AUROBINDO

September 13, 2021

| | |
|---|---|
| To<br>Listing Department,<br>**NATIONAL STOCK EXCHANGE OF INDIA LIMITED**<br>Exchange Plaza,<br>Bandra Kurla Complex, Bandra (E),<br>**MUMBAI -400 051**<br><br>**Company Code No. AUROPHARMA** | To<br>The Corporate Relations Department<br>**BSE LIMITED**<br>Phiroz Jeejeebhoy Towers,<br>25th floor, Dalal Street,<br>**MUMBAI -400 001**<br><br>**Company Code No. 524804** |

Dear Sirs,

**Sub: Participation in Investors' Conference**

We would like to inform you that the representatives of the Company will be participating in 28th Annual CITIC CLSA Flagship Investors' Forum 2021', virtual investor conference, organised by CLSA on 14th September, 2021.

The attached presentation will be used in the aforesaid conference. The presentation is also being uploaded on the website of the Company.

https://www.aurobindo.com/investors/results-reports-presentations/investor-presentations/

Please take the information on record.

Thanking you,

Yours faithfully,
**For AUROBINDO PHARMA LIMITED**

B. Re

**B Adi Reddy**
**Company Secretary**

AUROBINDO PHARMA LTD. HYDERABAD INDIA

AUROBINDO
Committed to healthier life!

# Aurobindo Pharma Limited

## Investor Presentation

September 2021

# Disclaimer

This presentation is provided for informational purposes only and does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for any interest in or securities of Aurobindo Pharma Limited, nor shall it, or any part hereof, form the basis of, or be relied on in connection with, any contract therefore.

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, such statements reflect various assumptions concerning future developments and 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, regulatory and 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.

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# Company Overview

# Company overview

**#1**

Largest generics Company in the US (by Rx dispensed)**

**2nd**

Largest (by revenues) listed Indian pharmaceutical company

**#46**

Ranked amongst global pharma companies (up from #50 last year)^

**>40 Bn**

Diverse dosage form manufactured in FY21

**10**

Amongst top 10 generic companies in 7 out of 11 countries in Europe@

**$3.3 Bn**

Global revenues - FY21

**27**

Manufacturing & packaging facilities globally

**>24,000**

Global Employee strength

Source: ^Pharmexec.com; *As per FY21 revenue; **IQVIA MAT June 2021 data; @IQVIA MAT Q4 2020

# Journey so far…

## 1992-2002

**1992**
- Commenced API Exports

**1994**
- Initial Public Offering
- Started formulations production

## 2006 - 2010

**2007**
- Acquired formulations facility in US (AuroLife) and in Netherlands (Pharmacin)

**2010**
- Commenced operations of SEZ Unit VII and AuroLife, US facilities

**2012**
- First approval of controlled substance formulations in US
- Set up AuroPeptide to foray into peptides

## 2011-2014

**2013**
- Commenced marketing specialty injectables in US through AuroMedics
- Building capabilities in Penems, Oncology & Bio-catalysis

**2014**
- Acquired commercial operations from Actavis in Europe
- Acquired US dietary supplements company, Natrol

## 2016 - 2017

**2016**
- Entered Biosimilars and Vaccines segment
- Filed first peptide DMF

**2017**
- Acquired Generis in Portugal
- Commissioned fully automated distribution centre in the US, meeting all track-and trace requirements and enhancing supply chain excellence

## 2018-2019

**2019**
- Acquired Apotex's businesses in 5 European countries
- Acquired portfolio of 7 marketed branded oncology injectables from Spectrum Pharma Inc.
- Started clinical trials for first biosimilar
- Started setting up an oral solid manufacturing facility at Taizhou for China

## 2020 - 2021

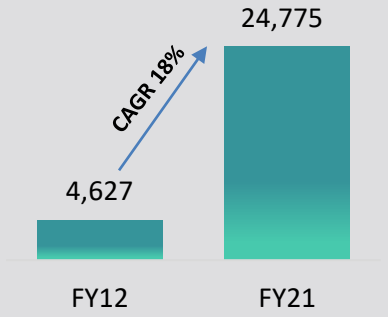
**2020**
- Filed first metered dose inhaler (MDI) in USA
- Acquired vaccine related R&D assets from Profectus Biosciences
- Received approval for first Nasal product
- Divested Natrol, Dietary supplements business
- Turned into a net cash company

**2021**
- Received first approval in China from our India facility
- Started Phase III clinical trials for PCV
- Acquired 9 OTC brands

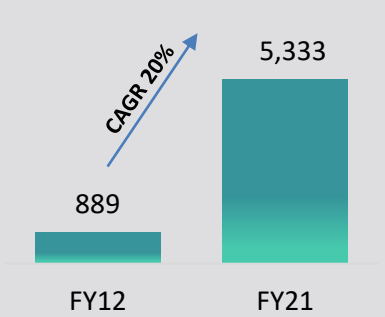
***As per calendar year***

# Strengthened capabilities as a leading global generic player

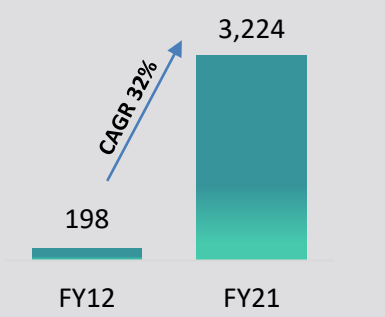
## Revenue (Rs Crore)



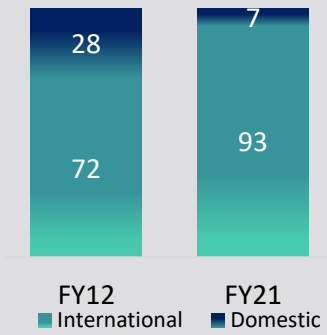

## EBITDA (Rs Crore)



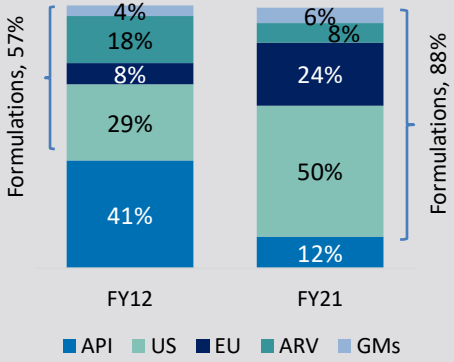

## Net Profit (Rs Crore)*



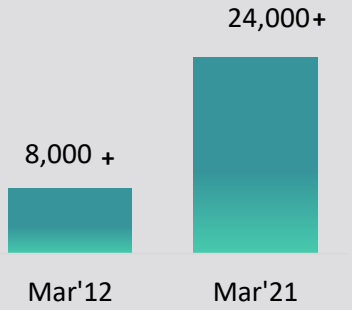

## Geographical Revenue Mix



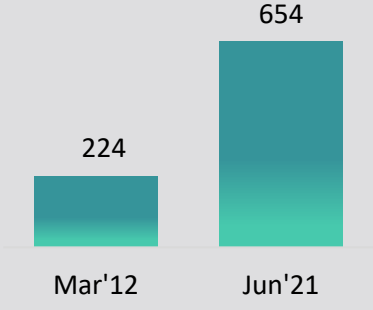

## Business Mix



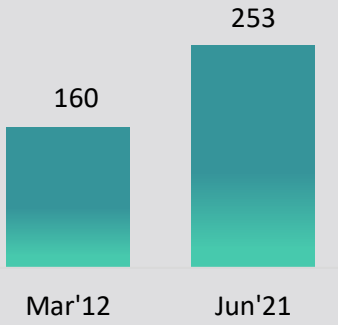

## Employee Base




## Total ANDA Filings




## US DMFs – Filing Status




GMs: Growth Markets; * Net profit is adjusted for exceptional items (net of tax)

# Core strengths

**Scale & Diversity**

- Amongst Top 3 players (mkt share) in >60% of commercial portfolio in US(1) in terms of Rx (prescriptions)
- Manufacturing over 40 bn dosage forms including oral solids, liquids, injectables (and other sterile products)
- 8 R&D centres, including dedicated centres complex products like for inhalation, transdermal, vaccines, etc
- Through M&As, added more specialized products, new technologies and scale in our core markets

**Strengths**

- Strong Balance Sheet with net cash position – agile to capitalise on opportunities inorganically
- High level of vertical integration; around 70% of API requirement is manufactured in-house
- Low product concentration in US; Top 25 products account for less than 35% of US business
- Commercial front end presence in key markets, inc US, EU, Canada, etc. Overall reach in 155+ markets
- Track record of successfully integrating complex acquisitions

(1) Source: IQVIA QTR Jun 2021; (2) As on 30th June 2021; (3) Tentative approvals include 8 ANDAs approved under PEPFAR

# Successfully integrated and synergized acquisitions

**Actavis**

€30 mn

>> Access to 7 countries in Western Europe with an established hospitals sales network

>> Opportunity to leverage global pipeline and expand scale to achieve operating leverage

**APOTEX**

€74 mn

>> Entry into higher margin Eastern EU markets (Poland & Czech Republic)

>> Significant OTC presence

>> Levers to rationalize costs and improve margins

**SPECTRUM**

$160 mn upfront + milestones

>> 7 marketed branded oncology injectables, intellectual property and commercial infrastructure

>> Foray in branded oncology market

>> Aurobindo's front-end entity - Acrotech Biopharma Ltd

**NATROL**

$134 mn

>> Foray into dietary supplements with one of the largest suppliers to major retailors in the US

>> ***Divested in Oct'2020 for $550 mn*** **(>4x MoM)**

**Generis**

€135 mn

>> Consolidates Company's position in Europe making it the largest generic player in Portugal

>> Large manufacturing facility in Amadora, Portugal with an annual capacity of 1.2bn units

**PROFECTUS BIOSCIENCES**

$12 mn

>> Clinical stage vaccine development Company

>> Provides access to proprietary & innovative technology platforms for Prophylactic & Therapeutic use

$104 mn

>> Acquired 6 complementary ANDAs and 9 currently marketed OTC brands to widen OTC presence

# Business Highlights

# Revenue break-up – FY21

## Growth Markets – 6%*

***>> 14% CAGR*** over FY17-21

>> Focus on select growth markets

>> Strong presence in Canada with a robust portfolio of 150+ registered products

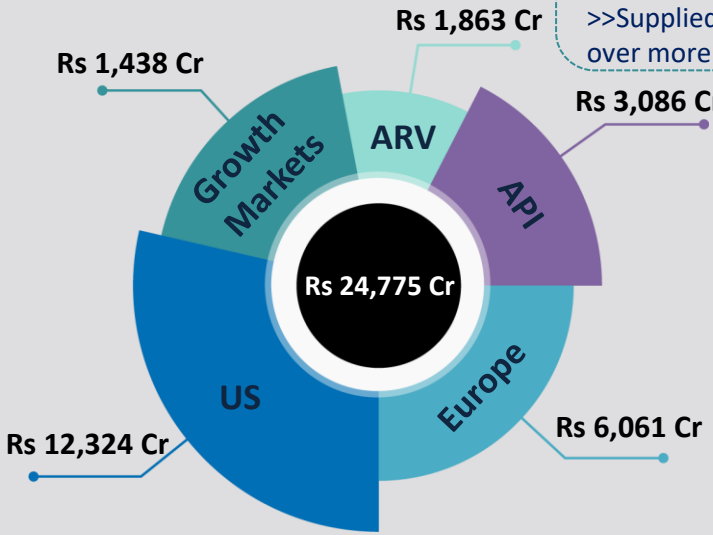
>> Received our first product approval for China market, from our Indian facility

## US – 50%*

***>> 13% CAGR*** over FY17-21

>> Among top 3 with over 60% of commercial portfolio in the US* in terms of prescriptions

>> Rx market share stood at 6.8% as per IQVIA data (achieved #1 in Jan- Mar 2021 quarter, on Rx dispensed).




## ARV – 8%*

***>> 9% CAGR*** over FY17-21

>> Filed over 1,100 ARV dossiers for registrations across the globe

>>Supplied life-saving ARVs to ~3 mn HIV patients over more than 125 countries

## API – 12%*

**>>** Strategic business enabler for cost effective formulations

>> One of the largest manufacturers in the country

## Europe – 24%*

***>> 13% CAGR*** over FY17-21

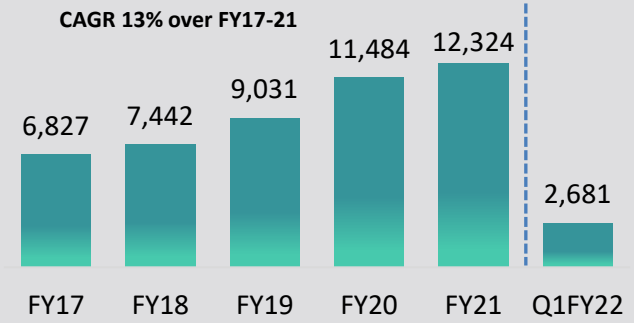
>> France, UK, Portugal and Germany are our top four markets in Europe

>> Pipeline of 250+ products under development

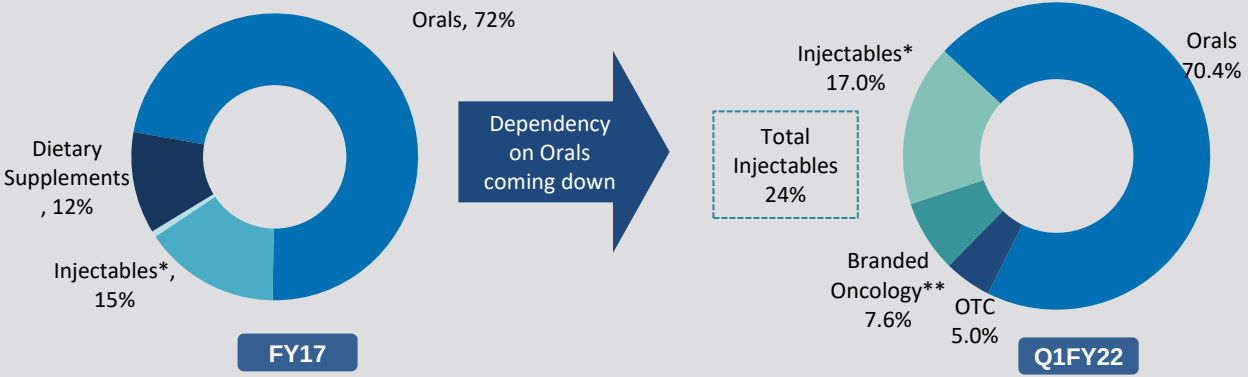
**of total revenues*

# US business overview

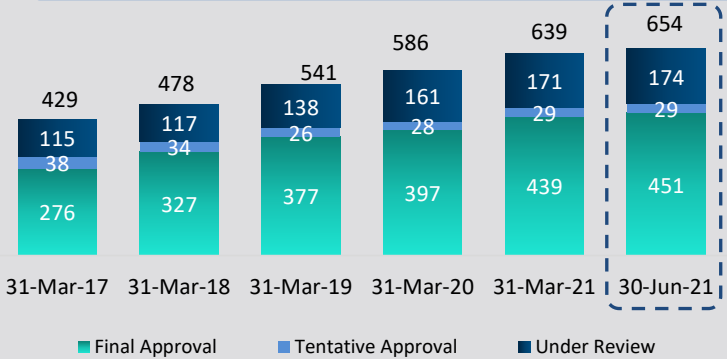
## Revenue (Rs Crore)



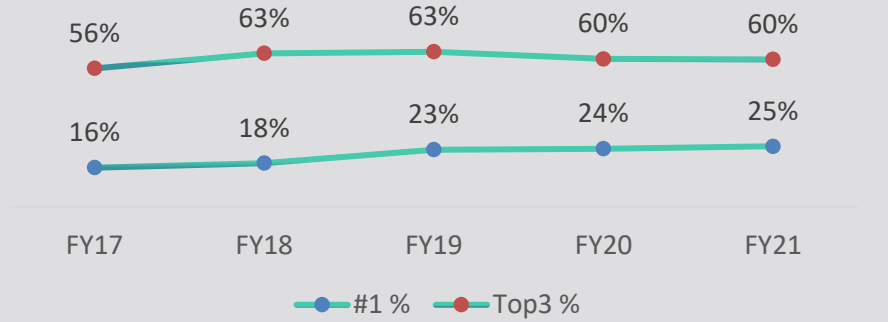

## Diversifying product mix with rising focus on Injectables, non-orals




## 200+ ANDAs await Final Approval




## #1 & Top 3 Ranking (% out of total marketed products)^




Tentative Approvals as on 30th June 2021 include 8 ANDAs approved under PEPFAR; *Auro Medics; **Oncology injectables acquired from Spectrum Pharmaceuticals; Awaiting final approval includes tentative approval; ^as per IQVIA data

# US business segment-wise highlights

## Orals

- ***70.4% of US business in Q1FY22***
- Filed 6 ANDAs in Q1FY22
- Awaiting approval for 109 ANDAs*
- Future pipeline includes
  - ➢ *Controlled substances with ADF*
  - ➢ *Oncology*
  - ➢ *505b2 products for select patient segments*

## Injectables

- ***17% of US business in Q1FY22***
- Filed 2 ANDAs in Q1FY22
- Awaiting approval for 49 ANDAs*
- Future pipeline includes
  - ➢ *Complex injectables including depot injections*
  - ➢ *Oncology*
  - ➢ *Hormones*

## Branded Injectables

- ***7.6% of US business in Q1FY22***
- Acquired portfolio of seven marketed oncology injectable products from Spectrum
- Launched in-licensed product Hemady last financial year

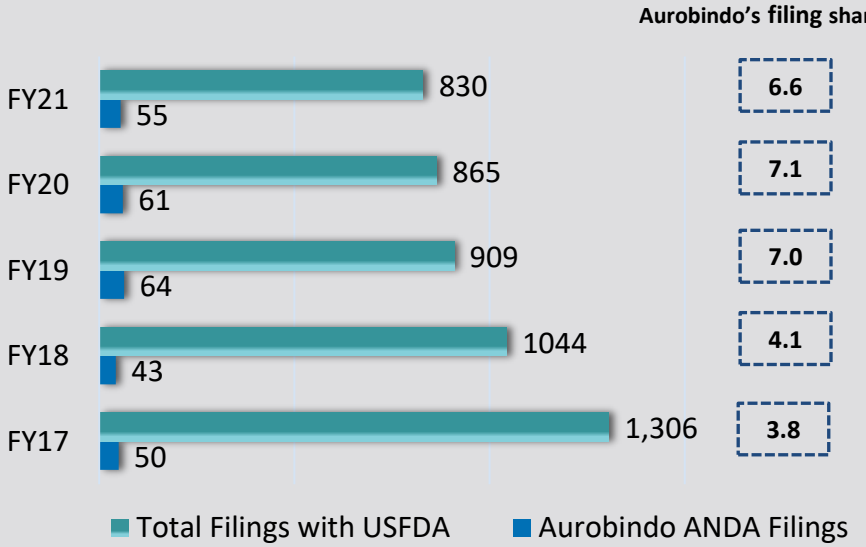
## OTC

- ***5% of US business in Q1FY22***
- Awaiting approval for 12 ANDAs*
- Future pipeline includes
  - ➢ *Rx to OTC switch opportunities*
  - ➢ *Branded OTC*

**As on 30th June 2021 & excludes tentative approvals and tentative approvals under PEPFAR*

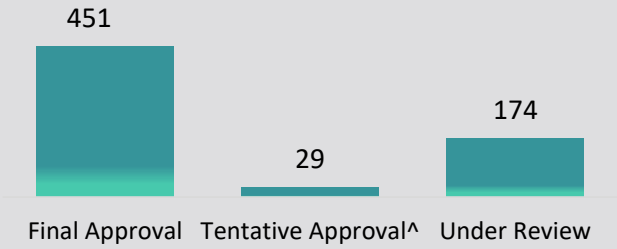
# Commitment to deepen ANDA pipeline to fuel sustainable growth

## Rising share of filings with US FDA

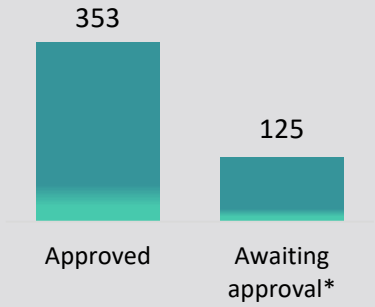



**Remain among the highest filers of ANDAs globally**

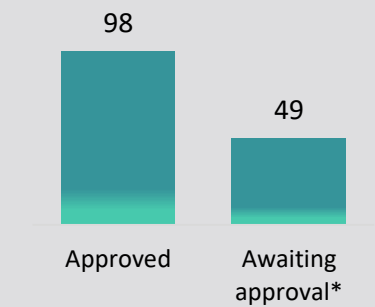
## ANDA Filings




## Non-Injectables




## Injectables




^Tentative Approvals as on 30th June 2021 include 8 ANDAs approved under PEPFAR; **As on 30th June 2021 & excludes tentative approvals and tentative approvals under PEPFAR*

# US: Expanding portfolio mix towards differentiated products

## Unit wise ANDA Filings

| Site | Details | Final Approval | Tentative Approval* | Under Review | Total |
|---|---|---|---|---|---|
| Unit III | Oral Formulations | 113 | 9 | 5 | 127 |
| Unit IV | Injectables & Ophthalmics | 89 | -- | 38 | 127 |
| Unit VIB | Cephalosphorins Oral | 11 | | 1 | 12 |
| Unit VII (SEZ) | Oral Formulations | 135 | 13 | 21 | 169 |
| Unit X | Oral Formulations | 24 | 3 | 57 | 84 |
| Unit XII | Penicillin Oral & Injectables | 20 | | | 20 |
| Aurolife & Aurolife - II | Orals & topicals | 26 | 1 | 11 | 38 |
| AuroNext | Penem Injectables | 2 | | | 2 |
| Eugia | Oral & Injectable Formulations | 16 | 3 | 22 | 41 |
| APL Healthcare | Oral Formulations | 8 | | 16 | 24 |
| Auro Medics | Injectables | 4 | | 1 | 5 |
| Others | | 3 | | 2 | 5 |
| **Total** | | **451** | **29** | **174** | **654** |

**As per IQVIA June 2021, Addressable Market of US$ 113.3 Bn including ~US$ 98.3 Bn for Under Review and TAs**

| Therapy | ANDAs | Addressable Market Size (US$ Bn) |
|---|---|---|
| CNS | 115 | 24.2 |
| ARV** | 39 | 4.8 |
| CVS | 95 | 27.7 |
| SSP & Cephs | 31 | 0.8 |
| Anti-Diabetic | 21 | 17.1 |
| Oncology & Hormones | 45 | 12.9 |
| Gastroenterological | 35 | 3.4 |
| Controlled Substances | 15 | 1.2 |
| Respiratory (incl. Nasal) | 18 | 0.8 |
| Ophthalmic | 15 | 0.6 |
| Dermatology | 4 | 1.0 |
| Penem injectables | 2 | 0.4 |
| Others | 219 | 18.4 |
| **Total** | **654** | **113.3** |

*Tentative Approvals (TAs) include 8 ANDAs approved under PEPFAR; ** Does not include the addressable market of the products approved under PEPFAR; Awaiting final approval includes Tentative Approvals

# Europe business overview

## Strong foothold in Europe

>> Operations in 11 countries with full fledged Pharmacy, Hospital and Tender sales infrastructure with commercialized 550+ INNs

>> Ranks amongst the Top 10 Generic companies in 7 countries including four of Top-5 EU countries@

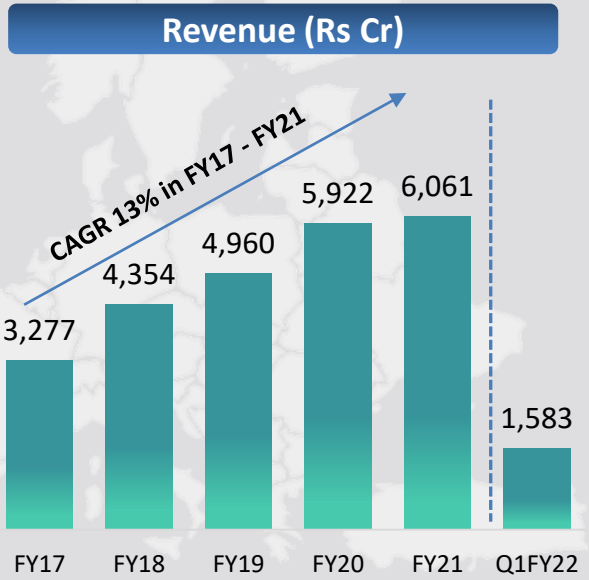
>> More than 50% of the products are now supplied from India, with increased sourcing from cost-effective sources over time

***Apotex's businesses acquisition turnaround - improves profitability***

- Acquired Apotex Inc's operations in 5 European countries in Feb 2019
  - Established Aurobindo as one of the leading generics companies in Europe
  - Gains well-established commercial network in 5 countries including those in Eastern European countries i.e. Poland and Czech Republic
- Profitability improved post integration with existing businesses, expanded product portfolio and shift of sourcing to cost effective manufacturing locations (India)

***Key growth drivers***

- Portfolio Expansion through launches of targeted Day 1 products, Niche low volume Injectables and Orals. Pipeline of over 250 products under development
- Opportunity of > $ 13 Bn in the medium term (2021-2023)#
- Future growth potential in countries like Italy, Spain, UK, Portugal & France as the penetration of generics improve



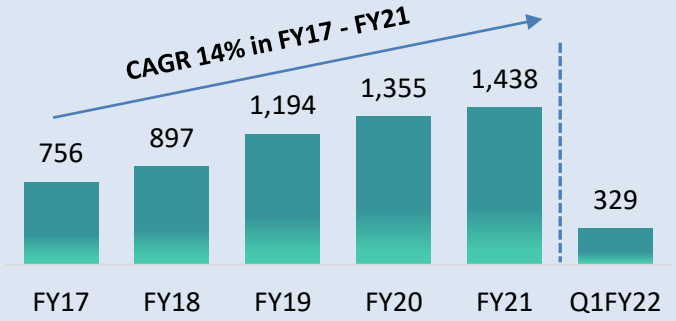

#As per internal estimates – Excluding biologics; @ Source: IQVIA MAT Q4 2020

# Growth Markets and ARV business overview

## Growth Markets Business

- Key current markets includes Canada, Brazil and South Africa. China to contribute from FY22
- Targeted to build branded generics presence in select markets
- In the process of strengthening operations and portfolio in specific identified countries
- Future product launches in Oncology and Specialty injectables

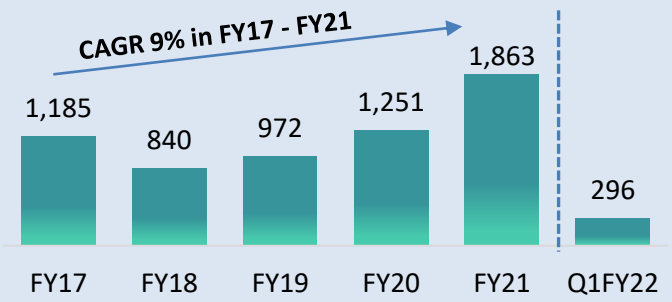
**Revenue (Rs Cr)**




## ARV Business

- Focus on global tenders floated by Multi-Lateral Organizations like Global Fund, USAID/PEPFAR and Country specific MOH tenders
- Supplies life-saving ARV's to ~3 Mn HIV patients spread over more than 125 countries
- Comprehensive portfolio of 32 products in 1L Adults, 2L Adults and pediatric formulations
- Filed over 1,100 ARV dossiers for registrations across the globe
- Shift to Tenofovir, Lamivudine and Dolutegravir (TLD) boosted FY21 growth

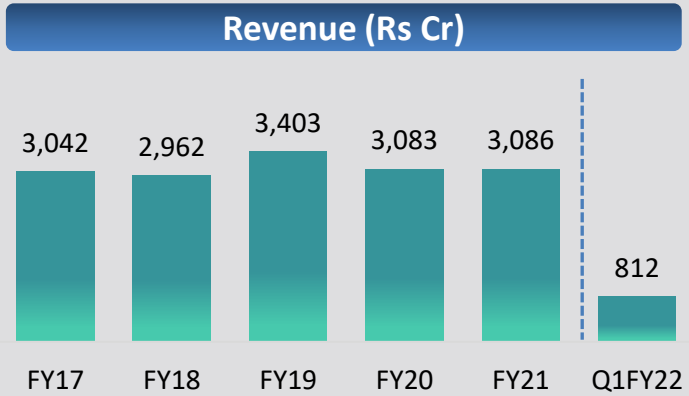
**Revenue (Rs Cr)**



# API business overview

- API capacity is strategic in-terms of backward integration and supply reliability
- Installed API capacity of more than 18,000 MT's
- Customers include innovator and large generic companies
- API business continue to focus on complex products with varying volumes

- Focus on continuous improvement of manufacturing processes to meet market needs
- Continue to have sustained growth in more advanced regulated markets (EU, Japan & USA)
- API facilities have been inspected by various regulatory authorities including USFDA, UK MHRA, EDQM, Health Canada, ANVISA etc.



# Key growth drivers

## 1 Contribution from complex and specialty pipeline

>> Majority of the R&D investments are directed towards complex and specialty products

>> Revenues from specialty products such as Biosimilars, Vaccines, Inhalers etc.

## 2 Scale-up Injectable business

>> Aim to reach $650-$700 mn of global injectable revenues by FY25

>> Dedicated injectable facility in Vizag for EU/RoW to drive growth

>> Approval and launch of complex injectables with limited competition to drive growth

## 3 Strengthen Base business

>> Cost control, along with higher scale of operations to drive operating leverage

>> Increasing market penetration in Europe and Growth Markets through a wide product portfolio leveraging global R&D strength

## = Sustainable Topline & Bottomline Growth

# Specialty Pipeline

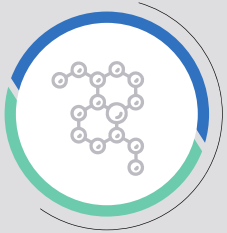
# Focus on building a diverse and robust specialty products portfolio

## Biosimilars

US$ 50 Bn*

>> Portfolio of 15 products, inc both mammalian & microbial based products

>> ***Aim to file 2 products in FY22*** for Europe. Subsequently commence filing for US market from FY23



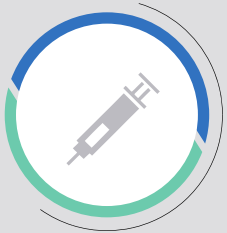
## Oncology & Hormones

US$ 37 Bn*

>> Working on 79 products

>> Filed 8 ANDAs, out of which 7 were injectables

>> ***Aim to file 10 ANDAs and launch 10 products in FY22***



## Vaccines

US$ 6.2 Bn*^

>> Started phase III clinical trials for PCV, expected to compete by 1HFY23

>> ***Aim to commercialize by 2HFY23***

## Inhalers

US$ 10 Bn*

>> Working on six MDIs and two DPIs

>> Filed first MDI in FY21

>> ***Aim to file second product in FY22***

>> State-of-the-art manufacturing facility with a high-speed filling machine in the US to be commissioned in CY 2021

^Market size of PCV vaccine

Addressable market size

# Focus on building a diverse and robust specialty products portfolio

## Depot Injections

US$ 3.3 Bn*

>> Working on three depot injections

>> Exhibit batches for 2 products will start in the near-term

>> ***Aim to file first product by early FY23***

## Transdermal Patches

US$ 3 Bn*

>> Working on 9 transdermal patches

>> Endpoint studies would commence for the first set of products in FY22

>> ***Aim to file the first ANDA in FY22***

## Topicals

US$ 4 Bn*

>> Total of 33 ANDAs in the pipeline

>> Filed two ANDAs and 25 products are under development

>> ***First clinical trial would start in FY22***

## Nasal Sprays

US$ 1.2 Bn*

>> Commercialized 2 ANDAs in FY21

>> Filed one ANDA in FY21, remaining six are under development

>> ***Aim to file one ANDA in FY22***

Addressable market size

# Enhanced research & development capabilities

## 1,700 Expert scientists & analysts globally + 8 R&D Centres

**5 R&D centres in Hyderabad, >1,600 scientists & analysts**

>> Focused on difficult to develop APIs, peptides, etc.

>> Dosage Form R&D for developing niche oral, sterile and specialty injectable products

>> Biologics: Developing diverse pipeline of biosimilars in Oncology and Immunology. CHO-GS based cell lines with productivity greater than 4.0 g/L

>> Developing PCV and other vaccines

**1 R&D centre in Dayton, New Jersey, 25 scientists & analysts**

>> Developing depot injectable and tamper/abuse-resistant technology products

>> Concentrating on development of various niche oral formulation and controlled substances

>> Portfolio of more than 30 products

**1 R&D centre in Raleigh, North Carolina, 40 scientist and analysts**

>> Developing various respiratory and nasal products, including inhalers

>> Derma Delivery portfolio including transdermal and topical products

>> Portfolio of more than 40 products

**1 R&D centre in Pearl River, New York – 40 scientist and analysts**

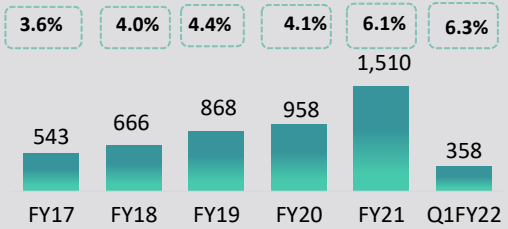
>> Developing a wide range of viral vaccines

>> Identified 4 products for development including one for treating Covid-19

***>> All R&D centres have world-class talent and are equipped with state-of-the-art infrastructure***

***>> Supported by well qualified and trained Regulatory and Intellectual Property teams***

**R&D Spend – Rs Cr (as % of revenue)**



# Financial Overview

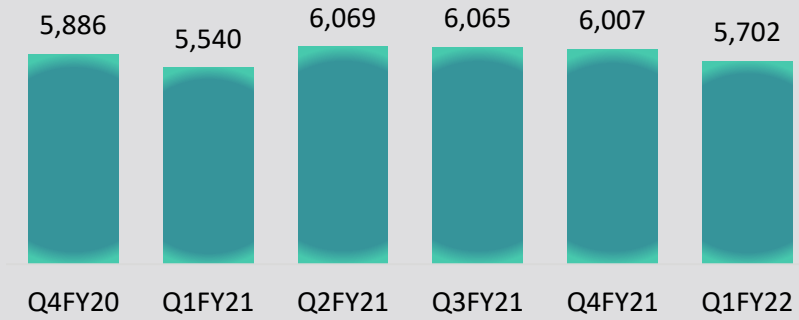
# Financial performance over the years

| Rs. Cr | FY17 | FY18 | FY19 | FY20 | FY21 | Q1FY22 |
|---|---|---|---|---|---|---|
| **Revenue** | **15,090** | **16,500** | **19,564** | **23,099** | **24,775** | **5,702** |
| Gross Profit | 8,656 | 9,747 | 10,851 | 13,363 | 14,872 | 3,336 |
| ***Gross Profit Margin*** | ***57.4%*** | ***59.1%*** | ***55.5%*** | ***57.9%*** | ***60.0%*** | ***58.5%*** |
| EBITDA | 3,434 | 3,789 | 3,952 | 4,864 | 5,333 | 1,209 |
| ***EBITDA Margin*** | ***22.8%*** | ***23.0%*** | ***20.2%*** | ***21.1%*** | ***21.5%*** | ***21.2%*** |
| **Net Profit** | **2,302** | **2,423** | **2,365** | **2,831** | **3,224*** | **770** |
| ***Net Profit Margin*** | ***15.3%*** | ***14.7%*** | ***12.1%*** | ***12.3%*** | ***13.0%*** | ***13.5%*** |
| EPS (Rs.) | 39.33 | 41.36 | 40.36 | 48.32 | 55.03** | 13.14 |
| Total Equity | 9,374 | 11,682 | 13,892 | 16,818 | 21,929 | 22,873 |
| Net Debt | 2,851 | 3,508 | 5,010 | 2,718 | -826 | -12 |
| RoCE (%)* | 24.9% | 22.7% | 17.9% | 18.2% | 18.9% | 17.9% |
| Net Debt / Equity (x) | 0.30 | 0.30 | 0.36 | 0.16 | -0.04 | -0.001 |
| Net Debt / EBITDA (x) | 0.83 | 0.93 | 1.27 | 0.56 | -0.15 | -0.01 |

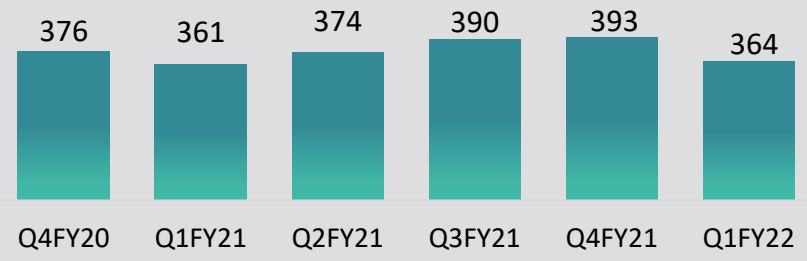
*Net profit excludes exceptional items (net of tax); ** EPS is calculated on adjusted net profit

# Consistent quarterly performance (Ex Natrol)

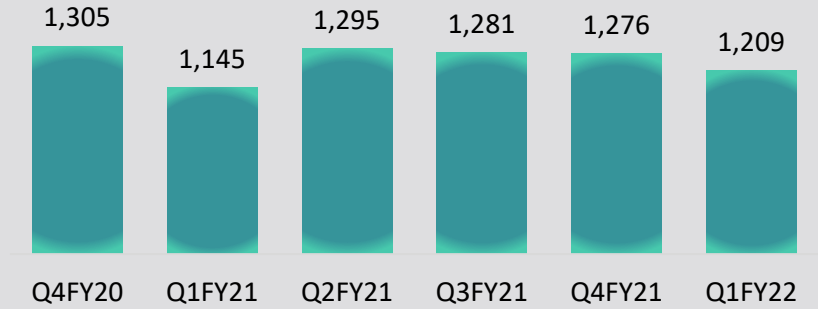
## Revenue (INR Cr)




## US Revenue ($ Mn)




## EBITDA (INR Cr)

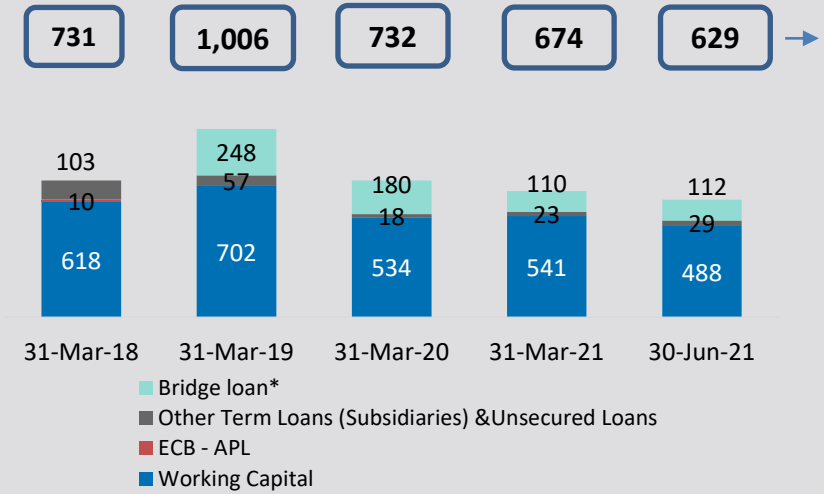



## Net Debt to Equity*

*At the end of the quarter

# Debt profile

**Fx Loan US$ Mn**




| Debt as on (INR Cr) | Mar-18 | Mar-19 | Mar-20 | Mar-21 | June-21 |
|---|---|---|---|---|---|
| Closing Rate1 US$ = INR | 65.17 | 69.15 | 75.66 | 73.11 | 74.33 |
| Fx Loan restated in INR | 4,766.9 | 6,959.0 | 5,549.2 | 4.928.8 | 4,675.5 |
| Rupee Loan | 4.1 | 8.1 | 16.9 | 43.6 | 38.4 |
| **Gross Debt** | **4,771.0** | **6,967.1** | **5,566.1** | **4,972.4** | **4,713.9** |
| Cash Balance & Investments | 1,263.6 | 1,959.1 | 2,847.7 | 5,798.3 | 4,725.4 |
| **Net Debt** | **3,507.4** | **5,008.1** | **2,718.4** | **(826.0)** | **(11.5)** |
| **Net Debt (US$ Mn)** | **538.2** | **724.2** | **359.1** | **(113.0)** | **(1.5)** |
| **Finance Cost** | **2.0%** | **3.2%** | **2.1%** | **1.4%** | **1.1%** |

| | Q1 FY22 |
|---|---|
| Cash Flow from Business after working capital & Others | 62 |
| **Free cash before Capex and investments** | **62** |
| Acquisition of ANDAs & OTC Brands | (104) |
| Capex | (64) |
| **Free Cash Flow before dividend** | **(106)** |
| Dividend | 0 |
| **Free Cash flow after dividend** | **(106)** |

| | Value (US$ Mn) |
|---|---|
| Opening Net Cash | 70 |
| Free Cash Flow | (106) |
| Closing Net Cash | (36) |
| Investments | 37 |
| **Net Cash before Investments** | **1** |

*Loans taken for acquisitions and others
Fx Debt and Fx Cash Balance are reinstated

# Annexure

AUROBINDO
Committed to healthier life!
203 Windsor Center Drive

# Global regulatory filing details

| Category | As at Mar 15 | As at Mar 16 | As at Mar 17 | As at Mar 18 | As at Mar 19 | As at Mar 20 | As at Mar 21 | As at Jun 21 | Approvals |
|---|---|---|---|---|---|---|---|---|---|
| Formulations | | | | | | | | | |
| US* | 376 | 398 | 429 | 478 | 541 | 586 | 639 | 654 | 480 (FA: 451, TA:29) |
| Europe** | 1,756 | 2,224 | 2,521 | 2,848 | 3,003 | 3,214 | 3,374 | 3,456 | 2,761 Dossiers (328 products) |
| SA** | 345 | 376 | 401 | 415 | 430 | 436 | 348 | 358 | 238 Registrations (113 products) |
| Canada*** | 83 | 105 | 121 | 137 | 150 | 160 | 185 | 195 | 156 products |
| **Total** | **2,560** | **3,103** | **3,472** | **3,878** | **4,124** | **4,396** | **4,546** | **4,663** | |
| API | | | | | | | | | |
| US*** | 192 | 205 | 220 | 227 | 242 | 254 | 252 | 253 | |
| Europe** | 1,601 | 1,689 | 1,735 | 1,814 | 1,834 | 1,861 | 1,884 | 1,900 | |
| CoS | 114 | 118 | 125 | 131 | 139 | 147 | 157 | 158 | |
| Others** | 681 | 715 | 749 | 803 | 932 | 1,096 | 1,223 | 1,251 | |
| **Total** | **2,588** | **2,727** | **2,829** | **2,975** | **3,147** | **3,358** | **3,516** | **3,562** | |

*Includes filings made from AuroLife Pharma LLC, USA (net of ANDAs withdrawn)

**includes multiple registration; ***excludes withdrawn

@The number of filings in South Africa has come down from 436 as on 31st Mar 2020 to 358 as on 30th June 2021 due to SAHPRA backlog clearance program. As per the program, long awaiting pending dossiers are now resubmitted and some of the dossiers are withdrawn

# Extensive manufacturing base – domestic units

## Formulation

**Unit III**
*Non-antibiotics, Orals*

**Unit IV**
*Injectable, Non-antibiotics, Ophthalmic*

**Unit VIB**
*Cephalosporins/Orals*

**Unit VII**
*Non-antibiotics, ARVs/Orals*

**Unit XII**
*Antibiotics, Injectables & Orals*

**Eugia II**
***(Formerly known as Auronext)***

***Eugia***
*Oncology & Hormones*

**Unit XV**
*Non-antibiotics, Solid & Liquid Orals (EU)*

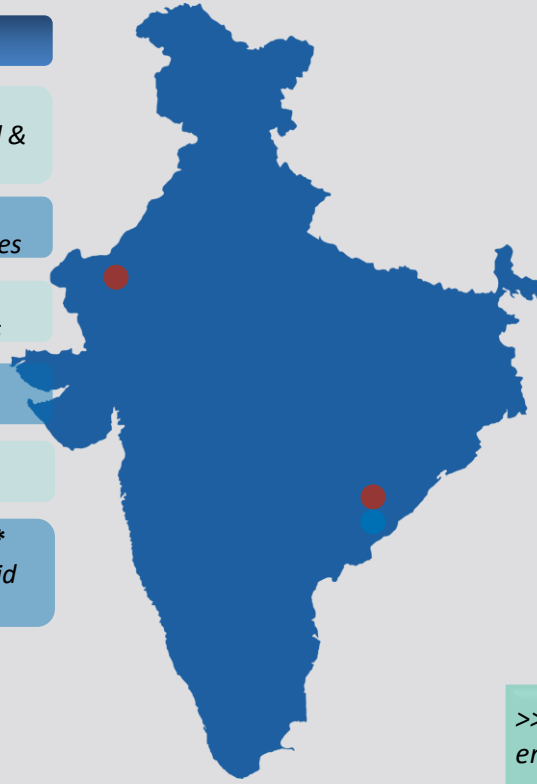
**Unit XVI**
*Antibiotics, Injectables*

**APL Healthcare**
*Pharma OTC, Orals*

**Curateq****
*Biosimilars*

**Unit XVIII**
*Vaccines*

**APL Healthcare IV***
*Non-antibiotics, Solid Orals*



Formulation units
API units

## API

**Unit I**
*General APIs, Cephalosporins, Oncology*

**Unit II**
*Intermediates for non-antibiotics & penems*

**Unit V**
*Antibiotics (Sterile & Non-Sterile)*

**Unit VIA**
*Cephalosporins (Sterile)*

**Unit VIII**
*ARV,CVS,CNS (Non-Sterile)*

**Unit IA**
*Cephalosporins*

**Unit IX**
*Intermediates*

**Unit XI**
*Non-antibiotics*

**Unit XIV**
*CVS, Anti-fungal*

**Penems**
*Non-sterile*

**AuroNext**
*Penems (Sterile)*

**AuroPeptide**
*Peptides*

*>> Strength in process chemistry and benefits of largescale enables us to be a cost-effective supplier of APIs*

*>> Aim to double the external API sales in the next 4-5 years*

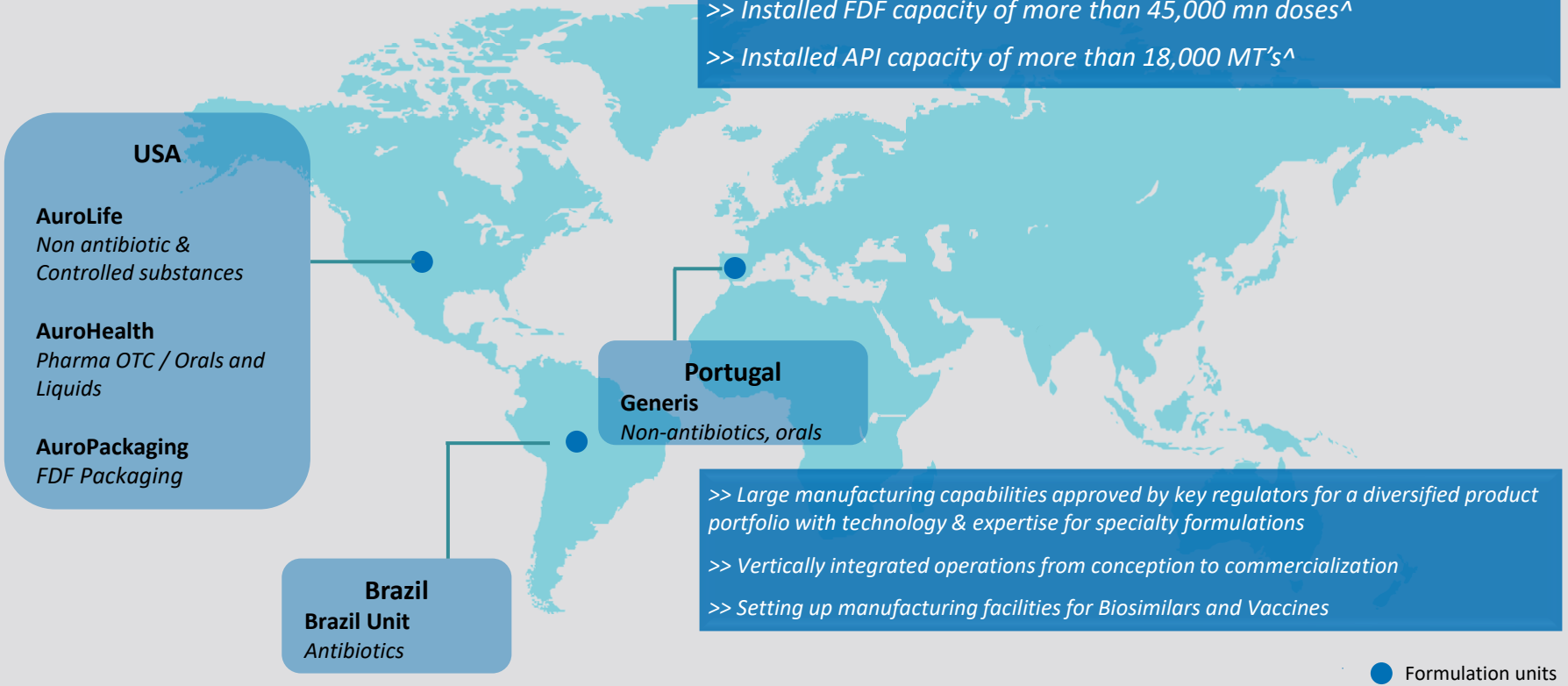
**Formerly known as Unit X; ^Formerly known as Silicon LS

*Formerly known as AuroNext

# Extensive manufacturing base – overseas Units

*>> Installed FDF capacity of more than 45,000 mn doses^*

*>> Installed API capacity of more than 18,000 MT's^*



**USA**

**AuroLife**
*Non antibiotic & Controlled substances*

**AuroHealth**
*Pharma OTC / Orals and Liquids*

**AuroPackaging**
*FDF Packaging*

**Portugal**
**Generis**
*Non-antibiotics, orals*

**Brazil**
**Brazil Unit**
*Antibiotics*

*>> Large manufacturing capabilities approved by key regulators for a diversified product portfolio with technology & expertise for specialty formulations*

*>> Vertically integrated operations from conception to commercialization*

*>> Setting up manufacturing facilities for Biosimilars and Vaccines*

Formulation units
API units

^ excludes current capacity expansion plans

# Environment, Health & Safety

**40,000 MWH**

Power generated from solar power

**52,725 tCO2e**

Reduction in carbon emissions

**60,000+**

Trees planted over a period of 5 years

**Resilient response to Covid-19**

**>> Safeguarding employees**

- Constitution of Apex Medical Council
- Covid-19 Health Care Center
- Medical Awareness Programme

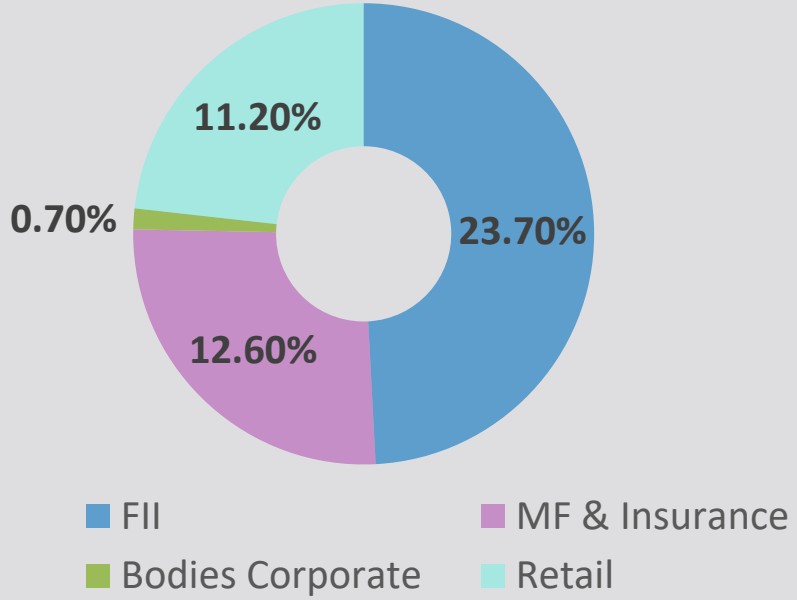
**>> Community care**

- Provided Ambulances to Government organizations
- 50,000 cubic meters of medical grade oxygen

# Shareholding pattern

| Group | As on 31 Mar 18 | As on 31 Mar 19 | As on 31 Mar 20 | As on 31 Mar 21 | As on 30 June 21 |
|---|---|---|---|---|---|
| Promoter Group | 51.9% | 51.9% | 52.0% | 51.9% | 51.8% |
| FII | 18.0% | 21.5% | 22.3% | 24.4% | 23.7% |
| MF & Insurance | 15.6% | 13.7% | 12.6% | 10.9% | 12.6% |
| Other Bodies Corporates | 2.9% | 2.9% | 1.3% | 1.1% | 0.7% |
| Retail Investors | 11.4% | 10.0% | 11.8% | 11.7% | 11.2% |
| **Total** | **100%** | **100%** | **100%** | **100%** | **100%** |
| Equity Shares (in Cr) | 58.6 | 58.6 | 58.6 | 58.6 | 58.6 |
| Face Value (INR) | 1 | 1 | 1 | 1 | 1 |
| Equity Capital (INR Cr) | 58.6 | 58.6 | 58.6 | 58.6 | 58.6 |
| M-Cap at close (INR Bn) | 326.8 | 459.4 | 242.0 | 516 | 568 |
| **Shareholder family (# '000)** | **218.0** | **181.1** | **206.8** | **232.6** | **243.3** |

**Non-Promoter Holding: 48.2% as on 30th June 2021**




APL has not raised any funds post IPO

# Thank You

*For more information, contact*

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