



Vivimed Labs Limited

AGM Presentation

September 30, 2013



Vivimed

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7. Key Takeaways



Our Customers & Products

Group Overview

Healthcare

67% of FY13 sales



- Active Pharmaceutical Ingredients (API)
- Finished Dosage Formulations (FDF)



Personal Care

20% of FY13 sales

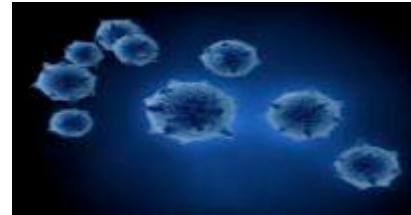


- Sun Care
- Skin Care
- Hair Care
- Oral Care
- Naturals



Home Care

9% of FY13 sales

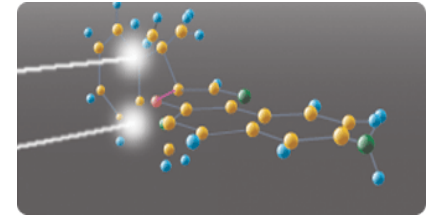


- Antimicrobials
- Specialty Intermediates
- Preservatives



Industrials

4% of FY13 sales



- Photo Chromic Dyes
- Imaging Chemicals



FY2013 sales of Rs. 11,207 million; EBITDA of Rs. 1,976 million



Vivimed

Where Chemistry and Quality Matters

Group Overview

Unique Business Model

- Uses chemistry to create ingredients which touch human life on a daily basis
- Focused on the Health Care, Personal Care, Home Care and Industrial segments globally
- Multiple manufacturing and R&D centers provides efficient platforms in India across business segments
- Product portfolio caters to over 75% of the personal care ingredient market
- Combination of stable margin and high growth global businesses

Attractive Industry Dynamics

- Global API sales is expected to grow at a CAGR of 5.9% from 2010 to 2015
- Drugs with global market size of \$224bn to go off-patent by 2015 driving generic sales
- Indian pharmaceutical industry to reach \$20bn in 2015, a CAGR of 12.3%
- Global personal care ingredient market to grow to \$15bn by 2015 and India to \$800mn

Best-in-Class Operations

- 12 manufacturing facilities and 5 R&D centers across the world
- 4 US FDA approved sites
- Healthcare revenues: Regulated markets 85% and Semi Regulated markets 15%
- High entry barriers: Long standing customer relationships and in house knowledge base
- Flexible manufacturing across API and Active Ingredients

Robust Financial Performance

- 5-year Net Sales CAGR of 42% and Net Profit CAGR of 44%
- Revenues: India 35%, RoW 65%
- R&D investments: 3% of Revenues
- Short-term bank facilities rated A2+ and long term facilities rated A- by CARE Ratings
- Strong transnational management team with proven track record of delivering growth & profitability



Evolution with Chemistry Always at the Core

Group Overview

Track record of growth through identification of niche segments, building scale and integrating acquisitions

API and Bulk Drug Manufacturing	Exploration into Specialty Chemicals	Breakthrough in Specialty Chemicals	Expansion of Product Portfolio & Clientele	Inorganic Growth	Integration and Financial Scaling
1991: Commenced production at Bidar, Karnataka. Manufacturing of API's and Bulk Drugs such as Ibuprofen, Chlorzoxazone, Nalidixic Acid	1997: VIV-20 Patent grant by Indian Patents Office Foray into specialty chemicals through development and process innovation of Anti-Bacterial Viv-20 (Triclosan)	2000: Established R&D center Approved by Unilever for the supply of Viv-20 and Vivcal-G to Unilever's Asian locations	2005: Listed on BSE & NSE Development of new active ingredients Introduction of Small Volume Parentals facility and Specialty Chemicals facility Added new customers such as L'Oreal, P&G	Healthcare: Acquired Uquifa, Octantis Nobel, Klar Sehen, Finoso and Actavis SOD facility to increase presence in API's & formulations Active Ingredients: Acquired James Robinson to increase global presence and increase product portfolio	Drive revenue and profitability growth through: Integration of acquisitions Process and procurement efficiencies in Spain Capacity expansions and enhancing product range

1989-94

1995-98

1999-2003

2004-07

2008-13

2014-15



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Synergistic Global Operations

Group Overview

A multinational global platform that provides Vivimed access to markets and significant cost advantage



Facilities	Mexico	Spain	UK	China	USA	India	Total
Healthcare – API	1	2					3
Healthcare – FDF						7	7
Active Ingredients						2	2
Total Facilities	1	2				9	12
R&D Facilities		1	1			3	5
Global Support Offices		1	1	1	1	1	5



Vivimed

Clearly Defined Strategic Direction

Group Overview

Where Chemistry and Quality Matters

Continue to **strengthen engagements** with marquee customer base through superior product development and delivery capabilities

Move up the **value chain through vertical integration in Healthcare** (R&D to manufacturing of API / FDF / brands) and target **niche opportunities in the Specialty Chemicals** segment

Optimize utilization of existing global manufacturing platform to enhance capital efficiencies and shareholder returns

Increase penetration in existing **regulated and semi regulated Healthcare markets** and target selected new geographies

Focus on early stage **innovative R&D** and **product development** to drive monetization of business opportunity across all segments

Leverage the strengthened management team to support the future growth aspirations and deliver sustainable returns over the longer term

Successful integration of recent initiatives which will bring scalability through a larger opportunity space and a platform to address the same



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2. Global Operations
3. Business Segments
4. International R&D
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7. Key Takeaways



Recent Corporate Development

Global Operations

Recent acquisition of a US FDA approved FDF facility will provide immediate access to the regulated markets

Immediate Access to the Regulated Markets

- US FDA approved facility with 1.2 billion SOD per annum manufacturing capacity
- Immediate access to regulated market such as USA, the largest generic market in the world
- Eliminates three to four years of lead time, which is required to build a green field project of this quality and getting the regulatory approvals

Immediate Revenue Streams

- Two commercially valuable and marketable ANDAs acquired with the facility
- ANDAs acquired include Losartan with a market size of \$3.2 billion and Donepezil with a market size of \$2.2 billion
- Actavis to provide a manufacturing contract for a set of products over a defined period

Strengthening Relationship with Actavis for Future Association

- Opportunities which could emerge over the longer term include Actavis' potential use of Vivimed's existing API manufacturing platform
- Being considered for any future ANDA divestments by Actavis

Completing the Value Chain

- Adding to forward integration synergies for Vivimed's existing API business
- Vivimed to develop its own formulation dossiers and start building a filing pipeline with Actavis facility as the manufacturing site



Healthcare API

Global Operations

3 GMP compliant and US FDA approved sites across Spain and Mexico

Location	Facilities	Description
Llica Barcelona, Spain		• 29 reactors (10 glass-line, 17 stainless steel) • Total capacity of 140 m³ • Extensive material handling capabilities allows efficient production of bulk API • Last FDA Inspection date: July 2012 • ISO 14001:2004 certified • Inspections and approvals by Spain and Japanese health authorities
Sant Celoni Barcelona, Spain		• Acquired from Barisintex in 1991 • 29 reactors (15 glass-line, 14 stainless steel) • Total capacity of 120 m³ • Last FDA Inspection date: July 2012 • ISO 14001:2004 certified • Inspections and approvals by health authorities from Spain, ANVISA (Brazil), Japan and Korea
Cuernavaca Mexico		• Acquired from SmithKline in 1997 • Low cost – high capability • 30 reactors (16 glass-line, 14 stainless steel) • Total capacity of 150 m³ • Last FDA Inspection date: 2011 • Inspections and approvals by health authorities from Denmark, Japan and Korea



Healthcare FDF

Global Operations

6 WHO and GMP certified facilities in India plus 1 US FDA approved facility

Location	Facilities	Description
Jeedimetla Hyderabad		Manufactures dosage forms across delivery platforms such as liquid orals, tablets, capsules and ointments in various therapeutic categories
Jeedimetla Hyderabad		- Manufactures dosage forms across delivery platforms such as tablets, capsules, nasal sprays and ointments - One line of 500 ltrs (glass bottles); Two lines of 300 ltrs (flat bottles) - ISO 13485 certified - CE certificate for medical devices
Bolarum Hyderabad		- Two liquid manufacturing lines each of 3000 ltrs per day - One tablet manufacturing line of 250 kgs per day
Haridwar Uttarakhand		- Manufactures wide range of sterile products and small volume parentals - Has complex equipments designed as per stringent US FDA norms - ISO 9001-2000, ISO 14001 and OHSAS 18001 certifications



Healthcare FDF

Global Operations

6 WHO and GMP certified facilities in India plus 1 US FDA approved facility

Location	Facilities	Description
Kashipur Uttarakhand		• Located in the area which enjoys various tax concessions • Engaged in manufacturing non-sterile syrups, tablets, capsules & dry powders • ISO 9001-2000, ISO 14001 and OHSAS 18001 certifications
Kolkata West Bengal		• Manufactures dosage forms across delivery platforms such as tablets, capsules, nasal sprays and ointments • Ointment line : 150 kgs per day • Liquid Oral: 750 ltrs per day • Eye drop / Sterile drops : 100 ltrs per day
Alathur, Tamil Nadu		• In July 2013, acquired the solid oral dosage (SOD) facility from Actavis, a leading global generic and specialty pharmaceutical company • US FDA approvals were received in April 2007 with renewals in April 2009 and October 2011 • Current capacity of the facility is 1.2 billion SOD per annum



Personal, Home Care & Industrials

Global Operations

2 plants in India designed in compliance with US FDA norms

Location	Facilities	Description
Bonthapally Hyderabad, AP		Equipped with 78 reactors with over 350kl capacity
Bidar Karnataka		Equipped with 60 reactors with over 300kl capacity

Quality Certifications

- Integrated Management System (IMS) certification for manufacturing and supply of Specialty Chemicals and Active Pharmaceutical ingredients and Social Accountability (SA 8000: 2008) certification
- ISO 9001:2008 QMS certification for its manufacturing facilities
- ISO 14001:2004 certification for Environmental Management System
- ISO 18001: 2007 Certification for Safety Management System
- Certification for Bio-Terrorism preparedness from the US FDA (a prerequisite for exports to certain countries)
- Pre-registered its products for REACH (Registration, Evaluation and Authorization of Chemicals) in Europe
- R&D certified as a GLP Laboratory by CISR, a government of India undertaking



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Healthcare: Overview

Business Segments

Presence across APIs, contract and branded FDF

Healthcare

67% of FY13 sales



- Active Pharmaceutical Ingredients (API)
- Finished Dosage Formulations (FDF)



Business Segments

Active Pharmaceutical Ingredients (API)

Finished Dosage Formulations (FDF)

Branded FDF

Contract FDF

Ophthalmic

Capsules & Tablets

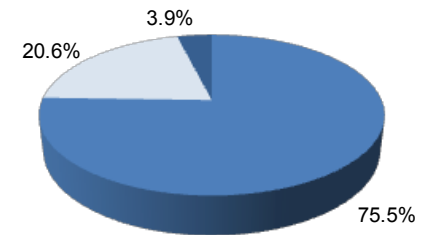
Nutraceuticals

Syrups & Liquids

Dermatology

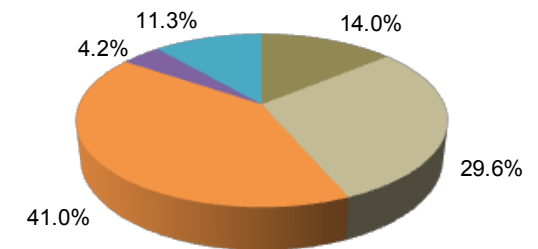
Nasal Spray & Ointments

By Product (Rs. 7,384 million)



■ API ■ Contract FDF ■ Branded FDF

By Geography (Rs. 7,384 million)



■ NAFTA ■ ASPAC ■ Europe ■ LATAM ■ Row



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Healthcare: Branded FDF

Business Segments

Branded Finished Dosage Formulations

Ophthalmic

- High growth and niche ophthalmic segment and owns over 50 trademark products
- Well known brands are Renicol, Lysicon-V, Care Tears and Dexacort
- Strong marketing presence in North East, Bihar and Andhra Pradesh
- In the process of expanding into regions such as Madhya Pradesh, Uttarakhand, Uttar Pradesh, Tamil Nadu, Kerala and Karnataka
- Over 150 medical sales professionals dedicated for this division

Renicol



Dexacort



Care Tears



Nutraceuticals and Dermatology

- Nutraceuticals especially for women and children include enzyme preparations, B-lactams, anti-oxidants and multi-vitamins
- Promoting the Dermatology segment to general physicians and has plans to expand with additional products apart from SCABENCA
- Has presence in North East, Andhra Pradesh, Bihar and Jharkhand.
- In the process of expanding into regions such as Madhya Pradesh, Uttarakhand, Uttar Pradesh, Tamil Nadu, Kerala and Karnataka
- Strong field marketing force of over 125 medical sales representatives

Nutriva



Folichew



Healthcare: Contract FDF

Business Segments

Contract Finished Dosage Formulations

Capsules & Tablets

- Flexasur
- Spasmocip Plus
- Codarin
- Butaproxivon
- Valenzia Tablets
- Arachitol Tablet
- C Pink Tablet

Syrups & Liquids

- Codarex
- Inalgel
- Viscodyne
- Brozedex (sugar free)
- Celadrin
- Mits Codeine Linctus
- Candid Lotion
- Candid Mouth Paint

Nasal Spray & Ointments

- Otrivin
- Nasivion Moist (spray)
- Nasivion (nasal drops)
- Candbiotic Ear Drop
- Otrivin Nasal Spray
- Tobrop

Capacity: Tablets >2bn, capsule ~1bn, 145 kl across delivery platforms

Clients



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Personal Care: Overview

Business Segments

Growth driven by attractive end user markets

Personal Care

20% of FY13 sales



- Sun Care
- Skin Care
- Hair Care
- Oral Care
- Naturals



Attractive End User Markets

Sun Care

Sunscreen, makeup, lotion, lipstick

Skin Care

Anti-wrinkle & skin whiteners, moisturizer

Hair Care

Shampoo, conditioner, scalp treatment, hair dyes

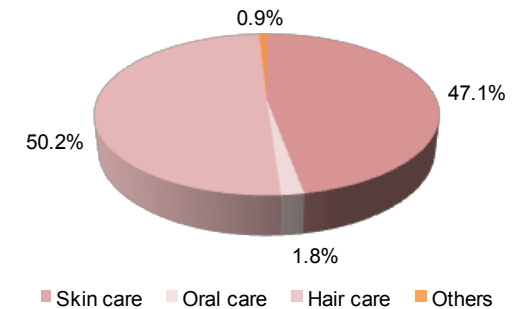
Oral Care

Toothpaste, mouth wash

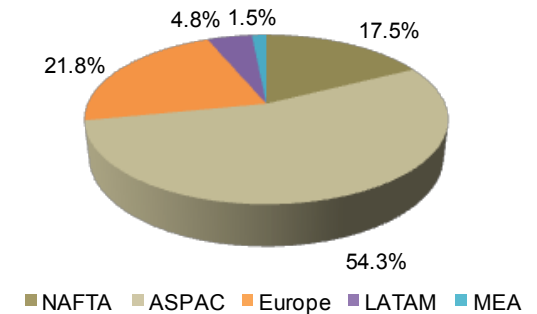
Naturals

Soap, shampoos

By Product (Rs. 2,232 million)



By Geography*



* Includes Personal, Home Care and Industrials

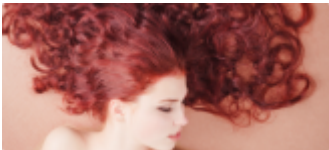


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Personal Care: Products

Business Segments

Products that touch lives of people around the world on a daily basis

Category		Key Products	Description	End Uses	Key Clients
Sun Care		Avis Ben - 3 & 4 Etone	Broad spectrum UV-A filter Oil/water soluble UV-A/B filter UV-A & UV-B filter	Sunscreen, makeup, lotion, lipstick	Unilever, P&G, L'Oreal, BDF
Skin Care		Vintox Vivinol	Anti-oxidant & Anti-ageing molecule Skin Lightening molecule	Anti-wrinkle & skin whitening cream, moisturizer	BASF, Sederma, Unilever
Hair Care		Dantuff – Z Vipirox Jarocol Dyes	Broad spectrum anti-dandruff agent Anti-dandruff agent Hair Dye intermediates	Shampoo, conditioner, scalp treatment, hair dyes	Unilever, ITC, Dabur, L'Oreal, Wella
Oral Care		Viv – 20 Vivcal-G	Anti-Bacterial for toothpaste Dental Enamel Protection	Toothpaste, mouth wash	Unilever, P&G, Dabur, BDF
Naturals		Curcuma Aromatica Root oil Soapnut	Skin conditioner & brightner Natural detergent Shampoos, face wash, hand wash	Soap, shampoos	Unilever, Kalina

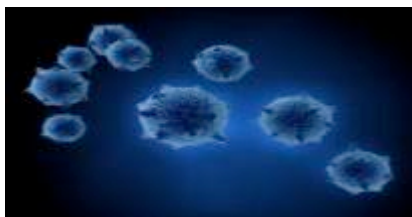


Home Care & Industrials: Overview

Business Segments

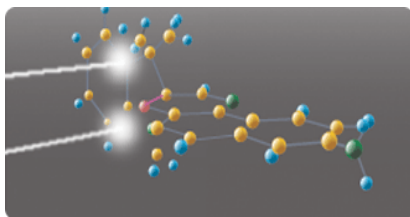
Focus on niche, high value active ingredients

Home Care 9% of FY13 sales



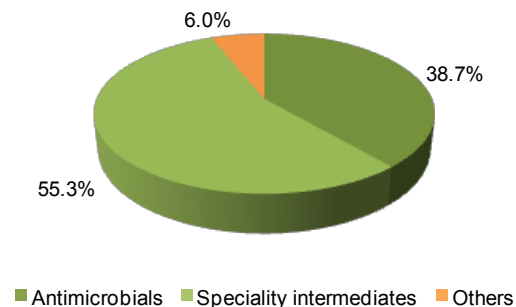
- Antimicrobials
- Specialty Intermediates
- Preservatives

Industrials 4% of FY13 sales

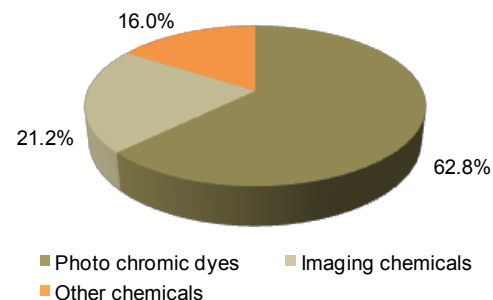


- Photo Chromic Dyes
- Imaging Chemicals

By Product (Rs. 1,042 million)



By Product (Rs. 429 million)



FUJIFILM



CORNING



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Home Care & Industrials: Products

Business Segments

Products adding value, beauty, protection and well-being

Category		Key Products	Description	End Uses	Key Clients
Anti-Microbials & Preservatives		Vivilide Cosvat	Broad spectrum bacteriostatic Anti-fungal and anti-bacterial	Soap, hand wash, textile, paint, hand gel, cosmetics	Unilever, BASF, J&J
Photochromic Dyes		Reversacol	Patented high performance dyes	Lenses, toys, films, clothes, cosmetics like nail varnish	Keystone, Corning, Mildex Optical
Imaging Chemicals		Phenidone Dimezone Nitroindazole	Black and white developing agent Black and white developing agent Anti-fogging agent	X-rays, photography	Kodak, Fuji, LG



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Global R&D Centre

International R&D

R&D activities range from the molecule identification, IP creation to commercialization across all business segments

5

Global R&D
Centers

R&D Strength

120

scientists

R&D

expenditure

3% of sales

	Location	Description
Healthcare: API	Sant Celoni Barcelona Spain	• 35 scientists including 3PhDs • Excellent track record in filing of dossiers and commercial scale-up
	Mallapur Hyderabad	• Team of 25 people with 22 scientists including 3 PhDs • GLP compliant labs recognised by Council for Scientific and Industrial Research (Govt. of India)
Healthcare: Formulations	Alexandria Techno Park Hyderabad	• Team of 20 scientists including 1 PhD • Services include formulation development, regulatory, analytical development and quality systems
Home & Personal Care & Industrials: Active Ingredients	Nacharam Hyderabad	• Team of 60 people with 39 scientists including 2 PhDs • GLP compliant labs recognised by Council for Scientific and Industrial Research
	Huddersfield UK	• Team of 7 scientists including 4 PhDs • Kilo Lab for Hair Dyes and Photochromics, collaboration with universities and knowledge banks • Focus on idea-generating research right from creation of a molecule to partnering with a manufacturer



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Strong Transnational Management Team

Corporate Structure

Key Management	Profile
Santosh Varalwar <i>Managing Director & Chief Executive Officer</i>	• First generation entrepreneur • Business growth strategy and leadership; Focus on key global client relationships • Previously associated with Shipping Corporation of India
Subhash Varalwar <i>Vice Chairman</i>	• Responsible for technology and new product development in the Active Ingredients segment • Previously associated with Fertilizer Corporation of India for 15 years
Sandeep Varalwar <i>Executive Director</i>	• Associated with Vivimed since its incorporation • Leads Vivimed's Healthcare FDF division • Over 18 years of experience in manufacturing and marketing in the Healthcare industry
Mark I Robbins <i>Chief Executive, Uquifa, Vivimed's API Division</i>	• Associated with Chemicals and API industries for over 23 years • Previously a member of the management executive committee of Yule Catto, UK • Previously worked with Johnson Matthey for 10 years • Member of the Institute of Marketing and Engineering , UK
George Polson <i>COO, Specialty Chemicals, VLI, USA</i>	• Leads the operations of the Global Specialty Chemicals Division • Industry experience of over 30 years with reputed companies such as Lonza and DSM • Holds ~40 US and World patents • Member of the American Chemical Society (ACS), the Society of Cosmetic Chemists (SCC), and Society of Investigative Dermatology (SID) and American Society of Pharmacognosy



Eminent Board Members

Corporate Structure

Santosh Varalwar

Managing Director

Sandeep Varalwar

Executive Director

S. Raghunandan

Executive Director

Dr. V. Manohar Rao

Executive Director

Subhash Varalwar

Executive Director

Srinivas
Chidambaram

*MD & CEO, Jacob
Ballas*

Nixon Patel

*Entrepreneur with
experience in IT,
telecom, pharma
and renewable
energy sectors*

Paaluri
Venkata Rathnam

*Over 45 years of
experience in
chemicals.,
fertilizers, pharma,
auto and electrical
engineering
industries*

Dr. M. Bhagvanth
Rao

*Former Dean of
Development and
UGC affairs,
Osmania
University,
Hyderabad*

Dr. Peesapati
Venkateswarlu

*Former Professor,
Dept of Medicinal
Chemistry,
National Institute
of Pharmaceutical
Education and
Research, Hyd.*



Nominee Director



Independent Director



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Agenda

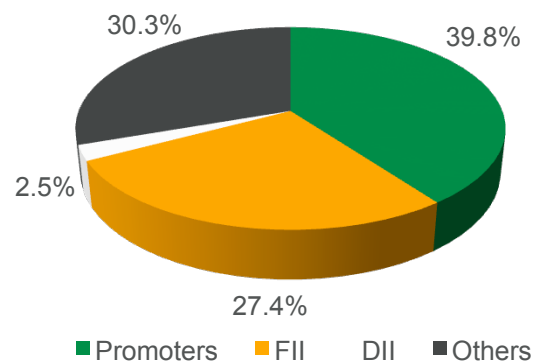
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Market Data

Financial Overview

Shareholding Structure



Key Institutional Investors



Shareholding Pattern Trend

Shareholders	Sep-12	Dec-12	Mar-13	Jun-13
Promoters ¹	45.2%	45.2%	39.7%	39.8%
FII / FDI	17.2%	16.4%	27.5%	27.4%
DII	0.4%	0.3%	0.3%	2.5%
Others	37.2%	38.1%	32.5%	30.3%
Total	100.0%	100.0%	100.0%	100.0%

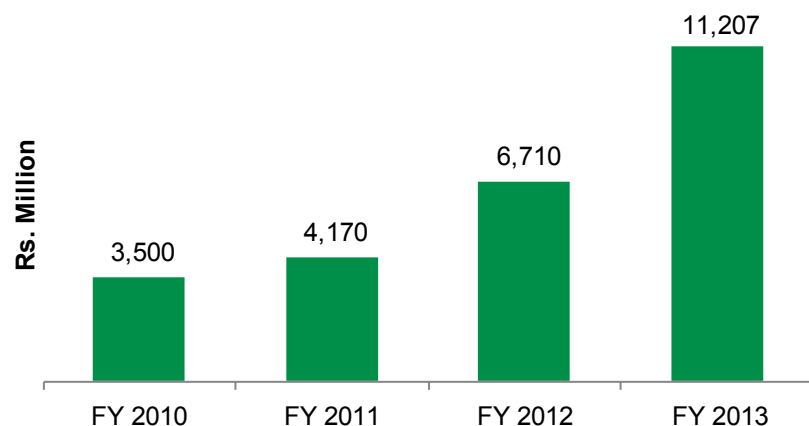
Note:
¹ In Q4 FY2013, Jacob Ballas converted its convertible preference shares resulting in dilution of Promoters' stake



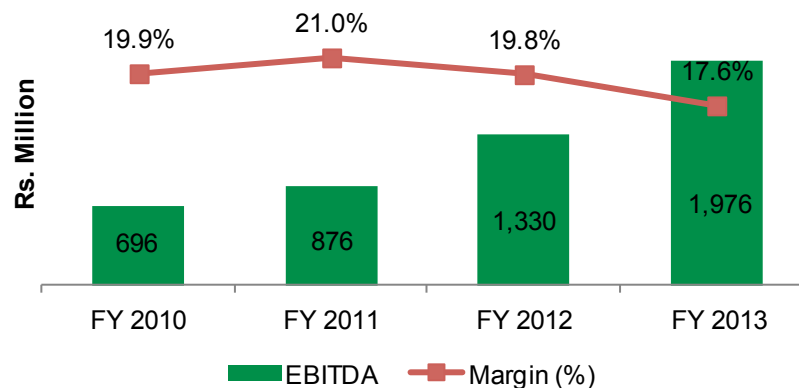
Historical Financial Performance

Financial Overview

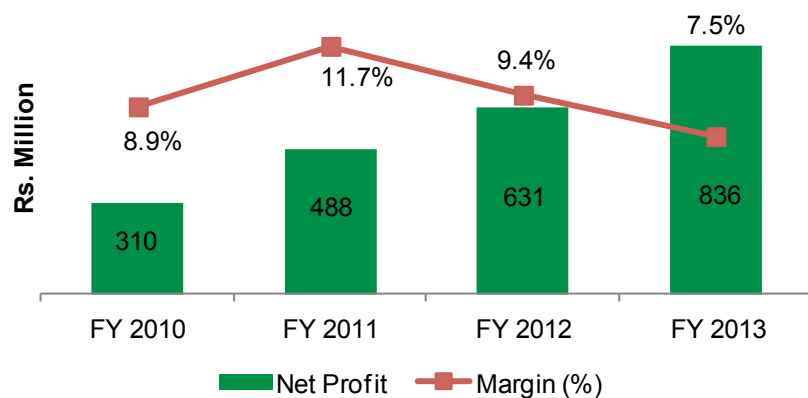
Net Revenue



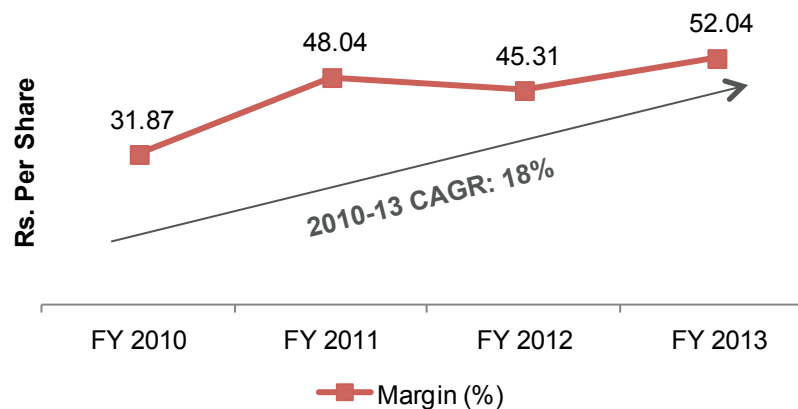
EBITDA and Margin



Net Profit and Margin



EPS

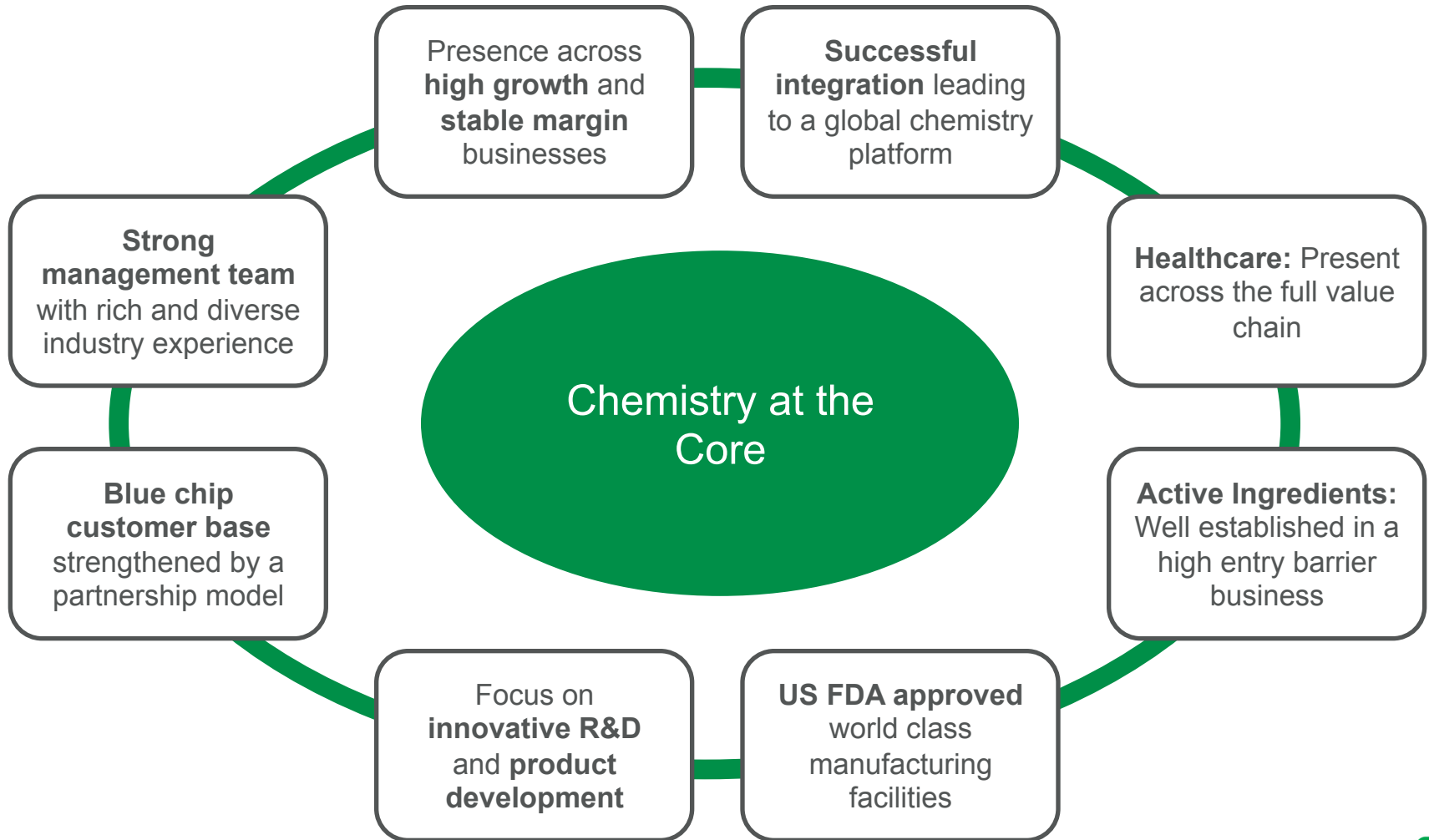


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Key Takeaways



Glossary

- ANDA: Abbreviated New Drug Application
- API: Active Pharmaceutical Ingredients
- CMO: Contract Manufacturing Organization
- DMF: Drug Master File
- FDF: Finished Dosage Formulation
- H&PC: Home and Personal Care
- MRs: Medical Representatives
- MA: Marketing Authorization



Thank You

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