

Date: November 15, 2018

To

To

#### NATIONAL STOCK EXCHANGE OF INDIA LIMITED

Exchange Plaza, Bandra Kurla Complex, Bandra (E), MUMBAI -400 051

Company Code No. AUROPHARMA

**BSE LIMITED** 

Phiroz Jeejeebhoy Towers, 25<sup>th</sup> floor, Dalal Street, **MUMBAI -400 001** 

Company Code No. 524804

Dear Sirs,

**Sub: Analysts / Investors Meet.** 

We would like to inform you that we are attending investor conference on 16<sup>th</sup> November, 2018 hosted by Spark Capital in Mumbai. The attached presentation will be used in the said investor conference.

The presentation is also being uploaded on the website of the Company –

http://aurobindo.com/investors/results-reports-presentations/investor-presentations/

Please take the information on record.

Thanking you,

Yours faithfully,
For AUROBINDO PHARMA LIMITED

B. De.

B. Adi Reddy Company Secretary

**AUROBINDO PHARMA LIMITED** 

(CIN:L24239TG1986PLC015190)

PAN No. AABCA7366H



# LEADING VERTICALLY INTEGRATED GENERIC PLAYER

November 2018

### **Disclaimer**



This presentation contains statements that constitute "forward looking statements" including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance.

While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance.

Aurobindo Pharma undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

### **Aurobindo Pharma at a Glance**



10th

Largest generic company by sales globally#

2nd

Largest listed Indian
Pharmaceutical company by
revenues\*

4th

Largest generic company by Rx dispensed in the US\*\*

Amongst Top 10 Gx companies in 4 out of Top 5 Europe Countries<sup>@</sup> \$ 2.6 Bn
Global Revenues in FY18

150+
Markets Presence

>20,000 Employees

**26**Manufacturing Facilities globally

>26 Billion

Diverse dosage forms manufactured in FY18

# The Journey So Far...



#### 2006-08

- Acquired UK based Milpharm
- Acquired formulations facility, AuroLife, in US

#### 2009-12

- Commenced Aurolife operations
- Received first approval for controlled substance drug in US

#### 2013

- Commenced marketing specialty injectables in USA
- Building capabilities in Penem and Oncology

2006 - 2013

Formulation Focus

+
Establishing Global
Footprint

#### 1992-2006

- Started API manufacturing
- Initial Public Offering ('95)
- Entered formulation business ('02)

**Pre-2006** 

**API Focus** 

#### 2014 - 16

- Acquired Western European commercial operations from Actavis
- Acquired Natrol
- Established OTC presence
- Entered into Biosimilars and Vaccines
- Filed first peptide DMF

#### 2017-18

- Acquired Generis in Portugal
- Focus on differentiated technology platforms and Specialty
   Pharmaceuticals
- Entered into a definitive agreement to acquire Apotex Inc's businesses in 5 European countries
- Entered into a definitive agreement to acquire dermatology and oral solids businesses from Sandoz Inc., USA

2014-2018

Strengthening market penetration in the US & EU

Expanding into Specialty Products

# **Strong Operational Growth & Diversified Revenue Base**



INR Cr	FY14	CAGR	FY18#
Revenue from operations	8,100	19%	16,500
EBITDA	2,134	15%	3,789
EBITDA Margin (%)	26.4%		23.0%
PAT**	1,173	20%	2,423
PAT Margin (%)	14.5%		14.7%
ANDA Filed	336		478
Revenue Breakup	API 34.8% Formulations : 65% API: 35%  ARV 10.2% GM* 5.6% 8.1%		ARV 5.1% Formulations : 82% 45.1% API: 18% EU 26.4%

# **Our Business Segments**



#### US

- Ranked 4<sup>th\*</sup> Rx supplier as per IQVIA total prescriptions dispensed
- Differentiated pipeline with new launches including injectables, ophthalmics, speciality products and controlled substances
- Expanded presence in dietary supplement business through Natrol
- Manufacturing and R&D presence including Controlled substances

US - Focus on base business while capitalizing on the differentiated product portfolio

EU – 2<sup>nd</sup> largest Gx market for the company

# API – The Vertically Integrated Business

ARV & Growth Markets

### <u>EU</u>

- Among top 15\*\* Gx companies by sales
- Focus markets are France, Germany, Netherlands, Spain, UK, Portugal and Italy
- Augment position through new product launches and extension to select Eastern Europe markets
- Manufacturing plant at Portugal provides a strategic advantage
- More than 250 products under development
- State of the art Batch Test & Release facility in Malta for Oral & Sterile Dosages

#### <u>API</u>

- Cost effective with vertical integration of around 70% of API requirement being sourced internally
- One of the leading suppliers of APIs from India - serves as a source for various Gx and branded drugs
- Strong regulatory capability with 235\*\*\* US DMF filings

#### **ARV** – Institutional

- Focus on global tenders; availability across >125 countries
- Maintain competitiveness through development of new products
- Launched Dolutegravir and its triple drug combination product

#### **Growth Markets**

- Focus on major markets: Canada Brazil and South Africa
- Expansion into select markets of Asia Pacific, Africa & Middle East

\*\*Source: Market Reports, \*\*\*as on 30 Sep 2018

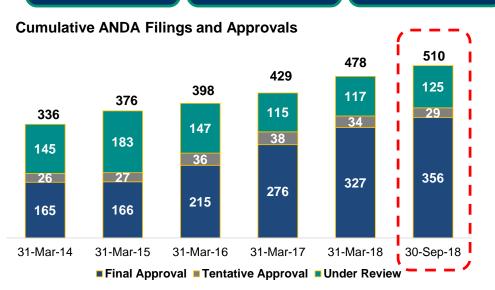
<sup>\*</sup>Source: IQVIA National Prescription Audit, Total Prescriptions Dispensed, Twelve months ending Sep 2018

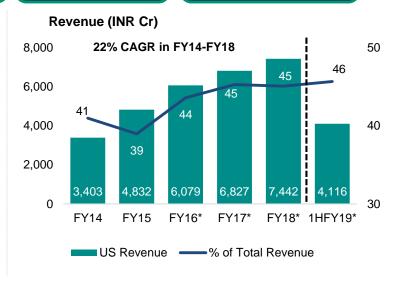
### **US Business Overview**



Aurobindo USA Oral Rx AuroMedics Injectables AuroLife Pharma Manufacturing / R&D

**AuroHealth** Pharma OTC **Natrol**Dietary Supplements





Unit wise ANDA Filings as on 30-Sep-2018								
Site	Details	Final Approval	Tentative Approval**	Under Review	Total			
Unit III	Oral Formulations	113	11	4	128			
Unit IV	Injectables & Ophthalmics	52	1	47	100			
Unit VIB	Cephalosphorins Oral	11			11			
Unit VII (SEZ)	Oral Formulations	132	15	16	163			
Unit X	Oral Formulations	1	2	31	34			
Unit XII	Penicillin Oral & Injectables	19		1	20			
Aurolife USA	Oral Formulations	19		12	31			
AuroNext	Penem Injectables	2			2			
Eugia	Oral & Injectables	1		14	15			
Others	Oral Formulations	6			6			
Total		356	29	125	510			

<sup>\*\*</sup>Tentative Approvals include 9 ANDAs approved under PEPFAR

# **US Business – Segment Wise Highlights**



#### Orals - Aurobindo Pharma USA

- 73% of overall US business in FY18
- 273 approved ANDAs, 28<sup>(1)</sup> TAs, and 74 under review\*\*
- Future pipeline includes
  - Controlled substances with ADF
  - Oncology
  - 505b2 products for selected patient segments

#### **Injectables - AuroMedics**

- 14% of overall US business in FY18
- 2<sup>nd</sup> largest Gx injectable company by volume\*
- 59 approved ANDAs, 1 TA, and 44 under review\*\*
- Future pipeline includes
  - Complex injectables including microspheres
  - Oncology
  - Hormones

#### OTC - AuroHealth

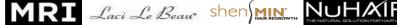
- Entered the market in 2015
- Launched the first set of key products in 2017
- 24 approved ANDAs and 7 under review\*\*
- Future pipeline includes
  - Rx to OTC switch opportunities
  - Branded OTC

#### **Dietary Supplements - Natrol**

- A trusted leader in health & wellness for 35-years known for outstanding people, uncompromising quality, innovation, customer service and efficiency
- Robust product portfolio of 210 proprietary, science based formulas across nine segments and multiple product forms
- #1 in Melatonin and strong positions in Beauty, Mood, and **Brain Health**
- A growing international enterprise doing business in 60 countries
- Best in class, blue chip customers. Growth opportunities in every channel







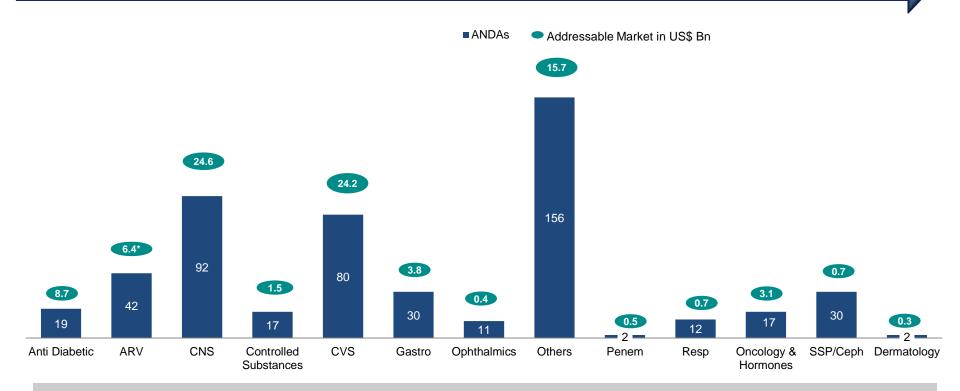






# US: Expanding Portfolio Mix Towards Differentiated Products

#### Portfolio mix is complemented with the introduction of high-value products



Addressable Market at US\$ 90.8 Bn including ~US\$ 60.4 Bn for Under Review and Tentatively approved ANDAs

Future pipeline to include Oncology, Hormones, Depot injections, Inhalers, Biosimilars, Patches & Films

Addressable market refers to the market size as per IQVIA. Data is for the total 510 ANDAs filed by the company

\*Does not include the addressable market of the products approved under PEPFAR Source: IQVIA Data, Sep 2018

### **EU Business Overview**



**France** 

**Germany** 

**Netherlands** 

**Spain** 

UK

**Portugal** 

Italy

Romania

**Belgium** 

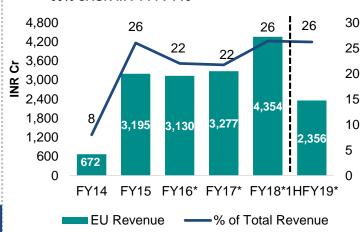
- India's Leading Gx company with strong footprint in Europe
  - Operations in 9 countries with full fledged Pharmacy, Hospital and Tender sales infrastructure with commercialized 450+ INNs
  - Ranks amongst the Top 10 Gx companies in four out of Top-5 EU countries. France & Germany are top 2 markets for the company
  - > Turned around loss-making business units through increasing a) switch to cost-competitive manufacturing locations and b) operational efficiencies
- Transferred manufacturing activities of 97 products to India till 30<sup>th</sup> Sep 2018
- Entered into a definitive agreement to acquire Apotex Inc's businesses in 5
   European countries

#### **Growth Drivers**

- Portfolio Expansion through targeted Day 1 launches; Orals, Hormones, Penems, Oncology Products and Niche Low volume Injectables. Pipeline of over 250 products under development
- Opportunity of > \$ 8 Bn of addressable sales coming off patent in our key markets in near term (2018-2020) and > \$ 13 Bn in the medium term (2021-2022)#
- Integration of Apotex's businesses is expected to increase the market share of Aurobindo in countries such as Netherlands, Belgium, Spain
- Transfer of manufacturing activities for even more products to India makes portfolio further cost effective and more competitive driving strong growth.

#### Revenue

#### **60% CAGR in FY14-FY18**



#### **APL's position in Top 5 EU countries**

Country	Market size (US\$ Bn)	APL Presence	APL's position
Germany	41	✓	8 <sup>th</sup>
UK	24	✓	11 <sup>th</sup>
Italy	29	✓	10 <sup>th</sup>
France	33	1	6 <sup>th</sup>
Spain	21	<b>√</b>	9 <sup>th</sup>

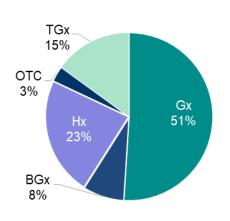
## **EU: Portfolio Mix Across Channels**

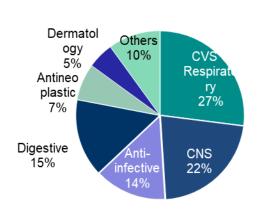


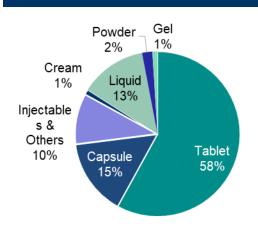
#### Sales split by Channel

#### **Sales split by Therapeutic Profile**

#### **Sales split by Dosage Forms**







Channels	Gx	BGx	Hx	TGx
Geographies	All 9 countries	7 countries	All 9 countries	Germany, Spain & Netherlands
# of Products	769 (primarily tablets & capsules)	37	347 (predominantly injectables)	767 (including Gx products)
Other Highlights	Amongst top 10 in most significant markets	Includes leading brands such as Orocal <sup>(1)</sup> , Neotigason, Floxapen, Bezalip among others	Focus on high value areas including oncology	Tender based business

(1) Orocal marketed in France

### **ARV Business Overview**

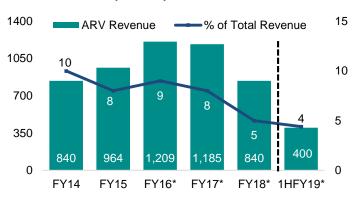


- Focus on global tenders floated by Multi-Lateral Organizations like Global Fund, USAID/PEPFAR and Country specific MOH tenders
- Supplies life-saving ARV's to ~3 Mn HIV patients spread over more than 125 countries
- Comprehensive portfolio of 32 products in 1L Adults, 2L Adults and pediatric formulations
- Filed over 1,100 ARV dossiers for registrations across the globe

#### **Growth Drivers - Dolutegravir (DTG)**

- Received the USFDA approval for DTG 50mg and its triple drug combination product (Dolutegravir + Lamivudine + Tenofovir) under the PEPFAR program, which will improve our patient reach to ~5 Mn
- WHO announced this drug as a 1st line reserve drug in its 2015 HIV treatment guidelines, Countries have started revising their guidelines accordingly.
- Adult 1L market size in Generic Accessible (GA) Lower Middle Income Countries is around US\$ 1.4 Bn in 2016
- DTG-based regimens are expected to attain ~59% market share by 2021 as per CHAI\*\* report

#### Revenue (INR Cr)



#### **Products**

Efavirenz + Lamivudine + Tenofovir

Zidovudine + Lamivudine + Nevirapine Tabs

Lopinavir + Ritonavir Tabs

Lamivudine + Zidovudine Tabs

Abacavir Sulfate Tabs

Efavirenz + Emtricitabine + Tenofovir Tabs

Lamivudine Tabs

Dolutegravir

Tenofovir + Lamivudine + Dolutegravir

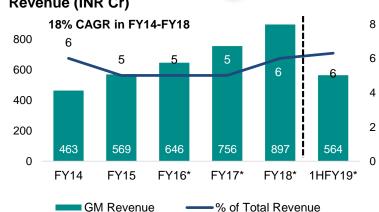
# **Growth Markets Business Overview**





#### **Growth Drivers**

- Build branded generics presence
- Enhance penetration in selected markets through local manufacturing
- Product launches in Oncology and Speciality injectables



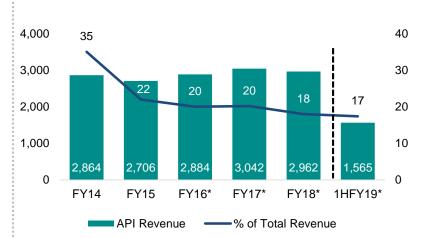
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### The Base Business : API

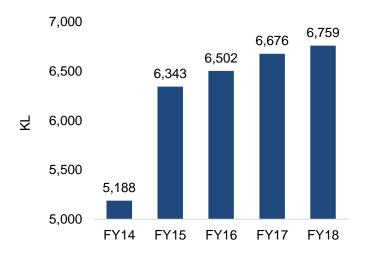


- API capacity is strategic in-terms of vertical integration and supply to regulated markets
- Additional investments are made for capacity creation and capability building
- API business continue to focus on complex products with varying volumes
- Focus on continuous improvement of manufacturing processes to meet market needs
- Continue to have sustained growth in more advanced regulated markets (EU, Japan & USA)
- API facilities meet advanced market requirements like USFDA, UK MHRA, EU, Japan PMDA, Mexico COFEPRIS, Brazil-ANVISA, Korea FDA etc.
- Manufacturing reaction volumes has been increased over 30% in last 4 years and would further grow in same proportions.
- Additional processing capacities / capabilities would be created in Oncology

#### Revenue (INR Cr)



#### Significant increase in reaction volumes



\* As per Ind AS 13

# **Enhanced Research & Development Capabilities**



#### 5 R&D centers in Hyderabad, India >1500 scientists and analysts

- Focused on difficult to develop APIs, peptides, etc.
- Develop modern process technologies like enzyme chemistry
- Dosage Form R&D for developing niche oral, sterile and specialty injectable products
- Developing diverse pipeline of biosimilars in Oncology and Immunology. CHO-GS based cell lines with productivity of ~ 4.0 g/L
- Portfolio of more than 800 products



- Developing depot injectable and tamper/abuse-resistant technology products
- Concentrating on development of various niche oral formulation and controlled substances
- Portfolio of more than 30 products

#### 1 R&D center in Raleigh, North Carolina – 40 scientist and analysts

- Developing various respiratory and nasal products, including MDIs
- Dermal Delivery portfolio including transdermal and topical products
- Portfolio of more than 40 products

All R&D centres have world-class talent and are equipped with state of the art infrastructure

Supported by well qualified and trained Regulatory and Intellectual Property teams





# **Consolidated Financial Performance**

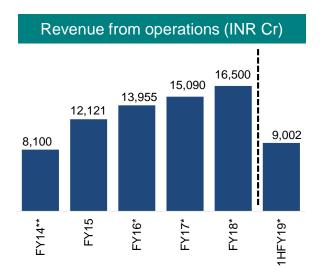


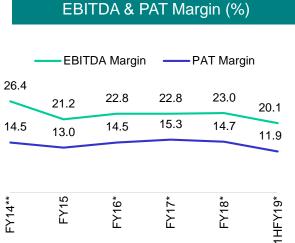
Value INR Cr	Q2 FY19	Q2 FY18	% Chg	Q1 FY19	% Chg
Formulations	3,934.8	3,663.3	7.4	3,500.8	12.4
API	816.6	771.8	5.8	748.0	9.2
Formulations % of sales	82.8%	82.6%		82.4%	
Revenue from Operations	4,751.4	4,435.9	7.1	4,250.3	11.8
Gross Profit	2,708.5	2,668.0	1.5	2,343.0	15.6
Overheads	1,682.5	1,550.6	8.5	1,563.8	7.6
EBIDTA (before Forex &	1,026.0	1,117.3	-8.2	779.2	31.7
other income)	21.6%	25.2%		18.3%	
Fx Gain / (Loss)	-39.7	-0.4		-68.2	-41.7
Other Income	26.3	10.3	155.7	43.7	-40.0
Finance Cost	35.4	17.3	105.0	29.5	19.9
Depreciation	163.7	132.1	23.9	154.5	5.9
PBT from ordinary activities	813.5	977.8	-16.8	570.7	42.5
Exceptional items*	-26.8	0.0		0.0	
PAT (after JV share, minority interest)	611.4	781.1	-21.7	455.7	34.2
EPS	10.44	13.33		7.78	
Avg Fx Rate US\$ 1= INR	69.9449	64.2272		66.8933	

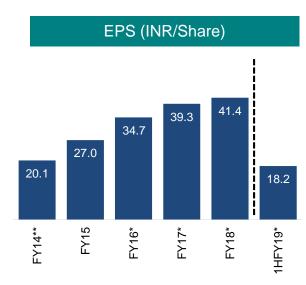
<sup>\*</sup>Exceptional items for the period represents acquisition related costs

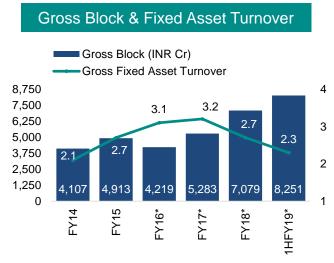
### **Financial Performance**

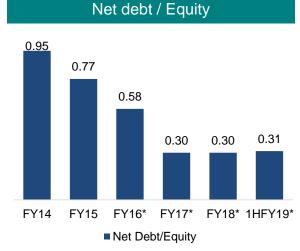


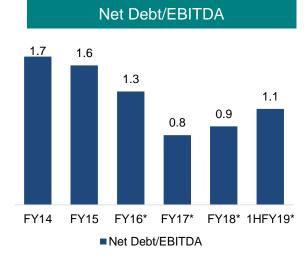








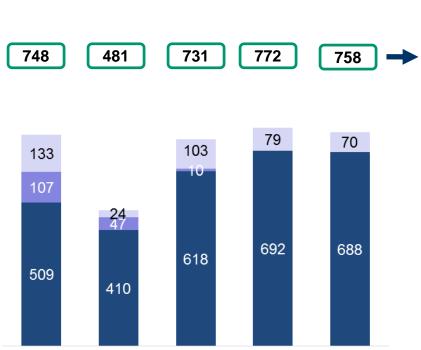




## **Debt Profile**



#### Fx Loan US\$ Mn



Debt as on (INR Cr)	Mar-16	Mar-17	Mar-18	Jun-18	Sep-18
Closing Rate1 US\$ = INR	66.25	64.85	65.17	68.47	72.485
Fx Loan restated in INR	4,956.7	3,121.5	4,766.9	5,284.0	5,493.4
Rupee Loan	46.9	244.8	4.1	14.1	282.2
Sales Tax Deferment	41.9	0.0	0.0	0.0	0.0
Gross Debt	5,045.6	3,366.3	4,771.0	5,298.1	5775.5
Cash Balance	805.2	519.5	1,263.6	1,386.9	1,779.2
Net Debt	4,240.3	2,846.9	3,507.4	3911.2	3,996.4
Net Debt (US\$ Mn)	640	439.0	538.2	571.2	551.3
Finance Cost	1.8%	1.5%	2.0%	2.3%	2.56%

31-Mar-16 31-Mar-17 31-Mar-18 30-Jun-18 30-Sep-18

- Other Term Loans (Subsidiaries) &Unsecured Loans
- ECB APL
- Working Capital

# **Shifting Paradigms ...**



Past

## Present

### **Future**



Difficult-to-make and nonsmall molecule APIs,

Complex Oral, and simple injectable Dosage Forms



Small molecule APIs

Simple Solid Oral Dosage Forms

Limited Geographical presence

#### **Core strengths:**

**APIs** 

Scale

#### **Core strengths:**

**Conventional Dosage Forms** 

Global Presence

**Vertical Integration** 

**APIs** 

Scale



Full spectrum of APIs, including peptides and special-polymers

Specialty Products: Complex dosage forms and delivery platforms

Biologics, Vaccines

Branded Rx and OTC products

#### **Core strengths:**

Portfolio Diversity

R&D and Innovation-driven products

Supply-chain excellence

**Conventional Dosage Forms** 

Global presence

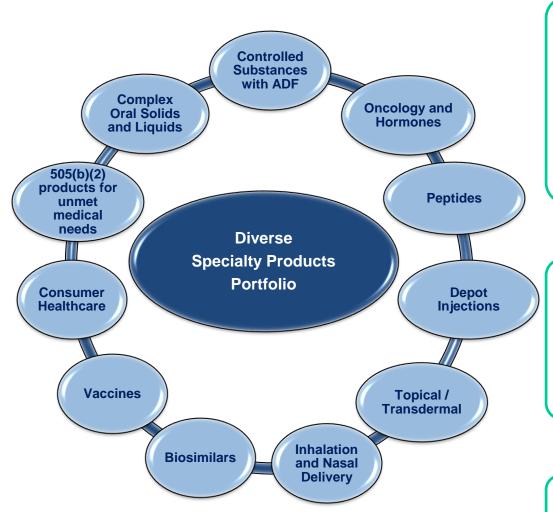
**Vertical Integration** 

**APIs** 

Scale

# Focus on Building a Diverse and Robust Specialty Products Portfolio





#### Short Term - 2018

- Strengthen & Diversify Portfolio

biosimilars, oncology, peptides, respiratory, topicals, vaccines etc

- R&D and Manufacturing capability & capacity in India and US

acquire talent, build capacity, and secure external partnerships if and when necessary.

- Supply chain and marketing structure

fully-automated distribution center, brand building etc



#### Medium Term - 2019-2021

- Ramp-up filing specialty products and 505b2s
- Launch first set of oncology, respiratory, complex injectables, topical products and ADF products in the US
- Launch first set of biosimilars and vaccines in Growth Markets
- Focus on securing IP



#### Long Term - 2022 onwards

- Launch of inhalers, transdermals, biosimilars, and branded (both Rx and OTC) products in advanced markets
- File 505b2s for rare and orphan diseases, secure exclusivity
- Work on BLAs



# **Annexure**

# **Revenue Break-Up**



INR Bn			FY17					FY18			FY	19
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
USA	17.0	17.4	17.5	16.4	68.3	16.9	21.0	19.1	17.4	74.4	18.9	22.3
Europe	8.3	8.1	8.6	7.8	32.8	9.2	11.1	11.7	11.5	43.5	11.9	11.6
Growth Markets	1.9	1.8	1.9	2.0	7.6	1.9	2.4	2.5	2.1	9.0	2.6	3.7
ARV	3.0	2.8	3.4	2.6	11.9	2.4	2.1	2.4	1.5	8.4	1.6	2.4
Formulations Revenues	30.3	30.0	31.3	28.8	120. 5	30.5	36.6	35.7	32.5	135.3	35.0	39.3
Betalactum	4.9	5.1	5.3	5.1	20.4	4.1	5.1	5.4	5.3	19.9	4.9	5.1
Non- Betalactum	2.4	2.6	2.5	2.5	10.0	2.2	2.6	2.3	2.7	9.7	2.6	3.0
API Revenues	7.3	7.7	7.8	7.6	30.4	6.3	7.7	7.7	8.0	29.6	7.5	8,2
Total Revenues	37.7	37.7	39.1	36.4	150. 9	36.8	44.4	43.4	40.5	165.0	42.5	47.5
Formulations as % of Revenues	80%	80%	80%	79%	80%	83%	83%	82%	80%	82%	82%	83%

# **5 Year Financial Snapshot**



Value INR Bn	FY14	FY15	FY16*	FY17*	FY18*
Net Operating Income	81.0	121.2	139.6	150.9	165.0
Gross margin % of operating income	55.5%	54.6%	55.8%	57.4%	59.1%
EBITDA (before Fx and other income) % to Operating income	26.4%	21.2%	22.8%	22.8%	23.0%
Depreciation / Amortization	3.1	3.3	3.9	4.3	5.6
Finance Cost	1.1	0.8	0.9	0.7	0.8
PBT (before exceptional item)	15.3	21.7	27.4	30.6	32.4
PAT before exceptional items	11.7	15.7	20.3	23.0	24.2
Total Shareholder Funds	37.5	51.6	72.9	93.7	116.8
Total Gross Debt	37.7	44.6	50.5	33.7	47.7
Net Debt	35.9	39.9	42.4	28.5	35.1
Gross Fixed Assets (net of Goodwill)	41.1	49.1	42.2	52.8	71.1
Ratios					
Net Debt / Shareholders' funds (x)	0.95	0.77	0.58	0.30	0.30
Net Debt / EBIDTA (x)	1.7	1.6	1.3	0.8	0.9
Asset Turnover Ratio (x)	2.1	2.7	3.1	3.2	2.7

<sup>\*</sup>As per IND AS

# Filing details as on 30<sup>th</sup> Sep 2018



Category	As at Mar 14	As at Mar 15	As at Mar 16	As at Mar 17	As at Mar 18	As at Jun 18	Approvals
Formulations							
US*	336	376	398	429	478	510	385 (FA: 356, TA:29)
Europe**	1,542	1,756	2,224	2,521	2,848	2,944	2,227 Dossiers (239 products)
SA**	334	345	376	401	415	422	203 Registrations (96 products)
Canada***	72	83	105	121	137	144	129 products
Total	2,284	2,560	3,103	3,472	3,878	4,020	
API							
US***	181	192	205	220	227	235	
Europe**	1,504	1,601	1,689	1,735	1,814	1,823	
CoS	106	114	118	125	131	138	
Others**	627	681	715	749	803	873	
Total	2,418	2,588	2,727	2,829	2,975	3,069	

<sup>\*</sup>Includes filings made from AuroLife Pharma LLC, USA (net of ANDAs withdrawn)

<sup>\*\*</sup>includes multiple registration; \*\*\*excludes withdrawn

# Extensive Manufacturing Base with High Quality Control and Compliance



	Finished Dose Formulations							
Site	,	Product Capabilities						
	Unit III	Non antibiotics, ARVs / Orals						
	Unit IV	Injectables (Non-antibiotics)&Ophthalmics						
	Unit VI B	Cephalosporin / Orals						
	Unit VII	Non antibiotics, ARVs / Orals						
	Unit XII	Antibiotics, injectables, Orals						
	AuroNext	Penem formulations						
	Brazil Unit	Antibiotics						
	Eugia*	Oncology & Hormones						
	AuroLife	Non antibiotic & Controlled substances						
	AuroHealth	Pharma OTC / Orals and Liquids						
	Natrol	Nutraceuticals						
	Unit X	Non antibiotics, Solid Orals						
	Unit XV	Non antibiotics, Solid & Liquid Orals (EU)						
	Unit XVI	Antibiotics, Injectables						
	APL Healthcare	Pharma OTC, Solid Orals						
(9)	Generis	Non antibiotics Orals						

Active Pharma Ingredients							
Site	Product Capabilities						
Unit I	CVS, CNS, Anti-Allergics, Non-Sterile						
Unit IA	Cephalosporin						
Unit II	Intermediates for non antibiotics, Penems						
Unit V	Antibiotics (Sterile & Non-sterile)						
Unit VIA	Cephalosporins (Sterile)						
Unit VIII	ARV, CVS, CNS (Non-sterile)						
Unit IX	Intermediates						
Unit XI	Non antibiotics						
Unit XI U	Antibiotics (Non-sterile)						
Unit XIV	CVS, Anti fugal						
Silicon LS	Penems (Non-sterile)						
AuroNext	Penems (Sterile)						
AuroPeptide	Peptides						

Large manufacturing capabilities approved by key regulators for a diversified product portfolio with technology & expertise for specialty formulations

Vertically integrated operations from conception to commercialization

High specification manufacturing plants approved by key regulators equipped by site dedicated control laboratories located in India

API plants equipped with particle size modifications systems to supply compacted and micronized materials

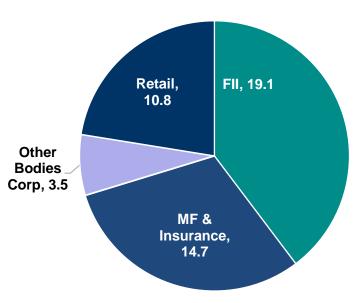
\* Under construction / Yet to be operationalized 24

# **Shareholding Pattern**



Group	As on 31 Mar 17	As on 31 Mar 18	As on 30 Sep 18
Promoter Group	51.9%	51.9%	51.9%
FII	21.0%	18.0%	19.1%
MF & Insurance	12.4%	15.4%	14.7%
Other Bodies Corporates	3.6%	3.1%	3.5%
Retail Investors	11.1%	11.6%	10.8%
Total	100%	100%	100%
Equity Shares (in Cr)	58.6	58.6	58.6
Face Value (INR)	1	1	1
Equity Capital (INR Cr)	58.6	58.6	58.6
M-Cap at close (INR Bn)	384.9	326.8	435.2
Shareholder family (# '000)	189.3	218.0	194.7

## **Non-Promoter Holding 48.1%**





# **Thank You**



For updates and specific queries, please visit our website **www. aurobindo.com** 

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