

# Alembic Pharmaceuticals Ltd

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## Investor Presentation

April-2016

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# Safe Harbor 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.

# Milestones

1907	Established by Amin family
2006	FDA approves API facilities
2007	Acquired Dabur's Indian cardiology, GI and gynaecology brands
2008	FDA approves Formulation facility
2010	Pharmaceuticals business demerged from Alembic – APL listed.
2012	Formed a JV for NCE research
2013	Launched first NDA with a partner Commenced filing in EU, Australia and Brazil
2014	Formed 50:50 JV in Algeria
2015	Launched Aripiprazole on day-1. Established US front-end: transition to own marketing.

# Yearly Highlights - FY 16

## Financial Highlights

- Net Sales up 54% to Rs 31812 mn
- EBITDA margins at 32% at Rs 10060 mn
- Net Profit up 154% to Rs 7194 mn
- Total R&D spend is Rs 3460 mn which is 11% of net sales. This is up by 148 % (YOY)

## International Formulations (Rs. 14615 mn)

- Business grew by 146 %
- 6 new product launch's in USA
- USA front end operational – 11 products launched on own label
- 10 ANDA approvals were received, taking cumulative approvals at 47 (5 tentative)
- 8 ANDA applications were filed during the year, taking cumulative ANDA filings at 76

## India Branded Formulations (Rs. 11036 mn)

- Business grew by 13 %
- Specialty Segment grew by 20% and Acute Segment grew by 4%. Price reduction by NPPA led to lower growth
- Strengthening the share of specialty therapies in the overall revenue basket.
- Alembic's "Tellzy" is the fastest growing Telmisartan brand and is the 3rd ranked brand in the Telmisartan market

## API Business (Rs. 5249 mn)

- Business grew by 42%
- 9 DMF applications were filed during the year, taking cumulative DMF filings at 81

# Quarterly Highlights – Q4 FY 16

## Financial Highlights

- Net Sales up 25% to Rs 6342 mn
- EBITDA margins at 23% at Rs 1433 mn
- Net Profit up 30% to Rs 912 mn
- Total R&D spend is Rs 1279 mn for the quarter which is 20% of net sales. This is up by 181 % (YOY)

## International Formulations (Rs. 1902 mn)

- Business grew by 20%
- 1 new product launch in USA
- 2 ANDA tentative approvals were received during the quarter, taking cumulative approvals at 47
- 2 ANDA applications were filed during the quarter, taking cumulative ANDA filings at 76

## India Branded Formulations (Rs. 2596 mn)

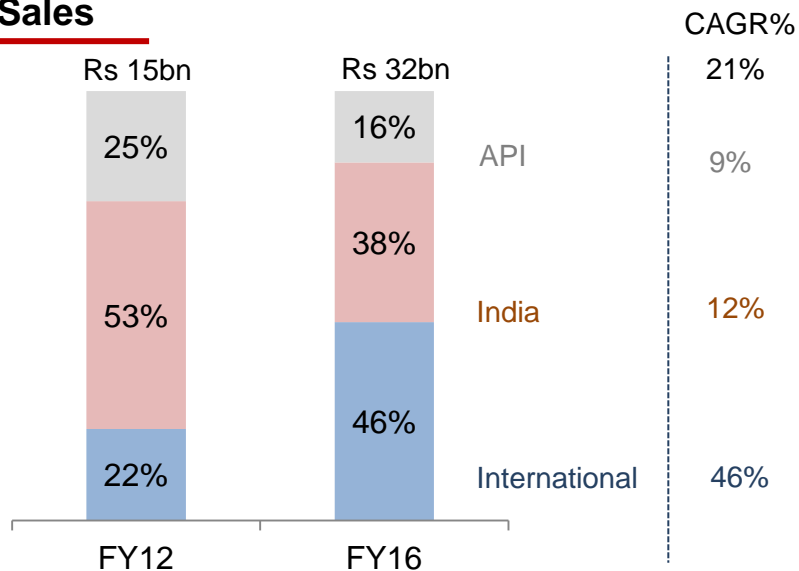
- Business grew by 12%
- Specialty Segment grew by 13% and Acute Segment grew by 7%.
- Strengthening the share of specialty therapies in the overall revenue basket.

## API Business (Rs. 1669 mn)

- Business grew by 95%
- 2 DMF applications were filed during the quarter, taking cumulative DMF filings at 81

# Business

## Sales



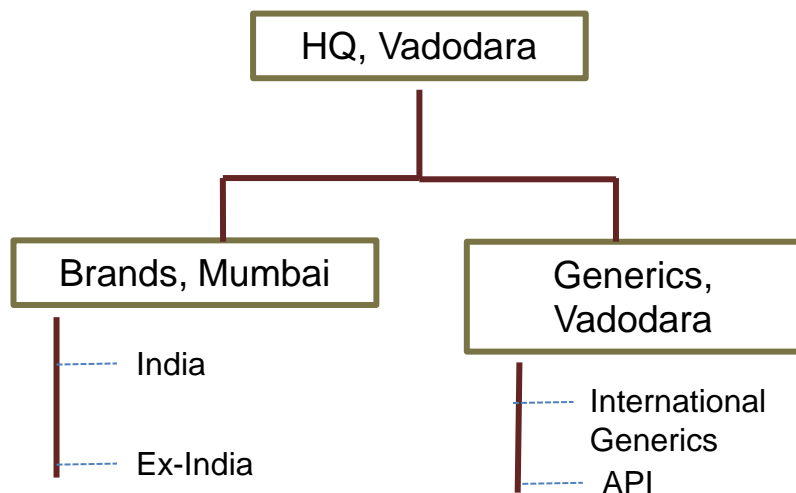
## Manufacturing:

**Formulation:** Baddi and Sikkim for India market  
FDA approved Oral Solids in Vadodara

*Doubled capacity in 2014*

**API:** 3 FDA approved facilities in Vadodara

*Expansion in 2015*



## R&D:

**Formulation:** Vadodara and Hyderabad

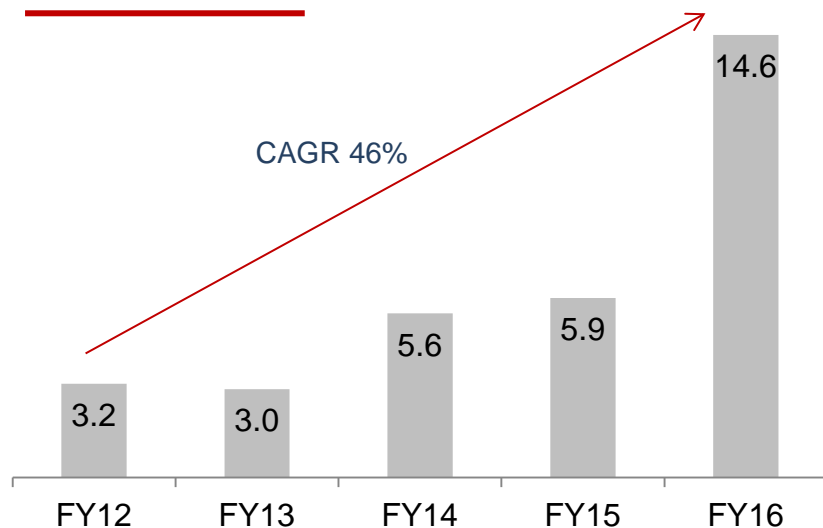
**API:** Vadodara

**Biocentre:** Vadodara  
*150 beds*

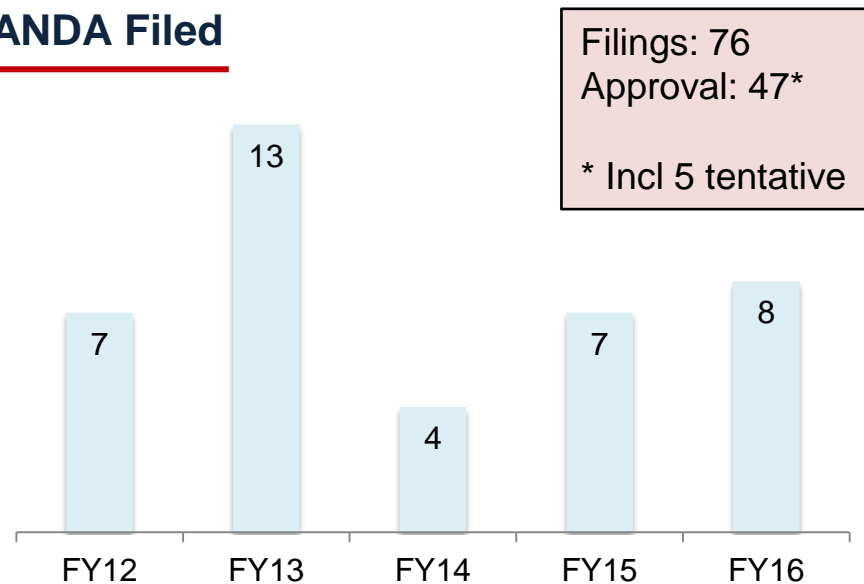
*Total 500 scientists*

# International Formulations

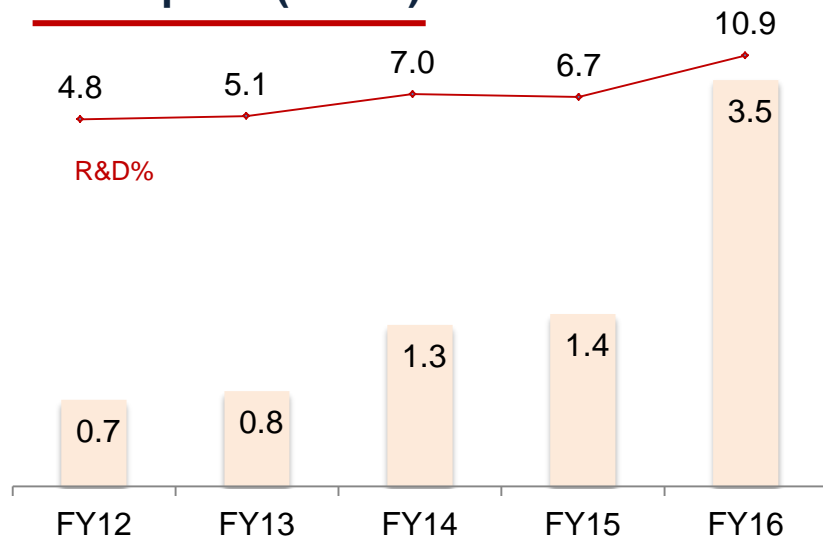
## Sales (Rs bn)



## ANDA Filed



## R&D Spend (Rs bn)



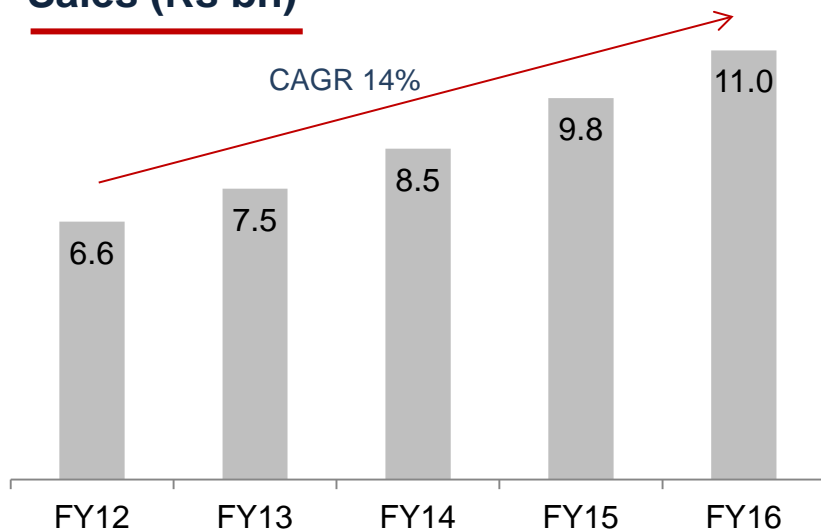
## Milestones and Update

- Focus on day-1 launches  
*Aripiprazole*
- US front-end in place, 11 products already launched  
*7-8 new launches planned in FY17*
- Existing relationships being evaluated  
*Some are non-exclusive, some expiring, some continuing*
- Ex-US remains driven by partnerships

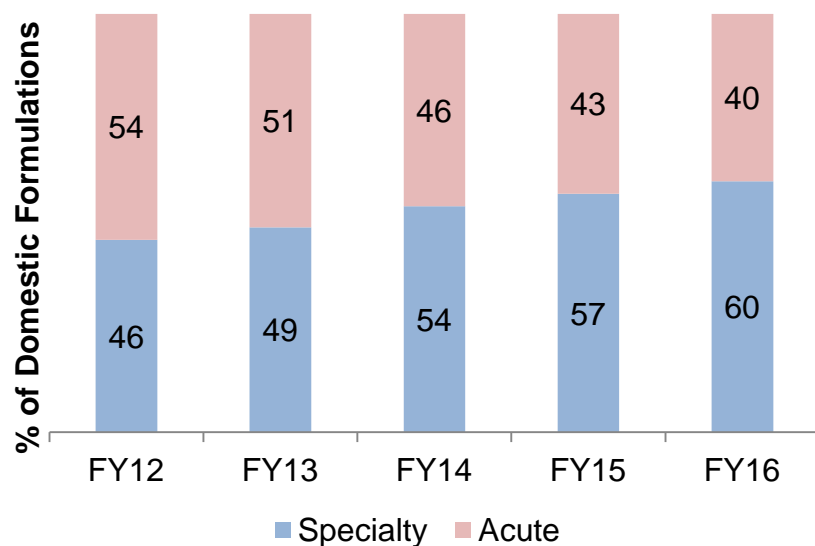


# India Branded

## Sales (Rs bn)



## Therapy Split



## Marketing Organisation

- 5000 + marketing team  
*Added 1000 over last two years*
- 17 marketing divisions  
*Added new divisions in gynaecology, cardiology, GI, urology*
- 170 products  
*Launch 20-25 products every year*

## Key Achievements

- Leadership in Macrolides  
*33% share of the segment with Althrocin, Azithral, Roxid*
- Decent share in key new launches  
*Tellzy, Rekool, Gestofit, Ovigyn D, Rosave, Richar*
- 5 brands in top 300  
*Azithral, Althrocin, Wikoryl, Roxid, Gestofit*

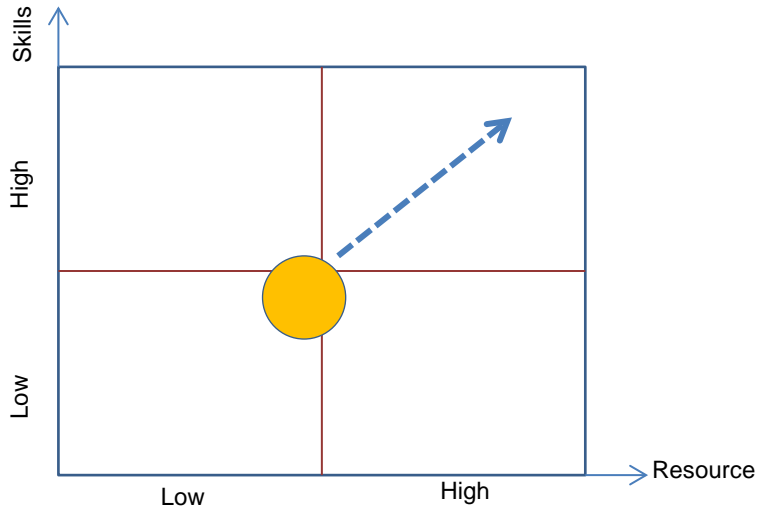
# Therapy-wise Performance FY16

Therapy	MAR MAT 2016				MAR MAT 2015			
	Therapy Growth (ORG)	Market Share (ORG)	Alembic Growth (ORG)	Alembic Growth (PRIM)	Therapy Growth (ORG)	Market Share (ORG)	Alembic Growth (ORG)	Alembic Growth (PRIM)
Cardiology	14	2.04	32	36	13	1.77	32	31
Anti Diabetic	20	1.64	38	34	20	1.43	29	27
Gynaecology	14	2.68	32	25	13	2.31	27	28
Gastrology	15	2.18	2	6	15	2.45	12	17
Dermatological	17	0.48	30	-5	20	0.43	42	52
Orthopaedic	11	0.94	2	17	14	1.03	4	13
Ophthalmology	14	1.17	-6	0	22	1.43	0	-12
Nephro / Uro	18	2.02	13	13	17	2.10	17	30
Anti Infective	6	3.36	-1	2	10	3.63	4	4
Cold & Cough	8	5.16	4	8	11	5.36	22	20
<b>OVERALL</b>	<b>14</b>	<b>1.73</b>	<b>11</b>	<b>13</b>	<b>14</b>	<b>1.76</b>	<b>15</b>	<b>15</b>

(Source : ORG March 2016)

# Strategy

## Competitive position



## Growth drivers

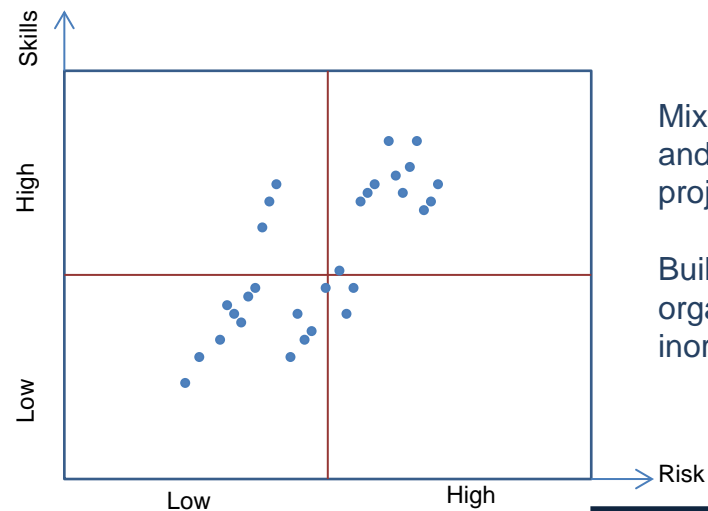
- US:** Rapidly expand breadth and quality of pipeline  
*Doubled internal OSD grid, half of grid is external – injectable, dermatology and ophthalmics*  
*Partnerships to gain time and leverage financial resource*  
*Build manufacturing capacities rapidly, use CMOs, de-risk*
- Ex-US:** Selective commercialisation  
*Model under evaluation*
- India:** Focus on chronic segment  
*Aim for reasonable share in identified therapy-important molecules*

## Enablers

**People:** Renewed focus on HR  
Skill gaps identified  
Talent acquisition and retention

**Process:** Simple, clear structures  
Clear goals and empowerment  
Focus on compliance  
De-risk with systems  
Close monitoring  
Focus on supply chain

## Pipeline

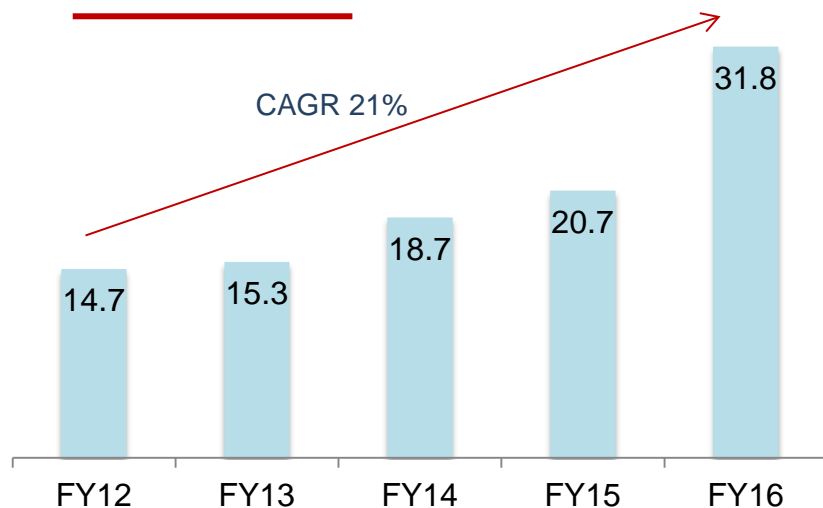


Mix of high-risk and low-risk projects.

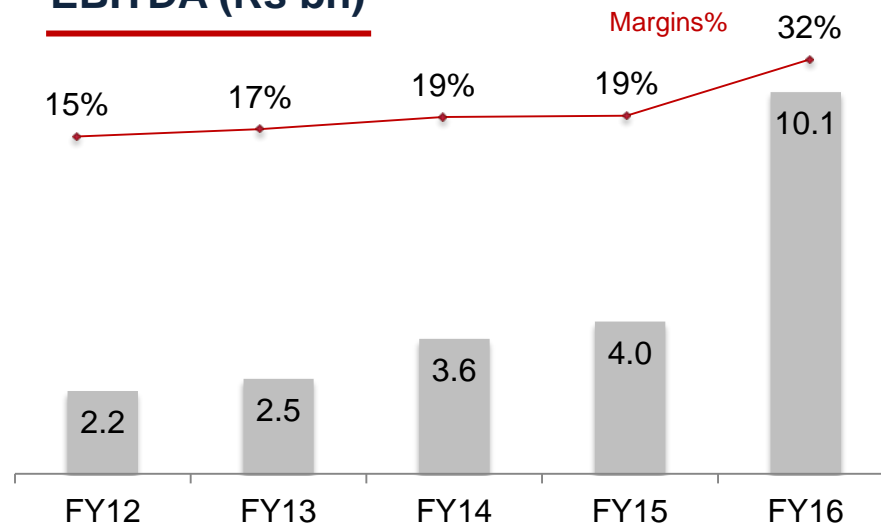
Building skill sets organically and inorganically.

# Financials – 5 years

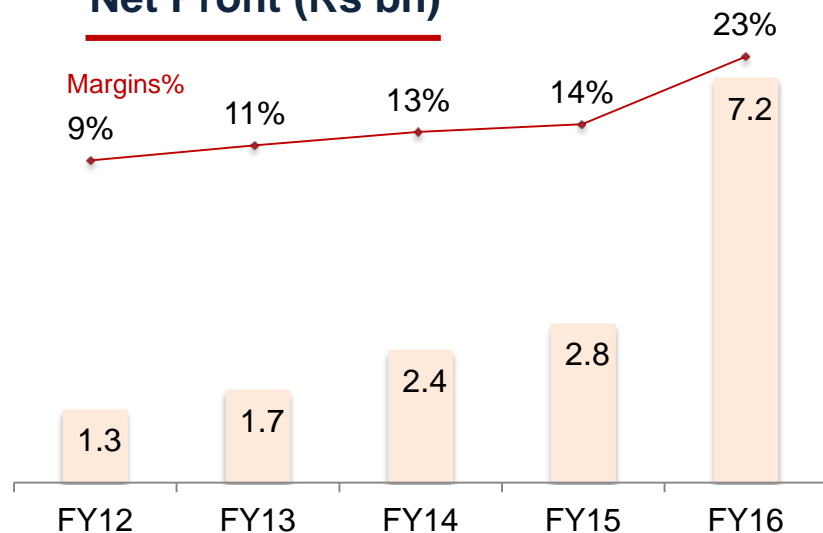
## Sales (Rs bn)



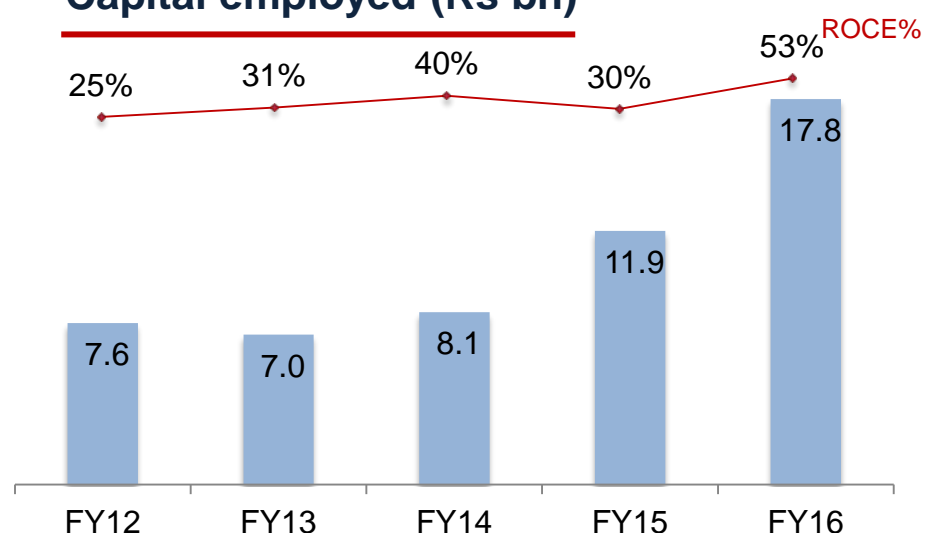
## EBITDA (Rs bn)



## Net Profit (Rs bn)

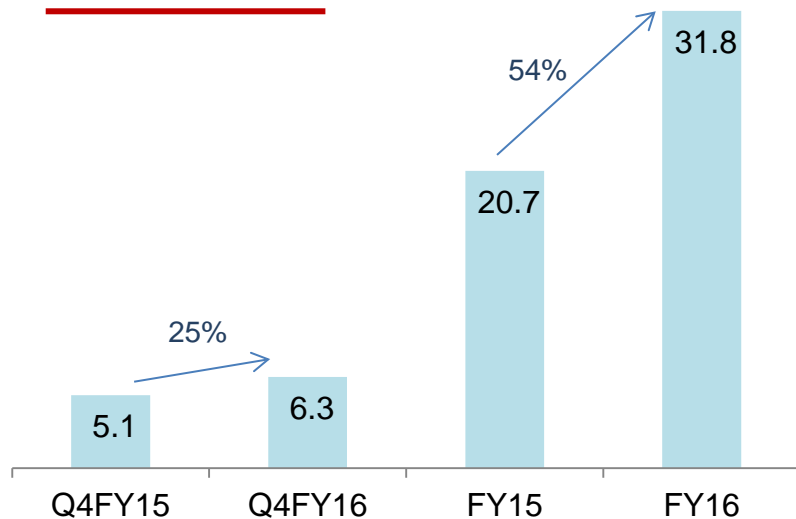


## Capital employed (Rs bn)

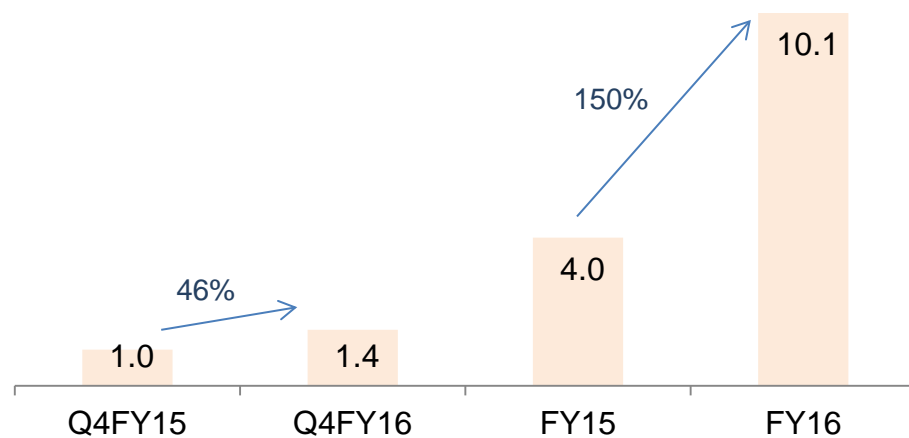


# Financials

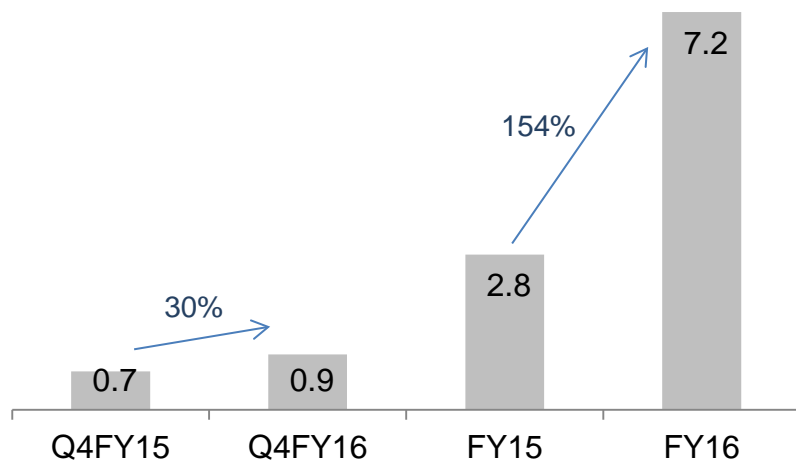
## Sales (Rs bn)



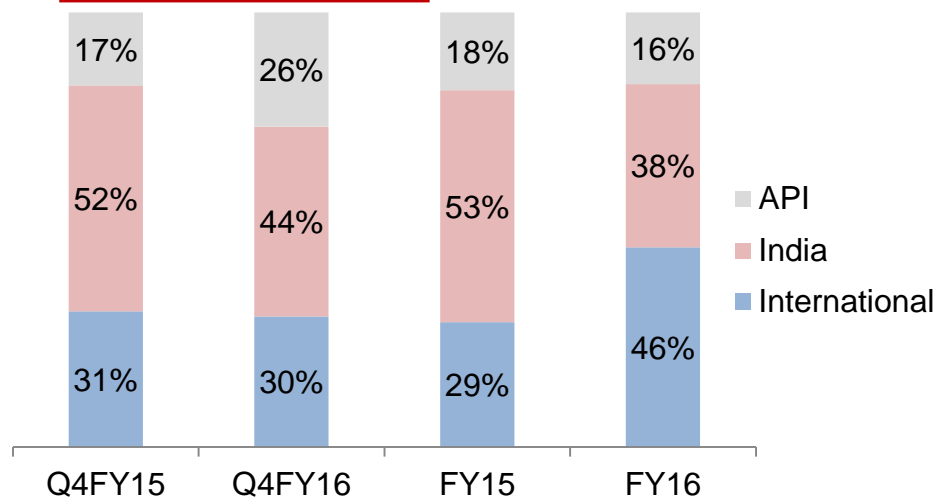
## EBITDA (Rs bn)



## PAT (Rs bn)

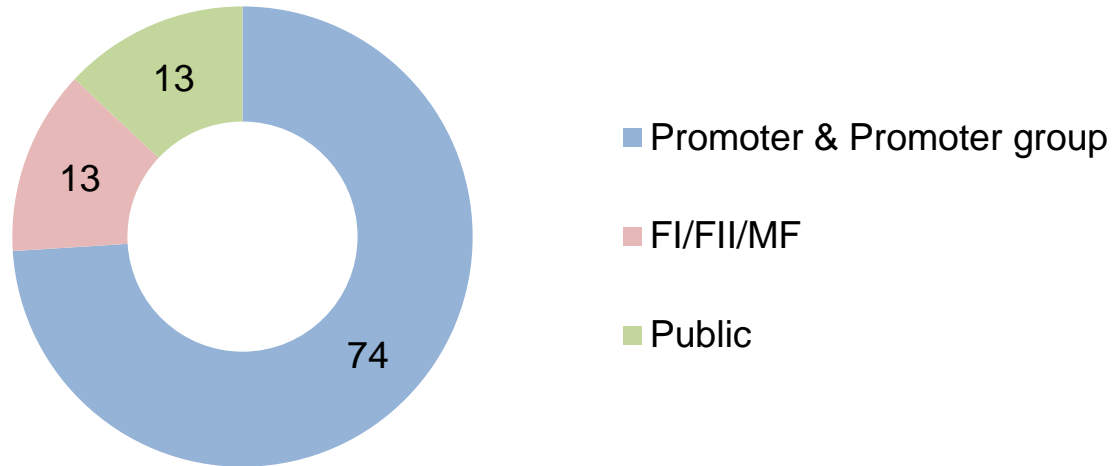


## Business Sales



# Latest Shareholding Pattern

**% of Total Shareholding**



<b>Market capitalization</b>	<b>INR 113 bn</b>
Total paid-up share capital	377.03mn
Total number of shares O/S	188.52mn
No. of shareholders	>50 K
Free float market capitalization	INR 29 bn

THANK YOU