

**Driven
by the
Belief
that**

**Good
Health
Can't
Wait.**

One Purpose

We accelerate access to affordable and innovative medicines because

Good Health Can't Wait.

23000+
people

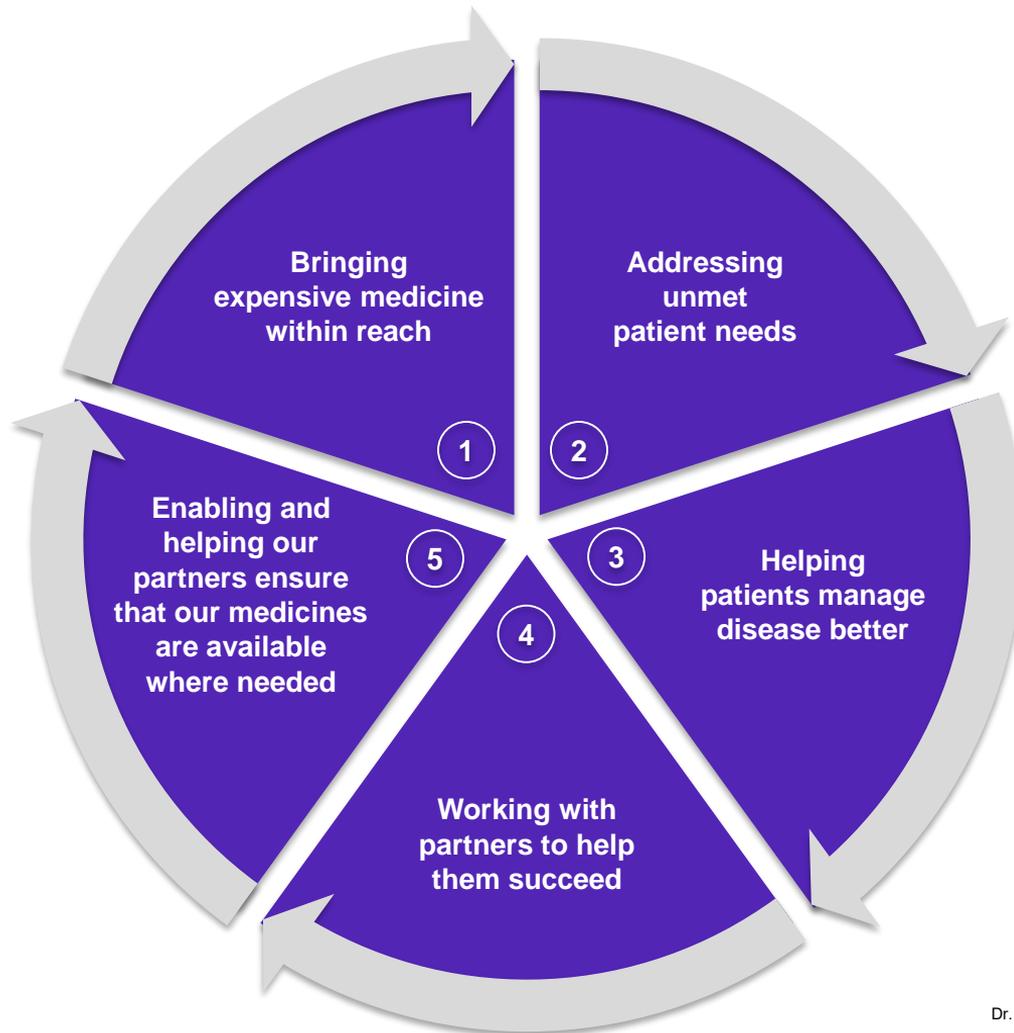
45+
nationalities

400+
products

40+
countries



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



Our five promises clarify what we do, what we offer and the commitments we make to our stakeholders. As we keep the interests of our patients at the center of all that we do, our promises drive us to reach higher levels of excellence.

As an integrated global pharmaceutical enterprise, we operate through three core business segments:

Pharmaceutical Services & Active Ingredients

Partner of Choice

- + Global leader in integrated development, manufacturing and supply of APIs.
- + Contract research, development and manufacturing services.

Global Generics

Access to affordable medicines

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

Proprietary Products

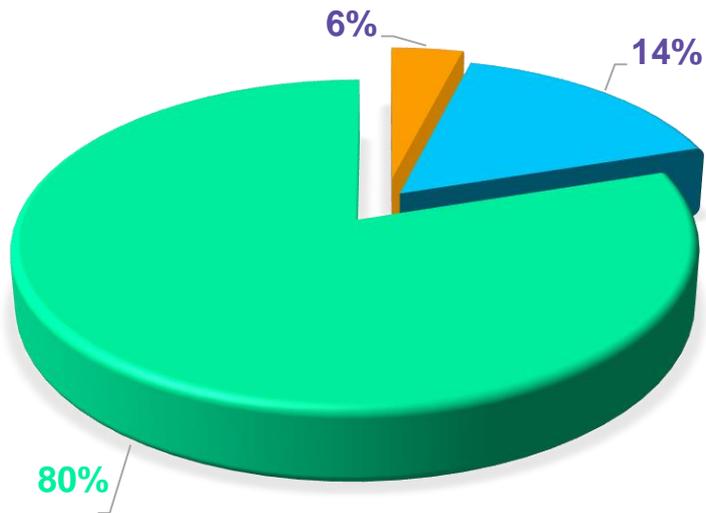
Fulfilling unmet medical needs

- + Developing differentiated formulations that present significantly enhanced benefits in terms of efficacy, ease of use, and the resolution of unmet patient needs



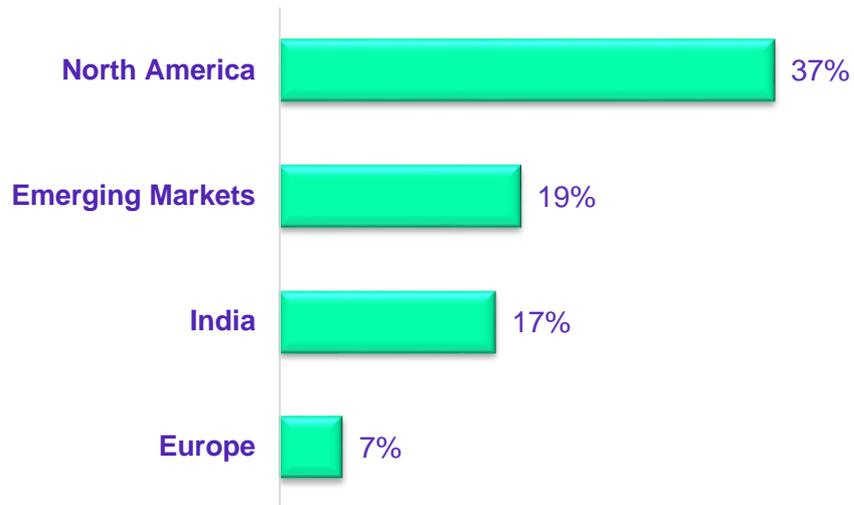
We have had significant success in highly regulated markets...

Revenue split by business



■ Proprietary Products & Others ■ PSAl ■ Global Generics

Split of GG business by Geography



Revenues for FY20 - \$2.3 Bn

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



9

API
Manufacturing
Facilities

13

Formulations
Manufacturing
Facilities

9

Global
R&D Centres

1

Biologics
Development
Centres

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 **1400+** research scientists working on various projects

In FY2020



8
ANDAs



10
DMFs
in US



168
New products launched
including 4 re-launches



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 (9 facilities)
- Formulations manufacturing (13 facilities)



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



Early-mover advantage in biosimilars

- 6 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

Complex generics and biologics

Differentiated formulations and novel products for unmet needs

India's Best
Managed
Board

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).

Great Place
to Work®



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 2020. It makes us the first 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 1,00,000 students from 229 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 2,00,000 in 155 villages. Support to non-profit organizations such as Naandi Foundation, Roshni Trust.

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:

People

Safety

Quality

Environment

Productivity

Community

Availability

Continuous Improvement

Engineering Excellence

We became the first Indian pharmaceutical company, and the only generic player globally to be included in the Dow Jones Sustainability Index 2019 for Emerging Markets. We also received the prestigious Golden Peacock Award for our efforts towards sustainability.

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

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

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