



About Us...



Revenues
1094
Crores



workforce
of over **6000**

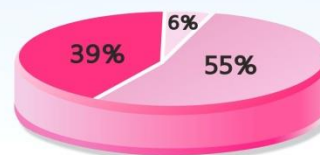
RANKED IN INDIA

Ranking	Organization	Category
23rd	by IMS	(Prescription Ranking)
31st	by AWACS	(SSA Ranking)



Recent Acquisitions

- **CRO, at Hyderabad**
from Piramal Clinical Research
- **Solid Oral Plant in Baddi**
from Micro Lab



- Domestic
- Export
- API & CRO



Patent Awards

- IDMA
- PHARMEXCIL

About Us...

Domestic Business

9



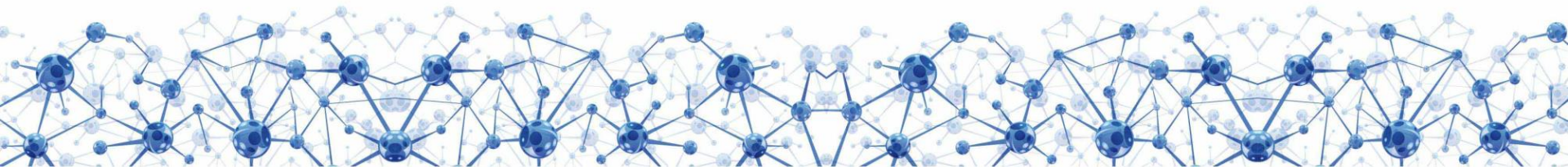
Specialised Marketing Divisions



Pan India
presence

3 Brands
ranking
amongst the top **500**

51 products
ranking
amongst the top **5**
in their
therapeutic
category



About Us...

Domestic Business

70
Million
Prescriptions
Annually

No. 1
in
Dental Segment



4,65,000
Doctors
across
India

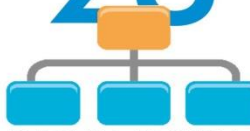


(IMS Prescription Audit Data)
- MAT Dec'16)

~31 New launches
through in-house
development



28
DEPOTS & BRANCH



About Us...

International Business

Presence
across
55
countries



76
PROCESS PATENTS

- 24 for FDFs
- 52 for APIs



42
ANDAs
At various stages

**New Drug Delivery
Systems (NDDS)**

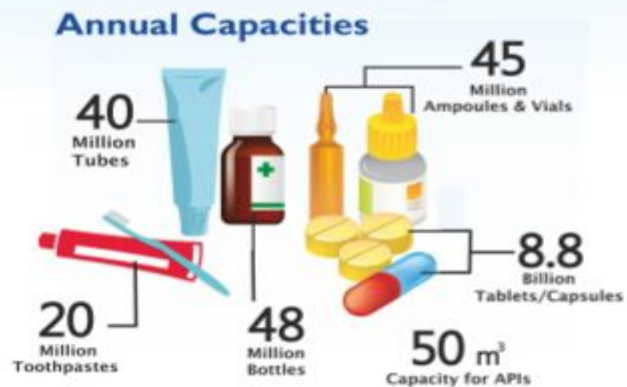


34
EU CTD Dossiers

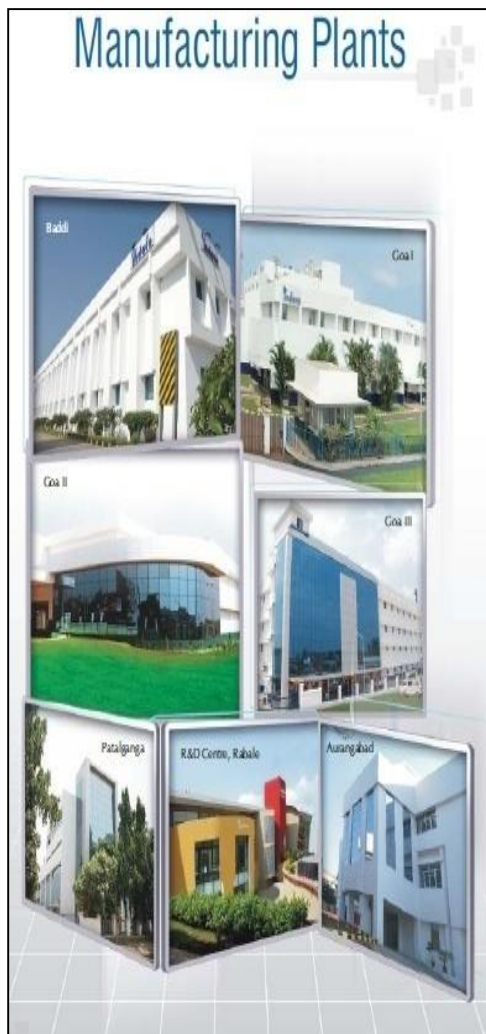


About Us...

Infrastructure and R&D



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 I	● TABLETS, LIQUID ORALS & TOOTHPASTES	● EU-GMP and ● Emerging Markets
● BADDI II	● TABLETS & CAPSULES	● WHO GMP
● 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

Regulated Markets

- Generics
- CRAMS

Emerging Markets

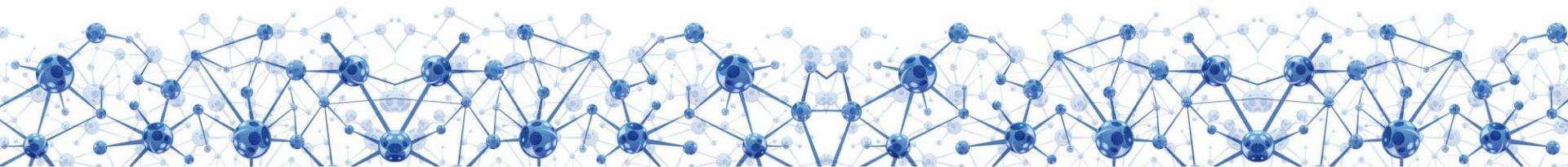
- Branded Generics

ALLIED SERVICES

AnaCipher - CRO for BA / BE Studies

- Analytical Services

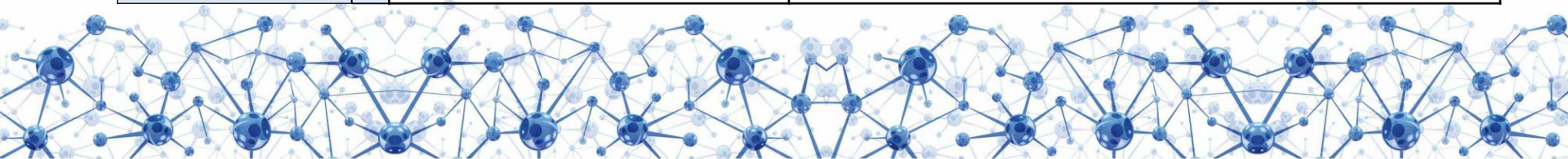
Xtend Industrial Designers and Engineers



Indian Formulation Business

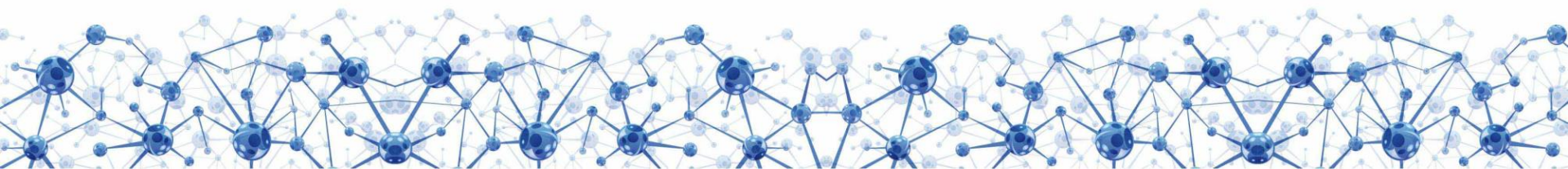


TOP BRANDS	Marketing Divisions	Main Doctor Specialties
FEBREX PLUS	INDOCO	Multi Specialty Division
CYCLOPAM	SPADE	GP, CP, ENT, Pediatrician
SENSODENT K	Warren ACE	Dentists
OXIPOD	Warren NXGen	Dentists / Super specialties within Dentistry
CITAL	SPERA	Gynecologists, General Practitioners
ATM	FOCUS	Consulting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



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 sub-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 prescription support from Doctors Specialties
- Significant API contribution with expanded product basket and services



International Business

Regulated Markets

(85% of
Exports)

Revenue of
` 351 Crs in 2016-17

Revenue contribution
(Europe 38%, USA 30%,
SA & ANZ 17%)

CRAMS, FDF, APIs
MAs / Dossier
Out-Licensing

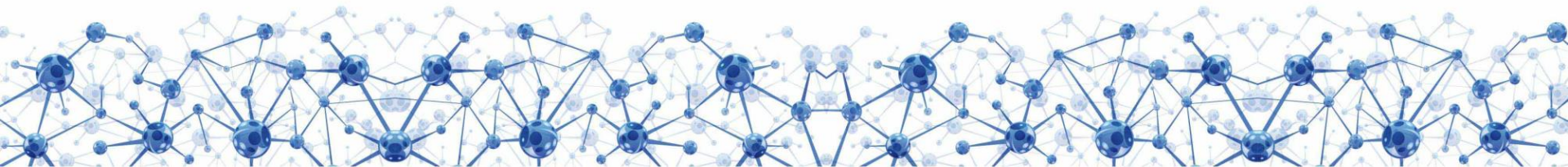
Emerging Markets

(15% of
Exports)

Revenue of
` 63 Crs in 2016-17

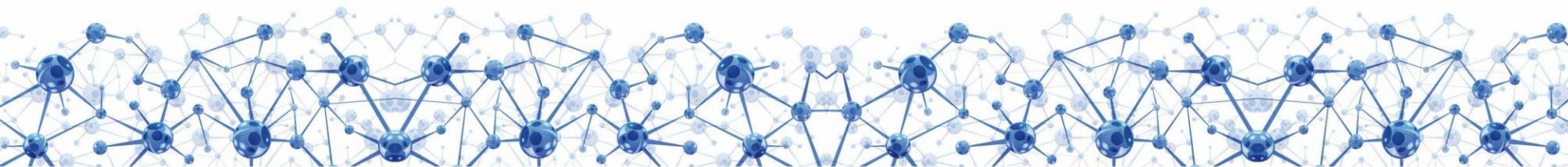
Revenue Contribution
(Africa 8%, Asia 2%,
FWA 2%, Latam & Others
3%)

Promotion of Branded
Generics through
Distributors



International Business - Growth Drivers

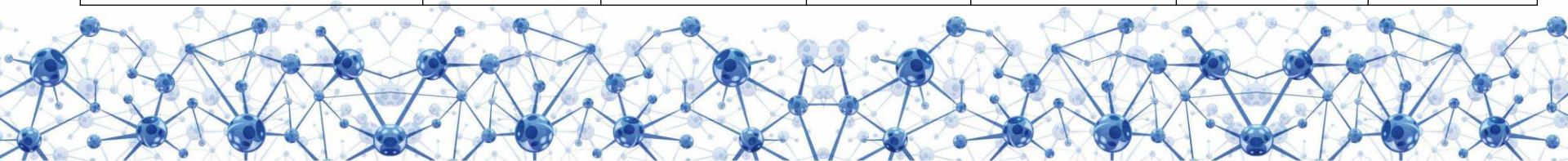
- Partnership and alliances
- Niche Product pipeline in Ophthalmic space
- Regulatory approvals from countries including US / Europe for manufacturing facilities and products
- Own filing of ANDAs and Dossiers
- Shift from CRAMS to supplies against own dossiers / marketing authorizations in regulated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



Financials

(` in Lacs)

Particulars	Quarter Ended			Year Ended		
	31.03.17	31.03.16	Gw %	31.03.17	31.03.16	Gw %
Net Revenues	26555	25779	3.0	106665	98080	8.8
PAT	1794	2095	(14.4)	7745	8229	(5.9)
% to Net Sales	6.8	8.1		7.3	8.4	
EBIDTA	3257	4243	(23.3)	15662	17039	(8.1)
% to Net Sales	12.3	16.5		14.7	17.4	
Operating Profit	3257	3546	(8.2)	13890	14079	(1.3)
% to Net Sales	12.3	13.8		13.0	14.4	
Earnings per Share (EPS)						
Face Value (Rs 2/-)	1.95	2.27		8.40	9.93	

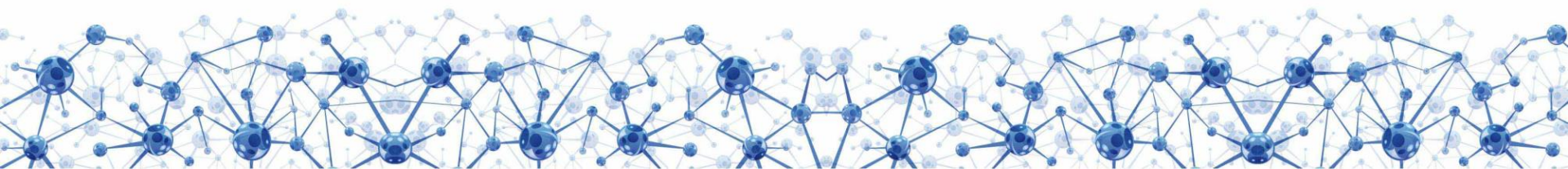


Safe Harbor...



This presentation may include certain forward – looking statements and information that involve risks, uncertainties and assumptions based on current expectations, within the meaning of applicable laws and regulations. Forward – looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact, including, but not limited to, those that are identified by the use of words such as “anticipates,” “believes,” “estimates,” “expects,” “intends,” “plans,” “predicts,” “projects” and similar expressions. Actual results could differ materially from those projected in forward looking statements and the company does not guarantee realization of these statements. Any forward looking statement or information contained in this presentation speaks only as of the date of the statements. The company also disclaims any obligation to revise any forward looking statements.

No part of this presentation may be reproduced, quoted or circulated without the prior approval from Indoco Remedies Limited.



Thank You

Constantly Evolving ...

Consistently Excelling

