



INDOCO REMEDIES LTD

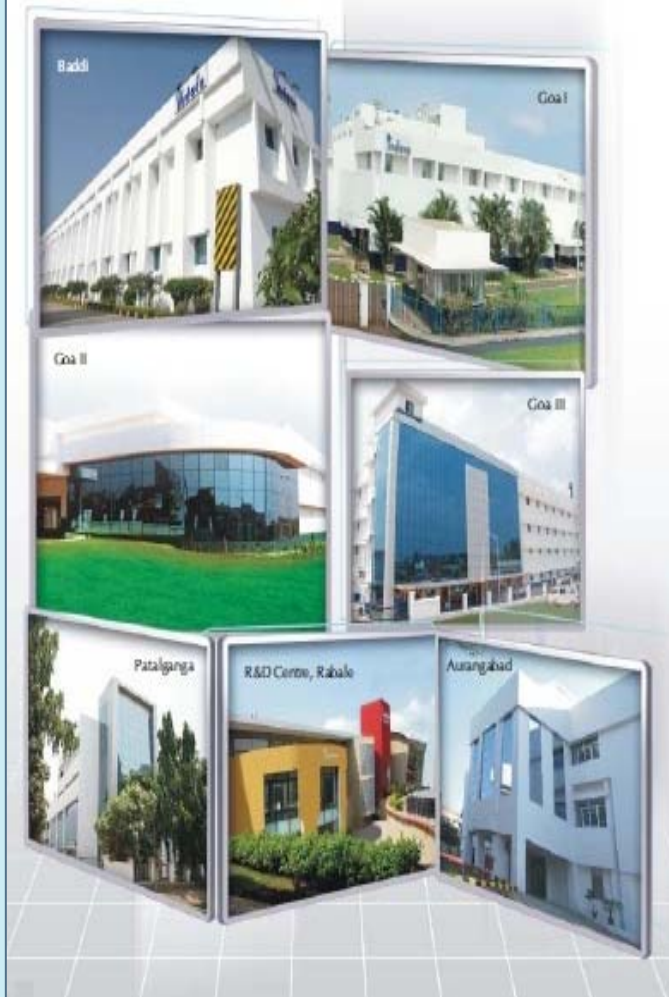


Company Profile



- A fast growing, fully integrated, research oriented pharmaceutical company with a Global presence.
- Strong domestic marketing setup with PAN India presence.
- Workforce of over 4000
 - 200 R&D scientists
 - 2250 Field staff
- Revenues in FY 2011-12 Rs. 5600 mio
(Domestic & International contribution 65 % & 35% respectively)
- Listed on Stock Exchanges in India

Manufacturing Plants



Our Infrastructure

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

Mfg. Facilities for FDFs



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



API Facilities



- **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



Research & Development

- US \$ 10 million Investment
- Spread over an area of 100,000 square feet and employs over 200 scientists and technical personnel
- 34 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

Indian Business

- Branded Generics
- APIs

International Business

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

Business Model

- 18 Therapeutic Segments
- 160 Brands
- 8 Marketing Divisions

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

Vertically Integrated

febrex plus 

CYCLOPAM

ATM

Vepan
Cefadroxil

SENSODENT-K

OXIPOD

CLOBEN-G
Skin Cream 

TUSPEL PLUS

Indian Business



- **INDOCO** – GP, CP, Gynaec
 - **SPADE** – GP, CP, Paediatrician, ENT
 - **WARREN** –Dental
 - **EXCEL** – Opthal
 - **SPERA** – GP, Gynaec, Paediatrician
 - **ETERNA** – CPs, Orthos, Gastro
 - **XTEND** – GPs in Extra Urban Towns
 - **CnD** – Lifestyle/Cardio & Diabetology
- Ranked 26th by CMARC in Rx Ranking (Nov' 11 – Feb'12)
 - Ranked 31st by AWACS in SSA Audit (March' 12)

Few Brands which occupy leadership position (among top 5)



febrex plus

CYCLOPAM

ATM

Vepan
Cefadroxil

SENSODENT-K

OXIPOD

CLOBEN-G
Skin Cream

TUSPEL PLUS

Brand	Therapeutic Areas	Rank	Market Share
HOMIDE	Ophthalmic	1	91.70%
CYCLOPAM	Anti-Spasmodic	1	54.30%
CITAL	Urinary Alkalizer	1	30.80%
SENSODENT-K	Desensitizing Toothpaste	1	7.30%
SENSOFORM	Desensitizing Toothpaste	1	5.30%
SCABEX	Scabies Skin Cream	2	23.80%
CLOBEN-G	Antifungal Skin Cream	2	11.90%
CARMICIDE	Anti-Flatulent	2	17.00%
ATM	Anti-Infectiver	2	9.30%
VEPAN	Anti-Infective	3	16.20%
FEBREX PLUS	Anti-Cold	3	9.20%
KARVOL PLUS	Nasal Decongestant	4	6.30%
NOSIC	Anti-Emetic	4	4.70%
HEMSYL	Gynaec	5	10.30%
GLYCHEK-M	Anti-Diabetic	5	6.90%
TUSPEL PX	Cough Syrup	5	4.10%
OXIPOD	Anti-Infective	5	3.60%

Growth Drivers (Domestic Business)



- Growing middle class population, increasing income levels, rapid urbanization, demand for quality healthcare services & changing lifestyle
- Focus in 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. 14948 million in FY12 registering a growth of 34.5%

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

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

Emerging Markets

Revenue of Rs. 360 million in FY12 registering a growth of 18%

Promotion of Branded Generics through distributors
APIs & Intermediates

Kenya, Uganda, Sri Lanka, Myanmar and Tanzania continue to be the top five contributors.

Growth Drivers (International Business)



- 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

FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2012

PART-I						(Rs. In Lacs)
Sr. No.	Particulars	Quarter ended 31.03.2012 (Unaudited)	Quarter ended 31.12.2011 (Unaudited)	Quarter ended 31.03.2011 (Unaudited)	Year ended 31.03.2012 (Audited)	Year ended 31.03.2011 (Audited)
1	Income from Operations					
	(a) Gross Sales / Income from Operations	14,972	14,368	12,190	56,758	48,415
	(b) Less : Excise Duty	(206)	(193)	(127)	(745)	(509)
	(c) Net Sales / Income from Operations (a-b)	14,766	14,175	12,063	56,013	47,906
	(d) Other Operating Income	(25)	351	56	864	201
	Total Income from Operations (Net) (c+d)	14,741	14,526	12,119	56,877	48,107
2	Expenses					
	(a) Cost of materials consumed	5,984	5,567	4,197	22,271	18,848
	(b) Purchases of stock-in-trade	725	746	572	3,365	3,198
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(225)	(58)	446	(1,138)	(1,190)
	(d) Employee Benefits expense	2,090	2,052	1,761	8,190	6,727
	(e) Depreciation and Amortisation expense	532	533	347	1,925	1,345
	(f) Research & Development Expense	324	263	269	1,080	934
	(g) Other Expenses	3,708	3,774	3,140	14,651	12,822
	Total Expenses	13,138	12,877	10,732	50,344	42,684
3	Profit from Operations before Other Income, finance costs and Exceptional Items (1-2)	1,603	1,649	1,387	6,533	5,423
4	Other Income	45	36	55	226	288
5	Profit from ordinary activities before finance cost and Exceptional Items (3+4)	1,648	1,685	1,442	6,759	5,711
6	Finance Costs	279	769	50	1,633	52
7	Profit from ordinary activities after finance cost but before Exceptional Items (5-6)	1,369	916	1,392	5,126	5,659
8	Exceptional Items	-	-	-	-	-
9	Profit from Ordinary activities before tax (7-8)	1,369	916	1,392	5,126	5,659
10	Tax Expenses					
	- Current	274	184	277	1,026	1,128
	- Deferred	116	90	29	366	147
	- Prior Year	-	-	-	-	-
	- MAT Credit	(274)	(184)	(137)	(900)	(728)
11	Net Profit from Ordinary activities after tax (9-10)	1,253	826	1,223	4,634	5,112
12	Extraordinary Items	-	-	-	-	-
13	Net Profit for the period (11-12)	1,253	826	1,223	4,634	5,112
14	Paid up Equity Share Capital (Face value `10/- each)	1,228.67	1,228.67	1,228.67	1,228.67	1,228.67
15	Reserves excluding Revaluation Reserves as per Balance Sheet of Previous accounting year	-			37,427	33,791
16	Earnings per share (before & after extraordinary items) (of ` 10/- each) (not annualised):					
	(a) Basic	10.20	6.72	9.95	37.72	41.60
	(b) Diluted	10.20	6.72	9.95	37.72	41.60
17	Earnings per share (before & after extraordinary items) (of Rs. 2/- each-Refer Note No.3) (not annualised):					
	(a) Basic	1.36	0.90	1.33	5.03	5.55
	(b) Diluted	1.36	0.90	1.33	5.03	5.55



Constantly Evolving...

Consistently Excelling

Thank You.....