

Alembic Pharmaceuticals Limited



Investor Presentation

September 2013

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 >

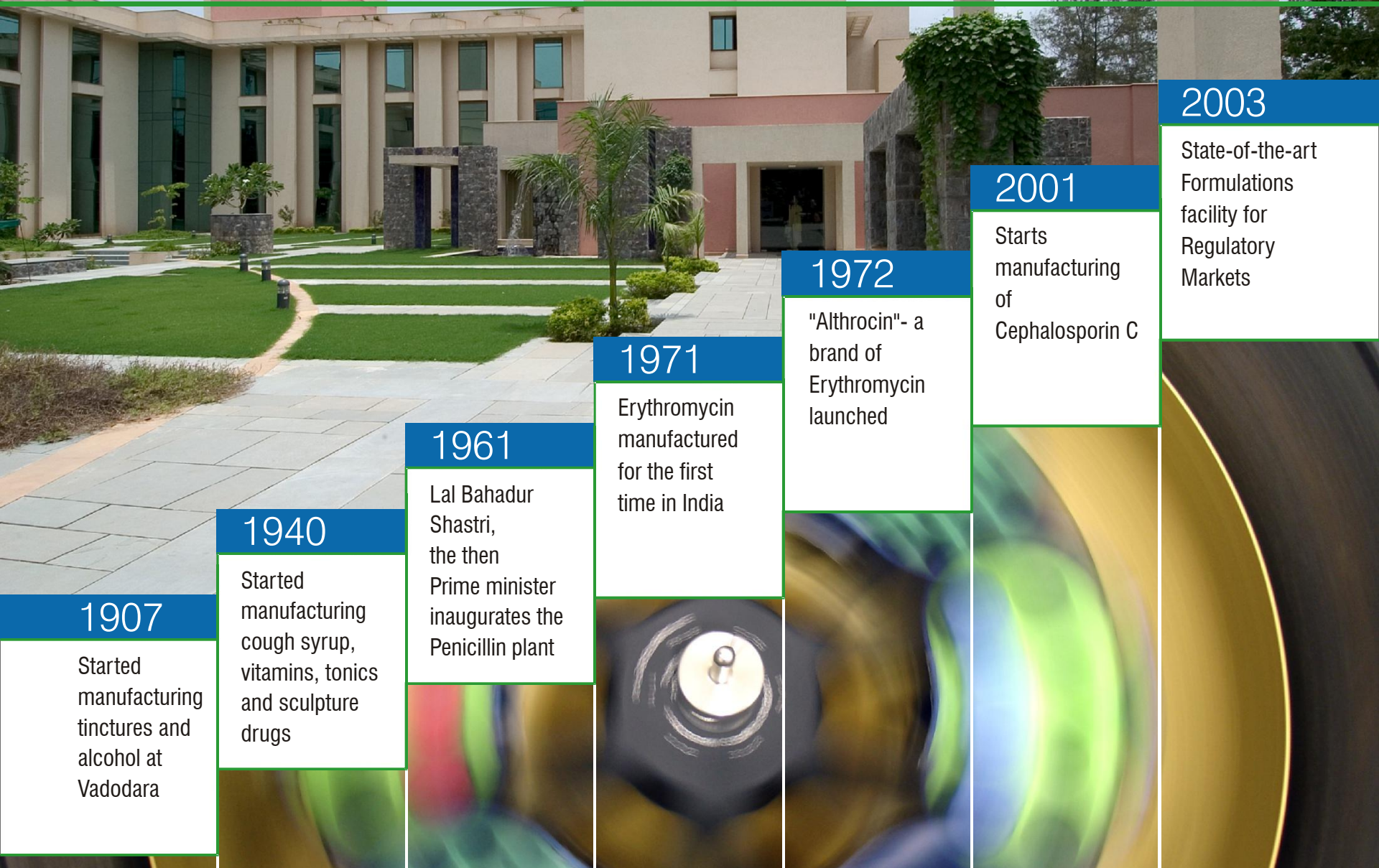
Business Strategy and Approach >

Financials >

Corporate Social Responsibility >



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
- Demerger AL-APL

2011

- ANVISA
approvals
- Aggressive
ANDAs and
DMFs filing

2013

- Para IV filed
- Cumulatively
59 ANDAs filed,
(30 ANDA/NDA
approved)
and 62 DMFs

Agenda

The Alembic Journey >

Insight - Alembic Overview >

Insight - Strategic Advantage >

Growth Drivers >

Business Strategy and Approach >

Financials >

Corporate Social Responsibility >



Branded Formulations



Revenue of INR 8860 million in the domestic market for the financial year 2012-13



Ranked 20th in the Indian Formulations market with a market share of 1.79%*



Ranked 15th in Doctors Prescription Universe**



Well equipped Formulations Plant located at Baddi, Himachal Pradesh



Robust product basket with export sales of INR 440 million in the financial year 2012-13 in International Branded Formulations



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



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



Dermatology division launched

International Division



Business size of
INR 5960 million in the
financial year 2012-13



Sales in Regulatory
Generics Market of INR 2450
million in the financial year
2012-13



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 30 ANDA/NDA approvals
(59 filings) and 62 DMFs.
and Para IV filing

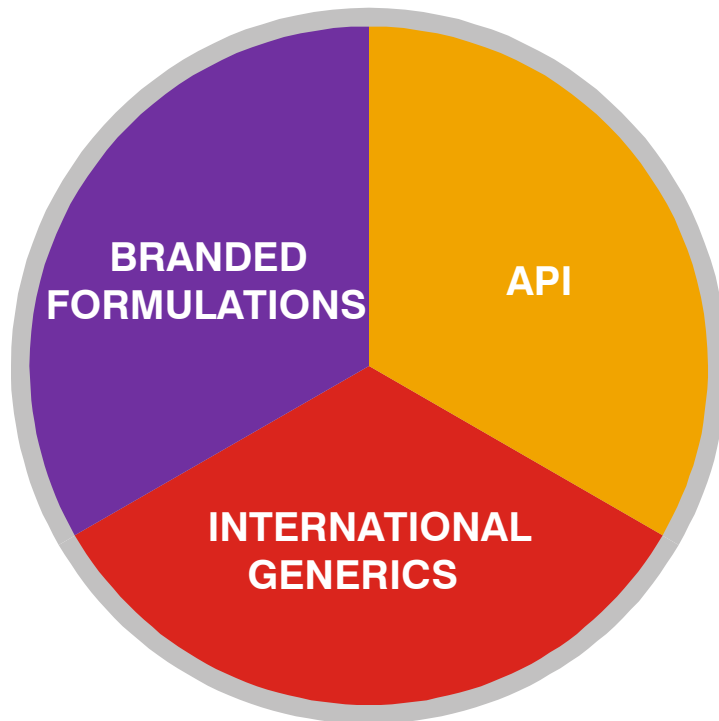


3 US FDA
approved
API Plants



Approved
Bio Equivalence
Centre

Business Portfolio



Agenda

The Alembic Journey >

Insight - Alembic Overview >

Insight - Strategic Advantage >

Growth Drivers >

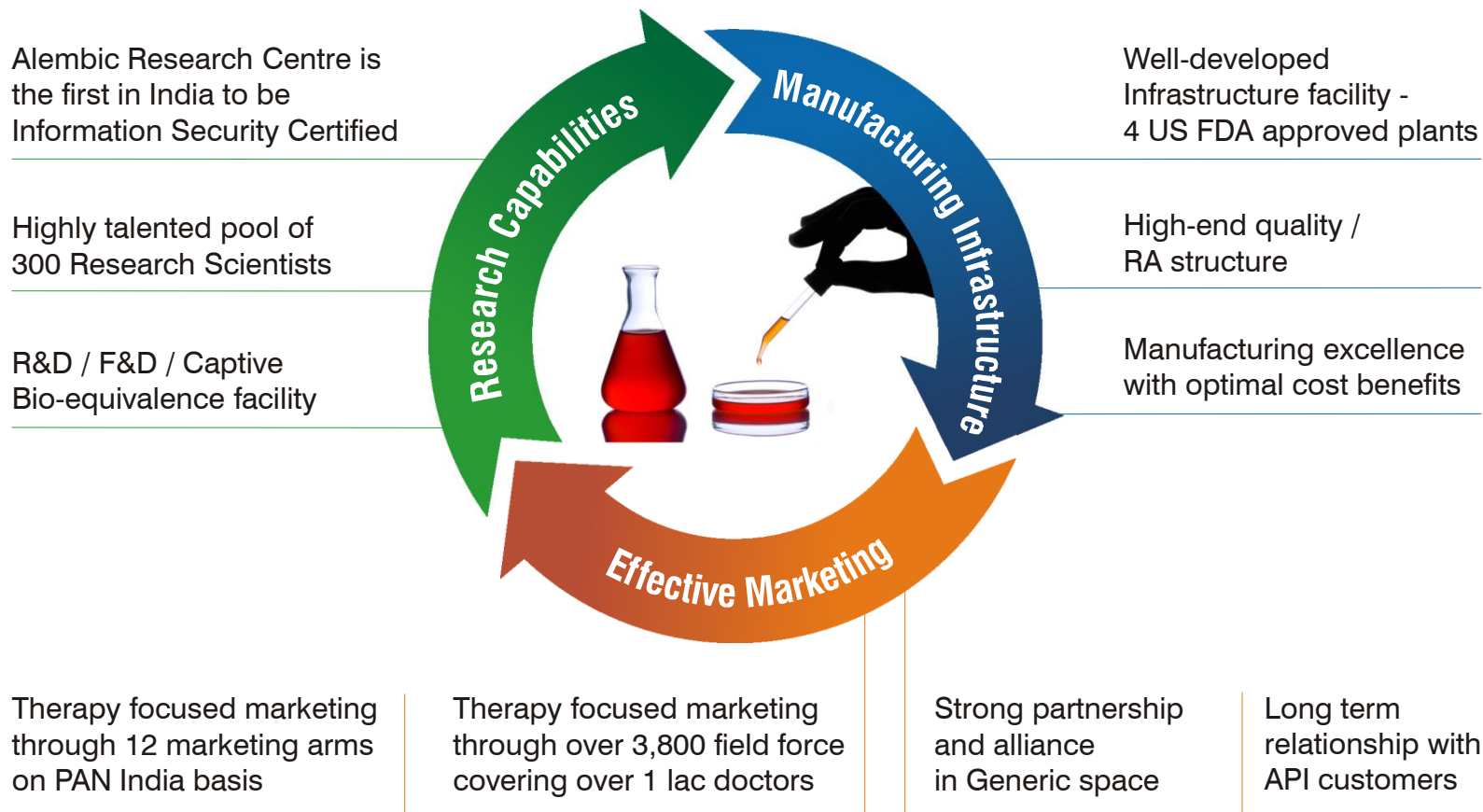
Business Strategy and Approach >

Financials >

Corporate Social Responsibility >



Strategic Advantage



Formulations - Generics (Regulatory Markets)



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

Current annual production
capacity of plus 3 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)



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

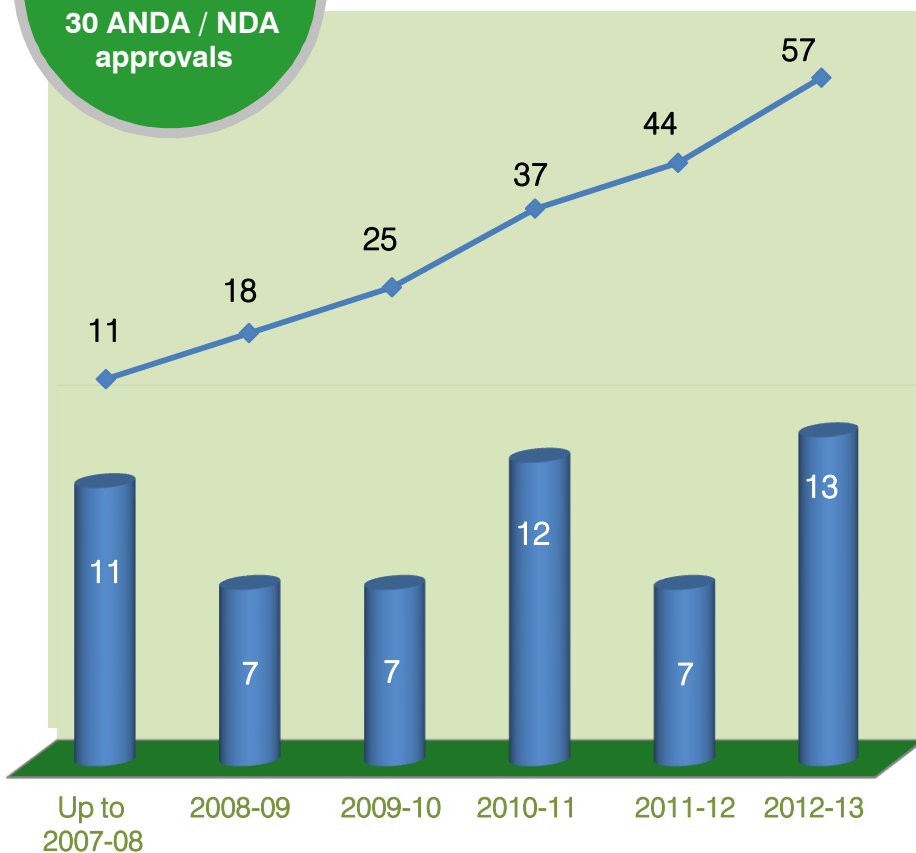
50 Pivotal Studies

Research Capabilities

FORMULATIONS

59
ANDA Filing
with
30 ANDA / NDA
approvals

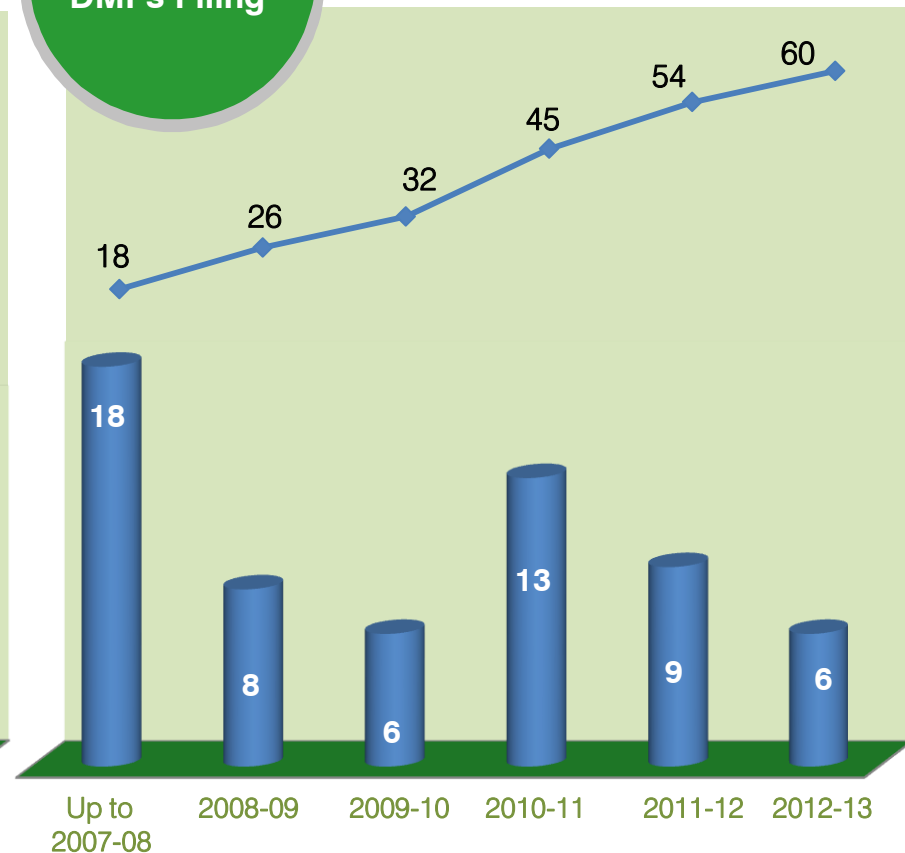
ANDAs filed



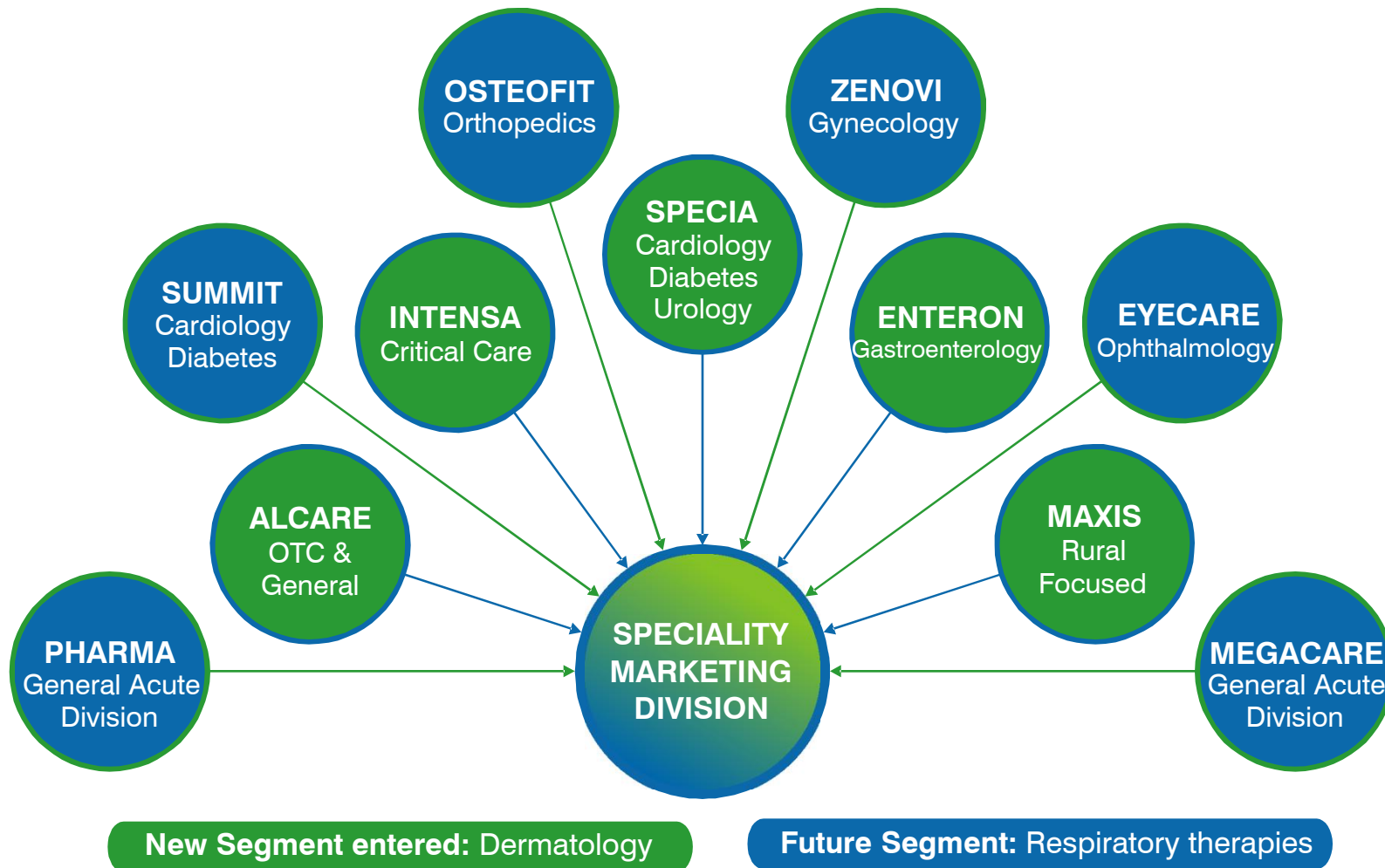
API

62
DMFs Filing

DMFs filed



PAN India Marketing and Distribution Network



Operation
Maxis
Rescuing 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	29
Althrocin	Anti Infective	58
Wikoryl	Cough & Cold	153
Roxid	Anti Infective	156



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

*Source: ORG September, 2013

Agenda

The Alembic Journey >

Insight - Alembic Overview >

Insight - Strategic Advantage >

Growth Drivers >

Business Strategy and Approach >

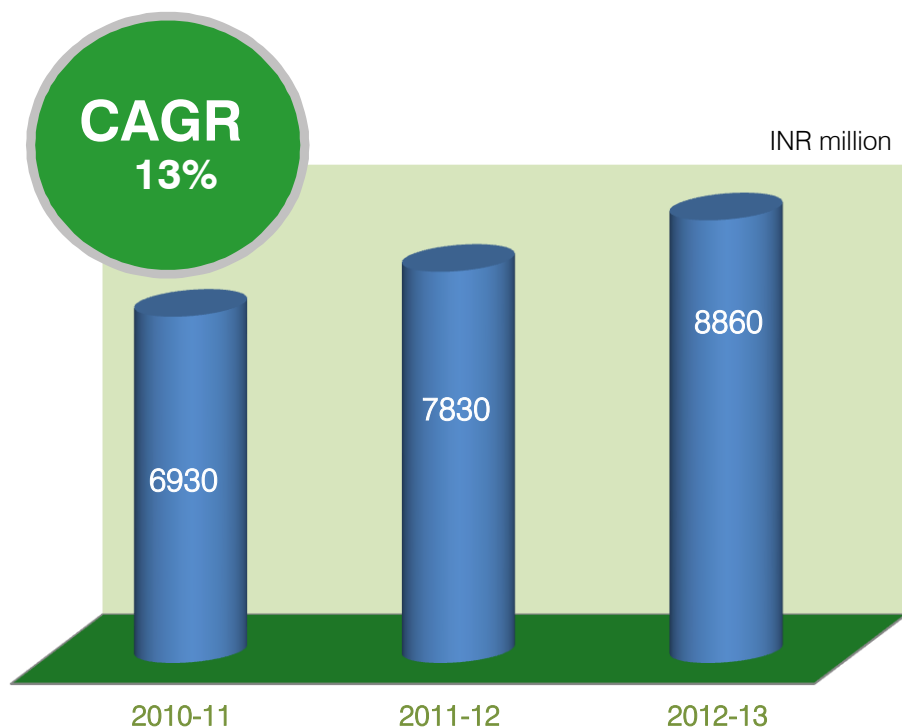
Financials >

Corporate Social Responsibility >

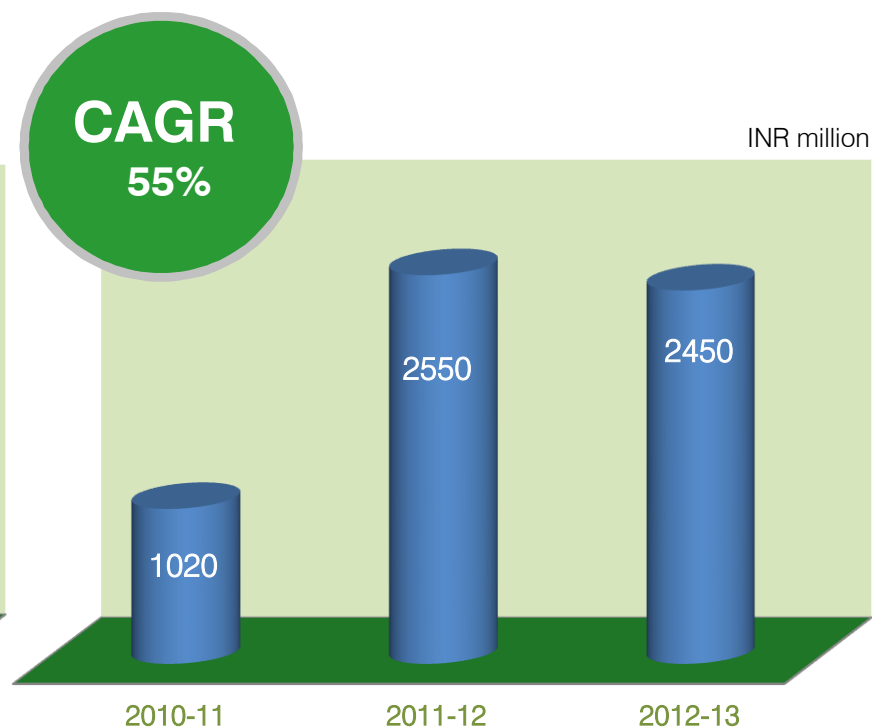


Growth Drivers

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

➤ **Enter into new therapeutic segment**

Future identified therapy – 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 in 2013-14

➤ 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.

Agenda

The Alembic Journey >

Insight - Alembic Overview >

Insight - Strategic Advantage >

Growth Drivers >

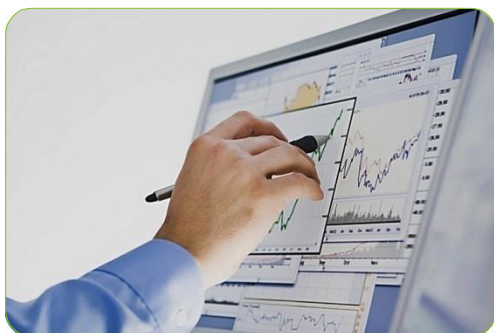
Business Strategy and Approach >

Financials >

Corporate Social Responsibility >



Business Strategy & Approach



Sustainable Business Streams

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

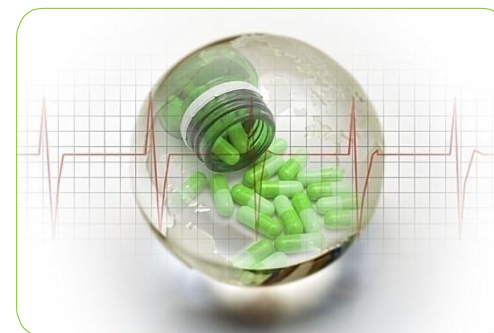
Growing chronic therapies through multiple marketing divisions



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

Para IV and NDA Filings
Technically complex products

Agenda

The Alembic Journey >

Insight - Alembic Overview >

Insight - Strategic Advantage >

Growth Drivers >

Business Strategy and Approach >

Financials >

Corporate Social Responsibility >



Financial Highlights – Quarterly



Consolidated Q II - FY 13-14

INR million

Sales	Q II / 13-14	Q II / 12-13	Business Share '13	Growth %
Formulation				
Domestic Branded	2,410	2,199	49%	10%
Domestic Generic & NSA	338	340	7%	-
International Branded	144	87	3%	65%
International Generics	1,137	510	24%	123%
API	782	909	16%	(14)%
Export Incentive	66	30	1%	
Grand Total	4,877	4,075	100%	20%
Total Domestic	2,866	2,891	59%	(1)%
Total Export	2,011	1,184	41%	70%

Financial Highlights – Quarterly

Result Highlight (Consolidated) Q II - FY 13-14

INR million

Particulars	Q II / 13-14	Q II / 12-13	Growth %
EBDITA (Before R&D)	1,265	807	57%
R&D Expenses	338	160	-
EBDITA (Post R&D)	927	647	43%
PBT	805	530	52%
PAT	616	425	45%



Financial Highlights – 2012-13



Consolidated 2012-13

INR million

Sales	2012-13	2011-12	Business Share '12	Growth %
Formulation				
Domestic Branded	7,696	6,750	50%	14%
Domestic Generic & NSA	1,167	1,076	8%	8%
International Branded	441	567	3%	(22)%
International Generics	2,358	2,418	15%	(2)%
API Export	3,505	3,735	23%	7%
Export Incentive	93	133	1%	
Grand Total	15,260	14,679	100%	4%
Total Domestic	10,088	8,772	66%	15%
Total Export	5,172	5,907	34%	(12)%

Financial Highlights – 2012-13

Result Highlight (Consolidated) 2012-13

INR million

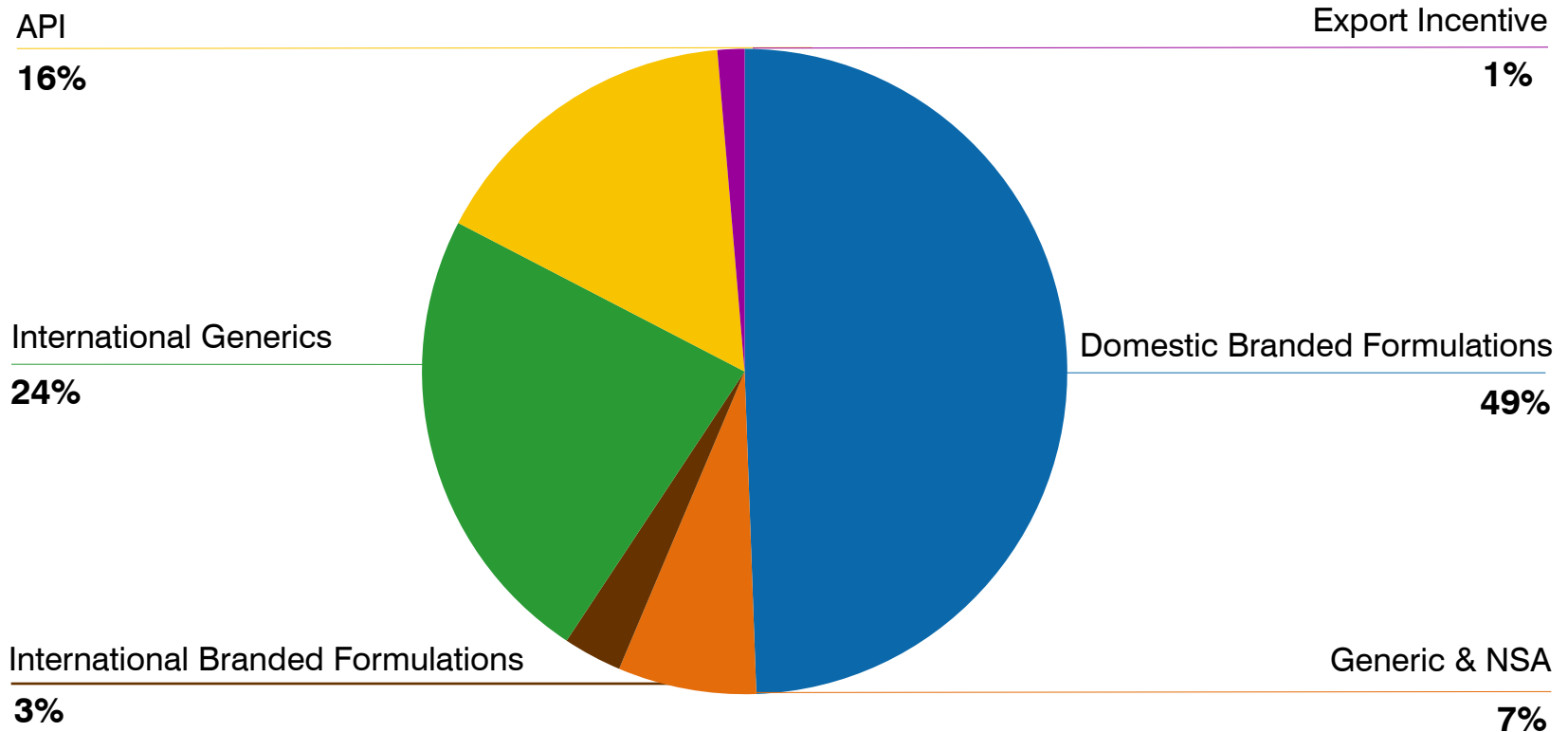
Particulars	2012-13	2011-12	Growth %
EBDITA (Before R&D)	3,295	2,795	18%
R&D Expenses	736	586	-
EBDITA (Post R&D)	2,559	2,209	16%
PBT	2,064	1,610	28%
PAT	1,653	1,301	27%



Revenue Overview

Sales Composition

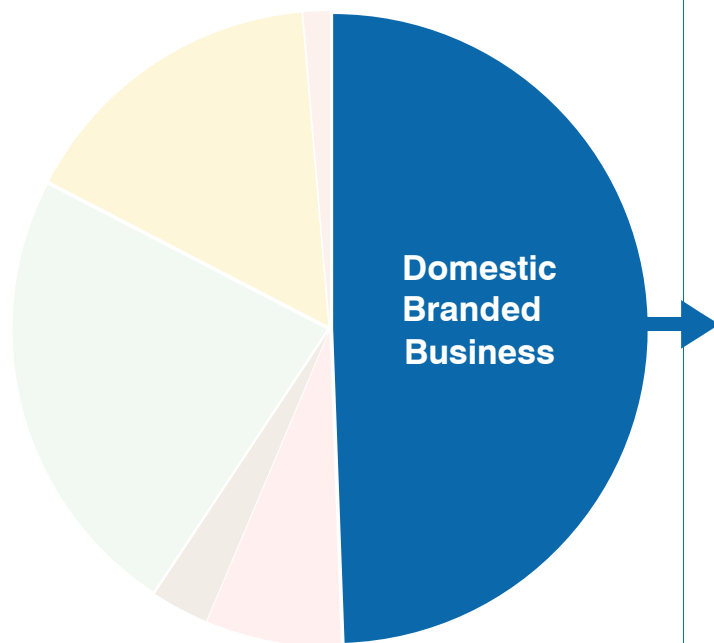
Q II – FY 13-14



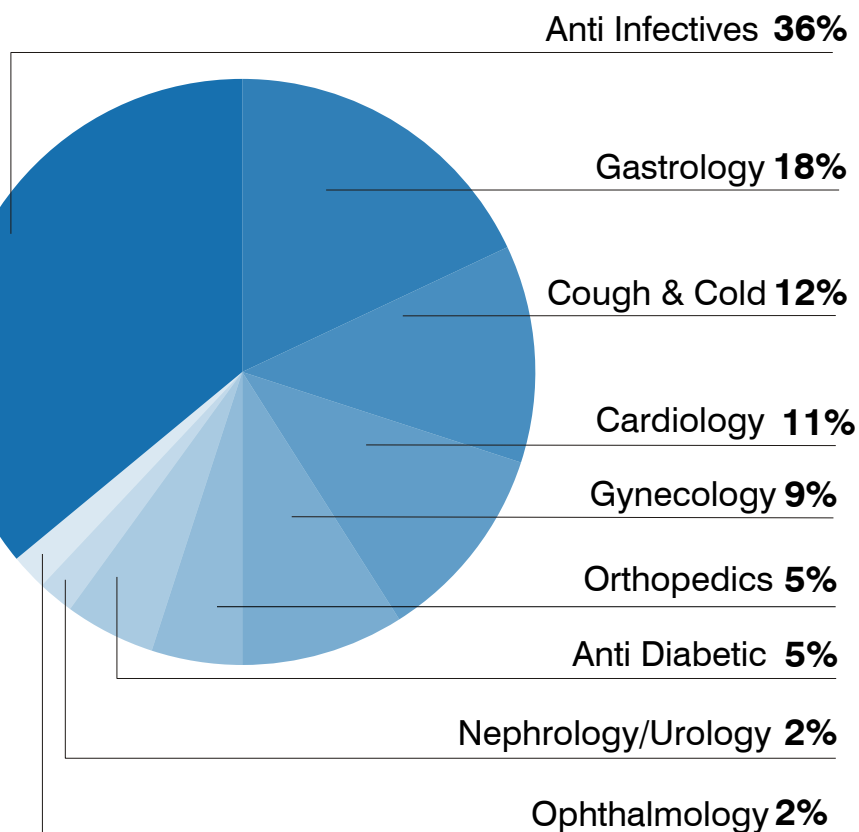
Revenue Overview

Sales Composition

Q II – FY 13-14



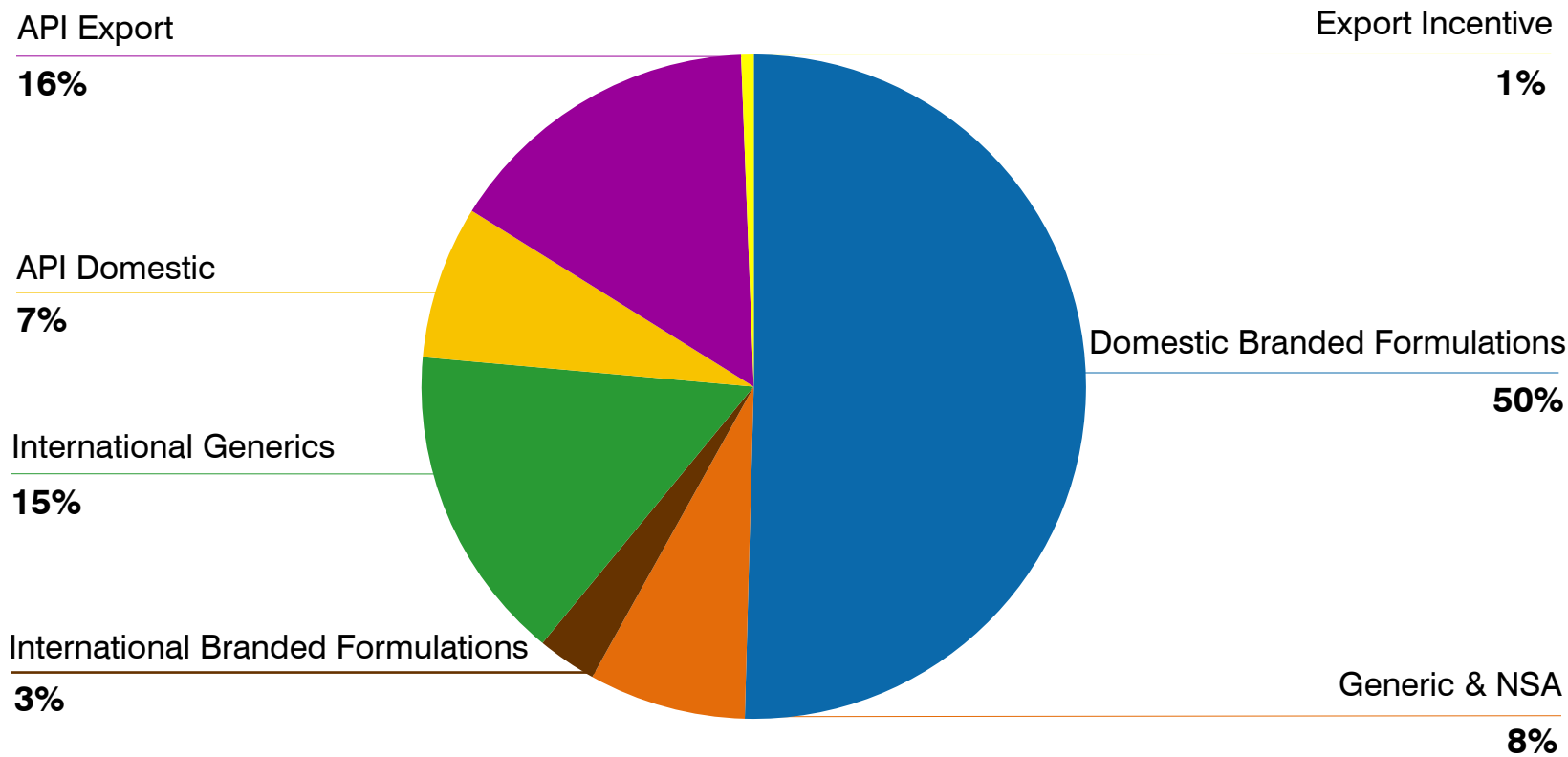
Therapy Based Sales Break up



Revenue Overview

Sales Composition

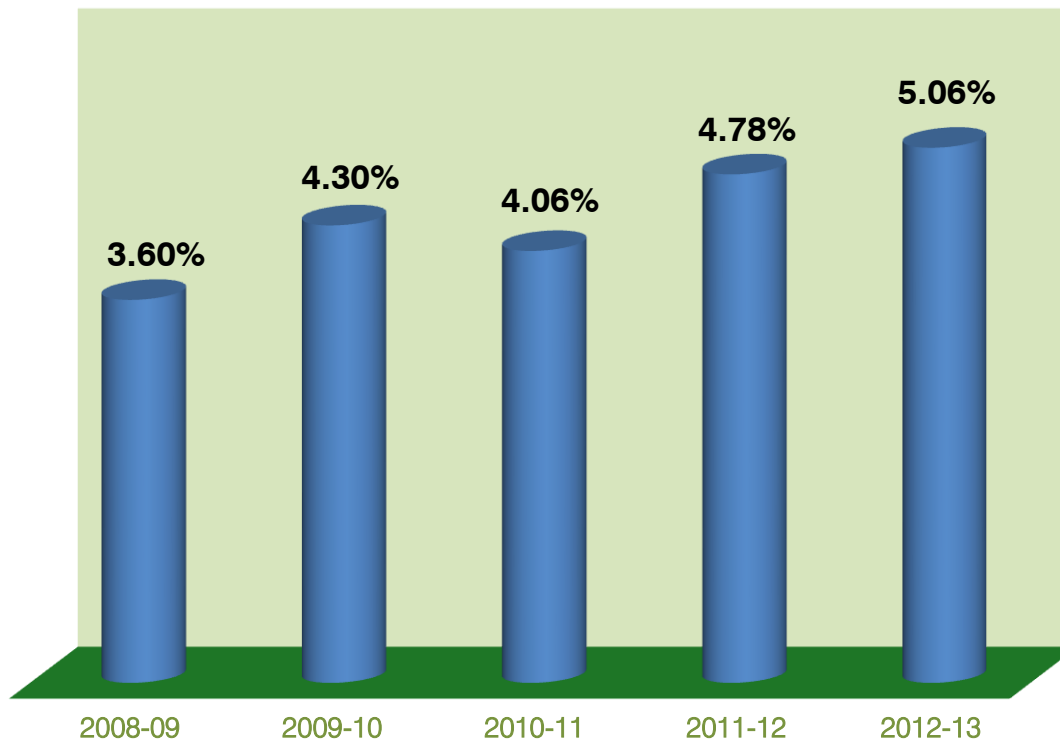
2012 - 2013



R & D Expense

Increased Thrust on Research to create Intellectual Property

R&D spend as a % to Sales

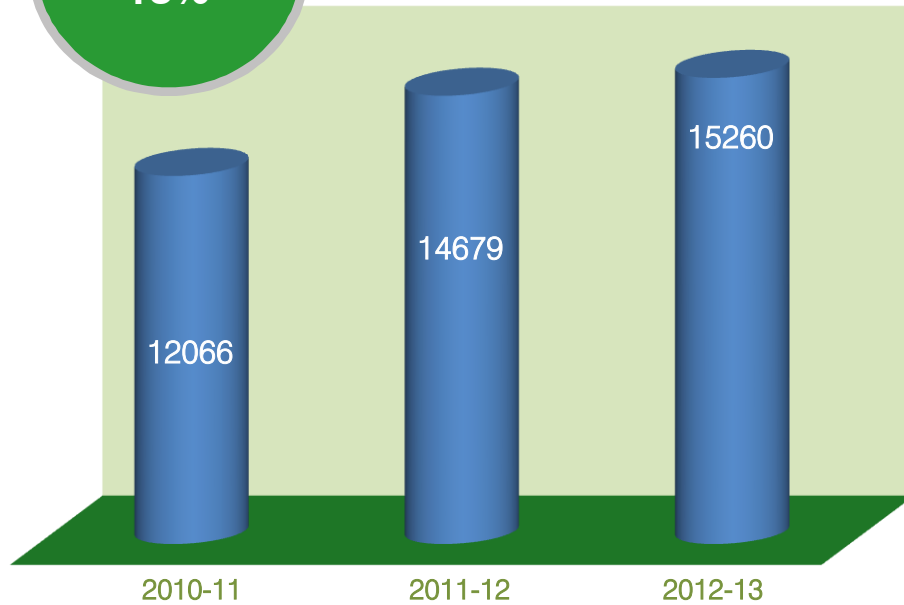


Financial Snapshot

SALES

CAGR
13%

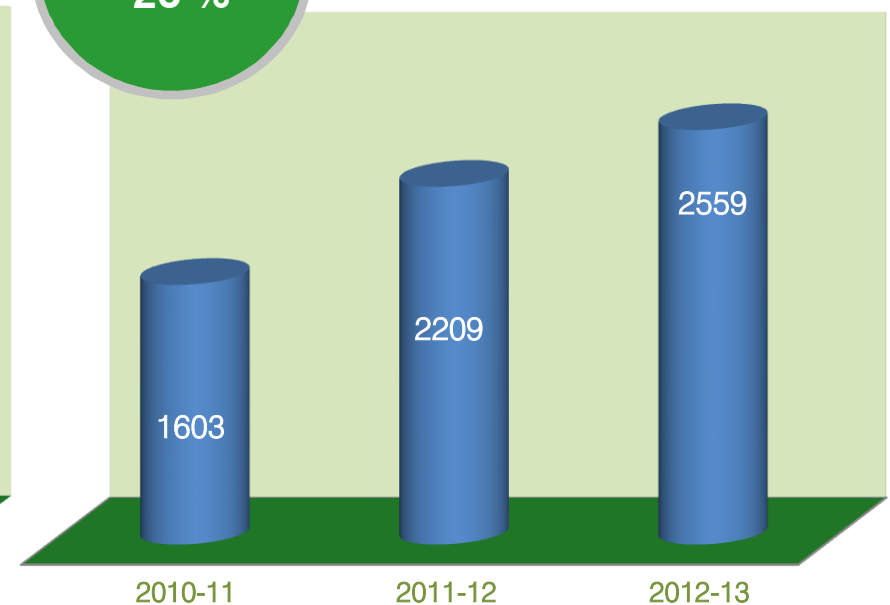
INR million



PBIDTA

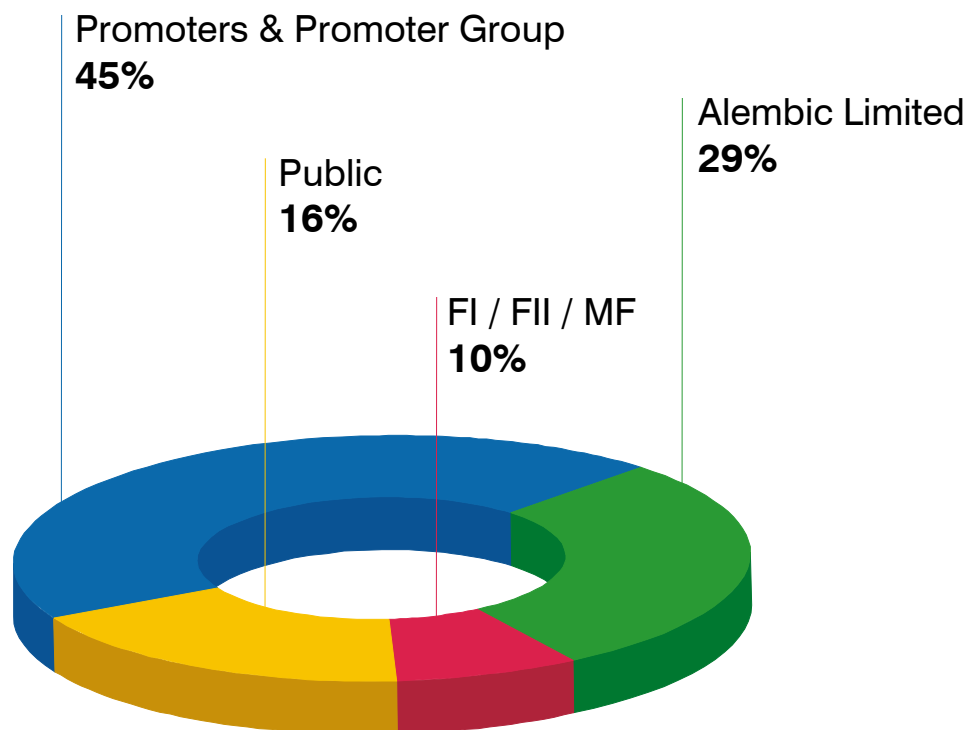
CAGR
26 %

INR million



Shareholding Pattern

Alembic Pharmaceuticals Limited



As on 30th September 2013



Total Paid up Capital
INR 377.03 million

Total No. of Shares
188.52 million

Total No. of Shareholders
45,929

Agenda

The Alembic Journey >

Insight - Alembic Overview >

Insight - Strategic Advantage >

Growth Drivers >

Business Strategy and Approach >

Financials >

Corporate Social Responsibility >



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**
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Thank You