Ipca Laboratories Ltd.

Corporate Presentation

September 2024

About Us

Incorporation
70+
years

Consolidated Income
FY 2023-24
₹7,830 Crs
US$950 Mn

Export to
100+
countries with
~44%
income share

>16,000
Employees

35
Manufacturing
sites

8
R&D
labs

Our Values

Qualiti

Adhere to standards

Safeti

Ensure safety comes first

Integriti

Comply with ethics & standards

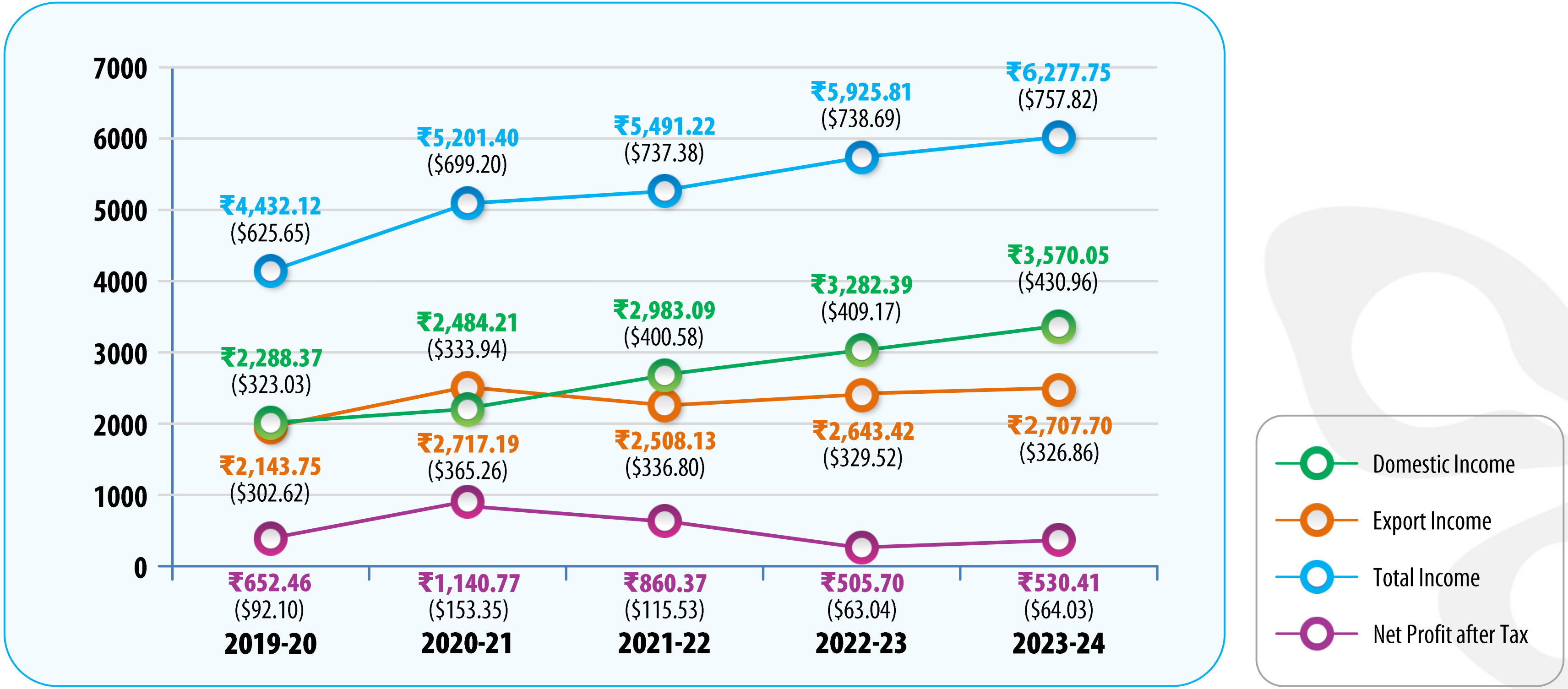
Digniti

Value people

Responsibiliti

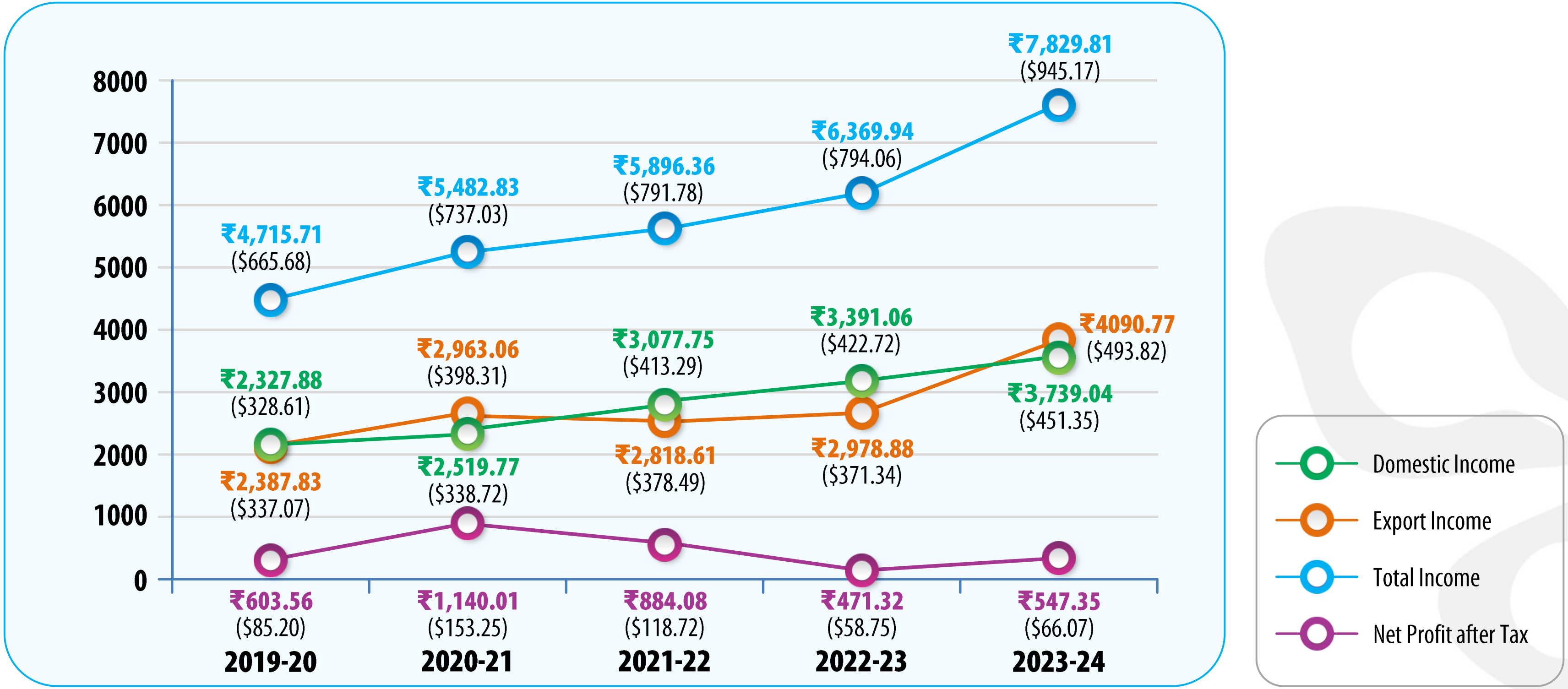
Facilitate good business practices

Five Years' Highlights
Standalone



Figures in Crores.

Five Years' Highlights
Consolidated

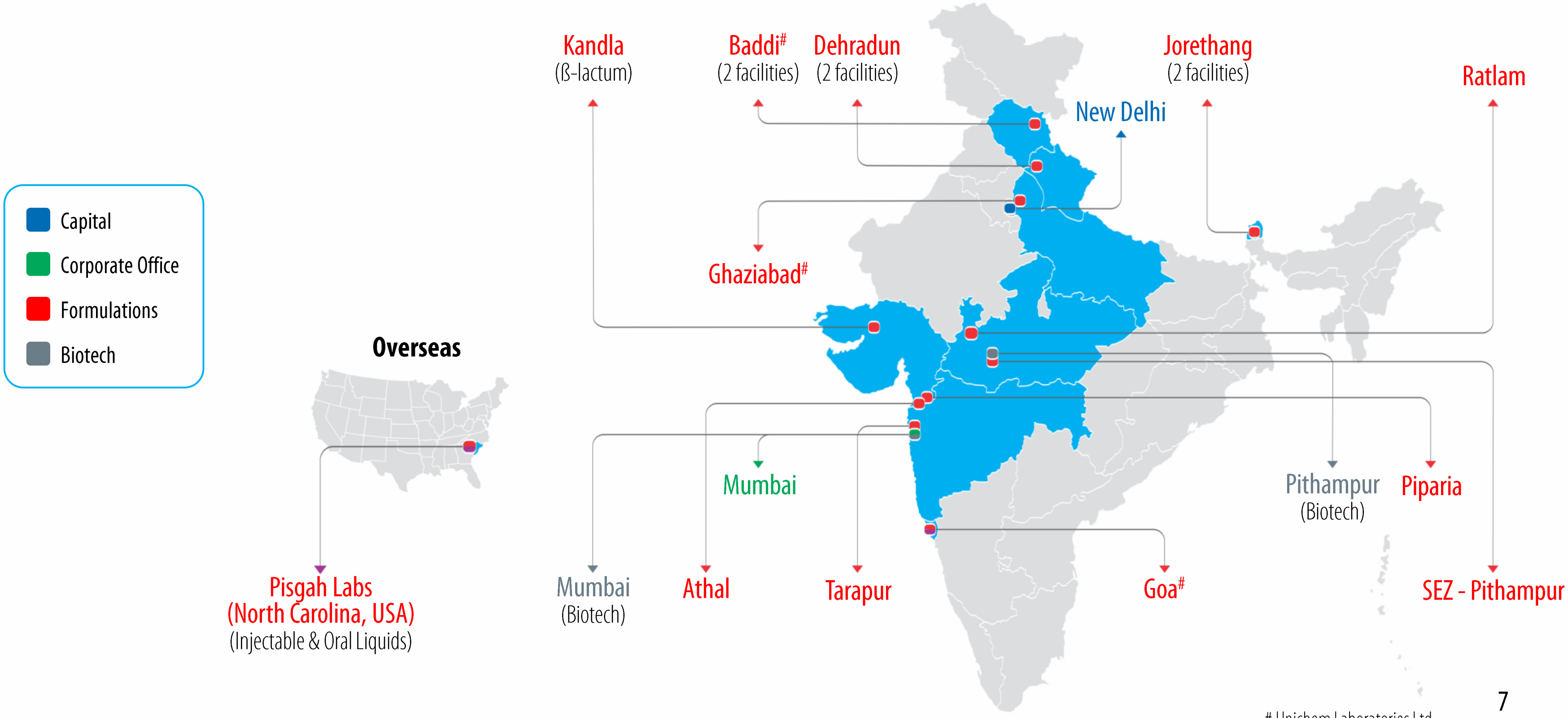


Figures in Crores.

Manufacturing Facilities

Formulations

Manufacturing Facilities
(Formulations)



Unichem Laboratories Ltd.

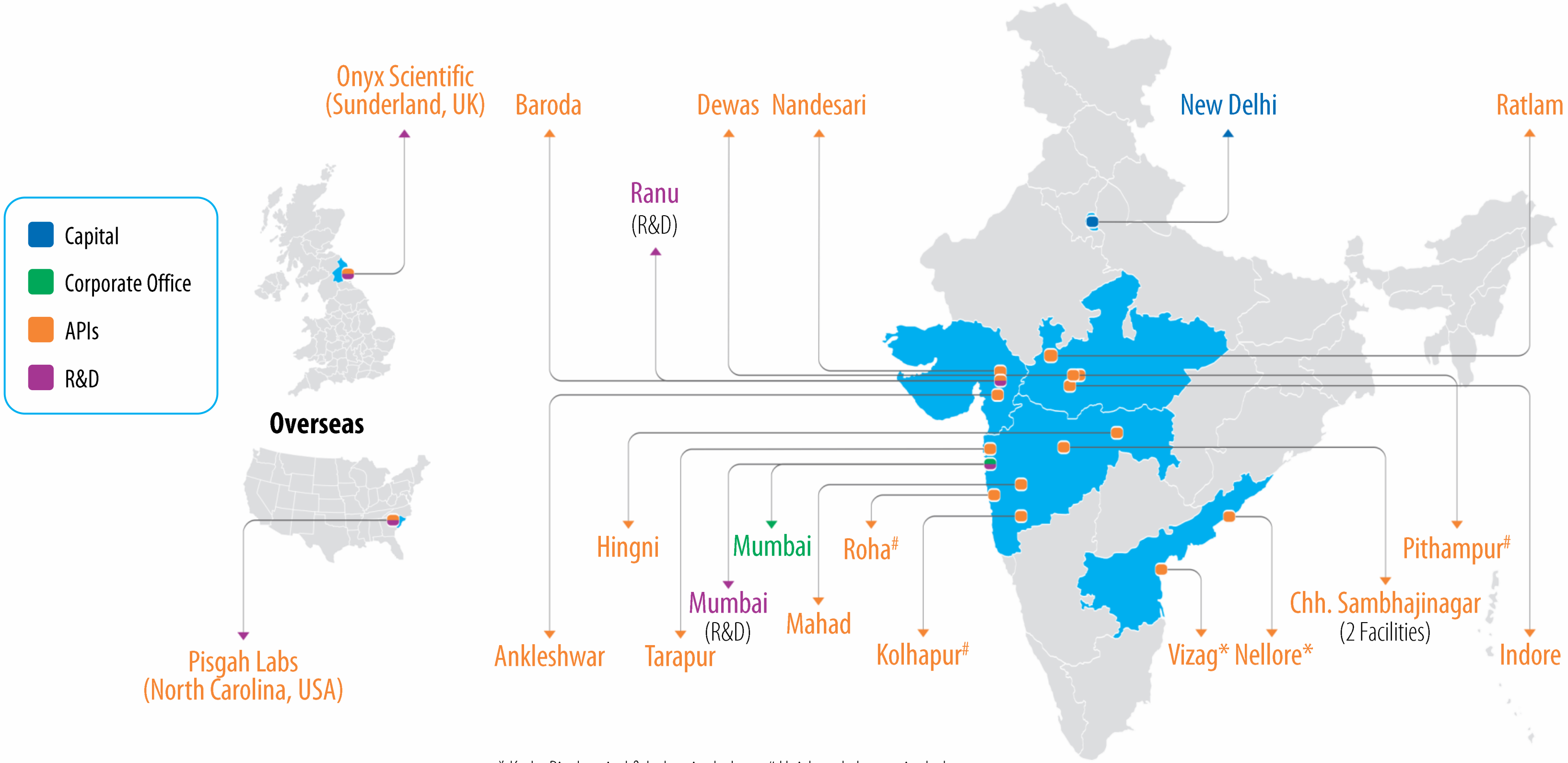
Manufacturing Facilities
(Formulations)

Location	Dosage Form	Inspections / Approvals by Agencies of
Athal (Dadra & Nagar Haveli)	Tablets & Capsules	Australia, Bahrain, Cambodia, Canada, Colombia, EU, GCC/GHC, Ghana, India, Kenya, Malawi, Oman, Russia, Tanzania, Uganda, UK, Ukraine, WHO, Yemen
Ratlam (Madhya Pradesh)	Tablets, Liquids, Dry Syrup, Injectables & Ointments	Belarus, Colombia, Ghana, India, Nigeria, Peru, Russia, South Africa, Tanzania, Uganda, Ukraine, WHO, Yemen, Zimbabwe
Kandla (Gujarat)	Betalactum-Tablets, Capsules & Dry Syrups	**Approved:** Australia, Colombia, Croatia, GCC, Kenya, Philippines, Russia, South Africa, UK, Yemen, Zimbabwe **Approved / Under Renewal:** Ivory Coast, Tanzania
Silvassa (Dadra & Nagar Haveli)	Tablets & Capsules	Australia, Canada, India, UK, USA
Dehradun (Uttarakhand)	Tablets & Cephalosporin Injectables	**Unit - I:** India **Unit - II:** India, Ghana, Tanzania
Indore (SEZ) (Madhya Pradesh)	Tablets & Capsules	Australia, Canada, South Africa, UK, USA, WHO GMP, WHO
Sikkim	Tablets & Capsules	WHO
Tarapur, Palghar (Maharashtra)	Tablets	Kenya, WHO

Manufacturing Facilities

Active Pharmaceutical Ingredients (APIs)

Manufacturing Facilities
(APIs)



* Krebs Biochemical & Industries Ltd. # Unichem Laboratories Ltd.

Manufacturing Facilities
(APIs)

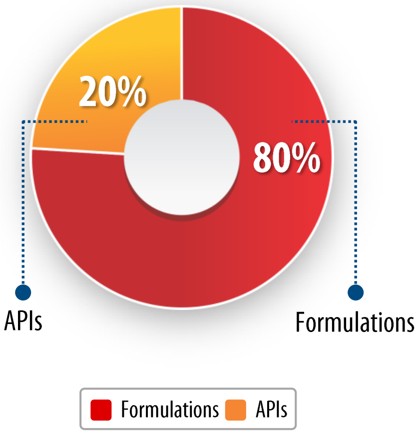
Location	Inspections / Approvals by Agencies of
Ratlam (Madhya Pradesh)	Australia, Brazil, Canada, EDQM, EU, India, Japan, Korea, Mexico, Russia, Slovenia, USA, WHO
Indore (Madhya Pradesh)	India, EU, WHO
Dewas (Madhya Pradesh)	India
Ankleshwar (Gujarat)	EU, India, Japan, Mexico
Nandesari (Gujarat)	India
Aurangabad (Maharashtra)	EU, India, MFDS, Russia, TGA, USA, Japan
Mahad (Maharashtra)	State FDA
Ranu (Taluka Padra) (Gujarat)	EU, India, Mexico
Tarapur , Boisar (Maharashtra)	EU, India, USA

Revenue Break-up

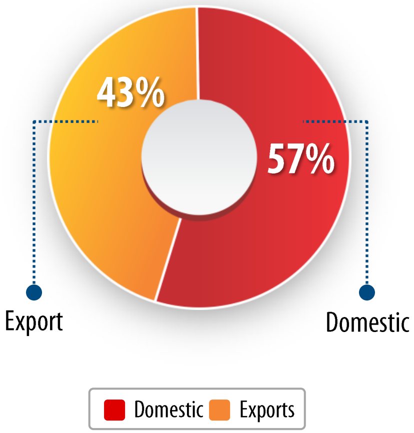
2022-23 & 2023-24

Revenue Break-up
(Standalone 2023-24)

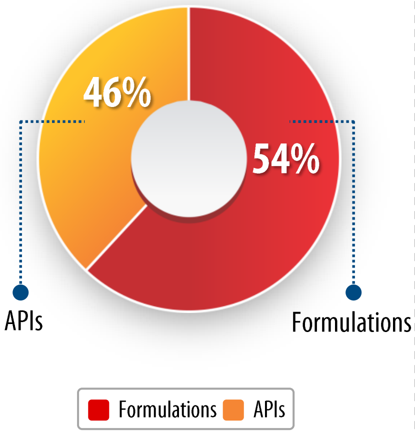
Total
2023-24



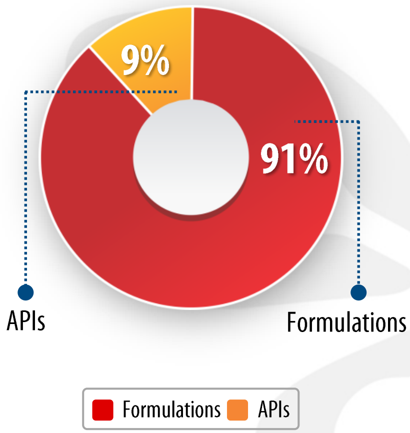
Total Revenue
2023-24



Exports
2023-24



Domestic
2023-24



Revenue Break-up
(Standalone)

2023-24

₹Crs	Domestic	Exports	Total
Branded Formulations	3,097.16	526.70	3,623.86
Generic / Institution / Tender Formulations	-	1,248.62	1,248.62
Total Formulations	3,097.16	1,775.32	4,872.48
API / Intermediates	316.92	932.38	1,249.30
Others	155.97	-	155.97
Total Income	**3,570.05**	**2,707.70**	**6,277.75**
Growth	**8.8%**	**2.4%**	**5.9%**

Figures in Crores.

2022-23

Domestic	Exports	Total	Growth
2,760.71	504.79	3,265.50	**11.0%**
-	1,134.40	1,134.40	**10.1%**
2,760.71	1,639.19	4,399.90	**10.7%**
373.05	1,004.23	1,377.28	**-9.3%**
148.63	-	148.63	**-**
3,282.39	**2,643.42**	**5,925.81**	**5.9%**

Figures in Crores.

Financials

FY 2022-23 & FY 2023-24

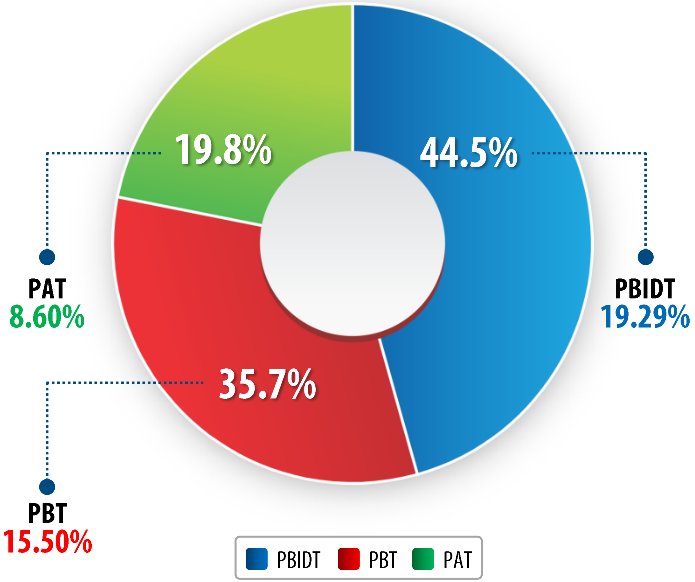
Financials
Standalone

	FY 2023-24		FY 2022-23		
	₹Crs	US$ Mn	₹Crs	US$ Mn	% Growth
Total Income	6,277.75	758	5,925.81	739	6%
EBIDT	1,189.54	144	942.86	118	26%
EBIDT %	19.29%	-	16.22%	-	-
PBT #	955.52	115	750.49	94	27%
PBT %	15.5%	-	12.91%	-	-
PAT #	530.41	64	505.70	63	5%
PAT %	8.60%	-	8.70%	-	-

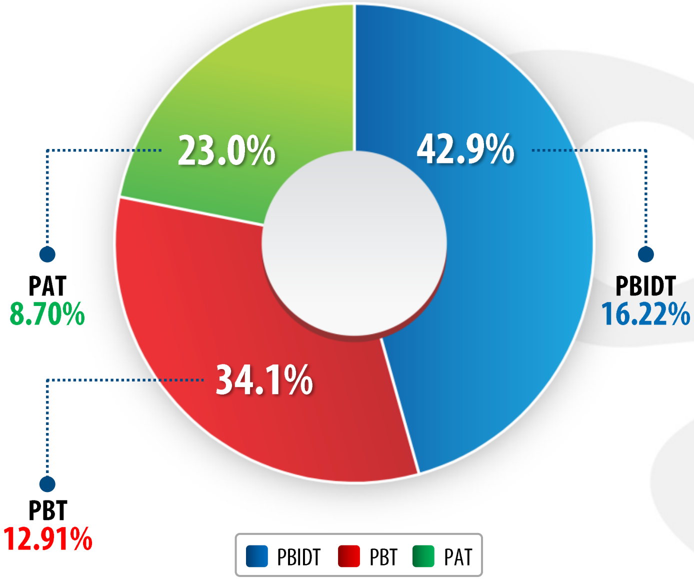
After forex gain of **₹21.84 Crs** as against forex loss of **₹31.01 Crs** for previous year.

Profitability

FY 2023-24



FY 2022-23



Financials
Standalone

Business Characteristics	FY 2023-24	FY 2022-23
Return on Capital Employed % (PBIT / Capital Employed)	14.75%	11.59%
Return on Net Worth % (PAT / Net Worth)	10.46%	8.60%
Fixed Asset Turnover Ratio (Total Income / Net Fixed Assets)	2.33	2.28
Capital Employed Turnover Ratio (Total Income / Capital Employed)	0.86	0.86
Asset Coverage Ratio (to term loan) (Net Fixed Assets / Total Long Term Borrowings)	3.53	3.27
Long Term Debt Equity Ratio (Total Long Term Borrowings / Net Worth)	0.12	0.14
Debtors Turnover Ratio (Days) (Trade Receivables / Turnover) x 365	61.26	58.50
Creditors Turnover Ratio (Days) (Trade Payables / Purchases) x 365	99.04	103.98
Inventory Turnover Ratio (Days) (Inventory / Turnover) x 365	99.89	104.89

Financials
Standalone

Growth	FY 2023-24	FY 2022-23
Net Total Income	5.9%	7.9%
Domestic Sales	8.9%	9.3%
Export Sales	2.4%	5.4%
PBIDT	26.2%	-16.3%
PBT	27.3%	-30.1%
Net Profit	4.9%	-41.2%

Financials
Standalone

	Q1 FY25 ₹Crs	Q1 FY25 US$ Mn	Q1 FY24 ₹Crs	Q1 FY24 US$ Mn	% Growth
Total Income	1,581.25	190	1,529.50	186	3%
EBIDT	348.44	42	284.28	35	23%
EBIDT %	22.25%	-	19.13%	-	-
PBT #	287.89	35	249.78	30	15%
PBT %	18.4%	-	16.81%	-	-
PAT #	204.13	24	166.58	20	23%
PAT %	13.03%	-	11.21%	-	-

After forex gain of **₹4.80 Crs** as against **₹13.45 Crs** for previous quarter.

Financials
Standalone

	Q2 FY25		Q2 FY24		
	₹Crs	US$ Mn	₹Crs	US$ Mn	% Growth
Total Income	1,827.94	218	1,698.80	205	8%
EBIDT	414.48	49	346.77	42	20%
EBIDT %	22.89%	-	20.86%	-	-
PBT #	339.21	40	284.42	34	19%
PBT %	18.73%	-	17.11%	-	-
PAT #	244.12	29	162.13	20	51%
PAT %	13.48%	-	9.75%	-	-

After forex loss of **₹12.37 Crs** as against forex gain of **₹1.50 Crs** for previous quarter.

Financials
Standalone

	H1 FY25		H1 FY24		
	₹Crs	US$ Mn	₹Crs	US$ Mn	% Growth
Total Income	3,409.19	408	3,228.30	392	6%
EBIDT	762.92	91	631.05	77	21%
EBIDT %	22.59%	-	20.04%	-	-
PBT #	627.10	75	534.20	65	17%
PBT %	18.57%	-	16.96%	-	-
PAT #	448.25	54	328.71	40	36%
PAT %	13.27%	-	10.44%	-	-

After forex loss of **₹7.57Crs** as against forex gain of **₹14.95 Crs** for previous period.

Financials
Consolidated

	FY 2023-24		FY 2022-23		
	₹Crs	US$ Mn	₹Crs	US$ Mn	% Growth
Total Income	7,829.81	945	6,369.94	794	23%
EBIDT	1,288.21	156	958.28	119	34%
EBIDT %	16.72%	-	15.35%	-	-
PBT #	842.67	102	745.29	93	13%
PBT %	10.94%	-	11.94%	-	-
PAT #	547.35	66	471.32	59	16%
PAT %	7.10%	-	7.55%	-	-

After forex gain of **₹32.95 Crs** as against forex loss of **₹31.51 Crs** for previous year.

Financials
Consolidated

Business Characteristics	FY 2023-24	FY 2022-23
Return on Capital Employed % (PBIT / Capital Employed)	16.30%	15.21%
Return on Net Worth % (PAT / Net Worth)	11.47%	10.71%
Fixed Asset Turnover Ratio (Total Income / Net Fixed Assets)	2.12	2.92
Capital Employed Turnover Ratio (Total Income / Capital Employed)	1.17	1.23
Asset Coverage Ratio (to term loan) (Net Fixed Assets / Total Long Term Borrowings)	5.91	3.63
Long Term Debt Equity Ratio (Total Long Term Borrowings / Net Worth)	0.13	0.14
Debtors Turnover Ratio (Days) (Trade Receivables / Turnover) x 365	80.76	58.16
Creditors Turnover Ratio (Days) (Trade Payables / Purchases) x 365	93.40	108.50
Inventory Turnover Ratio (Days) (Inventory / Turnover) x 365	118.30	102.05

Financials
Consolidated

Growth	FY 2023-24	FY 2022-23
Net Total Income	22.9%	8.0%
Domestic Sales	9.4%	9.5%
Export Sales	37.3%	5.7%
PBIDT	34.43%	-19.4%
PBT	13.07%	-34.4%
Net Profit	9.2%	-46.7%

Financials
Consolidated

	Q1 FY 25		Q1 FY 24		
	₹Crs	US$ Mn	₹Crs	US$ Mn	% Growth
Total Income	2,113.24	253	1,630.06	198	30%
EBIDT	387.49	46	294.33	36	32%
EBIDT %	18.52%	-	18.57%	-	-
PBT #	290.39	35	251.82	31	15%
PBT %	13.88%	-	15.89%	-	-
PAT #	192.24	23	162.82	20	18%
PAT %	9.19%	-	10.27%	-	-

After forex gain of **₹5.23 Crs** as against **₹13.49 Crs** for previous quarter.

Financials
Consolidated

	Q2 FY 25 ₹Crs	Q2 FY 25 US$ Mn	Q2 FY 24 ₹Crs	Q2 FY 24 US$ Mn	% Growth
Total Income	2,381.16	284	2,072.50	251	15%
EBIDT	449.83	54	358.77	43	25%
EBIDT %	19.10%	-	17.64%	-	-
PBT #	344.83	35	225.36	27	53%
PBT %	14.64%	-	11.08%	-	-
PAT #	229.48	27	145.06	18	58%
PAT %	9.74%	-	7.13%	-	-

After forex loss of **₹8.35 Crs** as against forex gain of **₹1.79 Crs** for previous quarter.

Financials
Consolidated

	H1 FY 25		H1 FY 24		
	₹Crs	US$ Mn	₹Crs	US$ Mn	% Growth
Total Income	4,494.40	537	3,702.56	449	21%
EBIDT	837.32	100	653.10	79	28%
EBIDT %	18.83%	-	18.05%	-	-
PBT #	635.22	76	477.18	58	33%
PBT %	14.28%	-	13.18%	-	-
PAT #	421.72	50	307.88	37	37%
PAT %	9.48%	-	8.51%	-	-

After forex loss of **₹3.12 Crs** as against forex gain of **₹15.28 Crs** for previous period.

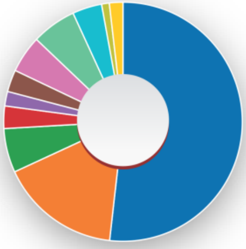
Financials Standalone

Contribution of Therapeutic Groups

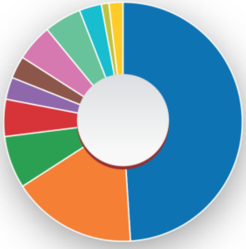
Therapeutic Segment

Domestic

2023-24



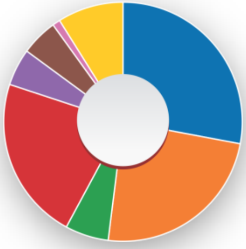
2022-23



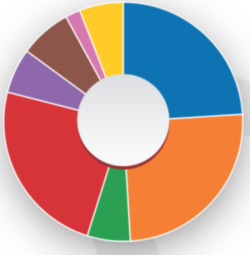
Non Steroidal Anti-Inflammatory Drugs (NSAID) 49	52%	52%
Cardiovasculars & Anti-Diabetics	17%	16%
Anti-Bacterials	6%	6%
Anti-Malarials	3%	3%
Gastro-Intestinal (GI) Products	2%	2%
Neuro Psychiatry	3%	3%
Cough Preparations	4%	5%
Dermatology	6%	6%
Urology	4%	4%
Neutraceuticals	1%	1%
Others	2%	2%
Total	**100%**	**100%**

Export

2023-24



2022-23



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Cardiovasculars & Anti-Diabetics	26%	24%
Anti-Bacterials	5%	6%
Anti-Malarials	16%	22%
Gastro-Intestinal (GI) Products	6%	5%
Neuro Psychiatry	5%	5%
Cough Preparations	2%	1%
Dermatology	-	-
Urology	-	-
Neutraceuticals	-	-
Others	9%	9%
Total	**100%**	**100%**

Branded Formulations

Domestic

Branded Formulations
Domestic

All India Rank IQVIA
16th (MAT Sept'24)

21
Therapy Focused
Marketing Divisions

Over **4000**
Wholesalers

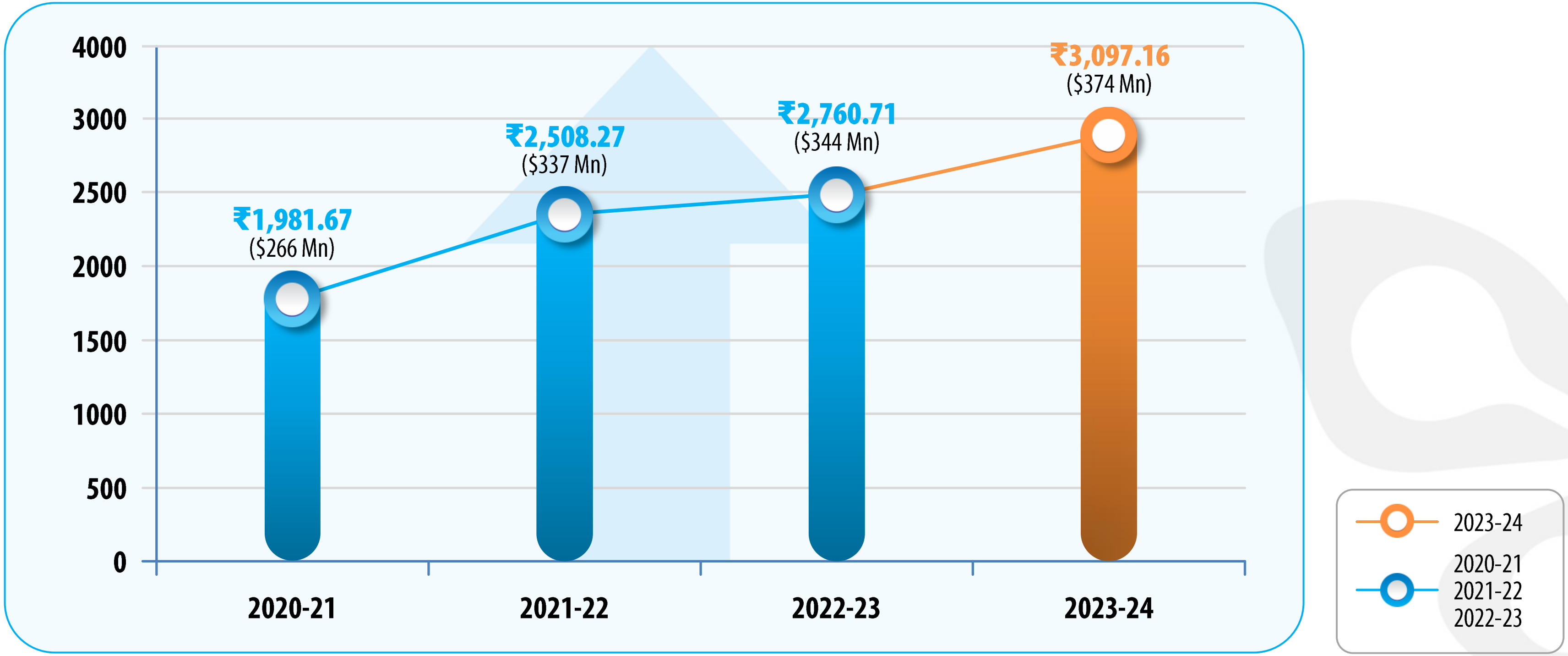
Market leaders in
Rheumatoid Arthritis
& Anti-malarials

24 Depots &
1 C&F agent

Field Strength
(PSR / BA)-6577

6 brands among
top **300** brands
(Zerodol-SP, Zerodol-P, HCQS,
Folitrax, Zerodol TH & CTD-T)

Branded Formulations
Domestic



Figures in Crores.

Sales

Branded Formulations
Domestic

Future Growth Drivers

- Clinical research as a tool to launch **innovative combination formulations / NDDS.**
- Strong brand building with focused promotion.
- **In-licensing / out-licensing** to build business in the promoted therapy.
- Portfolio optimisation, strategies to identify need gaps to **build, enter, maintain and exit approach.**

International
Business

International Business

Products of the company are now exported to over
100 countries
across the globe

Recognised
Five Star Export House

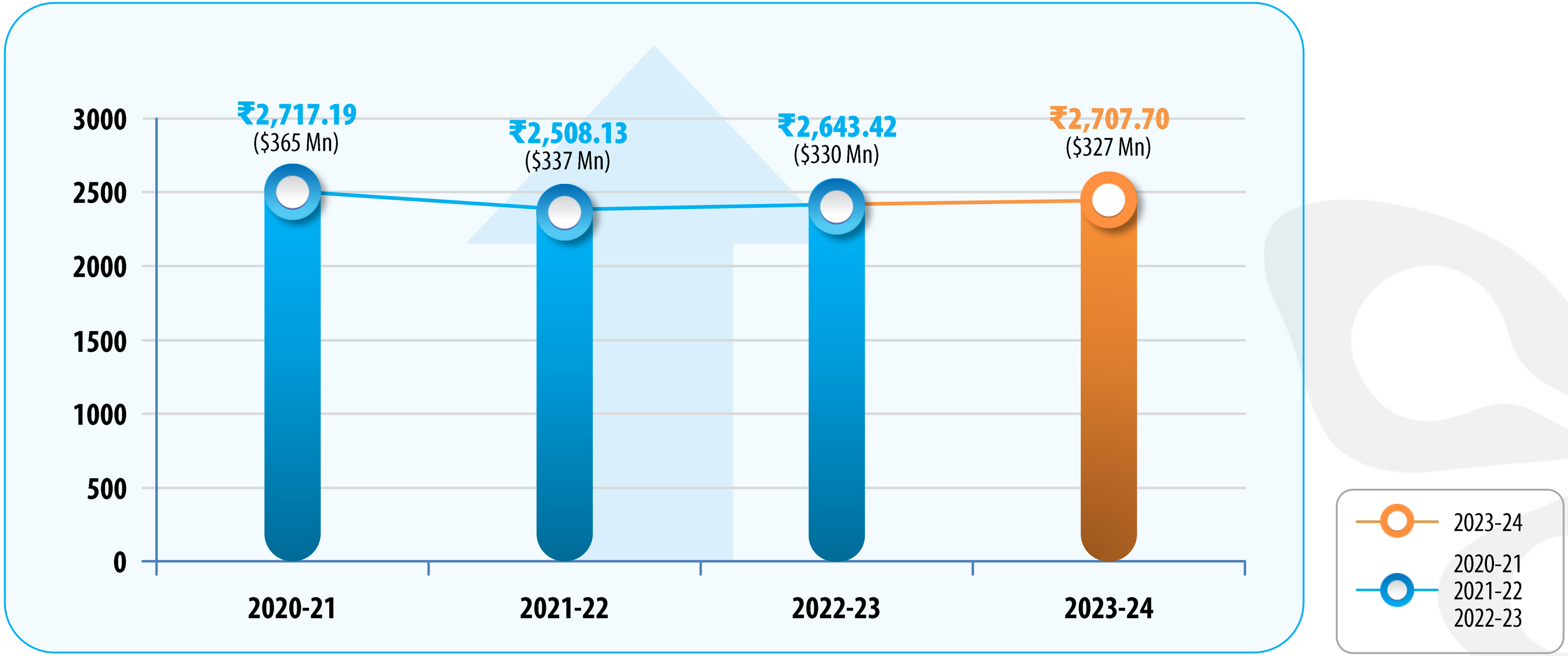
43% sales
From exports

Field-force to promote brands in more than
30 countries

Marketing offices in
12 countries

Registrations in
59 countries

International Business



Figures in Crores.

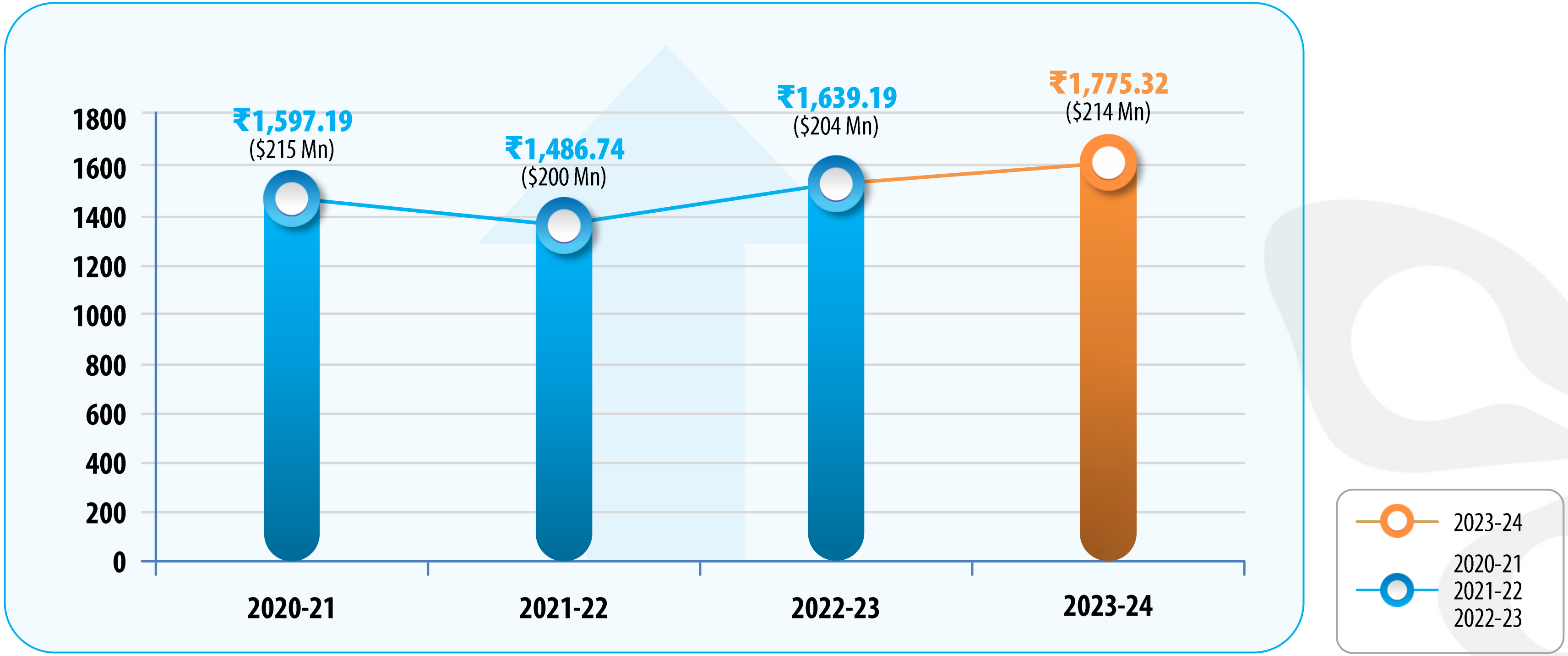
Sales

Continent-wise Exports 2023-24 (₹Crs)

Continent	Formulations	APIs	Total	% Contribution
Europe	468.73	315.26	783.99	29%
Africa	477.76	42.69	520.45	19%
Americas	184.88	255.49	440.37	16%
Asia	134.18	267.10	401.28	15%
CIS	206.76	45.89	252.65	9%
Australasia	303.01	5.95	308.96	11%
Total	**1,775.32**	**932.38**	**2,707.70**	**100%**

International
Formulations

International Formulations

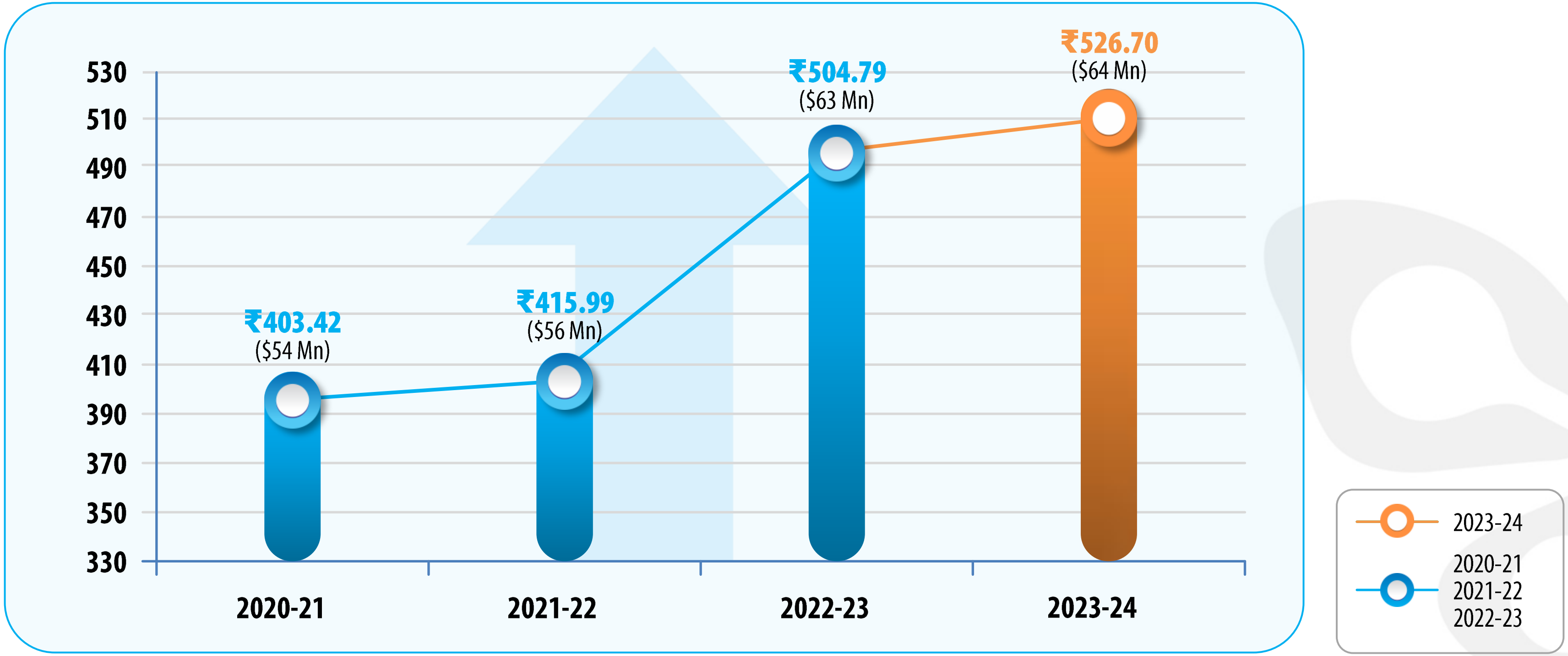


Figures in Crores.

Sales

International
Branded Formulations

International
Branded Formulations



Figures in Crores.

Sales

International
Branded Formulations

Future Growth Drivers

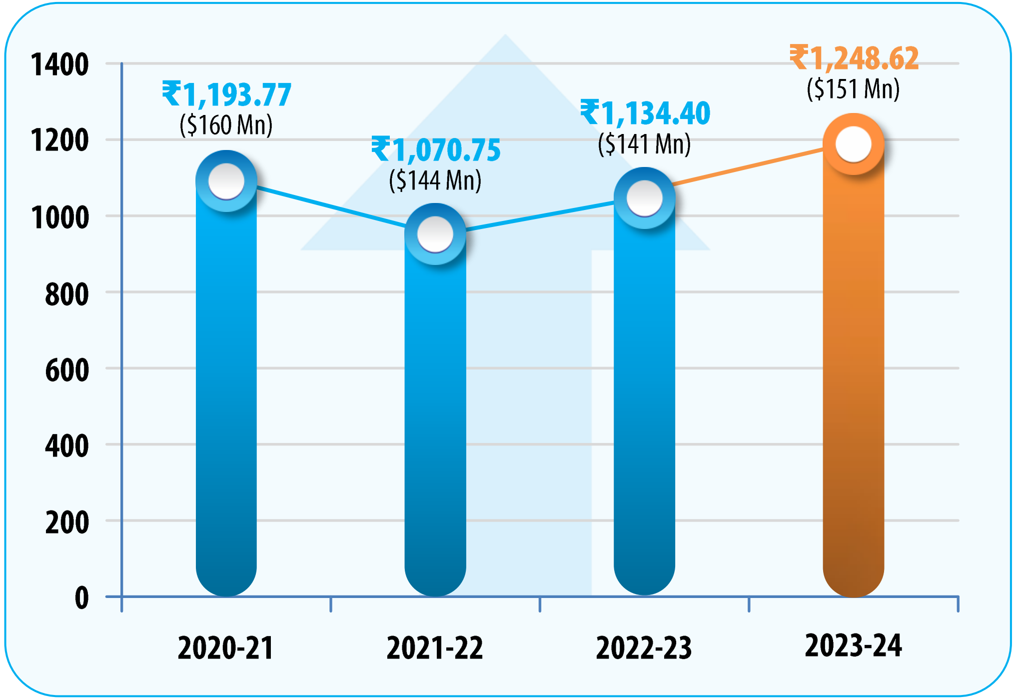
- Thrust on brand building in **Pain, CVS, CNS, Anti-infective** and **Anti-malarial** segments.
- Geographical expansion in covered countries through additional field force.
- Expansion in business lines - **Institutions** and **Distributors.**
- Introduction of new products - Existing developed formulations are identified for registration and launch across other markets.

International

Generics / Institution / Tender

International

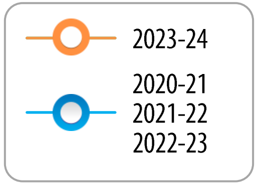
Generics / Institution / Tender



Figures in Crores.

Sales

Country	Products Registered	Products Under Registration
United Kingdom / Europe	57	4
Australia / New Zealand	73	3
South Africa	53	10
United States / Canada	47	14



International
Generics

Future Growth Drivers

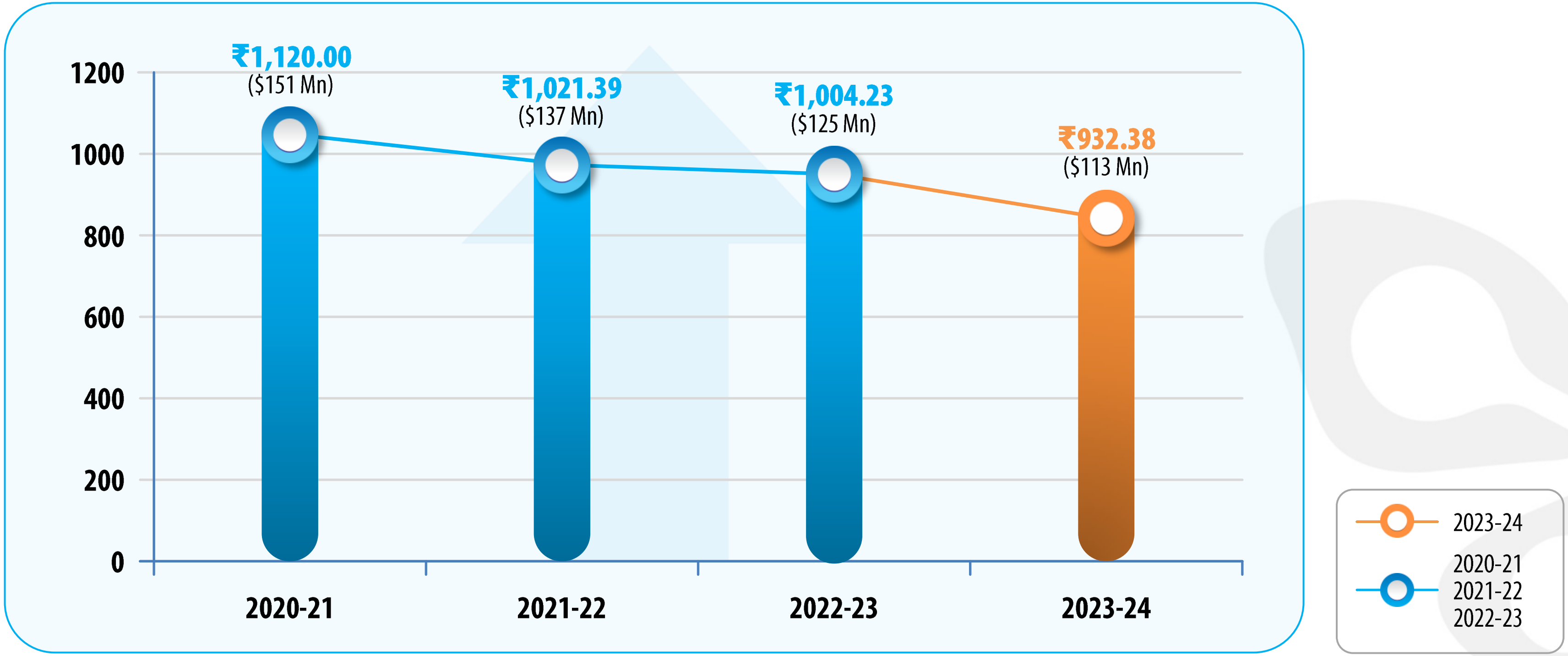
- Dossiers developed by company approved in UK are being taken for registration in other EU countries.
- Formulations registered to be backed by own API.
- Sale of generic dossiers with or without supply agreements.
- Contract manufacturing arrangements.

Future Growth Drivers
North America

- Strategic tie up with **3 marketing partners** for sale / distribution of Generic formulations.
- **43 ANDAs filed** of which **30 ANDAs are approved.**
- Exploring contract development and manufacturing opportunities.

International

Active Pharmaceutical Ingredients (APIs)



Figures in Crores.

Sales

International
APIs – Drug Master Files

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
1	1	Alendronate Sodium	✓	-	-	✓	-	✓
2	2	Allopurinol	✓	✓	-	-	CEP	✓
3	3	Amlodipine Besylate	✓	-	-	-	-	✓
	4	Amlodipine Besylate (AK4 Process)	-	-	-	-	-	✓
4	5	Amodiaquine HCl	-	-	✓	-	-	-
5	6	Artemether	-	-	✓	-	-	-
6	7	Artesunate	-	-	✓	-	-	-
7	8	Artesunate Sterile	-	-	✓	-	-	-
8	9	Atenolol	✓	✓	-	✓	CEP	✓
9	10	Atovaquone	-	-	-	-	-	✓
10	11	Bendroflumethiazide	-	-	-	-	-	✓

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
11	12	Benzarone	-	-	-	✓	-	-
12	13	Benzbromarone	-	-	-	✓	-	-
13	14	Bisoprolol Fumarate	✓	✓	-	-	-	✓
14	15	Bupropion Hydrochloride	✓					
15	16	Carvedilol	✓	✓	-	-	-	✓
16	17	Celecoxib	-	-	-	-	-	✓
17	18	Cetrizine Hydrochloride (CZ Process)	✓	-	-	-	-	-
	19	Cetrizine Hydrochloride (CZ5 / CZ6 Process)	✓	-	-	-	CEP	✓
18	20	Chloroquine Phosphate	✓	-	-	-	-	✓
19	21	Chlorthalidone (CT3 / CT7 Process)	✓	✓	-	-	-	✓
	22	Chlorthalidone (CT6 Process)	✓	-	-	-	-	✓

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
20	23	Citalopram HBR	-	-	-	-	-	✓
21	24	Dihydroartemesinin	-	-	✓	-	-	-
22	25	Donepezil Hydrochloride Monohydrate	-	-	-	-	-	✓
23	26	Duolexitine Hydrochloride	✓					
24	27	Entacapone	-	-	-	-	-	✓
25	28	Etodolac (ED6 Process)	✓	-	-	-	-	-
	29	Etodolac (ED7 Process)	✓	-	-	-	-	✓
26	30	Famotidine	-	-	-	-	-	✓
	31	Famotidine (FM3 Process)	-	-	-	✓	-	✓
27	32	Fenofibrate	-	-	-	-	-	✓
28	33	Fluconazole	-	-	-	-	-	✓

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
29	34	Flumequine	-	-	-	-	-	✓
30	35	Furosemide	✓	✓	-	✓	CEP	✓
	36	Furosemide (Veterinary)	-	✓	-	-	-	-
31	37	Glimepiride	✓	-	-	✓	-	✓
32	38	Hydrochlorothiazide (Process I)	✓	✓	-	✓	CEP	✓
	39	Hydrochlorothiazide (Process II)	✓	-	-	-	-	✓
	40	Hydrochlorothiazide (Process III)	-	-	-	-	-	✓
33	41	Hydroxychloroquine Sulphate	✓	✓	-	-	✓	✓
34	42	Hydroxyzine Di HCl	✓	-	-	-	-	✓
35	43	Hydroxyzine Pamoate	✓	-	-	-	-	-
36	44	Indapamide	✓	✓	-	-	-	✓

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
37	45	Lamotrigine	-	-	-	-	-	✓
38	46	Losartan Potassium (LB3 Process)	✓	-	-	-	-	-
	47	Losartan Potassium (LB4 Process)	-	-	-	-	-	✓
	48	Losartan Potassium (LB7 Process)	-	✓	-	-	-	✓
39	49	Lumefantrine	-	-	✓	-	-	-
40	50	Meloxicam	✓	-	-	-	-	✓
41	51	Mesalamine (MZ4 Process)	✓	-	-	-	-	✓
42	52	Mesalazine	-	-	-	-	-	✓
	53	Mesalazine (MZ4B Process)	-	-	-	-	-	✓
43	54	Metformin HCL (ML Process)	✓	-	-	-	-	-
	55	Metformin HCL (ML2 Process)	✓	✓	-	-	CEP	✓

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
44	56	Methylphenidate HCl	-	✓	-	-	CEP	✓
45	57	Metoclopramide Base	-	-	-	✓	-	-
46	58	Metoclopramide HCl	-	-	-	-	CEP	✓
	59	Metoclopramide HCl (M Process)	✓	✓	-	-	-	-
47	60	Metoprolol Succinate	✓	-	-	-	CEP	✓
48	61	Metoprolol Tartrate	✓	✓	-	✓	CEP	✓
	62	Metoprolol Tartrate (03 / 05 Process)	✓	-	-	-	-	-
49	63	Midodrine Hydrochloride	✓	-	-	-	-	-
50	64	Nabumetone	-	-	-	-	-	✓
51	65	Nifedipine	-	-	-	✓	-	✓
52	66	Olanzapine	✓	-	-	-	-	✓

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
53	67	Ondansetron Base	✓	✓	-	-	✓	-
54	68	Ondansetron Hydrochloride	✓	✓	-	-	CEP	✓
55	69	Paroxetine HCl	-	-	-	-	CEP	✓
56	70	Piperaquine Phosphate	-	-	✓	-	-	-
57	71	Primaquine Phosphate	✓	-	-	-	✓	-
58	72	Probenecid	✓	-	-	-	-	-
59	73	Proguanil Hydrochloride	✓	-	-	-	-	✓
60	74	Promethazine Hydrochloride	✓	-	-	-	-	-
61	75	Propranolol HCl	✓	✓	-	✓	CEP	✓
62	76	Pyrantel Embonate	-	✓	-	-	-	✓
63	77	Pyrantel Pamoate	✓	-	-	-	-	-

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
64	78	Pyrimethamine	✓	-	-	-	-	✓
65	79	Quetiapine Fumarate	✓	✓	-	-	CEP	✓
	80	Quetiapine Fumarate (QT5 Process)	-	-	-	-	-	✓
66	81	Ractopamine HCl	✓	✓	-	-	-	-
67	82	Risendronate Sodium Hemi-Pentahydarate	✓	-	-	-	-	-
68	83	Risperidone	✓	-	-	-	-	-
69	84	Telmisartan	-	-	-	-	-	✓
	85	Telmisartan (WT3A Process)	✓	-	-	-	-	-
70	86	Torsemide	✓	-	-	-	-	✓
71	87	Tramadol Hydrochloride	✓	-	-	-	-	-
	88	Tramadol Hydrochloride (YT3 Process)	-	✓	-	-	-	✓

API-DMFs Filed as on Sept'24 (Based on DMFs Sr. No.)

API Sr. No.	DMF Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan-PMDA	Australia	EQDM
72	89	Trazodone Hydrochloride	-	-	-	-	-	✓
73	90	Triamterene	✓	-	-	-	-	✓
74	91	Trimethoprim	-	-	-	✓	CEP	✓
	92	Trimethoprim (T Process)	✓	-	-	-	-	-
	93	Trimethoprim (T4 Process)	✓	-	-	-	-	-
75	94	Valsartan (VA6 Process)	✓	-	-	-	-	✓
76	95	Venlafexine Hydrochloride	✓	-	-	-	-	✓
77	96	Warfarin Sodium	-	-	-	-	CEP	✓
	97	Warfarin Sodium Clathrate	✓	-	-	-	-	✓
78	98	Zaltoprofen	-	-	-	✓	-	-
		Total	**56**	**22**	**7**	**14**	**19**	**64**

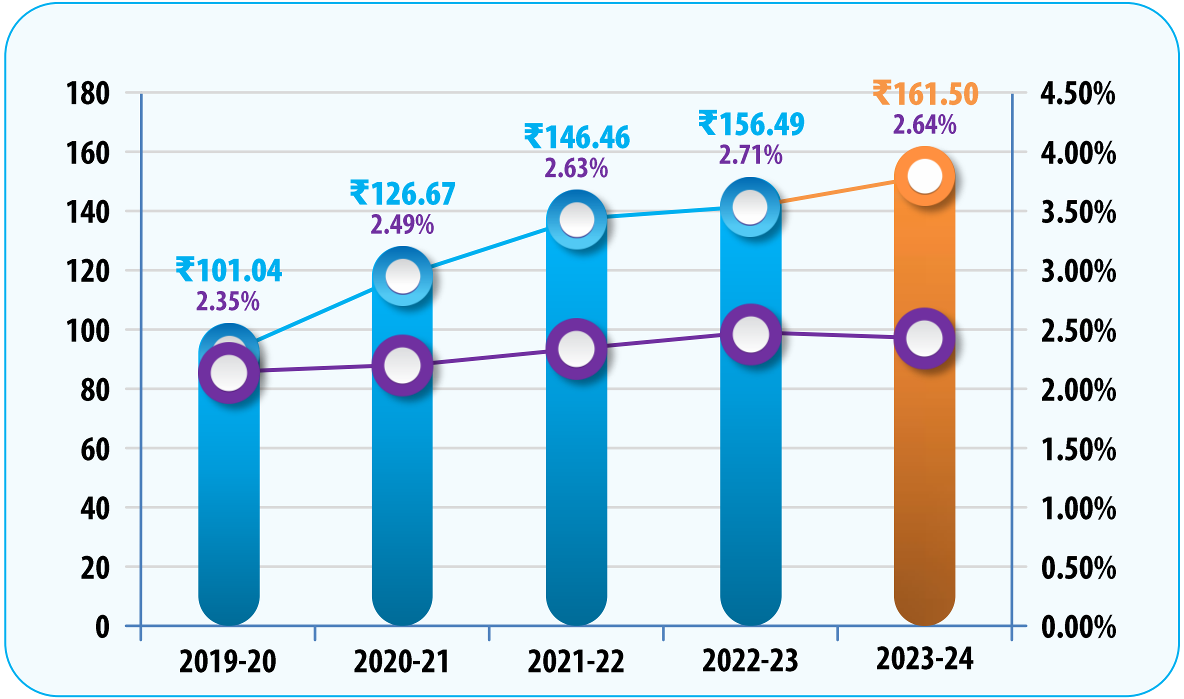
Future Growth Drivers

- Consolidate API business of Sartans across the globe.
- Long term strategic tie-ups with major South American / European formulators.
- Leverage the customer base of **more than 1000 customers** spread across **90 countries** is well laid down platform to introduce new pipeline products.
- Increased focus in emerging markets like **LATAM, CIS & China**
- Own API manufacturing to back formulations, especially for the Generic market.
- Exploring strategic business relationship with smaller API manufacturers for increasing product basket.

Research & Development

APIs & Formulations

Research & Development
APIs & Formulations



Figures in Crores.

R&D Spending

Year	₹Crs	% to Sales
2019-20	101.04	2.35%
2020-21	126.67	2.49%
2021-22	141.46	2.63%
2022-23	156.49	2.71%
2023-24	161.50	2.64%

2023-24
2019-20 2020-21 2021-22 2022-23
% to Sales

Research & Development
APIs & Formulations

- Current **scientist manpower of 625+.**
- Research focus on developing APIs with non-infringing process and development of finished dosage forms.
- **Development of NDDS** for domestic and international market.
- **248 patent** applications filed.
- Biotech / fermentation research facility established.
- Undertaking contract research activities for **APIs** & **Formulations** for international clients.

Overview of Advanced Biotech Lab

Biosimilar R&D and Bio-manufacturing

- Established **"state-of-the-art"** R&D in **2015** for Mammalian based **mAbs**
- Capable of in-house development from **"Clone to Commercialization"**
- Single-use **CGMP Bio-manufacturing Facility (DS+DP+QC)** is being established and to be ready by **March, 2025**
- Scientific and Technical Staff : **100+** (R&D and Manufacturing)

Strong Biosimilar Pipelines

Molecules: Anti-cancer , Anti-inflammatory and Opthalmic mAbs

Stage of Development

Molecules	Development	Pre-clinical	Clinical Trials	MAA / Launch
				UK / HC / IN / EU
mAb1	→	→	2025-26	2026-27
mAb2	→	→	2025-26	2026-27
mAb3	→	→	2026-27	2027-28
mAb4	→ 2024-25	→ 2025-26	2027-28	2028-29
mAb5	→ 2024-25	→ 2025-26	2027-28	2028-29
mAb6	→ 2024-25	→ 2026-27	-	-
mAb7	→ 2025-26	-	-	-
Non-mAb 1	→ 2024-25	-	-	-

- **7 Monoclonal antibodies (mAbs)** and **One Non-mAb** Biosimilar at various stages of the development
- Target markets **India, UK, HC, EU, ROW** followed by **USA**
- Sought **EMA and MHRA-UK** scientific advice for **mAb1** & **mAb2**
- Sought **USFDA** Scientific Advice (Pre-IND meeting) for **mAb2**
- **Signed Out-licensing agreement** for a potential mAb technology (upto 50L) with a potential partner
- Signed **MoUs** with overseas companies for technology, Drug substance and drug product supply
- Open for the **Collaboration and Out-licensing** of the Technology / Molecule **(DS/DP)**

Thank You