

Alembic Pharmaceuticals Limited

Investor presentation – March 2023

BSE & NSE: APLLTD

1907	Established by Amin family
2006	FDA approves API facility
2007	Acquired Dabur's Indian Cardiology, GI and Gynaecology brands
2008	FDA approves Formulation facility
2009	Multiple divisions to address chronic therapies launched
2010	Pharmaceuticals business demerged from Alembic – APL listed
2012	Formed a JV, Rhizen, for NCE research
2013	Launched first NDA with a partner Commenced filing in EU, Australia and Brazil
2015	Launched Aripiprazole on day-1. Established US front-end: transition to direct marketing
2016	Formed a JV, Aleor, for dermatology portfolio
2019	Azithral crossed Rs. 250 Cr sales Mark as per ORG IMS, MAT December 2019
2022	Azithral Ranked 16th Highest selling brand in IPM with sales reflection of over RS. 447 Cr. as per ORG IMS, MAT December 2022 (Source – IQVIA) Aleor Dermacuticals Ltd. has merged with Alembic pharmaceuticals limited.
2023	Started commercialization of products from Injectable and Oncology facilities. ISOFIT is the 2nd Best launch amongst 3072 new launches in 12M IPM.

Financial Highlights

INR Bn

Particulars	Q4 FY23	Q4 FY22	Growth	YTD Mar'23	YTD Mar'22	Growth	Before Aleor's accelerated amortization		
							YTD Mar'23	YTD Mar'22	Growth
Net Sales	14.06	14.16	-1%	56.53	53.06	7%	56.53	53.06	7%
EBIDTA Pre R&D	3.16	4.92	-36%	13.01	16.40	-21%	13.01	16.4	-21%
Margin %	22%	35%		23%	31%		23%	31%	-26%
R&D	1.36	3.50	-61%	7.22	8.38	-14%	5.66	6.50	-13%
R&D %	10%	25%		13%	16%		10%	12%	
EBIDTA Post R&D	2.05	1.58	30%	6.80	9.30	-27%	7.79	10.53	-26%
Margin %	15%	11%		12%	18%		14%	20%	
Net Profit*	1.53	0.22	598%	3.42	5.21	-34%	4.97	6.65	-25%
Capex	0.67	1.06		4.12	4.67		4.12	4.67	
Debt-Equity (Net)				0.13	0.11		0.13	0.11	

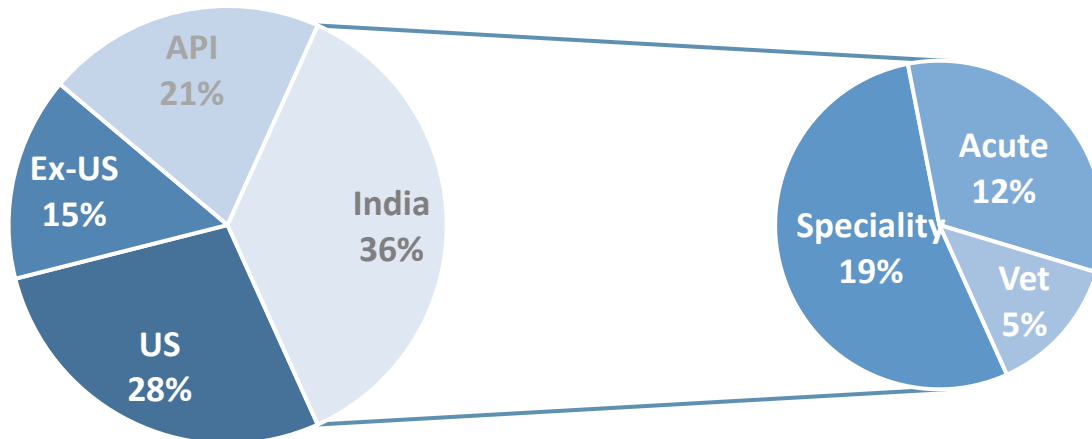
*The consolidated result reflect a non-recurring expenses of Aleor's accelerated amortization of existing intangible assets. Excluding this one off, APL's consolidated profit before tax and profit after tax for YTD Mar'23 would have been higher by Rs. 155 crores.

Revenue snapshot – Q4 & FY23

INR Bn

Business	Q3FY23	Q4FY23	Q4FY22	Y-o-Y	Q-o-Q	FY23	FY22	Y-O-Y
Formulations								
India	5.45	4.90	4.49	9%	-10%	20.63	19.26	7%
US	4.32	3.54	5.57	-36%	-18%	15.72	16.66	-6%
Ex-US	2.06	2.49	1.88	32%	21%	8.52	7.75	10%
API	3.26	3.13	2.22	41%	-4%	11.66	9.39	24%
Total Revenue	15.09	14.06	14.16	-1%	-7%	56.53	53.06	7%

Business Breakup – YTD Mar'23



Key Highlights :

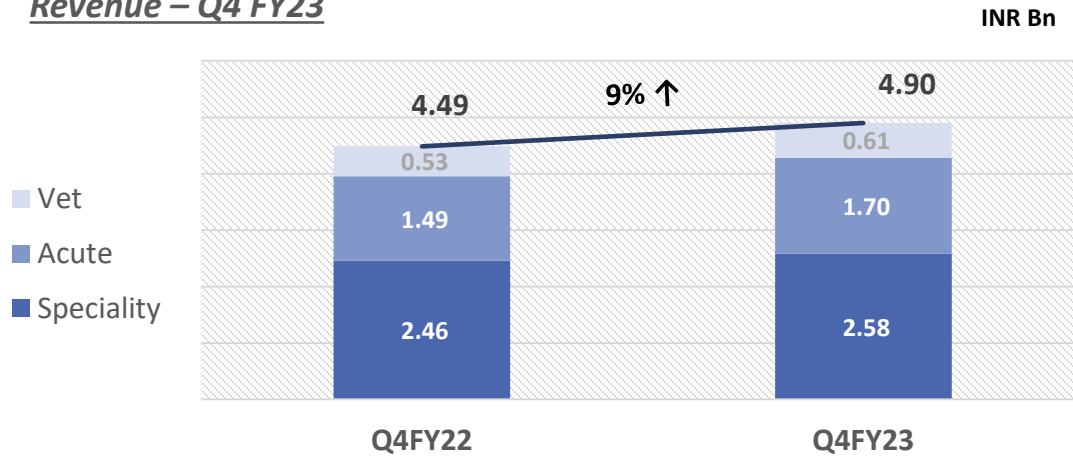
India Branded Business : India Branded Business recorded 9% growth with topline of Rs 490 crores for Q4 FY23. Ex of Azithral, growth of India Branded Business is 12%.

US Generics : The US business continues to remain challenging on account of competitive intensity. Volume grew by 18% due to the new launches and market share expansion

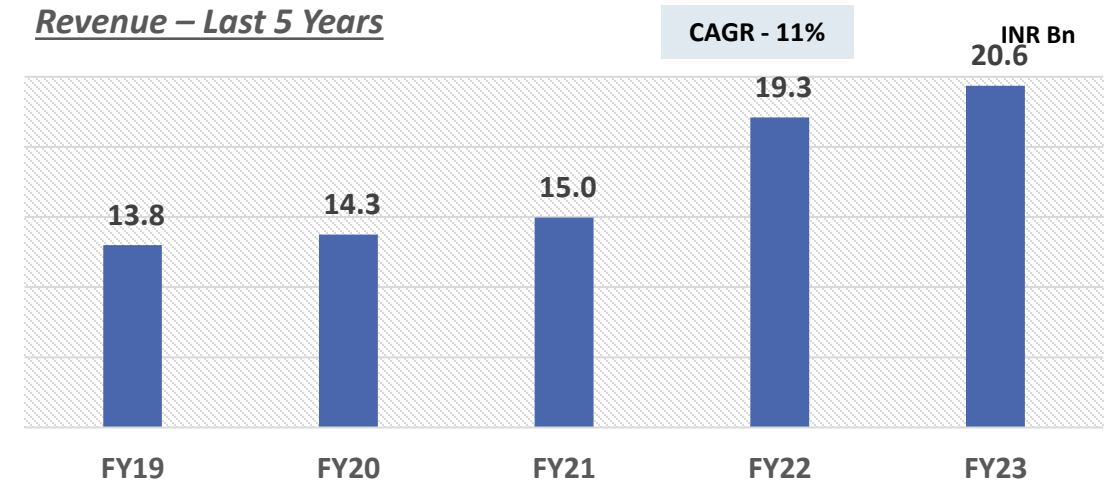
Ex-US Generics : Sustainable business with growth of 10% on annualized basis. Demand outlook remains strong. Product registrations as well as dossier extensions to new markets are on track to accelerate growth.

API : Strong momentum delivering growth of 24% on annualized basis, largely led by high off-take and better product mix. Anticipate good growth in API business for FY24 backed by strong orderbook.

Revenue – Q4 FY23



Revenue – Last 5 Years



Marketing organization

- 5000+ MRs
- 18 Marketing divisions
- 15.8% Product portfolio in NLEM
- Prescribers around 2,30,000

Manufacturing facility

- Sikkim

Key achievements

- India Branded Business recorded 9% growth with topline of Rs 490 crores for Q4 FY 23. Ex of Azithral growth of India Branded Business is 12%.
- ISOFIT is the 2nd Best launch amongst 3072 new launches in 12M IPM. ISOFIT achieved Rs 28 Crs. in 1st year of launch. (Source IQVIA)
- Market share is 1.5% of Indian Pharma space as per MAT Mar 23 (Source IQVIA). Market share gain in many focus brands.

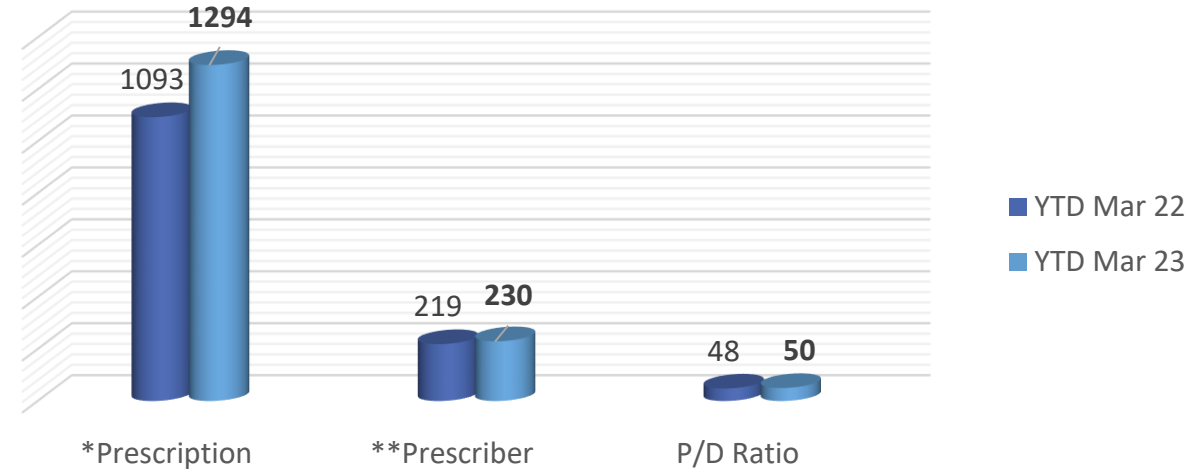
Top Brands with rank and MS%

Leading Brands		
BRANDS	Rank MAT Mar 23	MAT Mar 23 MS%
AZITHRAL	1	32.1
TELLZY	5	4.9
WIKORYL	3	10.3
ALTHROCIN	1	87.0
REKOOL	5	5.5
CETANIL	3	8.2
ULGEL	4	9.3
GESTOFIT SR	2	16.8
ROSAVE	8	2.7
ROXID	1	93.1
CRINA-NCR	1	24.7
LAVETA	7	4.0
BROZEET-LS	2	7.1
HERMIN	6	11.3
GLZ	6	5.5
LACTONIC GRAN	1	44.7

Other Leading Brands		
BRANDS	Rank MAT Mar 23	MAT Mar 23 MS%
ELATA	1	41.9
VEHYCAL-XT	4	7.2
ESTROPLUS	2	39.1
BILAMBIC-M	2	8.7
ISOFIT	6	3.3
ULGE-RAFT	1	4.4
OVIGYN	1	36.7

***Above ranks are based on
respective Molecule group**

Prescription Business



* Prescription is in lacs.

**Avg Prescriber is in '000.

- Prescription wise Alembic Ranks at 18th Position.
- Alembic's prescription base increased from 10.9 Cr in YTD Mar 22 to 12.9 Cr in YTD Mar 23, grew by at 18%
- The P/D ratio also improved from 48 to 50 YoY.

Therapy-wise Performance Q4 FY23

	Q4 FY23				Q4 FY22			
Therapy	Therapy Growth % (IPM)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)	Therapy Growth % (ORG)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)
Gynecology	12	3	24	18	8	2.8	17	21
Cardiology	13	2	10	2	8	1.8	3	8
Gastrology	14	1	2	-7	9	1.4	11	10
Anti Diabetic	8	1	14	4	6	1.3	29	26
Orthopaedic	14	1	14	7	10	0.7	1	2
Nephro / Uro	15	2	6	8	10	1.8	9	19
Ophthalmology	15	2	37	23	8	1.6	16	20
Dermatological	9	0	13	-9	2	0.2	7	3
SPECIALTY	12	1	13	5	7	1.5	11	13
Anti Infective	28	3	16	2	16	3.0	65	59
Cold & Cough	28	4	38	41	61	4.0	49	54
ACUTE	28	3	23	13	25	3.2	59	57
OVERALL	15	2	16	9	10	1.5	21	25

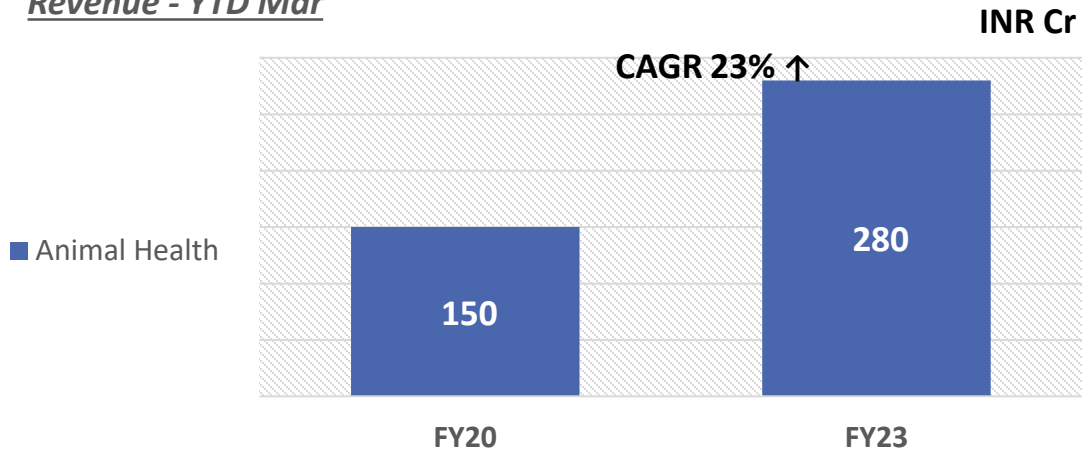
Ex of Azithral growth of India Branded Business is 12%

Therapy-wise Performance FY23

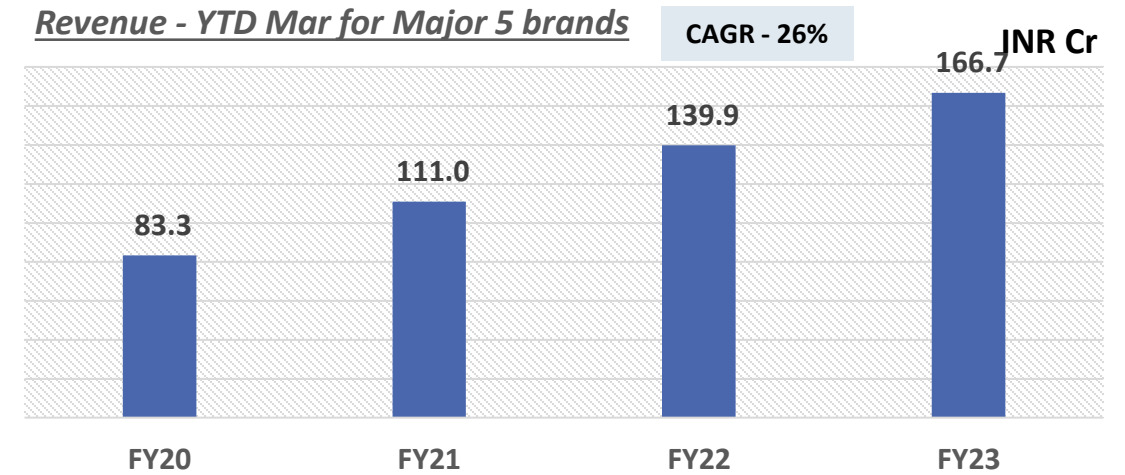
	FY23				FY22			
Therapy	Therapy Growth % (IPM)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)	Therapy Growth % (ORG)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)
Gynecology	14	3.0	29	29	16	2.7	24	23
Cardiology	9	1.8	9	7	11	1.8	5	9
Gastrology	12	1.3	3	-1	18	1.4	21	19
Anti Diabetic	7	1.3	20	14	7	1.2	27	25
Orthopaedic	14	0.7	18	17	16	0.7	16	16
Nephro / Uro	15	1.7	10	14	13	1.8	7	18
Ophthalmology	16	1.8	33	35	21	1.6	35	34
Dermatological	6	0.2	16	1	10	0.2	28	24
SPECIALTY	11	1.5	15	11	13	1.4	17	18
Anti Infective	7	2.4	-6	-8	34	2.8	46	37
Cold & Cough	3	4.3	11	14	66	4.0	61	73
ACUTE	6	2.9	-1	-2	41	3.1	50	46
OVERALL	8	1.5	9	7	18	1.5	23	29

Ex of Azithral and Alcibute growth of India Branded Business is 13%

Revenue - YTD Mar



Revenue - YTD Mar for Major 5 brands

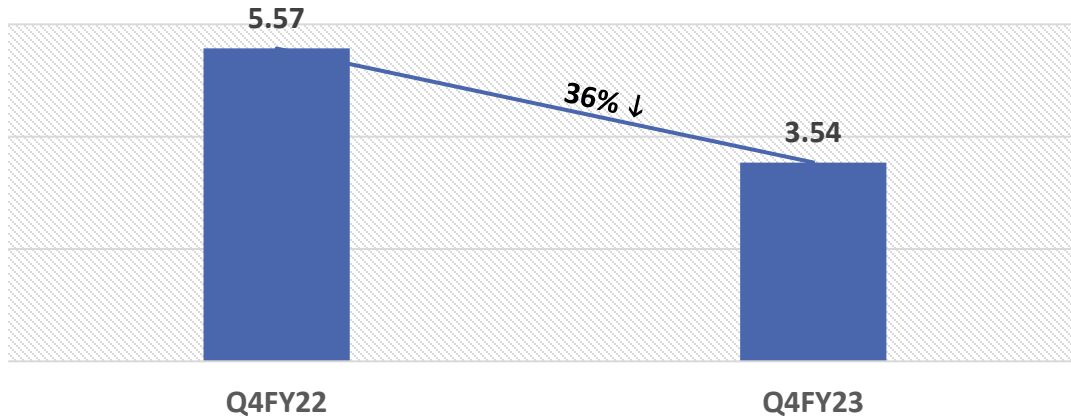


Key achievements

- Leader in Hematinic Market covering Sharkoferrol Brand
- Leader in Anti Biotic Market covering Moxel, Xceft and Mceft brands
- Operating in Dairy and Poultry Market
- Industry is growing 15% whereas Alembic is growing 23% CAGR

Revenue – Q4 FY23

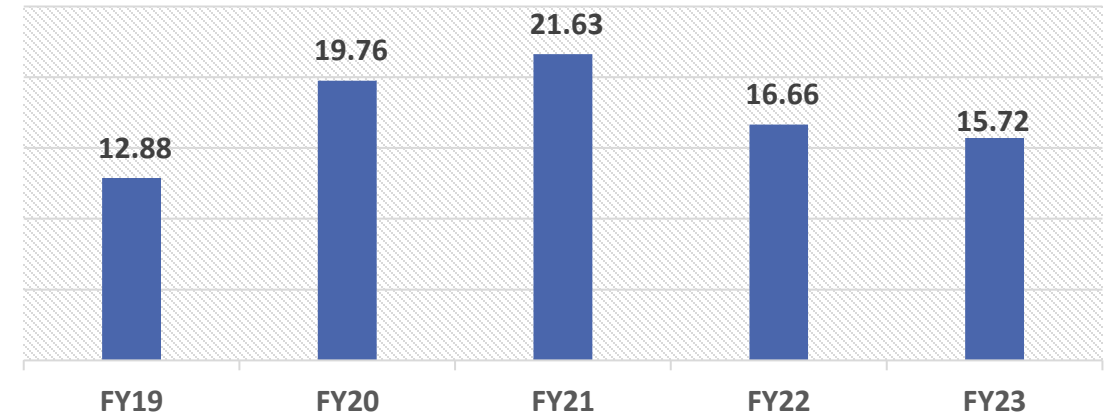
INR Bn



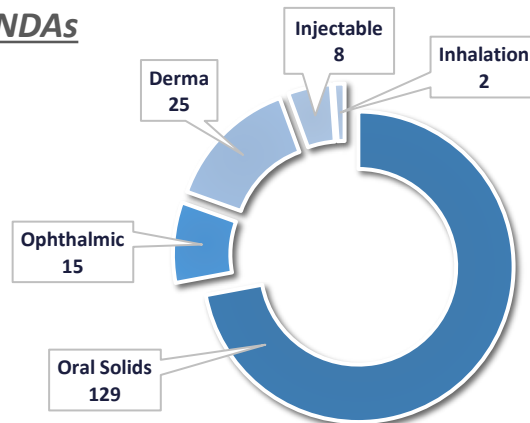
Revenue – Last 5 Years

CAGR - 5%

INR Bn



Approved ANDAs



Total – 179*

* Includes 24
Tentative Approval

Q4 FY23 :- 4 ANDA Filings, 5 Final Approvals

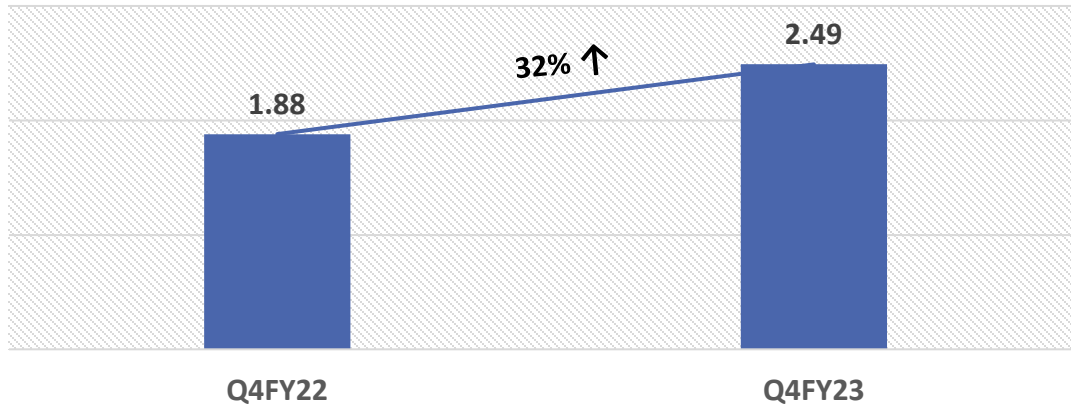
YTD FY23 :- 20 ANDA Filings, 22 Final Approvals

Cumulative :- 245 ANDA Filings, 179 Approvals* and 120 Products Launched so far

- Well-established US front end with strong customer base
- 6 products launched in Q4FY23. Cumulatively 120 products launched in the US market
- 7-10 product launches in Q1FY24. 20+ for FY24.
- Launches from new facilities to drive growth in upcoming quarters.

Revenue : Q4 FY23

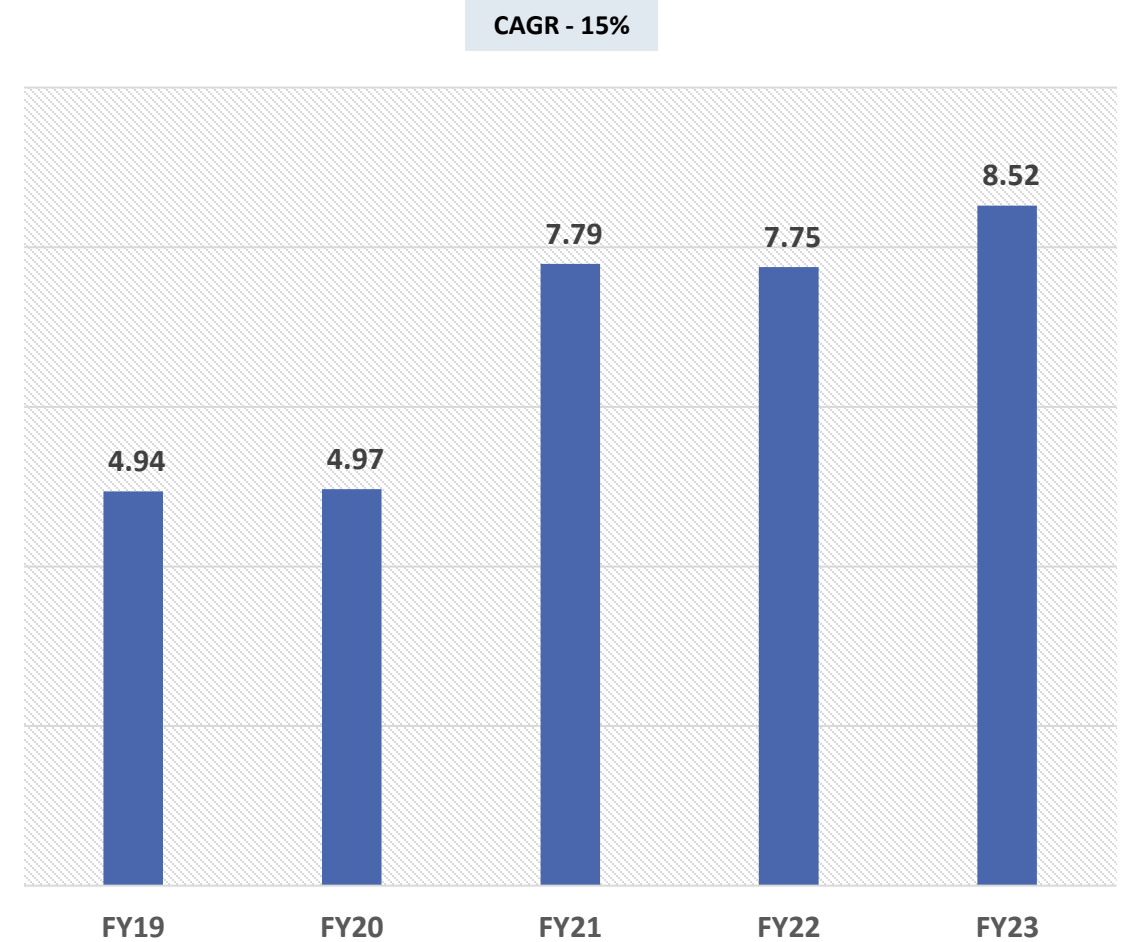
INR Bn



- Ex-US driven by partnership. Delivered 15% CAGR over last 5 years.
- Presence in following key markets
 - Europe, Canada, Australia, Brazil and South Africa
- Future growth to be driven by New launches and territory expansions

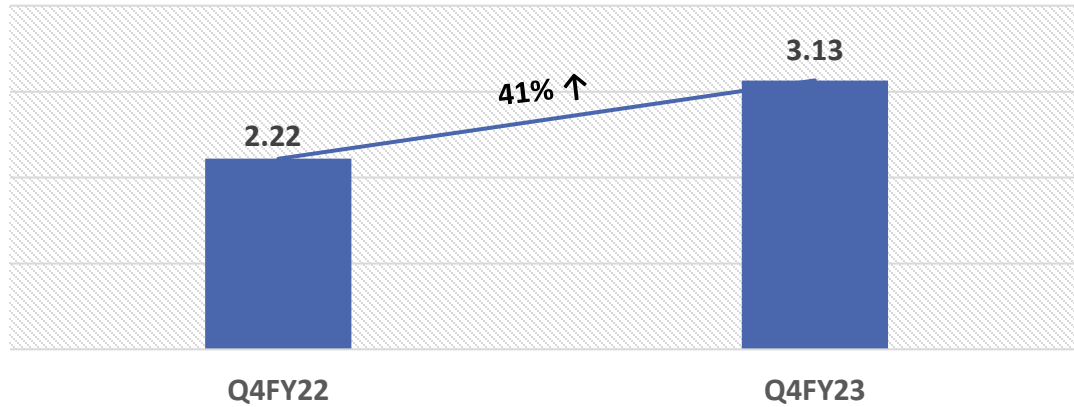
Revenue – Last 5 Years

INR Bn



Revenue : Q4 FY23

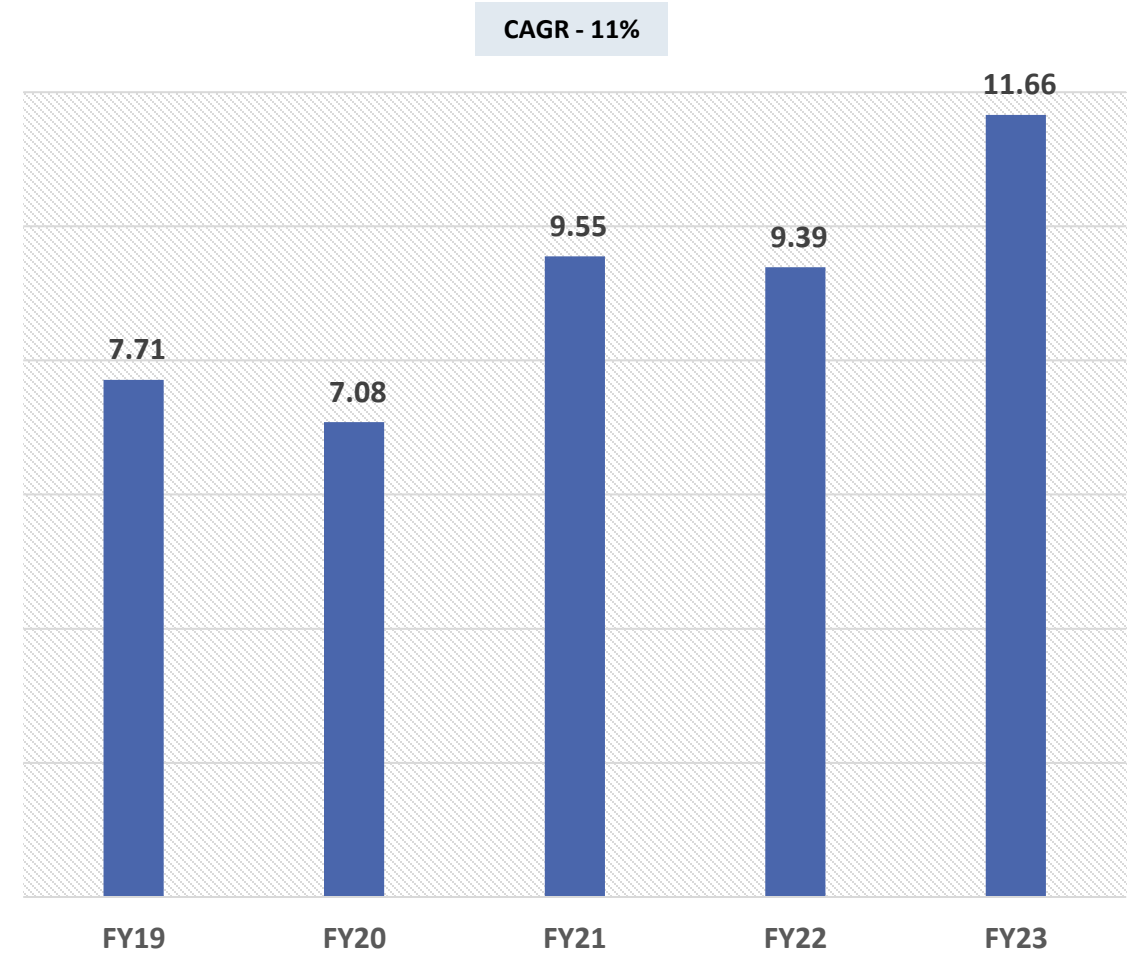
INR Bn



- Growth of 41% on QoQ basis is led by high off-take and better product mix in Q4.
- 6 USDMFs filed in FY23. 131 Cumulative DMF filings with the US FDA.
- Expect steady growth for this business.
- Future capacity expansion is on track.

Revenue – Last 5 Years

INR Bn



Dosage form wise ANDA approval and Launch

Dosage Forms	Q4FY23		FY23	
	Approval*	Launch	Approval*	Launch
OSD	4	3	13	9
Injectable - Gen	-	-	3	-
Injectable - Onco	2	1	3	1
Ophthalmology	1	-	1	-
Dermatology	-	2	7	7
Other	-	-	1	1
Total Revenue	7	6	28	18

*Includes tentative approvals

Q4FY23 - 2
YTDFY23 - 6

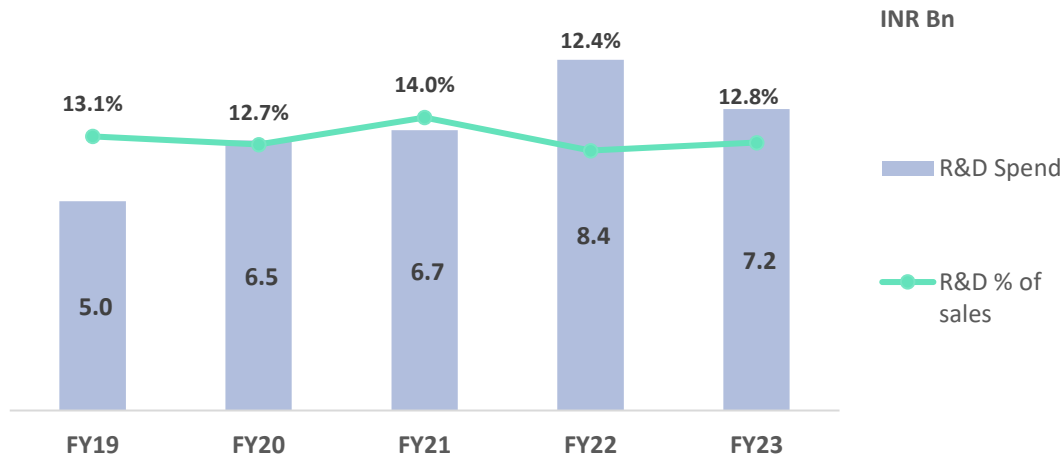
R&D Capabilities

Formulation : Vadodara and Hyderabad

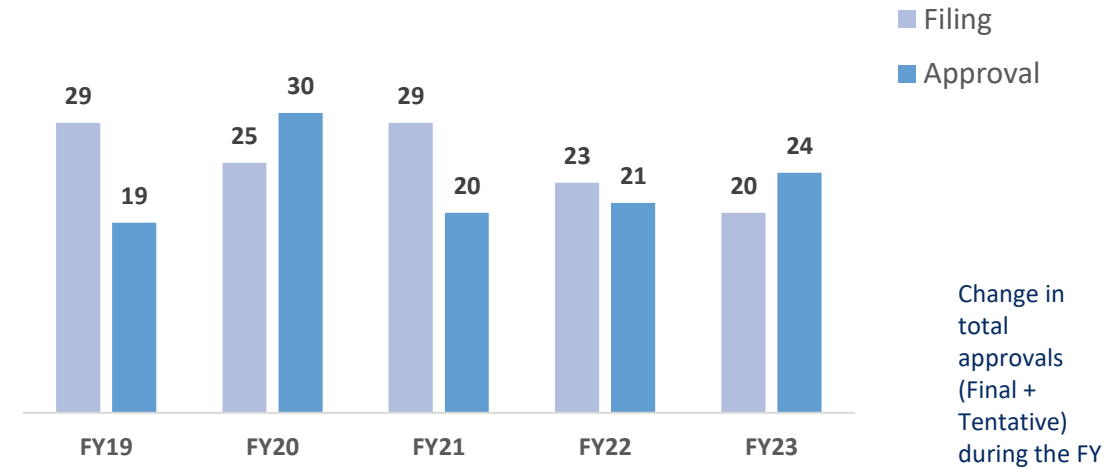
API : Vadodara and Hyderabad

Bio Centre : Vadodara

Significant investments in building capabilities



ANDA – Accelerated filings & approvals



State of the art facilities and infrastructure

Location	Dosage Form	Last USFDA Audit
International Generics		
F1 – Panelav	General Oral Solids	Mar'20
F2 – Panelav	Oncology Oral Solids	Jun'19
	Oncology Injectables	Oct'22
F3 – Karkhadi	General Injectables	Mar'23
	Ophthalmic	
F4 – Jarod	General Oral Solids	Dec'22
Derma - Karkhadi	Various derma forms	Mar'23
API		
API I & II – Panelav		Dec'18
API III – Karkhadi		Jan'20



F2 - Panelav



F3 - Karkhadi



F4 - Jarod

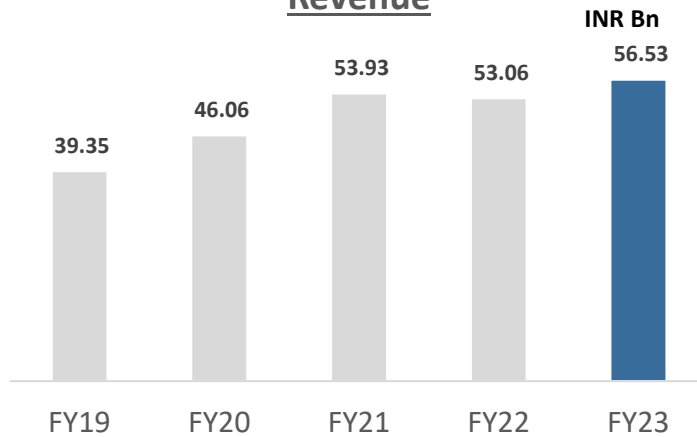


Derma - Karkhadi

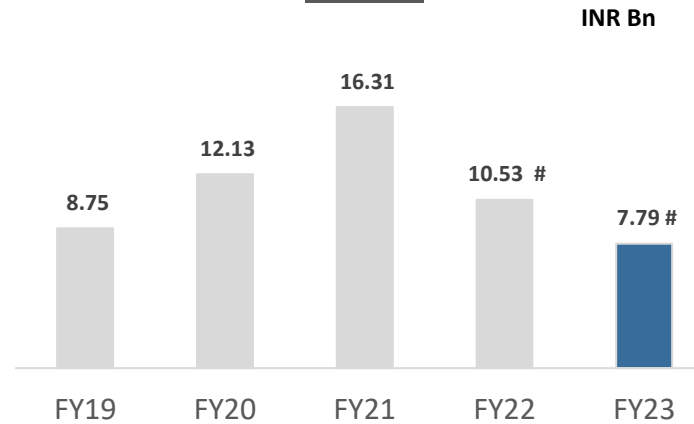
All EIRs in place other than F4 - Jarod

Financials : *Generating consistent returns*

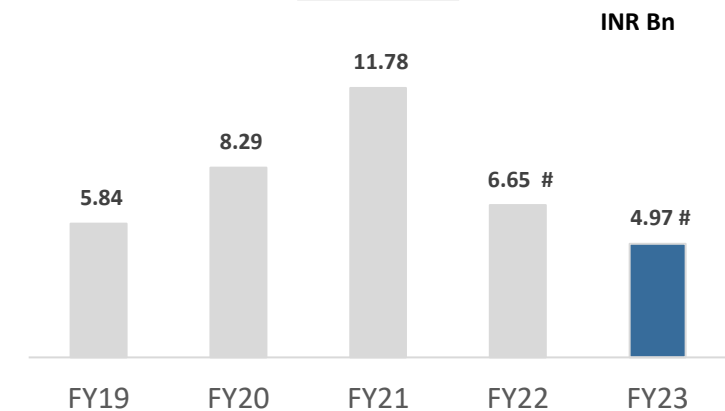
Revenue



EBIDTA



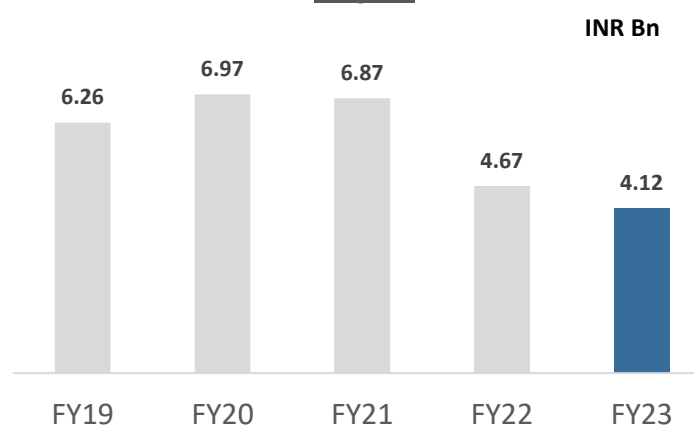
Net Profit



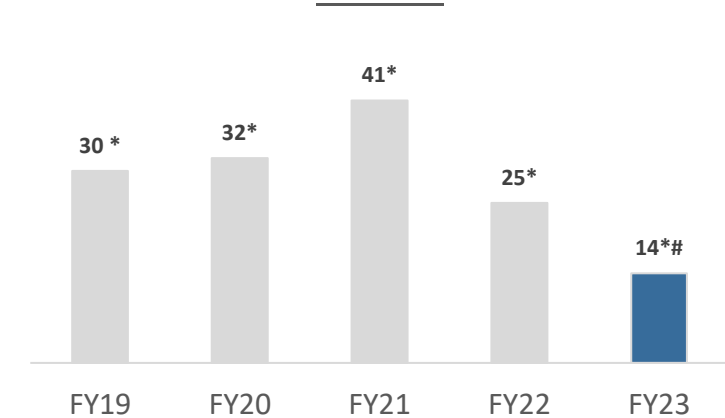
EBIDTA margin %



Capex



ROCE %



* Capital excludes New Projects

Thank you

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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.

