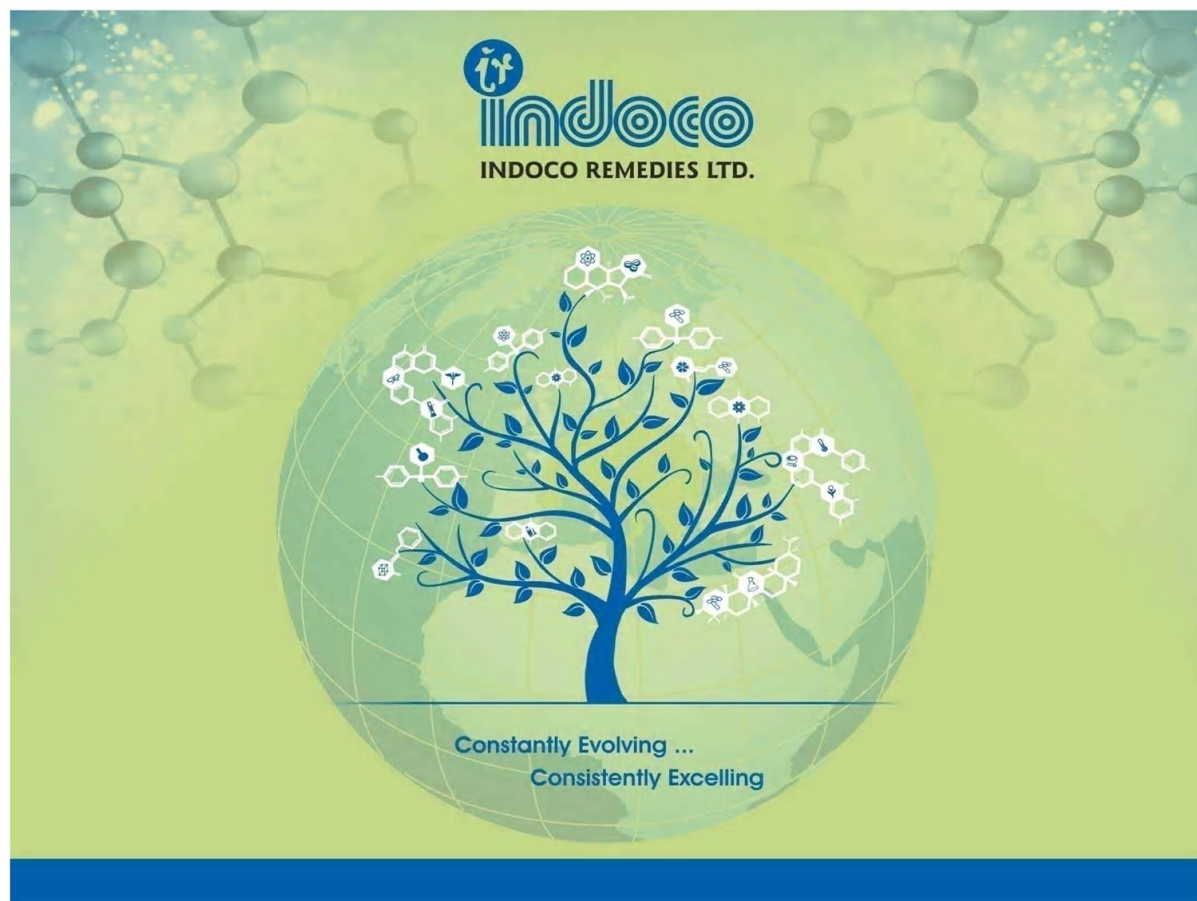




About Us...



Domestic & International Business

Turnover
₹ 849
Crores

RANKED IN INDIA
26th CIIARC
28th AWACS

Revenues
63% DOMESTIC
37% EXPORT

No. 1
in
Dental Segment

10
Specialized Marketing
Divisions

AFRICA, ASIA, EUROPE, NORTH AMERICA, SOUTH AMERICA, AUSTRALIA, JAPAN, INDIA
Regulatory Approvals

Pan India
presence

40 products
ranking
amongst the **top 5**
in their
therapeutic
segments

Presence
across
80
countries

3 Brands
ranking
amongst the
top 500

2,00,000
doctors
across
India

29
DEPOTS & BRANCH



About Us...



Infrastructure and R&D

8 Manufacturing Facilities
5 Formulations
3 APIs

100,000 sq.ft.
R&D Centre

250
scientists

workforce
of over
5500

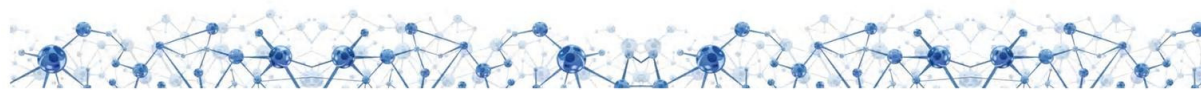
Annual Capacities

25 million	120 million
70 million	12 billion
	100 million

62
PATENTS
filed



Patent Appreciation Award
From IDMA



Regulatory Approvals



LOCATION	DOSAGE FORM	APPROVALS
• GOA I	• TABLETS, CREAMS & OINTMENTS	• US-FDA • EU-GMP • TGA Australia • MCC South Africa • ANVISA – Brazil
• GOA II	• STERILE PRODUCTS	Same as above
• GOA III	• TABLETS	• US-FDA • EU-GMP • TGA Australia
• WALUJ	• TABLETS	• Emerging Markets
• BADDI	• TABLETS, LIQUID ORALS & TOOTHPASTES	• EU-GMP and • Emerging Markets
• PATALGANGA	• APIs	• US-FDA, TGA Australia
• KILOLAB	• APIs	• US-FDA, TGA Australia



Business Model



INDIAN BUSINESS

- Branded Generics
- Active Pharmaceutical Ingredients (APIs)
(Captive Consumption & Supply to end users)

INTERNATIONAL BUSINESS (Covers 80 countries)

- Regulated Markets
 - Generics
 - CRAMS
- Emerging Markets
 - Branded Generics

ALLIED SERVICES

AnaCipher (Analytical & Clinical Research Services)
Xtend Industrial Designers and Engineers



Indian Formulation Business



TOP BRANDS	Marketing Divisions	Main Doctor Specialties
CYCLOPAM	INDOCO	Multi Specialty Division
FEBREX PLUS	SPADE	Multi Specialty Division, ENT, Pediatrician
SENSODENT K	Warren ACE	Dentists
ATM	Warren NXGen	Dentists / Super specialties within Dentistry
OXIPOD	SPERA	Gynecologists, General Practitioners
CITAL	FOCUS	Consulting Physicians
SENSOFORM	INDOCO CND	Cardiologists, Diabetologists, Consulting Physicians
CLOBEN G	EXCEL	Ophthalmologists
SENSODENT KF	ETERNA	Orthopedicians
KARVOL PLUS	IMPULSE / INSTITUTION	Private Corporate Hospitals & Govt. Institutions

Indoco generates 50 Million Prescriptions Annually
(Source : CMARC)



Indian Business - Growth Drivers



- Increasing income levels, rapid urbanization, changing lifestyle, rapid expansion in healthcare insurance sector, demand for quality healthcare services
- Brand building and focus on chronic segment
- Penetration in Northern and Eastern Regions to achieve regional balance
- New Products introductions
 - (Around 20 products including brand extensions every year)
- Focus on developing sustainable Rx support from core prescribers of Indoco brands
- Significant API contribution with expanded product basket and services



International Business



Regulated Markets
(87% of
Exports)

Revenue of
Rs. 252 Crs in 2014-15

Revenue contribution
(Europe 46%, USA 24 %,
SA & ANZ 17%)

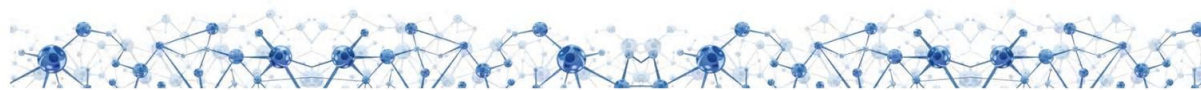
CRAMS, FDF, APIs
MAs / Dossier
Out-Licensing

Emerging Markets
(13% of
Exports)

Revenue of
Rs. 39 Crs in 2014-15

Revenue Contribution
(Africa 9%, Asia 2%,
Latam 2%)

Promotion of Branded
Generics through
Distributors



International Business - Growth Drivers



- Partnership and alliances to provide impetus to international business
- Regulatory approvals from countries including US / Europe for manufacturing facilities and products
- Own filing of ANDAs and Dossiers
- Shift from CRAMS to supplies against own dossiers / marketing authorizations in regulated markets
- Creation of own Intellectual Property through Patents and Trademarks
- NDDS and new platform technologies for future commercial exploitation



Financials – Fourth Quarter & Year Ended FY15

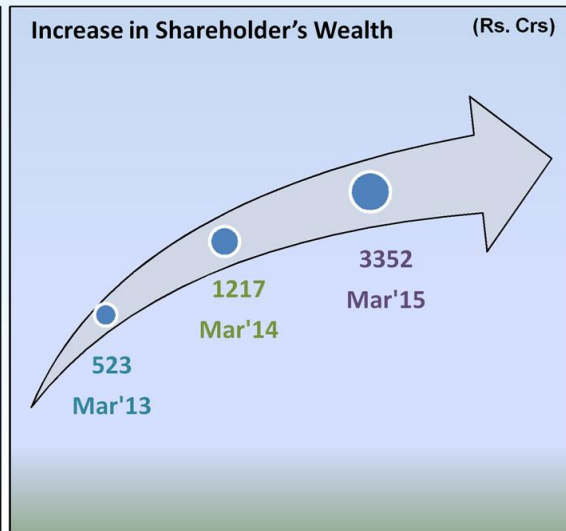
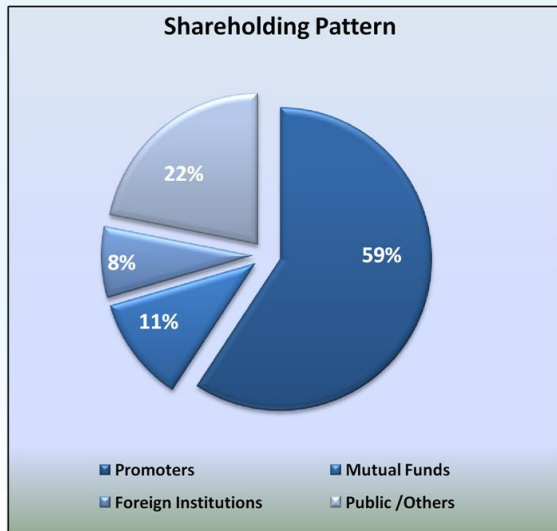


(` in Lacs)

Particulars	Fourth Quarter Ended			Year Ended		
	31.03.15	31.03.14	Gwth%	31.03.15	31.03.14	Gwth%
Net Revenues	21159	18586	13.8	84890	71737	18.3
PAT	1875	1855	1.1	8281	5790	43.0
<i>% to Sales</i>	8.9	10.0		9.8	8.1	
EBIDTA	3729	3286	13.5	16519	12007	37.6
<i>% to Sales</i>	17.6	17.7		19.5	16.7	
Operating Profit	3002	2574	16.6	12941	8479	52.6
<i>% to Sales</i>	14.2	13.8		15.2	11.8	
Earnings per share (EPS)	2.03	2.01		8.99	6.28	
Face Value (` 2/-)						



Share Holding Pattern and MCAP



Roadmap for Growth



• Strategies –

- Run healthy core businesses
- Leverage strengths into new products and services
- Open new frontiers, viz., CRO, Allied Services

• Core Competencies –

- Detailed customer knowledge and focus
- Large scale systems integration
- Lean enterprise
- To embark upon proactive measures (e.g. GST, SAP, IFRS, etc)

• Values –

- Integrity
- Quality
- Customer satisfaction
- Team spirit
- Good corporate citizenship
- Leadership



Thank You

Constantly Evolving ...

Consistently Excelling

