



Alembic Pharmaceuticals Limited

Investor Presentation Q2FY25

Nov 07, 2024

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.

Quarterly Snapshot



INR Bn

Revenue
16.48



3% YoY
6% QoQ

R&D
8% of Sales

EBIDTA
2.57



18% YoY
7% QoQ

EBIDTA Margin
15.6%

Net Profit
1.53



12% YoY
14% QoQ

Net Profit Margin
9.3%

Key Highlights :

India Branded Business : India Branded Business recorded 6% growth with topline of INR 6.09 billion for Q2 FY25.

US Generics : Growth of 5% on YoY basis led by market share gain in few selected products, partially offset by price erosion. New launches to drive growth in coming quarters.

Ex-US Generics : Business posted robust growth of 18% with topline of INR 2.98 Bn for Q2 FY25. Growth momentum will continue in FY25 backed by strong orderbook.

API : De-Growth of 15% on YoY basis, on account of low off-take from few selected customers. Business continues to maintain a solid foundation for future growth.

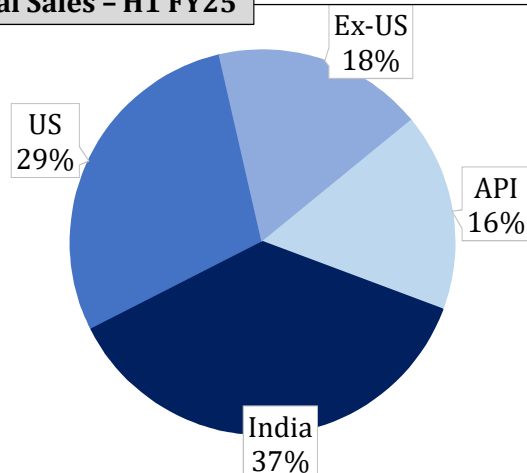
Revenue Snapshot



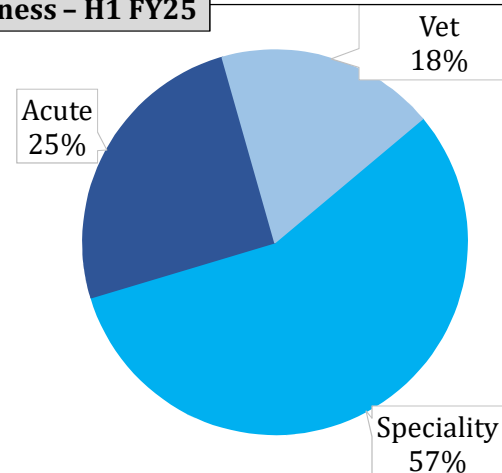
INR Bn

Business	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
Formulations								
India	6.09	5.77	6%	5.72	7%	11.81	11.01	7%
US	4.67	4.44	5%	4.61	1%	9.28	8.34	11%
Ex-US	2.98	2.52	18%	2.71	10%	5.68	5.18	10%
API	2.74	3.22	-15%	2.59	6%	5.32	6.28	-15%
Total Revenue	16.48	15.95	3%	15.62	6%	32.10	30.81	4%

Geographical Sales - H1 FY25

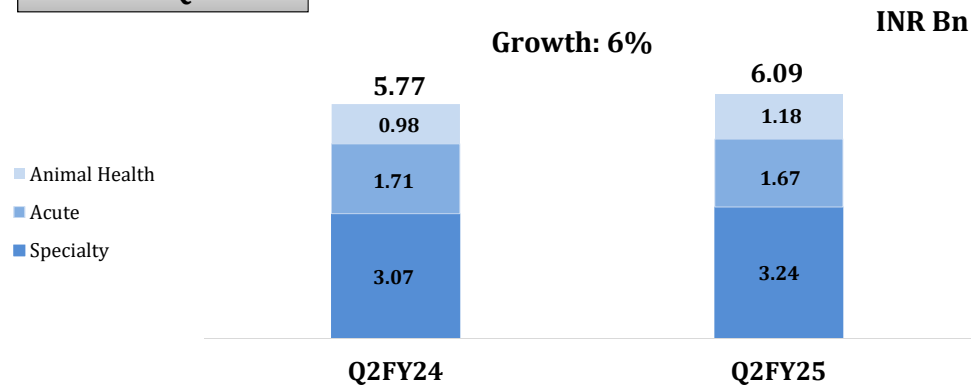


India Business - H1 FY25

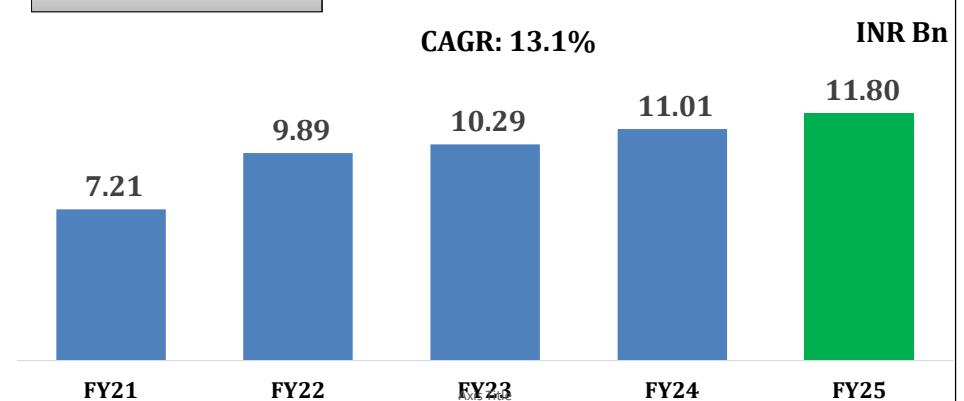


Diversified Therapy Presence

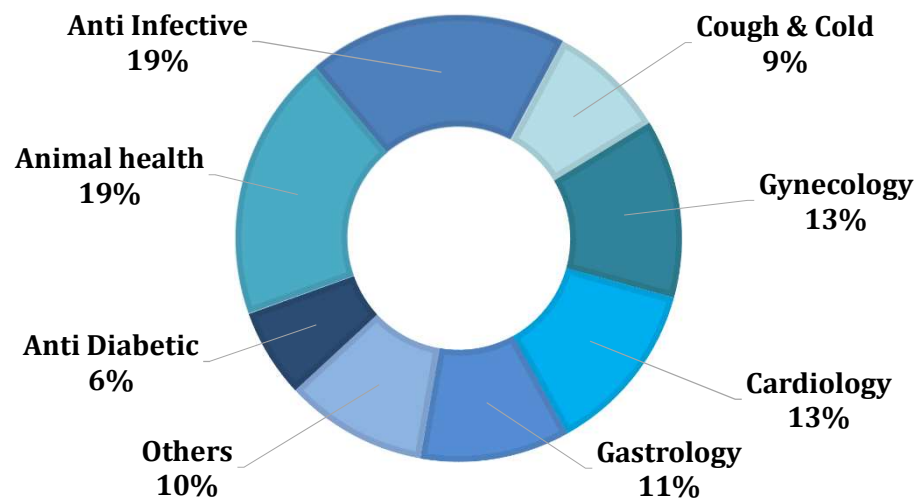
Revenue - Q2 FY25



Revenue - H1 FY25



Sales Mix - Q2 FY25



- India Business recorded 6% growth with topline of INR 6.09 billion for the quarter.
- Alembic ranked 20th in IPM.
- 13% Product portfolio in NLEM.
- 5200+ MRs with 21 Marketing divisions.
- Market share is 1.4% of Indian Pharma space and 4 brands with revenue of INR 1 billion (Source: IQVIA MAT Sep-24)

Branded Business – Rx driven rankings

Top Brands with Rank and Market Share

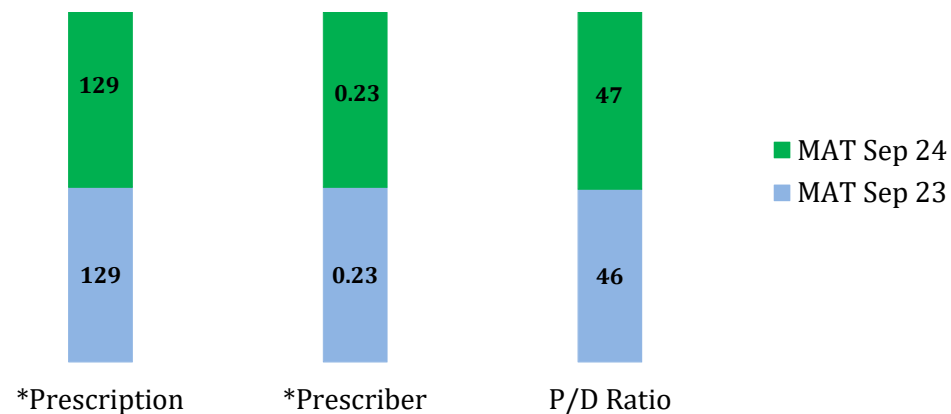
BRANDS	Rank Q2 FY 25*	MS% Q2 FY 25	BRANDS	Rank Q2 FY 25*	MS% Q2 FY 25
AZITHRAL	1	29.8	WIKORYL	3	9.9
ALTHROCIN	1	86.7	CLOFF	3	13.1
CRINA-NCR	1	29.8	ISOFIT	3	5.0
ROXID	1	94.5	SHARKOFERROL	3	5.0
LACTONIC	1	51.3	BLADMIR	3	12.2
DELTONE	1	65.3	PROTINULES	3	10.9
GERIJOINT	1	45.6	BILAMBIC-M	3	7.6
ELATA	1	47.7	ISOFIT SR	3	15.8
CETANIL	2	7.4	ULGEL	4	8.4
GESTOFIT SR	2	18.2	ETRIK	4	5.3
BROZEET-LS	2	7.0	VELDROP	4	5.1
ESTROPLUS	2	34.9	TELLZY	5	4.4
FREEGO	2	12.3	REKOOL	5	5.0
TRAVISIGHT	2	14.2	ULGE-RAFT	5	8.1

*Above ranks are based on respective Molecule group



Driving overall Prescription Business

*Figures in Mn



- Prescription wise Alembic ranks at 18th Position.
- Alembic's prescription 129 million as per MAT Sep 24 with growth in prescriber base.

Source: IQVIA Sep-24

High focus therapies



- Gynecology, Cardiology, Anti Diabetic and Ophthalmology have shown good growth.

Q2 FY25 Growth Comparison		
Therapy	APL	Market*
Gynaecology	8%	7%
Gastrointestinal	7%	13%
Anti Diabetic	18%	13%
Cardiology	11%	15%
Ophthalmology	13%	-1%

*Above market growth are based on respective Molecule group

Source: IQVIA Qtr Sep-24

New Launches



New launches continue to do well along with promising future launches across key segments.

Therapy	Molecule	Brands	Launch	Q2 FY25 INR Mn
Gynecology	Dydrogesterone / Dydrogesterone SR	ISOFIT/ISOFIT SR	2022	187
	Iron Ferric	RICHAR-FCM/TUFEHART	2023	43
Gastrointestinal	Raft Mkt	ULGERAFT/EVARAFT/EXCERAFT	2022	96
	Vonoprazan	MONOVONO/VONOFIDE	2024	5
Oral Anti Diabetic	Dapaglifozin + Sitagliptin + Metformin	VOAGE-MS/SITALEMBIC-MD	2023	65
	Dapaglifozin + Vildagliptin+Metformin	GLIPY-DM	2023	14
	Glimepi. + Metformin + Sitagliptin	GLISEN-SM	2024	0.3
	Dapaglifozin + Sitagliptin	VOAGE-S/SITALEMBIC-D	2022	41
	Dapaglifozin + Vildagliptin	GLIPY-D/VOAGE-V	2022	31
	Sitagliptin + Metformin	SITALEMBIC-M	2022	32
Ortho	Tofacitinib	TOFASTAR/TOFAZIFF/JAKBIC	2023	14

Source: IQVIA Qtr Sep-24

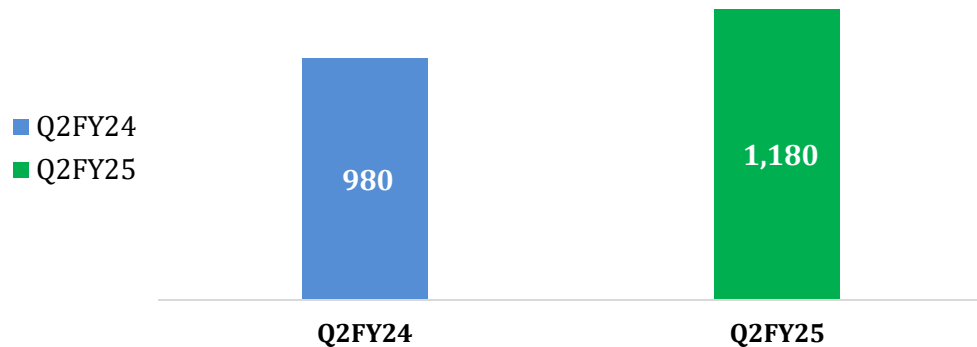
Animal Health Business



Revenue - Q2 FY25

Growth 20%

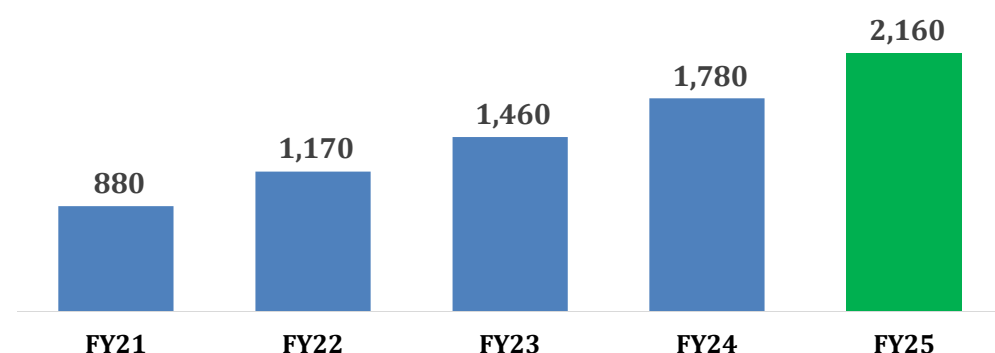
INR Mn



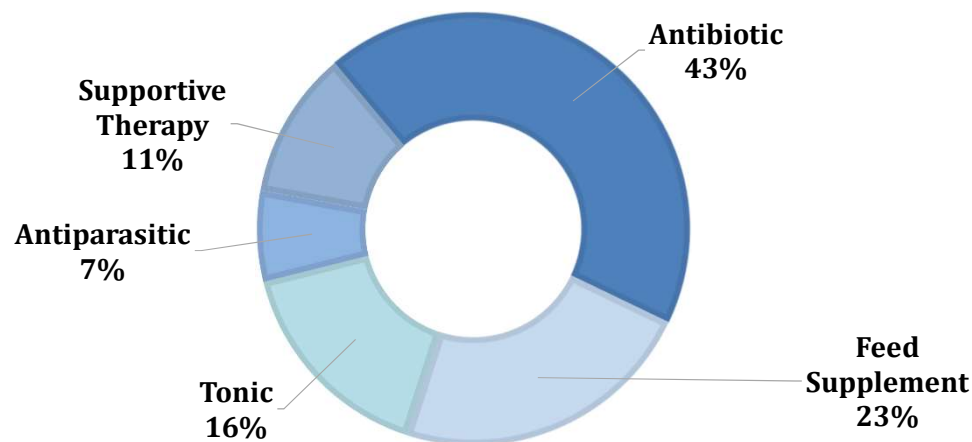
Revenue - H1 FY25

CAGR 25.0%

INR Mn



Sales Mix - Q2 FY25



- Operating in Livestock and Poultry and Companion animal market.
- Leaders in Hematinic and Antibiotic market with Sharkoferrol, Moxel, Xceft and Mceft brands.
- Animal Health business recorded growth of 20%. Basket of strong brands continue to drive outperformance.
- Brand basket:

Annual Sales value	INR Mn			
	Above 300	200-300	100-200	20-100
No of brands	5	1	6	18

Technology transforming business

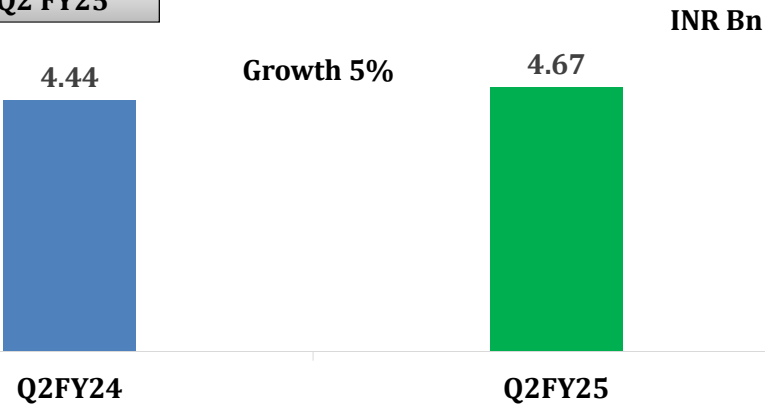


- Deployment of Ipads for MR interaction with the Healthcare Medical Professional's (HMP's) - Upgrading our scope to communicate medico-marketing content to the HMP for our brands along with an increased time spend during calls.
- Upgraded to Salesforce platform for India field force to get better control, consistency in execution and drive better orientation towards HMP's. Salesforce platform will help field force to get 360 degree view of HMP's on real-time basis.
- Upgradation of data-platform modernization by deploying SNOWFLAKE for real-time big data analytics to accelerate business.
- Deployment of GenAI-powered conversational BOT (to be named Alembic's Ask TARA) on WhatsApp by the company to resolve queries, guide, support, and enhance the productivity of the employees. Development of this AI capability has been done using OpenAI's latest GEN-AI models & AWS cloud infrastructure and it is going to be launched in phases.

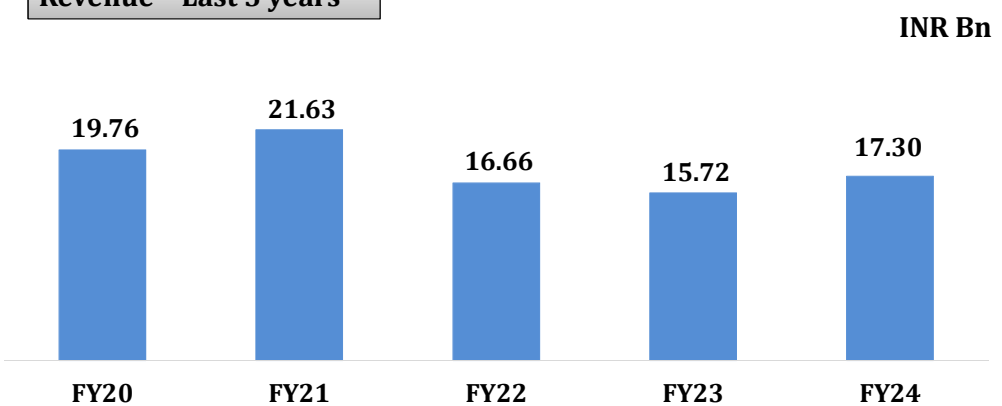
US Business



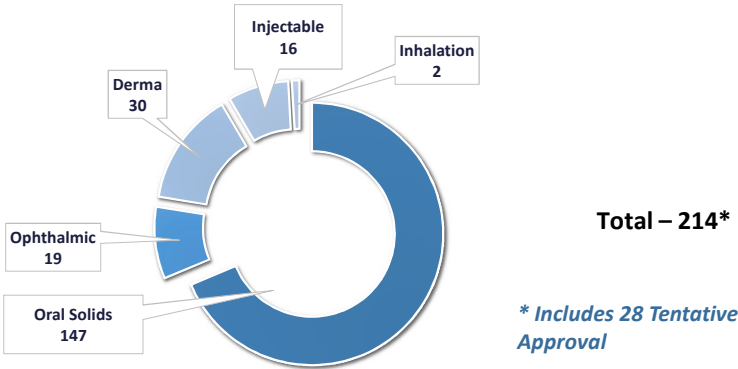
Revenue- Q2 FY25



Revenue - Last 5 years



Approved ANDAs



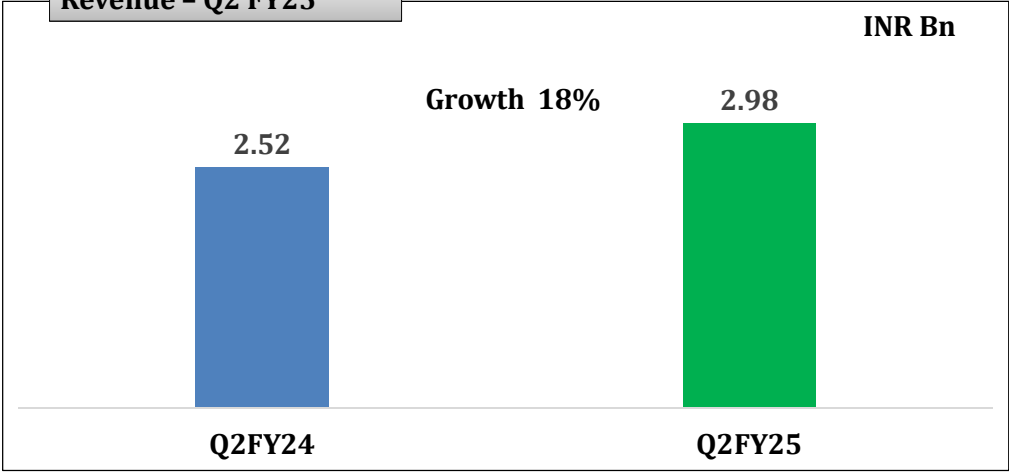
Q2FY25 :- 1 ANDA Filings, 7 Final Approvals
H1FY25 :- 4 ANDA Filings, 16 Final approvals
Cumulative :- 263 ANDA Filings, 214 Approvals* and 157 Products Launched so far

- Well-established US front end with strong customer base
- 8 products launched in Q2FY25. Cumulatively 157 products launched in the US market
- 10+ product launches in H2 FY25
- Products from new facilities to drive growth in coming quarters
- Capacity expansion in Oral solids is underway to meet immediate demand in US and Ex-US market

Ex-US Business

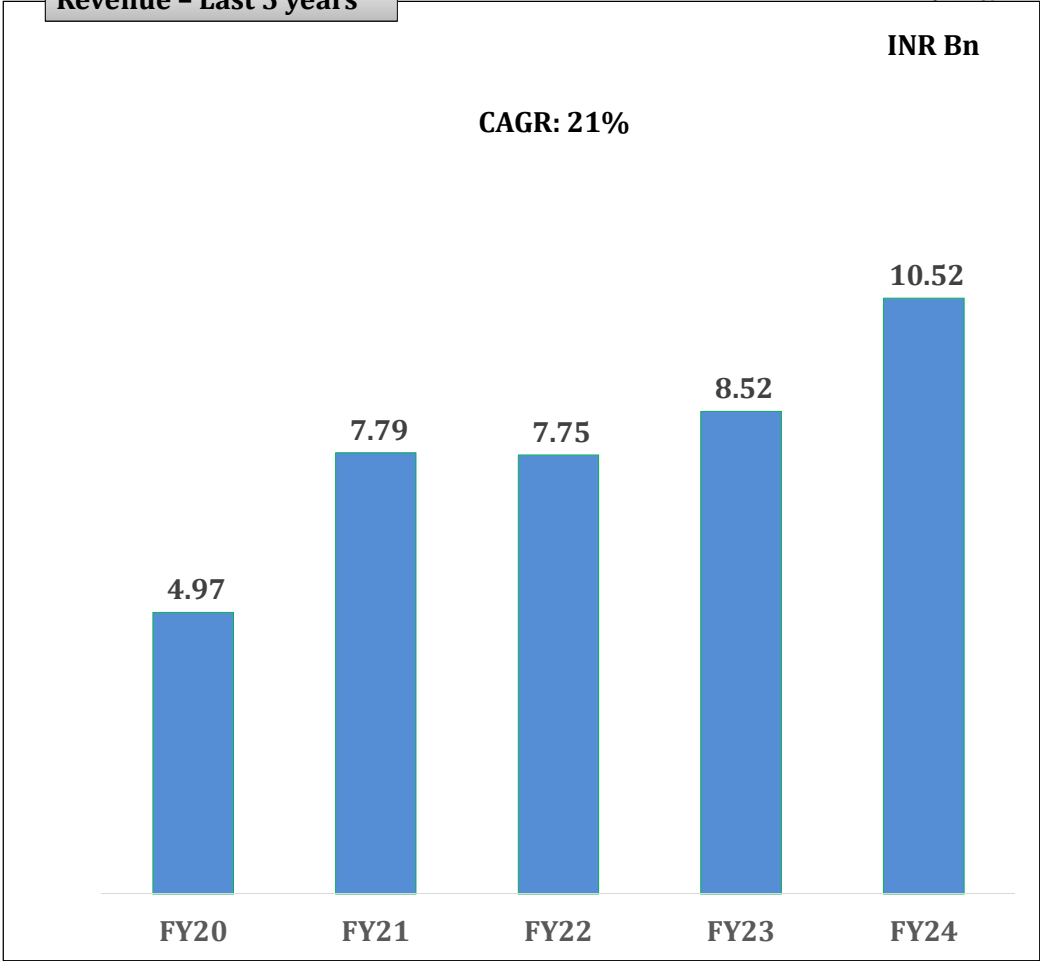


Revenue - Q2 FY25



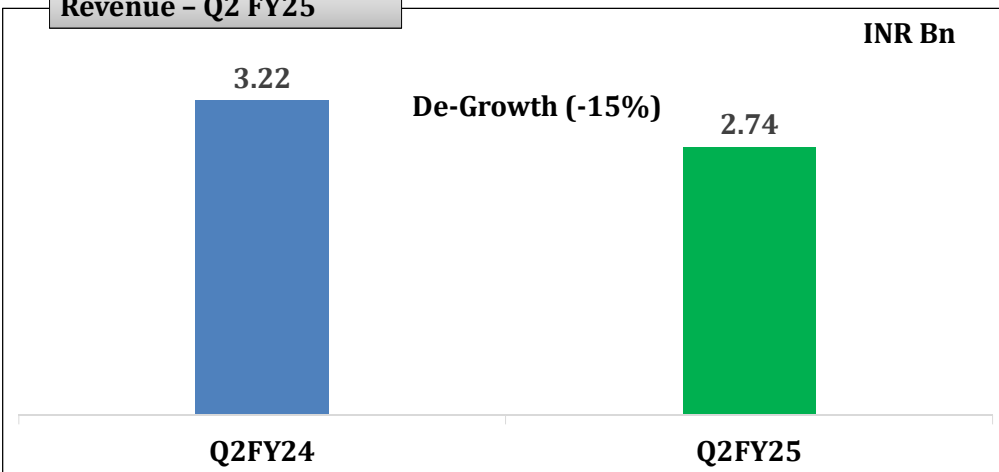
- Robust growth of 18% driven by high demand across the markets
- Ex-US driven by partnership in following key markets
 - Europe, Canada, Australia, Brazil and South Africa
- Sales operations intensified in Chile
- Future growth will be fueled by new launches and territory expansion

Revenue - Last 5 years



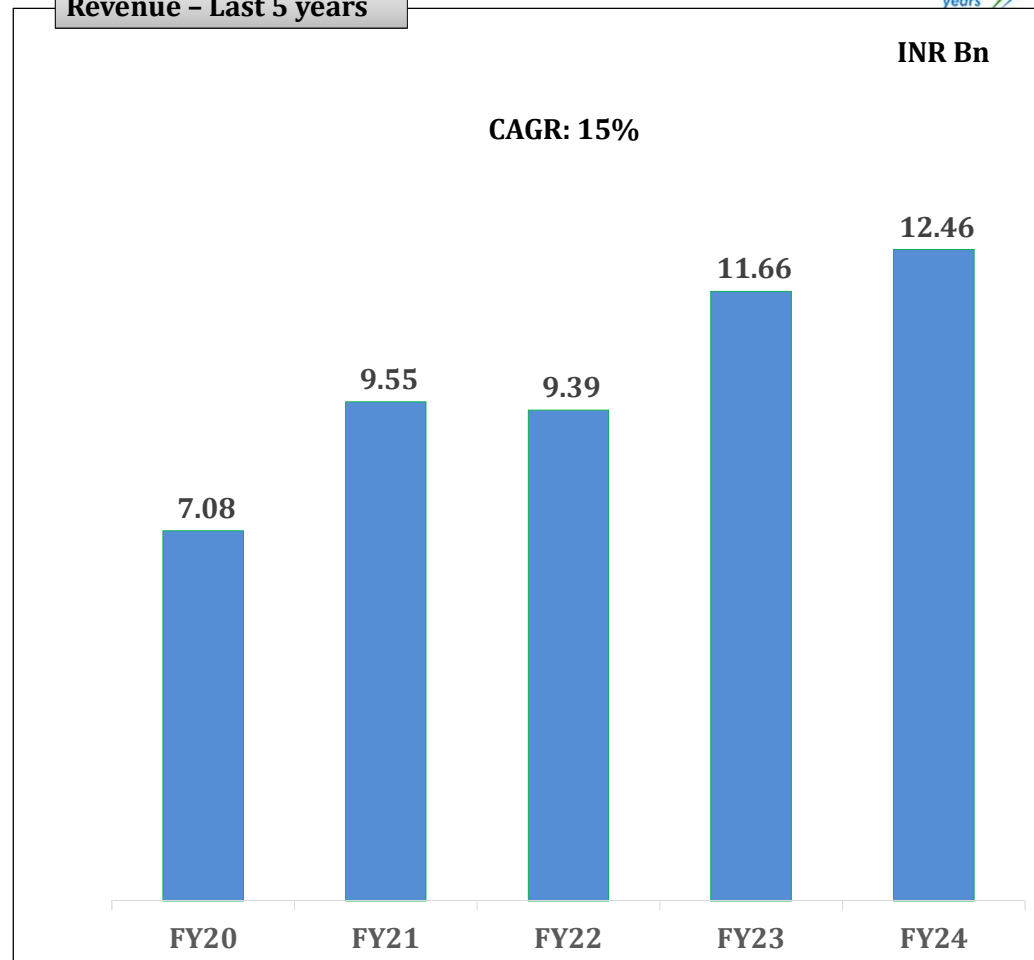
API Business

Revenue - Q2 FY25



- Decline of 15% on YoY basis, on account of the pricing headwinds and low off-take from few selected customers
- 1 US DMF filed in Q2 FY25. 134 Cumulative DMF filings with the US FDA.
- Expect steady growth for this business.
- Persistent Focus on cost efficiency to improve the position in competitive market.
- Future capacity expansion is on track.

Revenue - Last 5 years



Dosage form wise ANDA approval and Launch

Dosage Forms	Q2FY25	
	Approval*	Launch
OSD	5	4
Injectable - Gen	2	1
Injectable - Onco	0	0
Ophthalmology	1	1
Dermatology	1	2
Other	0	0
Total	9	8

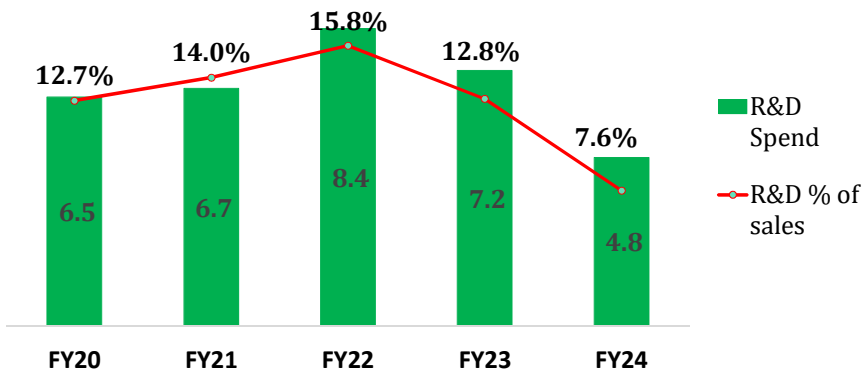
*Includes tentative approvals; Q2FY25 – 2

R&D Capabilities

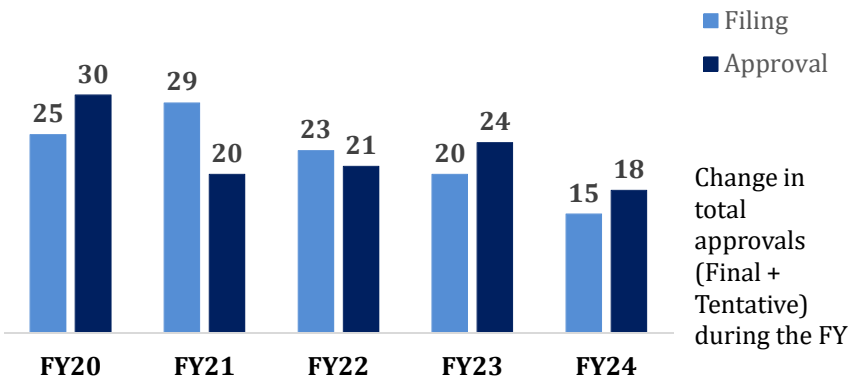
Formulation : Vadodara and Hyderabad
API : Vadodara and Hyderabad
Bio Centre : Vadodara

Significant investment in building capabilities

INR Bn



Resulting in rising ANDA – Accelerated filings & approvals #

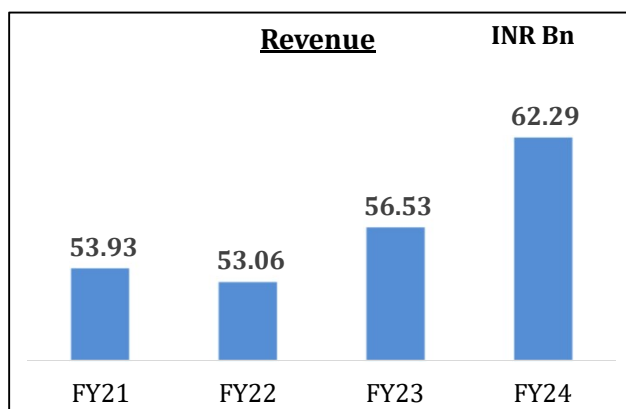


Approval numbers in trend is different as the final approvals received during current FY are previously counted as tentative approvals in earlier FYs.

Yearly Financials

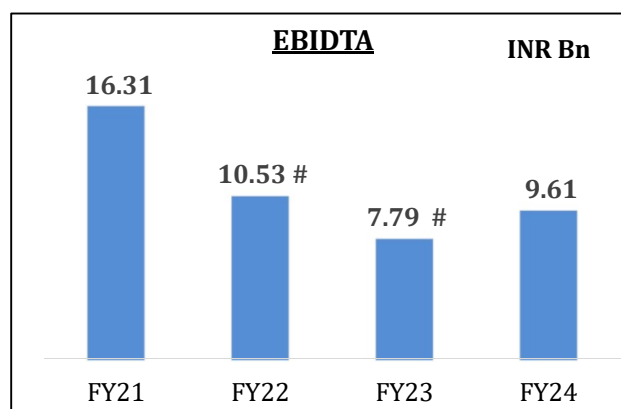
Revenue

INR Bn



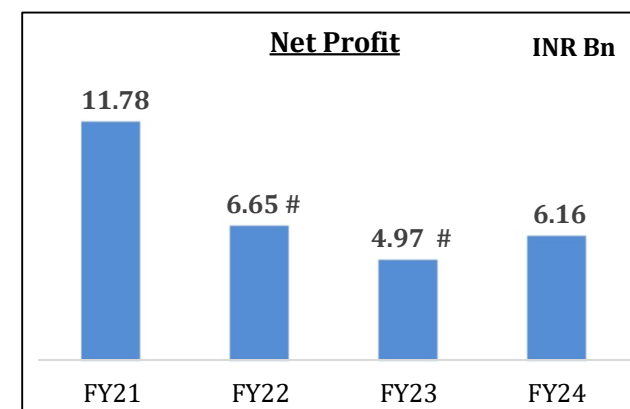
EBIDTA

INR Bn

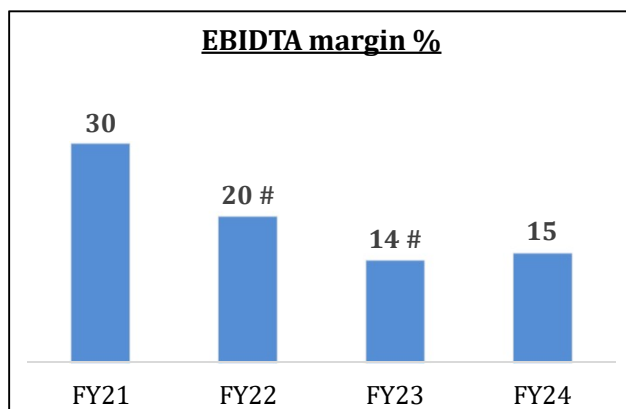


Net Profit

INR Bn

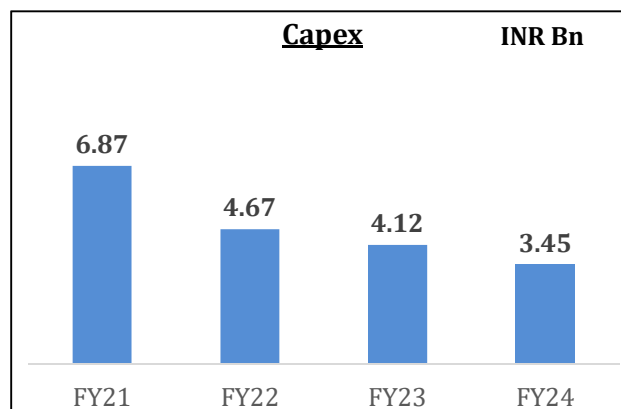


EBIDTA margin %

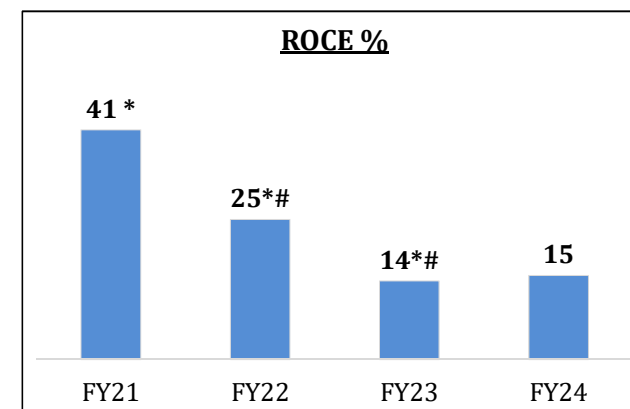


Capex

INR Bn



ROCE %



* Capital excludes New Projects

Note : FY22 & FY23 numbers are without considering one-time impact of Aleor write off for better comparison.

Enhancing ESG compliance



- ✓ Commissioned **12 MW** Solar park at Bhatpur, Gujarat
- ✓ Developed **82 Nos.** of recharge well and planted **20,000** Trees so far
- ✓ 19% Reduction in Indirect **Energy Consumption**
- ✓ 28% Reduction in **Water Consumption**(KL/MT)
- ✓ 16% Reduction (YoY) in Total GHG **Emissions** (Scope 1&2)(TCO2)
- ✓ 21% Reduction in **Hazardous Waste** (MT/MT of Production)



- Nearly 1,11,714 benefited through our CSR Initiatives
- Programmes namely Shiksha Setu and Vikas supporting over 1000 students
- Sneh Shakti Stitching Unit and the Farmer Empowerment to create opportunities for self advancement



- 4-Tier risk governance system (The Board, Audit Committee, Risk Management Committee and Leadership Team) in place to ensure identification, assessment and effective management of risks
- Governance structure and policies & codes driving business conduct and ethical norms of behaviour

Targets:

- Net-Zero** by 2040
- Water Neutrality** by 2027
- Plant 50,000 trees by 2027

- API-Unit-2 has been bestowed with the “**International Safety Merit Award**” organized by the British Safety Council for its dedication to good health and safety management and best practices, for year 2024
- Alembic has been awarded with Silver Award in recently concluded **Times Now Global Sustainability Alliance SDG Summit 2024** for **Best Climate Action Project**

Strategic Roadmap



Business	Initiatives in FY24	Plan for FY25
The India Business	- Increased focus on the animal health space with therapy leading products. - Deployment of Ipads for MR interaction with the Healthcare Medical Professional's (HMP's) - Upgraded to Salesforce platform for India field force to get better control, consistency in execution and drive better orientation towards HMP's.	- Improve depth in the current strength with new launches planned in FY 25 & launches done in FY 24. - Upgradation of data-platform by deploying SNOWFLAKE for real-time big data analytics. - Invest in a new facility which will drive business growth.
The US Generics Business	- Commercial operations ramped up from new facilities backed by product launches and Market share gain - Launched 27 products - Received final approval for 15 products - Filed 15 ANDAs	- Focus on timely product launches across the dosage forms - Enhance the proportion of Complex products in the overall portfolio
The RoW Generics Business	- Established an office in Mexico - Sales operations ramped up in Chile - Initiated product registrations in UAE market	- Expand physical presence in MENA region by initiating operations in various countries - Expand product portfolio with dossier extension of Non-OSD products across the regions

Company Overview

Company at a Glance



Mission
Improve healthcare with
innovation, commitment and trust



Prescribers in India
2,33,000



Team size
14,500 +



Field Force
5,200 +



Manufacturing facilities
9



Brands
198



ANDA filings
263 (Sep 30, 2024)



Net Zero
2040



R&D Centres
2



Products in US
157

Value Proposition



Developing specialty drug pipeline for India



Supplying APIs to 60+ countries globally

#20

Ranks 20th in the Indian formulations market



Exploring opportunities in Injectables



Consistent and High Dividend Payout



Established a presence in Chile & UAE



Strengthening presence in Canada, South Africa, LATAM & Middle East



Expanding product portfolio in US

The Journey

1907

Established by
Amin Family

2006

FDA approved
API facility

2007

Acquired Dabur's
Indian Cardiology,
GI and Gynecology
brands

2008

FDA approved
Formulation facility

2009

Multiple divisions to
address chronic
therapies launched

2010

Pharmaceutical
business demerged
from Alembic
Group

2012

Formed a JV,
Rhizen, for NCE
Research

2013

Launched first NDA
with a partner.
Commenced filing in
EU, Australia &
Brazil

2015

Launched
Aripiprazole.
Established US front-
end: transition to
direct marketing

2016

Formed a JV, Aleor,
for dermatology
portfolio

2019

Azithral crossed Rs.
250 crore mark as
per ORG IMS, MAT
Dec 2019

2022

Azithral ranked 16th
highest selling brand.
Aleor Dermaceuticals
merged with Alembic
Pharma

2023

Started
commercialization
of products from
Injectables and
Oncology facilities

Robust Infrastructure



Location	Dosage Form	Last USFDA Audit
International Generics		
F1 – Panelav	General Oral Solids	July'24
F2 – Panelav	Oncology Oral Solids	Mar'24
	Oncology Injectables	Oct'24
F3 – Karkhadi	General Injectables Ophthalmic	Mar'23
F4 – Jarod	General Oral Solids	Dec'22
F5 - Karkhadi	Various derma forms	Mar'23
API		
API I & II – Panelav		Dec'18
API III – Karkhadi		Jan'20

All EIRs in place except F2(Injectables) which was recently audited and cleared without any 483 observations



F2 - Panelav



F3 - Karkhadi



F4 - Jarod



F5 - Karkhadi

For further queries, please contact:

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Thank you

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