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For updates and specific queries, please visit our website www.aurobindo.com
Aurobindo Pharma – Overview

10th Largest generic company by sales globally

2nd Largest listed Indian Pharmaceutical company by revenues

3rd Largest volume supplier in the US

Amongst Top 10 Gx companies in 4 out of Top 5 Europe Countries

32 years in existence

$ 2.6 Bn Global Revenues in FY18

27 Manufacturing Facilities globally

155+ Markets Presence

>26 Billion Diverse dosage forms manufactured in FY18

>20,000 Employees

# Source: Evaluate Pharma; *As per FY18 revenues; ** Source: IQVIA MAT Dec 2018 data; @ Source: IQVIA MAT Q4 2017
The Journey So Far…

1992-2006
- Started API manufacturing
- Initial Public Offering (‘95)
- Entered formulation business (‘02)

Pre-2006
API Focus

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

2014 - 16
- Acquired Western European commercial operations from Actavis
- Acquired Natrol
- Established OTC presence
- Entered into Biosimilars and Vaccines
- Filed first peptide DMF

2017-19
- Acquired Generis in Portugal and Apotex Inc’s businesses in 5 European countries
- Focus on differentiated technology platforms and Specialty Pharmaceuticals
- Acquired R&D assets from Advent Pharmaceuticals Pty, Australia
- Acquired a portfolio of seven marketed oncology injectable products from Spectrum Pharmaceuticals Inc.
- Entered into a definitive agreement to acquire dermatology and oral solids businesses from Sandoz Inc., USA

2014-2019
Strengthening market penetration in the US & EU
Expanding into Specialty Products
Emerged into a leading global generic player

Revenue ($ Mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>378</td>
<td>2,562</td>
</tr>
</tbody>
</table>

EBITDA ($ Mn) & Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>14%</td>
<td>23%</td>
</tr>
</tbody>
</table>

Net Profit ($ Mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>37</td>
<td>376</td>
</tr>
</tbody>
</table>

Geographical Revenue Mix

<table>
<thead>
<tr>
<th>Year</th>
<th>International</th>
<th>Domestic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>37</td>
<td>10</td>
</tr>
</tbody>
</table>

Business Mix

<table>
<thead>
<tr>
<th>Year</th>
<th>Formulations, 39%</th>
<th>Formulations, 82%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>61%</td>
<td>18%</td>
</tr>
</tbody>
</table>

Employee Base

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2018*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>6,800+</td>
<td></td>
</tr>
</tbody>
</table>

ANDAs – Filing Status

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2018*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>128</td>
<td></td>
</tr>
</tbody>
</table>

DMFs – Filing Status

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2018*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>122</td>
<td></td>
</tr>
</tbody>
</table>

Note: Data related to FY2008 and FY2018. Fx rate: $1 = Rs. 64.3928; GMs: Growth Markets; * As on 31 Dec 2018
Core Strengths

Scale & Diversity
- Among Top 3 in >65% of commercial portfolio in US\(^1\) in terms of prescriptions
- Large US portfolio\(^2\) - 519 ANDAs filed; 369 with final approval, 28 Tentative approval\(^3\), and 122 under review
- Extensive product portfolio & pipeline across the globe
- Experienced and focused leadership team
- Building diversified product basket in speciality segments
- Through M&As, adding more specialized products, new technologies and scale in our core markets

Strengths
- Large manufacturing facilities inspected by various regulatory authorities including US FDA and EMA
- Over the last 3 years, over 125 ANDAs were filed including 52 ANDAs in the last 12 months\(*\)
- High level of vertical integration; around 70% of API requirement is manufactured in-house
- Focus on complying with global quality and EHS standards
- Dedicated commercial and BD teams focused on developing new partnerships
- Speed and effectiveness in execution

\(^1\)Source: IQVIA QTR Dec 2018; \(^2\) As on 31st Dec 2018; \(^3\) Tentative approvals include 9 ANDAs approved under PEPFAR; \(*\) Jan-Dec 2018
US Business Highlights

Revenue ($ Mn)

<table>
<thead>
<tr>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>9MFY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>792</td>
<td>930</td>
<td>1,019</td>
<td>1,156</td>
<td>939</td>
</tr>
</tbody>
</table>

13% CAGR in FY15 – FY18

Revenue Mix

- **Orals**: 93%
- **Injectables**: 7%
- **Dietary Supplements**: 11%
- **OTC**: 3%
- **Injectables**: 16%
- **Dietary Supplements**: 11%
- **OTC**: 3%

Share of Non-Orals significantly improved

Cumulative ANDA Filings and Approvals

<table>
<thead>
<tr>
<th>31-Mar-15</th>
<th>31-Mar-16</th>
<th>31-Mar-17</th>
<th>31-Mar-18</th>
<th>31-Dec-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>376</td>
<td>398</td>
<td>429</td>
<td>478</td>
<td>519</td>
</tr>
<tr>
<td>183</td>
<td>147</td>
<td>115</td>
<td>117</td>
<td>122</td>
</tr>
<tr>
<td>27</td>
<td>35</td>
<td>38</td>
<td>34</td>
<td>28</td>
</tr>
<tr>
<td>166</td>
<td>215</td>
<td>276</td>
<td>327</td>
<td>369</td>
</tr>
</tbody>
</table>

Non-Injectables includes ANDAs of Orals, OTC, Dermatology, Nasals and Ophthalmic

Filing Mix

- **Approved**: 304
- **Awaiting final approval**: 108

Injectables

- **Approved**: 65
- **Awaiting final approval**: 42

Tentative Approvals as on 31st Dec 2018 include 9 ANDAs approved under PEPFAR;

Awaiting final approval includes tentative approval.
US Business – Segment Wise Highlights

**Orals**
- 70% of overall US business in 9MFY19
- Volume share increased to 5.2% (MAT Dec 2018) from 4.3% (MAT Dec 2017)*
- Filed 29 ANDAs and launched 29 products in 2018
- Future pipeline includes
  - Controlled substances with ADF
  - Oncology
  - 505b2 products for select patient segments

**Injectables**
- 16% of overall US business in 9MFY19
- Volumes increased ~29%* (MAT Dec 18 vs. MAT Dec 17)
- Filed 18 ANDAs and launched 9 products in 2018
- Future pipeline includes
  - Complex injectables including microspheres
  - Oncology
  - Hormones

**OTC**
- 3% of overall US business in 9MFY19
- Filed 5 ANDAs and Launched key products including Omeprazole tablets in 2018
- Future pipeline includes
  - Rx to OTC switch opportunities
  - Branded OTC

**Dietary Supplements**
- 11% of overall US business in 9MFY19
- Introduced Gummies
- Future growth drivers includes
  - New product introduction
  - Geographical expansion

*Data as per IQVIA;
US: Expanding Portfolio Mix Towards Differentiated Products

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

- ANDAs
- Addressable Market in US$ Bn

Addressable Market at US$ 92.1 Bn including ~US$ 61.1 Bn for Under Review and Tentatively approved ANDAs

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

Addressable market refers to the market size as per IQVIA. Data is for the total 519 ANDAs filed by the company

*Does not include the addressable market of the products approved under PEPFAR
Source: IQVIA MAT Dec 2018 data
Sandoz’s Dermatology and Oral Solids Businesses – Acquisition* overview

- Aurobindo Pharma USA Inc. entered into a definitive agreement with Sandoz Inc., USA to acquire its dermatology and oral solids businesses
- Acquired portfolio with c.70% revenue contribution by oral solids and c.30% by dermatology, before any potential FTC – led divestments
- The acquired portfolio is expected to generate over $0.9 billion in sales for the first 12 months after completion of the transaction for Aurobindo, before any potential FTC-led divestments
- Acquisition also adds 3 manufacturing facilities in the US
- Aurobindo would become the 2nd largest generic player in the US by number of prescriptions
- Acquired portfolio consists of authorized generics and in-licensed products opening up future opportunities for Aurobindo
- Adds a leading dermatology franchise
  - #2 Dermatology player in the US
  - Dermatology presence across generics, branded and OTC
  - Well established dermatology focused commercial and manufacturing infrastructure
- Further diversified portfolio with addition of approximately 300 products including projects in development
- Significant synergy and value creation potential from the acquisition

*Subject to regulatory approvals;
Aurobindo would become the 2nd Largest Generic Player in the US Post Sandoz’s businesses acquisition

Market Share in the US by Number of Prescriptions Dispensed

1) Source: IQVIA MAT Jul 2018
Acquisition of branded oncology injectables from Spectrum Pharmaceuticals - Overview

- Acrotech Biopharma, a step-down subsidiary of Aurobindo Pharma Limited has acquired portfolio of seven marketed oncology injectable products from Spectrum Pharmaceuticals
- Acquisition brings in an experienced branded commercial infrastructure in the US
- Acquired portfolio is expected to generate a revenue of around $100 million for the first 12 months post completion of the transaction
- Transaction will be EPS accretive from first full year of ownership

Franchise provides leadership position in the PTCL market

Market leading branded conditioning agent in bone marrow transplant

Unique treatment option for patients in rare form ALL with material growth opportunity in broader ALL and NHL markets

Trusted community oncology franchise providing practice value and patient resources in mCRC

Highly effective and efficient radioimmunotherapy treatment for patients with FL
EU Business Highlights

- **Strong foothold in Europe**
  - Operations in 11 countries with full fledged Pharmacy, Hospital and Tender sales infrastructure with commercialized 450+ INNs
  - Ranks amongst the Top 10 Generic 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

**Recent Acquisition**

- Acquired Apotex Inc’s operations in 5 European countries in Feb 2019
  - Establishes 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
  - Creates significant value opportunity through multiple avenues for revenue growth and cost synergies

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ Mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>413</td>
</tr>
<tr>
<td>FY16</td>
<td>434</td>
</tr>
<tr>
<td>FY17</td>
<td>446</td>
</tr>
<tr>
<td>FY18</td>
<td>577</td>
</tr>
<tr>
<td>9MFY19</td>
<td>450</td>
</tr>
</tbody>
</table>

**Key growth drivers**

- Portfolio Expansion through launches of targeted Day 1 products, Oncology range, Hormones, Niche low volume Injectables and Orals. Pipeline of over 250 products under development
- Opportunity of > $ 5 Bn of addressable sales coming off patent in our key markets in near term (2019-2020) and > $ 13 Bn in the medium term (2021-2022) *
- Future growth potential in countries like Italy, Spain, Portugal & France as the penetration of generics improve

# As per internal estimates – Excluding biologics; @ Source: IQVIA MAT Q4 2017

13% CAGR in FY15 – FY18
Aurobindo’s Footprint in Europe Post Apotex Acquisition

- **France**
  - Market Position: 8th
  - Number of products currently marketed: 98

- **Germany**
  - Market Position: 15th (Gx)
  - Number of products total marketed: 62

- **United Kingdom**
  - Market Position: 3rd largest generic company
  - Number of products total marketed: 306

- **Portugal**
  - Number of products currently marketed: 239
  - Oral solids manufacturing facility

- **Spain**: Existing + Acquired
  - 13th largest generic company
  - Number of products total marketed: 182

- **Netherlands**: Existing + Acquired
  - 3rd largest generic company, Ranks #1 in OTC
  - Number of products total marketed: 306
  - Oral solids manufacturing facility

- **Belgium**: Existing + Acquired
  - Market Position: 5th (Gx)
  - Number of products total marketed: 90

- **Poland**: Acquired
  - Market Position: 13th
  - Number of products total marketed: 182

- **Czech Republic**: Acquired
  - Ranks #10 among generic companies and #7 in OTC segment
  - Number of products total marketed: 76

Source: Data on file
Growth Markets & ARV Business – Highlights

Growth Markets Business

- Key markets includes Canada, Brazil and South Africa
- Targeted to build branded generics presence in select markets
- In the process of strengthening operations and portfolio in specific identified countries
- Future product launches in Oncology and specialty injectables

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
- Comprehensive portfolio of 32 products in 1L Adults, 2L Adults and pediatric formulations
- Filed over 1,100 ARV dossiers for registrations across the globe
API Business - Highlights

- API capacity is strategic in terms of vertical integration and supply reliability
- Additional investments are made for capacity creation and capability building
- 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 and UK MHRA

Revenue ($ Mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>9MFY19</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>443</td>
<td>442</td>
<td>454</td>
<td>460</td>
<td>357</td>
</tr>
</tbody>
</table>

Reaction Volumes (KL)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>6,343</td>
<td>6,502</td>
<td>6,676</td>
<td>6,759</td>
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</tbody>
</table>
## Consolidated Financial Performance – Q3FY19

<table>
<thead>
<tr>
<th>Value $ Mn</th>
<th>Q3 FY19</th>
<th>Q3 FY18</th>
<th>% Chg</th>
<th>Q2 FY19</th>
<th>% Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Formulations</td>
<td>605.1</td>
<td>555.9</td>
<td>8.9</td>
<td>562.6</td>
<td>7.6</td>
</tr>
<tr>
<td>API</td>
<td>128.3</td>
<td>119.2</td>
<td>7.6</td>
<td>116.7</td>
<td>9.9</td>
</tr>
<tr>
<td>Formulations % of sales</td>
<td>82.5%</td>
<td>82.3%</td>
<td>82.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue from Operations</td>
<td>733.4</td>
<td>675.1</td>
<td>8.6</td>
<td>679.3</td>
<td>8.0</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>400.8</td>
<td>392.1</td>
<td>2.2</td>
<td>387.2</td>
<td>3.5</td>
</tr>
<tr>
<td>Overheads</td>
<td>249.6</td>
<td>232.5</td>
<td>7.4</td>
<td>240.5</td>
<td>3.8</td>
</tr>
<tr>
<td>EBITDA (before Forex &amp; other income)</td>
<td>151.2</td>
<td>159.7</td>
<td>-5.3</td>
<td>146.7</td>
<td>3.1</td>
</tr>
<tr>
<td></td>
<td>20.6%</td>
<td>23.7%</td>
<td>21.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fx Gain / (Loss)</td>
<td>7.0</td>
<td>1.1</td>
<td>-5.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td>1.9</td>
<td>4.0</td>
<td>-53.6</td>
<td>3.8</td>
<td>-50.3</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>6.6</td>
<td>2.9</td>
<td>125.8</td>
<td>5.1</td>
<td>31.1</td>
</tr>
<tr>
<td>Depreciation</td>
<td>22.7</td>
<td>21.5</td>
<td>5.6</td>
<td>23.4</td>
<td>-3.0</td>
</tr>
<tr>
<td>PBT from ordinary activities</td>
<td>130.7</td>
<td>140.4</td>
<td>-6.9</td>
<td>116.3</td>
<td>12.4</td>
</tr>
<tr>
<td>Exceptional Item*</td>
<td>-3.5</td>
<td>0.0</td>
<td>-3.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PAT (after JV share, minority interest)</td>
<td>99.1</td>
<td>92.6</td>
<td>7.0</td>
<td>87.4</td>
<td>13.4</td>
</tr>
</tbody>
</table>

*Exceptional items for the period represents acquisition related costs
## Financial Performance

### Revenue from Operations ($ Mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>9MFY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,986</td>
<td>2,137</td>
<td>2,253</td>
<td>2,562</td>
<td>2,048</td>
<td></td>
</tr>
</tbody>
</table>

### EBITDA & PAT Margin (%)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>9MFY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS (INR/Share)</td>
<td>27.0</td>
<td>34.7</td>
<td>39.3</td>
<td>41.4</td>
<td>30.4</td>
</tr>
</tbody>
</table>

### EPS (INR/Share)

- FY15: 27.0
- FY16: 34.7
- FY17: 39.3
- FY18: 41.4
- 9MFY19: 30.4

### Gross Block & Fixed Asset Turnover

<table>
<thead>
<tr>
<th>Year</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>9MFY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.77</td>
<td>0.58</td>
<td>0.30</td>
<td>0.30</td>
<td>0.29</td>
<td></td>
</tr>
</tbody>
</table>

### Net debt / Equity

<table>
<thead>
<tr>
<th>Year</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>9MFY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.6</td>
<td>1.3</td>
<td>0.8</td>
<td>0.9</td>
<td>1.1</td>
<td></td>
</tr>
</tbody>
</table>

- FY15 numbers are as per IGAAP; Gross Block is calculated as Tangible Assets + Intangible Assets excluding Goodwill.
Debt Profile

Fx Loan US$ Mn

<table>
<thead>
<tr>
<th>$ Mn</th>
<th>Mar-16</th>
<th>Mar-17</th>
<th>Mar-18</th>
<th>Sep-18</th>
<th>Dec-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fx Loan restated</td>
<td>748</td>
<td>481</td>
<td>731</td>
<td>758</td>
<td>771</td>
</tr>
<tr>
<td>Rupee Loan</td>
<td>7</td>
<td>38</td>
<td>1</td>
<td>39</td>
<td>42</td>
</tr>
<tr>
<td>Sales Tax Deferment</td>
<td>6</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Gross Debt</td>
<td>762</td>
<td>519</td>
<td>732</td>
<td>797</td>
<td>813</td>
</tr>
<tr>
<td>Cash Balance</td>
<td>122</td>
<td>80</td>
<td>194</td>
<td>245</td>
<td>254</td>
</tr>
<tr>
<td>Net Debt</td>
<td>640</td>
<td>439</td>
<td>538</td>
<td>551</td>
<td>559</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>1.8%</td>
<td>1.5%</td>
<td>2.0%</td>
<td>2.6%</td>
<td>3.3%</td>
</tr>
</tbody>
</table>

Fx Debt and Fx Cash Balance are reinstated
Focus on Building a Diverse and Robust Specialty Products Portfolio

- Oncology & Hormones
- Peptides
- Depot Injections
- Controlled Substances
- Topicals
- Transdermal Patches
- Inhalers
- Nasals
- Biosimilars
- Vaccines
- 505(b)(2) products
- Consumer Healthcare
Focus on Building a Diverse and Robust Specialty Products Portfolio (1/2)

<table>
<thead>
<tr>
<th>Products under development</th>
<th>Topicals</th>
<th>Nasals</th>
<th>Peptides</th>
<th>Depot Injection</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Oncology &amp; Hormones</strong></td>
<td>79</td>
<td>22</td>
<td>5</td>
<td>14</td>
</tr>
<tr>
<td><strong>Addressable Market Size</strong></td>
<td>$45 Bn</td>
<td>$5 Bn</td>
<td>$0.5 Bn</td>
<td>$12.2 Bn</td>
</tr>
<tr>
<td><strong>Filing Status</strong></td>
<td>ANDAs*: Oncology-11 &amp; Hormones- 8</td>
<td>ANDAs*: 2</td>
<td>ANDAs*: 2</td>
<td>6 DMFs filed*</td>
</tr>
<tr>
<td><strong>Filing Target</strong></td>
<td>To file all products over next 3 years</td>
<td>To file all products over next 2-3 years</td>
<td>To file all products by FY20</td>
<td>Plans to file 5 more DMFs over next 18 months</td>
</tr>
<tr>
<td><strong>Products Approved</strong></td>
<td>3 ANDAs*</td>
<td>-</td>
<td>-</td>
<td>6 DMFs</td>
</tr>
<tr>
<td><strong>Revenue generation to start from</strong></td>
<td>Q1FY20</td>
<td>FY21</td>
<td>FY20 / FY21</td>
<td>FY21</td>
</tr>
</tbody>
</table>

*As on 31 Dec 2018;
Focus on Building a Diverse and Robust Specialty Products Portfolio (2/2)

<table>
<thead>
<tr>
<th>Products under development</th>
<th>Addressable Market Size</th>
<th>Filing to start from</th>
<th>Filing Target</th>
<th>Products Approved</th>
<th>Revenue generation to start from</th>
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</thead>
<tbody>
<tr>
<td><strong>Transdermal Patches</strong></td>
<td><strong>Inhalers</strong></td>
<td><strong>Biologics</strong></td>
<td><strong>Vaccines</strong></td>
<td><strong>To file all products over next 3 years</strong></td>
<td><strong>FY20</strong></td>
</tr>
<tr>
<td>8</td>
<td>9</td>
<td>6*</td>
<td>1</td>
<td>-</td>
<td>FY21</td>
</tr>
<tr>
<td><strong>Addressable Market Size</strong></td>
<td><strong>Addressable Market Size</strong></td>
<td><strong>Addressable Market Size</strong></td>
<td><strong>Addressable Market Size</strong></td>
<td><strong>Addressable Market Size</strong></td>
<td><strong>Addressable Market Size</strong></td>
</tr>
<tr>
<td>$3.2 Bn</td>
<td>$9.5 Bn</td>
<td>$35 Bn</td>
<td>$6.2 Bn</td>
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<td>-</td>
</tr>
<tr>
<td><strong>Filing to start from</strong></td>
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<td><strong>Filing to start from</strong></td>
<td><strong>Filing to start from</strong></td>
<td><strong>Filing to start from</strong></td>
<td><strong>Filing to start from</strong></td>
</tr>
<tr>
<td>FY20</td>
<td>FY20</td>
<td>FY21</td>
<td>FY21</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Filing Target</strong></td>
<td><strong>Filing Target</strong></td>
<td><strong>Filing Target</strong></td>
<td><strong>Filing Target</strong></td>
<td><strong>Filing Target</strong></td>
<td><strong>Filing Target</strong></td>
</tr>
<tr>
<td>To file all products over next 3 years</td>
<td>To file all products over next 3 years</td>
<td>First set of products to filed by FY22</td>
<td>FY21</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Products Approved</strong></td>
<td><strong>Products Approved</strong></td>
<td><strong>Products Approved</strong></td>
<td><strong>Products Approved</strong></td>
<td><strong>Products Approved</strong></td>
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</tr>
<tr>
<td><strong>Revenue generation to start from</strong></td>
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<td><strong>Revenue generation to start from</strong></td>
<td><strong>Revenue generation to start from</strong></td>
</tr>
<tr>
<td>FY21</td>
<td>FY22</td>
<td>FY22</td>
<td>FY22</td>
<td>FY22</td>
<td>FY22</td>
</tr>
</tbody>
</table>

*First wave;
Enhanced Research & Development Capabilities

5 **R&D centers in Hyderabad, India – 1,500 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
   - Portfolio of more than 800 products
   - **Biologics:** Developing diverse pipeline of biosimilars in Oncology and Immunology. CHO-GS based cell lines with productivity of ~ 4.0 g/L

1 **R&D center in Dayton, New Jersey – 25 scientists and analysts**
   - 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 inhalers
   - 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
Thank You

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

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