

Alembic Pharmaceuticals Limited



Investor Presentation

April 2015

BSE Code: 533573

NSE Code: APLLTD

Bloomberg Code: ALPM:IN

Reuters Code: ALEM.NS

www.alembic-india.com



Safe Harbor 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 Journey so far

1907

Alembic Ltd. starts manufacturing tinctures and alcohol at Vadodara

1940

Starts manufacturing cough syrup, vitamins, tonics and sculpture drugs

1961

Penicillin plant inaugurated

1971

Becomes 1st Indian company to manufacture Erythromycin

1972

Launched it under brand 'ALTHROCIN'

2007

Acquires Non-Oncology Division of Dabur Pharma - enters high margin segments such as Cardiology, Diabetes, Gastro and Gynaecology

2004

R&D facility set up at Vadodara

2006

Receives USFDA approval for API and Formulation facilities

2001

Starts manufacturing of Cephalosporin C

2003

Formulation facility set up for Regulated markets

2010

"Azithral" sales crosses INR 1bn
Demerger of pharma business from Alembic Ltd. – Alembic Pharmaceuticals Ltd. Formed

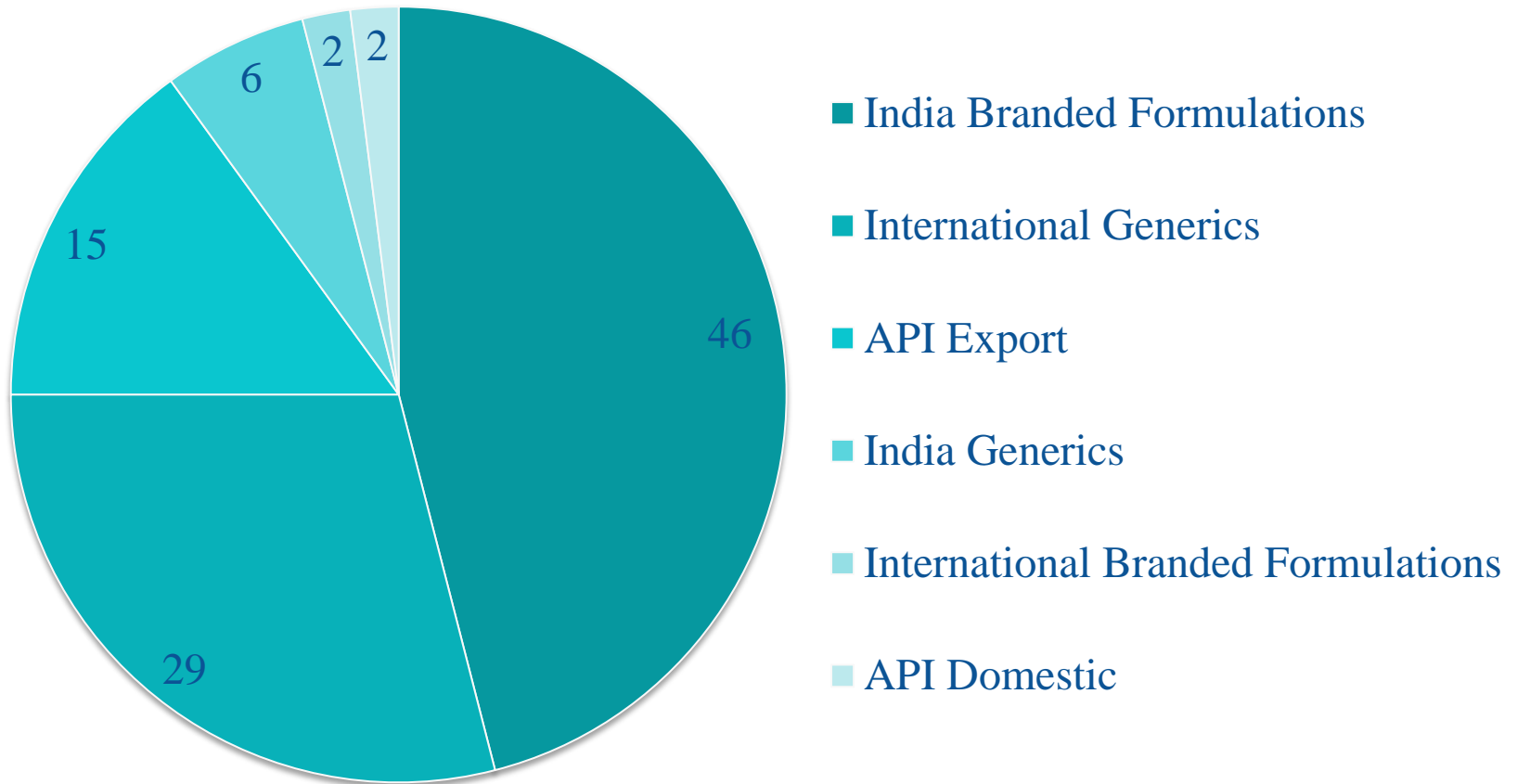
2011

Receives ANVISA approval
Aggressive ANDA & DMF filings

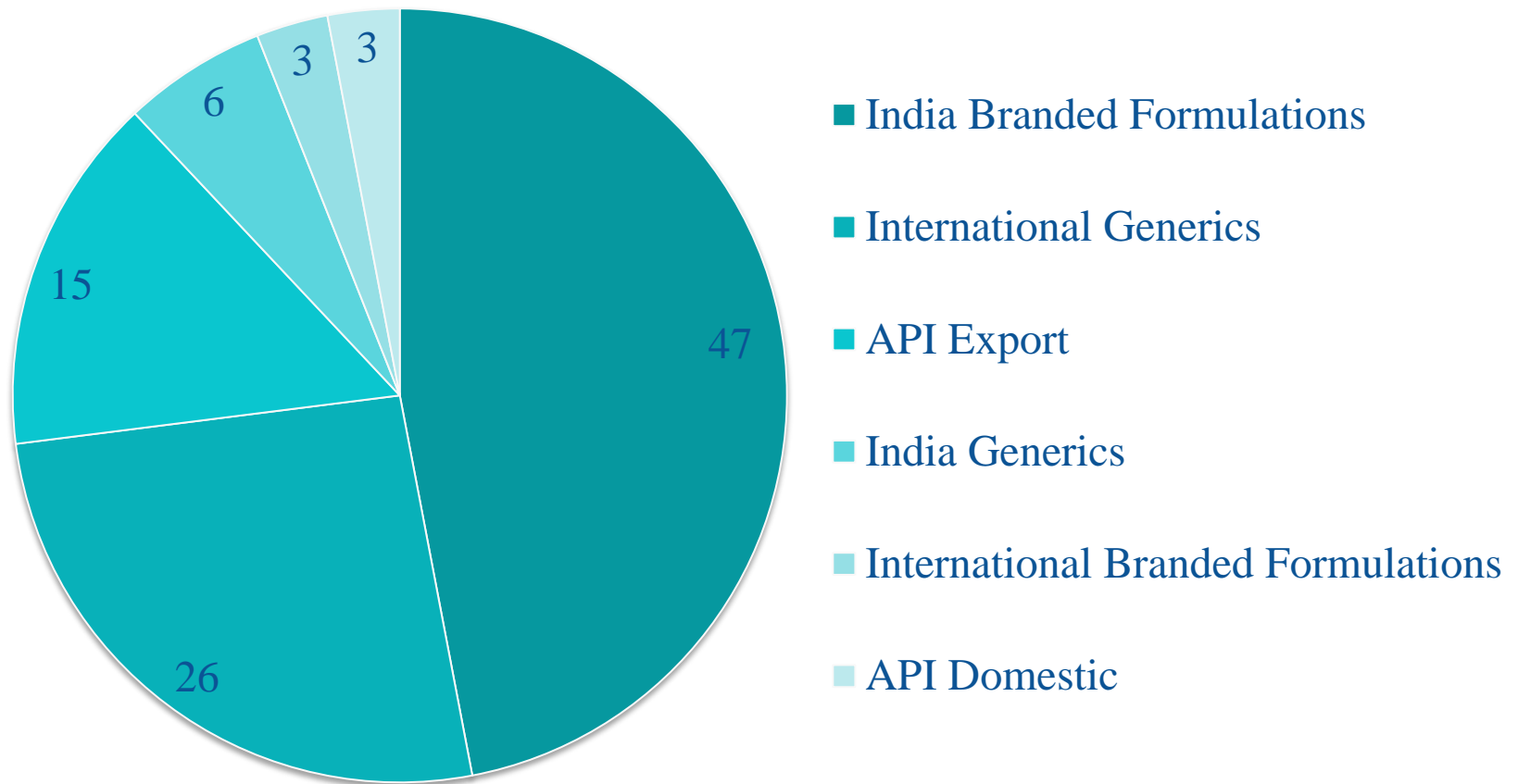
2014

Cumulatively filings made for 68 ANDAs/NDAs and 72 DMFs
18 Marketing divisions in operation for India business

% of the total sales



% of the total sales



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 and Liquid Oral Products

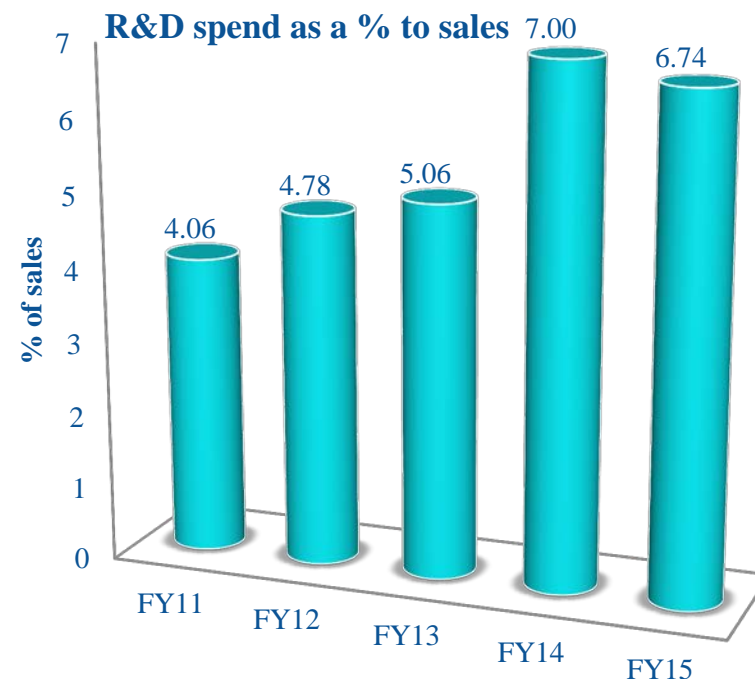
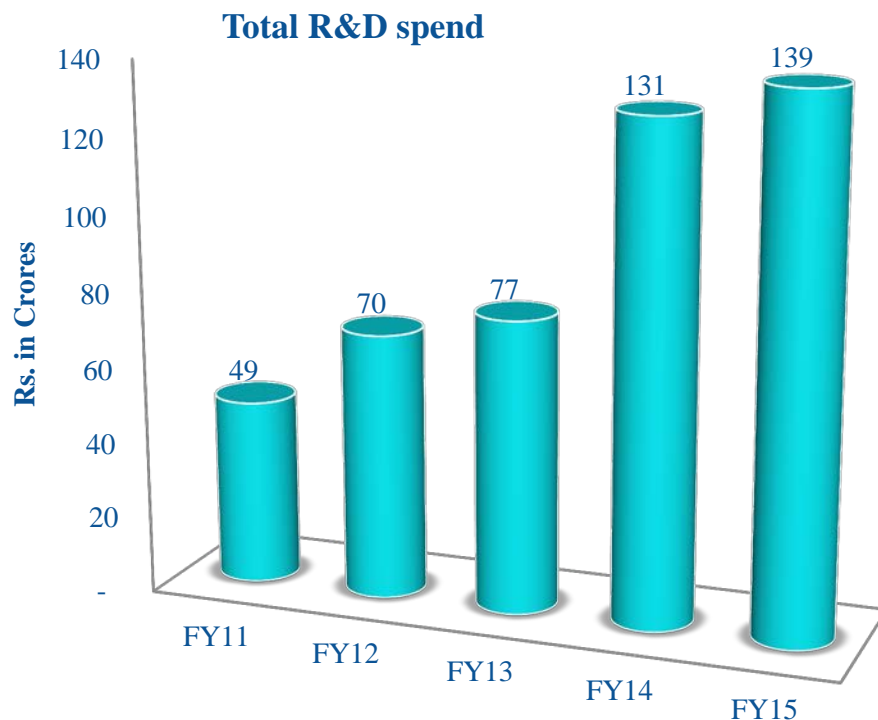
Bio Equivalence Centre

State-of-the art 90-bedded Bio Centre

100 Pilot studies

50 Pivotal Studies

R&D spends to continue rising



- Highly talented pool of 420 research scientists working to address complex genericisation opportunities, novel drug delivery systems and new technology platforms
- The Company has filed cumulatively 68 ANDAs/NDA and 72 DMFs with USFDA upto year ended 31st March 2015

State of the Art Manufacturing Facilities

Formulations



Located at Panelav and Karkhadi, Gujarat
USFDA, EDQM, TGA, WHO approved

Located at Panelav, Gujarat

USFDA, MCC, MHRA, ANVISA & TPD
approved – for Generic exports

Capacity - 7 bn tablets / capsules p.a.

Located at Baddi, Himachal Pradesh
WHO GMP approved

Manufactures branded formulations and caters
to domestic market

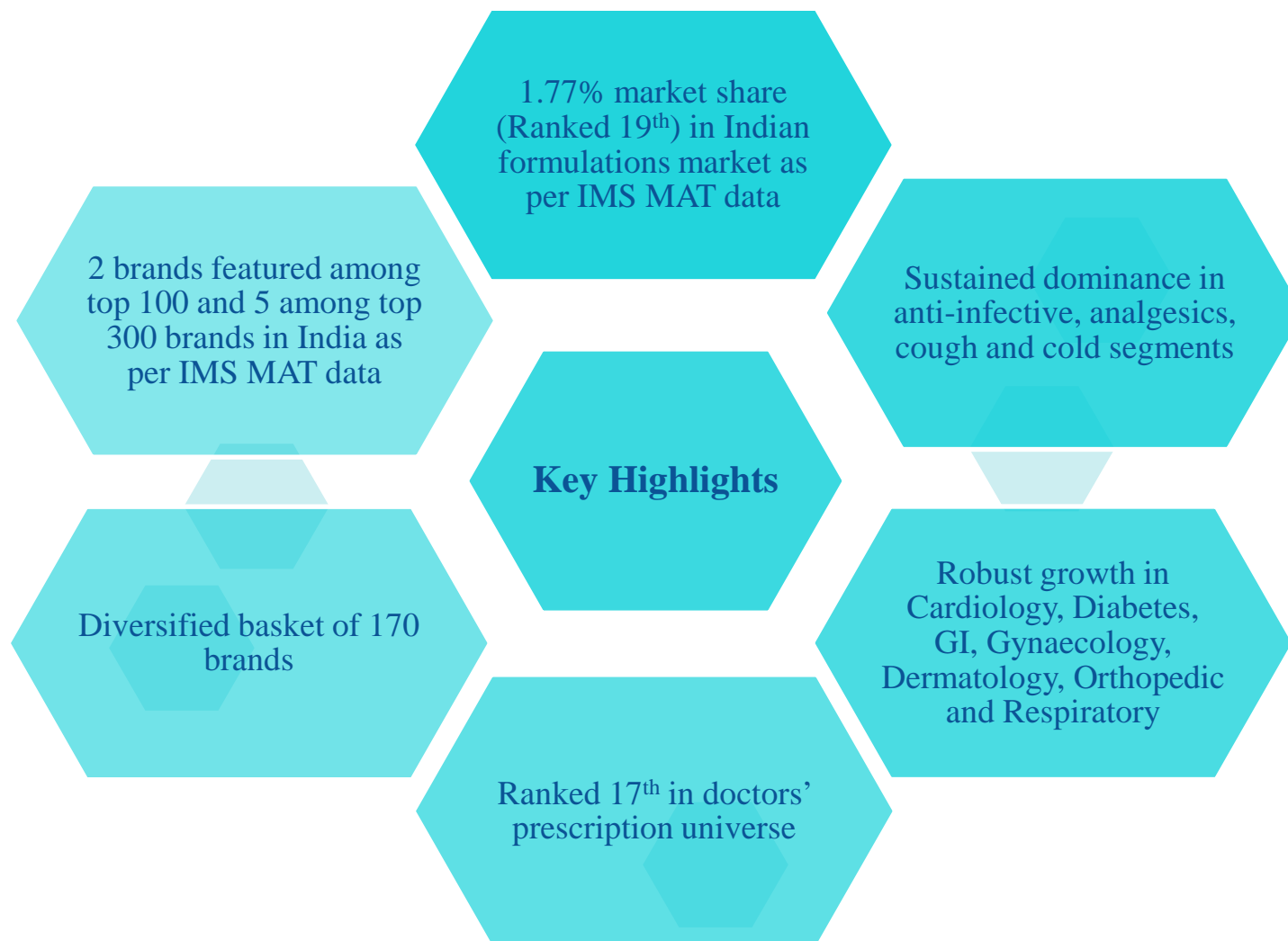
Capacity 2 bn tablets / capsules p.a, 0.15 bn
bottles p.a.

APIs



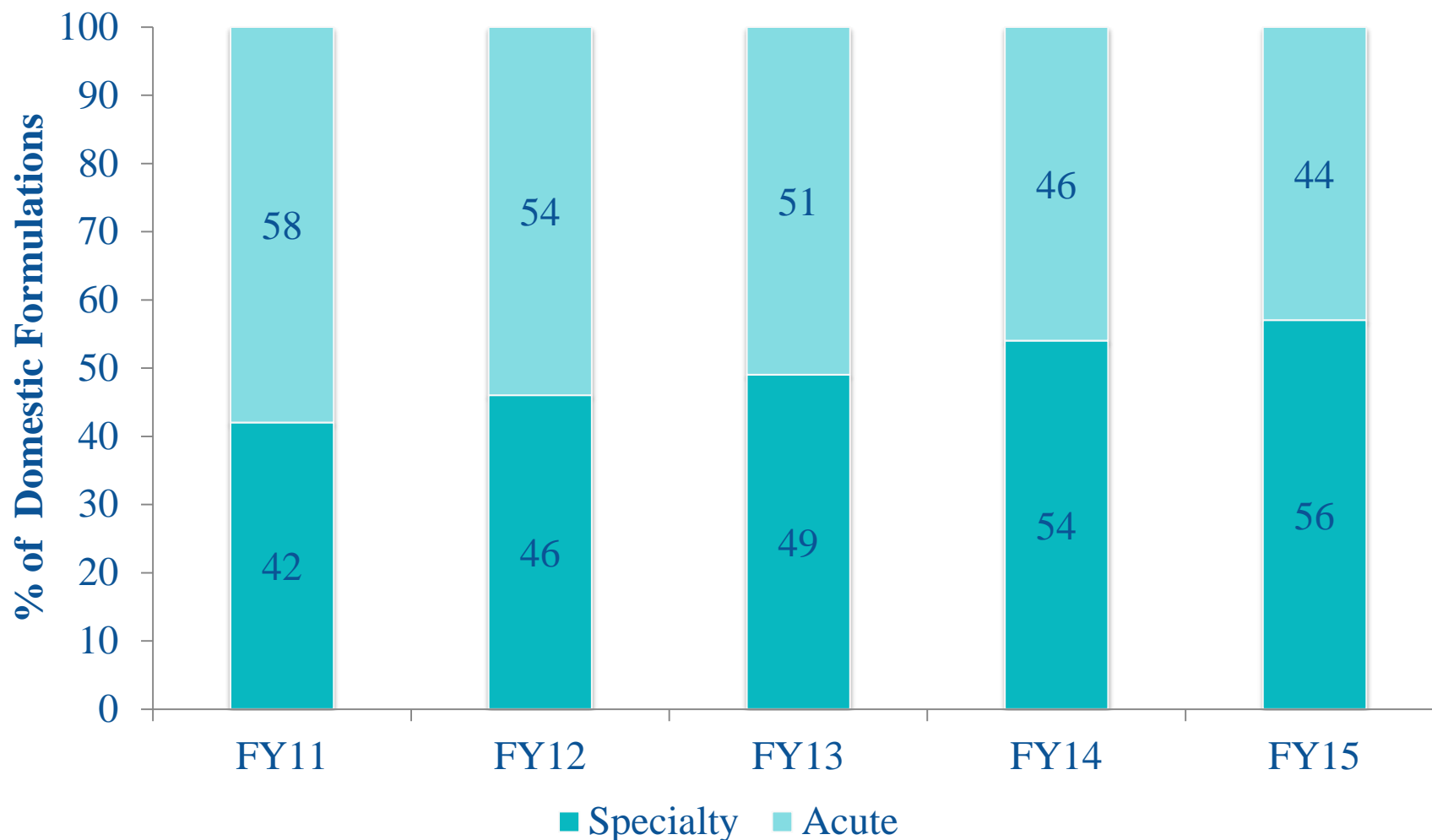
**Formulations business
accounts for ~80% of revenues**

Branded business continues to grow



Continued shift towards Specialty therapies

Therapy Dominance



Therapy-wise Performance Q4

	MAR QTR 2015				MAR QTR 2014			
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	14	1.92	37	29	9	1.60	21	37
Anti Diabetic	18	1.55	36	31	20	1.34	22	27
Gynaecology	12	2.59	35	23	10	2.15	14	33
Gastrology	16	2.43	15	18	12	2.45	6	15
Dermatological	18	0.52	52	51	20	0.40	71	56
Orthopaedic	15	1.00	3	15	11	1.11	8	27
Ophthalmology	18	1.33	-10	-18	13	1.74	27	23
Anti Infective	17	3.65	10	1	3	3.90	-7	1
Cold & Cough	18	5.30	33	38	10	4.72	3	8
OVERALL	16	1.83	22	17	11	1.74	6	13

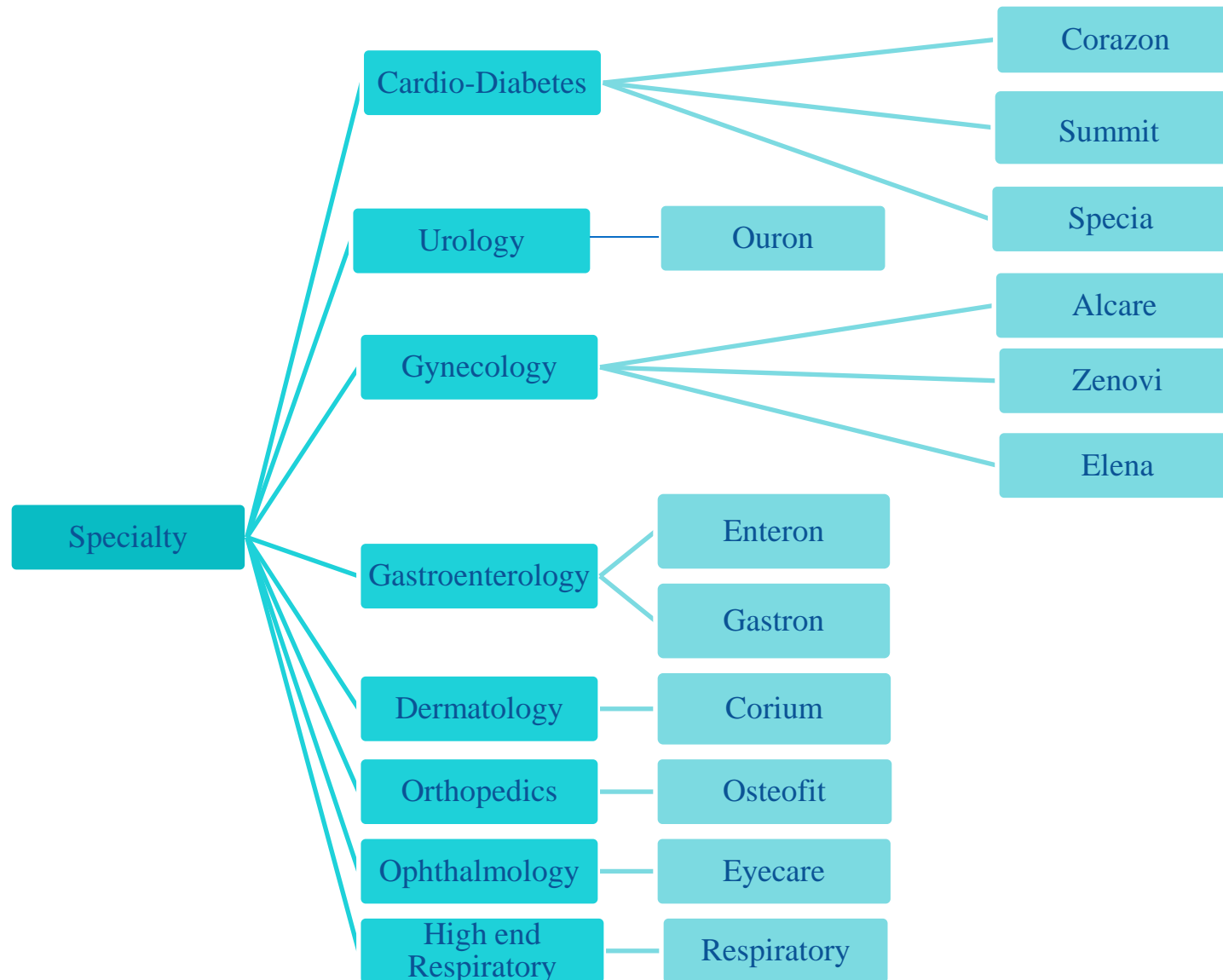
(Source : ORG March 2015)

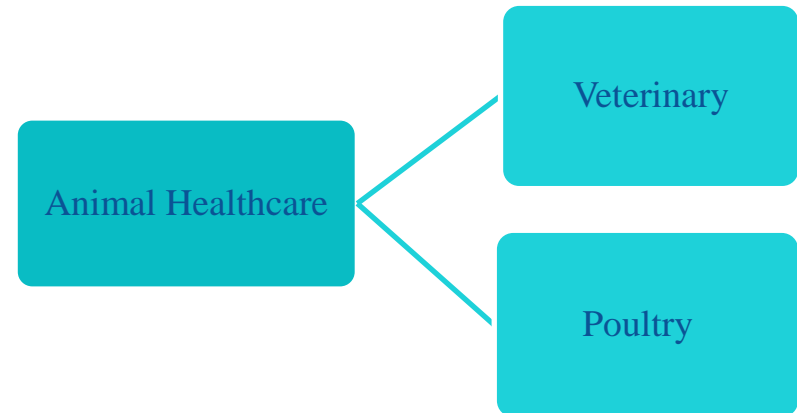
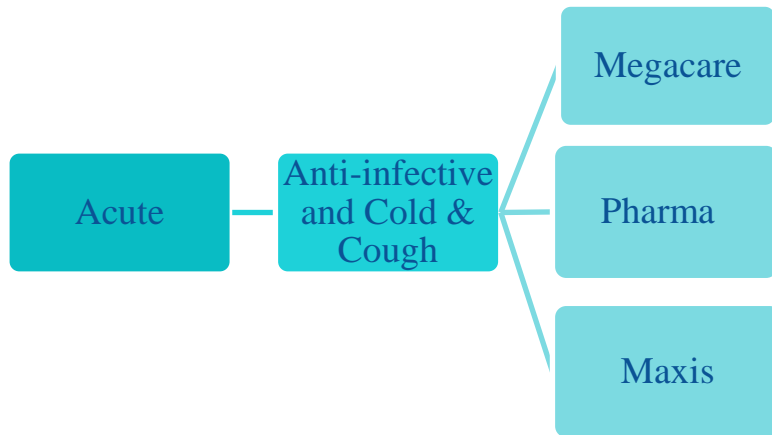
Therapy-wise Performance FY 14-15

	MAR MAT 2015				MAR MAT 2014			
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	11	1.77	29	31	12	1.51	27	37
Anti Diabetic	18	1.46	29	27	23	1.33	24	30
Gynaecology	12	2.33	27	28	9	2.05	23	33
Gastrology	14	2.45	11	17	10	2.50	10	15
Dermatological	19	0.44	42	52	20	0.37	200	190
Orthopaedic	12	1.05	4	13	9	1.12	9	20
Ophthalmology	20	1.45	0	-12	11	1.75	41	34
Anti Infective	10	3.61	4	4	1	3.84	-6	-3
Cold & Cough	11	5.38	22	20	13	4.90	9	15
OVERALL	13	1.77	15	15	10	1.74	8	13

(Source : ORG March 2015)

Marketing Divisions - Specialty

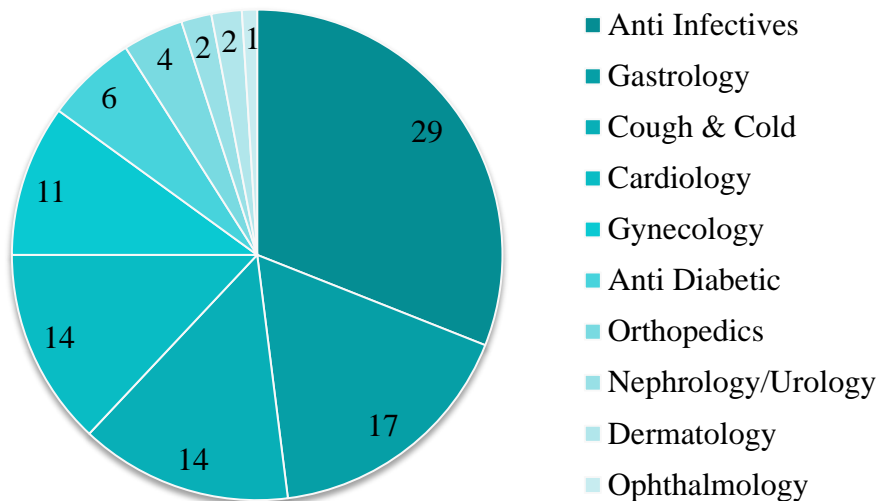




Key Therapies & Brands

Therapeutic Segment-wise Break-up (Q4FY15)

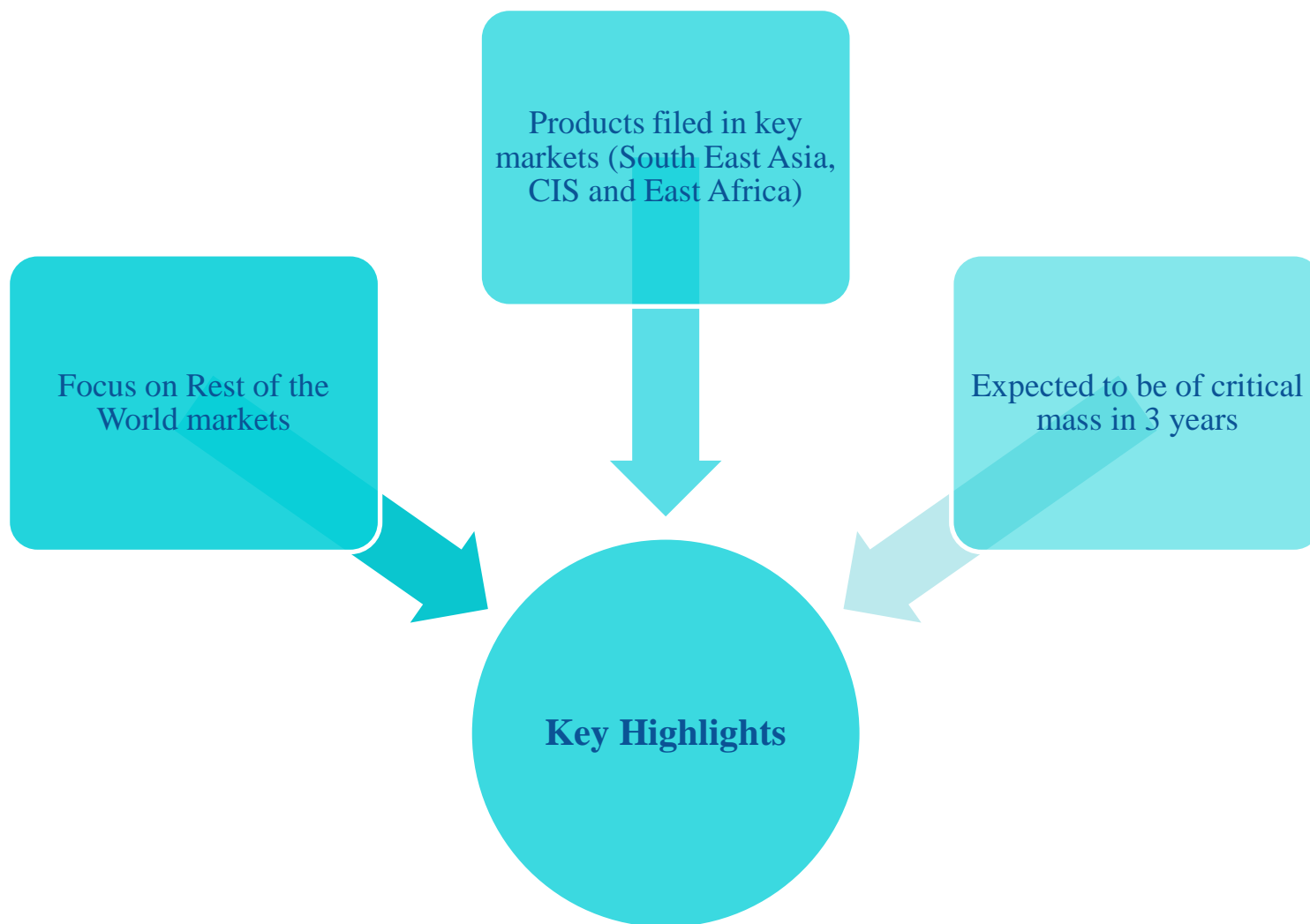
% of total domestic formulation revenue



- Launched 1 product SKU in the domestic market in Q4FY15, 29 product SKUs in FY 2014-15.

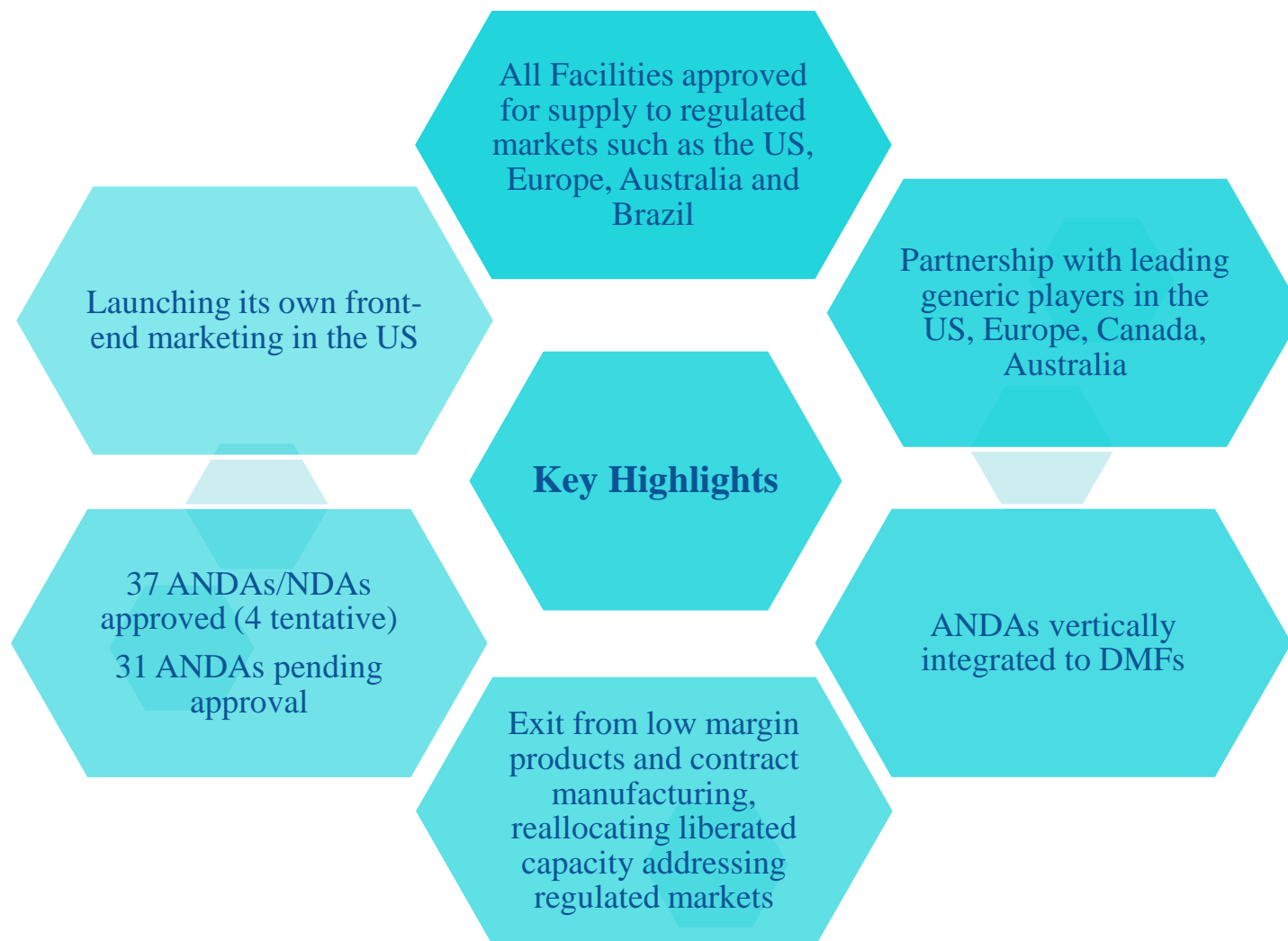
Brand Name	Therapeutic Area	Ranking
Azithral	Anti-infective	33
Althrocin	Anti-infective	67
Wikoryl	Respiratory	157
Roxid	Anti-infective	166
Gestofit	Gynecology	269

- 5% market share in the cough and cold segment
- 5000+ marketing team

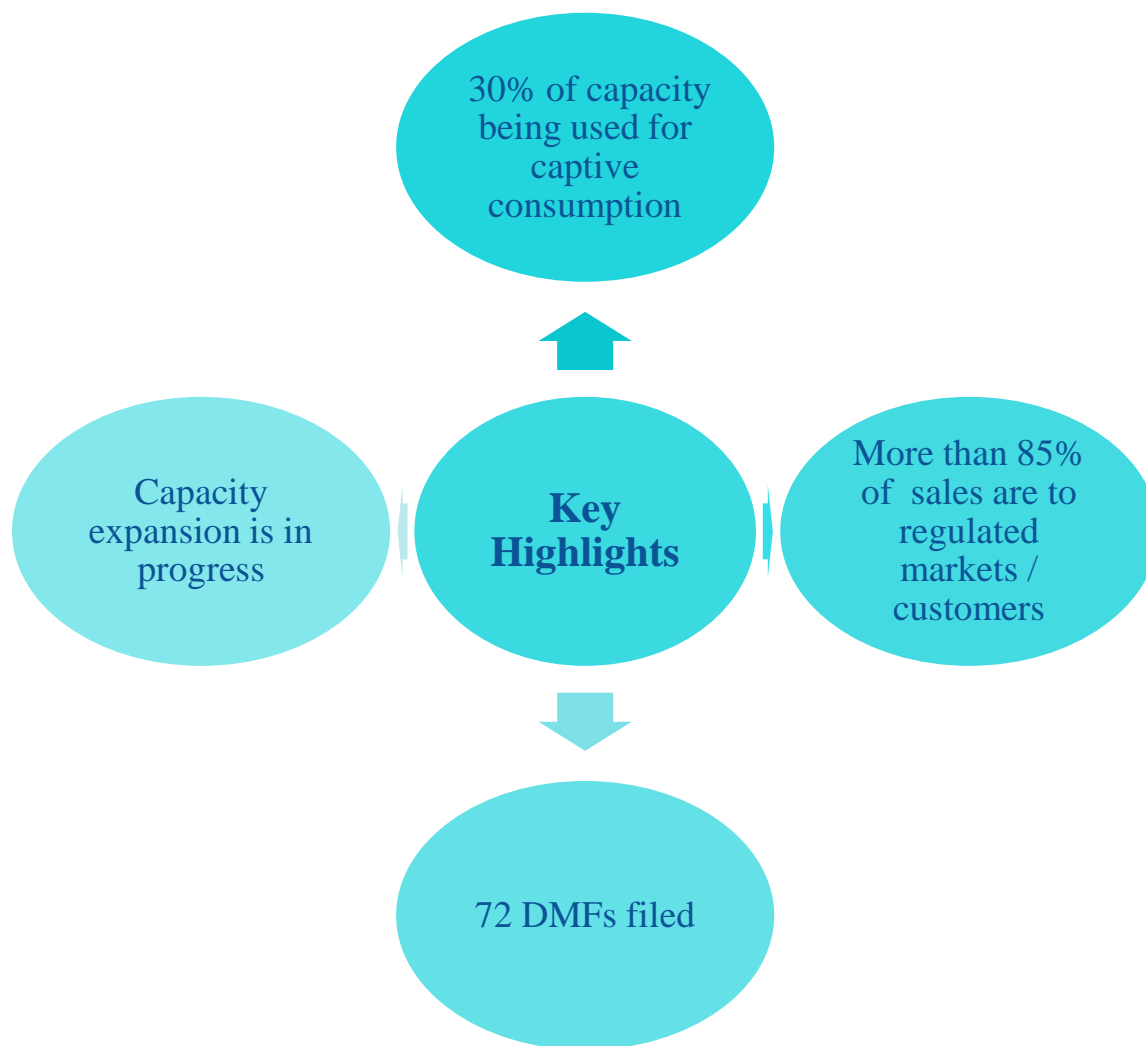


International Generics will be the
growth driver

Fast emerging player in international generics



API business accounts for ~20% of
revenues

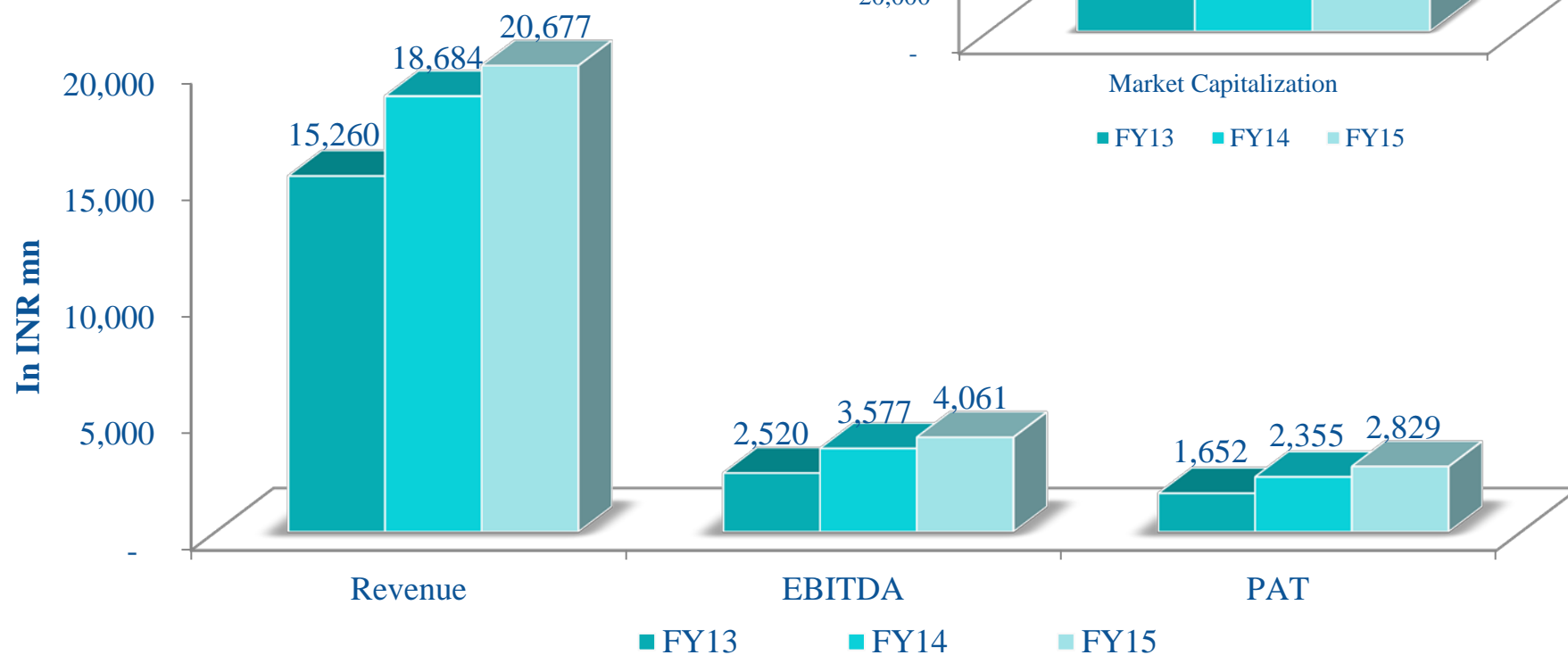


Financial Snapshot

Focus on shareholder value creation

CAGR

Revenue	16%
EBITDA	27%
PAT	31%
Market Capitalization	108%

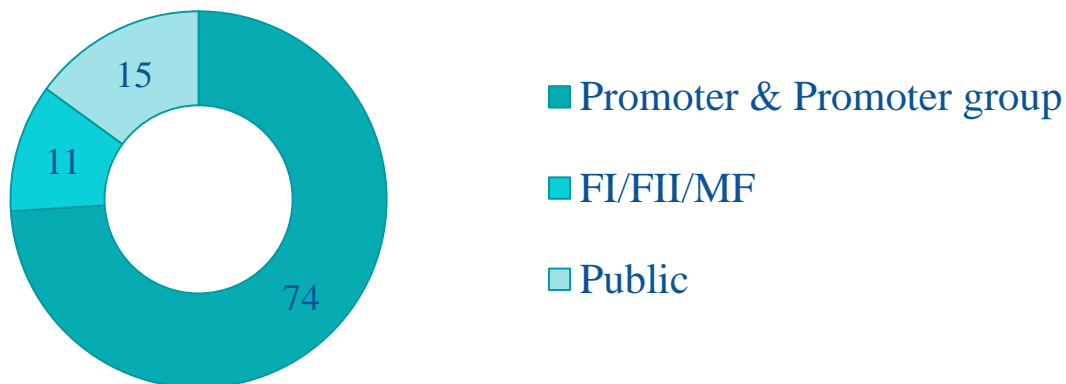


Financial Highlights

Particulars (INR mn)	Q4FY15	Q4FY14	%Growth	FY 14-15	FY 13-14	%Growth
Formulations Revenue						
India						
Branded	2321	1994	16%	9808	8506	15%
Generics	321	287	12%	1227	1207	2%
International						
Branded	90	176	-49%	635	736	-14%
Generics	1479	1366	8%	5185	4684	11%
API Revenue	853	810	5%	3665	3389	8%
Exports Incentives	16	19		157	162	
Total Revenue	5080	4652	9%	20677	18684	11%
EBITDA	987	913	8%	4061	3577	14%
<i>EBITDA %</i>	<i>19.4%</i>	<i>19.6%</i>		<i>19.6%</i>	<i>19.1%</i>	
PAT	703	613	15%	2829	2355	20%
<i>PAT %</i>	<i>13.8%</i>	<i>13.2%</i>		<i>13.7%</i>	<i>12.6%</i>	
EPS	3.73	3.25		15.01	12.49	
Book Value/share				51.14	35.84	43%
Debt				2635	1094	141%
<i>ROCE %</i>				<i>28.7%</i>	<i>39.7%</i>	

Latest Shareholding Pattern

% of Total Shareholding



Market capitalization	INR 85 bn
Total paid-up share capital	377.03mn
Total number of shares O/S	188.52mn
No. of shareholders	50 K
Free float market capitalization	INR 22 bn

Way forward

Strategy going forward

- Continue to focus on complex products. Expect to launch 7-9 products every year for the next three years in the US markets
- Create a front-end marketing presence in USA in addition to its existing marketing alliances
- Filing ANDAs/MAs in other international markets such as Europe, Australia, Canada, Brazil and South Africa
- Sustained focus on R&D and F&D activities to build robust pipeline of products for regulated markets
- Continued focus on progressive therapies for sustainable growth and increased market share for India Branded business
- Building pipeline for ROW markets.

Conference call details

Date : Monday, April 27, 2015 Time : 03.30 pm IST	
India - Primary Number	+91 22 39381028
India - Secondary Number	+91 22 67468328
USA	1 866 746 2133
UK	0 808 101 1573
Singapore Toll Free No.	800 101 2045
Hong Kong Toll Free No.	800 964 448

About Alembic Pharmaceuticals Limited

Alembic Pharmaceuticals Limited, a vertically integrated research and development pharmaceutical company, has been at the forefront of healthcare since 1907. Headquartered in India, Alembic is a publicly listed company that manufactures and markets generic pharmaceutical products all over the world. Alembic's state of the art research and manufacturing facilities are approved by regulatory authorities all over the world including the US FDA. Alembic is one of the leaders in branded generics in India. Alembic's brands, marketed through a marketing team of over 5000 are well recognized by doctors and patients.

Information about the company can be found at:

www.alembic-india.com;(Reuters:ALEM.NS) (Bloomberg:ALPM:IN) (NSE:APLLTD) (BSE:533573)

For updates and specific queries please feel free to contact

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