



# Nectar Lifesciences Ltd



**Nurturing. Enriching. Caring**



# Vision Mission & Values

## Mission

---

To alleviate human suffering with excellent global quality & affordable medicines created with a spirit of innovation, entrepreneurship & sustainability to create a better tomorrow

## Vision

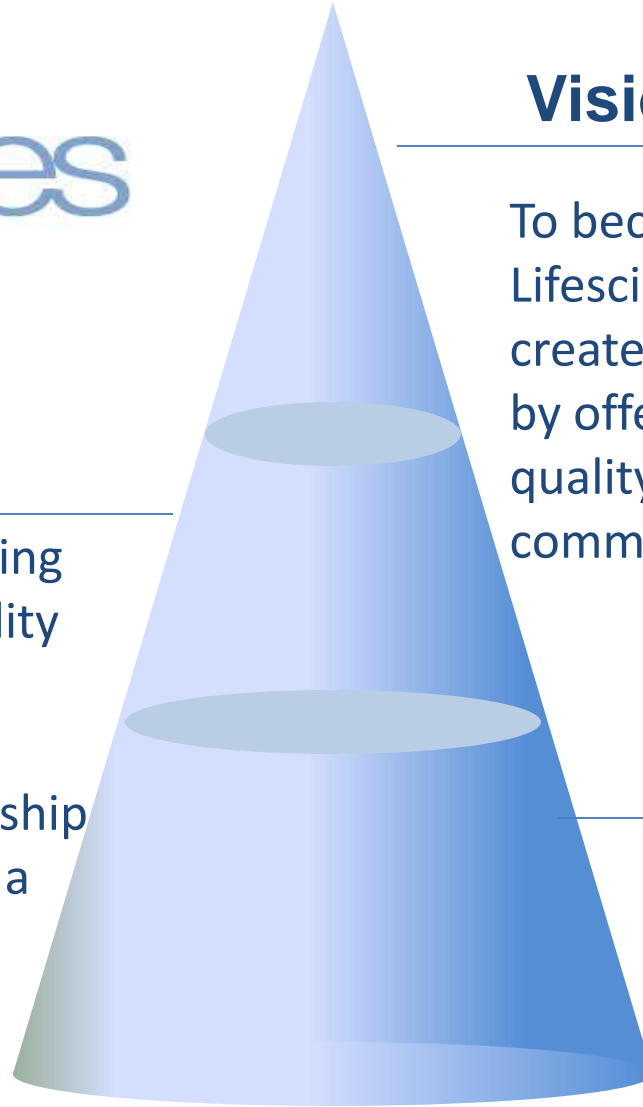
---

To become India's leading Global Lifesciences company, which creates value for all stakeholders by offering excellence in product quality standards, services and commitment

## Values

---

- Patient First
- Valuing People
- Nurturing Relationships
- Performance Focus



Operations since

1997

Annual revenue

US\$ 311 mio.

India's top 300

organization

- Business World

India's top 20

Pharmaceutical

organization

- Business World

Dun & Bradstreet

D-U-N-S' 86-237-2356

Public company listed on

BSE and NSE

-Reuters NECT.BO

Approvals from US, EU and Japan  
for pharmaceutical products

Credit Rating 'A'

As of Apr'14

Started

mint division 2006

11 manufacturing facilities

spread over 400,000 sq.mts

2400+ employees

120+ scientists

44 USDMFs filed - 15 ANDAs

27 patents.

Exports to 55 countries

"Outstanding Exports Performance - Gold, 2012" for herbals

This award was given to Nectar out of 140 companies who were selected in the final round from more than 1000 pharmaceutical companies who were eligible, for the outstanding performance for menthol and mint derivatives, given by Ministry of Commerce, Govt. of India



Key  
Highlights



>Integrated Cephalosporin manufacturer with presence across the value chain.  
>Emphasis on tailor made Research for Custom Synthesis of Beta-lactams.

2004

Launch of Menthol Division

2006

Commissioned Cephalosporin Formulation & EHGC facilities at Baddi.

2007

2008-10

> Launch of Diagnostic Division.  
>Successfully faced KFDD Audit.  
>Launch of Generics Division

2011-13

>Successful USFDA audit of 8 ANDAs.  
>Pharma Revenue crosses 1000 Cr.  
>15 ANDA submission.

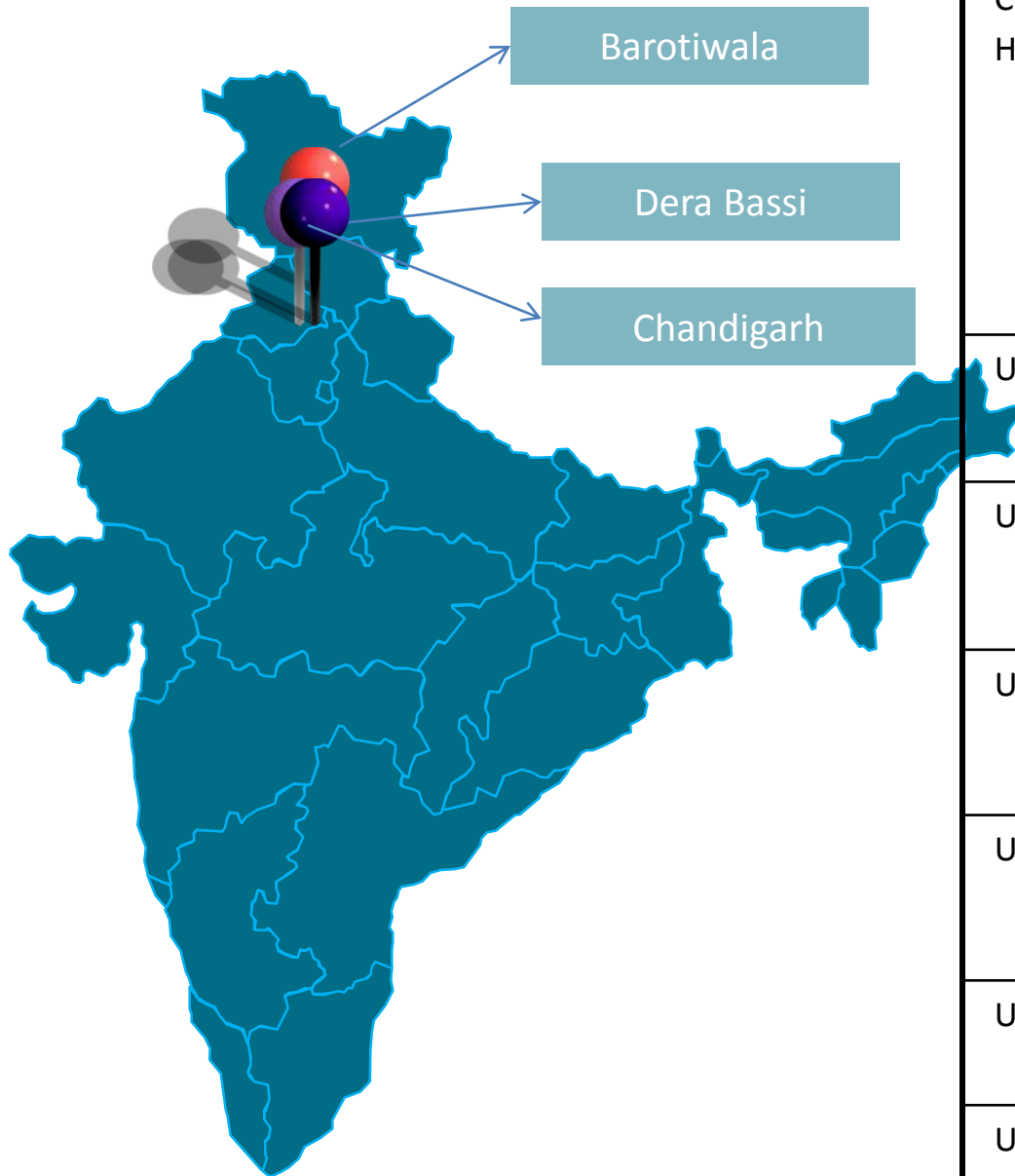
2013-14

2014 - 15

>Successfully filed 44 DMFs across the globe.  
>ANVISA approval – Unit-2 APIs  
>Pharma Revenue crossed INR 1400 Cr.

> Successfully faced US FDA, PMDA & EU Inspections.  
> Launch of Surgical Division.  
> Successfully faced ANVISA Audit, EU Gmp inspection and Francophone audits.

# Geography & Locations



Landmark	Location	Activity
Corporate HQ	Chandigarh	Corporate Functions <b>Global</b> <ul style="list-style-type: none"><li>• Marketing &amp; BD</li><li>• Finance &amp; Accounting</li><li>• Supply chain</li><li>• Quality</li><li>• Secretarial &amp; Legal</li></ul>
Unit I	Dera Bassi, Punjab	<i>Oral &amp; Sterile Cephalosporin APIs</i>
Unit II	Dera Bassi, Punjab	<i>Oral &amp; Sterile Cephalosporin APIs</i>
Unit VI	Barotiwala Himachal Pradesh	<i>Cephalosporin FDFs - Oral &amp; Injectables</i>
Unit VII	Barotiwala Himachal Pradesh	<i>Empty Hard Gelatin Capsule Manufacturing</i>
Unit IX	Dera Bassi Punjab	<i>Phyto-chemicals Manufacturing; Unit –I</i>
Unit X	Dera Bassi Punjab	<i>Phyto-chemicals Manufacturing; Unit –II</i>



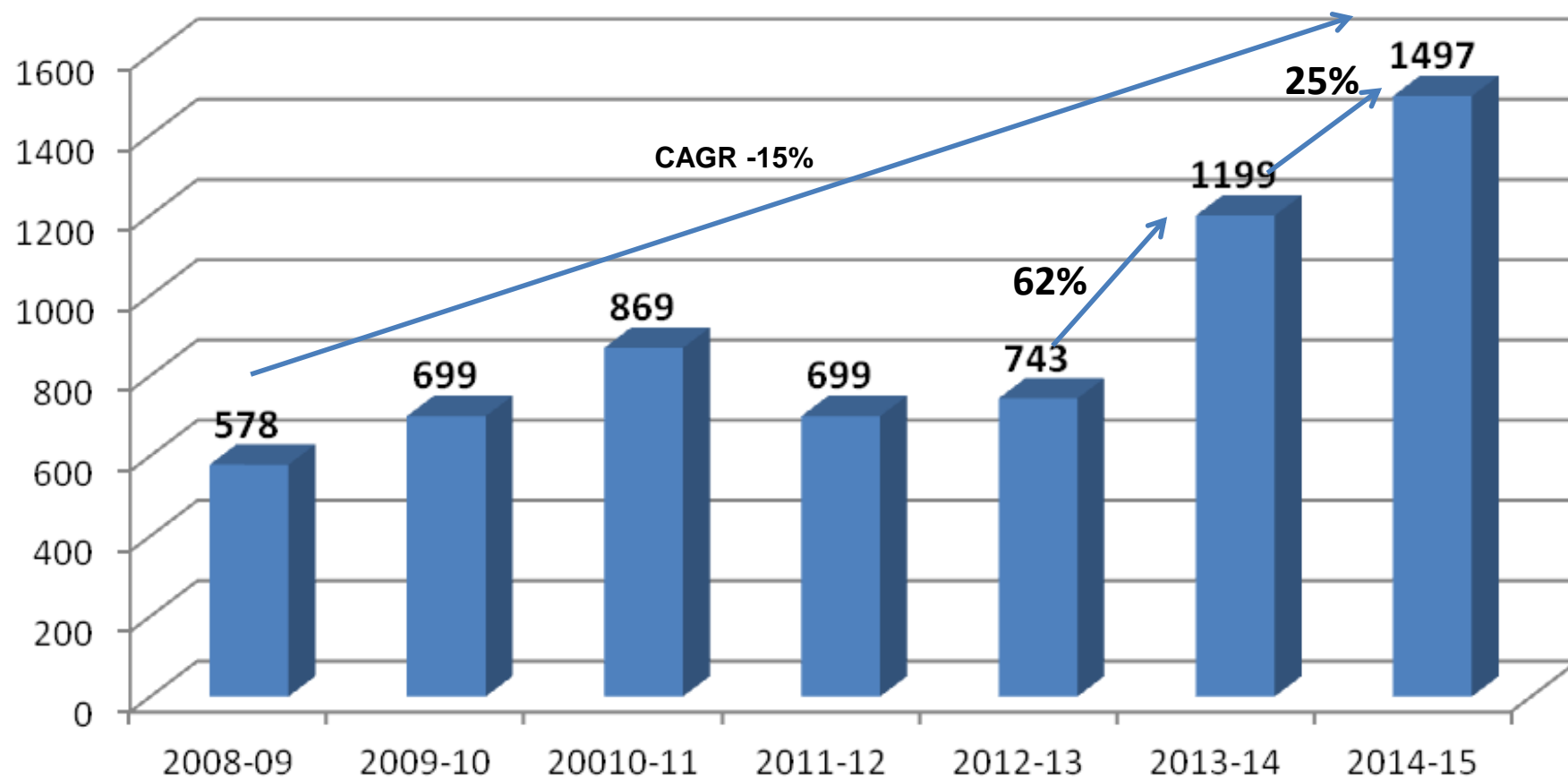
# **Our Accomplishments**

---

# Growth in Pharma (API + FDF)

Value in INR Cr.

## Pharma Revenue



*Pharma revenues has grown over CAGR of 15% (2006-2014)*



## THE ECONOMIC TIMES



**Ranked 466 among top 500 Indian companies as per The Economic Times.**

**Date - 21<sup>st</sup> Jan'14**

461	286	PSL *	1,665	-12.5	-395	11	97	-68.2	4,683	9.1	Steel
462	415	KEI Industries	1,661	-3.7	26	8.3	72	-40.6	731	21.1	Cables
463	NE	Jagran Prakashan	1,655	18.1	255	43.0	2,791	-13.4	1,439	19.8	Entertainment & Media
464	NE	Piramal Glass	1,646	16.9	22	-77.4	678	-4.0	1,752	8.8	Glass & Glass Products
465	363	ISMT	1,645	-20.2	-124	PL	157	-52.0	1,815	0.0	Steel
466	NE	Nectar Lifesciences	1,642	23.9	86	17.1	382	-18.6	1,752	12.9	Pharmaceuticals
467	NE	Tara Jewels	1,640	17.1	74	36.7	211	-61.6	830	19.9	Diamonds & Jewellery
468	487	HEG	1,636	13.5	100	75.4	750	-20.1	2,346	10.9	Electrodes
469	420	ITD Cementation India	1,632	-4.4	22	-2.7	167	-38.6	1,189	13.2	Construction
470	482	VA Tech Wabag	1,632	11.9	90	22.5	1,443	1.1	911	17.9	Pollution Control Equipment



9 PHARMACEUTICALS

[illegible]



# Bio Spectrum



## Top 200 Biosciences Companies in Asia-Pacific

IndustryInsight

TOP 200 BIOSCIENCE COMPANIES IN ASIA-PACIFIC

Rank	Company	Revenue			Country
		CY 2013	CY 2012	Change over 2012	
61	Emami	299.7	295.4	1%	India
62	Alembic Pharmaceuticals	291.1	265.0	10%	India
63	Abbott India	287.6	288.5	0%	India
64	Handok Inc	286.9	275.3	4%	South Korea
65	Piethico Pharma	286.7	291.8	-2%	India
66	Boryung Pharmaceutical	286.3	273.0	5%	South Korea
67	Sanofi India	280.0	267.2	5%	India
68	Opto Circuits India	260.3	465.7	-44%	India
69	Nectar Lifesciences	253.5	295.3	-14%	India
70	Anhui Fengyuan Pharmaceutical*	233.2	247.1	-6%	China
71	Gulfan Sanjin Pharmaceutical	225.1	199.3	13%	China

Nectar Lifesciences  
Ltd.

**NLL ranked 69 among top 200 biosciences companies in APAC by Bio Spectrum, June'14**

# INC. India Top 500 - 2013

- NLL ranked 281 by INC. India among top 500 mid sized companies of India.

279	DTDC Courier & Cargo	21.93		
280	Shakti Pumps (India)	21.84		
281	Nectar Lifescience	21.73		Nectar lifesciences Ltd.
282	Ashoka Buildcon	21.70		
283	TCPL Packaging	21.69		
284	Hindustan Hardy Spicer	21.56		
309	Greenfield Cement	20.93		
310	Venkys (India)	20.27		
311	Precision Wires India	20.22		
312	Apollo Sindoori Hotel	20.14		
313	Hitech Plast	19.87		
314	MSP Steel & Power	19.76		
315	Sivaram Silk Mills	19.74		

# NLL

## Fastest Growing Pharmaceutical Company

Nectar Lifesciences Ltd. (Nectar) was honored by the CNBC TV 18 & State Bank of India with Citation for being the Fastest Growing Pharmaceutical Company for 2014. Mr. Dinesh Dua, CEO & Whole time Director of M/S. Nectar Lifesciences Ltd. Received the citation in Ludhiana on 16th March, 2015 in a glittering ceremony at Radisson Blu Hotel, Ludhiana.



# Regulatory Accomplishments



- **Successfully US FDA inspected for both Formulations & API's for 8 ANDA's; 6 Sterile Injectables & 2 Orals opening highly lucrative market of US, with overall Ceph. market of \$1.5 Bio.**
- **Approvals from global regulatory authorities of Brazil (ANVISA), OGYI (Hungary), INFARMED (Portugal), PMDA (Japan), KFDA (South Korea), MCC (South Africa) etc.**



# NLL Accomplishments

## EHS Accreditations



The graphic on the left consists of three concentric semi-circles. The outermost semi-circle is red, the middle one is gold, and the innermost one is green. Each semi-circle is aligned with a row of accreditation information.

***ISO  
14001:2004***

- *Environment Management System*
- Aug'10

***OSHAS  
18001:2007***

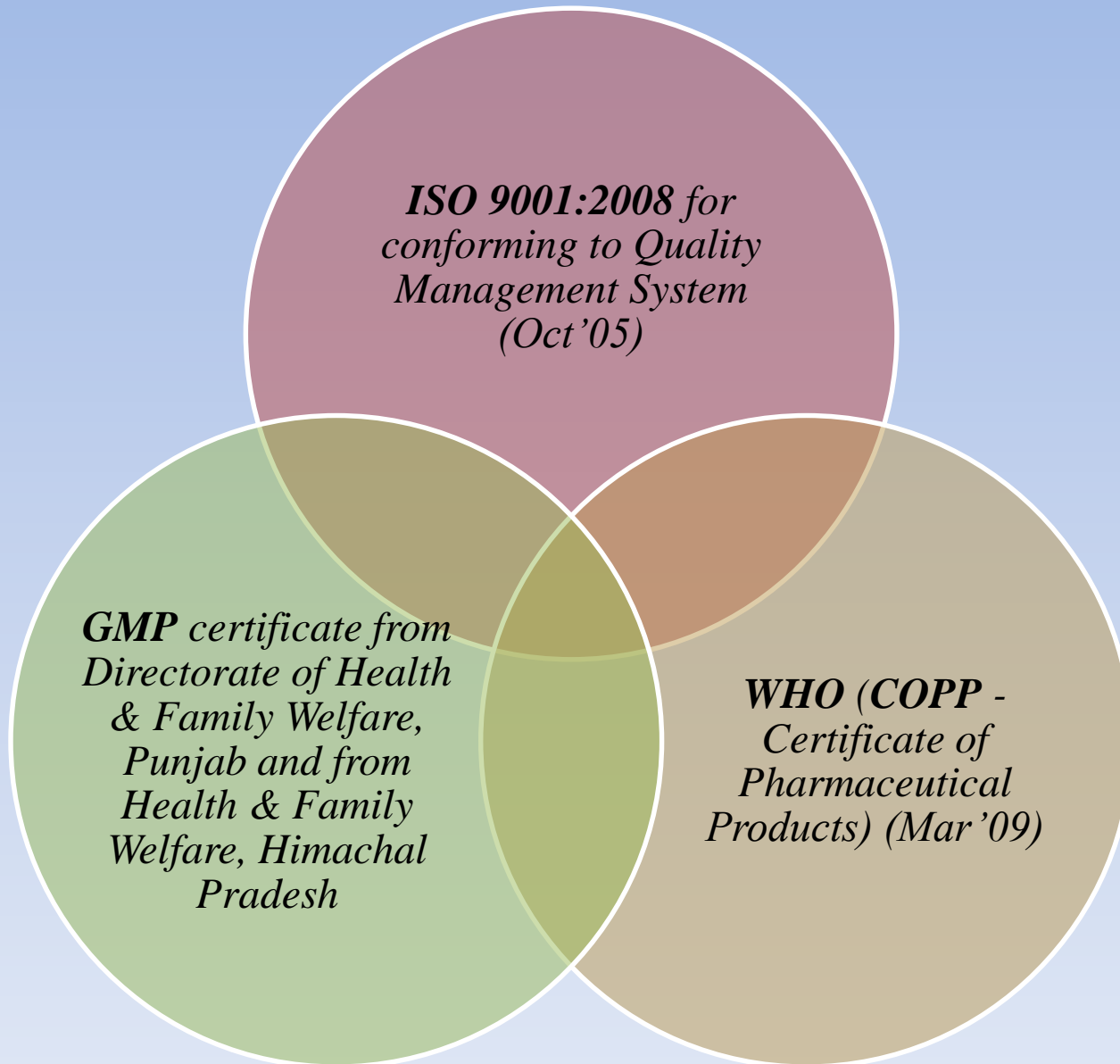
- *Occupational Health & Safety Management System*
- Aug'10

***ISO  
22000:2005***

- *Food Safety Management System (for Menthol)*
- Jul'10



# Quality Accreditations







# NLL Divisions

---

# Nectar : API Manufacturing Unit





# NLL API Global positioning...Scale

## ORAL CEPHALOSPORINS

- 1 ■ Cefixime
- 1 ■ Cefuroxime Axetil Crystalline
- 1 ■ Cefuroxime Axetil Amorphous
- Cefpodoxime Proxetil
- Cefdinir
- Cefprozil

## STERILE CEPHALOSPORINS

- Cefotaxime Sodium
- Ceftriaxone Sodium
- Cefuroxime Sodium
- Cefazolin Sodium
- Ceftazidime pentahydrate
- Cefepime+Arginine

1

- World's largest producer of Cefixime Trihydrate , Cefuroxime Axetil & Cefpodoxime Proxetil and Sterile APIs.
- All our plants can be converted to multi-purpose plant based on product basket requirement.

1 Number one in terms of capacity globally

# API's Manufacturing Facility

- Total land area of nearly 350,000 sq. Mts
- This facility has
  - Over 100 reactors of varied construction features
  - Over 400 KL of liquid handling capacity
  - Together with matching capacities of centrifuges, driers and various other production equipment
- Spray drying facility for Cefuroxime Axetil Amorphous





# Plant Tour : API Unit

## Oral Blocks





# Plant Tour : API Unit

## Oral Blocks





# Plant Tour : API Unit

## Oral Blocks





# Plant Tour : Asia's best Sterile API Plant

Façade of Sterile API Plant



Purified Water system



Solution preparation area



Millitrain for solution filtration



# Plant Tour : Asia's best Sterile API Plant





# Plant Tour : Asia's best Sterile API Plant



# Plant Tour : Asia's best Sterile API Plant





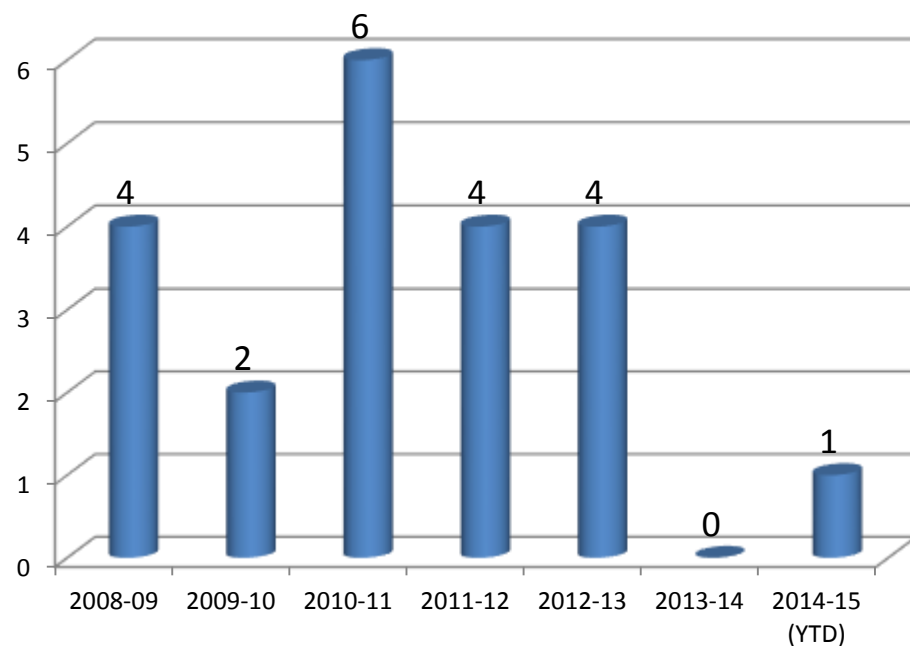
# DMFs Filings

**Total of 44 DMFs have been filed in global regulatory authorities**

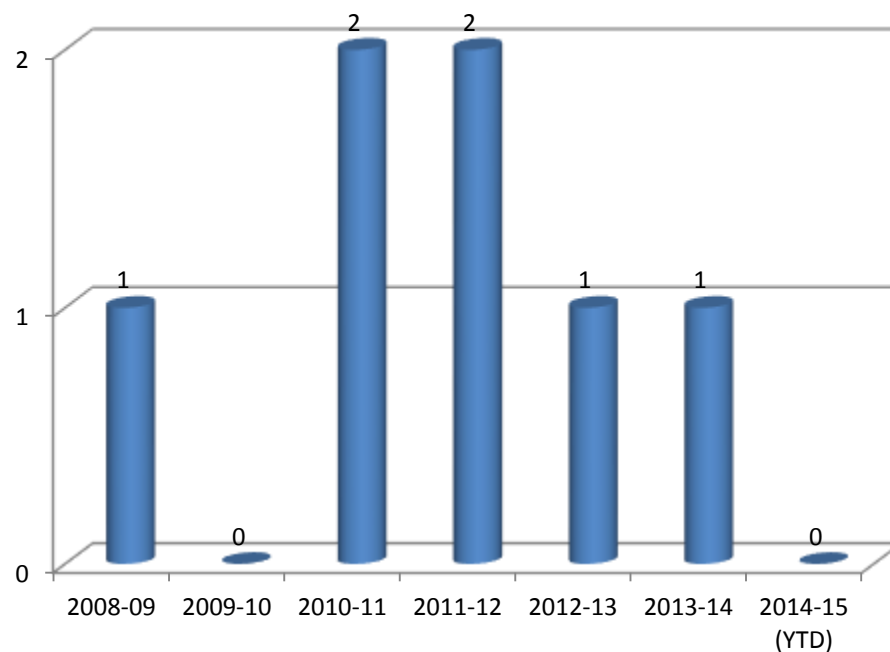
**21 US-DMFs filed till date.**

**7 EDQM filings out of which 6 CEPs granted.**

## US-DMF Filings



## CEP Filings





# Neclife R&D



**16 years of experience in developing and scaling up the cost effective and environment-friendly processes**

**Qualified scientists with 64 Post grads and 4 PhDs in Analytical & Chemical research.**

## Neclife R&D

**Successfully filed 27 patents since 2009.  
With patent applications related to 6 sterile molecules.**

**State of Art R&D laboratories helping faster commercialization of products & technologies.**

# Captive Power Plant Advantage



*Full spectrum of utilities including bio-fuel based captive power generation plant of 18 MW capacity.*

*12 MW capacity plant in API-Unit-2, Dera Bassi, Pb.*

*New 6 MW capacity power plant in Lalru, Pb.*





# FINISHED DOSAGE FORMS UNIT-VI



# State of the Art Cephalosporin FDF facility



**Compactor with oscillating granulator**



**Vial filling Machine**



# Plant Tour : FDF Facility



## Orals FDF Manufacturing

### Tablet Compression



### Capsule Filling





# Plant Tour : FDF Facility

## Orals - FDF Manufacturing



Rapid Mixer Granulator



Fluid Bed Drier



Dry syrup filling machine



# Plant Tour : FDF Facility

## Injectables - FDF Manufacturing

Vial Washing



Tunnel Sterilizer



Vial Filling



Vial Sealing



# Dosage Forms

1.

- Tablets

2.

- Capsules

3.

- Dry syrups

4.

- Dry powder Injection





# Finished Dosage Forms (FDF)



## Production Capacity

Dosage Form	Capacity/ shift of 8 hrs	Capacity per annum (On single shift basis)
Tablets	600,000	180 million
Capsules	600,000	180 million
Dry syrups	35000	10.5 million
Sterile powder injectables	80000	24.0 million

# ANDA Filed till date



S. No.	Product	ANDA No.	ANDA Submitted on
1	Cefuroxime Axetil Tablets USP 250 mg and 500 mg	203075	11 <sup>th</sup> May 2011
2	Cefuroxime for Injection USP 750 mg and 1.5 g	203065	1 <sup>st</sup> June 2011
3	Cefotaxime for Injection USP 500 mg, 1 g and 2 g	203064	8 <sup>th</sup> June 2011
4	Cefotaxime for Injection USP 10 g	203066	10 <sup>th</sup> June 2011
5	Ceftriaxone for Injection USP 250 mg, 500 mg, 1 g and 2 g	203185	19 <sup>th</sup> July 2011
6	Ceftriaxone for Injection USP 10 g	203193	19 <sup>th</sup> July 2011
7	Cefixime Tablets 400mg	204347	3 <sup>rd</sup> May 2012
8	Cefepime for injection	203065	30 <sup>th</sup> July 2012

# ANDA Filed till date



**Total 15 ANDAs have been filed.**

S. No.	Product	ANDA No.	ANDA
			Submitted on
9	Cefdinir Capsule USP 300mg	205768	8th July 2013
10	Cefixime pfos – 100mg/5ml and 200mg/5ml	206283	29th Sep 2013
11	Cefdinir pfos – 125mg/5ml and 250mg/5ml	206262	29th Sep 2013
12	Cephalexin Capsule – 250mg & 500ml	206504	15 <sup>th</sup> Mar 2014
13	Ceftazidime injection – 500mg, 1gm, 2gm & 6gm	207701	13 <sup>th</sup> June 2014
14	Cefphalexin PFOS - 125mg/5ml & 250mg/5ml	207702	18th June 2014
15	Cefpodoxime Proxetil Tabs - 100mg & 200mg	207703	19th June 2014



# Presence in ROW countries



Successfully  
penetrated in 35  
countries with 153  
products registration

No. of dossiers filed  
- 200

No. of dossiers  
under pipeline -  
600



# **Our Pharma Centric - Quality Approach**

---



# NLL's – Quality Oriented Approach





# Quality Policy



**Nectar Lifesciences Ltd. (NLL), a knowledge driven organization is engaged in the development, manufacture and delivery of advanced bulk Drug Intermediates; Active Pharmaceutical Ingredient's; Finished Dosage Formulation; Mint Derivatives; Diagnostics and Hard Gelatin Capsule Shells.**

**At Nectar Lifesciences Ltd., we are committed to**

- ✓ **Implement & develop a robust Quality Management System (QMS).**
- ✓ **Endeavour for improving the effectiveness of QMS continually.;**
- ✓ **Alleviate human suffering by providing quality products for the healthcare of mankind.**
- ✓ **Explore the opportunities constantly to upgrade its manufacturing and quality attributes to sustain quality leadership with thrust on eco-friendly process(es).**
- ✓ **Exceed the expectations of all the stakeholders by building quality in our products and services through best business practices.**
- ✓ **Create a cohesive and motivated team through regular training to enhance knowledge and skills.**
- ✓ **Ensuring compliance to the current statutory and regulatory requirements.**

# Quality Management System



## External Requirements

Regulations, GMPs,  
ISO, WHO, ICH,  
Schedule M



Internal Requirements  
Available to all Employees

# Roles & Responsibilities



## CEO of Nectar

- Overall responsible for QMS
- Periodic Management Review of QMS

## Functional Heads

Representatives of Management to maintain & improve QMS

## All Employees

- Are process owners
- Ensure Quality & Compliance

Quality Management  
System  
&  
Business Processes

# Our Journey towards Quality Excellence







# Through Extensive Training – Part of the Quality Culture



**We are on time and on track**

## Basics Training

### Phase 1

Provide training to create cGMP culture



## Refresher Training

### Phase 2

Assuring 100% training & refresher training



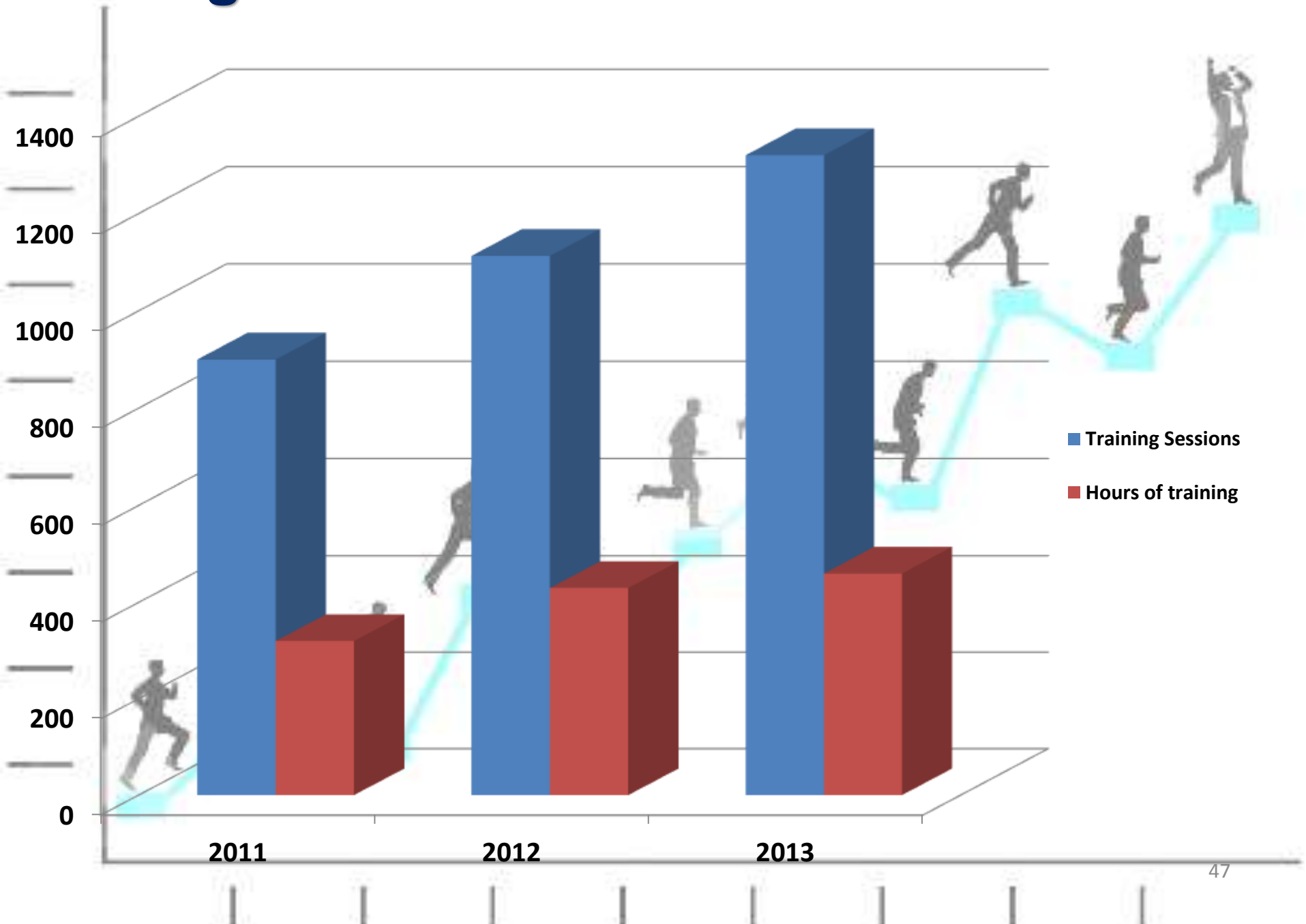
## Expert Training

### Phase 3

Adding specific expert level training



# Training at a Glance





# Employees Training - Coverage



SOP on Training and Development

Training Need Identification for all employees based on job role.



Training Matrix and Training Calendar for the site and department.

Regular evaluation of competency & technical skills of employees.



# Pharma Allied Businesses

---



# **EHGC MANUFACTURING FACILITY**

## **UNIT-VII**





# PLANT TOUR- EHGC Facility





# Accreditations

- ✓ Awarded the **ISO 9001:2008** certification for Quality Systems
- ✓ **Filed USDMF For EHGC IN AUG 2009**
- ✓ **GMP certified**
- ✓ **Kosher Certified**
- ✓ **Halal Certified**





# Generics Division

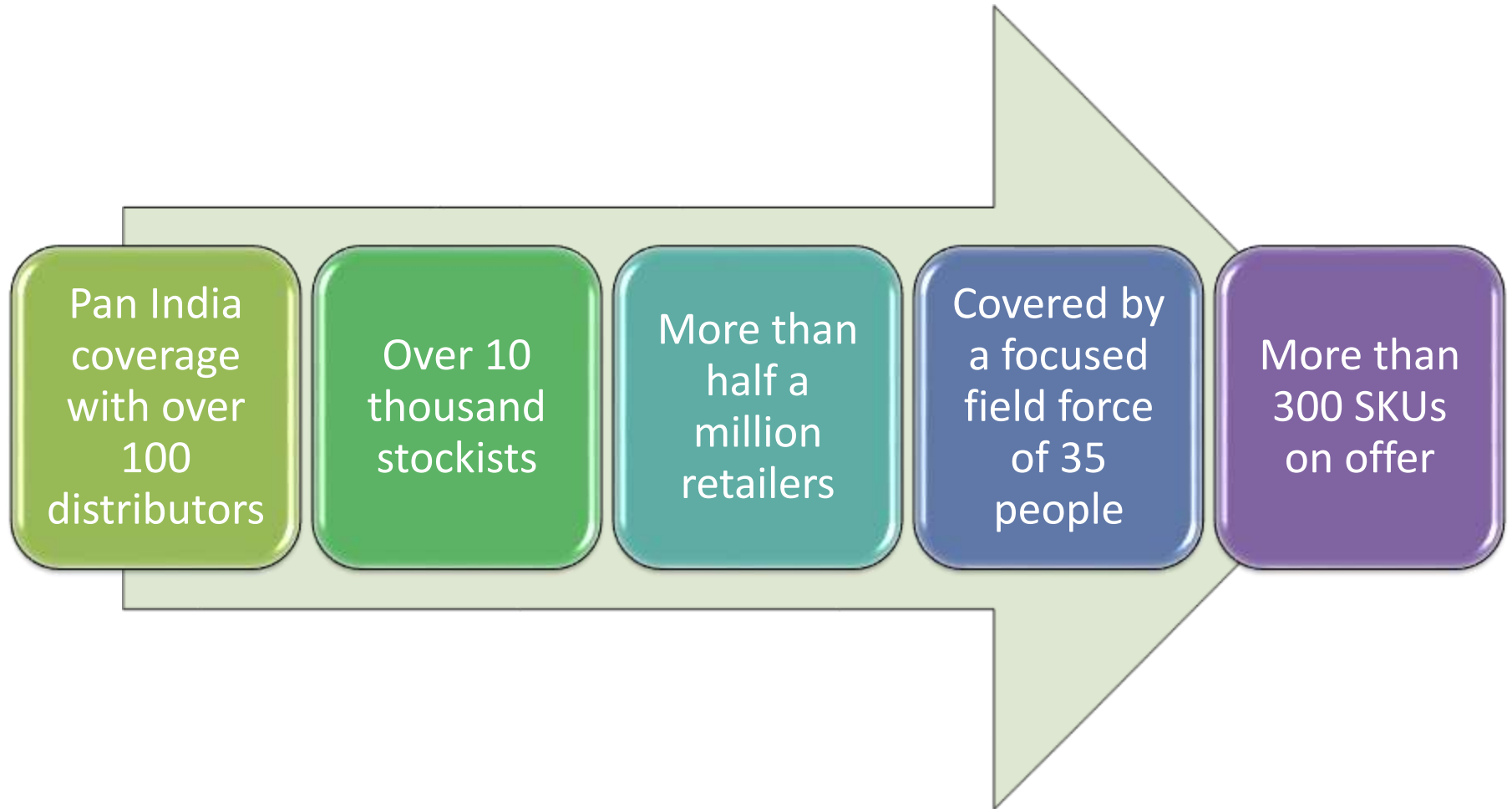
Product portfolio consists of more than 300 products.







# Generics Business – Growth over the years



# Diagnostics Division



- Comprehensive Range in **In-Vitro Diagnostics**
- Bench Marked and time tested **quality** products
- **High end equipments** with emphasis on customer satisfaction
- Complete and effective range of **Patient Monitoring products** in the Hospitals, Nursing Homes and Health Care Centers

## IVD Range



Urine Analyzers



Biochemistry Analyzers



Hematology Analyzers



Elisa Reader & Washer



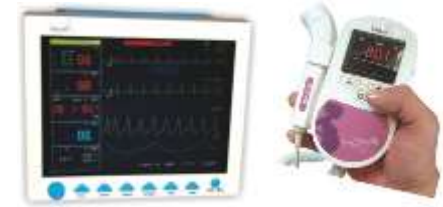
## Patient Care Range



Pulse Oximeters



Syringe & Infusion Pump



Fetal Monitor and Doppler



ECG Machines

## Home Health Care Range





## Surgicals Division



Better Solutions for Better Healthcare







# Management Team

---



## OUTSTANDING ENTREPRENEURSHIP AWARD

Healthcare, Pharmaceutical & Biotechnology

"Entrepreneurship is a metrics between risk and reward. And I will continue to take measured risks and rewards will automatically accrue if your intent is right."

As a young Turk out of college and into the law faculty, Sanjiv Goyal wanted to be a successful lawyer. Instead, Sanjiv's father got him involved in the flourishing business of imports and distribution of high-end electricals where the entrepreneurial bug hit him to be a manufacturer and an industrialist.

Born 12 June 1960, Sanjiv as a first generation entrepreneur successfully promoted a fully automated textile unit before venturing into the pharmaceutical business in 1985 under the aegis of Nectar Lifesciences Limited (NLL). Sanjiv, with his team of highly skilled, knowledgeable professionals single-handedly catapulted NLL from a single unit raw material manufacturer to a robust global corporation with a turnover of USD \$300 million, having global leadership in its business segments of Pharmaceuticals and Phytochemicals. With 69% of revenues coming from 65 countries under Sanjiv's visionary leadership, NLL continues to dominate its business segments thereby creating a "Responsible Care Company" with stringent compliance to EHS norms. Sanjiv is also on the Board of Governors of the Indian Institute of Technology, Roorkee.

Sanjiv and his wife Raman's dedication in giving back to the society is expressed impersonally in the creation of Nectar Polytechnic college for women (NPW) in Derbassi, Punjab which reflects his family's philanthropic contribution to the community.

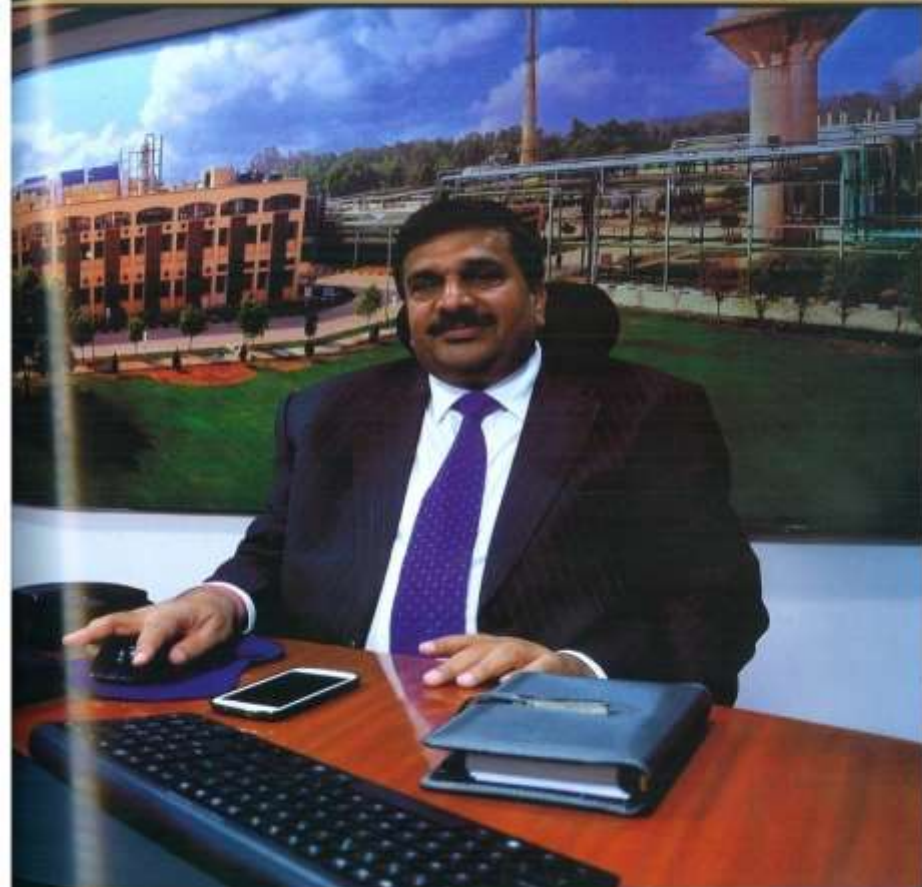
In the last 6 years, NPW has empowered the poorest young girls from nearby villages who are school drop outs, equipping them with vocational training like language, fashion designing, computers, crafts and etc., which has led to these girls either going for a higher education and getting placed in excellent jobs or starting their own ventures and going well in life. Both Sanjiv and Raman take pride and satisfaction with this contribution to society. Besides this, Sanjiv also generously makes donations to poor children in nearby schools with uniforms, shoes, medicines, sewing machines and conducting blood donation camps accredited to the International Red Cross.

His mission for the company is to alleviate human suffering with excellent global quality & affordable medicines created with a spirit of innovation, entrepreneurship & sustainability to create a better tomorrow. His vision is to make Nectar become India's leading Global Lifesciences Company which creates value for all stakeholders by offering excellence in product quality standards, services and commitment.



**SANJIV GOYAL**  
Chairman & MD

Nectar Lifesciences Limited  
SCO 38-39, Sector - 50, Chandigarh, 160005, India  
T: 91 172 304 7777 F: 91 172 304 7755 Website: www.nellife.com



# Management Team



## **Mr. Sanjiv Goyal (Chairman & Managing Director)**

Mr. Goyal is the Chairman & Managing Director and founder promoter of the Company. A Commerce and Law graduate, having been a successful entrepreneur for more than two decades. He has vast experience in the pharmaceutical & lifesciences industry. He is the prime mover for various strategic initiatives and growth plans of the Company. His dynamic & visionary leadership has led the Company to become a major player in Antibiotics.



## **Mr. Aryan Goyal (President)**

Mr. Aryan Goyal is an Executive Director in the company. He holds dual degree in Chemical Engineering and Economics from Purdue University, USA having a rich experience of almost 8 years. Aryan is responsible for co-ordination of various activities in the organization with specific responsibilities of Strategy , Sourcing , Production Planning , Regulatory pathway & Financials apart from other related activities at management level.



## **Mr. Saurabh Goyal (President)**

Mr. Saurabh Goyal holds position of Executive Director in the company. Saurabh is Masters in International Management from Kings College London, United Kingdom having work experience of around 5 years. He spearheading Mint Business of the company apart from co-ordinating the activities of various SBU's of the company like generics, diagnostics , surgicals etc.



## **Mr. Dinesh Dua (Chief Executive Officer and Director)**

Mr Dinesh Dua holds a Masters in Business Management from the Indian IIM Ahmedabad (1979 batch). He has over 34 years of professional experience across varied industries such as Healthcare, Biotech, Pharmaceuticals, Petrochemicals and Consumer goods, having worked in multinational organizations such as Hoechst (Sanofi Aventis) & Berger Paints, and large Indian Corporates like Reliance, Wockhardt, Zydus Cadila Healthcare & Jubilant Organosys. He is Vice-Chairman of CII Chandigarh council and visiting faculty to various management schools of repute.

# Management Team



## **Mr. Amit Chadah (President – Business Development)**

Mr. Amit Chadah is post graduate in management & international business studies (IIM-C) and having more than 23 years of experience in marketing, sourcing & international business. He has worked as regional and business head in various leading pharmaceutical companies like Ranbaxy, Orchid & Zydus Cadila before joining Neclife in 2004. He brings in expertise in global marketing and business development for expanding our business & operations in various geographies. He is responsible for global business development activities of all the verticals of the company.



## **Mr. Vivek Madan (President - Operations )**

He is having almost 25 years of industrial exposure and has previously worked with Ranbaxy, Nicholas Piramal and Dr. Reddys Laboratories. He is the operations head & responsible for overall plant operations.



## **Mr. Raghav Raju (GM- Corporate Quality)**

He is having almost 20 years of industrial exposure and has previously worked with Dr. Reddy's, Ranbaxy, Aurobindo, Mylan & Hetero. He is responsible for overall quality of the plant.



## **Ms. Renu Bala (Senior General Manager – Regulatory Affairs)**

Ms. Renu Bala is Masters in Pharmaceutics – M.Pharm. She heads and leads the Regulatory department of company. She has more than 17 years of rich experience in regulatory filings with companies like Ranbaxy, Eli Lilly and APC Pharma. She Specializes in ANDA and EU Dossier filings.



***Thanks***