Dr.Reddy's

Get access to one of the largest portfolios of high-quality APIs

What we stand for.

01

Speed

Accelerating market-access

Experience

02

Reliability

Enabling sustained market leadership for customers

Performance

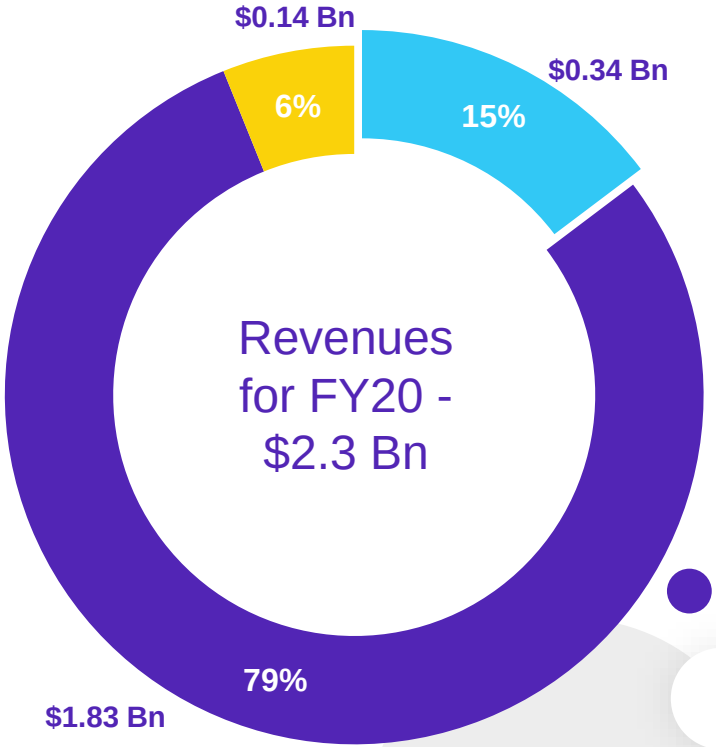
03

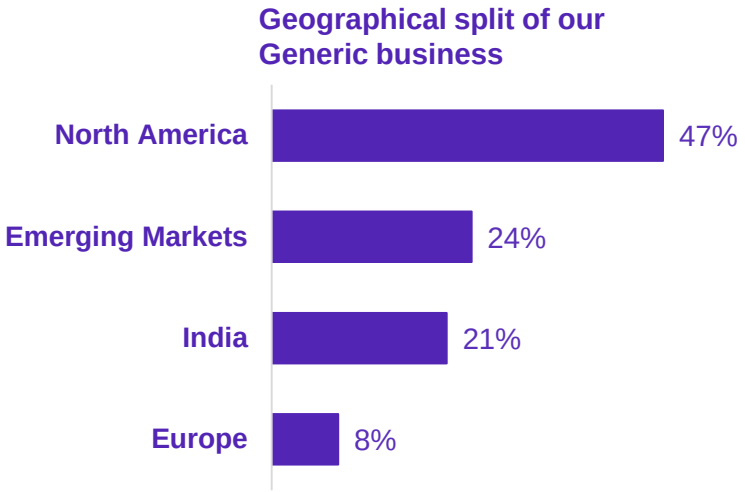
Responsibility

Robust Safety, Health and Environmental practices

Personality

Revenue contribution

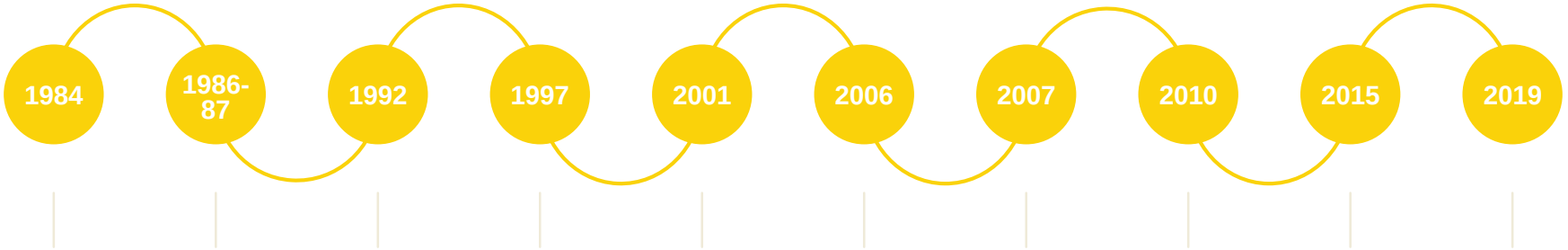




PSAI is one of the key revenue contributor of the company and gives you the confidence that the **performance and success of our API business is regularly reviewed by the company's management.**

GLOBAL BUSINESS

Dr. Reddy's has a legacy of being first



Founded by Dr. Anji Reddy

Beginning of formulation operations

First Indian company to export APIs to Europe

1st international move to Russia

First Indian company to out license **NCE to an MNC** innovator company

First Indian pharma-ceutical company to obtain FTF 180 days exclusive marketing rights (Fluoxetine 40mg)

1st authorized generic launched

1st Indian company to be Sarbanes – Oxley certified

Launched world's first biosimilar monoclonal antibody (Rituximab)

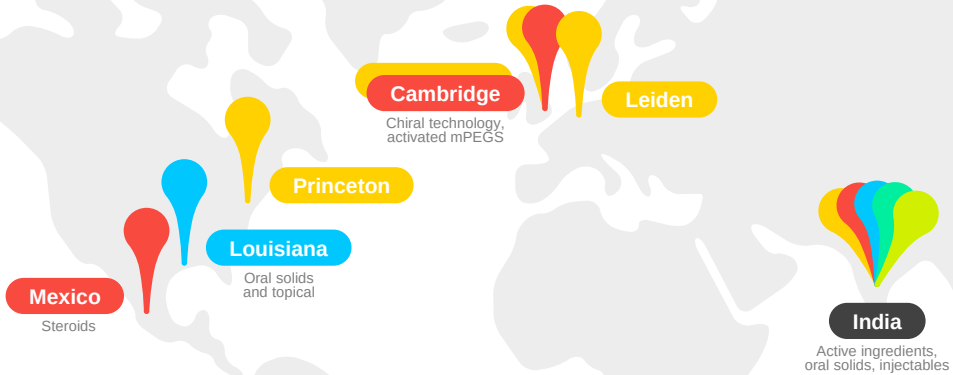
First biosimilar darbepoetin alfa in the world

From medicines to health.
A new identity, that guides our actions: **Good Health Can't Wait**

1st Indian Pharma firm **accepted under China's new drug-buying plan**

DELIVERY

Global presence and network.



- **API** (8)
- **Finished Dosages** (9)
- **Biologics**
- **Technology Development Centres**
- **R&D Centres**
  (Integrated Product Development Organization [IPDO] and NCE R&D centre in Hyderabad, India. Aurigene R&D centre in Bangalore, India and Princeton, USA)

State-of-the-art R&D centers in India, U.K., U.S. & Netherlands

Over **1300+** research scientists working on various projects

01

Speed by expertise

API BUSINESS

One out of 3 business units at Dr. Reddy's.

Global Generics

Access to affordable medicines

Key markets:
US, India, China, Russia, Europe

Proprietary Products

Fulfilling unmet medical needs in dermatology & neurology

Strong pipeline of differentiated formulations

PSAI

Pharmaceutical Services & Active Ingredients

Partner of choice for global customers

- As leading API supplier
- Custom Pharma Services providing solutions from discovery to launch.

Pharmaceutical Services & Active Ingredients (PSAI)

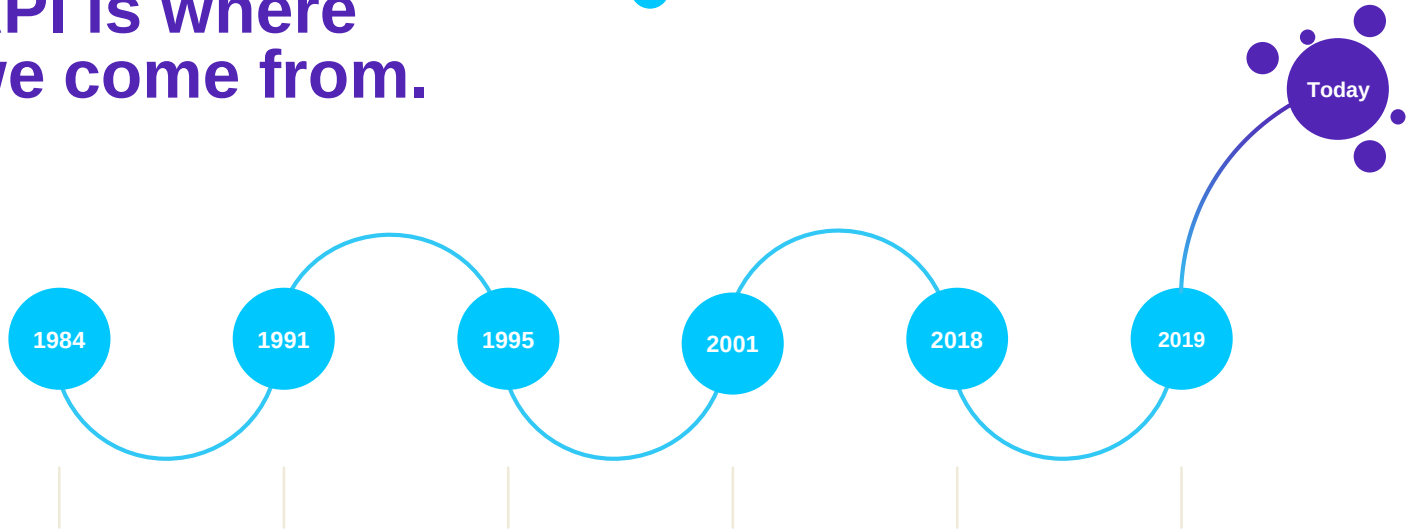
Active Pharmaceutical Ingredients

With an industry leading portfolio of generic APIs we are a partner of choice for pharma companies in more than **80 countries**.

Custom Pharma Services

Dr. Reddy's **full service CDMO** supports our global pharma customers with integrated services from innovation to commercialization of **APIs and drug products.**

API is where we come from.



Founded by Dr. Anji Reddy
The company's first molecule was methyl-dopa, a hyper-tension drug that was unavail-able in India until 1984. The API has been supplied to leading pharma companies worldwide.

From APIs to Formulations – Launch of Omez (Omeprazole). Dr. Reddy's adds formulation capabilities

Expansion into US, Europe, Russia and EM

First Asia Pacific pharmaceutical company outside Japan to list on the **New York Stock Exchange**

Launch of XCEED, Dr. Reddy's **Digital Customer Service Portal**

Awarded with a Generic and Biosimilar Bulletin Award in the category: **API Supplier of the Year**

8
API manufacturing sites

~ 4,400
MT of APIs per year

150+
APIs

~$0.5 BN
API Revenue (Int & Ext)

16%
overall Dr. Reddy's revenue with APIs in FY 2019. Key revenue driver.

Our strategy: Creating value for our partners.

Backward integration
For commercial and future Products

Capacity expansion
Continuous manufacturing.

Portfolio expansion
Development **of 5 to 15 new** products per year. Expanding RA team.

Cost leadership
New and current APIs

Global Footprint
Only API companies with presence in 8 countries globally

Customer service excellence

Global Regulatory Expertise

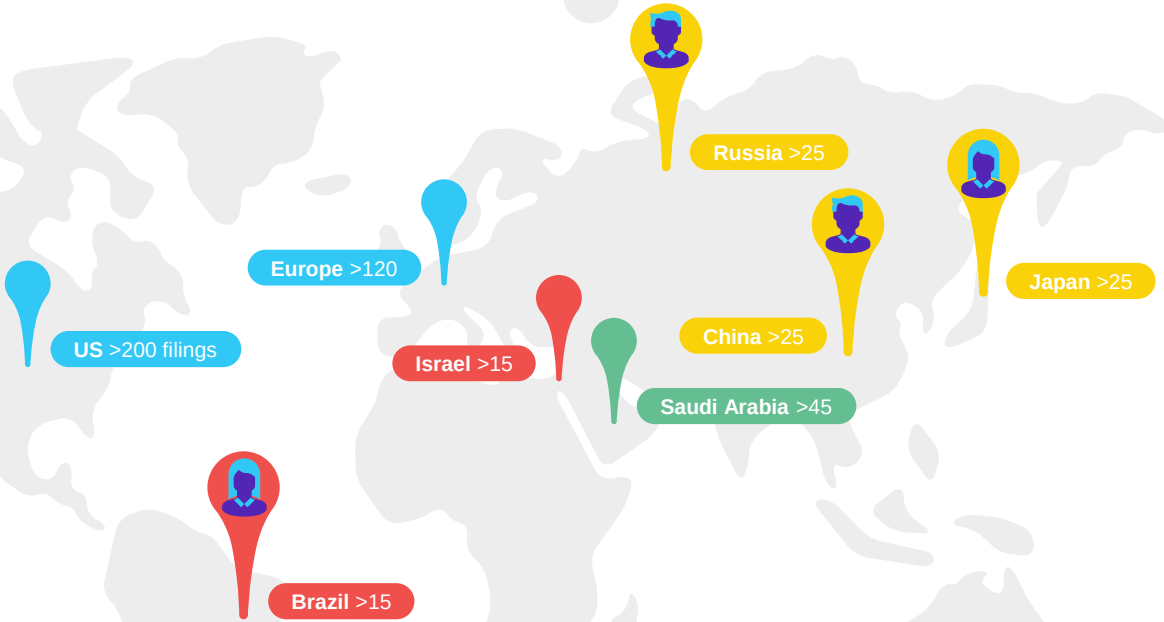
Our global regulatory affairs team support your local and global market access strategies.

Unmatched local regulatory expertise.

Our colleagues onsite are in close contact with local regulatory agencies and are supported by our global team.

More than 50 experts in regulatory affairs

More than 900 drug master files across global markets



Our IP team sustains your competitiveness.

Dr. Reddy's IP team offers diverse services for a large number of markets worldwide (including US, Europe, Canada, China, Japan, Korea, India, Russia & CIS, LATAM, South east Asia, Middle east etc.).

Complemented by a large network of law firms across geographies specialized in the pharmaceutical sector.

Specialized in handling all the intellectual property related matters for **generics & differentiated products from end to end.**

More than 1000 patents filed and more than 70 own patents granted.

Complex APIs and services supporting early market entries.

- **Experience with complex APIs and formulations** (such as Eribulin, Fondaparinux, Iron Compounds, etc)
- **Multiple IP driven formulations for early launch opportunities**
- **New formulations – e.g. ready to use**
- **Innovative drug delivery platforms such as microspheres, liposome, nanoparticles etc.**
- **Strong technology platforms such as:**
  - Synthetic / Semi-synthetic peptides
  - Chiral chemistry,
  - Steroids
  - Semi synthetic/ fermentation
  - Unnatural amino acids
  - Prostaglandins
  - Pegylation technology
  - Flow Chemistry

Going beyond APIs to complement your capabilities through API+ offerings

Vertically integrated from producing APIs to formulations

Highly experienced and integrated technical Team to support from filing-to-launch

Backed by one of the **best manufacturing bases** in India for a seamless execution

Super specialty products in therapy areas such as Central Nervous System (CNS), cardio vascular, and Oncology (Oral and Injectable)

Models of Collaboration:

- **Dossier + API supply**
- **Dossier + Formulation supply**
- **Dossier + Tech Transfer + API supply**
- **Semi-finished product supply**

Going beyond APIs to complement your capabilities through API+ offerings

End to end support for successful filing, approvals and launch of the product

Highly experienced technical & global regulatory teams with experience of 200+ Filings & 150+ approvals across markets

Our technical team can provide development and technology transfer of products

Development and manufacturing of different dosage forms:

- Oral Solids
- Tablets
- Capsules
- Injectables
- Lyophilized formulation
- Liquid (Solution, Emulsion, Suspension) formulation
- Semi-finished Dosage forms
- Pellets
- Granules

API BUSINESS

API Plus presence and network.

Selected Markets/Countries

02

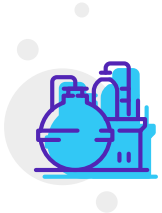
Reliability by performance

With patients in mind

Leveraging API Capabilities.

8 API Sites

All our plants are operated in accordance with cGMP (ICH Q7a) and regularly inspected/audited by international authorities and customers.

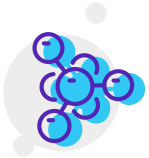


~ 4,100+
KL of reactor volumes

~ 1250+
Reactors including:
~ 100+ Reactors with containment across 4 sites (HPAI / Oncology / steroids / prostaglandins)

~ 5,000+
MT of Intermediates manufactured

~ 2,100+
MT of APIs manufactured



~ 100+
Commercial Molecules

~ 50+
Pipeline molecules (Filed + under development)

~ 90%
Of our API pipeline is forward integrated to generic formulations

PSAI BUSINESS

Sartan APIs

Meeting the New Regulatory Requirements in Sartan API Production

Dr. Reddy's has the **capabilities and capacities to manufacture** and deliver sartan APIs in accordance with global regulations. Our team of experts developed processes and the analytical methods **to avoid the presence of nitrosamine impurities,** which are already suitable to confirm future requirements of the **EMA (NDEA or NDMA limits of <0.03 ppm).**

Our team developed a method which is able to cover 5 of the impurities, which can be shared with customers.

Product	Maximum Daily Dosage (g)	Nitrosodialkylamine impurity and Acceptable (µg/day)					
		NDMA	NDEA	NDIPA	NIPEA	NIPMA	NMBA
		0.0959	0.0265	0.0265	0.0265	0.0265	0.0959
		Safe Concentration limit (ppm)					
Valsartan	0.320	0.300	0.082	0.082	0.082	0.082	0.300
Losartan	0.150	0.640	0.177	0.177	0.177	0.177	0.640
Irbesartan	0.300	0.320	0.088	0.088	0.088	0.088	0.320
Telmisartan	0.080	1.199	0.331	0.331	0.331	0.331	1.199
Candersartan	0.032	3.000	0.820	0.820	0.820	0.820	3.000
Olmesartan	0.040	2.400	0.663	0.663	0.663	0.663	2.400

PSAI BUSINESS

Dabired™

We are excited to present:
Dabired - ready-to-fill Dabigatran pellets. The pellets are designed to integrate seamlessly into your encapsulation process
to significantly accelerate your time to market.

Bio-compliant Dabired,
post encapsulation has successfully demonstrated in-vivo bioequivalence, which enables a higher success rate for our customers.

Faster formulation development
Dabired pellets are ready to fill into capsules, and help reduce the steps to the complete formulation development.

Process-controlled impurity profile
Robust process design, packaging and analytical methods ensure well-controlled impurity profile, including critical amide degradation impurities.

PSAI BUSINESS

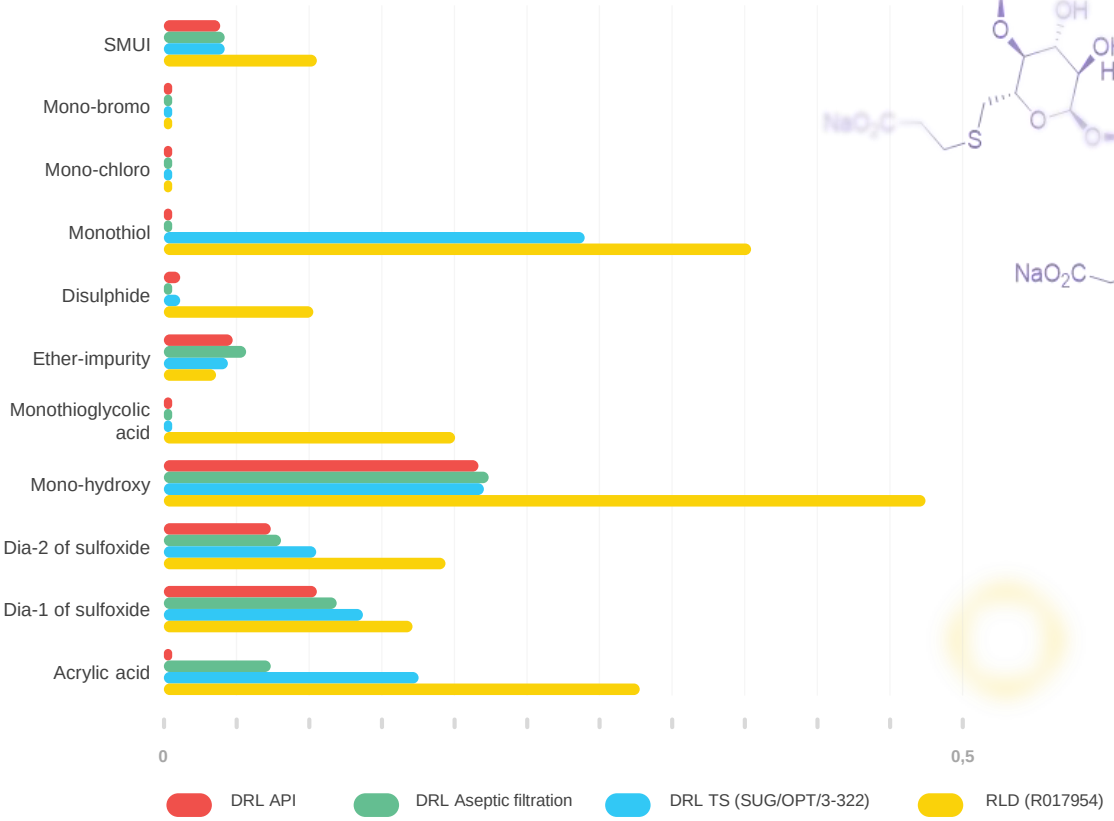
Highly pure Sugammadex Sodium

Based on the interrelationship between the purity of the drug substance and the drug product, Dr. Reddy's defined **CQA's (critical quality attributes)** for the API. These CQAs are vital to ensure a robust formulation development.

Consistent API quality (Purity > 99%)

Identified, characterised and synthesised complex impurities **(nearly 18 impurities)**

Our experienced team of API and formulation expert support you beyond API supply ensuring successful formulation.



XCEED – Our Customer Service Platform

Exceptional customer experience with access to whitepapers and articles from our industry experts.

Everything, anytime. Instant access to our **API portfolio and all related documents.**

Manage and track your orders and service requests in real time.

Closely interact with Dr. Reddy's proactive technical experts.

Knowledge enhancement

Everything, anytime

Most convenient way

Faster turnaround

Reimagine business with Dr. Reddy's API.

"*The information on XCEED are well structured and easy to find. This makes my life much easier*"

Associate Director, Global Procurement, French generics company.

"*It's not just another fancy platform. It gives quick access to the data I need and it also connects me to the right person for my requirements*"

Formulation Development Scientist, CDMO

03

Responsibility

Responsible Supply Chain

The Pharmaceutical Supply Chain Initiative (PSCI) The Pharmaceutical Supply Chain Initiative (PSCI) is a group of pharmaceutical and healthcare companies who share a vision of better social, health, safety and environmental outcomes in the communities where we buy.

PSCI Principles

- Ethics
- Labor/ Social Responsibility
- Health & Safety
- Environment
- Management Systems

Our 6 Focus Areas of Sustainable Operations

We aim to identify and map the United Nations (UN) Sustainable Development Goals of relevance to us.

Affordable and innovative medicines

Environmental Management

Being an Employer of Choice

Product Responsibility

Sustainable Sourcing

Caring for Communities

WE SUPPORT

Since 2010, Dr. Reddy's Laboratories Ltd has been committed to the UN Global Compact corporate responsibility initiative and its principles in the areas of human rights, labour, the environment and anti-corruption.

Key Highlights

Energy & Emissions

188 energy efficiency/conservation projects implemented

21% Reduction in specific energy consumption (SEC) *

Water

59% reduction in our specific water consumption from our baseline*

Waste

20298 MT waste was co-processed and recycled during this reporting year

233.7 reduction in hazardous waste generation*

* from our baseline year (2009-10)

Selected Recognitions

Dr. Reddy's has retained the position on the DJSI (Dow Jones Sustainability Index) Emerging Markets Index for four consecutive years. We are one of the 12 Indian companies that made it to Emerging Market Index in 2019. We have increased our CSA scores from 57 in year 2018 to 61 in year 2019.

Environment Excellence Award from CII – Best Innovative Environmental Project: In recognition of our environmental commitment and efforts to optimize solvent usage **at our API facilities** thereby reducing waste water and hazardous waste. CII Environmental Best Practice Award at Greenco Summit 2019.

Over 100 companies from ten sectors headquartered in 24 countries and regions joined the inaugural 2018 Bloomberg Gender-Equality Index (GEI).
Dr. Reddy's was the first Indian company featured in the index.

Dr. Reddy's achieved a score band of B for climate change, A for supply chain and B for water security in **Carbon Disclosure Project (CDP) 2018.**

Global Awards

Shortlisted in the categories:

- API Supplier of the Year
- Business Development of the Year
- Legal Strategy of the Year
- CSR Initiative of the Year

Contact Us.

Dr. Reddy's Laboratories API Customer Service

Contact us at API@drreddys.com

About Dr. Reddy's: Dr. Reddy's Laboratories Ltd. (NYSE: RDY) is an integrated pharmaceutical company, committed to providing affordable and innovative medicines for healthier lives. Through its three businesses - Pharmaceutical Services & Active Ingredients, Global Generics and Proprietary Products – Dr. Reddy's offers a portfolio of products and services including APIs, custom pharmaceutical services, generics, biosimilars and differentiated formulations. Our major therapeutic areas of focus are gastro-intestinal, cardiovascular, diabetology, oncology, pain management and anti-infectives. Dr. Reddy's operates in markets across the globe. Our major markets include – USA, Russia & CIS, Venezuela and India. For more information, log on to: www.drreddys.com

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