

Aurobindo Pharma Limited

Corporate Presentation

March 2025



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Environment, Health & Safety

Company Overview



Company Snapshot



#1

Largest Generic Pharma
Company in the US
(by Rx dispensed)*

#2

Largest listed Indian
Pharma Company
(by FY24 revenue from
operations)

#10

Ranks amongst the Top 10
Generic companies in 8
countries of Europe

#150+

Countries with
export presence
(in FY24)

 50 bn+

Formulation
manufacturing
capacity in FY24


 30

Manufacturing
facilities globally

17 Formulations
13 API & Intermediate

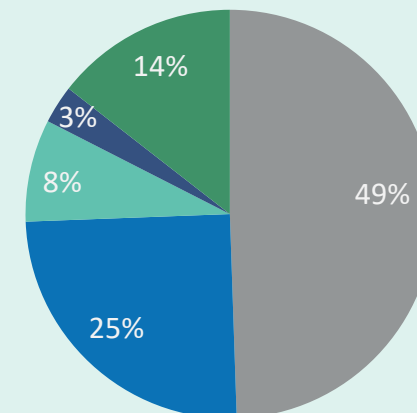
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R&D centers
5 in India
4 in US

 37,000+

Global
workforce**

FY24 Global revenue: US\$ 3.5 Bn



■ USA^ ■ Europe ■ Growth Markets ■ ARV ■ API



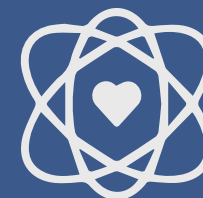
Vision

To become a leading and admired global pharma company, ranked within the top 25 by 2030



Philosophy

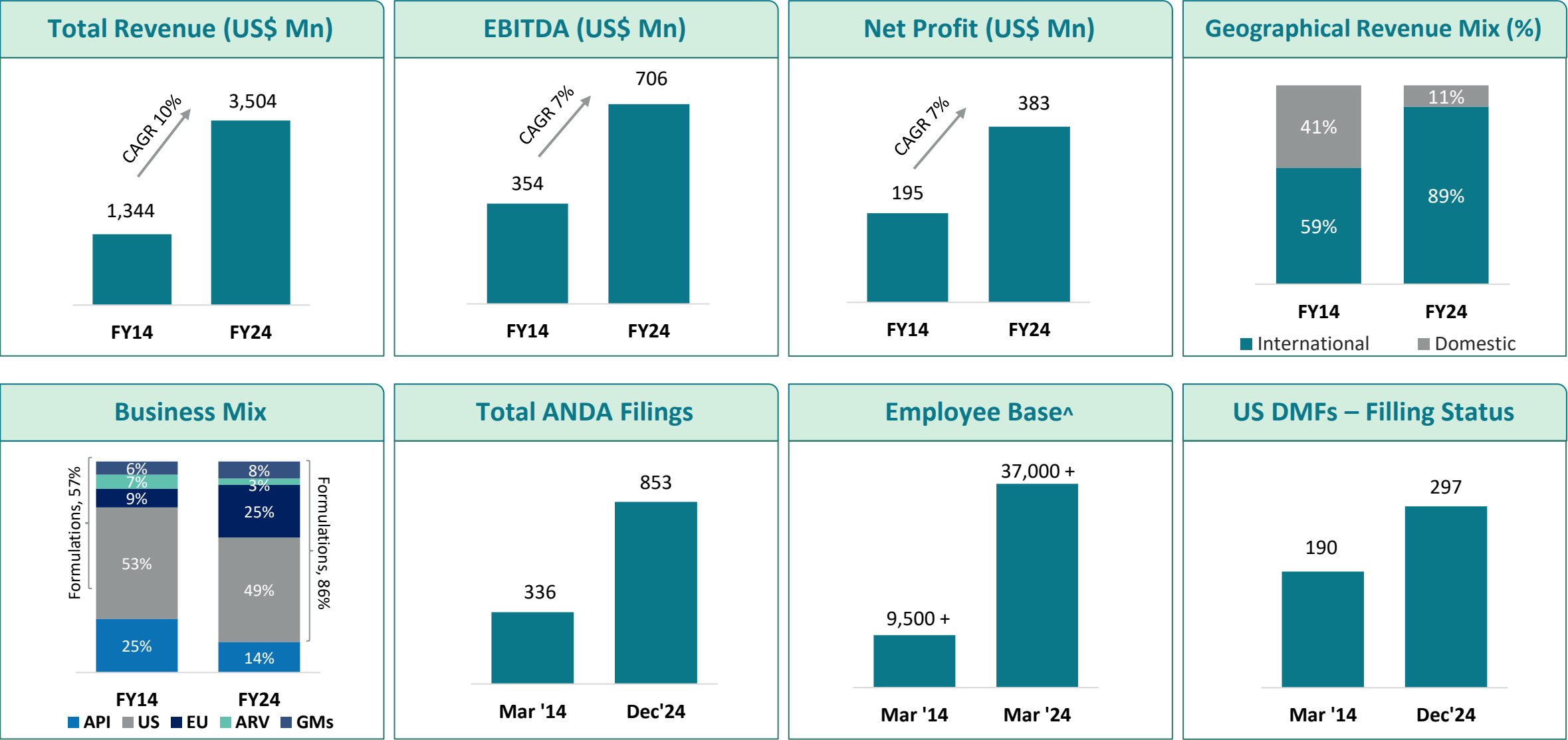
Committed to Healthier Life



Main Pillars

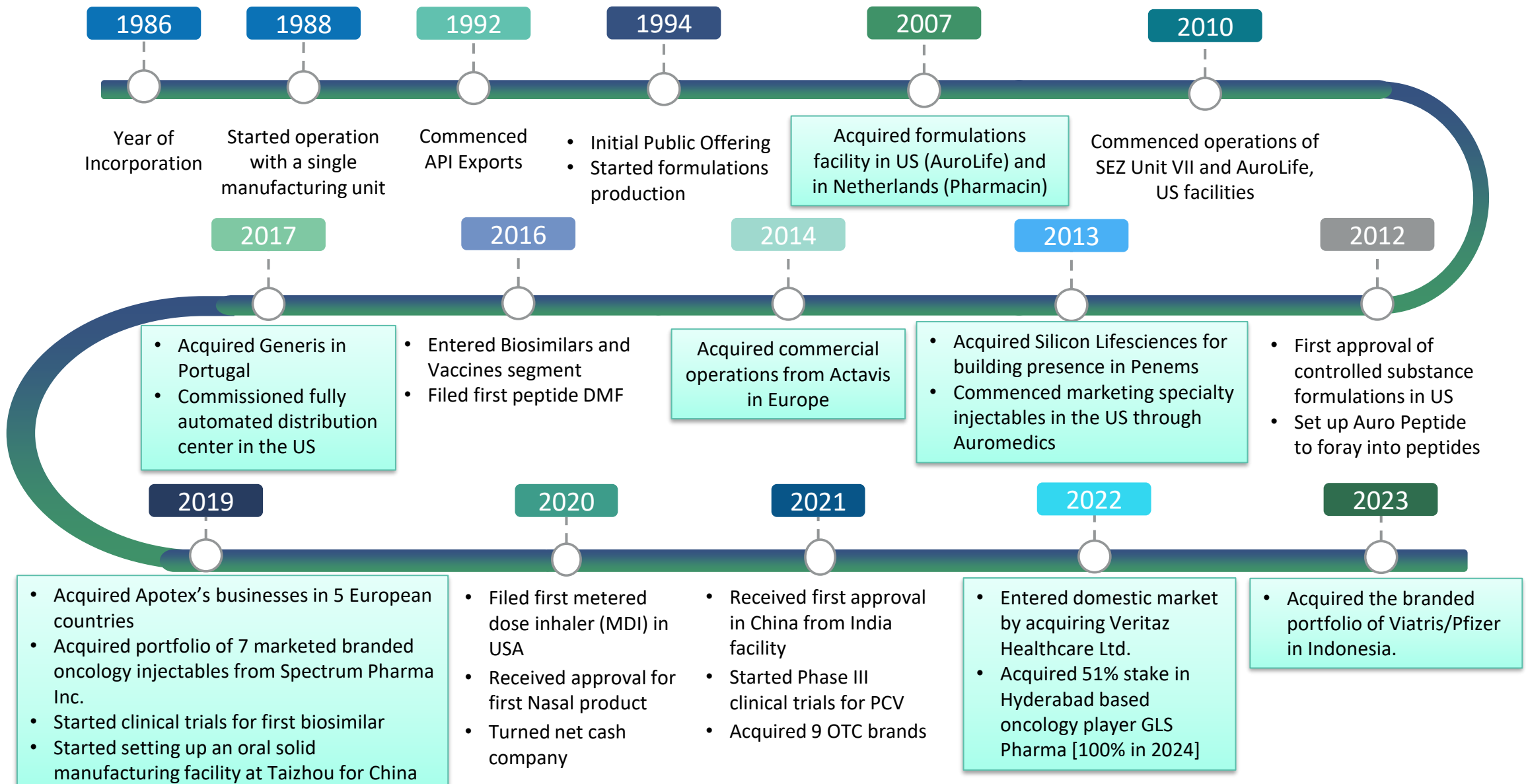
- ✓ Global Leadership & Access
- ✓ Successful Innovation in Process Chemistry
- ✓ Cost Effective & Affordable

Leading Global generic player








GMs: Growth Markets; ^ includes contract employees

Track record of execution






Acquisition- Successful Track Record of Integration (1/2)



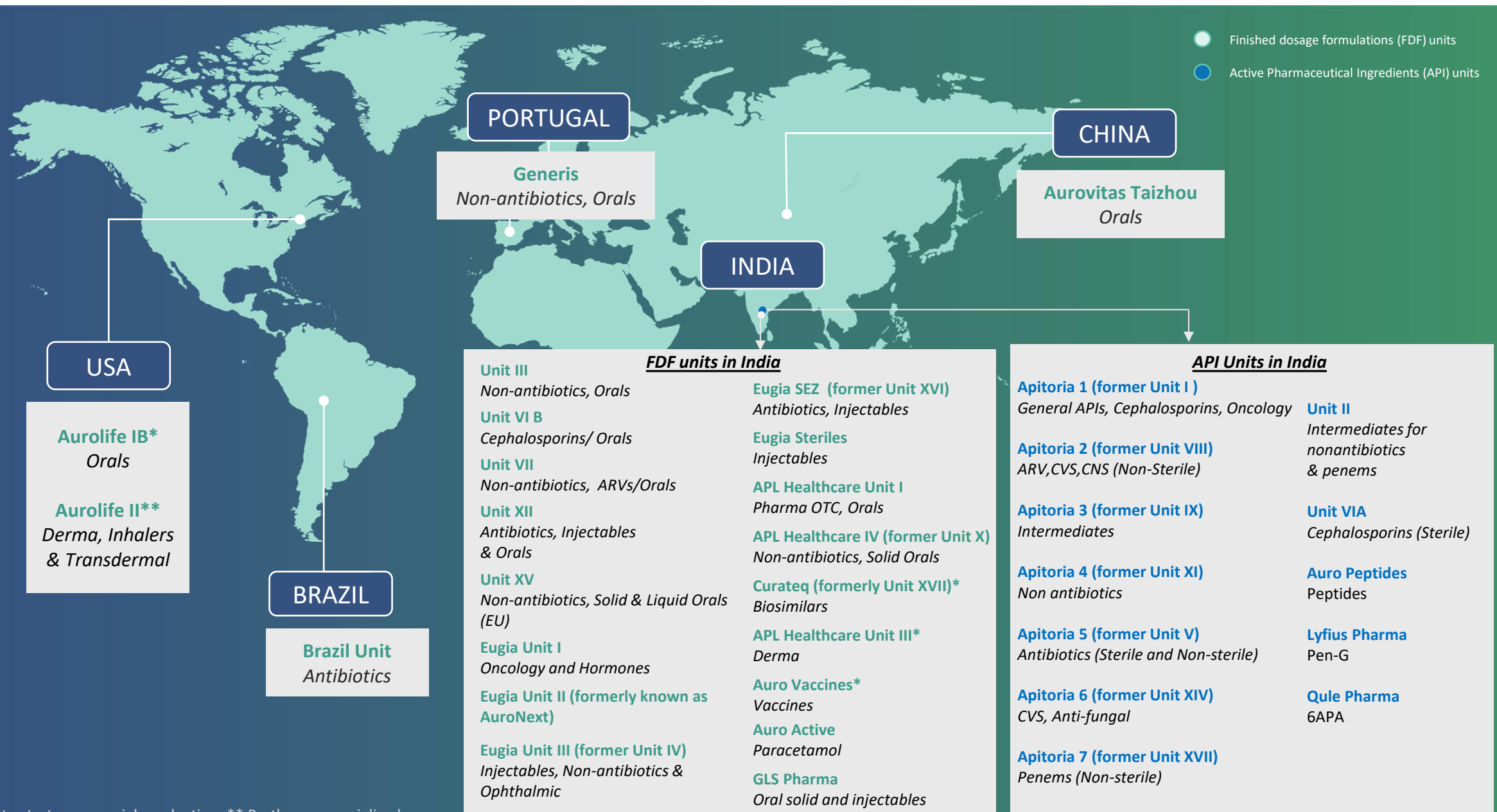
Year		Target	Value	Geography	Rationale/Synergy
2013		Completed acquisition of Silicon Lifesciences	-	India	<ul style="list-style-type: none"> Building capability in Penem based formulations manufacturing
2014		Certain commercial operations of Actavis Plc in Western Europe	EUR 30 Mn	Europe	<ul style="list-style-type: none"> 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
2017		Portuguese drug firm Genesis	EUR 135 Mn	Europe	<ul style="list-style-type: none"> Consolidated position in Europe making it the largest generic player in Portugal Large manufacturing facility in Amador, Portugal with an annual capacity of 1.2bn units
2018		Apotex International Inc's commercial operations and certain supporting infrastructure in five European countries.	EUR 74 Mn	Europe	<ul style="list-style-type: none"> Entry into higher margin Eastern EU markets (Poland & Czech Republic) Significant OTC presence Lever to rationalize costs and improve margins
2019		Anti-cancer drug portfolio from Spectrum Pharmaceuticals Inc.	US\$ 160 Mn upfront + milestones	USA	<ul style="list-style-type: none"> 7 marketed branded oncology injectables, intellectual property and commercial infrastructure Foray in branded oncology market Aurobindo's front-end entity - Acrotech Biopharma Ltd

Acquisition- Successful Track Record of Integration (2/2)



Year	Target		Value	Geography	Rationale/Synergy
2022		Domestic formulations business of Veritaz Healthcare	INR 171 Cr	India	<ul style="list-style-type: none"> 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
2022		51% stake in Hyderabad-based GLS Pharma	INR 28 Cr	India	<ul style="list-style-type: none"> Expand the foothold of the company in oncology business in the domestic market GLS caters to 400+ institutions, dealing in 65 generic Oncology molecules and established brands Acquired balance 49% stake in 2024
2023		Portfolio of 15 brands from Viatris in Indonesia	US\$ 48 Mn	Indonesia	<ul style="list-style-type: none"> Entry in the fast-growing Indonesia market with strong growth potential Strong positioning in the branded Pharma space in Indonesia

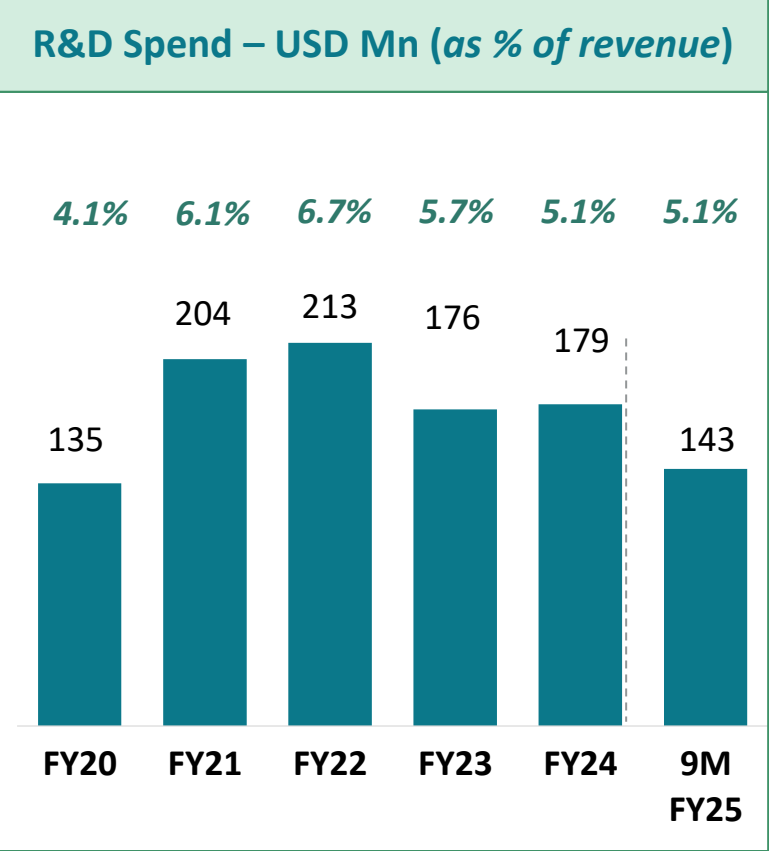
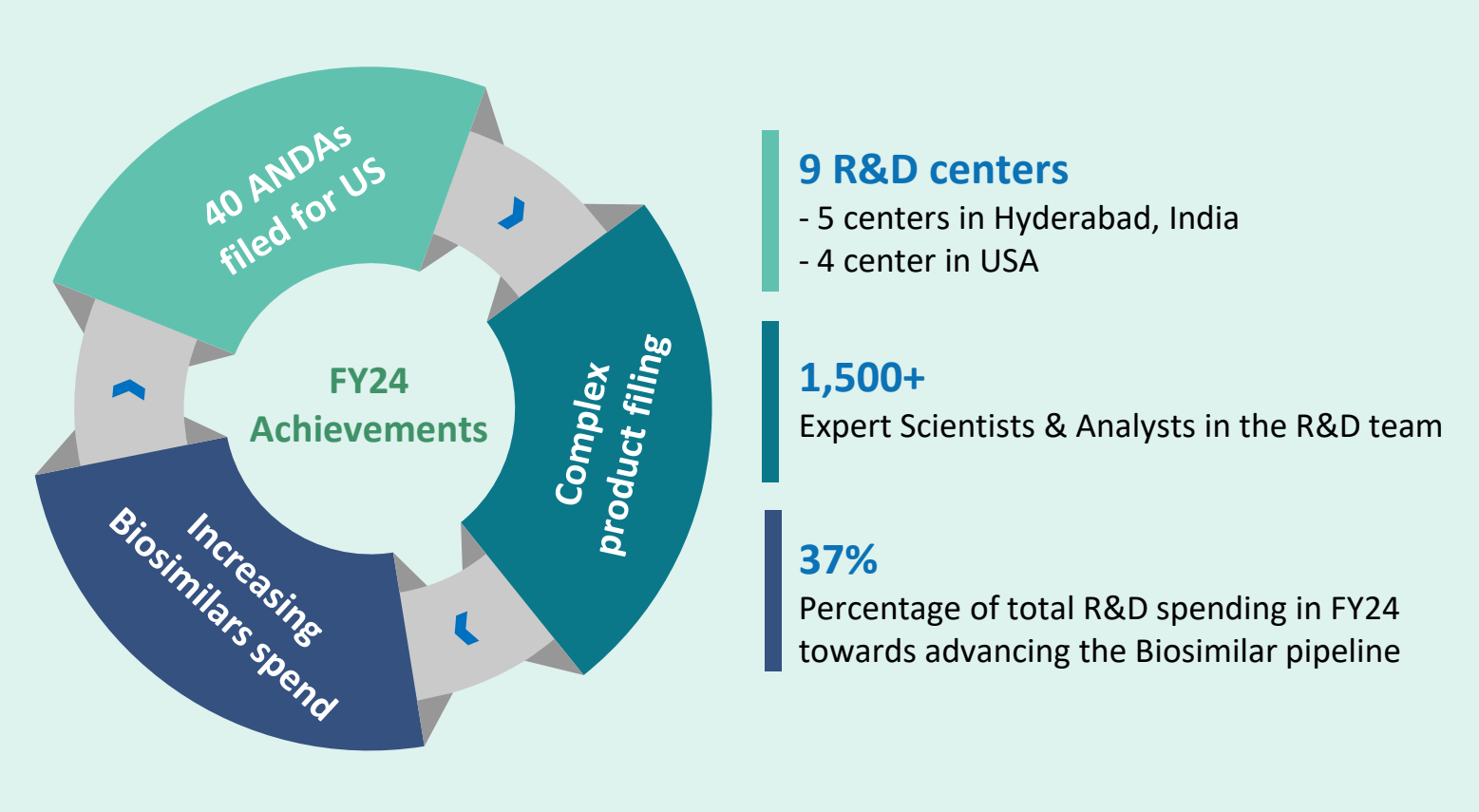
Manufacturing Prowess



* yet to start commercial production; ** Partly commercialized

R&D Capabilities- Investing In The Future

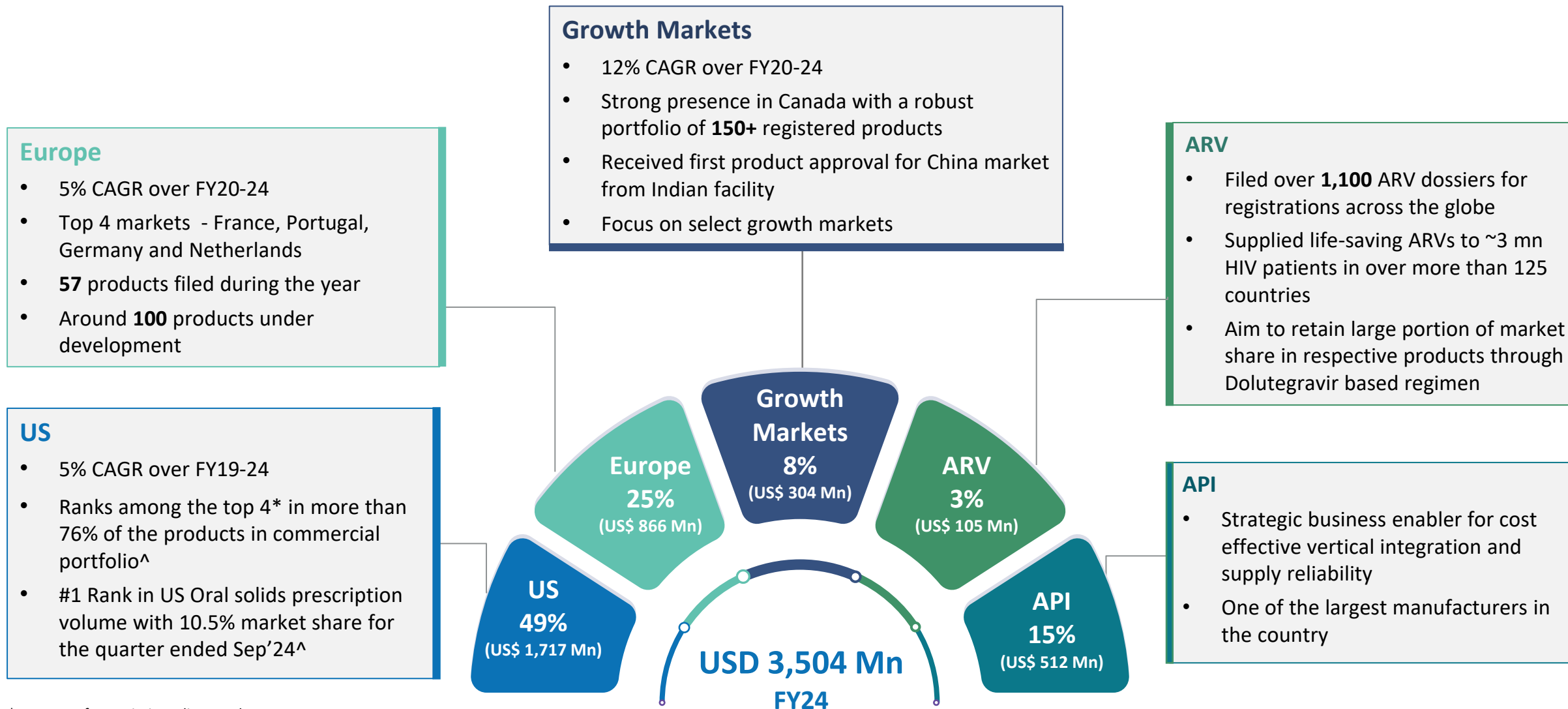
- Development of a complex portfolio of finished dosage forms with higher entry barrier in orals, liquids, topicals, biosimilars, nasal, and parenteral products for global markets is a major priority for the upcoming years
- Depot injections, Peptide injectables and other complex products are key focus areas within injectables
- Strong Biosimilar pipeline including 14 products under development with US\$ 50 bn+ market potential.



Business Highlights



Well diversified business presence



* In terms of prescriptions dispensed

^ As per IQVIA Sep'24 data

US Business - Overview

#1

Top generic pharma company in US*

By Prescriptions dispensed



2 Manufacturing units

- Orals facility at Dayton, New Jersey
- Inhalation and Derma facility at Raleigh, North Carolina **

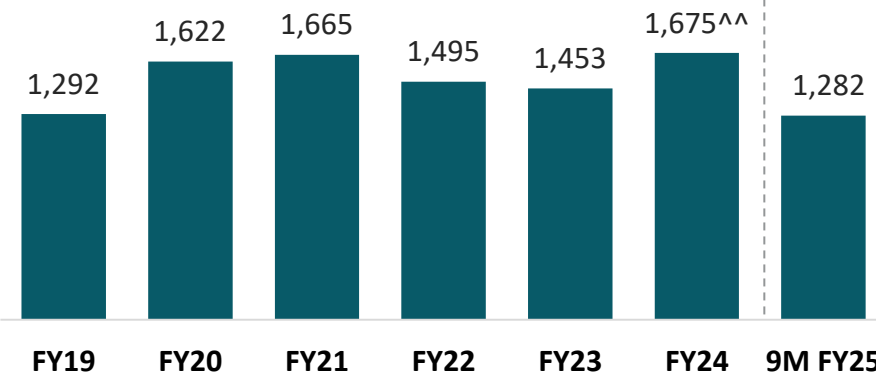


4 R&D centers

With strong team of Scientists and Analysts

Revenue (US\$ Mn)

5% CAGR over FY19-24



Product portfolio



Presence across generics (orals, injectables and OTC) and branded Oncology



62 Products launched in FY24

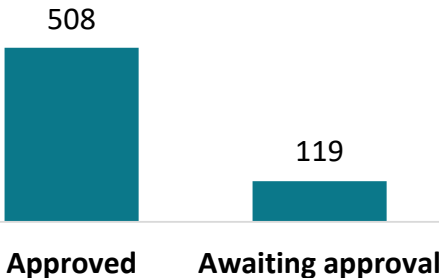
ANDA Filing details

853
Cumulative
ANDAs filed^

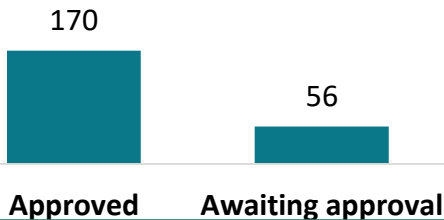
175
ANDAs under
review^

40
ANDAs filed
in FY24

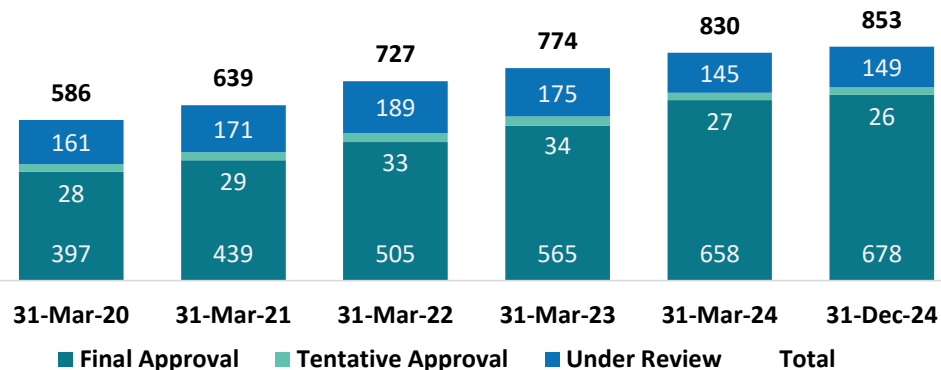
Aurobindo (excl. EPSG)^



Eugia Pharma Specialities Group (EPSG)^



Cumulative ANDA filings (Aurobindo incl. EPSG)



US Business - Segment highlights



Orals

- **64.4%** of US revenue in FY24[^]
- Filed 31 ANDAs with USFDA in FY24
- 466 approved ANDAs and awaiting final approval for 106 products*
- Future pipeline includes:
 - Controlled substances with ADF
 - Inhalers, derma & nasal products
 - 505b2 products for select patient segments



Specialty & Injectables

- **23.7%** of US revenue in FY24
- 170 approved ANDAs and awaiting final approval for 56 products*
- Future pipeline include:
 - Complex injectables including depot injections
 - Inhalation solutions
 - Oncology
 - Hormones



Branded Injectables

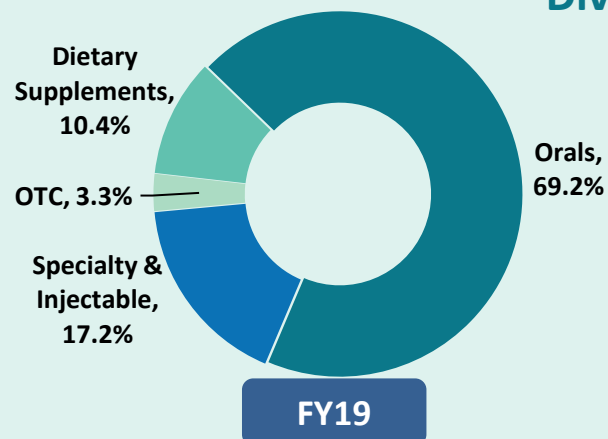
- **6.4%** of US revenue in FY24
- Portfolio of seven marketed oncology injectable products acquired from Spectrum Pharmaceuticals Inc.
- Entered in-licensing agreement with Evive Biotech for commercializing Ryzneuta (Efbemalenograstim Alfa) in US



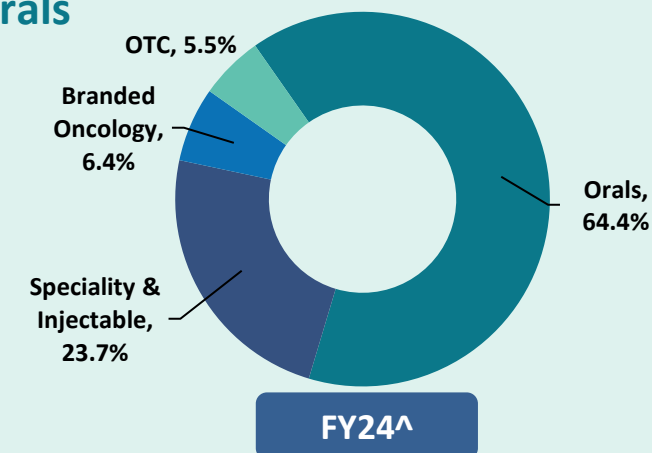
OTC

- **5.5%** of US revenue in FY24[#]
- 49 approved ANDAs and 6 products awaiting approval*
- Future pipeline include:
 - Rx to OTC switch opportunities
 - Branded OTC

Diversifying mix with rising focus on Injectables & Non-orals



Dependency on Orals reducing



Europe Business - Overview

Strong foothold in Europe

Leading generic company

Operations in **10** countries with full fledged Pharmacy, Hospital and Tender sales infrastructure with commercialized **550+** INNs

Ranks among the top **10** generics companies in **8** countries in EU/UK

Key growth drivers

Portfolio Expansion through launches of targeted Day 1 products, niche low volume Injectables and Orals

Strong performance across countries in 9MFY25, including France, Spain, Portugal, and Italy growing in double digits

Site transfer to facilities in India to enable profitable growth

High-capacity European batch testing and release facility at Malta for Oral and injectables products

Exited business operations in Czech Republic and scaled down operations in Romania to focus on more profitable opportunities

1,300+

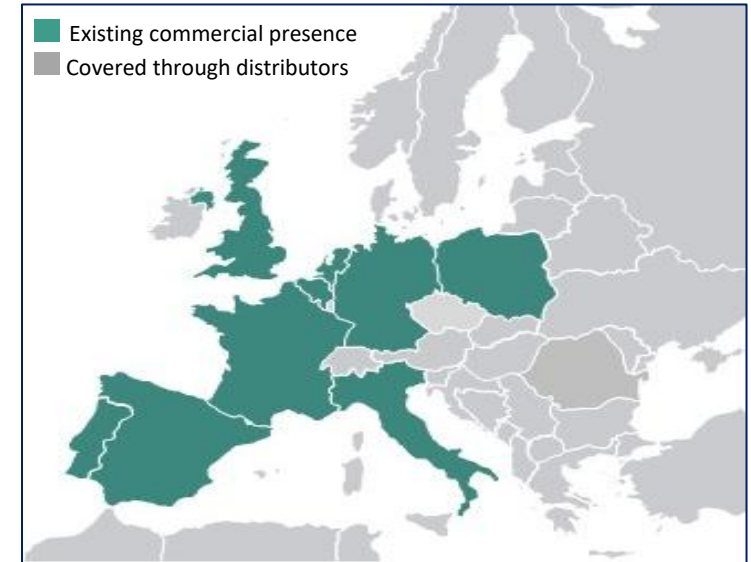
Employee strength in Europe

3,851

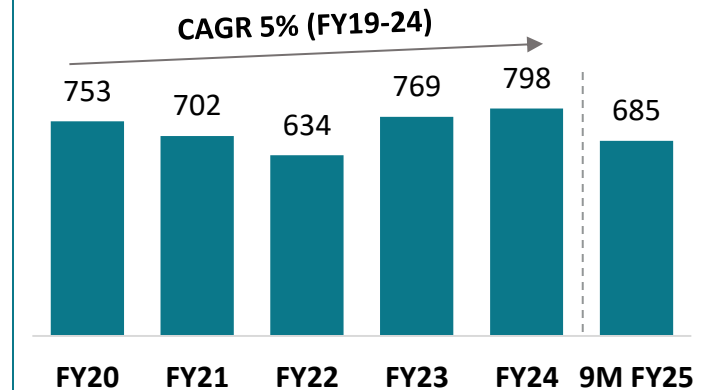
Cumulative product dossiers filed
(As on 31st Dec'24)

>50%

of the products are now supplied from APL India



Revenue (EUR Mn)



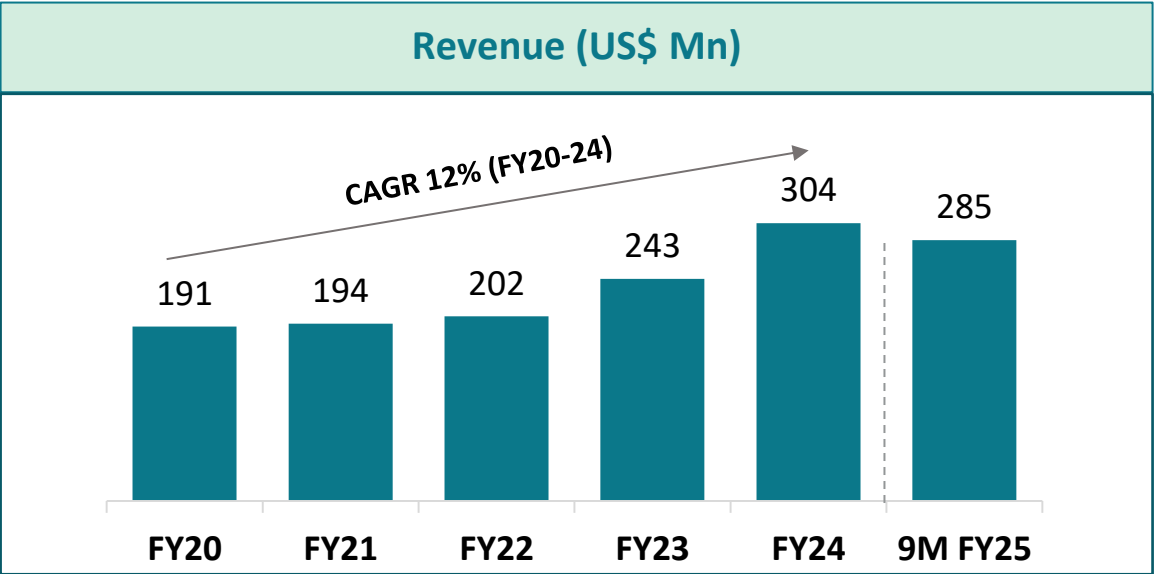
Growth Markets Business - Overview

US
Europe
Growth Markets
ARV
API

Acquired branded products business of Viatris in Indonesia. The deal has been closed on 15-Dec-23

Strong performance in key markets driven by portfolio expansion in Canada, with ramp-up in new markets such as Indonesia and China businesses

We are in the process of strengthening operations and portfolio in multiple other countries with strong growth potential




ARV Business - Overview



US
Europe
Growth Markets
ARV
API

**Global Presence**

Supplied lifesaving ARVs to ~3 Mn HIV patients in more than 125 countries

**Registrations**

Filed over 1,100 ARV dossiers for registrations across the globe.

**Global Tenders**

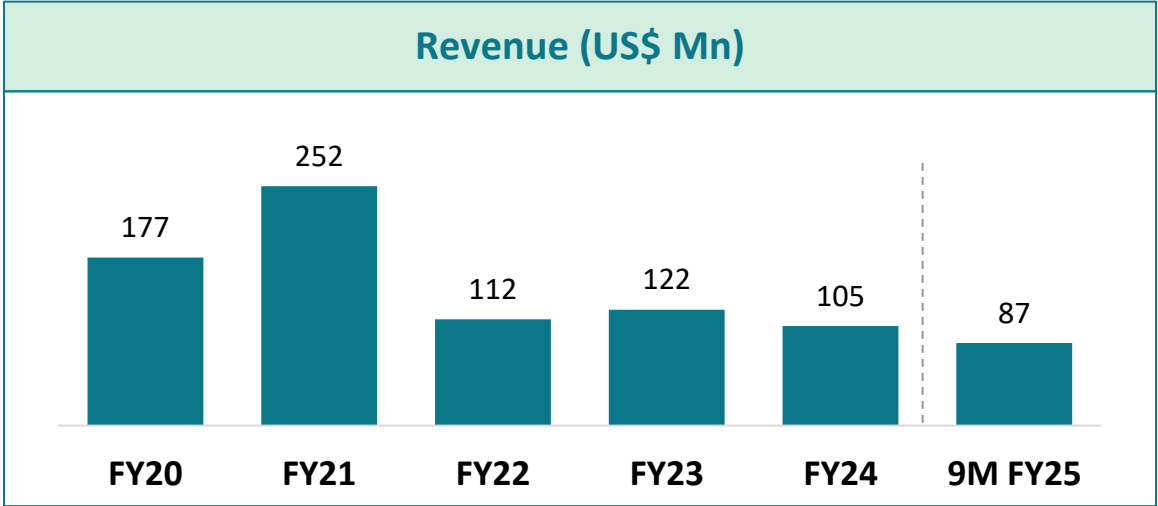
Focus on global tenders floated by Multi-Lateral Organizations like Global Fund, USAID/PEPFAR and Country specific MOH tenders

**The Future**

Leveraging scale to maintain affordable pricing and retain market share of flagship treatment regimen

Growth drivers

- Strong market share in Dolutegravir based regimen, gained on the back of affordable pricing. The regimen is expected to continue as the 1st line of treatment for HIV in the coming years
- Announced the signing of a voluntary license with the Medicines Patent Pool for Cabotegravir Long-Acting Injectable for HIV pre-exposure prophylaxis (PrEP) in 90 countries, including India



API Business - Overview

Among the largest API manufacturers in the country

Wide portfolio of Antibiotic and Non-Antibiotic APIs

52% of APIs for formulations manufactured in-house

API business carved out as Apitoria Pharma for greater strategic focus

Strategic business enabler for the manufacturing of cost-effective formulations

Continue to focus on complex products with varying volumes

Strong external customer base including innovators and large generic companies

API facilities inspected by various regulatory bodies including USFDA, UK MHRA, EDQM, Health Canada, ANVISA etc.

Growth drivers

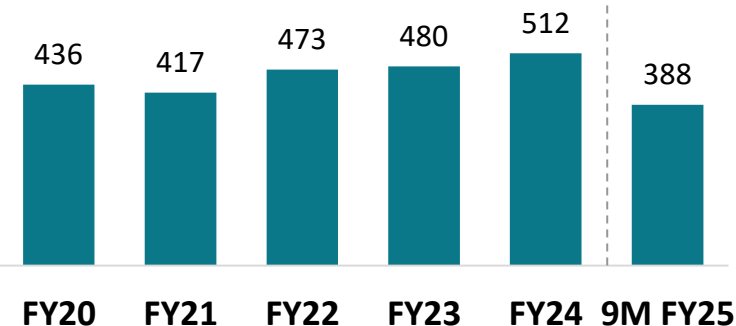
- **Strengthening portfolio:** Expanding capacity for small to medium range molecules and adding a unit for high potent molecules
- **Capacity improvement:** Focus on increasing capacities and improving manufacturing processes to meet customer requirements.
- **Sustained demand in regulated markets:** Continue to drive growth in EU, Japan & USA
- **Continuous Improvement Program:** to improve efficiency and asset utilization

Large-scale manufacturing capabilities

13 manufacturing facilities

Installed API capacity
19,000 MTs

Revenue* (US\$ Mn)



FY24 filings

85 APIs filed

15 US DMF

35 Europe

35 Others

* Including API export incentives



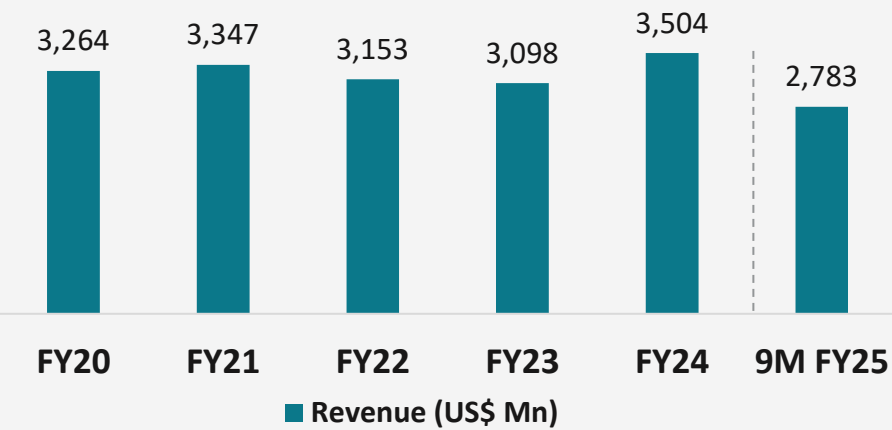
Financial Summary



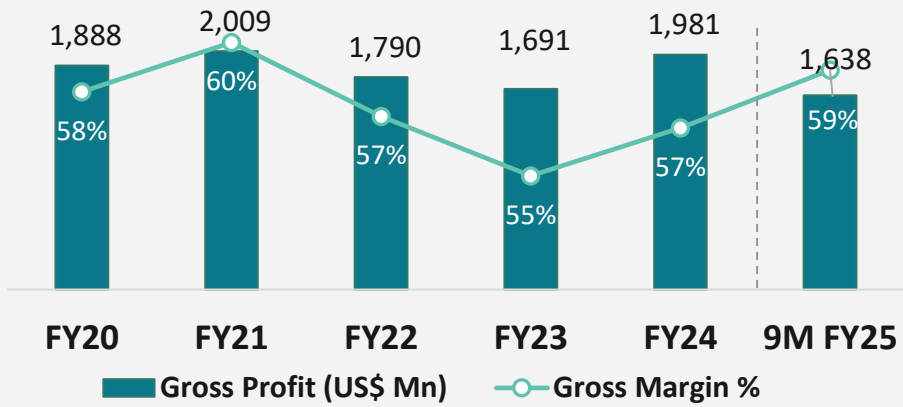
Financial Summary (1/2)



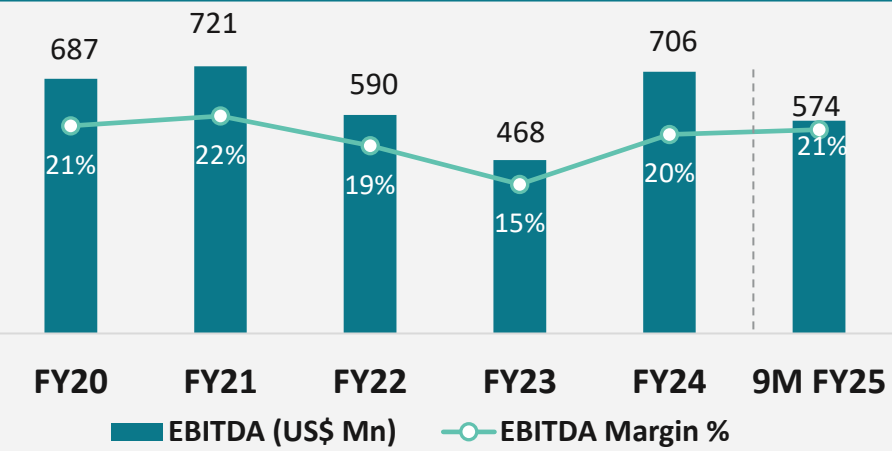
Revenue



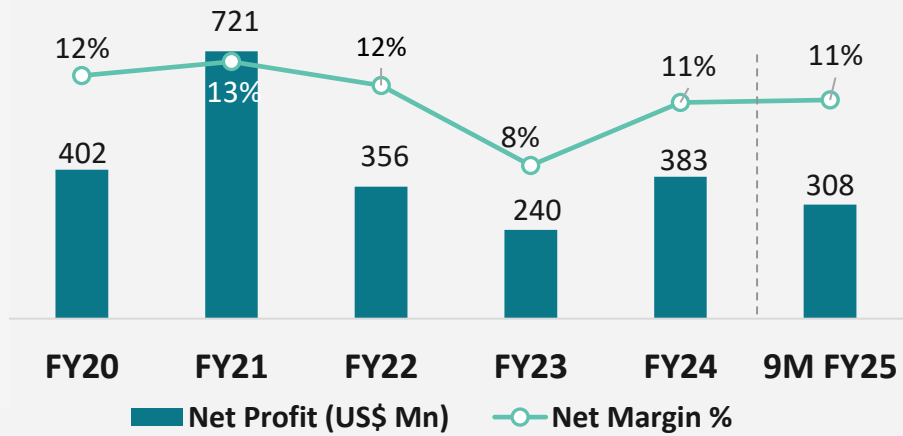
Gross Profit



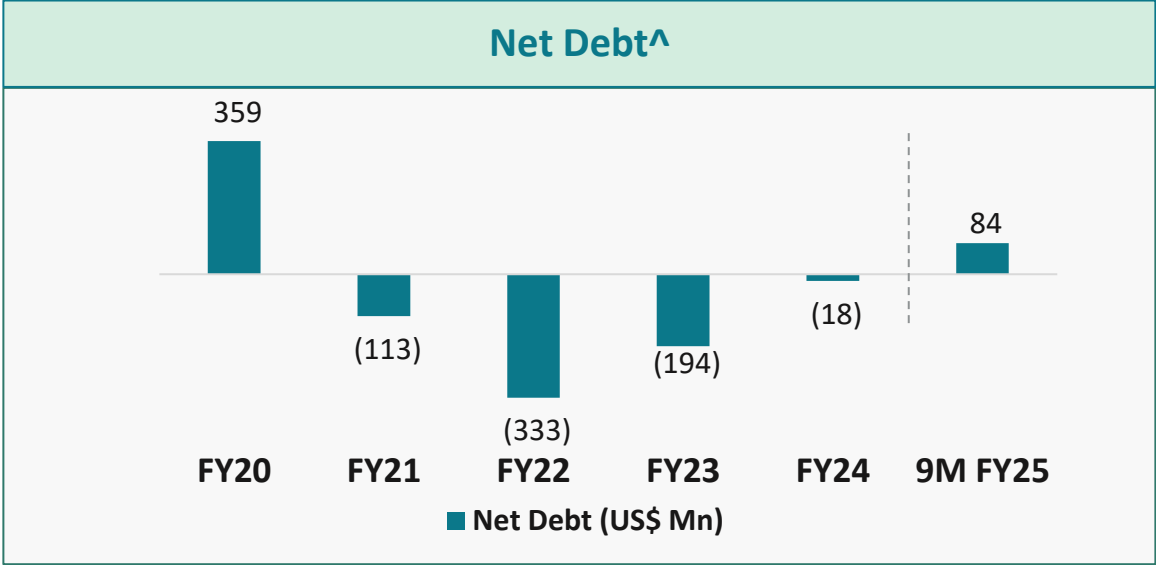
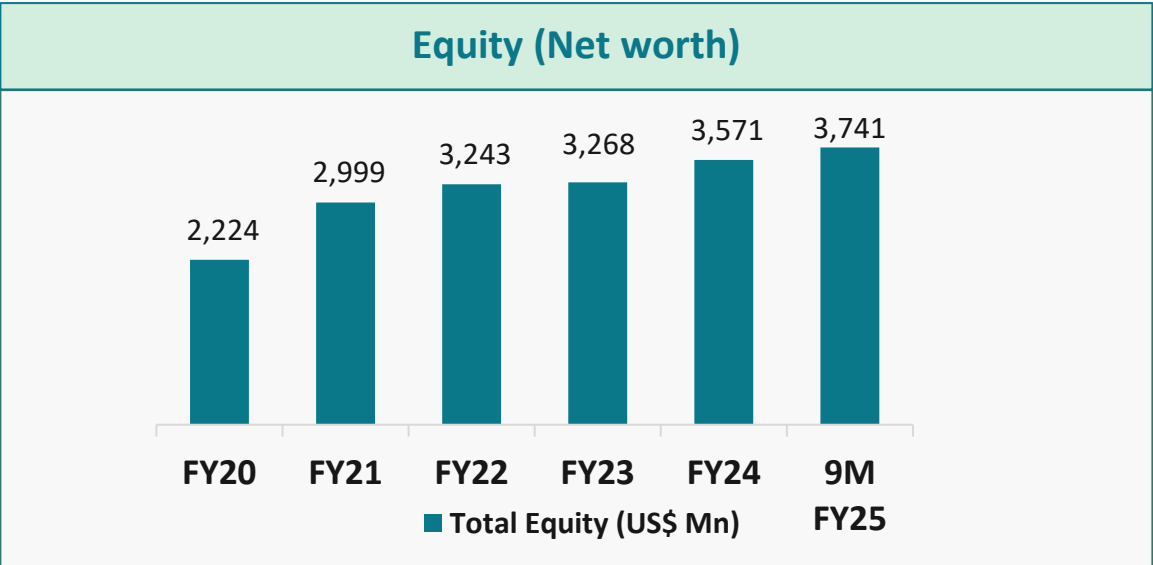
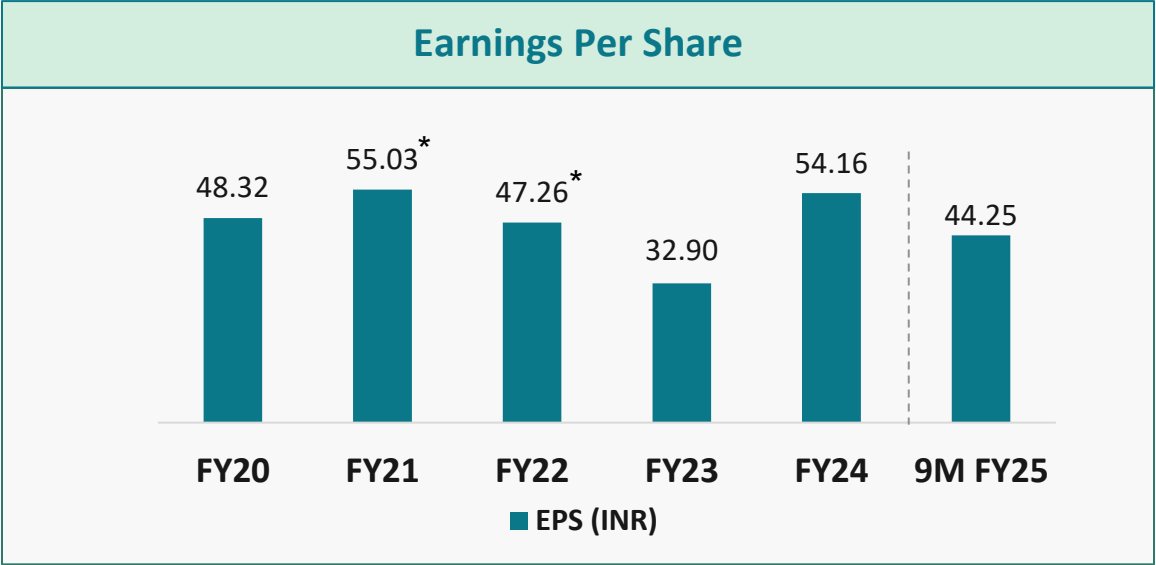
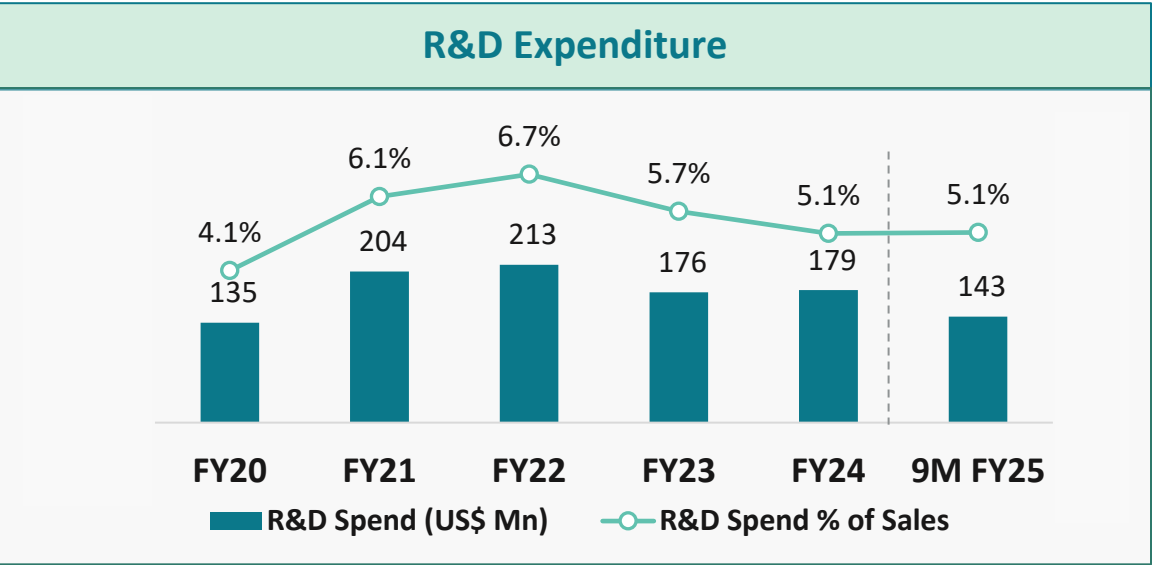
EBITDA



Net Profit



Financial Summary (2/2)



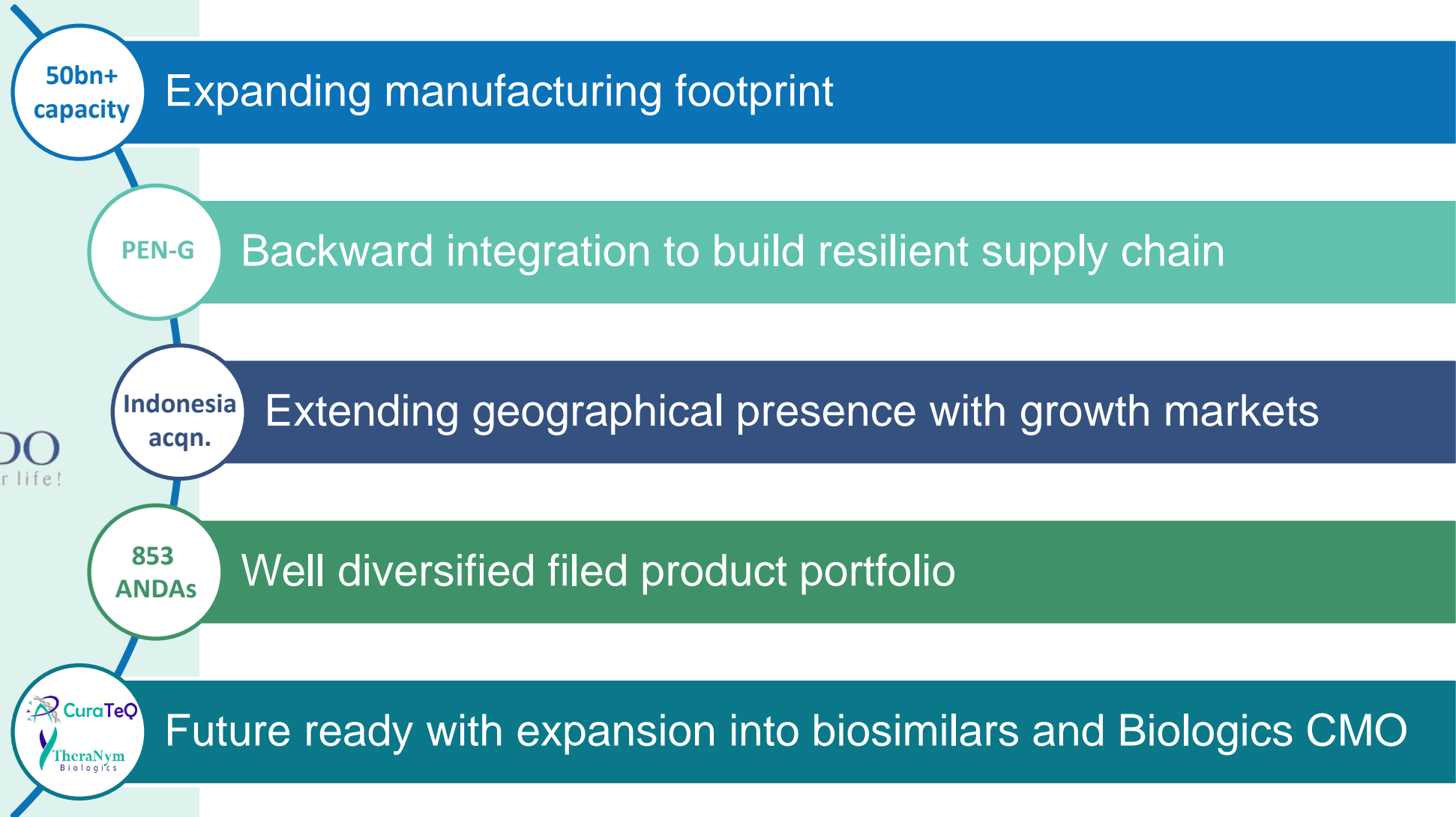
* EPS is calculated on adjusted net profit; ^ Includes investment



Key Levers for Sustained Growth



Key levers for Sustained Growth





Environment, Health & Safety



Environment, Health & Safety

Goals achieved in FY24

16%

Reduction in carbon footprint (as per SBTi – WB2C)

14%

Renewable energy share

64%

Co-processing of hazardous waste

100%

Reuse/recycle of non-hazardous waste

Community Care

- Established Skill Development Centres in rural areas, offering training in high-end pharma sector skills, computer training, and tailoring. These initiatives benefited 1,938 rural women, youth and graduates
- APF provided vital equipment and infrastructure to enhance educational facilities across government schools, colleges, and universities in Andhra Pradesh and Telangana states benefiting 4,227 students
- MNJ Institute of Oncology & State Cancer Institute in Hyderabad, Telangana, operates as a tertiary cancer centre providing comprehensive multidisciplinary care to patients free of charge | **1.35Lakh People benefitted since inception**
- Aurobindo Pharma Foundation partnered with Hare Krishna Movement Charitable Foundation (HKMCF) to establish a solar-powered automated centralized kitchen in Perumallapuram village, Kakinada district, Andhra Pradesh. | **15.2 lakh breakfast meals provided since 2022**



Committed to becoming one of the most sustainable organizations in the pharmaceutical industry

Thank You

