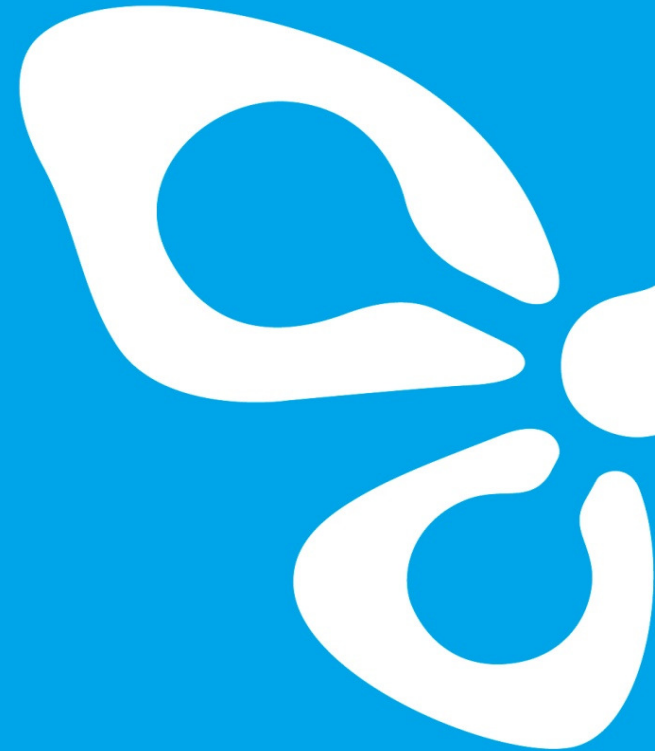




Ipca Laboratories Ltd.

Corporate Presentation

Dec 2022



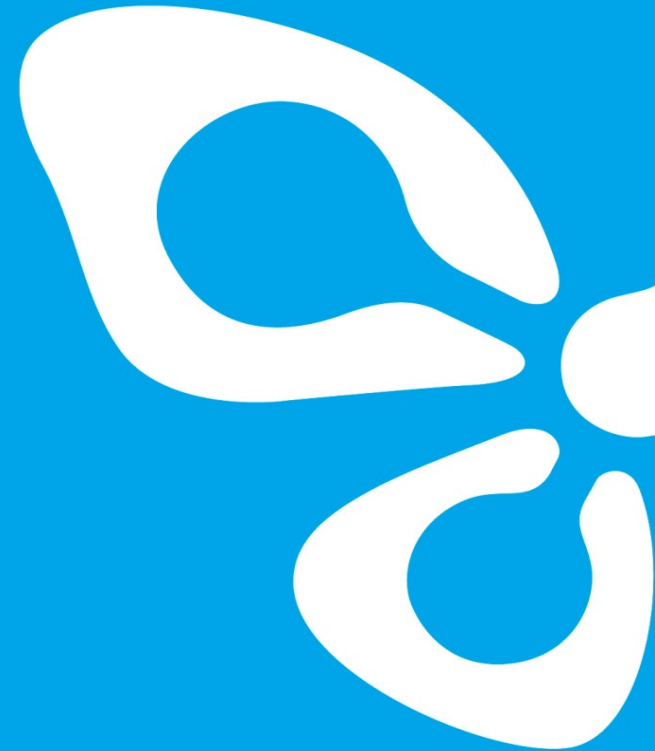
Incorporation	:	1949
Present Management	:	Since 1975
Total income F. Y. 2021-22	:	Rs. 5455.49 Crs / US\$ 733 Mn (Standalone) Rs. 5896.36 Crs / US\$ 792 Mn (Consolidated)
Exports F. Y. 2021-22	:	Rs. 2502.69 Crs / US\$ 336 Mn
Business Model	:	Integrated pharmaceutical company producing Branded and Generics Formulations, APIs and Intermediates

	2017-18	2018-19	2019-20	2020-21	2021-22
Domestic Income (Rs. Crs)	1,694.54	1,956.90	2,288.37	2,484.21	2,952.80
Domestic Income (US \$ Mn)	239.21	276.24	323.03	333.94	396.56
Export Income (Rs. Crs)	1,564.21	1,730.84	2,143.75	2,717.19	2,502.69
Export Income (US \$ Mn)	220.81	244.33	302.62	365.26	336.11
Total Income (Rs. Crs)	3,258.75	3,687.74	4,432.12	5,201.40	5,455.49
Total Income (US \$ Mn)	460.02	520.57	625.65	699.20	732.67
Net Profit After Tax (Rs. Crs)	233.11	454.91	652.46	1,140.77	870.94
Net Profit After Tax (US \$ Mn)	32.91	64.22	92.10	153.35	116.97

	2017-18	2018-19	2019-20	2020-21	2021-22
Domestic Income (Rs. Crs)	1,694.68	1,956.90	2,327.88	2,519.77	3,077.75
Domestic Income (US \$ Mn)	239.23	276.24	328.61	338.72	413.34
Export Income (Rs. Crs)	1,630.69	1,873.96	2,387.83	2,963.06	2,818.61
Export Income (US \$ Mn)	230.19	264.53	337.07	398.31	378.54
Total Income (Rs. Crs)	3,325.37	3,830.86	4,715.71	5,482.83	5,896.36
Total Income (US \$ Mn)	469.42	540.77	665.68	737.03	791.88
Net Profit After Tax (Rs. Crs)	239.42	442.22	603.56	1,140.01	884.08
Net Profit After Tax (US \$ Mn)	33.80	62.43	85.20	153.25	118.73

Manufacturing Facilities

Formulations

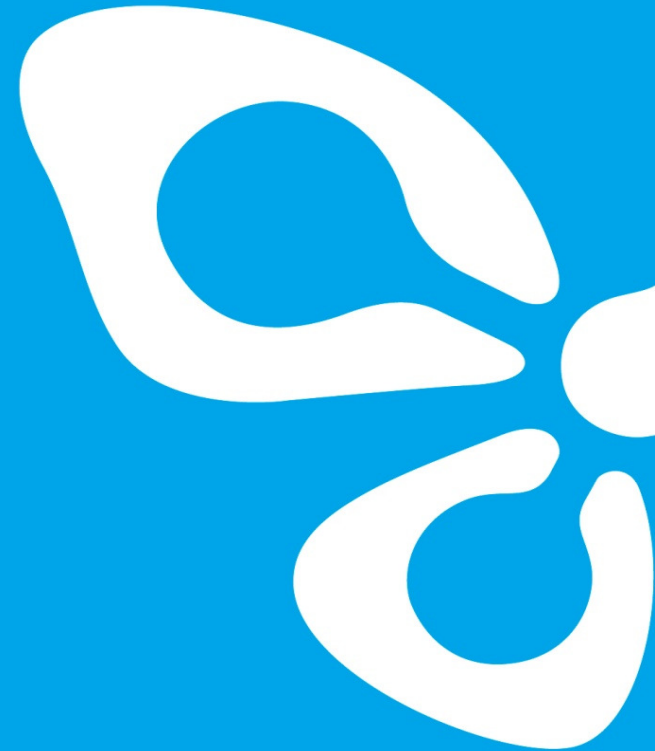


Location	Dosage Form	Approvals / Inspections
Athal (Dadra & Nagar Haveli)	Tablets & Capsules	UK-MHRA, TGA-Australia, WHO-Geneva, EU Certification by German Authority, Health Canada, GCC, MOH-Columbia, FDA Ghana, MOH Oman, NDA - Uganda, NHRA – Bahrain, Medicine and Drug Control - Ukraine, CDSCO – India, MOH Kenya, TMDA Tanzania, MOH Russia, Republic of Yemen
Ratlam (Madhya Pradesh)	Tablets, Liquids, Dry Syrup, Injectables & Ointments	MCC-South Africa, INVIMA Colombia, WHO-Geneva, State Administration of Ukraine, MOH Belarus, NAFDAC-Nigeria, DIGEMID Peru, FDA Ghana, MOH Tanzania, MOH Russia, MCA-Zimbabwe, NDA – Uganda, MOH – Yemen, CDSCO – India.
Kandla (Gujarat)	Betalactum – Tablets, Capsules & Dry Syrups	UK-MHRA, MCC-South Africa, TGA- Australia, National Drug Authority (NDA)- Uganda, Agency for Medicinal Products and Medical Devices (HALMED) – Croatia, TFDA - Tanzania, Zimbabwe -MCAZ, Ivory Coast- ICHA, NAFDAC CGMP - Nigeria, GCC, FDA Ghana, Supreme Board for Medicine and Medical Appliances / MoH – Yemen, INVIMA, Columbia, Ministry of Industry and Trade of Russian Federation, Russia

Location	Dosage Form	Approvals / Inspections
Silvassa (Dadra & Nagar Haveli)	Tablets & Capsules	WHO-GMP, TGA-Australia, Health-Canada, Local FDA
Dehradun, (Uttarakhand)	Tablets & Cephalosporin Injectables	Unit – I : WHO-GMP Unit - II: WHO-GMP, GHANA-FDA, NAFDAC – Nigeria, TFDA (Tanzania Food & Drugs Administration) , FDA- Uttarakhand, Republic of Yemen
Indore (SEZ), (Madhya Pradesh)	Tablets & Capsules	UK-MHRA, Health Canada, MCC-South Africa, TGA – Australia, WHO GMP, WHO Geneva
Sikkim	Tablets & Capsules	ISO 9001, ISO 14001, ISO OHSAS 1800, WHO GMP
Tarapur ,Palghar (Maharashtra)	Tablets	WHO-GMP NDA (Uganda), Pharmacy & Poisons Board- MOH (Nairobi, Kenya)

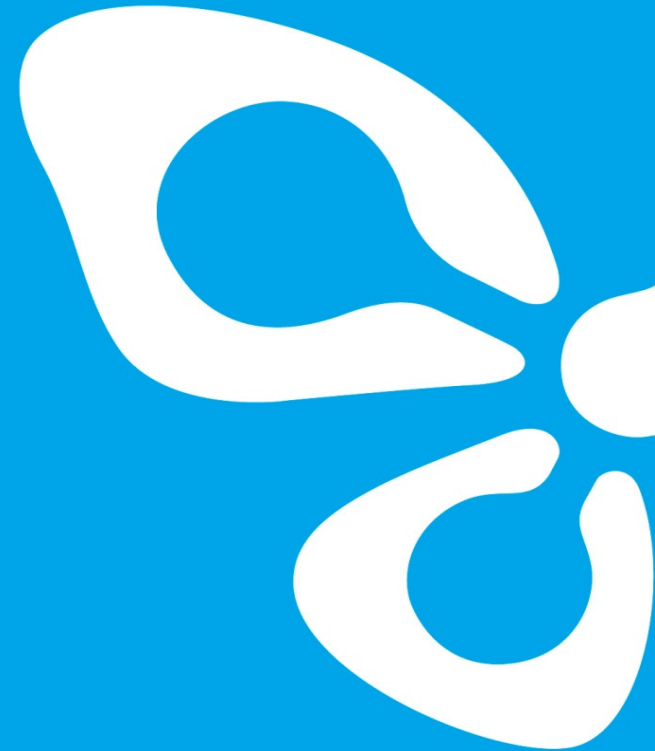
Manufacturing Facilities

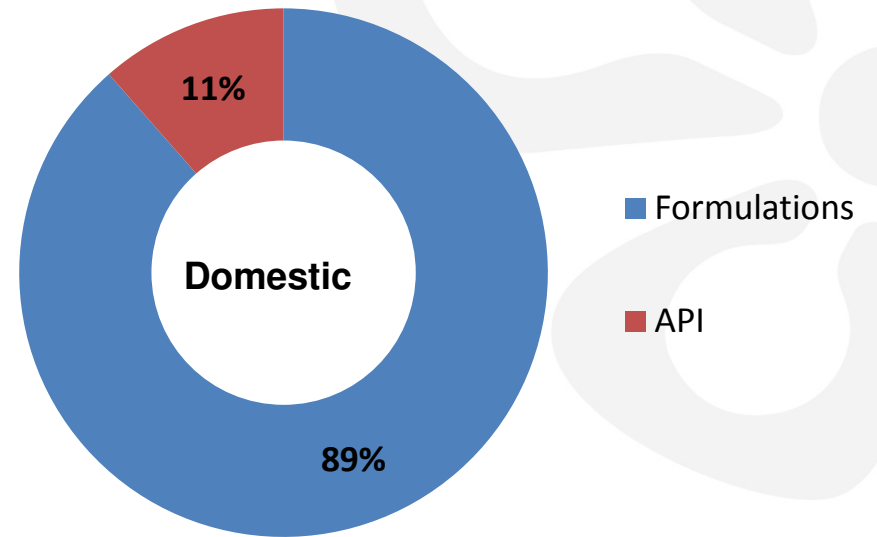
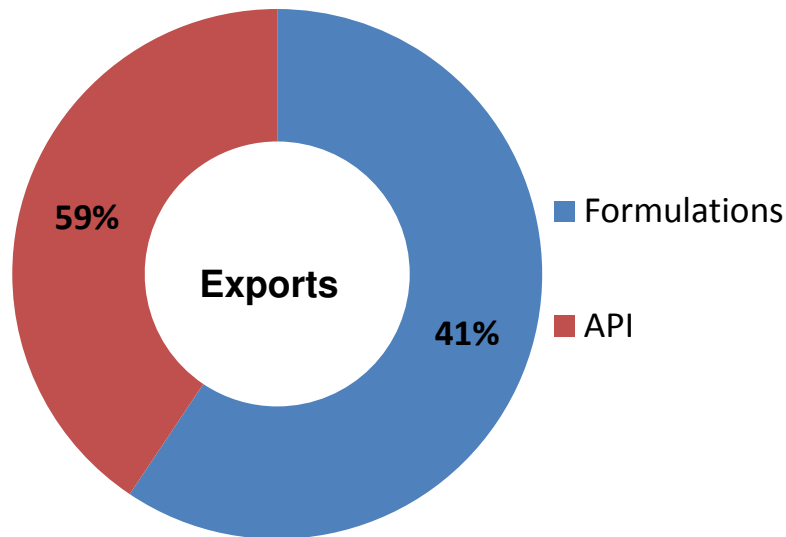
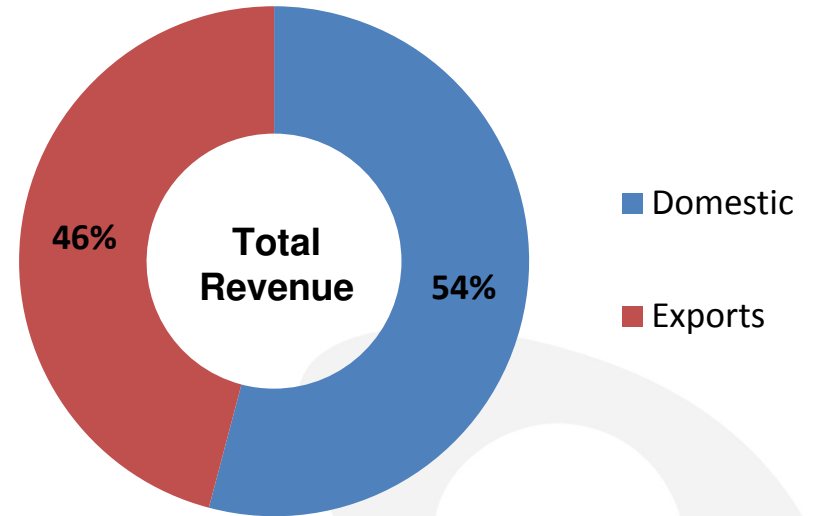
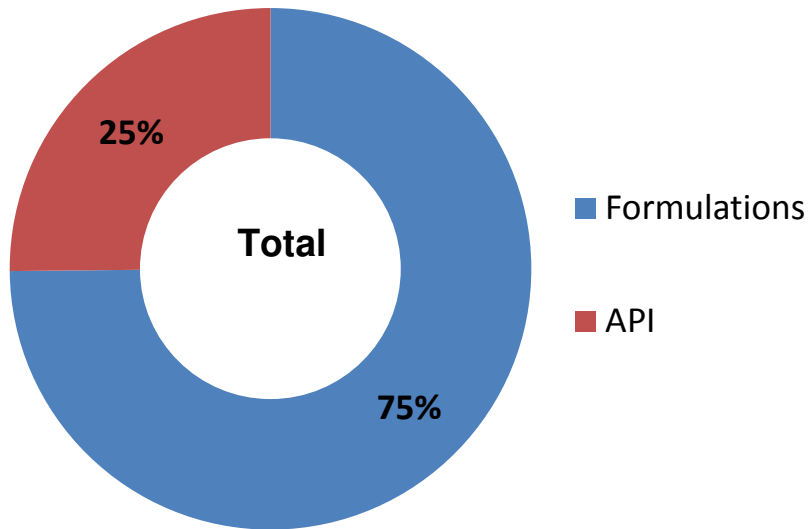
Active Pharmaceutical Ingredients (APIs)



Location	Approvals / Inspections
Ratlam (Madhya Pradesh)	TGA-Australia, EDQM, PMDA-Japan, WHO-Geneva, Health Canada, EU-GMP (LaGesso, Berlin), MOH Russia, MFDS (Korea), CDSCO- India, Cofepris (Mexico), EU WC, ANVISA (Brazil)
Indore (Madhya Pradesh)	WHO-Geneva, CDSCO- India, EU WC
Ankleshwar (Gujarat)	PMDA –Japan, CDSCO- India, Cofepris (Mexico), EU WC
Nandesari (Gujarat)	CDSCO- India, EU WC
Aurangabad (Maharashtra)	USFDA, MOH Russia, MFDS, CDSCO- India, EU WC, TGA
Mahad (Maharashtra)	State FDA
Ranu (Taluka Padra) (Gujarat)	CDSCO- India, Cofepris (Mexico), EU WC
Ramdev Chemical Pvt. Ltd., Boisar (Maharashtra) (100% Subsidiary Company)	USFDA, CDSCO- India, EU WC

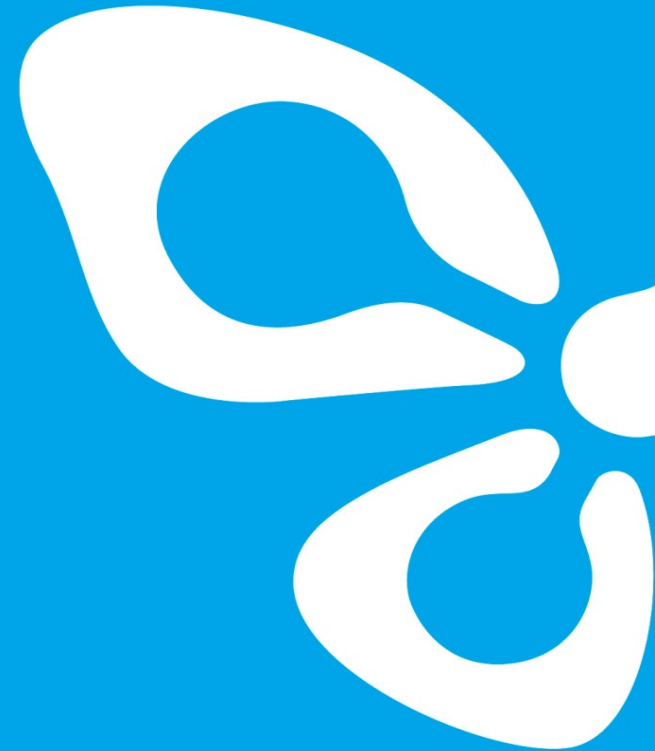
Revenue Break-up





Rs. Crs	2021-22			2020-21			Growth
	Domestic	Exports	Total	Domestic	Exports	Total	
Branded Formulations	2508.27	415.99	2924.26	1981.67	403.42	2385.09	22.6%
Generic/ Institution/ Tender Formulations	-	1070.75	1070.75	-	1193.77	1193.77	-10.3%
Total Formulations	2508.27	1486.74	3995.01	1981.67	1597.19	3578.86	11.6%
API / Intermediates	325.42	1015.95	1341.37	386.33	1120.00	1506.33	-11.0%
Others	119.11	-	119.11	116.21	-	116.21	
Total Income	2952.80	2502.69	5455.49	2484.21	2717.19	5201.40	4.9%
Growth	18.9%	-7.9%	4.9%				

Financials



F.Y. 2021 - 22			F.Y. 2020 - 21		
	Rs. Crs	US\$ Mn	Rs. Crs	US\$ Mn	% Growth
Total Income	5455.49	733	5201.40	699	5%
EBIDT	1268.20	170	1534.47	206	-17%
EBIDT %	23.25%		29.50%		
PBT #	1088.36	146	1379.96	186	-21%
PBT %	19.95%		26.53%		
PAT #	870.94	117	1140.77	153	-24%
PAT %	15.96%		21.93%		

After forex gain of Rs. 31.47 Crs as against of Rs. 41.35 Crs for previous year.

Profitability	FY 2021-22	FY 2020-21
PBIDT	23.25%	29.50%
PBT	19.95%	26.53%
PAT	15.96%	21.93%

Business Characteristics	FY 2021-22	FY 2020-21
Return on Capital Employed % (PBIT / Capital Employed)	17.95%	27.97%
Return on Net Worth % (PAT / Net Worth)	15.77%	24.00%
Fixed Asset Turnover Ratio (Total Income / Net Fixed Assets)	2.30	2.54
Capital Employed Turnover Ratio (Total Income / Capital Employed)	0.89	1.05
Asset Coverage Ratio (to term loan) (Net Fixed Assets / Total Long Term Borrowings)	5.61	27.08
Long Term Debt Equity Ratio (Total Long Term Borrowings / Net Worth)	0.08	0.02
Debtors Turnover Ratio (Days) (Trade Receivables / Turnover) x 365	56	56
Creditors Turnover Ratio (Days) (Trade Payables / Purchases) x 365	107	93
Inventory Turnover Ratio (Days) (Inventory / Turnover) x 365	120	109

Growth	FY 2021-22	FY 2020-21
Net Total Income	4.9%	17.4%
Domestic Sales	19.7%	9.5%
Export Sales	-7.9%	26.7%
PBIDT	-17.4%	54.5%
PBT	-21.1%	75.8%
Net Profit	-23.7%	74.8%

Q1 FY23			Q1 FY22		
	₹ Crs	US\$ Mn	₹ Crs	US\$ Mn	% Growth
Total Income	1488.09	192	1492.21	202	0%
EBIDT	290.51	38	404.37	55	-28%
EBIDT %	19.52%		27.10%		
PBT #	216.06	28	356.37	48	-39%
PBT %	14.52%		23.88%		
PAT #	143.82	19	284.72	39	-49%
PAT %	9.66%		19.08%		

After forex gain of ₹ 3.22 Crs as against forex loss of Rs. ₹ 14.25 Crs for previous quarter.

Q2 FY23			Q2 FY22		
	₹ Crs	US\$ Mn	₹ Crs	US\$ Mn	% Growth
Total Income	1521.47	191	1438.91	194	6%
EBIDT	320.19	40	354.38	48	-10%
EBIDT %	21.04%		24.63%		
PBT #	244.60	31	322.12	43	-24%
PBT %	16.08%		22.39%		
PAT #	167.78	21	257.64	35	-35%
PAT %	11.03%		17.91%		

After forex loss of ₹ 11.66.Crs as against forex gain of Rs. ₹ 19.71 Crs for previous quarter.

	Q3 FY23		Q3 FY22		% Growth
	₹ Crs	US\$ Mn	₹ Crs	US\$ Mn	
Total Income	1458.09	177	1341.71	179	9%
EBIDT	255.28	31	315.12	42	-19%
EBIDT %	17.51%		23.49%		
PBT #	171.83	21	272.24	36	-37%
PBT %	11.78%		20.29%		
PAT #	120.27	15	218.17	29	-45%
PAT %	8.25%		16.26%		

After forex loss of ₹ 15.99.Crs as against forex gain of Rs. ₹ 9.64 Crs for previous quarter.

9 Mths FY23			9 Mths FY22		
	₹ Crs	US\$ Mn	₹ Crs	US\$ Mn	% Growth
Total Income	4467.65	561	4272.83	576	5%
EBIDT	865.98	109	1073.87	145	-19%
EBIDT %	19.38%		25.13%		
PBT #	632.49	79	950.73	128	-33%
PBT %	14.16%		22.25%		
PAT #	431.87	54	760.53	102	-43%
PAT %	9.67%		17.80%		

After forex loss of ₹ 41.90Crs as against forex gain of Rs. ₹ 32.57 Crs for previous period.

F.Y. 2021 - 22			F.Y. 2020 - 21		
	Rs. Crs	US\$ Mn	Rs. Crs	US\$ Mn	% Growth
Total Income	5896.36	792	5482.83	737	8%
EBIDT	1345.04	181	1565.89	210	-14%
EBIDT %	22.81%		28.56%		
PBT #	1135.72	153	1388.98	187	-18%
PBT %	19.26%		25.33%		
PAT #	884.08	119	1140.01	153	-22%
PAT %	14.99%		20.79%		

After forex gain of Rs. 30.79 Crs as against of Rs. 41.30 Crs for previous year.

Business Characteristics	FY 2021-22	FY 2020-21
Return on Capital Employed % (PBIT / Capital Employed)	18.61%	28.24%
Return on Net Worth % (PAT / Net Worth)	15.88%	24.17%
Fixed Asset Turnover Ratio (Total Income / Net Fixed Assets)	2.16	2.38
Capital Employed Turnover Ratio (Total Income / Capital Employed)	0.96	1.11
Asset Coverage Ratio (to term loan) (Net Fixed Assets / Total Long Term Borrowings)	6.43	22.37
Long Term Debt Equity Ratio (Total Long Term Borrowings / Net Worth)	0.08	0.02
Debtors Turnover Ratio (Days) (Trade Receivables / Turnover) x 365	58	55
Creditors Turnover Ratio (Days) (Trade Payables / Purchases) x 365	109	90
Inventory Turnover Ratio (Days) (Inventory / Turnover) x 365	118	108

Growth	FY 2021-22	FY 2020-21
Net Total Income	7.5%	16.3%
Domestic Sales	22.7%	9.2%
Export Sales	-4.9%	24.1%
PBIDT	-14.1%	54.1%
PBT	-18.2%	86.0%
Net Profit	-22.4%	86.5%

	Q1 FY23		Q1 FY22		% Growth
	₹ Crs	US\$ Mn	₹ Crs	US\$ Mn	
Total Income	1607.85	208	1586.81	215	1%
EBIDT	305.57	39	434.10	59	-30%
EBIDT %	19.00%		27.36%		
PBT #	222.69	29	379.87	51	-41%
PBT %	13.85%		23.94%		
PAT #	143.06	18	306.66	42	-53%
PAT %	8.90%		19.33%		

After forex gain of ₹ 3.46 Crs as against forex loss of Rs. ₹ 14.23 Crs for previous quarter.

	Q2 FY23		Q2 FY22		% Growth
	₹ Crs	US\$ Mn	₹ Crs	US\$ Mn	
Total Income	1637.18	205	1562.51	211	5%
EBIDT	308.46	39	364.06	49	-15%
EBIDT %	18.84%		23.30%		
PBT #	223.82	28	325.64	44	-31%
PBT %	13.67%		20.84%		
PAT #	143.90	18	250.23	34	-42%
PAT %	8.79%		16.01%		

After forex loss of ₹ 11.59 Crs as against forex gain of Rs. ₹ 19.60 Crs for previous quarter.

	Q3 FY23		Q3 FY22		% Growth
	₹ Crs	US\$ Mn	₹ Crs	US\$ Mn	
Total Income	1576.89	192	1443.40	193	9%
EBIDT	262.82	32	310.83	41	-15%
EBIDT %	16.67%		21.53%		
PBT #	169.34	21	260.66	35	-35%
PBT %	10.74%		18.06%		
PAT #	107.84	13	196.96	26	-45%
PAT %	6.84%		13.65%		

After forex loss of ₹ 16.07 Crs as against forex gain of Rs. ₹ 9.91 Crs for previous quarter.

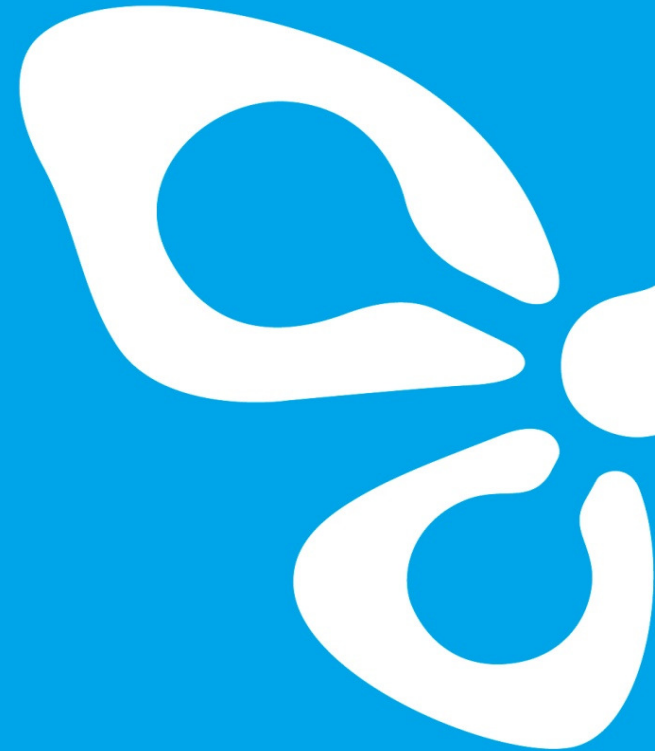
9 Mths FY23			9 Mths FY22		
	₹ Crs	US\$ Mn	₹ Crs	US\$ Mn	% Growth
Total Income	4821.92	606	4592.72	619	5%
EBIDT	876.85	110	1108.99	149	-21%
EBIDT %	18.18%		24.15%		
PBT #	615.85	77	966.17	130	-36%
PBT %	12.77%		21.04%		
PAT #	394.80	50	753.85	102	-48%
PAT %	8.19%		16.41%		

After forex loss of ₹ 41.89 Crs as against forex gain of Rs. ₹ 32.97 Crs for previous period.

Therapeutic Segment	Domestic		Exports	
	2021 - 22	2020 - 21	2021 - 22	2020 - 21
Non Steroidal Anti-Inflammatory Drugs (NSAID)	49%	52%	21%	28%
Cardiovasculars & Anti-Diabetics	17%	19%	25%	23%
Anti-Bacterials	7%	6%	6%	5%
Anti-Malarials	5%	4%	24%	26%
Gastro-Intestinal (GI) Products	3%	3%	6%	4%
Neuro Psychiatry	3%	3%	7%	5%
Cough Preparations	5%	3%	2%	2%
Dermatology	5%	5%	-	-
Urology	3%	3%	-	-
Neutraceuticals	1%	1%	-	-
Others	2%	1%	9%	7%
Total	100%	100%	100%	100%

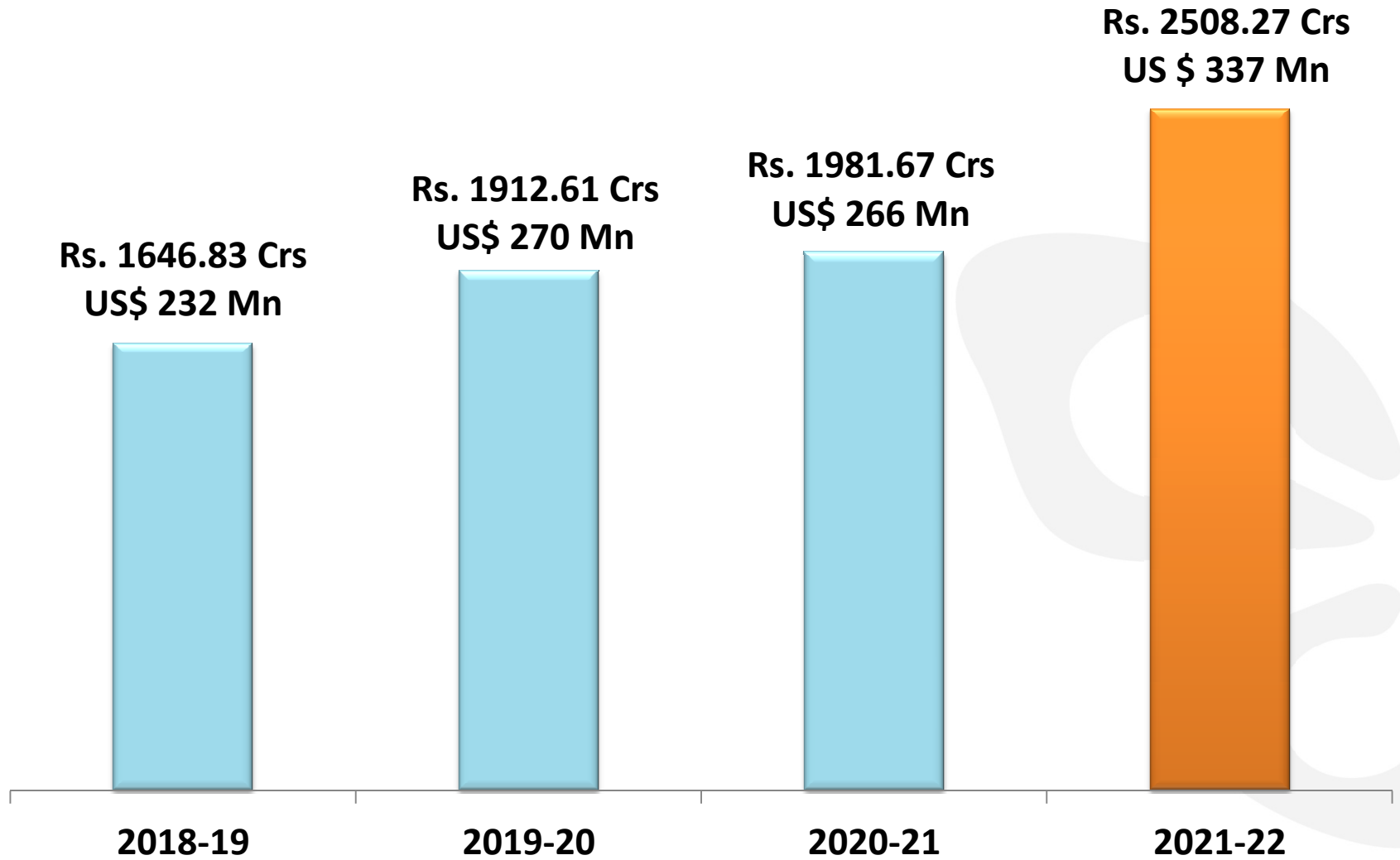
Branded Formulations

Domestic



- All India Rank IQVIA : 17th (MAT Dec'22).
- 24 Depots & 1 C&F agents.
- 17 Therapy Focused Marketing Divisions.
- Field Strength (PSR/ BA)– 5941
- Over 4000 Wholesalers.
- 5 brands among top 300 brands (Zerodol-SP, Zerodol-P, HCQS, Zerodol TH & Folitrax).
- Market leaders in Rheumatoid Arthritis & Anti-malarials .

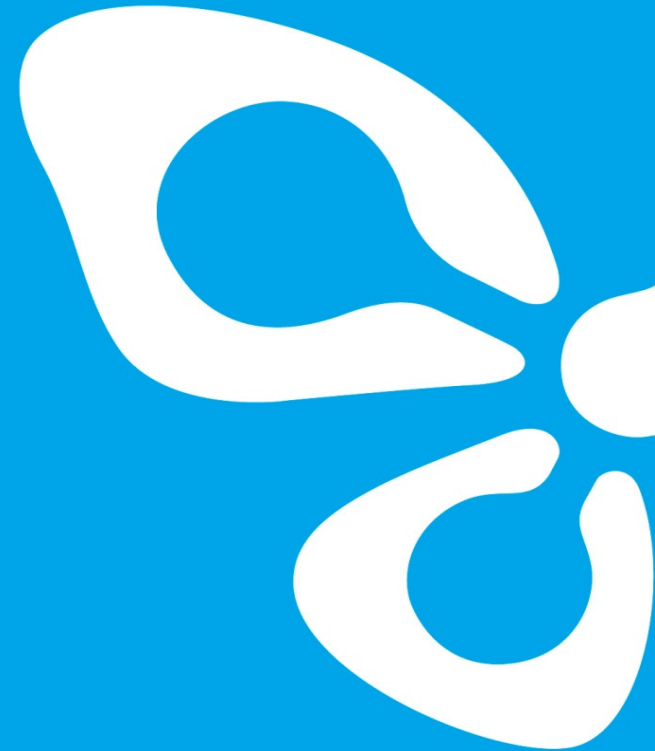
Sales



Future Growth Drivers

- Clinical research as a tool to launch innovative combination formulations / NDDS.
- Strong Brand building with focused promotion.
- In licensing/ out licensing to build business in the promoted therapy.
- Portfolio optimization, strategies to identify need gaps to build, enter, maintain and exit approach.

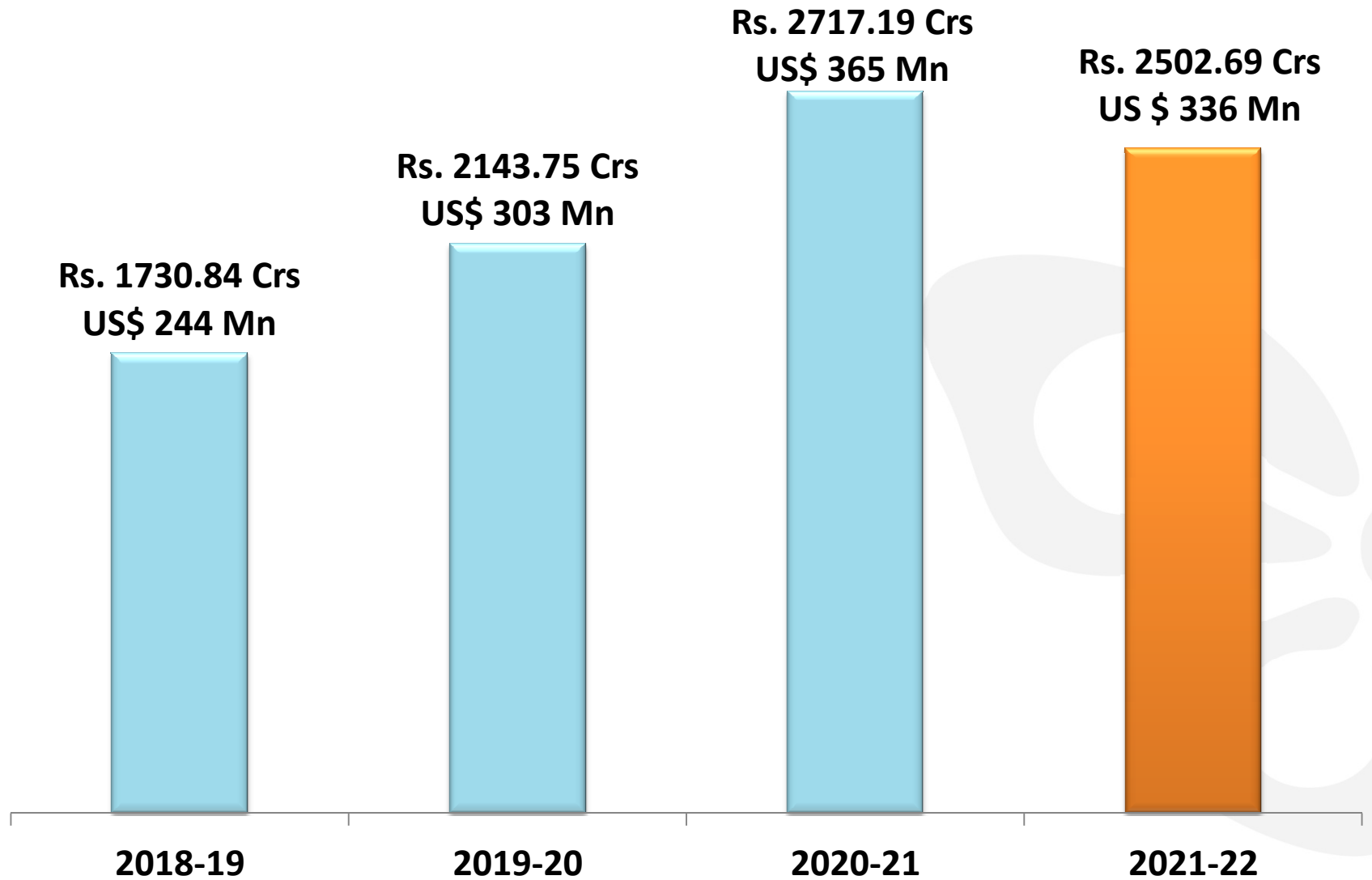
International Business



- Products of the company are now exported to over 100 countries across the globe.
- Recognized Star Trading House.
- 44% sales from exports.
- Field-force to promote brands in more than 35 countries of CIS, South East Asia, Middle East, Latin America and Africa.

- Marketing offices in Russia, Ukraine, Kazakhstan, Belarus , Vietnam, Philippines, Sri Lanka, Myanmar Kenya, Colombia, and Nigeria & Mexico (subsidiary company).
- Formulation dossiers for branded formulations registered in 57 countries.

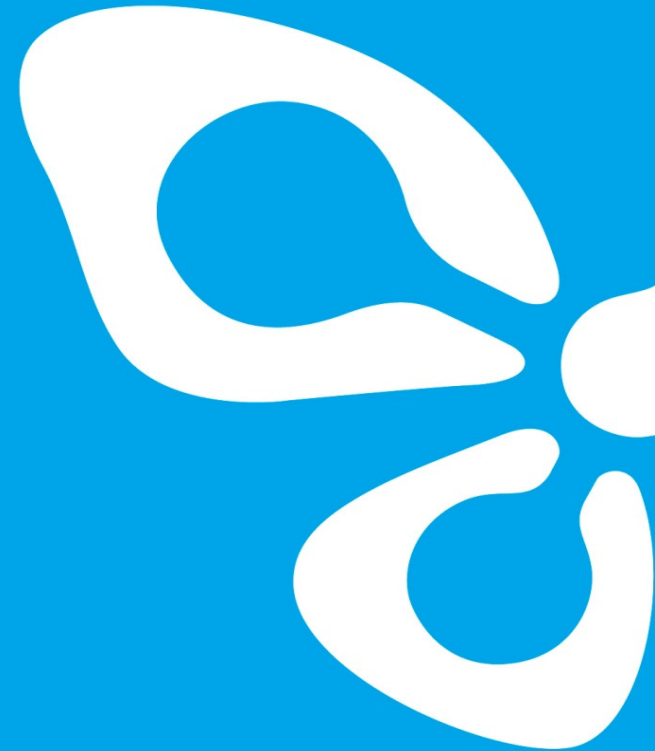
Sales



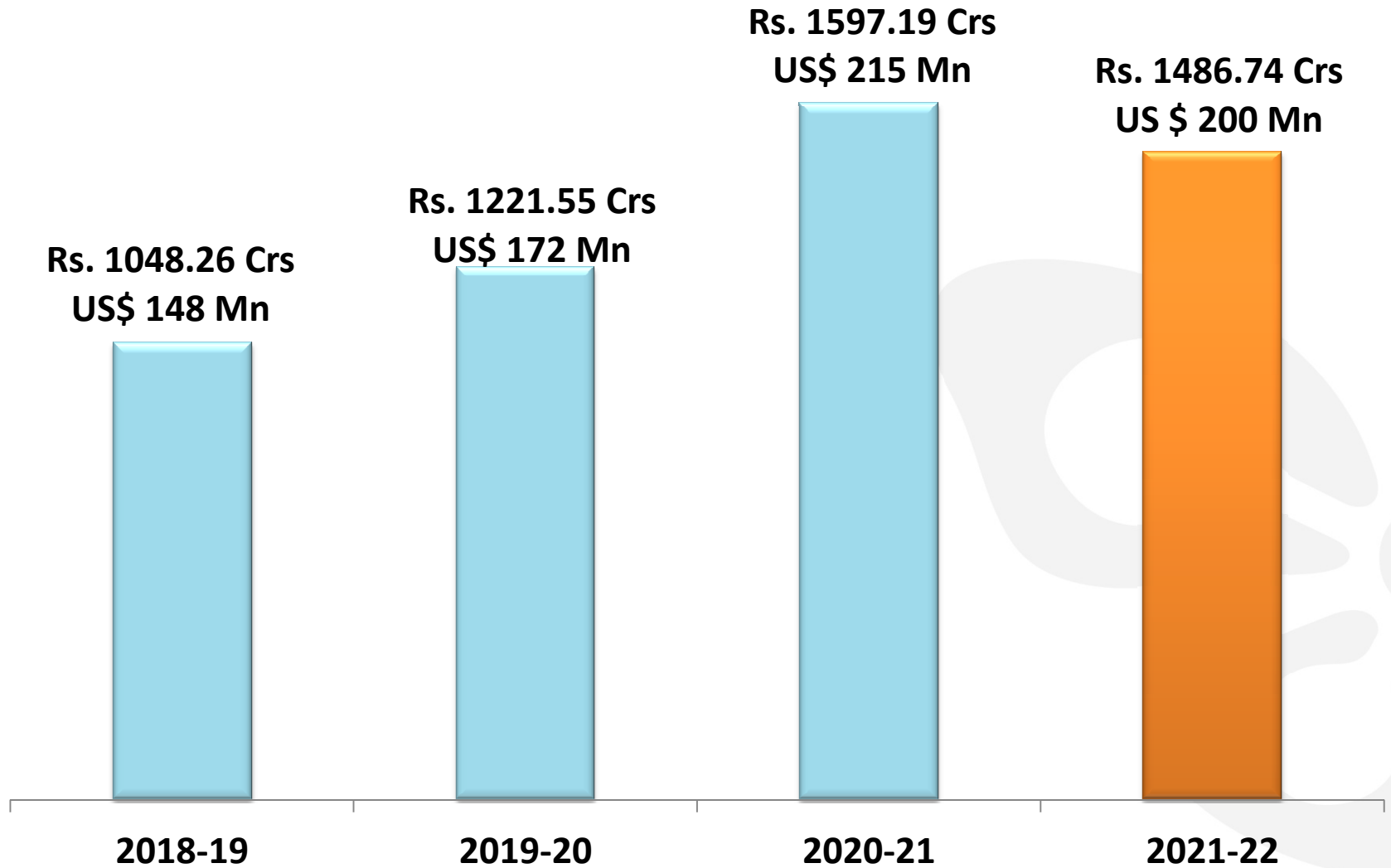
Continent-wise Exports 2021 -22 (Rs. Crs)

Continent	Formulations	Bulk Drugs / Intermediates	Total	% Contribution
Europe	436.49	232.44	668.93	27%
Africa	409.85	62.00	471.85	19%
Americas	162.80	335.96	498.76	20%
Asia	98.91	356.92	455.83	18%
CIS	134.07	25.72	159.79	6%
Australasia	244.62	2.91	247.53	10%
Total	1486.74	1015.95	2502.69	100%

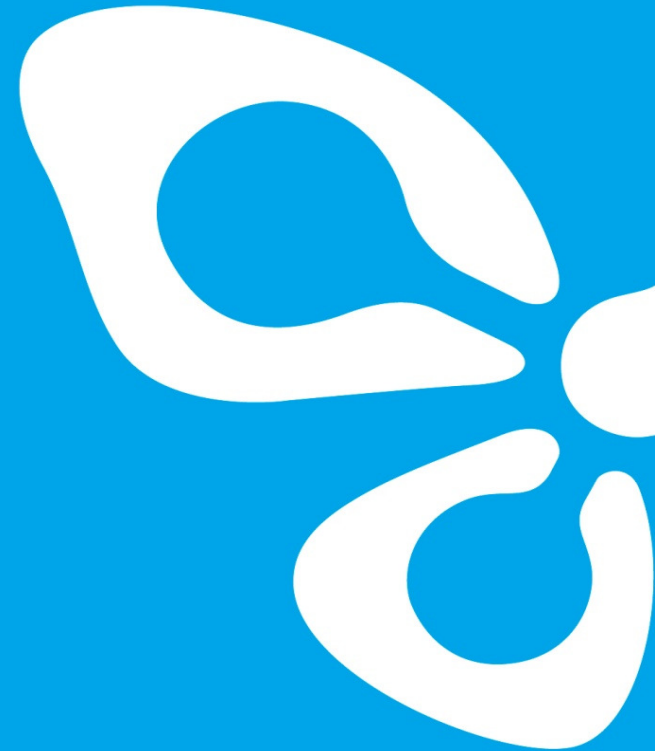
International Formulations



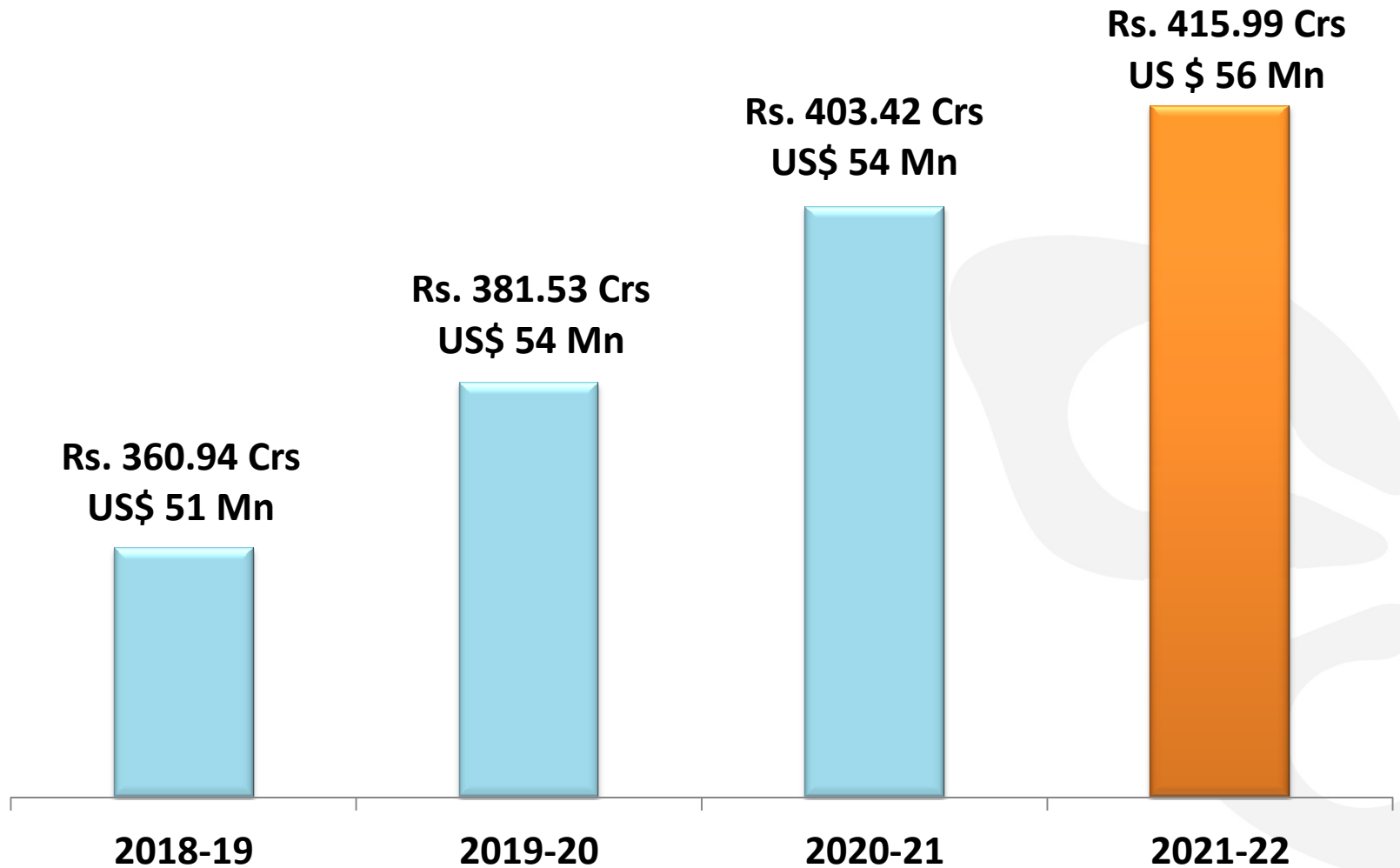
Sales



International Branded Formulations



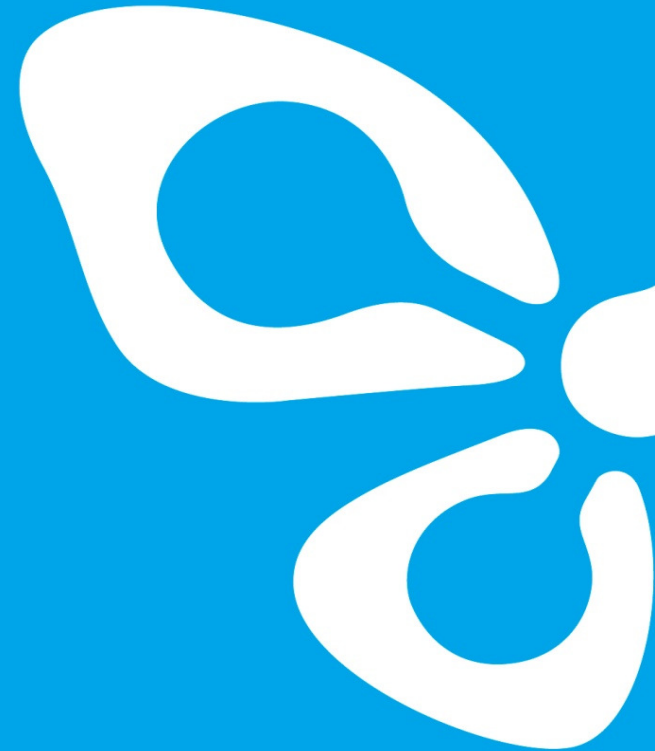
Sales



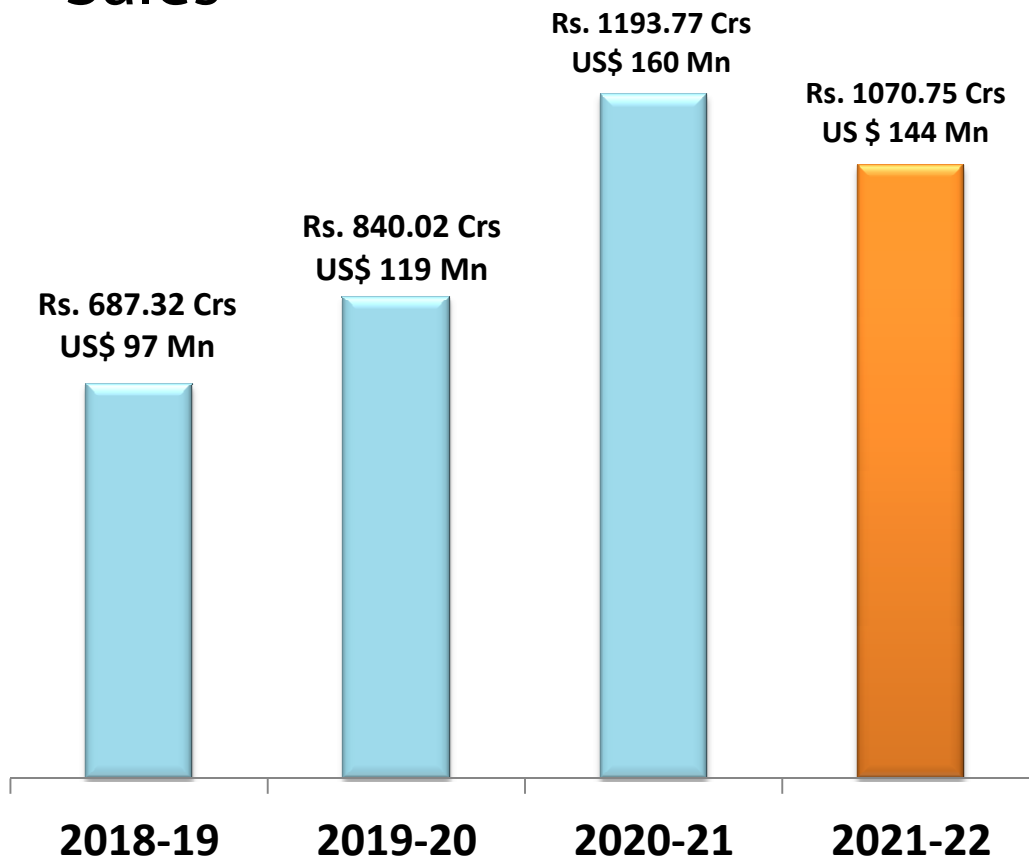
Future Growth Drivers

- Thrust on brand building in Pain, CVS, CNS, Anti-infective and Anti-malarial segments.
- Geographical expansion in covered countries through additional field force.
- Expansion in business lines - Institutions and Distributors.
- Introduction of new products - Existing developed formulations are identified for registration and launch across all continents.

International Generics



Sales



Country	Products Registered	Products Under Registration
United Kingdom / Europe	85	13
Australia / New Zealand	73	2
South Africa	52	11
United States / Canada	35	26

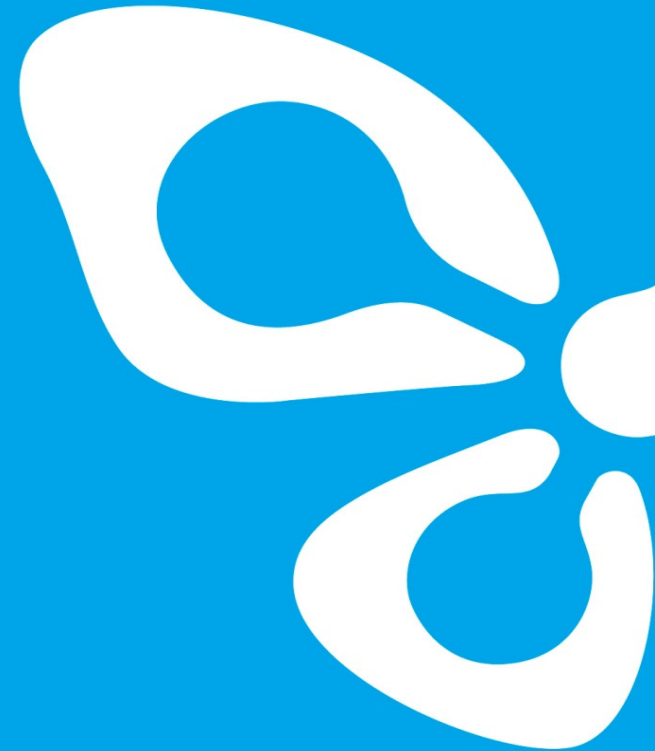
Future Growth Drivers

- Dossiers developed by company approved in UK are being taken for registration in other EU countries.
- Formulations registered to be backed by own API.
- Sale of generic dossiers with or without supply agreements.
- Contract manufacturing arrangements.

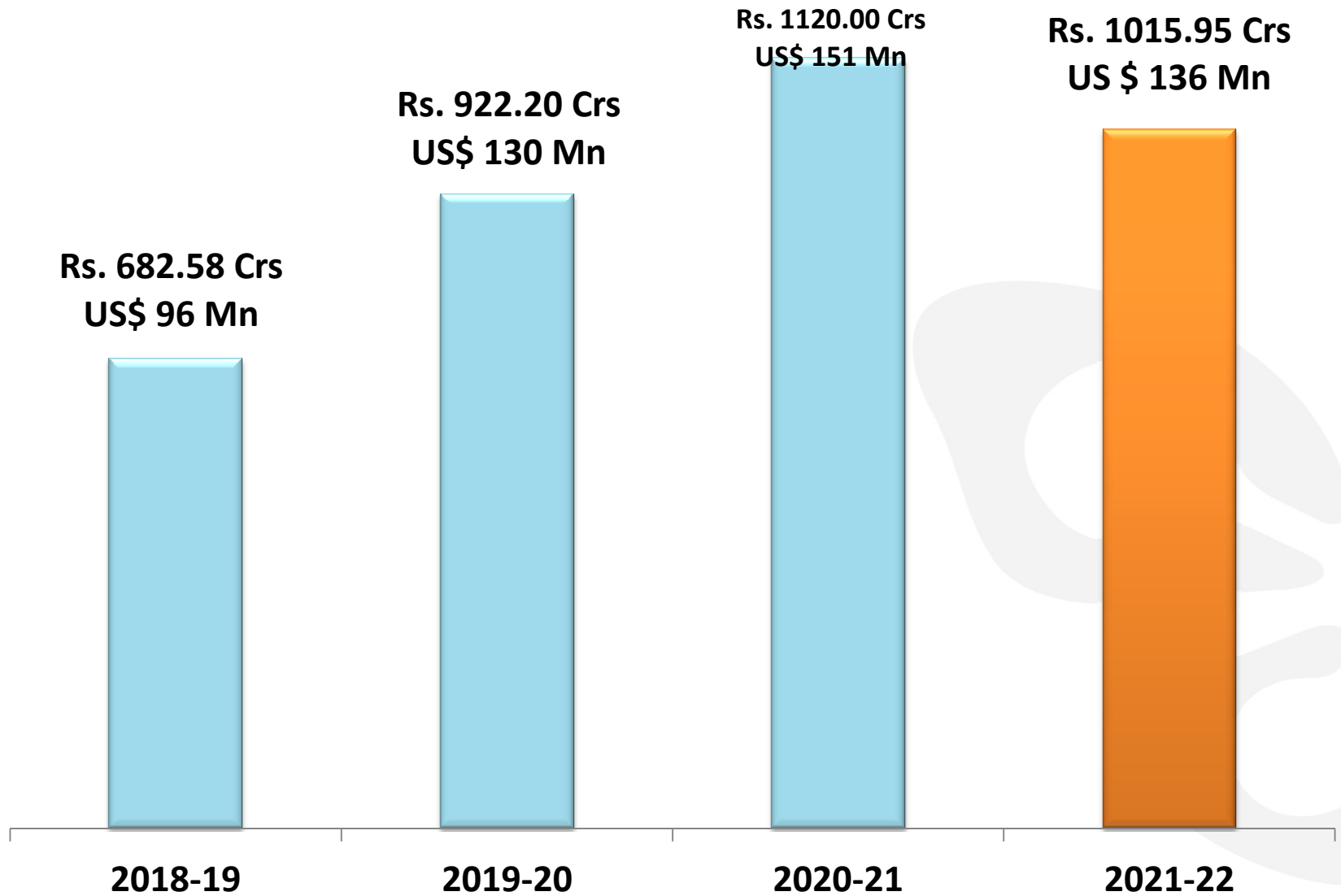
Future Growth Drivers – North America

- Strategic tie up with 3 marketing partners for sale/distribution of Generic formulations.
- 44 ANDAs filed of which 18 ANDAs are approved.
- Exploring contract development and manufacturing opportunities.

International APIs



Sales



Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan -PMDA	Australia	EDQM
1	Atenolol	✓	✓		✓	CEP	✓
2	Artemether			✓		✓	
3	Artesunate			✓			
4	Artesunate Sterile			✓			
5	Amodiaquine Hcl			✓			
6	Amlodipine Besylate	✓					✓
7	Allopurinol	✓	✓			CEP	✓
8	Atovaquone						✓
9	Benzarone				✓		
10	Benzbromarone				✓		
11	Bendroflumethiazide						✓
12	Bisoprolol Fumarate	✓	✓				✓
13	Carvedilol	✓	✓				✓
14	Cetirizine Dihydrochloride						✓
15	Cetirizine Hydrochloride (CZ Process)	✓					

Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan - PMDA	Australia	EDQM
16	Cetirizine Hydrochloride (CZ5/ CZ6 Process)	✓				CEP	
17	Chloroquine Phosphate	✓					✓
18	Chlorthalidone						✓
19	Chlorthalidone (CT3/CT7 Process)	✓					
20	Chlorthalidone (CT7 Process)		✓				
21	Chlorthalidone (CT6 Process)	✓					✓
22	Citalopram HBR						✓
23	Dihydroartemesinin			✓			
24	Etodolac						✓
25	Etodolac (ED6 Process)	✓					
26	Etodolac (ED7 Process)	✓					
27	Famotidine				✓		✓
28	Fenofibrate						✓
29	Fluconazole						✓
30	Flumequine						✓

Sr. No.	Name of the API	US- FDA	Canada- HPFB	WHO	Japan - PMDA	Australia	EDQM
31	Frusemide	✓	✓		✓	CEP	✓
32	Frusemide (Veterinary)		✓				
33	Glimepiride	✓			✓		✓
34	Hydrochlorothiazide (Process I)	✓	✓		✓	CEP	✓
35	Hydrochlorothiazide (Process II)	✓					✓
36	Hydrochlorothiazide (Process III)						✓
37	Hydroxyzine Di Hcl	✓					✓
38	Hydroxychloroquine Sulphate	✓	✓			✓	✓
39	Indapamide	✓	✓				✓
40	Lamotrigine						✓
41	Losartan Potassium (LB3 Process)	✓					
42	Losartan Potassium (LB4 Process)						✓
43	Losartan Potassium (LB7 Process)		✓				✓
44	Lumefantrine			✓			
45	Methylphenidate HCL		✓			CEP	✓

Sr. No.	Name of the API	US- FDA	Canada- HPFB	WHO	Japan - PMDA	Australia	EDQM
46	Mesalamine (MZ4 Process)	✓					
47	Mesalazine						✓
48	Mesalazine (MZ4B Process)						✓
49	Metformin HCL		✓				✓
50	Metformin HCL (ML Process)	✓					
51	Metformin HCL (ML2 Process)	✓					
52	Metoclopramide HCl (M Process)	✓	✓				
53	Metoclopramide HCl					CEP	✓
54	Metoclopramide Base				✓		
55	Metoprolol Succinate	✓				CEP	✓
56	Metoprolol Tartrate	✓	✓		✓	CEP	✓
57	Metoprolol Tartrate (O3/O5 Process)	✓					
58	Midodrine Hydrochloride	✓					
59	Nabumetone	✓					✓
60	Nifedipine				✓		✓

Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan - PMDA	Australia	EDQM
61	Ondansetron Hydrochloride	✓	✓			CEP	✓
62	Ondansetron Base	✓	✓			✓	
63	Olanzapine	✓					
64	Paroxetine Hcl					CEP	✓
65	Primaquine Phosphate	✓				✓	
66	Piperaquine Phosphate			✓			
67	Probenecid	✓					
68	Proguanil Hydrochloride	✓					✓
69	Propranolol HCl	✓	✓		✓	CEP	✓
70	Pyrantel Pamoate	✓					
71	Pyrantel embonate		✓				✓
72	Pyrimethamine	✓					✓
73	Promethazine Hydrochloride	✓					
74	Quetiapine Fumarate	✓	✓				✓
75	Risperidone	✓					

Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan - PMDA	Australia	EDQM
76	Risedronate Sodium Hemi-Pentahydrate	✓					
77	Ractopamine Hcl	✓	✓				
78	Sodium Alendronate	✓			✓		✓
79	Telmisartan						✓
80	Telmisartan (WT3A Process)	✓					
81	Torsemide	✓					✓
82	Tramadol Hydrochloride	✓					
83	Tramadol Hydrochloride (YT2 Process)						✓
84	Tramadol Hydrochloride (YT3 Process)		✓				✓
85	Trimethoprim				✓	CEP	✓
86	Trimethoprim (T Process)	✓					
87	Trimethoprim (T4 Process)	✓					
88	Triamterene	✓					✓
89	Valsartan (VA2 Process)		✓				
90	Valsartan (VA6 Process)	✓					✓

Sr. No.	Name of the API	US-FDA	Canada-HPFB	WHO	Japan - PMDA	Australia	EDQM
91	Venlafexine Hydrochloride	✓					✓
92	Warfarin Sodium Clathrate	✓					✓
93	Warfarin Sodium					CEP	✓
94	Zaltoprofen				✓		
	Total	53	23	7	14	18	55

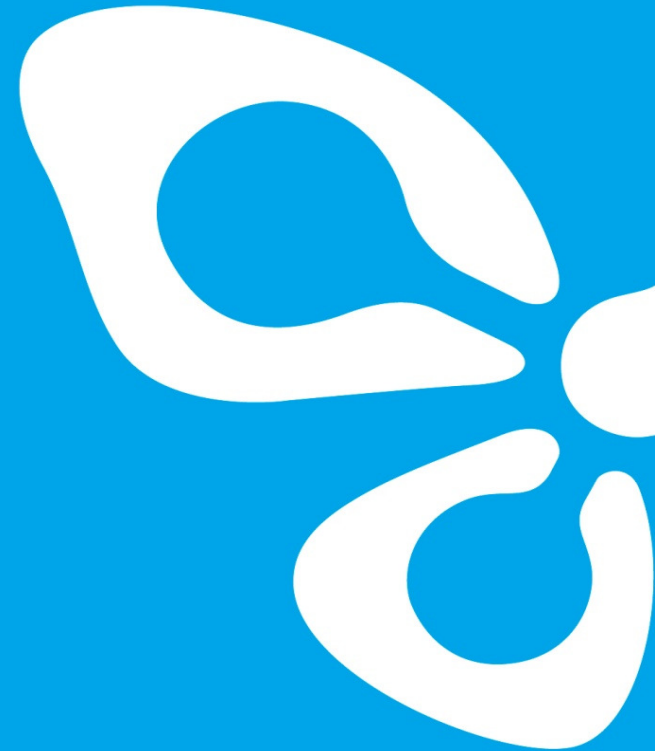
Note : Australia accept CEP issued by EDQM

Future Growth Drivers

- Consolidate API business of Sartans across the globe.
- Long term strategic tie-ups with major South American/European formulators.
- Leverage the customer base of more than 1000 customers spread across 90 countries is well laid down platform to introduce Ipca new pipeline products.
- Increased focus in emerging markets like LATAM, CIS & China
- Own API manufacturing to back formulations, especially for the Generic market.
- Exploring strategic business relationship with smaller API manufacturers for increasing product basket.

Research & Development

APIs & Formulations



R & D Spending		
Year	Rs. Crs	% to Sales
2017-18	118.10	3.73%
2018-19	89.35	2.50%
2019-20	101.04	2.35%
2020-21	126.67	2.49%
2021-22	141.46	2.65%

- Current scientist manpower of around 541
- Research focus on developing APIs with non-infringing process and development of finished dosage forms.
- Development of NDDS for domestic and international market.
- 248 patent applications filed.
- Bio-tech / fermentation research facility established .
- Undertaking contract research activities for APIs & Formulations for international clients.

- Established “state of the art” R&D in **2015**
- Lashed with **modern equipments and HTP devices**
- Capable of In-house development from “Clone to Clinic”
- Scientific staff : **60+**
- Products:
 - Mammalian based “mAbs”
 - Microbial based “Non-mAbs”

➤ **Molecules: Anti-cancer and Anti-inflammatory mAbs**

Molecules	Stage of Development			
	Development	Pre-clinical	Clinical Trials	MAA/Launch
				UK/IN/EU
mAb1	➔ 2022-23			2024-25
mAb2	➔ 2023-24			2024-25
mAb3	➔ 2023		➔	2026-27
mAb4	➔ 2023		➔	2026-27
mAb5	➔ 2023	➔	➔ 2024	
mAb6	➔ 2023	➔	➔ 2024	
Non-mAb 1	➔ 2023			

➤ **6 monoclonal antibodies (mAbs) at various stage of the development**

➤ **Selected 5 Non-mAb Molecules for EU and USA Market**

Thank you

No part of this corporate presentation may be re-produced, quoted or circulated without prior approval of Ipca Laboratories Limited.

This presentation may include forward looking statements based on our current business expectations. Our actual results may differ from what is projected in this corporate presentation. The viewers of this presentation may use their own judgment and calculation before making any decision on any matter based on the information given herein.

The company also disclaims any obligation to revise any of the information given in this presentation.