

**Driven by the  
Belief that  
Good Health  
Can't Wait.**

**20000+ people | 40 nationalities | 200+ products | 30 countries**

## **One Purpose**

We accelerate access  
to affordable and  
innovative medicines

because

**Good Health  
Can't Wait.**



# Our Purpose guides our commitment to our customers and our strategic choices

Bringing  
expensive  
medicine within  
reach

Addressing unmet  
patient needs

Helping patients  
manage disease  
better

Working with  
partners to help them  
succeed

Enabling and helping  
our partners ensure  
that our medicines  
are available where  
needed

## Strategic choices

Offer our patients the products they value most and help our partners succeed through our flexible supply chain and services

# We are a global pharmaceutical company with three key businesses

## Pharmaceutical Services & Active Ingredients

Partner of Choice

- ✚ Global leader in integrated development, manufacturing and supply of APIs and Drug products.

## Global Generics

Access to affordable medicines

- ✚ Finished dosage businesses in distribution-driven unbranded as well as detailing-driven branded markets.
- ✚ North America, India, Russia & Europe are key markets in this segment.

## Proprietary Products

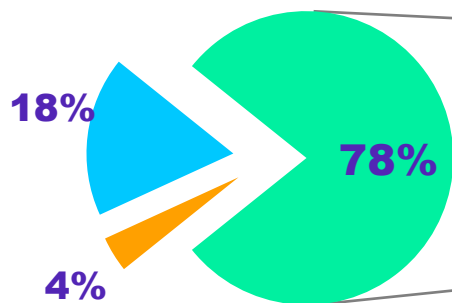
Fulfilling unmet medical needs

- ✚ Focus on building sustainable and profitable proprietary products business in dermatology & neurology



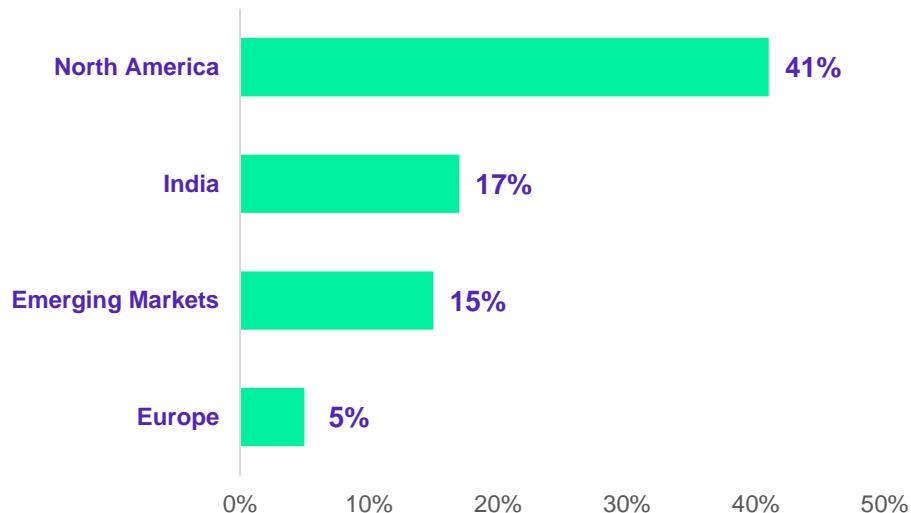
# We have had significant success in highly regulated markets...

Revenue split by business



- Proprietary Products & Others
- PSAI
- Global Generics

Split of GG business by Geography



**Revenue mix for FY18 - \$2.2 BN**

# ...with presence in all major regions of the world

Commercial  
presence in

**30**  
countries



USA



China



Romania



Uzbekistan



Netherlands



Russia



United Kingdom



Australia



Vietnam



Brazil



India



Ukraine



Canada



Sri Lanka



Mexico



Germany



South Africa



Myanmar



Jamaica



Colombia



Venezuela



Kazakhstan



Belarus



New Zealand



Japan



France



Italy



Spain



Switzerland



Malaysia

**9**

API  
Manufacturing  
Facilities

**14**

Formulations  
Manufacturing  
Facilities

**10**

Global  
R&D Centres

**1**

Biologics  
Development  
Centre

# We use science and technology to provide affordable and innovative medicines.



## Our R&D Strengths



State-of-the-art R&D Centers in India, U.K., U.S. & Netherlands



Over 2000 research scientists working on various projects

## In FY2018



107  
ANDAs



12  
DMFs



139 New  
products  
launched



## Industry-leading chemistry skills

- Niche product opportunities (Tacrolimus, Metoprolol succinate, Azacitadine, Divalproex Sodium ER)



First Indian-company- launched Para IV product, **Fluoxetine**, in USA



## Vertical integration

- Integrated R&D
- API manufacturing (10 facilities)
- Formulations manufacturing (14 facilities)



World's first generic monoclonal antibody of Rituximab **Reditux**



## Early-mover advantage in biosimilars

- 5 biosimilar products being marketed
- Biologics development and manufacturing in India



Several complex generics launched in USA with fewer than three competitors, e.g., **Fondaparinux**



# We strive to be the first to launch tough-to-make products and differentiated formulations

IP and technology-driven active ingredients

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Complex generics and biologics

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Differentiated formulations and novel products for unmet needs





# We are recognized for our strong corporate governance

- Our Board was named one of **India's best managed boards** by Mint and Aon Hewitt and by Economic Times and Hays in their respective studies
- We were declared **Indian MNC of the year** at the All India Management Association (AIMA) Awards 2016.
- In the Asian Centre for Corporate Governance & Sustainability's Leadership, Corporate Governance, Sustainability & CSR Awards 2015, we were conferred with the **"Best Governed Company"** award.

**2001**

Dr. Reddy's becomes the first Asia Pacific pharmaceutical company, besides Japan, to list on the New York Stock Exchange (NYSE).

**India's  
Best  
Managed  
Board**

# Our people practices across the markets we operate in.

We were ranked India's Best Companies To Work For among biotechnology and pharmaceutical companies by **Great Place to Work®**, in 2017

**Best Places to Work** in 2017 in New Jersey by NJBIZ

We were featured in the **first Sector-Neutral Bloomberg Gender-Equality Index** in 2017. It makes us the only pharmaceutical company globally, and the only Indian company to make it to the list!





# A strong commitment to the community

## + School Improvement Program (SIP):

SIP aims at ensuring continuous quality education to students from less privileged backgrounds. Through this program, Dr. Reddy's has played an important role in shaping the lives of over 60,000 students from 129 Government schools in Andhra Pradesh and Telangana.

## + Livelihood and Skilling:

Dr. Reddy's GROW is a skilling initiative that helps unemployed youth from marginalized sections and people with disabilities. The program has impacted over 300,000 youth through placement and training. Also, over 16,000 farmers have been benefited through MITRA, a livelihood program that aims at empowering and educating farmers.

## + Community Health Intervention Program (CHIP):

CHIP aims at improving access to primary healthcare for people in rural communities, with a special focus on reducing the mortality rate of infants and children. The program has impacted a population of over 214,000 in 145 villages.

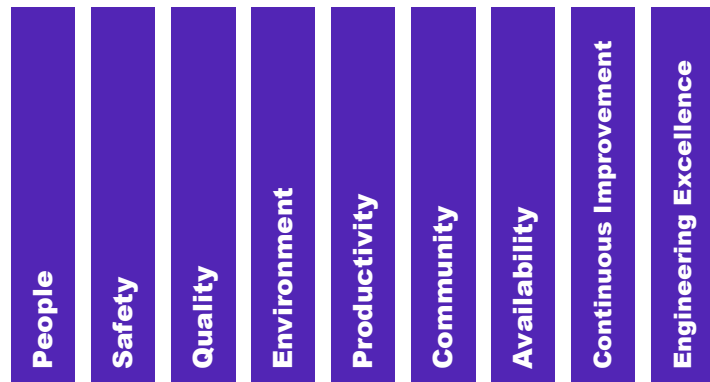
## + Support to non-profit organizations such as **CSIM**, **NICE** and **Naandi Foundation**.



# Driving the 9 pillars of sustainable operations.

Started our sustainability efforts in 2004, which was a pioneering effort back then

We have been able to fully integrate sustainability in our core operations through well documented progress on our 9 pillars:



We became the first Indian pharmaceutical company, and the only generic player globally to be included in the Dow Jones Sustainability Index 2016 for Emerging Markets. We also received the prestigious Golden Peacock Award for our efforts towards sustainability.

MEMBER OF  
**Dow Jones**  
**Sustainability Indices**  
In Collaboration with RobecoSAM



# Our Journey

“Charting out a course in unknown waters and learning along the way has made the difference to us.”

- Satish Reddy, Chairman



# Our journey has covered six phases

## 1984

**The birth of a dream**



**Scientist and entrepreneur, Dr. K. Anji Reddy establishes Dr. Reddy's Laboratories with a vision of making medicines accessible to the millions in India.**

- The company begins by producing Methyldopa – a hypertension drug that was unavailable in India until 1985.
- By 1990, Dr. Reddy's is the first Indian pharma company to export Norfloxacin and Ciprofloxacin to Europe and the Far East.

## 1991

**From molecules to affordable medicines**



**Having successfully made active ingredients accessible, Dr. Reddy's focuses on bringing the dosage forms themselves within reach of millions of patients worldwide. In 1991, Omez, Dr. Reddy's brand of Omeprazole, goes on to become the company's first INR 1 Billion brand.**

- The focus is now firmly on medicines, rather than the molecules that go into them.
- Today, Omez is a market leader in eleven countries, and is the No. 1 branded Omeprazole in the world.



# Our journey has covered six phases

## 1995

**Expanding to reach patients in other countries**



**Realizing the importance of making innovative medicines more accessible the world over, Dr. Reddy's creates world-class capabilities, beginning with a finished dosage facility in Hyderabad.**

- It expands globally and enters highly regulated markets like the USA. By 2000 Dr. Reddy's becomes India's third largest pharmaceutical company.
- In 2001 Dr. Reddy's becomes the first Asia Pacific pharmaceutical company, outside Japan, to list on the New York Stock Exchange.

## 2007

**Accelerating access to expensive therapies**



**Staying sharply focused on patient needs, Dr. Reddy's focuses on making expensive therapies against disease, affordable.**

- In 2007, Dr. Reddy's launches the world's first biosimilar monoclonal antibody (mAb), Rituximab. The product makes treatment of cancers like Non-Hodgkin's lymphoma, accessible to millions of patients worldwide.
- In 2010, Dr. Reddy's launches the first biosimilar darbepoetin alfa in the world, and brings relief to millions of anaemia patients.

# Our journey has covered six phases

## 2010

**From medicines to health**



**Taking a holistic view of patient needs, Dr. Reddy's focuses on creating and rolling out a number of programs to help patients, doctors and caregivers better managing disease.**

- Programs like Sparsh and Promius Promise™ go a long way in helping patients get treatment and manage disease better.

## 2015

**Re-dedicating ourselves to patient-centricity**



**Having built a diverse set of global businesses, Dr. Reddy's unites all of them with a common purpose that's simple and yet, powerful:**

- We accelerate access to affordable and innovative medicines because Good Health Can't Wait.
- Our logo is an expression of Empathy and Dynamism which helps keep patients at the centre of everything we do at Dr. Reddy's.



# Our Future

“We are impacting millions of patients by empowering our people to act with agility and to do what is tough and worthwhile.”

- G V Prasad, CEO





**Dr. K. Anji  
Reddy**  
Founder,  
Dr. Reddy's

**“The mission is to improve the quality of life and life expectancy itself. This requires good science. But for science to be good, it has to result in affordable medicine.”**

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About Dr. Reddy's: Dr. Reddy's Laboratories Ltd. is an integrated pharmaceutical company, committed to providing affordable and innovative medicines for healthier lives. Through its three businesses - Pharmaceutical Services & Active Ingredients, Global Generics and Proprietary Products – Dr. Reddy's offers a portfolio of products and services including APIs, custom pharmaceutical services, generics, biosimilars and differentiated formulations. Our major therapeutic areas of focus are gastrointestinal, cardiovascular, diabetology, oncology, pain management and dermatology. Dr. Reddy's operates in markets across the globe. Our major markets include – USA, India, Russia & CIS countries, and Europe. For more information, log on to: [www.drreddys.com](http://www.drreddys.com)

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The company assumes no obligation to update any information contained herein.

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