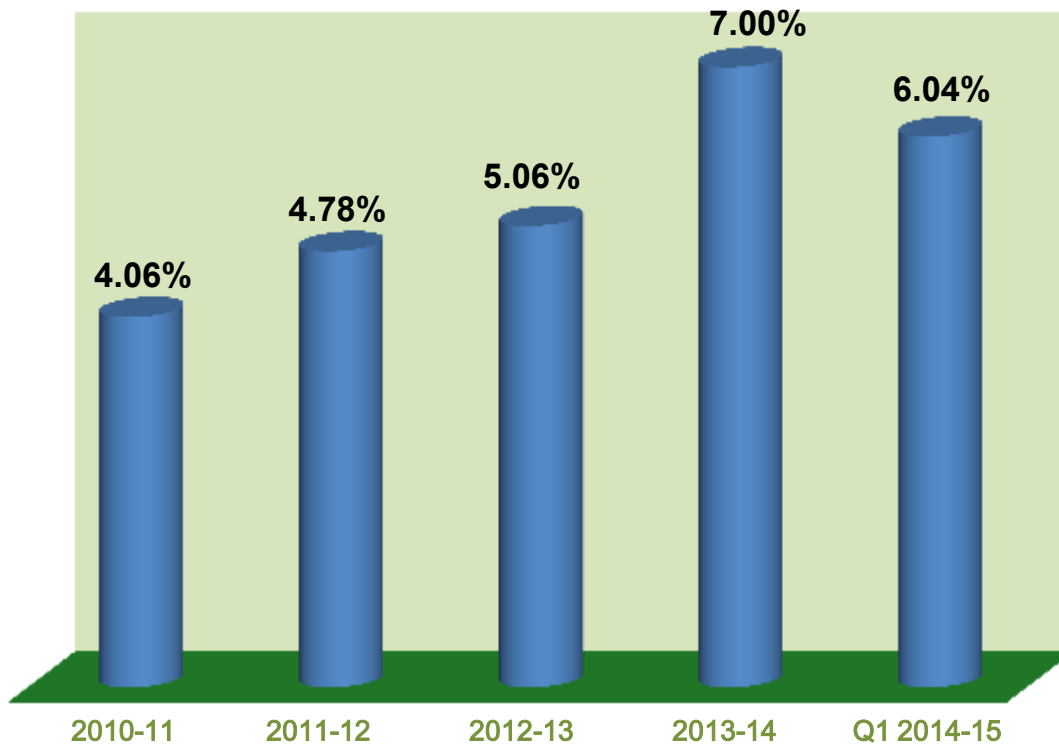
FY 13-14



# R & D Expense

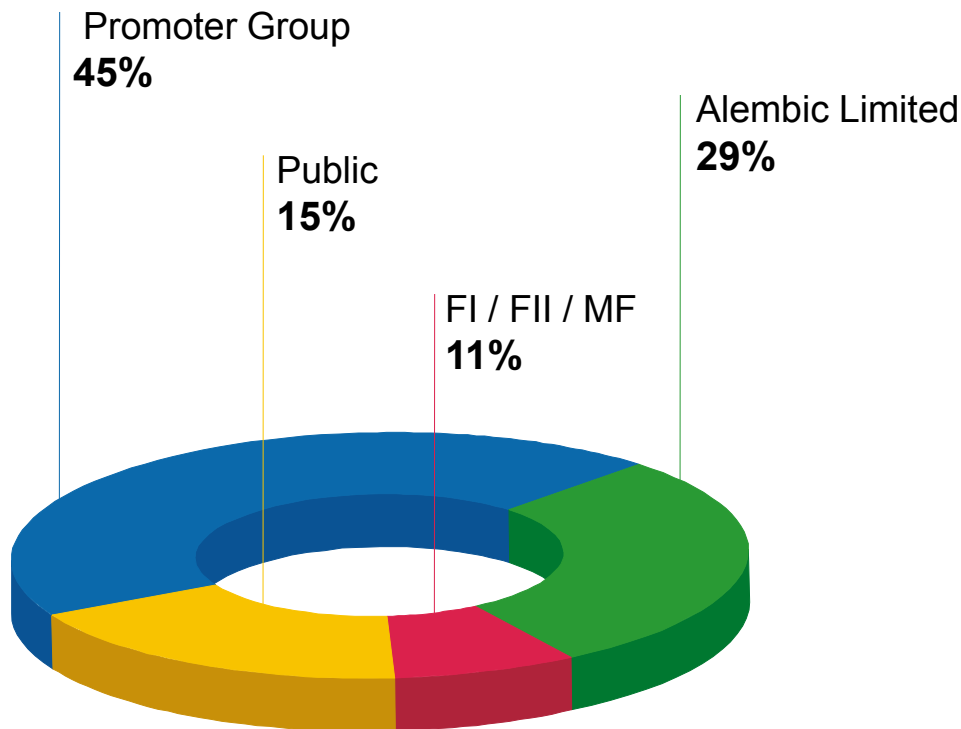
Increased Thrust on Research to create Intellectual Property

R&D spend as a % to Sales



# Shareholding Pattern

## Alembic Pharmaceuticals Limited



As on 30th June 2014



**Total Paid up Capital**  
INR 377.03 million

**Total No. of Shares**  
188.52 million

**Total No. of Shareholders**  
49,555

**Market Capitalisation**  
INR 50,193 million

## Rural Development Society



Rural Development Society is a Social Responsibility Initiative of Alembic founded in 1979

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Enhancement for self employment and income generation for economic development

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School, hostel and medical facilities for local villagers

## Environment



Alembic believes in clean and green chemistry

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Zero discharge facilities comprising of state-of-the-art aeration system, ultra filtration and reverse osmosis plant, evaporation and incineration plant

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Dedicated scrubbing system for process gas emissions



For updates and specific queries please visit : **[www.alembic-india.com](http://www.alembic-india.com)**  
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Thank You