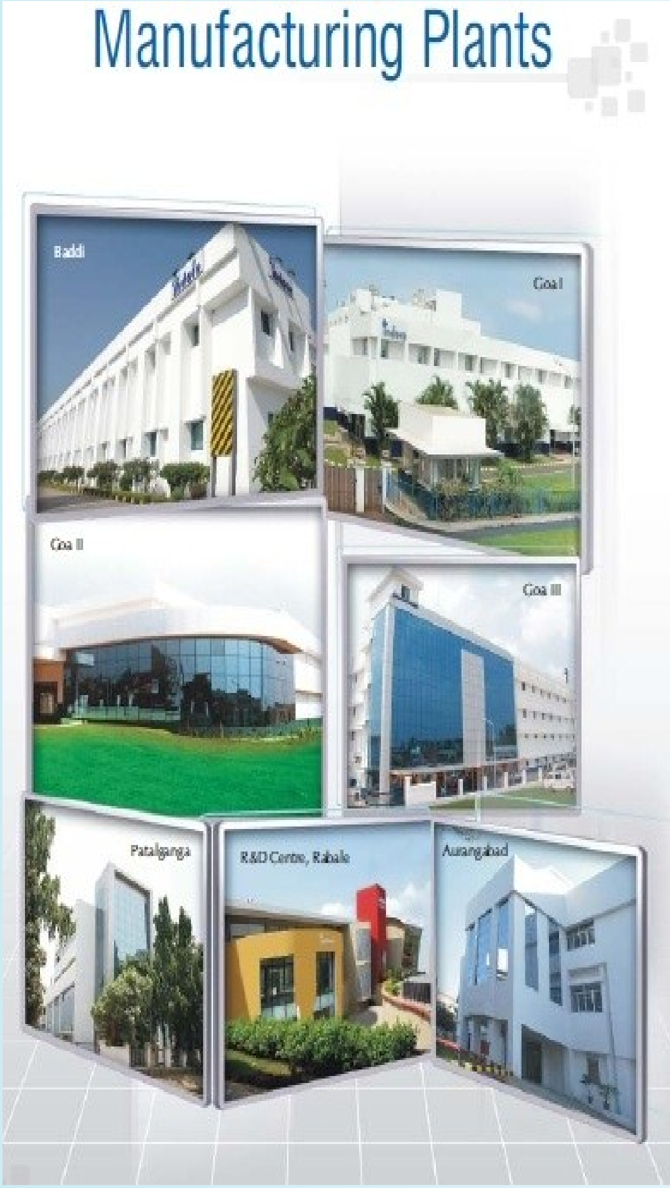

indoco
INDOCO REMEDIES LTD.
Constantly Evolving...
Consistently Excelling

Company Profile

- A fast growing, fully integrated, research oriented pharmaceutical company with a Global presence.
- Strong domestic marketing setup with PAN India presence.
- Workforce of over 4300
  - 200 R&D scientists
  - 2250 Field staff
- Revenues in FY 2012-13 Rs. 6300 million
  (Domestic & International contribution 65 % & 35% respectively)
- Listed on Stock Exchanges in India



INDOCO REMEDIES LTD.

Our Infrastructure

- Corporate Office at Santacruz (E), Mumbai
- 8 Manufacturing Facilities
  - 5 – FDFs
  - 3 – APIs
- R&D Centre at Navi Mumbai
- 29 Depots & Branches

Mfg. Facilities for FDFs

INDOCO REMEDIES LTD.

LOCATION	DOSAGE FORM	APPROVALS
GOA I	TABLETS, CREAMS & OINTMENTS	USFDA, EU - GMP, Australia, South Africa
GOA II	STERILE PRODUCTS	USFDA, EU - GMP, South Africa
GOA III	TABLETS	USFDA,TGA Australia
WALUJ	TABLETS	Emerging Markets
BADDI	TABLETS, LIQUID ORALS & TOOTHPASTES	EU – GMP

API Facilities

(USFDA Approved)

- **Kilo Scale:** *Navi Mumbai*
  - Reaction Systems: 16 to 500 L
  - Total Reactor Volume: 1 cubic meters
  - Temperatures range: -55 to + 150 celsius
- **Multi-ton :** *Patalganga (I)*
  - Reactor Capacity: 500 to 5000 L
- **Mid-Volume :** *Patalganga (II)*
  - Reactor Capacity: 500 to 2000 L
- **Intermediates :** *Rabale*
  - Reactor Capacity: 500 to 3000 L
  - Total Reactor Volume: 50 cubic meters

INDOCO REMEDIES LTD.

Research & Development

- US $ 10 million Investment
- Spread over an area of 150,000 square feet and employs over 200 scientists and technical personnel
- 55 Patents filed
- R&D activities include:
  - Chemical synthesis of APIs and Intermediates with non-infringing processes
  - Formulation Development including NDDS and new technology platforms
  - Analytical Research
  - Regulatory services

INDOCO REMEDIES LTD.

Business Model

Indian Business

- Branded Generics
- APIs

International Business

- Regulated Markets
  - Alliances
  - Customer Network
- Emerging Markets
  - Distributor

- 15 Therapeutic Segments
- 150 Brands
- 8 Marketing Divisions

- Covers 80 countries
- Licensing out
- CRAMS
- Branded Generics

Vertically Integrated

Indian Business

INDOCO REMEDIES LTD.

8 MARKETING DIVISIONS

- **INDOCO** – GPs, CPs, Gynaec
- **SPADE** – GPs, CPs, Pediatrician, ENTs
- **WARREN** –Dental
- **EXCEL** – Opthalmic and Otologicals
- **SPERA** – GPs, Gynaec, Pediatrician
- **ETERNA** – CPs, Orthos, Gastro
- **INDOCO CND** – Lifestyle / Cardio & Diabetology
- **INSTITUTION** – Caters to Hospital & Government Supplies

- **Ranked 27th by CMARC in Rx Ranking**
- **Ranked 28th by AWACS in SSA Audit (Sept.'13)**

Indian Business

Top Brands of each Marketing Division

- **INDOCO** – Cyclopam, Oxipod, Vepan, Clamchek, Glychek
- **SPADE** – Febrex Plus, ATM, Methycal, Fevorit, Aloha XT
- **WARREN** – Sensodent-K, Sensoform, Sesodent-KF, Amclaid
- **EXCEL** – Renolen, Dexoren-S, Macuchek, Irivisc / DS
- **SPERA** – Cital, Carmicide, Triz, Speracal
- **ETERNA** – Osteochek, Lorchek P / MR, Atherochek
- **INDOCO CND** – Rosuchek D, Telmichek, Prichek, Cal-Aid
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Few Brands which occupy leadership position (among top 5)

Brand	Therapeutic Areas	Rank	Market Share %
CYCLOPAM	Anti Spasmodic / Analgesics	1	11.6
SENSODENT-K	Desensitizing Toothpaste	1	95.6
CITAL	Urinary Alkalizer	1	38.5
SENSOFORM	Desensitizing Toothpaste	1	65.8
CARMICIDE	Anti Flatulent	1	68.5
HOMIDE	Ophthalmic	1	93.4
RENOLEN	Opthalmic	1	69.6
FEBREX PLUS	Anti Cold	2	22.9
SENSODENT – KF	Desensitizing Toothpaste	2	26.8
TUSPEL PLUS	Cough Syrup	2	18.8
MCBM 69	Gynaec	2	8.5
HEMSYL	Gynaec	2	13.7
TUSPEL PX	Cough Syrup	2	18.6
LORCHEK MR	Pain/Analgesics	2	18.6
CLOBEN G	Anti Fungal Skin Cream	3	13.8
TUSPEL PX	Cough Syrup	3	11.7
VEPAN	Anti Infective	3	16.4
CYCLOMEFF	Anti Spasmodic / Analgesics	3	3.1

Growth Drivers (Domestic Business)

INDOCO REMEDIES LTD.

- Growing middle class population, increasing income levels, rapid urbanization, demand for quality healthcare services & changing lifestyle
- Focus on chronic segment and high potential territories such as tier-III towns and rural areas
- Product introductions in newer segments and therapies
- Intensive Pan – India coverage of the Medical Fraternity through various marketing divisions
- Thrust area for the Company

International Business

Regulated Markets

Revenue of Rs. 1814 mn in FY13

* Dossier out-licensing
* Contract Research
* Contract MFG.

Tie-ups with international players Watson (Actavis), Aspen & Perrigo.

Emerging Markets

Revenue of Rs. 195 mn in FY13

Promotion of Branded Generics through distributors

APIs & Intermediates

Kenya, Tanzania, Myanmar & Sri Lanka continue to be the top contributors.

Growth Drivers (International Business)

INDOCO REMEDIES LTD.

- Strong relationship with Watson Pharmaceuticals Inc., USA
- Multi-product, Multi-territory alliance with Aspen Pharmacare, SA and extended to Sigma, Australia (Aspen's acquisition)
- Alliance with DSM, a € 9 billion company, for marketing & distribution of APIs
- NDDS and new technology platforms
- New manufacturing facility at Goa to cater to the growing demand for supplies
- Registration of own Dossiers and Out-licensing of MA's in Regulated Markets

Profit & Loss A/C – Percentage to Net Sales

INDOCO REMEDIES LTD.

(` In Lacs)

PARTICULARS	Quarter Ended (Un-audited)				Half Year Ended (Un-audited)				YTD (Audited)	
	30.09.13	% to Sales	30.09.12	% to Sales	30.09.13	% to Sales	30.09.12	% to Sales	31.03.13	% to Sales
INCOME										
Net Sales / Income from Operations	19,505		16,453		34,310		31,569		62,643	
Add: Other Operating Income	725		(246)		1,318		248		396	
Total Income from Operations	**20,230**		**16,207**		**35,628**		**31,817**		**63,039**	
Add: Other Income	42		15		57		30		89	
Total Income	**20,272**		**16,222**		**35,685**		**31,847**		**63,128**	
EXPENDITURE										
Material Cost	7,572	38.8	6,851	41.6	13,540	39.5	13,463	42.6	26,196	41.8
Employees Benefit Expenses	3,051	15.6	2,644	16.1	5,686	16.6	4,974	15.8	10,031	16.0
Other Expenses	5,922	30.4	4,099	24.9	10,003	29.2	7,843	24.8	16,215	25.9
R&D Expenses	384	2.0	320	1.9	658	1.9	685	2.2	1,290	2.1
Finance Cost	526	2.7	370	2.2	1,149	3.3	1,193	3.8	2,187	3.5
Depreciation and Amort. Exps.	772	4.0	594	3.6	1,505	4.4	1,175	3.7	2,372	3.8
Total Expense s	**18,227**		**14,878**		**32,541**		**29,333**		**58,291**	
PBT	**2,045**	**10.5**	**1,344**	**8.2**	**3,144**	**9.2**	**2,514**	**8.0**	**4,837**	**7.7**
Tax Expenses	441		136		622		271		571	
PAT	**1,604**	**8.2**	**1,208**	**7.3**	**2,522**	**7.4**	**2,243**	**7.1**	**4,266**	**6.8**
EBIDTA (w/o R&D)	**3,685**	**18.9**	**2,613**	**15.9**	**6,399**	**18.7**	**5,537**	**17.5**	**10,597**	**16.9**
OPERATING PROFIT	**2,387**	**12.2**	**1,649**	**10.0**	**3,745**	**10.9**	**3,169**	**10.0**	**6,038**	**9.6**

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Thank You…..