



Life . Science . Hope

Corporate Presentation

# The Origin

- Year of Establishment : February 2009
- Founder : Vikas Khugher  
Entrepreneur Pharmacist

Nishchay Group of Companies:

- Nishchay Lifesciences Inc.
- Nishchay Pharmaceuticals Pvt. Ltd.
- Vaman Biologicals

Vikas Khugher, a Pharmacy Graduate, with 18 years of experience in pharmaceutical industry, with over 12 years vast experience in sales and marketing, 6 years in International regulatory affairs and manufacturing of Anti neoplastics, beta and non beta lactum products



# Who We Are

We are a global pharmaceutical company providing affordable and innovative medicines for healthier lives

## Contract Manufacturing

A leading contract manufacturing Company.

In – Licensing & Out – Licensing

Product Development and customization

## Global Generics

Access to affordable medicines

Finished Dosages

Key Markets: Asia, Africa & CIS

Building a sustainable business

## Proprietary Products

Fulfilling unmet medical needs

Building profitable and Sustainable proprietary products

Strong Pipeline of differentiated products



Global



Presence

Comercial Presence in

10

Countries



India



Philippines



Vietnam



Singapore



Srilanka



Fiji



Ivory Coast



Ghana



Cameroon



Armenia



## Purpose

Provide affordable and innovative medicines for healthier lives

## Customer value proposition

Bring expensive medicines within reach

Help patients manage disease better

Equip partners to succeed

Ensure products are always on shelf

## Strategic Choices

Offer our clients with products which they value most and help our partners to succeed through our flexible supply chain services



## Our Business: Global Generics

### Key Strengths:

- Excellent control over supply chain
- Encompass all critical capabilities – Process development, Submission of dossiers & manufacturing expertise
- Cost effective/high speed development
- Our expertise in packaging



## Our Business: Global Generics

### Oncology – Niche Therapeutic Area

- Leading Contract Manufacturing Company in India
- Global Commercialization presence in Philippines, Vietnam, Srilanka, Armenia
- Strong Oncology manufacturing Infrastructure to address the need of Oncology market
- Robust portfolio of Cytotoxic & Anti-Hormonal
- Track record of business development & strategic partnerships

### Hormones & Cephalosporins – Generics

- A leading contract manufacturing company.
- Commercial Presentation in Vietnam, Philippines, Ghana, Srilanka, Fiji, Armenia, IvoryCoast, Cameroon, India & Singapore.
- Strong manufacturing infrastructure to meet market needs.
- Robust product portfolio of Hormones and Cephalosporin tablets & capsules.



## Our Business: Global Generics

Track Record	:	Consistent growth and sustainable delivery of profits from last 12 quarters.
Market Presence	:	Products in over 20 Countries
Significant Presence	:	India, Philippines, Cameroon
Focus on new product launches	:	5 – 10 new launches every year
Geography expansion	:	Latin America, MENA





## Our Business: Proprietary Products (Speciality Pharmaceuticals)

- Partnerships to accelerate development of new and improved therapies.
- Filgrastim, Liposomal Interferons with 9 products in pipe line
- Build a world class biologics facility and value chain



# Infrastructure Bandwith



Finished Dosage Units  
(Oncology)

- One state of the art manufacturing facilities.
- Approved by WHO GMP, FDA Ukraine, PPB Kenya, FDA Nepal, FDA Ghana, MCC South Africa
- Built up area of 50,000 sq.feet.
- Lyophilized, liquid Injectables & Tablets

Biologics Facility

- One facility in India
- Under development
- Built up area of 10,000 sq.ft.

Finished Dosage facility  
(Hormones & Cephalosporins)

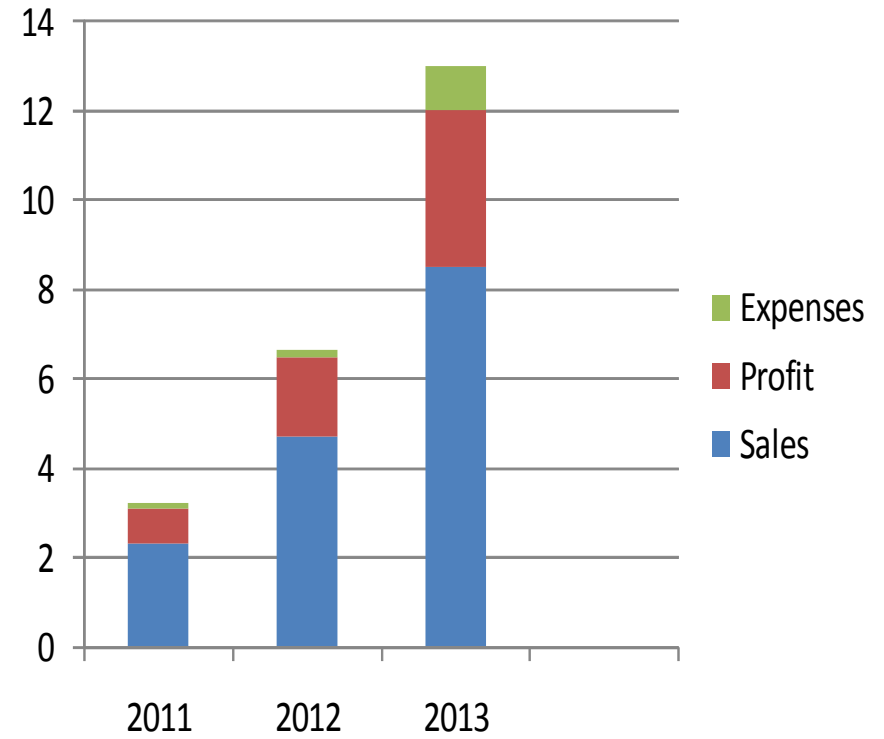
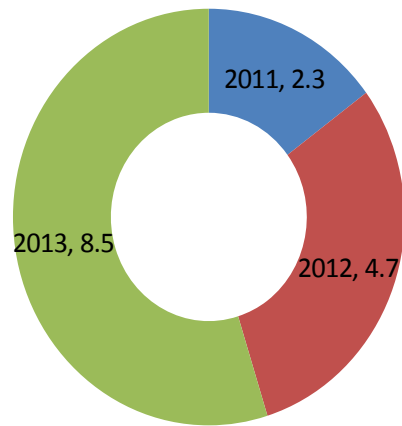
- One facility in India
- Approved by WHO GMP, FDA Armenia, PPB Kenya, FDA Ghana, FDA Yemen
- Total built up area of 24000 sq.feet
- Production capacity of 1M Tablets per shift.

# Corporate Governance

- Committed to progressive governance
- Adopted international governance & processes
- Highest standards of disclosures & transparency
- Code of Business Ethics



# Financial Snapshot



\* All values is US Dollar  
\* figures in million



## Our Team

..... play smart

.....are experienced

.....play well together

.....care about their local  
communities

....are passionate about making a difference

....willing to walk extra mile to succeed

....it's cool to be a part of winning team

....are on a exciting journey to create  
a next generation generic pharmaceutical  
compay



# Integrated Product Development – a strong platform

## State of the art IPD Facility

### Creating a Profile of Global Generics Product Development

- › Regulatory Team : over 5
- › IP Team : over 5



- › Integrate the product development activity of Finished Dosages
- › Increase speed, flexibility and reliability
- › Effective combination of chemistry and formulation skills with legal, regulatory and IP expertise



## Our Journey

From a trader we have grown into a mid-sized global pharmaceutical firm

2009 - 2011

Establishing a  
viable business

2011 - 2012

Moving from an  
entrepreneurial  
to a professional  
organization

2013 - 2014

Creating world-  
class capabilities

## We are aiming high

Become one of the leading global generics companies providing tough-to-make and truly differentiated products that meet patients' unmet needs

Bring affordable biosimilars to patients in developing markets by:

- Enhancing regulatory skills
- Establishing the organization and skills for a fully powered biosimilars entity



