



Granules India
Corporate Presentation

Vision

To be the global leader in pharmaceutical manufacturing by process innovation and unparalleled efficiencies

About Us

- Granules is a pharmaceutical manufacturing company with Active Pharmaceutical Ingredients (API), Pharmaceutical Formulation Intermediates (PFI) and Finished Dosage (FD) facilities
- A leader in several key drugs including Paracetamol, Ibuprofen, Metformin, Guaifenesin and Methocarbamol
- Founded in 1984
- Publicly traded on the Bombay Stock Exchange (532482) and National Stock Exchange (GRANULES)
- Revenue in FY14 is Rs. 1,096 Cr. (\$180 million)
- Workforce: 1,653
- 2 Joint-Ventures, one with Hubei Biocause, China and another with Ajinomoto OmniChem, Belgium
- Acquired Auctus Pharma, an API manufacturer, in FY14

Core Business Strategy

- Significant market share with large volumes in strategic molecules
- Fully integrated in key molecules from APIs to Finished Dosages
- Regulatory Filings (ANDAs/Dossier) for Global Markets
- Partner with market leaders
- Customer specific capacity allocation
- Unparalleled efficiencies

Infrastructure Overview

- Granules has five facilities as well as two additional facilities through its JVs
- Granules' Facilities (5)
 1. Gagillapur – Finished Dosage and PFI
 2. Bonthapally – Dedicated Paracetamol API Facility
 3. Jeedimetla – Multi-Product API and PFI Facility
 4. Bonthapally (Auctus) – Intermediate Facility
 5. Vizag (Auctus) – Multi-Product API Facility
- JV Facilities (2)
 1. Jingmen (Granules Biocause) – Dedicated Ibuprofen API Facility
 2. Vizag (Granules OmniChem) – Multi-Product API Facility
- Total Capacity
 - API – 22,760 TPA
 - PFI – 14,400 TPA*
 - Finished Dosages – 18 Billion Units*

* Varies as per Product mix

Gagillapur

- Finished Dosage and PFIs (Pharmaceutical Finished Intermediates)
- PFI Capacity: 13,200 TPA
- Finished Dosage Capacity:
 - Tablet/Caplet – 18 billion units / Press-Fits – 500 million units
 - Coating – 18 billion units
 - Bulk Packing – As Needed / Bottle Packing – 4 billion units / Blister – 3.2 billion units
- Capabilities:
 - 6 MT PFI Batch Size
 - High Shear & Fluid Bed Granulation
 - Pilot Facility with Geometrical Scale-Up
- Regulatory Approvals:
 - U.S. FDA, EDQM, TGA, GHCA



Bonthapally

- Dedicated Paracetamol API Facility
- API Capacity: 14,400 TPA
- Capabilities:
 - 5 Paracetamol Grades
 - 5.2 Ton Batch Size
- Regulatory Approvals:
 - U.S. FDA, EDQM, WHO GMP, ISO 14001:2004 and OHSAS 18001:2007



Jeedimetla

- Multi-Product API and PFI Facility
- API Capacity:
 - Metformin: 2,000 TPA / Guaifenesin: 1,200 TPA / Methocarbamol: 360 TPA
- PFI Capacity: 1,200 TPA
- Capabilities:
 - 1.2 Ton PFI Batch Size
- Regulatory Approvals:
 - U.S. FDA, KFDA, TGA, EDQM



Jingmen

- Dedicated Ibuprofen API Facility
- Operated by Granules Biocause (50:50 JV)
- API Capacity: 4,800 TPA
- Regulatory Approvals:
 - U.S. FDA, MHRA, EDQM, TGA, KFDA, Russian Health Authority and Health Canada



Granules OmniChem

- Multi-Product API Facility
- Operated by Granules OmniChem(50:50 JV)
- Focused on CRAMs
- Validation in process, commercialization is expected in the second half of FY15

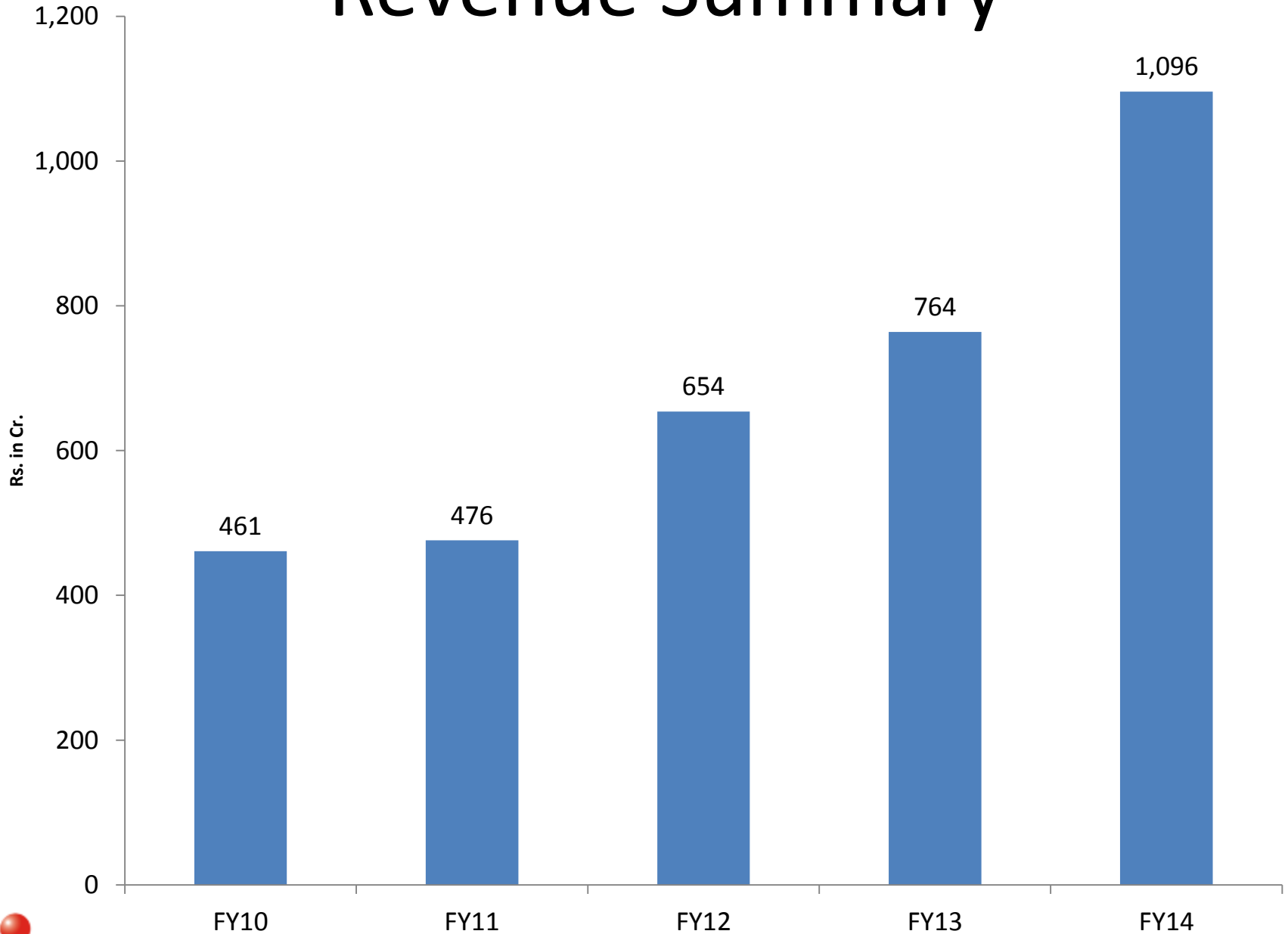


Auctus Pharma

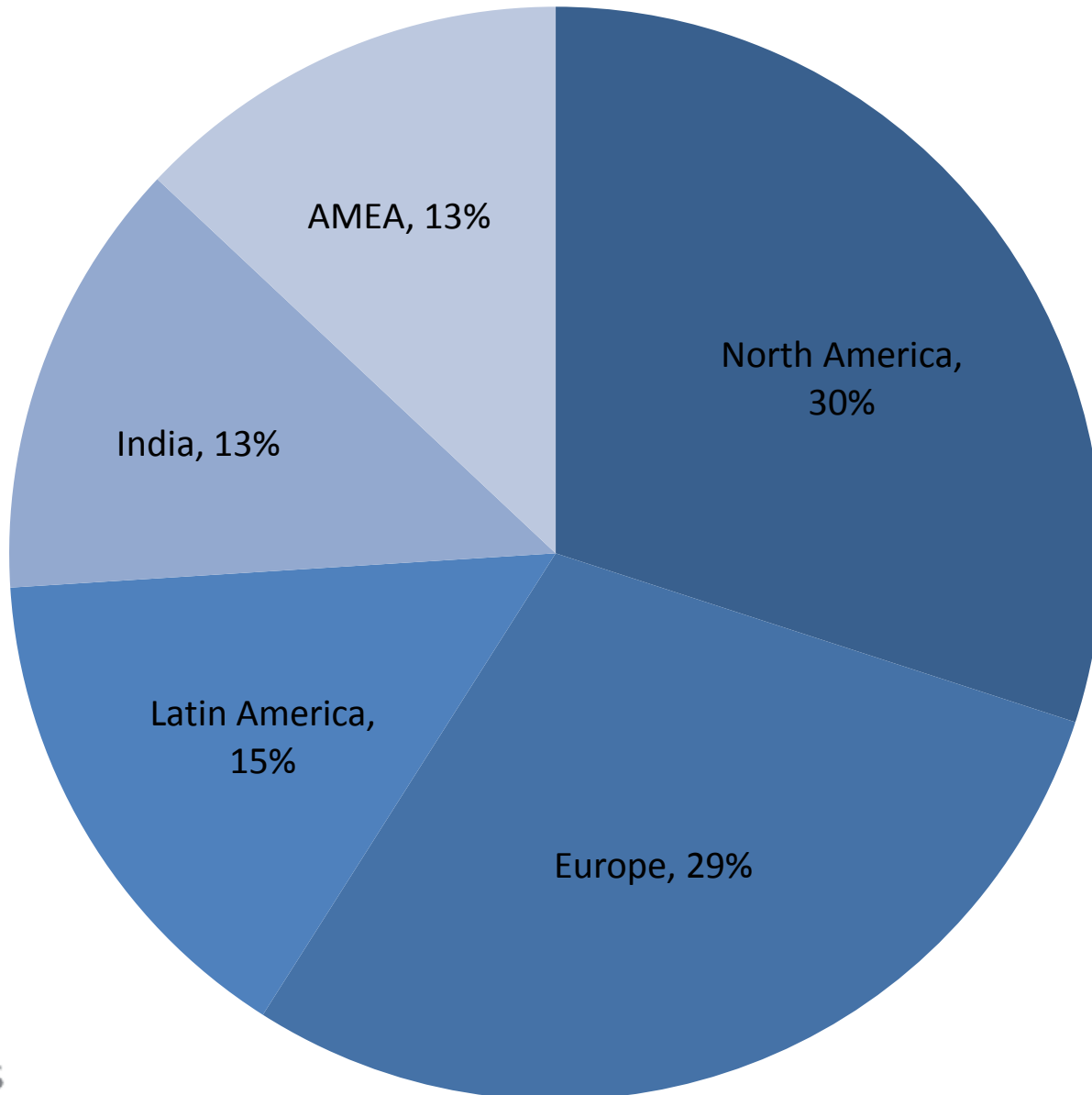
- In 2013, Granules announced the acquisition of Auctus Pharma, the deal closed in February 2014
- Auctus has an API site in Vizag and an intermediate site in Hyderabad
- Currently manufactures 20 APIs in several therapeutic sectors such as Antihistaminic, Antihypertensive, Antithrombotic and Anticonvulsant
- API site is approved by U.S. FDA, EDQM, Health Canada, KFDA and WHO-GMP



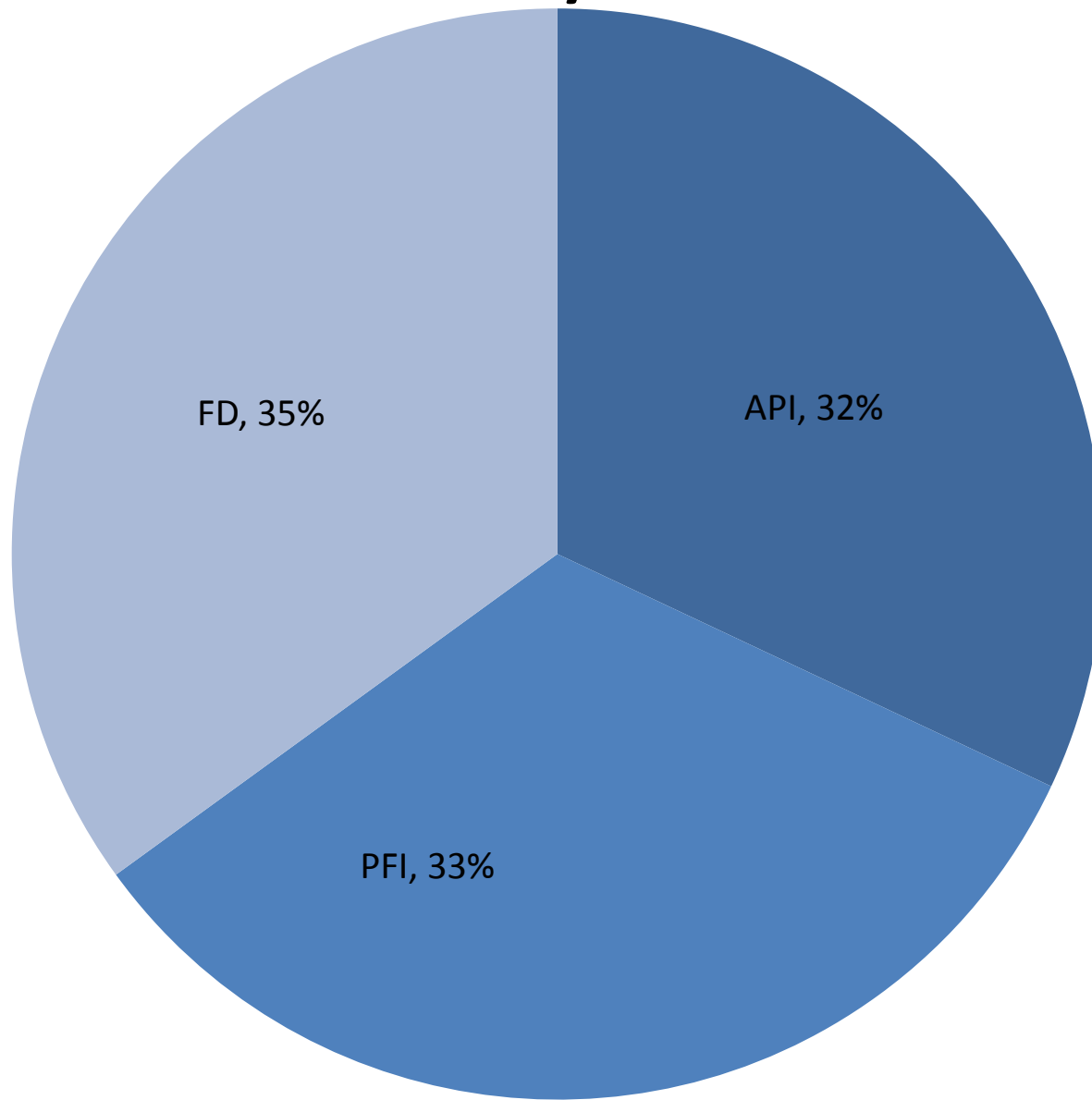
Revenue Summary



FY14 Revenue by Geography



FY14 Revenue by Business Vertical



Granules Leadership Team

Mr. C. Krishna Prasad – Chairman & Managing Director

Mr. Prasad is the Founder of Granules and has three decades of experience in the pharmaceutical industry. In 1984, he set up a Paracetamol manufacturing facility, focused on capital and process efficiency and his company became only the 2nd Indian company to export to the US after Dr.Reddy's. This facility which supplies APIs for reputed Paracetamol brands in Regulated Markets, is now part of Granules, a company Mr. Prasad set up to manufacture Pharmaceutical Formulations Intermediates (PFIs) as a cost efficient product for global formulations manufacturers, a concept pioneered and popularized by him.

Mrs. Uma Chigurupati – Executive Director

Mrs. Uma has rich experience of 29 years in various fields. Mrs. Uma with Mr. C. Krishna Prasad had co-founded Triton Laboratories Private Limited in the year 1984, which was later amalgamated with Granules India Limited. She was Director (Quality Control) of Triton Laboratories and was involved with Triton on a full time basis in its day to day working. Presently, she is spear heading CSR activities and HR initiatives.

Mr. Harsha Chigurupati – Executive Director

Mr. Chigurupati has been with Granules since 2005 and served as CMO from 2006-2010. As CMO, Mr. Chigurupati was instrumental in commercializing the Company's Finished Dosage Division and also changed the Company's focus to marquee customers in the regulated markets. As the Executive Director, Mr. Chigurupati is responsible for the standalone operations of Granules India including the P&L.

Mr. Madhusudan Rao – Chief Operating Officer

Mr Madhusudan has over two decades of experience with global pharmaceutical companies. He previously served as COO of Global Generics at Orchid Pharmaceuticals where he was responsible for entire operations of Global generics and CRAMS businesses. Prior to that, Mr Rao worked at Dr. Reddy's where he held various positions in Global Generics Portfolio Management, Global Regulatory Affairs and Compliance, API - New Product Development and Corporate Quality Assurance.

Mr. VVS Murthy – Chief Financial Officer

Mr. Murthy has three decades of finance experience across various industries including nearly two decades in Pharmaceuticals. Mr. Murthy previously was Group Chief Financial Officer at Dishman Pharmaceuticals which encompassed Indian operations and 9 international operations. Prior to that, Mr. Murthy was VP – Finance at Dr. Reddy's where he had extensive roles including several international M&A transactions.

Mr. Stefan Lohle – Chief Marketing Officer

Mr. Lohle has over two decades of experience in the Pharmaceutical industry. Mr Lohle has been associated with Granules since 2001 and previously was Head of Latin American Operations, where he primarily focused on the PFI Business. Mr Lohle previously served at Kimberly Clark Corporation for New Project Development.

THANK YOU