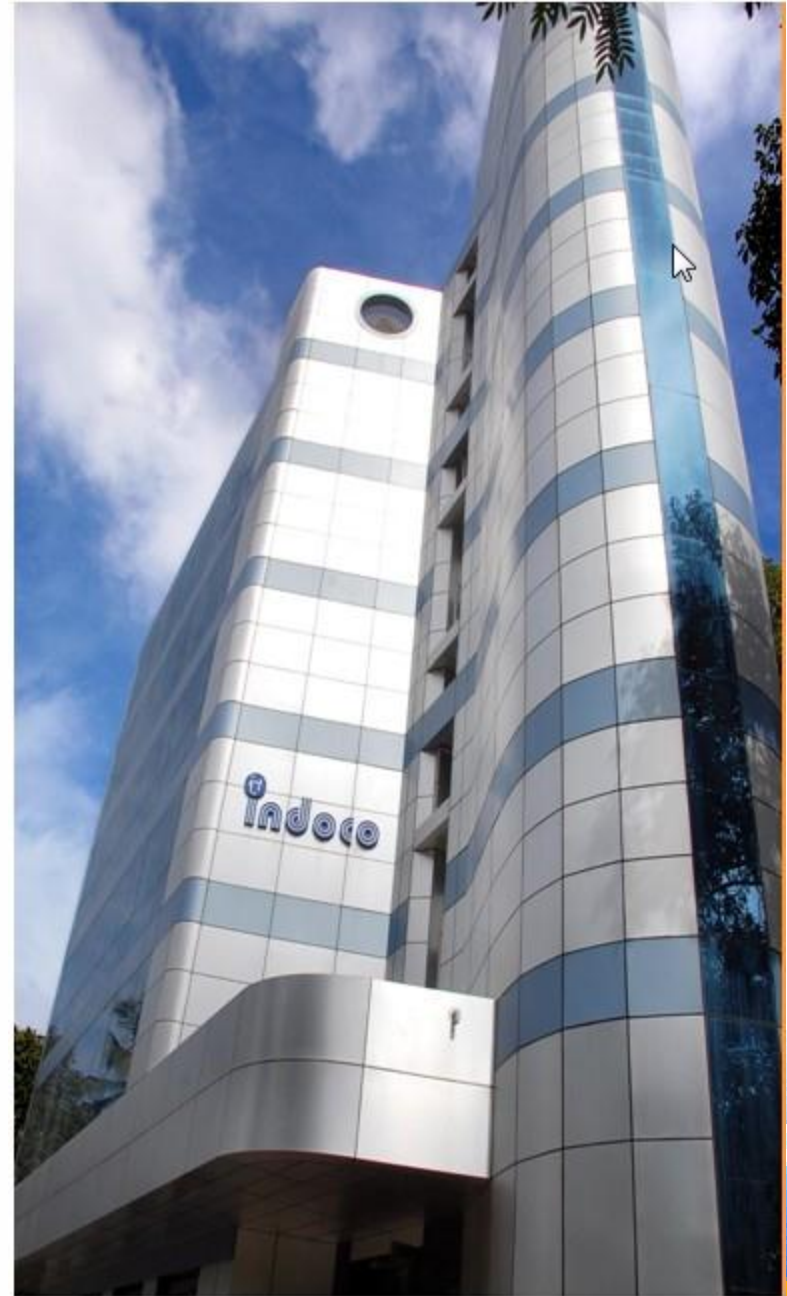




Indoco

INDOCO REMEDIES LIMITED



HISTORY

Founded By



Goan entrepreneur
Late Govind Ramnath Kare
On 23rd Aug 1947

Transition from
Indo Continental Trading Company



Management



Mr. Suresh G. Kare
Executive Chairman



Ms. Aditi Kare Panandikar
Managing Director



Mr. Sundeep V. Bambolkar
Joint Managing Director



- A fast growing, fully integrated, research oriented pharmaceutical company with a Global presence
- Strong domestic marketing setup with PAN India presence.
- Workforce of over 4000
 - 200 R&D scientists
 - 2500 Field staff (Domestic market - India)
- Revenues in FY 15, US\$ 150 m (Domestic & International contribution 60 % & 40% respectively)



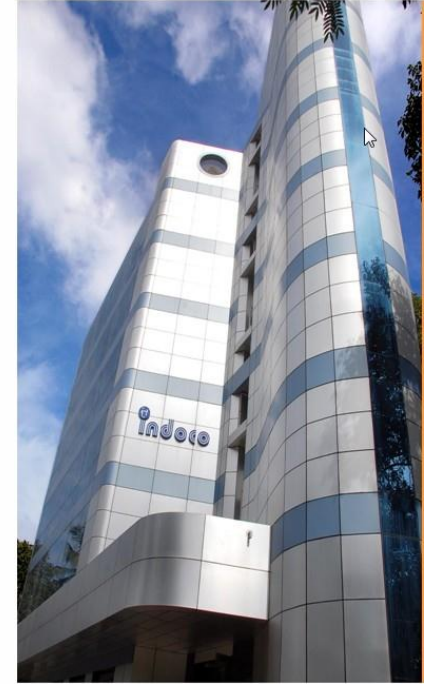
- A number of its products have emerged **as brand leaders** in the Indian markets
- Built a visible presence across all its markets in **Europe, USA, Asia, Africa, Latin America and CIS countries**
- As of today, the company operates in **80 countries** globally for Formulations and APIs
- Emerged as the **most suitable partner and provider** of Contract Research and Manufacturing Services (**CRAMS**) to its customers globally
- Listed on Stock Exchanges in India

Our Infrastructure

Manufacturing Plants



- **Corporate office**
- **Manufacturing Facilities**
 - 5 Formulations facilities
 - 4 API facilities
- **R & D Centre**
- **Depot & Branches**
 - 35 Depots & Branches
- **Domestic Marketing Network**
 - 8 Divisions
 - PAN India presence



MANUFACTURING INFRASTRUCTURE (FDFs)



SITE	YEAR OF COMMISSIONING	DOSAGE FORMS	APPROVAL STATUS
GOA I	1997	TABLETS CREAM & OINTMENTS LIQUID ORALS	UK-MHRA, DARMSTADT- GERMANY, ANVISA- BRAZIL, MCC-SA, TGA-AUSTRALIA, US FDA
GOA II	2002	STERILE EYE DROPS	USFDA, MCC-SA, EMA(CZ), ANVISA
		Injectable Terminal sterilization	MHRA, MCC-SA, US FDA
GOA III	2011	TABLETS	TGA-AUSTRALIA, BAVARIA-GERMANY, USFDA, SUKL
WALUJ	1987	TABLETS	Regulatory Authorities from Emerging Markets
BADDI	2004	TABLETS & LIQUID ORALS CREAMS & OINTMENTS TOOTHPASTES	UK-MHRA, JAZMP- SLOVENIA, TGA- AUSTRALIA

Research & Development



- Spread over an area of 125,000 square feet and employs over 200 scientists and technical personnel
- 34 Process Patents filed
- 25 ANDAs and 25 EU CTD ready
- R&D activities include:
 - Chemical synthesis of APIs and Intermediates with non-infringing processes
 - Formulation Development including NDDS and new technology platforms
 - Analytical Research
 - Regulatory services

Indian Business

- Branded Generics
- APIs

International Business

- Regulated Markets
 - Alliances
 - Customer Network
- Emerging Markets
 - Distributor Model

Business Model

- 18 Therapeutic Segments
- 160 Brands
- 8 Marketing Divisions

- Covers 80 countries
- Licensing out
- CRAMS
- Branded Generics

Vertically Integrated

International Business FDF

Regulated Markets

Revenue of \$ 40Mn
in FY 15

- * Dossier out-licensing
- * Contract Research
- * Contract MFG.

Tie-ups with international players
Watson, Aspen,
Perrigo, Teva,
Sandoz, Mylan etc

Emerging Markets

Revenue of \$ 7Mn in
FY 15

Promotion of
Branded Generics
through distributors
APIs &
Intermediates

Kenya, Uganda,
Sri Lanka, Myanmar
and Tanzania
continue to be the
top five contributors.

Growth Drivers (International Business)

- Strong relationship with Watson Pharmaceuticals Inc., USA
- Multi-product, Multi-territory alliance with Aspen Pharmacare, SA and extended to Sigma, Australia (Aspen's acquisition)
- Tie ups with Perrigo, Sandoz, Teva, Mylan for CMO & out licensing in Europe
- NDDS and new technology platforms
- New manufacturing facility at Goa to cater to the growing demand for supplies
- Registration of own Dossiers and Out-licensing of MA's in Regulated Markets



Constantly Evolving...

Consistently Excelling