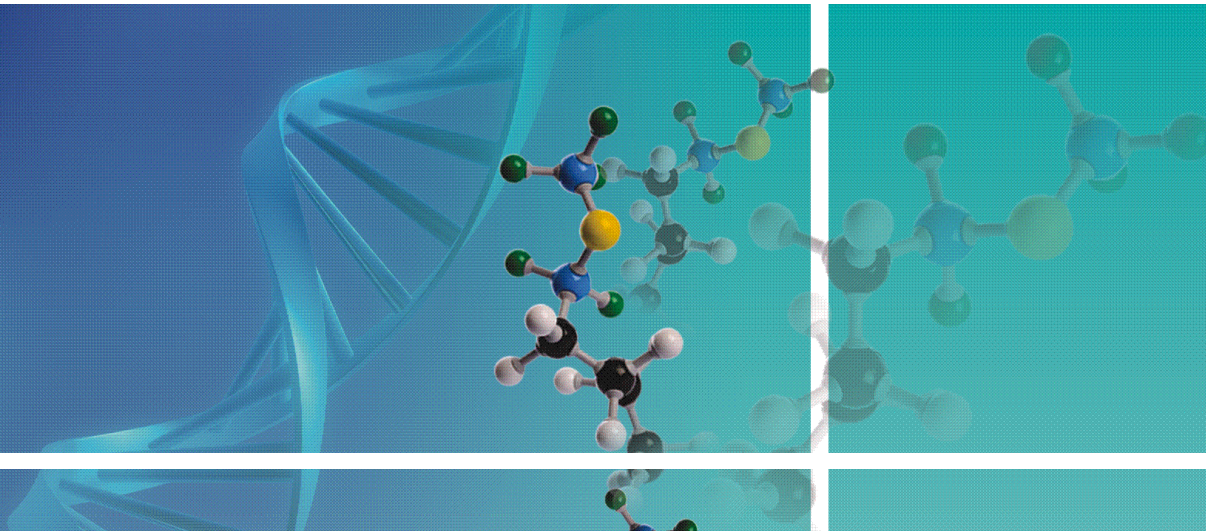




Welcome



# Disclaimer

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This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance.

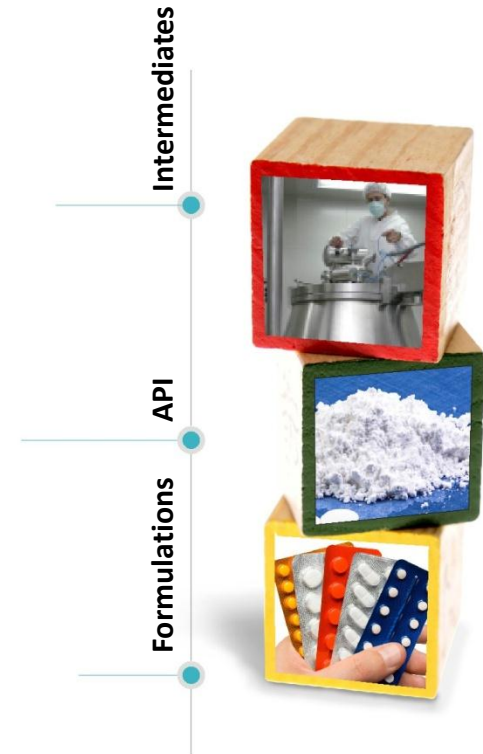
While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance.

Aurobindo Pharma undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

# Overview

- Aurobindo pharma - a knowledge driven company with R&D focus, founded in 1986
- A global pharma company with presence in 150+ countries across the continents
- Among India's top 10 pharma companies
- Vertically integrated company with 16 world-class manufacturing facilities



# Overview

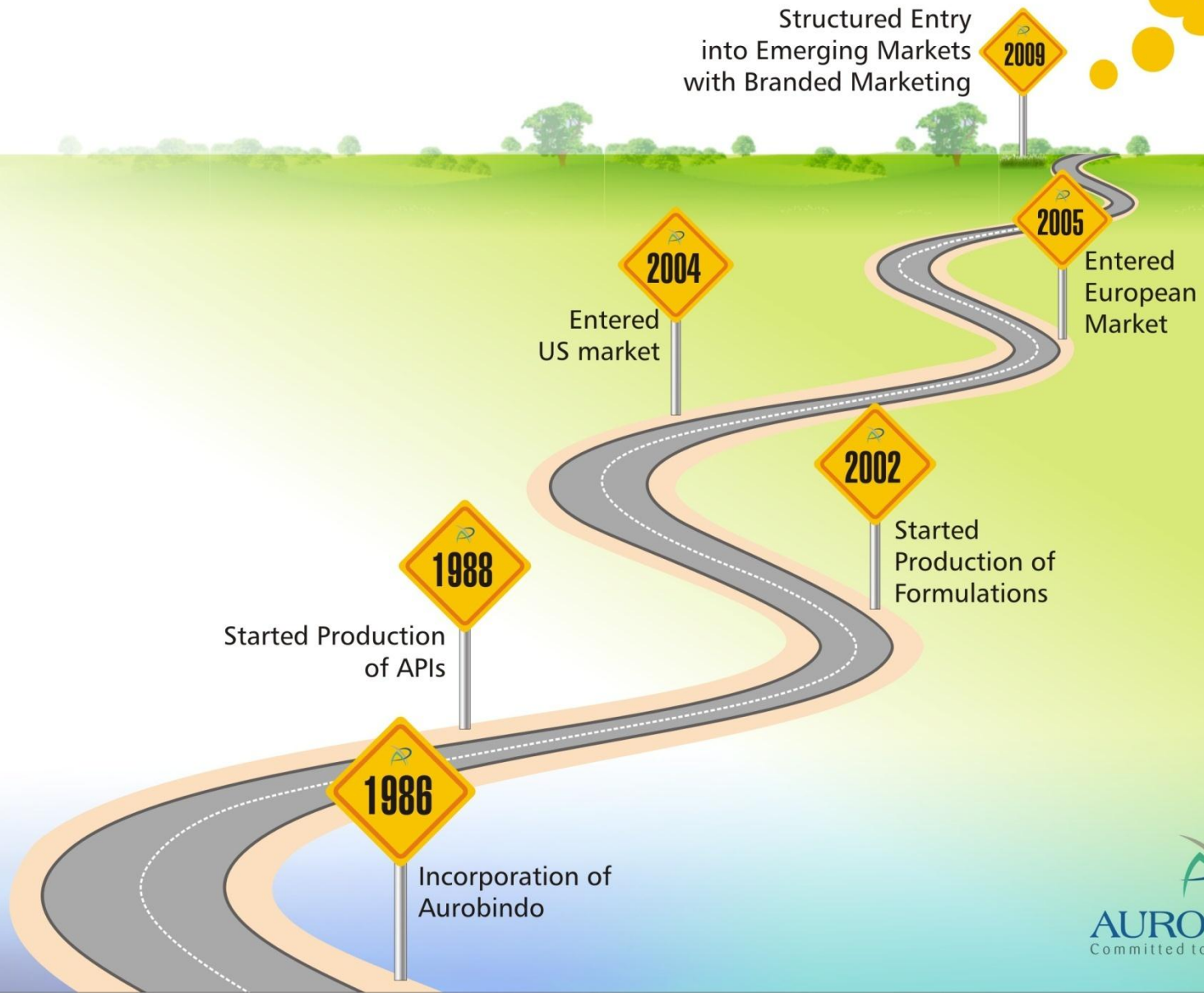
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- A 2 Billion + USD company
- Accreditations from stringent regulatory agencies like USFDA, UK MHRA
- Most preferred ARV supplier to Top Global funding agencies (Clinton foundation, PEPFAR, WHO etc).



# Milestones

2bn USD





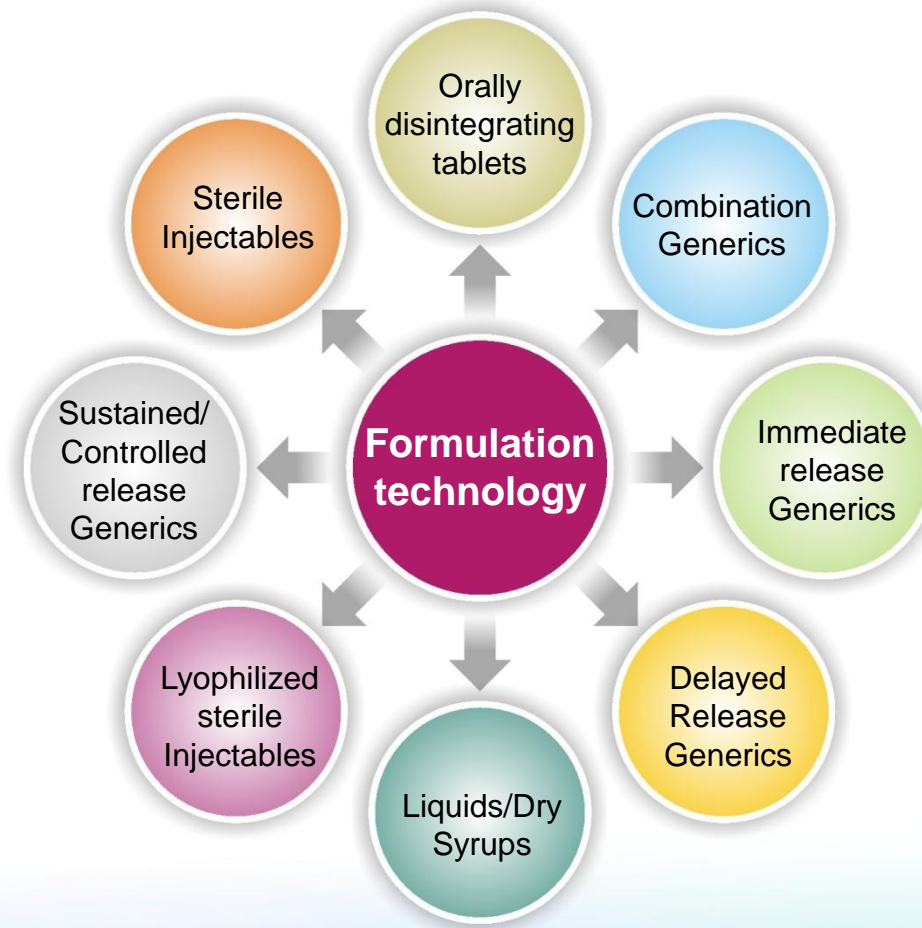
# Strong R & D

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- 2 Research centers with 800 scientists
- 600+ patents filed



# Formulation Development...



# Formulation Facilities



## Unit 3

- An exclusive Multi-product Oral Dosage form Facility (Non-Cephalosporins and Non  $\beta$ -Lactams)
- Spread over 40469 Sq Mts.



## Unit 6

- Dedicated facility for manufacturing of Oral and Sterile Cephalosporin Formulations
- Spread over 58060 Sq Mts.



## Unit 12

- Dedicated facility for manufacturing of Oral and Sterile Betalactam Formulations
- Spread over 15228 Sq Mts.



## Unit 7

- Ultra modern unit on the suite manufacturing concept



## Unit 4

- Dedicated facility for manufacturing non- cephalosporin & non- penicillin high end injectables



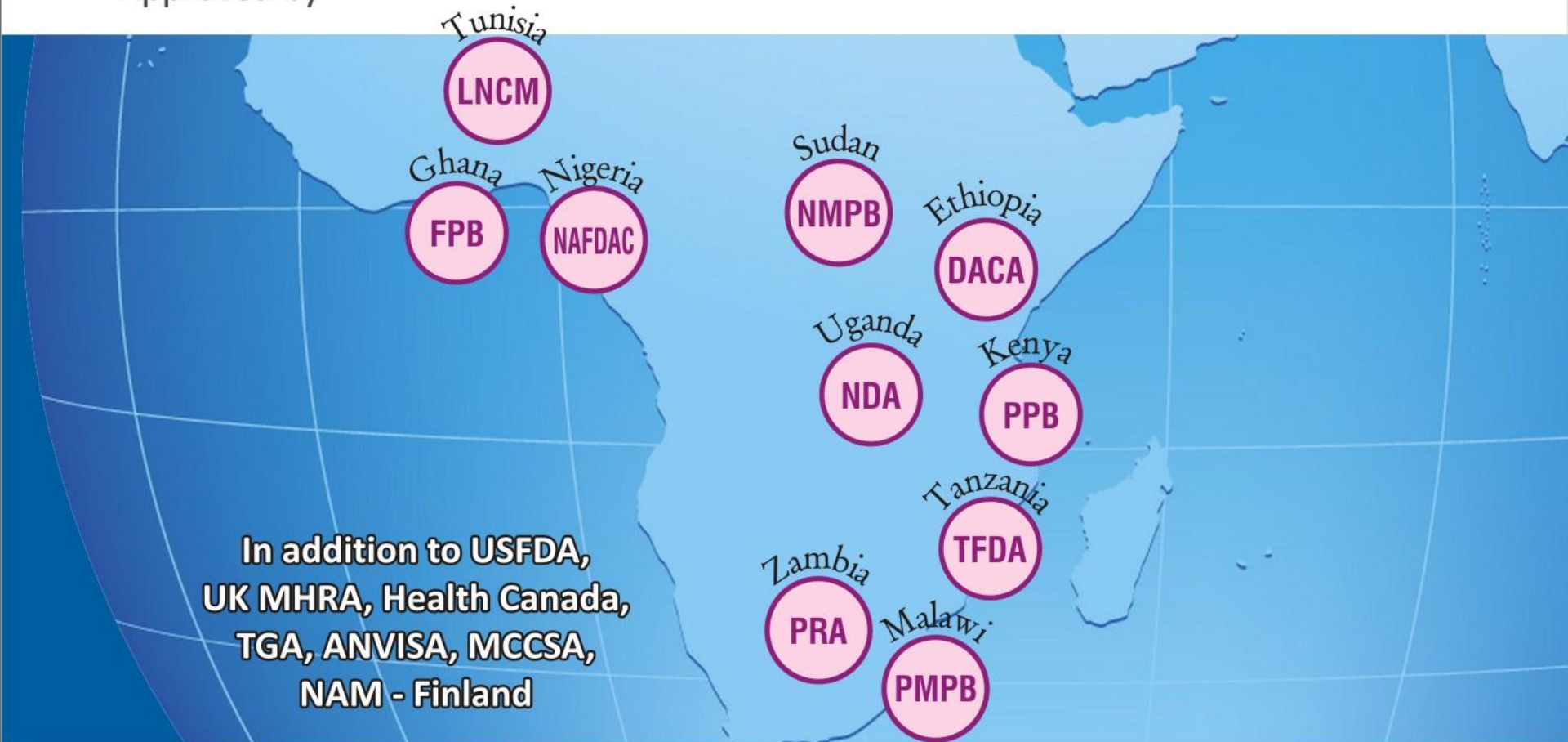
# Aurobindo Pharma Ltd.

## 11 API Manufacturing Plants

Unit	API Class	Sterile/ Non sterile
Unit I	Non betalactam	Non-sterile API
Unit VIII	Non betalactam	Non-sterile API
Unit XIB	Non betalactam	Non-sterile API
Silicon LS	Penem	Non-sterile API
Unit IA	Cephalosporin	Non-sterile API
Unit VIA	Cephalosporin	Sterile API
Unit V	SSP	Sterile & Non-sterile API
Unit IX	SSP	Non-sterile API
Unit II	Betalactum	Non-sterile Intermediates
Unit XIA	Betalactum	Non-sterile API (for Emerging markets)
Unit XIA	Betalactum	Non-sterile API (for Emerging markets)

# World-Class Facilities

Approved by



Quality Medicines at Affordable Prices

# World-Class Facilities

Approved by



Quality Medicines at Affordable Prices

# World-Class Facilities

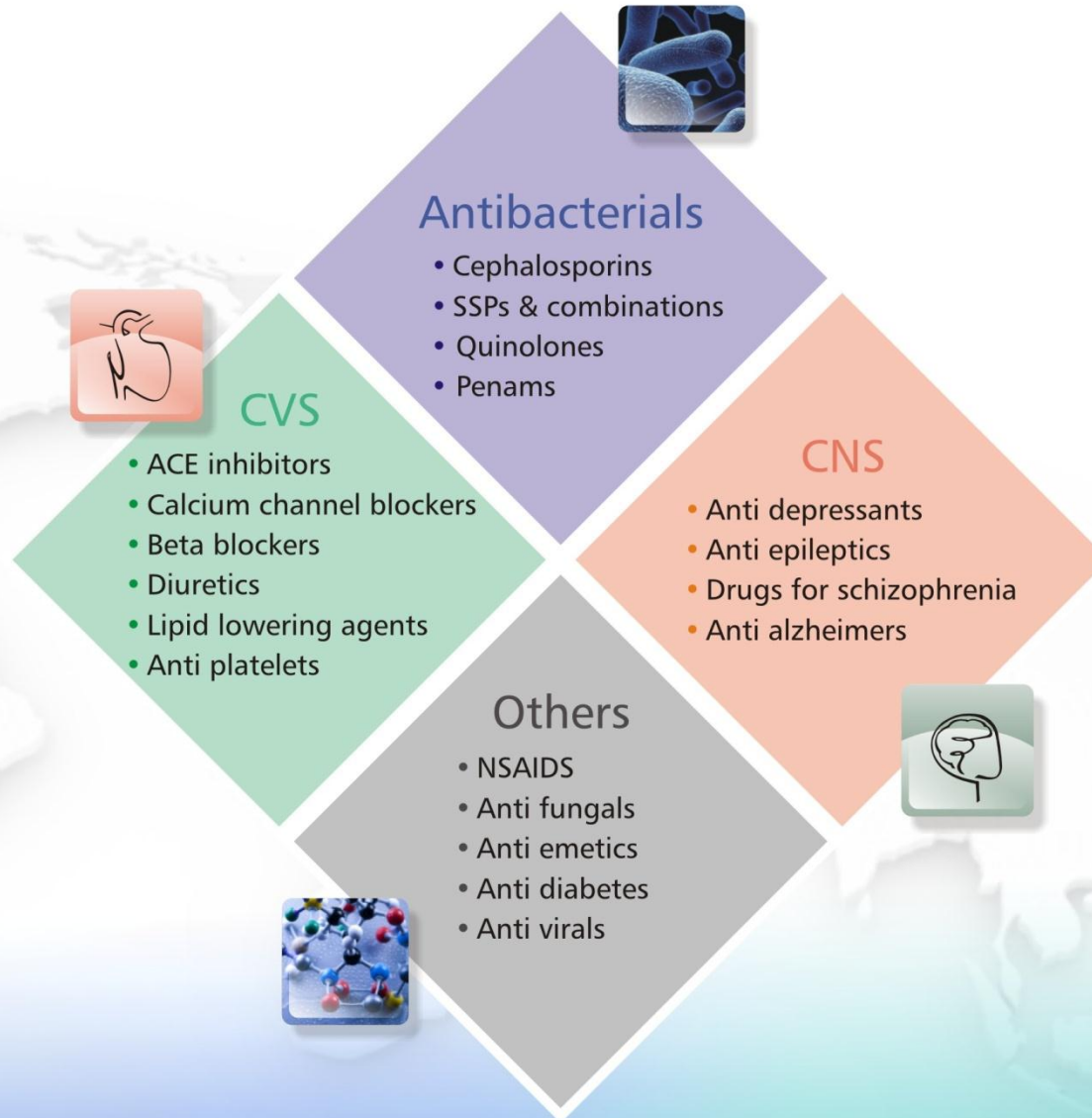
Approved by



Quality Medicines at Affordable Prices



# Aurobindo Emerging Markets - Product Portfolio





# World-Class Packaging...

- ALU-ALU...
- Tropical Blister...





# Customer Service... at its Best



# Customer Service... at its Best

## ➤ Among Top 10 Indian Companies

- ◆ Large manufacturing facilities
- ◆ 2 times winner of the Best Exporter award by PHARMEXCIL

## ➤ Wide Product Range - 300+ products to choose

- ◆ SSPs, CEPHALOSPORINS, CVS, CNS, ARVs
- ◆ Our Key customers are World's Top Pharma companies



# Customer Service... at its Best

## ➤ High Quality Standards

- ◆ All products manufactured in Aurobindo plants are approved by globally accredited regulatory agencies.
- ◆ Stringent Quality Assurance procedures
- ◆ WHO recognized IPQC (In process quality control)
- ◆ Quality ensured from the Raw Material to Formulations

# Customer Service... at its Best

## ➤ Strong Regulatory Support

- ◆ Speed
- ◆ Accuracy
- ◆ Infrastructure
  - More than 165 qualified personnel
- ◆ Quality Dossier : Common Technical Dossier (CTD) compliant





# Customer Service...

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## at its Best

### ➤ **Product Reach on time ... Intact**

- ◆ Vertical Integration

- Product manufacturing control – API to Packaging

- ◆ Supply Chain Management

- Large infrastructure with highly Qualified personnel



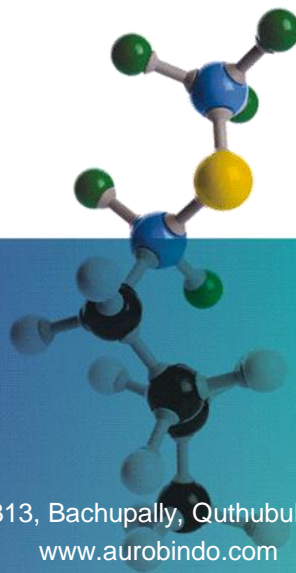
Expertise of reaching every corner of the world

# Customer Service... at its Best

## ➤ Effective Marketing Support

- ◆ Well structured product management team
- ◆ Supported by marketing strategy and services team
- ◆ Personalized service by specific customer support executives
- ◆ Customized marketing for each and every distributor





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