

# Alembic Pharmaceuticals Limited

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Investor presentation – December 2019

# Milestones

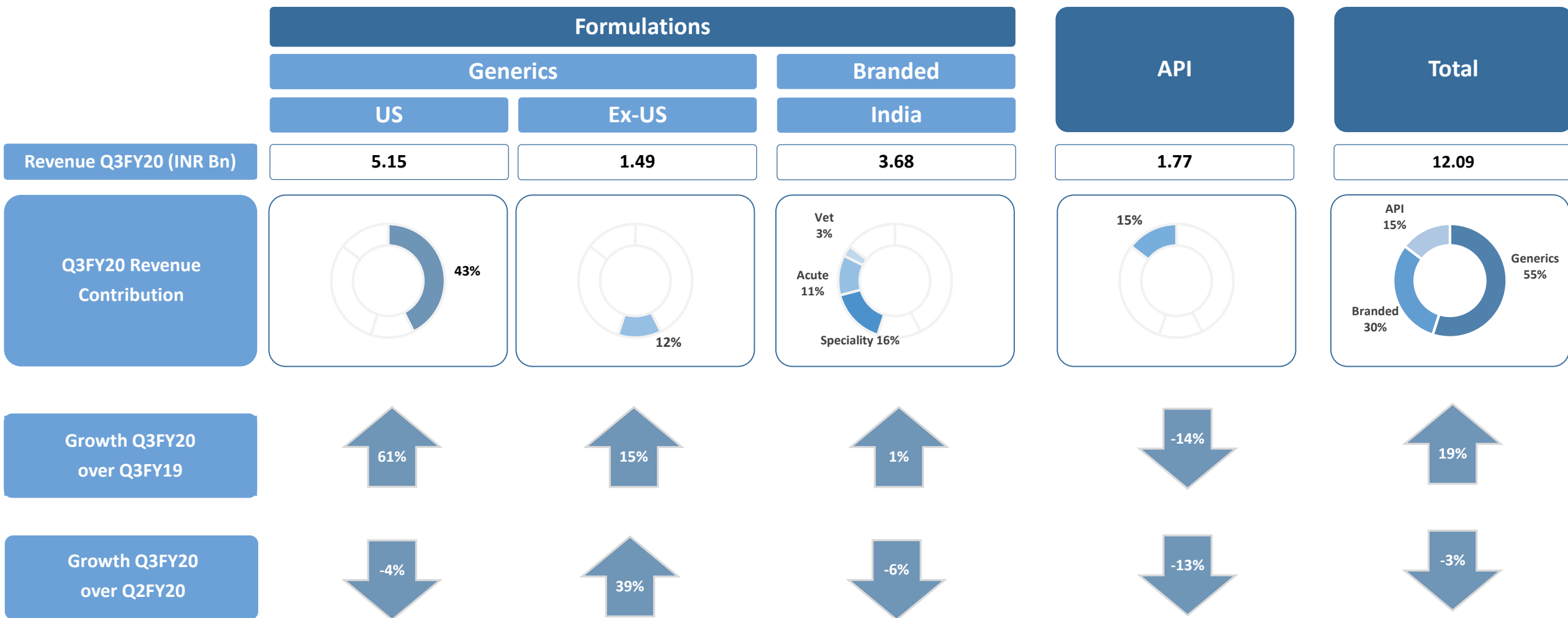
1907	Established by Amin family
2006	FDA approves API facility
2007	Acquired Dabur's Indian Cardiology, GI and Gynaecology brands
2008	FDA approves Formulation facility
2010	Pharmaceuticals business demerged from Alembic – APL listed
2012	Formed a JV, Rhizen, for NCE research
2013	Launched first NDA 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
2017	Acquired Orit Laboratories LLC, USA
2018	FDA approves Aleor's dermatology facility
	Highest ever investment commitment across four new manufacturing facilities
2019	Formed a JV, to enter China, FDA approves Oncology oral solid facility

# Financial Highlights



Particulars	Q3 FY20	Q3 FY19	Growth	YTD FY20	YTD FY19	Growth	INR Bn
							FY19
Net Sales	12.09	10.18	19%	33.99	30.08	13%	39.35
EBIDTA Pre R&D	4.66	3.51	33%	13.35	10.61	26%	13.38
<i>Margin %</i>	<i>39%</i>	<i>34%</i>		<i>39%</i>	<i>35%</i>		<i>34%</i>
R&D	1.46	1.12	30%	4.60	3.79	22%	4.98
<i>R&amp;D %</i>	<i>12%</i>	<i>11%</i>		<i>14%</i>	<i>13%</i>		<i>13%</i>
EBIDTA Post R&D	3.32	2.45	36%	9.07	7.01	29%	8.75
<i>Margin %</i>	<i>27%</i>	<i>24%</i>		<i>27%</i>	<i>23%</i>		<i>22%</i>
Net Profit	2.34	1.70	38%	6.04	4.60	31%	5.84
Capex	1.81	1.62		5.51	5.04		6.26
Debt-Equity (Net)				0.42	0.36		0.34

# Business snapshot – Q3FY20



# Business snapshot – YTD FY20



## Formulations

Generics		Branded
US	Ex-US	India

## API

## Total

Revenue YTD FY20 (INR Bn)

**13.99**

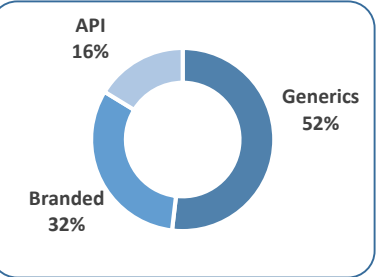
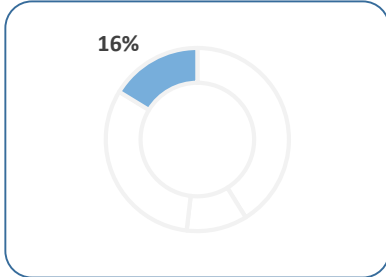
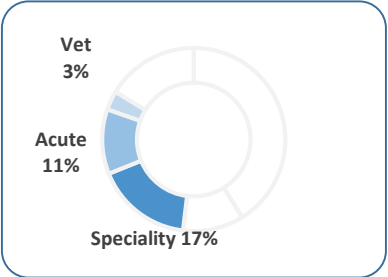
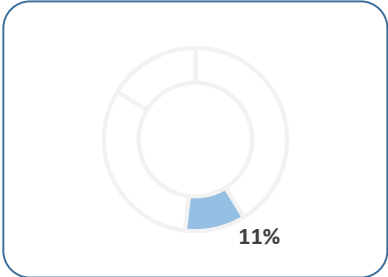
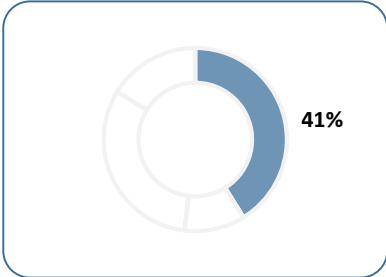
**3.64**

**10.83**

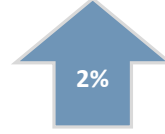
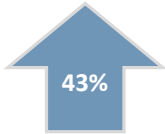
**5.53**

**33.99**

YTD FY20 Revenue Contribution



Growth YTD FY20 over YTD FY19



Overview

- Well-established US front end having strong customer base
- Expanded our capabilities to deliver a diverse portfolio to the US market

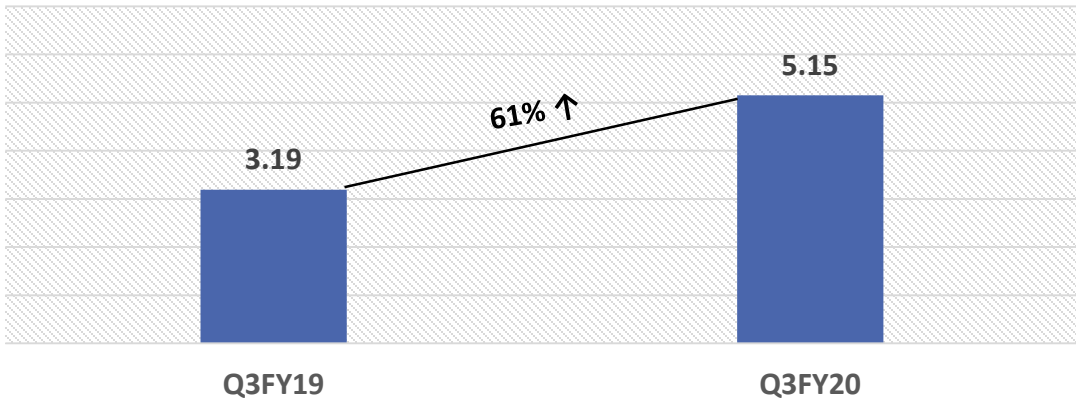
- Ex-US driven by partnership
- Long term relationship with key clients across the regulated markets

- Marketing team of over 5,000 field colleagues, well recognized by Doctors & patients
- Diverse portfolio with steady pipeline of speciality medicines

- Inhouse API Development with vertical integration for selective formulation products
- 104 DMF Filings

## Revenue – Q3 FY20

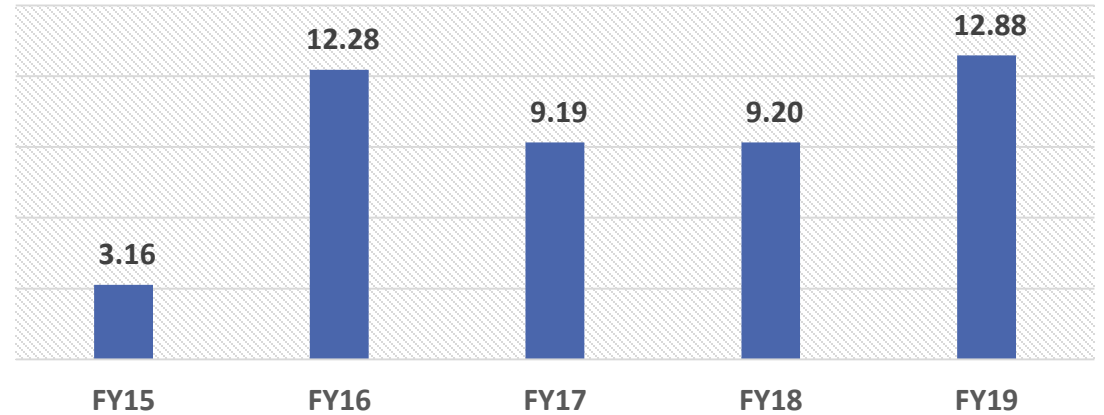
INR Bn



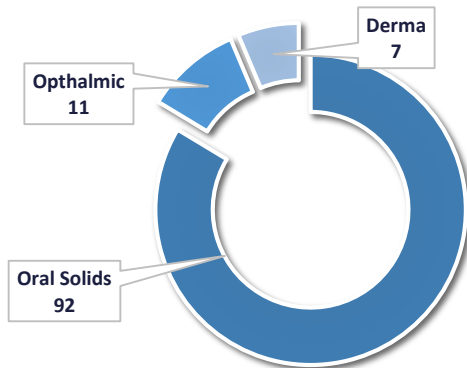
## Revenue – Last 5 Years

CAGR - 42%

INR Bn



## Approved ANDAs



Total – 110\*

\* Includes 13 Tentative Approval

## Milestones & Updates

- The Aleor derma facility at Karakhadi was audited by USFDA without any observations
- 64 products launched through the US front end (7 launched in Q3FY20, 17 Launched in YTD FY20), 7 products are on partner label
- 5+ products planned to be launched in Q4FY20

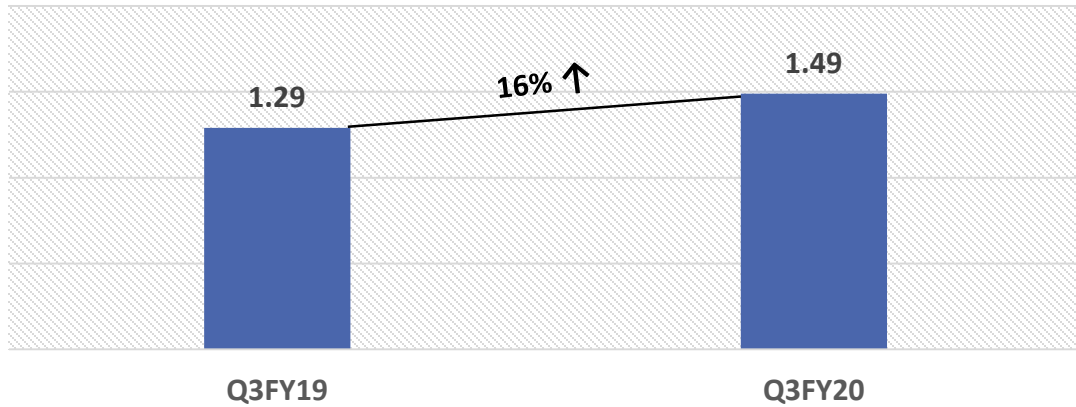
Q3 FY20 : - 6 ANDA Filings, 7 Final Approvals

YTD FY20 : - 15 ANDA Filings, 20 Final Approvals

Cumulative : - 176 ANDA Filings, 110 Approvals\* and 71 Products Launched so far

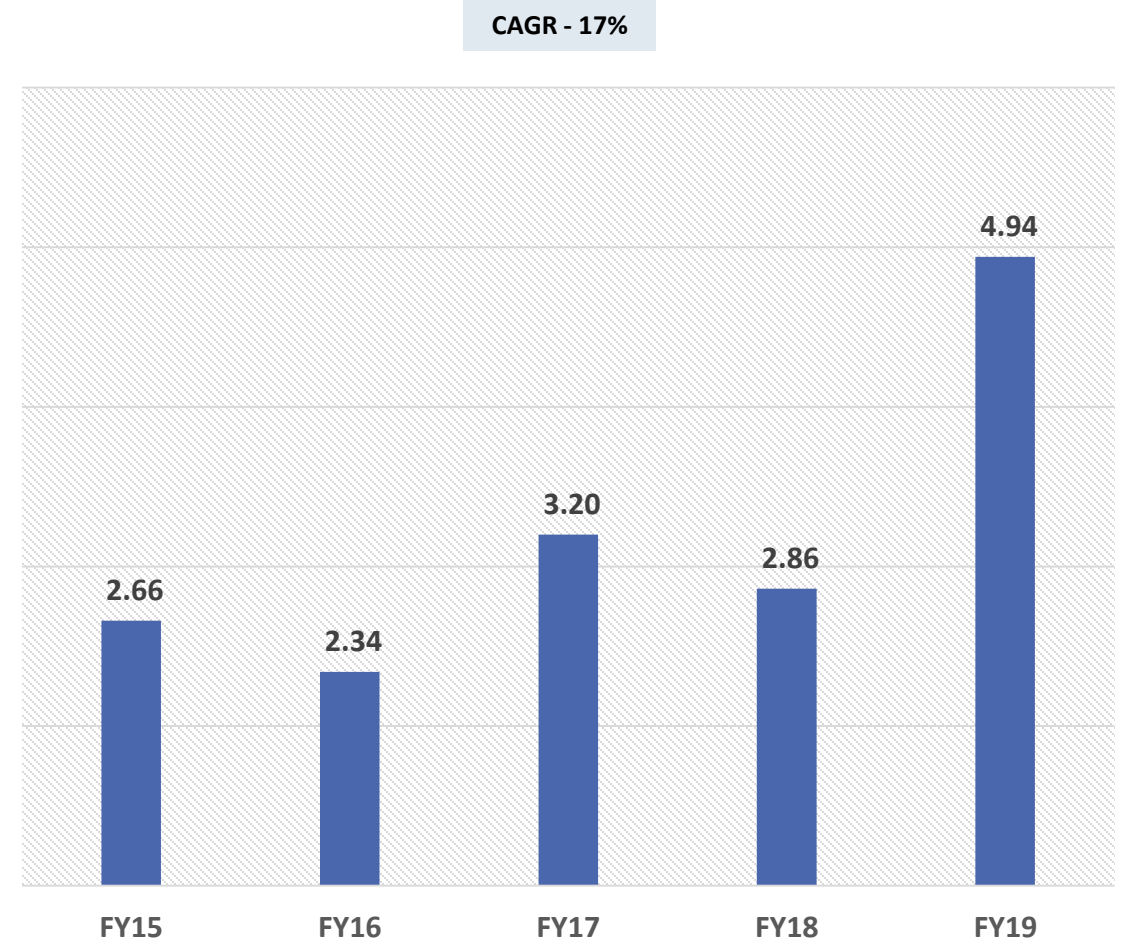
Revenue : Q3 FY20

INR Bn



Revenue – Last 5 Years

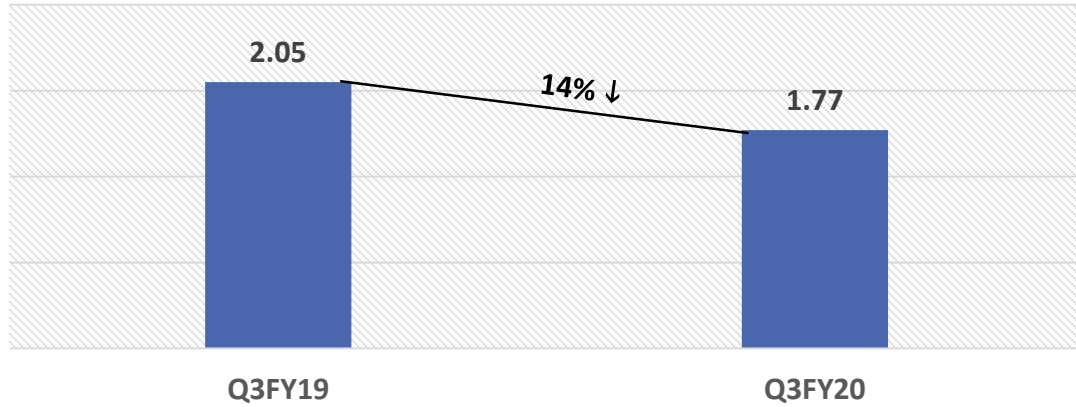
INR Bn



- Presence in following markets
  - Europe, Canada, Australia, Brazil and South Africa
- The business will focus on new launches across key markets
- Plant successfully audited by key regulatory authorities across the globe

**Revenue : Q3 FY20**

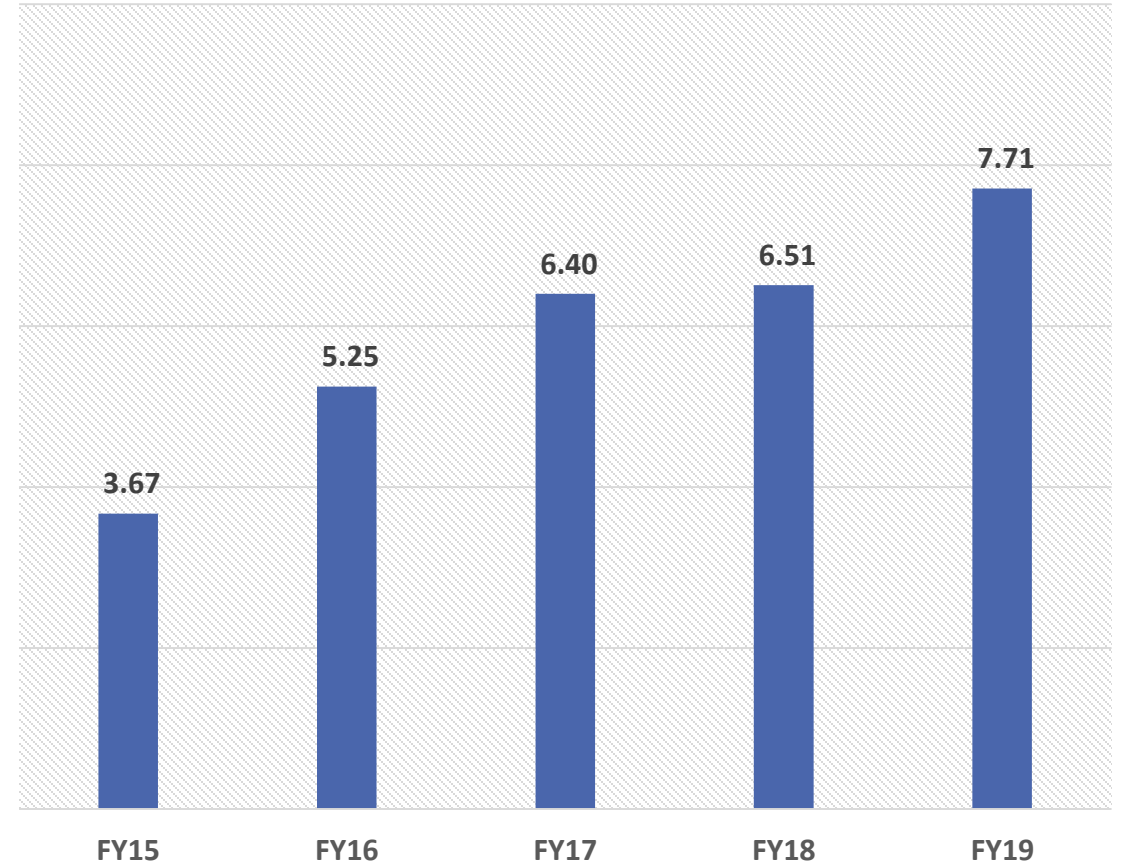
INR Bn



**Revenue – Last 5 Years**

INR Bn

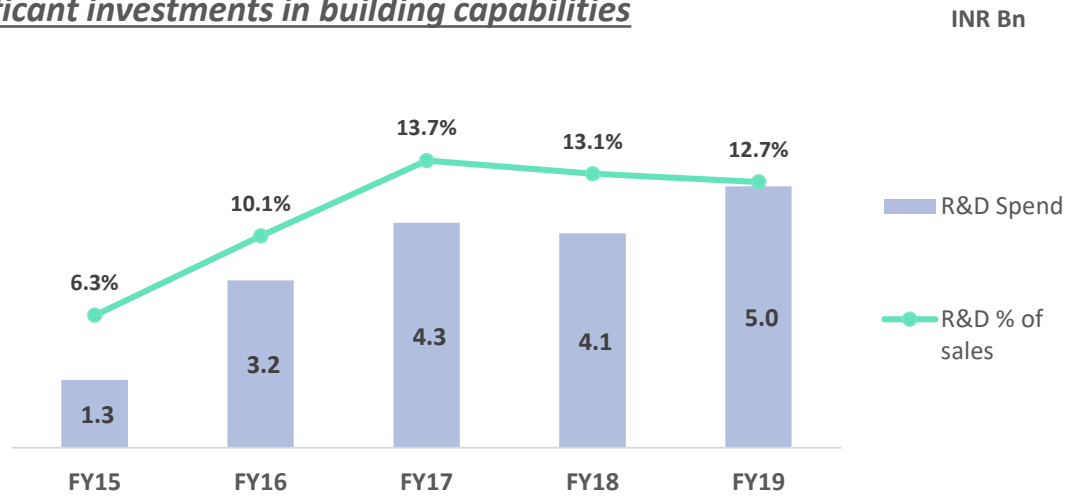
CAGR - 20%



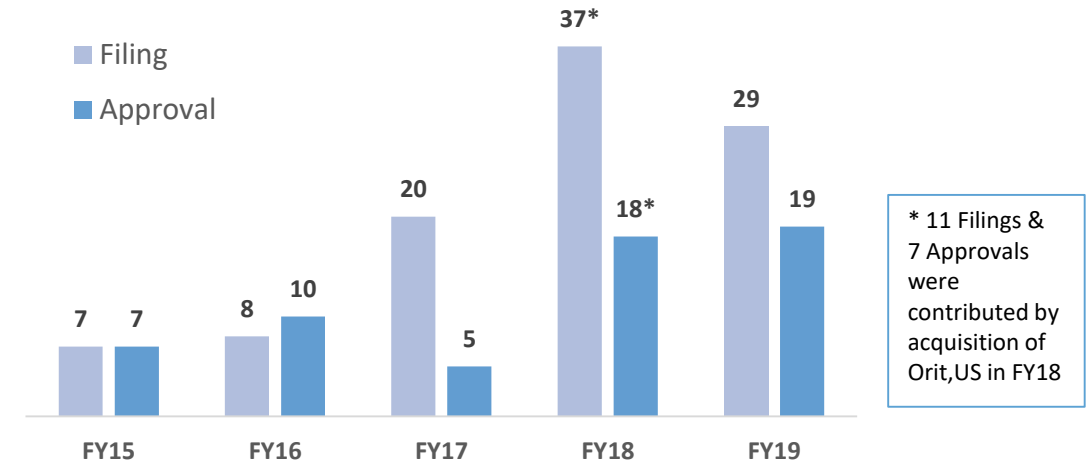
- Sales across geographies as preferred supplier
- Investing in plants to create additional capacities
- FDA Compliant plants
- State of the art R&D center and Process development lab
- 4 DMFs filed with USFDA in current FY (2 in Q3FY20), aggregates to 104 DMF filings on cumulative basis



## Significant investments in building capabilities



## ANDA – Accelerated filings & approvals



\* 11 Filings & 7 Approvals were contributed by acquisition of Orit,US in FY18

## Diversified Portfolio

Dosage Form	FY15	FY20
Oral Solids	✓	✓
Injectable	✗	✓
Oncology	✗	✓
Dermatology	✗	✓
Ophthalmology	✗	✓
Biologics	✗	✗
NCEs	✓	✓

## R&D Capabilities

**Formulation** : Vadodara, Hyderabad and USA

**API** : Vadodara and Hyderabad

**Bio Centre** : Vadodara

*1200+ R&D employees with diverse skill sets*

# State of the art facilities and infrastructure

Location	Dosage Form	Audit/Filing status
<b>International Generics</b>		
F1 – Panelav	General Oral Solids	Oct'18*
F2 – Panelav	Oncology Oral Solids	Jun'19*
	Oncology Injectables	H2FY21#
F3 – Karkhadi	General Injectables	H2FY20#
	Ophthalmic	
F4 – Jarod	General Oral Solids	H1FY21#
Aleor (JV) - Karkhadi	Various derma forms	Jan'20*
<b>API</b>		
API I & II – Panelav		Dec'18*
API III – Karkhadi		Jan'20*

\* Last USFDA Inspection  
# Expected filing



F2 - Panelav



F3 - Karkhadi



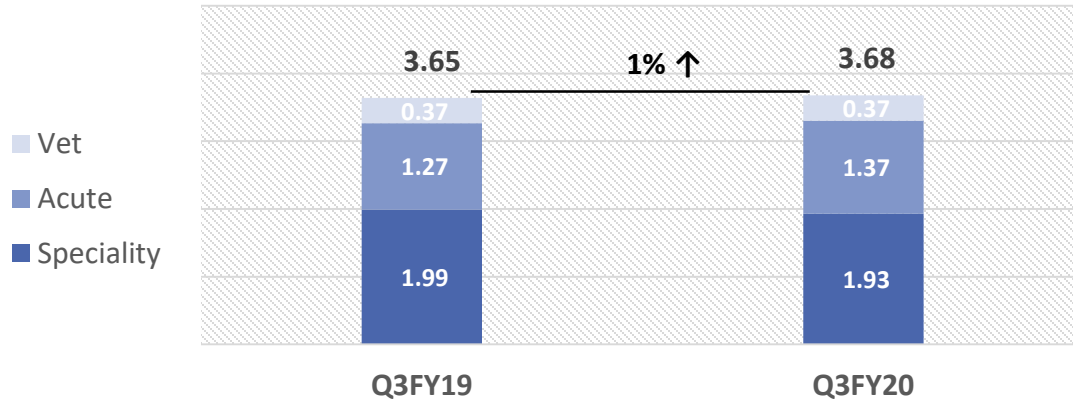
F4 - Jarod



Aleor (JV) - Karkhadi

## Revenue – Q3 FY20

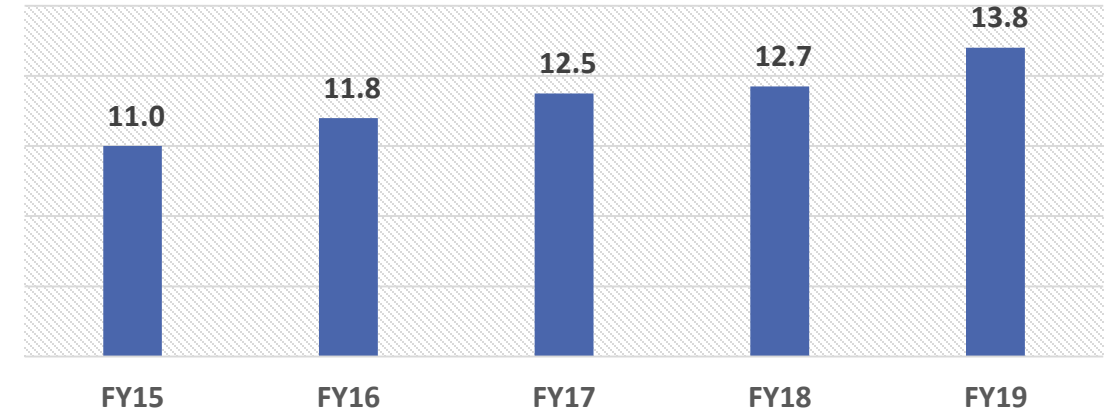
INR Bn



## Revenue – Last 5 Years

CAGR - 6%

INR Bn



## Marketing organization

- 5000 + Marketing team
- 17 Marketing divisions
- 14% Product portfolio in NLEM
- Caters to around 1,75,000 Doctors in India

## Manufacturing facility

- Sikkim

## Key achievements

- 3 Brands in top 300
- Market share is 1.5% of Indian Pharma space

## Growth drivers

- Emphasis on Specialty segment
- 93% new launches in specialty

# Therapy-wise Performance Q3 FY20



Therapy (%)	Q3 FY20				Q3 FY19			
	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	10	2.08	4	6	13	2.19	23	16
Anti Diabetic	10	1.49	-2	3	15	1.67	17	10
Gynecology	8	2.68	-1	0	12	2.93	44	8
Gastrology	7	1.57	-6	-9	7	1.78	14	8
Dermatology	9	0.34	-15	-15	11	0.43	38	15
Orthopaedic	7	1.02	9	5	9	1.00	24	13
Ophthalmology	11	1.44	2	7	9	1.55	15	15
Nephro / Uro	9	2.18	3	13	11	2.32	20	14
Anti Infective	12	3.09	13	11	7	3.06	9	1
Cold & Cough	18	4.96	23	13	7	4.78	7	4
<b>OVERALL</b>	<b>10</b>	<b>1.54</b>	<b>5</b>	<b>5</b>	<b>10</b>	<b>1.60</b>	<b>18</b>	<b>7</b>

# Therapy-wise Performance YTD Dec'19

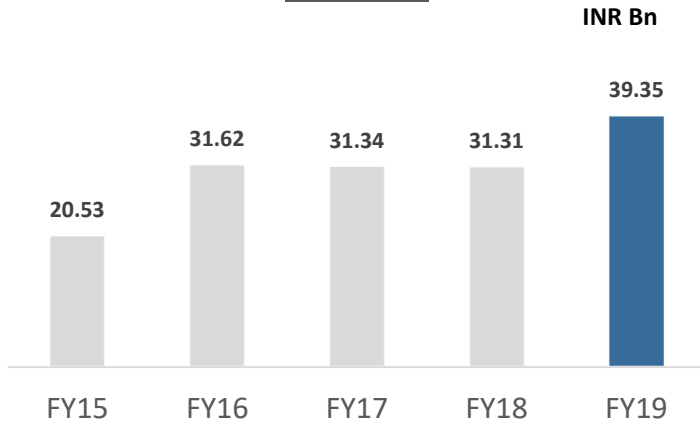


Therapy (%)	YTD Dec'19				YTD Dec'18			
	Therapy Growth % (ORG)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)	Therapy Growth % (ORG)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)
Cardiology	11	2.08	5	3	13	2.19	22	18
Anti Diabetic	13	1.53	2	1	14	1.69	15	12
Gynecology	11	2.66	5	2	13	2.82	40	9
Gastrology	10	1.50	-3	-14	9	1.69	12	12
Dermatology	9	0.32	-5	-11	15	0.37	31	23
Orthopaedic	10	1.00	13	3	10	0.97	21	16
Ophthalmology	12	1.47	5	13	10	1.56	20	18
Nephro / Uro	12	1.82	2	-1	16	2.00	20	26
Anti Infective	15	2.90	13	6	8	2.94	15	11
Cold & Cough	15	4.90	19	10	10	4.74	11	8
<b>OVERALL</b>	<b>11</b>	<b>1.48</b>	<b>7</b>	<b>2</b>	<b>12</b>	<b>1.54</b>	<b>19</b>	<b>12</b>

# Financials : *Generating consistent returns*

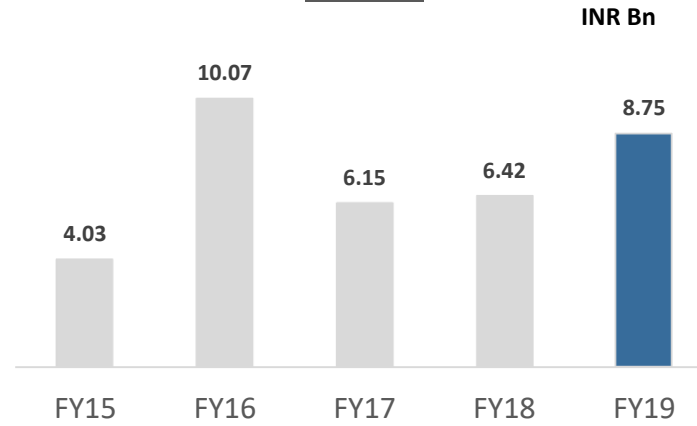


## Revenue



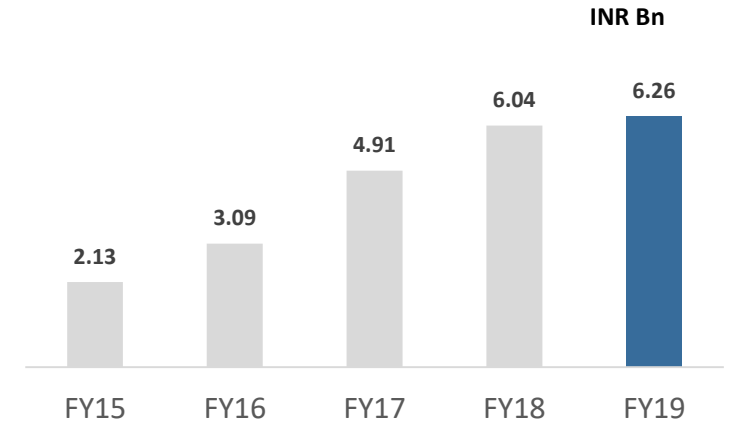
CAGR - 18%

## EBIDTA

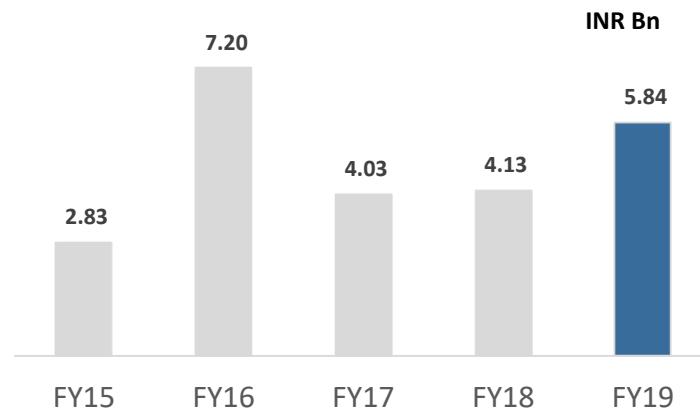


CAGR - 21%

## Capex

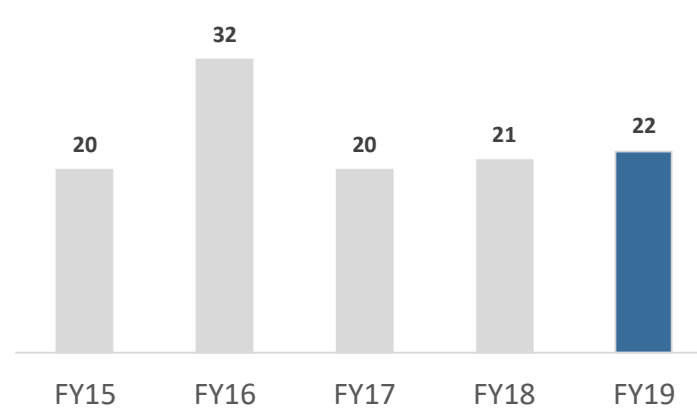


## Net Profit

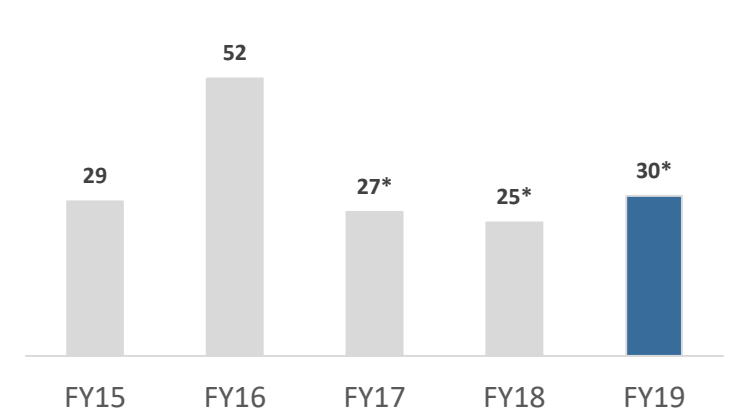


CAGR - 20%

## EBIDTA margin %



## ROCE %



\* Capital excludes New Projects

## Safe Harbour Agreement:

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.

