

Alembic Pharmaceuticals Limited

Investor presentation – March 2020

BSE & NSE: APLLTD

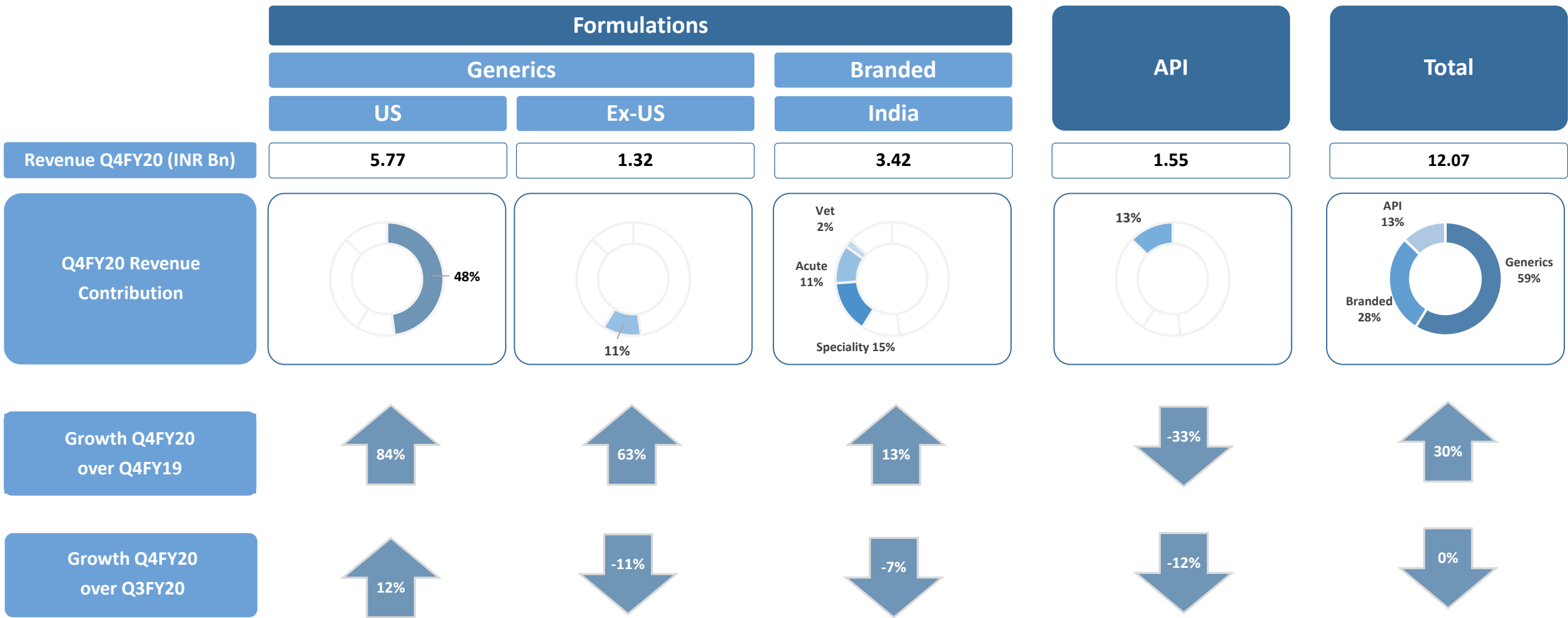
Milestones

1907	Established by Amin family
2006	FDA approves API facility
2007	Acquired Dabur's Indian Cardiology, GI and Gynaecology brands
2008	FDA approves Formulation facility
2010	Pharmaceuticals business demerged from Alembic – APL listed
2012	Formed a JV, Rhizen, for NCE research
2013	Launched first NDA with a partner Commenced filing in EU, Australia and Brazil
2015	Launched Aripiprazole on day-1. Established US front-end: transition to direct marketing
2016	Formed a JV, Aleor, for dermatology portfolio
2017	Acquired Orit Laboratories LLC, USA
2018	FDA approves Aleor's dermatology facility Highest ever investment commitment across four new manufacturing facilities
2019	Formed a JV, to enter China, FDA approves Oncology oral solid facility
2020	US front-end achieved milestone of crossing \$ 250 Mn Sales in FY20

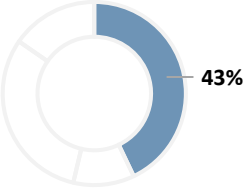
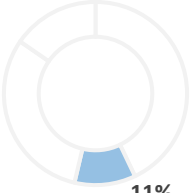
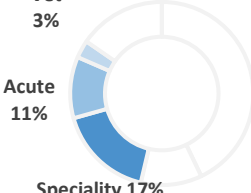
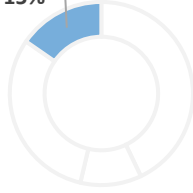
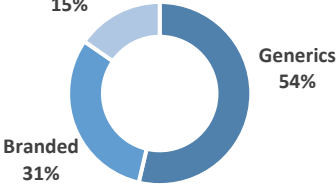
Financial Highlights

INR Bn						
Particulars	Q4 FY20	Q4 FY19	Growth	YTD FY20	YTD FY19	Growth
Net Sales	12.07	9.27	30%	46.06	39.35	17%
EBIDTA Pre R&D	5.13	2.84	81%	18.15	13.38	36%
<i>Margin %</i>	<i>42%</i>	<i>31%</i>		<i>39%</i>	<i>34%</i>	
R&D	1.85	1.20	55%	6.45	4.98	29%
<i>R&D %</i>	<i>15%</i>	<i>13%</i>		<i>14%</i>	<i>13%</i>	
EBIDTA Post R&D	3.39	1.74	95%	12.13	8.75	39%
<i>Margin %</i>	<i>28%</i>	<i>19%</i>		<i>26%</i>	<i>22%</i>	
Net Profit	2.25	1.24	81%	8.29	5.84	42%
Capex	1.46	1.22		6.97	6.26	
Debt-Equity (Net)				0.52	0.34	

Business snapshot – Q4FY20

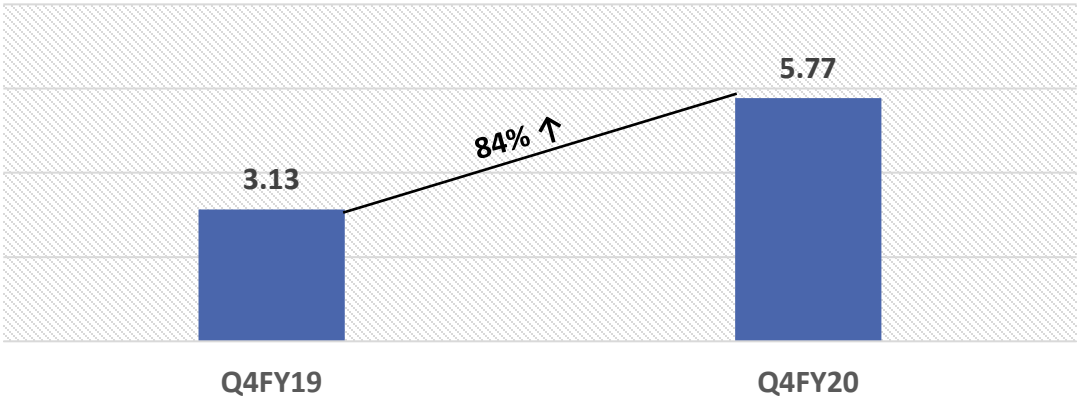


Business snapshot – YTD FY20

	Formulations			API	Total
	Generics		Branded		
	US	Ex-US	India		
Revenue YTD FY20 (INR Bn)	19.76	4.97	14.25	7.08	46.06
YTD FY20 Revenue Contribution					
Growth YTD FY20 over YTD FY19					
Overview	- Well-established US front end having strong customer base - Expanded our capabilities to deliver a diverse portfolio to the US market	- Ex-US driven by partnership - Long term relationship with key clients across the regulated markets	- Marketing team of over 5,000 field colleagues, well recognized by Doctors & patients - Diverse portfolio with steady pipeline of speciality medicines	- Inhouse API Development with vertical integration for selective formulation products 109 DMF Filings	

Revenue – Q4 FY20

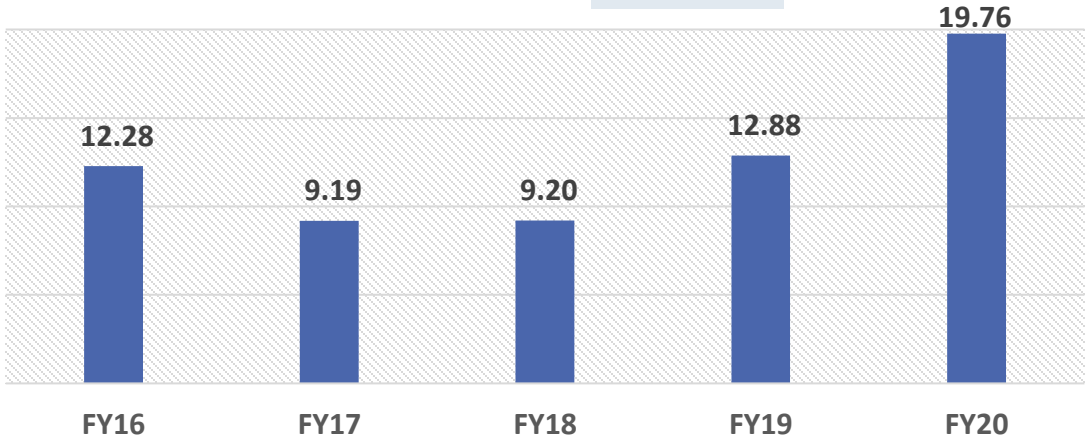
INR Bn



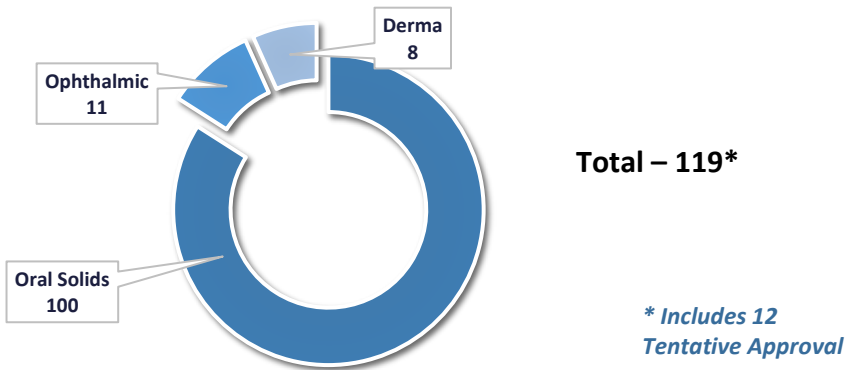
Revenue – Last 5 Years

CAGR - 13%

INR Bn



Approved ANDAs



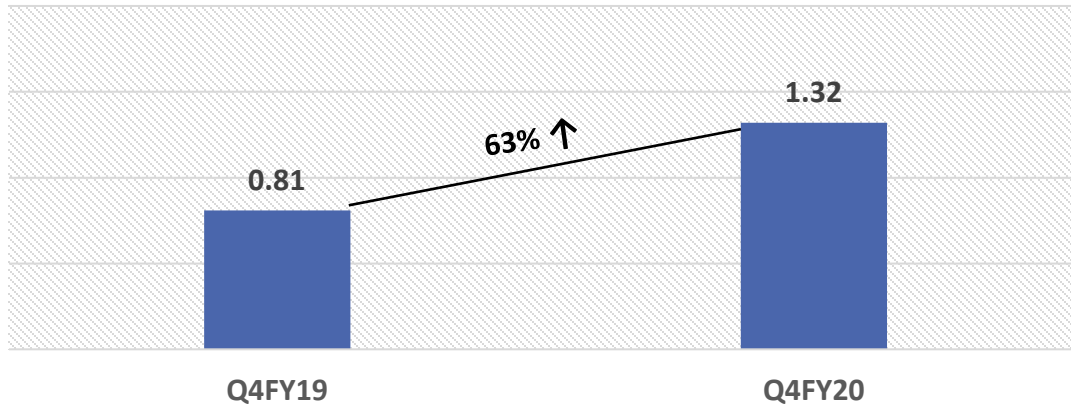
Q4 FY20 : - 10 ANDA Filings, 10 Final Approvals
YTD FY20 : - 25 ANDA Filings, 30 Final Approvals
Cumulative : - 183 ANDA Filings, 119 Approvals* and 76 Products Launched so far

Milestones & Updates

- 69 products launched through the US front end (5 launched in Q4FY20, 22 Launched in YTD FY20), 7 products are on partner label
- 10 products planned to be launch in H1FY21
- The Aleor derma facility at Karakhadi was audited by USFDA without any observations
- The Formulation OSD facility (F-1) at Panelav was recently audited by USFDA with 4 procedural observations

Revenue : Q4 FY20

INR Bn

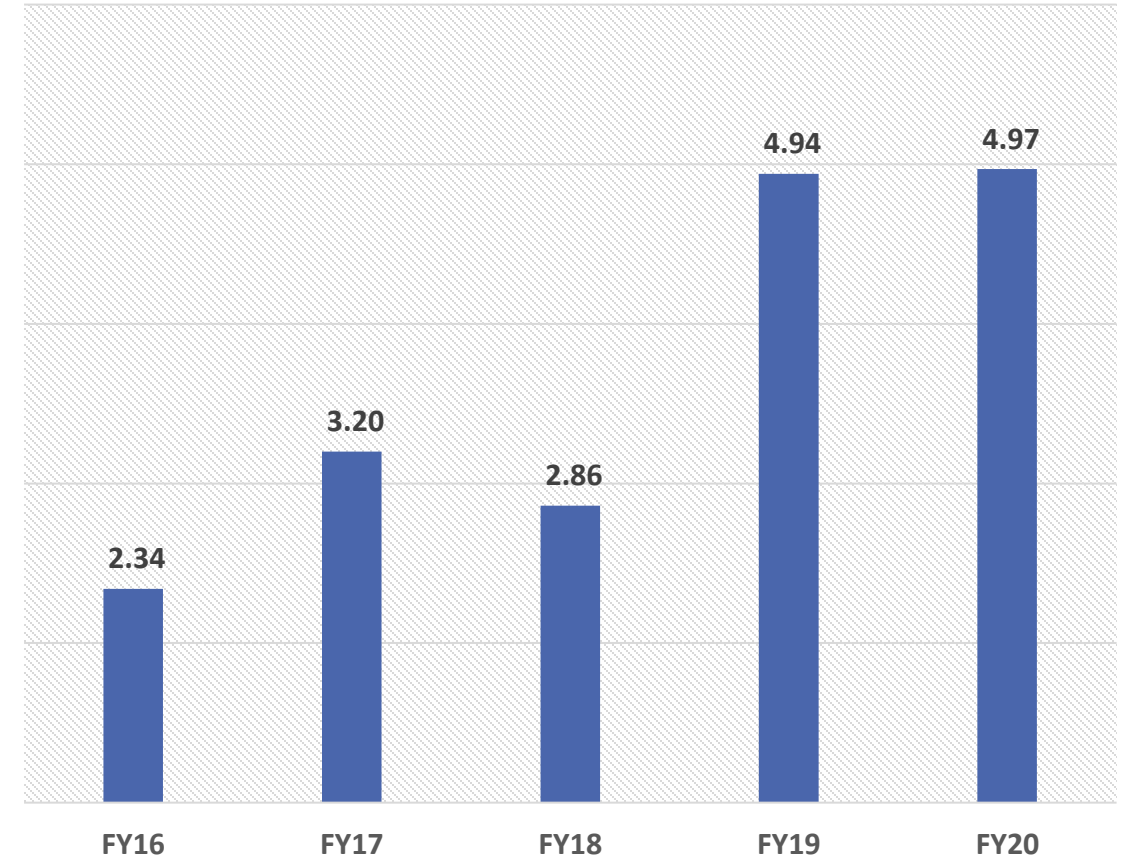


- Presence in following markets
 - Europe, Canada, Australia, Brazil and South Africa
- The business will focus on new launches across key markets
- Plant successfully audited by key regulatory authorities across the globe

Revenue – Last 5 Years

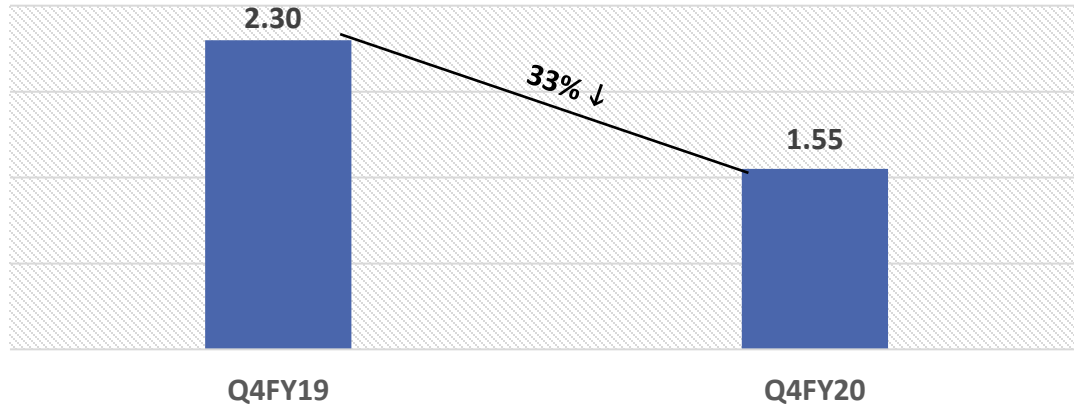
INR Bn

CAGR - 21%



Revenue : Q4 FY20

INR Bn

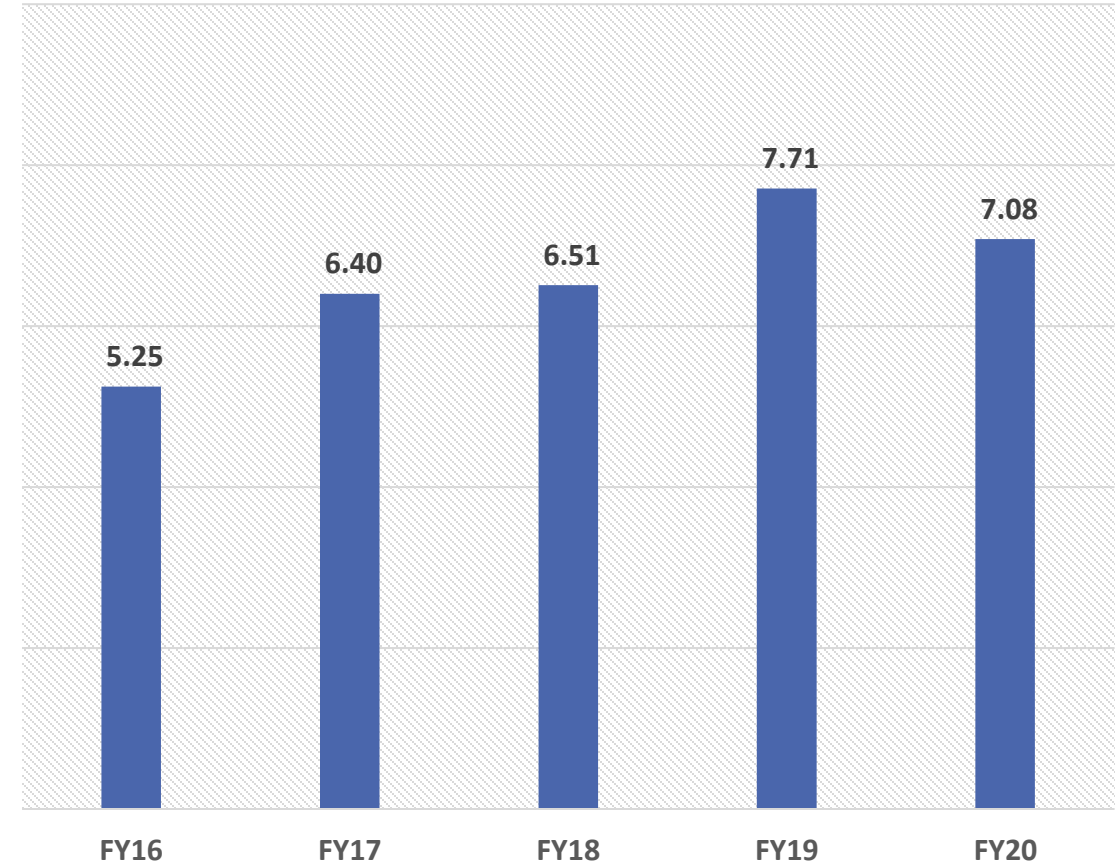


- Sales across geographies as preferred supplier
- Investing in plants to create additional capacities
- FDA Compliant plants
- State of the art R&D center and Process development lab
- 9 DMFs filed with USFDA in current FY (5 in Q4FY20), aggregates to 109 DMF filings on cumulative basis

Revenue – Last 5 Years

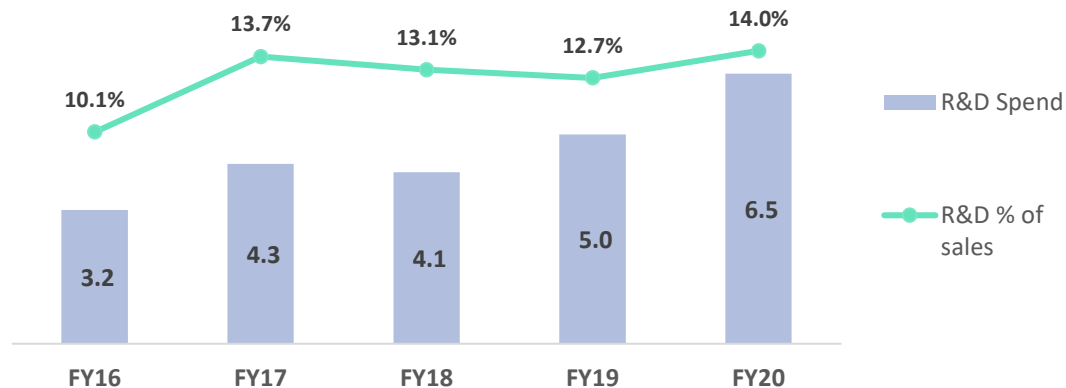
INR Bn

CAGR - 8%

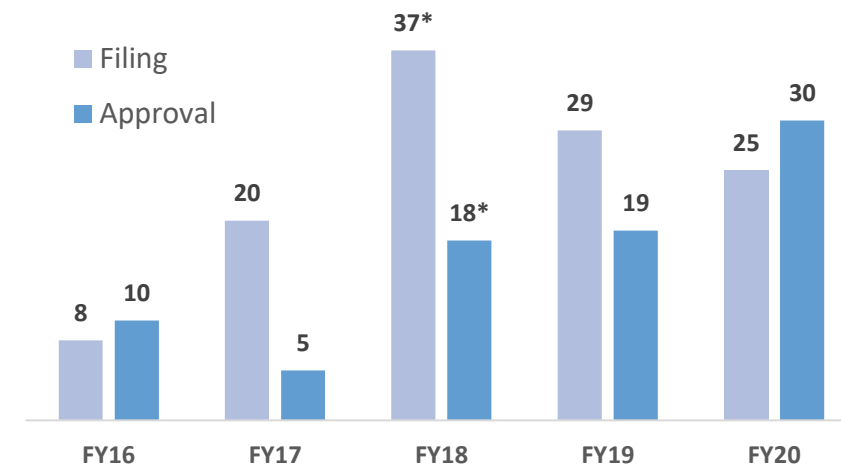


Significant investments in building capabilities

INR Bn



ANDA – Accelerated filings & approvals



* 11 Filings & 7 Approvals were contributed by acquisition of Orit, US in FY18

Diversified Portfolio

Dosage Form	FY15	FY20
Oral Solids	✓	✓
Injectable	✗	✓
Oncology	✗	✓
Dermatology	✗	✓
Ophthalmology	✗	✓
Biologics	✗	✗
NCEs	✓	✓

R&D Capabilities

Formulation : Vadodara, Hyderabad and USA

API : Vadodara and Hyderabad

Bio Centre : Vadodara

1200+ R&D employees with diverse skill sets

State of the art facilities and infrastructure

Location	Dosage Form	Audit/Filing status
International Generics		
F1 – Panelav	General Oral Solids	Mar'20*
F2 – Panelav	Oncology Oral Solids	Jun'19*
	Oncology Injectables	H2FY21#
F3 – Karkhadi	General Injectables	Jan'20#
	Ophthalmic	
F4 – Jarod	General Oral Solids	H1FY21#
Aleor (JV) - Karkhadi	Various derma forms	Jan'20*
API		
API I & II – Panelav		Dec'18*
API III – Karkhadi		Jan'20*

* Last USFDA Inspection
Filing/Expected filing



F2 - Panelav



F3 - Karkhadi



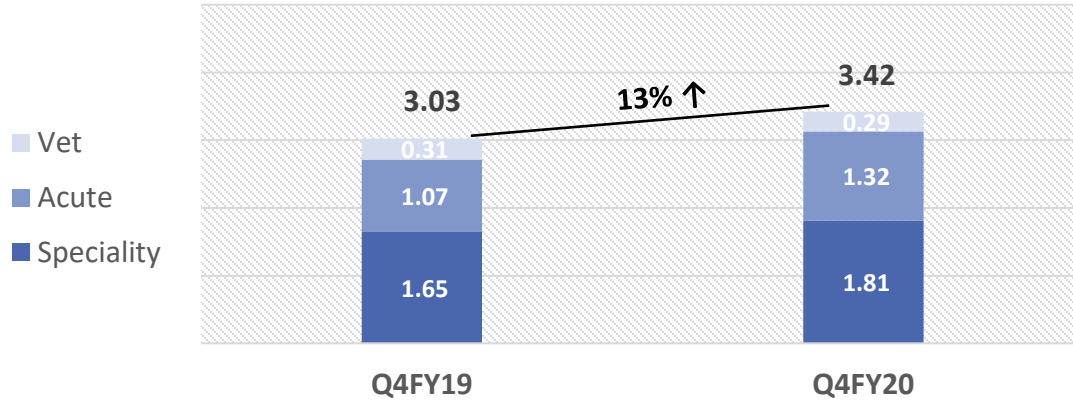
F4 - Jarod



Aleor (JV) - Karkhadi

Revenue – Q4 FY20

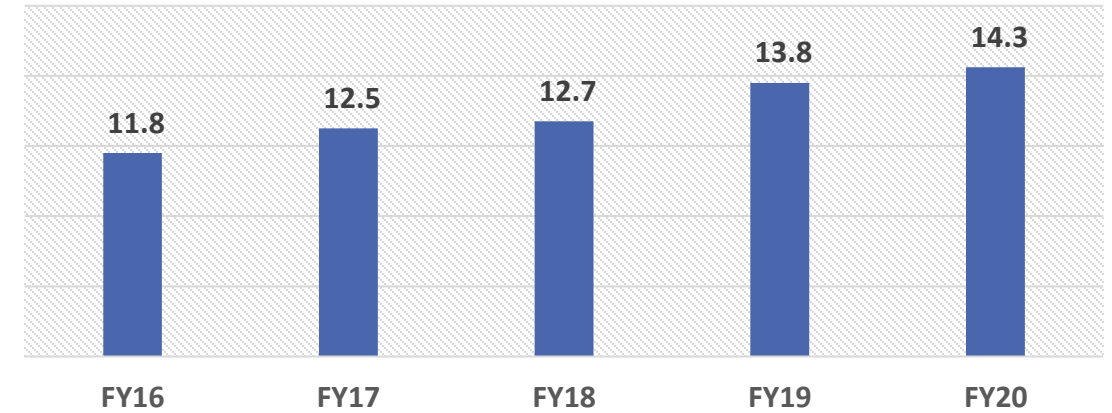
INR Bn



Revenue – Last 5 Years

CAGR - 5%

INR Bn



Marketing organization

- 5000 + Marketing team
- 17 Marketing divisions
- 14% Product portfolio in NLEM
- Caters to around 1,75,000 Doctors in India

Manufacturing facility

- Sikkim

Key achievements

- 3 Brands in top 300
- Market share is 1.5% of Indian Pharma space

Growth drivers

- Emphasis on Specialty segment
- 93% new launches in specialty

Therapy-wise Performance Q4 FY20

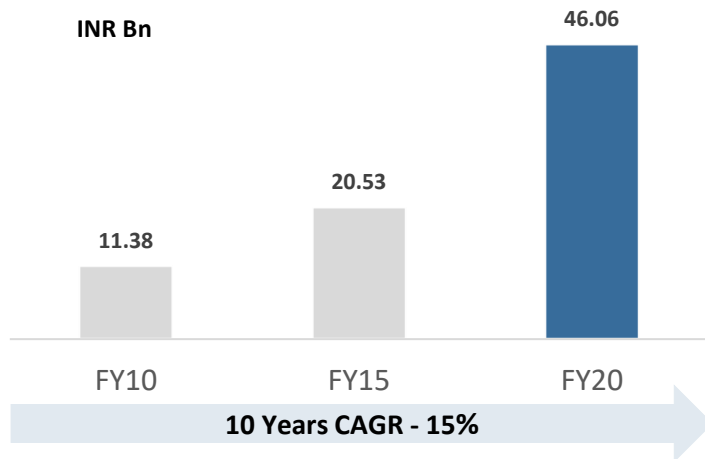
	Q4 FY20				Q4 FY19			
Therapy (%)	Therapy Growth % (ORG)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)	Therapy Growth % (ORG)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)
Cardiology	15	2.0	11	18	11	2.1	16	10
Anti Diabetic	13	1.5	4	12	13	1.6	16	10
Nephro / Uro	8	2.2	9	33	11	2.2	15	-6
Orthopaedic	8	1.0	12	9	8	1.0	21	14
Ophthalmology	7	1.3	-9	-8	6	1.5	11	11
Gastrology	6	1.5	-3	15	4	1.6	11	-10
Dermatological	6	0.3	-19	-13	9	0.4	23	16
Gynecology	6	2.5	-6	11	11	2.9	32	-3
Cold & Cough	23	4.9	22	22	0	5.0	8	-1
Anti Infective	10	3.2	15	28	3	3.0	4	-6
OVERALL	10	1.5	7	18	8	1.6	13	0

Therapy-wise Performance YTD Mar'20

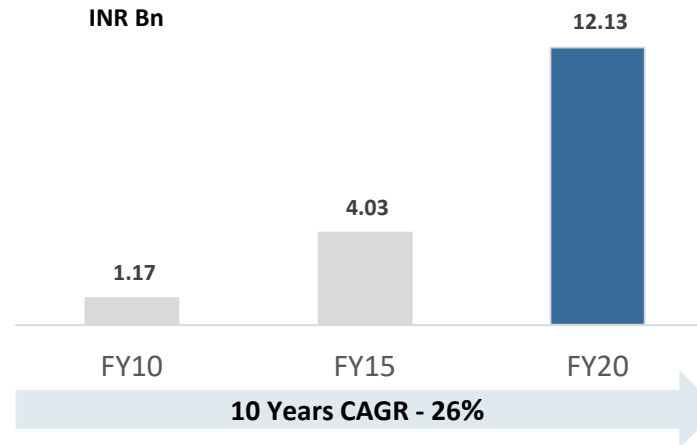
	YTD Mar'20				YTD Mar'19			
Therapy (%)	Therapy Growth % (ORG)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)	Therapy Growth % (ORG)	Market Share % (ORG)	Alembic Growth % (ORG)	Alembic Growth % (PRIM)
Anti Diabetic	13	1.5	3	3	14	1.7	15	11
Cardiology	12	2.1	7	6	12	2.2	20	16
Nephro / Uro	11	2.1	4	6	15	2.2	18	17
Ophthalmology	11	1.4	2	8	9	1.6	17	16
Gynecology	10	2.6	0	3	12	2.9	37	6
Orthopaedic	9	1.0	13	4	9	1.0	21	15
Gastrology	9	1.5	-3	-9	8	1.7	12	7
Dermatological	9	0.4	-10	-12	13	0.4	29	21
Cold & Cough	18	4.9	20	13	7	4.8	10	5
Anti Infective	13	3.0	14	10	7	3.0	12	6
OVERALL	11	1.5	7	5	11	1.6	17	9

Financials : *Generating consistent returns*

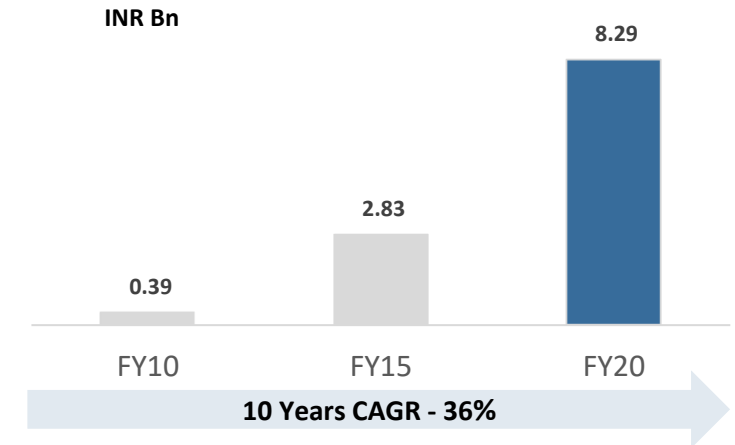
Revenue



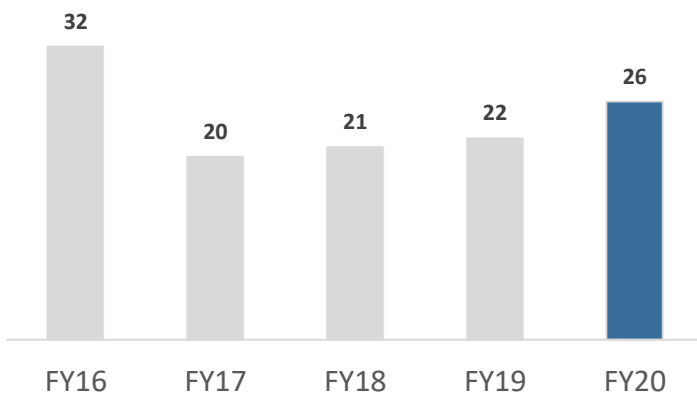
EBIDTA



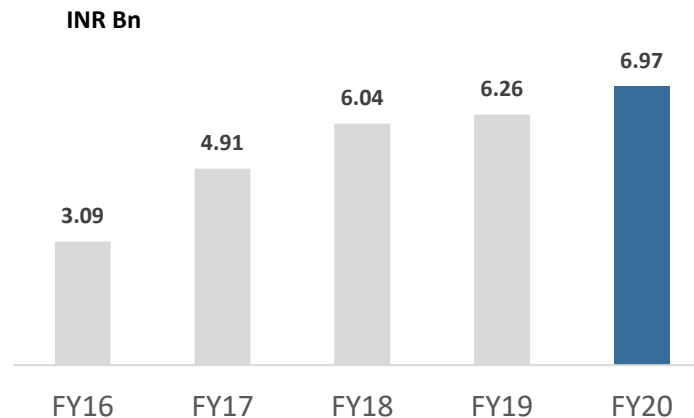
Net Profit



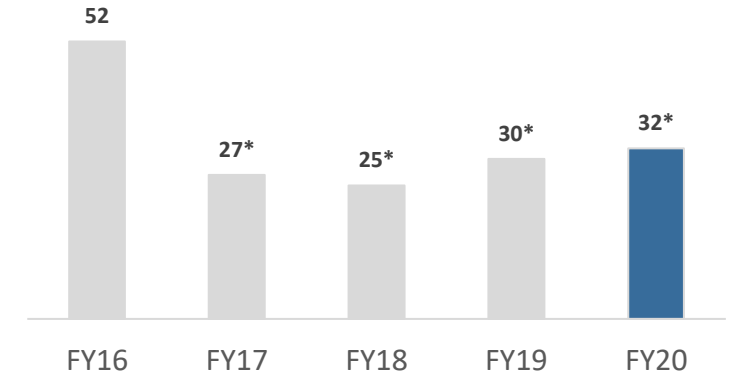
EBIDTA margin %



Capex



ROCE %



* Capital excludes New Projects

Note : - Financial numbers of FY10 is of Alembic Limited, since Alembic pharmaceuticals Limited was demerged from Alembic Limited on 1st Apr'10.

Safe Harbour Agreement:

Materials and information provided during this presentation may contain 'forward-looking statements'. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.

Risks and uncertainties include general industry and market conditions and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited, to technological advances and patents attained by competitors, challenges inherent in new product development including completion of clinical trials; claims and concerns about product safety and efficacy; obtaining regulatory approvals; domestic and foreign healthcare reforms; trend towards managed care and healthcare cost containment and governmental laws and regulations affecting domestic and foreign operations.

Also, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited, to inability to build production capacity to meet demand, unavailability of raw materials and failure to gain market acceptance.

