

March 11, 2025

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

Sub: Participation in Investor meeting

This is to inform you that the officials of the Company will be participating in the following investor meeting.

Date	Time	Investor/Meeting name	Type of meeting	Location
March 19, 2025	09:00 AM to 06:00 PM (SGT)	Investor Conference arranged by Antique Stock Broking	In-person group meeting	Singapore

The corporate presentation to be presented at the above investor meeting is enclosed and the same is also available on our website at <https://www.aurobindo.com/investors/disclosures-under-regulation-46/investor-meet/presentations>

The schedule of the above-mentioned meeting is subject to change and the change may occur due to exigency on the part of Investor / Company.

No unpublished price sensitive information (UPSI) is intended to be discussed during the interactions.

Please take the above information on record.

Thanking you,

Yours faithfully,
For AUROBINDO PHARMA LIMITED

B. Adi Reddy
Company Secretary

Encl: as above.

AUROBINDO PHARMA LIMITED

www.aurobindo.com

(CIN : L24239TG1986PLC015190)

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Tel : +91 40 6672 5000 / 6672 1200 Fax: +91 40 6707 4044.

Regd. off.: Plot No.2, Maithrivihar, Ameerpet, Hyderabad-500038 Telangana., India Tel: +91 4023736370/23747340 Fax: +91 402374 1080/23746833
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Aurobindo Pharma Limited

Corporate Presentation

March 2025



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Environment, Health & Safety



Company Overview



Company Snapshot



50 bn+
Formulation manufacturing capacity in FY24

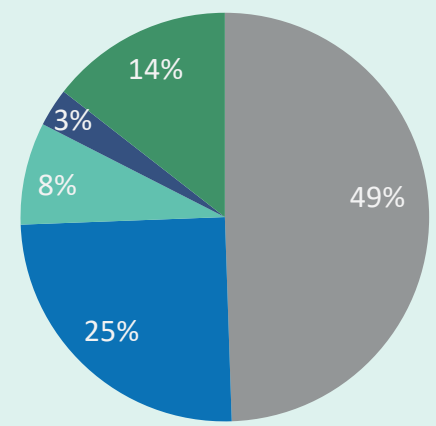
30
Manufacturing facilities globally

17 Formulations
13 API & Intermediate

09
R&D centers
5 in India
4 in US

37,000+
Global workforce**

FY24 Global revenue: US\$ 3.5 Bn



■ USA^ ■ Europe ■ Growth Markets ■ ARV ■ API

Source: *IQVIA Dec'24 data; ** Global workforce including both permanent employees and contractual workers, ^ Incl. Puerto Rico



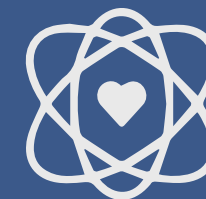
Vision

To become a leading and admired global pharma company, ranked within the top 25 by 2030



Philosophy

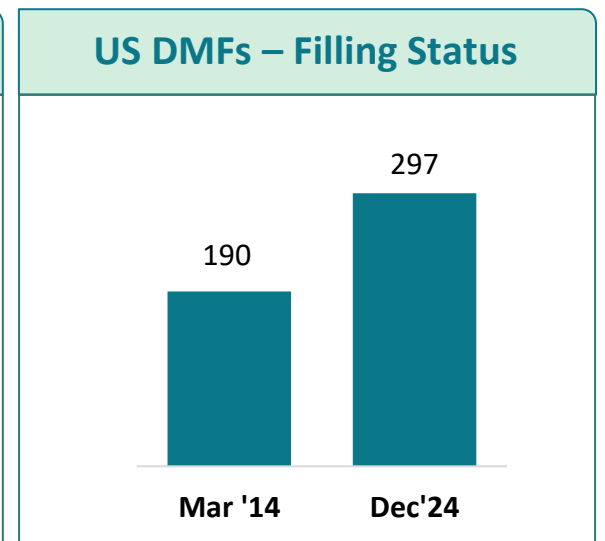
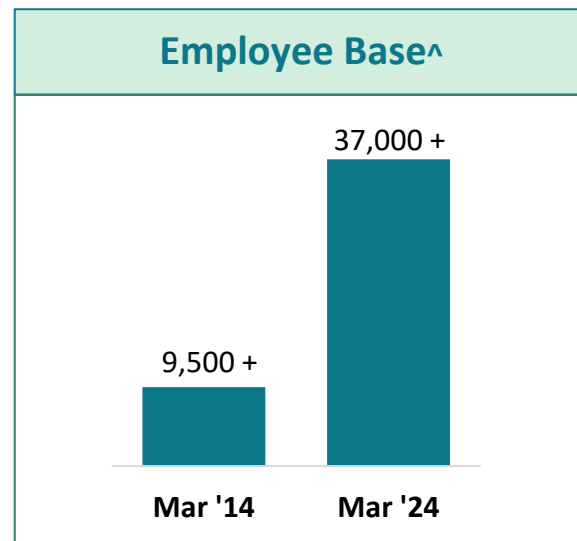
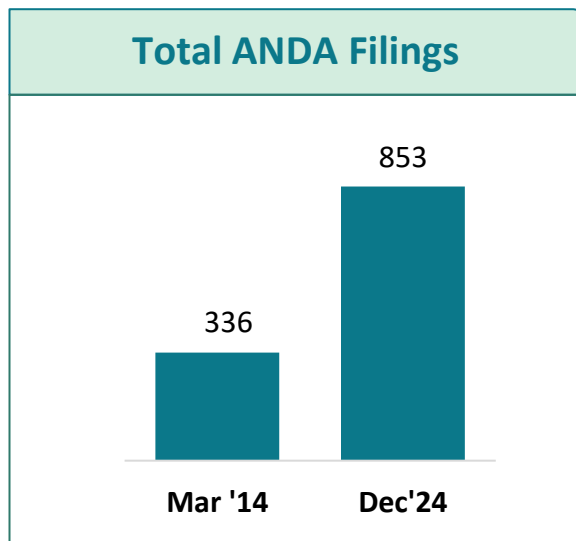
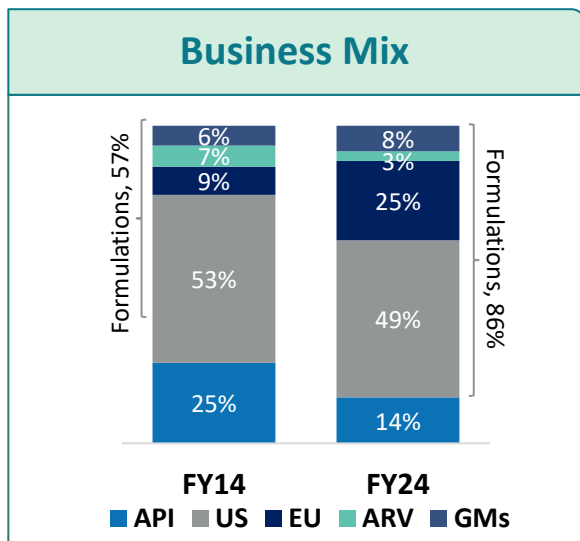
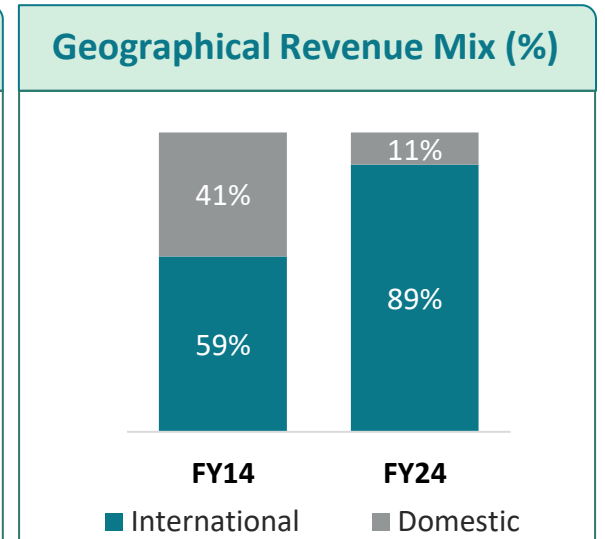
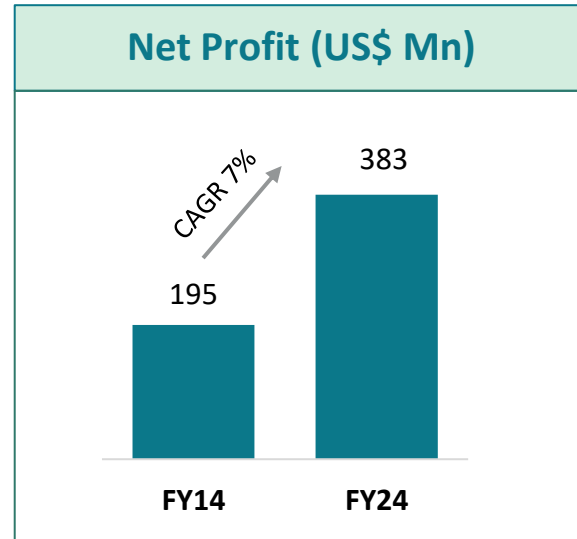
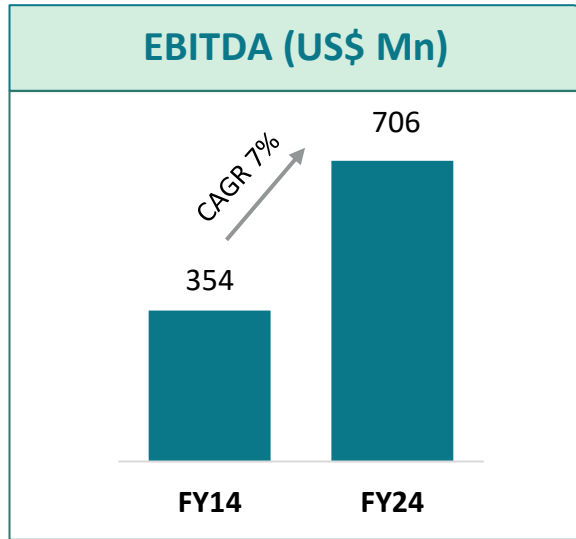
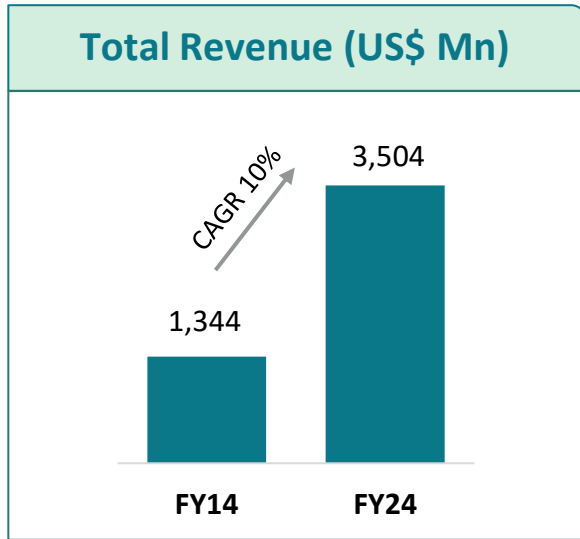
Committed to Healthier Life



Main Pillars

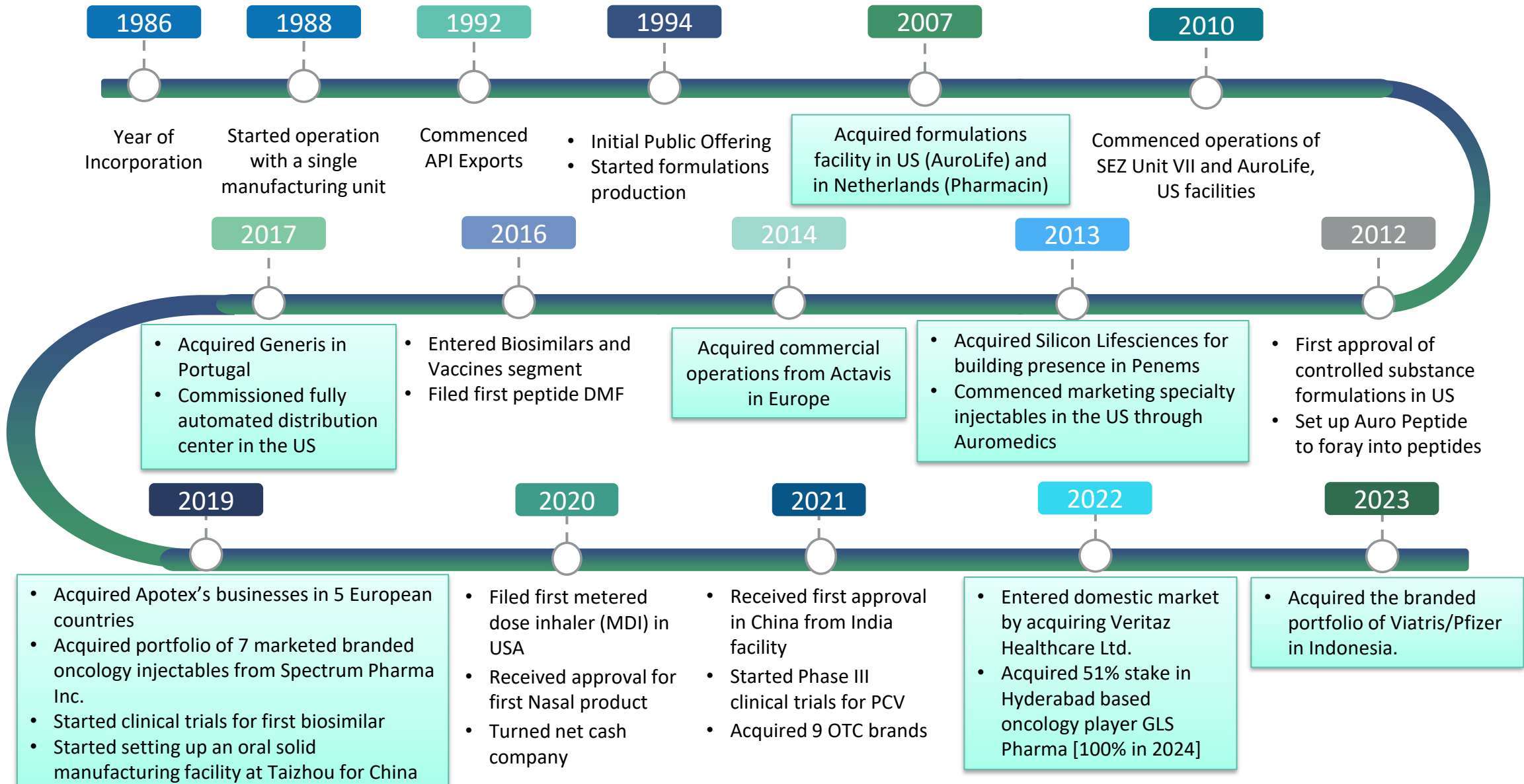
- ✓ Global Leadership & Access
- ✓ Successful Innovation in Process Chemistry
- ✓ Cost Effective & Affordable

Leading Global generic player








GMs: Growth Markets; ^ includes contract employees

Track record of execution






Acquisition- Successful Track Record of Integration (1/2)



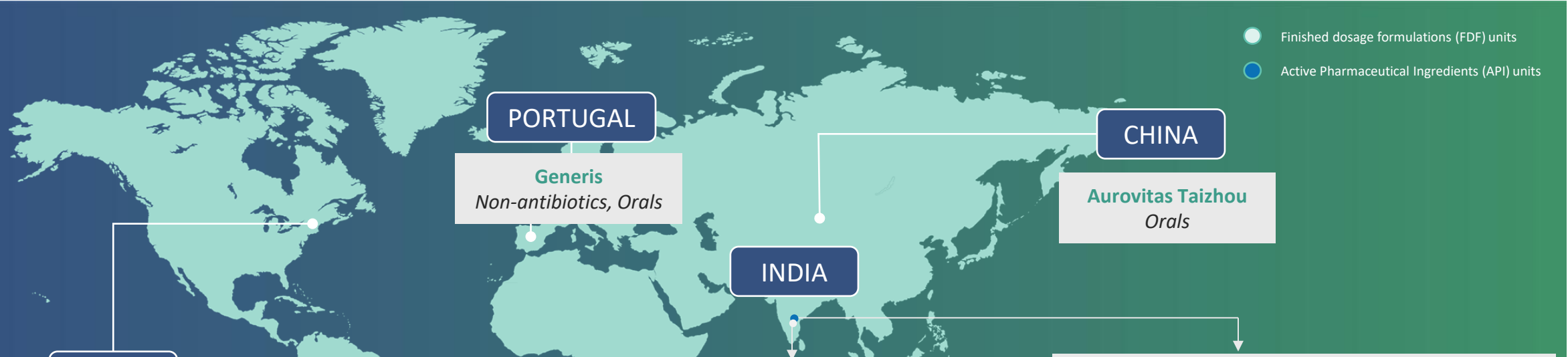
Year	Target	Value	Geography	Rationale/Synergy
2013	 <p>Completed acquisition of Silicon Lifesciences</p>	-	India	<ul style="list-style-type: none"> Building capability in Penem based formulations manufacturing
2014	 <p>Certain commercial operations of Actavis Plc in Western Europe</p>	EUR 30 Mn	Europe	<ul style="list-style-type: none"> 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
2017	 <p>Portuguese drug firm Genesis</p>	EUR 135 Mn	Europe	<ul style="list-style-type: none"> Consolidated position in Europe making it the largest generic player in Portugal Large manufacturing facility in Amador, Portugal with an annual capacity of 1.2bn units
2018	 <p>Apotex International Inc's commercial operations and certain supporting infrastructure in five European countries.</p>	EUR 74 Mn	Europe	<ul style="list-style-type: none"> Entry into higher margin Eastern EU markets (Poland & Czech Republic) Significant OTC presence Lever to rationalize costs and improve margins
2019	 <p>Anti-cancer drug portfolio from Spectrum Pharmaceuticals Inc.</p>	US\$ 160 Mn upfront + milestones	USA	<ul style="list-style-type: none"> 7 marketed branded oncology injectables, intellectual property and commercial infrastructure Foray in branded oncology market Aurobindo's front-end entity - Acrotech Biopharma Ltd

Acquisition- Successful Track Record of Integration (2/2)



Year	Target	Value	Geography	Rationale/Synergy
2022	 <p>Domestic formulations business of Veritaz Healthcare</p>	INR 171 Cr	India	<ul style="list-style-type: none"> • Entry into Domestic market by acquiring Veritaz business. • Veritaz caters anti-infective and pain-management therapeutic areas and will enter the Cardio/Diabetic and Ortho/Gynecology segments
2022	 <p>51% stake in Hyderabad-based GLS Pharma</p>	INR 28 Cr	India	<ul style="list-style-type: none"> • Expand the foothold of the company in oncology business in the domestic market • GLS caters to 400+ institutions, dealing in 65 generic Oncology molecules and established brands • Acquired balance 49% stake in 2024
2023	 <p>Portfolio of 15 brands from Viatris in Indonesia</p>	US\$ 48 Mn	Indonesia	<ul style="list-style-type: none"> • Entry in the fast-growing Indonesia market with strong growth potential • Strong positioning in the branded Pharma space in Indonesia

Manufacturing Prowess



● Finished dosage formulations (FDF) units
● Active Pharmaceutical Ingredients (API) units

PORTUGAL

Generis
Non-antibiotics, Orals

CHINA

Aurovitas Taizhou
Orals

INDIA

USA

Aurolife IB*
Orals

Aurolife II**
Derma, Inhalers & Transdermal

BRAZIL

Brazil Unit
Antibiotics

FDF units in India

Unit III
Non-antibiotics, Orals

Unit VI B
Cephalosporins/ Orals

Unit VII
Non-antibiotics, ARVs/Orals

Unit XII
Antibiotics, Injectables & Orals

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

Eugia Unit I
Oncology and Hormones

Eugia Unit II (formerly known as AuroNext)

Eugia Unit III (former Unit IV)
Injectables, Non-antibiotics & Ophthalmic

Eugia SEZ (former Unit XVI)
Antibiotics, Injectables

Eugia Steriles
Injectables

APL Healthcare Unit I
Pharma OTC, Orals

APL Healthcare IV (former Unit X)
Non-antibiotics, Solid Orals

Curateq (formerly Unit XVII)*
Biosimilars

APL Healthcare Unit III*
Derma

Auro Vaccines*
Vaccines

Auro Active
Paracetamol

GLS Pharma
Oral solid and injectables

API Units in India

Apitoria 1 (former Unit I)
General APIs, Cephalosporins, Oncology

Apitoria 2 (former Unit VIII)
ARV, CVS, CNS (Non-Sterile)

Apitoria 3 (former Unit IX)
Intermediates

Apitoria 4 (former Unit XI)
Non antibiotics

Apitoria 5 (former Unit V)
Antibiotics (Sterile and Non-sterile)

Apitoria 6 (former Unit XIV)
CVS, Anti-fungal

Apitoria 7 (former Unit XVII)
Penems (Non-sterile)

Unit II
Intermediates for nonantibiotics & penems

Unit VIA
Cephalosporins (Sterile)

Auro Peptides
Peptides

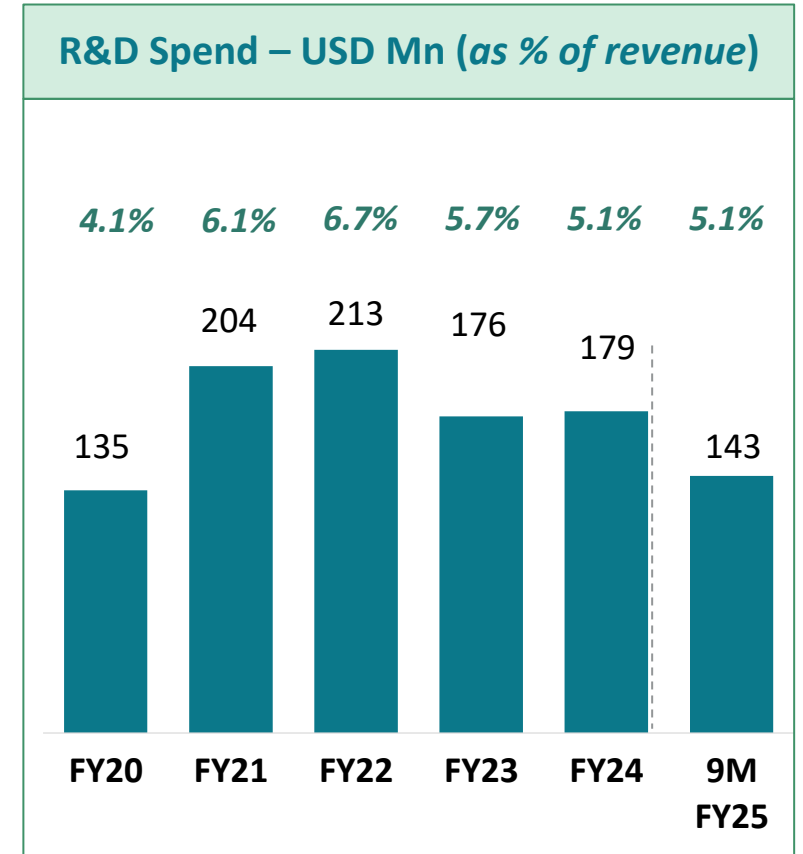
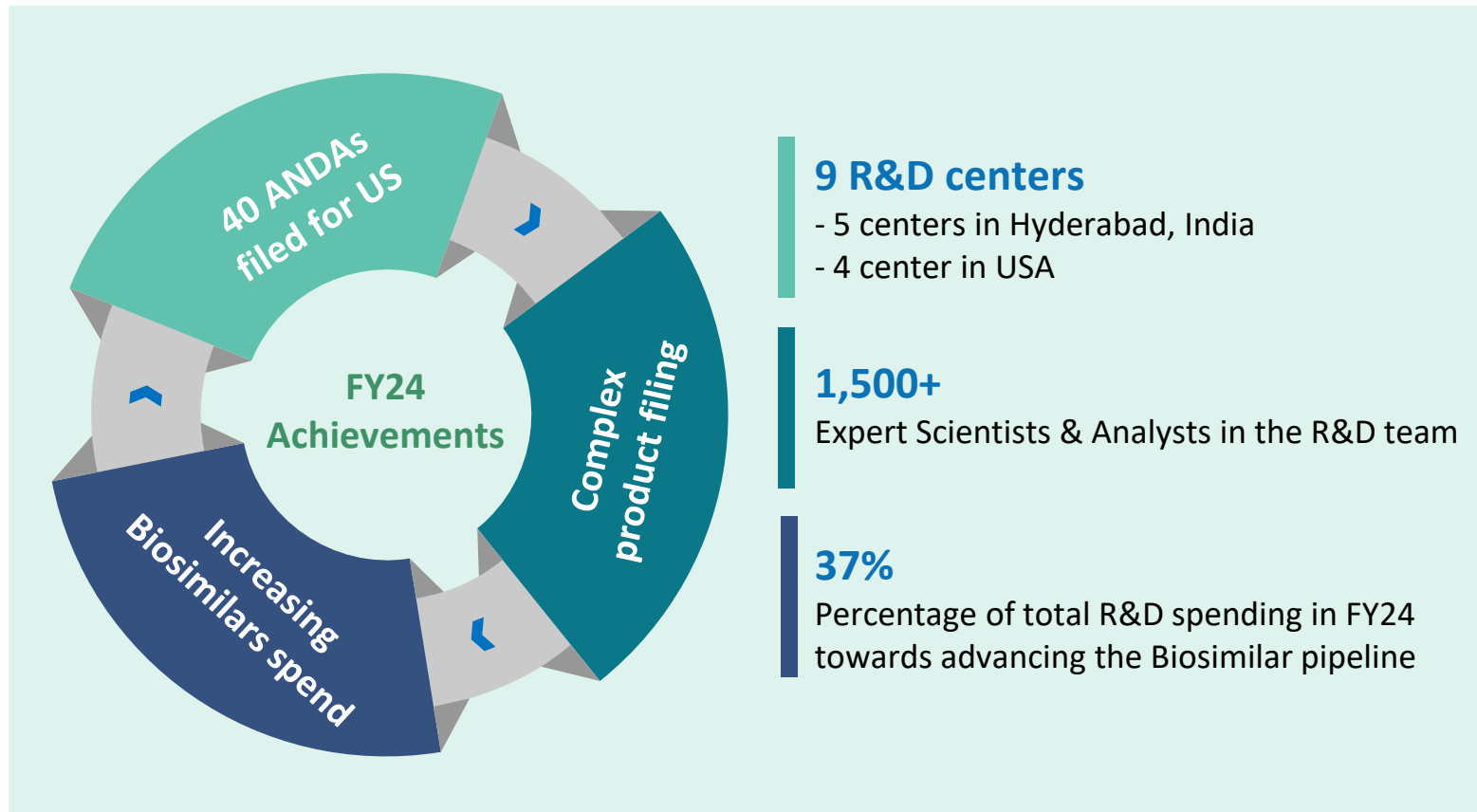
Lyfius Pharma
Pen-G

Qule Pharma
6APA

* yet to start commercial production; ** Partly commercialized

R&D Capabilities- Investing In The Future

- Development of a complex portfolio of finished dosage forms with higher entry barrier in orals, liquids, topicals, biosimilars, nasal, and parenteral products for global markets is a major priority for the upcoming years
- Depot injections, Peptide injectables and other complex products are key focus areas within injectables
- Strong Biosimilar pipeline including 14 products under development with US\$ 50 bn+ market potential.

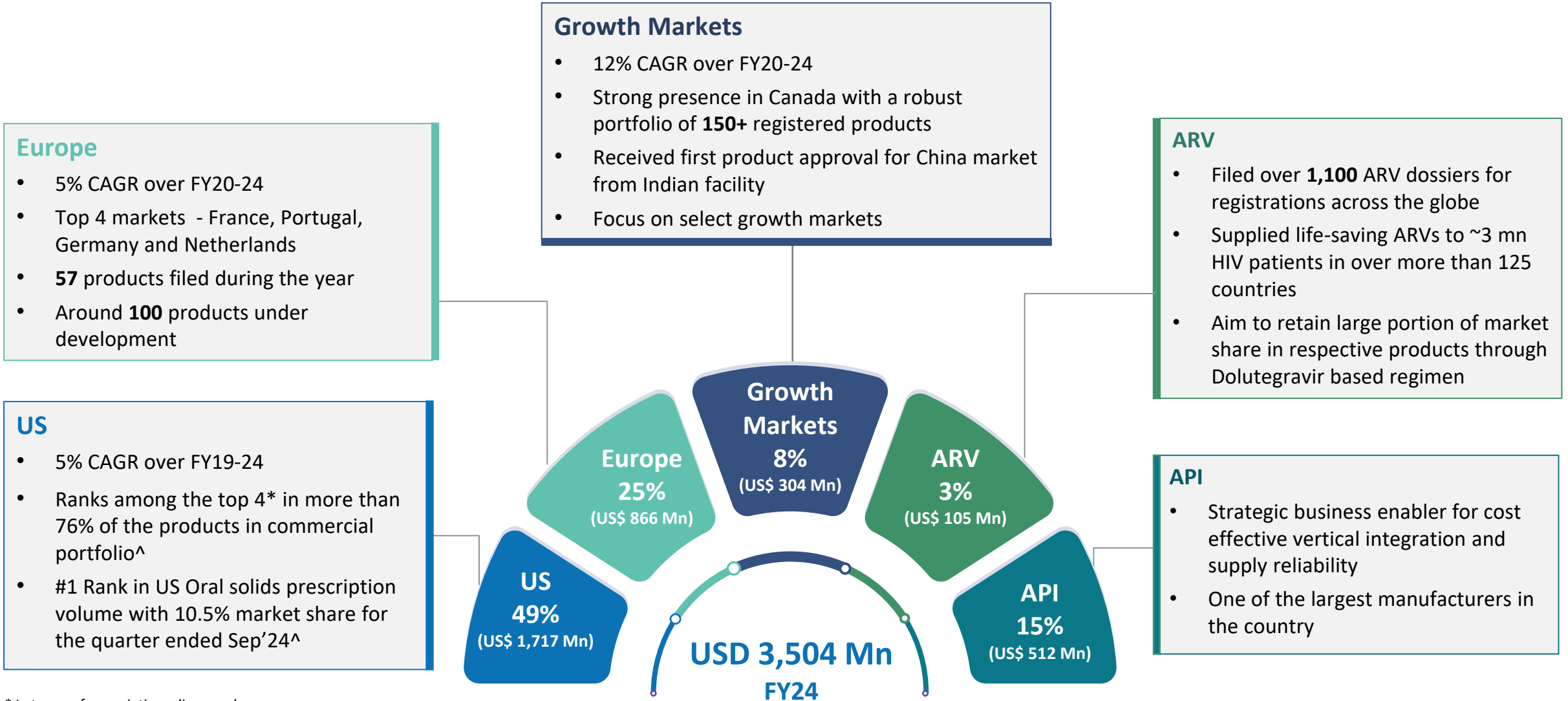




Business Highlights



Well diversified business presence



* In terms of prescriptions dispensed

^ As per IQVIA Sep'24 data

US Business - Overview



US
Europe
Growth Markets
ARV
API



#1 Top generic pharma company in US*

By Prescriptions dispensed



2 Manufacturing units

- Orals facility at Dayton, New Jersey
- Inhalation and Derma facility at Raleigh, North Carolina **

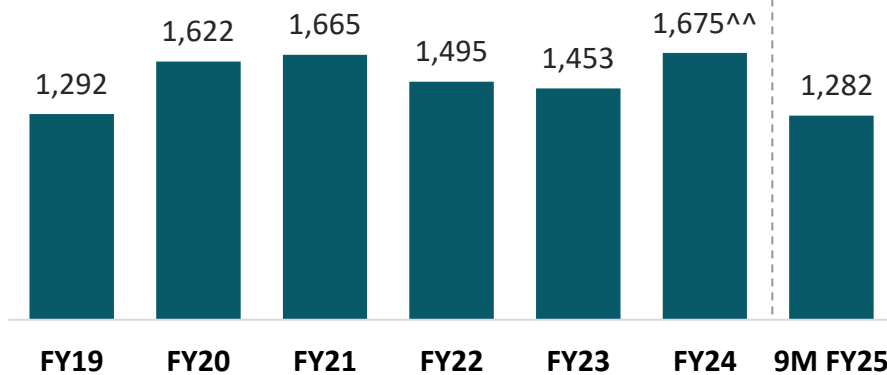


4 R&D centers

With strong team of Scientists and Analysts

Revenue (US\$ Mn)

5% CAGR over FY19-24



Product portfolio



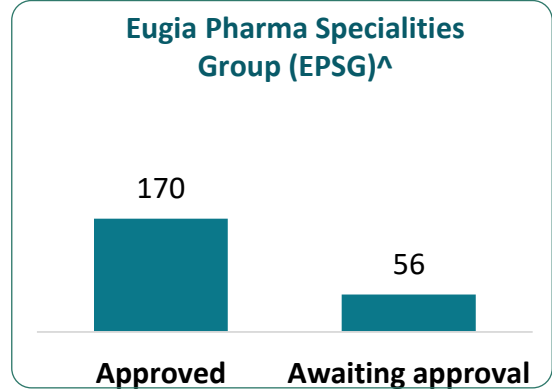
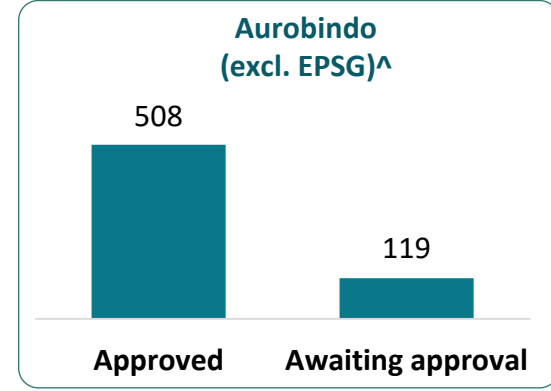
Presence across generics (orals, injectables and OTC) and branded Oncology



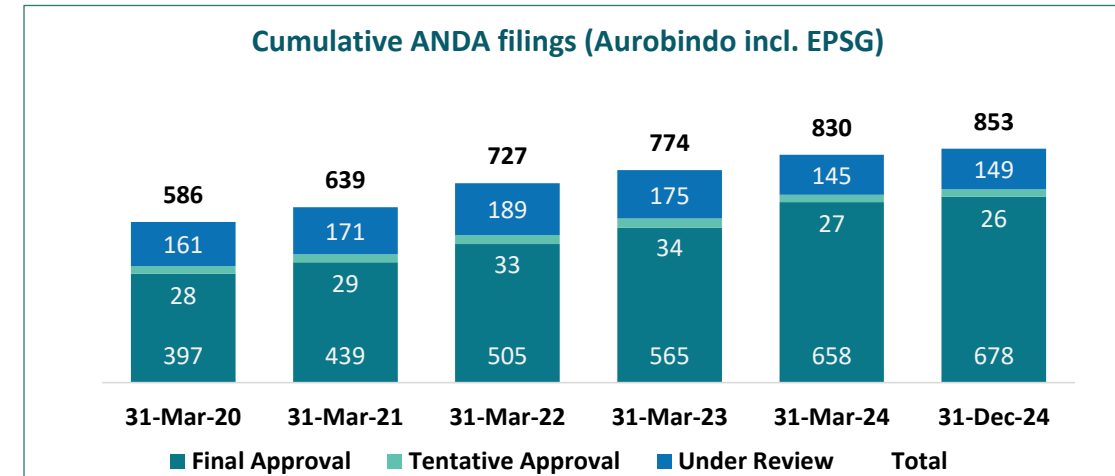
62 Products launched in FY24

ANDA Filing details

853
Cumulative
ANDAs filed[^]



175
ANDAs under
review[^]



40
ANDAs filed
in FY24

Source: *IQVIA MAT Dec 2024 data; ** Yet to start commercial production, ^ As on 31 Dec 2024, ^^ Excluding revenues of Puerto Rico of \$ 41 Mn

US Business - Segment highlights



US
Europe
Growth Markets
ARV
API



Orals

- **64.4%** of US revenue in FY24[^]
- Filed 31 ANDAs with USFDA in FY24
- 466 approved ANDAs and awaiting final approval for 106 products*
- Future pipeline includes:
 - Controlled substances with ADF
 - Inhalers, derma & nasal products
 - 505b2 products for select patient segments



Specialty & Injectables

- **23.7%** of US revenue in FY24
- 170 approved ANDAs and awaiting final approval for 56 products*
- Future pipeline include:
 - Complex injectables including depot injections
 - Inhalation solutions
 - Oncology
 - Hormones



Branded Injectables

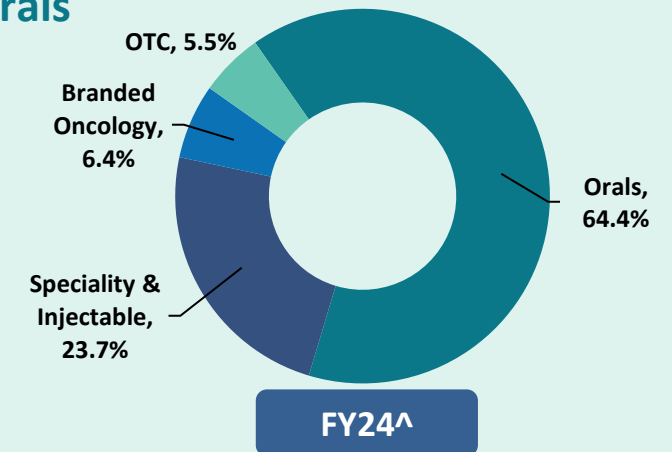
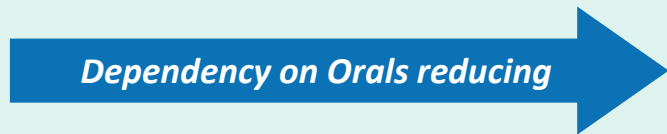
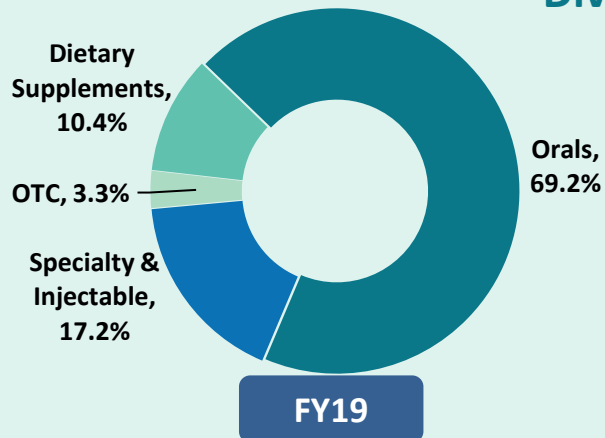
- **6.4%** of US revenue in FY24
- Portfolio of seven marketed oncology injectable products acquired from Spectrum Pharmaceuticals Inc.
- Entered in-licensing agreement with Evive Biotech for commercializing Ryzneuta (Efbemalenograstim Alfa) in US



OTC

- **5.5%** of US revenue in FY24[#]
- 49 approved ANDAs and 6 products awaiting approval*
- Future pipeline include:
 - Rx to OTC switch opportunities
 - Branded OTC

Diversifying mix with rising focus on Injectables & Non-orals



[^] Also include Direct sales to Indian customers for sales in USA, Excludes Puerto Rico; [#] Also include sales of Nurya; *As on 31 Dec 2024

Europe Business - Overview

Strong foothold in Europe

Leading generic company

Operations in **10** countries with full fledged Pharmacy, Hospital and Tender sales infrastructure with commercialized **550+** INNs

Ranks among the top **10** generics companies in **8** countries in EU/UK

Key growth drivers

Portfolio Expansion through launches of targeted Day 1 products, niche low volume Injectables and Orals

Strong performance across countries in 9MFY25, including France, Spain, Portugal, and Italy growing in double digits

Site transfer to facilities in India to enable profitable growth

High-capacity European batch testing and release facility at Malta for Oral and injectables products

Exited business operations in Czech Republic and scaled down operations in Romania to focus on more profitable opportunities

1,300+

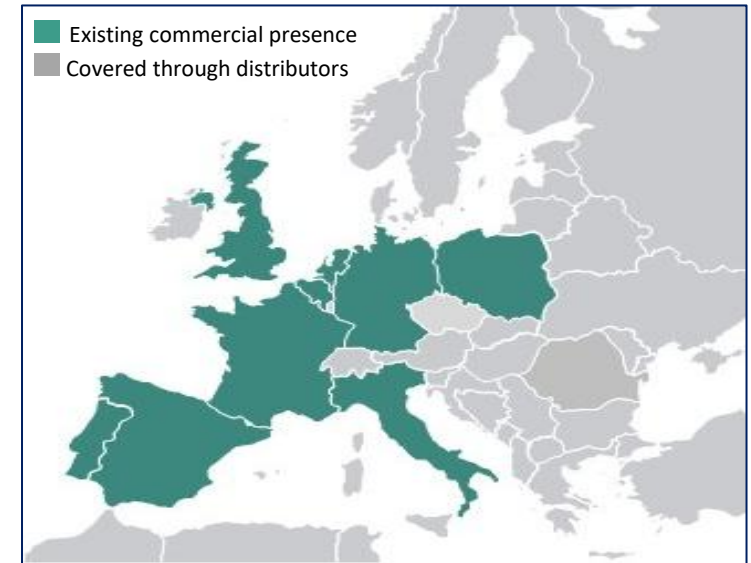
Employee strength in Europe

3,851

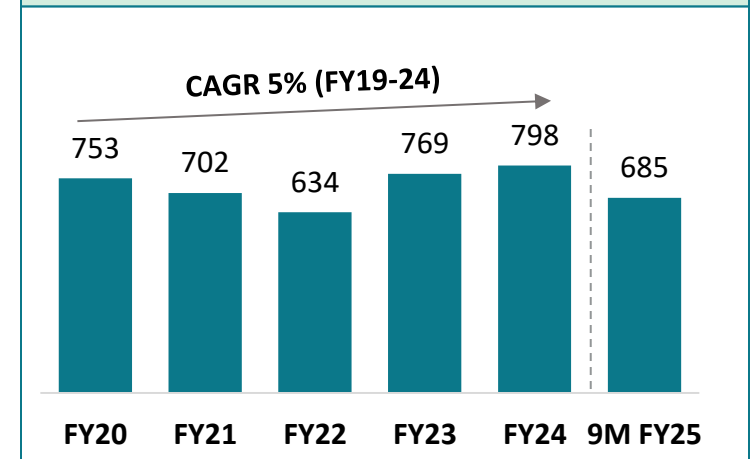
Cumulative product dossiers filed (As on 31st Dec'24)

>50%

of the products are now supplied from APL India



Revenue (EUR Mn)



Growth Markets Business - Overview



US

Europe

Growth Markets

ARV

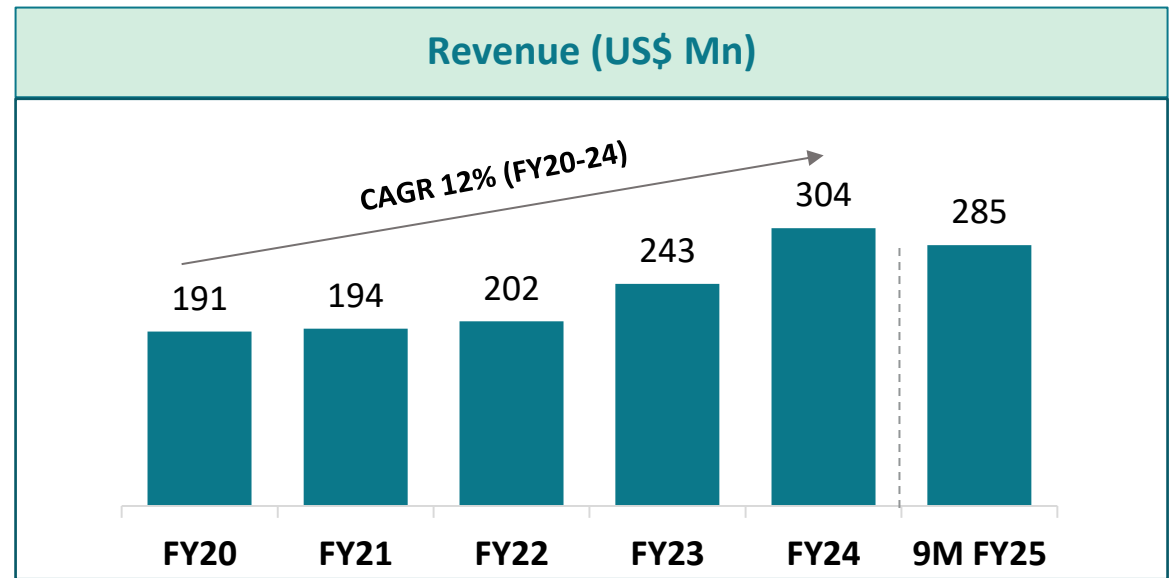
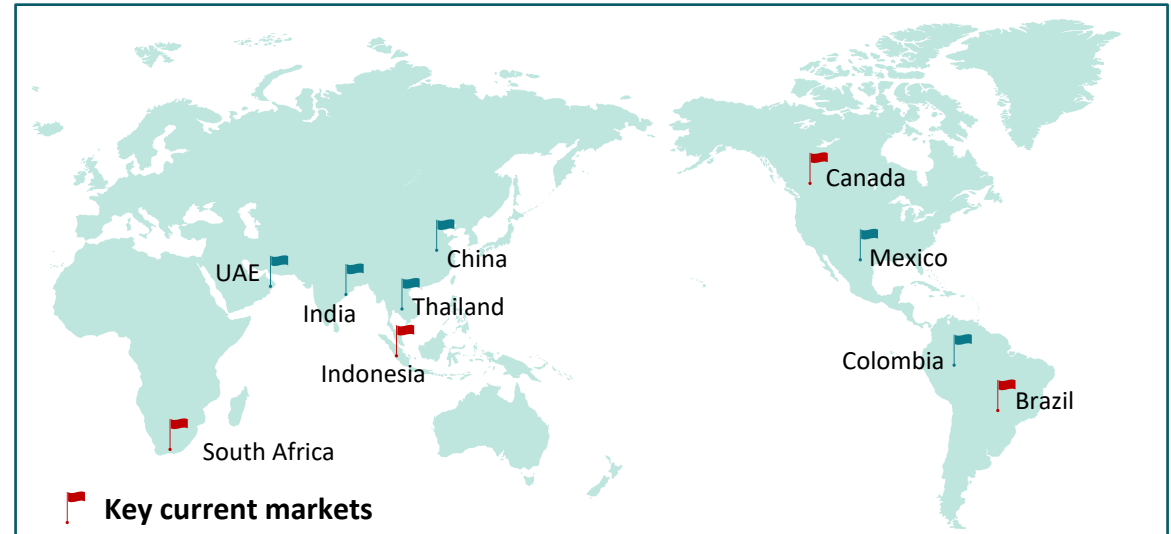
API



Acquired branded products business of Viatris in Indonesia. The deal has been closed on 15-Dec-23

Strong performance in key markets driven by portfolio expansion in Canada, with ramp-up in new markets such as Indonesia and China businesses

We are in the process of strengthening operations and portfolio in multiple other countries with strong growth potential



ARV Business - Overview



US
Europe
Growth Markets
ARV
API

Global Presence

Supplied lifesaving ARVs to ~3 Mn HIV patients in more than 125 countries

Registrations

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

Global Tenders

Focus on global tenders floated by Multi-Lateral Organizations like Global Fund, USAID/PEPFAR and Country specific MOH tenders

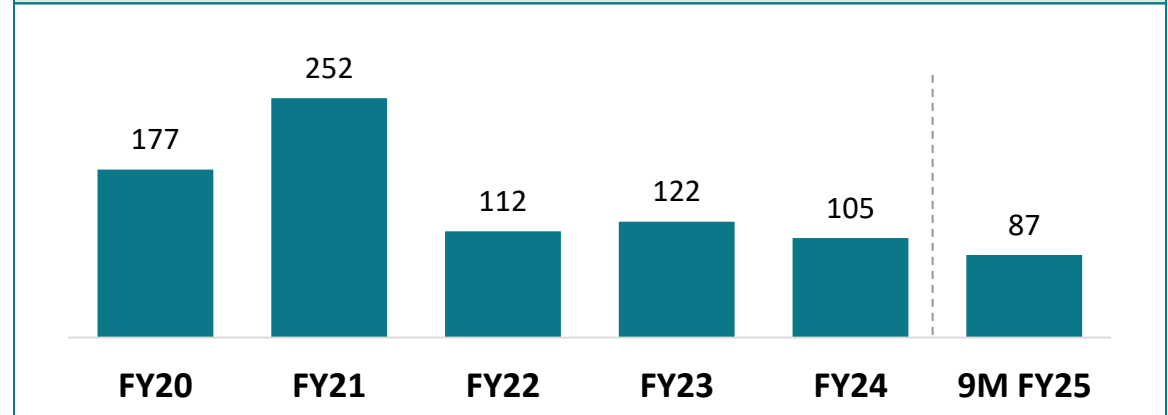
The Future

Leveraging scale to maintain affordable pricing and retain market share of flagship treatment regimen

Growth drivers

- Strong market share in Dolutegravir based regimen, gained on the back of affordable pricing. The regimen is expected to continue as the 1st line of treatment for HIV in the coming years
- Announced the signing of a voluntary license with the Medicines Patent Pool for Cabotegravir Long-Acting Injectable for HIV pre-exposure prophylaxis (PrEP) in 90 countries, including India

Revenue (US\$ Mn)



API Business - Overview



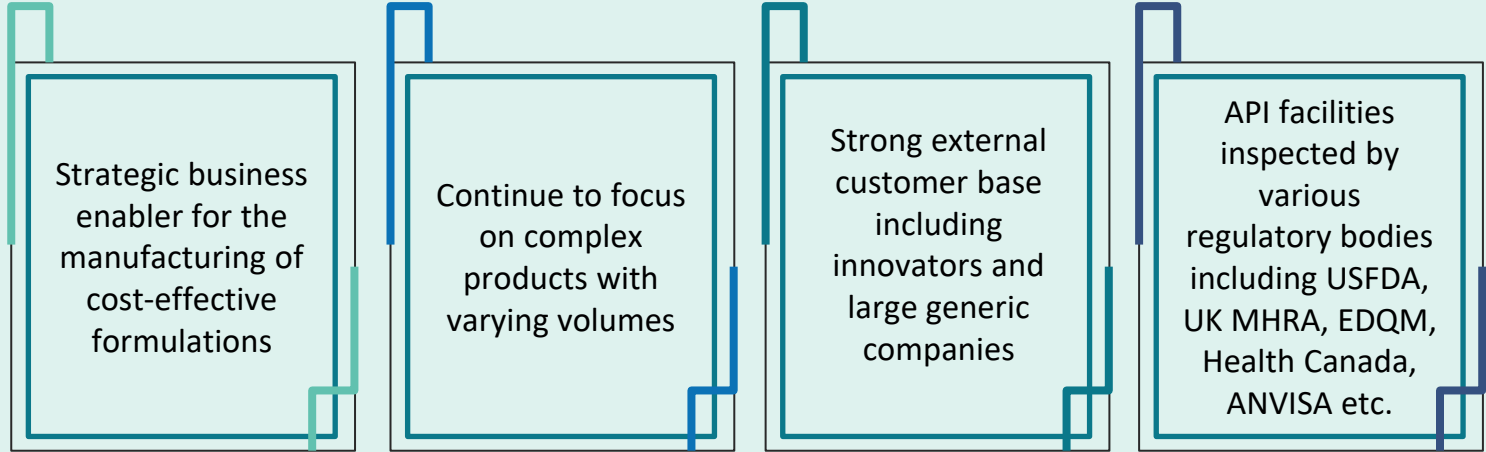
US
Europe
Growth Markets
ARV
API

Among the largest API manufacturers in the country

Wide portfolio of Antibiotic and Non-Antibiotic APIs

52% of APIs for formulations manufactured in-house

API business carved out as Apitoria Pharma for greater strategic focus



Growth drivers

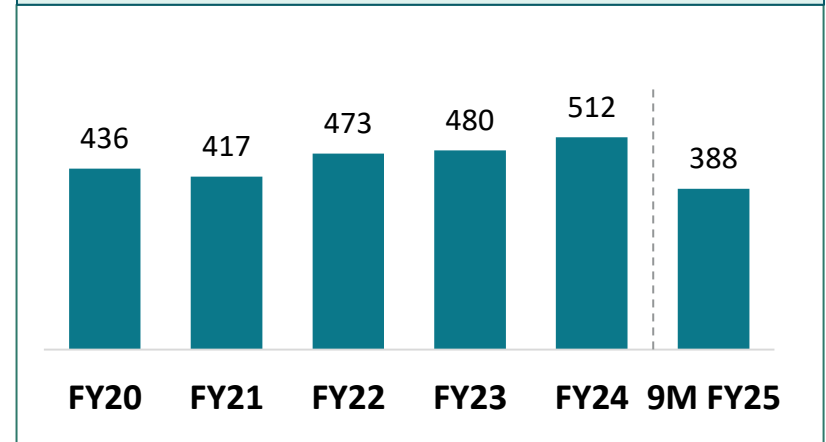
- **Strengthening portfolio:** Expanding capacity for small to medium range molecules and adding a unit for high potent molecules
- **Capacity improvement:** Focus on increasing capacities and improving manufacturing processes to meet customer requirements.
- **Sustained demand in regulated markets:** Continue to drive growth in EU, Japan & USA
- **Continuous Improvement Program:** to improve efficiency and asset utilization

Large-scale manufacturing capabilities

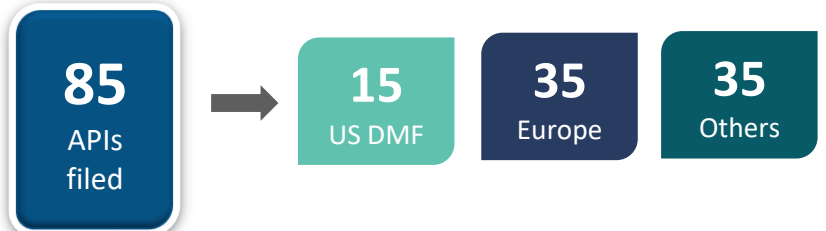
13 manufacturing facilities

Installed API capacity **19,000 MTs**

Revenue* (US\$ Mn)



FY24 filings



* Including API export incentives



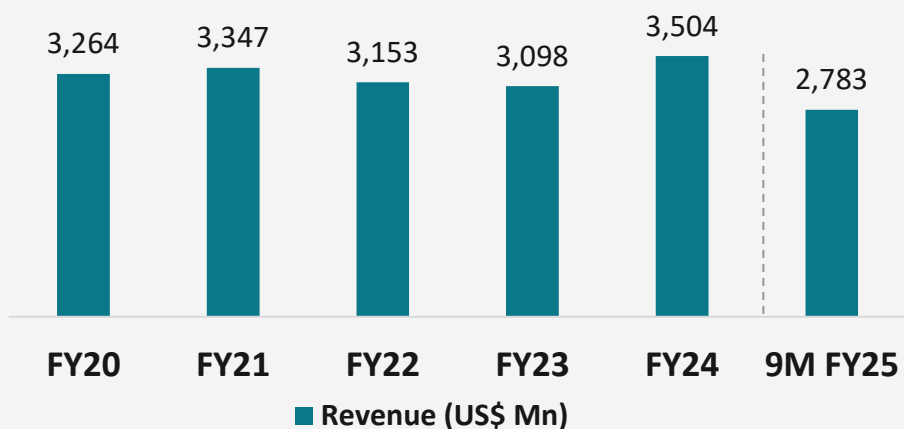
Financial Summary



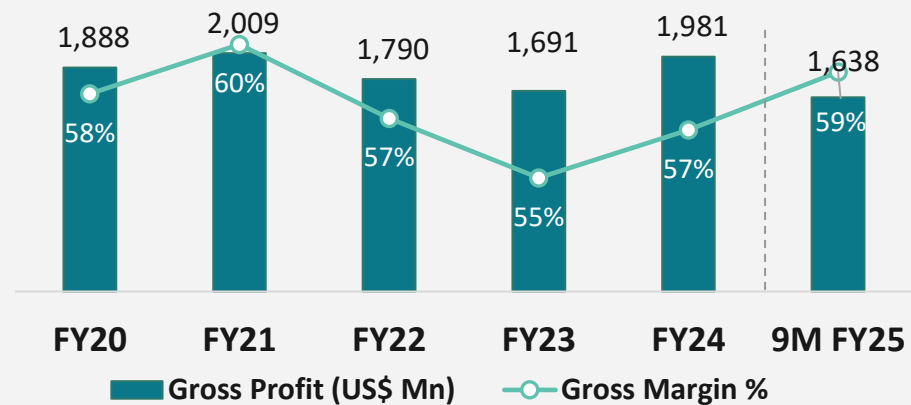
Financial Summary (1/2)



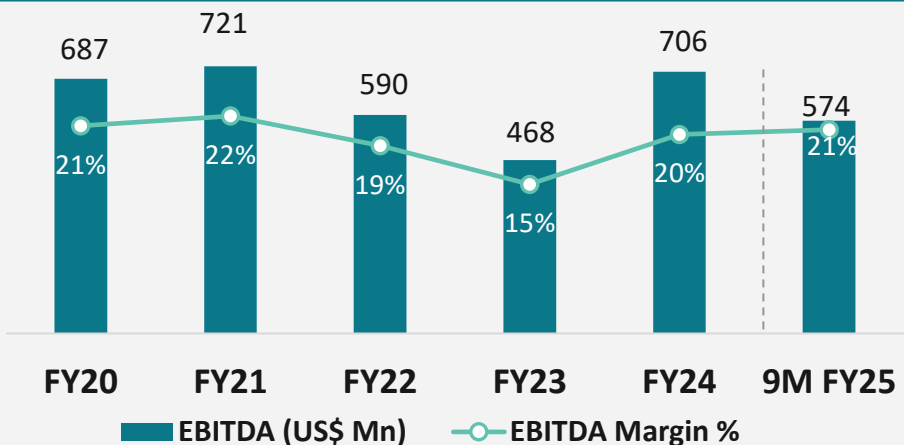
Revenue



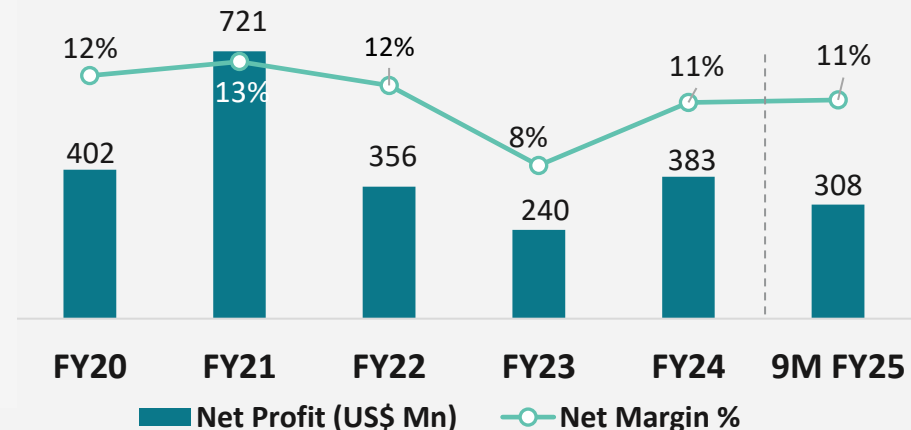
Gross Profit



EBITDA



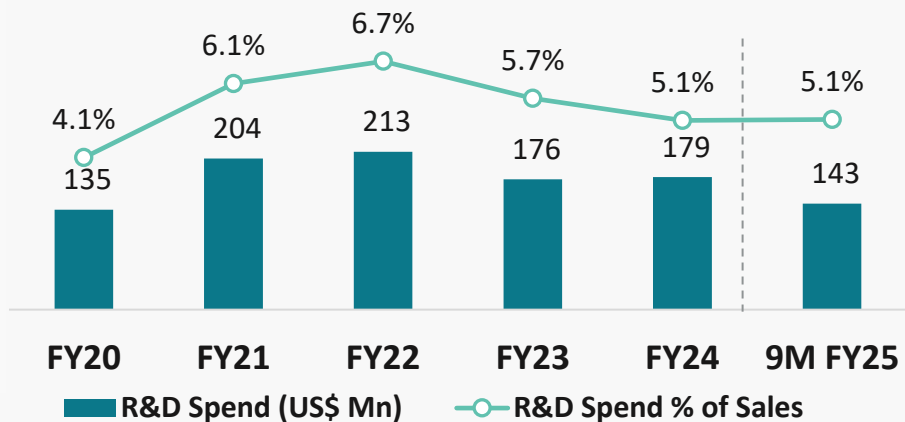
Net Profit



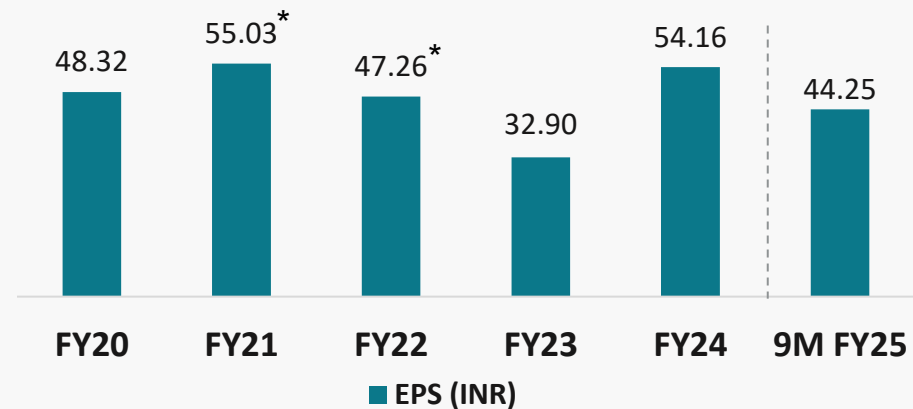
Financial Summary (2/2)



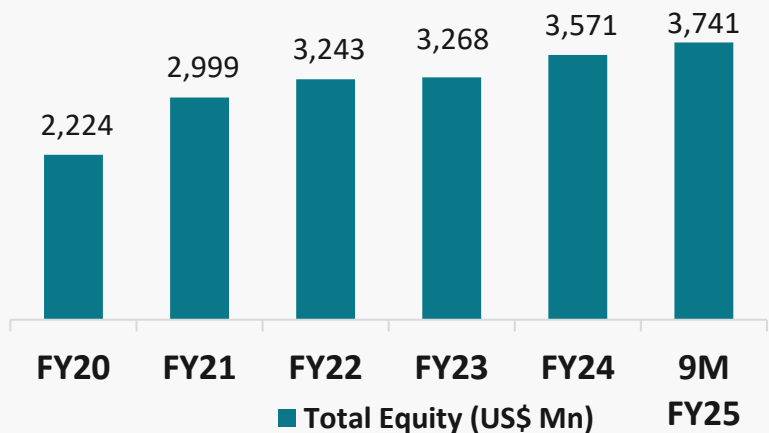
R&D Expenditure



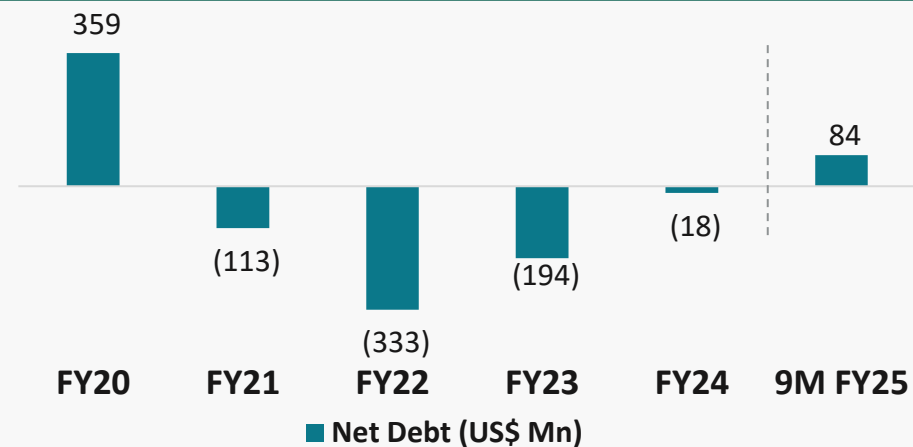
Earnings Per Share



Equity (Net worth)



Net Debt^



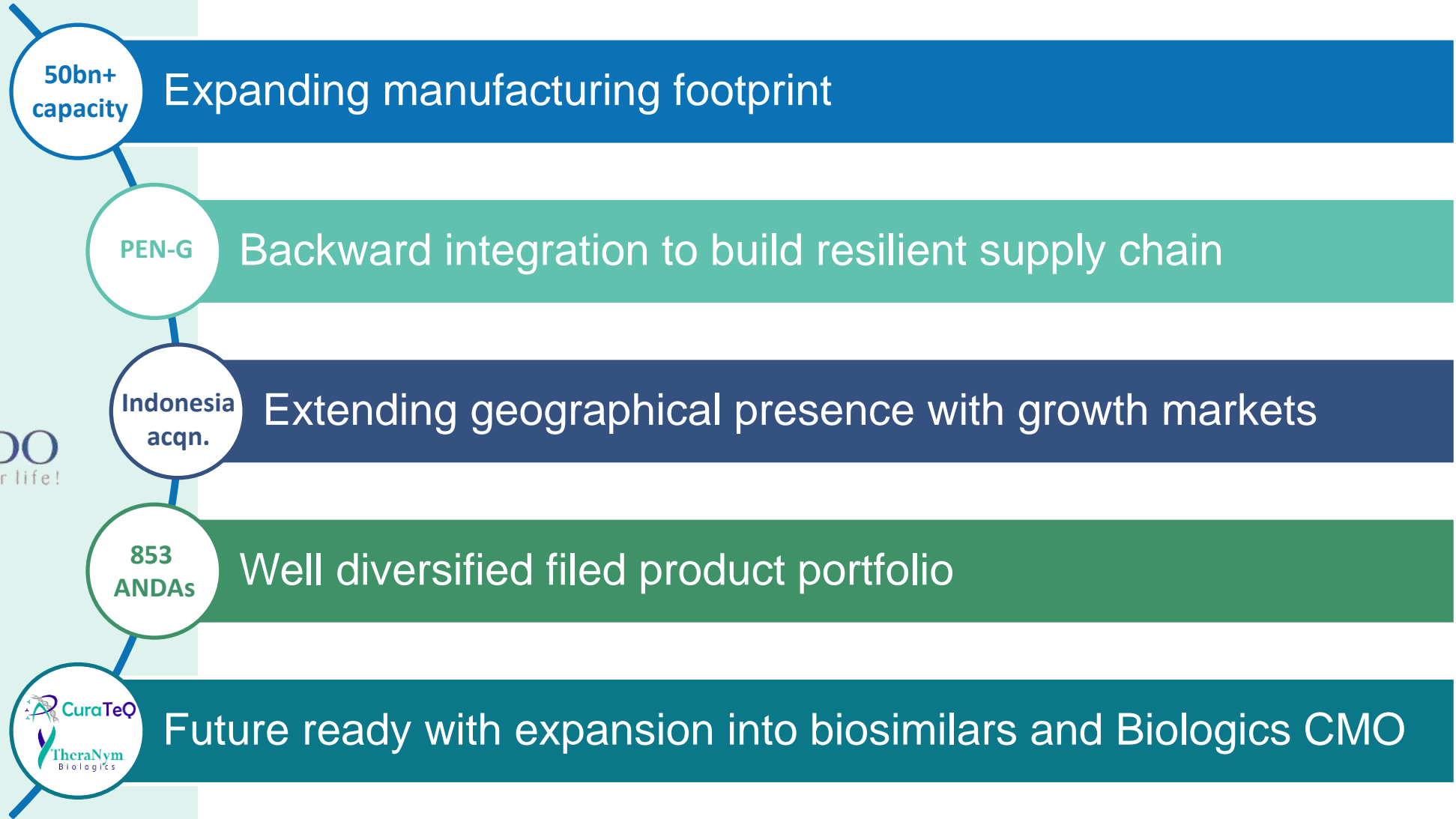
* EPS is calculated on adjusted net profit; ^ Includes investment



Key Levers for Sustained Growth



Key levers for Sustained Growth





Environment, Health & Safety



Environment, Health & Safety



Goals achieved in FY24

16%

Reduction in carbon footprint (as per SBTi – WB2C)

14%

Renewable energy share

64%

Co-processing of hazardous waste

100%

Reuse/recycle of non-hazardous waste

Community Care

- Established Skill Development Centres in rural areas, offering training in high-end pharma sector skills, computer training, and tailoring. These initiatives benefited 1,938 rural women, youth and graduates
- APF provided vital equipment and infrastructure to enhance educational facilities across government schools, colleges, and universities in Andhra Pradesh and Telangana states benefiting 4,227 students
- MNJ Institute of Oncology & State Cancer Institute in Hyderabad, Telangana, operates as a tertiary cancer centre providing comprehensive multidisciplinary care to patients free of charge | **1.35Lakh People benefitted since inception**
- Aurobindo Pharma Foundation partnered with Hare Krishna Movement Charitable Foundation (HKMCF) to establish a solar-powered automated centralized kitchen in Perumallapuram village, Kakinada district, Andhra Pradesh. | **15.2 lakh breakfast meals provided since 2022**



Committed to becoming one of the most sustainable organizations in the pharmaceutical industry

Thank You



For more information, contact:
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www.aurobindo.com