

June 09, 2021

National Stock Exchange of India Ltd Listing Department Exchange Plaza, 5th Floor, Plot No: C/1, G - Block, Bandra — Kurla Complex, Bandra (East), Mumbai - 400 051 NSE Symbol: ORCHPHARMA	BSE Limited Corporate Relationship Department 1st floor, New Trading Ring, Rotunda Building, P J Towers, Dalal Street, Fort Mumbai - 400 001 BSE Code: 524372
Luxembourg Stock Exchange Bourse de Luxembourg BP 165, L-2011 Luxembourg Siege social 11, avenue de la Portal - Neuve	London Stock Exchange 10 Paternoster Square London EC4M 7LS United Kingdom

Subject: Corporate presentation of Orchid Pharma Limited

Dear Sir / Madam

In terms of the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“**SEBI Listing Regulations**”), please find attached the corporate presentation on our Company. The presentation shall also be made available on our website.

We request you to take the above on record and that the same be treated as compliance under the applicable regulation(s) under the SEBI Listing Regulations.

Thanking you,

Yours faithfully,

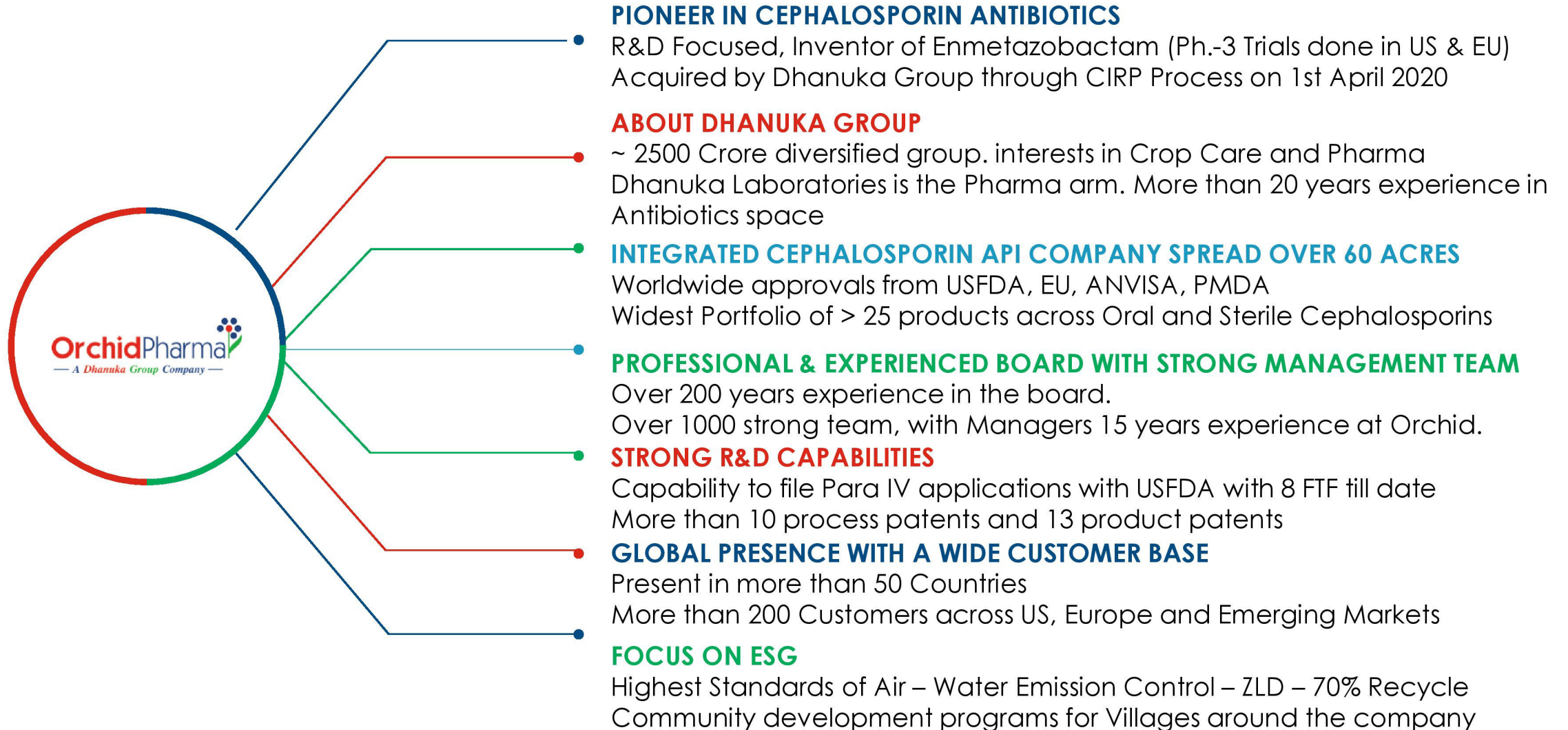
For **Orchid Pharma Limited****Company secretary**



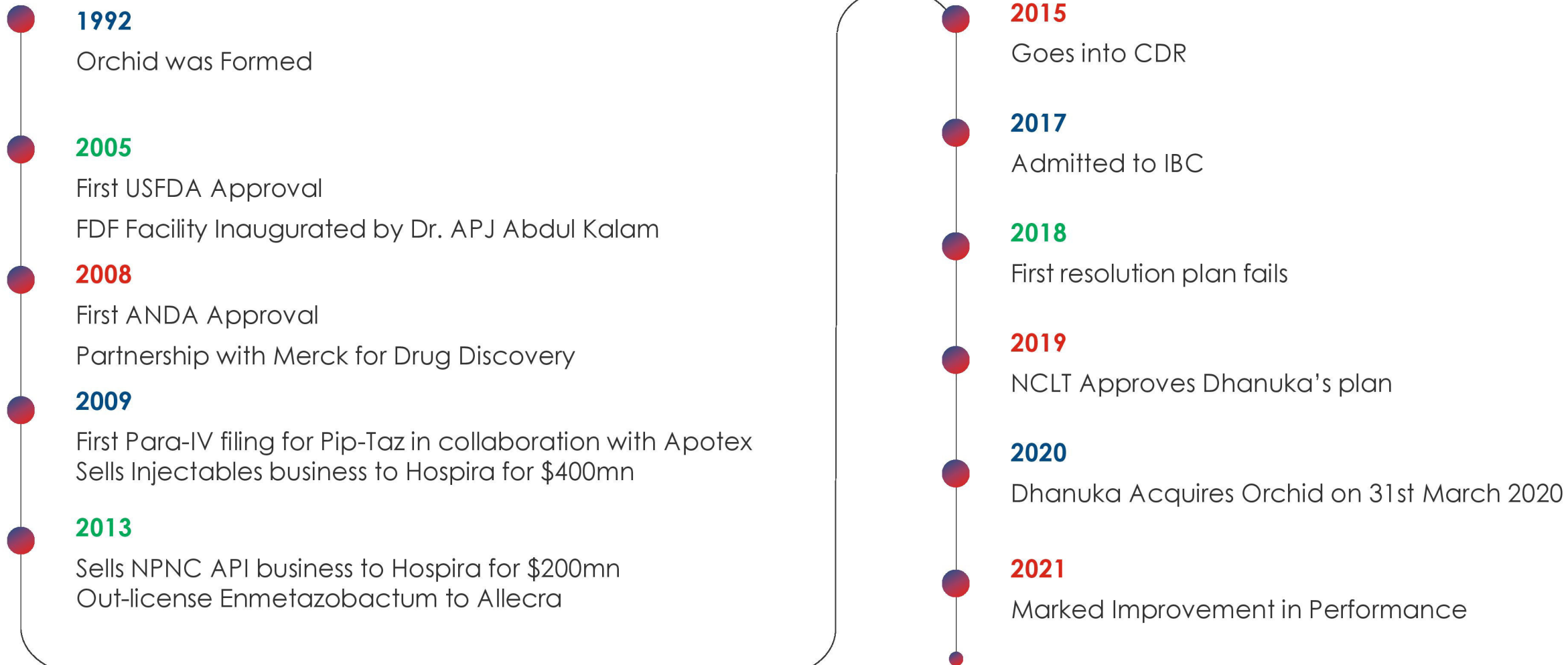
OrchidPharma 
— A *Dhanuka Group* Company —

The Turnaround Story

COMPANY OVERVIEW



HISTORY



BACKGROUND AND PEDIGREE



DHANUKA AGRITECH LTD



- Flagship of the Group founded in 1980.
- Listed on Stock Exchanges for 35 years with a Market Cap of USD 600mn
- Manufactures a wide range of farm input products
- The Company has pan India presence with a network of more than 6000 distributors reaching out to more than 10 million farmers
- The Company has technical tie ups with 4 American and 6 Japanese companies

DHANUKA LABORATORIES LTD.



- Pharmaceutical Arm started in 1998.
- Leader in Cephalosporin Antibiotics in Emerging markets.
- JV with Otsuka - Japan, for manufacturing advanced intermediates.
- 2 API Manufacturing Facilities, both Cephalosporin and NPNC.
- NPNC Facility started in 2018, equipped for all regulated markets.
- Formulations exports to emerging markets.

KEY RATIONALE FOR ACQUIRING ORCHID PHARMA



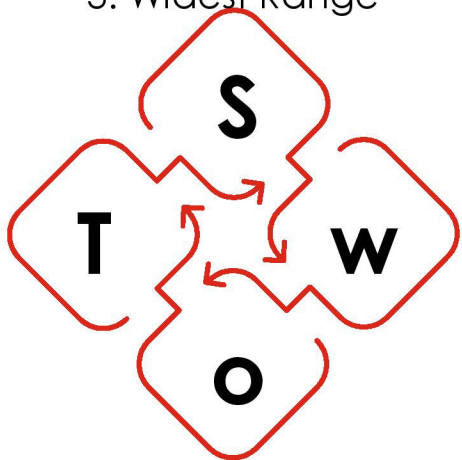
ORCHID

Strengths

1. Regulatory Agency approvals – US / EU / Japan / LATAM
2. Large Capacity
3. Widest Range

Threats

1. Financial Stress
2. Competition from Low Cost Chinese Players



Weaknesses

1. High Cost Structure
2. Lack of focused Management

Opportunity

Expand to Emerging markets with better Cost Structure and Capacity utilization

World Leader in Cephalosporin Antibiotics focused on regulated markets

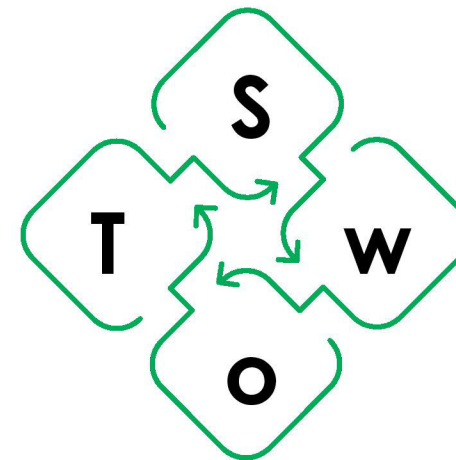
DHANUKA GROUP

Strengths

1. Cost Efficient Management
2. Strong R&D
3. Execution Capabilities

Threats

Emerging Markets High Competition



Weaknesses

Only present in emerging markets

Opportunity

Growth by Inorganic Route

Leader in Emerging Market space, with a strong R&D for new products

Orchid and Dhanuka complement each other to become formidable force in APIs

ANTIBIOTICS



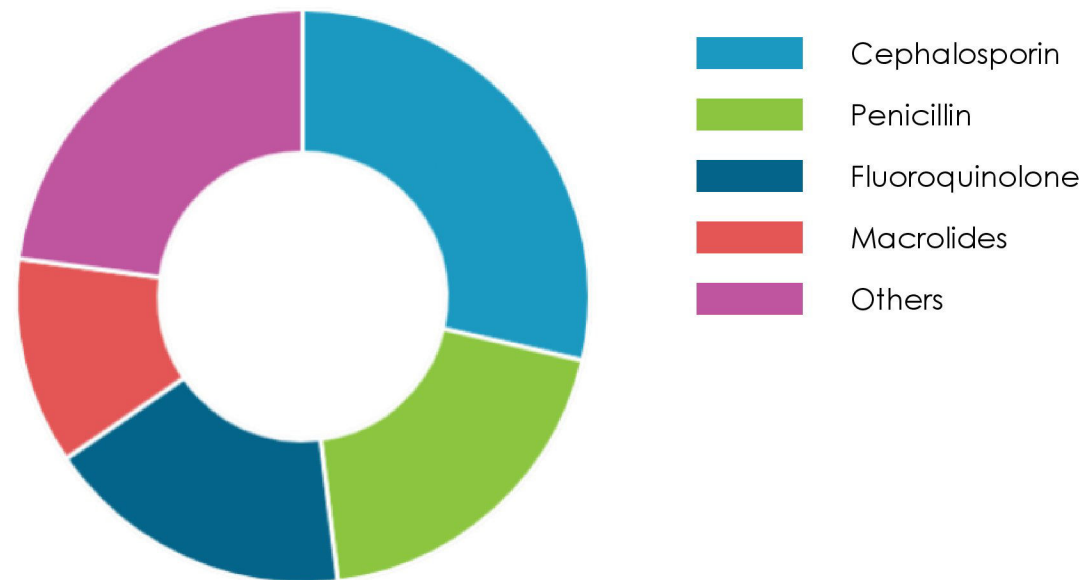
THE LIFE SAVING DRUGS

- ▶ Global Antibiotics Market in 2019 – USD 43 bn

- ▶ Cephalosporins is the Largest class with 30% share.

- ▶ Cephs have Excellent Safety profile and wide coverage of gram-negative bacteria in 3rd generation products onwards.

GLOBAL ANTIBIOTICS MARKET SHARE, BY DRUGS CLASS, 2019





CAPABILITIES



WIDEST RANGE OF CEPHALOSPORINS



Under Development products

GENERATION 1

ORAL

- Cefadroxil
- Cefalexin
- Cefradine

STERILE

- Cefalonium
- Cefalothin
- Cefazolin

GENERATION 2

ORAL

Cefprozil
Cefuroxime

STERILE

Cefoxitin
Ceforanide
Cefotiam

GENERATION 3

ORAL

Cefdinir
Cefditoren
Cefixime
Cefpodoxime
Ceftibuten

STERILE

Cefotaxime
Ceftiofur
Ceftizoxime
Ceftriaxone
Cefoperazone
Ceftazidime
Cefcapene
Cefovecin
Cefetamet

GENERATION 4

STERILE

Cefepime
Cefpirome
Cefquinome

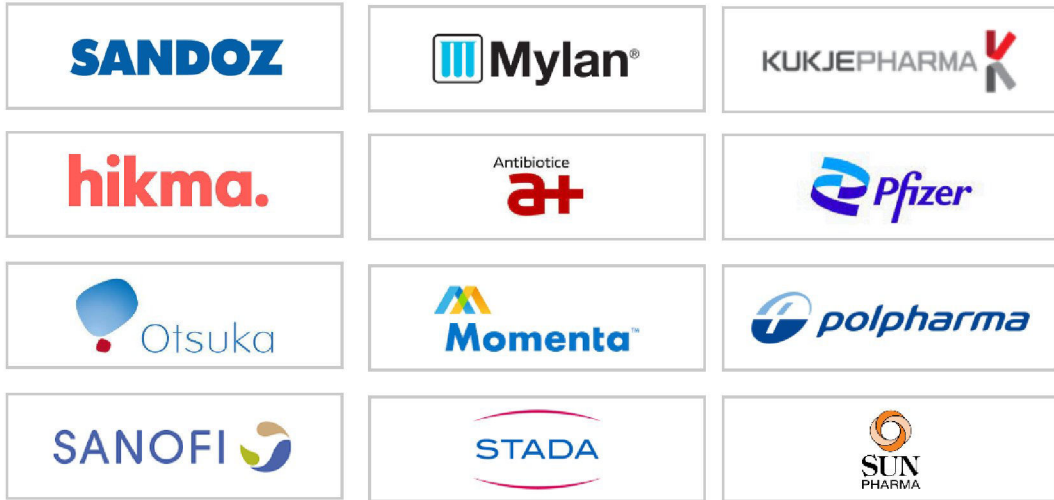
Cefiderocol

GENERATION 5

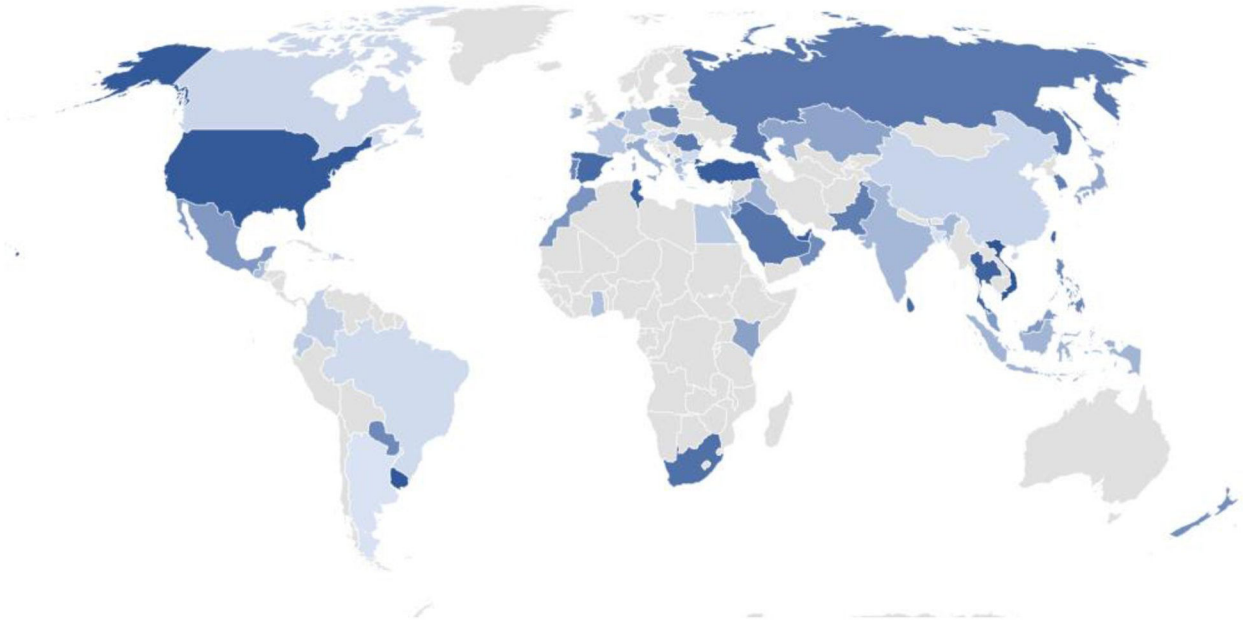
STERILE

Ceftobiprole
Ceftaroline
Ceftolozane

GLOBAL PRESENCE WITH A WIDE CUSTOMER BASE

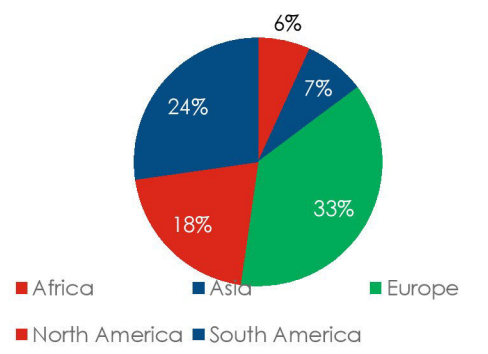
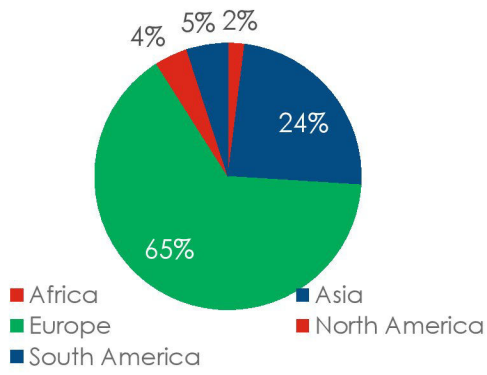


ORCHID'S PRESENCE



Revenue Breakup by Geography (FY-21)

Export Market Share by Geography (FY-21*)



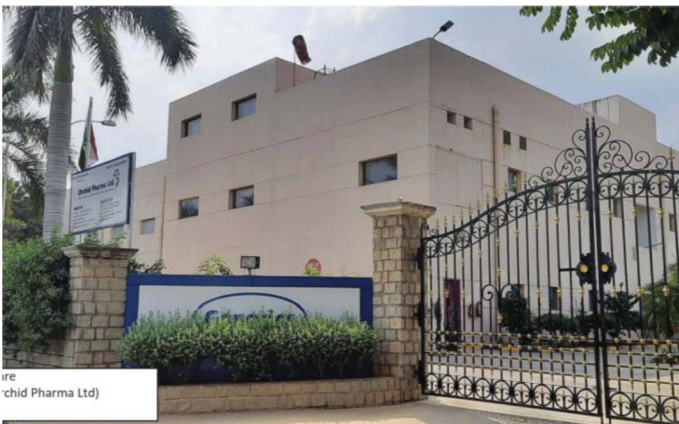
LARGEST INTEGRATED CEPHALOSPORIN API COMPANY



- Integrated facilities from Intermediate to finished – 60 Acre
- Sterile – 3 Lines Sterile Crystalline and 1 Lyophilized
- Oral – 7 Blocks with multiple lines
- Intermediates – 5 Blocks with multiple lines
- Total Capacity 900MT
- Worldwide approvals



FINISHED DOSAGE FACILITIES



IKKT

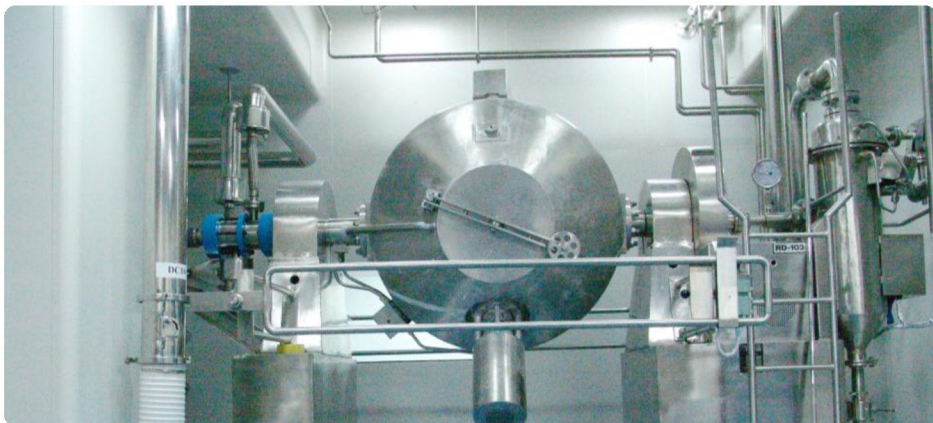
- USFDA / UKMHRA Certified
- 29 ANDAs with associated DMFs
- Exporting to US / EU Markets
- Now Hived off to associate JV Company

F1

- Was a small Cephalosporin Operation
- Now being upgraded to meet PICS standards
- Will focus on Oral Ceph FDF for Exports



STRONG R&D CAPABILITIES



ANALYTICAL R&D

NMR (Multinuclear)

Powder XRD

ICPMS

LCMS/MS

Ion Chromatograph

Preparative HPLC

Freeze Driers

DSC

TGA

PROCESS R&D

Sterile Crystallization & Lyophilization

Asymmetric Synthesis

Chemical Resolution

Enzymatic Catalysis

Amino acids and peptide synthesis

Heterocycles

Intellectual Property Management

ORCHID PHARMA HAS BEEN FOCUSED ON R&D, WILL CONTINUE TO INVEST IN IT.

BOARD OF DIRECTORS



BOARD OF DIRECTORS



Mr. Ram Gopal Agarwal
Chairman and Non-Executive Director
~Founder Chairman of Dhanuka Group; Over 5 decades of leadership
~Chairman of FICCI Crop Protection Committee



Mr. Manish Dhanuka
Managing Director
~Visionary Leader at the helm of affairs of Pharma Division.
~An IIT'ian with 25+ years in Pharma Industry;
~Director at JV with Otsuka Japan.



Mr. Arun Kumar Dhanuka
Non-Executive Director
~Director at DLL, DAL and Orchid; Over 4 decades of experience
~In-charge of commercial matters of the Pharma Division;



Mr. Mridul Dhanuka
Whole-Time Director
~Chemical Engineer & MBA; Associated with Dhanuka Group Ltd. since 2005.
~Operations Head at Dhanuka Agritech, now moved to Orchid.



Dr Dharam Vir
Independent Director
~Ph.D. in Synthetic Chemistry.
~More than 3 decades of R&D experience at various Pharma Majors



CA Manoj Goyal
Independent Director
~Practicing CA
~Auditor of Banks and other large businesses.



Mr. Mudit Tandon
Independent Director
~Graduate of ISB and worked in Venture Capital field.
~Runs a large fashion accessory company.



Ms. Tanu Singla
Independent Director
~Qualified Company Secretary, L.L.B

LEADERSHIP AND SENIOR MANAGERIAL PERSONNEL



CA Sunil Gupta
CFO
~ Chartered Accountant
~35 Years of experienced in varied industries as financial controller.



Dr. UP Senthilkumar
Sr. VP R&D - IPM
~Co-Inventor of Enmetazobactam
~Responsible for non-infringing process developments.
Several Patents



Dr. RJ Sarangdhar
Site Head of Ceph API
~3 decades of experience in process development, technology transfer.
~More than 10 patents to his credit.



Mr. S Nammalwar
Manufacturing Excellence
~Over 3 decades of experience of leading complex chemical industries.
~Responsible for Excellence in all Manufacturing areas.

FOCUS ON ESG



TARA
ORCHID'S FACE OF SAFETY

- 01.** Environment Consciousness has been Orchid's Hallmark right from Inception.
- 02** Orchid now backed by Dhanuka group, having excellent Corporate Governance Standards
- 03** Dupont safety systems implemented with an aim of Zero Incident

COMMITMENT TO ENVIRONMENT



WATER

- Advanced Evaporation and RO Systems
- ZERO Liquid Discharge
- 70% of fresh Water is recycled after recovery



AIR

- Vent Gas Scrubbing System
- Highest Possible Recovery @ -80deg Centigrade
- No fugitive Emissions
- ESP / Venturi Filters for Particle Arrest





FUTURE STRATEGY



STRATEGY FOR ORCHID API BUSINESS



WIN BACK LOST BUSINESS

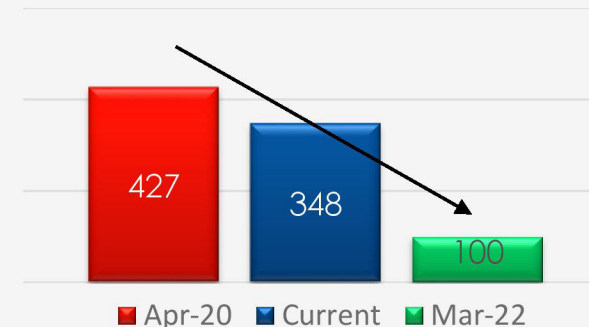
- **ORAL**
 - Target old customers in regulated markets like Japan, South Korea, Europe, etc. Lost due to Poor Supply.
- **STERILE**
 - US Business lost due to non-compete with Pfizer
- **Total Business lost was around 200 Crores, we plan to capture 40-50% of the business in next 2-3 years.**

WIN BACK LOST BUSINESS

- **To develop new products, which are already off patent, but not in Orchid's basket**
 - Leverage Dhanuka's technology and capability to launch in regulated markets.
- **To focus on First to File after Patent expiry in USA and China**
 - We estimate a market size of 200mn USD for these products.
 - We are targeting a market share of be 5-10%

WIN BACK LOST BUSINESS

- **Bring down term debt to below Rs. 100 crore by March 2022**
- Hiving off the NPNC FDF business to a JV with Bion, a \$100mn US Generics player
 - Pay back 125 Cr Debt
 - Continue with 26% equity



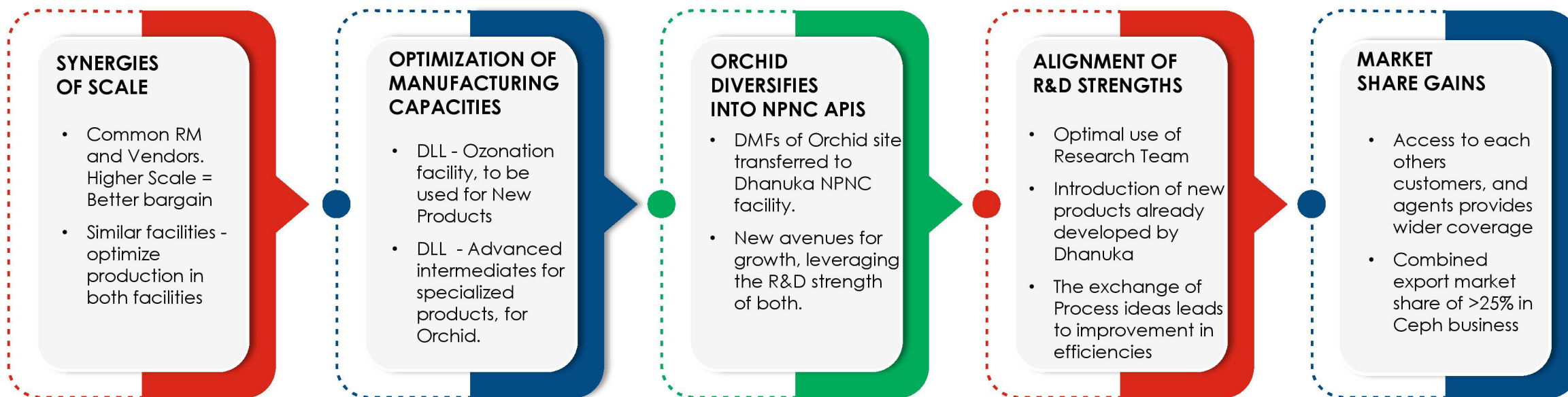
Priority to scale up current business and improve capacity utilisation

STRATEGY - TO ATTAIN LEADERSHIP IN APIS



PROPOSAL TO CONSOLIDATE GROUP'S API BUSINESSES UNDER A SINGLE UMBRELLA

- Business Consolidation Committee formed to evaluate the consolidation of Dhanuka Laboratories Limited with Orchid.
- This consolidation was part of the Resolution Plan submitted to NCLT
- Merger – Form Single entity for all Pharma Business – Good Corporate Governance
- The transaction shall be done at arm length basis, approved by minority shareholders.



Forward integration for API business, to make Orchid a Global leader in Ceph formulations



PROUD MOMENT FOR INDIA FIRST PRODUCT INVENTED IN INDIA, TO CLEAR PH.-3-ENMETAZOBACTUM



- In 2013, Orchid out licensed a NCE **Enmetazobactam** to Allegra Therapeutics, Germany for Clinical Trials. Cleared the Phase 3 trials in October 2020.
- This is a Unique Beta Lactamase Inhibitor, in combination with Cefepime.
- Targeted for treating cUTI with over 24Mn DOT just in US market.
- December 2020, out-licensed to Shanghai Haini Pharmaceuticals for Greater China at a value of USD 78 Mn plus royalties
- Estimate annual global sales of USD 200 Mn –300 Mn (10Y Avg)
- Orchid entitled to Royalty from Allegra ~ USD 16 Mn – USD 25 Mn pa
- Orchid has rights to develop and commercialize the molecule in India.
- Company plans to file New Drug Application in India, after Covid crises.



FINANCIALS