

Aurobindo Pharma Limited Investor Presentation

August 2022





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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.

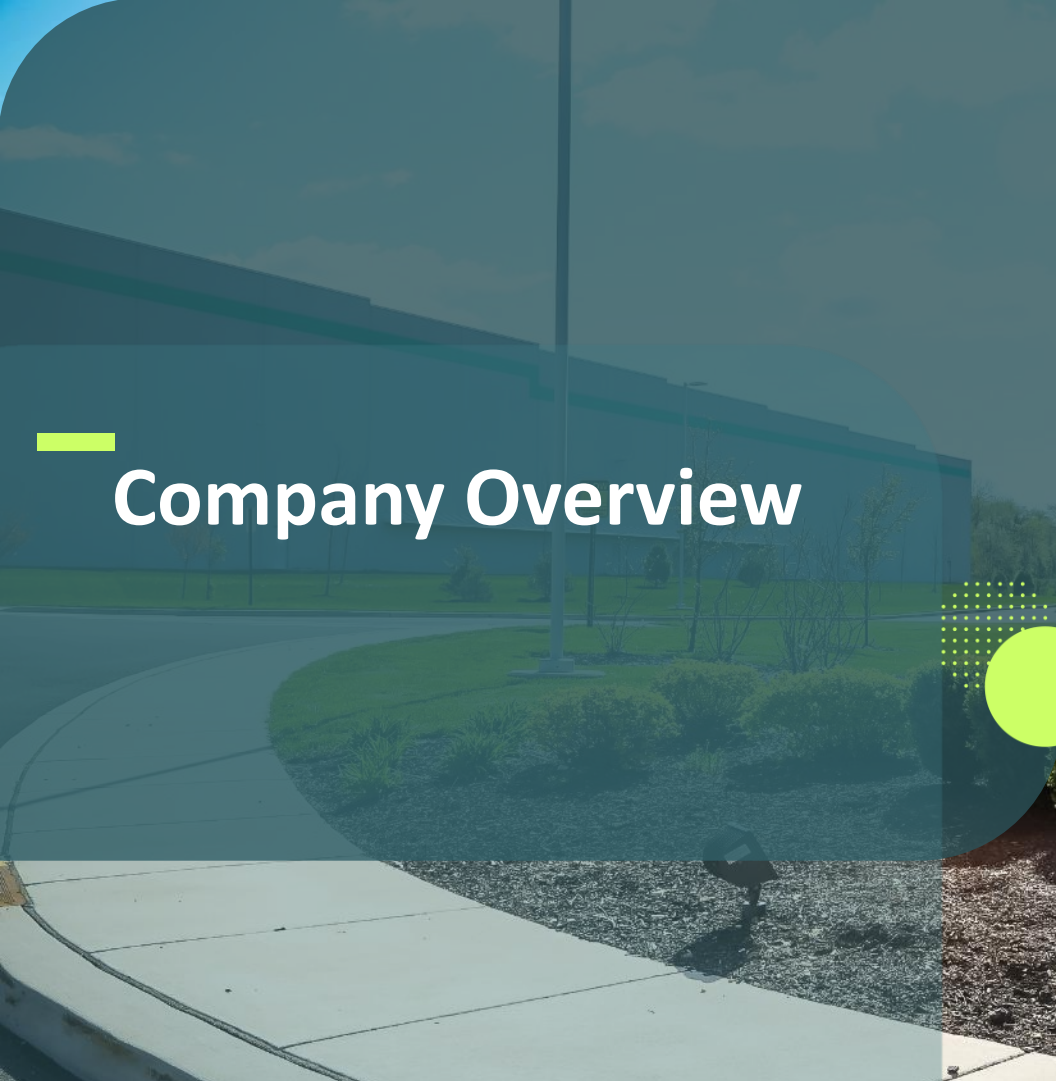
While these forward-looking statements represent our judgment and future expectations concerning the development of our business, such statements reflect various assumptions concerning future developments and a number of risks, uncertainties and other important factors could cause actual developments 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, regulatory and legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance.

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Company Overview



Company overview



#1

Largest generics
Company in the US
(by Rx dispensed)*



2nd

Largest (by revenues)
listed Indian
pharmaceutical
company**



#46

Ranked amongst global
pharma companies ^



>36 Bn

Diverse dosage form
manufactured in FY22



10

Amongst top 10
generic companies in 6
out of 9 countries in
Europe@



\$3.1 Bn

Global revenues - FY22



24

Manufacturing &
packaging facilities
globally



>23,000

Global Employee
strength

Source: *IQVIA MAT Mar 2022 data; **As per FY22 revenue; ^Pharmexec.com 2022; @IQVIA MAT Q3 2021

Company Journey



1992-2002

2006 - 2010

2011-2014

2016 - 2017

2018-2019

2020 - 2021

2021-2022

1992

- Commenced API Exports

1994

- Initial Public Offering
- Started formulations production

2007

- Acquired formulations facility in US (AuroLife) and in Netherlands (Pharmacin)

2010

- Commenced operations of SEZ Unit VII and AuroLife, US facilities

2012

- First approval of controlled substance formulations in US
- Set up AuroPeptide to foray into peptides

2013

- Commenced marketing specialty injectables in US through AuroMedics
- Building capabilities in Penems, Oncology & Bio-catalysis

2014

- Acquired commercial operations from Actavis in Europe
- Acquired US dietary supplements company, Natrol

2016

- Entered Biosimilars and Vaccines segment
- Filed first peptide DMF

2017

- Acquired Generis in Portugal
- Commissioned fully automated distribution centre in the US, meeting all track-and trace requirements and enhancing supply chain excellence

2019

- Acquired Apotex's businesses in 5 European countries
- Acquired portfolio of 7 marketed branded oncology injectables from Spectrum Pharma Inc.
- Started clinical trials for first biosimilar
- Started setting up an oral solid manufacturing facility at Taizhou for China

2020

- Filed first metered dose inhaler (MDI) in USA
- Received approval for first Nasal product
- Divested Natrol, Dietary supplements business
- Turned into a net cash company

2021

- Received first approval in China from our India facility
- Started Phase III clinical trials for PCV
- Acquired 9 OTC brands

2022

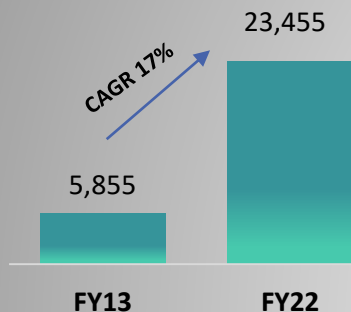
- Entered domestic market by Acquiring Veritas business
- Acquired 51% stake in Hyderabad based oncology player GLS Pharma

As per calendar year

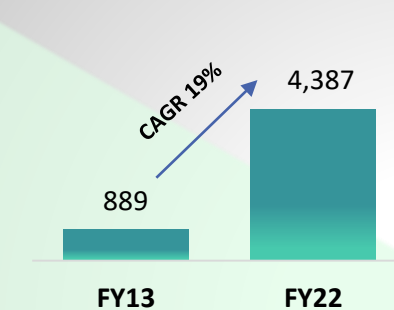
Strengthened capabilities as a leading global generic player



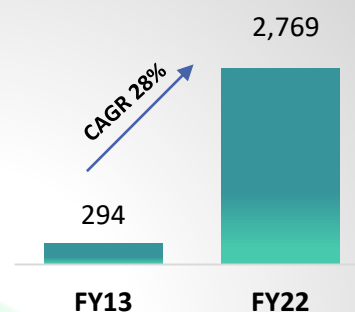
Revenue (Rs Crore)



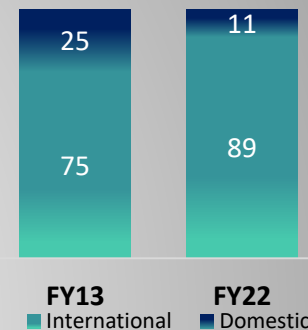
EBITDA (Rs Crore)



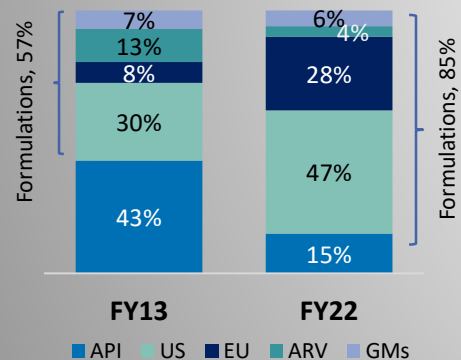
Net Profit (Rs Crore)*



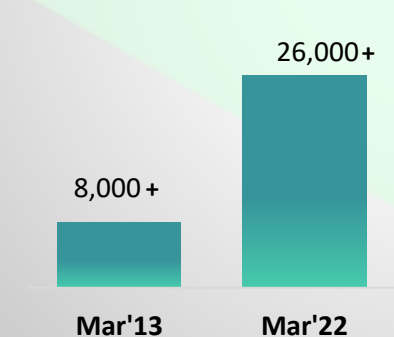
Geographical Revenue Mix



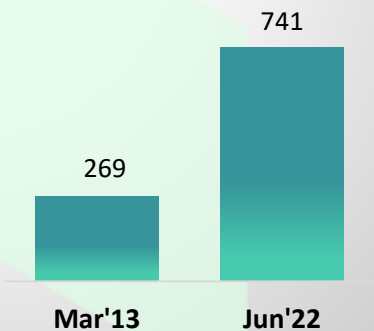
Business Mix



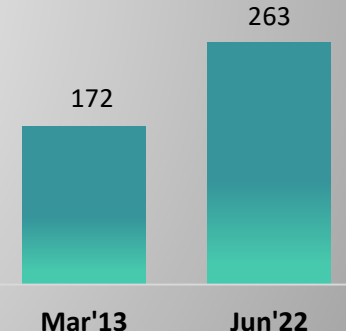
Employee Base



Total ANDA Filings



US DMFs – Filing Status



GMS: Growth Markets; * Net profit is adjusted for exceptional items (net of tax)



Scale & Diversity

Amongst Top 4 players (mkt share) in >75% of commercial portfolio in US⁽¹⁾ in terms of Rx (prescriptions)

Manufacturing over 36 bn dosage forms including oral solids, liquids, injectables (and other sterile products)

9 R&D centres, including dedicated centres complex products like for inhalation, transdermal, vaccines, etc

Through M&As, added more specialized products, new technologies and scale in our core markets

Strengths

Strong Balance Sheet with net cash position – agile to capitalise on opportunities inorganically

High level of vertical integration; around 60% of API requirement is manufactured in-house

Low product concentration in US; Top 25 products account for less than 40% of US business

Commercial front end presence in key markets, inc US, EU, Canada, etc. Overall reach in 150+ markets

Track record of successfully integrating complex acquisitions

(1) Source: IQVIA QTR Sept 2021

Successfully integrated and synergized acquisitions



€30 mn

- >> 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



€74 mn

- >> Entry into higher margin Eastern EU markets (Poland & Czech Republic)
- >> Significant OTC presence
- >> Levers to rationalize costs and improve margins



\$160 mn
upfront +
milestones

- >> 7 marketed branded oncology injectables, intellectual property and commercial infrastructure
- >> Foray in branded oncology market
- >> Aurobindo's front-end entity - Acrotech Biopharma Ltd



\$134 mn

- >> Foray into dietary supplements with one of the largest suppliers to major retailers in the US
- >> **Divested in Oct'2020 for \$550 mn (>4x MoM)**



€135 mn

- >> Consolidates Company's position in Europe making it the largest generic player in Portugal
- >> Large manufacturing facility in Amadora, Portugal with an annual capacity of 1.2bn units



\$104 mn

- >> Acquired 6 complementary ANDAs and 9 currently marketed OTC brands to widen OTC presence



₹ 171 Cr

- >> 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



₹ 28.05 Cr

- >> Expanded foothold in oncology business within the domestic market
- >> GLS caters to 400+ institutions, dealing in 65 generic Oncology molecules and established brands



Business Highlights



Revenue break-up – FY22



Growth Markets – 6%*

- >> **14% CAGR** over FY18-22
- >> Focus on select growth markets
- >> Strong presence in Canada with a robust portfolio of 150+ registered products
- >> Received our first product approval for China market, from our Indian facility

US – 47%*

- >> **11% CAGR** over FY18-22
- >> Among top 4 with over 75% of commercial portfolio in the US* in terms of prescriptions
- >> Rx market share stood at 18.8% as per IQVIA data (achieved #1 in Jan- Mar 2022 quarter, on Rx dispensed).

ARV – 4%*

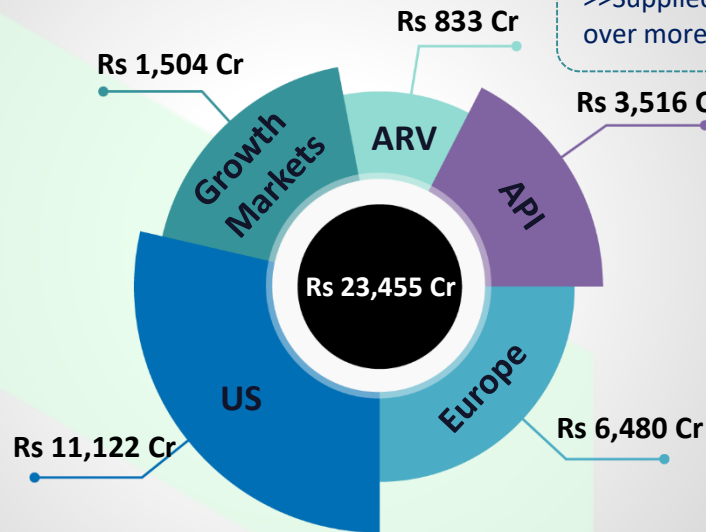
- >> Filed over 1,000 ARV dossiers for registrations across the globe
- >> Supplied life-saving ARVs to ~3 mn HIV patients over more than 125 countries

API – 15%*

- >> Strategic business enabler for cost effective formulations
- >> One of the largest manufacturers in the country

Europe – 28%*

- >> **10% CAGR** over FY18-22
- >> Portugal, Poland, France and Italy are our top four markets in Europe
- >> we have 58 products filed and awaiting approval and there are nearly 200 products under development

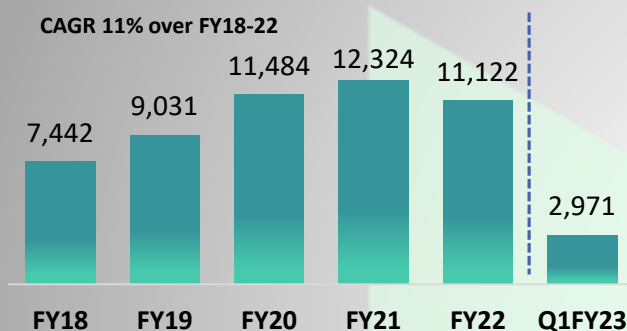


*of total revenues

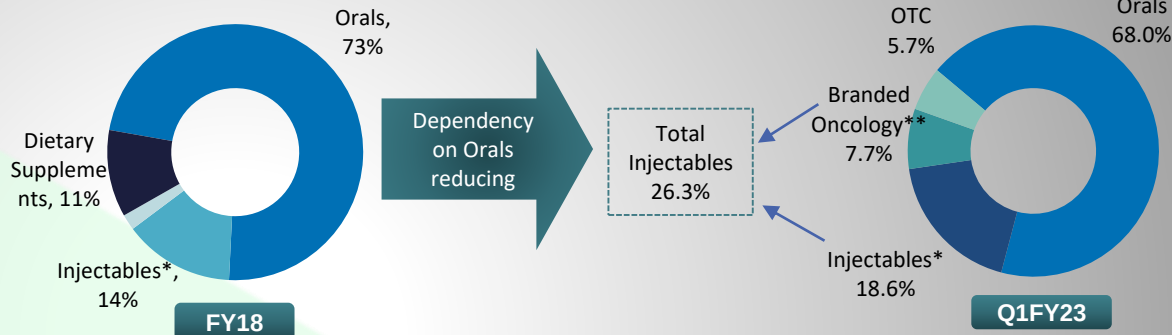
US business overview



Revenue (Rs Crore)

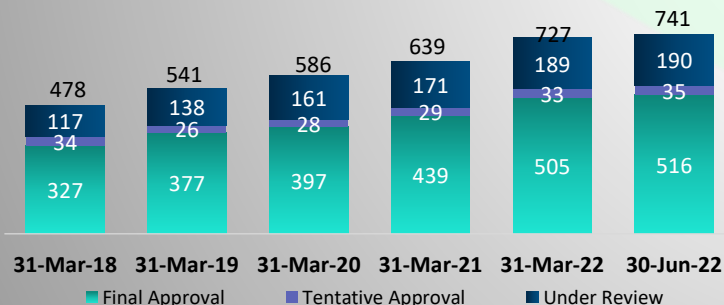


Diversifying product mix with rising focus on Injectables, non-orals

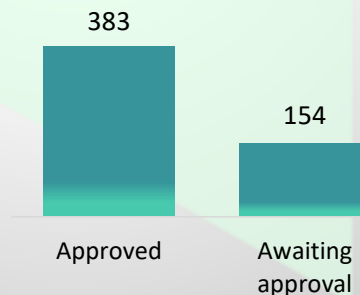


*Auro Medics; ** Acrotech

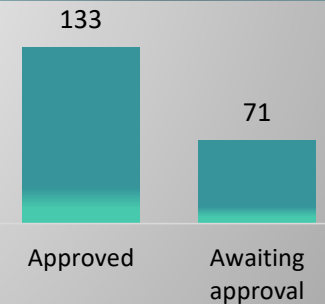
190 ANDAs await Final Approval



Aurobindo (excl. Eugia Pharma Speciality Group)*



Eugia Pharma Speciality Group*



*As on 30th June 2022

US business segment-wise highlights



Orals

- **68% of US business in Q1FY23**
- Filed 3 ANDAs in Q1FY23
- Awaiting approval for 116 ANDAs*
- Future pipeline includes
 - *Controlled substances with ADF*
 - *Oncology*
 - *505b2 products for select patient segments*



Injectables

- **18.6% of US business in Q1FY23**
- Filed 3 ANDAs in Q1FY23
- Awaiting approval for 47 ANDAs*
- Future pipeline includes
 - *Complex injectables including depot injections*
 - *Oncology*
 - *Hormones*



Branded Injectables

- **7.7% of US business in Q1FY23**
- Acquired portfolio of seven marketed oncology injectable products from Spectrum
- In-licensed dermatology product from Japanese multinational, targeting atopic dermatitis



OTC

- **5.7% of US business in Q1FY23**
- Awaiting approval for 12 ANDAs*
- Future pipeline includes
 - *Rx to OTC switch opportunities*
 - *Branded OTC*

*As on 30th June 2022 & excludes tentative approvals and tentative approvals under PEPFAR

US: Expanding portfolio mix towards differentiated products



Unit wise ANDA Filings

Site	Details	Final Approval	Tentative Approval*	Under Review	Total
Unit III	Oral Formulations	113	9	8	130
Unit VIB	Cephalosporins Oral	11	-	1	12
Unit VII (SEZ)	Oral Formulations	133	13	26	172
Unit XII	Penicillin Oral & Injectables	20	-	2	22
Aurolife & Aurolife – II	Orals & topicals	23	1	12	36
APL HC I	Oral Formulations	11	1	16	28
APL HC III	Orals & topicals	-	-	2	2
APL HC IV	Oral Formulations	39	3	58	100
Eugia I	Oral & Injectable Formulations	23	5	23	51
Eugia II	Penem Injectables	2			2
Eugia III	Injectables & Ophthalmics	87	3	40	130
Wytells	Injectables	-	-	1	1
Others		54	-	1	55
TOTAL		516	35	190	741

As per IQVIA June 2022 MAT, Addressable Market of US\$ 137.85 Bn

Therapy

ANDAs

Addressable Market Size (US\$ Bn)

CNS	135	27.46
ARV**	39	0.87
CVS	106	36.31
SSP & CephS	33	0.65
Anti-Diabetic	23	26.94
Oncology & Hormones	63	16.45
Gastroenterological	39	3.57
Controlled Substances	16	1.02
Respiratory (incl. Nasal)	14	1.00
Ophthalmic	15	1.67
Dermatology	7	0.99
Penem injectables	2	0.22
Others	249	20.7
Total	741	137.85

*Tentative Approvals (TAs) include 8 ANDAs approved under PEPFAR;

** Does not include the addressable market of the products approved under PEPFAR; Awaiting final approval includes Tentative Approvals

Europe business overview



Strong Foothold in Europe

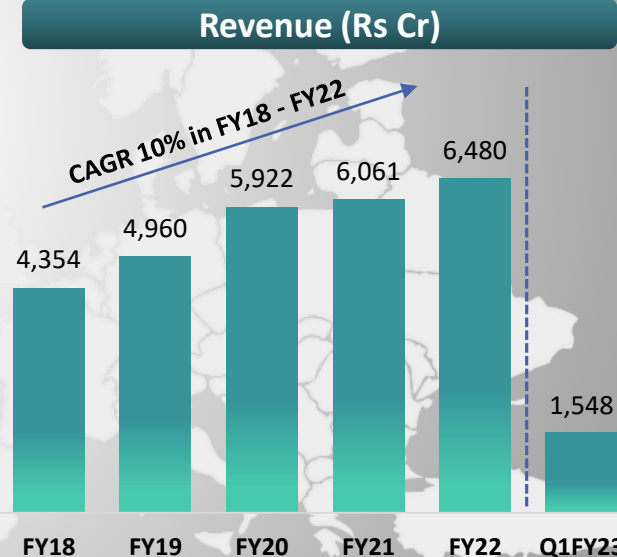
- >> Operations in 11 countries with full fledged Pharmacy, Hospital and Tender sales infrastructure with commercialized 550+ INNs
- >> Ranks amongst the Top 10 Generic companies in 6 countries out of Top-9 EU countries@
- >> More than 52% of the products are now supplied from India, with increased sourcing from cost-effective sources over time

Apotex's businesses acquisition turnaround - improves profitability

- Acquired Apotex Inc's operations in 5 European countries in Feb 2019
 - Established Aurobindo as one of the leading generics companies in Europe
 - Gains well-established commercial network in 5 countries including those in Eastern European countries i.e. Poland and Czech Republic
- Profitability improved post integration with existing businesses, expanded product portfolio and shift of sourcing to cost effective manufacturing locations (India)

Key growth drivers

- Portfolio Expansion through launches of targeted Day 1 products, Niche low volume Injectables and Orals. Pipeline of nearly 200 products under development
- Opportunity of > \$ 13 Bn in the medium term (2021-2023)#
- Future growth potential in countries like Portugal, Poland, France & Italy as the penetration of generics improve
- During the year we exited business operations in Czech Republic and scaled down operations in Romania to focus on more profitable opportunities



#As per internal estimates – Excluding biologics; @ Source: IQVIA MAT Q3 2021

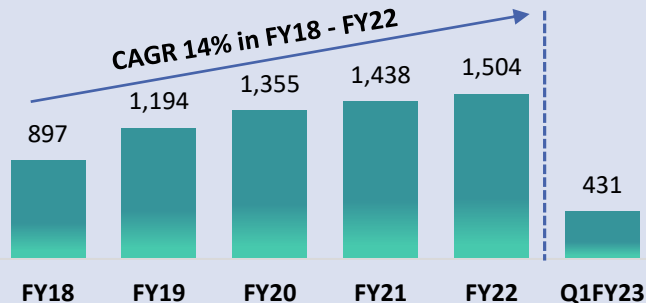


Growth Markets Business



- Key current markets includes Canada, Brazil and South Africa. China to contribute from FY23. There was a turnaround in Canada and Brazil in post-Covid scenario, whereas South Africa business continued to grow on the back of new tender and introduction of new product such as ertapenem.
- Targeted to build branded generics presence in select markets
- In the process of strengthening operations and portfolio in specific identified countries

Revenue (Rs Cr)

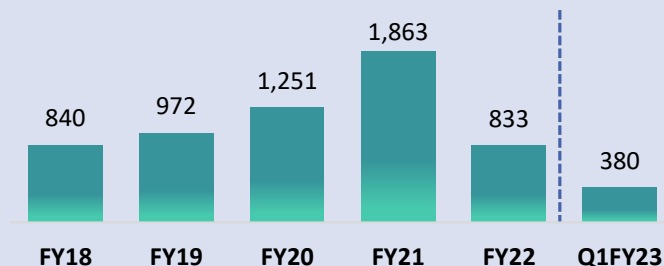


ARV Business



- 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
- The company aims to retain large portion of the market share achieved by it in the respective products in the ARV segment through Dolutegravir based regimen which is the 1st line treatment in HIV through leveraging the large capacities at affordable prices. This regimen is expected to continue as the flagship treatment for the coming years.
- Filed over 1,000 ARV dossiers for registrations across the globe

Revenue (Rs Cr)



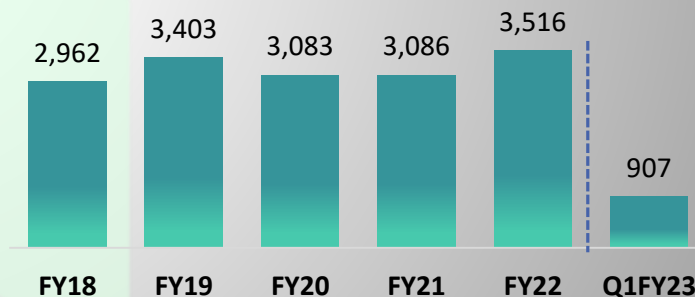


- API capacity is strategic in-terms of backward integration and supply reliability
- Installed API capacity of around 18,000 MT's
- Customers include innovator and large generic companies
- API business continue to focus on complex products with varying volumes

- 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 have been inspected by various regulatory authorities including USFDA, UK MHRA, EDQM, Health Canada, ANVISA etc.



Revenue (Rs Cr) *



* Including API export incentives

Key growth drivers



1

Contribution from complex and specialty pipeline

>> Majority of the R&D investments are directed towards complex and specialty products

>> Revenues from specialty products such as Biosimilars, Vaccines, Inhalers etc.

2

Scale-up Eugia Pharma Speciality Group business (ESPG)

>> Aim to reach \$650 mn of global ESGP revenues by FY24

>> Dedicated injectable facility in Vizag for EU/RoW to drive growth

>> Approval and launch of complex injectables with limited competition to drive growth

3

Strengthen Base business

>> Cost control, along with higher scale of operations to drive operating leverage

>> Increasing market penetration in Europe and Growth Markets through a wide product portfolio leveraging global R&D strength



**Sustainable
Topline &
Bottomline
Growth**

Enhanced research & development capabilities



1,500 Expert scientists & analysts globally + 9 R&D Centres

5 R&D centres in Hyderabad, >1,400 scientists & analysts

2 R&D centres in Dayton, New Jersey, 16 scientists & analysts

1 R&D centre in Raleigh, North Carolina, 49 scientist and analysts

1 R&D centre in Pearl River, New York – 21 scientist and analysts

>> Focused on difficult to develop APIs, peptides, etc.

>> Dosage Form R&D for developing niche oral, sterile and specialty injectable products

>> Biologics: Developing diverse pipeline of biosimilars in Oncology, Immunology & Immunology. CHO-GS based cell lines with productivity greater than 4.0 g/L

>> Developing PCV and other vaccines

>> 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

>> Developing various respiratory and nasal products, including inhalers

>> Derma Delivery portfolio including transdermal and topical products

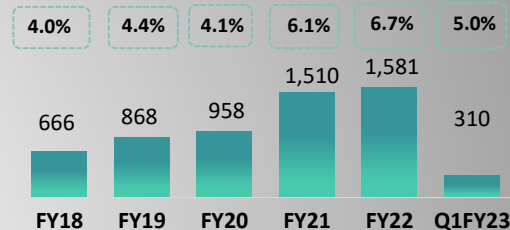
>> Portfolio of more than 40 products

>> Developing a wide range of viral vaccines
>> Identified 4 products for development including one for treating Covid-19

>> 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

R&D Spend (Rs Cr & as % of revenue)





Financial Overview



Financial performance over the years



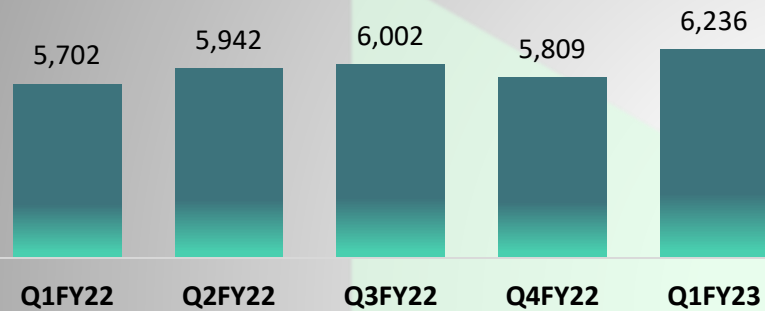
Rs Cr	FY18	FY19	FY20	FY21	FY22	Q1FY23
Revenue	16,500	19,564	23,099	24,775	23,455	6,236
Gross Profit	9,747	10,851	13,363	14,872	13,315	3,349
Gross Profit Margin	59.1%	55.5%	57.9%	60.0%	56.8%	53.7%
EBITDA	3,789	3,952	4,864	5,333	4,387	965
EBITDA Margin	23.0%	20.2%	21.1%	21.5%	18.7%	15.5%
Net Profit	2,423	2,365	2,831	3,268*	2,769*	520.5
Net Profit Margin	14.7%	12.1%	12.3%	13.0%	11.8%	8.34%
EPS (Rs)	41.36	40.36	48.32	55.03**	47.26**	8.88
Total Equity	11,682	13,892	16,818	21,929	24,576	25,047
Net Debt	3,508	5,010	2,718	-826	-2,523	-2,666
Net Debt / Equity (x)	0.30	0.36	0.16	-0.04	-0.10	-0.11
Net Debt / EBITDA (x)	0.93	1.27	0.56	-0.15	-0.56	-0.69

*Net profit excludes exceptional items (net of tax); ** EPS is calculated on adjusted net profit

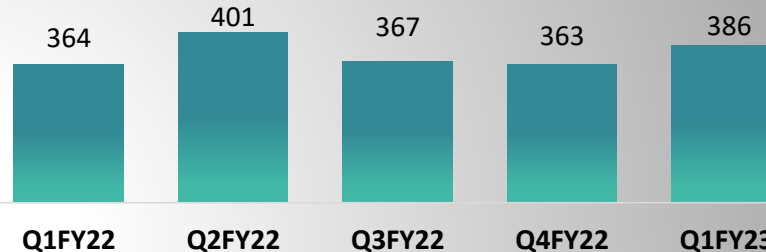
Quarterly Performance (Excl Natrol)



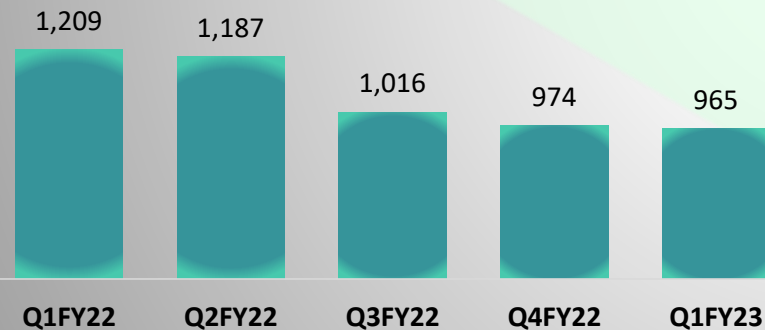
Revenue (Rs Crore)



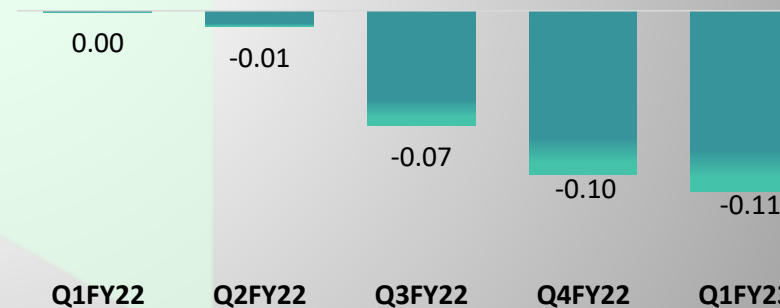
US Revenue (\$ Mn)



EBITDA (Rs Crore)



Net Debt to Equity*

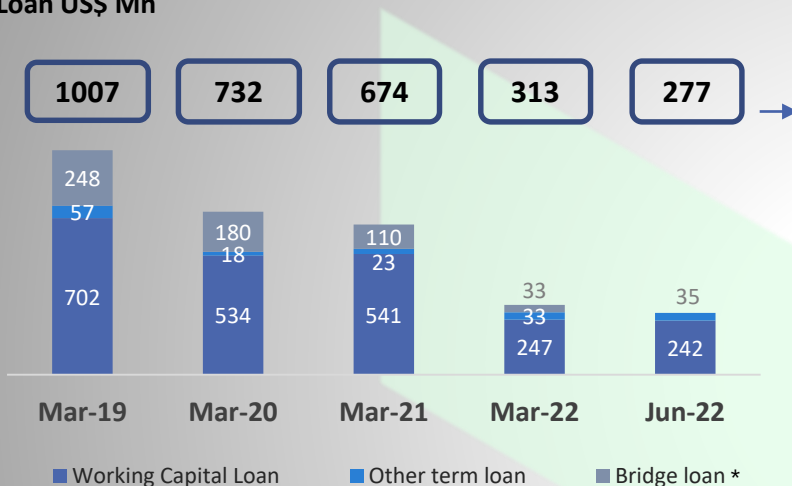


*At the end of the quarter

Debt profile



Fx Loan US\$ Mn



Debt as on (Rs Cr)	Mar-19	Mar-20	Mar-21	Mar-22	Jun-22
Closing Rate ¹ US\$ = INR	69.155	75.665	73.11	75.7925	78.9725
Fx Loan restated in INR	6,959.0	5,549.2	4,928.8	2,222.7	2,190.6
Rupee Loan	8.1	16.9	43.6	150.1	0.0
Gross Debt	6,967.1	5,566.1	4,972.4	2,372.8	2,190.6
Cash Balance & Investments	1,959.1	2,847.7	5,798.3	4,895.9	4,856.8
Net Debt/(Net Cash)	5,008.1	2,718.4	(826.0)	(2523.2)	(2,666.2)
Net Debt/(Net Cash) (US\$ Mn)	724.2	359.1	(113.0)	(332.9)	(337)
Finance Cost #	3.2%	2.1%	1.1%	0.8%	1.8%

Net Debt Movement (US\$ Mn)

Particulars	Q1 FY23
Cash Flow from Business after working capital & Others	121
Free cash before Capex	121
Net Capex	(61)
Acquisition of Business	(22)
Free Cash Flow before dividend	38
Dividend	(34)
Free Cash flow after dividend	3

Value (US\$ Mn)

Particulars	Q1 FY23
Opening Net Cash and Investments	334
Free Cash Flow	3
Closing Net Cash and Investments	337

Excluding interest on lease liabilities
 * Loans taken for acquisitions and others
 Fx Debt and Fx Cash Balance are reinstated



Annexure



Global regulatory filing details



Category	As at Mar 16	As at Mar 17	As at Mar 18	As at Mar 19	As at Mar 20	As at Mar 21	As at Mar 22	As at Jun 22	Approvals
Formulations									
US*	398	429	478	541	586	639	727	741	551 (FA: 516, TA:35)
Europe**	2,224	2,521	2,848	3,003	3,214	3,374	3580	3,639	2,945 Dossiers (357 products)
SA**	376	401	415	430	436	348@	370	372	298 Registrations (142 products)
Canada***	105	121	137	150	160	185	214	222	172 products
Total	3,103	3,472	3,878	4,124	4,396	4,546	4,891	4,974	
API									
US***	205	220	227	242	254	252	261	263	
Europe**	1,689	1,735	1,814	1,834	1,861	1,884	1953	1,956	
CoS	118	125	131	139	147	157	163	164	
Others**	715	749	803	932	1,096	1,223	1507	1,523	
Total	2,727	2,829	2,975	3,147	3,358	3,516	3,884	3,906	

*Includes filings made from AuroLife Pharma LLC, USA (net of ANDAs withdrawn)

includes multiple registration; *excludes withdrawn

@The number of filings in south Africa has come down from 436 as on 31st Mar 2020 to 348 as on 31st Mar 2021 due to SAHPRA backlog clearance program. As per the program, long awaiting pending dossiers are now resubmitted and some of the dossiers are withdrawn

Extensive manufacturing base – Domestic units



Formulation

Unit III

Non-antibiotics, Orals

Unit VIB

Cephalosporins/Orals

Unit VII

Non-antibiotics,
ARVs/Orals

Unit XII

Antibiotics, Injectables
& Orals

Unit XV

Non-antibiotics, Solid &
Liquid Orals (EU)

Eugia I

Oncology & Hormones

Eugia II

(Formerly known as
Auronext)

Eugia Unit III

Injectable, Non-
antibiotics, Ophthalmic

Wytells Pharma Unit I@

Antibiotics, Injectables

APL Healthcare I

Pharma OTC, Orals

APL Healthcare IV*

Non-antibiotics, Solid
Orals

APL Healthcare III

Derma^

Curateq**

Biosimilars^

Auro Vaccines

Vaccines^



Formulation units



API units

API

Unit I

General APIs,
Cephalosporins,
Oncology

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 XVII

Formerly known as
Silicon LS

Unit IX

Intermediates

Unit XI

Non-antibiotics

Unit XIV

CVS, Anti-fungal

AuroPeptide

Peptides

**Formerly known as Unit XVII

*Formerly known as Unit X

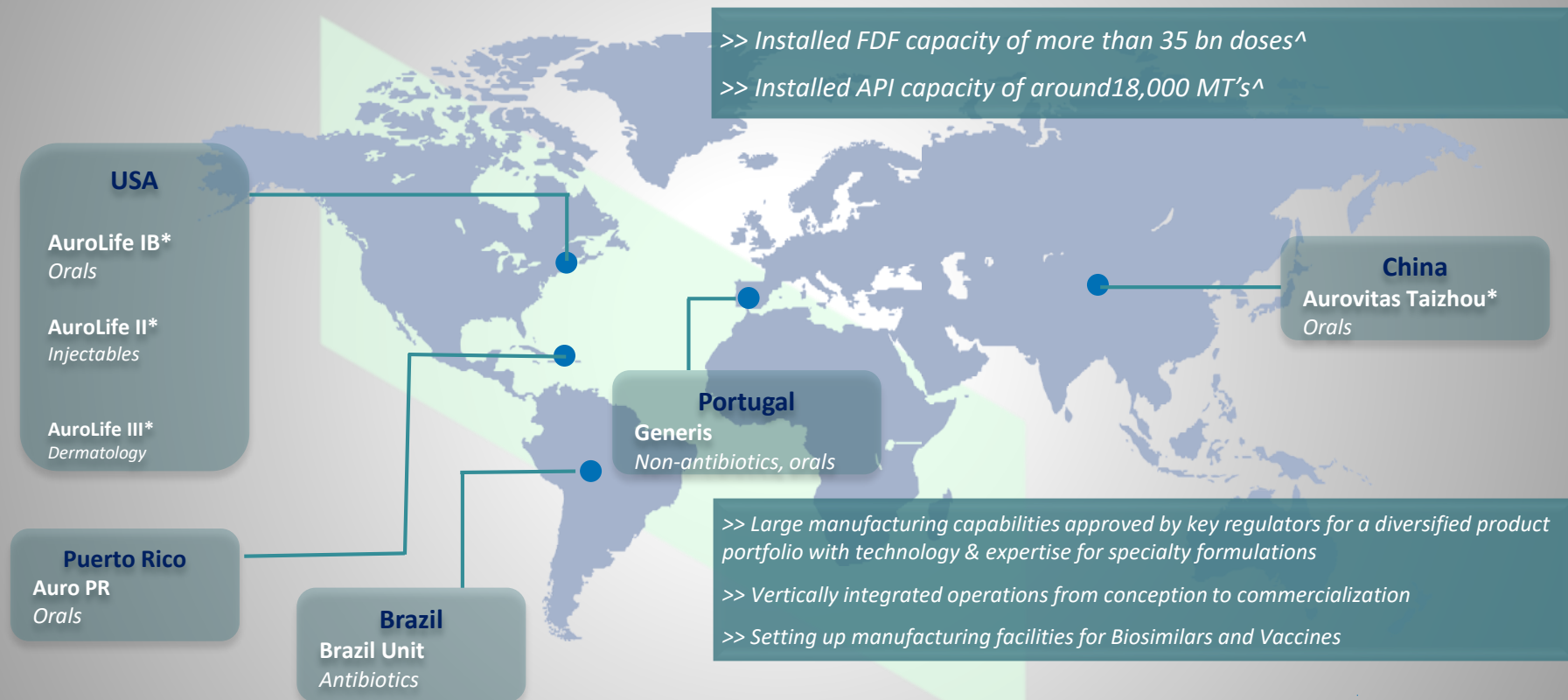
@ Wytells pharma Unit I was formerly known as Unit XVI

Eugia Unit III was formerly known as Unit IV

>> Strength in process chemistry and benefits of large scale enables us to be a cost-effective supplier of APIs

^yet to start commercial production

Extensive manufacturing base – Overseas units



[^] excludes current capacity expansion plans;
*yet to start commercial production



≈43,000 MWH

Power generated from solar power



97,211 tCO₂e

Reduction in carbon emissions



4,00,000 +

Trees planted over a period of 5 years

Resilient response to Covid-19

>> Safeguarding employees

- Constitution of Apex Medical Council
- Covid-19 Health Care Center
- Medical Awareness Programme

>> Community care

- Provided Ambulances to Government organizations
- In Hyderabad, APF has set up an oxygen generating plant which can produce 0.5 Tons of medical oxygen per day which helps in saving lives

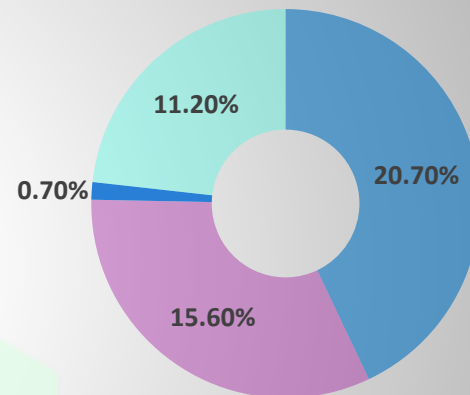


Shareholding pattern



Group	As on 31 Mar 18	As on 31 Mar 19	As on 31 Mar 20	As on 31 Mar 21	As on 31 Mar 22	As on 30 June 22
Promoter Group	51.9%	51.9%	52.0%	51.9%	51.8%	51.8%
FII	18.0%	21.5%	22.3%	24.4%	20.8%	20.7%
MF & Insurance	15.6%	13.7%	12.6%	10.9%	15.8%	15.6%
Other Bodies Corporates	2.9%	2.9%	1.3%	1.1%	0.7%	0.7%
Retail Investors	11.4%	10.0%	11.8%	11.7%	10.9%	11.2%
Total	100%	100%	100%	100%	100%	100%
Equity Shares (in Cr)	58.6	58.6	58.6	58.6	58.6	58.6
Face Value (Rs)	1	1	1	1	1	1
Equity Capital (Rs Cr)	58.6	58.6	58.6	58.6	58.6	58.6
M-Cap at close (Rs Bn)	326.8	459.4	242.0	516	391.8	300.6

Non-Promoter Holding: 48.2% as on 30th June 2022



■ FII ■ MF & Insurance ■ Bodies Corporate ■ Retail

APL has not raised any funds post IPO



Thank You

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