

Alembic Pharmaceuticals Limited

Investor presentation – June 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

Particulars	Q1 FY24	Q1 FY23	Growth	FY23
Net Sales	14.86	12.62	18%	56.53
EBIDTA Pre R&D	3.19	2.43	31%	13.01
Margin %	21%	19%		23%
R&D (Including Aleor's accelerated amortization)	1.19	2.61	-55%	7.22
R&D (Excluding Aleor's accelerated amortization)	1.19	1.46	-19%	5.66
R&D % (Excluding Aleor's accelerated amortization)	8%	12%		10%
EBIDTA Post R&D	2.10	0.09	2367%	6.80
Margin %	14%	1%		12%
Net Profit*	1.21	-0.66	-283%	3.42
Capex	1.26	1.01		4.12
Debt-Equity (Net)	0.11	0.08		0.13

INR Bn

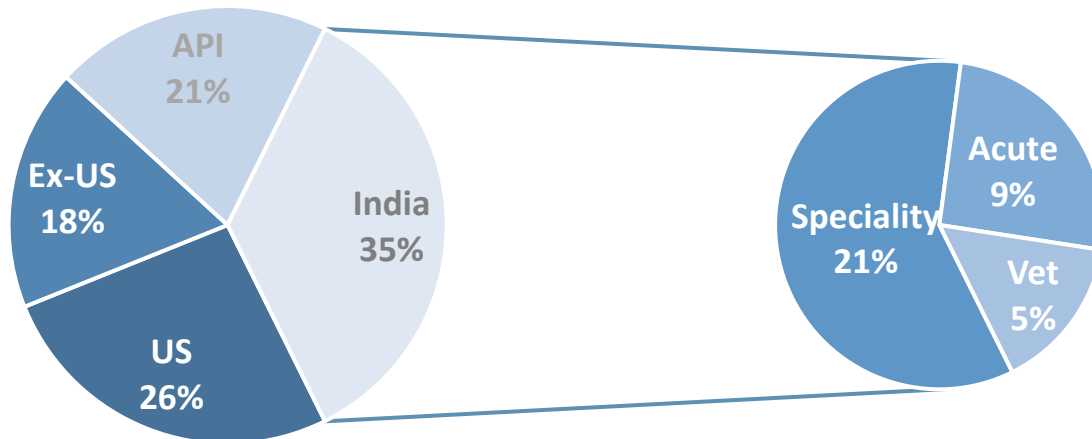
*R&D expense of Q1FY23 and FY23 reflect a non-recurring expenses of Aleor's accelerated amortization of intangible assets, and consolidated Profit reflects the impact of this one-off. For better comparison, R&D expense is presented including and excluding this one-off impact of Rs 115 Cr and Rs 155 Cr for Q1FY23 and FY23, respectively.

Revenue snapshot – Q1FY24

INR Bn

Business	Q4FY23	Q1FY24	Q1FY23	Y-o-Y	Q-o-Q
Formulations					
India	4.90	5.24	4.80	9%	7%
US	3.54	3.90	3.67	6%	10%
Ex-US	2.49	2.66	1.82	46%	7%
API	3.13	3.05	2.33	31%	-2%
Total Revenue	14.06	14.86	12.62	18%	6%

Business Breakup – Q1



Key Highlights :

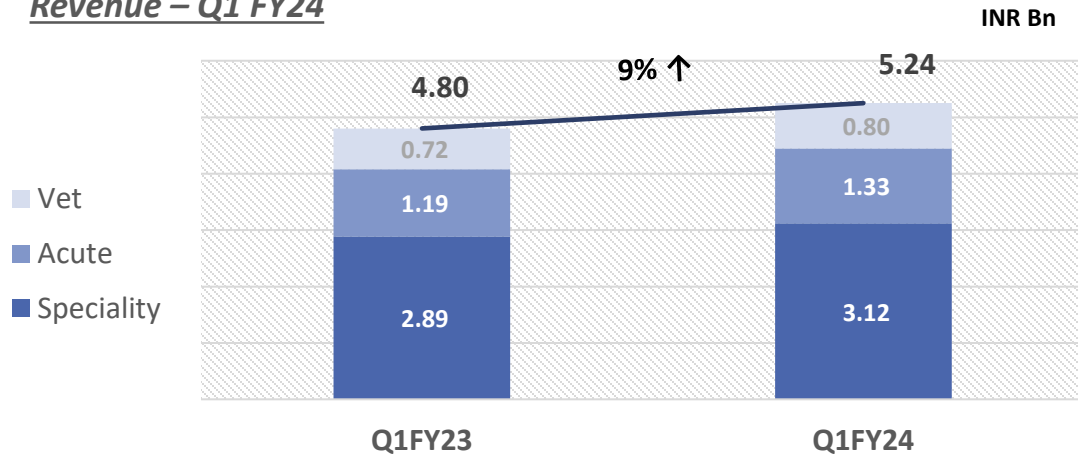
India Branded Business : India Branded Business recorded 9% growth with topline of Rs 524 crores for Q1 FY24. Specialty segment grew by 12% compared to industry growth of 7%.

US Generics : Q1 normalization leading to growth of 10% sequentially and 6% on QoQ basis. Launches from new facilities to drive growth in upcoming quarters.

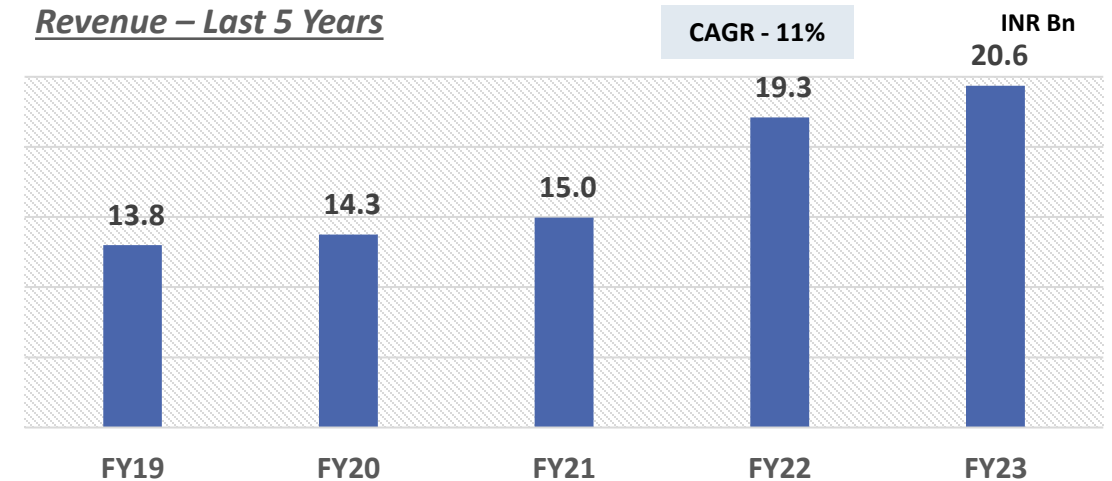
Ex-US Generics : Key portfolio driving growth of 46% on QoQ basis. Demand outlook remains strong. Product registrations as well as dossier extensions to new markets are on track to accelerate growth.

API : Strong momentum delivering growth of 31% on QoQ basis, largely led by high off-take and better product mix. Anticipate good growth in API business for FY24 backed by strong orderbook.

Revenue – Q1 FY24



Revenue – Last 5 Years



Marketing organization

- 5000+ MRs
- 20 Marketing divisions
- 15.8% Product portfolio in NLEM
- Prescribers around 2,27,000

Manufacturing facility

- Sikkim

Key achievements

- India Branded Business recorded 9% growth with topline of Rs. 524 crores for Q1 FY24.
- 3 Brands in top 300.
- Market share is 1.5% of Indian Pharma space as per MAT Jun 23 (Source IQVIA).

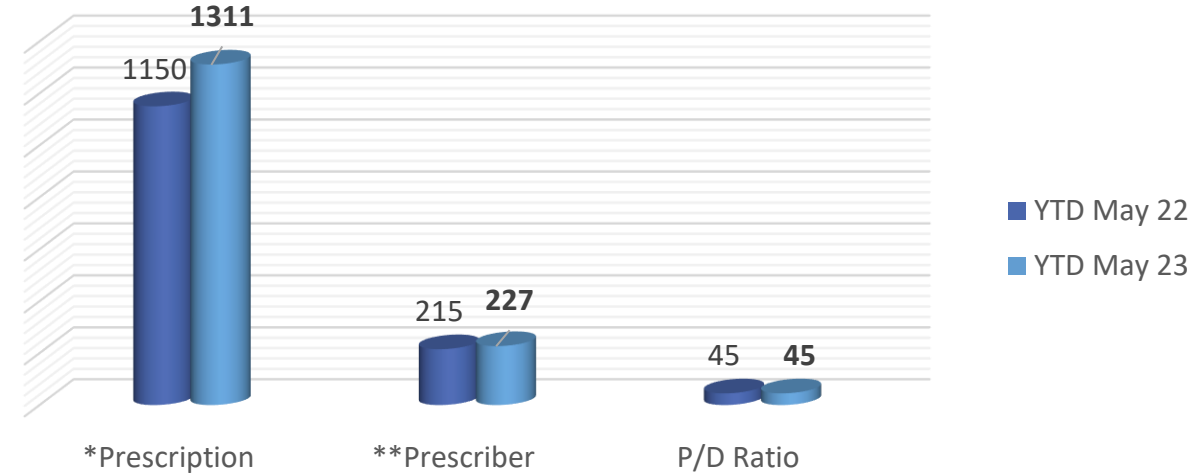
Top Brands with rank and MS%

Leading Brands		
BRANDS	Rank MAT Jun 23	MAT Jun 23 MS%
AZITHRAL	1	32.3
TELLZY	5	4.8
WIKORYL	3	10.3
ALTHROCIN	1	87.1
REKOOL	5	5.4
CETANIL	2	8.1
ULGEL	4	8.9
GESTOFIT SR	2	17.2
ROSAVE	8	2.7
ROXID	1	93.0
CRINA-NCR	1	25.5
LAVETA	6	4.1
BROZEET-LS	3	7.2
HERMIN	4	11.6
GLZ	6	5.3
LACTONIC GRAN	1	45.3

Other Leading Brands		
BRANDS	Rank MAT Jun 23	MAT Jun 23 MS%
ELATA	1	42.3
VEHYCAL-XT	4	7.1
ESTROPLUS	2	39.5
BILAMBIC-M	2	8.5
ISOFIT	6	3.9
ULGE-RAFT	5	7.1
OVIGYN	1	36.2

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

Prescription Business



* Prescription is in lacs.

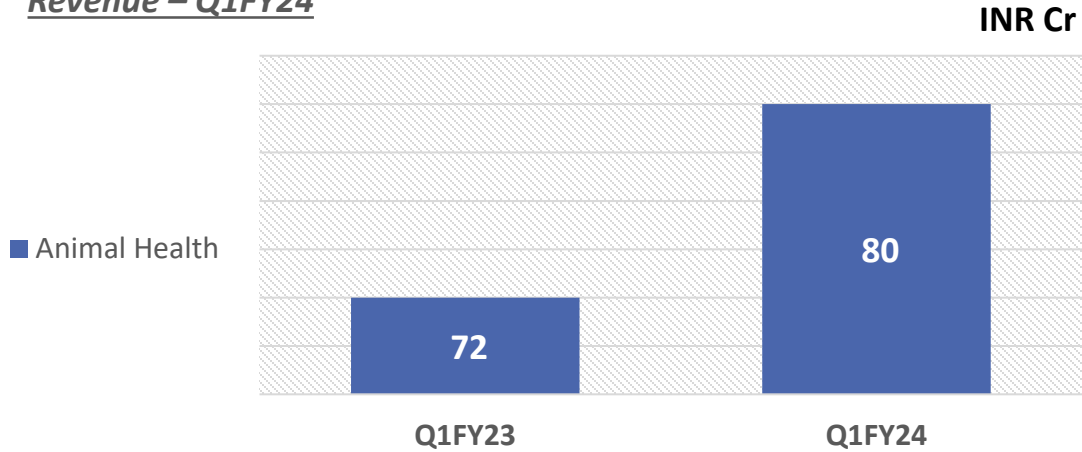
**Avg Prescriber is in '000.

- Prescription wise Alembic Ranks at 18th Position.
- Alembic's prescription base increased from 11.5 Cr in YTD May 22 to 13.1 Cr in YTD May 23, grew by at 14%
- The P/D ratio has remained same YoY.

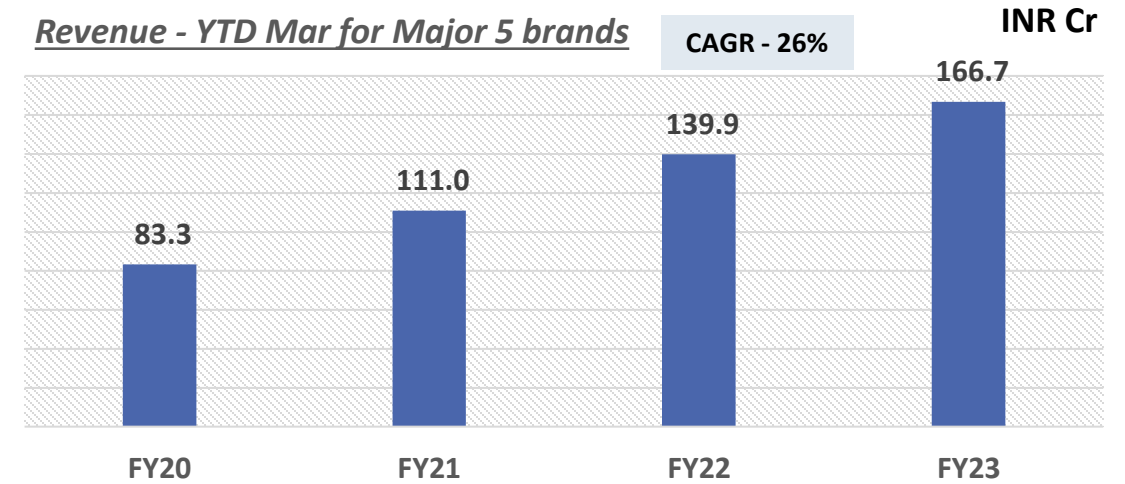
Therapy-wise Performance Q1 FY24

	Q1 FY24				Q1 FY23			
Therapy	IPM Therapy Growth (ORG)	Market Share (ORG)	Alembic Growth (ORG)	Alembic Growth (PRIM)	Therapy Growth (ORG)	Market Share (ORG)	Alembic Growth (ORG)	Alembic Growth (PRIM)
Gynecology	6	3.1	19	16	22	2.8	37	45
Cardiology	10	1.8	8	9	0	1.9	10	11
Gastrology	5	1.2	4	-5	13	1.3	9	11
Anti Diabetic	6	1.4	11	8	5	1.3	28	28
Orthopaedic	8	0.8	11	8	17	0.8	35	55
Nephro / Uro	12	1.7	13	18	21	1.6	12	32
Ophthalmology	9	2.0	31	29	25	1.7	42	69
Dermatological	8	0.2	4	4	3	0.2	46	37
SPECIALTY	7	1.5	12	8	10	1.4	21	23
Anti Infective	10	2.1	19	12	-16	1.9	-49	-44
Cold & Cough	10	4.2	10	9	-28	4.2	-14	-10
ACUTE	10	2.5	16	11	-19	2.4	-41	-37
OVERALL	9	1.4	11	9	-1	1.4	-3	0

Revenue – Q1FY24



Revenue - YTD Mar for Major 5 brands

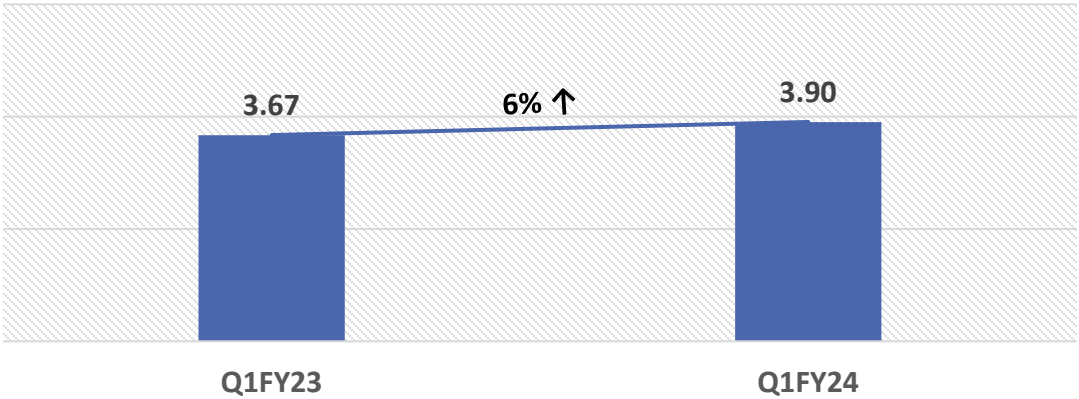


Key achievements

- 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 – Q1 FY24

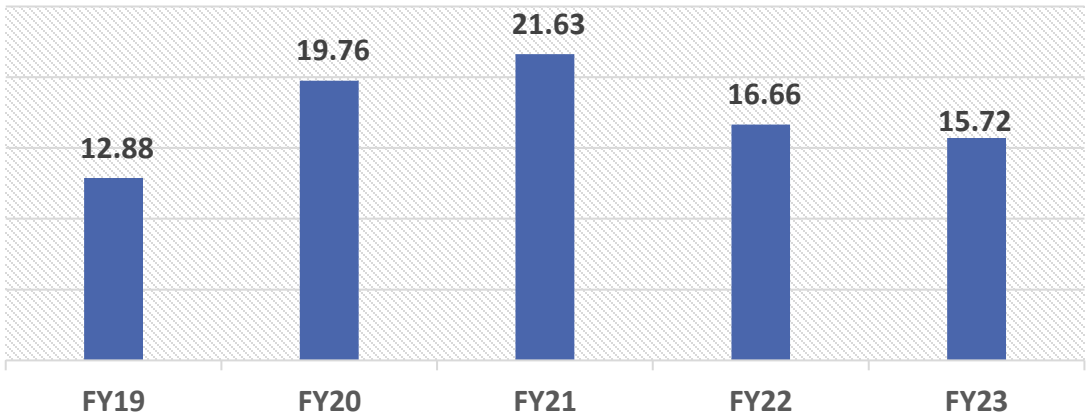
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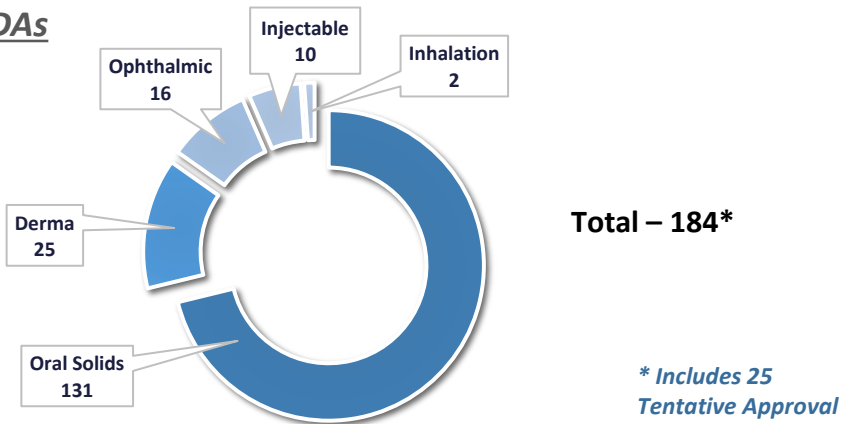
Revenue – Last 5 Years

CAGR - 5%

INR Bn



Approved ANDAs

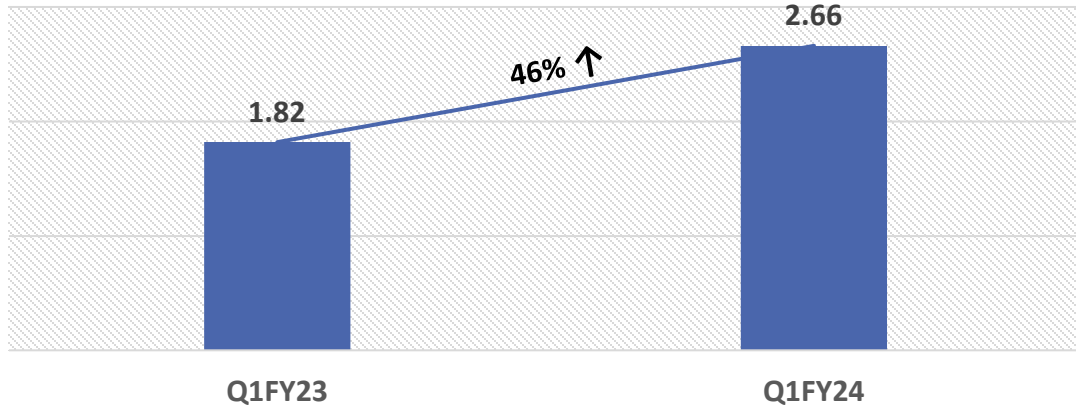


Q1FY24 :- 5 ANDA Filings, 4 Final Approvals
Cumulative :- 250 ANDA Filings, 184 Approvals* and 126 Products Launched so far

- Well-established US front end with strong customer base
- 6 products launched in Q1FY24. Cumulatively 126 products launched in the US market
- 20+ product launches in FY24.
- Launches from new facilities to drive growth in upcoming quarters.

Revenue : Q1 FY24

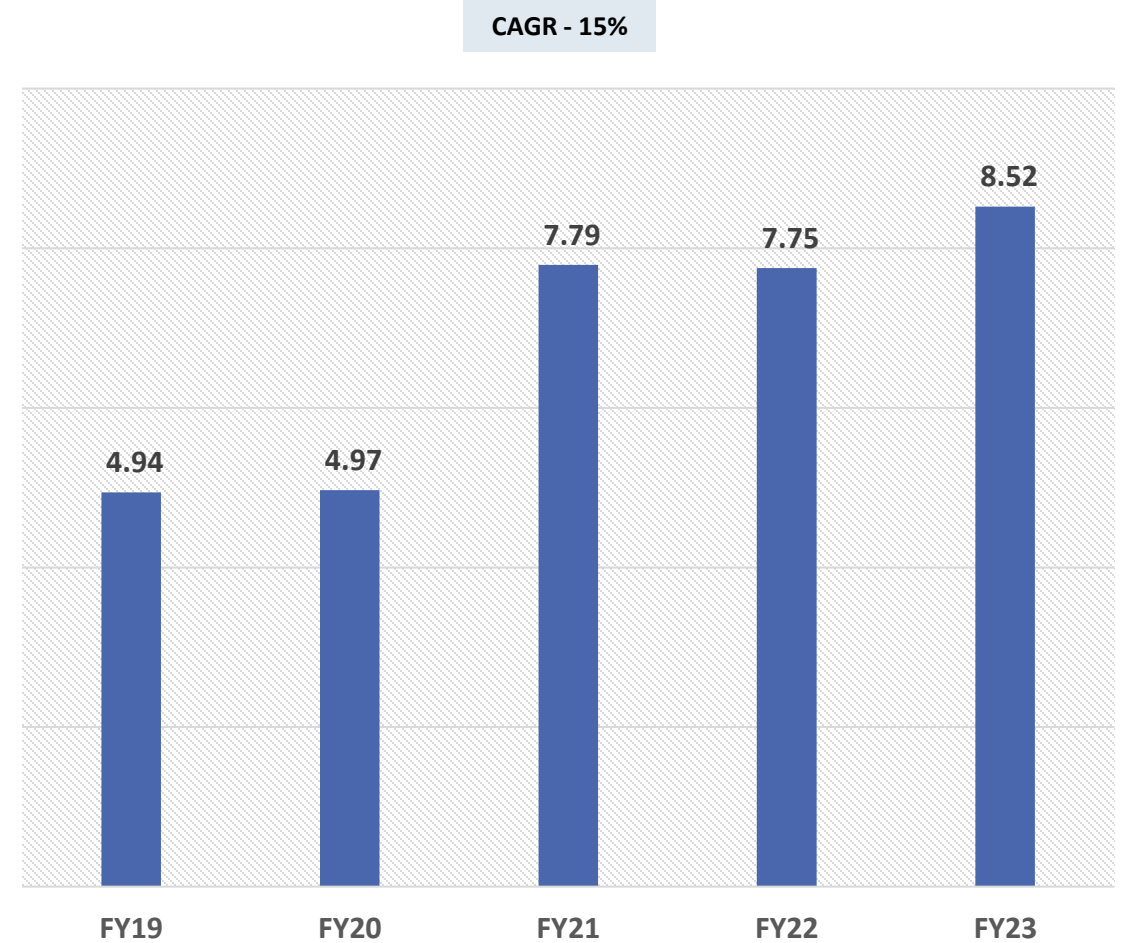
INR Bn



- Recorded 46% growth led by robust demand across markets.
- 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

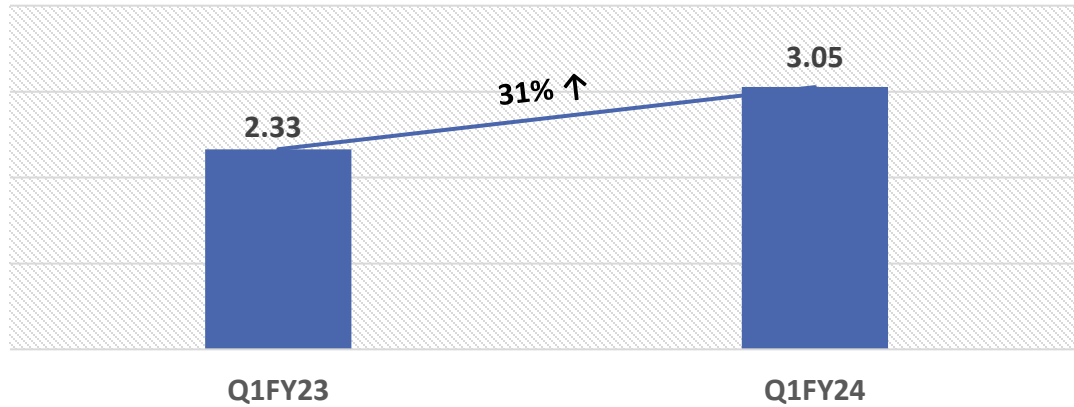
Revenue – Last 5 Years

INR Bn



Revenue : Q1 FY24

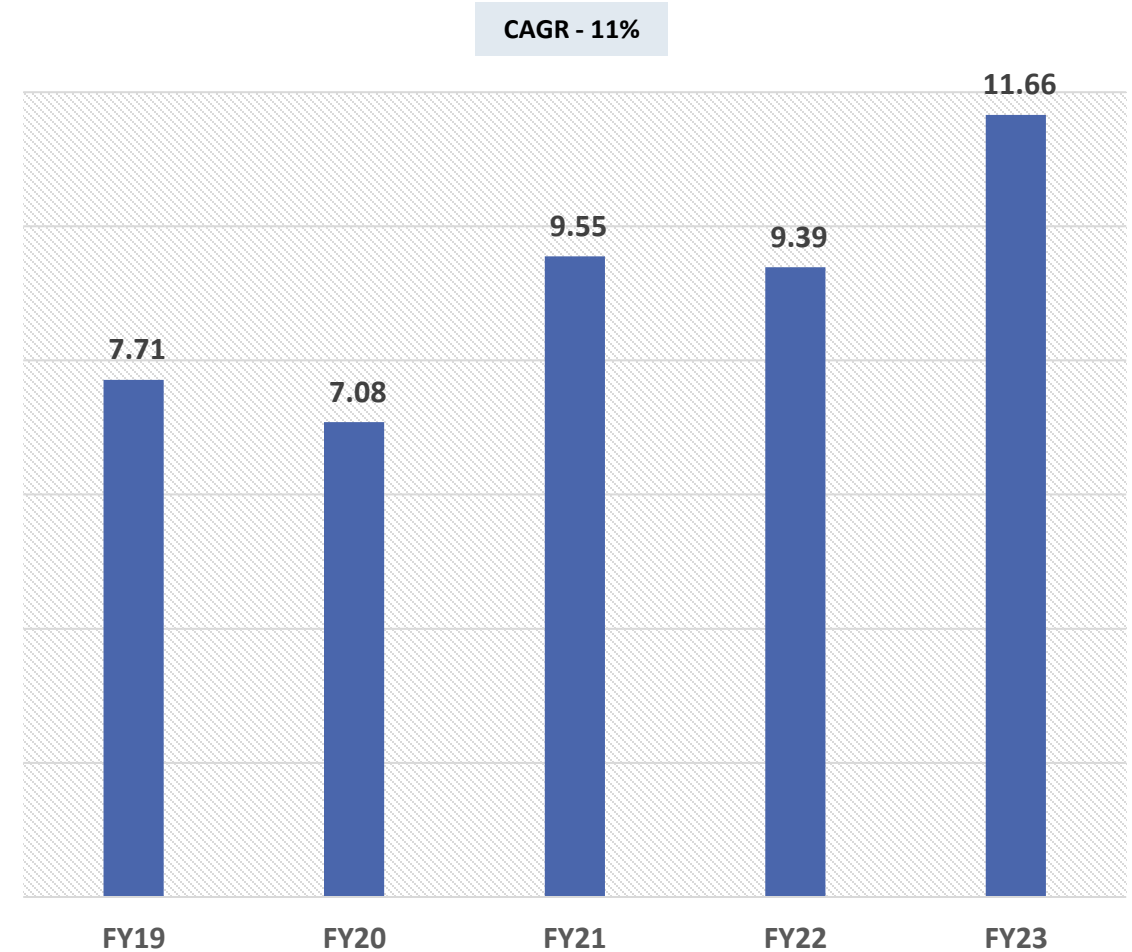
INR Bn



- Growth of 31% on QoQ basis is led by high off-take and better product mix in Q1.
- 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	Q1FY24	
	Approval*	Launch
OSD	2	2
Injectable - Gen	2	1
Injectable - Onco	-	2
Ophthalmology	1	-
Dermatology	-	1
Other	-	-
Total Revenue	5	6

*Includes tentative approvals
Q1FY24 - 1

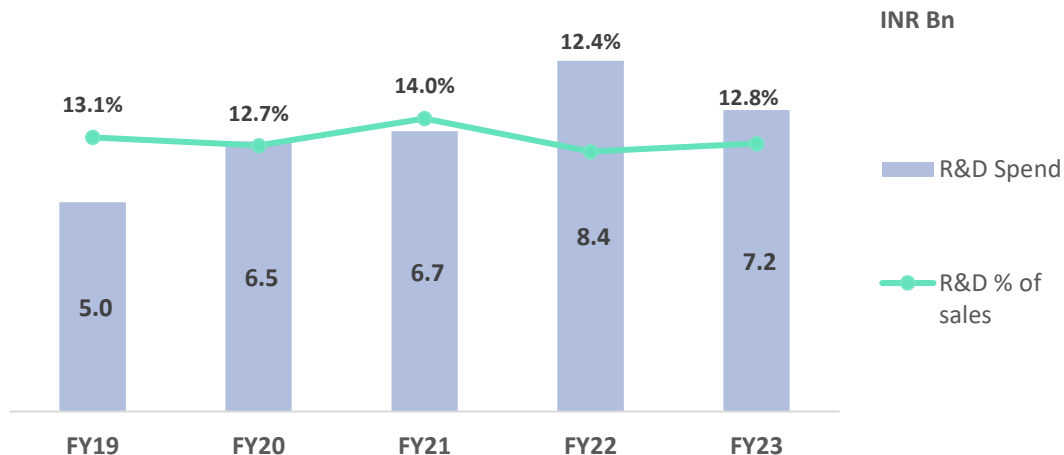
R&D Capabilities

Formulation : Vadodara and Hyderabad

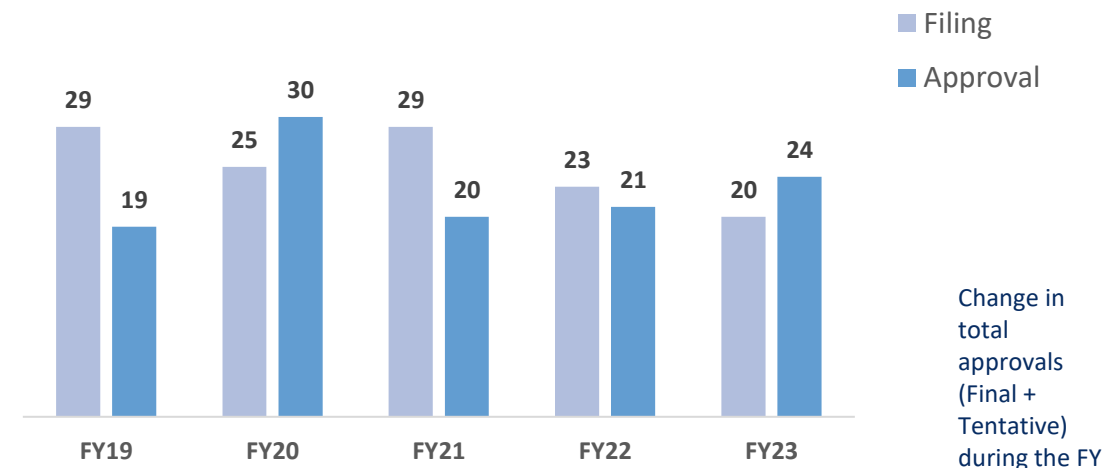
API : Vadodara and Hyderabad

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
F5 - Karkhadi	Dermaceuticals	Mar'23
API		
API I & II – Panelav		Dec'18
API III – Karkhadi		Jan'20



F2 - Panelav



F3 - Karkhadi



F4 - Jarod

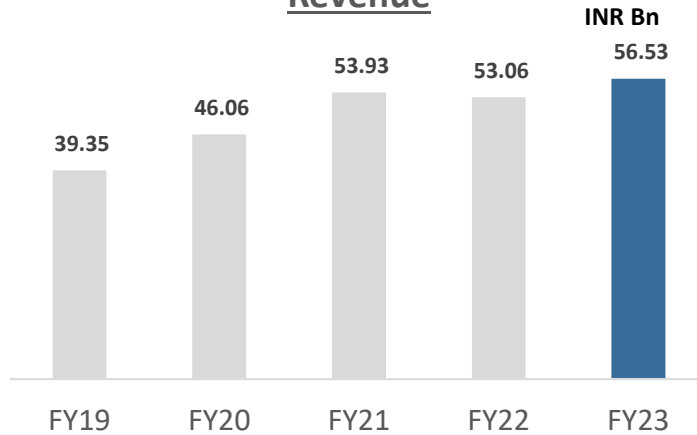


F5 - Karkhadi

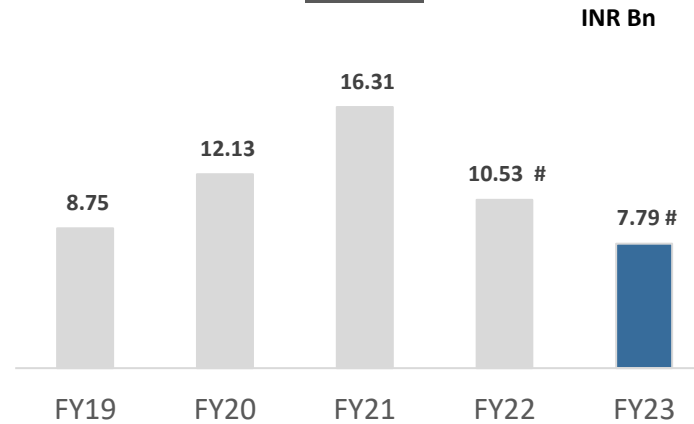
All EIRs in place

Financials : *Generating consistent returns*

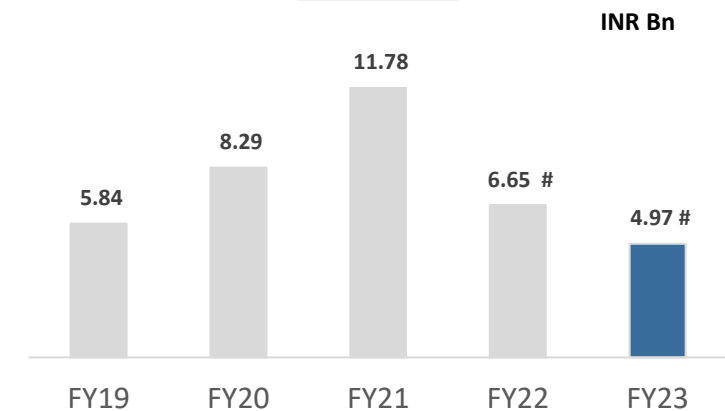
Revenue



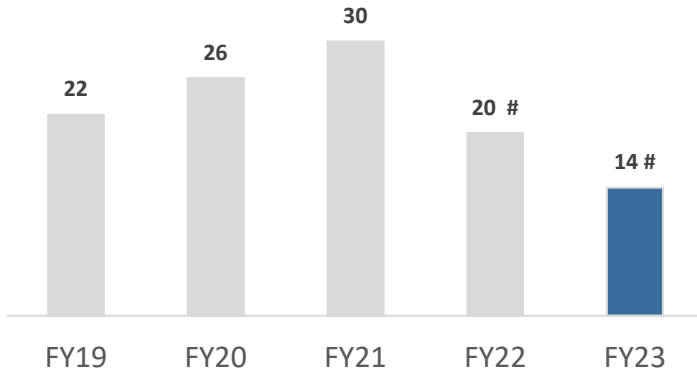
EBIDTA



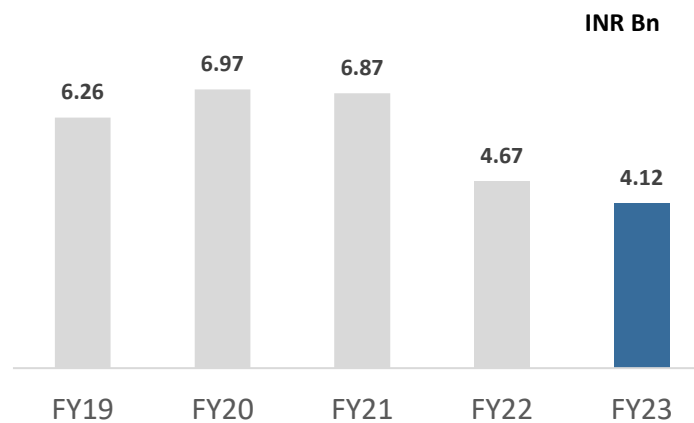
Net Profit



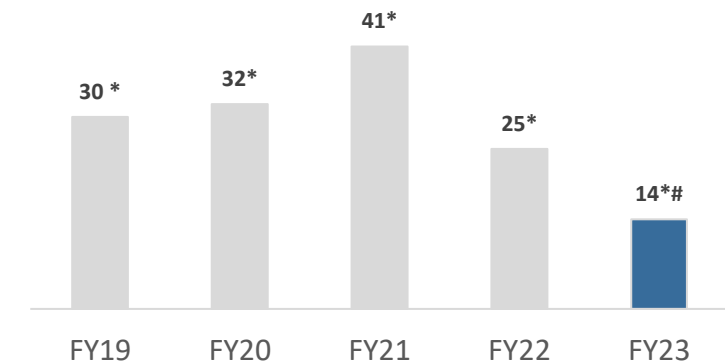
EBIDTA margin %



Capex



ROCE %



* Capital excludes New Projects

Thank you

Safe Harbour Agreement:

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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.

