Dr. Reddy’s at a glance
22000 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 |
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 mix for FY17 - $2.1 BN

Revenue split by business

- Proprietary Products & Others: 81%
- Global Generics: 16%
- PSAI: 3%

Split of GG business by Geography

- North America (45%)
- Emerging Markets (15%)
- Europe (5%)
- India (16%)
...with presence in all major regions of the world

30 countries

Commercial presence in:
- USA
- Russia
- India
- Germany
- Venezuela
- France
- China
- United Kingdom
- Ukraine
- South Africa
- Kazakhstan
- Italy

API Manufacturing Facilities: 10
Formulations Manufacturing Facilities: 14
Global R&D Centres: 10
Biologics Development Centre: 1

Countries: France, Italy, Spain, Switzerland, Netherlands, Brazil, Mexico, Colombia, Japan, Malaysia, Russia, United Kingdom, Australia, Vietnam, Sri Lanka, Jamaica, Myanmar, Belarus, New Zealand, China, South Africa, Germany, Uzbekistan, Netherlands, Brazil, Mexico, Colombia, Japan, Malaysia.
We use science and technology to provide affordable and innovative medicines.

Our R&D Strengths

Industry-leading chemistry skills
- Niche product opportunities (Tacrolimus, Metoprolol succinate, Azacitadine, Divalproex Sodium ER)

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

Early-mover advantage in biosimilars
- 4 biosimilar products being marketed
- Biologics development and manufacturing in India

In the last 5 years

- Over 230 ANDAs
- Over 760 DMFs
- Over 304 Patients filed

State-of-the-art R&D Centers in India, UK, US & Netherlands

- First Indian-company- launched Para IV product, Fluoxetine, in USA
- World’s first generic monoclonal antibody of Rituximab Reditux
- 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

Complex generics and biologics

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

Dr. Reddy’s, Russia selected as **One of the Best Employers** of 2015 in a study conducted by Aon Hewitt.
“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
We aspire

To become one of the leading global generics companies providing tough-to-make and truly differentiated products that address unmet needs of patients globally.
“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.”

Dr. K. Anji Reddy
Founder, Dr. Reddy’s
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

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

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