

Date: 27th April, 2016

To,
The Manager,
Listing Department,
National Stock Exchange of India Limited
"Exchange Plaza",
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051

Dear Sir/Madam,

Sub: Outcome of Board Meeting

With reference to the captioned matter, the exchange is hereby informed that the Board of Directors of Alembic Pharmaceuticals Limited at its meeting held today has inter alia:

1. Approved the Audited Financial Results for the financial year ended 31st March, 2016.
2. Recommended a dividend of Rs. 4.00 (200%) per Equity Share of face value of Rs. 2 each, subject to approval of Shareholders at the ensuing Annual General Meeting.
3. Appointed Mr. Chirayu Amin as Executive Chairman and Chief Executive Officer w.e.f. 27th April, 2016.
4. Appointed Mr. Pranav Amin as Managing Director w.e.f. 27th April, 2016.
5. Appointed Mr. Shaunak Amin as Managing Director w.e.f. 27th April, 2016.

Further, we enclose herewith the following:

1. Consolidated Audited Financial Results for the financial year ended 31st March, 2016.
2. Standalone Audited Financial Results for the financial year ended 31st March, 2016.
3. Auditor's Report on Consolidated and Standalone Financial Results.

ALEMBIC PHARMACEUTICALS LIMITED

REGD. OFFICE : ALEMBIC ROAD, VADODARA - 390 003. • TEL : (0265) 2280550, 2280880 • FAX : (0265) 2281229
www.alembic-india.com • E-mail : alembic@alembic.co.in • CIN : L24230GJ2010PLC061123

4. Form A - Audit Report with unmodified opinion.
5. Press Release.
6. Investor Presentation.

The time of commencement of the Board Meeting was 11:00 a.m. and the time of conclusion was 2:15 p.m.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **Alembic Pharmaceuticals Limited**



Ajay Kumar Desai
Vice-President-Finance &
Company Secretary

Encl.: A/a

Statement of Consolidated Audited Financial Results for the Quarter and Year ended 31st March, 2016

Rs. in Lacs

	Particulars	Quarter Ended			Year Ended	
		31.03.2016	31.12.2015	31.03.2015	31.03.2016	31.03.2015
		(Audited)	(Reviewed)	(Audited)	(Audited)	(Audited)
1	(a) Net Sales / Income from Operations					
	Domestic	29,605	32,483	27,530	1,25,527	1,17,394
	Exports	33,811	60,860	23,265	1,92,592	89,379
	Total	63,416	93,343	50,795	3,18,119	2,06,773
	Less : Excise Duty	861	965	612	3,607	1,505
	Net Sales / Income from Operations	62,555	92,378	50,183	3,14,512	2,05,268
	(b) Other Operating Income	102	72	115	359	344
	Total Income from Operations	62,657	92,450	50,298	3,14,871	2,05,612
2	Expenses					
	(a) Cost of Materials consumed	11,251	19,059	11,459	64,224	54,049
	(b) Purchase of stock-in-trade	3,239	4,649	5,449	22,313	24,692
	(c) Changes in Inventories in trade and work in progress	(2,098)	(3,106)	447	(9,594)	(7,289)
	(d) Employee benefits expense	9,694	11,698	7,522	42,138	30,676
	(e) Research and Development Expense	11,104	7,012	3,049	30,706	12,162
	(f) Depreciation & Amortization Expense	2,440	2,165	1,096	7,221	4,441
	(g) Other Expenses	15,138	14,678	12,577	64,487	51,025
	Total Expenses	50,767	56,155	41,599	2,21,494	1,69,757
3	Profit from Operations before Other Income, finance costs & exceptional items	11,890	36,295	8,699	93,377	35,856
4	Other Income	262	280	185	551	230
5	Profit from ordinary activities before finance costs & exceptional items	12,152	36,575	8,884	93,928	36,086
6	Finance Costs	130	104	36	368	178
7	Profit from ordinary activities before tax	12,022	36,471	8,848	93,560	35,908
8	Tax Expense					
	Provision for Current Tax	2,743	7,891	1,831	19,864	7,635
	MAT Credit Reversal / (Entitlement)	-	1,060	(739)	-	(739)
	Provision for Deferred Tax Liability	116	561	739	1,737	739
9	Net Profit from ordinary activities after tax	9,163	26,960	7,017	71,959	28,273
10	Share of Profit / (loss) of associates	(45)	(11)	16	(15)	20
11	Net Profit after tax and share of profit / (loss) of associates	9,118	26,949	7,033	71,944	28,293
12	Paid up Equity Share Capital	3,770	3,770	3,770	3,770	3,770
13	Reserves excluding Revaluation Reserve				1,56,284	84,694
14	Basic & Diluted EPS (Not Annualised)	4.84	14.30	3.73	38.16	15.01



Alembic Pharmaceuticals Limited

Statement of Assets and Liabilities - Consolidated

		Rs. in Lacs	
Particulars		As at 31st March, 2016 (Audited)	As at 31st March, 2015 (Audited)
A EQUITY AND LIABILITIES			
1 Shareholders' funds			
(a) Share capital		3,770	3,770
(b) Reserves and surplus		1,56,284	84,694
Sub-total - Shareholders' funds		1,60,054	88,464
2 Non-current liabilities			
(a) Long-term borrowings		-	1,880
(b) Deferred tax liabilities (net)		5,013	3,143
(c) Other long-term liabilities		1,305	1,284
(d) Long-term provisions		2,823	936
Sub-total - Non-current liabilities		9,141	7,244
3 Current liabilities			
(a) Short-term borrowings		13,251	21,970
(b) Trade payables		56,640	32,494
(c) Other current liabilities		5,250	4,456
(d) Short-term provisions		1,602	9,488
Sub-total - Current liabilities		76,743	68,409
TOTAL - EQUITY AND LIABILITIES		2,45,938	1,64,117
B ASSETS			
1 Non-current assets			
(a) Fixed assets		82,375	59,473
(b) Goodwill		4,356	3,528
(c) Non-current investments		211	226
(d) Long-term loans and advances		8,340	11,815
Sub-total - Non-current assets		95,282	75,043
2 Current assets			
(a) Inventories		57,758	38,277
(b) Trade receivables		35,048	36,117
(c) Cash and Bank Balance		45,083	2,683
(d) Short-term loans and advances		12,767	11,998
Sub-total - Current assets		1,50,656	89,074
TOTAL - ASSETS		2,45,938	1,64,117



Place : Vadodara
Date : 27th April, 2016



For Alembic Pharmaceuticals Limited

(Signature)
Chirayu Amin
Chairman and CEO

Statement of Standalone Audited Financial Results for the Quarter and Year ended 31st March, 2016

Rs. in Lacs

	Particulars	Quarter Ended			Year Ended	
		31.03.2016	31.12.2015	31.03.2015	31.03.2016	31.03.2015
		(Audited)	(Reviewed)	(Audited)	(Audited)	(Audited)
1	(a) Net Sales / Income from Operations					
	Domestic	29,605	32,483	27,530	1,25,527	1,17,394
	Exports	29,991	58,456	22,361	1,76,899	85,681
	Total	59,596	90,939	49,891	3,02,426	2,03,075
	Less : Excise Duty	861	965	612	3,607	1,505
	Net Sales / Income from Operations	58,735	89,974	49,279	2,98,819	2,01,570
	(b) Other Operating Income	98	72	101	355	330
	Total Income from Operations	58,833	90,046	49,380	2,99,174	2,01,900
2	Expenses					
	(a) Cost of Materials consumed	11,251	19,059	11,459	64,224	54,049
	(b) Purchase of stock-in-trade	5,940	5,156	5,495	25,513	24,663
	(c) Changes in Inventories in trade and work in progress	(2,098)	(3,106)	447	(9,594)	(7,289)
	(d) Employee benefits expense	9,280	11,190	7,245	40,431	29,657
	(e) Research and Development Expense	7,304	4,554	2,820	21,615	10,903
	(f) Depreciation & Amortization Expense	2,411	2,161	1,096	7,186	4,441
	(g) Other Expenses	13,203	13,767	12,273	58,784	49,136
	Total Expenses	47,290	52,781	40,835	2,08,159	1,65,560
3	Profit from Operations before Other Income, finance costs & exceptional items	11,543	37,265	8,545	91,015	36,340
4	Other Income	263	280	12	551	57
5	Profit from ordinary activities before finance costs & exceptional items	11,805	37,545	8,557	91,567	36,397
6	Finance Costs	81	67	5	237	111
7	Profit from ordinary activities before tax	11,724	37,478	8,552	91,330	36,286
8	Tax Expense					
	Provision for Current Tax	2,726	7,844	1,843	19,800	7,625
	MAT Credit Reversal / (Entitlement)	-	1,060	(739)	-	(739)
	Provision for Deferred Tax Liability	96	561	739	1,717	739
9	Net Profit from ordinary activities after tax	8,902	28,013	6,709	69,813	28,661
10	Paid up Equity Share Capital (Face value of share Rs. 2/-)	3,770	3,770	3,770	3,770	3,770
11	Reserves excluding Revaluation Reserve				1,49,258	79,586
12	Basic & Diluted EPS (Not Annualised)	4.72	14.86	3.56	37.03	15.20



Statement of Assets and Liabilities - Standalone

Rs. in Lacs

Particulars	As at 31st March, 2016 (Audited)	As at 31st March, 2015 (Audited)
A EQUITY AND LIABILITIES		
1 Shareholders' funds		
(a) Share capital	3,770	3,770
(b) Reserves and surplus	1,49,258	79,586
Sub-total - Shareholders' funds	1,53,028	83,357
2 Non-current liabilities		
(a) Long-term borrowings	-	1,880
(b) Deferred tax liabilities (net)	5,002	3,143
(c) Other long-term liabilities	1,305	1,284
(d) Long-term provisions	2,823	936
Sub-total - Non-current liabilities	9,130	7,244
3 Current liabilities		
(a) Short-term borrowings	-	14,981
(b) Trade payables	50,021	31,645
(c) Other current liabilities	5,132	4,429
(d) Short-term provisions	1,600	9,460
Sub-total - Current liabilities	56,753	60,515
TOTAL - EQUITY AND LIABILITIES	2,18,911	1,51,116
B ASSETS		
1 Non-current assets		
(a) Fixed assets	78,959	57,182
(b) Non-current investments	3,746	3,333
(c) Long-term loans and advances	4,875	6,503
Sub-total - Non-current assets	87,580	67,018
2 Current assets		
(a) Inventories	53,372	38,248
(b) Trade receivables	37,150	33,794
(c) Cash and Bank Balance	28,481	440
(d) Short-term loans and advances	12,328	11,615
Sub-total - Current assets	1,31,331	84,098
TOTAL - ASSETS	2,18,911	1,51,116

For Alembic Pharmaceuticals Limited


Chirayu Amin
Chairman and CEOPlace : Vadodara
Date : 27th April, 2016

Notes :

- 1 The above results, have been duly audited by Statutory Auditors, recommended by the Audit Committee and approved by the Board of Directors.
- 2 The Standalone Financial Results are available on the company's website www.alembic-india.com.

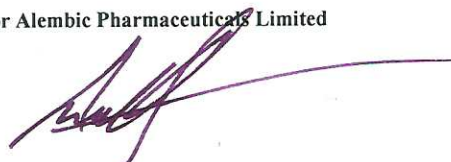
The key information on the standalone financial results are as under:

Rs in Lacs

Particulars	Quarter Ended			Year Ended	
	31.03.2016	31.12.2015	31.03.2015	31.03.2016	31.03.2015
	(Audited)	(Reviewed)	(Audited)	(Audited)	(Audited)
Net Sales / Income from Operations	58,833	90,046	49,380	2,99,174	2,01,900
Profit Before Tax	11,724	37,478	8,552	91,330	36,286
Profit After Tax	8,902	28,013	6,709	69,813	28,661

- 3 The Board has recommended dividend of Equity Shares at Rs 4.00 per share i.e 200% for the year ended on 31.03.2016 (P Y Rs. 3.50 per share i.e. 175%)
- 4 The Company is engaged in Pharmaceuticals business only and therefore, there is only one reportable segment in accordance with the Accounting Standard on Segment Reporting (AS-17).
- 5 The previous quarter's / year's figures have been regrouped / rearranged wherever necessary to make it comparable with the current quarter / year.

For Alembic Pharmaceuticals Limited



Chirayu Amin

Chairman and CEO

Place : Vadodara

Date : 27th April, 2016

Visit us at www.alembic-india.com



K. S. AIYAR & CO

CHARTERED ACCOUNTANTS

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Shakti Mills Lane (Off Dr E Moses Rd)
Mahalaxmi Mumbai 400 011 India
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Auditor's Report on Consolidated Quarterly Financial Results and Year to date Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To,

The Board of Directors,
Alembic Pharmaceuticals Limited.

1. We have audited the consolidated quarterly financial results of Alembic Pharmaceuticals Limited ('the Company') for the quarter ended 31st March, 2016 and the consolidated financial results for the year ended on 31st March, 2016 attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This statement is the responsibility of the Company's management.

The consolidated financial results for the quarter ended on 31st March, 2016 have been prepared on the basis of the consolidated financial results for the nine months period ended 31st December, 2015, the audited annual consolidated financial statements as at and for the year ended on 31st March, 2016 and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The consolidated quarterly financial results are the derived figures between the audited figures in respect of the year ended 31st March, 2016 and the published year to date figures up to 31st December, 2015 being the date of the end of the third quarter of the current financial year which were subject to limited review. Similar limited reviews are not carried out for subsidiaries and associates.

Our responsibility is to express an opinion on these consolidated financial results based on (a) our review of the consolidated financial results for the nine months period ended on 31st December, 2015 which was prepared in accordance with the recognition and measurement principles laid down in Accounting Standard – 25, Interim Financial Reporting specified under section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India (b) our audit of the consolidated annual financial statements as at and for the year ended on 31st March, 2016 and (c) the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.



Offices also at
Chennai Kolkata Goa
Bangaluru Coimbatore

2. We conducted our audit in accordance with the Standards on Auditing generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial results are free from material misstatement.

An audit includes examining on a test basis, evidence supporting the amounts disclosed in consolidated financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

3. We did not audit total assets of Rs.46083.05 Lacs as at 31st March, 2016, Total Revenue of Rs. 113082.34 Lacs and net cash inflows of Rs.14369.67 Lacs for the year ended on 31st March, 2016 respectively in respect of 8 Nos. of subsidiaries and Company' share of loss of Rs.6.74 Lacs for the year ended on that date in respect of one associate included in the accompanying consolidated financial results, whose financial results and other financial information for the year ended on that date have been audited by other auditors and whose reports have been furnished to us. Our opinion so far as it relates to the affairs of such subsidiaries and associates is solely based on the report of other auditors.
4. Based on our audit and on consideration of report of other auditors on separate year to date financial statements referred to Para 3 above, in our opinion and to the best of our information and according to the explanations given to us, these quarterly financial results as well as the year to date results are
- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and
- (ii) give a true and fair view of the net profit and other financial information for the quarter and the year ended on 31st March, 2016.
5. Further, read with Paragraph 1 above, we report that the figures for the quarter ended 31st March, 2016 represent the derived figures between the audited figures in respect of the financial year ended 31st March, 2016 and the published year to date figures up to 31st December, 2015 being the date of the end of the third quarter of the current financial year which were subjected to limited review (except for the subsidiaries and associate) as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

For K.S.Aiyar & Co;
Chartered Accountants;
ICAI Firm Registration No. 100186 W

Raghuvir M. Aiyar

Raghuvir M. Aiyar
Partner
M. No. 38128



Place: Vadodara
Date: 27th April, 2016

F-7 Laxmi Mills
Shakti Mills Lane (Off Dr E Moses Rd)
Mahalaxmi Mumbai 400 011 India
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Auditor's Report on Standalone Quarterly Financial Results and Year to date Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To

The Board of Directors

Alembic Pharmaceuticals Limited

1. We have audited the standalone quarterly financial results of Alembic Pharmaceuticals Limited ('the Company') for the quarter ended 31st March, 2016 and the standalone financial results for the year ended on 31st March, 2016 attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This statement is the responsibility of the Company's management.

The standalone financial results for the quarter ended on 31st March, 2016 have been prepared on the basis of the standalone financial results for the nine months period ended 31st December, 2015, the audited annual standalone financial statements as at and for the year ended on 31st March, 2016 and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The standalone quarterly financial results are the derived figures between the audited figures in respect of the year ended 31st March, 2016 and the published year to date figures up to 31st December, 2015 being the date of the end of the third quarter of the current financial year which were subject to limited review.

Our responsibility is to express an opinion on these standalone financial results based on (a) our review of the standalone financial results for the nine months period ended on 31st December, 2015 which was prepared in accordance with the recognition and measurement principles laid down in Accounting Standard – 25, Interim Financial Reporting specified under section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India (b) our audit of the standalone annual financial statements as at and for the year ended on 31st March, 2016 and (c) the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Offices also at
Chennai Kolkata Goa
Bangaluru Coimbatore



K. S. AIYAR & CO

CHARTERED ACCOUNTANTS

2. We conducted our audit in accordance with the Standards on Auditing generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the standalone financial results are free from material misstatement.

An audit includes examining on a test basis, evidence supporting the amounts disclosed in standalone financial results. An audit also assessing the accounting principles used and significant estimates made by management.

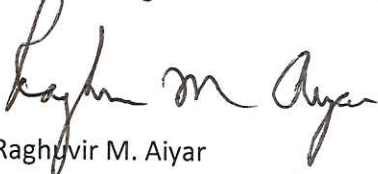
We believe that our audit provides a reasonable basis for our opinion.

3. In our opinion and to the best of our information and according to the explanations given to us, these quarterly financial results as well as the year to date results are
- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and
 - (ii) give a true and fair view of the net profit and other financial information for the quarter and the year ended on 31st March, 2016.
4. Further, read with Paragraph 1 above, we report that the figures for the quarter ended 31st March, 2016 represent the derived figures between the audited figures in respect of the financial year ended 31st March, 2016 and the published year to date figures up to 31st December, 2015 being the date of the end of the third quarter of the current financial year which were subjected to limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

For K.S.Aiyar & Co;

Chartered Accountants;

ICAI Firm Registration No. 100186 W



Raghuvir M. Aiyar

Partner

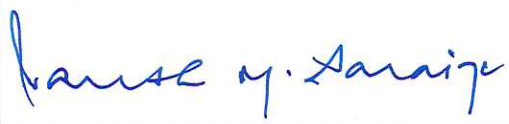
M. No. 38128



Place: Vadodara

Date: 27th April, 2016

FORM A
(for audit report with unmodified opinion)

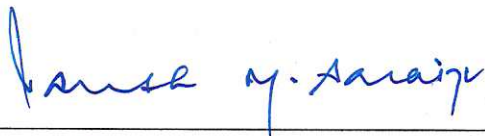
1.	Name of the Company	Alembic Pharmaceuticals Limited
2.	Consolidated Annual Financial Statements for the Year ended	31 st March, 2016
3.	Type of Audit Observation	Un Modified
4.	Frequency of Observation	Not Applicable
5.	To be signed by-	
	Chirayu Amin Executive Chairman & CEO	
	Paresh Saraiya Audit Committee Chairman	
	R. K. Baheti Director - Finance & CFO	
	Raghuvir M. Aiyar Partner K.S. Aiyar & Co Chartered Accountants FRN: 100186W M. No. 38128 Auditor of the Company	 

Date: 27th April, 2016
Place: Vadodara

ALEMBIC PHARMACEUTICALS LIMITED

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www.alembic-india.com • E-mail : alembic@alembic.co.in • CIN : L24230GJ2010PLC061123

FORM A
(for audit report with unmodified opinion)

1.	Name of the Company	Alembic Pharmaceuticals Limited
2.	Standalone Annual Financial Statements for the Year ended	31 st March, 2016
3.	Type of Audit Observation	Un Modified
4.	Frequency of Observation	Not Applicable
5.	To be signed by-	
	Chirayu Amin Executive Chairman & CEO	
	Paresh Saraiya Audit Committee Chairman	
	R. K. Baheti Director - Finance & CFO	
	Raghuvir M. Aiyar Partner K.S. Aiyar & Co Chartered Accountants FRN: 100186W M. No. 38128 Auditor of the Company	 

Date: 27th April, 2016

Place: Vadodara

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For Immediate Release

Net Profit up 154%, Net Revenues up 54%

Vadodara April 27th, 2016

Alembic Pharmaceuticals Limited reported its audited financial results for the year ending 31st March 2016.

Financial Highlights

- Net Sales up 54% to Rs. 3181 crores
- Net Profit up 154% to Rs. 719 crores

Commenting on the results, Mr. Pranav Amin, Managing Director, Alembic Pharmaceuticals Limited said “This has been an outstanding year for the Company. R&D will continue to remain a thrust area and we hope to strengthen our portfolio rapidly in the years to come. The recent JV with Orbicular will help establish our presence in the dermatology segment”.

Operational Highlights for the year

International Formulations

- International formulation business grew 146% to Rs. 1462 crores
- Alembic USA office set up and 11 products launched on own label
- 8 ANDA applications filed, Cumulative ANDA filings at 76
- 9 DMF applications filed, Cumulative DMF filings at 81
- JV with Orbicular for Dermatology

ALEMBIC PHARMACEUTICALS LIMITED

India Branded Formulations

- Sikkim plant commissioned
- India Branded formulations grew 13% to Rs. 1104 crore
- Specialty segment grew 20%
 - Cardiology up 36%
 - Anti Diabetic up 34%
 - Gynaecology up 25%

Dividend

The Board has recommended dividend on equity shares at Rs. 4.00 per share i.e. 200% for 15-16 (P.Y. Rs. 3.50 per share i.e. 175%)

Summary of Total Revenue is as under:

(Rs in Lacs)

Particulars	Q4 FY16	Q4 FY15	% Change	FY16	FY15	% Change
Formulation						
International	19018	15835	20%	146150	59348	146%
India Branded	25963	23208	12%	110357	98084	13%
India Generics	1744	3209	-46%	9118	12274	-26%
API	16691	8543	95%	52494	37067	42%
Total	63416	50795	25%	318119	206773	54%

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The Profit break-up is as under:

(Rs in Lacs)

Particulars	Q4 FY16	Q4 FY15	% Change	FY16	FY15	% Change
EBITDA	14330	9795	46%	100598	40297	150%
Profit Before Tax	12022	8848	36%	93560	35908	161%
Net Profit after Tax	9118	7033	30%	71944	28293	154%

About Alembic Pharmaceuticals Limited

Alembic Pharmaceuticals Limited, a vertically integrated research and development pharmaceutical company, has been at the forefront of healthcare since 1907. Headquartered in India, Alembic is a publicly listed company that manufactures and markets generic pharmaceutical products all over the world. Alembic's state of the art research and manufacturing facilities are approved by regulatory authorities of many developed countries including the US FDA. Alembic is one of the leaders in branded generics in India. Alembic's brands, marketed through a marketing team of over 5000 are well recognized by doctors and patients.

Information about the company can be found at www.alembic-india.com;
(reuters:ALEM.NS) (bloomberg:ALPM) (nse:APLLTD) (bse:533573)

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Alembic Pharmaceuticals Ltd

Investor Presentation

April-2016

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Safe Harbor Statement

Materials and information provided during this presentation may contain 'forward-looking statements'. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.

Risks and uncertainties include general industry and market conditions and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited, to technological advances and patents attained by competitors, challenges inherent in new product development including completion of clinical trials; claims and concerns about product safety and efficacy; obtaining regulatory approvals; domestic and foreign healthcare reforms; trend towards managed care and healthcare cost containment and governmental laws and regulations affecting domestic and foreign operations.

Also, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited, to inability to build production capacity to meet demand, unavailability of raw materials and failure to gain market acceptance.

Milestones

1907	Established by Amin family
2006	FDA approves API facilities
2007	Acquired Dabur's Indian cardiology, GI and gynaecology brands
2008	FDA approves Formulation facility
2010	Pharmaceuticals business demerged from Alembic – APL listed.
2012	Formed a JV for NCE research
2013	Launched first NDA with a partner Commenced filing in EU, Australia and Brazil
2014	Formed 50:50 JV in Algeria
2015	Launched Aripiprazole on day-1. Established US front-end: transition to own marketing.

Yearly Highlights - FY 16

Financial Highlights

- Net Sales up 54% to Rs 31812 mn
- EBITDA margins at 32% at Rs 10060 mn
- Net Profit up 154% to Rs 7194 mn
- Total R&D spend is Rs 3460 mn which is 11% of net sales. This is up by 148 % (YOY)

India Branded Formulations (Rs. 11036 mn)

- Business grew by 13 %
- Specialty Segment grew by 20% and Acute Segment grew by 4%. Price reduction by NPPA led to lower growth
- Strengthening the share of specialty therapies in the overall revenue basket.
- Alembic's "Tellzy" is the fastest growing Telmisartan brand and is the 3rd ranked brand in the Telmisartan market

International Formulations (Rs. 14615 mn)

- Business grew by 146 %
- 6 new product launch's in USA
- USA front end operational – 11 products launched on own label
- 10 ANDA approvals were received, taking cumulative approvals at 47 (5 tentative)
- 8 ANDA applications were filed during the year, taking cumulative ANDA filings at 76

API Business (Rs. 5249 mn)

- Business grew by 42%
- 9 DMF applications were filed during the year, taking cumulative DMF filings at 81

Quarterly Highlights – Q4 FY 16

Financial Highlights

- Net Sales up 25% to Rs 6342 mn
- EBITDA margins at 23% at Rs 1433 mn
- Net Profit up 30% to Rs 912 mn
- Total R&D spend is Rs 1279 mn for the quarter which is 20% of net sales. This is up by 181 % (YOY)

India Branded Formulations (Rs. 2596 mn)

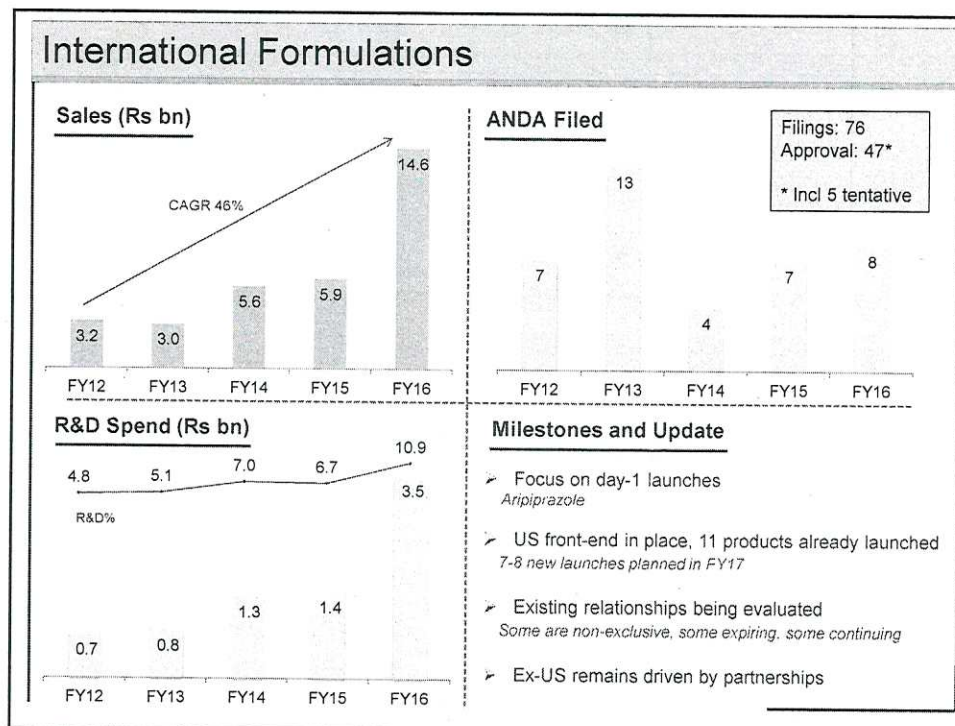
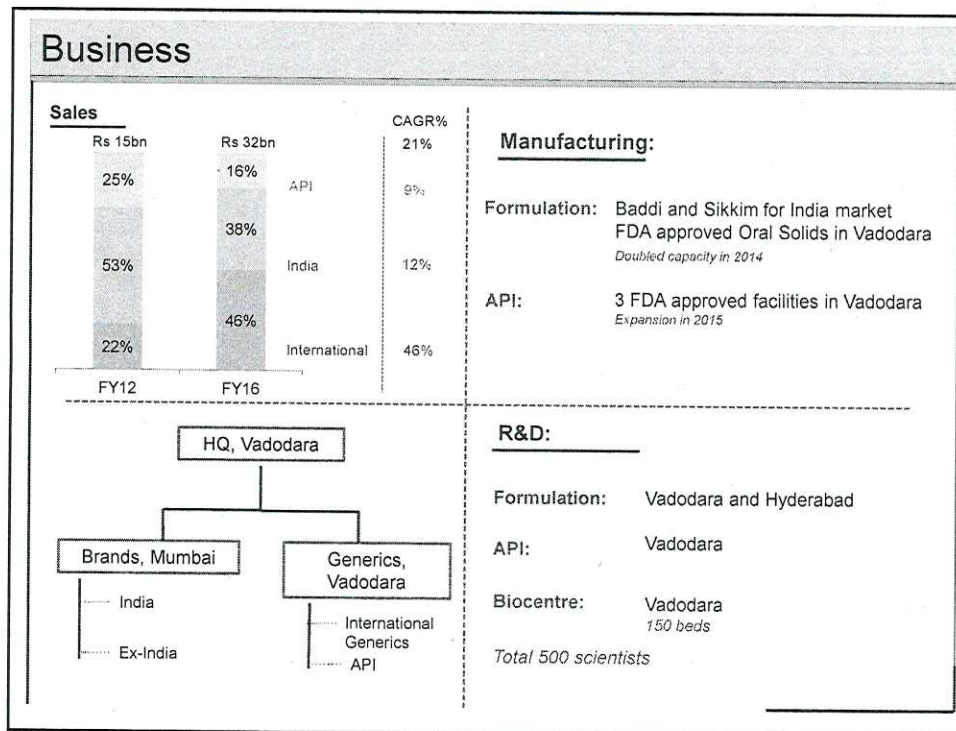
- Business grew by 12%
- Specialty Segment grew by 13% and Acute Segment grew by 7%.
- Strengthening the share of specialty therapies in the overall revenue basket.

International Formulations (Rs. 1902 mn)

- Business grew by 20%
- 1 new product launch in USA
- 2 ANDA tentative approvals were received during the quarter, taking cumulative approvals at 47
- 2 ANDA applications were filed during the quarter, taking cumulative ANDA filings at 76

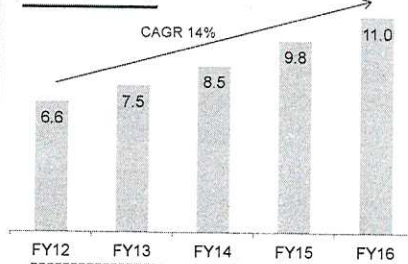
API Business (Rs. 1669 mn)

- Business grew by 95%
- 2 DMF applications were filed during the quarter, taking cumulative DMF filings at 81



India Branded

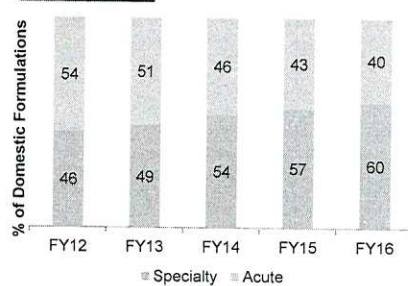
Sales (Rs bn)



Marketing Organisation

- 5000 + marketing team
Added 1000 over last two years
- 17 marketing divisions
Added new divisions in gynaecology, cardiology, GI, urology
- 170 products
Launch 20-25 products every year

Therapy Split



Key Achievements

- Leadership in Macrolides
33% share of the segment with Althrocin, Azithral, Roxid
- Decent share in key new launches
Tellyz, Rekool, Gestofit, Ovigyn D, Rosave, Richar
- 5 brands in top 300
Azithral, Althrocin, Wikaryl, Roxid, Gestofit

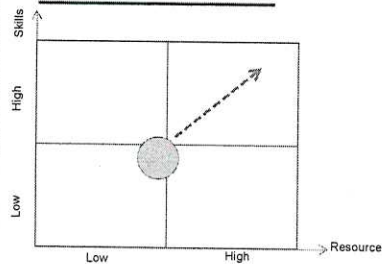
Therapy-wise Performance FY16

Therapy	MAR MAT 2016				MAR MAT 2015			
	Therapy Growth (ORG)	Market Share (ORG)	Alembic Growth (ORG)	Alembic Growth (PRIM)	Therapy Growth (ORG)	Market Share (ORG)	Alembic Growth (ORG)	Alembic Growth (PRIM)
Cardiology	14	2.04	32	36	13	1.77	32	31
Anti Diabetic	20	1.64	38	34	20	1.43	29	27
Gynaecology	14	2.68	32	25	13	2.31	27	28
Gastrology	15	2.18	2	6	15	2.45	12	17
Dermatological	17	0.48	30	-5	20	0.43	42	52
Orthopaedic	11	0.94	2	17	14	1.03	4	13
Ophthalmology	14	1.17	-6	0	22	1.43	0	-12
Nephro / Uro	18	2.02	13	13	17	2.10	17	30
Anti Infective	6	3.36	-1	2	10	3.63	4	4
Cold & Cough	8	5.16	4	8	11	5.36	22	20
OVERALL	14	1.73	11	13	14	1.76	15	15

(Source : ORG March 2016)

Strategy

Competitive position



Growth drivers

US: Rapidly expand breadth and quality of pipeline

Doubled internal OSD grid, half of grid is external – injectable, dermatology and ophthalmics
Partnerships to gain time and leverage financial resource
Build manufacturing capacities rapidly, use CMOs, de-risk

Ex-US: Selective commercialisation

Model under evaluation

India: Focus on chronic segment

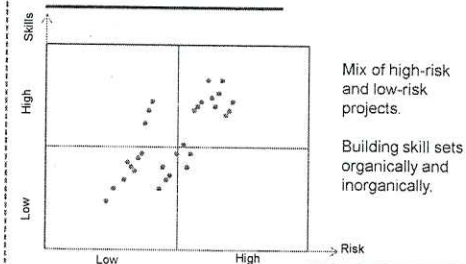
Aim for reasonable share in identified therapy-important molecules

Enablers

People: Renewed focus on HR
Skill gaps identified
Talent acquisition and retention

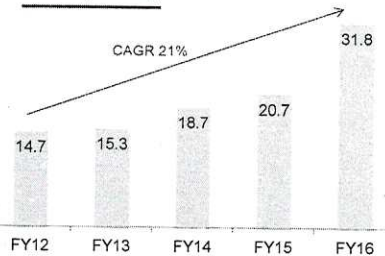
Process: Simple, clear structures
Clear goals and empowerment
Focus on compliance
De-risk with systems
Close monitoring
Focus on supply chain

Pipeline

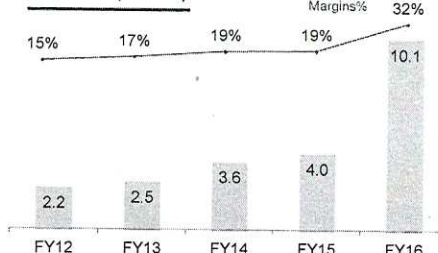


Financials – 5 years

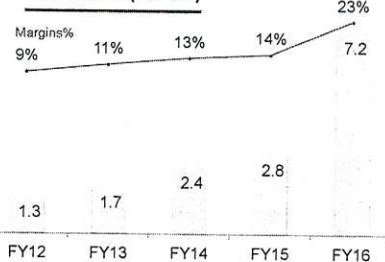
Sales (Rs bn)



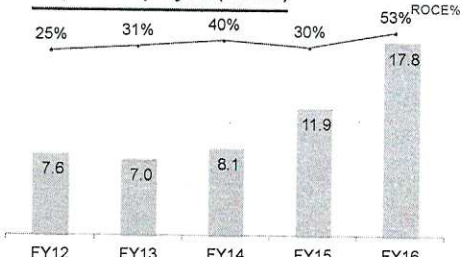
EBITDA (Rs bn)



Net Profit (Rs bn)

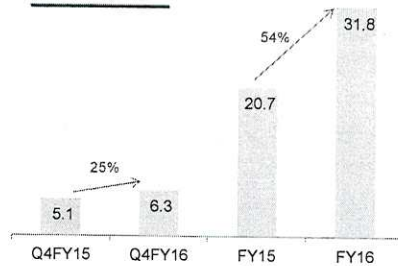


Capital employed (Rs bn)

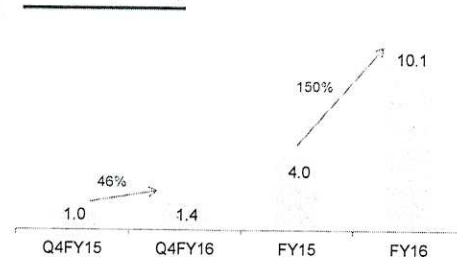


Financials

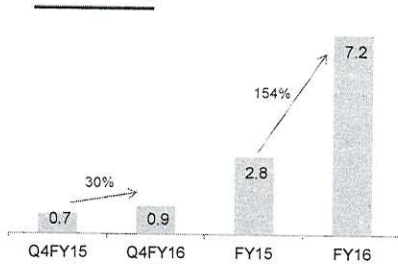
Sales (Rs bn)



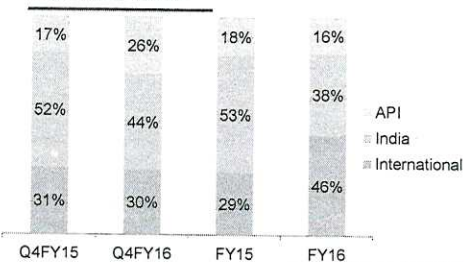
EBITDA (Rs bn)



PAT (Rs bn)

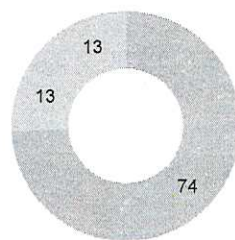


Business Sales



Latest Shareholding Pattern

% of Total Shareholding



- Promoter & Promoter group
- FI/FII/MF
- Public

Market capitalization	INR 113 bn
Total paid-up share capital	377.03mn
Total number of shares O/S	188.52mn
No. of shareholders	>50 K
Free float market capitalization	INR 29 bn

