

Dr.Reddy's 



**Good
Health
Can't
Wait.**



What began in 1984 as a dream of our founder, Dr. K. Anji Reddy, drives every employee of Dr. Reddy's across the world, to make good health a reality for everyone.

A small company that commenced with making active pharmaceutical ingredients is, today, a global pharmaceutical major that spans a range of products and services in a broad spectrum of therapeutic areas.

Today, our business has diversified into biosimilars, proprietary products and custom pharmaceutical services in 80 countries across the world.

This is our story.



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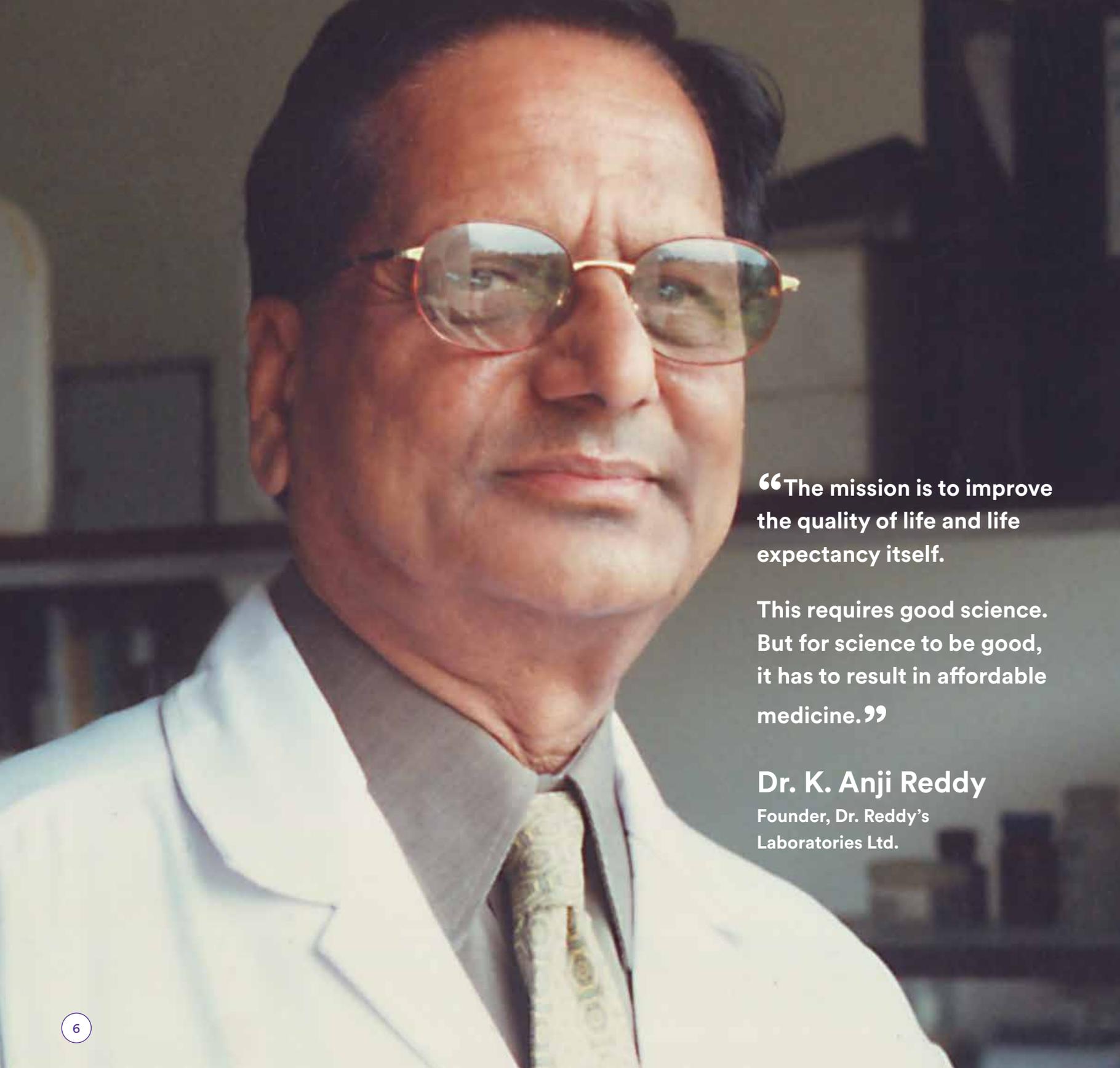
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“The mission is to improve the quality of life and life expectancy itself.

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
Laboratories Ltd.**

Our Story

Our History

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 becomes 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 INR1 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.

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 concentrates 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.

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 center of everything we do at Dr. Reddy's.

2019



Joining the Fight against Opioid Addiction

Dr. Reddy's became the first company to launch a generic buprenorphine and naloxone sublingual film product in the US. The launch demonstrated our ability to successfully manufacture and market complex generics and dosage forms. The launch of this product helped millions by providing affordable treatment for opioid addiction and other medical conditions plaguing patients and communities worldwide.

Our Purpose

We accelerate
access to affordable
and innovative
medicines because
Good Health Can't Wait.

Simple words to describe the deep-rooted belief that drives a global company. But then, the most profound truths are expressed in the simplest of terms.

'Good Health' is always our goal. We see medicines not just as molecules, but as means to attain good health. Being in the pharmaceutical industry we realize our unique role, as well the ethical and moral imperative, to help patients regain good health as quickly as possible and to promote wellness among them.

'Can't Wait' reflects our commitment to act with speed to find innovative solutions that address the unmet needs of patients, and accelerate access to much needed medicines to large numbers of people around the world.

It is this belief that has driven us to define our purpose: to accelerate access to affordable and innovative medicines.

This, simply put, is who we are and what we do.

We promise to:



1

Bring expensive medicines within reach



2

Address unmet patient needs



3

Help patients manage disease better



4

Enable and help our partners ensure that our medicines are available where needed



5

Work with partners to help them succeed

International Presence



- SALES & MARKETING OFFICES
- RESEARCH & DEVELOPMENT CENTERS
- MANUFACTURING FACILITIES
- HEADQUARTERS

Global Reach

80+ Countries

Diverse Global Workforce

FY2019

Filings and Launches

20 ANDAs FILED

9 DMFs FILED

140 NEW PRODUCTS LAUNCHED

Our Top Therapies

GLOBAL GENERICS

Gastrointestinal
Oncology
Cardiovascular
Pain Management
Central Nervous System
Anti-Infective

PHARMACEUTICAL SERVICES & ACTIVE INGREDIENTS

Cardiovascular
Oncology
Pain Management
Central Nervous System
Anti-Infective
Gastrointestinal



Our Businesses

Active Ingredients and Services

High-quality, affordable active pharmaceutical ingredients (APIs) are the key to help us and our partners bring good health to all.

Our digital service portal Dr. Reddy's XCEED helps us responding even more effectively to the growing demands of a globalized market.

Dr. Reddy's is a leading API manufacturer, catering to pharma companies across the globe. With a strong local presence in the US, Europe, China, Latin America and Japan, we can support our clients with strong regulatory expertise to facilitate early market launches. Our digital service portal, Dr. Reddy's XCEED, helps us

respond faster and more effectively to the growing demands of a globalized market, enabling our customers to be the first to-market. Our offering spans from intermediates to APIs and can be complemented by formulated products in a wide range of dosage forms. Over more than three decades, we have continuously enhanced our technical strengths in the development of complex APIs such as steroids, peptides, and complex long chain molecules as well as highly potent and oncology APIs. All our APIs are not only produced in full accordance with global GMP guidelines but also by applying rigorous standards for Health, Safety and Environment. Find out more on <https://api.drreddys.com>.



Custom Pharma Services

Custom Pharma Services (CPS) is the contract development and manufacturing organization (CDMO) of Dr. Reddy's. Recognized as a reliable partner for innovator companies (virtual, small, medium and big pharma) across the globe, CPS supports its customers in their quest to accelerate access to innovative and affordable medicines. With global development and manufacturing capabilities for intermediates, APIs and formulations, CPS is well positioned to provide high quality services across the life-cycle of a product, from discovery to commercialization. In-depth understanding of INDs, clinical phases and NDA filing requirements enables CPS to customize product solutions, considering flexibility of operation, scale of production, time and cost.

CPS partners have access to the best talents and technologies (including peptides, chirals, HPAPIs, steroids and activated mPEGs), complemented by an extensive global delivery network. Our R&D centre is ISO27001 Information Security Management System (ISMS) certified, ensuring data safety and integrity. A well-structured Project Execution Team (PET) model is central to the successful project delivery track of CPS.

CPS develops scalable, robust and cost-effective chemical processes for intermediates and APIs, which can be commercially manufactured at cGMP sites in India, Mexico or UK. Fully integrated, these capabilities are complemented by formulation development and manufacturing of different dosage forms.

For more details visit www.drreddys-cps.com

Our services include:

Integrated API and Formulation Development and Manufacturing

We develop scalable, robust and cost-effective chemical processes for your API, including highly potent API, which can be manufactured on a commercial scale at our sites in India, Mexico or the UK. Fully integrated, CPS supports our customers with formulation development and manufacturing services, including preformulation studies, prototype formulation development, scale-up and commercial manufacturing, complemented by a full range of analytical capabilities including stability studies.

Life Cycle Management

Our advanced manufacturing processes and enhanced formulation development can add years to the market value and IP of your existing pharma products. A strong portfolio of more than 450 products that serve the major therapeutic areas, and an active pipeline of over 20 development products along with IP assessment, help us to successfully facilitate the launch of line extensions, combinations (new or reformulation) and optimize patent life cycle management.

Generic Formulations

Many people throughout the world do not enjoy good health because they can't afford expensive medicines. Our Generic Formulations business addresses this urgent need by offering more than 200 high-quality generic versions of expensive innovator medicines—at a fraction of the cost—around the world.

Generic Formulations, including tablets, capsules, injectables and topical creams, is the largest part of our business portfolio. We are able to make these medicines affordable because we manage the entire value chain—from producing the active ingredients to developing formulations to distributing them through our streamlined supply chain. We leverage our inherent strength—one of the largest manufacturing bases in India—to provide a distinct cost advantage to our customers. Our in-depth knowledge of regulations and intellectual property matters helps us to bring high-quality, regulatory-compliant medicines within reach of millions throughout the world.

In many emerging markets, our products are available under prominent names. Over the years, these brands have established themselves as leaders in their respective categories.

When we launched our first formulation, Norilet, at half the prevailing price two decades ago, we set off a revolution that made medicines affordable for all. We will never deviate from this path of making medicines available to everyone who needs them.





(OTC) Products

In addition to accelerating access to prescribed medicines, we actively develop appropriate products that are available without a doctor's prescription. These important over-the-counter (OTC) medications reach a much broader population. In Russia and India for example, our strong OTC portfolio contains some of the most trusted brands in the industry.

In the US, we make and market OTC medicines in the areas of smoking cessation, pain management, digestive health, and allergy, cough and cold treatment. In the coming years, we will continue to explore offering OTC versions of our generic prescription products as regulations allow.

India

Nise Gel™
Nise D Spray™
Hairrootz™
Velocit™
Pregnidoxin Nu™

Russia

Nise Gel®
Ketorol Gel®
Senade®
Novigan®
Cetrine®
Femibion®
Ibuclin®
Omez 10®
Exefine®
Dexpan+®

US

Habitrol®
Doan®
Nupercainal®
Myoflex®
Cruex®
Comtrex®

Biologics

As diseases get more complex, difficult-to-treat and infective, the medicines to treat them need to keep pace. Diseases like cancer or autoimmune disorders often require the long-term use of biologics—large molecule protein therapies—for effective treatment with fewer side effects.

Effective as they are, biologics are very expensive and can place a serious cost burden on the patient. The annual treatment of cancer and other debilitating diseases using a reference biologic drug, for example, can cost up to U.S. \$100,000 per patient. In some countries, this contributes to the burden of surging healthcare costs. In countries where patients pay for medication themselves, or where governments have limited healthcare resources, it significantly lowers access to medicines.

Fortunately, our decades of experience in the generics business, coupled with our world-class capabilities and team, allows us to create high quality, equally effective but significantly more affordable generic biosimilars. The availability of high quality biosimilars is expected to lower the cost of biologic medicines and appreciably improve access to these critical medicines for patients worldwide.

Our product development capabilities and our global reach have quickly made us a leader in the relatively small but fast-growing biosimilars segment. Dr. Reddy's has five biosimilar products marketed in several countries and an extensive development pipeline. Our biosimilars have been made available in several countries, and in all of them, we believe, they have made a remarkable difference to the accessibility of these medicines.

REDITUX, our rituximab biosimilar, used in the treatment of non-Hodgkin's lymphoma, has noticeably enhanced access to treatment in Peru, Sri Lanka, and Vietnam, when it was launched in those countries.

CRESP[®], Dr. Reddy's brand of darbepoetin alfa, offers convenient and affordable treatment for anemia management in chronic kidney disease (CKD) patients and as supportive care for patients who develop anemia as a result of myelosuppressive chemotherapy in non-myeloid malignancies.

Hervycta[®], Dr. Reddy's brand of trastuzumab, recently launched in India, benefits Indian women suffering from breast cancer. It is indicated for the treatment of HER2-positive cancers (early breast cancer, metastatic breast cancer and metastatic gastric cancer).

Versavo[®], Dr. Reddy's brand of bevacizumab biosimilar, recently launched in India benefits diverse group of patients. It is indicated for the treatment of several types of cancers (metastatic colorectal cancer, non-squamous non-small cell lung cancer, recurrent glioblastoma, metastatic renal cell carcinoma, cervical cancer, metastatic breast cancer and epithelial ovarian, fallopian tube and primary peritoneal cancer).



Leveraging deep science for breaking new ground in cancer treatment



Cancer is one of the leading causes of death worldwide and Dr. Reddy's has been building its capability for the war against cancer for more than a decade.

Over the last several years, immuno-oncology has emerged as the most effective treatment for cancer with longer lasting treatment responses and fewer side effects. Immuno-oncology works by stimulating the immune system to fight the disease. This enables much more accurate targeting of cancer cells than chemotherapy, which cannot accurately differentiate between cancer cells and healthy ones leading to traumatic side effects and limited curative ability. However, these drugs are prohibitively expensive and largely unaffordable outside the developed markets.

Aurigene Discovery Technologies Limited, Dr. Reddy's wholly owned subsidiary, has a dedicated program to discover and develop oral immune-oncology drugs. The first of these, CA 170, is in clinical development presently. Aurigene has partnered with M/s Curis Inc. to jointly develop CA 170 for the global markets.

CA 170 brings some unique features to the table that potentially can provide several treatment benefits, otherwise unavailable to patients. On approval, it will be the only orally administered drug in its class, which makes it much easier to administer and potentially less expensive. Oral administration also reduces the toxicity that can occur in combination treatments as CA 170 will be excreted from the body in under 24 hours. It is also the only drug that targets two different immune checkpoints: PD1 and VISTA, which should result in higher response rates and more durable responses as compared to drugs in this class that focus only on PD1.

Both Curis and Aurigene are running clinical trials of CA-170 and have enrolled more than 130 patients cumulatively. Data from these trials show that over 50% of patients have Stable Disease with a few patients of Hodgkin lymphoma and follicular lymphoma showing a response. There is also promising data in Non-Squamous Non Small Cell Lung Cancer, which will be presented in September 2019 at ESMO conference in Barcelona.



Proprietary Products

As people continue to take greater responsibility for their own health and wellness issues, their needs change. Patients today are looking for more than just safe, effective medicines.

Our Proprietary Products division aims to fulfill these unmet patient needs. In some cases, this involves developing a new dosage form of a current drug. In other cases, it may involve developing new combinations of synergistic medications. In doing so, we focus on improving the overall efficacy and delivery of the medicines. In the case of hypertension care, for instance, we were able to develop combinations of Telmisartan with other anti-hypertensive medicines that promised fewer side effects, while retaining their efficacy.

While efficacy and safety are important, they are not the only considerations for successful adherence to a treatment protocol. This is why our Proprietary Products division focuses on initiatives to improve the patient's experience with our products. Better experience results in better compliance, which means better health and outcomes for patients. Our effort at developing a smaller Metformin pill that's more easily swallowed is an example of this. Similarly, we developed a range of "Activ" packs (that



patients only need to buy once a month) for our anti-hypertensive medicines that focused on improving patient compliance.

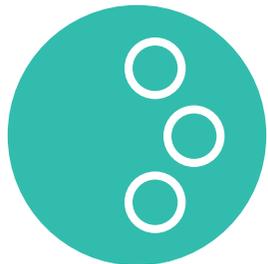
We have been able to create a number of differentiated products in the dermatology space for indications like acne, psoriasis, atopic dermatitis, actinic keratosis, rosacea and warts. In the non-dermatological space, we have strong capabilities in creating differentiated products in the areas of pain management, epilepsy and anti-bacterials.

Therapeutic Focus

Understanding patient and partner needs deeply and then developing products to meet those needs is central to our purpose. Over the last three decades, we have transformed our company from a maker of active ingredients to a global, patient-centric company with a footprint in 80 countries.

We have successfully developed and marketed a range of products, many of which are leaders in their respective markets.

Our therapeutic focus follows the most pressing needs of patients today, which comprises areas like:



Oncology

We've successfully demonstrated our cutting-edge research and product development capabilities in this field. Among our numerous achievements is the development of the world's first recombinant human GCSF biosimilar protein, the world's first bio-similar therapeutic monoclonal antibody and the world's only single source pegfilgrastim.



Gastroenterology

Our varied portfolio consists of some of the leading brands, including our flagship brand OMEZ. In addition, it addresses various other gastrointestinal disorders such as irritable bowel, diarrhea and constipation, both in adults and children. We have recently ventured into the hepatology segment to address the needs of hepatitis B and hepatitis C patients, providing affordable medications to more people.



Cardiovascular

Our portfolio consists of many successful products including Amlodipine, Amlodipine+Atenolol combination, ACE inhibitors like Enalapril as well as angiotensin receptor blockers (ARBs) like Telmisartan.



Anti-diabetic

Dr. Reddy's has numerous established products like Metformin, Glimepride, Glicazide and their combinations in its portfolio, to ensure good health to diabetes patients.



Pain Management

Nise, our brand of Nimesulide, is one of the top 300 brands in the Indian pharmaceutical market. Apart from Nimesulide, we have a number of other products including Ketorolac and hyaluronic acid that form a significant part of our portfolio.



Dermatology

Dr. Reddy's has proven expertise to develop solutions for health conditions such as seborrheic dermatitis, psoriasis, corticosteroid-responsive dermatoses, various types of dermatitis, actinic keratosis, rosacea, warts and acne. In fact, some of our over-the-counter (OTC) products in the area of trichology and hair regrowth, such as Mintop, are leading brands in their own right. Our solutions go far beyond the pill. We have successfully developed and deployed patient-programs that support patient compliance, especially in conditions like acne.



Central Nervous System

Dr. Reddy's has a comprehensive portfolio that addresses a range of psychiatric disorders and diseases of the central nervous system. These include anti-depressants and anti-psychotics, as well as drugs to treat epilepsy and dementia. Our products are available in the US, South Africa, India, Australia, Jamaica and Venezuela. In certain markets we support patients through a 24-hour helpline, which offers assistance for all psychiatric disorders and referral needs.



Our Capabilities

Science with a Purpose

As a company that was started by a scientist, Dr. Reddy's fosters a culture where scientific temperament is rooted in our people and our approach to research. Our research efforts are geared towards accelerating access to affordable and innovative medicines. We focus our work on being first-to-market with products that are difficult to make. Why? These tough-to-make products are likely to be very expensive and our unique capabilities allow us to improve accessibility to them. Similarly, our patient-centric approach means we tend to focus on developing differentiated products that best address unmet patient needs.

**Dr. Reddy's
consistently
invests 10-12% of
its revenues each
year in Research &
Development.**



Our R&D Strengths



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



**Over 1200
research scientists
working on
various projects**

Work at the R&D Centers results in an expansive suite of capabilities and services: from synthetic organic chemistry to formulations development; from intellectual property management to regulatory science; and from polymorphism to bio-pharmaceutics. For our industry customers, we're able to offer services and solutions for starting material, intermediates, active ingredients and finished-dosage forms.



Generics

Generics is our largest business and our R&D capabilities within Generics are as distinctive. We have strong capabilities within the more complex pharmaceutical ingredients—novel crystalline and amorphous forms, semi-synthetic APIs, chirals, prostaglandins, peptides, carbohydrates and nano-particle based products. Our analytical capabilities too, match up to the complexity of these APIs. We're able to handle advanced physico-chemical and biological characterization such as particle morphology, sequencing, and secondary and tertiary structures with ease. Advanced particle engineering solutions (such as, those using microsphere and liposomal technologies) allow us to ultimately create complex products or dosage forms that require differentiated go-to-market strategies.

What makes our Generics R&D operation distinctive is a unique combination of depth and breath of capabilities, coupled with world-class infrastructure, sustainable partnerships and a robust product portfolio. Our R&D philosophy for Generics has evolved along multiple dimensions: from simple oral solid-based products to complex OSDs, injectables and dermatological products; from simple chemistry to semi-synthetic APIs, chirals, prostaglandins, peptides and nano-particle based products; and from established processes to advanced particle engineering solutions and complex scale-ups.



Biologics

Our research capabilities within Biologics are growing in step with the growing importance of the business. Dr. Reddy's has end-to-end research capabilities in Biologics, thanks to the global teams at Basel & Princeton, and an integrated organization that leverages the strengths of individual centers of excellence at Hyderabad.

State-of-the-art technology in cell line and process development, along with our capabilities in bio-analytics and our extensive experience with complex, healthy volunteer and patient studies aid our product and clinical development.



Series of firsts

- 1 First biosimilar filgrastim (G-CSF) in India**
- 2 First biosimilar mAb (Rituximab) in the world in 2007.**
- 3 First biosimilar darbepoetin alfa in the world in 2010.**



Proprietary Products

Our Proprietary Products business focuses on novel and differentiated formulations targeting the dermatology and neurology segments. In dermatology, we focus our research effort on indications like psoriasis, atopic dermatitis, seborrheic dermatitis and actinic keratosis with delivery technologies like topical products, injectables and oral modified release dosage forms. In neurology, we pursue indications like migraine, epilepsy and Parkinson's disease with delivery technologies like buccal, sublingual, intranasal and injectable dosage forms.

We use a unique reverse translation-based product development engine to achieve this. This engine provides a seamless integration of preclinical biology, PK/PD, toxicology, translational studies, manufacturing strategy and regulatory approaches. Developing animal-human correlative PK/PD models using the known information on APIs allows for rapid and efficient development of formulations in the preclinical models.



Active Ingredients

Our relentless pursuit of innovation-led affordability helps our customers get access to the most complex active ingredients, while maintaining a consistent global quality standard. Our API development efforts are driven by the twin goals of building our internal formulation expertise and supporting our global external customers. Our strong pipeline in synthetic chemistry, analytical chemistry and process engineering, supported by solid competencies in intellectual property management, regulatory affairs and supply chain management, and state-of-the-art manufacturing facilities enable us to deliver sustained generics growth through world-class execution. Dedicated teams that focus on niche areas like sequential and random peptides, polysaccharides, prostaglandins, steroids, oncology products, and other small molecules, give us a unique competitive edge in the development of APIs.

Advanced analytical tools and robust analytical methods are the hallmark of our product development program. Synthesis and isolations of genotoxic and process impurities are carried out using advanced Prep HPLC systems equipped with automated fraction collectors and flash chromatography. Characterization of API, impurities and reference standards are done using NMR, LC-MS/MS, GC-MS and HRMS, among other advanced techniques.

Quality - Beyond Compliance

At Dr. Reddy's, our patient-centric approach drives us to ensure that our patients consistently receive medicines that are both safe and efficacious. To this end, we establish uniform manufacturing and quality standards for all products, regardless of their market.

To us, meeting pharmacopoeia requirements are only a minimum standard and our aim is to go beyond mere compliance to setting benchmark quality levels. We take a life cycle based approach to development and manufacturing, and strategically drive continuous improvement initiatives to reduce variability in process and product quality characteristics. We are also fully committed to comply with all current national and international regulations, codes and standards.





Empowered People. Outstanding Results.

We recognize that our people are the biggest determinant of our success and our HR philosophy is designed to place our People Managers at the heart of all our employee practices.

Adjudged among the best employers in India, as well as the US, we periodically renew our HR practices to better engage with our 20,000-plus employees worldwide, and support their professional growth and development.

We aim to create an organization in which every individual is provided with the right environment, opportunities and support thereby enabling them to maximize their inherent potential and collectively create a greater impact. We actively bring in talent from diverse backgrounds and provide an environment that fosters intelligent risk-taking and promotes mutual respect. Dr. Reddy's is an employer of choice for women, laying special emphasis on helping our women colleagues grow professionally.

We partner closely with our employees to enable their holistic growth. Through strategic investments in leadership development and talent management programs, we equip them with the knowledge, skills and experiences required to develop into high-impact leaders.



What We Promise Our Employees

United to make the world a healthier place

Every day, patients across the world trust us with their health. As a team, our people have earned this trust through personal integrity, product quality and organizational transparency.

A team that cares

We are committed to the safety and well-being of each other. In each of our plants, work sites, offices and out in the field, our people believe in taking care of each other and the community at large.

The freedom to create impact

Good health can never be delivered by strait-jacketed ways of working. At Dr. Reddy's, our people have the space and freedom to experiment, innovate and put their talent to work.

Learn Excel Grow Repeat

Irrespective of their function, we actively support the development of our people. We give them access to leading-edge learning resources and expose them to some of the finest thinking in the world. It's the only way to stay a step ahead of the curve.

Respect for all

At Dr. Reddy's, we respect every individual regardless of rank or position. Our people are always heard and have the opportunity to express their opinion. In turn, they are equally accessible and respectful towards their colleagues.



The right prescription for patient-centricity



Our Self Managed Teams are geared to be patient-centric in the changing face of the healthcare industry

The health eco-system is changing. Patients are demanding access to better healthcare at a lower cost but of a higher quality. Not to mention, there are huge unmet patient needs that the health system is struggling to address. The only way to meet these demands is to focus on the patient – observing, understanding and responding to their needs. The need of the hour is to go beyond just words and to put patient-centricity at the heart of our culture.

At Dr. Reddy's, we believe that everyone has potential and with the right training, appropriate tools and enabling environment we can empower them to respond to the needs of patients. This is precisely the spirit that our SMT (Self-Managed Teams) program aimed to engender in our people. We believed that by providing training to help our shop floor employees build multiple skills to handle end-to-end jobs they would become invaluable assets to our company.

To create an empowered workplace we recruit young people to become part of our SMT program. To apply, these young people have to undergo a rigorous process that rates them on their general aptitude, performance, and learning ability. The selected group is then trained for 50 days at a pharmacy college in the basics of Industrial Pharmacy. During the program they also learn communication skills, team building, creativity and problem solving, through various activities. Over the course of three to four years, they become highly skilled technicians in their field—ensuring that our medicines are

made and delivered to patients with the utmost quality. More than just seeing a drug, these young people see an opportunity to make someone better—always understanding the 'why' and not just the 'how'.

People undergoing the SMT program become an asset not only to our company but also to the health eco-system as a whole. The training and culture of the SMT program instills an innate, patient-centric perspective in all our trainees. This enables them to be one of the most critical links between the company and the patient. In addition, the team-oriented approach— agile, collaborative, complementary, and communicative—is a working method that delivers high quality output. Whether at Dr. Reddy's or elsewhere in the health industry, these young people are equipped with skills, an approach and a mindset that set them apart from their industry peers. A broader social benefit of the program is that many of these young people are able to complete their education while earning their living. Making patient-centricity a part of work practices is key to making it second nature to us. The more we invest in building this approach in our people the more impact we can have on patients and on the healthcare system.





Our Citizenship

Giving Back to Society

While bringing good health to all is the central belief that drives all of us at Dr. Reddy's, there is also a larger purpose to the community that we are part of. Every employee at every location, across the world, is encouraged to participate in the various social responsibility initiatives that we engage in. Besides doing good for the community, these activities offer the added advantages of exposing employees to valuable leadership experiences and making their work emotionally more meaningful.

Our community work is built on certain basic tenets, outlined below, that form our approach.



Collaborating and building capabilities of social change agents



Nurturing institutions that demonstrate new pathways of human development



Inclusion of low income communities into mainstream quality education and differently abled persons into the mainstream world of work



Being sensitive to the community situations as well as to the constraints of social development systems

India

In India, Dr. Reddy's focuses primarily on the areas of education, livelihoods, healthcare and sustainability.

Education

Education is a universal enabler of health and progress. We believe that access to a good education and schooling is every child's right. That is why, we partner with the Dr. Reddy's Foundation to work with schools, communities and other stakeholders to bring children of all age groups into mainstream education. The Pudami Schools, run by the Foundation's Pudami Educational Society, make quality English medium education available to children from all walks of life, with special focus on children from low-income communities. Today, there are 15 Pudami schools catering to 6564 students.

Through our School Improvement Program (SIP), we have provided quality education and impacted millions of lives.



129 Schools



59,500 Students

The Kallam Anji Reddy Vocational (KARV) College trains students in two-year vocational courses preparing them for employment in the domains of Health, Automobile Engineering, Customer Relations, Nursing, Diagnostics Services, Computers, etc.

In partnership with Agastya International Foundation, we run Prerna, which aims at inculcating scientific reasoning amongst students and the community in the vicinity of our operations, through a mobile science lab. Prerna works with 14 government schools and includes teacher training sessions, exposure visits to Agastya's Center for Excellence, science reading clubs and fairs.

Livelihoods

This is a key focus area for Dr. Reddy's, wherein we work with young people, farmers, and disabled people in urban and rural India to enhance their employability. Improving a person's ability to earn a livelihood translates into an enhanced income, better

health and better quality of life for the community and the nation.

We support the GROW program run by Dr. Reddy's Foundation, which evolved out of the earlier Livelihood Advancement Business School (LABS) program. Where LABs focused on domain specific skills, GROW focuses on employability skills—such as communication skills, personality development, and using IT platforms, laptops, smart phones etc, in addition to job related technical skills.

GROW PwD helps disabled youth gain core employability skills and make informed choices about their careers. GROW PwD hubs are enabling centers of learning with accessible infrastructure and trained professionals, which includes sign language experts. The GROW team invests time in advocating an inclusive workplace and encourages affirmative employer relations through a transparent matching of candidates with job roles.

There are a total of 56 Grow Centers across India, of which 10 centres are supported by Dr Reddy's and 46 by other donors.

- Average starting salary Rs.10,000 per month.
- 65% of trainees placed within 30 days.
- Major employers – Retail, Hospitality and IT.



Healthcare

Healthcare for all is a fundamental right and is in line with our strong belief that 'Good Health Can't Wait.' We focus on developing a robust ecosystem that enables access to basic healthcare for those who face infrastructural problems especially

in rural India. Our Community Health Intervention Program (CHIP) is designed to improve the survival rate of infants and children in more than 145 villages throughout rural India. So far, through 209 clinics we have reached out to and impacted 3,43,712 beneficiaries. 15615 patients were treated at home.

The program has also begun to enhance basic support for ante and postnatal care, safe delivery and infant care, and promote primary immunization of children by the age of one. We also work extensively to increase awareness in communities with an emphasis on health and nutrition for safe motherhood. So far, CHIP has attended to 19337 prospective mothers for a healthy pregnancy and safe delivery, and referred another 3543 to secondary healthcare for timely treatment.



Sustainability

Sustainability is an utmost priority at Dr. Reddy's and we have put in place serious measures to work towards our purpose in a way that is economically, socially and environmentally sustainable. We are among the few companies in India that publish a Sustainability Report as per Global Reporting Initiative (GRI) guidelines and were, in fact, the first Indian pharmaceutical company to be registered under the GRI database. We continue to be in the Dow Jones Sustainability Index (DJSI) in the Emerging markets category.

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North America

For North America region, corporate social responsibility begins in the local areas where Dr. Reddy's employees live and work. But it also reaches out to the global community in need. One team in the Princeton office embarked on a campus-wide effort to combine the artistic talent of employees with fundraising for one of the most important homeless shelters in New Jersey. More than 70 employees produced, bought and sold their creative works, including water colors, oil paintings, sculptures, fiber art, and jewelry, all to raise awareness and money for HomeFront's ArtSpace, a home-shelter program. Dubbed "The Art of Giving," the event raised hundreds of dollars in its inaugural year.

At the plant in Shreveport, Louisiana, employees participated in their annual "Paint Your Heart Out" event –a community-wide volunteer program in which groups sign up to paint the houses of senior citizens, disabled people and others who cannot do it themselves. Employees painted houses, did light carpentry and repair work, planted trees and trimmed shrubs, hauled

away trash, and donated flowers and money to aid the effort. The Dr. Reddy's team was given a trophy by the City Council in appreciation of their annual efforts.

The South Asian Pharmaceutical Council Charitable Foundation (SAPC), of which Dr. Reddy's is a founding member, honored G.V. Prasad, Co-Chairman and CEO of Dr. Reddy's, for his lifetime of professional achievement as well as his philanthropic work and involvement in eliminating global poverty. This year's event supported the Saint Hardyal Educational and Orphans Welfare Society (SHEOWS), a registered NGO and charity in Northern India with a vision rooted in the belief that no elderly person should die on the roadside due to hunger, sickness or other environmental factors. The charity manages Guru Visharam Vridh Ashram (old age home) and their services include rescue and admission of elders to their ashram, and providing adequate meals, medical care through a well-trained team of qualified doctors, leisure activities, and cremation for elderly men and women found abandoned on the roads of India. Over the last 15 years, the charity has helped over 4,000 people and reunited 1,500 elderly and disabled people with their families.



Europe

Across our locations in Europe, Dr. Reddy's and our employees engage with a diverse range of social causes.

betapharm (Dr. Reddy's affiliate in Germany) supports the non-profit and independent beta Institut, which has been

providing the most comprehensive search engine for socio-legal information in Germany: betanet (www.betanet.de), for the last 15 years.

The aim of betanet is to help navigate through the complex German healthcare system. It offers socio-legal information, including illustrative cases and useful addresses, and links for personal advice and support. The data is continuously updated, so that the latest information is available as soon as a new legislative change has been made. The value which it adds is evidenced by the thousands who visit the site daily, and also by the several awards that betapharm and the beta Institut have received.

A part of Dr. Reddy's property at Mirfield, known as Little Deer Wood, is used by volunteers to run the Duke of Edinburgh's



Award for young people from all backgrounds, cultures, ages and abilities. The DoE entails undertaking diverse challenges including team-working, leadership and volunteering. Little Deer Wood plays an important part in the success of the Award locally, and hosts well over 2000 young people annually who are introduced to adventurous activities such as archery, canoeing, paddle boarding, bouldering, cycling and rock climbing.

During FY18, the team in Augsburg (Germany) spent a day giving company to the residents of an elderly people's home, while employees at Basel (Switzerland) helped at the local Red Cross Shop to sort out donated items. The team in Leiden not only launched a campaign to donate the last working hour of the year to a charity, but also provided hands on support at The Stochemhoeve", a specialized home for disabled people. Dr. Reddy's Cambridge employees regularly volunteer at East Anglia Children's Hospice (EACH) where they help with maintenance activities and also organize charity raffles, runs etc. to raise funds.

Russia

Dr. Reddy's in Russia supports "Charity House 48" in Moscow, which houses around 130 children aged from 6 to 18, who are orphans or have been abandoned by their parents. We support Charity House 48 in various material ways, such as ensuring that they have access to clean drinking water. Our

employees also regularly visit the orphanage and celebrate festive occasions by organizing entertainment and gifts for the children.

We support the Fund "Life", which helps children with cancer and their families to stay in Moscow while undergoing, or waiting for, treatment. We raise funds to pay for the accommodation of these families through charity fairs conducted in the office. We also sponsor a few treatment procedures and make donations on Christmas and such special occasions.

Our employees in Russia also help children in need to get equipped for school, by providing them books, school bags and gift certificates.



**Good
Health
Can't
Wait.**





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