

# Making our mark globally

We are a globally acclaimed specialty generics pharmaceutical company headquartered in Mumbai, India, with presence in over 100 countries across branded and generic markets. We have a track record of driving value and delivering products based on deep market insights. Our efforts have culminated in our emergence as the number one pharma company in India and the world's 4<sup>th</sup> largest\*\* specialty generic pharma company.

\*\*Evaluate Pharma Data, December 2020

## CORPORATE PHILOSOPHY

### Core Values

- Quality
- Trust
- Innovation

- Reliability
- Consistency

### Ideology

- Humility
- Integrity
- Passion
- Innovation

### Our Vision

Reaching people and touching lives globally as a leading provider of valued medicines

### Our growth strategies

- \* Create sustainable revenue streams by focusing on specialty business, technically complex products and compliance with global cGMP regulatory standards
- \* Focus on cost leadership through operational cost optimisation and vertical integration
- \* Business development focused on strategic acquisitions
- \* Balance profitability and investments for future

### Our capabilities

#### R&D and Manufacturing

- \* R&D centres in India and international markets, with capabilities in developing non-infringing formulations and development of specialty/complex products
- \* 44 manufacturing facilities spread across 6 continents
- \* Capabilities across dosage forms like injectables, hormones, sprays, ointments, creams, liquids, tablets and capsules

#### Portfolio

- \* Specialty products, branded generics, complex generics, pure generics and APIs

#### Workforce

- \* 37,000+ employees globally
- \* Employees from 50+ nationalities
- \* Trained and scientifically oriented field force across multiple markets globally

## CURRENT MARKET PRESENCE AND POSITION

### INDIA

- \* No.1 Company in the Indian pharmaceutical market<sup>#</sup>
- \* Ranked No. 1 across 10 doctor categories<sup>##</sup>
- \* Market leader in chronic segment and strong positioning in the acute segment

<sup>#</sup>AIOCD AWACS data for 12 months ended March 2021  
<sup>##</sup>SMSRC data, February 2021

### US

- \* Ranked 10<sup>th</sup> in the US Generics Market<sup>\*\*</sup>
- \* Presence in generics, branded and OTC segments
- \* Wide basket of 595 ANDAs and 64 NDAs filed, and 501 ANDAs and 55 NDAs approved across multiple therapies

<sup>\*\*</sup>IQVIA Data February 2021

### Emerging markets

- \* Presence in about 80 countries
- \* Among the largest Indian Pharma Company in emerging markets
- \* Focus markets: Romania, Russia, South Africa, Brazil, Mexico and other complementary and affiliated markets

### Global consumer healthcare business

- \* Among the top 10 consumer healthcare companies in India<sup>##</sup>
- \* Presence in over 20 countries
- \* Strong brand equity in 4 countries

### Rest of the world

- \* Presence across Western Europe, Canada, Israel, Japan and A&NZ
- \* Product portfolio includes differentiated offerings for hospitals, injectables and generics for retail market

### API

- \* Portfolio of ~300 APIs manufactured across 14 facilities
- \* 365 DMF/CEP approvals to date
- \* 479 DMF/CEP filings to date

<sup>##</sup>IQVIA data