

Alembic Pharmaceuticals Ltd

Investor Presentation

January-2017

Contents

1. Milestones
2. Quarterly Highlights
3. Nine month Highlights
4. Business
 - International
 - India Branded
5. Strategy
6. Financials
 - Annual
 - Latest Quarter

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.
2016	JV with Orbicular Inc.

Highlights – Q3 FY 17

Financial Highlights

- Net Sales at Rs 7762 mn
- EBITDA margins at 19% at Rs 1454 mn
- Net Profit at Rs 861 mn
- R&D spend is Rs 1167 mn for the quarter which is 15% of net sales. This is up by 66 % (YOY)

International Formulations (Rs. 3027 mn)

- International formulation business at Rs 3027 mn for Q3 FY 17 as against Rs 5211 mn during the same period in last year.
- US market sales is Rs 2260 mn.
- 3 ANDA approvals were received,
- 4 ANDA applications were filed

India Branded Formulations (Rs. 2941 mn)

- Business grew by 2%
- Specialty segment grew by 6%

API Business (Rs. 1663 mn)

- Business grew by 64%
- 2 DMF application was filed, Cumulative DMF filings at 85

Highlights – YTD DEC FY 17

Financial Highlights

- Net Sales at Rs 23907 mn
- EBITDA margins at 20% at Rs 4801 mn
- Net Profit at Rs 3068 mn
- R&D spend is Rs 3048 mn which is 13% of net sales. This is up by 55 % (YOY)

International Formulations (Rs. 9628 mn)

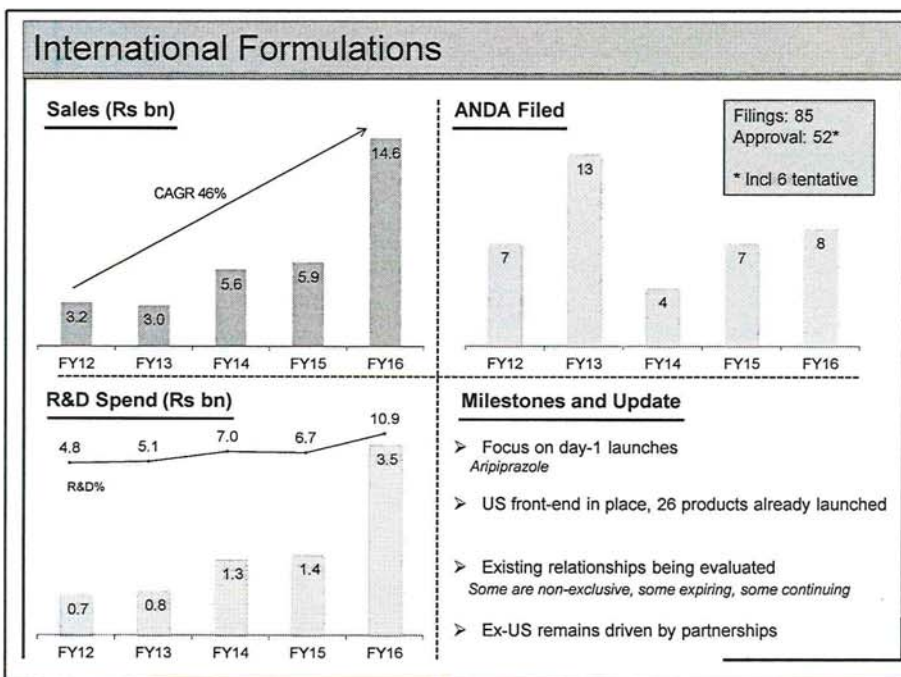
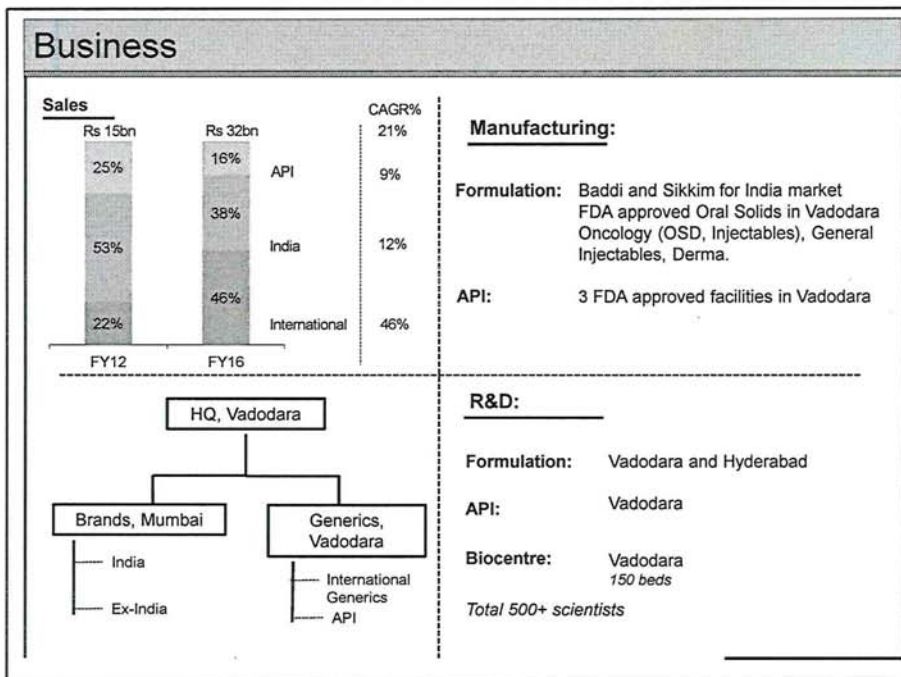
- International formulation business at Rs 9628 mn for YTD DEC FY 17 as against Rs 12713 mn during the same period in last year.
- US market sales is Rs 7179 mn.
- 1 new product launch in USA.
- 4 ANDA final approvals and 2 tentative approvals were received
- 10 ANDA applications were filed

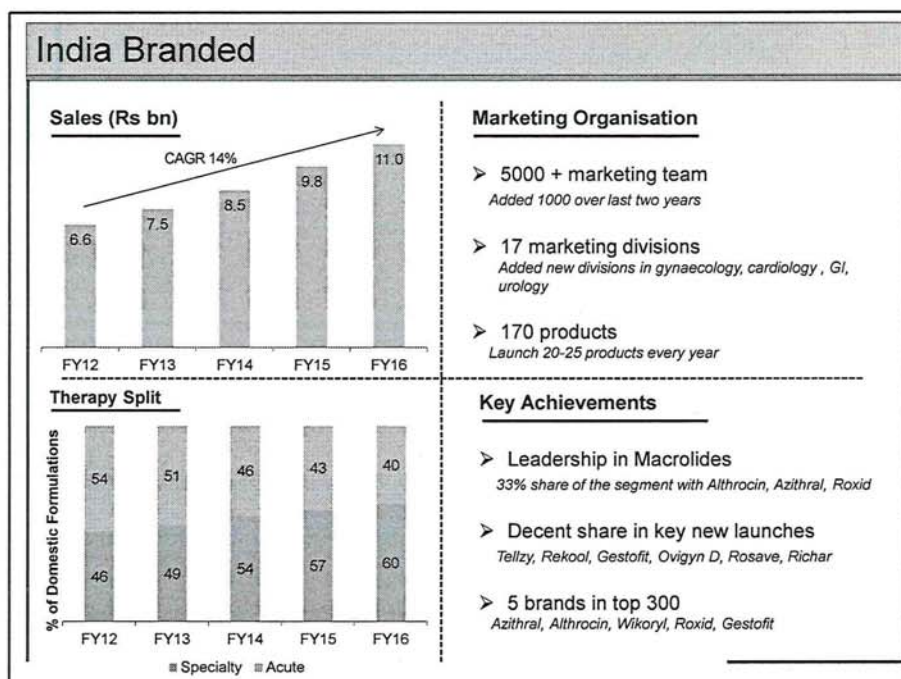
India Branded Formulations (Rs. 9102 mn)

- Business grew by 9%
- Specialty Segment grew by 13% and Acute Segment grew by 3%.
- Strengthening the share of specialty therapies in the overall revenue basket.

API Business (Rs. 4589 mn)

- Business grew by 28%
- 4 DMF application was filed, taking cumulative DMF filings at 85

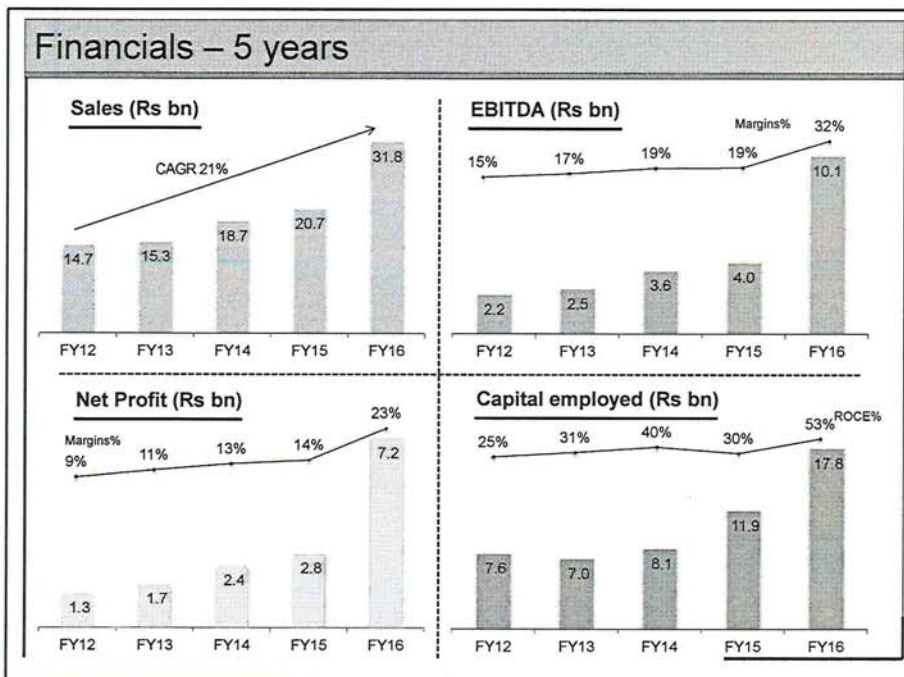
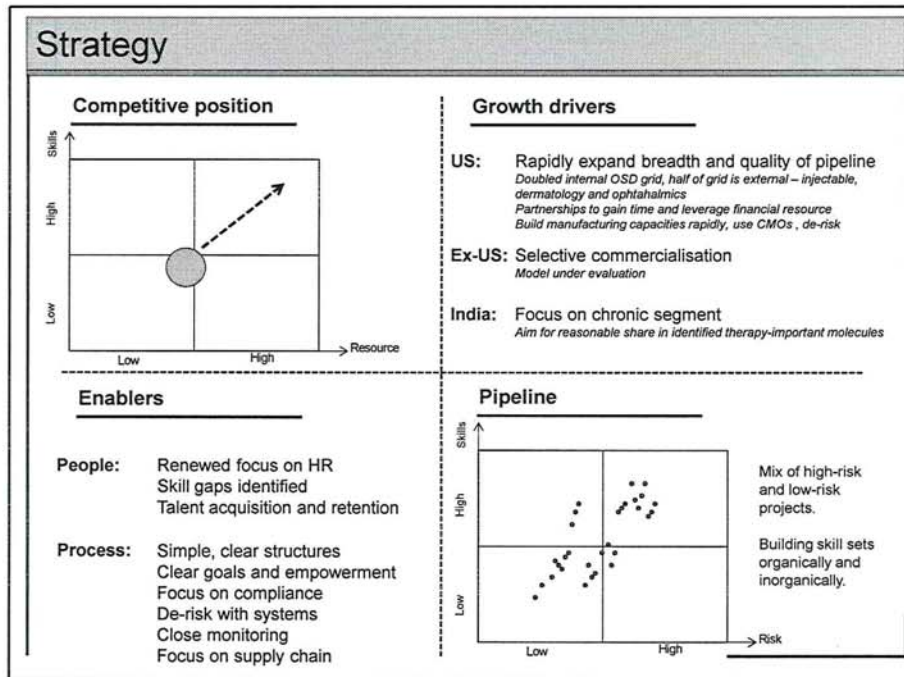


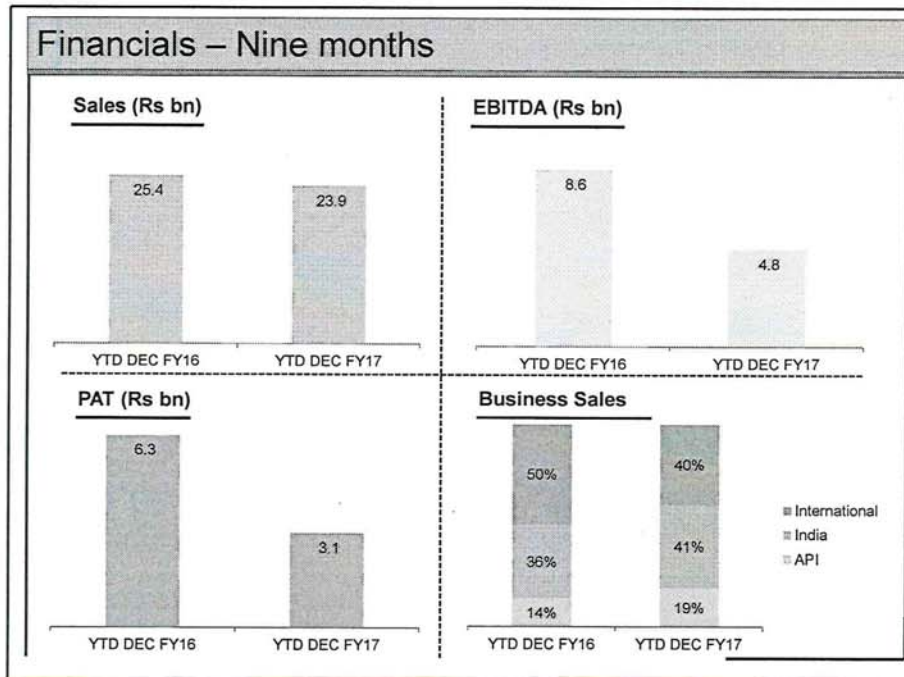
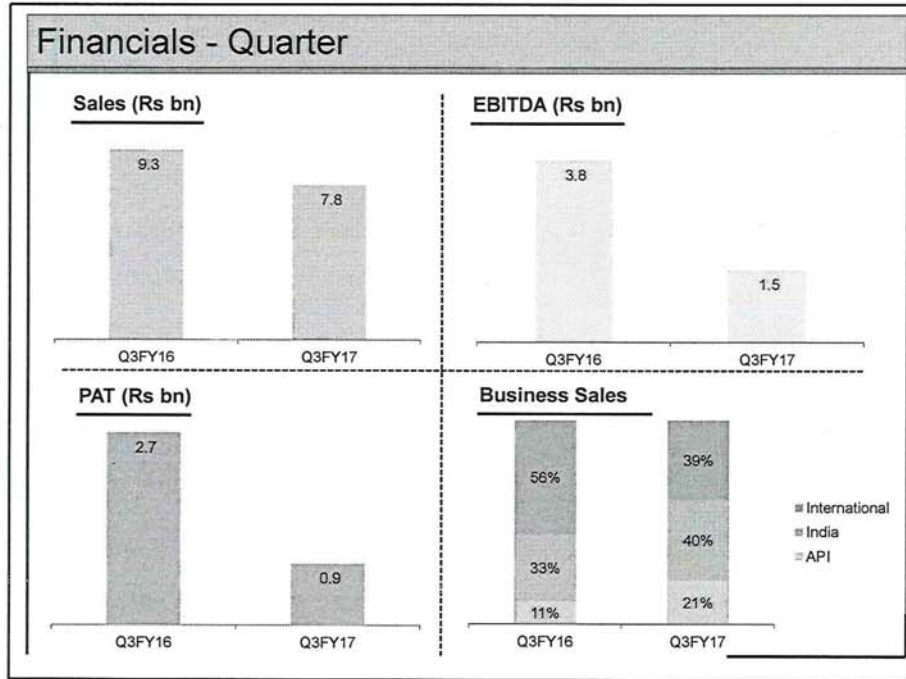


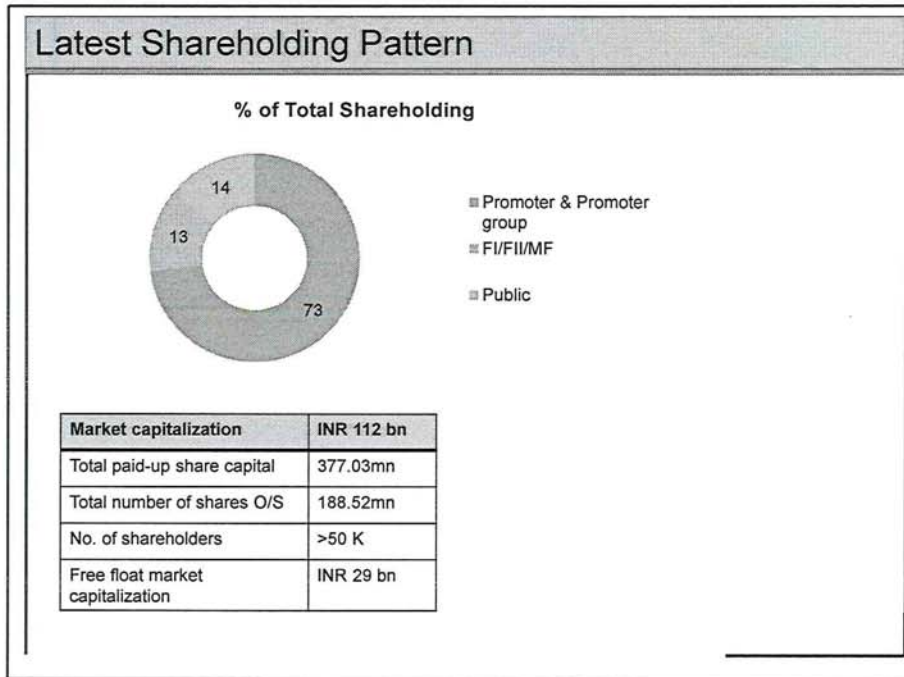
Therapy-wise Performance Q3 FY17

Therapy	DEC QTR 2016				DEC QTR 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	8	2	17	11	14	2	25	29
Anti Diabetic	15	2	19	6	23	2	36	54
Gynaecology	5	3	23	20	16	3	28	28
Gastrology	5	2	-5	-5	17	2	2	7
Dermatological	16	0	1	-2	17	1	25	-14
Orthopaedic	6	1	2	-1	13	1	5	20
Ophthalmology	10	1	11	19	8	1	7	1
Nephro / Uro	10	2	13	18	17	2	18	20
Anti Infective	-5	3	-5	-4	16	3	1	5
Cold & Cough	-2	5	-7	-5	19	5	16	20
OVERALL	6	2	4	2	17	2	13	16

(Source : ORG DEC 2016)







THANK YOU