

Alembic Pharmaceuticals Limited



*Touching Lives...
...over 100 years...*

Corporate overview

www.alembic-india.com



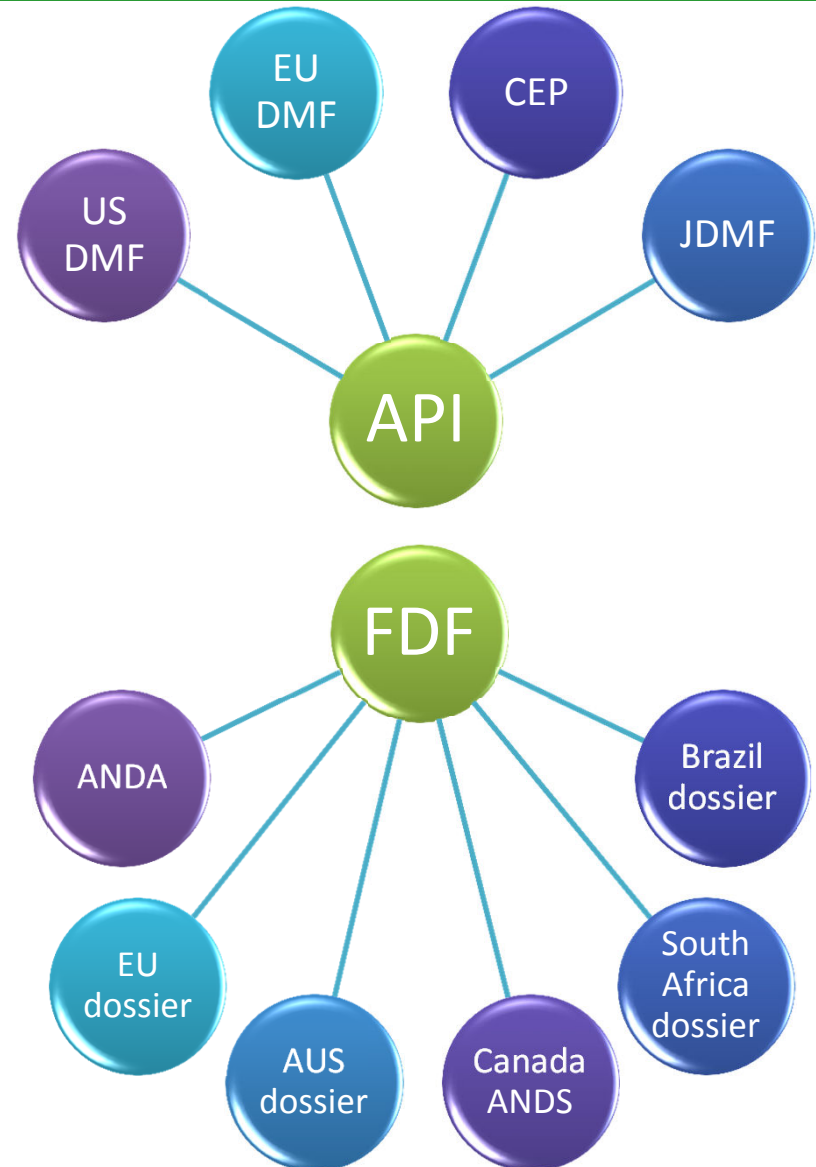
Key facts



- Rich history with > **107 years of experience** in Pharmaceutical Industry
- **Vertically integrated** operations with corporate headquarter in India
- Presence across **75 countries worldwide**, including US and Europe
- Established business in **Europe** through licensing partners
- **Diversified product portfolio** across various therapies
- **In-house** development, bio-equivalence and regulatory **capabilities** forming backbone of state-of-the-art **manufacturing facilities**
- Consistent growth in India as well as with **global generics business**
- **Significant growth potential** through future plans and strategies

R&D capabilities

- Two state-of-the-art research centers in Vadodara & Hyderabad
- BE facility^{1*} with experience in POC and first-to-file studies
- 350+ scientists engaged in developing advanced APIs & Formulations
- Region specific, dedicated Regulatory and IP teams
- 818* patent applications relating to formulations & APIs; 87* patents granted



¹ Approvals from USFDA, BfArM, MPA, ANVISA, Turkish MoH

* As on February 2016

Manufacturing capabilities



API Facilities:

- **3 Multi-product API facilities**
 - Reactors' capacities ranging from 39KL to 200KL across facilities
 - *Each facility has approval from one or more from US-FDA, EDQM, ANVISA, PMDA, TGA, BfArM, KFDA, WHO Accreditations*

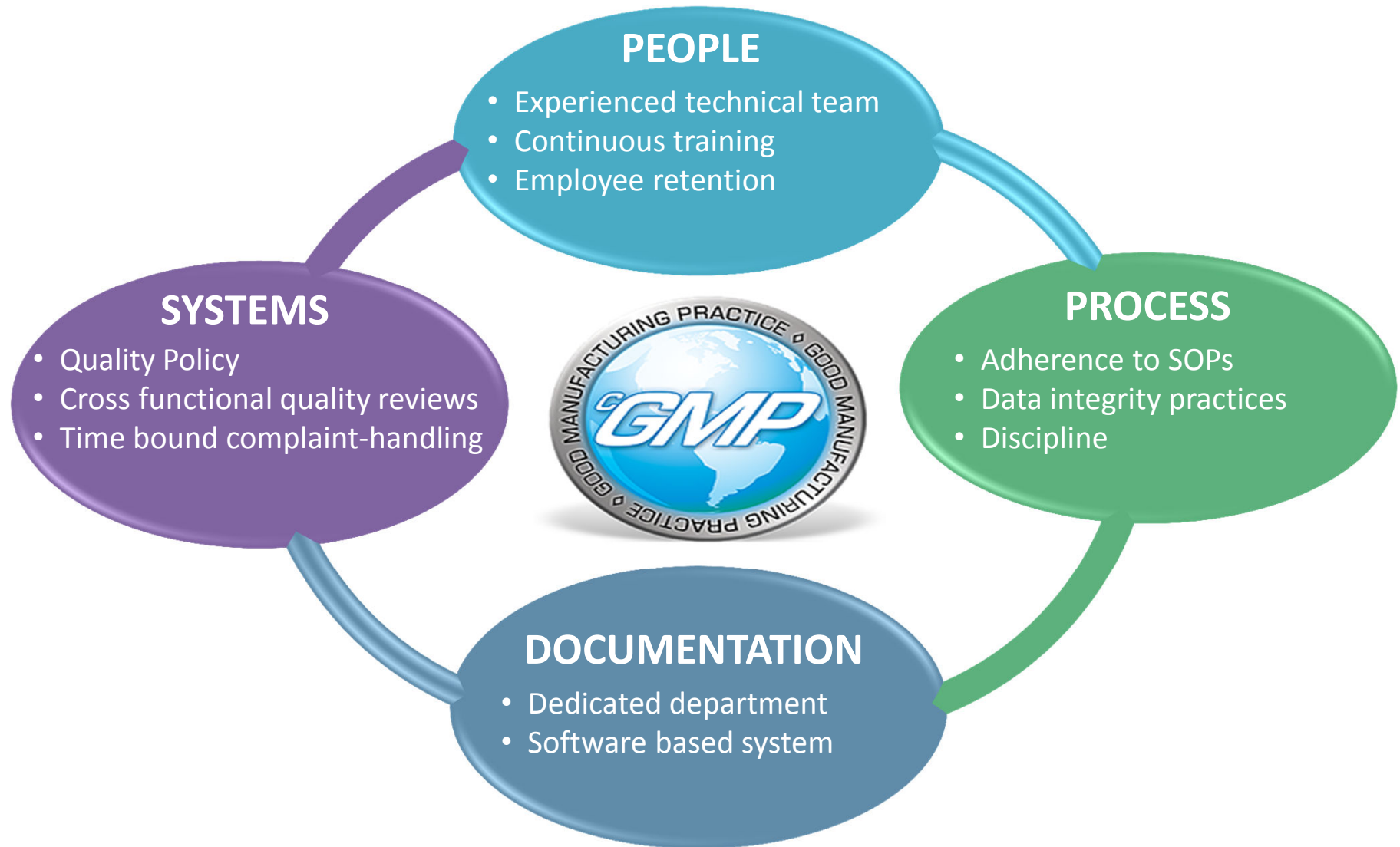


Formulations Facilities:

- **2 Formulation facilities**
 - One dedicated facility for Regulated markets having annual capacity of 5 Billion units
 - Focus on Solid orals – Tablets, Capsules & Pellets
 - *USFDA, MHRA, TPD, MCC, ANVISA, WHO Accreditations*
 - Another facility in north of India, to cater India & other non-regulated markets



Quality... our core strength



Growth Strategies



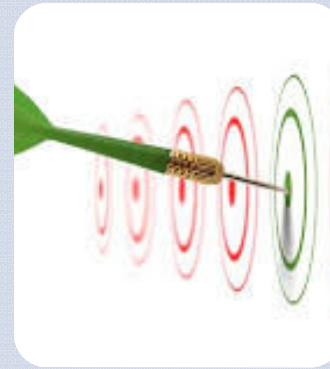
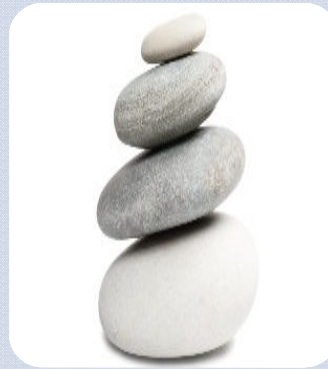
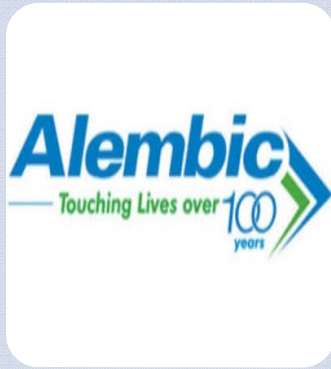
- Organic growth through existing capacity expansion and setting up new facilities for **other dosage forms**
- Introduction of **new delivery systems**
- Increased focus on **'high value'** and **'difficult to manufacture'** products
- Aggressive investments in R&D to build **robust pipeline** of products for regulated markets
- Leverage **front-end marketing presence in USA** by launching 7-9 products every year for next 3 years
- **Filing Dossiers** in other regulated markets like Europe, Australia, Canada, Brazil and South Africa for further out-licensing

Europe... a key market



- Robust pipeline of Formulations and APIs, **dedicated for Europe**
- Present in **20+ countries of Europe** through **40+ local partners**
- **Flexibility** in adopting different business models to establish a long term **sustainable business** relationships
- Helping partners launch products on **Day 1** of patent expiry
- Actively supporting Partners for securing **competitive Tenders** (in Germany, UK, the Netherlands, Scandinavia etc.)
- Service oriented **dedicated demand planning** team handling **450+ SKUs** of different products meant specifically for European partners

Alembic... your Licensing Partner



“Rich history of more than 100 years”

“Ethical business practices”

“Vertical Integration”

“Proven Regulatory track record”

“Region centric Products & Strategies”



Nurturing global well being...Since 1907

Looking forward to discuss **business opportunities for Europe:**

Nilesh Mehta | e-mail: nilesh.mehta@alembic.co.in | Tel: +91 265 3007921