

# PRESS MEET Q2 FY15

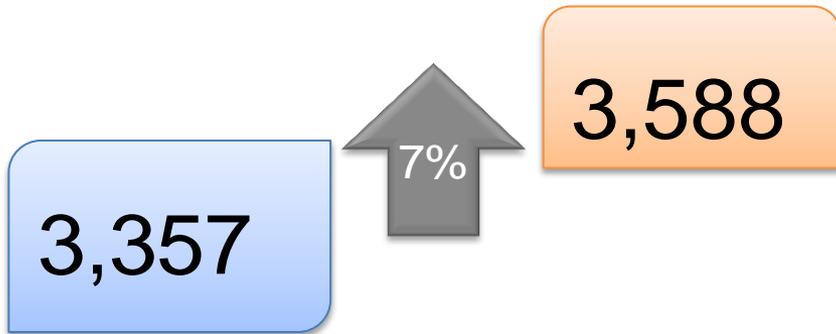
Dr. Reddy's Laboratories Limited  
Oct 29, 2014



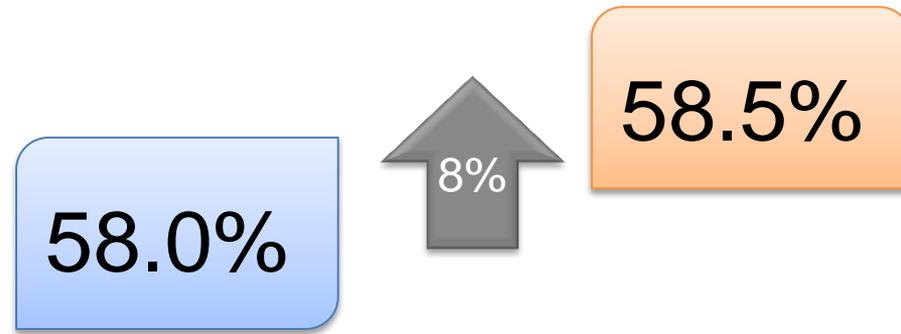
# Business Highlights

## Revenues

₹ Crs

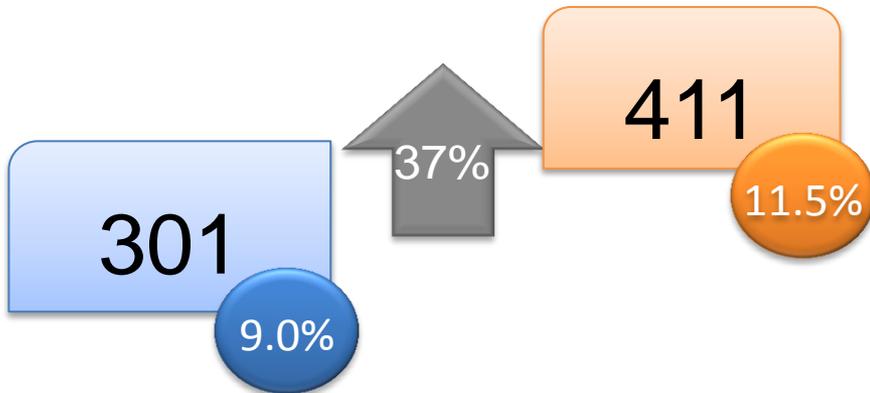


## Gross Profit



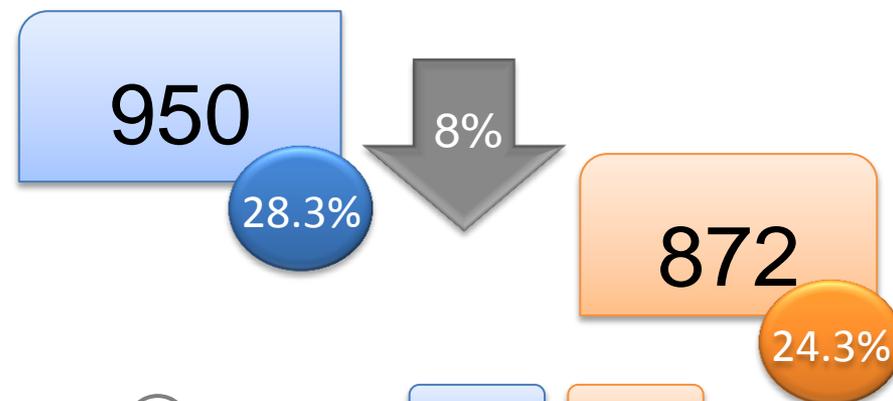
## R&D

₹ Crs



## EBIDTA

₹ Crs



↑ YoY growth rate

○ % of revenues

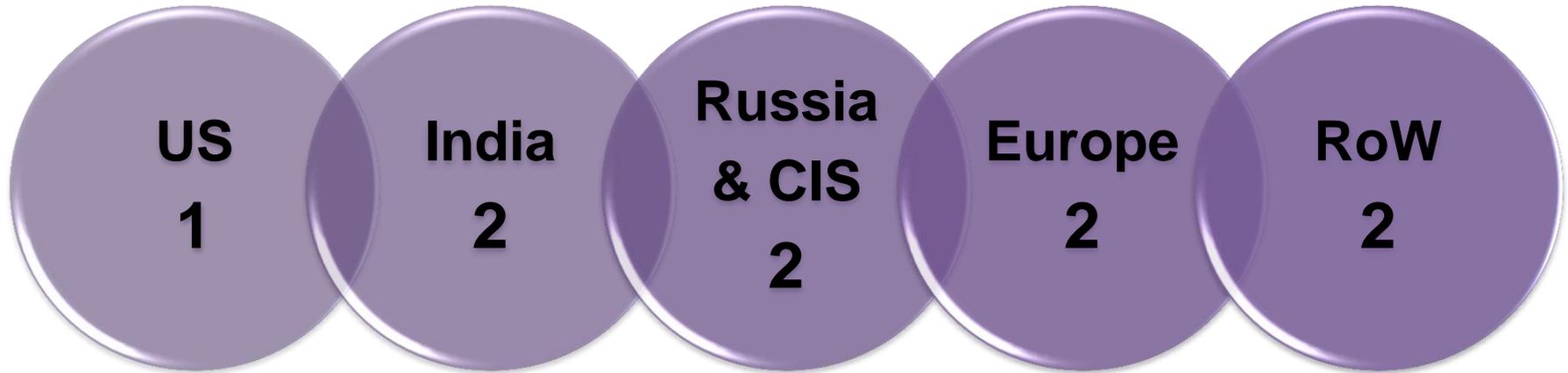
Q2FY14

Q2FY15



# Business Highlights

## Country wise launches



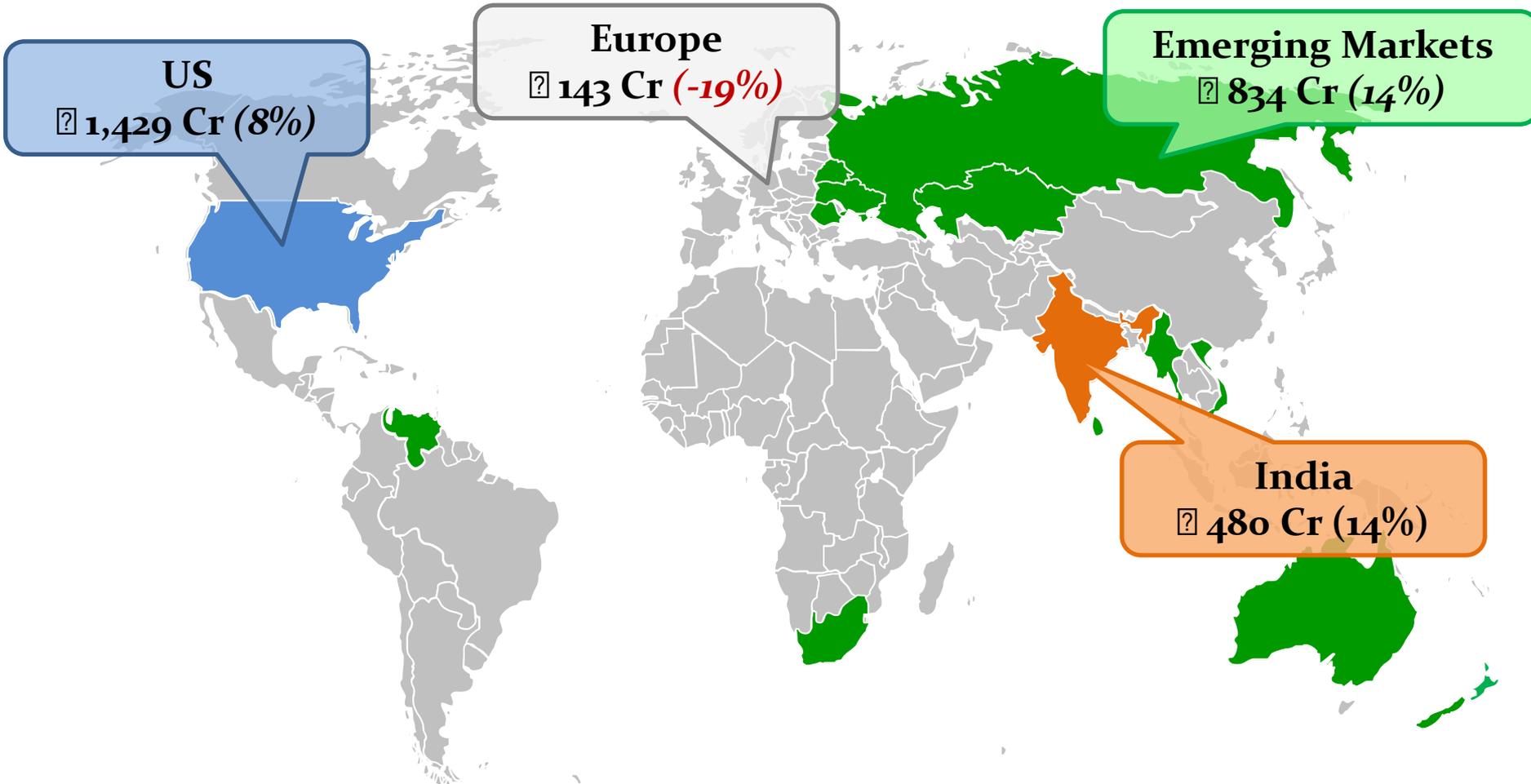
## US ANDA filings



## US DMF filings

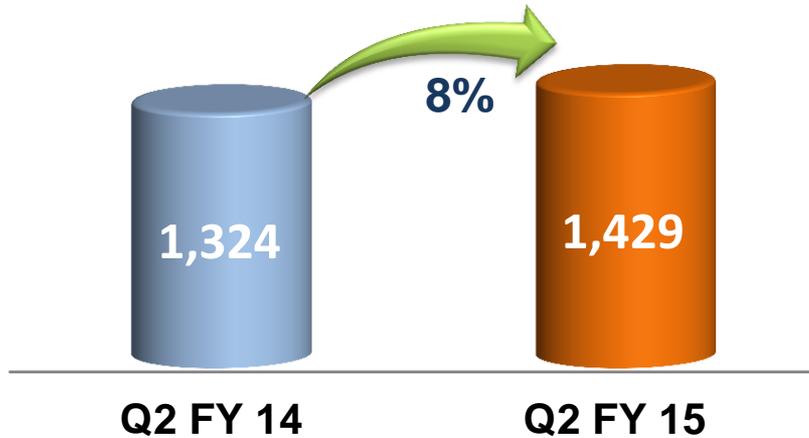


# Global Generics: ₹ 2,887 Cr (9% YoYGr)



# Global Generics: US

## Revenues ₹ Cr

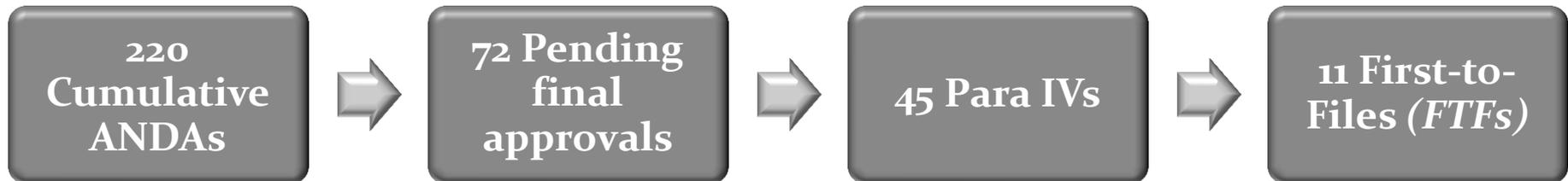


## Market Share – Key Products

Product	May	Aug
Decitabine	62%	70%
Azacitidine	44%	54%
Zoledronic acid (5mg/100ml)	62%	56%
Ziprasidone	30%	48%
Metoprolol	19%	23%
Divalproex ER	11%	20%

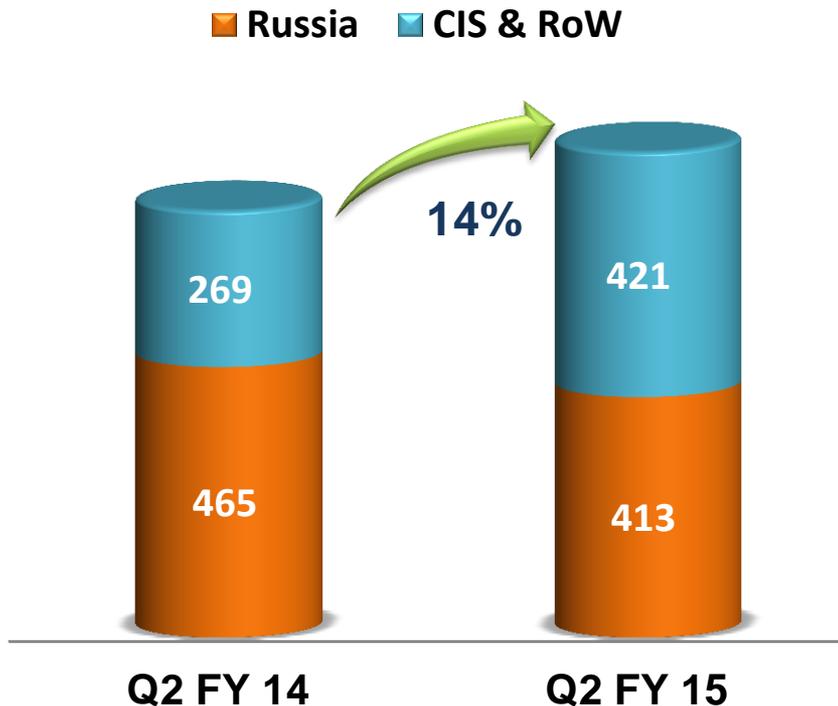
Source: IMS total market share

## ANDA Pipeline



# Global Generics: Emerging markets

## Revenues ₹ Cr



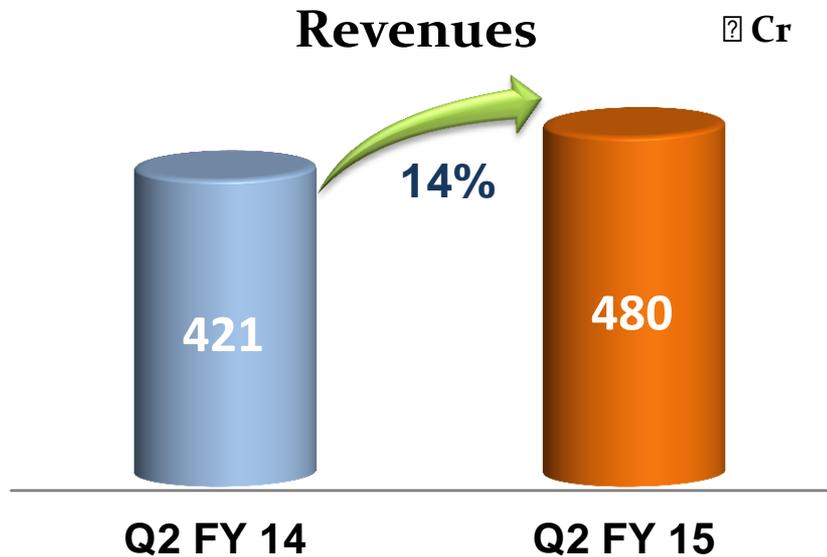
## RUSSIA

- YoY decline is primarily on account of the devaluation of Rouble.
- IMS YTD Aug: Growth faster than the market, both in unit and value terms
- IMS OTC YTD Aug: 4<sup>th</sup> fastest growing OTC company in Top 25 (volume wise) with a growth rate of 14% against a market growth of 1.4%
- OTC revenues at 34% to sales

## RoW

- Venezuela: Revenues grew by 248% YoY in constant currency (103% unit growth against market growth of 1.3%)

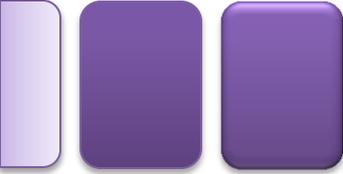
# Global Generics: India



- Highest ever quarterly revenue.
- Healthy volume expansion in our focus brands
- 2 new products launched during the quarter
- IMS MQT Aug 2014 growth of 8.8% vs IPM growth of 10.1%

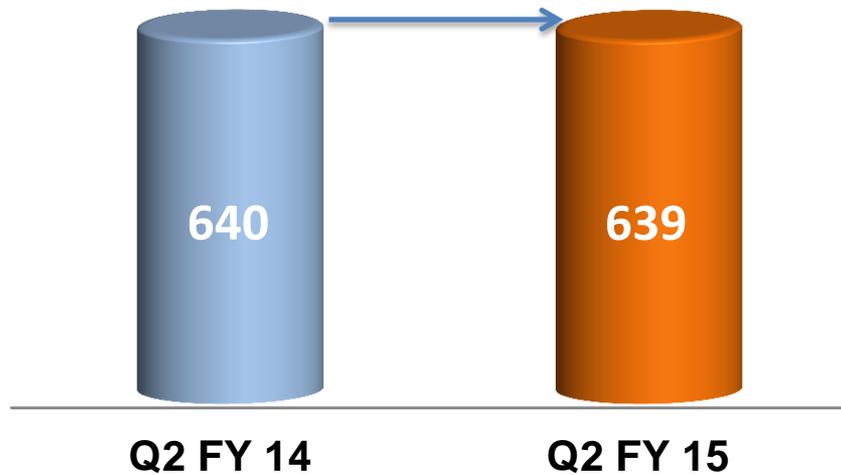
## Key Product launches





# PSAI

## Revenues ₹ Cr

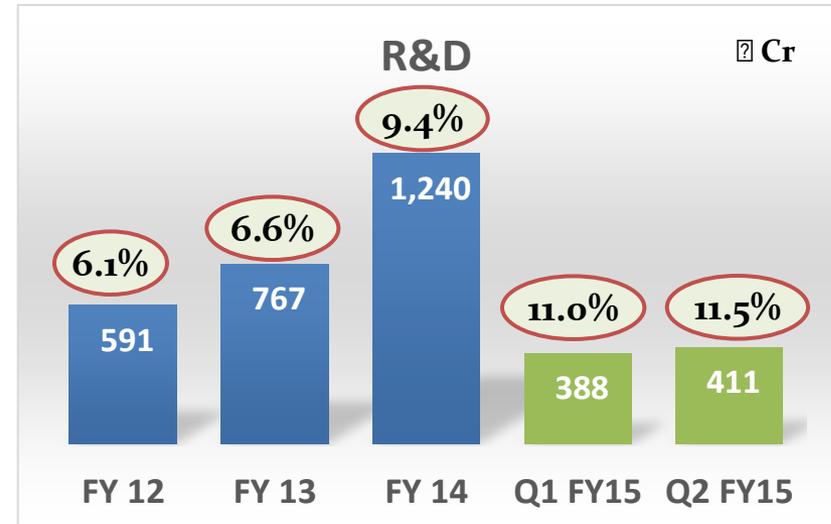
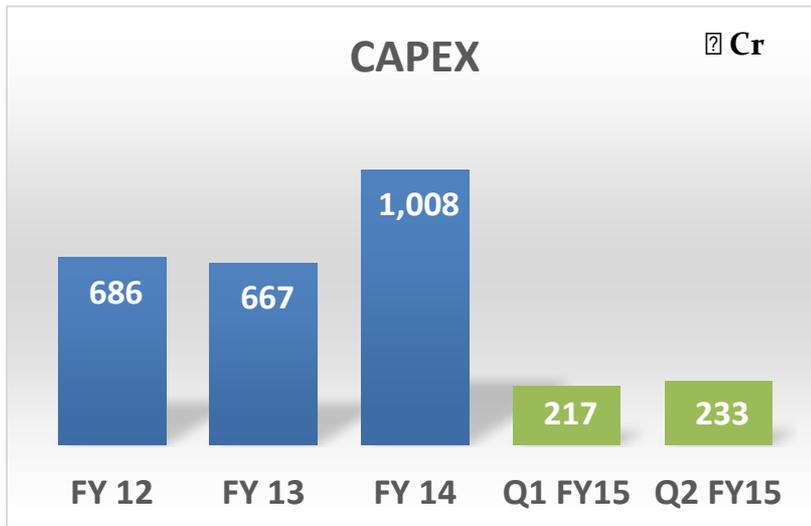


- API: Stability in revenue with better margin profile and higher developmental sales
- CPS: Improving performance
- 3 US DMF filings during the quarter

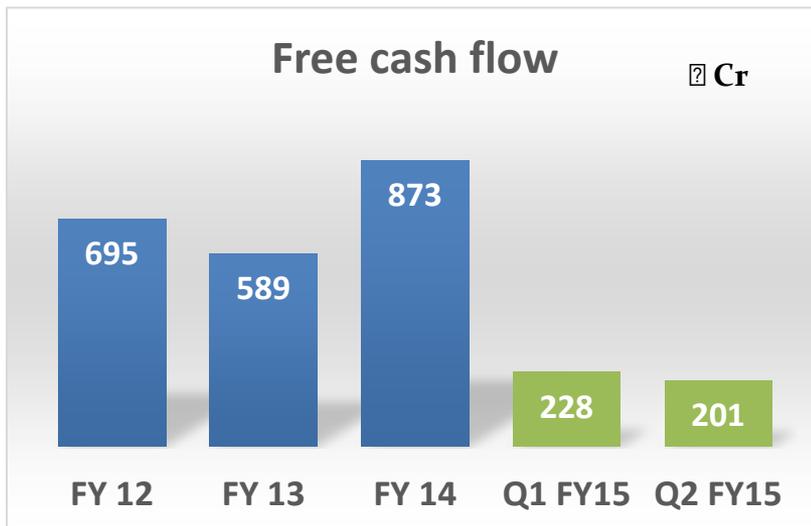
### DMFs Pipeline

US	→	215
Europe	→	184
RoW	→	304
<b>Cumulative</b>	<b>→</b>	<b>703</b>

# CAPEX, R&D & Free cash-flows



○ % of revenues



## Net Debt/Equity ratio

(Sep 2014)

**0.10**

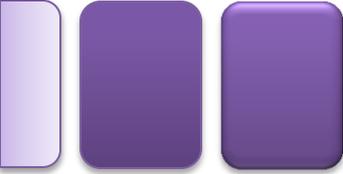
# Q&A Session



# P&L – Q2 FY 15

₹ Cr

Particulars	Q2 FY15	Q2 FY14	Gr%
Revenues	3,588	3,357	7%
Gross Profit	2,099	1,947	8%
% to revenues	58.5%	58.0%	
SG&A	1,067	974	10%
% to revenues	29.7%	29.0%	
R&D	411	301	37%
% to revenues	11.5%	9%	
EBITDA	872	950	-8.3%
% to revenues	24.3%	28.3%	
PAT	574	690	-17%
% to revenues	16.0%	20.6%	



# Key Balance Sheet Items

₹ Cr

Particulars	Sep'14	June'14
Cash, cash equivalents & other investments	2,874	3,295
Trade & other receivables	3,772	3,611
Inventories	2,812	2,532
Property, plant & equipment	4,656	4,535
Loans & borrowings (current & non current)	3,885	4,182
Trade & other payables	1,284	1,064
Equity	9,900	9,673



L I F E . R E S E A R C H . H O P E

THANK YOU