



Cadila Healthcare Limited

Investor Presentation

June 2012



Well integrated pharma player with global footprints

~60 years

**Operational
experience**

\$ 1 bn +

Global Revenues

>6% of sales

Spent on R&D annually

20+ mfg. sites

**Producing >12
bn pills annually**

~23% CAGR

**In Sales and Net
Profits
(FY '07 – FY '12)**

300+ products

**Registered annually
for US, EU, Japan and
emerging mktz.**

14,000+ employees

**Across the globe, with
>1050 for R&D**

~ 25% CAGR

**In Net Worth
(FY '07 – FY '12)**

8 NCE programmes

**In pipeline, at various
stages of development**

Among top 5

Pharmaceuticals

Brands

11th largest

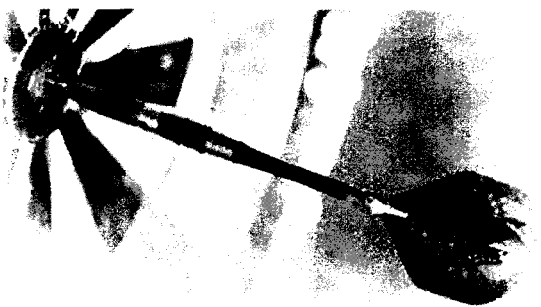
**Generic co. in US in
terms of prescriptions**

Market Cap

800+ patents

Filed globally

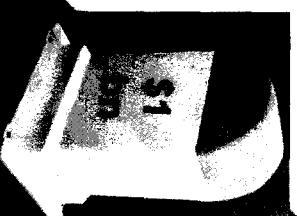
History of achieving milestones consistently



**25 fold growth
in sales over
last 16 years...**



Annual Sales



**...with significant
external
recognition**



**Economic Times Emerging
Company of the year 2010**

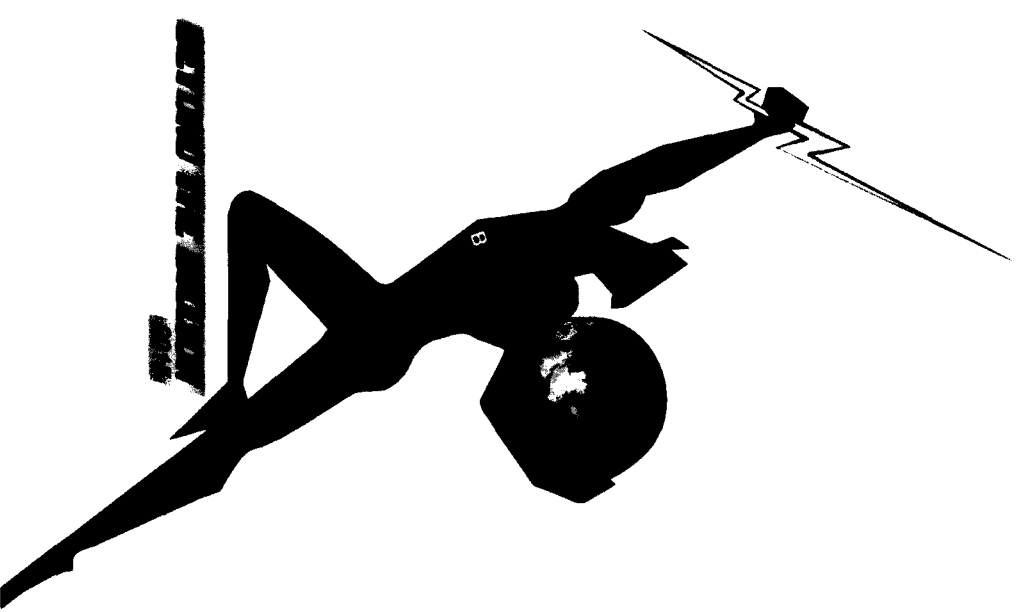
**Kaizen Institute - Operational
Excellence in Tablet
Manufacturing in 2010**



We have a vision to march Beyond the Billion

**Zydus shall be a leading
global healthcare provider
with a robust product pipeline;**

**Stepping beyond the billion,
we shall achieve sales of
over \$3 bn by 2015 and
be a research-based
pharmaceutical company
by 2020...**



Journey Beyond the Billion (BtB) ...

Conducted a comprehensive strategy exercise to achieve the vision

Corporate strategy, Business portfolio mix

- Opportunity evaluation of all potential markets
- Detailed assessment of potential product lines and technologies
- Final selection of markets and therapies / technologies



- 15 markets
- 13 products / technologies

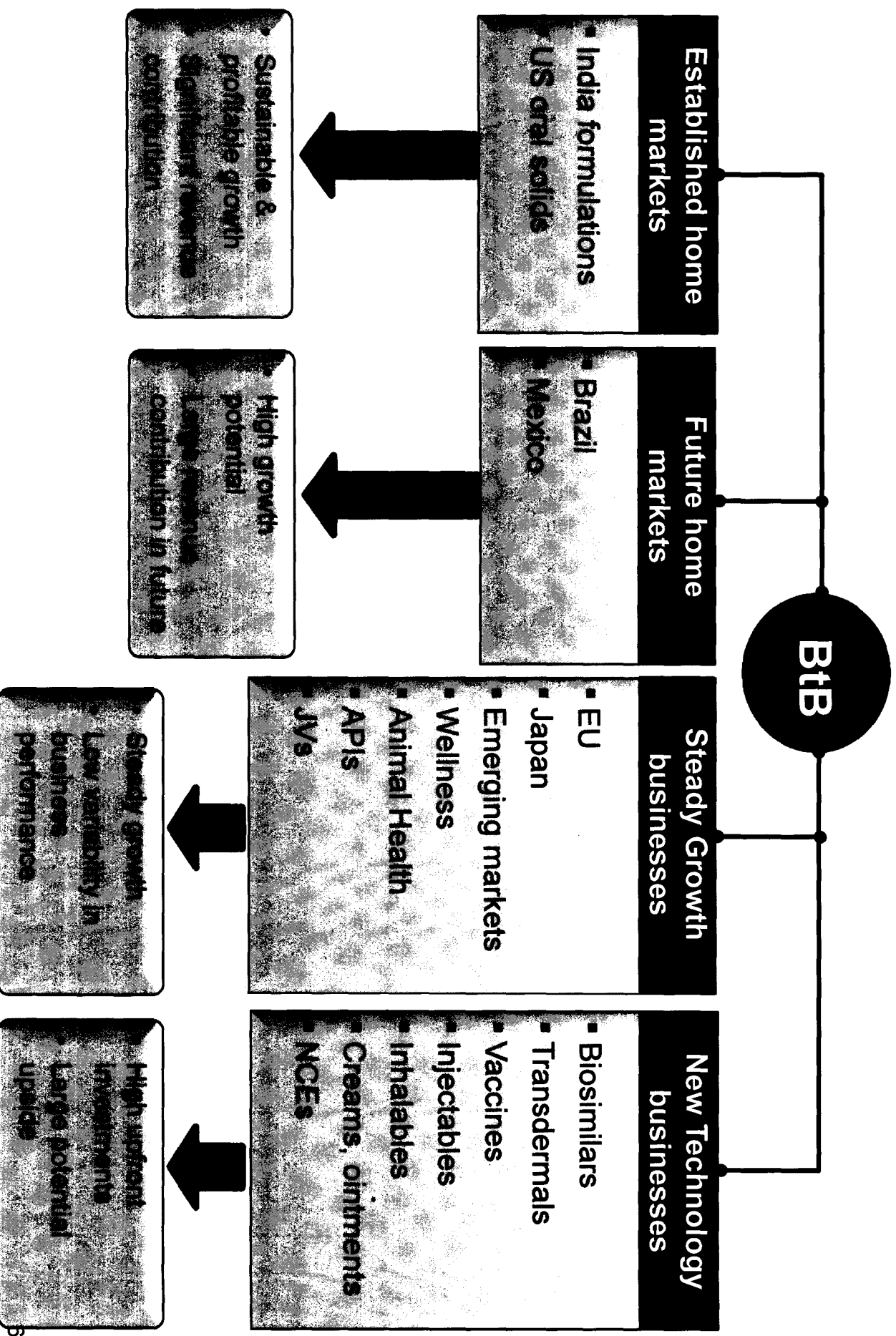
Organisation-wide strategies

- To improve...
 - Management processes
 - Structure
 - Organization health
 - People development

Implementation planning

- Synthesis of business strategies with corporate strategies
- Execution plans with key milestones for each strategy
- Strengthened review and monitoring mechanism

Business clusters for BtB journey



India formulations

Aspirations

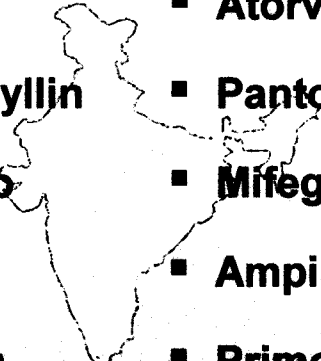
- Consolidate and strengthen leadership in key areas – CVS, GI, respiratory, female healthcare
- Continue to be one of the significant contributors to revenues and profits

Strengths to be leveraged

- One of the largest market players with leading positions in key therapy areas
- Strong brand equity : 20 brands among top 300 in India
- New product launches : 90+ in FY 11-12 (incl. line extensions), with 29 First-in-India
- In-licensing arrangements with global players
- Recently acquired Biochem, one of the top 40 players, to strengthen position in anti-biotics space

Market size*	: Rs. 600 bn+
Market growth*	: 16%
Zydus size**	: Rs. 25 bn+
Market Share*	: 4.3%
Zydus growth**	: 16%

Top 10 Brands

- 
- Aten
 - Deriphyllin
 - Falcigo
 - Ocid
 - Amicin
 - Atorva
 - Pantodac
 - Mifegest
 - Ampilox
 - Primolut – N

* All market related information sourced from AIOCD AWACS MAT Mar-12

** Zydus numbers including Biochem as reported by AIOCD AWACS MAT Mar-12

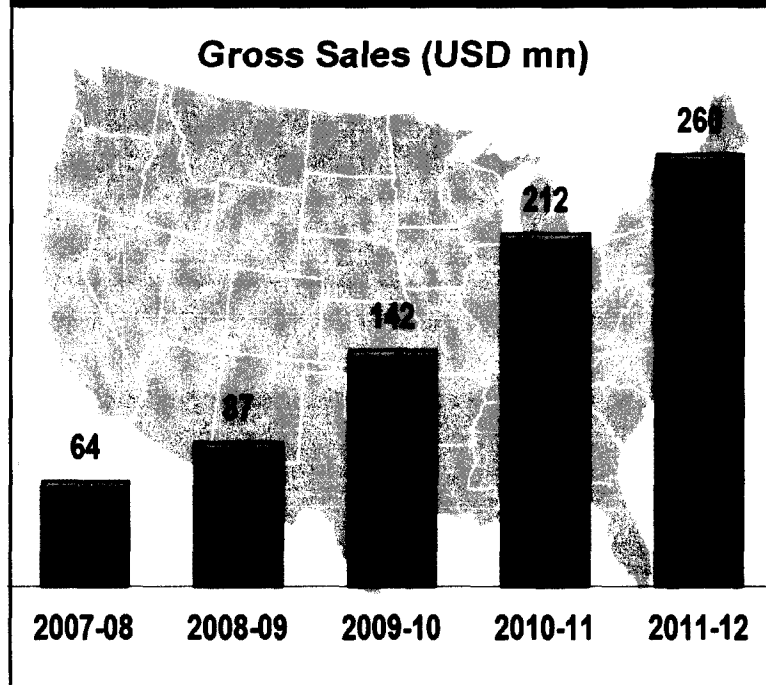
US Oral Solids

Market size* : >\$ 70 bn
 Market growth* : 6-8%
 Zydus size** : ~ \$ 260 mn
 Zydus growth** : 23%

Aspirations

- Be amongst the top 10 generic cos. in US with continued strong focus on customer needs
- One of the significant contributors to revenues and profits

50%+ CAGR in Sales (Last 5 years)



Strengths to be leveraged

- Among top 3 for nine out of top ten products marketed in US
- Highly efficient service levels, making us the 'Preferred supplier' for our customers
- Cost competitiveness – through continuous improvement in manufacturing processes
- Robust regulatory pipeline, with increasing focus on complex and niche products.
- 125+ ANDA filings, 67 approvals and 45+ product launches so far (oral solids)
- Neshor Pharma – opportunities in \$ 7 bn controlled substances market

* Approx. numbers as per EvaluatePharma Report

** Zydus numbers includes Neshor, as reported in books, for FY 2011-12

Brazil

Market size* : >\$ 16 bn
Market growth* : 12-14%
Zydus size** : Rs. 2473 mn
Zydus growth** : 10%



Aspirations

- To be among top 15 companies in 2015

Strengths to be leveraged

- Presence in branded generics and generic generics segments
- Local manufacturing site
- Robust product pipeline from India – 80+ filings, 30+ approvals
- Product launches : 20+ branded, 15+ generic generics
- Field force of 190+, spread across regions

* Approx. numbers as per EvaluatePharma Report

** Zydus numbers as reported in books for FY 2011-12

Mexico

Market size* 10 bn
Market growth%



Aspirations

- Build a profitable business in 2015
- 40+ product launches and 60 + fillings by 2015

Strengths to be leveraged

- Set-up own subsidiary in Mexico to commence operations
- Building regulatory pipeline : 14 filings so far
- Commercial operations expected to start from 2013

* Approx. numbers as te Pharma Report