

Alembic Pharmaceuticals Limited



Investor Presentation

March 2012

BSE:

Symbol: ALEMPHARM

Code: 533573

NSE:

Symbol: APLLTD

ISIN: INE901L01018

www.alembic-india.com



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.

Agenda

The Alembic Journey



Insight - Alembic Overview



Insight - Strategic Advantage



Growth Drivers



Business Strategy and Approach



Financials



Corporate Social Responsibility



The Alembic Journey

Insight - Alembic Overview

Insight - Strategic Advantage

Growth Drivers

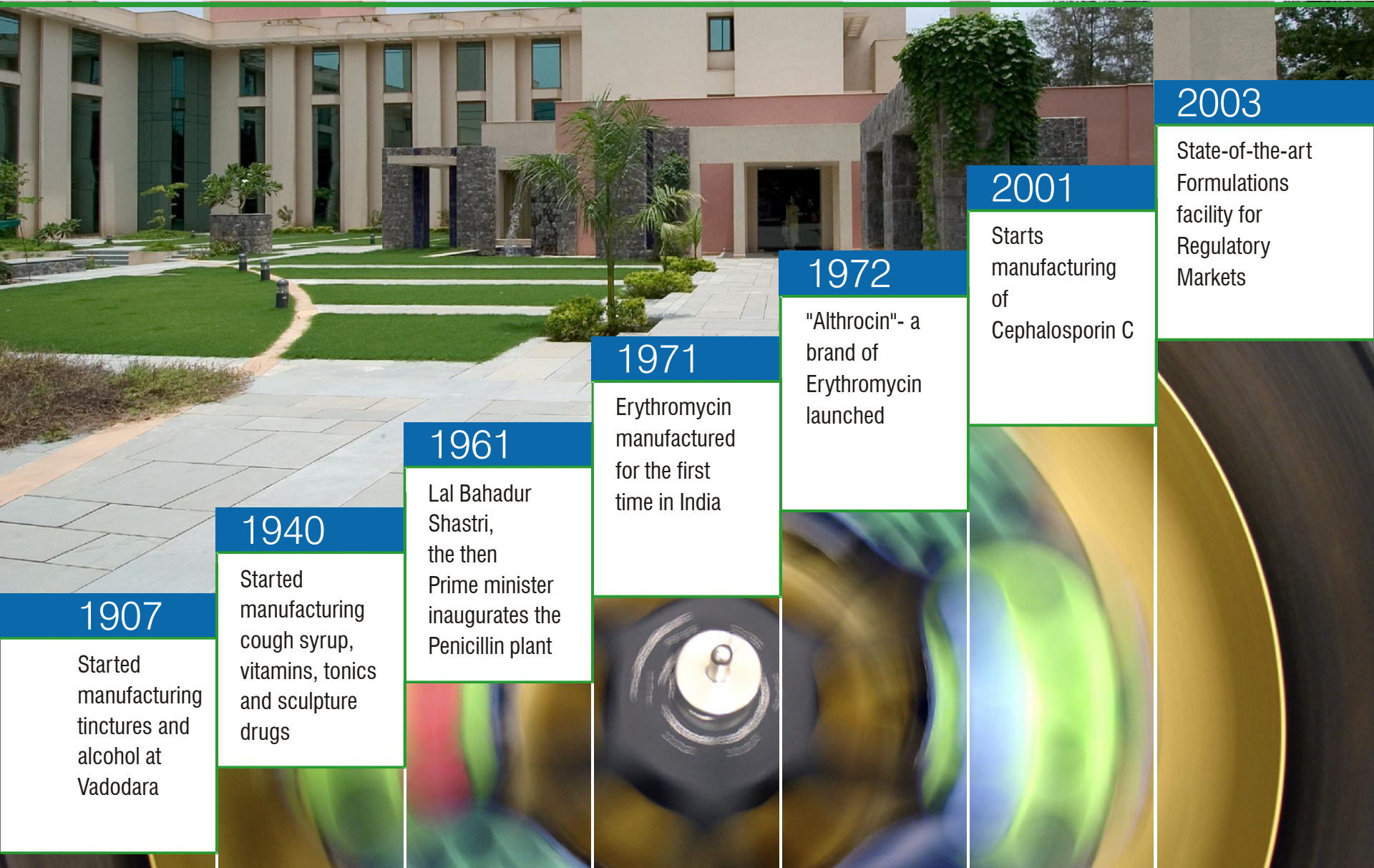
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The Alembic Journey



1907

Started manufacturing tinctures and alcohol at Vadodara

1940

Started manufacturing cough syrup, vitamins, tonics and sculpture drugs

1961

Lal Bahadur Shastri, the then Prime minister inaugurates the Penicillin plant

1971

Erythromycin manufactured for the first time in India

1972

"Althrocin"- a brand of Erythromycin launched

2001

Starts manufacturing of Cephalosporin C

2003

State-of-the-art Formulations facility for Regulatory Markets

The Alembic Journey



2004

State-of-the-art
Research
Centre
established
in Vadodara

2006

US FDA
approvals for
API and
Formulation
Plants

2007

Acquisition of
Non-Oncology
Business of
M/s Dabur
Pharma Ltd.

2009

Addressed
chronic therapies
through
multiple
marketing
divisions

2010

Azithral sales
Reach INR
1000 million
mark

2011

Cumulatively
45 ANDAs filed,
(19 approved)
and
62 DMFs filed

2012

ANVISA approval
for Formulation
and Bio Equivalence
centre

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Branded Formulations



Revenue of INR 7830 million in the domestic market for the financial year 2011-12



Ranked 21st in the Indian Formulations market with a market share of 1.75%*



Ranked 15th in Doctors Prescription Universe**



Well equipped Formulations Plant located at Baddi, Himachal Pradesh



Robust product basket with export sales of INR 570 million in International Branded Formulations



Strong presence in anti-infective, pain management, cough & cold, GI therapeutic groups



Thrust on Cardiology, Gynecology, Diabetes, Orthopedics, Rheumatology and Ophthalmology segments

International Division



Business size of
INR 6290 million in the
financial year 2011-12



Sales in Regulatory
Generics Market
of INR 2550 million



1 US FDA
approved
Formulations
Plant



World-class
R&D and F&D
facility



Alliances with leading
generic players in USA,
Canada, Europe, Australia,
Brazil and South Africa



Robust product basket
with 19 ANDA approvals
(45 filings) and
62 DMFs

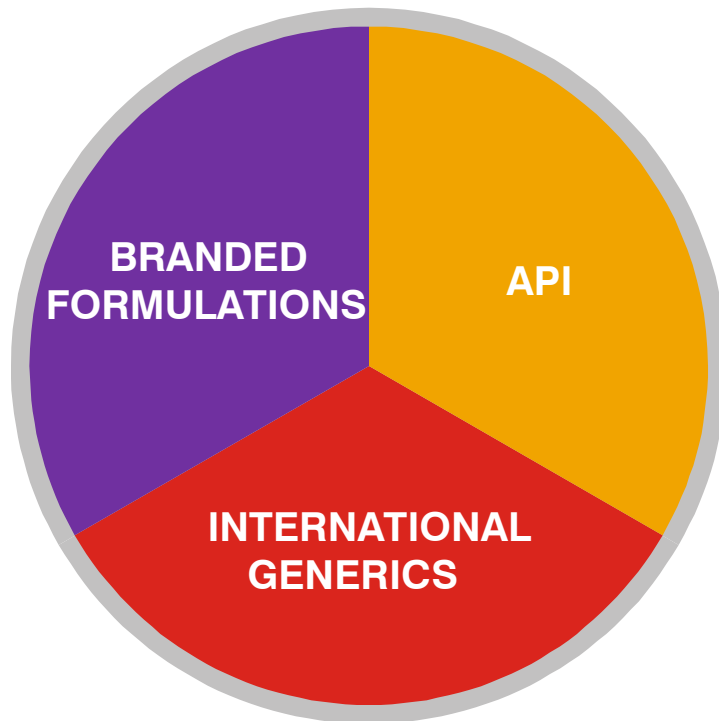


3 US FDA
approved
API Plants



Approved
Bio Equivalence
Centre

Business Portfolio



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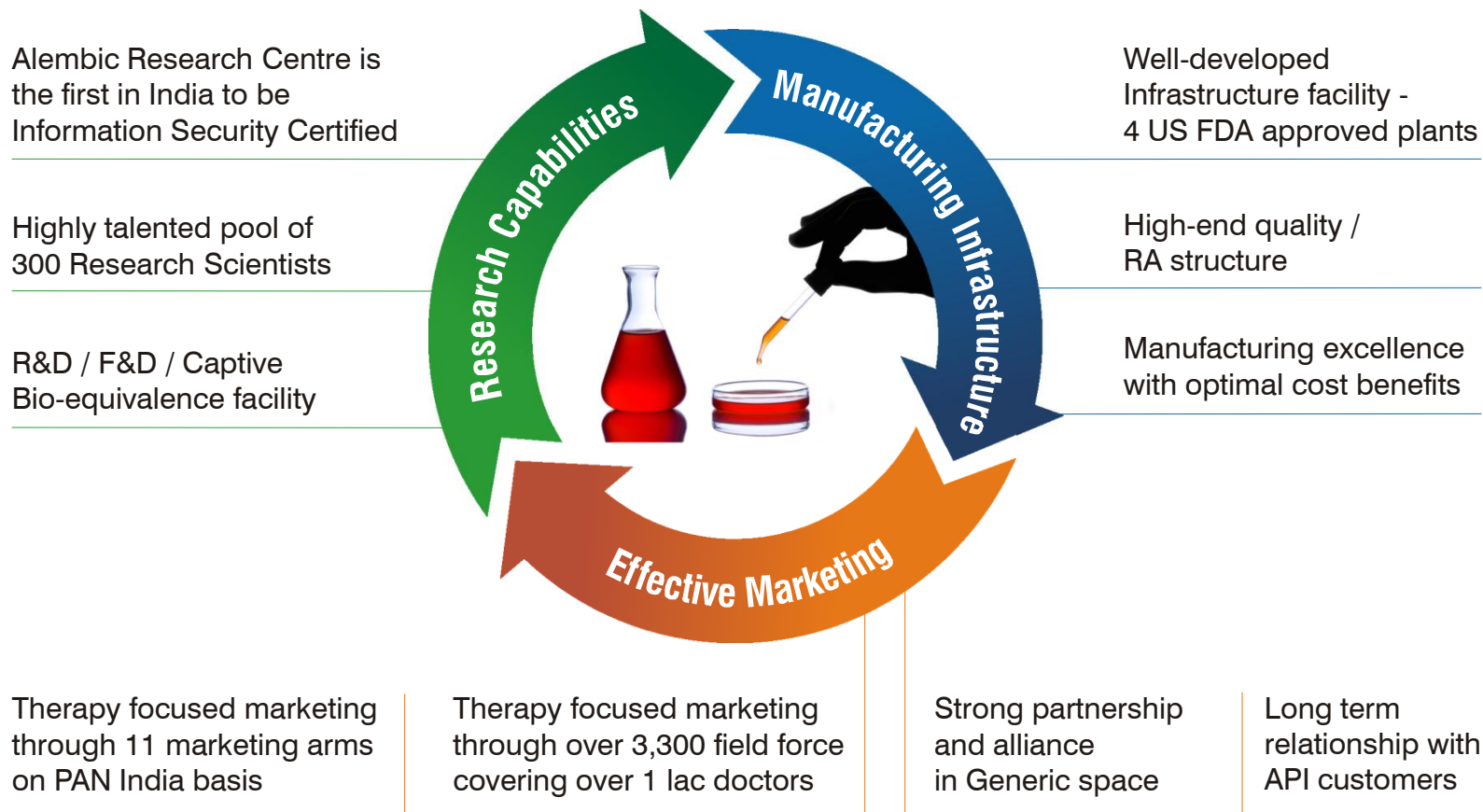
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Strategic Advantage



Manufacturing Infrastructure

Formulations - Generics (Regulatory Markets)



USFDA, MCC, MHRA,
ANVISA, TPD approved
formulations facility at Panelav

Current annual production
capacity of 2.6 billion
tablets/capsules

Expansion to 5 billion in
financial year 2012-13

Branded Formulations



Formulations plant at
Baddi, Himachal Pradesh

API



USFDA, EDQM, TGA, WHO
approved API facility at
Panelav (2 units) and at
Karkhadi (1 unit)



Certifications



Australian Government
Department of Health and Ageing



ANVISA
Agência Nacional de
Vigilância Sanitária

State-of-the-art Analytical & IPR infrastructure

R&D FACILITY



R&D Centre has been recognized by DSIR, Govt. of India

High-end R&D Equipment - NMR XRD, TGA, DSC, LCMS

World-class Infrastructure

F&D CAPABILITIES



Expertise in Drug Deliveries and Niche Formulations

Well-defined Processes and Quality Systems

Capabilities in Solid Oral, Liquid Oral Products

BIO EQUIVALENCE CENTRE

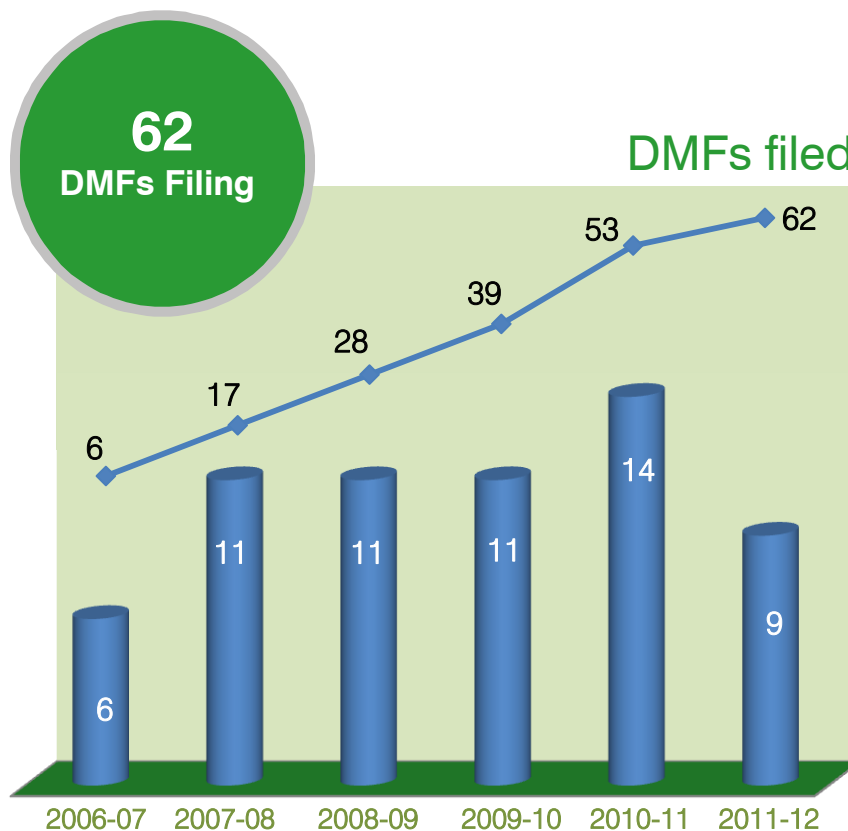
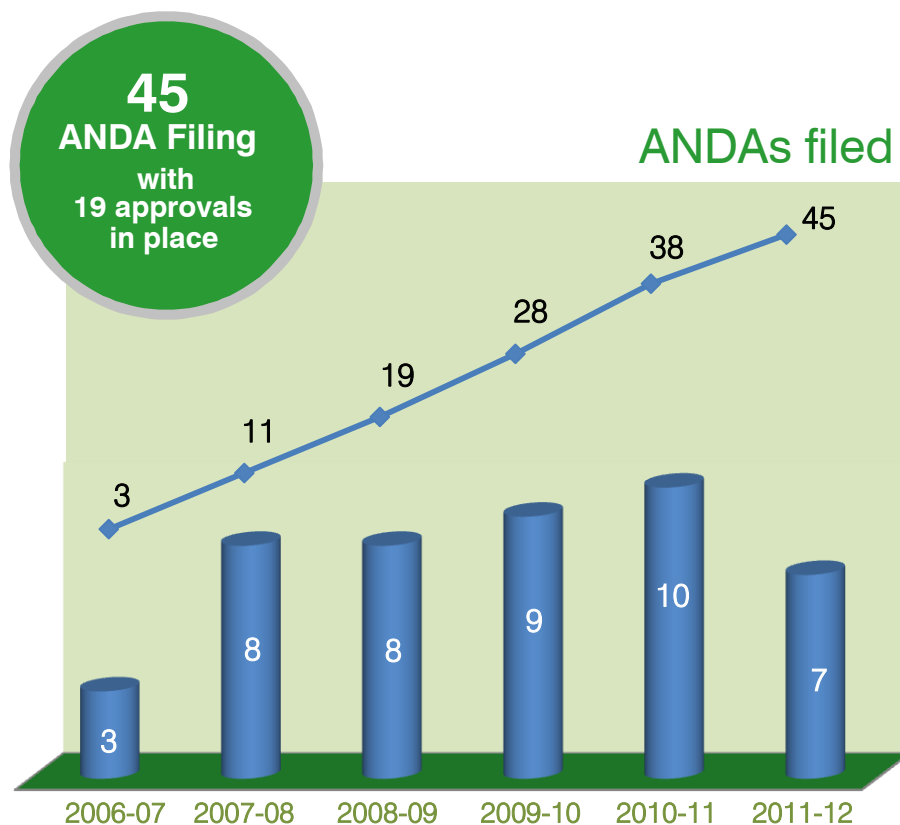


State-of-the-art 90-bedded new Bio Centre

100 Bio Pilot Studies

25 Pivotal Studies (Capabilities)

Research Capabilities



USA / CANADA Generics

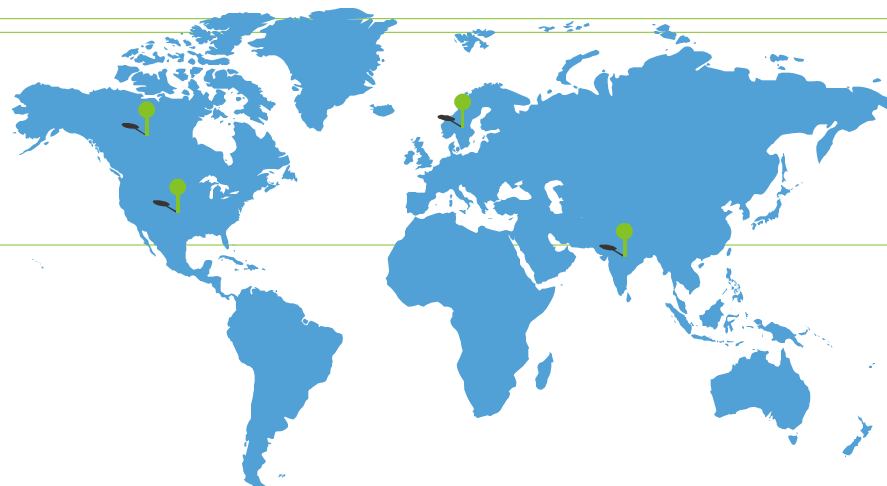
19 ANDA Approvals:

Pramipexole Dihydrochloride Tablets
Famotidine Tablets USP
Venlafaxine Hydrochloride Tablets
Lithium Carbonate Capsules USP
Metronidazole Tablets USP
Metronidazole Capsules
Meprobamate Tablets USP
Metronidazole ER Tablets
Fluoxetine Capsules USP
Ropinirole Hydrochloride Tablets

Theophylline Extended - Release Tablets
Lamotrigine Tablets
Losartan Potassium Tablets (Para IV)
Irbesartan Tablets USP (Para IV)
Hydrochlorothiazide Capsules
Clonidine Hydrochloride Tablets USP
Leflunomide Tablets USP
Irbesartan and Hydrochlorothiazide Tablets USP
Losartan Potassium-Hydrochlorothiazide Tablets

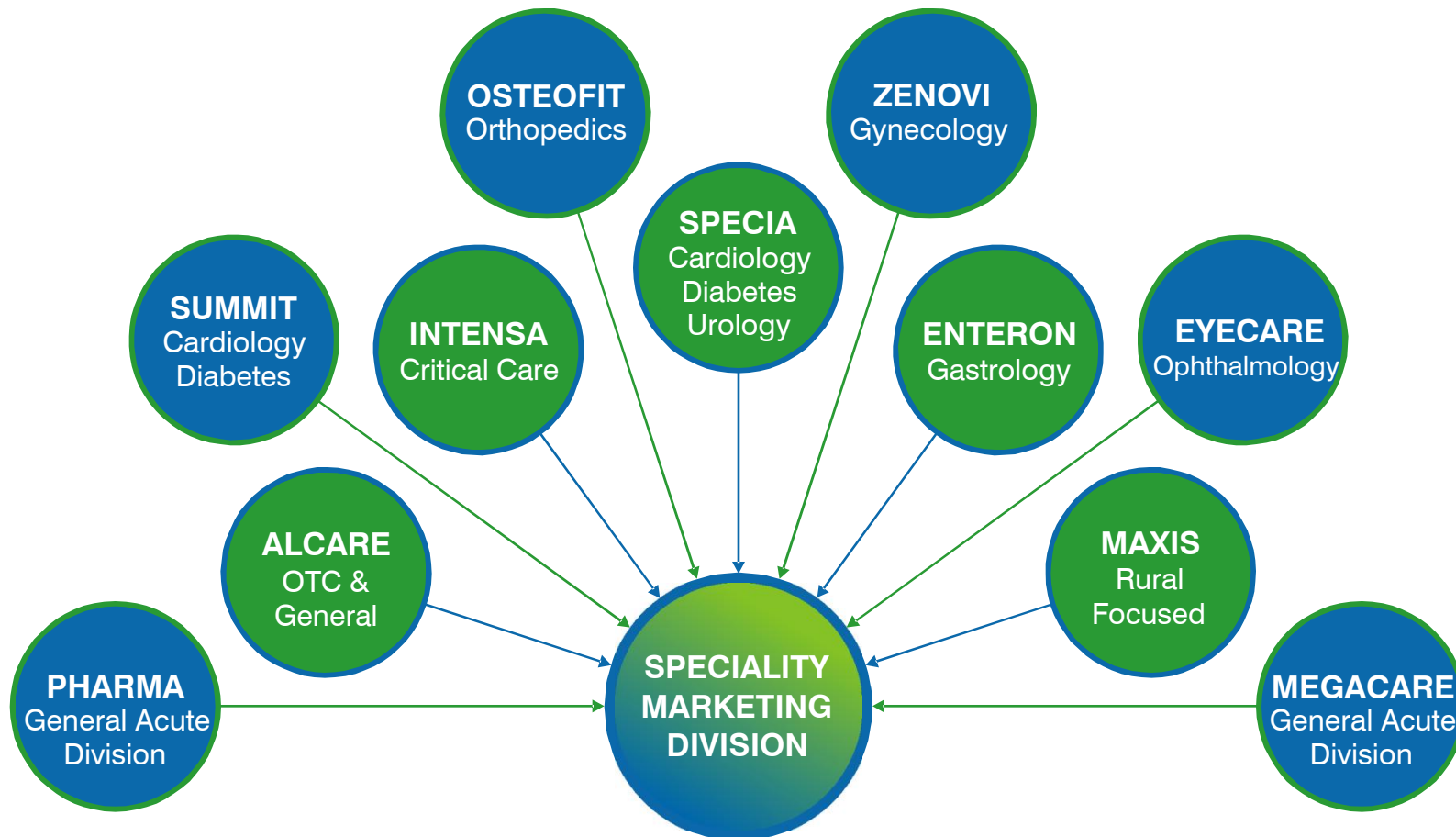
EUROPE Generics

Working on complex
generics products
Filings from Indian site



Map not to scale

PAN India Marketing and Distribution Network



Future Segments: Dermatology and Respiratory therapies

Operation
Maxis
Rescaling Heights

Alembic
SUMMIT
A Speciality Team of Alembic

Alembic
Eye Care

Intensa
Intensive care division of Alembic

ENTERON
A Division of Alembic

Alembic
Touching Lives over 100 years

Alembic
OSTEOfit
A SPECIALITY DIVISION OF ALEMBIC

Alembic
Touching Lives over 100 years
Touching Lives over 100 years

Alembic
Specia
A Speciality Division Of Alembic

Alembic
Alcare

MEGACARE
A Division of Alembic Limited

PAN India Marketing and Distribution Network

GENERIC & NSA



VETERINARY



**OTHER
PRODUCT
PORTFOLIO**



Major Product Portfolio

Top Products	Therapeutic Area	Ranking*
Azithral	Anti Infective	24
Althrocin	Anti Infective	41
Roxid	Anti Infective	102
Wikoryl	Cough & Cold	125



Other Products	Therapeutic Area
Zeet	Cough & Cold
Ulgel	Antacid and Anti Flatulant
Sharkoferrol	Tonic
Zofix	Anti Infective
Rekool-D	Anti Peptic Ulcerants
New Livfit	Hepatoprotectives
Bro-Zeet	Cough & Cold
Megalav	Anti Infective
Gestofit	Gynecology
Glycodin	Cough & Cold
Ovigyn	Gynecology

*Source: ORG March, 2012

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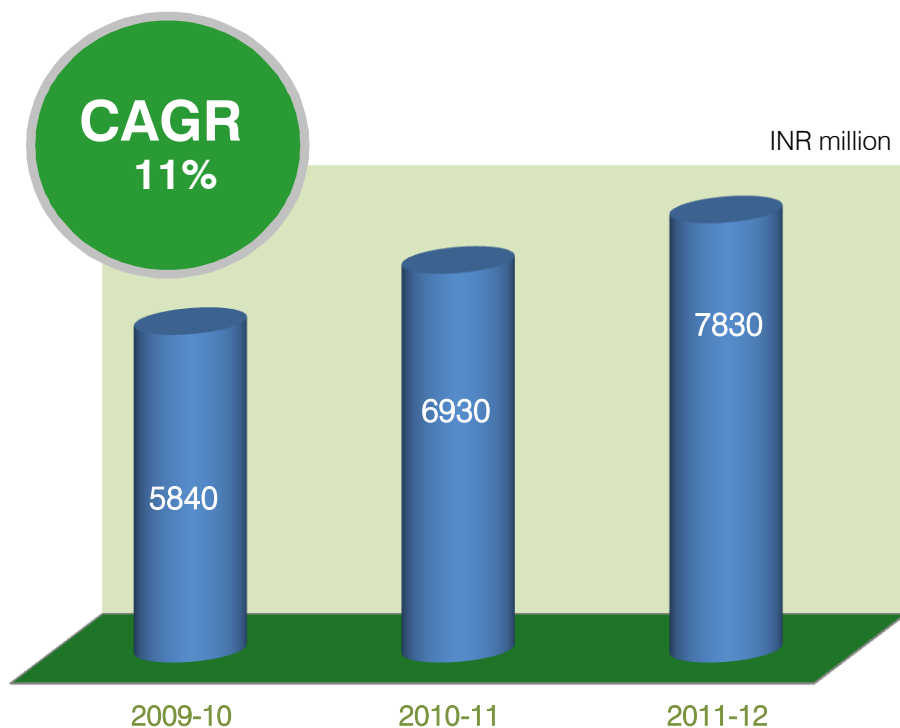
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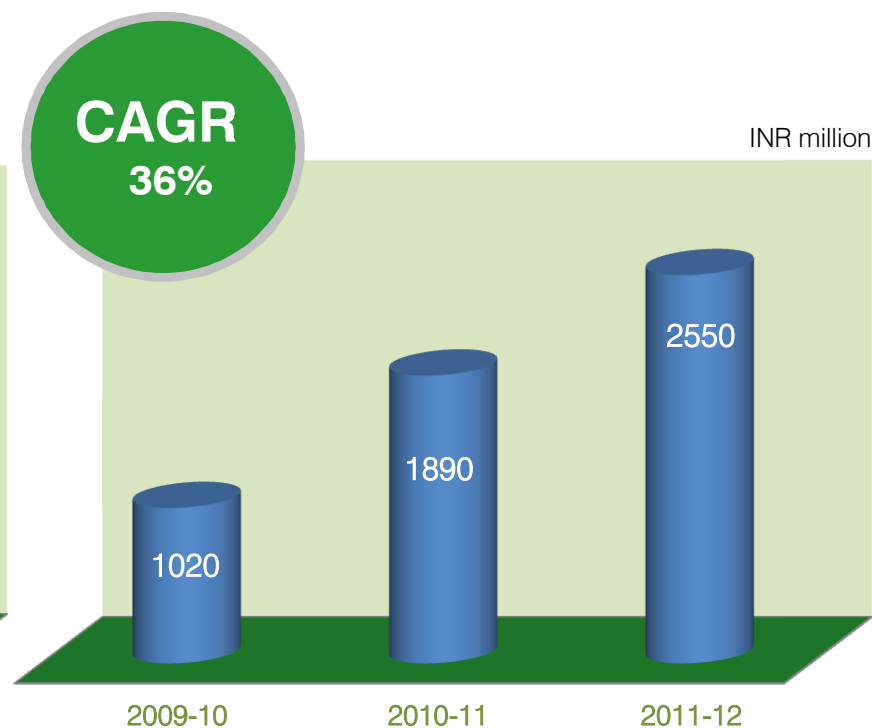


Growth Drivers

Branded Formulation Business



International Generic Business





Branded Formulations

➤ **Enhanced focus on existing branded business**

Through effective pan-India distribution network and therapy based marketing and by pushing ahead acute and chronic segments like anti-infectives and cough & cold medications

➤ **Launch 20-25 new products**

Launch of new products to boost sales momentum and brand build up



Domestic Market

➤ Continued capitalization of Dabur Pharma's assets

The non-oncology business of Dabur Pharma was acquired in 2007. Further capitalization of its assets will yield a stronger product line.

➤ Enter into new therapeutic segments

Future identified therapies – Dermatology and Respiratory will further expand the company's spread



International Generics

➤ Superior cost efficiency

Position Alembic as a cost efficient dependable quality manufacturer

➤ Expanded annual production capacity

Annual production to increase from 2.6 billion tablets/capsules to 5 billion tablets/capsules



International Generic Formulation

➤ **ANDA filings and approvals for off-patent drugs**

Over the next five years, products that currently generate more than USD 142 billion in sales are expected to go off-patent. Alembic can tap these opportunities by launching new generic products at appropriate times.

➤ **Global alliances with leading Generic Businesses**

Leverage on the core competencies of leading generic manufacturers in different markets

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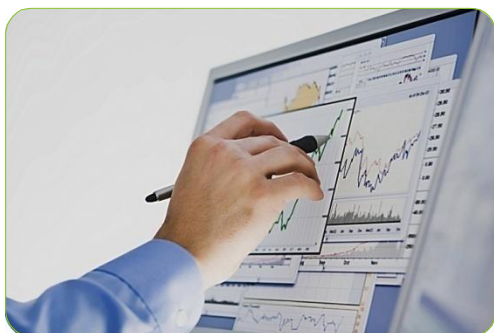
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Business Strategy & Approach



Sustainable Business Streams

Retaining and consolidating strong presence in acute therapies in the domestic market

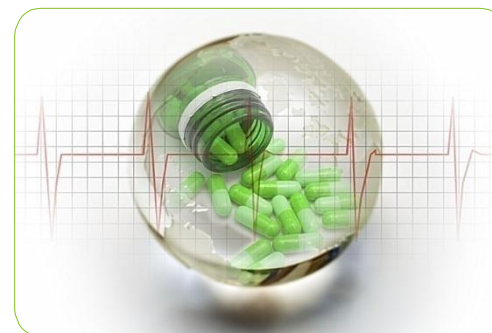
Growing chronic therapies through multiple marketing divisions



Vertical Integration

Vertical integration in R&D and manufacturing of intermediates, APIs and dosage forms.

Cost efficient processes



High Growth in Advanced Markets

Partner in international market through alliances with big pharma, leading generic players and MNC distributors

Potential Para IV and NDA Filings

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Financial Highlights - Quarterly



Consolidated Q IV - FY 12

INR million

Sales	Q IV / 11-12	Q IV / 10-11	Business Share '11	Growth %
Formulation				
Branded Domestic	1,572	1,352	46%	16%
Generic & NSA	273	222	8%	23%
Branded International	177	137	5%	29%
Total	2,022	1,711	59%	18%
International Division				
International Generics	504	553	15%	(9)%
API Domestic	192	321	6%	(40)%
API Export	681	342	20%	99%
Total	1,377	1,216	40%	13%
Export Incentive	24	50	1%	(53)%
Grand Total	3,423	2,977	100%	15%
Total Domestic	2,037	1,895	60%	7%
Total Export	1,386	1,082	40%	28%

Financial Highlights - Quarterly

Result Highlight (Consolidated) Q IV - FY 12

INR million

Particulars	Q IV / 11-12	Q IV / 10-11	Growth %	Year 2011
EBDITA (Before R&D)	632	429	47%	2,087
R&D Expenses	221	157	-	484
EBDITA (Post R&D)	411	272	51%	1,603
PBT	269	130	107%	1,069
PAT	203	103	98%	854



Financial Highlights - Yearly



Comparison 2011-12 and 2010-11

INR million

Sales	2011 - 2012	2010 - 2011	Business Share '11	Growth %
Formulation				
Branded Domestic	6,750	5,984	46%	13%
Generic & NSA	1,076	950	7%	13%
International Branded	567	502	4%	13%
Total	8,393	7,436	57%	13%
International Division				
International Generics	2,418	1,738	16%	39%
API Domestic	942	945	6%	(0)%
API Export	2,792	1,799	19%	55%
Total	6,152	4,482	42%	37%
Export Incentive	133	148	1%	(10)%
Grand Total	14,678	12,066	100%	22%
Total Domestic	8,771	7,880	60%	11%
Total Export	5,907	4,186	40%	41%

Financial Highlights - Yearly

Result Highlight (Comparison 2011-12 and 2010-11)

INR million

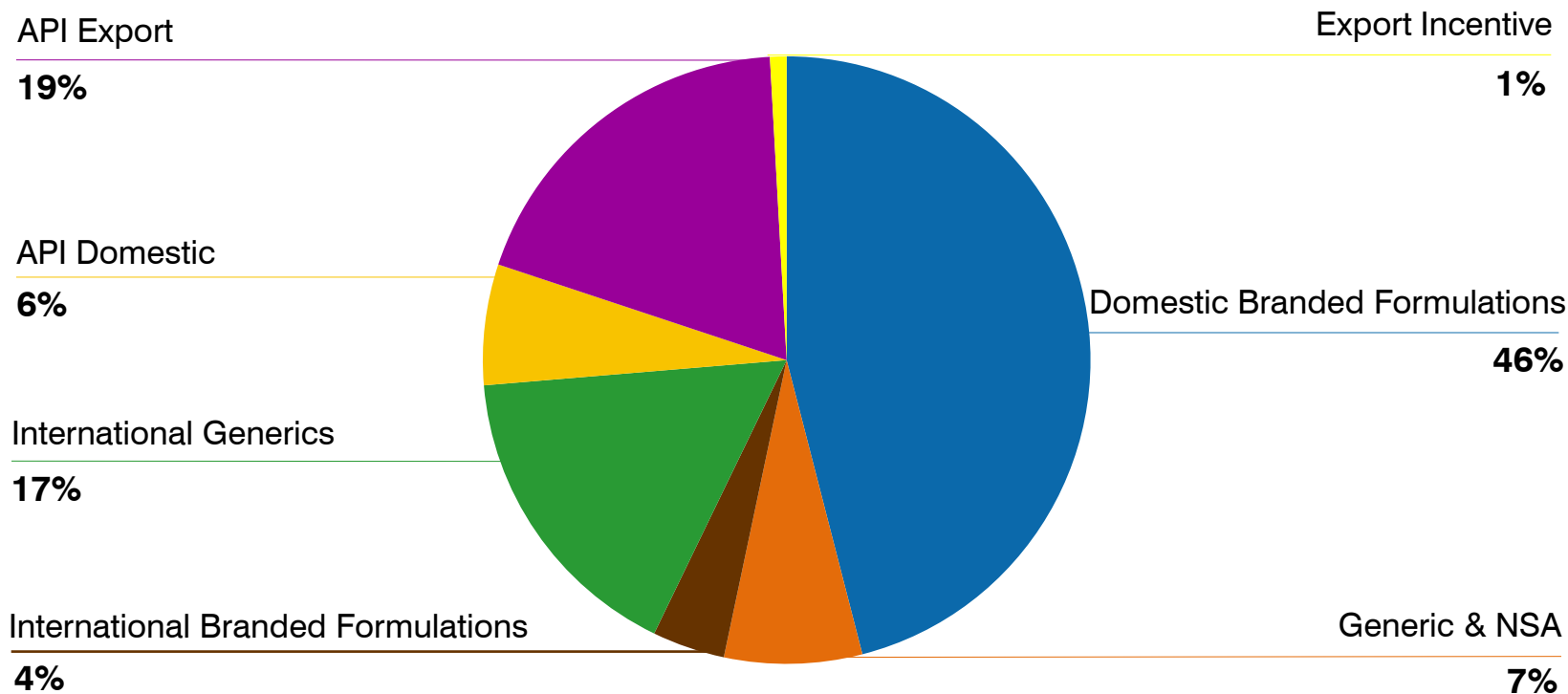
Particulars	2011-2012	2010-2011	Growth %
EBDITA (Before R&D)	2,900	2,087	39%
R&D Expenses (incl. CAPEX)	696	484	-
EBDITA (Post R&D)	2,204	1,603	38%
PBT	1,610	1,069	51%
PAT	1,301	854	52%



Revenue Overview

Sales Composition

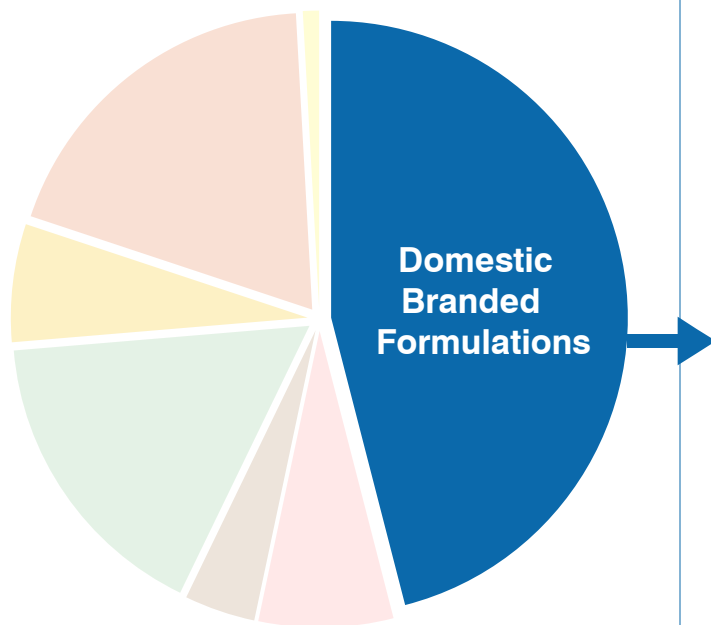
2011 - 2012



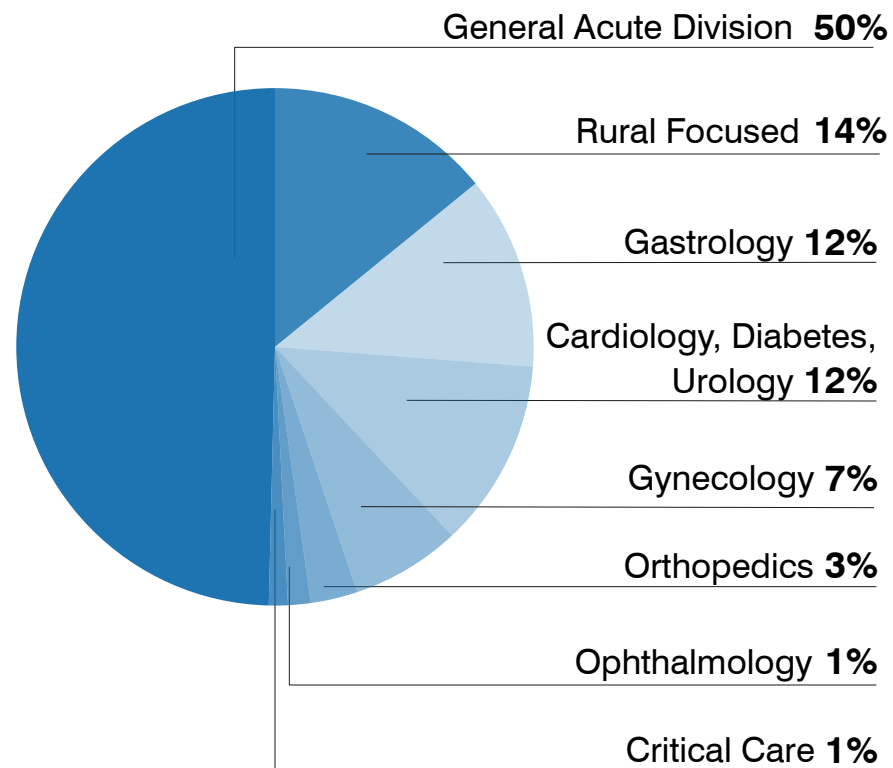
Revenue Overview

Sales Composition

2011 - 2012



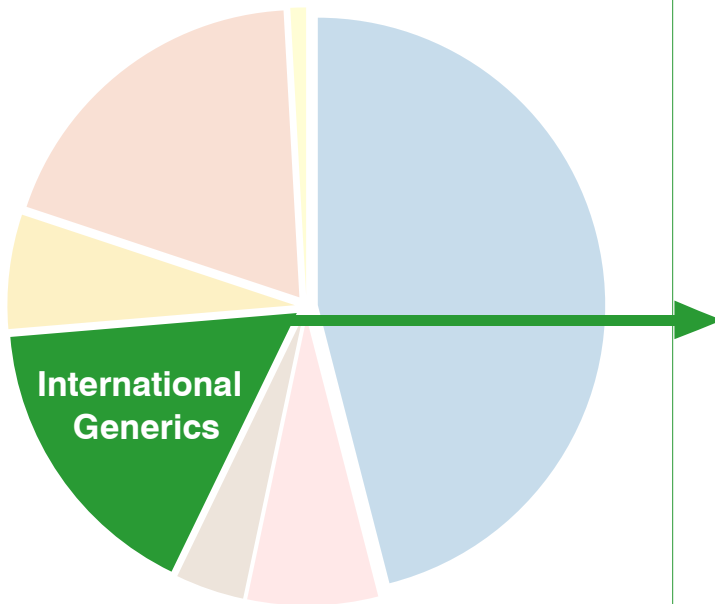
Therapy Based Sales Break up



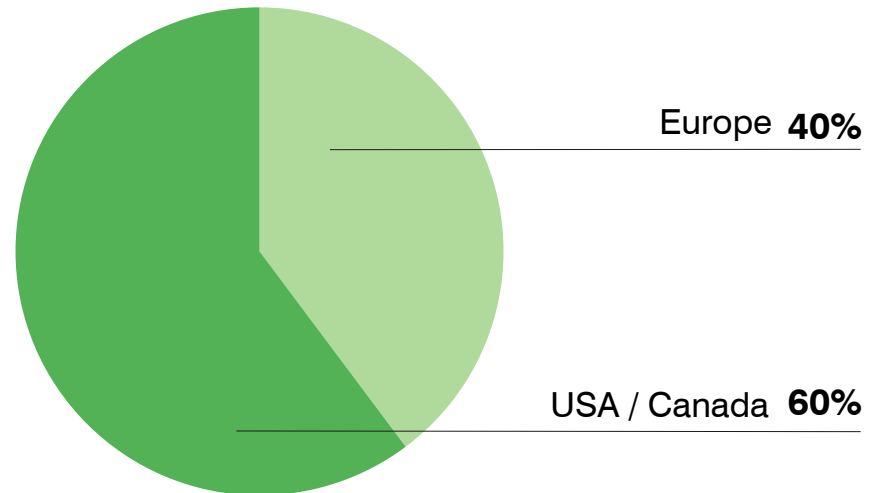
Revenue Overview

Sales Composition

2011 - 2012

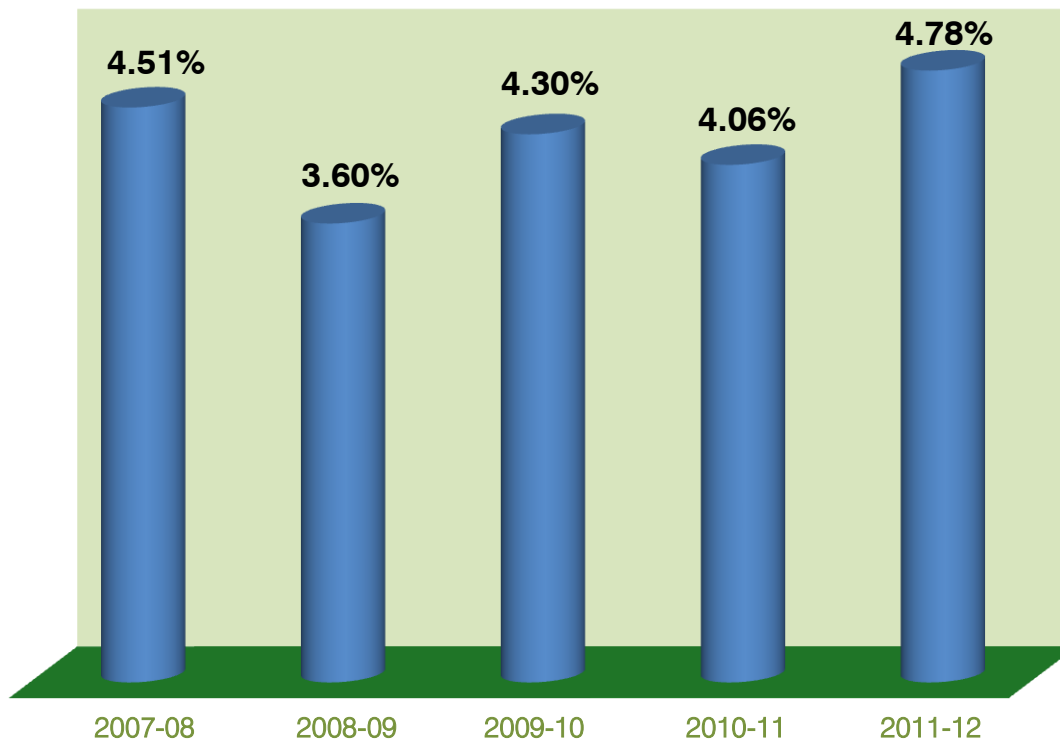


Global Sales break up



Increased Thrust on Research to create Intellectual Property

R&D spend as a % to Sales

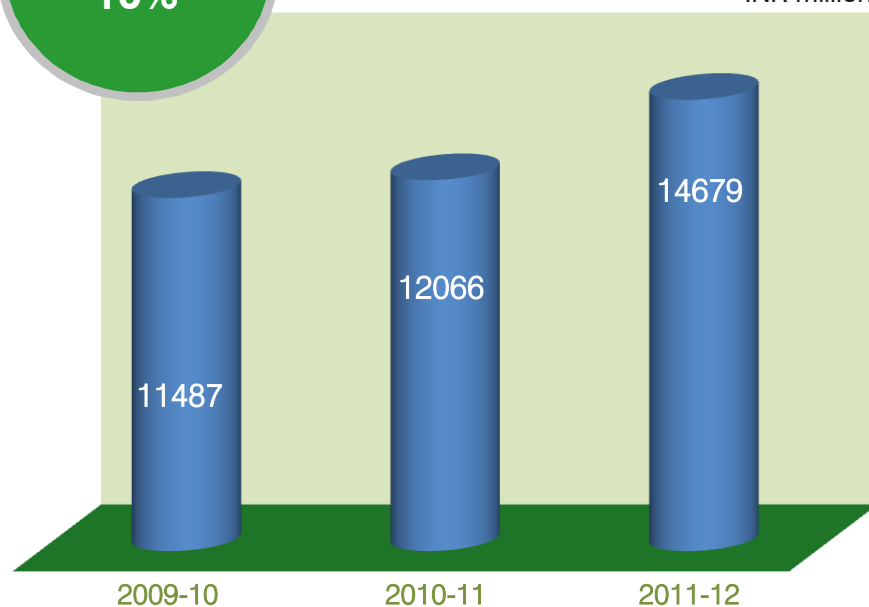


Financial Snapshot

SALES

CAGR
10%

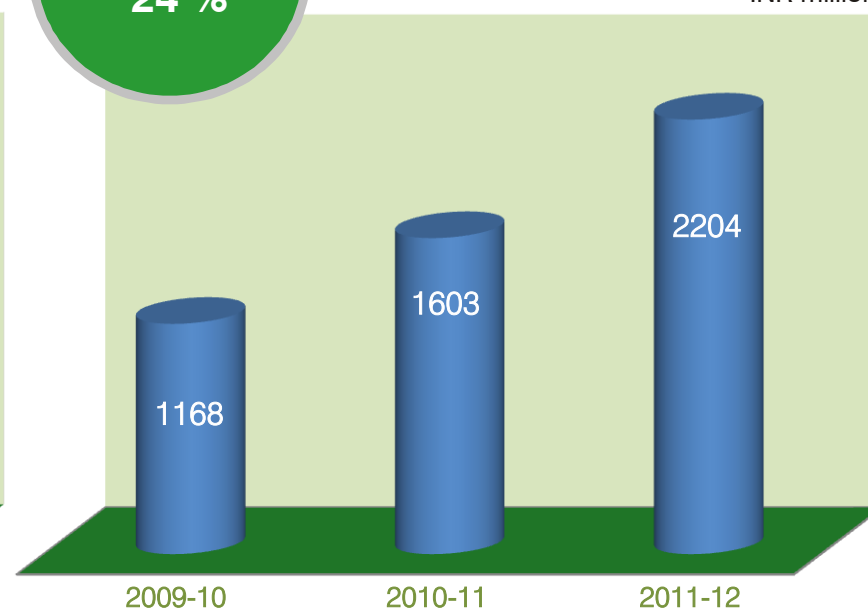
INR million



PBIDTA

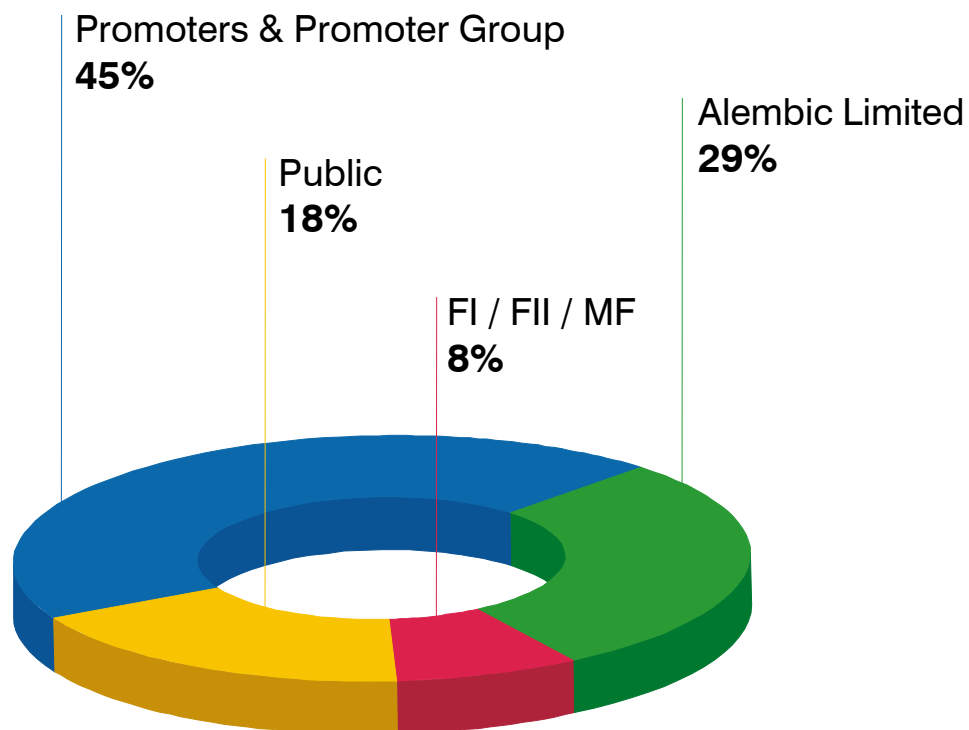
CAGR
24 %

INR million



Shareholding Pattern

Alembic Pharmaceuticals Limited



As on 31st March 2012



Total Paid up Capital
INR 377.03 million

Total No. of Shares
188.52 million

Total No. of Shareholders
48,202

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Rural Development Society



Rural Development Society is a Social Responsibility Initiative of Alembic founded in 1979

Enhancement for self employment and income generation for economic development

School, hostel and medical facilities for local villagers

Environment



Alembic believes in clean and green chemistry

Zero discharge facilities comprising of state-of-the-art aeration system, ultra filtration and reverse osmosis plant, evaporation and incineration plant

Dedicated scrubbing system for process gas emissions

For updates and specific queries, please visit: **www.alembic-india.com**
or feel free to contact

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Thank You