



**GROWING
TOGETHER**



PROFILE OF AN EMERGING

**GLOBAL
LEADER**



Today is the beginning of an exciting journey at Sun Pharma. With two companies coming together, we are creating a new organization that will be better than the sum of both. Our aim is to deliver highest quality innovative and complex products at affordable prices. Driven by our foundational values – Humility, Integrity, Customer Service & uncompromising Teamwork, we are determined to maintain global standards by putting the health & welfare of our patients first.

LEADERSHIP OVERVIEW



**PHARMA COMPANY IN INDIA,
ONE OF THE FASTEST
GROWING MARKETS**

45
**MANUFACTURING
FACILITIES GLOBALLY**

#5

**GLOBAL SPECIALITY GENERIC
PHARMA COMPANY**

OVER 3,000
FORMULATIONS

**VERTICALLY INTEGRATED
COMPANY WITH GLOBAL
OPERATIONS**

30,000+

EMPLOYEES REPRESENTING

50+

NATIONALITIES

OVER 300
API PRODUCTS

OVER 150
**COUNTRIES
(PRODUCTS SOLD)**

FINANCIAL SNAPSHOT

◆ ₹ Million ◆ US\$ Million

Pro forma numbers for 12 months ended Dec '14

CONSOLIDATED REVENUES	INDIA REVENUES	US REVENUES	ROW (Rest of world) REVENUES	API & OTHER REVENUES	INTERNATIONAL REVENUES
◆ 278,566	◆ 66,193	◆ 139,277	◆ 62,400	◆ 10,696	75%
◆ 4,564	◆ 1,085	◆ 2,282	◆ 1,022	◆ 175	

SCALING NEW HEIGHTS IN NORTH AMERICA

GENERICS



#5

Ranking in US **generic market**



Manufacturing capabilities across multiple dosage forms – **lotions & cream, oral solids, liquids and injectables**



437

ANDAs approved across multiple therapies
(as of Dec '14)



149

ANDAs pending approval
(as of Dec '14)



SCALING NEW HEIGHTS IN NORTH AMERICA

BRANDED GENERICS & DERMATOLOGY



#1

in the US **generics dermatology**
market



#3

in the US **branded dermatology**
space



Diverse Portfolio

Radio pharmaceuticals – **Pharmalucence**
medical devices – **DUSA**



Market Leadership

Significant presence in the
dermatology market with a
combined strength of **Sun Pharma,**
DUSA & Taro Pharma



Global Rights

Exclusive worldwide rights for
Tildrakizumab – a product in
Phase 3 development for treating
chronic plaque psoriasis



1 PHARMA COMPANY IN INDIA



\$1.1 billion

Revenue in India



31 brands

in Top 300 brands of Indian
Market

(AIOCD-AWACS Feb '15)



9,000+

Combined

Sales force

that increases our reach



#1

in share of prescription across

11 specialities

(SMSRC Rx ranking July-Oct '14)



9.1%

India Market share

(AIOCD-AWACS Dec '14)



**Balanced
portfolio**

with a healthy mix of
chronic therapies, acute care
and OTC products



INCREASING MARKET SHARE IN EMERGING MARKETS

Global footprint in over **50** markets

Increasing leadership in key Emerging Markets – **Russia, Romania, South Africa, Brazil & Malaysia**

Extensive product portfolio comprising large basket of **branded products**

Strong relationships with **doctors and medical practitioners**

Robust product pipeline for **high-growth** emerging markets

Opportunities to leverage market presence to **cross-sell products**

Over **2,500** Sales representatives



GLOBAL CONSUMER HEALTHCARE

14

Key Brands

10

Ranked among India's top 10 consumer healthcare businesses
(Source: Euromonitor)

2,500+

Distributors & Sales Representatives in India

100,000+

Outlets in India

Ranked Top

10

Consumer Healthcare Company in 4 global markets – **India, Romania, Nigeria & Myanmar**

5

Core markets **India, Russia, Romania, Nigeria and Myanmar**

4

Growth markets **Ukraine, Poland, South Africa & Sri Lanka**

5

Brands are **category leaders** across 3 markets **India, Romania and Nigeria**

Dedicated **sales force** across **International Markets**

10,000+

Retailed through Pharmacies across **Russia**

7,000

Available across Pharmacies in **Romania**

Distributed widely across **Ukraine**



WESTERN EUROPE

Focus on **key markets** with capabilities ranging from manufacturing to distribution

Expanding portfolio of complex generic products, including injectables and hospital products

Extensive knowledge of local markets and regulatory landscape



Significant presence across all major European markets

Strategic entry into the retail market

Enhanced **combined portfolio** to drive business growth

Enhancing presence across **6 countries**

API BUSINESS

World-class facilities across the globe with all sites **ISO 14001** & **ISO 9002** approved

11 API manufacturing units

USFDA, European and other major regulatory market approved sites

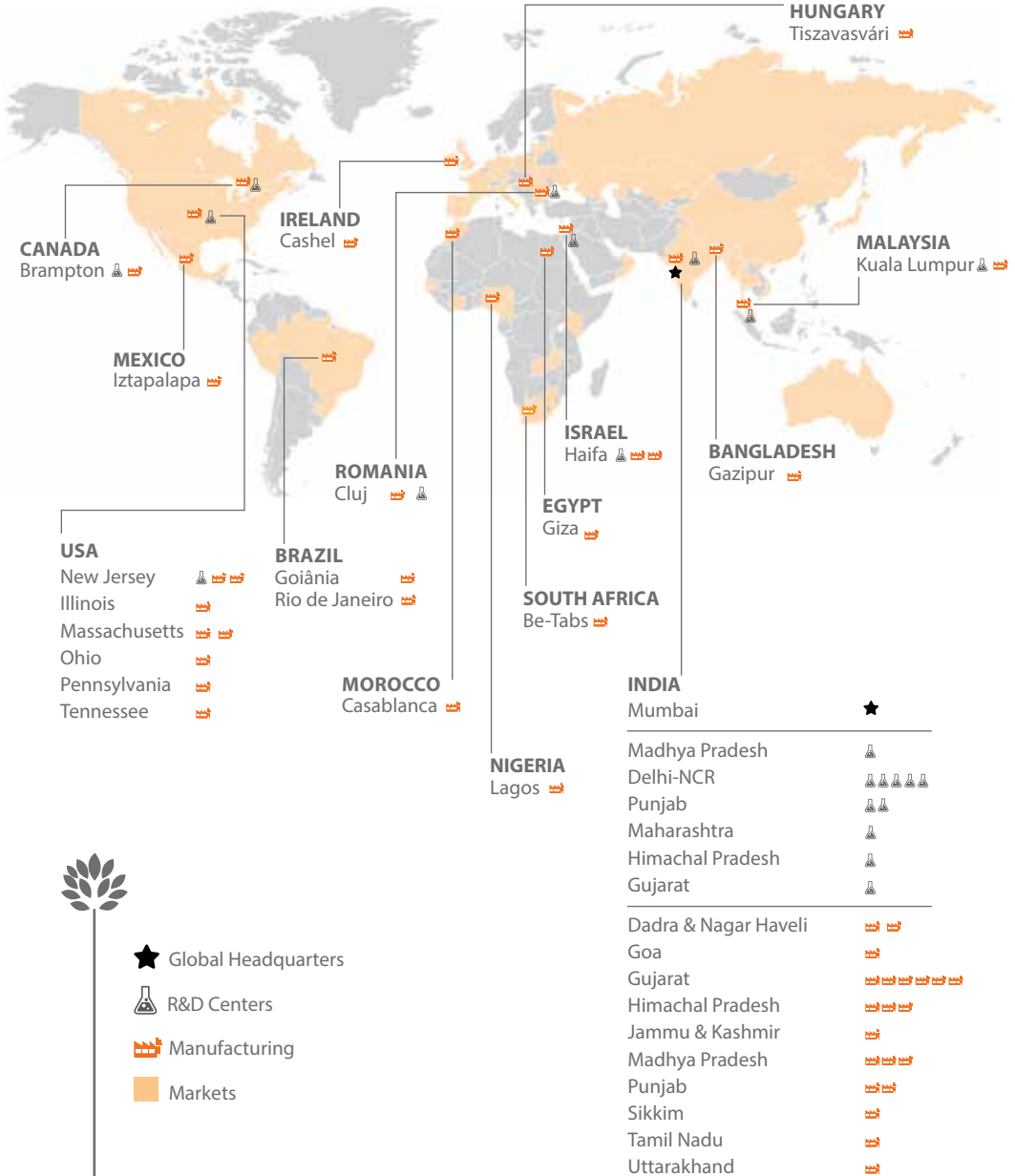


Strong Regulatory Capability – Over **268+** DMF/CEP filed and **180+** approved

Controlled substance API manufacturing capabilities



OUR GLOBAL FOOTPRINT



This map is illustrative and not drawn to scale

FOSTERING EXCELLENCE THROUGH INNOVATION

R&D FOCUS



Enabling global access to complex products

1,800

Scientists reflecting strong intellectual capabilities

6.30%

Turnover invested in R&D



Innovative technology platforms delivering robust products for globally diverse markets



An extensive range of immediate and complex delivery systems spanning oral, parenteral, topical and inhalation dosage forms



Our use of the latest technologies to develop complex products is the key differentiating factor of our research

QUALITY FOCUS

Globalization of our Quality policy aligned to best practices

Harmonization of systems and tools to assure **efficient processes**

Creating training, reward & mentoring programs to empower people to do it **“right each time, every time”**

One voice culture that embraces **Quality with patient safety and product efficacy in mind**

Meeting our regulatory commitments to provide **best-in-class affordable products globally**





SUN
PHARMA

www.sunpharma.com