



Constantly Evolving...
Consistently Excelling

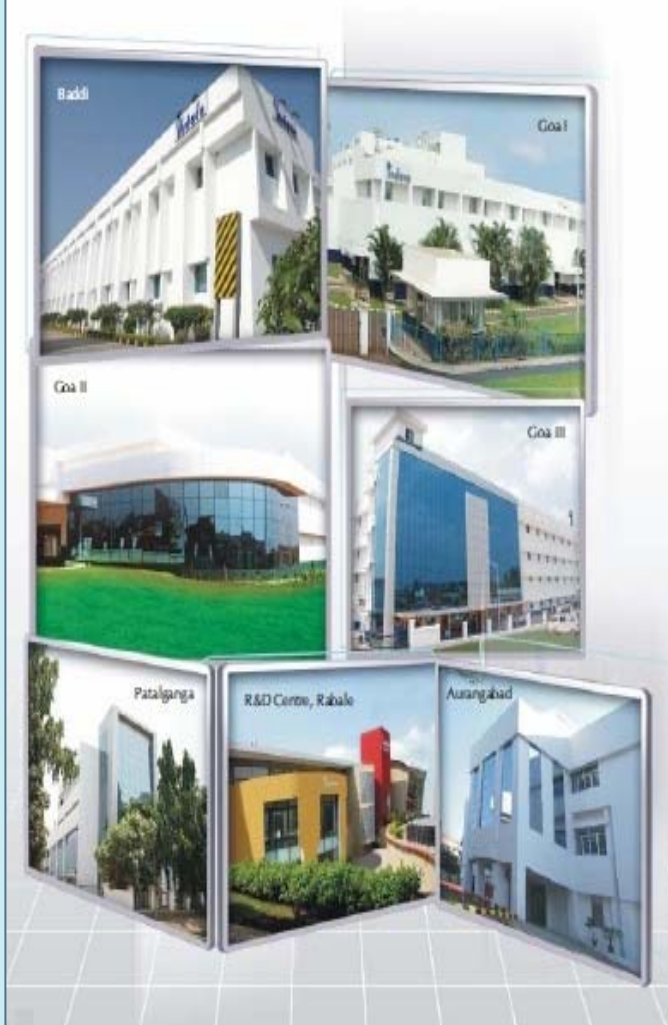




Company Profile

- A fast growing, fully integrated, research oriented pharmaceutical company with a Global presence
- Strong domestic marketing setup with PAN India presence
- Workforce of over 4500
 - 200 R&D scientists
 - 2300 Field staff
- Revenues in FY 2013-14 `7277 million
(Domestic business contributes 64 % & International business contributes 36% of the revenues)
- 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
- 29 Depots & Branches

Mfg. Facilities for FDFs



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



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

Research & Development

- US \$ 10 million Investment
- Spread over an area of 150,000 square feet and employs over 200 scientists and technical personnel
- 58 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

Business Model

- 15 Therapeutic Segments
- 150 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



8 MARKETING DIVISIONS

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

- Ranked 25th by CMARC in Rx Ranking
- Ranked 28th by AWACS in SSA Audit (Mar'14)

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TUSPEL PLUS

Indian Business



Top Brands of each Marketing Division

- **INDOCO** – Cyclopam, Oxipod, Vepan, Clamchek, Glychek
- **SPADE** – Febrex Plus, ATM, Methycal, Favorit
- **WARREN** – Sensodent-K, Sensoform, Sesodent-KF, Amclaid
- **EXCEL** – Renolen, Dexoren-S, Macuchek, Irivisc / DS
- **SPERA** – Cital, Carmicide, Triz, Speracal, Aloha XT
- **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)



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CYCLOPAM

ATM

Vepan
Cefadroxil

SENSODENT-K

OXIPOD

CLOBEN-G
Skin Cream

TUSPEL PLUS

Brand	Therapeutic Areas	Rank	Market Share %
Sensodent – K	Desensitizing Toothpaste	1	96.1
Homide	Ophthalmological	1	95.3
Carmicide	Anti-Flatulant	1	75.4
Sensoform	Desensitizing Toothpaste	1	65.3
Cital	Urinary Alkalizer	1	36.7
Renolen	Ophthalmological	1	66.8
Sensodent – KF	Desensitizing Toothpaste	1	28.0
Febrex Plus	Anti-Cold	1	18.9
Cyclopam	Antispasmodic/Analgesic	2	11.8
MCBM 69	Gynec	2	9.7
Tuspel PX	Cough Syrup	2	17.5
Dexoren – S	Ophthalmological	2	15.4
Tobaren D	Ophthalmological	2	21.6
Tuspel Plus	Cough Syrup	2	17.7
Lorchek MR	Pain/Analgesic	2	28.6
Tamigen	Ophthalmological	3	1.0
Hemsyl	Gynec	3	12.6
Cloben G	Anti-Fungal Skin Cream	3	16.8
Cyclomeff	Antispasmodic/Analgesic	3	3.1
Zincoren	Ophthalmological	3	11.1
Otorex	Ophthalmological	3	12.6

Growth Drivers (Domestic Business)



- 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 Rs. 2005 mn
in FY14

Dossier out-licensing
Contract Research
Contract Mfg.

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

Emerging Markets

Revenue Rs. 307 mn
in FY14

Promotion of Branded
Generics through
distributors
APIs & Intermediates

Kenya, Myanmar ,
Trinidad, Tanzania &
Botswana are the top
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

Profit & Loss A/C – Percentage to Net Sales

(` In Lacs)



PARTICULARS	Standalone								Consolidated	
	Quarter Ended				Year Ended				Year Ended 31.03.14 (Audited)	% to Sales
	31.03.14 (Unaudited)	% to Sales	31.03.13 (Unaudited)	% to Sales	31.03.14 (Audited)	% to Sales	31.03.13 (Audited)	% to Sales		
INCOME										
Net Sales / Income from Operations	18586		16048		71737		62643		72227	
Add: Other Operating Income	(224)		(161)		1034		396		1034	
Total Income from Operations	18362		15887		72771		63039		73261	
Add: Other Income	102		31		175		150		176	
Total Income	18464		15918		72946		63189		73437	
EXPENDITURE										
Material Cost	6131	33.0	6399	39.9	26916	37.5	26257	41.9	27198	37.7
Employees Benefit Expenses	3460	18.6	2668	16.6	12905	18.0	10774	17.2	12954	17.9
Research & Development Expenses	418	2.2	279	1.7	1443	2.0	1290	2.1	1443	2.0
Other Expenses	5067	27.3	4027	25.1	19500	27.2	15471	24.7	19628	27.2
Finance Cost	345	1.9	493	3.1	1880	2.6	2187	3.5	1892	2.6
Depreciation and Amortization Exps	785	4.2	625	3.9	3091	4.3	2372	3.8	3090	4.3
Misc. Expenditure Written Off.	-	-	1	-	-	-	1	-	-	-
Total Expenses	16206		14492		65735		58352		66205	
PBT	2258	12.1	1426	8.9	7211	10.0	4837	7.7	7232	10.0
Tax Expenses	403		141		1421		571		1429	
Minority Interest	-		-		-		-		5	
PAT	1855	10.0	1285	8.0	5790	8.1	4266	6.8	5798	8.0
EBIDTA (w/o R&D)	3704	19.9	2793	17.4	13450	18.7	10537	16.8	13482	18.7
OPERATING PROFIT	2574	13.8	1674	10.4	8479	11.8	5977	9.5	8500	11.8

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Thank You.....