

August 26, 2020

Listing Department
BSE Limited

Code: 532321

P J Towers, Dalal Street, Fort,
Mumbai-400001

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E),
Mumbai-400051

Code: CADILAHC

Re.: Investor Presentation

Dear Sir / Madam,

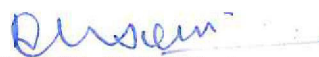
Please find enclosed the investor presentation to be made to select investors through virtual mode on Thursday August 27, 2020 in Motilal Oswal 16th Annual Global Investor Conference.

Please bring the above information to the knowledge of investors at large.

The said presentation is being uploaded on the website of the Company.

Thanking you,

Yours faithfully,
For, **CADILA HEALTHCARE LIMITED**


DHAVAL N. SONI
COMPANY SECRETARY



Encl.: As above

CEO Track - Motilal Oswal 16th Annual Global Investor Conference 2020



Innovation : Avoid At Your Own Risk

Dr. Sharvil Patel | MD, Cadila Healthcare Ltd.



Context

1

Why do we need Innovation?

2

Product Innovations at Zydus

3

Process Innovations at Zydus

4

Zydus : Current Stand



On the back of its process innovation, India is known as “Pharmacy of the world”

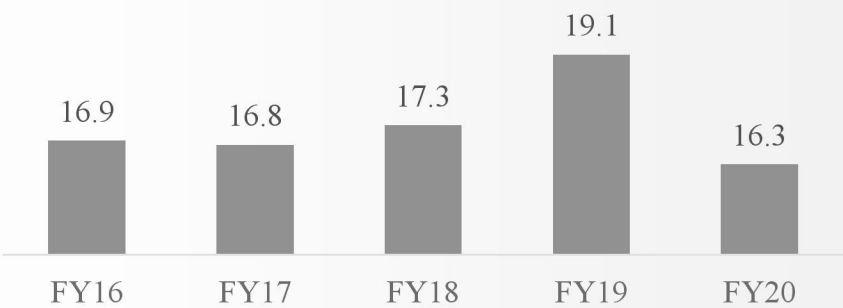


India : "Pharmacy of the World"...

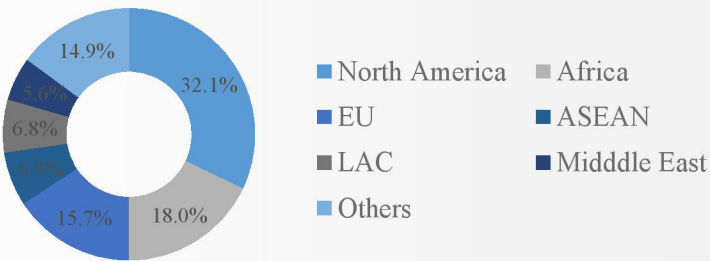
.... is the largest provider of generic drugs globally. Indian pharmaceutical sector supplies

- >50% Global Demand of Vaccines
- >40% Generic Demand of US Market
- ~25% All medicines in the UK

Pharma Exports from India (USD \$bn)



India’s Major Export Destination FY20 (%)

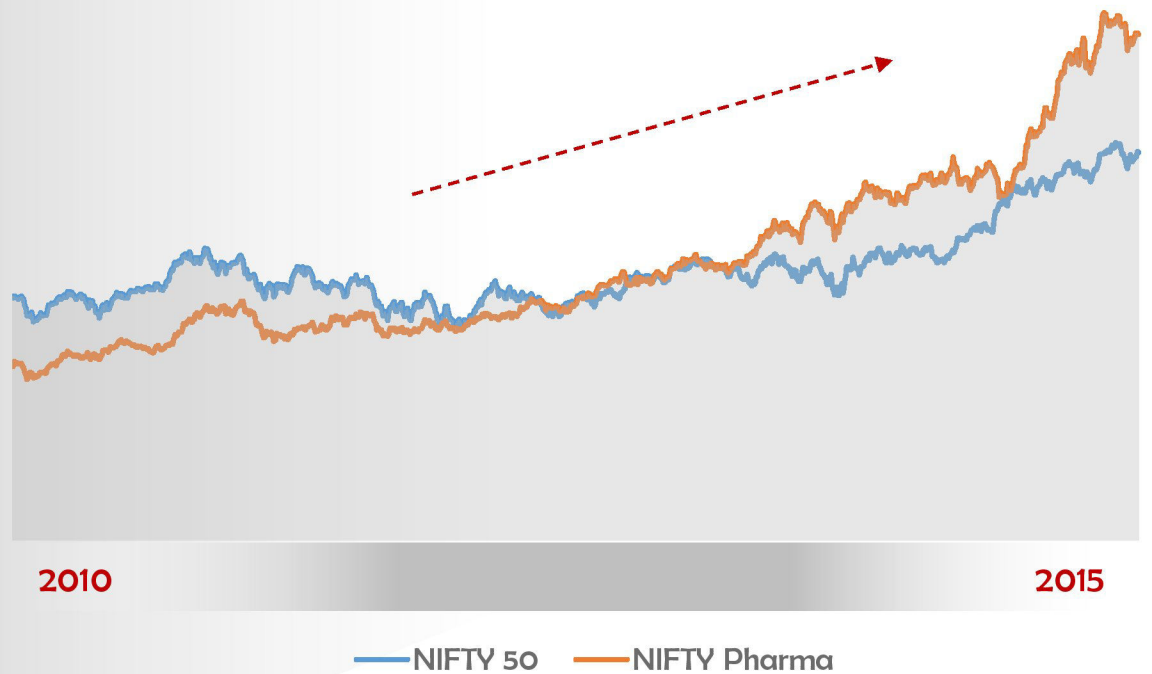


- India is among the top 10 formulation exporting countries in the world, 4th largest by volume and 10th largest by value



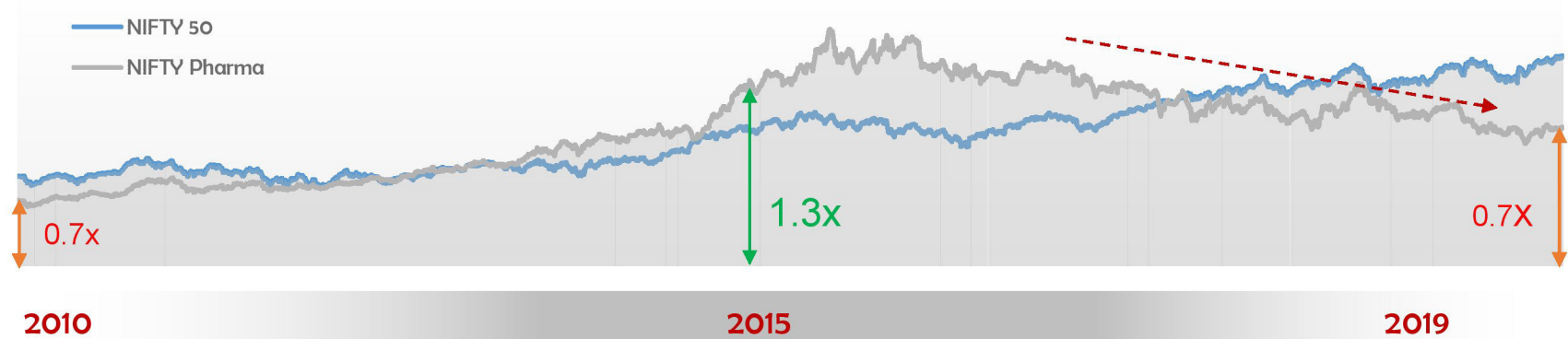
During 2010 to 2015, Indian Pharma index outperformed market...

2010-15
NIFTY 50 vs. NIFTY Pharma Index

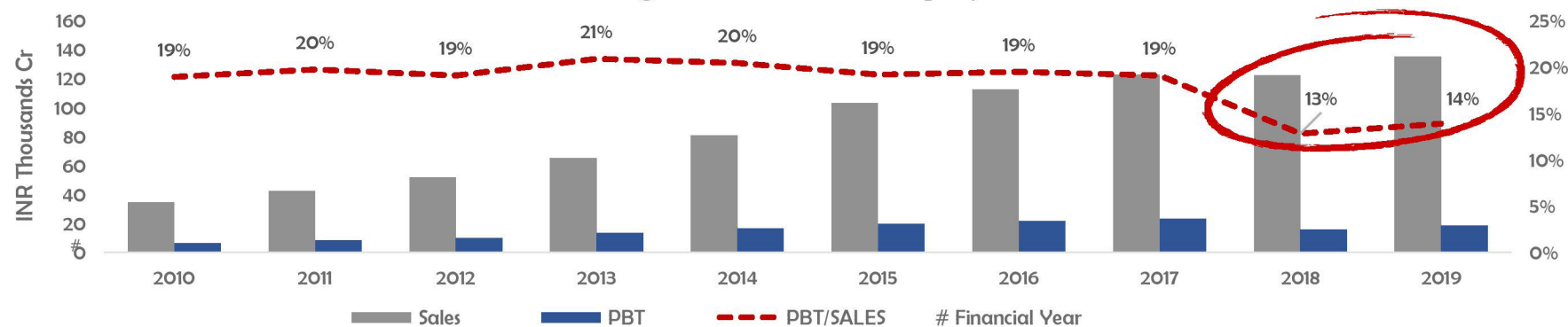


...but in last few years, Pharma index has underperformed

NIFTY Pharma Index vs. 2015-20 NIFTY 50 Index



10 Leading Indian Pharma Company's Performance



While the challenges will persist.. we will need to find avenues to drive growth....

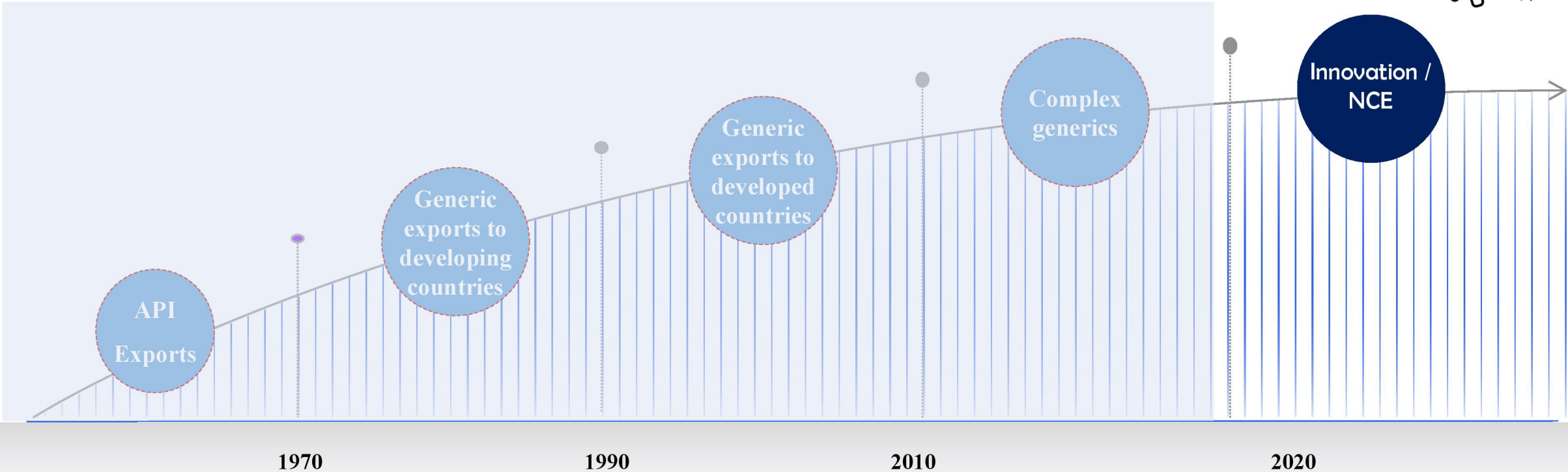


Growth trajectory has slowed down owing to...

- Uncertain market conditions
- Stringent regulatory norms
- Pricing Pressure

Innovation will be an essential ingredient in future growth recipes of Indian Pharma companies...

... the next growth leap is through stepping in innovative and research based drugs



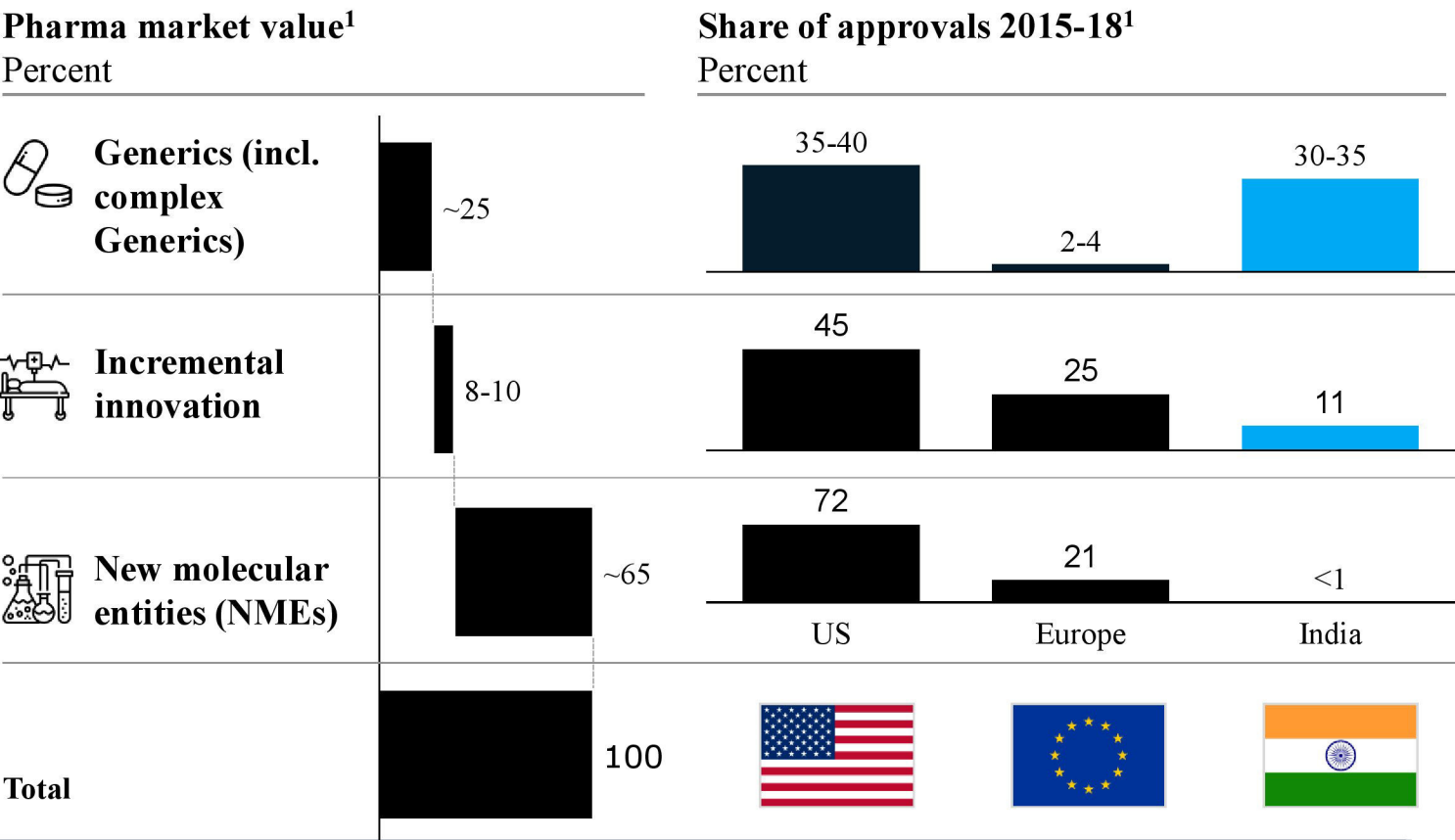
Evolution of Indian Pharma Industry

Innovation will play a critical role in this journey and help augment industries contribution to Indian and global healthcare

Innovation can drive significant health and economic benefits for India

Reduce India's Disease burden	Development of drugs for India-specific ailments that do not get adequate global attention (e.g., drug-resistant infections like NDM-1, oral cavity cancer) to help reduce India's disease burden
Job creation	Create high-skilled, white collar jobs enabling differentiation vis-à-vis other developing economies
Increase in exports	Contribute additional USD 10-12 Bn of exports every year for the economy from 2030

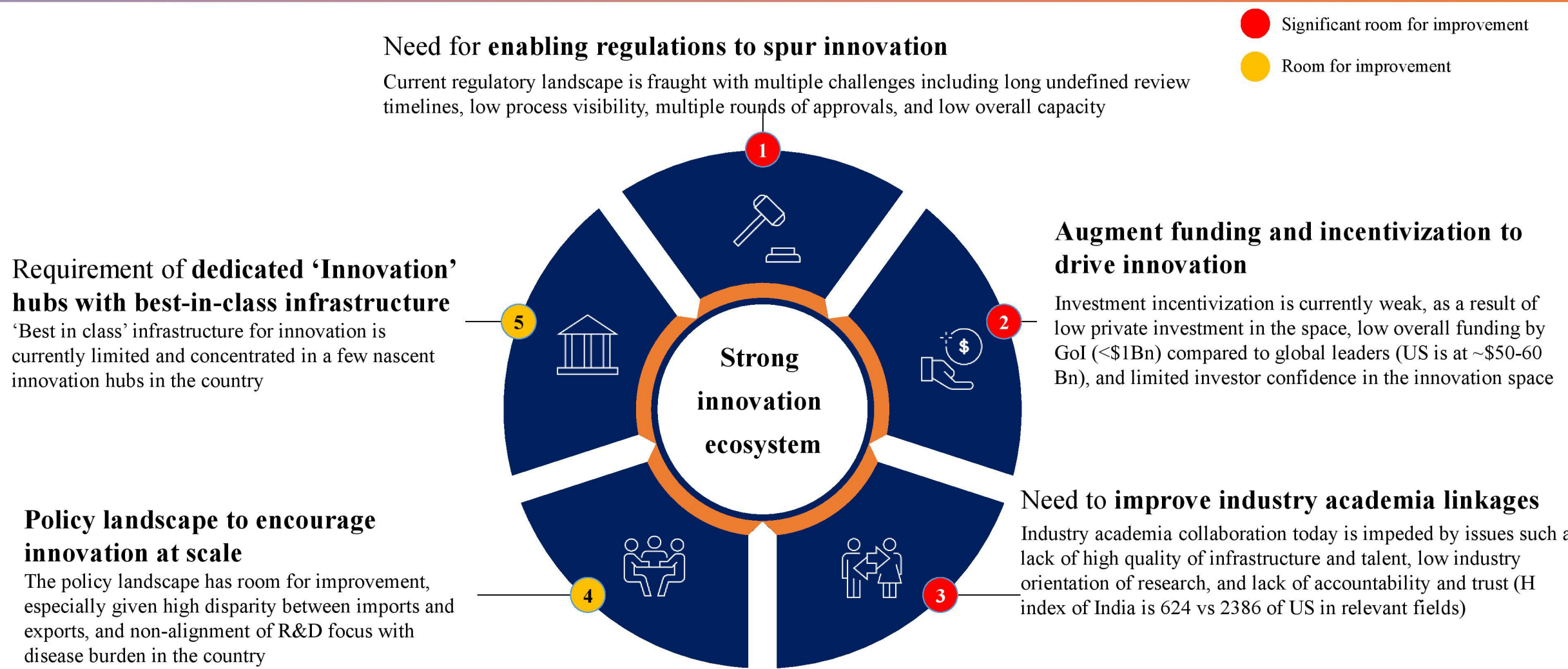
The industry needs to maintain its relevance by expanding into NME space that accounts for 2/3rd of global value pool and where India has small presence today



Indian pharma industry has established its dominance in the generics space and now needs to move up the value chain to build a strong innovation ecosystem

Source: Evaluate pharma, USFDA website

Focus is required across five key building blocks to enable “innovation at scale” in India



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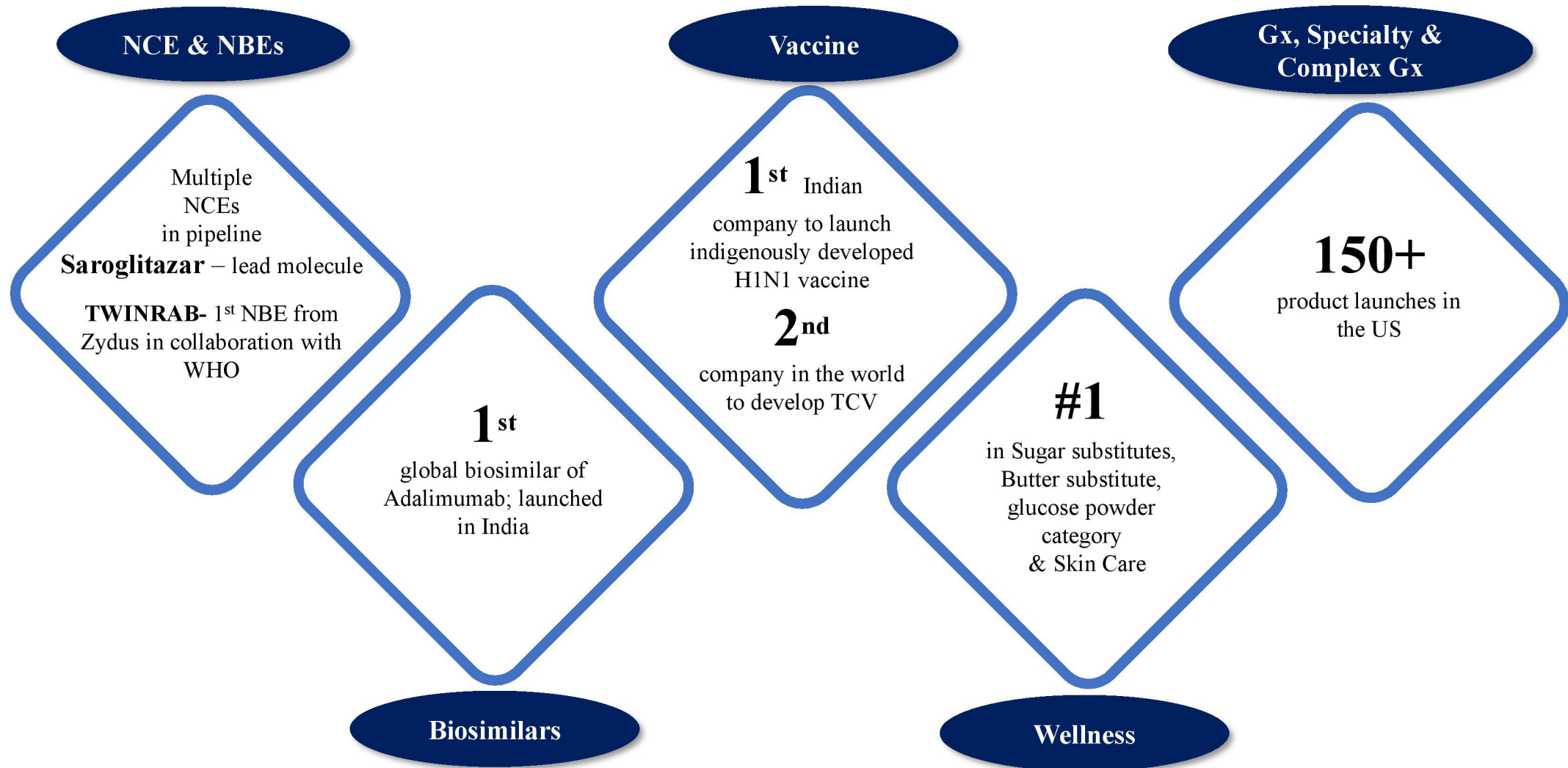
Process Innovations at Zydus

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Zydus : Current Stand

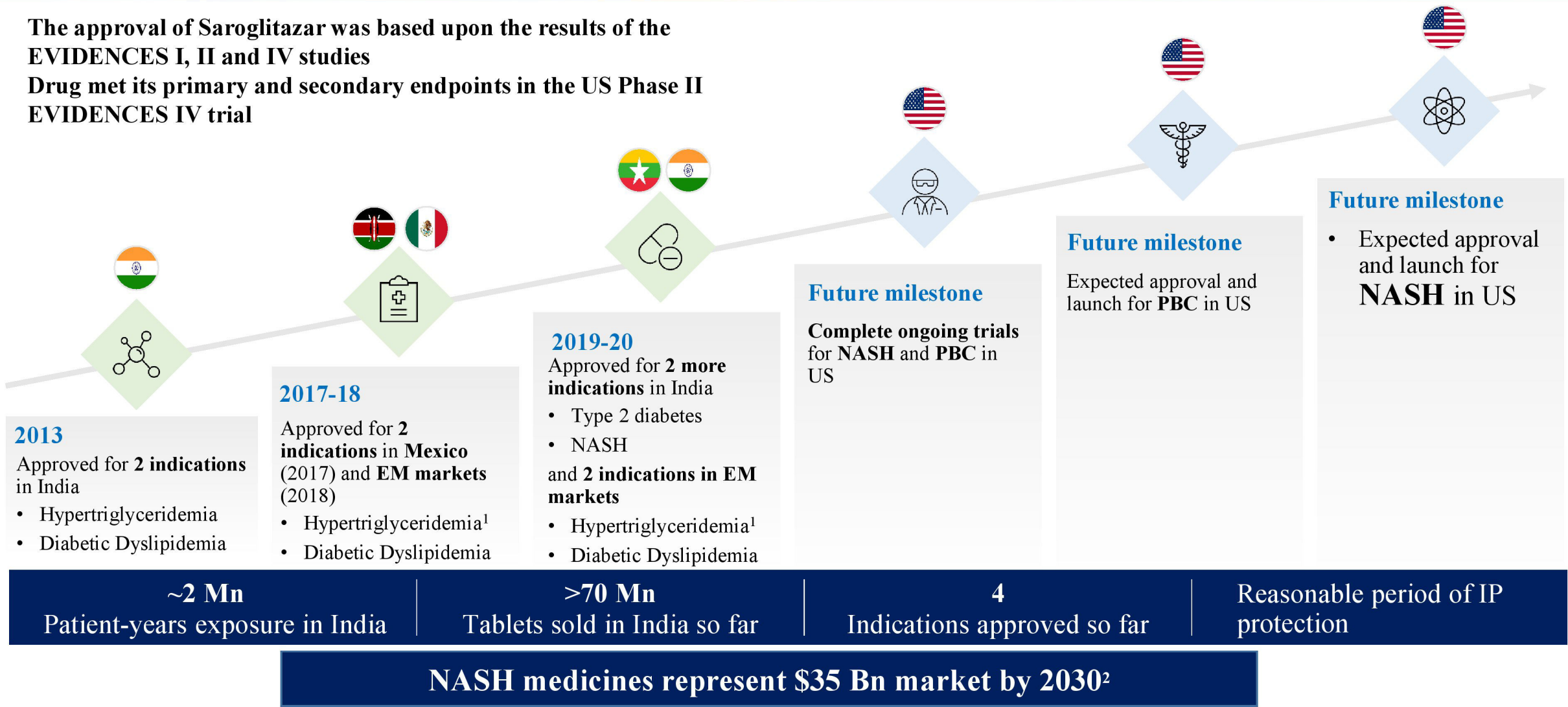


At Zydus, we aim to create healthier communities through our Innovation, making therapies accessible and bridging unmet needs



Saroglitazar is a novel drug with approvals for multiple emerging markets

- The approval of Saroglitazar was based upon the results of the EVIDENCES I, II and IV studies
- Drug met its primary and secondary endpoints in the US Phase II EVIDENCES IV trial



¹ Source: Internal data
² <https://www.cnbc.com/2018/12/21/the-35-billion-race-for-a-cure-for-a-liver-disease-that-affects-millions.html>

Zydus' Innovation engine is fueled by centers of excellence...



NCE / NBE Research



Biotech Research

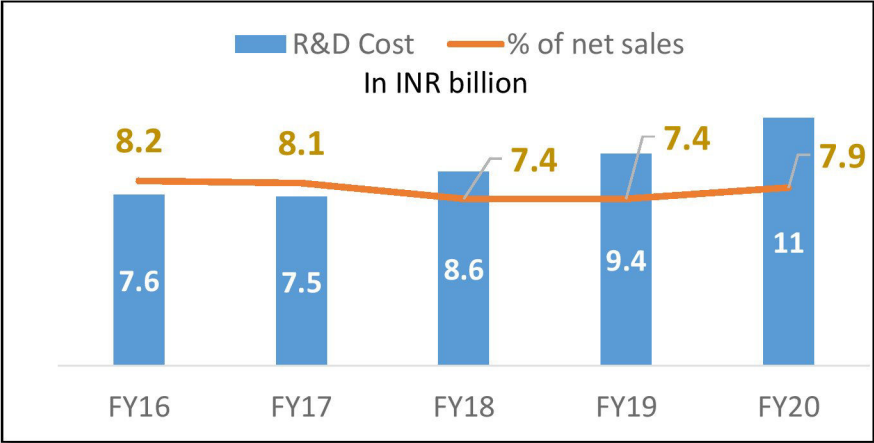


Formulation Development



Vaccines Research

Steady investments in R&D



1400+
Scientific Pool

NCEs & NBEs: Sustainable future growth drivers..

~275
Dedicated Scientists

4
NCEs in clinical development

10+
NCEs/NBEs in Pipeline

Focus Therapy Areas

- Pain
- Cancer
- Inflammation
- Infection
- Cardio-metabolic

Capabilities to do research from
“Concept to First-in-man
trials” under one roof

NCEs Pipeline

Project	Target	Indication	Drug Discovery	Lead Optimization	Preclinical Dev.	IND	Phase I	Phase II	Phase III	NDA	Marketed
Desidustat	HIF-PH inhibitor	Anemia-CKD-ND/ D									
		COVID-19									
		Chemo ind. anemia									
ZRC-3278 / MMV 253	V-type H+ ATPase	Malaria (MMV)									
ZYBK2	HLA-DRB1 shared epitope	RA					Ongoing				

NBEs Pipeline

Product	Indication	Cloning	Process Dev.	Pre-Clinical	Regulatory Permission	Clinical Dev.	Market Auth.
TwinRab	Anti-Rabies Mab's						
ZRC-NB-3224	AMD						
ZRC-3297	Autoimmune						
ZRC-3298	Oncology						
ADC 2	Oncology						
ADC 3	Oncology						

Zydus aims to be a global player in the evolving Biosimilars Space

More than
18 years

of experience of biosimilars
development

A key
Growth Driver

for the India & Emerging Markets
Business

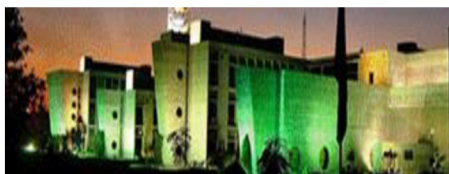
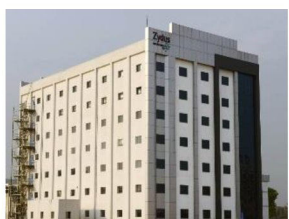
A portfolio of
10+

commercial biosimilars in Indian
Market

A team of
300+

scientists in R&D and
Manufacturing

Robust Infrastructure



- One of the largest installed and running **State-of-the-art biologics manufacturing** plant in Asia for **monoclonal antibodies***
- End to End biosimilar development capabilities

Product Portfolio & Addressable Opportunity

Global Biologics Market
~ \$ 255 Bn

Our Portfolio
targets 21
products worth
~ \$ 65 Bn Sales
in 2019

Leading Brands

Exemptia
Adalimumab
EMPOWERING YOU



Vivitro
Trastuzumab (Inj.) 440mg / 150mg
A Goal Achieved for HER

Bryxta
Biosimilars (Inj.) 400mg / 150mg

Pegstim

BONMAX PTH
Teriparatide (DNA origin) subcutaneous injection
700 mcg / 3 ml











- In last few years we have launched a number of leading biosimilar brands in the Indian market*
- These brands have catapulted us to **leading position in therapy areas like oncology, rheumatology***

Zydus' biosimilars pipeline targets 21 products worth ~ \$65 Bn of brand sales value

Drug	Sales 2019 (Brand)	Competitive Intensity ¹	Zydus Portfolio
Adalimumab	\$ 19.17 B	High	
Trastuzumab	\$ 6.08 B	High	
Pegfilgrastim	\$ 3.5 B	High	
Bevacizumab	\$ 7.12 B	High	
Peg-EPO	\$ 1.12 M	Medium	
Denosumab	\$ 5.05 B	Low	
TDM-1	\$ 1.4 B	Low	
Onco Segment	\$ 3.54 B	Medium	
Opthal Segment	\$ 7.99 B	Medium	
Onco Segment	\$ 8.06 B	Low	
Onco Segment	\$ 1.49 B	Low	
Respiratory Segment	\$1 B		
Onco Segment	\$ 2.99 B	Low	
GI Segment	\$ 6.6 B	High	
Respiratory Segment	\$ 704 M	Low	
Auto Immune Segment	\$ 3.43 B	Low	

Biosimilars launched in Indian market

- IFNα-2b
- PEG-IFN
- PTH
- G-CSF
- PEGG-CSF
- EPO
- Adalimumab
- Trastuzumab
- Bevacizumab
- Rituximab
- Peg-Asparagase
- r-FSH

¹Competitive Intensity High: >5 players Medium: 2-5 Players; Low: <2 players; Team analysis



In portfolio and development initiated / Completed



In portfolio and development planned



Not in portfolio

Zydus is an emerging player in the Vaccine space (1/2)

20+ years

...of experience. started journey in 1998

Growth Driver

...major growth driver for India & Emerging markets

5

Manufacturing (3) and R&D (2) Facilities

300+

...dedicated scientists and Workforce

Current Strengths & Capabilities



- **R&D:** Robust Product Pipeline coming out of dedicated R&D facilities in India & Europe. 2nd company in the world to develop Typhoid conjugate vaccines
- Capabilities to conduct research from “Concept to First-in-man trials” under one roof across vaccines types



Live Attenuated



Inactivated



Sub-unit



Inactivate Toxins



Others



Vaccine Technology Centre (VTC)
Ahmedabad, Gujarat, India



Etna Biotech
Catania, Italy

Mfg. & Supply:

- Dedicated manufacturing capabilities catering to differentiated portfolio
- Vaccine innovation comes from two R&D centers focused on developing newer vaccines

Portfolio: focus on innovative and differentiated vaccines catering to unmet needs

Portfolio

Global Vaccines Market
~ \$ 60 Bn*






Our Portfolio
targets 15
products worth
~ \$ 14 Bn

*Team Analysis, Internal Data

Zydus is an emerging player in the Vaccine space (2/2)



Zydus Vaccine Portfolio

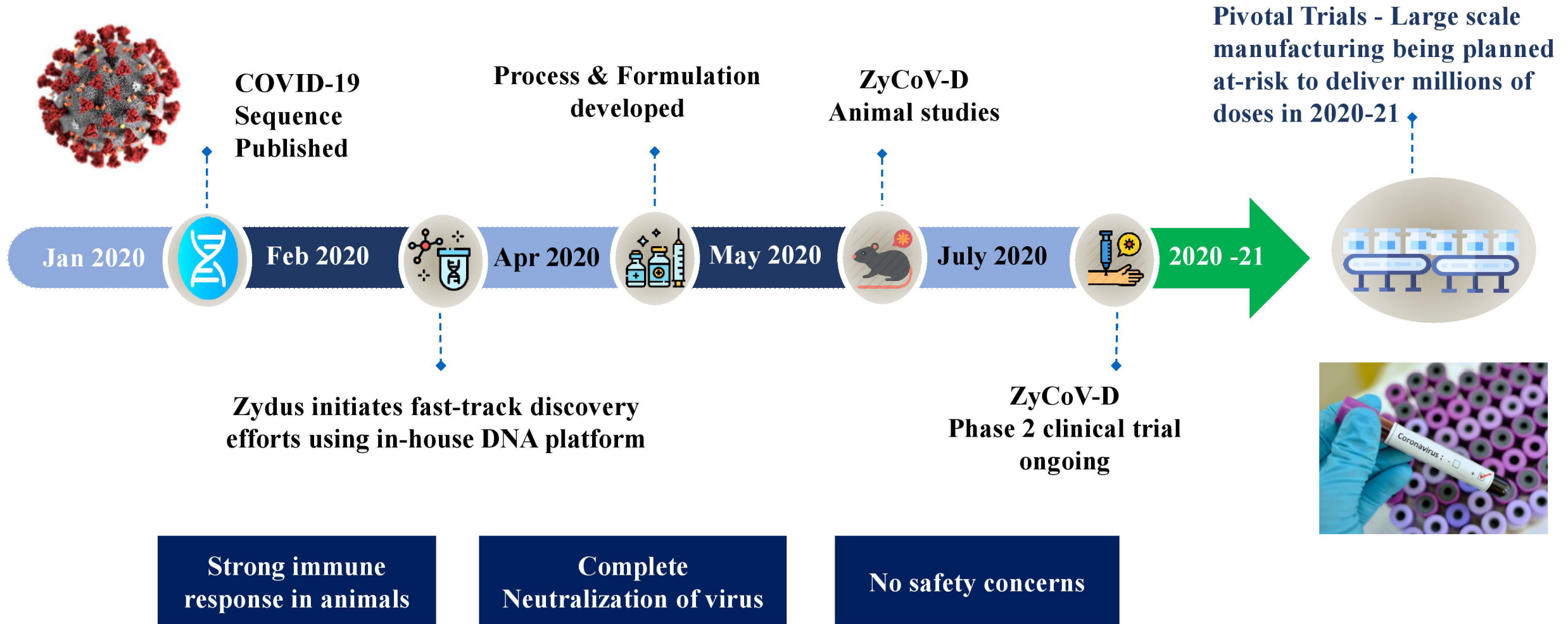
 Pediatric vaccine	DTP, Measles, MR, MMR, TCV, Varicella vaccine
 Adult vaccine	Flu, HPV vaccines
 Tropical diseases	Malaria and Chikungunya vaccines
 Rabies Vaccine	Rabies vaccine, TwinRab
 Hepatitis vaccines	Hep A, Hep B, Hep E Vaccines

Addressable Market Opportunity *

India Public Market	~ \$ 70 M
India Private Market	~ \$ 220 M
WHO Supplies	~ \$ 1.5 B








*Team Analysis, Internal Data

Zydus' vaccine for COVID-19 (ZyCoV-D): Rapid Discovery and Product Development with strong Clinical and Regulatory Expertise



In India, Zydus has been pioneer in launching new products to meet the unmet needs..



				
	IP Driven / FTI Opportunities	Day-1 Launches	Devices with Formulation	Differentiated Gx / PLC Management
No of Products	#16	#28	#11	#24
Annualised value	400+ Cr*			
Focus Therapy Area	Respiratory, Cardio-Metabolic, Gynecology, GI, Anti-infective	Cardio-Metabolic, Respiratory, Gynecology, Anti-infective	Respiratory, Gynecology, Pain, GI	GI, Pain, Anti-Infective, Respiratory, Gynae, Cardio-Metabolic
Process Innovation				
				
				
	Right Identification	Agile Execution	1 st Wave of Launch	

* Internal Data, Team Analysis