



Natco Pharma Limited

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February 7, 2018

Corporate Relationship Department
M/s. BSE Ltd
Dalal Sreet, Fort
Mumbai 400 001

Manager – Listing
M/s. National Stock Exchange of India Ltd
“Exchange Plaza”, Bandra – Kurla Complex
Bandra (E) Mumbai 400 051

Scrip Code: 524816

Scrip Code: NATCOPHARM

Dear Sir

Please find enclose herewith the corporate presentation.

Thanking you

For NATCO Pharma Limited

M. Adinarayana
Company Secretary &
Vice President (Legal & Corp. Affairs)



INVESTOR PRESENTATION

February 2018



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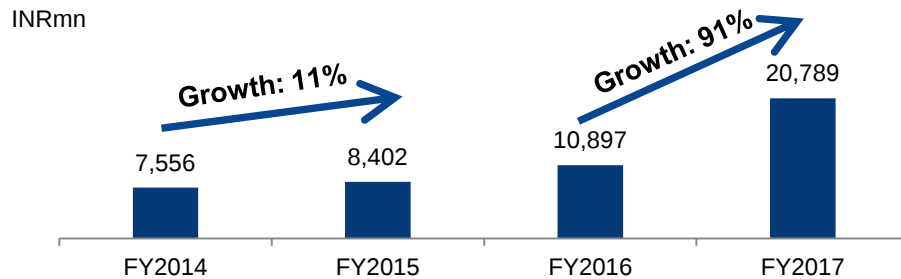
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- ▶ ■ Vertically integrated pharmaceutical company with presence across geographies – India, US and RoW
- ▶ ■ **Strong brand position** in the domestic Oncology and Hepatitis – C ('Hep-C') segments
 - Portfolio of brands catering to various oncology diseases including breast, brain, bone, lung and ovarian cancer
 - Launched the generic version of Gilead's Sovaldi (Sofosbuvir) and its combinations for the treatment of Hep-C in India
- ▶ ■ Focused on **complex generics for the US markets** with niche Para IV and Para III filings
 - Launch of generic version of Oseltamivir, flu medicine, in the USA in partnership with Alvogen
 - Launch of Glatiramer Acetate 40mg and 20mg by our marketing partner, Mylan
 - Launch of liposomal Doxorubicin injection in the USA with our partner, Dr. Reddy's Laboratories Ltd.
- ▶ ■ **Strong focus on R&D** with over 300 employees dedicated to R&D⁽³⁾
- ▶ ■ Total revenues⁽¹⁾ of INR 20,789mn for the financial year ended 31st March 2017
- ▶ ■ Listed on the BSE and NSE with a market capitalization⁽²⁾ of **USD 2.7bn**
- ▶ ■ Incorporated in 1981 and headquartered in Hyderabad with over 4,300 employees across all locations⁽³⁾

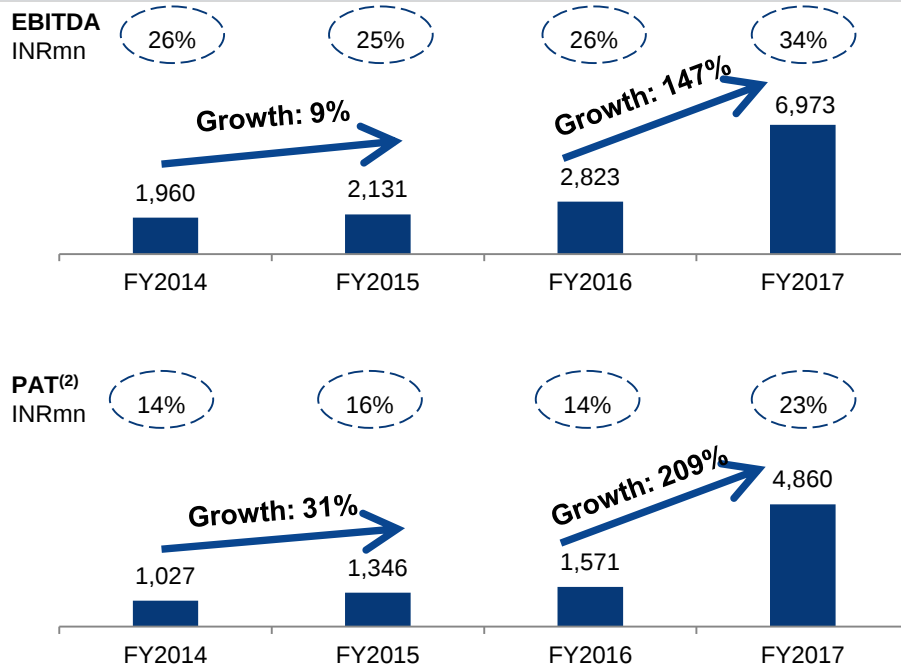
Track Record of Consistent Growth



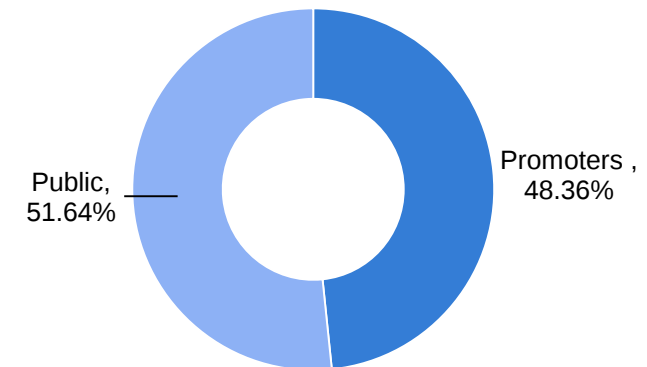
Strong Revenue⁽¹⁾ Growth...



...And Robust EBITDA and PAT⁽²⁾ Margins



Ownership Structure⁽³⁾



Natco Pharma's Stock Performance over the past 5 years



Stock Split: Old Face Value: 10 – New Face Value: 2

FY2014 and FY2015 numbers have been prepared under IGAAP, whereas FY2016 and FY2017 numbers have been prepared under Ind AS

(1) Represents consolidated gross revenue and includes other income
(2) Represents PAT after minority interest

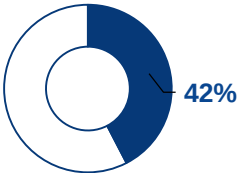
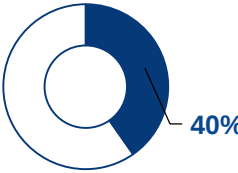
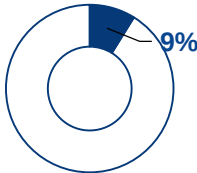
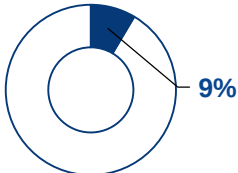
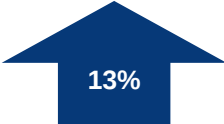
(3) Source: BSE, as of 31 December, 2017

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Margins

Key Business Segments



	Formulations		API (Domestic & Exports)	Others
	Domestic	International		
Overview	- Strong brand position in the domestic oncology and Hepatitis-C segments - Recent foray into the Cardiology and Diabetology segments - Specialist sales force of over 350 personnel and over 400 distributors	- Focused on complex generics for the US - Front end partnerships with leading global generic pharma companies - Niche Para IV and Para III filings - Emerging presence in Asia, Europe and developing markets	- Strategically important division - Vertical integration for its Finished Dosage Formulation ('FDF') portfolio - Filed 37 DMFs⁽¹⁾ in the US with niche products under development - Exports focused on Europe and emerging markets	- Operations in Brazil, Canada, Singapore and Australia - Selective contract manufacturing business and other operating income
FY17 Revenue (INRmn)	8,810*	8,370	1,838	1,771
FY17 Revenue Contribution				
Growth FY17 over FY16				

Note: All numbers are Gross Revenue
All data as of March 31, 2017

* Includes third party sales
(1) As of December 31, 2017

US Market - Focus on Complex Generics



US FDF product portfolio is predominantly focused on high-barrier-to-entry products that are typically characterised by one or more of the following:

- Intricate chemistry
- Challenging delivery mechanism
- Difficult or complex manufacturing process
- May face complex legal and regulatory challenges

Overview of Key Filings

	Key Brand	Molecule	Therapeutic Segment / Indication	Dosage Form	Para IV
Launched	Copaxone 20&40mg	Glatiramer 20&40mg	Multiple Sclerosis	PFS	✓
	Doxil	Doxorubicin Hydrochloride	Ovarian cancer	Injection	✓
	Tamiflu	Oseltamivir Suspension	Influenza Infection	Suspension	✓
	Fosrenol	Lanthanum Carbonate	End stage renal disease	Tablets	✓
To Be Launched	Revlimid ⁽¹⁾	Lenalidomide	Multiple Myeloma	Capsules	✓
	Nexavar	Sorafenib	Liver, Kidney Cancer	Tablets	✓

Low Risk Business Model through Partnerships with Global Pharmaceutical Players

- Adopted and successfully implemented partnership strategy for international formulation products
 - Has product specific partnerships with global generic players at different stages of a potential ANDA filing
 - Low risk business model:
 - Marketing partner typically responsible for the litigation and regulatory process to secure the ANDA approval
 - Multi-site approvals
 - Multi-sourcing arrangements
 - Profit sharing arrangements with the front end partners.

- Pipeline of niche and complex generics products in US
- 29 approved ANDAs⁽²⁾
- 16 Para IVs yet to be launched ⁽²⁾

(1) Launch conditional on approval

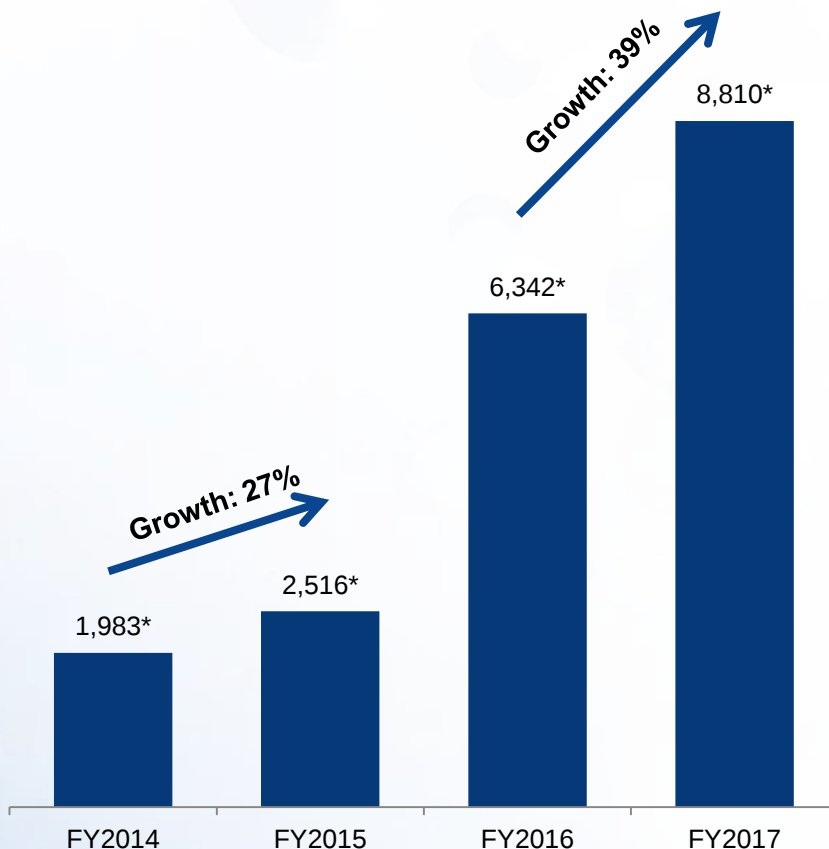
(2) As of December 31, 2017. Approval received either by Natco or its marketing partner

Strong Growth in Domestic Formulations Business



Domestic Formulation Sales⁽¹⁾: Market Leading Growth

INRmn



Strong position in Oncology and Hepatitis-C domains

6

Brands in excess of INR 100mn+ sales in Oncology segment

4

Brands occupy the #1 position in Hep-C segment capturing over 50% of market value

350+

Sales force in India across Oncology, Gastro Hepatology, Cardiology and Diabetology

FY2014 and FY2015 numbers have been prepared under IGAAP, whereas FY2016 and FY2017 numbers have been prepared under Ind AS

(1) Represents gross revenue
* Includes third party sales

Strong Market Position in Domestic Oncology Segment



Oncology Division Overview

- Entered the segment with launch of generic version of Imatinib in 2003
- Portfolio of well recognized brands – 6 brands with INR 100mn+ sales in the oncology segment
- Progressively widened its oncology product range from **6** in 2003-04 to **30⁽¹⁾**
- Sales and marketing of the product is supported by approximately 70 sales representatives and strategically located logistics network of distributors

Oncology Portfolio

Hematology

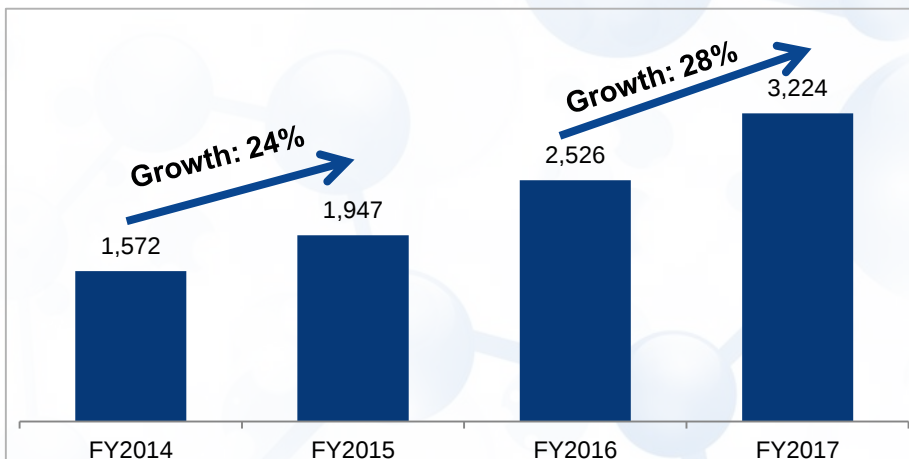
Solid Tumors

of Active Brands⁽¹⁾

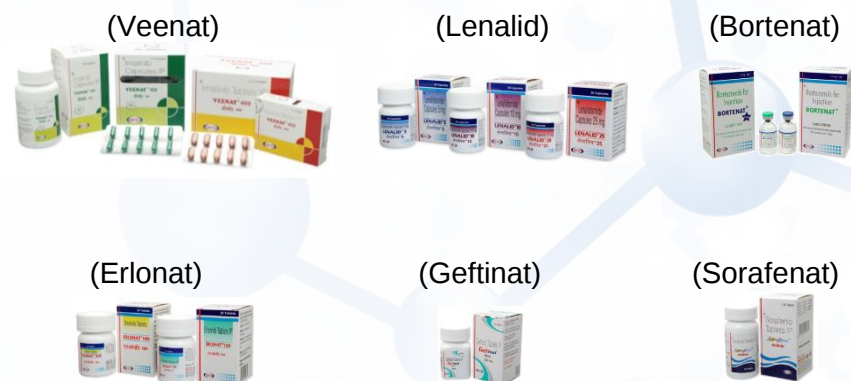
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17

Oncology Revenue – Gross (INRmn)



INR100mn+ Brands (FY17)⁽²⁾



Gastro Hepatology – Leading Market Position in Hep-C



Market Leading Hep-C Franchise

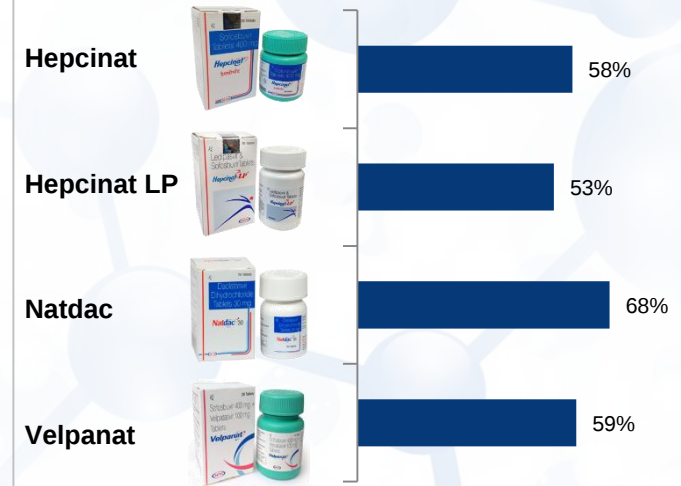
- Launched generic Sofosbuvir and its combinations for the treatment of Hep-C in India & Nepal under its brand **Hepcinat** & **Hepcinat LP**
- Non-exclusive licensing agreement with Gilead Sciences for 101 countries including India
- Launched generic Daclatasvir in India under its brand **Natdac**
- Market leading positions across the Hep-C class of drugs in India
- Sales and marketing of the product is supported by approximately 120 sales representatives

Extending the Hep-C Franchise

- Launched an oral fixed-dose combination of Sofosbuvir and Velapatasvir under its brand **Velpanat**
- Foraying into RoW markets

Key Brands

Market Share⁽²⁾



Note: Rounded off to zero decimal places

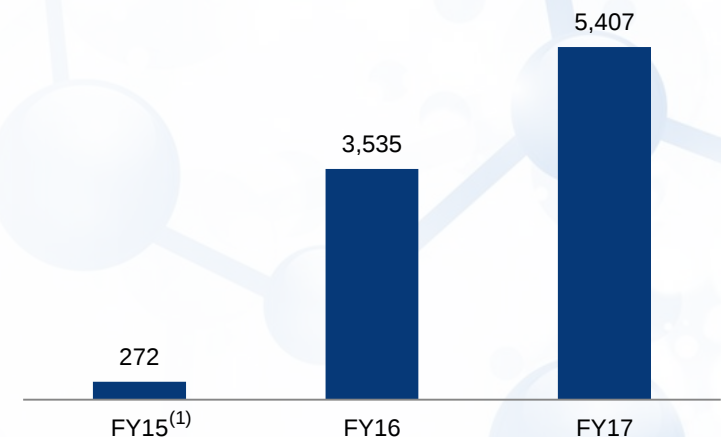
Expanding Into Emerging Markets Of Asia And Africa

- Import Permits & Approvals Received
- Access via Agreement with Gilead



Import permits and approvals received in 14 countries⁽³⁾

Demonstrating Strong Revenue Growth (INRmn)



FY2014 and FY2015 numbers have been prepared under IGAAP, whereas FY2016 and FY2017 numbers have been prepared under Ind AS

(1) Represents partial year revenue with 1 month of operations.

(2) Source: AWACS, Market share for the month of December 2017

(3) Including India

Expanding Domestic Presence with Launch of New CnD Division

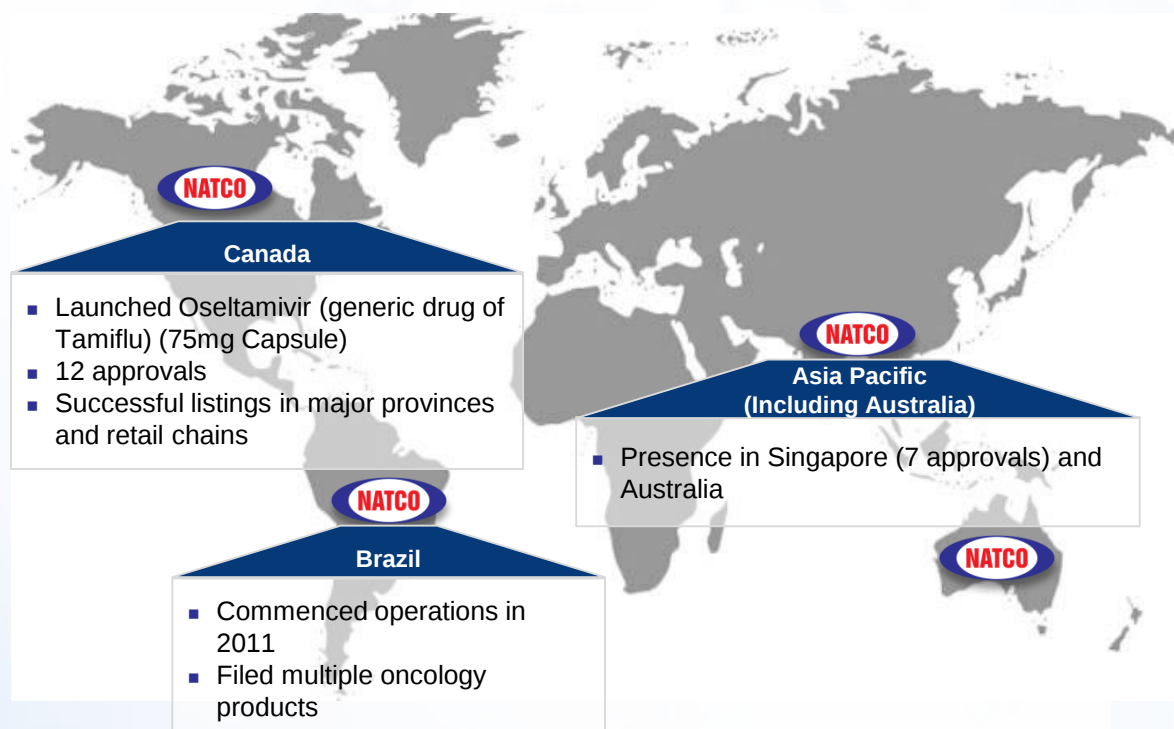


Cardiology and Diabetology

- Launched Cardiology and Diabetology (CnD) division in early 2017
- Launched Argatroban injection and Dabigatran for treatment of patients with thrombosis syndrome
- Focus will be on niche molecules with high barriers to entry



RoW growth led by Hep-C franchise expansion and continued business in LatAm and other Asian countries



Hep-C driven markets

- Received approvals and import permits for 14 countries⁽¹⁾

Europe

- Distribution arrangements with our business partner to sell our products in Eastern Europe, UK and Germany

In-House API Development with Vertical Integration for Key Formulation Products



- Strategically important business – develops APIs primarily for captive consumption of its FDF portfolio as well as third party sales
- Portfolio of 37 US DMFs⁽¹⁾ with with niche products under development
- Focuses on complex molecules in oncology and CNS segments
 - Other therapeutic areas of focus includes Anti-asthmatic, Anti-depressant, Anti-migraine, Anti-osteoporosis and G I Disorders
- Exports are focused on the US, EU, Canada, Latin America and South-East Asia
- Vertical integration for several APIs a key competitive advantage

API Strengths

- Complex multi-step synthesis & scale-up
- Semi-synthetic fusion technologies
 - Fermentation / Biotech / Synthetic / Separation technologies
- Containment / High potency APIs
- Peptide (Solid phase) pharmaceuticals

Mekaguda Facility



Chennai Facility



Chemistry Skills

- Complex chemistry peptides

- Cytotoxic API's and Biotechnology based products
- Synthetic chemistry

Key Regulatory Approvals

- GMP, USFDA, German Health Authority, PMDA (Japan), Cofepris (Mexico)

- GMP, USFDA

Last US FDA Audit

- US FDA audit – EIR Received January 2015

- US FDA audit – EIR Received August 2016

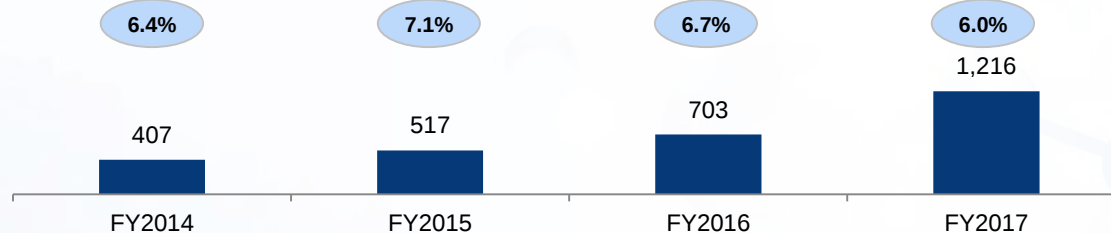
Expansion plans to augment API manufacturing capacity

Research & Development Capabilities

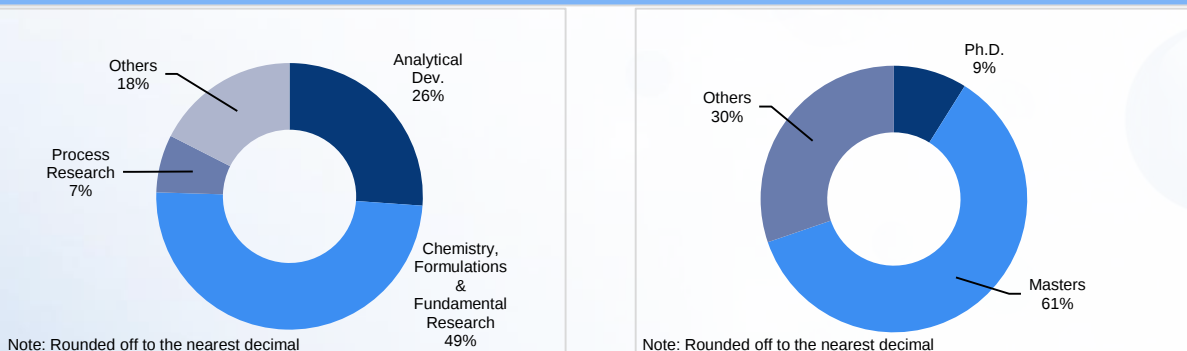
R&D capabilities demonstrated by its complex and niche product filings in formulations and API segments

- Two research facilities with capabilities across synthetic chemistry, biotech & fermentation, nano pharmaceuticals, new drug discovery & cell biology

R&D Expense (INRmn) and as % of Standalone Revenue



Talented Pool of Scientists (Total no: 314)⁽¹⁾



Over 35 R&D laboratories

29 ANDAs Approved⁽²⁾

16 Para IVs to be Launched⁽²⁾

37 US DMFs Filed⁽²⁾



Several International and Indian patents filed and granted

FY2014 and FY2015 numbers have been prepared under IGAAP, whereas FY2016 and FY2017 numbers have been prepared under Ind AS

(1) As of September 30, 2017.

(2) As of December 31, 2017. Approval received either by Natco or its marketing partner

Commitment to Manufacturing Excellence with a Culture of Quality and Compliance



International Markets Formulations

Kothur Facility



Visakhapatnam Facility



Capability	Tablets, Capsules, Pellets, Injectables	Cytotoxic & other Oral Solid Dosages
Key Regulatory Approvals	GMP, USFDA, German Health Authority, ANVISA	na
Other Highlights	US FDA audit – EIR Received July 2017	- Targeted towards US & other International regulated markets - Located in a Special Economic Zone (SEZ) - Expect to be operationally ready by April 2018

Domestic Market Formulations

Nagarjuna Sagar Facility



Dehradun Unit 6 Facility



Dehradun Unit 7 Facility



Guwahati Facility



Capability	Ampoules, Vials, Lyophilized vials, Parenterals, Sterile Dry Powders	Tablets, Capsules, Injectables	Tablets, Capsules	Tablets, Capsules
Key Regulatory Approvals	GMP	GMP	GMP, Public Health Service of the Netherlands (EU GMP)	GMP Compliant Facility

Under development

Natco's Near and Long-Term Goals



Domestic Branded Formulations

Complex Generics & Export Markets

Near-term Strategies

- Maintain leadership position in Oncology and Hepatitis-C segment
- Launch 8-10 new products
- Grow the newly launched CnD division

- Recently launched niche molecules in the USA market:
 - Liposomal Doxorubicin
 - Glatiramer Acetate
 - Suspension version of Oseltamivir
 - Lanthanum Carbonate
- Growing presence in new RoW markets, led by Hep-C franchise products

Long-term Strategies

- Enter new attractive segments
- Growth through inorganic strategies

- Focus on a select few high-potential filings, predominantly differentiated products through either Novel Drug Delivery Systems (NDDS) or complex chemistries
- Push for growth through subsidiaries

Experienced Management



Mr. V.C Nannapaneni
Chairman and Managing Director

- Holds Masters degree in Pharmaceutical Administration from the Long Island University, US
- Over 4 decades of experience in the pharmaceutical industry



Mr. Rajeev Nannapaneni
Vice Chairman & CEO

- Holds bachelors degree in Quantitative Economics and History from Tufts University, Boston, USA
- Holds 15 years of experience in the pharmaceutical industry



Mr. P.S.R.K Prasad
Executive Vice President (Corp. Engineering Services)

- Holds B.E. Mech. Engg. from Andhra University, Visakhapatnam
- Responsible for looking after the general administration, engineering, regulatory, training, environmental matters, safety, health, production and maintenance activities of the Company



Dr. Linga Rao
President (Technical Affairs)

- Holds Masters degree in Science (Applied Chemistry) & Ph.D in Chemistry from JNTU, Hyderabad
- Over 4 decades of experience in the pharmaceutical industry and has been working with Natco for over 23 years



M. Adinarayana
Company Secretary & VP-Legal & Corporate Affairs

- Bachelors in Commerce and Bachelors in Law from Andhra University, Fellow Member of Institute of Company Secretaries of India
- 24+ years of experience within the Company in legal, secretarial and patent litigation areas



Mr. S.V.V.N.Appa Rao
CFO

- Over 27 years of experience including 22 years within the Company covering areas of accounting, financial controller, treasury
- Responsible for finance and treasury functions at the Company



Dr. Pulla Reddy M
Executive Vice President - R&D

- Holds Masters in Science (Chemistry) and Ph.D in Chemistry, both from University of Hyderabad. Did postdoctoral research for 2.5 years at University of Zurich, Switzerland
- 24 years experience at Natco with key role in developing novel commercially viable processes for over 100 APIs and intermediates



Dr. Rami Reddy B
Director - Formulations

- Holds M. Pharm and Ph.D. (Pharmaceutics) degree from Nagpur University
- 32 years of experience in the Pharmaceutical Formulation industry. Responsible for Formulation plant operations, Product development and Regulatory compliance



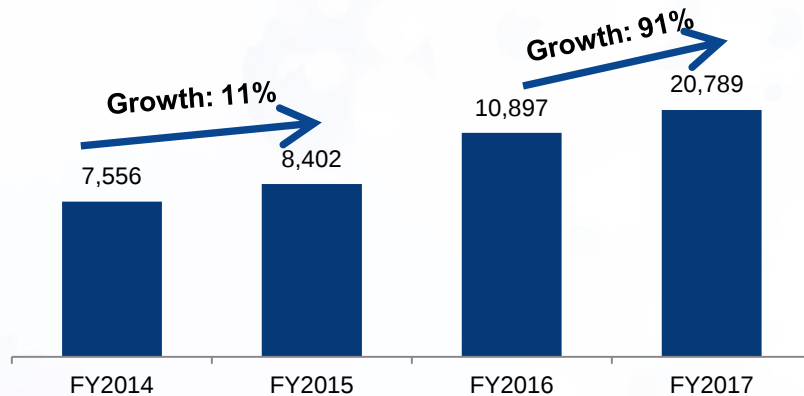
Mr. Rajesh Chebiyam
Vice President - Acquisitions, Institutional Investor Mgmt. & Corporate Communications

- Holds MBA from Babson College (USA) and Masters degree in Chemical Engineering from University of Rhode Island
- 20+ years of experience across supply chain, operations, business development, sales and strategy

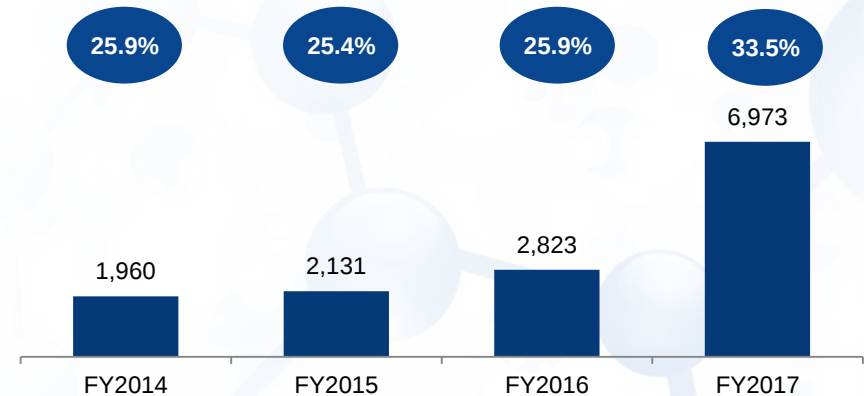
Demonstrated Track Record of Topline and Earnings Growth

FY2014 and FY2015 numbers have been prepared under IGAAP, whereas FY2016 and FY2017 numbers have been prepared under Ind AS

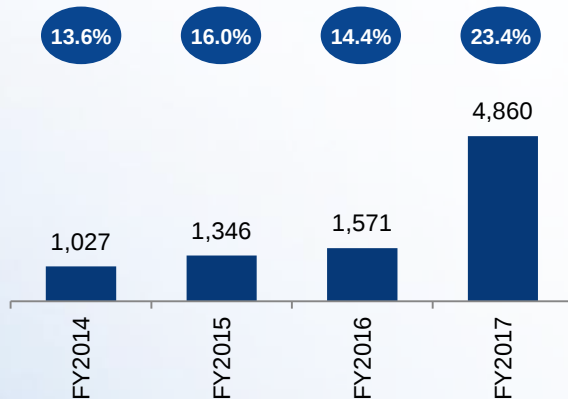
Total Gross Revenue⁽¹⁾ (INRmn)



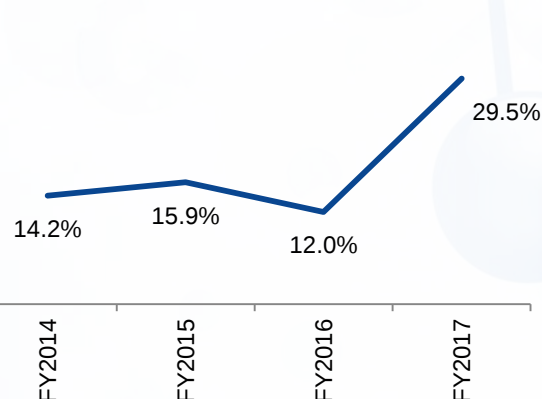
EBITDA (INRmn) and EBITDA Margin (%)



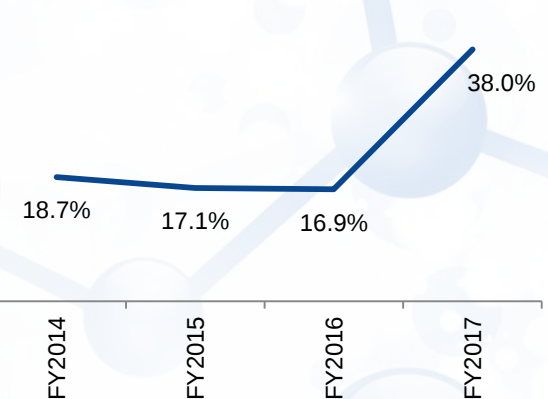
PAT⁽²⁾ (INRmn) and PAT Margin (%)



ROE (%)



ROCE (%)



(1) Represents consolidated gross revenue and includes other income
(2) Represents PAT after minority interest

Historical Financials

Consolidated Profit & Loss Statement (INRmn)

Particulars	31-Mar-17	31-Mar-16
Revenue from operations (gross)	20,650	10,804
Less : Excise duty		
Revenue from operations (net)	20,650	10,804
Other income	139	94
Total revenue	20,789	10,897
Expenses		
Cost of material consumed	5,208	3,037
Purchase of stock in trade	971	152
Change in Inventory	(188)	(483)
Employee benefits	2,432	1,798
Finance costs	185	229
Depreciation	544	508
Other expenses	5,393	3,641
Prior period expenses	0	0
Total expenses	14,545	8,882
Profit before exceptional items and tax	6,244	2,015
Exceptional item	0	0
Profit before tax	6,244	2,015
Current Tax	1,393	441
Deferred Tax Benefit	1	38
PAT (Before Minority interest)	4,849	1,536
Profit from discontinued operations, net of tax		22
Minority Interest	(11)	(13)
PAT (After Minority interest)	4,860	1,571

Consolidated Balance Sheet (INRmn)

Particulars	31-Mar-17	31-Mar-16
Equity share capital	349	348
Other equity	16,144	12,609
Non-controlling interest	40	49
Total of Equity	16,533	13,007
Financial Liabilities		
Borrowings	-	-
Other financial liabilities	8	8
Employee benefit obligations	219	125
Deferred tax liabilities	150	146
Total Non-current liabilities	377	279
Financial liabilities		
Borrowings	2,216	984
Trade payables	2,627	2,755
Other financial liabilities	1,014	815
Current tax liabilities, net	133	34
Other current liabilities	258	327
Employee benefit obligations	18	15
Total Non-current liabilities	6,265	4,929
Total equity and liabilities	23,175	18,215
Property, plant and equipment	8,272	7,046
Capital work-in-progress	3,362	2,118
Other intangible assets	58	55
Investments	1	1
Other financial assets	131	106
Other non-current assets	478	521
Total Non-current assets	12,302	9,847
Inventories	3,489	3,573
Financial Assets		
Investments	321	221
Trade receivables	4,751	2,616
Cash and cash equivalents	235	242
Other bank balances	123	210
Loans	34	28
Other financial assets	752	770
Income tax asset	-	34
Other current assets	1,166	676
Total current assets	10,873	8,368
Total assets	23,175	18,215

Historical Financials (contd.)



Segmental Breakdown (INR Mn)

Revenue Division	Quarter Ended			
	Q3 – FY18	Q2 – FY18	Q1 – FY18	Q3 – FY17
API, Domestic	87.9	118.2	67.2	186.3
API, Exports	722.6	465.5	795.9	320.9
API Gross Revenue	810.6	583.7	863.1	507.2
Formulations, Exports	350.8	673.7	436.1	1,738.0
Income from Profit Sharing/Service Income	2,539.6	594.5	901.8	1,870.9
Formulations Onco (including CnD)	848.4	973.0	731.0	882.7
Formulations, Brand Pharma Non-Onco	685.7	948.9	844.7	1,121.4
Formulations, 3rd party, & miscel	125.7	213.2	246.2	184.4
Formulations Gross Revenue	4,550.1	3,403.3	3,159.8	5,797.5
Stand-Alone Total Net Revenue	5,515.5	4,132.7	4,334.8	6,727.6
Total Revenue, all subsidiaries	220.5	189.7	152.2	123.7
Consolidated Total Net Revenue	5,736.0	4,322.3	4,487.0	6,851.3

Consolidated Financial Results (INR Mn)

	Quarter ended			
	Q3 – FY18	Q2 – FY18	Q1 – FY18	Q3 – FY17
Total Revenues	5,736	4,322	4,487	6,851
EBITDA	2,979	1,274	1401	2,663
EBITDA Margin (%)	51.9%	29.5%	31.2%	38.9%
PAT	2,174	844	937	1,949
PAT Margin (%)	37.9%	19.5%	20.9%	28.4%