

**Alembic Pharmaceuticals Limited**



# Investor Presentation

March 2014

**BSE:**

Symbol: ALEMPHARM

Code: 533573

**NSE:**

Symbol: APLLTD

ISIN: INE901L01018

[www.alembic-india.com](http://www.alembic-india.com)



# Safe Harbour Statement



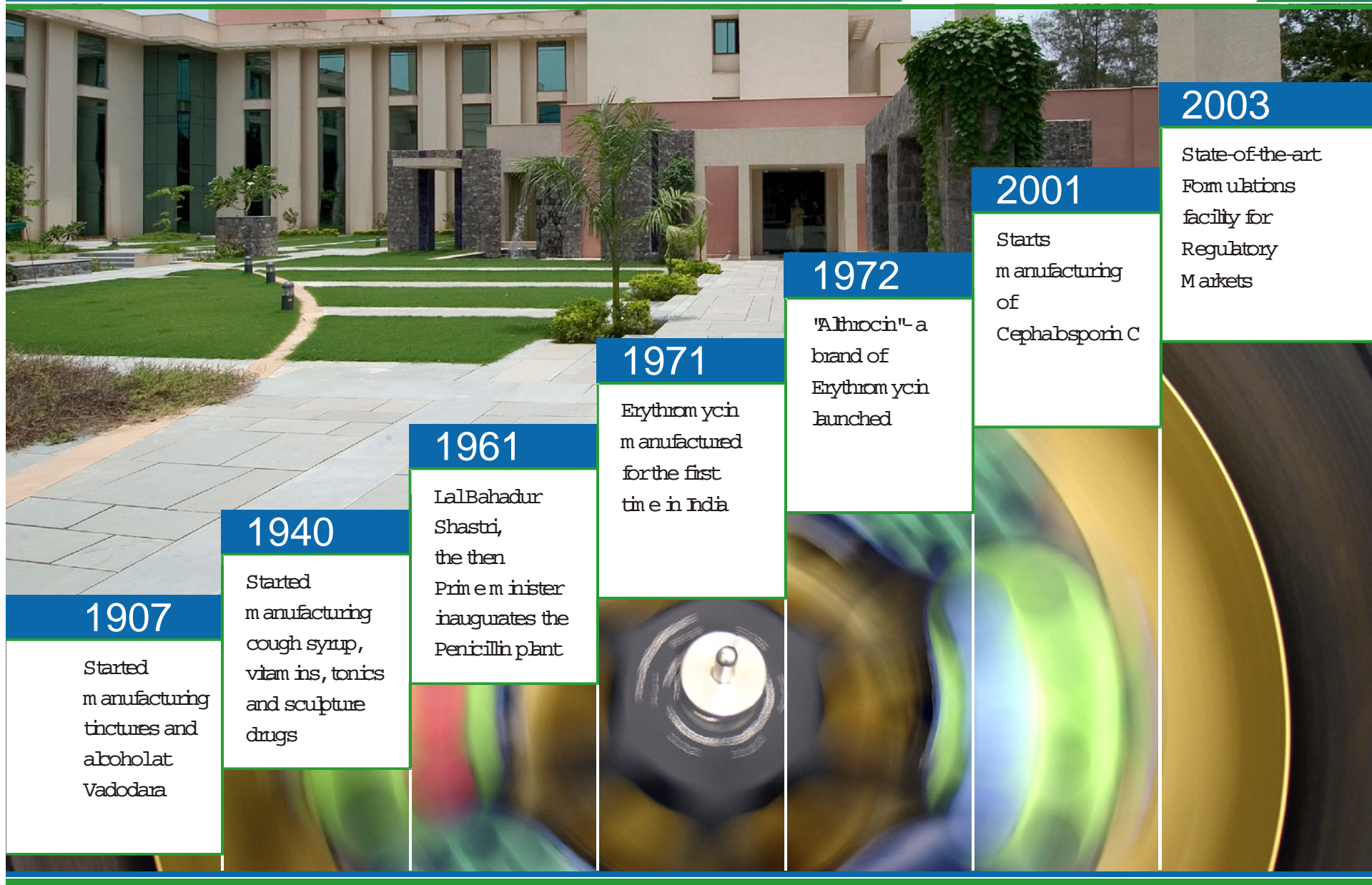
Materials and information provided during this presentation may contain 'forward-looking statements'. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these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



# 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 Cephalexin C

**2003**

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

# The Alembic Journey



2014

- Para IV filed
- Cum ulatively 61 ANDAs filed, (32 ANDA/NDA approved) and 66 DM Fs

2011

- ANVISA approvals
- Aggressive ANDAs and DM Fs filing

2010

- Azithral sales Reach INR 1000 million mark
- Dem ergerAL-APL

2009

Addressed chronic therapies through multiple marketing divisions

2007

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

2006

US FDA approvals for API and Form ulation Plants

2004

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



# Strategic Advantage

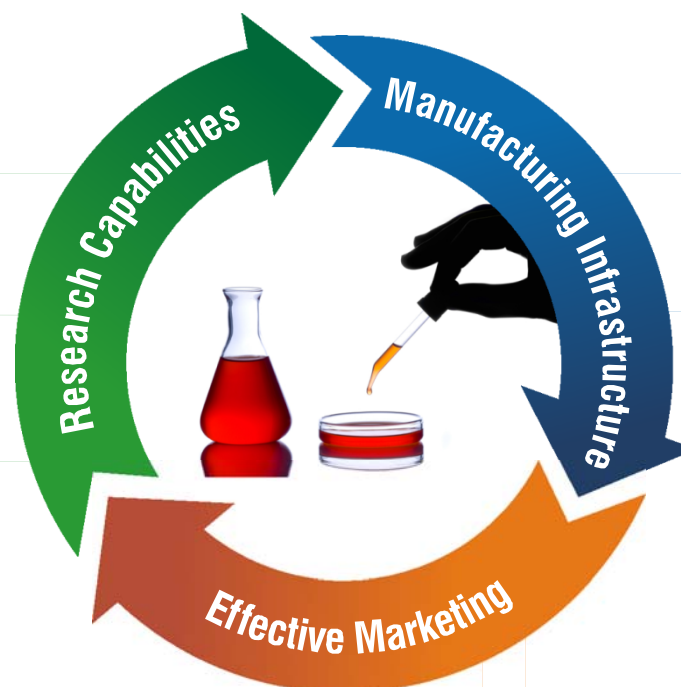


Alembic Research Centre is the first in India to be Information Security Certified

Highly talented pool of 300 Research Scientists

R&D / F&D / Captive Bio-equivalence facility

Therapy focused marketing through 15 marketing arms on PAN India basis



Well-developed Infrastructure facility - 4 US FDA approved plants

High-end quality / RA structure

Manufacturing excellence with optimal cost benefits

Therapy focused marketing through over 4,000 field force covering over 1.5 lacs doctors

Strong partnership and alliance in Generic space

Long term relationship with API customers

## 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

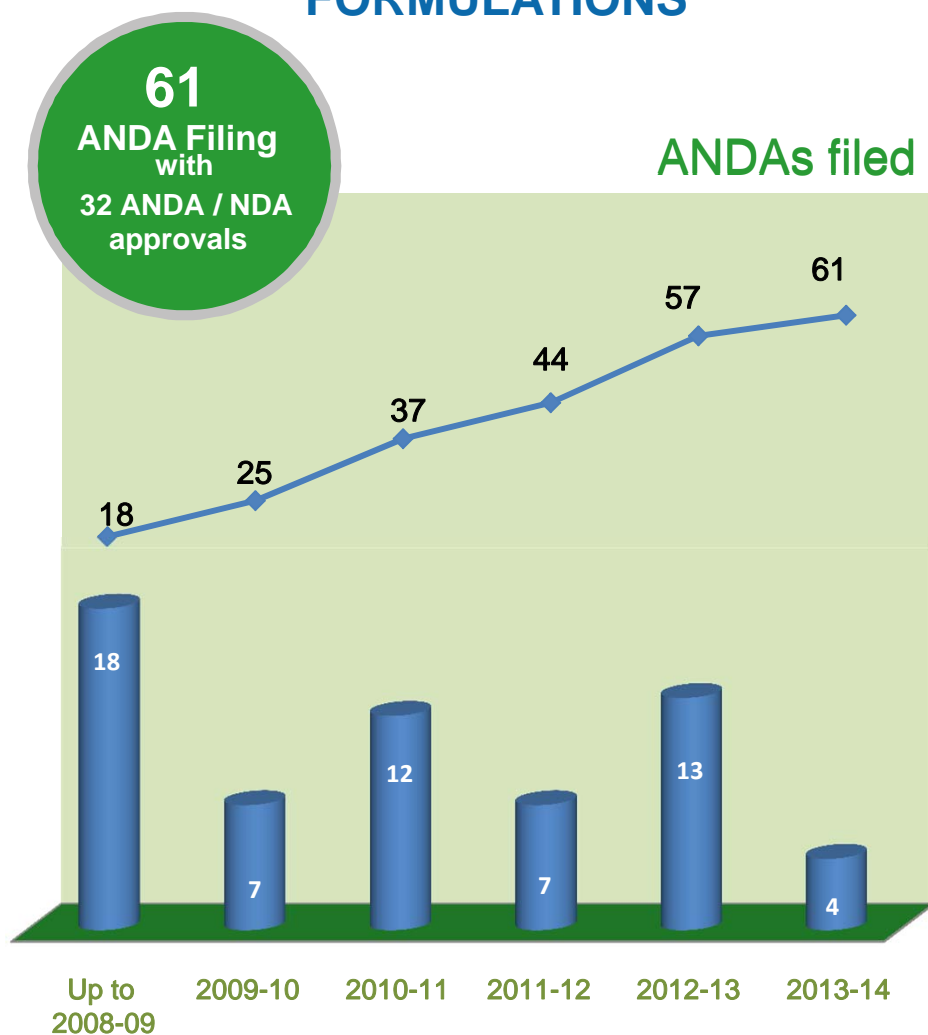
100 Bio Pilot Studies

50 Pivotal Studies

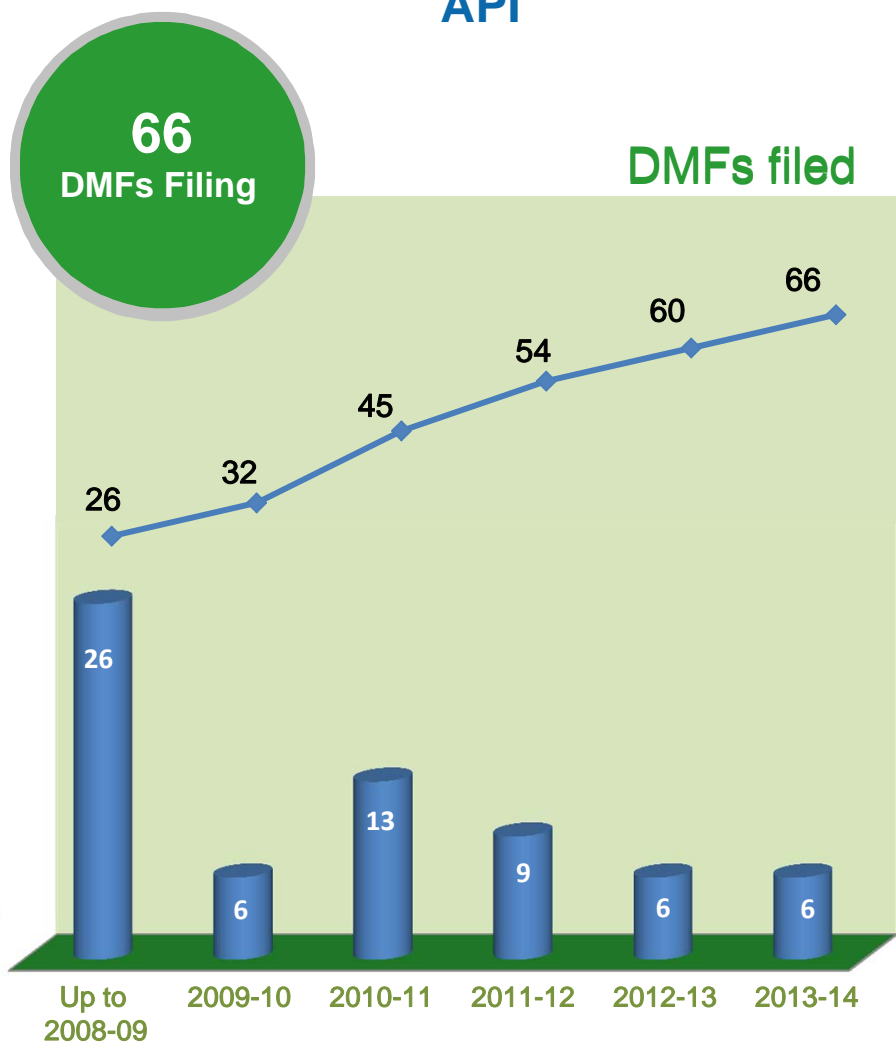
# Research Capabilities



## FORMULATIONS



## API



# Manufacturing Infrastructure



## Formulations - Generics (Regulatory Markets)



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

Current annual production  
capacity of plus 5 billion  
tablets/capsules

## 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)





# Manufacturing Infrastructure



## Certifications



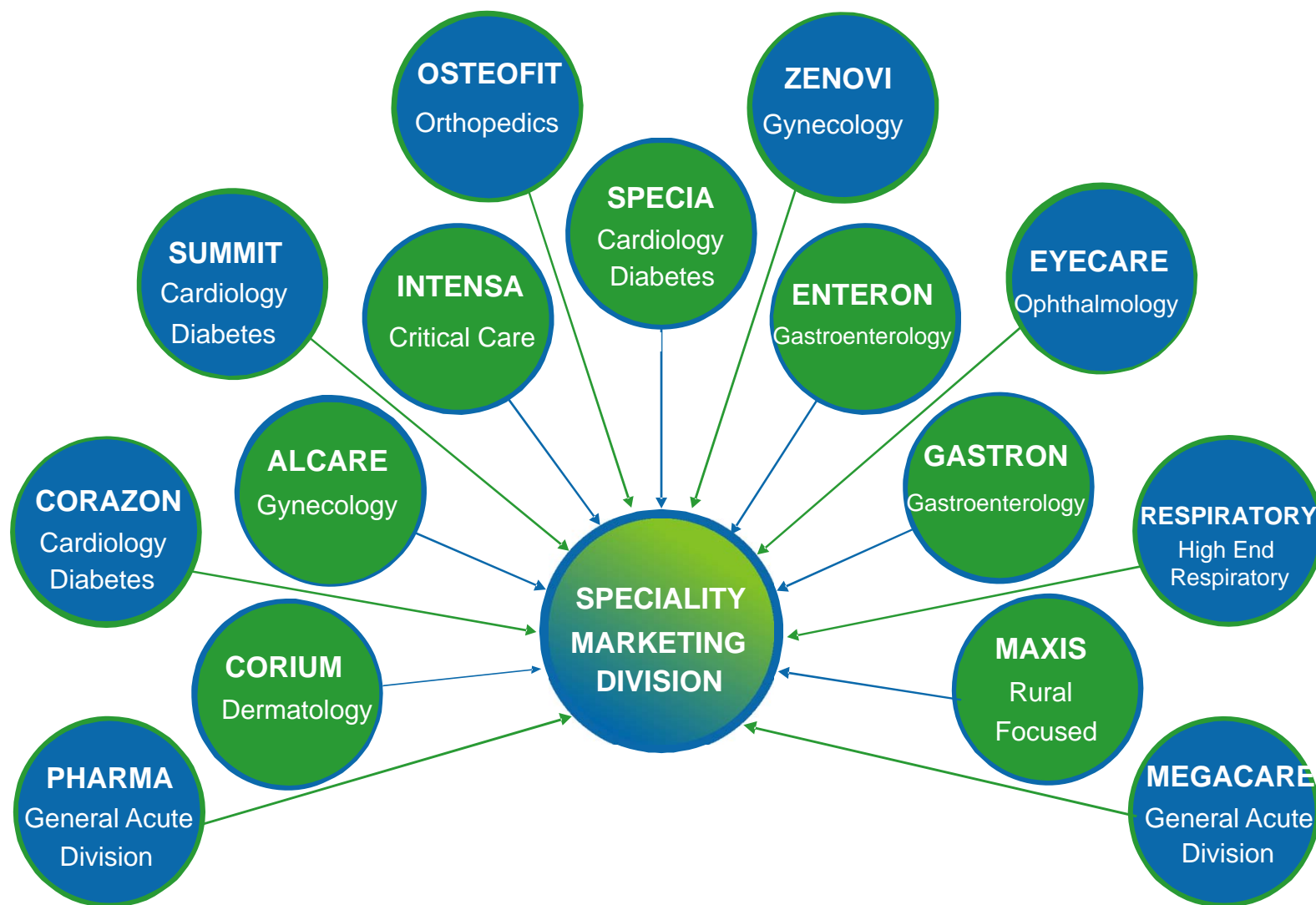
Australian Government  
Department of Health and Ageing



# Effective Marketing



## PAN India Marketing and Distribution Network



# Major Product Portfolio



Top Products	Therapeutic Area	Ranking*
<b>Azithral</b>	Anti Infective	<b>35</b>
<b>Althrocin</b>	Anti Infective	<b>63</b>
<b>Wikoryl</b>	Respiratory	<b>152</b>
<b>Roxid</b>	Anti Infective	<b>164</b>
<b>Gestofit</b>	Gynecology	<b>284</b>



Other Products	Therapeutic Area
<b>Rekool</b>	Gastroenterology
<b>Zeet/Bro-Zeet</b>	Cough & Cold
<b>Tellzy</b>	Cardiology
<b>Gestofit</b>	Gynecology
<b>Sharkoferrol</b>	Tonic
<b>Tetan</b>	Cardiology
<b>Livfit</b>	Hepaprotectives
<b>Zofix</b>	Anti Infective
<b>Ulgel</b>	Antacid and Anti Flatulant
<b>Glisen</b>	Anti Diabetic
<b>Ovigyn</b>	Gynecology

\* Source: ORG March, 2014



## 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

### ➤ **Enter into new therapeutic segment**

Corazon for Cardio and Alembic Respiratory for High end Respiratory launches in early FY 2014-15



Expected  
**annual growth**  
15-18%

## International Generics

### ➤ Superior cost efficiency

Position Alembic as a cost efficient dependable quality manufacturer

### ➤ Expanded annual production capacity

Annual production enhanced from 2.6 billion tablets/capsules to 5 billion tablets/capsules.

### ➤ 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.



# Financial Highlights – Quarterly



Consolidated Q IV - FY 13-14

INR million

Sales	Q IV / 13-14	Q IV / 12-13	Business Share '14	Growth %
<b>Formulation</b>				
India Branded	1,995	1,753	43%	14%
India Generics	286	298	6%	-4%
International Branded	176	153	4%	15%
International Generics	1,367	776	29%	76%
<b>API</b>	809	787	18%	3%
<b>Export Incentive</b>	19	17		
<b>Grand Total</b>	<b>4,652</b>	<b>3,784</b>	<b>100%</b>	<b>23%</b>
<b>Total Domestic</b>	<b>2,453</b>	<b>2,338</b>	<b>53%</b>	<b>5%</b>
<b>Total Export</b>	<b>2,199</b>	<b>1,446</b>	<b>47%</b>	<b>52%</b>



# Financial Highlights – Quarterly



## Result Highlight (Consolidated) Q IV - FY 13-14

INR million

Particulars	Q IV / 13-14	Q IV / 12-13	Growth %
EBDITA (Before R&D)	1,225	882	39%
EBDITA (Post R&D)	913	656	39%
EBDITA %	19.6%	17.3%	
PBT	808	552	46%
PAT	613	437	40%



# Financial Highlights – 2013-14



Consolidated FY 2013-14

INR million

Sales	2013-14	2012-13	Business Share '14	Growth %
<b>Formulation</b>				
India Branded	8,506	7,484	46%	14%
India Generics	1,207	1,262	6%	-4%
International Branded	736	558	4%	32%
International Generics	4,684	2,358	25%	99%
<b>API</b>	3,388	3,505	18%	-3%
<b>Export Incentive</b>	163	93		
<b>Grand Total</b>	<b>18,684</b>	<b>15,260</b>	<b>100%</b>	<b>22%</b>
<b>Total Domestic</b>	<b>10,411</b>	<b>9,971</b>	<b>56%</b>	<b>4%</b>
<b>Total Export</b>	<b>8,273</b>	<b>5,289</b>	<b>44%</b>	<b>56%</b>

# Financial Highlights – 2013-14



## Result Highlight (Consolidated) FY 2013-14

INR million

Particulars	2013-14	2012-13	Growth %
EBDITA (Before R&D)	4,741	3,263	45%
EBDITA (Post R&D)	3,577	2,520	42%
EBDITA %	19.2%	16.5%	
PBT	3,106	2,064	51%
PAT	2,355	1,653	43%





# Revenue Overview



## Sales Composition

FY 13-14

API Export

**15%**

API Domestic

**3%**

International Generics

**25%**

International Branded Formulation

**4%**

Export Incentive

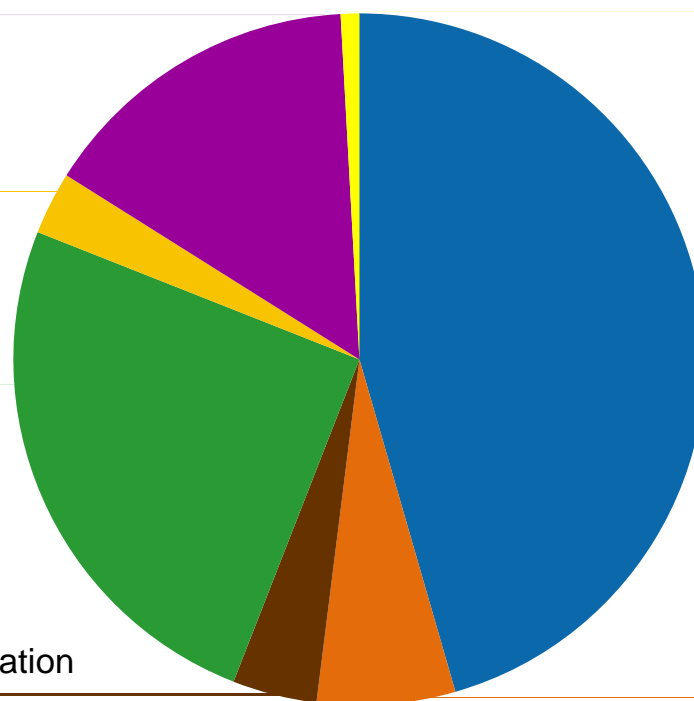
**1%**

India Branded Formulations

**46%**

India Generics

**6%**

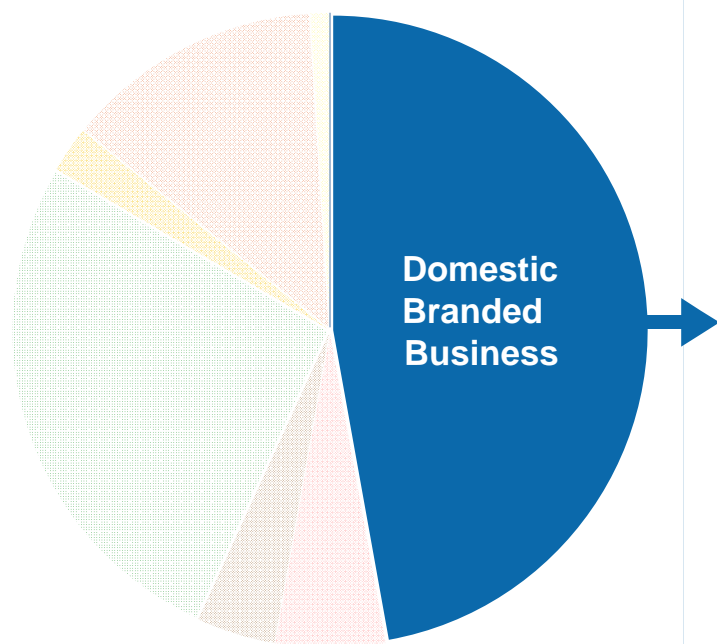


# Revenue Overview

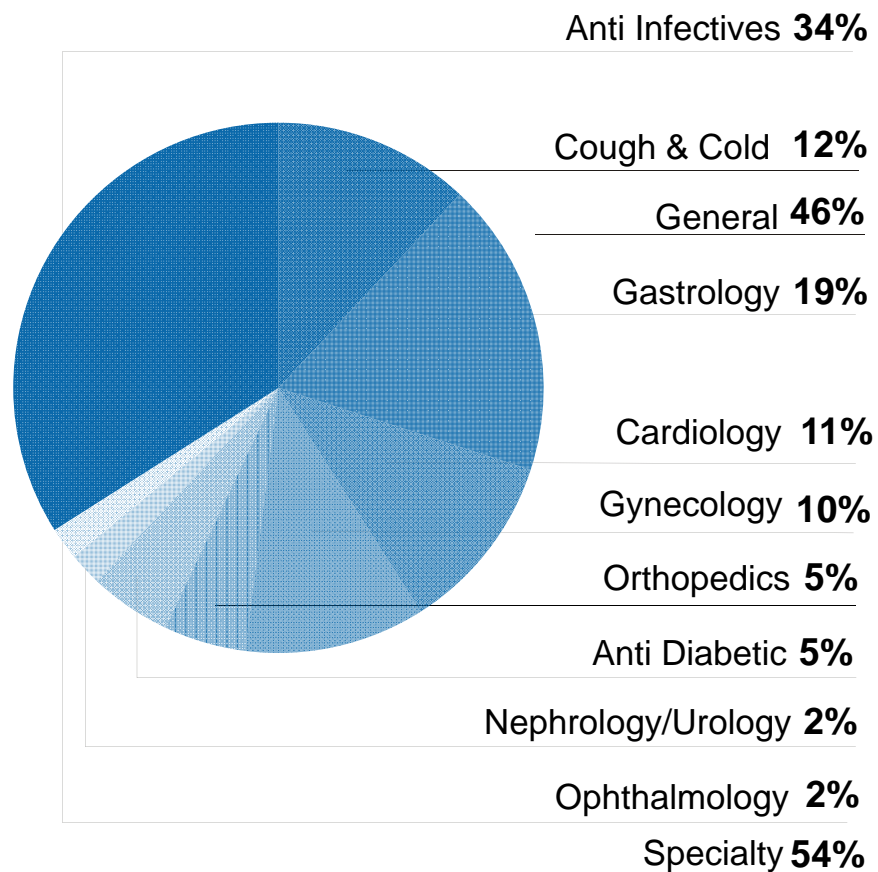


## Sales Composition

FY 13-14



## Therapy Based Sales Break up



(Source : ORG March 2014)

# Revenue Overview



## Sales Composition

2012 - 2013

API Export

**16%**

Export Incentive

**1%**

API Domestic

**7%**

International Generics

**15%**

International Branded Formulations

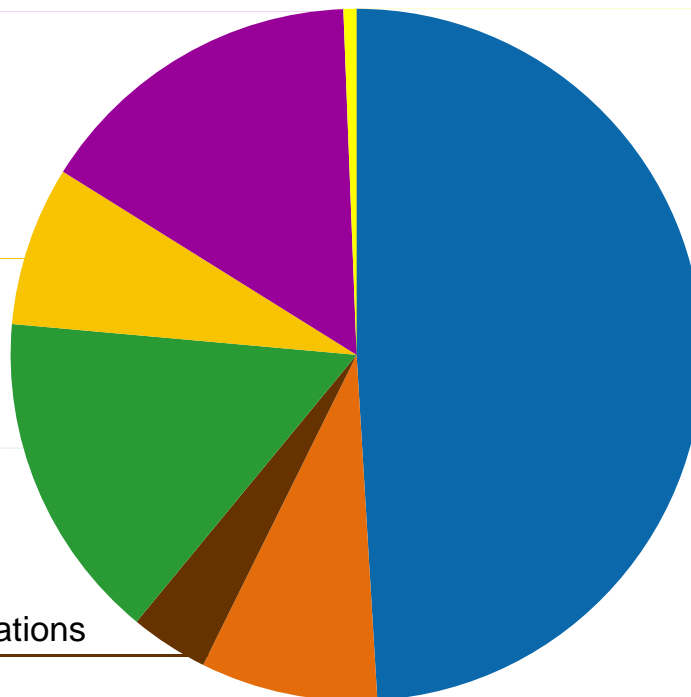
**4%**

India Branded Formulations

**49%**

India Generics

**8%**

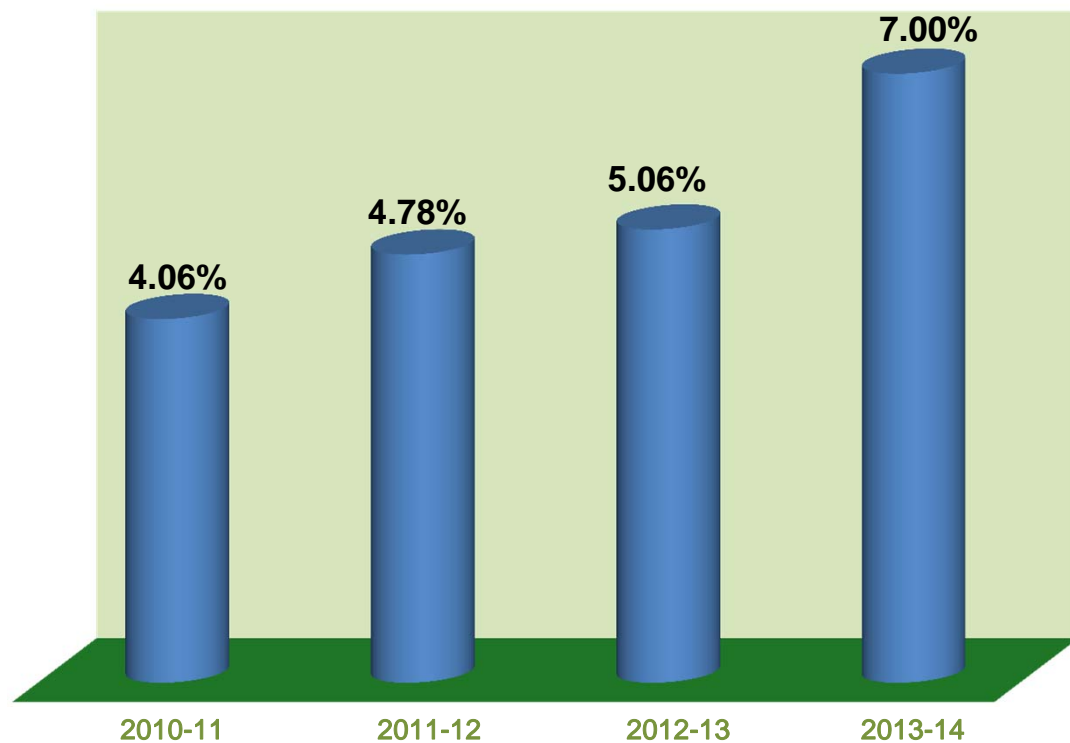




# R & D Expense

Increased Thrust on Research to create Intellectual Property

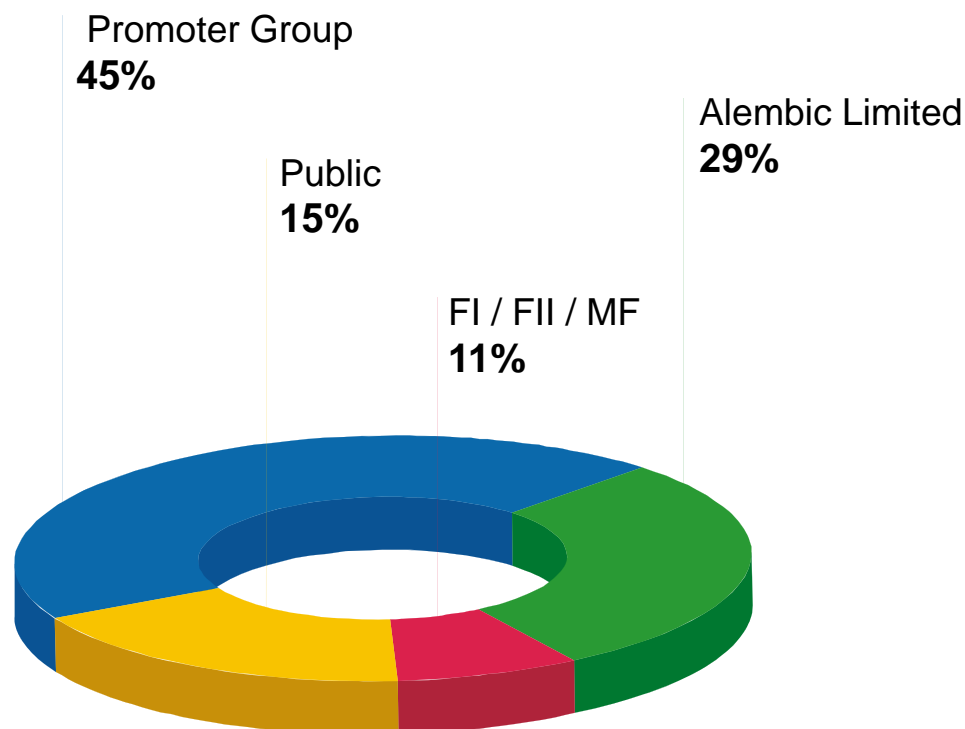
R&D spend as a % to Sales



# Shareholding Pattern



## Alembic Pharmaceuticals Limited



As on 31st March 2014



**Total Paid up Capital**  
INR 377.03 million

**Total No. of Shares**  
188.52 million

**Total No. of Shareholders**  
47,497

**Market Capitalisation**  
INR 53,738 million

## 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

# Corporate Social Responsibility



## 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](http://www.alembic-india.com)**  
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Thank You