

14 July 2018

|                                                                                                                                                                                                           |                                                                                                                                                                                                       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| To<br>Listing Department,<br><b>NATIONAL STOCK EXCHANGE OF INDIA LIMITED</b><br>Exchange Plaza,<br>Bandra Kurla Complex, Bandra (E),<br><b>MUMBAI - 400 051</b><br><br><b>Company Code No. AUROPHARMA</b> | To<br>The Corporate Relations Department<br><b>BSE LIMITED</b><br>Phiroz Jeejeebhoy Towers,<br>25 <sup>th</sup> floor, Dalal Street,<br><b>MUMBAI - 400 001</b><br><br><b>Company Code No. 524804</b> |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

Dear Sir,

**Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

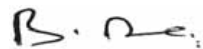
This is to inform you that our wholly owned step-down subsidiary, Agile Pharma B.V. (Netherlands) has entered into an agreement on 13<sup>th</sup> July 2018 to acquire commercial operations and certain supporting infrastructure in five European countries viz. the Netherlands, Belgium, Spain, Poland and Czech Republic from Apotex International Inc. a Canadian pharmaceutical company engaged in the manufacture and marketing of pharmaceutical products.

The disclosure pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Part A of Schedule III of the aforesaid regulations, is attached as 'Annexure A'.

We are also enclosing our Press Release and Presentation dated 14 July 2018, relating to the said acquisition as 'Annexure B'.

This is for your information and record.

Yours faithfully,  
**For AUROBINDO PHARMA LIMITED**



**B. Adi Reddy**  
**Company Secretary**

Encl: Annexure A & B

**AUROBINDO PHARMA LIMITED**

(CIN :L24239TG1986PLC015190)

PAN No. AABCA7366H

Corp off.: The Water Mark Building, Plot No.11, Survey No.9, Hi-tech City, Kondapur, Hyderabad – 500 084 T.S., INDIA Tel : +91 40 6672 5000 / 1200 Fax : +91 40 6707 4059  
Regd. Off. : Plot No. 2, Maitrivihar, Ameerpet, Hyderabad - 500 038 T.S., INDIA Tel : +91 40 2373 6370 Fax : +91 40 2374 7340, Email : info@aurobindo.com

[www.aurobindo.com](http://www.aurobindo.com)

### **Annexure A**

Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

|                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>a) Name of the target entity, details in brief such as size, turnover etc.;</p>                                                                                                                                                                                                        | <p>i) Name of the Target :</p> <p>Acquisition of commercial operations and certain supporting infrastructure in five European countries viz. the Netherlands, Belgium, Spain, Poland and Czech Republic from Apotex International Inc. (Apotex), a Canadian pharmaceutical company engaged in the manufacture and marketing of pharmaceutical products.</p> <p>For names of the target companies acquired, please refer item (i) below</p> <p>ii) Details of the Target:</p> <p>The net sales for the acquired business were approximately EUR 133 million in the fiscal year ended March 2018.</p> |
| <p>b) Whether the acquisition would fall within related party transaction(s) and whether the promoter / promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at “arms-length”;</p> | <p>Apotex is an independent company.</p> <p>The promoter/ promoter group/ group companies of Aurobindo Pharma Limited have no interest in the Target so the acquisition would not fall within related party transaction(s).</p>                                                                                                                                                                                                                                                                                                                                                                     |
| <p>c) Industry to which the entity being acquired belongs;</p>                                                                                                                                                                                                                            | <p>Pharmaceuticals</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <p>d) Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity);</p>                                                                           | <p>Acquisition helps the Company to expand in key markets of Eastern Europe and create significant value through synergies viz.</p> <ul style="list-style-type: none"> <li>• Aurobindo will acquire commercial infrastructure including experienced personnel, products, marketing authorizations and dossier license rights in Poland, the Czech Republic, the Netherlands (including the manufacturing facility in Leiden), Spain and Belgium.</li> </ul>                                                                                                                                         |

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|                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|-----------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                               | <ul style="list-style-type: none"> <li>Over 200 generics and more than 80 over-the-counter (OTC) products to extend and diversify Aurobindo's European product portfolio</li> <li>In Poland and the Czech Republic, Aurobindo will become one of top 15 generics (Gx) companies in each country.</li> <li>In Poland, Aurobindo will add significant sales based on the established brand name "APO" and a dedicated sales force covering physicians and the pharmacy network</li> <li>Aurobindo will also add an OTC offering in the Netherlands and will become a leading OTC company by volume.</li> <li>In Belgium, the acquisition will provide Aurobindo with an entry into the retail generics space, where it will become a top 5 player.</li> </ul> |
| e) Brief details of any governmental or regulatory approvals required for the acquisition;    | Closing of the transaction is conditional on the receipt of competition clearances for the transaction by the Dutch and Polish authorities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| f) Indicative time period for completion of the acquisition;                                  | Within 3-6 months of the signing date.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| g) Nature of consideration - whether cash consideration or share swap and details of the same | Cash Consideration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| h) Cost of acquisition or the price at which the shares are acquired;                         | <p>€ 74 million.</p> <p>Aurobindo Pharma Limited will not assume any debt as part of this transaction.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

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|                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>i) Percentage of shareholding / control acquired and / or number of shares acquired;</p>                                                                                                                                                                       | <p>Agile Pharma B.V. will acquire 100% of share capital of the following entities:</p> <ul style="list-style-type: none"> <li>- Apotex N.V. (Belgium)</li> <li>- Apotex (CR) spol s.r.o. (Czech Republic)</li> <li>- Apotex Europe B.V. (Netherlands)</li> <li>- Apotex Nederland B.V. (Netherlands) and its subsidiaries</li> <li>- Apotex Polska sp. z.o.o. (Poland)</li> <li>- Apotex Espana SL (Spain)</li> </ul> <p>These entities control certain commercial operations and certain supporting infrastructure in the Netherlands, Belgium, Spain, Poland and Czech Republic.</p>                                     |
| <p>j) Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief);</p> | <p>The net sales for the acquired business in these five European countries was approximately EUR 133 million in the fiscal year ended in March 2018.</p> <p>Although some of these businesses are currently loss-making, the Company expects them to return to profitability when combined with the Company's vertically integrated platform and existing commercial infrastructure.</p> <p>The net sales of the Commercial Operations acquired for the last three years was as follows:</p> <p>Fiscal year 2016: EUR 127.9 million<br/> Fiscal year 2017: EUR 126.7 million<br/> Fiscal year 2018: EUR 132.6 million</p> |

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**Annexure B**

NEWS RELEASE

14 July 2018, Hyderabad, India

**Aurobindo Signs a Definitive Agreement to Acquire Apotex' Businesses in Poland, Czech Republic, the Netherlands, Spain and Belgium**

- Acquisition will accelerate Aurobindo's European growth strategy, by strengthening its geographic reach and commercial infrastructure, particularly in the generics market of Eastern Europe
- Acquisition will extend and diversify Aurobindo's European product portfolio by adding over 200 generics and more than 80 over-the-counter (OTC) products that had total sales of EUR 133 million in the year ending March 2018
- Transaction valued at EUR 74 million

**Hyderabad, India, 14 July 2018:** Aurobindo Pharma Limited (BSE: 524804 and NSE: AUROPHARMA) ("**Aurobindo**"), a world-leading marketer and manufacturer of generic pharmaceuticals and active pharmaceutical ingredients announces the signing of a definitive agreement to acquire from Apotex International Inc. ("**Apotex**"), its commercial operations and certain supporting infrastructure in five European countries. Closing of the transaction is conditional on the receipt of competition clearances for the transaction by the Dutch and Polish authorities.

The acquisition is in line with Aurobindo's strategy to strengthen and grow its European business and to expand in Eastern Europe.

In Poland, Aurobindo will add significant sales based on the established brand name "APO" as well as a dedicated sales force covering physicians and the pharmacy network. In Poland and the Czech Republic, Aurobindo will become one of top 15 generics (Gx) companies in each country.

In the Netherlands, the acquisition will lead to Aurobindo becoming a leading OTC company by volume, in Spain it will strengthen the company's position in the generics market and in Belgium, the acquisition will provide Aurobindo with an entry into the retail generics space, where it will become a top 5 player.

Aurobindo expects to acquire commercial infrastructure including experienced personnel, products, marketing authorizations and dossier license rights in Poland, the Czech Republic, the Netherlands (including the manufacturing facility in Leiden), Spain and Belgium. The acquisition includes a portfolio of over 200 prescription drugs (Rx) and 88 OTC products and an additional pipeline of over 20 products which are expected to be launched over the next two years.

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Aurobindo and Apotex will enter into a transitional manufacturing and supply arrangement to support the ongoing growth plans of these businesses.

Aurobindo has been expanding its European footprint since 2006 both organically and via carefully selected acquisitions across several key markets, most notably in 2014 with the acquisition of Actavis's commercial operations in seven Western European countries and in 2017 with the acquisition of Generis Farmaceutica in Portugal.

Aurobindo currently has a presence in nine European countries, Portugal, France, Germany, the Netherlands, Spain, Italy, Belgium, UK and Romania. Its current European business spans the Gx, tender generics (TGx), branded generics (BGx) and hospital generics (Hx) segments supported by an established commercial and hospital sales infrastructure. In the fiscal year ended March 2018, Aurobindo had sales in Europe of EUR 577 million.

Aurobindo has identified multiple areas for significant value creation and synergies from the proposed acquisition. Aurobindo plans to leverage the infrastructure of the acquired businesses to strengthen its commercial reach in a number of countries and synergies will result from Aurobindo optimizing the potential of its vertically integrated platform.

Commenting on the transaction, Mr. V. Muralidharan, SVP of European Operations for Aurobindo, said:

*"The acquisition announced today is in line with our strategy to grow and diversify our business in Europe. Acquiring Apotex' businesses in these key five countries will allow us to further expand our product offering, including OTC medicines in the Netherlands, and considerably strengthen our position in Eastern Europe. In Poland the established brand name "APO" will allow us to access a significant prescription and brand driven market. In the other countries we will improve our market position by adding commercial operations with strong local knowledge, positioning us to maximize the potential of our current products and the launches that are planned over the next years. We expect a seamless integration of the acquired businesses with the rest of the Aurobindo group given the success we have achieved in Europe to date."*

Mr V. Muralidharan added: *"We believe this acquisition is a key step towards our goal of becoming one of the leading generics companies in Europe."*

This announcement does not constitute a recommendation to shareholders or potential investors.

Jefferies International Limited acted as sole financial advisor and Herbert Smith Freehills LLP acted as legal counsel to Aurobindo. Ernst & Young, India provided financial due diligence services.

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**About Aurobindo**

Aurobindo Pharma Limited ([www.aurobindo.com](http://www.aurobindo.com)) (NSE: AUROPHARMA, BSE: 524804, Reuters: ARBN.NS, Bloomberg: ARBP:IN), is a world-leading marketer and manufacturer of generic pharmaceuticals and active pharmaceutical ingredients. The company's robust product portfolio is spread over 7 major therapeutic/product areas encompassing Antibiotics, Anti-Retrovirals, CVS, CNS, Gastroenterologicals, Anti-Allergies and Anti-Diabetics. The US and Europe are Aurobindo's two most important markets accounting for over 70% of the company's \$ 2.6 billion sales. The company's new product development activities are driven by an outstanding R&D organization. The company's manufacturing facilities are approved by the world's leading regulatory agencies including US FDA, UK MHRA, Japan PMDA, WHO, Health Canada, MCC South Africa, ANVISA Brazil. Aurobindo is headquartered in Hyderabad, India.

**For further information, please contact:**

Investor Relations

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Mobile: +91 98486 67906

Email: [ir@aurobindo.com](mailto:ir@aurobindo.com)

**Disclaimer**

This press release contains statements that may constitute "forward looking statements" including and without limitation, statements relating to product characteristics and uses, sales potential and target dates for product launch, implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward-looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other factors could cause actual developments and results to differ materially from our expectations. The company undertakes no obligation to publicly revise any forward-looking statements to reflect future events or circumstances and will not be held liable for any use of this information.

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AUROBINDO

**AUROBINDO STRENGTHENS EUROPEAN FOOTPRINT AND GROWTH POTENTIAL BY ACQUIRING  
APOTEX OPERATIONS IN 5 EUROPEAN COUNTRIES**

**14 July 2018**





# Forward Looking Statements

This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance.

While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance.

Aurobindo Pharma undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

For updates and specific queries, please visit our website [www.aurobindo.com](http://www.aurobindo.com)

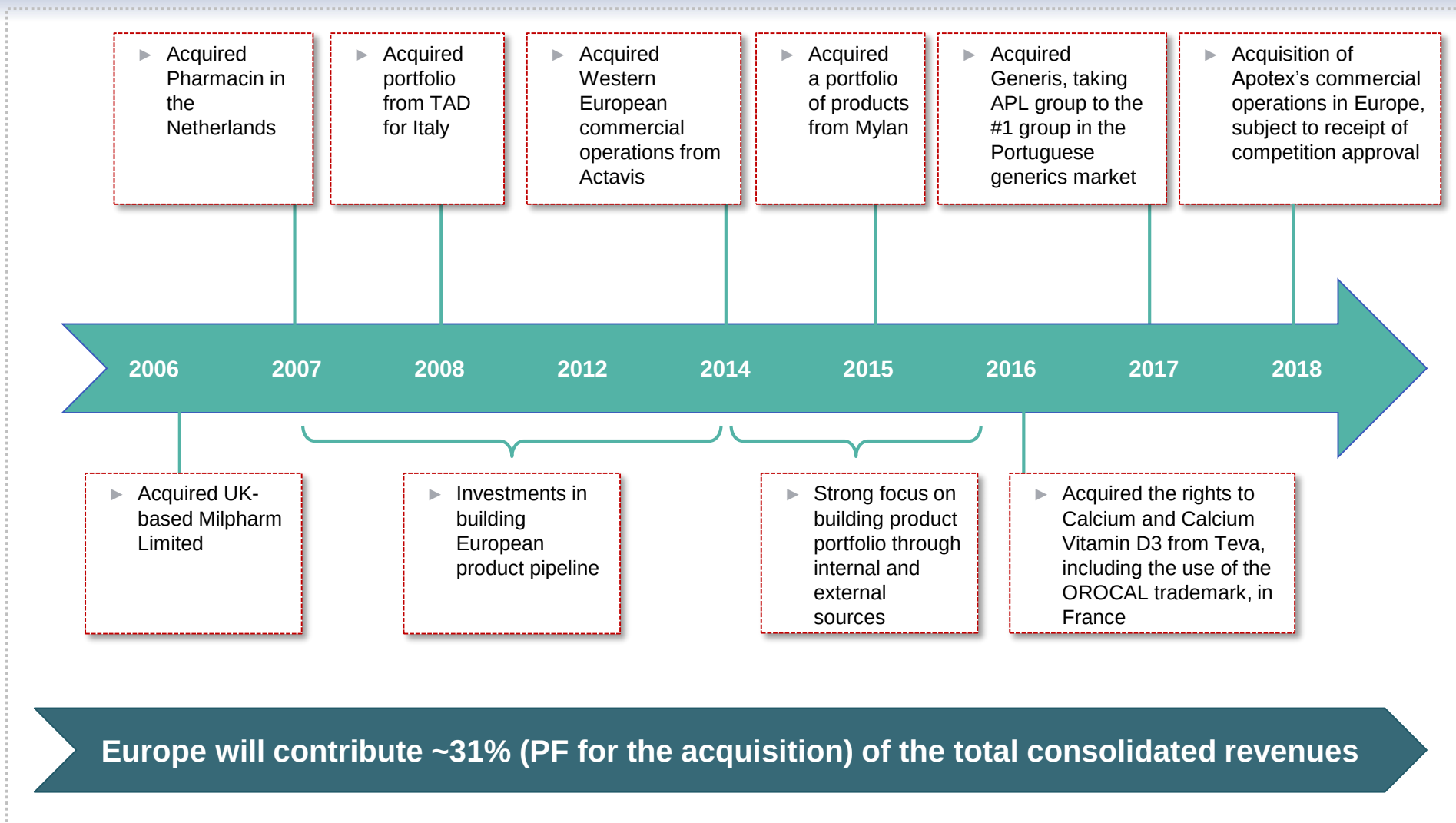
# Strategic Rationale For Transaction

- ✓ Strengthens European footprint and establishes Aurobindo as one of the leading generics companies in Europe
- ✓ Creates a stronger European platform with a large and diversified product portfolio across generics and OTC
- ✓ Gain commercial teams with strong knowledge of local markets and track record of success in 5 countries
- ✓ Access to a dedicated sales force with strong coverage of pharmacy network along with the established brand name of 'APO' in Poland
- ✓ Further balances geographic diversity with European sales increasing from 26% to 31% of total sales<sup>(1)</sup>
- ✓ Significant value creating opportunity through multiple avenues for revenue growth and cost synergies for Aurobindo

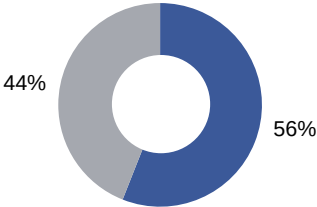
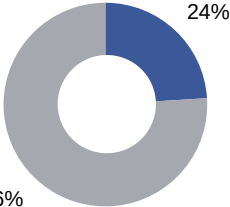
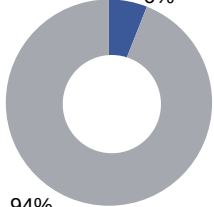
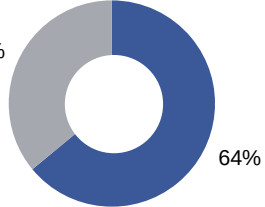
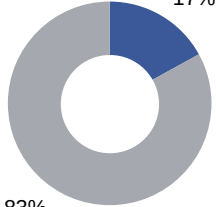
# Transaction Overview

- ▶ On 13 July 2018 Aurobindo Pharma Limited (APL), entered into a binding agreement to acquire Apotex Inc's commercial operations in the Netherlands, Poland, Spain, Czech Republic and Belgium
- ▶ Aurobindo will acquire commercial infrastructure including personnel, products, marketing authorizations and dossier license rights in all 5 countries
- ▶ The acquisition strengthens Aurobindo's European footprint and provides access to a large and diversified product portfolio
- ▶ Acquisition enables faster and improved market access in Eastern Europe (Poland and Czech Republic), promotes Aurobindo to a leading company in the OTC segment in the Netherlands. Provides entry to the retail segment in Belgium, and access to additional customers and an enhanced portfolio in Spain
- ▶ Transaction includes the manufacturing facility in Leiden, the Netherlands, with capabilities across manufacturing and packaging, and capacity of circa 1.8 billion tablets annually
- ▶ Net sales for the acquired businesses is approx. EUR 133 million in the year ended March 2018
- ▶ Transaction valued at EUR 74 million
- ▶ The transaction has been approved by the Aurobindo board
- ▶ Closing of the transaction is conditional on the receipt of competition clearances in the Netherlands and Poland

# Aurobindo's European Progress includes Track Record of Successful Acquisitions



# Creating a Platform of Scale in Europe

|                                                                                                                                                                                                             |  Netherlands                                                                                                                                                              |  Poland                                                                                                                                                                                    |  Spain                                                                                                                               |  Czech Republic                                                             |  Belgium                                                                                                          |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Country Overview                                                                                                                                                                                            | <ul style="list-style-type: none"> <li>A leading OTC company in the Netherlands by volume</li> <li>Preferred supplier for the #1 drugstore chain</li> <li>Complimentary portfolio which strengthens attractiveness of overall customer offering</li> </ul> | <ul style="list-style-type: none"> <li>Strong position in selected specialty areas: leading position in urology, strong base in CNS and transplant medicines</li> <li>Large sales force and broad coverage of doctors, pharmacy chains and individual pharmacies</li> </ul> | <ul style="list-style-type: none"> <li>Strengthens position in one of the largest European pharma markets with strong growth potential given current Gx under penetration</li> <li>Additional customer base</li> </ul> | <ul style="list-style-type: none"> <li>Focused on Food Supplements and Medical Devices</li> <li>Strong relationships with key players in the market</li> </ul> | <ul style="list-style-type: none"> <li>Top 5 player in the Gx retail market</li> <li>Supplements &amp; Medical Devices</li> <li>Large pipeline of complimentary products ready for launch</li> </ul> |
| Revenue in €m Mar 18 y/e                                                                                                                                                                                    | 45.8                                                                                                                                                                                                                                                       | 43.3                                                                                                                                                                                                                                                                        | 17.8                                                                                                                                                                                                                   | 16.6                                                                                                                                                           | 9.2                                                                                                                                                                                                  |
| Revenue in % Mar 18 y/e                                                                                                                                                                                     | 34.6%                                                                                                                                                                                                                                                      | 32.6%                                                                                                                                                                                                                                                                       | 13.3%                                                                                                                                                                                                                  | 12.5%                                                                                                                                                          | 6.9%                                                                                                                                                                                                 |
| Product Split <sup>(1)</sup><br> OTC<br> Rx |                                                                                                                                                                          |                                                                                                                                                                                           |                                                                                                                                    |                                                                            |                                                                                                                  |
| # FTEs <sup>(2)</sup>                                                                                                                                                                                       | 242 <sup>(3)</sup>                                                                                                                                                                                                                                         | 268                                                                                                                                                                                                                                                                         | 69                                                                                                                                                                                                                     | 46                                                                                                                                                             | 29                                                                                                                                                                                                   |

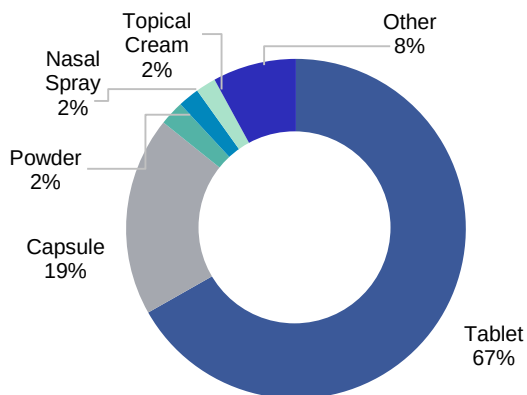
- ✓ Unique Pan-European platform with large and diversified product portfolio and pipeline, across both Rx and OTC segments
- ✓ Significant potential to increase scale and access new markets



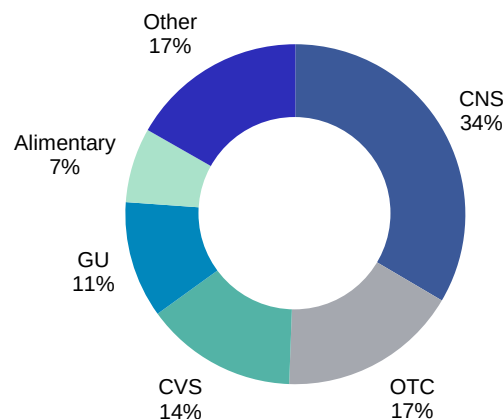
# Apotex – Diversified Portfolio of Generic and OTC Products

## Large And Diversified Product Portfolio

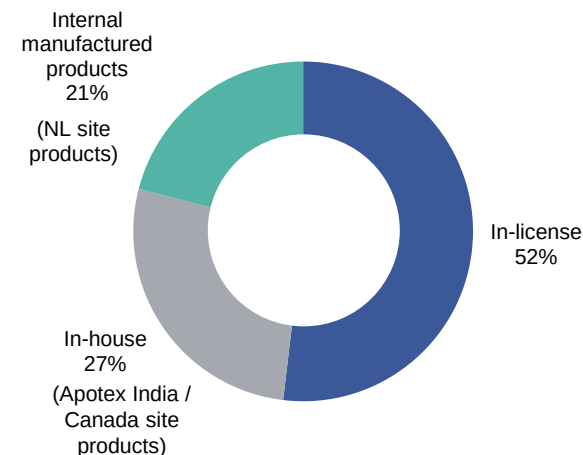
Sales by Product Type (FY18A)



Sales by TA (FY18A)



Sales by Product Source (FY18A)<sup>(1)</sup>



- Portfolio of over 200 Rx and 88 OTC products
- Pipeline of over 20 launches during the next 2 years
- Broad therapeutic split across numerous TAs, as well as many OTC products
- Aurobindo's enhanced product offering will give major competitive advantages

Notes:

(1) In-license (IL) – refers to third party manufactured, In-house (IH) – refers to Apotex manufactured products which will be covered by a supply agreement, Internal manufactured products – refers to products manufactured at the NL site

# Large Successful Commercial Teams in 5 Key Markets

 **Netherlands**

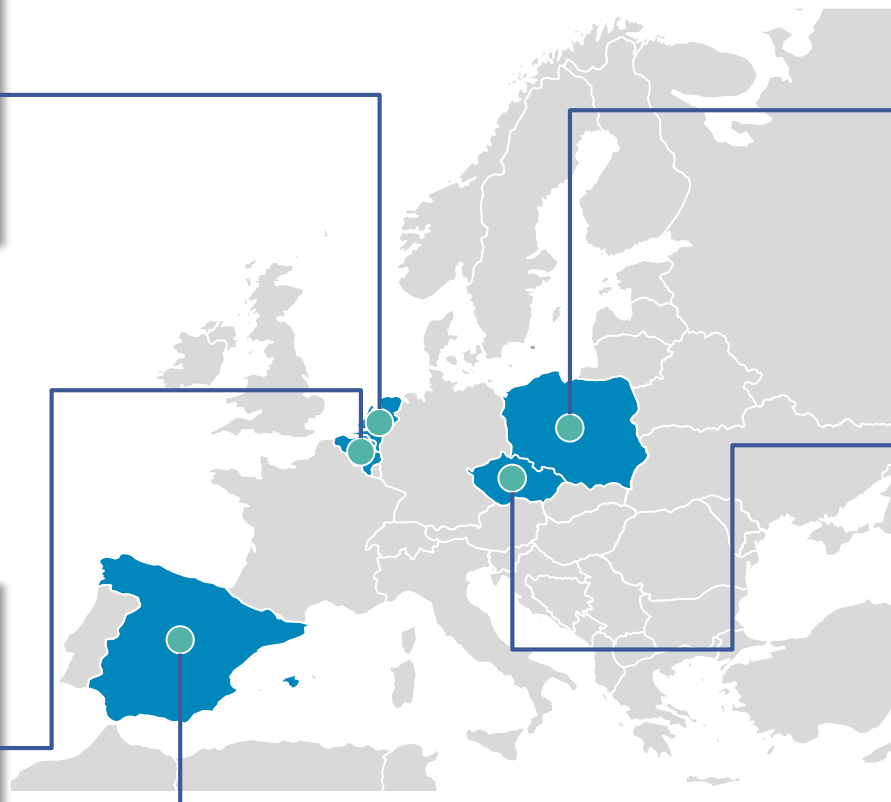
- **FY18A Rev (€m):** 46
- **Total FTEs:** 242
  - Sales / Marketing FTEs: 10
- Focus on large retailer chains, OTC and private label products

**Manufacturing facility in Netherlands**

- Key OTC products manufactured through the facility for Netherlands
- Production volume: circa 1.8bn tablets
- 87 product lines (INNs)
- 213 employees

 **Belgium**

- **FY18A Rev (€m):** 9
- **Total FTEs:** 29
  - Sales / Marketing FTEs: 20
- Focus on non-reimbursed products through pharmacy/physician sales force



 **Poland**

- **FY18A Rev (€m):** 43
- **Total FTEs:** 268
  - Sales / Marketing FTEs: 246
- Focus on direct sales to physicians and pharmacies

 **Czech Republic**

- **FY18A Rev (€m):** 17
- **Total FTEs:** 46
  - Sales / Marketing FTEs: 31
- Focus on large retailer chains

 **Spain**

- **FY18A Rev (€m):** 18
- **Total FTEs:** 69
  - Sales / Marketing FTEs: 57
- Dedicated pharmacy sales force

# Aurobindo's Enlarged European Footprint Post-Acquisition



## United Kingdom

- ▶ APL position in market: 7<sup>th</sup> (Gx)
- ▶ Number of products currently marketed : 98



## France

- ▶ APL position in the market: 1<sup>st</sup> by volume for hospital; 5<sup>th</sup> position in the retail market
- ▶ Number of products currently marketed: 268



## Germany

- ▶ APL position in market: 7<sup>th</sup>
- ▶ Number of products currently marketed : 239



## Portugal

- ▶ APL position in market: 2<sup>nd</sup> (Gx)
- ▶ Number of products currently marketed : 285



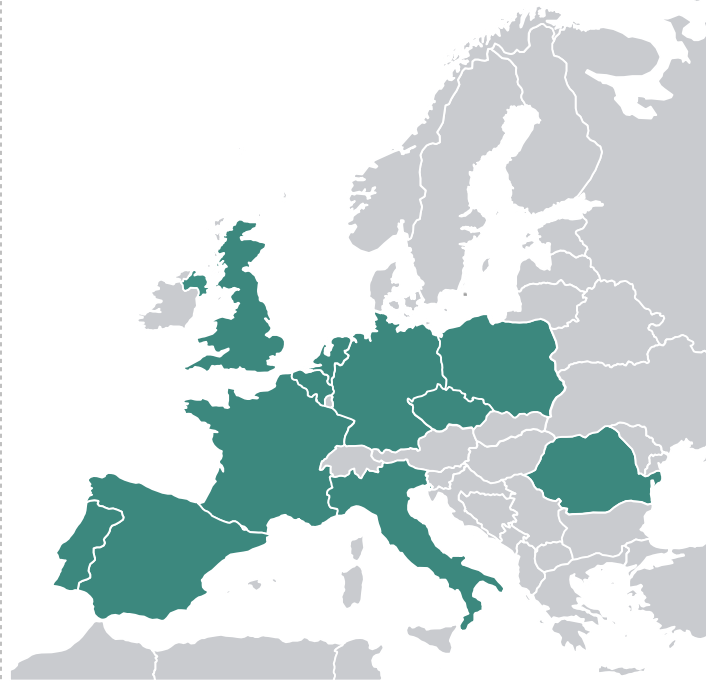
## Italy

- ▶ APL position in market: 8<sup>th</sup>
- ▶ Number of products currently marketed : 164



## Romania

- ▶ APL position in market: 16<sup>th</sup> (Gx)
- ▶ Number of products currently marketed : 42



 European territories



## Netherlands + Acquired Business

- ▶ APL position in market: 3<sup>rd</sup> , 1<sup>st</sup> (OTC)
- ▶ Number of products total marketed: 306



## Belgium + Acquired Business

- ▶ APL position in market: 5<sup>th</sup> (Gx)
- ▶ Number of products total marketed: 90



## Spain + Acquired Business

- ▶ APL position in market: 13<sup>th</sup> (Gx)
- ▶ Number of products total marketed: 182



## Czech Republic + Acquired Business

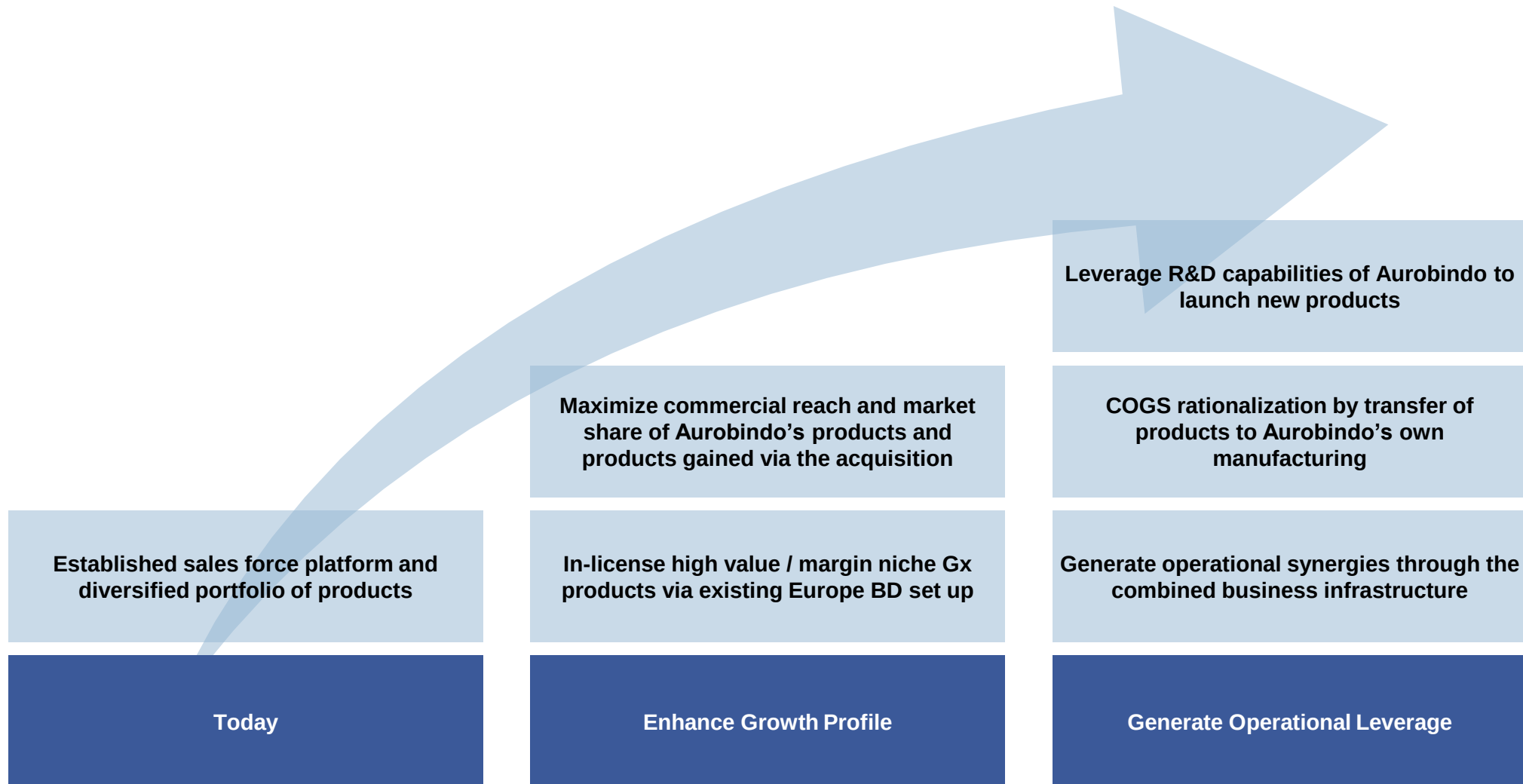
- ▶ APL position in market: 10<sup>th</sup> (Gx), 7<sup>th</sup> (OTC)
- ▶ Number of products total marketed: 76



## Poland + Acquired Business

- ▶ APL position in market: 15<sup>th</sup> (Gx)
- ▶ Number of products total marketed: 62

# Acquisition Creates a Strong Platform To Generate Value in Europe

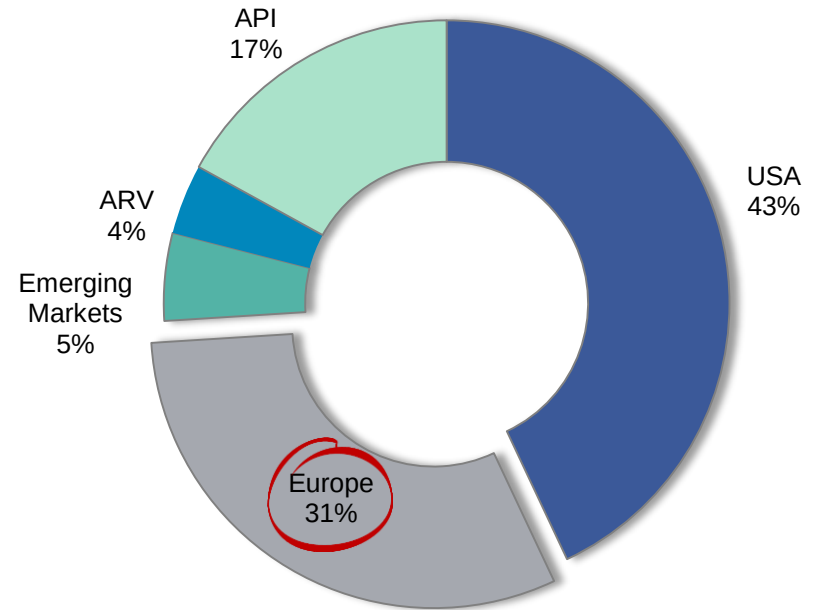
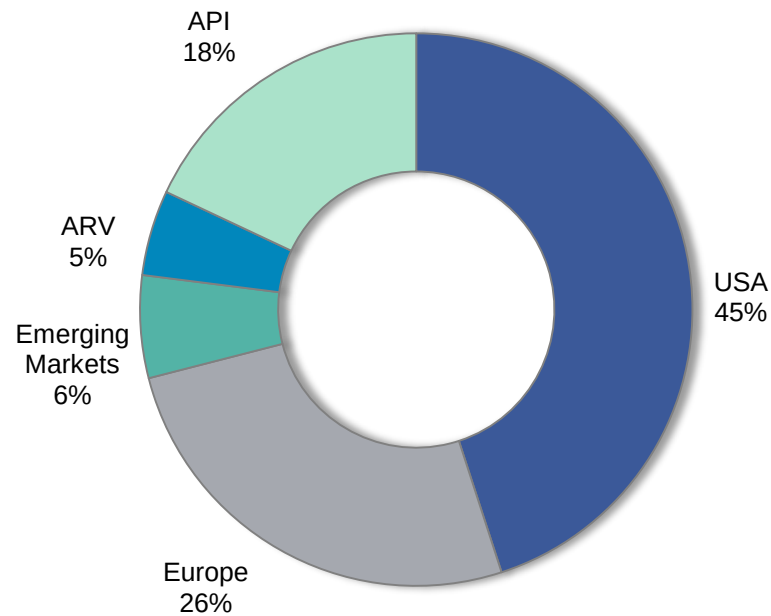


# Acquisition Supports the Diversification of Aurobindo's Global Business

Prior acquisition

Pro forma post acquisition

(Revenue Breakdown by Geography)



✓ Further diversifies and balances Group's businesses across the US, Europe, and emerging markets

# Thank You



For updates and specific queries, please visit our website [www. aurobindo.com](http://www.aurobindo.com)

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