

Date: 8th August, 2024

To,
The Manager,
Department of Corporate Services,
BSE Limited
P. J. Towers, Dalal Street,
Fort, Mumbai – 400 001
Scrip Code: 533573

To,
The Manager,
Listing Department,
National Stock Exchange of India Ltd.
'Exchange Plaza', Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
NSE Symbol: APLLTD

Dear Sir/Madam,

Sub: Investors Presentation on Unaudited Financial Results of the Company for the quarter ended 30th June, 2024

Please find enclosed the Investors Presentation on Unaudited Financial Results of the Company for the quarter ended 30th June, 2024.

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,
For Alembic Pharmaceuticals Limited

Manisha Saraf
Company Secretary

Encl.: A/a.

ALEMBIC PHARMACEUTICALS LIMITED



Alembic Pharmaceuticals Limited

Investor Presentation
Q1FY25

Aug 8, 2024

Materials and information provided during this presentation may contain ‘forward-looking statements’. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.

Risks and uncertainties include general industry and market conditions and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited, to technological advances and patents attained by competitors, challenges inherent in new product development including completion of clinical trials; claims and concerns about product safety and efficacy; obtaining regulatory approvals; domestic and foreign healthcare reforms; trend towards managed care and healthcare cost containment and governmental laws and regulations affecting domestic and foreign operations.

Also, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited, to inability to build production capacity to meet demand, unavailability of raw materials and failure to gain market acceptance.

INR Bn

Revenue 15.62	↑ 5% YoY ↓ 3% QoQ	R&D 7% of Sales
EBIDTA 2.39	↑ 14% YoY ↓ -9% QoQ	EBIDTA Margin 15.3%
Net Profit 1.35	↑ 12% YoY ↓ -24% QoQ	Net Profit Margin 8.6%

Key Highlights :

India Branded Business : India Branded Business recorded 9% growth with topline of INR 5.72 billion for Q1 FY25.

US Generics : Growth of 18% on YoY basis led by market share gain in few products and scaling up of recently commercialized products. Launches of recently approved products to drive growth in coming quarters (Received 9 Final approvals in Q1FY25).

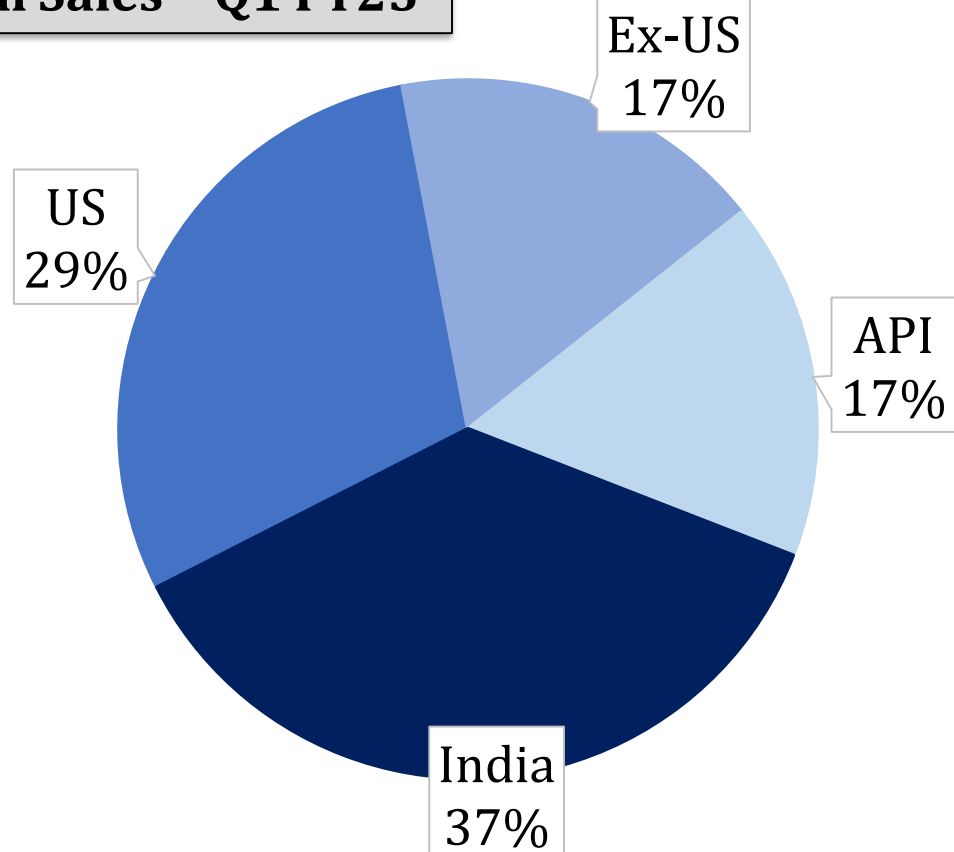
Ex-US Generics : Business recorded revenue of INR 2.71 Bn on a high base of previous year; 2% growth. Growth momentum will continue in FY25 backed by strong orderbook.

API : De-Growth of 15% on YoY basis, on account of lower off-take from few selected customers. Business continues to maintain a solid foundation for future growth.

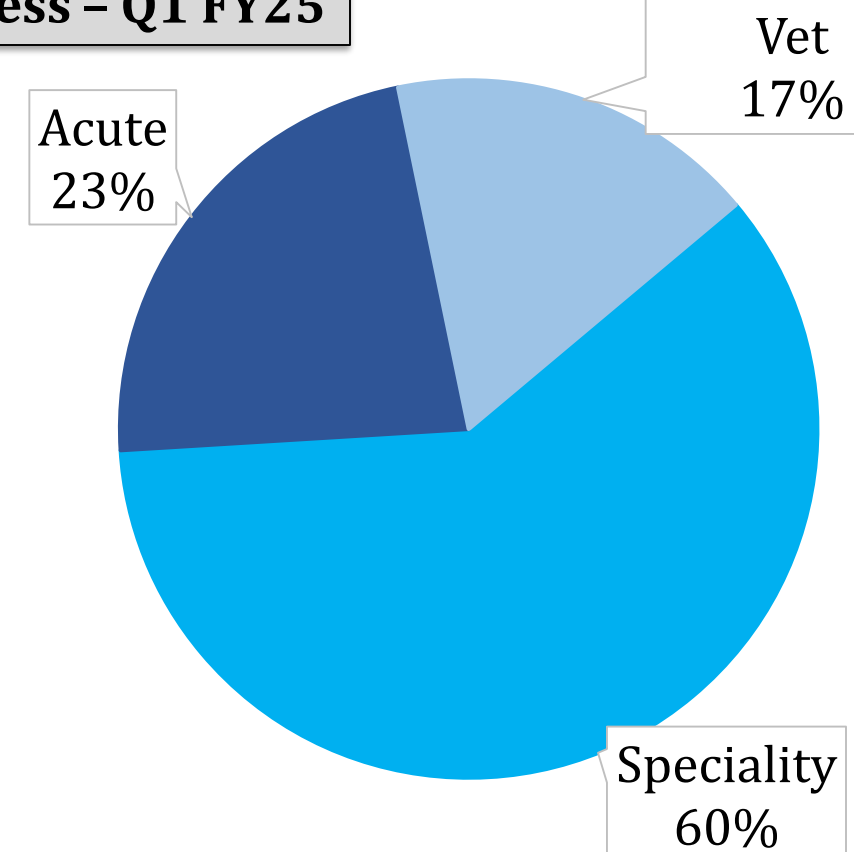
INR Bn

Business	Q1 FY25	Q1 FY24	Y-o-Y	Q4FY24	Q-o-Q
Formulations					
India	5.72	5.24	9%	5.03	14%
US	4.61	3.90	18%	4.23	9%
Ex-US	2.71	2.66	2%	2.62	3%
API	2.59	3.05	-15%	3.30	-22%
Total Revenue	15.62	14.86	5%	15.17	3%

Geographical Sales - Q1 FY25

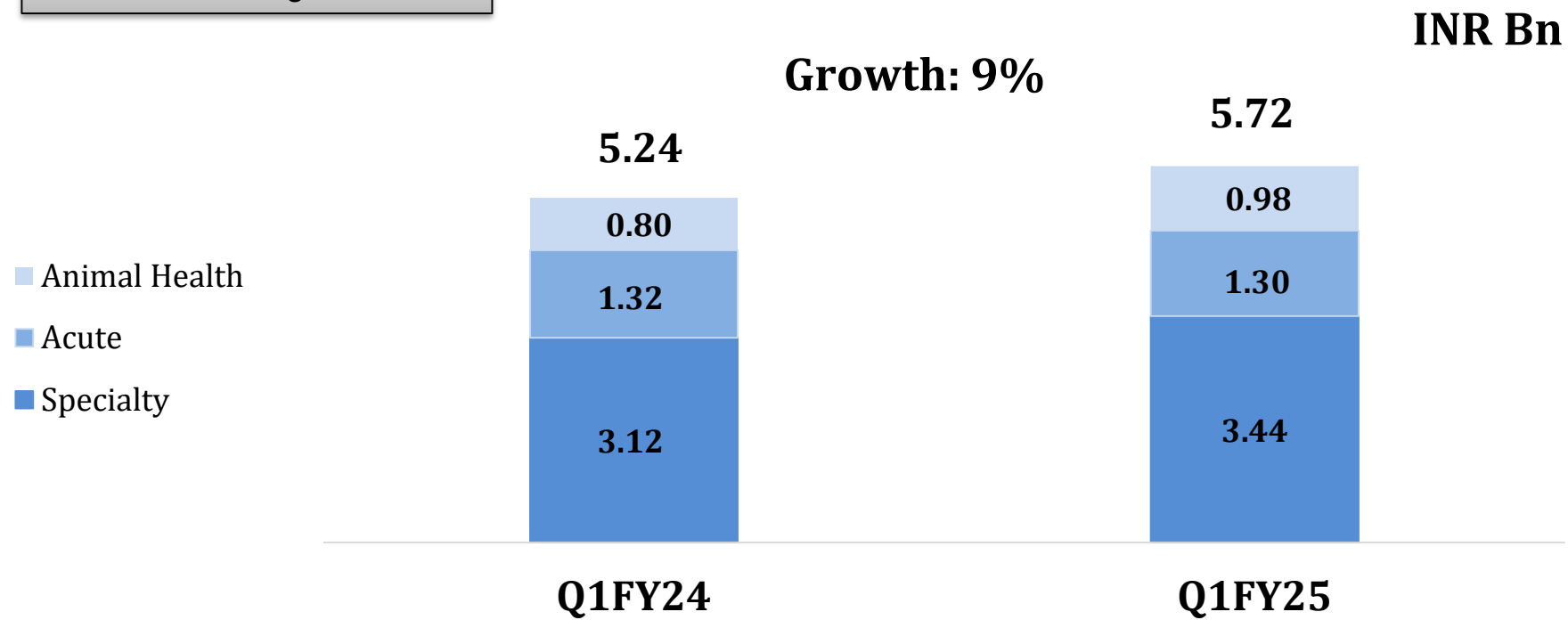


India Business - Q1 FY25

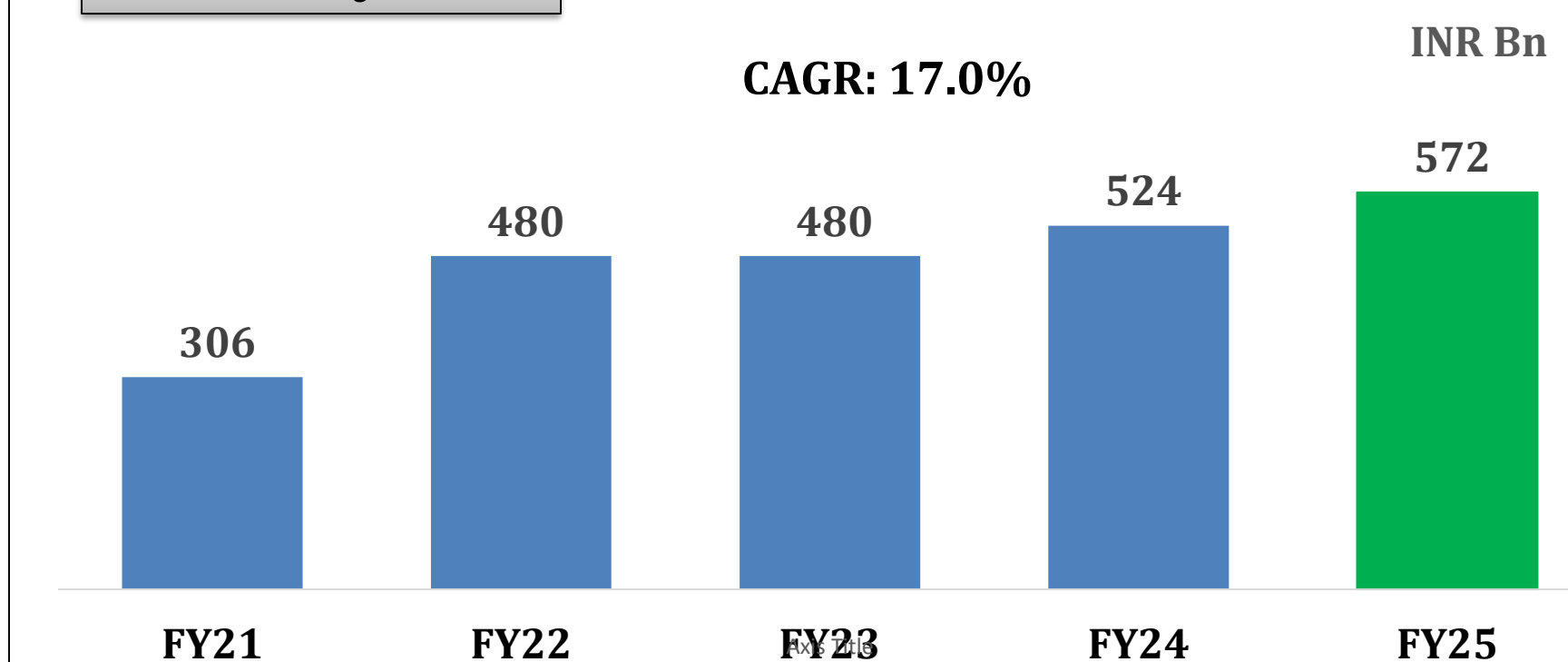


Diversified Therapy Presence

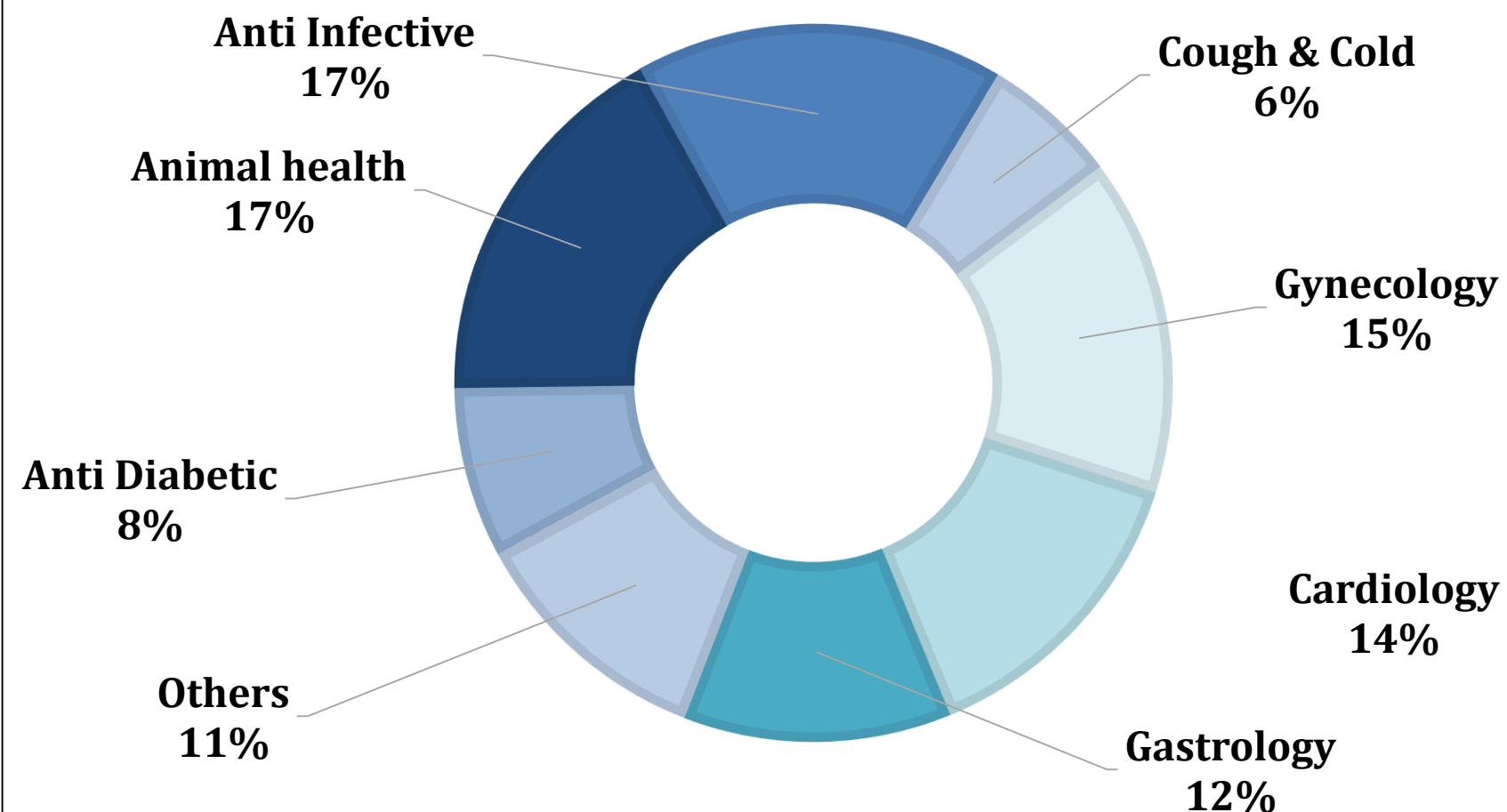
Revenue - Q1 FY25



Revenue - Q1



Sales Mix



- India Business recorded 9% growth with topline of INR 5.72 billion for the quarter.
- Alembic ranked 20th in IPM.
- 15.1% Product portfolio in NLEM.
- 5200+ MRs with 21 Marketing divisions.
- Market share is 1.3% of Indian Pharma space and 4 brands with revenue of INR 1 billion (Source: IQVIA MAT Jun-24)

Branded Business – Rx driven rankings



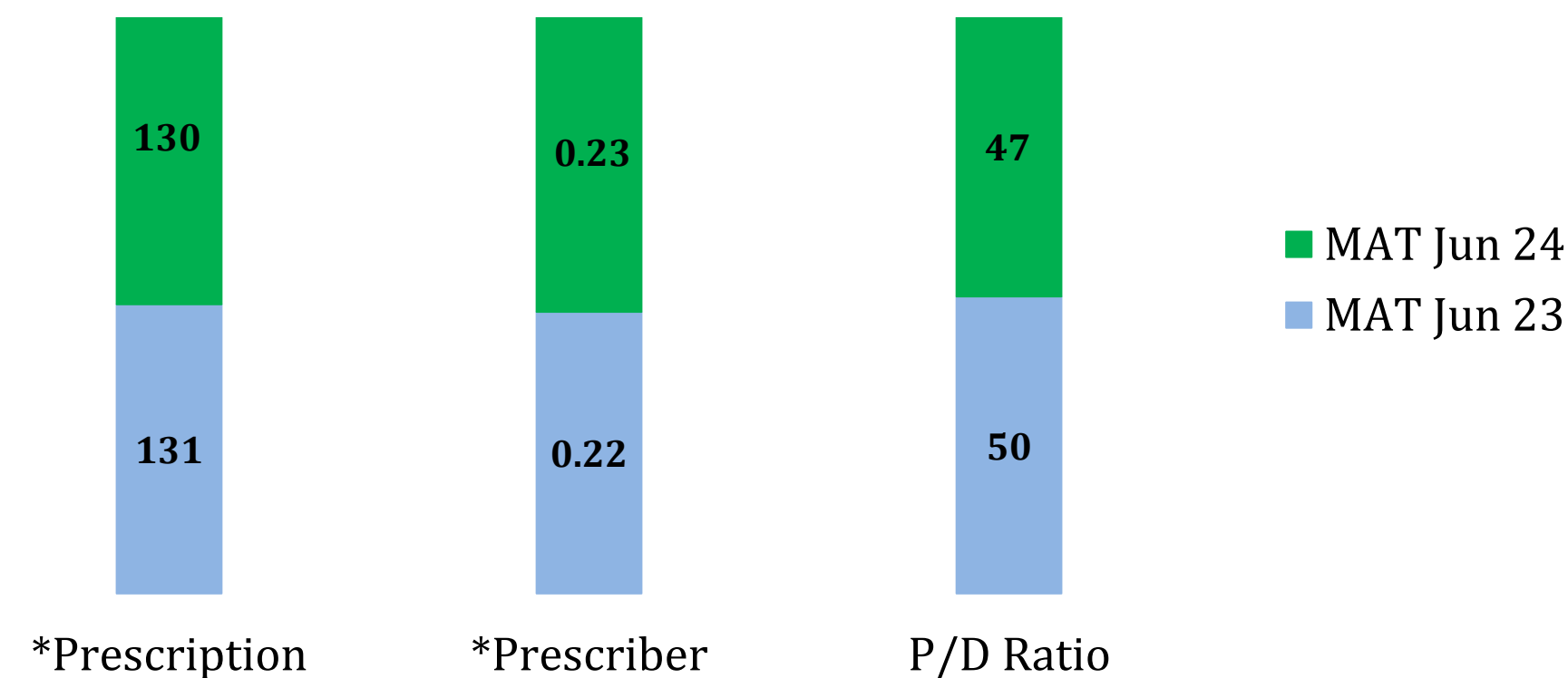
Top Brands with Rank and Market Share

BRANDS	Rank Q1 FY 25*	MS% Q1 FY 25	BRANDS	Rank Q1 FY 25*	MS% Q1 FY 25
AZITHRAL	1	35.3	WIKORYL	3	10.4
ALTHROCIN	1	89.3	ISOFIT	3	5.4
CRINA-NCR	1	28.9	BROZEET-LS	3	7.4
ROXID	1	94.9	SHARKOFERROL	3	5.8
LACTONIC	1	47.7	BLADMIR	3	12.0
DELTONE	1	65.8	BILAMBIC-M	3	7.2
OVIGYN	1	41.8	ISOFIT SR	3	13.5
GERIJOINT	1	46.7	ULGEL	4	9.0
ELATA	1	48.3	ETRIK	4	5.4
CETANIL	2	7.4	VELDROP	4	4.7
GESTOFIT SR	2	18.6	CLOFF	4	12.5
ESTROPLUS	2	37.1	ULGE-RAFT	4	9.1
TRAVISIGHT	2	15.6	TELLZY	5	5.4
FREEGO	2	12.4	REKOOL	5	5.1
			PROTINULES	5	9.4

*Above ranks are based on respective Molecule group

Driving overall Prescription Business

*Figures in Mn



- Prescription wise Alembic ranks at 18th Position.
- Alembic's prescription 130 million as per MAT Jun 24 with growth in prescriber base.

Source: IQVIA Jun-24

- Gynecology, Anti Diabetic and Ophthalmology have shown robust growth.
- Performed relatively better than the market in Antibiotic and Respiratory segments.

Q1 FY25 Growth Comparison			
Therapy	APL	Market*	Net Growth
Gynaecology	12.5%	8.0%	4.5%
Gastrointestinal	11.8%	12.6%	-0.8%
Anti Diabetic	18.4%	13.4%	5.0%
Ophthalmology	25.9%	5.5%	20.4%
Antibiotics OS	0.1%	-3.8%	3.9%
Antibiotics OL	10.9%	-0.5%	11.4%
Cold and Cough	-5.8%	-8.2%	2.4%

*Above market growth are based on respective Molecule group

New launches continue to do well along with promising future launches across key segments.

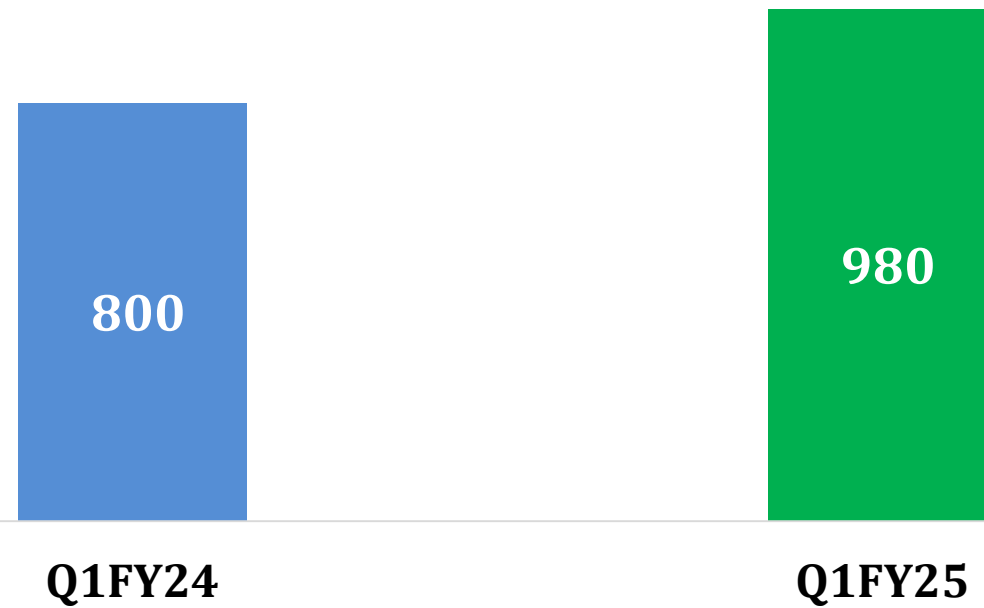
Therapy	Molecule	Brands	Launch	Q1 FY25 INR Mn
Gynecology	Dydrogesterone	ISOFIT	2022	191
	Iron Ferric	RICHAR-FCM/TUFEHART	2023	48
Gastrointestinal	Raft Mkt	ULGERAFT/EVARAFT/EXCERAFT	2022	86
	Vonoprazan	MONOVONO/VONOFIDE	2024	1
Oral Anti Diabetic	Dapaglifozin + Sitagliptin + Metformin	VOAGE-MS/SITALEMBIC-MD	2023	55
	Dapaglifozin + Sitagliptin	VOAGE-S/SITALEMBIC-D	2022	40
	Dapaglifozin + Vildagliptin	GLIPY-D/VOAGE-V	2022	32
	Sitagliptin + Metformin	SITALEMBIC-M	2022	29
	Dapaglifozin + Vildagliptin+Metformin	GLIPY-DM	2023	12

Revenue - Q1 FY25

Growth 23%

INR Mn

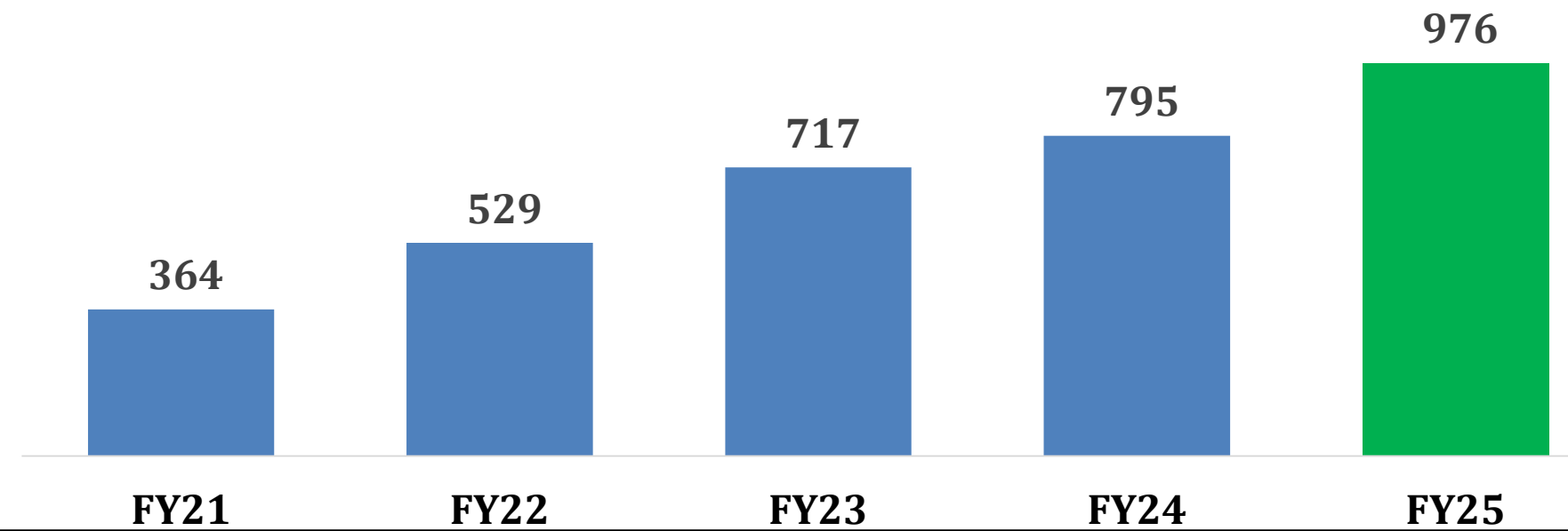
■ Q1FY24
■ Q1FY25



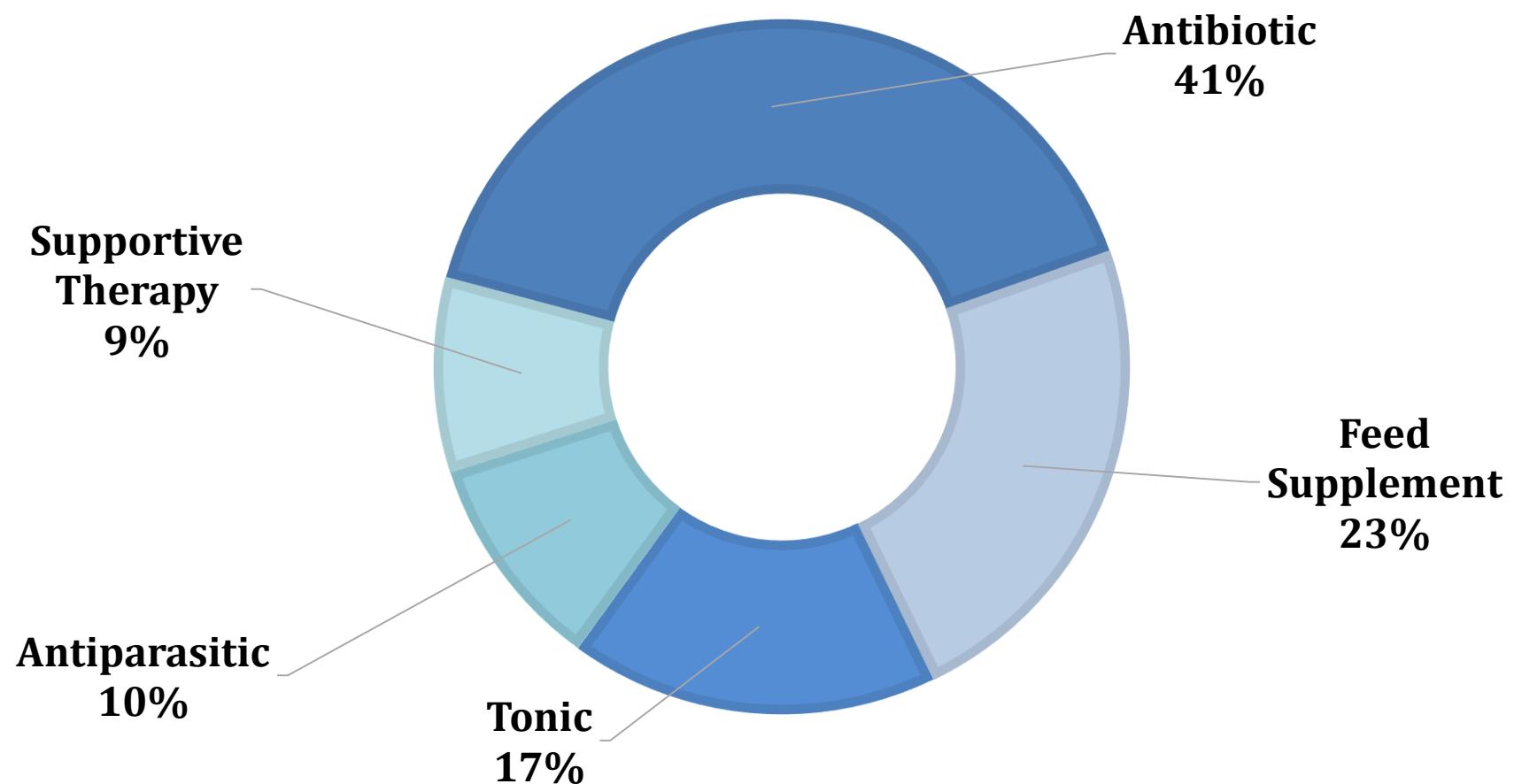
Revenue - Q1

CAGR 28.0%

INR Mn



Sales Mix

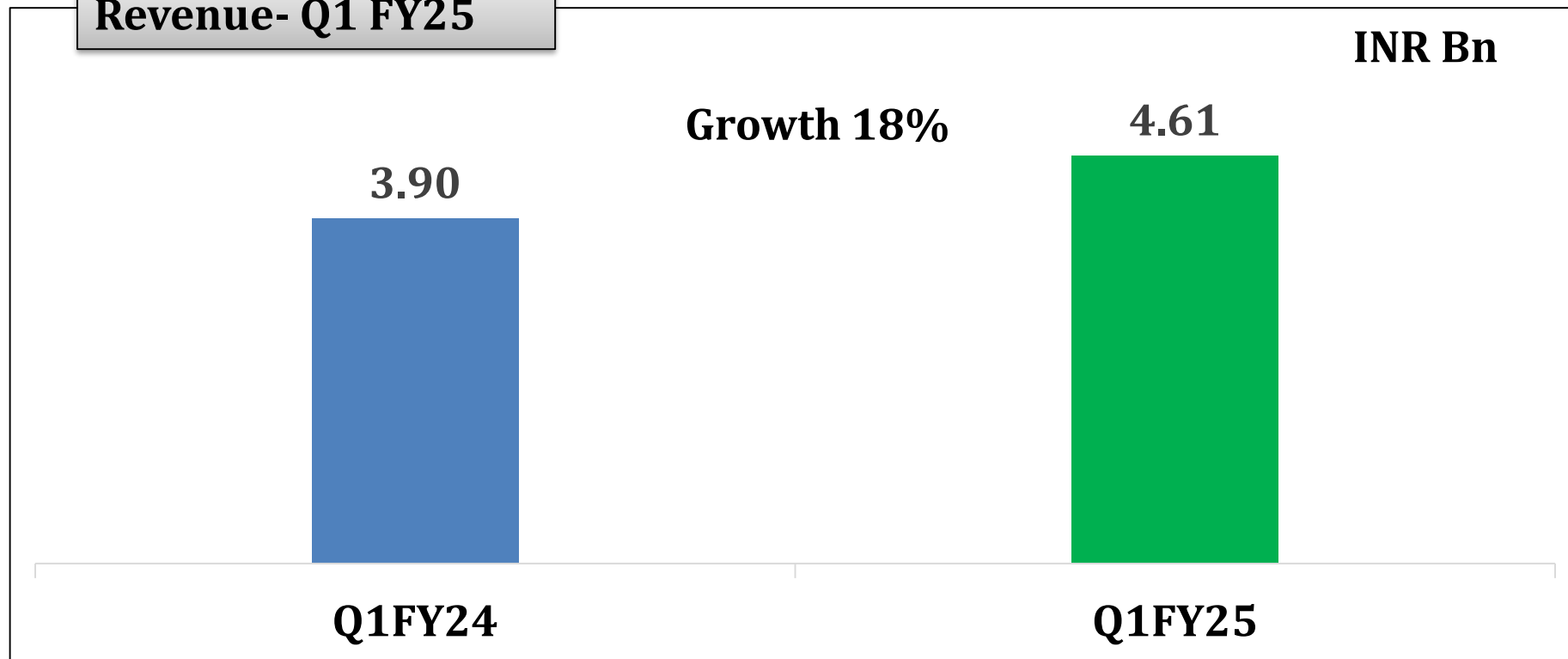


- Operating in Livestock and Poultry market
- Leaders in Hematinic and Antibiotic market with Sharkoferrol, Moxel, Xceft and Mceft brands.
- Animal Health business recorded growth of 23%. Basket of strong brands continue to drive outperformance.
- Brand basket:

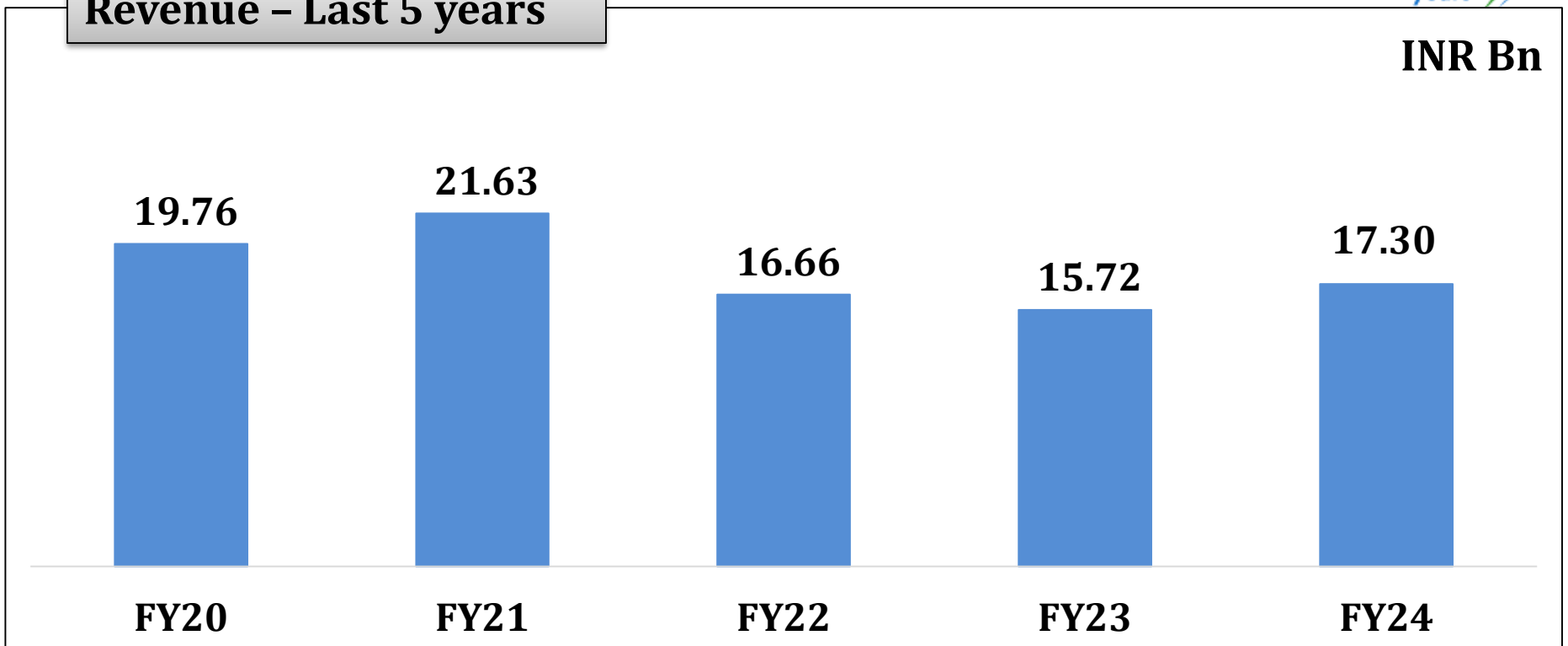
Annual Sales value	INR Mn			
	Above 300	200-300	100-200	20-100
No of brands	5	3	3	16

- Deployment of Ipad for MR interaction with the Healthcare Medical Professional's (HMP's) - Upgrading our scope to communicate medico-marketing content to the HMP for our brands along with an increased time spend during calls.
- Upgraded to Salesforce platform for India field force to get better control, consistency in execution and drive better orientation towards HMP's. Salesforce platform will help field force to get 360 degree view of HMP's on real-time basis.
- Upgradation of data-platform modernization by deploying SNOWFLAKE for real-time big data analytics to accelerate business.

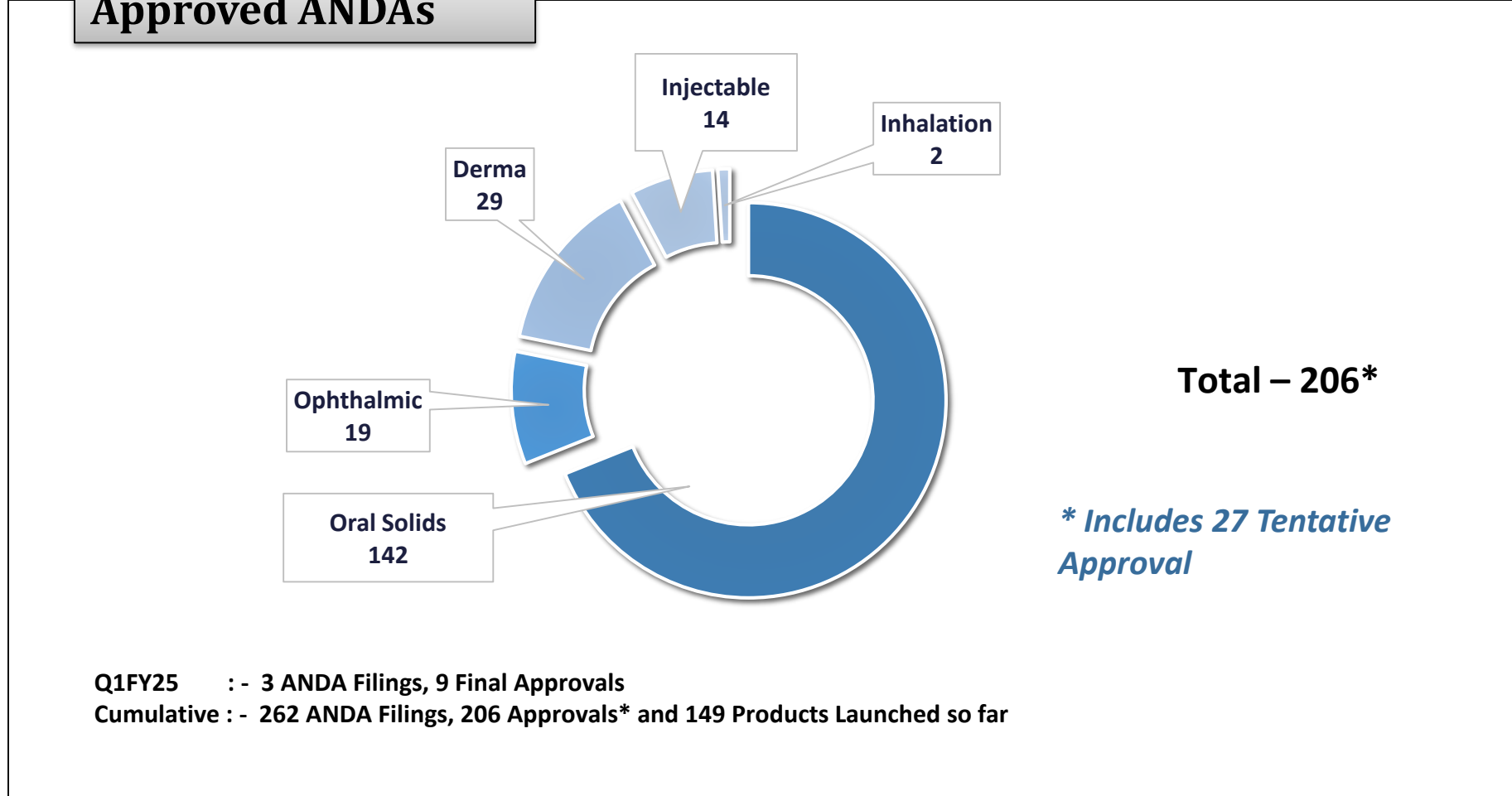
Revenue- Q1 FY25



Revenue - Last 5 years

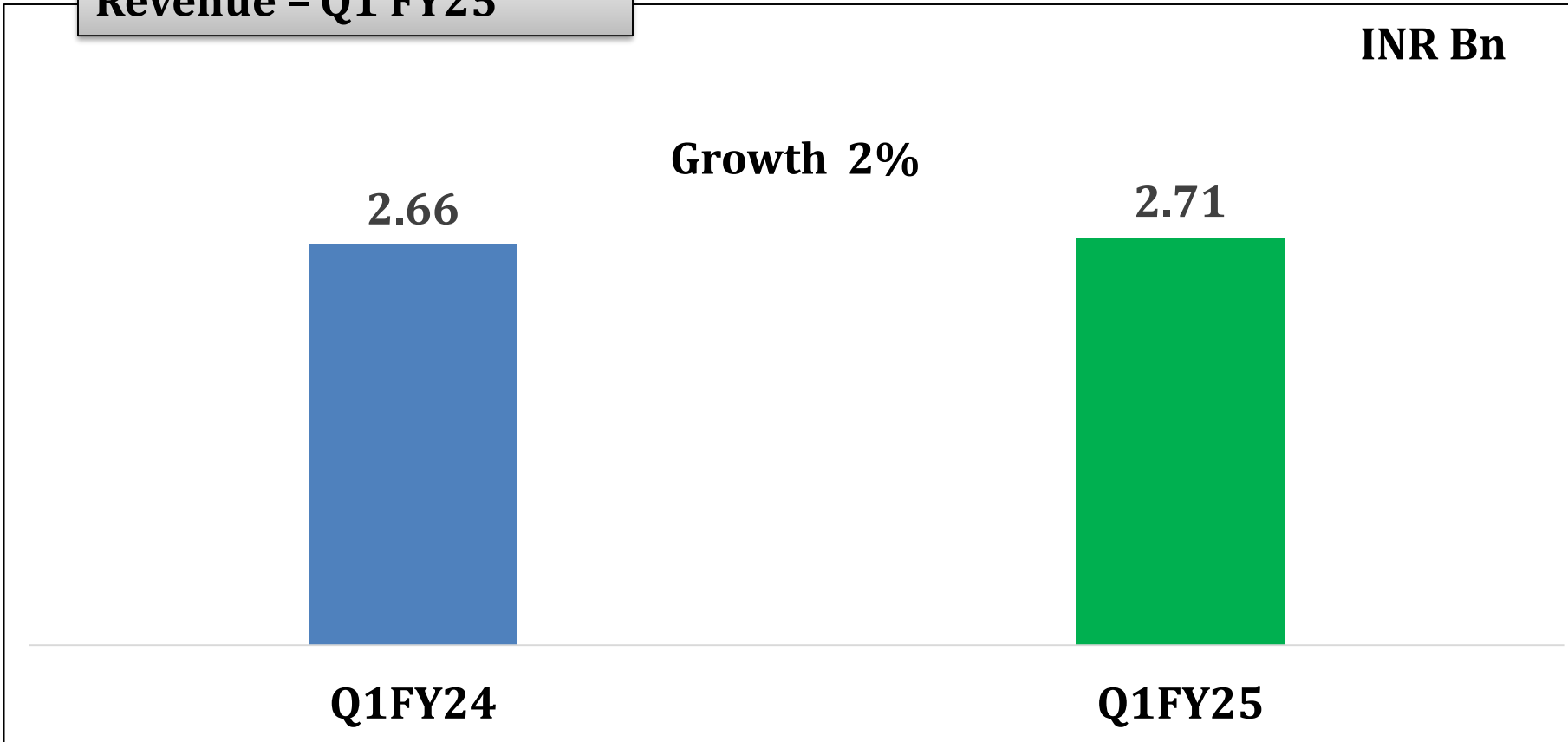


Approved ANDAs

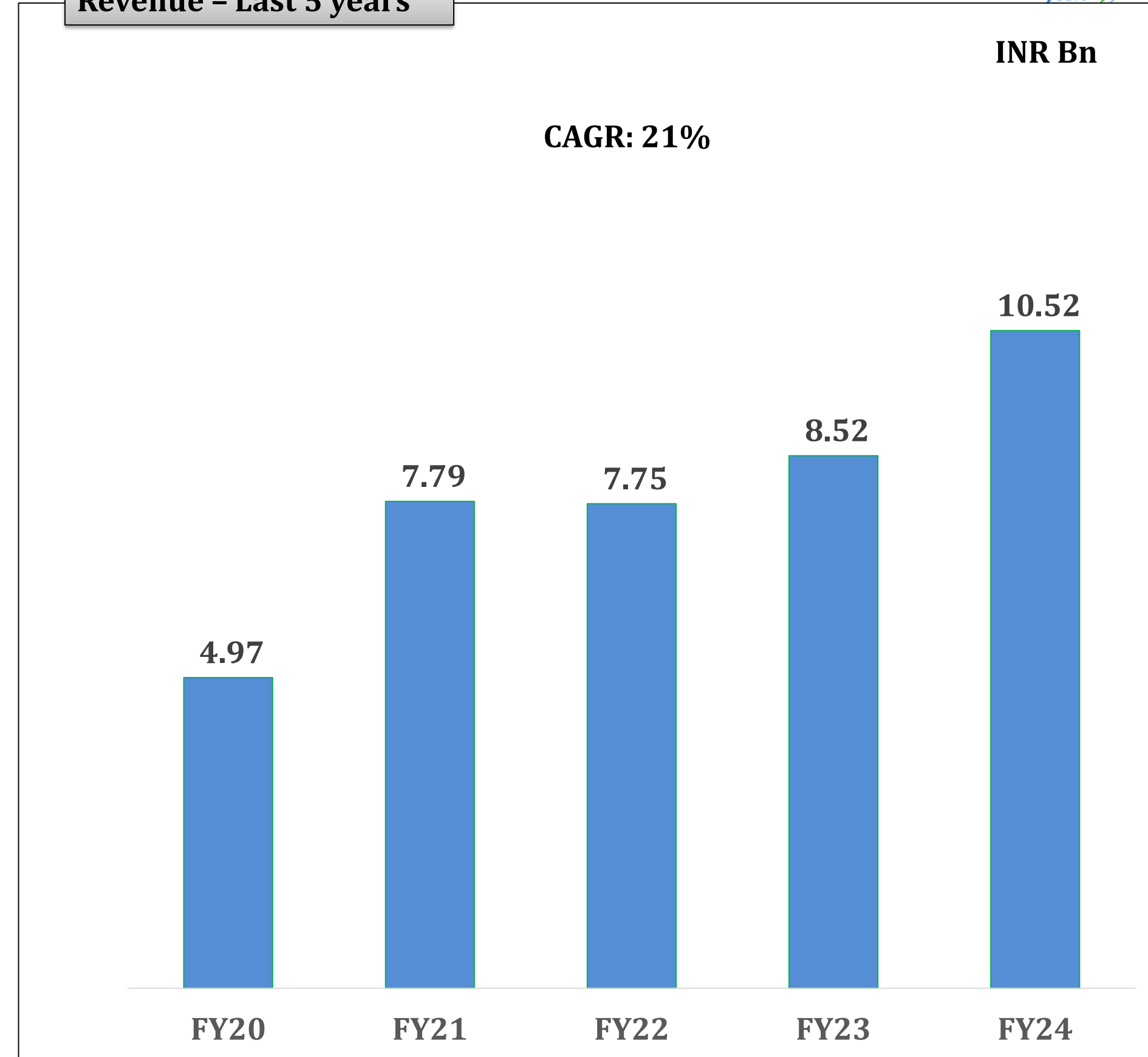


- Well-established US front end with strong customer base
- 2 products launched in Q1FY25. Cumulatively 149 products launched in the US market
- 25+ product launches in FY25
- Products from new facilities to drive growth in coming quarters
- Capacity addition is initiated in Oral solids to address the immediate demand of US and Ex-US market.

Revenue - Q1 FY25

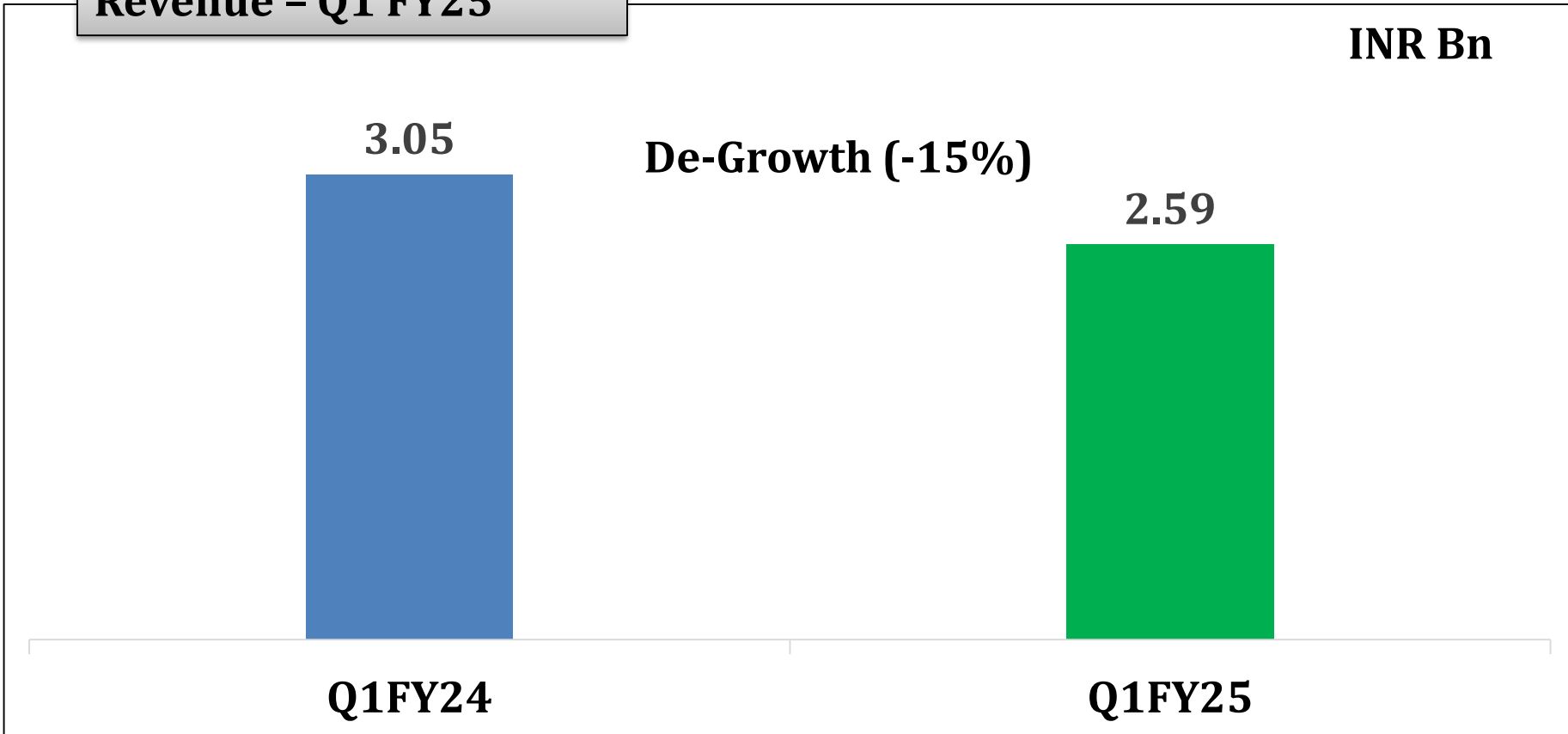


Revenue - Last 5 years

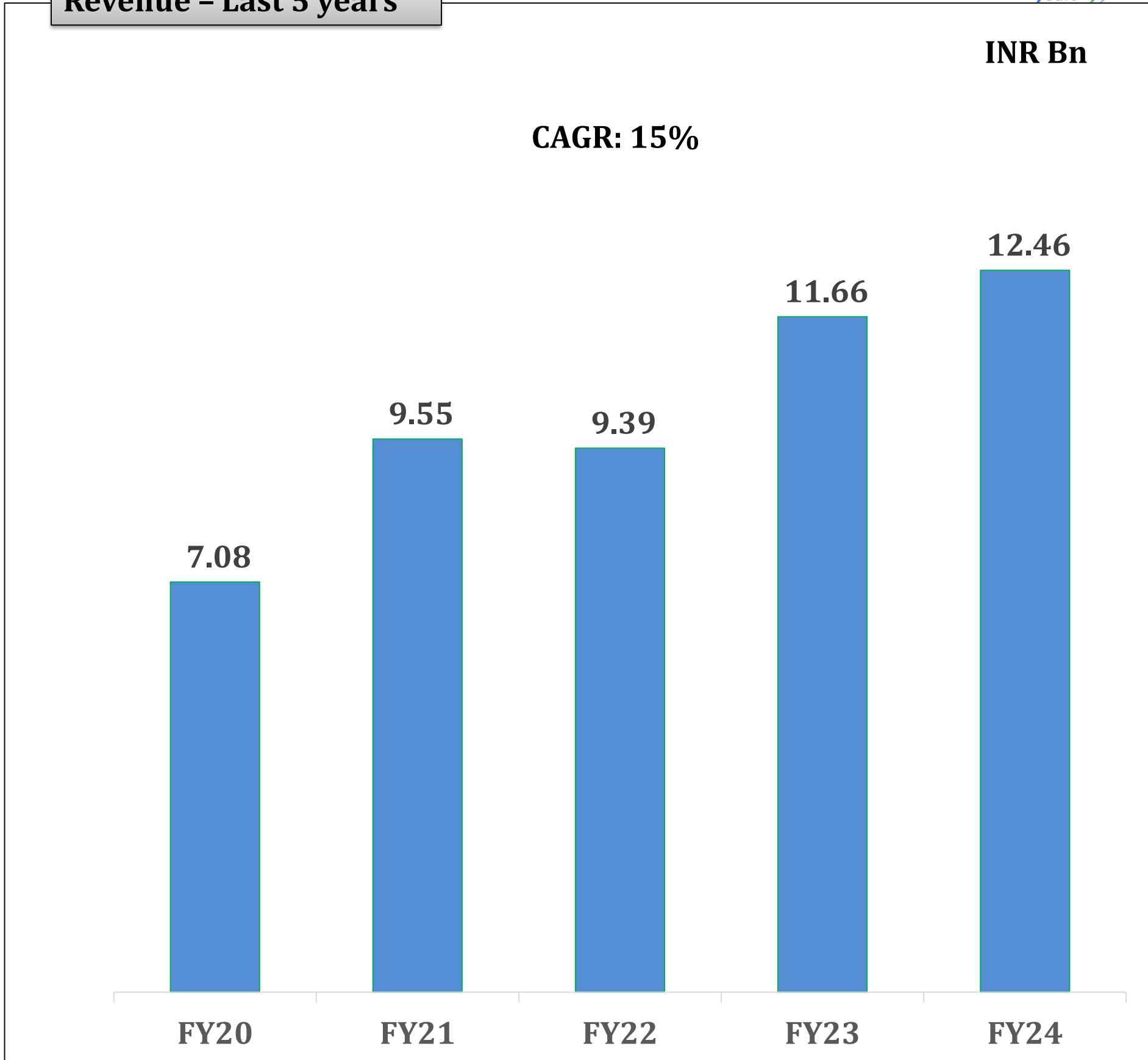


- Delivered 21% CAGR over last 5 years.
- Ex-US driven by partnership in following key markets
 - Europe, Canada, Australia, Brazil and South Africa
- Sales operations ramped up in Chile
- Future growth to be driven by New launches and territory expansions

Revenue - Q1 FY25



Revenue - Last 5 years



- Decline of 15% on YoY basis, largely led by low off-take from few selected customers - transitional in nature.
- 1 US DMF filed in Q1 FY25. 133 Cumulative DMF filings with the US FDA
- Expect steady growth for this business
- Continued focus on improving the cost efficiency to maintain competitive position in the market
- Future capacity expansion is on track

Dosage form wise ANDA approval and Launch

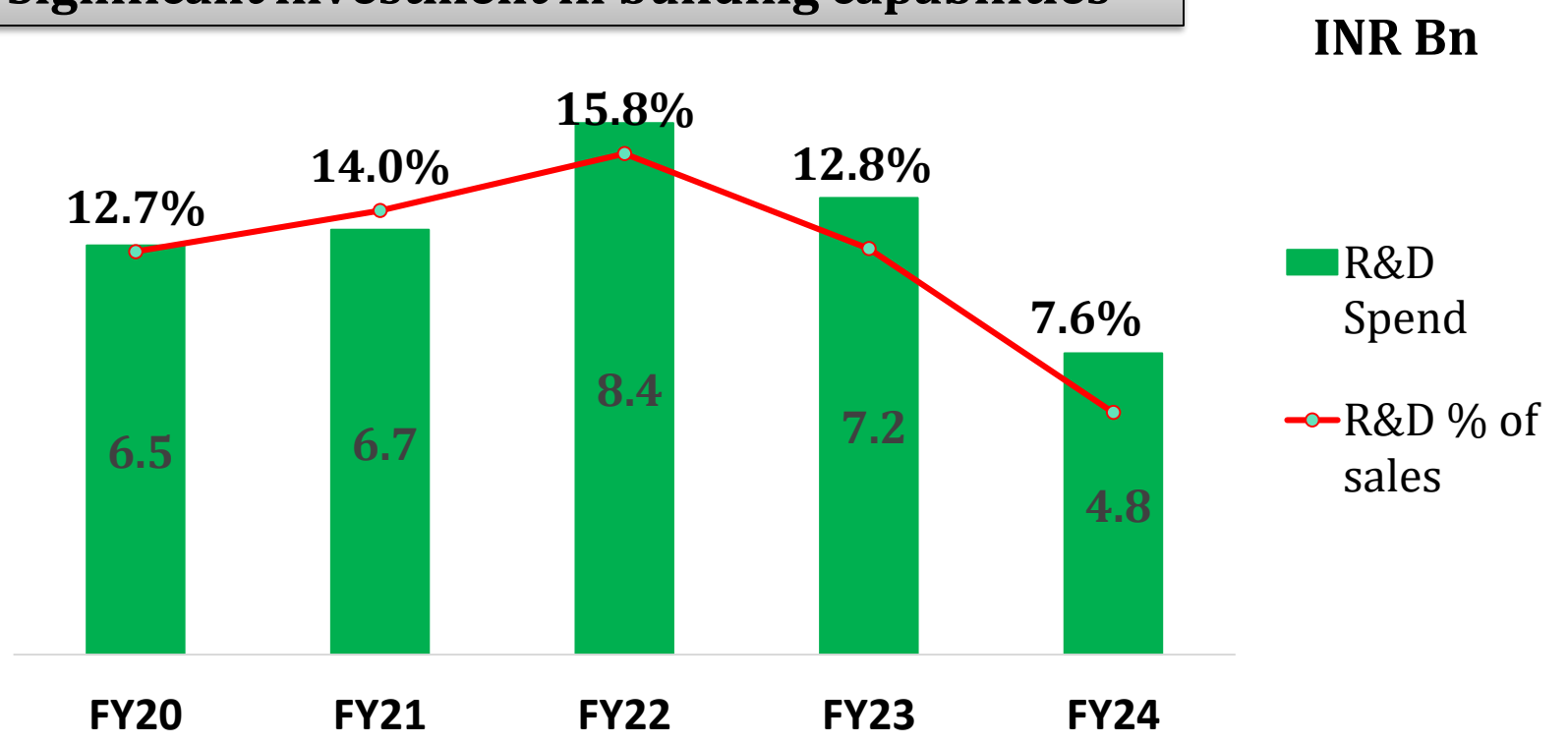
Dosage Forms	Q1FY25	
	Approval*	Launch
OSD	7	1
Injectable - Gen	2	0
Injectable - Onco	0	0
Ophthalmology	0	0
Dermatology	2	1
Other	0	0
Total	11	2

*Includes tentative approvals; Q1FY25 - 2

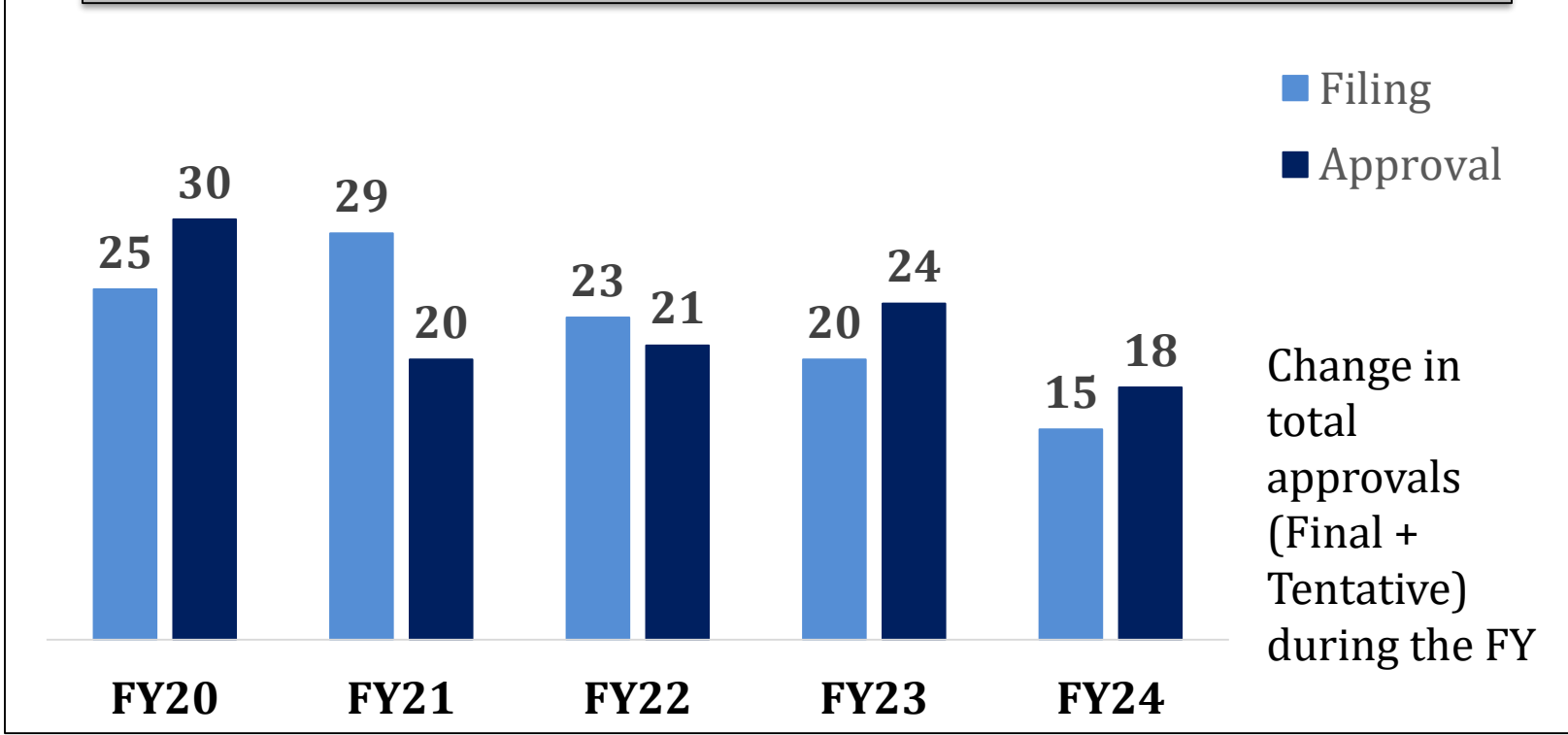
R&D Capabilities

Formulation : Vadodara and Hyderabad
API : Vadodara and Hyderabad
Bio Centre : Vadodara

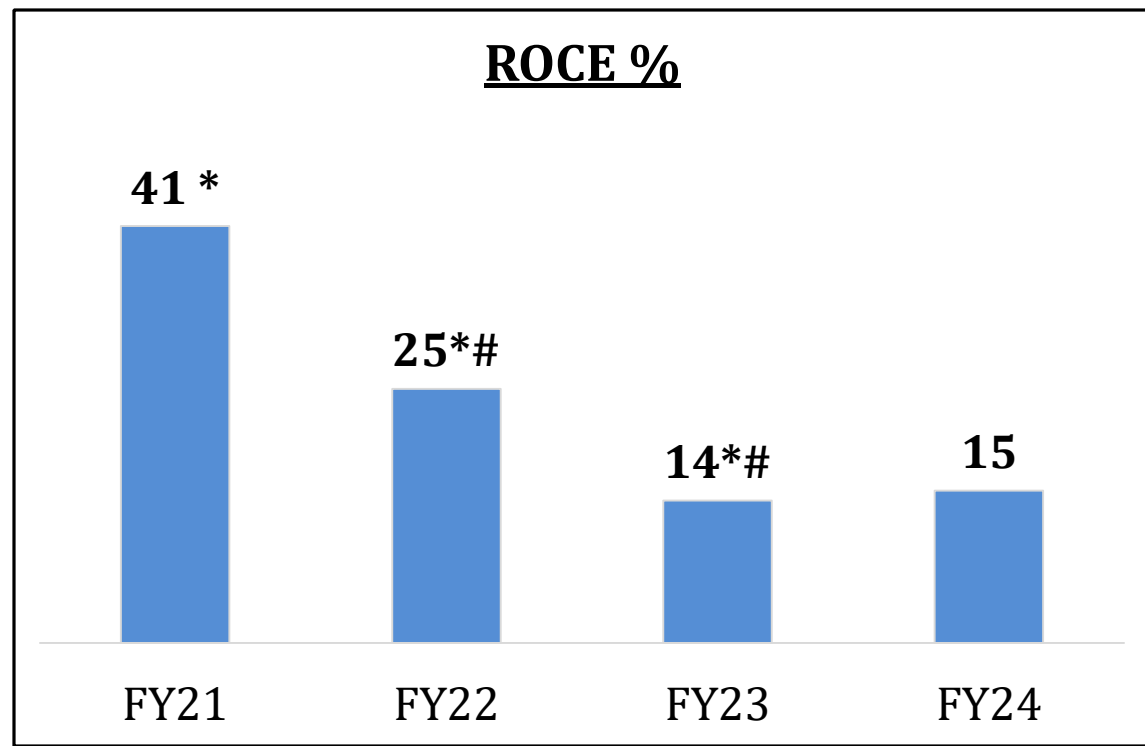
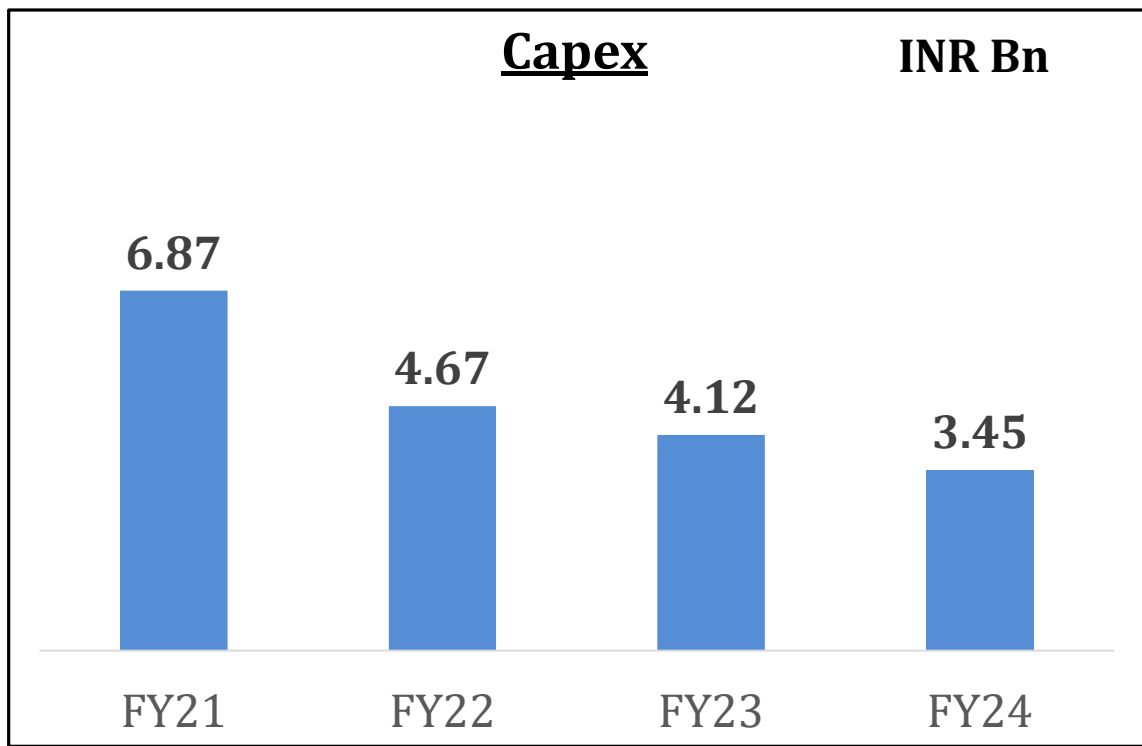
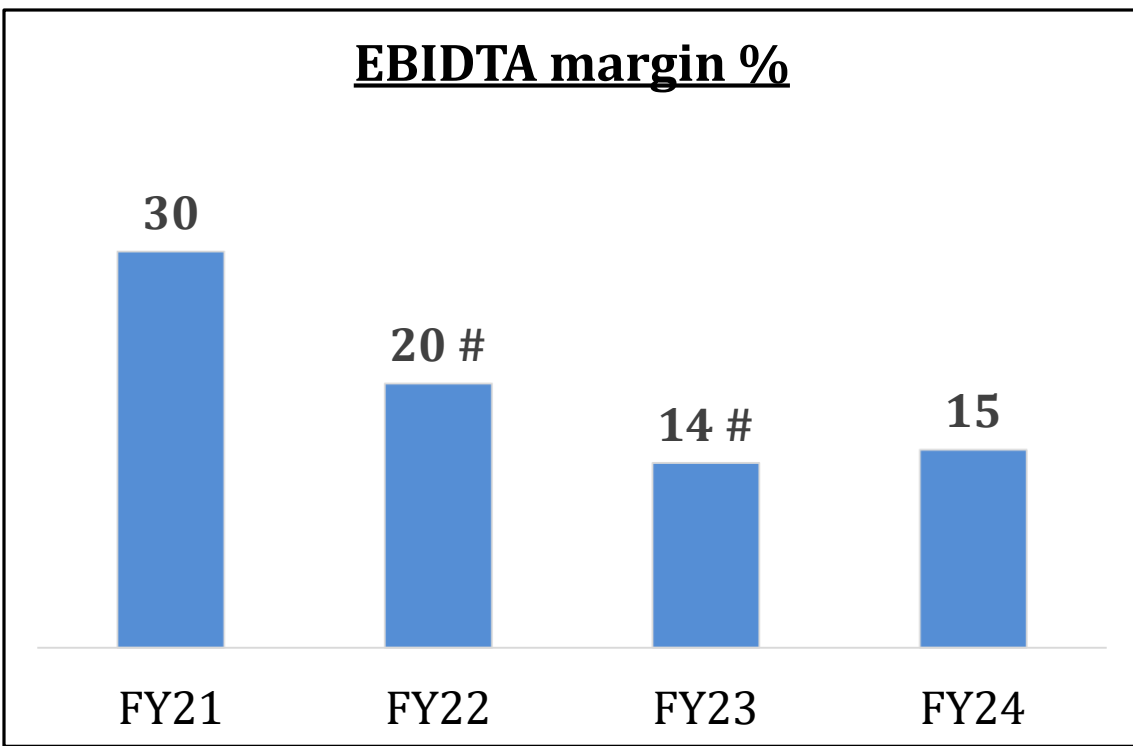
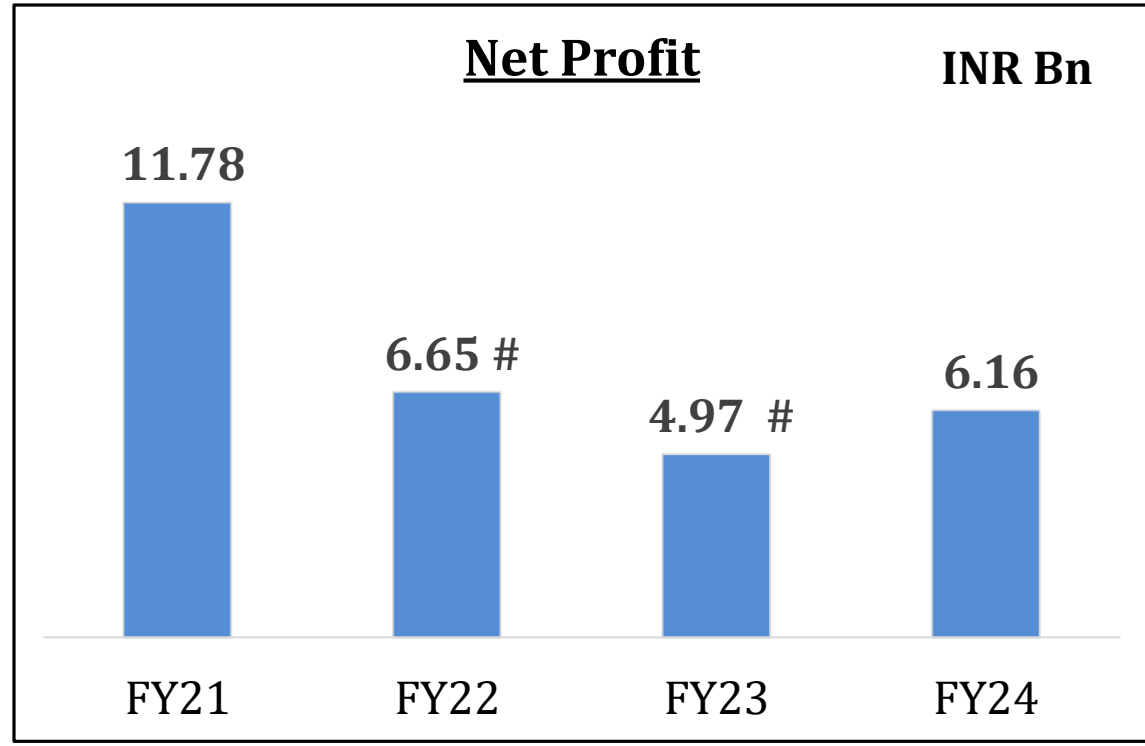
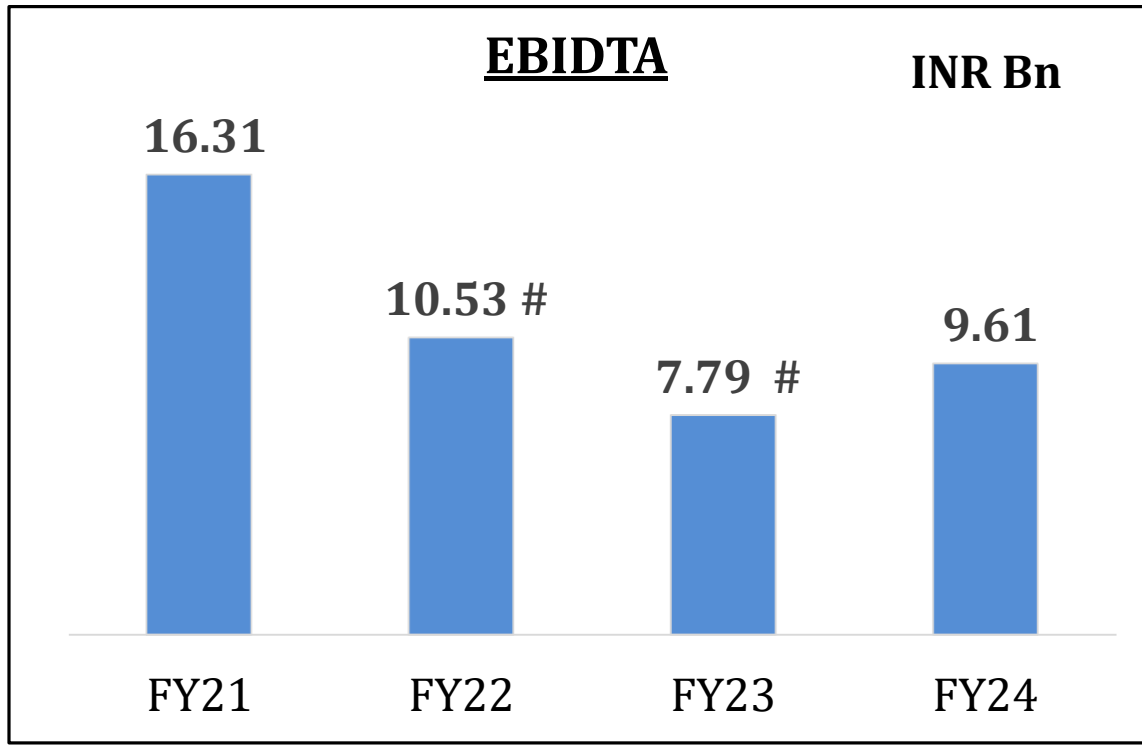
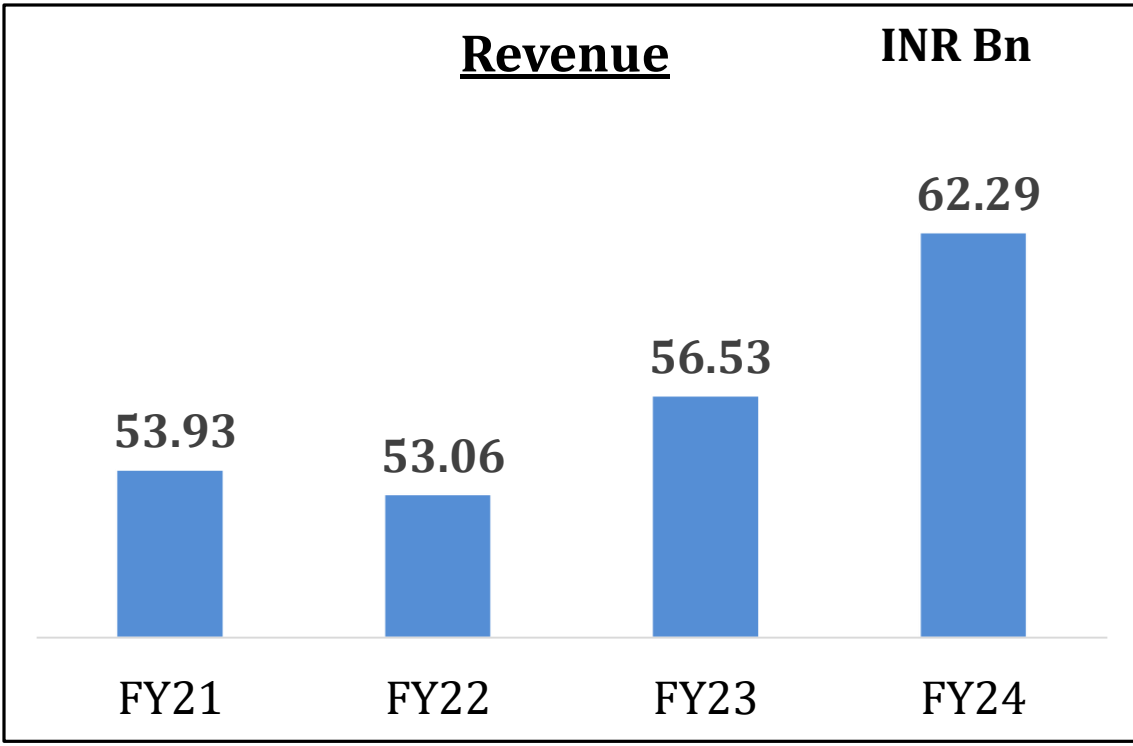
Significant investment in building capabilities



Resulting in rising ANDA - Accelerated filings & approvals #



Approval numbers in trend is different as the final approvals received during current FY are previously counted as tentative approvals in earlier FYs.



* Capital excludes New Projects

Note : FY22 & FY23 numbers are without considering one-time impact of Aleor write off for better comparison.

Enhancing ESG compliance



- ✓ Commissioned **12 MW** Solar park at Bhatpur, Gujarat
- ✓ Developed **82 Nos.** of recharge well and planted **20,000** Trees so far
- ✓ **19%** Reduction in Indirect **Energy Consumption**
- ✓ **28%** Reduction in **Water Consumption**(KL/MT)
- ✓ **16%** Reduction (YoY) in Total GHG **Emissions** (Scope 1&2)(TCO2)
- ✓ **21%** Reduction in **Hazardous Waste** (MT/MT of Production)



- Nearly 1,11,714 benefited through our CSR Initiatives
- Programmes namely Shiksha Setu and Vikas supporting over 1000 students
- Sneh Shakti Stitching Unit and the Farmer Empowerment to create opportunities for self advancement



- 4-Tier risk governance system (The Board, Audit Committee, Risk Management Committee and Leadership Team) in place to ensure identification, assessment and effective management of risks
- Governance structure and policies & codes driving business conduct and ethical norms of behaviour

Targets:

- Net-Zero** by 2040
- Water Neutrality** by 2027
- Plant 50,000 trees by 2027

Alembic Pharmaceuticals Limited, API-Unit-2 has been bestowed with the “**International Safety Merit Award**” organized by the British Safety Council for its dedication to good health and safety management and best practices, for year 2024.

Business	Initiatives in FY24	Plan for FY25
The India Business	<ul style="list-style-type: none"> Increased focus on the animal health space with therapy leading products. Deployment of Ipads for MR interaction with the Healthcare Medical Professional's (HMP's) Upgraded to Salesforce platform for India field force to get better control, consistency in execution and drive better orientation towards HMP's. 	<ul style="list-style-type: none"> Improve depth in the current strength with new launches planned in FY 25 & launches done in FY 24. Upgradation of data-platform by deploying SNOWFLAKE for real-time big data analytics. Invest in a new facility which will drive business growth.
The US Generics Business	<ul style="list-style-type: none"> Commercial operations ramped up from new facilities backed by product launches and Market share gain Launched 27 products Received final approval for 15 products Filed 15 ANDAs 	<ul style="list-style-type: none"> Focus on timely product launches across the dosage forms Enhance the proportion of Complex products in the overall portfolio
The RoW Generics Business	<ul style="list-style-type: none"> Established an office in Mexico Sales operations ramped up in Chile Initiated product registrations in UAE market 	<ul style="list-style-type: none"> Expand physical presence in MENA region by initiating operations in various countries Expand product portfolio with dossier extension of Non-OSD products across the regions

Company Overview

Company at a Glance



Mission
Improve healthcare with
innovation, commitment and trust



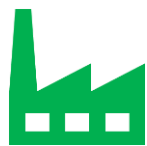
Prescribers in India
2,33,000



Team size
14,500 +



Field Force
5,000 +



Manufacturing facilities
9



Brands
191



ANDA filings
262 (June 30, 2024)



Net Zero
2040



R&D Centres
2



Products in US
149



Developing specialty drug pipeline for India



Supplying APIs to 60+ countries globally

#20

Ranks 20th in the Indian formulations market



Exploring opportunities in Injectables



Consistent and High Dividend Payout



Established a presence in Chile & UAE



Strengthening presence in Canada, South Africa, LATAM & Middle East



Expanding product portfolio in US

The Journey

1907

Established by
Amin Family

2006

FDA approved
API facility

2007

Acquired Dabur's
Indian Cardiology,
GI and Gynecology
brands

2008

FDA approved
Formulation facility

2009

Multiple divisions to
address chronic
therapies launched

2010

Pharmaceutical
business demerged
from Alembic
Group

2012

Formed a JV,
Rhizen, for NCE
Research

2013

Launched first NDA
with a partner.
Commenced filing in
EU, Australia &
Brazil

2015

Launched
Aripiprazole.
Established US front-
end: transition to
direct marketing

2016

Formed a JV, Aleor,
for dermatology
portfolio

2019

Azithral crossed Rs.
250 crore mark as
per ORG IMS, MAT
Dec 2019

2022

Azithral ranked 16th
highest selling brand.
Aleor Dermaceuticals
merged with Alembic
Pharma

2023

Started
commercialization
of products from
Injectables and
Oncology facilities

Robust Infrastructure



Location	Dosage Form	Last USFDA Audit
International Generics		
F1 – Panelav	General Oral Solids	Jul'24
F2 – Panelav	Oncology Oral Solids	Mar'24
	Oncology Injectables	Mar'24
F3 – Karkhadi	General Injectables	Mar'23
	Ophthalmic	
F4 – Jarod	General Oral Solids	Dec'22
F5 - Karkhadi	Various derma forms	Mar'23
API		
API I & II – Panelav		Dec'18
API III – Karkhadi		Jan'20



F2 - Panelav



F3 - Karkhadi



F4 - Jarod



F5 - Karkhadi

All EIRs in place except F1

F1 was recently audited (Jul'24) and cleared without any 483 observations

For further queries, please contact:

Mr. Ajay Desai

ajay.desai@alembic.co.in

022-6695 3999

Thank you

Investor Relations Advisors :

Adfactors PR Pvt. Ltd.

Snighter Albuquerque

snighter.a@adfactorspr.com

Darshan Mankad

darshan.mankad@adfactorspr.com