

Date: 21st January, 2016

To,
The Manager,
Department of Corporate Services,
BSE Limited
P. J. Tower, Dalal Street,
Fort, Mumbai - 400 001

Dear Sir/Madam,

## Sub: Outcome of Board Meeting

With reference to the captioned matter, the exchange is hereby informed that the Board of Directors of Alembic Pharmaceuticals Limited at its meeting held today has approved the Unaudited Financial Results of the Company for the quarter ended on 31<sup>st</sup> December, 2015.

Further, we enclose herewith the following:

- Consolidated Unaudited Financial Results for the quarter ended on 31<sup>st</sup> December, 2015.
- Standalone Unaudited Financial Results for the quarter ended on 31<sup>st</sup> December, 2015.
- 3. Limited Review Report by Statutory Auditors on Consolidated as well as on Standalone Unaudited Financial Results.
- 4. Press Release
- Investor Presentation

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Alembic Pharmaceuticals Limited

A. le Desa

Ajay Kumar Desai Vice-President-Finance & Company Secretary

Encl.: A/a



ALEMBIC PHARMACEUTICALS LIMITED

Regd.Office: Alembic Road, Vadodara 390 003

CIN:L24230GJ2010PLC061123

Ph #:0265 2280550 Fax #: 0265 2282506

Email: apl.investors@alembic.co.in Website: www.alembic-india.com

	Statement of Consolidated Unaudited Financial Results for	the Quarter and Nine I	fonths ended 31st	December, 2015			Rs. in Lac
			Quarter Ended		Nine Mon	ths Ended	Year Ended
	Particulars	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.2015
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	(a) Net Sales / Income from Operations						
	Domestic	32,206	32,549	29,281	95,090	89,864	117,394
	Exports	60,860	69,225	22,209	158,781	66,114	89,379
	Total	93,066	101,774	51,490	253,871	155,978	206,773
	Less: Excise Duty	965	990	395	2,746	893	1,505
	Net Sales / Income from Operations	92,101	100,784	51,095	251,125	155,085	205,268
	(b) Other Operating Income	72	92	83	257	229	344
	Total Income from Operations	92,173	100,876	51,178	251,382	155,314	20F 641
2	Expenses			31,170	231,382	155,514	205,612
	(a) Cost of Materials consumed	19,059	18,679	12,361	52,973	42 500	F4 000
	(b) Purchase of stock-in-trade	4,649	7,840	6,471	19,074	42,590 19,243	54,049
	(c) Changes in Inventories in trade and work in progress	(3,106)	(3,891)	(1,399)	(7,496)		24,692
	(d) Employee benefits expense	11,698	11,961	7,916	32,444	(7,736)	(7,289
	(e) Research and Development Expense	7,012	7,796	3,051		23,154	30,676
	(f) Depreciation & Amortization Expense	2,165	1,327	1,190	19,602	9,113	12,162
	(g) Other Expenses	14,401	20,888		4,781	3,345	4,441
	Total Expenses	55,877	64,600	12,621 42,211	48,517 169,895	38,448	51,025
3	Profit from Operations before Other Income, finance	36,295	36,276	8,967		128,157	169,757
	costs & exceptional items	1	30,276	6,307	81,487	27,157	35,856
4	Other Income	280	5	13	289	45	
5	Profit from ordinary activities before finance costs	36,575	36,281	8,980	81,776	27,202	230
	& exceptional items		30,201	0,560	81,776	27,202	36,086
6	Finance Costs	104	73	(18)	238		470
7	Profit from ordinary activities before tax	36,471	36,208	8,998	l	142	178
8	Tax Expense	33,	30,200	0,990	81,538	27,060	35,908
	Provision for Current Tax	7,891	7,354	1.077	47.124	5.00	
	MAT Credit Reversal / (Entitlement)	1,060	(488)	1,933	17,121	5,804	7,635
	Provision for Deferred Tax Liability	561	488		1,521	-	(739 739
9 10	Net Profit from ordinary activities after tax Share of Profit / (loss) of associates	26,960 (11)	28,854 35	7,065	62,796 30	· 21,256	28,273 20
11	Net Profit after tax and share of profit / (loss) of associates	26,949	28,890	7,066	62,826	21,260	70 707
12	Paid up Equity Share Capital	3,770	3,770	3,770	3,770	3,770	28,293 3,770
	( Face value of share Rs 2/- )		5,	3,.,,	3,770	3,770	3,770
13	Reserves excluding Revaluation Reserve						84,694
14	Basic & Diluted EPS (Not Annualised)	14.30	15.32	3.75	33,33	11.28	15.01







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Email: apl.investors@alembic.co.in Website: www.alembic-india.com

	Statement of Standalone Unaudited Financial Results for			sist December, 201	.5		Rs, in la
			Quarter Ended		Nine Mont	hs Ended	Year Ende
	Particulars	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.201
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	(a) Net Sales / Income from Operations						
	Domestic	32,206	32,549	29,281	95,090	89,864	117,39
	Exports	58,456	60,603	21,233	146,908	63,320	85,68
	Total	90,662	93,152	. 50,514	241,998	153,184	203,07
	Less : Excise Duty	965	990	395	2,746	893	1,50
	Net Sales / Income from Operations	89,697	92,162	50,119	239,252	152,291	201,57
	(b) Other Operating Income	. 72	92	83	257	229	33
	Total Income from Operations	89,769	92,254	50,202	239,509	152,520	201,90
2	Expenses				(	222,020	201,50
	(a) Cost of Materials consumed	19,059	18,679	12,361	52,973	42,590	54,04
	(b) Purchase of stock-in-trade	5,156	7,832	6,395	19,573	19,168	24,66
	(c) Changes in Inventories in trade and work in progress	(3,106)	(3,891)	(1,399)	(7,496)	(7,736)	(7,28
	(d) Employee benefits expense	11,190	11,474	7,658	31,151	22,412	29,65
	(e) Research and Development Expense	4,554	5,734	2,559	14,311	8,083	10,90
	(f) Depreciation & Amortization Expense	2,161	1,325	1,190	4,775	3,345	4,44
	(g) Other Expenses	13,490	18,433	12,161	44,749	36,863	49,13
	Total Expenses	52,504	59,585	40,924	160,036	124,725	165,560
3	Profit from Operations before Other Income, finance	37,265	32,669	9,278	79,473	27,795	36,340
	costs & exceptional items				12,00	27,733	30,341
4	Other Income	280	5	13	289	45	57
5	Profit from ordinary activities before finance costs	37,545	32,674	9,290	79,762	27,840	36,397
	& exceptional items				, ,		20,55,
6	Finance Costs	67	53	(42)	156	106	111
7	Profit from ordinary activities before tax	37,478	32,621	9,332	79,606	27,734	36,286
8	Tax Expense						***
	Provision for Current Tax	7,844	7,354	1,933	17,074	5,782	7,625
	MAT Credit Reversal / (Entitlement)	1,060	(488)	-		-	(739
	Provision for Deferred Tax Liability	561	488	-	1,621	-	739
9	Net Profit from ordinary activities after tax	28,013	25,267	7,399	60,911	21,952	70 (
10	Paid up Equity Share Capital	3,770	3,770	3,770	3,770	1	28,661
	( Face value of share Rs. 2/- )		5,.76	3,,,0	3,770	3,770	3,770
11	Reserves excluding Revaluation Reserve						79,586
12	Basic & Diluted EPS (Not Annualised)	14.86	13.40	3.92	32,31	11.64	15.20





#### Notes:

- 1 The above results, have been duly reviewed by Statutory Audiors, recommended by the Audit Committee and approved by the Board of Directors.
- 2 The Company has opted to furnish consolidated financial results, pursuant to option made available as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The Standalone Financial Results are available on the company's website www.alembic-india.com.

The key information on the standalone financial results are as under:

Rs in Lacs

1						ACC THE LIMED
		Quarter Ende	d	Period	Ended	Year Ended
	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.2015
Particulars	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Net Sales / Income from Operations	89,769	92,254	50,202	239,509	152,520	201,900
Profit Before Tax	37,478	32,621	9,332	79,606	27,734	36,286
Profit After Tax	28,013	25,267	7,399	60,911	21,952	28,661

- 3 The Company is engaged in Pharmaceuticals business only and therefore, there is only one reportable segment in accordance with the Accounting Standard on Segment Reporting (AS-17).
- 4 The previous quarter's / year's figures have been regrouped / rearranged wherever necessary to make it comparable with the current quarter / year.

Place : Vadodara

Date : 21st January, 2016

For Alembic Pharmaceuticals Limited

Chirayu Amin

Chairman and Managing Director

Visit us at www.alembic-india.com



### K. S. AIYAR & CO

CHARTERED ACCOUNTANTS

#F-7 Laxmi Mills Shakti Mills Lane (Off Dr E Moses Rd) Mahalaxmi Mumbai 400 011 India Tel: 91 22 2493 2502 / 6655 1770

Fax: 91 22 6655 1774 Grams: VERIFY www.KSAiyar.com Mail@KSAiyar.com

To, The Board of Directors; Alembic Pharmaceuticals Limited; Vadodara.

RE: LIMITED REVIEW OF THE CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31st DECEMBER, 2015.

#### 1. INTRODUCTION

We have reviewed the accompanying statement of consolidated unaudited financial results of Alembic Pharmaceuticals Limited for the quarter ended on 31st December, 2015 and the year to date results for the period 1st April, 2015 to 31st December, 2015 attached herewith. Management is responsible for the preparation and fair presentation of this consolidated interim financial information in accordance with Indian Generally Accepted Accounting Principles. Our responsibility is to express a conclusion on this consolidated interim financial information based on our review. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors.

#### 2. SCOPE OF REVIEW

We conducted our review in accordance with Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We report that the unaudited consolidated financial results have been prepared by the Company's management in accordance with the requirements of Accounting Standard 21 – Consolidated Financial Statements and Accounting Standard 23 - Accounting for Investments in Associates in Consolidated Financial Statements and Accounting Standard 27 – Financial Reporting of Interests in Joint Ventures, specified under Section 133 of the Companies Act,2013 read with Rule 7 of the Companies (Accounts) Rules,2014 and on the basis of the separate unaudited financial results of its (a) Two, wholly owned Subsidiaries i.e. Alembic Global Holding SA, Switzerland (standalone) and AG Research Private Limited,



India (standalone), (b) 6 Subsidiaries, a Joint Venture (which is yet to start any operational activities) and an Associate of Alembic Global Holding SA, Switzerland, and (c) An Associate of the Company. These unaudited standalone financial results have not been reviewed by us or any other Auditors but are included in the said consolidated results and are as submitted to us by the Company's management.

The unaudited consolidated financial results of Company include

- (a) Company's share (i) in the consolidated Revenue of the Subsidiaries of Rs.49468.45 Lacs for the quarter and of Rs.97469.50 Lacs for the nine months period ended on 31st December, 2015 (ii) in consolidated loss of the Subsidiaries of Rs.1067.83 Lacs for the quarter and consolidated profit of Rs.1906.41 Lacs for the nine months period ended on 31st December, 2015 and (iii) in the consolidated net assets of Rs. 9647.31 Lacs as at the quarter and nine months period ended on 31st December, 2015.
- (b) Company's share in the net profit (after tax) of the Associate of Rs.3.69 Lacs for the quarter and of Rs.9.54 Lacs for the nine months period ended on 31st December, 2015.

#### 3. CONCLUSION

Based on our review conducted as above, nothing has come to our notice that causes us to believe that the accompanying statement of consolidated unaudited financial results prepared in accordance with accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For K.S.Aiyar & Co. Chartered Accountants

FRN: 1001,86W

Place: Mumbai

Date: 21st January, 2016

Rajesh S. Jos Partner

M.No. 38526

### K. S. AIYAR & CO

CHARTERED ACCOUNTANTS

#F-7 Laxmi Mills Shakti Mills Lane (Off Dr E Moses Rd) Mahalaxmi Mumbai 400 011 India Tel: 91 22 2493 2502 / 6655 1770

Fax: 91 22 6655 1774 Grams: VERIFY www.KSAiyar.com Mail@KSAiyar.com

The Board of Directors,
Alembic Pharmaceuticals Limited;
Vadodara.

RE: LIMITED REVIEW OF THE UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 31st DECEMBER, 2015.

#### 1. INTRODUCTION

We have reviewed the accompanying statement of unaudited financial results of **Alembic Pharmaceuticals Limited** for the quarter ended on 31<sup>st</sup> **December**, 2015. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on this Statement based on our review.

#### 2. SCOPE OF REVIEW

We conducted our review in accordance with Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the statement of financial results is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.



### 3. CONCLUSION

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited standalone financial results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For K. S. AIYAR & Co. Chartered Accountants

FRN:100186W

Rajesh S. Joshi

Partner M.No. 38526

Place: Mumbai

Date: 21st January, 2016



### For Immediate Release

# Net Profit up 281%, Net Revenues up 81%

Vadodara, 21st January, 2016

Alembic Pharmaceuticals Limited reported its performance for the Third quarter ending 31<sup>st</sup> December 2015.

### Financial Highlights

- Net Sales up 81% to Rs 931 Crore
- Net Profit up 281% to Rs 269 Crore
- India Branded up by 15% to Rs 288 Crore
- International Business up 248% to Rs 521 Crore
- API Business up 24% to Rs 101 Crore

Commenting on the results, Mr. Shaunak Amin, Joint Managing Director, Alembic Pharmaceuticals Limited said "We have seen exceptional growth in all our businesses. The US business continues to outperform on the back of the Aripiprazole Generic launch. Our facilities have been in compliance and we have received 11 ANDA approvals this year."

### **Operational Highlights**

### India Branded Formulations

- Sikkim plant commissioned
- India Branded formulations business grew 15% to Rs 288 Crore
- Specialty Segment grew 22%
  - Cardiology up 34%
  - o Anti Diabetic up 43%
  - Gynaecology up 29%
- Alembic's "Tellzy" is the fastest growing Telmisartan brand

### International Formulations

- International Formulations business grew 248% to Rs 521 crore in the quarter
- 2 ANDA approvals received in the quarter
- 3 ANDA applications filed, Cumulative ANDA filings at 74
- 4 DMF applications filed, Cumulative DMF filings at 79



### Summary of Total Revenue is as under:

(Rs in Lacs)
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	T	1 100		1	No III Lacs)	
Particulars	Q3 FY16	Q3 FY15	% Change	YTD DEC FY16	YTD DEC FY15	% Change
Formulation International India Branded India Generics	52110 28827 2005	14986 24997 3321	248% 15% -40%	127132 83562 7374	43513 74876 9065	192% 12% -19%
API	10124	8186	24%	35803	28524	26%
Total	93066	51490	81%	253871	155978	63%

### The Profit break-up is as under:

(Rs in Lacs)

The second of th		T			rs in Lacs)	
Particulars	Q3 FY16	Q3 FY15	% Change	YTD DEC FY16	YTD DEC FY15	% Change
EBITDA	38460	10157	279%	86268	30502	183%
Profit Before Tax	36471	8998	305%	81538	27060	201%
Net Profit after Tax	26949	7066	281%	62826	21260	196%

## About Alembic Pharmaceuticals Limited

Alembic Pharmaceuticals Limited, a vertically integrated research and development pharmaceutical company, has been at the forefront of healthcare since 1907. Headquartered in India, Alembic is a publicly listed company that manufactures and markets generic pharmaceutical products all over the world. Alembic's state of the art research and manufacturing facilities are approved by regulatory authorities all over the world including the US FDA. Alembic is one of the leaders in branded generics in India. Alembic's brands, marketed through a marketing team of over 5000 are well recognized by doctors and patients.

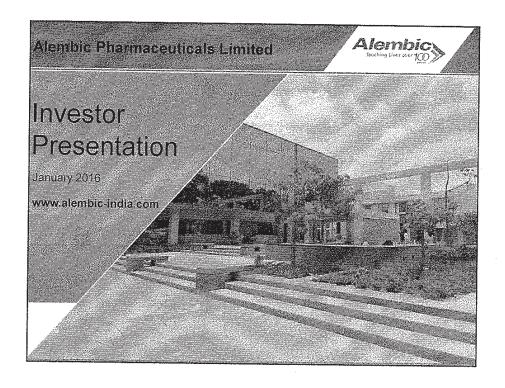
Information about the company can be found at www.alembic-india.com; (reuters:ALEM.NS) (bloomberg:ALPM) (nse:APLLTD) (bse:533573)

### For more information contact:

Ajay Kumar Desai Mitanshu Shah

Phone: +91 22 - 306 11681 Phone: +91 265 - 3007630

Email: ajay.desai@alembic.co.in Email: mitanshu.shah@alembic.co.in



### Safe Harbor Statement



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.



### About Alembic



- > Established in 1907 at Vadodara
- Demerger of pharma business from Alembic Ltd. Alembic Pharmaceuticals Ltd. formed in 2011
- Investment in Algeria JV
- > Three API manufacturing facilities approved by USFDA
- > One solid dosage formulation facility approved by USFDA
- > 18 Marketing divisions in operation for India business
- > Formulations business accounts for 86% of revenues
  - International Business 50%
  - · India Business 36%

### Emancial Highlights Q3 FY16



- Net Sales up 81% to Rs 9307 mn
- > EBITDA margins at 41% at Rs 3846 mn
- > Net Profit up 281% to Rs 2695 mn
- > Total R&D spend is Rs 745 mn for the quarter which is 8% of net sales. This is up by 139 % (YOY)



## Business Highlights Q3 FY16



### India Branded Formulations (Rs. 2883 mn)

- Sikkim plant commissioned
- Specialty Segment grew by 22% and Acute Segment grew by 10%. Althrocin price led to lower growth
- ➤ Strengthening the share of specialty therapies in the overall revenue basket. Within specialty Anti Diabetic, Cardiology, and Gynaecology grew impressively by 43%, 34% and 29% respectively
- ➤ Alembic's "Tellzy" is the fastest growing (46% as per ORG MAT Dec 2015) Telmisartan brand and is the 3<sup>rd</sup> ranked brand in the Telmisartan market

### Business Highlights Q3 FY16



### International Business (Rs. 5211 mn)

- Business grew by 248% in the quarter
- > Successful Launch of Aripiprazole Generic
- > 3 products launch in USA
- USA front end operational
- 2 ANDA approvals were received during the quarter, taking cumulative approvals at 45 including 3 tentative approvals
- ➤ 3 ANDA applications were filed during the quarter, taking cumulative ANDA filings at 74



### Business Highlights Q3 FY16

Alembic Touching their over 100

# API Business (Rs. 1012 mn)

- > Business grew by 24% in the quarter
- > 4 DMF applications were filed during the quarter, taking cumulative DMF filings at 79

#### Alembic) R&D Update 8.6% 7.0% 6.7% 2,180 5.1% 4.8% 1,308 In INR mn 772 702 FY12 FY13 FY15 YTD DEC FY16

- > Total R&D spend is Rs 2180 mn for the YTD DEC FY16 which is 8.6% of net sales.
- > Highly talented pool of 470 research scientists



### Strong domestic market presence



# India Branded Formulation Business - Key Highlights

- > 1.74% market share (Ranked 19th) in Indian formulations market as per IMS MAT data
- > Ranked 17th in doctors' prescription universe
- > Sustained dominance in anti-infective, analgesics, cough and cold segments
- > Robust growth in Cardiology, Diabetes, Gastrology, Gynaecology and Orthopedic
- Diversified basket of 150 brands
- > 2 brands featured among top 100 and 5 among top 300 brands in India as per IMS MAT data

### Key Therapies & Brands



Therapeutic Segment-wise Break-up (Q3FY16) •

% of total domestic formulation revenue



- Anti Infectives Gastrology ≅ Cough & Cold Cardiology Gynecology
- Anti Diabetic SOrthopedics
- ☐ Dermatology Ophthalmology

Launched 8 product SKUs in the domestic market in Q3FY16.

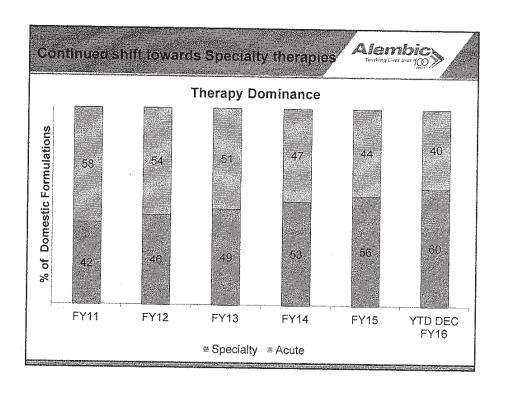
Therapeutic Area	Ranking
Anti-infective	32
Anti-infective	92
Respiratory	176
Anti-infective	195
Gynecology	256
	Anti-infective Anti-infective Respiratory Anti-infective

- Nephrology/Urology 5% market share in the cough and cold segment
  - 5000+ marketing team

		DEC M	AT 2015			DEC M	AT 2014	
Company.	Growth %	Volume Grift %		New Prod Grth %	Growth %		Price Grth	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
IPM	14.5	5.8	3.7	5,0	12.8	5.4	1.3	6,1
Alembic	14.9	6.8	3.8	4.2	11.3	5.4	1,1	4,7

(Source : ORG December 2015)





		DEC A	T# 2015		li and		525.5	
Therapy	Therapy Growth (ORG)			Alembic Growth (PRIM)	Therapy Growth (ORG)	Market Share (ORG)	TR 2014 Alembic Growth (ORG)	Alembii Growth (PRIM)
Cardiology	14	2.05	29	34	13	1.80	33	31
Anti Diabetic	21	1.59	27	43	17	1.52	30	24
Gynaecology	13	2.70	26	29	14	2,42	28	24
Gastrology	16	2.22	0.2	7	14	2.56	8	16
Dermatological	14	0.48	26	-14	21	0.44	38	62
Orthopaedic	12	0.94	2	20	11	1.03	2	9
Ophthalmology	8	1.17	-1	1	27	1.27	-6	-18
Nephro / Uro	16	2.17	13	20	19	2.23	18	31
Anti Infective	15	3,30	1 /	5	5	3.74	-1	-1
Cold & Cough	18	5.35	17	20	5 5	5.41	16	12
OVERALL	15	1.76	12	-16	13	1.81	12	11



## Fast emerging player in International Generics



# International Generics Business - Key Highlights

- > Own front-end marketing in the USA
- > All Facilities approved for supply to regulated markets such as the US, Europe, Australia and Brazil
- Partnership with leading generic players in the US, Europe, Canada, Australia
- > ANDAs vertically integrated to DMFs
- 45 ANDAs/NDAs approved including 3 tentative, 29 ANDAs pending approval

Alembic Forthing Lives over 100

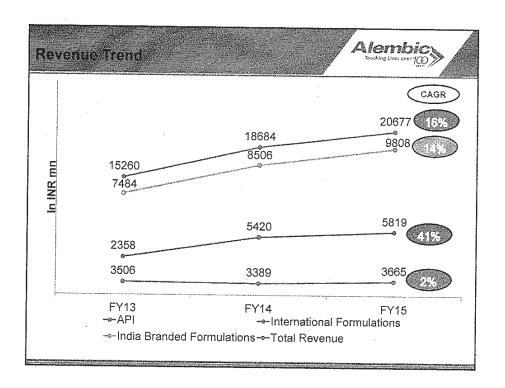
Financial Snapshot

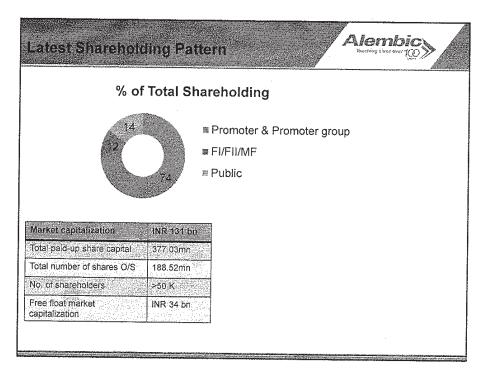


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Particulars (INR mn)	Q3 FY16	Q3 FY15	%Growth	YTD DEC	YTD DEC FY15	%Growth
Formulations Revenue					73.5	
International	5211	1498	248%	12714	4351	192%
India Branded	2883	2500	15%	8356	7488	12%
India Generics	201	332	-40%	737	907	-19%
API Revenue	1012	819	24%	3580	2852	26%
Total Revenue	9307	5149	81%	25387	15598	63%
EBITDA	3846	1016	279%	8627	3050	183%
EBITDA %	41%	20%		34%	20%	
PAT	2695 .	707	281%	6283	2126	196%
PAT %	29%	14%		25%	14%	
EPS	14.30	3.75		33.33	11.28	
Book Value/share				79.75	46.87	
ROCE %				62.79%	31.32%	

Financial Ratios 🗼		/ Alemb Nouthing Lives over	<i>ic</i> 100≫/
Various Ratios	YTD DEG FY 16 YTI	D DEC FY 15	FY 1
EBIDTA Margin	34.39%	19.66%	19.69%
Gross Margin	74.35%	65.18%	65.299
ROCE	62.79%	31.32%	30.599
RONW	55.55%	32.00%	31.989
EPS	33.33	11.28	15.0
Book Value per share	79.75	46.87	46.9
Debt Equity Ratio	0.12	0.28	0.3
EBITDA / Debt Ratio	0.16	0.61	0.6
Stock Turnover Ratio	4.38	4.43	4.4
Receivables days	40	66	64
Inventory days	83	82	8:
Interest Cover	343,41	192.09	202.68
Asset Turnover Ratio	4.48	4.15	3.46
Current Ratio	2.26	2.50	2.19
Sales / Cap Employed	1.93	1.79	1.75









# Strategy going forward



- Continue to focus on complex products. Expect to launch 7-9 products every year for the next three years in the US markets
- Aggressive investments in R&D and F&D activities to build robust pipeline of products for regulated markets
- > More products through our USA front end.
- > Filing ANDAs/MAs in other international markets such as Europe, Australia, Canada, Brazil and South Africa
- > Continued focus on progressive therapies for sustainable growth and increased market share for India Branded business

### Conference call details



Date: Thursday, 21st January, 2016 Time: 05.00 pm IST					
India - Primary Number	+91-22-39381028				
India - Secondary Number	+91 22 67468328				
USA	1.866 746 2133				
UK	0 808 101 1573				
Singapore Toll Free No.	800 101 2045				
Hong Kong Toll Free No.	800 964 448				
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#### About Alembic Pharmaceuticals Limited

Alembic Pharmaceuticals Limited, a vertically integrated research and development pharmaceutical company, has been at the forefront of healthcare since 1907. Headquartered in India, Alembic is a publicly listed company that manufactures and markets generic pharmaceutical products all over the world. Alembic's state of the art research and manufacturing facilities are approved by regulatory authorities all over the world including the US FDA. Alembic is one of the leaders in branded generics in India. Alembic's brands, marketed through a marketing team of over 5000 are well recognized by doctors and patients.

Information about the company can be found at:

www.alembic-india.com;(Reuters:ALEM.NS) (Bloomberg:ALPM:IN) (NSE:APLLTD) (BSE:533573)

For updates and specific queries please feel free to contact

#### Ajay Kumar Desai

#### Mitanshu Shah

Tel.: 022- 306 11681 • Fax: 022 - 306 11682 Tel.: 0265 - 300 7630 • Fax: 0265 - 228 2506 ajay.desai@alembic.co.in mitanshu.shah@alembic.co.in



Thank You

