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INDIA'S LEADING **PHARMACEUTICAL** COMPANIES 2016

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Launch of Dun & Bradstreet India's Leading Pharmaceutical Companies 2016



**Friday, 21st October 2016,
Hotel Trident, BKC, Mumbai**

(L-R) Mr. Kaushal Sampat, President and Managing Director – India, Dun & Bradstreet

Shri Faggon Singh Kulaste, Honourable Minister of State for Health & Family Welfare, Government of India

Shri Sudhansh Pant, IAS, Joint Secretary, Department of Pharmaceuticals, Ministry of Chemicals & Fertilizers, Government of India



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India's Leading Pharmaceutical Companies 2016

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Registered Office

ICC Chambers, Saki Vihar Road,

Powai, Mumbai - 400072.

CIN: U74140MH1997PTC107813

Tel: +91 22 6676 5555, 2857 4190 / 92 / 94

Fax: +91 22 2857 2060

Email: DNB_India-corporatepublication@DNB.com

URL: www.dnb.co.in

New Delhi Office

1st Floor, Administrative Building,
Block 'E', NSIC - Technical Services Center,
Okhla Industrial Estate Phase - III,
New Delhi - 110020.

Tel: +91 11 41497900/01

Fax: +91 11 41497902

Kolkata Office

166B, S. P. Mukherjee Road,
Merlin Links, Unit 3E, 3rd Floor,
Kolkata - 700026.

Tel: +91 33 24650204

Fax: +91 33 24650205

Chennai Office

New No: 28, Old No: 195,
1st Floor, North Usman Road,
T. Nagar, Chennai - 600017.

Tel: 91 44 28142265/75

Fax: +91 44 28142285

Ahmedabad Office

801 - 8th Floor, Shapath V,
Opp. Karnavati Club,
S. G. Highway
Ahmedabad - 380054.

Tel: +91 79 66168058/59

Fax: +91 79 66168064

Bengaluru Office

No. 7/2 Gajanana Towers,
1st Floor, Annaswamy Mudaliar Street,
Opp. Ulsoor Lake,
Bengaluru - 560042.

Tel: +91 80 42503500

Fax: +91 80 43503540

Hyderabad Office

504, 5th Floor,
Babukhan's Millennium Centre,
6-3-1099/1100, Somajiguda,
Hyderabad - 500082.

Tel: +91 40 66624102, 66514102

Fax: +91 40 66619358

Editor Pawan Bindal

Sub-Editor Naina R Acharya

Editorial Team Christopher D'Souza, Rohit Singh, Yogesh Jambhale, Mihir Shah, Agnel Peter, Omesh Kandalkar, Yash Kavi, Aakanksha Sawant, Rohit Pawar, Nishikant Sharma

Sales Head Jayesh Bahadur

Sales Team Suhail Aboli, Ajith Alex George, Sunena Jain, Keerthi Madhu, Apoorwa Tyagi, Subhonita Gargari, Sushmita Nigam, Smita Roy, Karan Abrol, Anchal Devnani, Nehal Khosla, Manjula Dinakaran, Aditya Balachander, Ayushi Nayak

Operations Team Nadeem Kazi, Prem Kumar, Ankur Singh, Sumit Sakhrani, Rajesh Gupta, Parth Desai, Parmeshwar More

Design Team Mohan Chilvery, Shilpa Chandoliker, Tushar Awate, Sonal Gangnaik, Yakoob Mohammed

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India's Leading Pharmaceutical Companies 2016

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For more details please contact

Regd. Office - ICC Chambers Saki Vihar Road, Powai, Mumbai - 400 072.

CIN: U74140MH1997PTC107813 | Tel: +91 22 6680 1300 | Fax: +91 22 2847 6281 / 82

South: Ajith Alex George | Mobile: +91 9448451199 | Email: GeorgeA@DNB.com

West: Suhail Aboli | Mobile: +91 9920555476 | Email: AboliS@DNB.com

North & East: Sunena Jain | Mobile: +91 9818880302 | Email: JainSu@DNB.com

Preface

Dun & Bradstreet India is pleased to present the first edition of its publication '**India's Leading Pharmaceutical Companies 2016**'. The publication is a ready reference tool on the Indian pharmaceutical sector. The publication also provides valuable insights on the business operations and financial performance of the leading companies within the sector.

India is the third largest pharmaceutical market in the world, in terms of production volume. It is the largest provider of generic drugs globally, accounting for about 20% of global exports in terms of volume. Vaccines produced in India are exported to more than 150 countries. A whopping 70% of patients in developing countries are estimated to benefit from medications manufactured in India. It is no surprise then that India is known as the 'Pharmacy of the World'.



The Government of India's 'Pharma Vision 2020' campaign is aimed at making India a global leader in end-to-end drug manufacture. Important announcements have been made, including that of the setting up of chemical hubs across the country, early environment clearances in existing clusters, adequate infrastructure, and the establishment of a Central Institute of Chemical Engineering and Technology. There are also plans to incentivise bulk drug manufacturers to help reduce dependence on imports of Active Pharmaceutical Ingredients (API). These and many other steps will definitely help India strengthen its position in the global pharma market. More importantly, there is also an increasing level of focus on innovation - R&D, the creation of indigenous technology and also gaining crucial technical knowhow through joint ventures and technical collaborations. The government aims to make India among the top five global pharmaceutical innovation hubs by the year 2020. This is a positive step which would help Indian companies gain market access globally.

India's Leading Pharmaceutical Companies 2016 is an endeavour to capture the essence of growth and performance of the pharmaceuticals sector in India and provide the leading players in the sector the unique advantage of Dun & Bradstreet's global footprint in disseminating vital and useful information about themselves to a wider audience.

At Dun & Bradstreet, we are extremely optimistic about the outlook of the Indian pharmaceuticals sector. We are confident that this publication will serve as an authoritative and useful ready reference tool on the pharmaceuticals sector. I hope you enjoy reading '**India's Leading Pharmaceutical Companies 2016**' and look forward to your comments and suggestions.

Kaushal Sampat
President & Managing Director – India
Dun & Bradstreet

Micro Labs, Where Excellence Lies in Small Details . . .



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Established in 1973, Micro Labs Limited is a multifaceted healthcare organization present across the entire pharmaceutical value chain from Research and Development, Active Pharmaceutical Ingredients, Finished Formulations to Marketing and Distribution in India and overseas.

- Brand Dolo was awarded India's Most Admired Brand 2015 by White Page International
- Dolo won the Brand of the Year 2014 GOLD award and Amlong won Brand of the Year 2014 BRONZE Award at AWACS Marketing Excellence Awards 2014
- Brand Dolo awarded as 'Brand of the Year 2013' at 6th Annual Pharmaceutical Leadership Summit 2013
- Mr. Dilip Surana, CMD of Micro Labs Limited honoured as Asia's Most Admired Business Leader 2015' by White Page International and 'Most Dynamic Entrepreneur of the Year ' at 4th Annual India Leadership Conclave and Indian Affairs Business Leadership Awards 2013
- Micro Labs Sikkim manufacturing unit bagged the prestigious Silver Award at 'India Manufacturing Excellence Awards (IMEA)' 2015, held by an international firm Frost & Sullivan in association with The Economic Times
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- Besides, Micro Labs has been bestowed upon 'Pharma CSR organization of the year 2012' and 'Innovative R&D company of the year 2012' at 5th Annual Pharmaceutical Leadership Summit & Business Leadership Awards 2012

The other milestones:

- ❖ Ranked amongst top 19 in India with a market share of 1.9% as per AIOCD-AWACS July 2016
- ❖ 19 specialty divisions, widest product range with over 5600 dedicated field force
- ❖ 13 World class manufacturing facilities approved by USFDA, UK-MHRA, Health Canada, WHO, TGA Australia & Medsafe-New Zealand, with 2000 qualified technical personnel
- ❖ A vibrant presence in over 40 countries, exporting formulations in all major therapeutic segments
- ❖ Three R&D centres, at Mumbai & Bangalore with more than 250 experienced scientists
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MICRO LABS LIMITED

27, Race Course Road, Bangalore - 560 001, India
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www.microlabsltd.com



...Because health is in small details

Foreword

Dun & Bradstreet India takes great pleasure in announcing the launch of the first edition of its publication '**India's Leading Pharmaceutical Companies 2016**'. The publication endeavours to provide useful and comprehensive information on the Indian pharmaceuticals sector as well as the highlights of the recent developments and key trends shaping the sector.

The Indian pharmaceuticals market has evolved from dominated by foreign players till the 1970s, with drugs merely being imported and assembled in India, to the present day in which India is among the largest exporters of pharmaceutical products in the world. India is now a preferred low-cost destination for manufacturing generic formulations and APIs that are compliant with USFDA standards and other international quality standards. It has the largest number of USFDA-approved production facilities outside the USA. The pharmaceutical industry is now one of the most premier business segments of India, accounting for about 5% of total exports. The sector is also one of the largest employers of skilled manpower.



The Indian pharmaceuticals industry has been growing at a compounded annual growth rate (CAGR) of more than 15% over the last five years or so. Pharmaceutical companies will continue to grow both organically and inorganically through alliances and partnerships. The focus will be on improving operational efficiency and productivity, compliance with manufacturing and quality standards and also on R&D and innovation. The Indian pharmaceutical market size is expected to grow to close to USD 100 bn by the year 2025, driven by increasing consumer spending, rapid urbanisation, and raising healthcare insurance, among others. Growth in domestic sales would depend on the ability of companies to align their product portfolio towards chronic therapies for diseases such as cardiovascular, anti-diabetes, anti-depressants and anti-cancers that are on the rise. In addition, the thrust on rural health programmes, lifesaving drugs and preventive vaccines also augurs well for the pharmaceutical companies. Active measures by pharmaceutical companies to comply with USFDA norms are likely to boost exports. Further, companies that were previously not engaged in exports are now increasingly gaining exposure on that front. This is expected to result in double digit growth in exports going forward.

I hope you enjoy reading '**India's Leading Pharmaceutical Companies 2016**'. Dun & Bradstreet India aspires to continue providing you with well-researched and reliable information on the Indian pharmaceuticals sector in the future. We look forward to receiving your valuable feedback and suggestions.

Pawan Bindal
Director
Dun & Bradstreet India

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Executive Summary

The first edition of '**India's Leading Pharmaceutical Companies 2016**' highlights the significance of the Indian pharmaceuticals sector and its contribution to the Indian economy. It also endeavours showcase the Indian pharmaceutical sector's position in the global context. The significance of India's pharmaceuticals sector can be gauged from the fact that in FY16, India's exports of pharmaceutical products stood at USD 16.9 bn, which was about 5% of the aggregate value of India's total exports during the year.

The 2016 edition of the '**India's Leading Pharmaceutical Companies**' publication profiles 134 companies. These are the leading companies in the Indian pharmaceuticals sector, with a total income of at least Rs 1,000 mn as per their latest financial statements (FY16 or FY15) and who have reported profits at the net level either at the standalone or the consolidated level.



Some of the key financial performance highlights of India's Leading Pharmaceutical Companies during FY15 and FY16 are:-

- The aggregate value of India's pharmaceuticals exports stood at USD 16.9 bn in FY16, which was 9.4% higher than the USD 15.4 bn exported in the preceding year
- The North American region accounted for more than one-thirds of India's pharmaceutical exports in FY16, followed by Africa (~20%) and the European Union (~15%)
- A whopping 55% of India's pharmaceutical exports are to highly regulated markets like the USA and UK

Of the 134 companies being profiled in the publication, financial data for FY16 was available for around 59 companies.

Some of the key findings of the study conducted on these 59 companies are as under:-

- The aggregate total income grew by a healthy 11.5% as compared to a year ago - this is attributed to growing demand for pharmaceutical products, both within India and abroad
- The aggregate value of export of goods reflected a 17% growth in FY16, which is much faster than the 9.4% growth in India's overall pharmaceutical exports during the year
- The aggregate net profit rose by a sharp 41.3% as compared to FY15 – this growth is attributed to the robust growth in exports, which are profitable for the sector, and a much slower rise in the sector's largest expense head, 'raw material expenses'
- In FY16, raw material expenses rose by merely 3.1%; the prices of bulk chemicals, which are used as starting materials for most companies in the sector, have remained low due to cheap imports from China and Indian suppliers of APIs being forced to keep their prices low
- The R&D spending rose by a robust 23.5% as compared to FY15; R&D spending as a percentage of total income expanded from 5.6% in FY15 to 6.2% in FY16, reflecting the increasing focus on R&D activity and innovation

Dun & Bradstreet will continue to track the performance of Indian pharmaceutical companies and keep readers updated on various developments through future editions of '**India's Leading Pharmaceutical Companies**'.

Naina R Acharya
Deputy Leader - Operations
Economic Analysis Group
Dun & Bradstreet India

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Research Aggregators

- Sector Coverage

Dun & Bradstreet Input

- Industry attractiveness
- Market sizing
- Govt. regulations

- Industry viability
- Investment parameters
- Leverage analysis

- Financial benchmarking
- Past performance and Future potential
- Comprehensive analysis of relevant parameters

Methodology

‘India’s Leading Pharmaceutical Companies 2016’ includes leading companies from the Indian pharmaceuticals sector. It includes companies that are registered with the Ministry of Corporate Affairs (MCA) under the Companies Act, 1956. The publication includes companies that are engaged in the manufacture of drugs and pharmaceutical products, including Active Pharmaceutical Ingredients (APIs), drug intermediates, injectables, formulations, capsules, tablets, etc. However, companies that are primarily engaged in the manufacture of products like empty capsules, ayurvedic, unani, homeopathic and other alternative medicinal products have been excluded. Also, companies that are primarily engaged in the manufacture of medical devices, medical equipment and items like gauzes, bandages, dressings, etc. have also been excluded. Since the publication deals with those companies that manufacture pharmaceuticals, companies that are largely engaged in the trade of pharmaceuticals have also been excluded.

Standalone total income was the primary criteria for the initial shortlisting of companies. Accordingly, companies that have reported a total income (standalone) of at least Rs 1,000 mn as per their latest financial statements have been considered for inclusion in the publication. Companies for which financial statements were not available later than FY14 were excluded. Companies that have posted net losses at both, the standalone as well as the consolidated level as per their latest financials have been excluded. Companies with negative net worth have also been excluded. Further, the editorial team used a diverse set of parameters to refine and arrive at the list of Leading Pharmaceutical companies. The list was filtered by other exclusion criteria such as financial health and corporate governance records to arrive at the final list of featured companies.

All the financial information in the publication is based on latest available standalone financials sourced from annual reports or audited financial statements. For companies where the published financial statement is for a period other than 12 months, the financials are annualized for the purpose of shortlisting, ranking, and profiling. Dun & Bradstreet excluded companies for which financial statements were not available at the time of compiling this publication. Financial information was sought from company websites, the MCA, and from various stock exchanges in India. Companies from the pharmaceutical sector were contacted via email in order to seek financial information. Companies that did not respond with critical data and/or whose information is not available in the public domain were not considered for this study to ensure that all information contained in this publication is verified and authenticated. In general, all information used in the publication is from publicly available relevant sources. The various financial computations are based on Dun & Bradstreet’s methodology and have been explicitly explained in the ‘Definitions and Calculations’ section. Companies with financial statements which have been qualified by auditors are marked with an asterisk (*).

Each company featuring in the publication has been allotted a unique identification number to (D-U-N-S® - Data Universal Numbering System), which will help readers locate and obtain full-fledged business information reports on these companies from the Dun & Bradstreet database.



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GVK BIO is Asia's leading Integrated Discovery Research and Development organization. Established in 2001, GVK BIO has over a decade of rich experience across the R&D and Manufacturing value chain with a focus on speed and quality. Our team of scientists, backed by well-laid processes and cutting-edge technology, enable customers to achieve breakthrough results.

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Over the years, we have consistently exceeded our customers' expectations in terms of quality, speed and affordability. Precisely why, our clientele who are among the global top 10 in the fields of Pharmaceutical, Agrochemical, Electronics, Biotechnology and Academics, entrust us with their research challenges.

Definitions & Calculations

This section defines financial terms and ratios used in this publication.

- Total Income - Refers to the revenue plus other income but excludes any movement in Inventory and write back provisions. The revenue is the net of excise duties, sales tax, inter-unit transfers and other government levies. Interest and subsidies are added to Total Income.
- Net Profit - Is profit after tax excluding impact of prior-period, exceptional and extraordinary items. Tax includes all provisions required and any other tax adjustment specifically mentioned.
- Net Worth - Is the sum of share capital, equity equivalents and reserves & surplus. Equity equivalents include share warrants, ESOP etc. Debit balance appearing in the profit and loss account and foreign exchange translation reserve account, revaluation reserves, miscellaneous expenditure, and intangibles such as patents, goodwill, trademarks, copyrights, know-how, brands, licenses, rights, computer software and the likes are deducted from the Net Worth.
- Net depreciation as mentioned in profit & loss account.
- Interest cost net of capitalisation wherever available

Ratios

Particulars	Formulae
EBITDA	Profit Before Tax + Interest Expense + Depreciation and Amortisation Expense
EBIT	EBITDA – Depreciation and Amortisation Expense
EBITDA Margin (%)	$(\text{EBITDA} / \text{Total Income}) * 100$
Net Profit Margin (NPM) (%)	$(\text{Net Profit} / \text{Total Income}) * 100$
Return on Net Worth (%)	$(\text{Net Profit} / \text{Net Worth}) * 100$

Symbols used

N.A.	Not Available
C/R	Current Ratio

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Your Business with TCI



Our Services



FTL, LTL



Express Movement
Air & Surface



Temperature Controlled
warehouse and transportation

Refer Truck Movement



ISO Tanktainer Movement APIs/Bulk Drugs



Vale Added Services



Order Management



Monitoring/Control Panel



Soft Processing



State of art WMS



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Tel: +91-124-2381603 | Fax: +91-124-2384085, Email: corporate@tcil.com | Website: www.tcil.com



OVERVIEW AND INSIGHTS

Overview of the Indian Pharmaceuticals Sector

India is currently the third largest pharmaceutical market in the world, in terms of production volume. It is also the largest provider of generic drugs globally, accounting for about 20% of global exports in terms of volume. It is also among the major exporters of Active Pharmaceutical Ingredients (APIs)/bulk drugs.

India holds a significant position in the global pharmaceuticals sector. It has gained the reputation of a preferred low-cost destination for manufacturing generic formulations and APIs that are compliant with US Food and Drug Administration (USFDA) standards and other international quality standards. Presently, India has the largest number of USFDA-approved production facilities outside the USA. The country also has a rich pool of scientists and engineers who are playing a crucial role in driving innovation and developing newer formulations. Indian companies submit some of the highest number of Abbreviated New Drug Applications (ANDA) applications to the USFDA every year. It is interesting to know that over 80 per cent of the antiretroviral drugs used in the treatment of AIDS are supplied by Indian pharmaceutical firms.

Structure and Size of the Indian Pharmaceuticals Sector

The Indian pharmaceuticals sector is highly fragmented, with more than 10,000 manufacturers from both, the organised as well as unorganised sectors. These manufacturers are spread across various sectors, including manufacture of bulk drugs, generics, formulations and contract research services, among others. These units are largely concentrated in the states of Maharashtra, Gujarat and Telangana.

The Indian pharmaceutical market is subject to a high level of government interventions in the form of price controls. While this offers domestic players a benefit in terms of competing with multinational drug manufacturers, it is an impediment towards investment in Research & Development (R&D) activity.

On the basis of product applications, pharmaceutical products can be divided into various therapeutic segments. While some of them are low volume high value pharmaceutical formulations, some comprise of high volume low value drugs. Some of the key therapeutic segments in the Indian pharmaceuticals sector are anti-infectives, anti-diabetics, and medications for cardiovascular and central nervous systems. Anti-infectives include antibiotics, anti-protozoals, anti-helminitics, anti-malarials and anti-tuberculosis drugs. India's biotechnology industry comprises bio-pharmaceuticals, bio-services, bio-agriculture, bio-industry and bioinformatics. The biopharma sector – vaccines, therapeutics and diagnostics - accounts for more than 60% of the total revenues of the Indian pharmaceuticals sector.

India accounts for around 30% (by volume) and about 10% (in terms of value) in the USD 70-80 bn US generics market. As per data furnished by the Indian Brand Equity Foundation (IBEF), a Trust established by the Department of Commerce, Ministry of Commerce and Industry, Government of India, the overall number of drug approvals given by the US Food and Drug Administration (USFDA) to Indian companies nearly doubled from 109 in FY15 to 201 in FY16.

India's Pharma Exports rise by 9.4% in FY16

Over the past several years, pharmaceutical products have emerged as one of India's largest export items. The ability to manufacture at low costs while adhering to international quality standards has helped Indian drug manufacturers gain market share in exports. As per data furnished by the Pharmaceuticals Export Promotion Council of India (Pharmexcil), the aggregate value of India's pharmaceuticals exports stood at USD 16.9 bn in FY16, which was 9.4% higher than the USD 15.4 bn exported in the preceding year.

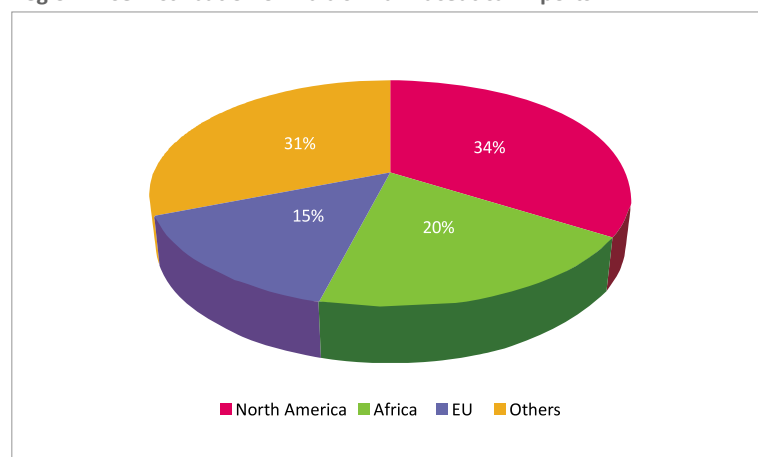
Trend of India's Pharmaceutical Exports

Year	Exports in USD mn
FY12	13,268.0
FY13	14,663.0
FY14	14,935.0
FY15	15,433.1
FY16	16,889.2

Source: Directorate General of Commercial Intelligence and Statistics (DGCIIS)

With respect to regional distribution, the North American region accounts for more than one-thirds of India's pharmaceutical exports, followed by Africa (~20%) and the European Union (~15%). As a matter of fact, USA, which is the world's largest pharmaceuticals market, has been India's largest export partner since a decade. India has also managed to penetrate some of the other large and highly regulated markets such as Japan and the EU region. A whopping 55% of India's pharmaceutical exports are to highly regulated markets.

Region-wise Distribution of India's Pharmaceutical Exports



Source: Pharmexcil

India's Top 10 Pharma Export Destinations in FY16

Rank	Country	Exports (USD mn)
1	USA	5,503.0
2	South Africa	606.8
3	UK	564.3
4	Nigeria	437.3
5	Russia	374.0
6	Germany	347.5
7	Kenya	333.2
8	Brazil	325.2
9	Netherland	243.5
10	Australia	233.3

Regulatory Scenario

The pharmaceutical sector is one of the highly regulated sectors in the country. Direct government control exists in vital aspects, such as pricing. The National Pharmaceutical Pricing Policy (NPPP), Drug Price Control Order (DPCO), and Compulsory Licensing are three of the most important regulations that have been implemented in the past decade. These three policy measures together have deeply impacted the sector, bringing in price control as well as restrictions in product sales.

The implementation of the NPPP in 2012 and the DPCO in 2013 brought close to 450 formulations under direct price control. These 450 formulations have been listed under the National Essential List of Medicines (NELM), giving the government the freedom to cap prices. These measures were aimed at making essential/lifesaving drugs accessible and affordable to patients across economic classes. However, price control has impacted the profitability of drug manufacturers, which in turn has resulted in reduced R&D spending. This has hampered the drug discovery process among Indian pharmaceutical companies.

The Compulsory Licensing policy allows manufacturing and domestic sale of generic variants of life saving drugs (that have patents in other markets). Although this is highly beneficial to the general public, it has negatively impacted multinational pharmaceutical companies selling patented drugs to treat life threatening conditions like cancer and cardiovascular conditions. Taking advantage of these policies, generic drug manufacturers were able to sell copies of patent drugs at a fraction of the cost. The availability of cheaper generic versions of patented drugs being manufactured and sold in the country has severely impacted the revenue of large multinational drug firms.

Investments and Government Initiatives

The Union Cabinet has given its nod for the amendment of the existing Foreign Direct Investment (FDI) policy with respect to the pharmaceuticals sector, so as to allow FDI up to 100% under the automatic route for the manufacturing of medical devices (subject to certain conditions). As per data released by the Department of Industrial Policy and Promotion (DIPP), the Indian drugs and pharmaceuticals sector has attracted cumulative FDI inflows to the tune of USD 13.9 bn between April 2000 and March 2016. The sector accounted for ~5% of the aggregate value of cumulative FDI inflows during the said period.

In mid-2015, the Government of India unveiled the 'Pharma Vision 2020' campaign, aimed at making India a global leader in end-to-end drug manufacture. Under this campaign, the approval time for new facilities has been reduced to encourage and boost investments. Further, the government introduced mechanisms such as the Drug Price Control Order and the National Pharmaceutical Pricing Authority to address the issue of affordability and availability of medicines. Shri Ananth Kumar, the Union Minister of Chemicals and Petrochemicals, made some very important announcements, including that of the setting up of chemical hubs across the country, early environment clearances in existing clusters, adequate infrastructure, and the establishment of a Central Institute of Chemical Engineering and Technology.

Some of the major initiatives taken by the government to promote the pharmaceutical sector in India are:-

- Plans to set up around eight mini drug-testing laboratories across major ports and airports in the country - this will improve the drug regulatory system and infrastructure facilities by monitoring the standards of imported and exported drugs and is likely to reduce the overall time spent on quality assessment
- Aim to make India among the top five global pharmaceutical innovation hubs by 2020 – in this direction, the Government of India decided to allow 50% public funding in the pharmaceuticals sector through its Public Private Partnership (PPP) model
- Plans by the Indian Pharmaceutical Association (IPA) to prepare and lay down data integrity guidelines which will help to measure and benchmark quality standards
- Plans by the Government of India to incentivise bulk drug manufacturers, including both state-run and private companies as a part of its 'Make in India' programme – this will help reduce dependence on imports of Active Pharmaceutical Ingredients (API), of which nearly 75-85% is currently imported from China
- The setting up of an inter-ministerial co-ordination committee by the Department of Pharmaceuticals to periodically review, coordinate and facilitate the resolution of issues and constraints faced by Indian pharmaceutical companies
- Plans by the Department of Pharmaceuticals to launch a venture capital fund of Rs 1,000 crore (USD 149.1 mn) to support R&D start-ups in the pharmaceutical and biotech industry

Insights

The 2016 edition of the India's Leading Pharmaceutical Companies publication features 134 companies. These companies were selected based on various criteria including their business operations as well as their financial performance as per their latest available financial data (FY16 and/or FY15). Of these companies, financial data for FY16 was available only for 59 companies.

Aggregate Total income of Pharmaceutical Companies Grows by 11.5% in FY16

The aggregate total income of the 59 companies for which financial data for FY16 was available showed a healthy 11.5% growth as compared to a year ago. More than 93% of these companies (55) had foreign exchange (forex) earnings in FY16, which is a reflection of the exposure of Indian pharmaceutical companies to exports. The aggregate value of the forex earnings of these companies rose by a healthy 15.6% in FY16. The aggregate value of export of goods reflected a 17% growth in FY16, which is much faster than the 9.4% growth in India's overall pharmaceutical exports during the year.

Aggregate Net Profit Jumps by 41.3% in FY16

In FY16, the aggregate net profit of the pharmaceutical companies for which financial data was available rose by a sharp 41.3% as compared to the preceding year. The strong growth in profits can be attributed to the fact that exports, which are highly profitable for Indian pharmaceutical companies, grew handsomely during the year. Our sample of companies shows that export of goods accounted for more than 46% of total income during the year. Exports are profitable for Indian pharma companies due to the ability to have higher realisations and command better margins in overseas markets. Moreover, the foreign exchange conversion rate of the Indian Rupee (RBI reference rates) averaged at around Rs.65.4 per USD in FY16 as against Rs.61.1 per USD a year ago – the depreciation in the rupee is also likely to have contributed to an increase in export realisations.

Another reason for the rise in profits is the much slower increase in the sector's largest expense head, 'raw materials, stores & spares' as compared to total income. In FY16, raw material expenses rose by merely 3.1%. The prices of bulk chemicals, which are used as starting materials for most companies in the sector, have remained low. The reason for low prices is cheap imports from China, which has forced Indian suppliers of APIs to keep their prices low.

Salaries & wages is the sector's second largest operating expense head. The sector requires skilled labour since it is highly process-oriented with complex manufacturing processes, in compliance with global quality standards. In FY16, the sector's salaries & wages expenses rose by a sharp 15.5% as compared to a year ago.

With respect to other expense heads, selling & distribution expenses rose by 4.8% in FY16. Packaging & packing expenses increased by 8.2% during the year. Although interest expenses accounted for merely ~2% of total expenses, they rose by a sharp 32.1% in FY16. This is a reflection of the fact that most of the large pharmaceutical companies have invested heavily in the development and upgradation of their research facilities and capabilities, in production infrastructure, in developing their offshore presence to service export markets and for periodic filing of regulatory documents and Abbreviated New Drug Applications (ANDAs). Capital for these investments was raised through debt, which resulted in higher finance costs.

Of the 59 companies for which financial data for FY16 was available, 51 spent on research & development (R&D) during the year. The R&D spending of these companies rose by a handsome 23.5% as compared to FY15. Also, the R&D spending as a percentage of total income expanded from 5.6% in FY15 to 6.2% in FY16. This reflects the increasing focus on R&D activity and innovation.

Future Outlook of the Indian Pharma Sector

Over the past couple of years, Indian drug manufacturers have come under intense scrutiny by the USFDA with respect to their manufacturing practices and quality standards. Consequently, exports have been impacted to a certain degree. Going ahead, however, drug manufacturers are expected to take active measures to comply with USFDA norms. Also, companies that were previously not engaged in exports are increasingly getting exposure on that front. This is expected to result in double digit growth in exports in FY17. On the domestic front, sales are expected to improve on the back of increased government spending on healthcare and general increase in healthcare spending due to factors like increasing affordability, growth in healthcare insurance, and the spread of lifestyle diseases. Indian drug manufacturers would need to focus on aligning their product portfolio towards therapies for chronic diseases such as cardiovascular, anti-diabetes, anti-depressants and anti-cancer drugs.

The Government of India has taken various steps to reduce costs and thereby lower the expenses associated with healthcare. The focus is on speedy introduction of generic drugs into the market, which will benefit the Indian pharmaceutical companies and the general public at large. The thrust on rural health programmes, lifesaving drugs and preventive vaccines also augurs well for pharmaceutical companies.



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INTERVIEW SECTION



Sigachi Industries Private Limited

The Competencies behind the Performance of Sigachi Industries

At Corporate Level

- **Brand:** Sigachi currently has ten brands under various chapters, which are either registered or trademarked. Of all the brands, the HiCel™ and AceCel™ brands command good brand recall in the formulation industry. Technical Papers have been published under these brands. Sigachi has created a brand identity in all markets across the globe.
- **Intellectual Resources:** With a strong team of more than 400 people, Sigachi has the capability and wherewithall to churn out the best products in the market, as per the needs and requirements of the global pharmaceutical industry. Sigachi currently employs more than 25 staffers, who are qualified Masters or Doctorate in their respective fields.
- **Recognition:** The company's manufacturing units as well as the R&D Lab are globally recognized and certified compliant with stringent statutory and regulatory norms.
- **Strong Alliance:** With approx. 70% of our order book comprising of repeat orders, the company enjoyed long enduring relationships with domestic and global formulations companies.

At Product and Service levels

- **Diverse Portfolio:** Sigachi has the most diverse Microcrystalline Cellulose portfolio across the globe, having more than 35 grades of MCC. Additionally, due to QBD concept coming into play, Sigachi has a diverse portfolio of various co-processed excipients

too. Sigachi currently has more than six co-processed excipients in its range.

- **Cost Effective:** Sigachi, with its enhanced quality and manufacturing methodologies, identified alternative processes and confirmed raw material sources emerges as one of the low cost producers of this product.
- **Value Chain:** Over a period of time, Sigachi has mastered the art of getting to the root cause of customer requirement and developing products suitable to exact need, right from concept stage till the final application trials.

At Global Levels

- **Export Oriented:** More than 50% of the company's sales come from exports.
- **Globally Compliant:** Over the years, Sigachi has invested in business strengthening certifications like DMF, EDQM – CEP, WHO-GMP. In addition, the company has also been certified with ISO 9001:2015, FSSC 22000, Halal and Kosher.
- **Global Presence:** Sigachi has wide presence in the global market,

including high growth markets like US, Europe, Australia and Latin America. It also has strong presence in emerging markets like India, Brazil and Russia.

At the Research Level

- **Govt. of India Approved R & D Centre:** Sigachi has a state of the art R&D centre, which is currently being used for development of new product pipeline, viz. Chlorinated Synthetic Resin. Additionally, the second R & D centre is under advanced stages of approval from the GOI. Both these centre's contribute immensely to the broader objective of coming out with new products as per need of the industry
- **Superior Infrastructure on Research & Manufacturing:** The very fact that a significant percentage of the revenues are going in as R & D investments brings out the point that infrastructure in this segment ought to be great. Additionally, by keeping three units separate, to cater to different segments of market, the facility is just tailor-made for the market it serves.





Sigachi Industries Private Limited

RP Sinha, Chairman

Please share with us the journey and growth of Sigachi Industries Private Limited.

Sigachi was incorporated in the year 1989. All these years, we have continued to expand in Pharmaceutical Excipients, primarily, Microcrystalline Cellulose (MCC). We have been steadily growing and adding in new facilities to cater to the expanding pharma market. Currently, Sigachi continues the growth story, with a Pharma Excipient industry best of 34% for the FY16, with more than 50% accounted for by exports. This growth story has been brought out by three manufacturing facilities, with independent teams to cater to needs of the market. The three facilities, backed by desired regulatory approvals of WHO GMP, cGMP, EDQM, ISO 9001, 22000, KOSHER and HALAL Certifications have helped us penetrate across all major regulatory markets. Additionally, the fact that Sigachi has received three National Awards from the Ministry of MSME, Govt. of India confirms that we have no parallel in the Indian Pharma Excipient Space.

What kind of products and services does your company offer?

Sigachi, as on date, is the largest manufacturer and seller of MCC in India. We offer more than 35 different grades of MCC, catering to all needs of the pharma formulators. We also service our clients on costs optimization to bring down their production costs, by bringing out the best combination of excipients. Well, that's Quality by Design. This is possible due to our Full Scale Excipient Application lab, where we carry out all necessary trials and tests that a formulator would need to move ahead.

What is the company's strategy with respect to expansion, both in the short term as well as the long term?

Traditionally, Sigachi has always believed in organic growth. However, the current market situations demand consolidation in our principal product and other complimentary products. We are looking to grow organically, and in parallel keep a lookout for acquisition possibilities which offer good valuation, topped with synergistic and complimentary products.

In the long term, we are looking at products and capabilities to move up the value chain in the pharma industry. It could be adding up another excipient product or building capabilities for that "niche product" through either joint ventures or acquisitions. We see Sigachi as a BSE-listed company with annual revenues of ₹ 1,000 crore by the year 2025.

Which sectors and markets is the company planning to venture into in the near future?

The pharma industry has been our primary market, accounting for nearly 70% of our revenue. The food industry accounts for about 10% and the balance is shared by the chemical industry. Currently, we are underway to launch our products in the cosmetic industry across the globe. The product dossier preparations are nearing completion. In another two years, we expect the cosmetics industry to contribute to 5% of our total sales. US and Europe are our focus markets. We have been working out strategic partnerships with companies and distributors to penetrate deeper into these markets. We are actively looking at opportunities in the African market for furthering our sales.

How do you think India is currently placed in terms of becoming a major hub for innovation and R&D in the pharmaceuticals space? What are the factors that can help propel India's position in this regard?

I would say India is very well placed in terms of becoming a major R & D and innovation hub. The very fact that Big Indian Pharma companies have been spending close to 7% of their sales on R&D speaks volumes about the thrust being given to innovation. This is in line with what global generic pharma companies spend. However, with affordability a major issue, the Indian pharma company business model usually revolves around generics versions of branded drugs, when the patent expires. Globally, the best companies spend most of their R&D on NCE (New Chemical Entities), which is limited in the case of India. Our spends are mostly on development of generic equivalents and filings of ANDAs. The single biggest factor that could propel India as a major hub for innovation and R&D is improving our educational institutes and pushing for more industry-driven research by research institutes. I don't say they are not good, but a lot more can be done on that front.



Sciformix Technologies Private Limited

Manish V Soman, President and CEO

Kindly share with us the genesis and journey of Sciformix Technologies.

Sciformix Corporation is a global service provider for the biopharmaceutical, generic pharmaceutical, consumer product, medical device and contract research industries. Ajit Nagral, founder & Chairman, and Chitra Lele, co-founder and Chief Scientific Officer, had the vision of establishing a company to provide specialized science based services to pharmaceutical organizations.

Our Safety & Risk Management and Biometrics offerings progressively expanded to include Medical Writing and Regulatory Affairs to support our clients' growing needs. Subsequently we expanded our Clinical Research and Post Approval Support Services to include clinical trial conduct and have recently added Technology services to our list of offerings. Sciformix has created a global cost and resource-optimized business model, affording us the flexibility and scalability to tap into a worldwide pool of talent with a diverse skill-set.

The company employs ~1,000 employees around the world and is acclaimed for our depth of scientific expertise and technology capabilities. Sciformix is headquartered in the United States with delivery centers in the UK, India and Philippines.

What kind of solutions does Sciformix offer? What kind of companies do you primarily cater to within the pharma sector?

At Sciformix, our sole focus is to provide "best-in-class" scientific services to life science organizations, spanning the entire product life cycle from pre-clinical to clinical to post-marketing activities. Our areas of specialization include: Safety and Risk Management, Clinical Development and Post-Approval Support, Regulatory Affairs & Operations and Technology Services.

We adopt flexible service models to cater to the requirements of small, medium and large sized organizations. Our 'plug and play' model can be customized based on a client's unique needs and can be seamlessly implemented. We can provide end-to-end solutions in our areas of specialization, or can provide only certain services for clients that want to retain other activities in-house.

What is the company's expansion strategy, both in the short term as well as the long term?

Sciformix's short and long-term strategy focuses on evolving and enhancing our service and technology offerings, broadening our global reach and growing and diversifying our client and revenue base.

Recently Sciformix opened a new office in Manchester, UK expanding its global presence and footprint to include the European region, demonstrating Sciformix's scalability and preparedness to combine optimized on-shore/off-shore models that enhance client value and experience while maximizing cost benefits. We also support regulatory and safety submissions in other regions like Latin America, the Middle East and other countries in Asia such as Japan and China. We will expand our presence based on client needs and the opportunities they present for Sciformix.

Sciformix recently announced the appointment of Fran Bates as Vice President of Technology Services, reinforcing its global business expansion and investment in supporting customer needs and future growth by offering scientific solutions based on technology services. The future of the life science industry lies in being able to successfully combine science with technology. Bates will address the needs of life science organizations looking to improve scientific business performance through technology.

What kind of partnerships has the company entered into in order to expand its business and market its products and services? Which markets is the company planning to venture into in the near future?

In the areas of clinical development and product lifecycle management, we see strong potential in both technology services and Real World Evidence (RWE).

Technology has transformed the entire healthcare continuum and ushered in revolutionary ways to ensure patient and consumer safety. By implementing technology solutions we have enabled organizations to achieve higher levels of insight, compliance, quality, and efficiencies by driving down operational costs and rendering information in meaningful ways. This is especially true in safety operations as technology is now a strategic element of worldwide pharmacovigilance systems, fundamentally altering the drug safety continuum. By partnering with leading technology vendors, we are now able to offer a Sciformix Safety Cloud offering and Call Center Tracking Systems.

The information obtained from Real World Data (i.e., real world evidence) helps the innovators and manufacturers devise their marketing strategy, identify their target audience and build a relationship strategy, and make the right business decisions. From the patient's perspective, it helps identify opportunities to improve the quality of care, identify patient subgroups that may benefit more from the treatment, and also develop tools for patient education. The area of RWE brings various stakeholders, such as clinical, medical, commercial and regulatory, together in a collaborative and mutually beneficial ecosystem, to generate the required RWE.

How, in your opinion, is India is currently placed in terms of becoming a major hub for innovation and R&D in the pharmaceuticals space? What factors that can help propel India's position in this regard? 198 words

Emerging economies, such as India, are gaining increasing importance in growth strategies of global life science companies.

As developed economies continue to constrain or cut healthcare funding, governments in many emerging markets are making healthcare a priority. They are investing in infrastructure, funding services, encouraging the development of a domestic industry, and expanding health insurance to a broader population. Development of biosimilars is an area of R&D focus for several pharmaceutical companies in India.

As this landscape continues to evolve, global resourcing in emerging markets, especially in India, is even more crucial. Over the last 7-8 years, pharmacovigilance (PV) outsourcing to India by all companies, large and small, has grown very rapidly. The PV market is estimated to reach \$5b in 2019, at a CAGR of 12.9% from 2013 to 2019. It has become almost standard practice among multinational companies to develop global sourcing programs that utilize specific geographic and domain expertise, harmonize and standardize processes, integrate new technologies and find ways to manage volume fluctuations to enhance efficiencies and drive cost reductions. The type of work being outsourced to India has evolved, but regulatory writing, statistics and programming and PV are the areas that have seen growth.

Sectoral Risk Outlook (SRO)

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SRO reports

Comprehensive Sectoral Coverage

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Sectors

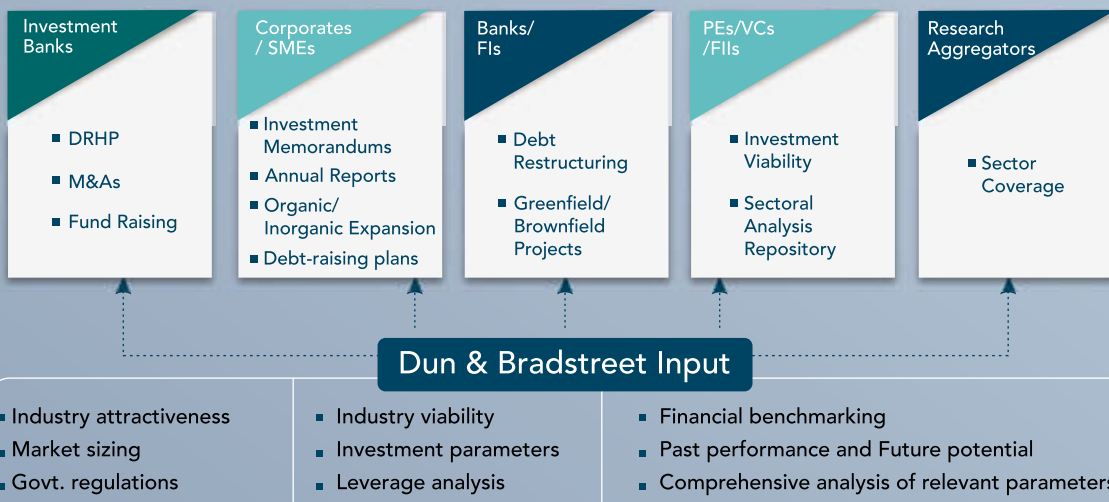
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Sub-sectors

Sectoral Risk Outlook (SRO) reports enable end-users to understand the performance of sectors under coverage by providing the latest available data along with comprehensive analysis. The report also provides our short to medium term outlook on sectors and factors leading to the outlook.

Key Benefits

- Understand the **market size** of the sector alongside potential for future growth.
- Analyzing **Government regulations** and their impact on the sector.
- **Foreign trade** growth scenario and reasons for the trend.
- Comprehensive analysis of **demand and supply drivers** likely to impact the sector in the medium term.
- **Macroeconomic scenario** and its impact on the sector.
- Future growth **forecast** and **analyst outlook** on the sector.
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India's Leading Pharmaceutical Companies 2016

Sr No	Company Name
1	Aarti Drugs Limited
2	Abbott India Limited
3	Adcock Ingram Limited
4	Ajanta Pharma Limited
5	Albert David Limited
6	Alembic Limited
7	Alembic Pharmaceuticals Limited
8	Alkem Laboratories Limited
9	Amanta Healthcare Limited
10	Ami Lifesciences Private Limited
11	Andhra Organics Limited
12	Anglo-French Drugs & Industries Limited
13	Anuh Pharma Limited
14	Aristo Pharmaceuticals Private Limited
15	Astrazeneca Pharma India Limited
16	Aurobindo Pharma Limited
17	Bajaj Healthcare Limited
18	Bal Pharma Limited
19	BDR Pharmaceuticals International Private Limited
20	Bharat Biotech International Limited
21	Bharat Parenterals Limited
22	Bharat Serums & Vaccines Limited
23	Biochem Pharmaceutical Industries Limited
24	Biocon Limited
25	Biological E. Limited



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Sr No	Company Name
26	Bliss GVS Pharma Limited
27	Blue Cross Laboratories Private Limited
28	Brawn Laboratories Limited
29	Cadila Healthcare Limited
30	Cadila Pharmaceuticals Limited
31	Caplin Point Laboratories Limited#
32	Cipla Limited
33	Cirex Pharmaceuticals Limited
34	Claris Injectables Limited
35	Concord Biotech Limited
36	Corvine Chemicals and Pharmaceuticals Limited
37	Dalas Biotech Limited
38	Dhanuka Laboratories Limited
39	Dishman Pharmaceuticals & Chemicals Limited
40	Divi's Laboratories Limited
41	Dr. Reddy's Laboratories Limited
42	East India Pharmaceutical Works Limited
43	Embio Limited
44	Emcure Pharmaceuticals Limited
45	FDC Limited
46	Fermenta Biotech Limited
47	Flamingo Pharmaceuticals Limited
48	Fourrts (India) Laboratories Private Limited
49	Galpha Laboratories Limited
50	Geno Pharmaceuticals Private Limited
51	Gland Pharma Limited
52	GlaxoSmithKline Pharmaceuticals Limited
53	Glenmark Pharmaceuticals Limited
54	Goldencross Pharma Private Limited
55	Granules India Limited



Sr No	Company Name
56	Gufic Biosciences Limited*
57	Harman Finochem Limited
58	Hetero Drugs Limited
59	Hetero Labs Limited
60	Hikal Limited
61	Honour Lab Limited
62	Indchemie Health Specialities Private Limited
63	Indian Immunologicals Limited
64	Indoco Remedies Limited
65	Intas Pharmaceuticals Limited
66	Ipca Laboratories Limited
67	Jagsonpal Pharmaceuticals Limited
68	JB Chemicals & Pharmaceuticals Limited
69	Jubilant Generics Limited
70	Jubilant Life Sciences Limited
71	Karnataka Antibiotics & Pharmaceuticals Limited
72	Kopran Limited
73	Laurus Labs Private Limited
74	Lupin Limited
75	Macleods Pharmaceuticals Limited
76	Malladi Drugs & Pharmaceuticals Limited
77	Mangalam Drugs & Organics Limited
78	Mankind Pharma Limited
79	Marksans Pharma Limited
80	Medley Pharmaceuticals Limited
81	Merck Limited#
82	Meyer Organics Private Limited
83	Micro Labs Limited
84	Modi-Mundipharma Private Limited
85	Morepen Laboratories Limited@



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Sr No	Company Name
86	Mylan Laboratories Limited
87	NATCO Pharma Limited
88	Nectar Lifesciences Limited
89	Neon Laboratories Limited
90	Neuland Laboratories Limited
91	Novartis India Limited
92	Penam Laboratories Limited
93	Pfizer Limited
94	Pharmed Limited
95	Piramal Enterprises Limited
96	Psychotropics India Limited
97	Raptakos Brett and Company Limited
98	RPG Life Sciences Limited
99	Rusan Pharma Limited
100	Sanofi India Limited#
101	Sanzyme Private Limited
102	Saraca Laboratories Limited
103	Scott Edil Pharmacia Limited
104	Serum Institute Of India Private Limited
105	Shilpa Medicare Limited
106	Shodhana Laboratories Limited
107	Smilax Laboratories Limited
108	SMS Pharmaceuticals Limited
109	Sri Krishna Pharmaceuticals Limited
110	Srini Pharmaceuticals Private Limited
111	Strides Shasun Limited
112	Sun Pharma Laboratories Limited
113	Sun Pharmaceutical Industries Limited
114	Suven Life Sciences Limited
115	Svizera Labs Private Limited


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Sr No	Company Name
116	Syncom Formulations (India) Limited
117	Tablets (India) Limited
118	Teva API India Private Limited
119	Tevapharm India Private Limited
120	Themis Medicare Limited
121	Torrent Pharmaceuticals Limited
122	TTK Healthcare Limited
123	Unichem Laboratories Limited
124	Unimed Technologies Limited
125	United Biotech Private Limited
126	USV Private Limited
127	Vasudha Pharma Chem Limited
128	Venus Remedies Limited@
129	Wallace Pharmaceuticals Private Limited
130	Windlas Biotech Limited
131	Win-Medicare Private Limited
132	Wockhardt Limited
133	Zuventus Healthcare Limited
134	Zydus Takeda Healthcare Private Limited

Note: # Annualised Financials

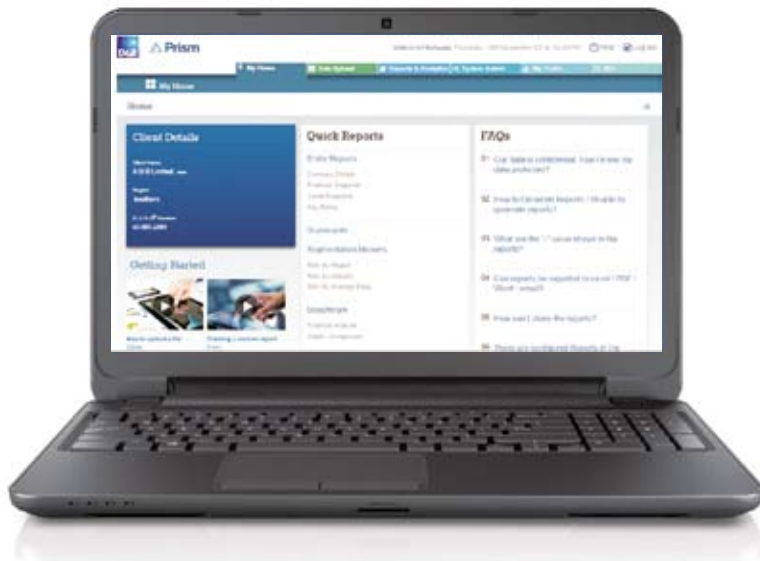
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GROWING RELATIONSHIPS THROUGH DATA

India's Leading Pharmaceutical Companies 2016

Sr No	Company Name	Total Income FY15 (₹ mn)
1	Cipla Limited	102,796.9
2	Dr. Reddy's Laboratories Limited	102,338.0
3	Lupin Limited	99,331.0
4	Mylan Laboratories Limited	83,525.0
5	Sun Pharma Laboratories Limited	82,400.2
6	Aurobindo Pharma Limited	81,623.2
7	Cadila Healthcare Limited	54,696.0
8	Suven Life Sciences Limited	52,943.6
9	Glenmark Pharmaceuticals Limited	51,705.4
10	Intas Pharmaceuticals Limited	46,159.7
11	Hetero Labs Limited	45,502.5
12	Sun Pharmaceutical Industries Limited	43,943.1
13	Serum Institute Of India Private Limited	39,391.5
14	Torrent Pharmaceuticals Limited	37,812.2
15	Macleods Pharmaceuticals Limited	35,597.1
16	GlaxoSmithKline Pharmaceuticals Limited	34,862.5
17	Alkem Laboratories Limited	33,196.9
18	Jubilant Life Sciences Limited	32,827.2
19	Divi's Laboratories Limited	31,268.5
20	Ipca Laboratories Limited	31,204.0
21	Mankind Pharma Limited	27,665.4
22	Micro Labs Limited	24,267.5
23	Piramal Enterprises Limited	24,011.2
24	Biocon Limited	23,907.0
25	Wockhardt Limited	23,516.6



MICRO LABS LIMITED

...Because health is in small details

Sr No	Company Name	Total Income FY15 (₹ mn)
26	Abbott India Limited	23,368.7
27	USV Private Limited	21,755.2
28	Emcure Pharmaceuticals Limited	20,956.7
29	Alembic Pharmaceuticals Limited	20,195.7
30	Sanofi India Limited#	19,752.2
31	Pfizer Limited	19,206.6
32	Aristo Pharmaceuticals Private Limited	17,307.6
33	Nectar Lifesciences Limited	16,636.4
34	Hetero Drugs Limited	14,867.1
35	Cadila Pharmaceuticals Limited	13,938.3
36	Ajanta Pharma Limited	13,899.0
37	Laurus Labs Private Limited	13,603.8
38	Granules India Limited	12,162.7
39	Unichem Laboratories Limited	11,109.5
40	Aarti Drugs Limited	10,872.2
41	JB Chemicals & Pharmaceuticals Limited	10,718.3
42	Gland Pharma Limited	10,234.5
43	Biological E. Limited	10,032.2
44	Teva API India Private Limited	9,841.6
45	FDC Limited	9,220.0
46	Indian Immunologicals Limited	9,112.4
47	Merck Limited#	8,878.2
48	Novartis India Limited	8,828.3
49	Hikal Limited	8,734.3
50	Indoco Remedies Limited	8,553.8
51	NATCO Pharma Limited	7,139.9
52	Jubilant Generics Limited	6,214.0
53	SMS Pharmaceuticals Limited	5,956.1
54	Shilpa Medicare Limited	5,708.6
55	Dishman Pharmaceuticals & Chemicals Limited	5,601.5


MICRO LABS LIMITED

...Because health is in small details

Sr No	Company Name	Total Income FY15 (₹ mn)
56	Zuventus Healthcare Limited	5,545.2
57	Astrazeneca Pharma India Limited	5,229.2
58	Strides Shasun Limited	5,109.8
59	Raptakos Brett and Company Limited	5,065.4
60	Bharat Serums & Vaccines Limited	5,008.7
61	TTK Healthcare Limited	4,894.9
62	Blue Cross Laboratories Private Limited	4,767.7
63	Neuland Laboratories Limited	4,699.3
64	Vasudha Pharma Chem Limited	4,655.4
65	Medley Pharmaceuticals Limited	4,647.5
66	Meyer Organics Private Limited	4,568.0
67	Venus Remedies Limited@	4,524.2
68	Andhra Organics Limited	4,296.5
69	Neon Laboratories Limited	4,253.1
70	Marksans Pharma Limited	4,086.8
71	Win-Medicare Private Limited	3,953.4
72	Sri Krishna Pharmaceuticals Limited	3,875.3
73	Morepen Laboratories Limited@	3,716.2
74	Dhanuka Laboratories Limited	3,588.8
75	BDR Pharmaceuticals International Private Limited	3,566.6
76	Unimed Technologies Limited	3,389.0
77	Scott Edil Pharmacia Limited	3,388.5
78	Bliss GVS Pharma Limited	3,343.7
79	Kopran Limited	3,320.7
80	Fourrts (India) Laboratories Private Limited	3,279.8
81	Wallace Pharmaceuticals Private Limited	3,271.3
82	Albert David Limited	3,235.7
83	Harman Finocem Limited	3,231.2
84	Biochem Pharmaceutical Industries Limited	3,193.7
85	United Biotech Private Limited	3,127.2



Sr No	Company Name	Total Income FY15 (₹ mn)
86	Bharat Biotech International Limited	3,057.6
87	Tevapharm India Private Limited	2,984.5
88	Honour Lab Limited	2,946.2
89	Anuh Pharma Limited	2,887.4
90	Indchemie Health Specialities Private Limited	2,804.4
91	Flamingo Pharmaceuticals Limited	2,713.9
92	Saraca Laboratories Limited	2,678.6
93	Adcock Ingram Limited	2,623.3
94	Windlas Biotech Limited	2,592.1
95	Tablets (India) Limited	2,533.4
96	Malladi Drugs & Pharmaceuticals Limited	2,526.4
97	Concord Biotech Limited	2,440.4
98	RPG Life Sciences Limited	2,431.8
99	Caplin Point Laboratories Limited#	2,429.7
100	Karnataka Antibiotics & Pharmaceuticals Limited	2,418.4
101	Galpha Laboratories Limited	2,376.9
102	Goldencross Pharma Private Limited	2,266.1
103	Mangalam Drugs & Organics Limited	2,206.6
104	Bajaj Healthcare Limited	2,183.8
105	Srini Pharmaceuticals Private Limited	2,166.6
106	Dalas Biotech Limited	2,166.2
107	Pharmed Limited	2,042.8
108	Modi-Mundipharma Private Limited	1,956.0
109	Smilax Laboratories Limited	1,883.3
110	Bal Pharma Limited	1,883.2
111	Penam Laboratories Limited	1,836.9
112	Themis Medicare Limited	1,793.4
113	Amanta Healthcare Limited	1,762.9
114	Syncom Formulations (India) Limited	1,753.7
115	Sanzyme Private Limited	1,736.8



Sr No	Company Name	Total Income FY15 (₹ mn)
116	Shodhana Laboratories Limited	1,719.0
117	Geno Pharmaceuticals Private Limited	1,671.8
118	Alembic Limited	1,647.4
119	Embio Limited	1,629.8
120	Ami Lifesciences Private Limited	1,570.5
121	Cirex Pharmaceuticals Limited	1,565.0
122	Psychotropics India Limited	1,563.7
123	Gufic Biosciences Limited*	1,521.2
124	Corvine Chemicals and Pharmaceuticals Limited	1,412.0
125	East India Pharmaceutical Works Limited	1,386.2
126	Jagsonpal Pharmaceuticals Limited	1,382.6
127	Zydus Takeda Healthcare Private Limited	1,374.5
128	Brawn Laboratories Limited	1,363.9
129	Fermenta Biotech Limited	1,293.6
130	Bharat Parenterals Limited	1,228.5
131	Svizera Labs Private Limited	1,211.8
132	Anglo-French Drugs & Industries Limited	1,097.9
133	Rusan Pharma Limited	1,079.8
134	Clarix Injectables Limited	991.5

Note: # Annualised Financials

* Financials with Auditor's Observations

@ CDR Cases



MICRO LABS LIMITED

...Because health is in small details

Large manufacturing organisation benefited by standardising WMS across all 3pl operators

1. Bring online visibility of Warehouse operations
2. It can be your Warehouse model, easily can integrate with your ERP software
3. Insures correct & on time delivery
4. Improve operations efficiency, use online visibility of your Warehouse operation
5. Suitable for vendors manage inventory & finish product distribution
6. Enable online approvals & schedule report system



Warehouse Management System

Value Addition in warehousing by use of Identification technologies

A research on India's Warehouse Industry, Dun & Bradstreet, identifies that the most of the players suffer due to a fundamental lack of competitiveness on multiple factors like:

- Lack of alignment of capacity with cargo flows
- Lack/Absence of the appropriate scale and quality of warehousing infrastructure and services required to enable value-based pricing
- Low capital and operating efficiencies (i.e., lower utilization and poor throughput/unit space)
- Limited capacity (and ability) for handling multi-modal interfaces
- Limited value addition specific to the user industry, which stems from a weak understanding of the user's supply chain
- Inappropriate level of automation
- Inappropriate measurement of "total" logistics costs by end users, creating an illusion that value can only be driven by cutting piecemeal logistics (warehousing, transport, handling) costs

It is observed that level of use of automated equipments, end-to-end software is minuscule in Indian warehouses. This is many times attributed to the cost and apprehension about the ability of staff to use these effectively. Principal companies have started extending their ERP software access to their warehouse contractors. This is currently limited only to capture in and out of the material and printing of certain documents. Licensing cost of these ERP is also observed to be prohibitive factor for implementing full-fledged implementation at 3rd party warehouses. This problem can be addressed by implementing other Warehouse Management System (WMS) and interfacing it with companies ERP system.

As the warehouses don't have integrated Warehouse Management System installed, those lack in:

- Inventory accuracy – Quarantined, returned materials are counted in available stock.
- Inventory location – Lack of inventory oversight can cause a buildup of inefficiencies within the warehouse that slows operations and increases costs.
- Space utilization/warehouse layout – Binning is done based on material handlers ability.

Use of Identification Technology

Today cost and ease of use of identification technology has improved favorably. Warehouses shall make use of it to provide value addition to their clients. Any smart phone can be used for the same making it easily available to every staff member.

What is identification Technology?

Identification Technology refers to the identification process of the appropriate stock keeping units (SKU) during a supply chain process, using technologies such as RFID, barcodes. These improve the accuracy of the SKU identification process up to 99.99%. This results in reduced errors while performing various warehouse operations like receiving, binning, picking, packing and shipping. Inventory verification in large size warehouses becomes possible. These technologies also help businesses enforce certain rules such as FIFO, LIFO or a combination of rules that are absolutely necessary for smooth running of operations.

Various types of identification technologies

Barcode

Barcode identification is widely used today. 2D barcode store more information.

Radio Frequency Identification (RFID)

RFID has advantage over barcode, that SKU need not be stacked in a particular direction. Multiple SKU can be scanned in one go making the process faster. Cost of RFID tags is preventing use. Nowadays RFID tag printers are available and these will reduce the cost of RFID tags.

Optical Character Recognition

Optical Character Recognition (OCR) can eliminate need of having specific identification tag and SKU label can be used for identification. This technology needs to improve in speed and accuracy before it will be used in production environment

Warehouse Management System integrated with Identification Technology

Receiving

- Import or enter GRN
- Print unloading document
- Print barcode/RFID tag based on number of handling units
- Affix tag on material while unloading from the vehicle
- Scan tag using handheld device
- On-line recording of unloading in WMS
- Record any damage of packaging on handheld device
- Prepare variation report
- Email/SMS receipt confirmation to suppliers

Quantity/Quality check

- Inspector will carry handheld device/smart phone
- He will scan identification tag
- Quantity/Quality check will be recorded online on the device
- On-line update in WMS
- Email Quantity/Quality variation to supplier

Put-away

- Material handler will carry handheld device/smart phone
- Each location will have barcode or RFID tag attached
- Material will be moved to bin
- Read material Id tag and Location tag on the device
- Material and location will be recorded in WMS

Physical Inventory/Cycle Count

- Verifier will move with handheld device
- He will scan location Tag and SKU Tag using device
- On-line recording of information in WMS
- Variation report is generated

Picking

- Pick-list will be generated in WMS
- Pick-list number is printed in barcode form on the pick-list
- Pick-list will be downloaded on handheld device
- Picker will scan tag on material using handheld device
- Immediate check of the lot to verify if it is the right SKU and correct lot based on the business rule like FIFO.
- Record of picking information in WMS

Packing

- Generate identification sticker for packing container
- Affix sticker on packing container and scan using handheld device
- Scan SKU tag
- Immediate verification of right SKU based on the packing list configuration and alter to packer
- Confirm packing complete
- Record of packing in WMS
- Print Packing list

Shipping

- Print shipping documents
- Shipping document will have shipping number printed in barcode form
- Scan shipping document number on handheld device
- Scan each container while loading on vehicle
- Immediate alert if wrong container is loaded
- Confirm shipping complete
- Immediate verification if any container is not loaded
- On-line recording of Shipping confirmation in WMS



Summary:

Use of handheld devices, Wi-Fi networks and a full-fledged Warehouse Management System (WMS) will do a great degree of value addition in warehousing function. This will immensely benefit warehousing service provider and the end client by directly reducing warehousing cost and indirectly through reduced associated cost of wrong inventory levels, wrong shipments.

India's Leading Pharmaceutical Companies 2016

Sr No	Company Name	Net Profit FY15 (₹ mn)
1	Lupin Limited	23,973.5
2	Serum Institute Of India Private Limited	19,638.9
3	Dr. Reddy's Laboratories Limited	16,794.0
4	Aurobindo Pharma Limited	15,163.5
5	Cadila Healthcare Limited	12,711.0
6	Cipla Limited	11,810.9
7	Glenmark Pharmaceuticals Limited	11,762.6
8	Suven Life Sciences Limited	10,875.0
9	Divi's Laboratories Limited	8,470.6
10	Intas Pharmaceuticals Limited	6,290.4
11	Torrent Pharmaceuticals Limited	6,231.8
12	Macleods Pharmaceuticals Limited	5,456.2
13	Strides Shasun Limited	5,323.2
14	Hetero Labs Limited	5,044.6
15	USV Private Limited	4,434.3
16	GlaxoSmithKline Pharmaceuticals Limited	4,197.6
17	Aristo Pharmaceuticals Private Limited	4,092.3
18	Mankind Pharma Limited	4,036.0
19	Biocon Limited	3,830.0
20	Emcure Pharmaceuticals Limited	3,810.2
21	Piramal Enterprises Limited	3,727.4
22	Alkem Laboratories Limited	3,676.9
23	Biological E. Limited	3,514.4
24	Wockhardt Limited	3,318.2
25	Micro Labs Limited	3,106.1

Sr No	Company Name	Net Profit FY15 (₹ mn)
26	Ajanta Pharma Limited	2,994.2
27	Alembic Pharmaceuticals Limited	2,866.1
28	Sanofi India Limited#	2,636.1
29	Ipca Laboratories Limited	2,561.1
30	Abbott India Limited	2,289.6
31	Gland Pharma Limited	2,104.0
32	NATCO Pharma Limited	1,529.3
33	FDC Limited	1,459.1
34	Mylan Laboratories Limited	1,342.8
35	Hetero Drugs Limited	1,166.7
36	JB Chemicals & Pharmaceuticals Limited	1,135.8
37	United Biotech Private Limited	1,094.5
38	Raptakos Brett and Company Limited	1,060.1
39	Granules India Limited	952.3
40	Blue Cross Laboratories Private Limited	932.7
41	Shilpa Medicare Limited	840.1
42	Indoco Remedies Limited	828.1
43	Aarti Drugs Limited	776.0
44	Laurus Labs Private Limited	735.7
45	Novartis India Limited	727.8
46	Concord Biotech Limited	702.5
47	Marksans Pharma Limited	671.1
48	Meyer Organics Private Limited	668.5
49	Nectar Lifesciences Limited	662.6
50	Harman Finocem Limited	659.4
51	Cadila Pharmaceuticals Limited	652.9
52	Unichem Laboratories Limited	644.0
53	Bliss GVS Pharma Limited	600.2
54	Dishman Pharmaceuticals & Chemicals Limited	584.8
55	Teva API India Private Limited	574.3

Sr No	Company Name	Net Profit FY15 (₹ mn)
56	Vasudha Pharma Chem Limited	509.0
57	Medley Pharmaceuticals Limited	464.3
58	Neon Laboratories Limited	461.1
59	Zuventus Healthcare Limited	458.8
60	Merck Limited#	432.2
61	Andhra Organics Limited	418.6
62	Adcock Ingram Limited	414.7
63	Caplin Point Laboratories Limited#	409.4
64	Bharat Serums & Vaccines Limited	405.7
65	Hikal Limited	405.1
66	Indian Immunologicals Limited	404.6
67	BDR Pharmaceuticals International Private Limited	370.4
68	SMS Pharmaceuticals Limited	352.4
69	Honour Lab Limited	274.6
70	Alembic Limited	241.5
71	Anuh Pharma Limited	219.9
72	Claris Injectables Limited	212.2
73	Srini Pharmaceuticals Private Limited	210.5
74	Sanzyme Private Limited	202.9
75	Dhanuka Laboratories Limited	185.5
76	Goldencross Pharma Private Limited	184.3
77	Bharat Biotech International Limited	179.5
78	Saraca Laboratories Limited	178.9
79	Biochem Pharmaceutical Industries Limited	165.7
80	Penam Laboratories Limited	163.8
81	TTK Healthcare Limited	161.6
82	Neuland Laboratories Limited	157.8
83	Kopran Limited	154.1
84	Albert David Limited	137.0
85	Shodhana Laboratories Limited	135.5

Sr No	Company Name	Net Profit FY15 (₹ mn)
86	Indchemie Health Specialities Private Limited	134.4
87	Unimed Technologies Limited	134.3
88	Modi-Mundipharma Private Limited	129.6
89	Sri Krishna Pharmaceuticals Limited	128.1
90	Wallace Pharmaceuticals Private Limited	124.4
91	Psychotropics India Limited	123.8
92	Scott Edil Pharmacia Limited	119.4
93	Karnataka Antibiotics & Pharmaceuticals Limited	109.2
94	Tevapharm India Private Limited	108.3
95	Rusan Pharma Limited	107.8
96	Ami Lifesciences Private Limited	106.6
97	Syncom Formulations (India) Limited	106.1
98	Pharmed Limited	105.7
99	Smilax Laboratories Limited	100.6
100	Tablets (India) Limited	88.4
101	Cirex Pharmaceuticals Limited	78.7
102	Zydus Takeda Healthcare Private Limited	75.9
103	Bajaj Healthcare Limited	75.1
104	Bharat Parenterals Limited	74.4
105	Fourrts (India) Laboratories Private Limited	72.3
106	Embio Limited	69.5
107	Jubilant Life Sciences Limited	68.9
108	Geno Pharmaceuticals Private Limited	65.7
109	Galpha Laboratories Limited	65.1
110	Mangalam Drugs & Organics Limited	61.4
111	Windlas Biotech Limited	55.8
112	Corvine Chemicals and Pharmaceuticals Limited	49.8
113	Venus Remedies Limited@	45.5
114	Gufic Biosciences Limited*	41.6
115	Bal Pharma Limited	40.2

Sr No	Company Name	Net Profit FY15 (₹ mn)
116	Malladi Drugs & Pharmaceuticals Limited	38.3
117	Themis Medicare Limited	20.5
118	Svizera Labs Private Limited	20.3
119	East India Pharmaceutical Works Limited	17.3
120	Flamingo Pharmaceuticals Limited	14.1
121	Brawn Laboratories Limited	14.0
122	Win-Medicare Private Limited	13.4
123	Jagsonpal Pharmaceuticals Limited	11.7
124	Dalas Biotech Limited	11.2
125	RPG Life Sciences Limited	10.0
126	Anglo-French Drugs & Industries Limited	7.7
127	Morepen Laboratories Limited@	5.8
128	Amanta Healthcare Limited	5.5
129	Fermenta Biotech Limited	3.3
130	Pfizer Limited	(105.7)
131	Astrazeneca Pharma India Limited	(208.4)
132	Sun Pharmaceutical Industries Limited	(227.0)
133	Jubilant Generics Limited	(820.9)
134	Sun Pharma Laboratories Limited	(14,741.3)

Note: # Annualised Financials

* Financials with Auditor's Observations

@ CDR Cases

Micro Labs, Where Excellence Lies in Small Details . . .



MICRO LABS LIMITED

Established in 1973, Micro Labs Limited is a multifaceted healthcare organization present across the entire pharmaceutical value chain from Research and Development, Active Pharmaceutical Ingredients, Finished Formulations to Marketing and Distribution in India and overseas.

- Brand Dolo was awarded India's Most Admired Brand 2015 by White Page International
- Dolo won the Brand of the Year 2014 GOLD award and Amlong won Brand of the Year 2014 BRONZE Award at AWACS Marketing Excellence Awards 2014
- Brand Dolo awarded as 'Brand of the Year 2013' at 6th Annual Pharmaceutical Leadership Summit 2013
- Mr. Dilip Surana, CMD of Micro Labs Limited honoured as Asia's Most Admired Business Leader 2015' by White Page International and 'Most Dynamic Entrepreneur of the Year ' at 4th Annual India Leadership Conclave and Indian Affairs Business Leadership Awards 2013
- Micro Labs Sikkim manufacturing unit bagged the prestigious Silver Award at 'India Manufacturing Excellence Awards (IMEA)' 2015, held by an international firm Frost & Sullivan in association with The Economic Times
- Micro Labs is a regular recipient of IDMA Quality Excellence Awards, with a clean hat-trick of 3 awards in 2009, an unprecedented 4 awards in 2010, 3 awards in 2011, 4 consecutive awards in 2012 and 2 awards in 2013
- Besides, Micro Labs has been bestowed upon 'Pharma CSR organization of the year 2012' and 'Innovative R&D company of the year 2012' at 5th Annual Pharmaceutical Leadership Summit & Business Leadership Awards 2012

The other milestones:

- ❖ Ranked amongst top 19 in India with a market share of 1.9% as per AIOCD-AWACS July 2016
- ❖ 19 specialty divisions, widest product range with over 5600 dedicated field force
- ❖ 13 World class manufacturing facilities approved by USFDA, UK-MHRA, Health Canada, WHO, TGA Australia & Medsafe-New Zealand, with 2000 qualified technical personnel
- ❖ A vibrant presence in over 40 countries, exporting formulations in all major therapeutic segments
- ❖ Three R&D centres, at Mumbai & Bangalore with more than 250 experienced scientists
- ❖ GDA foundation runs the Surana College and Surana PG centre in Bangalore and "Smt. Pyaribai Chunnilalji Surana Charitable trust runs Shree Parshwa Susheel Dham" a magnificent Jain temple in Attibele, Bangalore



MICRO LABS LIMITED

27, Race Course Road, Bangalore - 560 001, India
Tel: +91 80 2237 0451-54, Fax: +91 80 2225 6323
www.microlabsltd.com



...Because health is in small details

Company Profiles

Aarti Drugs Limited

Plot No N-198, MIDC, Tarapur, Village Pamtembhi, Taluka Palghar, Thane - 401506, Maharashtra
Website: www.aartidrugs.com

About the Company

Aarti Drugs Ltd (ADL), belonging to the Aarti Group of Industries, was incorporated in 1984. The company is one of the leading pharmaceutical players in India. ADL has a strong presence in the anti-diarrhea, anti-inflammatory therapeutic groups. The company also manufactures vitamins, anti-arthritis, anti-fungal, antibiotics, ACE inhibitors, besides its range in, anti-diabetic, anti-cholinergic, sedatives and anti-depressant drugs. Some of its API products include; Aceclofenac, Nimesulide, Telmisartan, Ornidazole, Diloxanide Furoate, Tolnaftate and Pioglitazone HCL among others. ADL operates eight manufacturing facilities in Palghar, Maharashtra and two in Sarigam, Gujarat. It also operates a R&D center at Tarapur. In FY16, the company's API and its allied intermediate segment contributed around 94% to its total sales, out of which the Antibiotic therapeutic category contributed to around 50% and Anti-diarrhoeals around 20%. It exports to over 90 countries worldwide and has presence in nearly 50 countries including; China, Australia, Brazil, Hong Kong, Indonesia, Kuwait, Korea and Japan among others.

Dun & Bradstreet D-U-N-S® No

86-225-8105

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	10,872.2	10,755.0
Net Profit	776.0	662.9
Net Worth	3,037.0	3,503.1
Ratios (%)		
NPM	7.1	6.2
RONW	25.6	18.9

Abbott India Limited

3 / 4, Corporate Park, Sion Trombay Road Chembur, Mumbai - 400071, Maharashtra
Website: www.abbott.co.in

About the Company

Abbott India Ltd (Abbott) was incorporated on August 22, 1944. It is a part of the US-based Abbott Laboratories' global pharmaceutical business in India. It is amongst the leading pharmaceutical companies in India with presence across four business divisions namely; women's health & gastrointestine, gastroenterology and hepatic care; specialty care; Gennext & vaccines; and consumer care. It offers more than 110 brands across multiple therapeutic categories such as women's health, gastroenterology, neurology, thyroid, diabetes and urology, pain management, vitamins, anti-infectives & other therapy areas. Some of its brands include; Duphaston, Udiliv, Duphalac, Cremaffin, Thyronorm, Vertin, Inderal, Brufen and Rotasure among others. In the consumer care segment, the company promotes Digene brand – tablets, liquids and powders. It operates a plant in Goa, spread across 35,000 sq.ft and producing more than 20 products. In FY16, it launched 17 new products in various therapy segments namely; Viroclear, Enteroshield, JE Shield and Rotasure among others.

Dun & Bradstreet D-U-N-S® No

65-078-4460

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	23,368.7	26,788.6
Net Profit	2,289.6	2,596.3
Net Worth	9,375.3	11,076.4
Ratios (%)		
NPM	9.8	9.7
RONW	24.4	23.4

Adcock Ingram Limited

4th Cross Road, Lakshamma Layout, Banswadi, Bengaluru – 560043, Karnataka
Website: www.adcock.co.za/International

About the Company

Adcock Ingram Ltd (Adcock) in India was incorporated in 2007 pursuant to a JV with Indian partner, Medreich Ltd. The company is a part of South Africa-based Adcock Ingram, a leading manufacturer of pharmaceutical products. Adcock is engaged in manufacturing, marketing and distributing a wide range of healthcare products. The company supplies products to both the private and public sectors of the market. Adcock manufactures a wide range of products under three categories viz. Consumer and over-the-counter products; critical care portfolio; and prescription products. The company's products cater to various therapeutic areas like allergy, dermatology, baby care, cardiovascular, gastroenterology, generics, ophthalmology, respiratory, feminine hygiene and personal care amongst others. Some of the brands under which it market its products include *Allergex, Ponado, Medi-Keel A, Compral, Expigen, Liviton, TLC, Vita-thion, Bioplus, Cepacol, Citro-Soda* and *Dilinct* amongst others. The company operates through its manufacturing facility in Bengaluru which offers an alternative source of supply for the South African market.

Dun & Bradstreet D-U-N-S® No

67-737-8737

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,623.3	N.A.
Net Profit	414.7	N.A.
Net Worth	1,631.1	N.A.
Ratios (%)		
NPM	15.8	N.A.
RONW	25.4	N.A.

Ajanta Pharma Limited

Ajanta House, Charkop, Kandivali - West, Mumbai – 400067, Maharashtra
Website: www.ajantapharma.com

About the Company

Ajanta Pharma Ltd (Ajanta Pharma) was incorporated in 1979. The company is a specialty pharmaceutical company engaged in development, manufacture and marketing of quality finished dosages. It has strong presence in more than 30 countries across India, Africa, CIS, Middle East and South East Asia. In India and emerging markets, the company offers a wide range of products in therapeutic segments like cardiology, ophthalmology, dermatology, anti-biotic, anti-malarial, anti-diabetic, cardiology, gynecology, orthopedics, pediatric, respiratory, general health products and pain management. It operates four manufacturing plants in and around Aurangabad in Maharashtra, while two manufacturing facilities are under process located at Bharuch in Gujarat, and Guwahati in Assam. In India, its products are marketed through more than 3,000 medical representatives covering more than four lac doctors. In FY16, the African market accounted for more than 40% of its overall sales, followed by India, which accounted for 31% of its sales. During the same period, it stepped up presence in the US market with four new product launches.

Dun & Bradstreet D-U-N-S® No

65-019-9284

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	13,899.0	16,341.1
Net Profit	2,994.2	4,144.8
Net Worth	7,863.3	11,247.9
Ratios (%)		
NPM	21.5	25.4
RONW	38.1	36.8

Albert David Limited

15, Chittaranjan Avenue, Kolkata – 700072, WB
Website: www.albertdavidindia.com

About the Company

Albert David Ltd (Albert David), a Kothari Group company, was incorporated in the year 1938. The company is engaged in manufacturing of pharmaceutical formulations, infusion solutions, herbal dosage forms, bulk drugs and disposable syringes & needles. Its formulations cover parenterals, oral/enteral, topical agents and vision care areas. Some of its products include; Anaflam Gel, Anaflam TH8, Anaflam TH4, Anaflam XPS, Placentrex cream, Placentrex Extract Gel, Placentrex Injection, BREAZE L, BREAZE L KID, BREAZE 5 and BREAZE 10 among others. The company operates three manufacturing plants across Kolkata in WB, Ghaziabad in UP and Raisen in MP. It also operates sales depots & factories across major locations such as Bhopal, Lucknow, Vijayawada, Delhi, Chennai, Guwahati, Patna, Mumbai and Kolkata. Its overseas presence covers almost 35 countries across South East Asia, Africa, countries of Middle-East, Europe, USA and Latin America.

Dun & Bradstreet D-U-N-S® No

65-019-1935

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,235.7	3,241.6
Net Profit	137.0	71.9
Net Worth	928.2	1,368.3
Ratios (%)		
NPM	4.2	2.2
RONW	14.8	5.3

Alembic Limited

Alembic Road, Vadodara - 390 003, Gujarat
Website: www.alembiclimited.com

About the Company

Alembic Ltd (Alembic) was originally incorporated in 1907 as Alembic Chemical Works Co. Ltd. It went on to acquire its present name in 1999. The company is engaged in the pharmaceutical, real estate and power generation businesses. Originally, it was manufacturing chemicals, liquor, etc., but ventured into pharmaceutical business in the 1950s and after 1960 in the production of bulk drugs. The company manufactures penicillin through fermentation process. Over the years, it has also developed other bulk drugs like Erythromycin, Roxithromycin, Azithromycin, etc. The company is also in the formulations market and is producing number of items in therapeutic segments. It is also engaged in Research and Development activity at Vadodara. Its real estate business conducts construction of residential & commercial real estate projects. In addition, it also undertakes project management, marketing consultancy and also gives certain commercial properties on lease basis to various tenants.

Dun & Bradstreet D-U-N-S® No

65-057-4721

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,647.4	1,524.1
Net Profit	241.5	278.8
Net Worth	2,642.3	2,893.4
Ratios (%)		
NPM	14.7	18.3
RONW	9.1	9.6

Alembic Pharmaceuticals Limited

Alembic Road, Vadodara - 390003, Gujarat
Website: www.alembic-india.com

About the Company

Alembic Pharmaceuticals Ltd (APL) was earlier incorporated in June 2010 under the name of "Alembic Pharma Limited". The company changed its name to Alembic Pharmaceuticals Limited in March 2011. The company is vertically integrated with the ability to develop, manufacture and market pharmaceutical products, substances and intermediates. APL business segment is diversified in three segments – international formulations, APIs and branded formulations. Under international formulations, it operates 45 products across the US, Australia, Canada, Europe, the Middle East and South Africa. Under its API division, it operates two USFDA approved manufacturing plants in Panelav and Kharkhad involved in production of 90 APIs. Its branded formulation division caters to anti-infective, analgesic and cough and cold therapies and includes brands such as; *Azithral*, *Althrocin*, *Rekool*, *Zeet*, *Roxid*, *Wikoryl*, *Tellzy*, *Ulgel* and *Gestofit*. In FY16, it launched 11 products under its own brand in the US and 44 products in the domestic market under its branded formulation division.

Dun & Bradstreet D-U-N-S® No

65-057-4663

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	20,195.7	29,972.6
Net Profit	2,866.1	6,981.4
Net Worth	8,362.7	15,302.8
Ratios (%)		
NPM	14.2	23.3
RONW	34.3	45.6

Alkem Laboratories Limited

Devashish Building, Alkem House, Senapati Bapat Road, Lower Parel, Mumbai – 400013, Maharashtra
Website: www.alkemlabs.com

About the Company

Alkem Laboratories Ltd (Alkem Labs) was established in 1973. In Dec 2015, the company got listed on BSE and NSE. It is engaged in the development, manufacture and sale of pharmaceutical and nutraceutical products. The company produces branded generics, generic drugs, active pharmaceutical ingredients (APIs) and nutraceuticals. Its key therapy areas include; anti-infectives, gastro-intestinal, pain and analgesics, and vitamins, minerals and nutrients. Some of its key brands encompass; *Clavam*, *Taxim*, *Ondem*, *Enzoflam*, *Gemcal*, *A to Z NS*, *A to Z Gold*, *Glucoryl-M/MV*, *Melbild*, *Donep*, *Sumo-L*, *Satrogyl-O* and *Pan-D* among others. It has a portfolio of more than 700 brands, which are marketed across India and over 50 countries globally, with the US being the key focus international market. The company operates 16 manufacturing facilities out of which 14 are located in India, and the remaining two in the US. Its sales, marketing and distribution network involves eight central warehouses, 7000+ stockists, 49 C&F agents, 19 consignees, 40 sales depots and nearly 6000 medical representatives.

Dun & Bradstreet D-U-N-S® No

65-006-6939

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	33,196.9	40,852.1
Net Profit	3,676.9	6,384.4
Net Worth	31,010.2	35,567.0
Ratios (%)		
NPM	11.1	15.6
RONW	11.9	18.0

Amanta Healthcare Limited

5th Floor, Heritage, Nr. Gujarat Vidhyapith, Ashram Road, Ahmedabad 380014, Gujarat
Website: www.amanta.co.in

About the Company

Amanta Healthcare Ltd (Amanta Healthcare) was established in 1998 as Marck Biosciences Ltd. It is engaged in manufacturing sterile liquids in Aseptic Blow – Fill – Seal (BFS) and the modern Injection Stretch Blow Moulding (ISBM) space with well integrated operations - F & D. Its product range includes formulations, fluid therapy, ophthalmics, respiratory solutions, medical device (CE mark), diluents and injections. It also offers IV formulations in antibiotic and antifungal therapeutic segments. Its large volume parenterals segment offers a complete range of common solutions, electrolyte replacements, anti-biotic solutions, diuretics, anti-infective and anti-fungal solutions whereas; its small volume parenterals range includes; diluents, ophthalmics, respiratory & irrigation solution. In 2016, Amanta Healthcare launched "SteriPort", a IV fluid system manufactured using the most modern Injection Stretch Blow Moulding (ISBM) technology in 100 ml & 500 ml volumes. It also operates a plant in Goa which offers two different size of bottles, oval shape & round shape. The company has presence in 78 countries across six continents.

Dun & Bradstreet D-U-N-S® No

67-612-6713

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,762.9	N.A.
Net Profit	5.5	N.A.
Net Worth	1,686.4	N.A.
Ratios (%)		
NPM	0.3	N.A.
RONW	0.3	N.A.

Ami Lifesciences Private Limited

Plot No.82/B, ECP Channel Road, AT & PO. Karakhadi, District Vadodara – 391450, Gujarat
Website: www.amilifesciences.com

About the Company

Ami Lifesciences Pvt Ltd (Ami Lifesciences) is a part of Ami Group which was established in the year 1997. The company is an integrated pharmaceutical company catering to both domestic and global markets. Ami Lifesciences is engaged in manufacturing, marketing and distributing a wide range of API and drug intermediates. The company's APIs cater to various therapeutic areas like allergy, hypertension, erectile dysfunction, cardiovascular, central nervous system, nephrology, respiratory, musculoskeletal, genitourinary system, liver and diabetic amongst others. Some of the products manufactured by Ami Lifesciences include Doxofylline, Diacerein, Tapentadol, Pamabrom, Sucralfate, Levosulpride, Avanafil, and Epinephrine amongst others. The company operates through its manufacturing facility in Vadodara. Ami Lifesciences also operates microbiological laboratory for carrying out bacterial, fungal and pathogen tests. The company also undertakes custom synthesis and deliver fully-consolidated and customized manufacturing solutions for APIs, intermediate chemicals across each stage of the pharmaceutical life cycle.

Dun & Bradstreet D-U-N-S® No

67-736-5208

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,570.5	N.A.
Net Profit	106.6	N.A.
Net Worth	424.6	N.A.
Ratios (%)		
NPM	6.8	N.A.
RONW	25.1	N.A.

Andhra Organics Limited

Plot no. 8, S.V. Co-operative Industrial Estate, I.D.A Jeedimetla, Hyderabad – 560055, Telangana
Website: www.virchows.com

About the Company

Andhra Organics Ltd (AndhraOrganics) is a part of the Telangana-based Virchow Group of companies. The company was incorporated in 1991. It was acquired by and became a wholly-owned subsidiary of Virchow Laboratories Ltd in 2004. The company is engaged in the business of manufacturing APIs and drug intermediates. It is a leading producer of Sulfamethoxazole (an API used in antibiotics). AndhraOrganics is also engaged in the manufacture of CIS hydroxy lactum (an advanced intermediate used in the manufacture of Diltiazem (cardiovascular) and Trimethoprim. The company primarily caters to the domestic market and certain unregulated markets/semi regulated markets.

Dun & Bradstreet D-U-N-S® No

91-847-2689

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,296.5	N.A.
Net Profit	418.6	N.A.
Net Worth	2,144.6	N.A.
Ratios (%)		
NPM	9.7	N.A.
RONW	19.5	N.A.

Anglo-French Drugs & Industries Limited

No. 41, 3rd Cross, 5th Block, Rajajinagar, Bengaluru - 560010, Karnataka
Website: www.afdil.com

About the Company

Anglo-French Drugs & Industries Ltd (Anglo-French Drugs) was incorporated in 1923 as a private limited company and was converted into a deemed public limited company in 1960. It is a pharmaceutical company engaged in development of therapeutic formulations, marketing & sales and distribution. The company's more than 250 formulations address a wide variety of therapeutic groups including; vitamins, sleep inducing agents, anti malarials, anti – epileptics, antibiotics, cardiac drugs, anti-inflammatory drugs, pain management; and protein food supplements, digestive enzymes & calcium supplement and cold remedies. It operates a tablet manufacturing unit at Peenya, Bengaluru, which has a capacity to produce 250 lacs coated tablets per month and 300 lacs un-coated tablets per month. The company exports its products to the CIS, African, South East Asian countries. The company launched an Optima division, which aims at offering high quality medications at affordable prices.

Dun & Bradstreet D-U-N-S® No

86-907-3462

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,097.9	1,160.3
Net Profit	7.7	4.6
Net Worth	164.1	168.7
Ratios (%)		
NPM	0.7	0.4
RONW	4.7	2.7

Anuh Pharma Limited

3-A, Shivasgar Estate, North Wing, Dr. Annie Besant Road, Worli, Mumbai – 400018, Maharashtra
Website: www.anuhpharma.com

About the Company

Anuh Pharma Ltd (Anuh Pharma) was incorporated in the year 1960. The company is a part of the SK Group which has presence across businesses such as manufacturing of pharma formulations, trading, distribution and logistics. Anuh Pharma is engaged in the manufacture of pharmaceuticals, medicinal chemical and botanical products. It is among the largest producers of macrolides and Anti-TB products in the country. It is also a key player in Anti-bacterials, Anti-malarial, Anti-hypertension and Cortocosteroids. Some of its products include; Erythromycin salts, Moxifloxacin, Losartan Potassium, Chloramphenicol salts, Pyrazinamide, Sulphadoxine and Ambroxol HCL. It conducts manufacturing operations from its plant in Tarapur, Maharashtra which is spread across 3600 sq mt with six blocks and a total capacity of 900 MTPA. It also operates a R&D facility in Mahape. It has strong marketing partnerships with nearly 350 customers in over 57 countries including Europe, Mexico and South Africa. In FY16, the company launched two new products namely; Ambroxol HCL and Moxifloxacin.

Dun & Bradstreet D-U-N-S® No

91-584-8274

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,887.4	3,297.3
Net Profit	219.9	258.0
Net Worth	1,009.0	1,192.8
Ratios (%)		
NPM	7.6	7.8
RONW	21.8	21.6

Aristo Pharmaceuticals Private Limited

23-A, Shah Industrial Estate, Off Veera Desai Road, Andheri (West), Mumbai – 400053, Maharashtra
Website: www.aristopharma.org

About the Company

Aristo Pharmaceuticals Pvt Ltd (Aristo Pharma) was incorporated in 1971. It started operations with a manufacturing plant at Aurangabad and marketing operations in Mumbai. It is a pharmaceutical company engaged in manufacturing of active ingredients and excipients; in-process formulations and; finished formulations. The company operates two state of the art manufacturing plants at Bhopal, MP; and Daman in India. It operates a field force of 900 frontline staff that cater to over 1.5 lac doctors. It has a network of 17 company owned distribution depots serving 2,000 stockists & a reach of over 60,000 chemists.

Dun & Bradstreet D-U-N-S® No

87-159-8002

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	17,307.6	N.A.
Net Profit	4,092.3	N.A.
Net Worth	14,127.8	N.A.
Ratios (%)		
NPM	23.6	N.A.
RONW	29.0	N.A.

AstraZeneca Pharma India Limited

Block N1, 12th Floor, Manyata Embassy Business Park, Rachenahalli, Bangalore – 560045, Karnataka
Website: www.astrazeneca.com/india

About the Company

AstraZeneca Pharma India Ltd (AstraZeneca India) is an Indian unit of Sweden based pharmaceutical firm AstraZeneca Pharma AB. The company was established in 1979 in Bengaluru. It is a biopharmaceutical company with presence in seven crucial areas of healthcare - cardiovascular, diabetes, oncology, respiratory & inflammation, infection, local anesthesia and maternal healthcare. It caters to important areas of healthcare, including cardiovascular/metabolic disease, cancer and respiratory, inflammatory and autoimmune disease. Some of its prominent brands include; Brilinta, Forxiga, Onglyza, Kombiglyze Meronem and Symbicort among others. The company operates a manufacturing facility in Bengaluru, Karnataka. In FY16, it entered into three distribution services agreement with Dr. Reddy's Laboratories for Saxagliptin and its fixed dose combination with metformin. During the same period, the cardiovascular and diabetes therapeutic areas contributed 35% and 25% to its overall sales. In March 2016, the Company entered into a distribution services agreement for Dapagliflozin with Sun Pharma.

Dun & Bradstreet D-U-N-S® No

87-224-4683

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	5,229.2	5,705.0
Net Profit	(208.4)	52.6
Net Worth	1,507.6	1,560.1
Ratios (%)		
NPM	(4.0)	0.9
RONW	(13.8)	3.4

Aurobindo Pharma Limited

Plot No. 2, Maitri Vihar, Ameerpet, Hyderabad - 500038, Telangana
Website: www.aurobindo.com

About the Company

Aurobindo Pharma Ltd. (Aurobindo) was founded in 1986 as Aurobindo Pharma Pvt. Ltd. and its operations commenced in 1988 with manufacturing of Semi-Synthetic Penicillin (SSP). In 1992 the company became a public limited and in 1995 it was listed in Indian stock exchanges as Aurobindo Pharma Ltd. The Company and its 46 subsidiaries produce oral and injectable generic formulations and active pharmaceutical ingredients. Aurobindo's business is divided into seven major therapeutic/product segments, neurosciences, cardiovasculars, gastroenterologicals, antibiotics, anti-retrovirals, anti-diabetics and anti-allergics. During FY15 the company exported to more than 150 countries which contributed to over 87% to Aurobindo's revenue. Aurobindo has vertically integrated production of APIs with finished dosages for almost 75% of its formulation products. In FY15 the company received final approvals to 215 ANDAs of totally 398 filed in US. During the year, Aurobindo had filed 22 ANDAs, and it received 49 final approvals. The company has been granted 18 patents and has made 158 patent applications.

Dun & Bradstreet D-U-N-S® No

72-623-3864

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	81,623.2	93,495.0
Net Profit	15,163.5	16,196.7
Net Worth	53,595.4	68,080.6
Ratios (%)		
NPM	18.6	17.3
RONW	28.3	23.8

Bajaj Healthcare Limited

602-606, Bhoomi Velocity, Road No.23, Wagle Industrial Estate, Thane – 400604, Maharashtra
Website: www.bajajhealth.com

About the Company

Bajaj Healthcare Ltd (Bajaj Healthcare) was established in 1993. It is a backward integrated pharmaceutical company with manufacturing and marketing capabilities in APIs, intermediates and FDFs. The APIs manufactured by the company caters to various therapeutic areas like neutraceutical, vitamins, anti convulsant, bactericidal & bacteriostatic, diuretic & vasodilator, mineral & nutritional supplements, bronchodilator/anti-asthmatic and nootropics. It also undertakes loan license work for other pharmaceutical companies by manufacturing formulations. Its FDFs caters to areas like vitamins & derivatives, antibiotics, anti convulsant, anti-diabetes, anti-platelets, NSAIDs, anti-malarial, and hypertensive among others. Its diverse range includes; Carbamazepine, Calcium Citrate Malate, Acefyline, Choline Bitartrate, Theophylline and Calee-Melee TM among others. The company operates five manufacturing units across the states of Maharashtra and Gujarat. It supplies APIs and FDFs to both domestic and foreign countries across regions such as Europe, US, Australia, Africa and South America among others.

Dun & Bradstreet D-U-N-S® No

86-212-9418

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,183.8	2,232.2
Net Profit	75.1	82.0
Net Worth	388.2	463.5
Ratios (%)		
NPM	3.4	3.7
RONW	19.4	17.7

Bal Pharma Limited

Plot No.21 & 22, Bommasandra Industrial Area, Hosur Road, Bengaluru – 560099, Karnataka
Website: www.balpharma.com

About the Company

Bal Pharma Ltd (Bal Pharma) started operations in the year 1992. The company is engaged in the pharmaceutical business, specializing in prescription drugs, generic, OTC products, intravenous infusion and bulk actives. It vast range of APIs cater to therapeutic areas such as anti-histamine, platelet inhibitor, antidiabetic, anti-convulsant, urinary incontinence, neuropathic pain, anti-allergy, anti-inflammatory, diuretic and acne treatment among others. Under its formulations business, it offers more than 200 formulations in 20 different therapeutic segments with presence in Africa, SEA, CIS, Middle East and Latin American countries. Its extensive range of products covers various dosage forms – tablets, capsules, syrups, suspensions, IV infusions, Ophthalmic, creams and ointments. The company also operates in the ayurvedic segment where it offers natural medicines in the segment of bulk actives, formulations, generics and herbals. Some of its ayurvedic products include; *Anarsha*, *Ashwamed*, *Ayurfine*, *Lipived*, *Prolife*, *Balpro Syrup*, *Suswas*, *Balvac*, *Stonex* and *Menoleap Syrup*.

Dun & Bradstreet D-U-N-S® No

92-180-8445

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,883.2	1,991.5
Net Profit	40.2	28.1
Net Worth	556.0	567.0
Ratios (%)		
NPM	2.1	1.4
RONW	7.2	4.9

BDR Pharmaceuticals International Private Limited

Engineering Center, 6th Floor, 9th Matthew Road, Opera House, Mumbai – 400004, Maharashtra
Website: www.bdrpharma.com

About the Company

BDR Pharmaceuticals International Pvt Ltd (BDR Pharma) was established in 2003 as a merchant exporter. The company is amongst the leading pharmaceutical company engaged in manufacturing of APIs, formulations and pellets. It is generic formulation manufacturer specialising in the life saving critical and oncology segments. It is also engaged in development of molecules, technology and dosage forms, and sustained and modified pellets. The company caters to various therapeutic areas including; anti-migraine, anti-asthma, anti-ulcer, anti-obesity, anti-psychotic, anti-parathyroid & antipsoriatic, anti-fungal, cardiology, analgesic and anti-inflammatory among others. It operates API manufacturing facilities across Hyderabad in Telangana; and Surat & Vadodara, Gujarat, while its formulations plant is located in Vadodara, Gujarat. The company has also established presence globally across regions such as Africa, Asia, Europe, North America and South America.

Dun & Bradstreet D-U-N-S® No

67-625-8082

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,566.6	N.A.
Net Profit	370.4	N.A.
Net Worth	911.5	N.A.
Ratios (%)		
NPM	10.4	N.A.
RONW	40.6	N.A.

Bharat Biotech International Limited

Genome Valley Shameerpet, Hyderabad – 500078, Telangana
Website: www.bharatbiotech.com

About the Company

Bharat Biotech International Ltd (Bharat Biotech) as established in the year 1996. In 2005, the company entered into manufacturing and marketing agreement with Cambridge-based Acambis, plc for developing Japanese Encephalitis vaccine. Bharat Biotech is a multidimensional biotechnology company specializing in product-oriented research and development. Bharat Biotech is primarily engaged in researching, developing, manufacturing and marketing of vaccines and biotherapeutics. Some of the vaccines and therapeutics developed by the company include Biohib, Biogit, Zelect, Hepasolv, Biopolio, Indirab, JENVAC, Typbar, Revac-B mcf and Typbar TCV amongst others. Bharat Biotech has delivered over two billion doses of vaccines in over 65 countries across the globe. The company also partners with various institutions in India and abroad for research & development of new vaccines. Bharat Biotech is presently carrying out research on Bio-Antibiotics, Lysostaphin, Chikungunya Vaccine, Typhoid Conjugate Vaccine, Oral Rotavirus Vaccine, Liquid Rabies Vaccine and Staphylococcus aureus vaccine amongst others.

Dun & Bradstreet D-U-N-S® No

86-223-6734

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,057.6	N.A.
Net Profit	179.5	N.A.
Net Worth	2,433.5	N.A.
Ratios (%)		
NPM	5.9	N.A.
RONW	7.4	N.A.

Bharat Parenterals Limited

Jarod Samlaya Road, Village Haripura, Taluka Savli, Vadodara – 391520, Gujarat
Website: www.bplindia.in

About the Company

Bharat Parenterals Ltd (BPL) was incorporated in 1992 by Mr R Desai. The company is an integrated pharmaceutical company catering to both domestic and global markets. BPL is engaged in manufacturing and marketing of pharmaceutical formulations. BPL manufactures products under five categories viz. General, β -Lactum, Cephalosporins, Antiretroviral and Veterinary. The company manufactures products in various forms such as tablets, sachets, granules, external preparations, capsules, injections, oral solutions, syrups, soaps and liquids. Some of the products manufactured by BPL include Lamivudine, Tenofovir, Efavirenz, Zidovudine, Cefadroxil, Cefixime, Indomethacin, Citicoline, Stavudine, Ceeprozil, Nevirapine, Clomifene, Albendazole and Cloxacillin amongst others. The company operates through its manufacturing facility in Vadodara with three production blocks for general products, β -Lactum products & antiretroviral group of products. BPL has its business networks in various countries across the globe including Mexico, Sri Lanka, Myanmar, Nigeria, Iraq, Kenya, Vietnam, Mozambique and Bolivia amongst others.

Dun & Bradstreet D-U-N-S® No

67-799-2189

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,228.5	1,244.5
Net Profit	74.4	64.5
Net Worth	500.1	566.9
Ratios (%)		
NPM	6.1	5.2
RONW	1.7	11.4

Bharat Serums & Vaccines Limited

17th Floor, Hoechst House, Nariman Point, Mumbai – 400021, Maharashtra
Website: www.bharatserums.com

About the Company

Bharat Serums & Vaccines Ltd (BSV) was founded in 1971. It is a biopharmaceutical company engaged in the research, development, manufacturing and marketing of injectable biological, pharmaceutical and biotech products. Its product portfolio encompass a wide range of plasma derivatives, monoclonals, hormones, equine anti toxins and serums, antifungals, anaesthetics, cardiovasculars and diagnostic products. It products cater to six specialised divisions namely; Diva for Gynecology; Aspire for Assisted Reproductive Technology; Altius for Critical Care; Elite for Emergency Medicine; Anagen for Neurology, Nephrology & Haematology; and Urocare for Urology. Some of its brands include; Foligraf, Rhoclone, Hucog, Tetglob, Equirab & ASVS, Thymogam & Ampholip among others. The company operates state of the art R&D facilities in India, Germany and USA; and a horse farm for production of equine anti sera and anti toxins. It also operates manufacturing facilities across Ambernath in Maharashtra; Ahmedabad in Gujarat; and Aachen, Germany, on ownership and JV basis.

Dun & Bradstreet D-U-N-S® No

87-231-2094

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	5,008.7	N.A.
Net Profit	405.7	N.A.
Net Worth	2,541.5	N.A.
Ratios (%)		
NPM	8.1	N.A.
RONW	16.0	N.A.

Biochem Pharmaceutical Industries Limited

Unit no. 103, 1st floor, Ackruti star, MIDC, Andheri [E], Mumbai – 400093, Maharashtra
Website: NA

About the Company

Biochem Pharmaceutical Industries Ltd (Biochem Pharma), was incorporated in 2004. The company is a part of the Zydus Cadila Group and a subsidiary of Cadila Healthcare Ltd. The company is an integrated pharmaceutical company with business including; the entire value chain in the production, marketing and distribution of pharmaceutical products. The company specialises in human formulations. Its products are offered in various dosage forms including; dry powders injections, tablets & capsules, liquid injections, dry/liquid syrup/drop and others.

Dun & Bradstreet D-U-N-S® No

86-221-3402

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,193.7	N.A.
Net Profit	165.7	N.A.
Net Worth	491.8	N.A.
Ratios (%)		
NPM	5.2	N.A.
RONW	33.7	N.A.

Biocon Limited

20th K.M., Hosur Road, Electronics City P.O., Bengaluru – 560100, Karnataka
Website: www.biocon.com

About the Company

Biocon Ltd (Biocon) was incorporated in Nov 1978. Biocon is primarily engaged in manufacturing of biotechnology products. It has organized its business in six verticals namely; biopharmaceuticals, small molecule APIs and generic formulations, biosimilars, branded formulations, novel molecules and research services. The biopharmaceuticals business comprises of two businesses; biopharma and branded formulations. It is also amongst the leading generic statin and immunosuppressant APIs in domestic market, and operates a USFDA-approved potent API manufacturing unit in Vishakhapatnam. Its biosimilars portfolio encompass human insulin/insulin analogues, monoclonal antibodies and other biologics. In FY16, the company inaugurated an insulin device facility in Bengaluru and launched the first disposable pen – Basalog One™ for Glargine in India. Under the branded formulations segment, it forayed into Virology, with the launch of CIMIVIR™ (Sofosbuvir), CIMIVIR-LTM (Sofosbuvir+Ledipasvir), and DACLAWINTM (Daclatasvir) for Hepatitis-C in FY16.

Dun & Bradstreet D-U-N-S® No

65-017-3537

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	23,907.0	25,077.0
Net Profit	3,830.0	2,858.0
Net Worth	25,792.0	32,849.0
Ratios (%)		
NPM	16.0	11.4
RONW	14.8	8.7

Biological E. Limited

Road No. 35, Jubilee Hills, Hyderabad, Telangana -500033

Website: www.biologicale.com

About the Company

Biological E. Ltd (BEL) was incorporated in 1953 as Biological Products Pvt Ltd. The company is engaged in the manufacturing of vaccines, sera and pharmaceutical products. It primarily has structured its business into three divisions namely; biologics, pharma and public markets. The company is amongst the prominent supplier of paediatric vaccines to the Gol. Under its pharma division, it offers branded formulations, APIs, and generics catering to a wide range of therapeutic segments such as non-narcotic cough preparations, digestive enzymes and vitamins, anti-coagulants and liver extracts, anti-infectives and antibiotics and haematenics among others. It exports many of its products to Asia, the CIS countries, the US and Latin American countries. It supplies several essential and lifesaving vaccines and pharmaceuticals to UN Agencies viz. UNICEF, Pan American Health Organisations, other global markets. Some of these include; Beparine 1000, Beparine 5000, Heparin Sodium, Bestozyme and Coscopin among others.

Dun & Bradstreet D-U-N-S® No

91-533-1334

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	10,032.2	N.A.
Net Profit	3,514.4	N.A.
Net Worth	7,465.1	N.A.
Ratios (%)		
NPM	35.0	N.A.
RONW	47.1	N.A.

Bliss GVS Pharma Limited

102, Hyde Park, Saki-Vihar Road, Andheri (East), Mumbai-400072

Website: www.blissgvs.com

About the Company

Bliss GVS Pharma Ltd.(Bliss GVS) was incorporated in 1984 as Bliss Chemicals & Pharmaceuticals India Ltd. which merged with GVS Labs in 2006 to form Bliss GVS Pharma Ltd. In 1986 the company launched "Today" a vaginal contraceptive brand which to date is its highest selling brand globally as well as in India. The company develops, manufactures and markets pharmaceutical formulations and offers healthcare services to more than 60 countries. Bliss GVS has five functional manufacturing units in Maharashtra, India and seven direct subsidiaries and four step down subsidiaries manufacturing Pharma and Healthcare products. Suppositories and Pessaries dosage forms are the major contributors to pharma products portfolio. Bliss GVS supplies Anti-malarial Tablets, Suspensions, Sachets, Suppositories and Injections to most African countries. During the year the company increased its presence in Nigeria, France and Kenya with contract manufacturing and launching of new products.

Dun & Bradstreet D-U-N-S® No

67-562-9890

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,343.7	3,494.6
Net Profit	600.2	656.1
Net Worth	3,667.6	4,316.4
Ratios (%)		
NPM	17.9	18.8
RONW	16.4	15.2

Blue Cross Laboratories Private Limited

Peninsula Chambers, Peninsula Corporate Park, G.K. Marg, Lower Parel (West), Mumbai - 400013, Maharashtra

Website: www.bluecrosslabs.com

About the Company

Blue Cross Laboratories Pvt Ltd (Blue Cross Labs) was incorporated in 1980. It is a research-based pharmaceutical company engaged in offering a wide range of pharmaceutical products covering major therapeutic segments like antibacterials, pain management, antispasmodics, cough & cold preparations, cardiology, diabetology, dermatologicals, anti-ulcerants, antipyretics in different dosage forms. Its domestic business is classified into two divisions namely; blue cross division, which includes brands such as MEFTAL-SPAS, MEFTAL-P, MEFTAL-FORTE, TUSQ-Dx, BLUMOX-CA, EXTACEF; and excel division which includes brands such as MEFTAGESIC, P-PPI, R-PPI, P-RD, P-PPI, KOLQ, CEDON, AZIBEST, LIPONORM among others. The company operates FDA and WHO approved manufacturing plants at Nashik and Goa in India. It also exports its products to countries such as Kenya, Tanzania, Uganda, Rwanda, Nigeria, Cambodia, Sri Lanka, Myanmar and West Indies amongst others. Some of the brands promoted in the international market includes Meftal, Tus Q, Blumox, K-Glim, Angicam and Extacef amongst others.

Dun & Bradstreet D-U-N-S® No

87-280-6548

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,767.7	N.A.
Net Profit	932.7	N.A.
Net Worth	3,083.6	N.A.
Ratios (%)		
NPM	19.6	N.A.
RONW	30.2	N.A.

Brawn Laboratories Limited

4/4B, Asaf Ali Road, II Floor, Delhi Stock Exchange Building, New Delhi – 110002, Delhi
Website: www.brawnlab.com

About the Company

Brawn Laboratories Ltd (Brawn Labs) started manufacturing in the small Okhla plant with tablet, capsules & liquid sections. The company caters to a wide spectrum of therapeutic areas including; antibiotics – antibacterials, cardiovascular, antidiabetics, gastrointestinals, cough & cold, anxiolytics & antidepressants, analgesics – anti tubercular, anti-inflammatories, antivirals, antifungals, nutritional supplements and others. It has more than 700 product registrations across more than 32 countries across South-East Asia, Africa, Latin America and CIS regions. Its products are sold in a wide variety of dosage forms including; tablets, capsules, liquids, dry syrups, eye ear drops, creams, ointments & gels, liquid injections in vials & ampoules, dry powder injections, pre filled syringes and others. It operates a manufacturing plant located in Faridabad for manufacturing non beta, cephalosporin & penicillin products and variety of finished formulations. Its vast marketing network comprises of more than 300 medical representatives and managers catering to nearly 45,000 doctors and 30,000 pharmacies every month.

Dun & Bradstreet D-U-N-S® No

65-007-0048

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,363.9	N.A.
Net Profit	14.0	N.A.
Net Worth	160.0	N.A.
Ratios (%)		
NPM	1.0	N.A.
RONW	8.7	N.A.

Cadila Healthcare Limited

“Zydus Tower”, Satellite Cross Roads, Sarkhej-Gandhinagar Highway, Ahmedabad – 380 015
Website: www.zyduscadila.com

About the Company

Cadila Healthcare Ltd., (Cadila) was founded in 1952 as a private pharmaceutical company. In 1995 the company incorporated as “Cadila Healthcare Private Ltd.” which later became a public limited company in 1996 under the Zydus Group. Cadila manufactures formulations, active pharmaceutical ingredients, animal healthcare products and wellness product. The company has six subsidiaries and is present in US, Europe (France & Spain), Latin America, South Africa and 25 emerging markets. US formulations are the highest contributor to Cadila's consolidated revenues. During the year 30 ANDAs and six DMFs were filed with the USFDA, with this the total ANDA filings increased to 269 and DMFs to 122. The company has received 103 ANDA approvals of which 10 were during the year. The second highest contributor to Cadila's consolidated revenue is India formulations in Cardiology, Gynecology, Pain Management therapy, Gastro Intestinal, Respiratory and Dermatological. In January 2016, the company acquired manufacturing units and select brands Zoetis for an undisclosed amount.

Dun & Bradstreet D-U-N-S® No

65-019-9482

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	54,696.0	71,694.0
Net Profit	12,711.0	19,773.0
Net Worth	45,254.0	61,374.0
Ratios (%)		
NPM	23.2	27.6
RONW	28.1	32.2

Cadila Pharmaceuticals Limited

Sarkhej-Dholka Road, Bhat, Ahmedabad-382210, Gujarat
Website: www.cadilapharma.com

About the Company

Cadila Pharmaceuticals Ltd (Cadila Pharma) was established in 1951. The company is engaged in developing, manufacturing, selling and distributing pharmaceutical products. The company manufactures APIs & Intermediates in its facility at Ankleshwar; while its formulations facilities are located in the state of Gujarat, Jammu and Ethiopia. Its formulations basket offers more than 850 products in several forms belonging to 45 therapeutic segments and 12 specialities including cardiovascular, gastrointestinal, analgesics, haematinics, anti-infectives and antibiotics, respiratory agents, antidiabetics, immunogicals and oncology. Further, it offers more than 38 APIs and intermediates which are exported across the world. It has filed 29 USDMFs, while CEP for 09 APIs are in pipeline. Some of its brands include; Bosentan, Deferasirox, Donepezil, Duloxetine HCl, Itopride HCl, Ursodiol and Zolpidem Tartrate among others. It also operates a herbal division namely; Cheezgreen; and an agro division which specializes in offering agro solutions such as planting materials, landscape designing services and garden maintenance services.

Dun & Bradstreet D-U-N-S® No

67-615-7314

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	13,938.3	N.A.
Net Profit	652.9	N.A.
Net Worth	3,328.4	N.A.
Ratios (%)		
NPM	4.7	N.A.
RONW	19.6	N.A.

Caplin Point Laboratories Limited

"Narbhavi", No. 3, Lakshmanan Street, T. Nagar, Chennai – 600017, TN
Website: www.caplinpoint.net

About the Company

Caplin Point Laboratories Ltd (CPLL) was incorporated in 1990 to manufacture a range of ointments, creams and other external applications. It is a pharmaceutical company with major operations in the semi-regulated pharmaceutical markets of Latin America nations of Guatemala, Honduras, Nicaragua, El Salvador, Ecuador, Honduras, Venezuela, Dominican Republic. The company has over 1,900 product registrations across the globe. Its product segment include; antibiotics, NSAIDS, ophthalmics, pain management and antiulcers. It operates manufacturing facilities across Suthukeny in Puducherry; Gummidipoondi in TN; Baddi in HP. It has a capacity to produce 600 mn tablets, 400 mn capsules, 170 mn softgels, 12 mn suppositories, 6 mn bottles liquids, 12 mn vials penems, and 35 mn vials, 30 mn ampoules and 12 mn ophthalmic units under its liquid injections. In FY16, the company derived 31% revenues from antibiotics, 29% revenues from anti-inflammatory/analgesics, and 11% from dermatological segment. The company operates 355 products and 241 Dossier filings in Latin America.

Dun & Bradstreet D-U-N-S® No

67-625-8800

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,429.7	3,130.2
Net Profit	409.4	604.3
Net Worth	899.0	1,244.0
Ratios (%)		
NPM	16.8	19.3
RONW	45.5	48.6

Cipla Limited

Cipla House, Peninsula Business Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai-400013
Website: www.cipla.com

About the Company

Cipla Ltd. incorporated in 1935 in Mumbai is a global pharmaceutical company with presence in over 100 countries. The company has a total of 54 subsidiaries of which 11 are directly held. Cipla's business operations include Active Pharmaceutical Ingredients – APIs, Respiratory, Cipla Global Access and Veterinary segments. During FY16, India contributed 40%, North America 15%, South Africa 12% and other international markets 25% to Cipla's annual revenue. In January 2016, Cipla divested its entire stake of 25% in Biomab Holding Limited, Hong Kong. With this divestment the company plans to focus on globally developing Biosimilars in the field of cancer, auto-immune, respiratory diseases and diabetes. In February 2016, Cipla (EU) Limited, UK, a wholly owned subsidiary of Cipla acquired two US based companies, InvaGen Pharmaceuticals Inc., generic drug manufacturing company and Exelan Pharmaceuticals Inc., a sales and marketing company. In March 2016, Cipla transferred its consumer healthcare business to Cipla Health Limited, subsidiary of the company for a consideration of ₹ 160mn.

Dun & Bradstreet D-U-N-S® No

65-013-8746

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	102,796.9	122,932.0
Net Profit	11,810.9	13,980.3
Net Worth	45,676.8	45,277.6
Ratios (%)		
NPM	11.5	11.4
RONW	25.9	30.9

Cirex Pharmaceuticals Limited

7-2-A2, Hetero Corporate, Industrial Estates, Sanath Nagar, Hyderabad – 500018, Telangana
Website: NA

About the Company

Cirex Pharmaceuticals Ltd (Cirex Pharma) is a part of the Hetero Group. The company is engaged in the manufacturing of bulk drugs and formulations. Its product portfolio encompass APIs, Generics, CPS and biosimilars. It's API & generics range of offerings cover all major therapeutic areas including; antiretroviral, antineoplastic, antidepressant, antimalarial, anti-inflammatory antihypertensive, hepatitis-c, chronic- antiviral and treatment of BPH among others. The group operates 25 manufacturing facilities across India, China, Russia, Egypt, Mexico and Iran.

Dun & Bradstreet D-U-N-S® No

91-848-1677

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,565.0	N.A.
Net Profit	78.7	N.A.
Net Worth	551.6	N.A.
Ratios (%)		
NPM	5.0	N.A.
RONW	14.3	N.A.

Claris Injectables Limited

Claris Corporate Headquarters, Ellisbridge, Ahmedabad- 380 006, Gujarat
Website: www.clarisinj.com

About the Company

Claris Injectables Ltd (Claris Injectables) was incorporated in 2005. The company is a wholly owned subsidiary of Claris Lifesciences Ltd. The company is a pure-play generic injectable companies with operations in more than 100 countries. Its offerings encompass multiple therapeutic segments including cross multiple delivery systems, markets, and therapeutic segments, including anesthesia & analgesics, blood products, anti-infectives, critical care, and nephrology. It caters to government and semi-government institutions, group corporate hospitals, standalone prominent hospitals, and nursing homes. It offers a range of injectables products across delivery systems, such as bags (PVC & NPVC), vials, ampoules, glass bottles among others. The company operates three manufacturing facilities in Ahmedabad, Gujarat spread across 166,800 sq mts. It has presence in regulated markets including countries such as USA, Europe, Australia, New Zealand, South Africa and Canada; and some emerging market nations as well.

Dun & Bradstreet D-U-N-S® No

86-024-1337

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	991.5	4,909.3
Net Profit	212.2	589.3
Net Worth	264.9	5,572.2
Ratios (%)		
NPM	21.4	12.0
RONW	80.1	10.6

Concord Biotech Limited

1482 - 1486, Trasad Road, Dholka – 382225, AHMEDABAD, Gujarat
Website: www.concordbiotech.com

About the Company

Concord Biotech Ltd (Concord Biotech) was promoted by Sanofi and was known as Hoechst. Later, DSM took over the company and named it Max GB. Later, towards the year 2000, the present promoters took over the company from DSM and renamed it as Concor Biotech. It operates in the biopharmaceutical sector and offers fermentation & semi-synthetic potent & non-potent APIs. Its API product portfolio caters to the areas of immunosuppressant, antibiotics, anti-fungal, oncology, statins, anti-obesity, enzymes and others. Some of the products offered include; Tacrolimus Monohydrate, Cyclosporine, Lovastatin, Pravastatin Sodium and Penicillin-G Amidase Enzyme among others. It also offers contract research & manufacturing services in the areas of fermentation & semi-synthetic molecules. The company operates a manufacturing facility in Dholka, Gujarat, and spread across 114,000 sq. m of land. It has presence in more than 50 countries worldwide including; markets such as North America, Europe, Central & Latin America, Africa, Australia, New Zealand, Asia - Pacific as well as the CIS and MENA countries.

Dun & Bradstreet D-U-N-S® No

91-670-8337

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,440.4	N.A.
Net Profit	702.5	N.A.
Net Worth	2,776.2	N.A.
Ratios (%)		
NPM	28.8	N.A.
RONW	25.3	N.A.

Corvine Chemicals and Pharmaceuticals Limited

Plot No: 735, Venkateswara Hills, Road No: 3, Banjara Hills, Hyderabad-500034, Telangana
Website: www.corvinechemicals.com

About the Company

Corvine Chemicals and Pharmaceuticals Ltd (Corvine Chemicals) was incorporated in June 1992 and commenced commercial production in 1995. The company is an ISO 14001-2004 certified entity engaged in manufacturing of fine chemicals, drug intermediates and APIs. Its product range includes; Sodium Azide, 5-Amino Tetrazoles, 5-Methyl Tetrazole, 5-Phenyl Tetrazole, Fluoroquinolic Acid, Trityl Chloride, Sodium Azide and Ciprofloxacin Hcl. The company clientel is spread across both the domestic and international markets. It also has an affiliate company namely; Prabhava Organics Pvt Ltd, based in Hyderabad.

Dun & Bradstreet D-U-N-S® No

91-851-0152

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,412.0	N.A.
Net Profit	49.8	N.A.
Net Worth	399.7	N.A.
Ratios (%)		
NPM	3.5	N.A.
RONW	12.5	N.A.

Dalas Biotech Limited

E-292, Phase-1 RIICO Industrial Area, Bhiwadi-301019, Dist Alwar, Rajasthan

Website: www.dalasbiotech.com

About the Company

Dalas Biotech Ltd (Dalas Biotech) was incorporated in 1989. The company is amongst the leading biotechnology and pharmaceutical healthcare company. Since its inception, the company has been offering the Penicillin G Acylase/Amidase enzyme for the bio-catalytical conversion of Penicillin G and Cephalosporin G to 6-APA and 7-ADCA respectively. Apart from enzymes, the company has also ventured into producing drug intermediates, bulk drugs and specialised products (both Penicillin and Non Penicillin based). Its range of intermediates include; 6-Aminopenicillanic acid (6APA), 7-Aminodeacetoxycephalosporanic acid (7ADCA) and 7-Aminocephalosporanic acid (7ACA); while its bulk drugs range include; amoxicillin, ampicillin, cloxacillin, cefixime, cephalexin and cephadroxil. Additionally, the company also offers contract manufacturing services in the areas of Fermentation products including downstream production, intermediates, bulk drugs and speciality drugs. It operates across Bhiwadi in Rajasthan; New Delhi; and London.

Dun & Bradstreet D-U-N-S® No

86-226-6608

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,166.2	N.A.
Net Profit	11.2	N.A.
Net Worth	283.4	N.A.
Ratios (%)		
NPM	0.5	N.A.
RONW	4.0	N.A.

Dhanuka Laboratories Limited

861-862 Joshi Road, Karol Bagh, New Delhi – 110005, Delhi

Website: NA

About the Company

Dhanuka Laboratories Ltd (Dhanuka) was incorporated in 1993. The company is a part of the Delhi-based Dhanuka Group of companies. As the pharmaceuticals arm of the Dhanuka group, the company is engaged in the manufacture and marketing of active pharmaceutical ingredients and advanced intermediates in the field of Cephalosporin antibiotics.

Dun & Bradstreet D-U-N-S® No

87-093-0998

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,588.8	N.A.
Net Profit	185.5	N.A.
Net Worth	636.5	N.A.
Ratios (%)		
NPM	5.2	N.A.
RONW	29.1	N.A.

Dishman Pharmaceuticals & Chemicals Limited

Bhadr-Raj Chambers, Swastik Cross Roads, Navrangpura, Ahmedabad – 380009, Gujarat

Website: www.dishmangroup.com

About the Company

Dishman Pharmaceuticals & Chemicals Ltd (DPCL) was incorporated in the year 1983. It is a pharmaceutical company engaged in offering end-to-end integrated high-value low-cost CRAMS offerings right from process research & development to late stage clinical and commercial manufacturing. Its wide range of products include an extensive range of reagents, specialty chemicals, APIs and their intermediates. Its product range includes; generic APIs and intermediates, Phase transfer catalysts, Vitamin D, Vitamin D analogues, cholesterol, laolin related products, antiseptic and disinfectant formulations. Till FY16, the company operated two manufacturing plants in India, four in Switzerland, and one each in UK, France and China. In FY16, the CRAMS business accounted for more than 70% of its total revenue, while marketable molecules business accounted for the rest. DPCL operates a wholly owned subsidiary namely; CARBOGEN AMCIS AG, which has a strong presence in the US and Europe. Its service offerings range from chemical development to niche scale commercial manufacture and supply of APIs.

Dun & Bradstreet D-U-N-S® No

65-012-6196

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	5,601.5	5,727.7
Net Profit	584.8	871.5
Net Worth	8,347.5	9,098.2
Ratios (%)		
NPM	10.4	15.2
RONW	7.0	9.6

Divi's Laboratories Limited

Divi Towers, 1-72/23(P)/DIVIS/303, Cyber Hills, Gachibowli, Hyderabad – 500032, Telangana
Website: www.divislaboratories.com

About the Company

Divi's Laboratories Ltd (Divi's) was incorporated in 1990 as Divis Reaseach Center. In 1994, it acquired its present name. Divi's is engaged in developing new processes for the production of APIs and intermediates. The company operates in two segments viz., generic APIs & nutraceuticals; and custom synthesis of APIs, intermediates and specialty ingredients for innovator pharma companies. Some of its offerings also include generics, intermediates, protected amino acids, chiral synthesis and carotenoids (synthetic). It is also engaged in custom manufacturing of synthesis and conducts FTE/contract research. In FY16, exports accounted for nearly 88% of its gross sales, with Europe, North America and Asia being prominent markets. The company operates four manufacturing facilities at Nalgonda and the remaining three at Visakhapatnam, AP. It has overseas presence through its subsidiary companies namely; Divis Laboratories (USA) Inc and Divi's Laboratories Europe AG in Switzerland.

Dun & Bradstreet D-U-N-S® No

91-852-3627

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	31,268.5	38,157.3
Net Profit	8,470.6	11,076.9
Net Worth	10,333.0	11,333.0
Ratios (%)		
NPM	27.1	29.0
RONW	82.0	97.7

Dr. Reddy's Laboratories Limited

8-2-337, Road No. 3, Banjara Hills, Hyderabad, Telengana - 500 034
Website: www.drreddys.com

About the Company

Dr. Reddy's Laboratories Ltd. (Dr. Reddy's) incorporated in 1984. Dr. Reddy's operates in 26 countries. As on Mar 31, 2016 Dr. Reddy's had 52 subsidiaries and three joint venture companies. The company has five technology development centres, two integrated product development facilities and three R&D centres. Dr. Reddy's products and services include Active Pharmaceutical Ingredients (APIs), Branded Formulations, Generic Drugs, Biologics, Specialty Products and New Chemical Entities (NCE). The company's revenues are broadly divided into three segments. During FY16, Global Generics contributed more than 80% to revenues; followed by Pharmaceutical services and Active Ingredients and Proprietary Products & others at 14% and 3% respectively. In August 2016 completed acquiring eight Abbreviated New Drug Applications (ANDAs) in the US from Teva Pharmaceutical Industries Ltd.; affiliate of Allergan plc.

Dun & Bradstreet D-U-N-S® No

65-056-2841

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	102,338.0	104,525.0
Net Profit	16,794.0	9,986.0
Net Worth	106,340.0	116,054.0
Ratios (%)		
NPM	16.4	9.6
RONW	15.8	8.6




**EAST INDIA PHARMACEUTICAL
WORKS LIMITED**
Dun & Bradstreet D-U-N-S® No

87-234-7998

Management Details
Managing Directors

 Amit Kumar Sen
 Debarshi Duttagupta

Directors

 Dr. Ranabir Mukherji
 Dilip Samadar
 Probir Roy
 Prof. (Dr.) Suman Mukherjee
 Prof. (Dr.) Himadri Sengupta
 Sukamal Chandra Basu
 Chiraranjan Addy
 Dr. Abhijit Banerjee
 Dr. Tapas Raychaudhury

Address

 6,
 Nandalal Bose Sarani,
 Kolkata – 700071,
 WB

Website
www.eastindiapharma.org
Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,386.2	1,488.1
Net Profit	17.3	36.2
Net Worth	378.1	406.3
Ratios (%)		
NPM	1.2	2.4
RONW	4.6	8.9

East India Pharmaceutical Works Limited

Background

East India Pharmaceutical Works Ltd (EIPWL) is one of the oldest pharmaceutical companies in India. It was incorporated in April 1936 in Kolkata, with the objective of developing, through private entrepreneurship, an organisation to synthesize modern drugs from basic chemicals, and to thereby cater to the masses. EIPWL became a public limited company in 1941. In addition to being the market leader in quinidochlor, it has a presence in key therapeutic segments such as antibiotics, digestive enzymes, sedatives, ophthalmic and haematinics, nasal decongestants and herbal products. The company has evolved into an ISO 9001-2008 certified pharmaceutical company with two state of the art manufacturing units in West Bengal (Sarsuna and Durgapur), 21 branch offices pan-India, a workforce of more than 1,400 employees and an annual turnover of close to INR 1,500 mn.

Research & Development

EIPWL began its R&D activities in 1938, in its own laboratory, with the help of a group of dedicated scientists. According to the file of Patents of Independent India (1947-1966), the oldest patent was from EIPWL on a sulfonamide derivative, assigned on 11 June, 1947. Today, its modern R&D department is recognised by the Ministry of Science & Technology, Govt. of India. The company's entire R&D team is based at the Sarsuna factory, which is the center for all of its innovation.

Product Basket & Distribution

EIPWL has a diverse product basket which includes more than 40 formulations in different dosage forms which encompasses modern allopathic as well as traditional proprietary ayurvedic medicines. The company also has an effective marketing network, consisting of about 600 well-trained field personnel and over 50,000 marketing intermediaries. This helps the company ensure the reach of its products in both metro cities as well as remote villages. At every stage of production, from raw materials to the finished products, highest standard of quality is ensured with the help of state-of-the-art equipment and trained personnel. This has helped the company to earn enormous goodwill and trust from the medical profession and the trade.

FY16 Product Launches

In FY16, the company launched seven new products - *Pyrigesic A*, *Pyrigesic T*, *Calron-D*, *Locula TR (renamed)*, *Zoamet-S*, *D3 Baby* and *D3 Baby Plus*.



Embio Limited

Website: www.embio.co.in

About the Company

Embio Ltd (Embio) was incorporated in 1986 and is an integrated manufacturer of APIs, Ephedrine, Pseudoephedrine and advanced intermediates of Norephedrine Isomers. The company is a global player of controlled substances and chiral molecules manufactured through bio-transformation. Its offerings include 13 APIs namely; d-Pseudoephedrine Hydrochloride, d-Pseudoephedrine Sulphate, dl-Ephedrine Hydrochloride, l-Ephedrine Sulphate, Selegiline – HCL, (1R,2S)-l-Nmethylephedrine Hydrochloride, Etafedrine – HCL, Oxyfedrine – HCL, Phentermine – HCL and Ractopamine HCL amongst others. It also offers 24 products under chiral intermediates. Under contract research, the company offers fermentation/biotransformation, chiral chemistry, catalytic hydrogenation and handing controlled substances. The company operates manufacturing facility at MIDC Mahad on Mumbai-Goa highway, and is approved by US-FDA, WHO-GMP & KFDDA. Moreover, it caters to large clientele in more than 55 countries with major presence in regulated markets.

Dun & Bradstreet D-U-N-S® No

65-017-7603

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,629.8	N.A.
Net Profit	69.5	N.A.
Net Worth	1,033.1	N.A.
Ratios (%)		
NPM	4.3	N.A.
RONW	6.7	N.A.

Emcure Pharmaceuticals Limited

Emcure House, T 184, MIDC, Bhosari, Pune – 411026, Maharashtra

Website: www.emcure.co.in

About the Company

Emcure Pharmaceuticals Ltd (Emcure Pharma) was incorporated in 1981 as Emcure Pharmaceuticals Pvt Ltd. It acquired its present name in 2001, subsequent to conversion into public company. The company is engaged in developing, manufacturing and marketing a broad range of pharmaceutical products. Its products cater to a wide range of therapeutic areas including; blood related, cardiology, pain & analgesic, HIV, gynaecology, nephrology, anti-infective, and vitamins, minerals and nutrient products. Some of its prominent brands include; Orofer XT, Vintor, Orofer S, Asomex, Augpen, Bevon, Zostum and Metpure XL among others. The company operates nine manufacturing facilities, out of which eight are located in India and one in the US. These manufacturing facilities produce a wide range of dosage forms including; oral liquids, soft gelatin capsules, oral solids and injectable. The company, through its subsidiaries and branch offices, sells its products in more than 65 countries worldwide including; Nigeria, Dubai, Australia, South Africa, Mexico, Russia, Vietnam, Morocco, Brazil and Peru.

Dun & Bradstreet D-U-N-S® No

91-692-1919

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	20,956.7	N.A.
Net Profit	3,810.2	N.A.
Net Worth	8,587.2	N.A.
Ratios (%)		
NPM	18.2	N.A.
RONW	44.4	N.A.

FDC Limited

B-8, MIDC Industrial Estate, Waluj – 431136, Aurangabad, Maharashtra

Website: www.fdcindia.com

About the Company

FDC Ltd (FDC) was incorporated in 1936 as a partnership firm, which was later converted into a private limited company in 1940 as Fairdeal Corporation (Pvt) Ltd. In 1996, the company acquired its present name. The company is a fully-integrated pharmaceutical company, with US-FDA and UK-MHRA approved API and formulations. It has presence in numerous therapeutic segments such as anti-infectives, gastrointestinal, cardiac, anti-diabetes, respiratory, gynaecology, dermatology, analgesics and others. Some of its leading brands include; Zifi, Electral, Enerzal, Vitcofol, Pyrimon, Zocon, Zoxan, Zathrin, Zipod, Zefu, Cotaryl and Mycoderm. The company operates manufacturing facilities across Raigad, Nashik in Maharashtra; Goa; and Baddi in HP. It has overseas presence across markets in Europe, USA, Asia, Africa, Latin America and Confederation of Independent States (CIS). In FY16, the company registered more than 15% growth in exports. It also operates two wholly owned subsidiaries namely FDC Inc USA and FDC International Ltd UK and a JV; Fair Deal Corporation Pharmaceutical SA(Pty) Ltd in South Africa.

Dun & Bradstreet D-U-N-S® No

67-645-2749

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	9,220.0	10,299.5
Net Profit	1,459.1	1,568.1
Net Worth	9,286.2	10,439.8
Ratios (%)		
NPM	15.8	15.2
RONW	15.7	15.0

Fermenta Biotech Limited

DIL Complex, Ghodbunder Road, Majiwada, Thane (West) – 400610, Maharashtra
Website: www.fermentabiotech.com

About the Company

Fermenta Biotech Ltd (FBL) was incorporated in 1986 as Fermenta Pharma Biodil Ltd. In 2014, FBL established fully integrated Vitamin D3 manufacturing processes and initiated launch of Phenylamidol formulations in African market. FBL operates under four divisions namely Biotechnology, Pharmaceuticals, Vitamin D3 and Environmental Solutions. Under biotechnology division, FBL provides immobilized enzymes and enzyme technologies, and proprietary immobilization platforms. Under pharmaceuticals, it manufactures speciality chemicals and bio-catalysts and under Vitamin D3 division it manufactures cholecalciferol also known as Vitamin D3 for applications in global pharmaceutical, food, veterinary and feed industries; cholecalciferol solutions for use in human food supplements; Vitamin D3 resin in oil and Vitamin D3 500 feed grade for use in animal feed supplements. FBL also provides customized environmental biotech solutions through consultancy, supply of suitable biotech products and services in three segments viz. sewage treatment plant, lake and pond bioremediation and oil remediation.

Dun & Bradstreet D-U-N-S® No

86-225-5283

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,293.6	N.A.
Net Profit	3.3	N.A.
Net Worth	786.2	N.A.
Ratios (%)		
NPM	0.3	N.A.
RONW	0.4	N.A.

Flamingo Pharmaceuticals Limited

7/1, Corporate Park, Sion Trombay Road, Chembur, Mumbai – 400071, Maharashtra
Website: www.flamingopharma.com

About the Company

Flamingo Pharmaceuticals Ltd (Flamingo Pharma) was established in 1985. The company is a global pharmaceutical player with presence in more than 50 countries across five continents. It is engaged in the manufacturing of formulations, with expertise in antibiotics (including third generation Cephalosporins) and analgesics. Flamingo's finished formulations also cover a wide therapeutic category namely, antacids, antidiabetics, antihistamines, anti-diarrheals, cardiovascular, gastroenterologicals, NSAID's and sedatives. The company, through its contract manufacturing division also undertakes manufacturing for generic companies and leading OTC brands. This business has wide spread reach across Europe and now targets other regulated markets such as US and further into Europe by commissioning two new manufacturing facilities at Nanded, Maharashtra. The company operates two manufacturing facilities in Mumbai located at Rabale and Talaja.

Dun & Bradstreet D-U-N-S® No

87-280-1848

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,713.9	N.A.
Net Profit	14.1	N.A.
Net Worth	1,084.4	N.A.
Ratios (%)		
NPM	0.5	N.A.
RONW	1.3	N.A.

Fourrts (India) Laboratories Private Limited

Plot no. 1 and 2, Fourrts Avenue, Annai Indira Nagar, Okkiyam Thoraipakkam, Chennai - 600096, TN
Website: www.fourrts.com

About the Company

Fourrts (India) Laboratories Pvt Ltd (Fourrts) was founded in 1977. It is a pharmaceutical company engaged in manufacturing formulations. The company operates through seven divisions namely; Premiere, Premiere-Diabeto, Premiere-Gastro, Synergy, Specialist, Vibarnt and Herbominerals. Under these divisions, the company operates in the diabetologists, cardiologists, gastroenterologists, neurologists, gynecologists, surgeons, orthopaedicians, pediatricians, consultant physicians, ENT specialists and general practitioner segments. It offers its products in various dosage forms including; tablets, capsules, oral liquids and semisolids. In the international market, it offers a wide range of generics and branded generic products in more than 30 countries across the East Caribbean, East Africa, West Africa, Latin America, CIS and South East Asia regions. Some of the products exported include; Metformin, Gliclazide, Dia foot cream, Ciprofloxacin, NephroSave, Fertibex, Denoseal, Quadragel among others. Its marketing coverage includes 800 stock points catering to 82,500 chemists and more than one lac doctors.

Dun & Bradstreet D-U-N-S® No

65-041-9328

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,279.8	N.A.
Net Profit	72.3	N.A.
Net Worth	1,049.5	N.A.
Ratios (%)		
NPM	2.2	N.A.
RONW	6.9	N.A.

Galpha Laboratories Limited

610, Shah Nahar Ind. Estate, Dr.E Moses Road, Worli (W), Mumbai – 400018, Maharashtra
Website:

About the Company

Galpha Laboratories Ltd (Galpha) was established in the year 1986. The company is engaged in the manufacturing and marketing of Formulation (Finished Dosage Forms). Galpha operates through six business divisions namely; Galpha Pharma, Galpha Healthcare, Galpha Nutrac, Exports, Institution and Ecogen. The pharma division offers nutraceuticals, oral and injectable antibiotics and pain killers with range of brands like B-Colen NS, Clanoxy, Hi-Fe XT, Rhumacort, Calbec and Odicef O. The healthcare division focuses on general practitioners, consulting physicians, gynecologists, orthopedics and pediatric segments; while the Nutrac division offers nutraceuticals for pregnancy, lactation, diabetes health & overall immunity booster. The company exports its products to countries across Europe, Latin America, CIS & Russia, Africa and Asia. The Institution and Ecogen divisions are extended businesses of the company, catering to government institutions and medical stores across the country. Galpha operates manufacturing units across Baddi, HP & Ankaleshwar, Gujarat.

Dun & Bradstreet D-U-N-S® No

86-219-6388

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,376.9	N.A.
Net Profit	65.1	N.A.
Net Worth	480.2	N.A.
Ratios (%)		
NPM	2.7	N.A.
RONW	13.6	N.A.

Geno Pharmaceuticals Private Limited

Pharmaceutical Complex, Tivim Industrial Estate, Karaswada, Mapusa, Goa - 403526
Website: www.genopharma.com

About the Company

Geno Pharmaceuticals Pvt Ltd (Geno Pharma) was established in Dec 1975 and commenced operations in the year 1977. The company operates in the pharmaceutical sector and offers formulations in various dosage forms including; tablets, liquid orals, hard gelatin capsules, topical ointments and otics. Its products cater to a variety of therapeutic groups including; cardiologists, neurologists, gynaecologists, surgeons, orthopaedicians, pediatricians, consultant physicians, ENT specialists and surgeons. Some of its brands include; Algina, Peptica, Evica, Cetriliv, FLuner, Desol, Snizof, Respira, Cypon, Fluner, Frumil and Vertigon among others. Geno Pharma operates WHO - GMP approved facilities at Mapusa, Goa, spread across five acres with built-up area of 9,585 sq mts. The company operates a wide spread marketing network consisting of 24 depots and over 1,298 authorized distributors, supported by 680 strong field sales force, covering major cities such as Mumbai, Bhopal, Ahmedabad, Nagpur, Raipur, Chennai, Calcutta, Guwahati, Patna, Ranchi, Lucknow, Varanasi, Ghaziabad Jaipur, Uttaranchal, Zirakpur & Delhi amongst others.

Dun & Bradstreet D-U-N-S® No

65-014-6418

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,671.8	N.A.
Net Profit	65.7	N.A.
Net Worth	584.1	N.A.
Ratios (%)		
NPM	3.9	N.A.
RONW	11.3	N.A.

Gland Pharma Limited

6-3-865/1/2, Greenland Apartments, Ameerpet, Hyderabad – 500016, Telangana
Website: www.glandpharma.com

About the Company

Gland Pharma Ltd (Gland Pharma) was founded in 1978 at Hyderabad. It is a vertically integrated pharmaceutical company engaged in development and manufacture of APIs and formulations. It specialises in wide range of injectables including; vials, ampoules, pre-filled syringes, lyophilized vials, dry powders, infusions and ophthalmic solutions. Some of its leading brands include; Hep 25 / Hep 5 (Heparin sodium), Cutenox (Enoxaparin sodium), Synject (Sodium hyaluronate) and GP2ban. The company's flagship plant in Dundigal operates 12 manufacturing lines with an annual capacity to produce 250 mn vials units, 150 mn ampoule units, 40 mn PFS units, 30 mn Lyo vials units, 30 mn bag units and 50 mn ophthalmic units. Additionally, it also operates manufacturing plants in Pashamylaram and Penems plant in Hyderabad, and Oncology plant in Visakhapatnam. The company also conducts contract manufacturing, contract research & development, out-licensing of products and clinical batch manufacturing. Its overseas operations are spread in 90 countries across five continents.

Dun & Bradstreet D-U-N-S® No

65-042-5853

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	10,234.5	N.A.
Net Profit	2,104.0	N.A.
Net Worth	13,941.9	N.A.
Ratios (%)		
NPM	20.6	N.A.
RONW	15.1	N.A.

GlaxoSmithKline Pharmaceuticals Limited

GSK House, Dr. Annie Besant Road, Mumbai – 400030, Maharashtra
Website: www.gsk-india.com

About the Company

GlaxoSmithKline Pharmaceuticals Ltd (GSK) was established in 1924 as HJ Foster, an agency house. In 1989, the company name changed to Glaxo India Ltd and in 2001 it acquired its present name after a merger with SmithKline Beecham Pharmaceuticals (India) Ltd. GSK's product portfolio includes pharmaceuticals and vaccines. Under pharmaceuticals, the company operates in the therapeutic areas such as anti-infectives, dermatology, gynaecology, diabetes, oncology, cardiovascular disease and respiratory disease. It also offers a range of vaccines, for the prevention of Hepatitis A, Hepatitis B, invasive disease caused by influenzae, chickenpox, diphtheria, pertussis, tetanus, rotavirus, cervical cancer, streptococcus pneumonia and others. The company manufacturing facility is located in Nashik, Maharashtra. Popular brands owned by GSK include Augmentin, Calpol, Zinetac, Betnovate-N, Betnovate-C, Synflorix and Eltroxin. In FY16, the company commenced the construction of its new plant in Vemgal, Karnataka.

Dun & Bradstreet D-U-N-S® No

65-005-7953

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	34,862.5	28,761.7
Net Profit	4,197.6	3,752.1
Net Worth	17,573.6	16,238.5
Ratios (%)		
NPM	12.0	13.0
RONW	23.9	23.1

Glenmark Pharmaceuticals Limited

B/2, Mahalaxmi Chambers, 22, Mumbai – 400026, Maharashtra
Website: www.glenmarkpharma.com

About the Company

Glenmark Pharmaceuticals Ltd (Glenmark) was incorporated in 1977 and entered dermatology market in 1979. In 2001, Glenmark commenced API business and in 2004, bagged first out-licensing deal for discovery R&D with Forest Laboratories for asthma molecule, Oglemilast. Glenmark is an integrated pharmaceutical company operating in the branded and generic formulations, APIs and drug discovery & development. Its core therapeutic areas include; dermatology, respiratory and oncology. Some of its prominent brands include; Ascoril, Candid-B, Alex Plus and Telma-AM. The company operates offices across 40 countries and 17 manufacturing units in four continents. Its five R&D centres are located across India and Switzerland. In FY16, it commissioned a new formulations facility in US and a new GMP-grade biologics plant in Switzerland with up to 250 L batch size. During the same period, its international operations accounted for more than 70% of its total turnover. It launched Teneligliptin, a DPP-4 Inhibitor, for the first time in India under the brand names *Ziten* and *Zita Plus*.

Dun & Bradstreet D-U-N-S® No

87-179-4271

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	51,705.4	62,307.8
Net Profit	11,762.6	14,684.3
Net Worth	49,520.5	72,857.5
Ratios (%)		
NPM	22.7	23.6
RONW	23.8	20.2

Goldencross Pharma Private Limited

C1-Pooja Apartment, 17, Hariyali Estate, Vikhroli-W, Mumbai – 400083, Maharashtra
Website: NA

About the Company

Goldencross Pharma Pvt Ltd (Golden Cross Pharma) was incorporated in the year 2000. The company is a subsidiary of Cipla Limited. It operates in the pharmaceutical segment with specialisation in bulk drugs and formulations. Its products are sold in various dosage forms including; capsules, tablets, dry syrups, powder injections, shampoos, rediuse, oral liquids, creams / gels, pet bottles & rota caps and others.

Dun & Bradstreet D-U-N-S® No

87-234-7999

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,266.1	N.A.
Net Profit	184.3	N.A.
Net Worth	2,477.7	N.A.
Ratios (%)		
NPM	8.1	N.A.
RONW	7.4	N.A.

Granules India Limited

2nd Floor, 3rd Block, My Home Hub, Madhapur, Hyderabad – 500081, Telangana
Website: www.granulesindia.com

About the Company

Granules India Ltd (Granules) was incorporated in the year 1991. In 1994, the company set up its pharmaceutical formulation intermediates (PFI) facility at Jeedimetla and in 2007 it established Granules-Biocaues, a JV with Hubei Biocause Pharmaceutical. Granules is a pharmaceutical company operating in three segments viz. APIs, PFIs and finished dosages. It has strong presence in products such as paracetamol, ibuprofen and metformin. Its product portfolio under finished dosages comprises of caplets, tablets as well as press-fit capsules in bulk, blister packs, and bottles. In FY16, the API's business accounted for 37% share in revenues; while the PFI and finished dosages contributed 29% and 34%, respectively. The company exports to more than 75 countries, out of which the US, Canada and Europe together contributed 60% of its total sales in FY16. It operates eight manufacturing facilities, out of which six are located in India and the other two in China and the US. In FY16, it entered into the CRAMS business by creating GranulesOmniChem, a JV with Ajinomoto OmniChem.

Dun & Bradstreet D-U-N-S® No

91-500-0087

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	12,162.7	13,347.8
Net Profit	952.3	1,209.6
Net Worth	4,225.0	6,612.8
Ratios (%)		
NPM	7.8	9.1
RONW	22.5	18.3

Gufic Biosciences Limited

37, 1st Floor, Kamala Bhavan II, Swami Nityanand Road, Andheri East, Mumbai – 400069, Maharashtra
Website: www.gufic.com

About the Company

Gufic Biosciences Ltd (Gufic Biosciences) was incorporated in the year 1984. The company is a part of the Gufic group and is engaged in offering a varied therapeutic products in its bulk drugs/API division. The therapeutic categories covered under APIs include; antifungals, intermediates for antifungals, anaesthetics, immuno suppressants and angiotensin receptor blocker. Its pharma segment is categorised into formulations and bulk drug segment; which accounted for 92.1% and 5.8% respectively in revenues of FY16. During the same period, it launched more than 68 healthcare products including; Doxycycline I.V for tropical fever, Cough syrup Tarific, and life-saving molecule like Caspofungin, Tigecycline and Colistime. In FY16, the company also launched the CRITICARE segment, which includes products such as Doxific, Rabol, Ticofic, Tazofic, Merofic, Imefic, Guficol Plus and Cepofic among others. Additionally, the company also operates in the herbal and personal care segments through products such as Bocomo-Forte, Sallaki Plus, Aswal Plus, StretchNil, Shapers and RollOn among others.

Dun & Bradstreet D-U-N-S® No

67-559-3113

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,521.2	2,028.6
Net Profit	41.6	73.2
Net Worth	271.0	339.6
Ratios (%)		
NPM	2.7	3.6
RONW	15.3	21.6

Harman Finochem Limited

107-A, Vinay Bhavya Complex, 159-A, Kalina, Santacruz E, Mumbai - 400098, Maharashtra
Website: www.harmanfinochem.com

About the Company

Harman Finochem Ltd (Harman Finochem) was established in 1983. The company is a pharmaceutical entity engaged in manufacturing and exporting of APIs mainly Metformin HCl, Allopurinol, Fenofibrate, Divalproex Sodium, Phenobarbital/Phenobarbitone, Riboflavin Phosphate Sodium, Glycopyrrolate/Glycopyrronium bromide and more. Its product portfolio comprises of 45 APIs, out of which 10 are essential drugs. The company is among the prominent manufacturers of metformin, which is delivered as APIs, direct compression, bulk, bottles and blisters. It operates 2 state-of-the-art manufacturing facilities that have been inspected by USFDA & WHO-GMP, and located in Aurangabad, Maharashtra. The company also undertakes custom manufacturing of APIs and advanced intermediates. Its products are delivered to more than 35 countries across the globe.

Dun & Bradstreet D-U-N-S® No

65-019-4103

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,231.2	N.A.
Net Profit	659.4	N.A.
Net Worth	3,100.1	N.A.
Ratios (%)		
NPM	20.4	N.A.
RONW	21.3	N.A.

Hetero Drugs Limited

7-2-A2, Hetero Corporate, Industrial Estates, Sanath Nagar, Hyderabad – 500018, Telangana
Website: www.heteroworld.com

About the Company

Hetero Drugs Ltd (Hetero Drugs) was incorporated in the year 1993. It is one of the leading generic pharmaceutical companies and amongst the largest producer of anti-retroviral drugs for the treatment of HIV/AIDS. The company caters to both domestic and global markets. Hetero Drugs is engaged in manufacturing and marketing of APIs, generics and biosimilars. Hetero Drugs' products covers various therapeutic segments encompassing oncology, cardiovascular, HIV/AIDS, neurology, anti-hypertensive, anti-depressant, anti-fungal, anti-alzheimers and anti-migraine amongst others. The company manufactures products in various dosage forms like sterile, pre-filled syringe, ointments, soft gels, oral liquids, powder, injections, tablets and capsules. Some of the brands under which it markets its products include *Zonisamide*, *Ibrutinib*, *Entecavir*, *Acyclovir* and *Bosutinib* amongst others. The company has 25 manufacturing facilities located in India, China, Russia, Egypt, Mexico and Iran which are approved by various regulatory authorities like US FDA, Australian TGA and IDA-Netherlands to name a few.

Dun & Bradstreet D-U-N-S® No

65-022-0163

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	14,867.1	N.A.
Net Profit	1,166.7	N.A.
Net Worth	9,366.1	N.A.
Ratios (%)		
NPM	7.8	N.A.
RONW	12.5	N.A.

Hetero Labs Limited

7-2-A2, Hetero Corporate, Industrial Estates, Sanath Nagar, Hyderabad – 500018, Telangana
Website: www.heteroworld.com

About the Company

Hetero Labs Ltd (Hetero Labs) is a part of Hetero Group of Companies. It is an integrated generic pharmaceutical company catering to both domestic and global markets. Hetero Labs is engaged in manufacturing and marketing of APIs, generics and biosimilars. Hetero Labs' products covers various therapeutic segments encompassing oncology, hepatitis, cardiovascular, HIV/AIDS, neurology, anti-viral, anti-hypertensive, anti-depressant, anti-fungal, anti-alzheimers, anti-inflammatory and anti-migraine amongst others. The company manufactures products in various dosage forms like sterile, pre-filled syringe, ointments, soft gels, oral liquids, powder, injections, tablets and capsules. Some of the brands under which it markets its products include *Efavirenz 600*, *Lamivudine 300* and *Tenofovir 300* amongst others. The company also undertakes wind power generation projects across the country through its subsidiary Hetero Windpower Ltd.

Dun & Bradstreet D-U-N-S® No

91-726-1950

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	45,502.5	N.A.
Net Profit	5,044.6	N.A.
Net Worth	20,221.5	N.A.
Ratios (%)		
NPM	11.1	N.A.
RONW	24.9	N.A.

Hikal Limited

Great Eastern Chambers, Sector 11, CBD-Belapur, Navi Mumbai, Maharashtra
Website: www.hikal.com

About the Company

Hikal Ltd (Hikal) was established in 1988. The company provides active ingredients, intermediates and R&D services and solutions. It also offers solutions in contract research, custom synthesis and custom manufacturing. The company manufactured intermediates at Panoli, Gujarat; while active ingredients are manufactured in Bengaluru. All its state-of-the-art, multipurpose production plants are ISO 9001-2000 compliant and follow cGMP standards. Its manufacturing capabilities encompass; ammoxidation, schiemann reaction, nitration, friedel-crafts reaction, liquid phase oppenauer oxidation, amino acid transformation, swern oxidation, hetero diels alder reaction and aldol condensation among others. The company also offers a range of active ingredients for the agrochemicals industry including; Ammonium dithiocarbamate, Amitrole Tech, Thiabendazole Tech, Triazophos Tech and 4-Methyl thiazole among others. It also undertakes custom synthesis and contract manufacturing of agrochemicals, intermediates and specialty chemicals.

Dun & Bradstreet D-U-N-S® No

87-231-1051

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	8,734.3	9,274.9
Net Profit	405.1	413.2
Net Worth	4,271.5	4,593.4
Ratios (%)		
NPM	4.6	4.5
RONW	9.5	9.0

Honour Lab Limited

H.no: 8-3-166/7/1, Hetero House, Erragadda, Hyderabad - 500018, Telangana
Website: www.honourlab.com

About the Company

Honour Lab Ltd (Honour Lab) was incorporated in 2011, and commenced operations in 2012. The company is a part of the Hyderabad-based Hetero Group of companies. It is a pharmaceutical company engaged in development and manufacturing of APIs and intermediate chemicals. The company has a bulk drug (intermediaries) manufacturing unit located in Telangana, and two bulk drug manufacturing units located in Pune. The company largely manufactures Magnesium Tert Butoxide. Most of its output is supplied to Hetero Labs Limited to cater to the requirement of its API unit for Antiretroviral (ARV) drugs.

Dun & Bradstreet D-U-N-S® No

65-073-9167

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,946.2	N.A.
Net Profit	274.6	N.A.
Net Worth	590.0	N.A.
Ratios (%)		
NPM	9.3	N.A.
RONW	46.5	N.A.

Indchemie Health Specialities Private Limited

510, Shah & Nahar Industrial Estate, Dr. E. Moses Road, Worli, Mumbai – 400018, Maharashtra
Website: www.indchemie.in

About the Company

Indchemie Health Specialities Pvt Ltd (Indchemie) is an integrated pharmaceutical company catering to both domestic and global markets from over two decades. The company has its products registered in the African and South East Asian markets covering countries like Kenya, Philippines, Cambodia and Sri Lanka. Indchemie is engaged in manufacturing and marketing of pharmaceutical products. It manufactures wide range of products in the areas of gastro-intestinal, anti-fungal, infertility, anti-osteoporotic, haematinics, antibiotics, nutraceuticals, vitamins & minerals, NSAIDs and cough amongst others. The products are manufactured in various forms like tablets, capsules, soft gelatine capsules, oral liquids, dry syrup and ointments. Some of the brands under which it market its products include Indclav, Moxper, Indlevo, Topquin, Sofzid, Complevit, Muscodac and Indlox-P amongst others. The company operates through its four manufacturing facilities located in Daman, Himachal Pradesh and Sikkim. Indchemie also offers contract-manufacturing services to manufacture products as per cGMP guidelines for India and overseas.

Dun & Bradstreet D-U-N-S® No

65-044-3062

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,804.4	N.A.
Net Profit	134.4	N.A.
Net Worth	1,477.2	N.A.
Ratios (%)		
NPM	4.8	N.A.
RONW	9.1	N.A.

Indian Immunologicals Limited

Road # 44, Jubilee Hills, Hyderabad – 500033, Telangana
Website: www.indimmune.com

About the Company

Indian Immunologicals Ltd (Indimmune) was setup by The National Dairy Development Board (NDDB) in 1982 and was corporatized in 1999. The company is a major player in the human vaccine market with focus on pediatric and rabies vaccine. It operates through six business segments namely; animal health, human health, animal feed & nutrition, international business, contract manufacturing and blood products. The animal health segment offers a range of livestock and companion animal health products such as vaccines, formulations and nutraceuticals; while the human health segment offers vaccines for rabies, tetanus, diphtheria, pertussis and hepatitis-B. Some of its products under animal feed & nutrition include; Rajdan, Rajdan – Sampoorana, Lab Diet-M amongst others. It operates a unique franchisee network of more than 3,000 clinics under the name 'Abhay Clinic', offering animal bite treatment and immunization. Similarly, it also operates 'Abhay Shoppe', a franchisee dealer network of HBI's vaccines, delivering 'Vaccines on Call' to doctors. It exports to more than 45 countries across the globe.

Dun & Bradstreet D-U-N-S® No

91-533-0732

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	9112.38	N.A.
Net Profit	404.6	N.A.
Net Worth	2,489.2	N.A.
Ratios (%)		
NPM	4.4	N.A.
RONW	16.3	N.A.

Indoco Remedies Limited

Indoco House, 166, CST Road, Kalina, Santacruz (East), Mumbai – 400098, Maharashtra
Website: www.indoco.com

About the Company

Indoco Remedies Ltd (Indoco Remedies) was incorporated in 1947. The company is engaged in the manufacturing and marketing of formulations (Finished Dosage Forms) and APIs in India. The domestic marketing division of the company is divided into several sub-divisions including; INDOCO, SPADE, Warren NxGen, Warren ACE, SPERA, Indoco Focus, Indoco CND, WARREN EXCEL and WARREN VISION, ETERNA, INSTITUTION and Indoco IMPULSE. In FY16, the domestic division launched 20 new products such as; Telmichek – CT Tablets 10's, Xylochek Nasal Spray, Coloferrin and Theorem Capsules among others. During the same period, domestic formulations accounted for more than 53% of its revenues. Its international business is spread across both regulated and emerging markets including countries like US, UK, Germany, Spain, South Africa, Australia, New Zealand, Ivory Coast, Mali, Gabon, Burkina Faso, Benin and Congo. In FY16, the international business of the company accounted for nearly 43% of its total revenue. In Dec 2015, the company incorporated a wholly owned subsidiary, Indoco Remedies Singapore Pte Ltd.

Dun & Bradstreet D-U-N-S® No

65-044-5950

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	8,553.8	10,016.3
Net Profit	828.1	833.2
Net Worth	5,183.8	5,842.2
Ratios (%)		
NPM	9.7	8.3
RONW	16.0	14.3

Intas Pharmaceuticals Limited

Chinubhai Centre, Off. Nehru Bridge, Ashram Road, Ahmedabad – 380009, Gujarat
Website: www.intaspharma.com

About the Company

Intas Pharmaceuticals Ltd (Intas Pharma) is a vertically integrated global pharmaceutical formulation development, manufacturing and marketing company. It operates in the pharmaceutical, biological and animal health businesses. In the pharmaceutical space, it operates in the Central Nervous System (CNS), cardiovascular, diabetology, gastroenterology, urology and pain management therapies. It has also forayed into dermatology, gynaecology and respiratory segments. Some of its key brands include; CEFTAS, Veltam, Clavix, Levera, Valprol, Hifenac and Amtas among others. The companies' biological business unit is engaged in developing high quality recombinant DNA protein (rDNA) products and plasma derived products catering to various therapeutics areas such as Oncology (Cancer), Auto-Immune, Ophthalmology, Nephrology, and Plasma derived product based therapies. Its animal health domestic business is split into two SBUs namely; Neovet & Bovicura, based on customers and market need verticals. The company has presence in more than 70 countries worldwide.

Dun & Bradstreet D-U-N-S® No

65-033-0632

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	41,547.7	46,159.7
Net Profit	6,072.5	6,290.4
Net Worth	28,034.5	33,848.1
Ratios (%)		
NPM	14.6	13.6
RONW	21.7	18.6

Ipca Laboratories Limited

48, Kandivali Industrial Estate, Kandivali (W), Mumbai – 400067, Maharashtra
Website: www.ipca.com

About the Company

Ipca Laboratories Ltd (Ipca Laboratories) was incorporated in 1949. Ipca Laboratories operates in two business segments namely; branded and generics formulations; and APIs and intermediates. The formulation segment comprises of 13 marketing segments namely; Anti-malarials, cardiovasculars and antidiabetics, non-steroidal anti-inflammatory drugs, Anti-bacterials, Gastro Intestinal (G.I) products, cough preparations, dermatology, urology, nutraceuticals and neuro psychiatry among others. It manufactures APIs and intermediates like Atenolol, Chloroquine Phosphate, Furosemide, Hydroxychloroquine Sulphate, Metoprolol Succinate, Metoprolol Tartrate and Pyrantel Salts. In FY16, the formulations segment accounted for more than 75% of its overall revenues and it derived more than 50% revenues from exports. It exports to more than 120 countries across Europe, Africa, Americas, CIS, Asia and Australasia. In FY16, its API manufacturing facility in Vadodara, Gujarat commenced operations. During the same period, it introduced 19 new brands in the domestic market.

Dun & Bradstreet D-U-N-S® No

91-913-7331

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	31,204.0	28,389.2
Net Profit	2,561.1	914.5
Net Worth	22,333.3	23,060.9
Ratios (%)		
NPM	8.2	3.2
RONW	11.5	4.0

Jagsonpal Pharmaceuticals Limited

T-210 J, Shahpur Jat, New Delhi – 110049, Delhi
Website: www.jagsonpal.com

About the Company

Jagsonpal Pharmaceuticals Ltd (Jagsonpal Pharmaceuticals) was founded in 1964. In 1978, the company was incorporated as a private limited company. It was listed on BSE and NSE in 1986 and 1994 respectively. The company is engaged in developing and manufacturing bulk drugs and pharmaceutical formulations. The product portfolio of the company under APIs include; allylestrenol, dextropropoxyphene HCL, dextropropoxyphene napsylate, disulfiram, thiopental sodium, thiopental acid, tolinafate, metformin HCl BP, USP, EP and sildenafil citrate. Its formulations cater to a wide range of therapeutic areas including; anabolic steroids, anti-convulsants, anti-diabetics, anti-nauseants, haematinics, imaging agents, laxatives, male/female hormones, multivitamins, systemic anti-infectives, throat pain spray, tonics and uterine stimulants among others. It operates manufacturing units in Faridabad in Haryana and Pant Nagar in Uttarakhand. The company has presence in over 15 countries including; Russia, Brazil, USA, Ukraine, Sri Lanka, Cameroon, Thailand, Argentina, Germany, Switzerland, Korea, Egypt and Vietnam.

Dun & Bradstreet D-U-N-S® No

65-033-0194

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,382.6	1,441.4
Net Profit	11.7	32.5
Net Worth	875.9	905.3
Ratios (%)		
NPM	0.8	2.3
RONW	1.3	3.6

JB Chemicals & Pharmaceuticals Limited

Neelam Centre, B Wing, 4th Floor, Hind Cycle Road, Worli, Mumbai – 400030, Maharashtra
Website: www.jbcpl.com

About the Company

JB Chemicals & Pharmaceuticals Ltd (JBCPL) was incorporated in the year 1976 in the name of J.B. Mody Chemicals & Pharmaceuticals Ltd. In 1985, it acquired its present name. JBCPL is a pharmaceutical company engaged in manufacturing and marketing of diverse range of pharmaceutical formulations, herbal remedies and APIs. Under formulations segment, it focuses on therapeutic segments like anti-peptic ulcerant, cardiovascular, pain management, anti-infective and gastrointestinal, new product introductions, deeper penetration in rural market and deeper penetration in hospital business. Some of its prominent products include; Rantac, Cilacar and Metroglol among others. The company also manufactures and markets contrast media products under its own brand in India and internationally. It operates manufacturing facilities at Panoli, Gujarat and Kadaiya, Daman. JBCL exports its products to many countries worldwide with presence in US, Europe, Australia, South Africa, other developing countries, Russia and CIS. In FY16, exports accounted for 58% of its net sales, growing by nearly 12% y-o-y.

Dun & Bradstreet D-U-N-S® No

91-716-5052

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	10,718.3	12,010.9
Net Profit	1,135.8	1,763.9
Net Worth	10,163.1	11,417.5
Ratios (%)		
NPM	10.6	14.7
RONW	11.2	15.4

Jubilant Generics Limited

1st Floor, Lodha Excelus, Apollo Mills Compound, N.M. Joshi Marg, Mahalakshmi, Mumbai – 400011, Maharashtra
Website: www.jubl.com

About the Company

Jubilant Generics Ltd (Jubilant) is a public limited company incorporated in 2013. In 2014, the company entered into Business Transfer Agreement with Jubilant Life Sciences Ltd (JLSL) for purchase of its APIs and dosage forms business by way of slump sale on going concern basis. The company is a wholly owned subsidiary of JSJL through Jubilant Pharma Ltd. Jubilant is engaged in manufacturing and supply of generics including APIs and solid dosage formulations. The company is engaged in manufacturing and marketing of various pharmaceutical products and services like APIs, oral dosage forms (tablets and capsules), contract manufacturing of sterile injectables, ointment, creams and liquids, allergy therapy products and radiopharmaceutical products. The company manufactures APIs in the areas of cardio-vascular, central nervous system, anti-infective, analgesic and antispasmodic. Some of the products manufactured by the company include Carbamazepine, Oxcarbazepine, Citalopram, Lamotrigine, Donepezil, Pinaverium Bromide, Meclizine, Escitalopram and Azithromycin Monohydrate amongst others.

Dun & Bradstreet D-U-N-S® No

65-080-1538

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	6,214.0	9,113.8
Net Profit	(820.9)	184.9
Net Worth	3,297.1	6,473.6
Ratios (%)		
NPM	(13.2)	2.0
RONW	(24.9)	2.9

Jubilant Life Sciences Limited

Bhartiagram, Gajraula, District Amroha-244223, UP

Website: www.jubl.com

About the Company

Jubilant Life Sciences Ltd (Jubilant Life Sciences) was incorporated in 1978 as Vam Organic Chemicals Ltd, which was later renamed as Jubilant Organosys Ltd. The company acquired its present name in 2010. It is an integrated global pharmaceutical and life sciences company engaged in manufacturing and supply of APIs, solid dosage formulations, radiopharmaceuticals, allergy therapy products, advance intermediates, fine ingredients, crop science ingredients, life science chemicals and nutritional products. Its sterile products vertical includes contract manufacturing operations (CMO) of sterile injectables & non-sterile products businesses, radiopharmaceuticals, allergy therapy products and drug discovery solutions. In FY16, revenue contribution from its pharmaceutical segment stood at 53% of its overall income. During the same period, its API sub-division commercialised 38 products and filed 4 new DMFs in the US, 1 in Canada and 2 in Japan and 2 CEPs in Europe. The company operates seven manufacturing facilities in India and four in North America, and exports to more than 100 countries globally.

Dun & Bradstreet D-U-N-S® No

91-858-7234

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	32,827.2	27,179.1
Net Profit	68.9	1,010.0
Net Worth	19,449.7	19,825.0
Ratios (%)		
NPM	0.2	3.7
RONW	0.4	5.1

Karnataka Antibiotics & Pharmaceuticals Limited

Nirman Bhavan, Dr.Rajkumar Road, 1st Block, Rajajinagar, Bangalore-560010, Karnataka

Website: www.kapllindia.com

About the Company

Karnataka Antibiotics & Pharmaceuticals Ltd (KAPL) was established in 1984. It is a Bengaluru based government enterprise engaged in the areas of manufacturing and marketing of various life-saving and essential drugs in the pharma and veterinary categories. The company offers a comprehensive range of life saving dosage forms namely; parenterals which includes penicillins, cephalosporins, penams & general products; and non-parenteral antibiotics & others. Its offerings under pharma include; Antaf Tab, Cyfolac Cap, Dycon Tab, Exol Syrup, Grenil Susp, Nufenac Gel, Oligel Cream, Pertenol Tab And Toprazol Tab. Some of its veterinary products include; Biotone FS Powder, Biotone Plus Bolus, Cephalax-I.U, Cetriax Inj, Cizole Bolus, Kalvit Forte, K-Flox Inj and Taspin-MP among others. Its manufacturing facility is located on 10 acres of land in Peenya Industrial Area in Bangalore, Karnataka. The company is accredited with ISO – QMS & EMS certifications.

Dun & Bradstreet D-U-N-S® No

86-297-2073

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,418.4	3,136.2
Net Profit	109.2	194.9
Net Worth	1,107.3	1,278.1
Ratios (%)		
NPM	4.5	6.2
RONW	9.9	15.2

Kopran Limited

Parijat House, 1076, Dr. E. Moses Road, Worli, Mumbai - 400018, Maharashtra

Website: www.kopran.com

About the Company

Kopran Ltd (Kopran) was incorporated in 1958. It is an integrated pharmaceutical company manufacturing a large range of products, including APIs and finished dosage forms. It offers a range of APIs including; sterile API, macrolides and cardiovascular range. Further, it also offers more than 100 dosage forms including tablets, capsules, dry powder, suspension and injectables. It operates dedicated manufacturing plants for penicillin based finished dosage forms with an annual capacity of 1,500 mn capsules, 20 mn bottles dry syrup and 500 mn tablets; and non-penicillin based finished dosage forms with an annual capacity of 2,000 mn tablets (uncoated), 1,000 mn tablets (coated) and 500 mn capsules. Its manufacturing facility for finished dosage forms is located at Khopoli, Maharashtra; while API manufacturing facility is located in Mahad, Maharashtra. In FY16, the company derived majority of its revenue from Antibiotics - both penicillin based and non-penicillin based. During the same period, South Africa accounted for nearly 40% of its overall sales.

Dun & Bradstreet D-U-N-S® No

65-008-1300

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,320.7	1,881.4
Net Profit	154.1	102.4
Net Worth	1,856.8	1,966.5
Ratios (%)		
NPM	4.6	5.4
RONW	8.3	5.2

Laurus Labs Private Limited

Plot No: 21, JN Pharma City, Parawada, Visakhapatnam 531021, AP
Website: www.lauruslabs.com

About the Company

Laurus Labs Pvt Ltd (Laurus Labs) was incorporated as a private limited company in 2005. It is a research and development driven pharmaceutical company engaged in manufacture of APIs for anti-retroviral (ARV) and Hepatitis C. The company also manufactures APIs and intermediates in oncology and other therapeutic areas such as cardio vascular, anti-diabetic, anti-asthmatic, gastroenterology and ophthalmic. Its business units comprise of generics – API, generics – FDF, ingredients and synthesis. It provides solutions across all stages of drug lifecycle – right from route identification, CMC data generation through to GMP manufacture. It is also engaged in contract research and manufacturing catering to several global pharma companies. Till Mar 2016, the company has achieved commercialisation of 59 APIs and has filed for 130 patents. The company operates five manufacturing facilities at Visakhapatnam, AP and more than 50 R&D labs, catering to more than 190 customers. In FY16, the generic-API business of the company accounted for nearly 93% of its overall revenues.

Dun & Bradstreet D-U-N-S® No

65-075-1774

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	13,603.8	17,884.2
Net Profit	735.7	1,416.2
Net Worth	7,266.9	8,659.5
Ratios (%)		
NPM	5.4	7.9
RONW	10.1	16.4

Lupin Limited

Kalpataru Inspire, 3rd Floor, Off Western Express Highway, Santacruz (East), Mumbai - 400 055
Website: www.lupin.com

About the Company

Lupin Ltd. was founded in 1968 in Mumbai. In 1972 it operated as Lupin Laboratories Pvt Ltd. and in 1983 it was incorporated as Lupin Ltd. the Company as on Mar 31, 2016 had 30 subsidiaries and a joint venture. Lupin's business portfolio includes Global Active Pharmaceutical Ingredients – APIs, Global manufacturing and supply chain and Research & Development. The company has 18 manufacturing units globally and in FY16 it made an investment of almost 12% of net sales in R&D. The US generics market is Lupin's largest revenue contributor with 43% of the company's annual revenue. This is followed by India with 25%, APAC 13% and EMEA 6%. In March 2016, Lupin acquired privately held US based manufacturing company GAVIS Pharmaceuticals LLC and Novel Laboratories Inc. During 2015 the company made four acquisitions; Specialty Product Portfolio of Temmler Pharma GmbH & Co. in Germany, Biocom in Russia, Medquimica in Brazil, and Pharma Dynamics in South Africa. Lupin commenced operation in Latin American market in 2014 by acquiring Laboratorios Grin S.A. De C.V., Mexico.

Dun & Bradstreet D-U-N-S® No

67-592-3163

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	99,331.0	114,657.1
Net Profit	23,973.5	28,850.7
Net Worth	90,277.4	115,926.4
Ratios (%)		
NPM	24.1	25.2
RONW	26.6	24.9

Macleods Pharmaceuticals Limited

Atlanta Arcade, Marol Church Road, Andheri (East), Mumbai – 400059, Maharashtra
Website: www.macleodspharma.com

About the Company

Macleods Pharmaceuticals Ltd (MPL) was established in the year 1986. The company is a vertically integrated pharmaceutical company with expertise in range of formulations ranging from tablets to sterile dosage form and from inhalation to novel drug delivery system. It manufactures a wide range of finished drug products and APIs. The company operates API manufacturing facility at Sarigam Gujarat, and finished drug product manufacturing facilities in Baddi, HP and Daman. It produces tablets (dispersible, bi-layered, coated, uncoated, enteric coated), hard gelatin capsules, soft gelatin capsules, dry powder injections, dry syrups, granules and liquid orals. Its product portfolio encompasses a wide spectrum of therapeutic groups, ranging from anti-TB, asthma & COPD, anti-bacterial, NSAID, anti-arthritis, anti-osteoporotic, gastroenterology, gynecology, diabetology and CVS products. The company has presence in more than 80 countries across major regions such as in South East Asia, Asia Pacific, Africa, North America, EU & EEA, MENA, Latin America and CIS countries.

Dun & Bradstreet D-U-N-S® No

67-604-7098

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	35,597.1	N.A.
Net Profit	5,456.2	N.A.
Net Worth	21,872.0	N.A.
Ratios (%)		
NPM	15.3	N.A.
RONW	24.9	N.A.

Malladi Drugs & Pharmaceuticals Limited

No 9, G.S.T Road, St.Thomas Mount, Chennai – 600016, TN

Website: www.malladi.co.in

About the Company

Malladi Drugs & Pharmaceuticals Ltd (MDPL) was founded in 1980. It is pharmaceutical company engaged in manufacturing of APIs, intermediates and speciality products, and chiral building blocks and speciality chemicals. It is also engaged in offering services such as contract manufacturing, custom synthesis and contract research. The company specialises in manufacturing of APIs in the cough and cold segment, along with some presence in other therapeutic segments like anti-histamines, anti-convulsants, anti-depressants and anxiolytics (CNS) of the global pharmaceutical industry. Some of its products include; DL-Ephedrine HCl, Alprazolam, Methadone, S-Amlodipine, Nitroxylin, Zonisamide, Primidone, Diphenoxalate, Butafosfan, Meglumine and Phentermine among others. The company operates five manufacturing facilities in India and one in the US, which are ISO 9001:2000, cGMP compliant and audited by the USFDA, EDQM, TGA. Its products are marketed in over 60 countries worldwide.

Dun & Bradstreet D-U-N-S® No

65-007-6243

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,526.4	N.A.
Net Profit	38.3	N.A.
Net Worth	1,103.0	N.A.
Ratios (%)		
NPM	1.5	N.A.
RONW	3.5	N.A.

Mangalam Drugs & Organics Limited

Rupam Building, 3rd Floor, 239, P.D'mello Road, Near Gpo, Mumbai – 400001, Maharashtra

Website: www.mangalamdrugs.com

About the Company

Mangalam Drugs & Organics Ltd (MDOL) was incorporated in the year 1972 and commenced operations in the year 1977. The company is engaged in manufacturing of APIs, intermediates and speciality chemicals. Its product range encompass from Intermediates and Specialty Chemicals to API's like Anti-Malarial, Anti-Retroviral, Uricosuric Agent, Analgesic and Anti-Hypertensive. It is amongst the largest suppliers and manufacturers of anti-malarial API, with products including; Arthemether, Lumefantrine, Artesunate, Amodiaquine Hydrochloride, Hydroxychloroquine Sulphate and Pyronaridine tetraphosphate. The company operates two manufacturing facilities in Vapi, Gujarat. The company derives majority of its revenues from the domestic market, with 83% share in FY16. During the same period, exports accounted for 17% share in revenue with major clients including; Sanofi, Guilin, Mylan and MERCK. The company has also forayed into the Anti-Retroviral API's and is manufacturing Tenofovir Disoproxil Fumarate; while two other products are at validation stage and five more in R&D phase.

Dun & Bradstreet D-U-N-S® No

65-008-1214

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,206.6	2,951.6
Net Profit	61.4	160.3
Net Worth	293.6	618.4
Ratios (%)		
NPM	2.8	5.4
RONW	20.9	25.9

Mankind Pharma Limited

208, Okhla Industrial Estate, Phase III, New Delhi – 110020, Delhi

Website: www.mankindpharma.com

About the Company

Mankind Pharma Ltd (Mankind) was founded in 1986 and was formed into a legal corporation in 1991. It actively started working as a fully integrated pharmaceutical company in 1995. It offers more than 1000 products in 21 dosage forms across 14 therapeutic areas such as cardiology, respiratory, neurology, gastroenterology, diabetology, dermatology, ophthalmology, gynaecology and many more. It is also engaged in manufacturing of APIs such as antibiotics, anxiolytic, antipsychotic, antihypertensive, antibacterial, drugs for BPH, anti-inflammatory, antiasthmatic, anti-allergic, anti-diabetics, and calcium channel blockers, drugs for arthritis, osteoarthritis and steroids. It operates 16 state of the art manufacturing facilities in Paonta Sahib, HP. Its vast marketing network includes 50 C&F agents and 7500+ stockists across the country. In the international market, it has eight regulatory approvals, offers more than 300 products with presence across countries such as; Nepal, Sri Lanka, Bangladesh, Vietnam, Philippines, Cambodia & Myanmar, Tajikistan & Uzbekistan, Kenya, Tanzania, Zambia, Nigeria, Ghana, Uganda & Rwanda and Bahrain.

Dun & Bradstreet D-U-N-S® No

87-234-8000

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	27,665.4	N.A.
Net Profit	4,036.0	N.A.
Net Worth	19,586.5	N.A.
Ratios (%)		
NPM	14.6	N.A.
RONW	20.6	N.A.

Marksans Pharma Limited

11th Flr, Grandeur, Oshiwara, Andheri-W, Mumbai - 400053, Maharashtra
Website: www.marksanspharma.com

About the Company

Marksans Pharma Ltd (Marksans) was incorporated in 2001 as a wholly owned subsidiary of Glenmark Pharmaceuticals Ltd. In 2003, it spun-off into a separate entity and acquired its present name. Marksans is a global pharmaceutical company engaged in R&D and offering CRAMS to global pharmaceutical companies. Its product portfolio include; OTC & prescription drugs that have wide-ranging applications across fields like oncology, gastroenterology, antidiabetic, antibiotics, cardiovascular, pain management and gynaecology among others. Its product profile encompass analgesics, expectorants, antidiabetic, cardiovascular, central nervous system, gastrointestinal and oncologic drugs, antibiotics and anti-allergics. The company operates manufacturing facilities across Goa in India, and Southport and Farmingdale in US. It supplies its products to more than 15 countries worldwide, with Europe and the UK accounting for more than 45% share in revenues for FY16. During the same period, Marksans acquired the US based Time-Cap Laboratories Inc.

Dun & Bradstreet D-U-N-S® No

86-214-3328

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,086.8	3,668.2
Net Profit	671.1	714.9
Net Worth	3,581.8	4,227.0
Ratios (%)		
NPM	16.4	19.5
RONW	18.7	16.9

Medley Pharmaceuticals Limited

Medley House, D2, M.I.D.C. Area, Andheri (East), Mumbai – 400093, Maharashtra
Website: www.medleylab.com

About the Company

Medley Pharmaceuticals Ltd (Medley) is a global pharmaceutical company which commenced operation in 1969. In 1976, the company set up its first manufacturing unit in Aurangabad for tablets, capsules and oral liquids. Medley is a multidivisional and multi location organization with strong presence in pharmaceutical formulations. Medley is engaged in manufacturing and marketing of pharmaceutical products under various divisions viz. Suprakare, Nutrakare, Vazokare, Glycekare, Osteokare, Sinkhai, Zenkare, OTC and API. The company manufactures products in the areas of haematinic, anti-infertility, anti-cold, anti-ulcerant, digestive enzymes, multi-vitamin, analgesic & anti-inflammatory, muscle relaxant and anti-osteoporotic amongst others. Some of the brands under which it markets its products include *Domperidone*, *Pantoprazole*, *Ornidazole*, *Ofloxacin*, *Tazobactam*, *Ceftriaxone* and *Ostium K2* amongst others. The company operates through its manufacturing facilities located in Daman, Jammu and Tarapur which are approved by WHO for 120 products and regulatory agencies of over 10 countries.

Dun & Bradstreet D-U-N-S® No

86-212-5820

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,647.5	N.A.
Net Profit	464.3	N.A.
Net Worth	2,504.4	N.A.
Ratios (%)		
NPM	10.0	N.A.
RONW	18.5	N.A.

Merck Limited

Godrej One, 8th Floor, Pirojshanagar, Vikhroli East, Mumbai – 400079, Maharashtra
Website: www.merck.co.in

About the Company

Merck Ltd (Merck), formerly E. Merck Ltd, was set up in India as Merck's first Asian subsidiary in 1967. It operates in two key segments namely; pharmaceuticals & chemicals businesses. Its pharmaceutical business further comprises of two business divisions; BioPharma that offers drugs colorectal cancer, head and neck tumors or multiple sclerosis, and therapies to treat infertility, growth disorders, cardiovascular diseases, diabetes and thyroid diseases; and Consumer Health that offers a broad range of OTC products for the self-treatment of minor ailments. The chemicals segment comprises of two divisions namely; Pharma Chem Solutions that offers APIs, High quality excipients and Bio-pharmaceuticals; and Performance Materials offering Effect' pigments for the automotive, cosmetics, plastics printing and security industry and basket of 'Actives' for the cosmetics industry in addition to the functional pigments. It operates manufacturing plant in Ponda, Goa. Merck exports to more than 65 countries worldwide including Asian and African countries, the major being Sri Lanka, Nepal, Lebanon, Kenya, Libya, among others.

Dun & Bradstreet D-U-N-S® No

87-233-9198

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	8,878.2	9,628.1
Net Profit	432.2	535.6
Net Worth	5,543.0	5,915.5
Ratios (%)		
NPM	4.9	5.6
RONW	7.8	9.1

Meyer Organics Private Limited

A-177, Road No. 16/Z, Wagle Estate, Thane – 400604, Maharashtra

Website: www.meyer.co.in

About the Company

Meyer Organics Pvt Ltd (Meyer Organics) was founded in 1982 and commenced production in 1984. The company is engaged in manufacturing healthcare products with presence in key segments like anti-infective, nutrition supplements for all age groups, infertility supplement and pain management among others. The company has three separate divisions to handle its wide range of pharmaceutical products namely; meyer, cellage and excel. Some of the products under these categories include; Calcimax 500, Calcimax Forte, Wellwoman, Reeshape, Gericare, Metabolis, Pregnacare Plus, PPH, Ovaccare Forte, Diabetone Tablets and Zymogesis DS. Additionally, it also operates a vitalife division which offers products like Goldprash, Coldafu, Painkil, Kidicof+, Maxiderm RF, Eau De' Naturelle and Lomez. The company has presence in more than 30 countries and exports products such as Uvex, Zolocan, Eczemax, Maxiderm, Candifem, Candimale, Ovaccare and Oligare among others. The company is accredited with ISO 9001 certification.

Dun & Bradstreet D-U-N-S® No

65-049-7233

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,568.0	N.A.
Net Profit	668.5	N.A.
Net Worth	3,239.6	N.A.
Ratios (%)		
NPM	14.6	N.A.
RONW	20.6	N.A.

Micro Labs Limited

27, Race Course Road, Bengaluru - 560001, Karnataka

Website: www.microlabsltd.com

About the Company

Micro Labs Ltd (Micro Labs) was founded in 1973 as Micro Labs Pvt Ltd. In Aug 1999, it acquired its present name. The company is key player in the pharmaceutical sector offering range of APIs and formulations. Its product portfolio includes brands in various specialties like cardiology, diabetology, anti-infectives, ophthalmology and pain among others. Its domestic formulations division operates through 19 divisions catering to speciality healthcare segments. Some brands in the domestic market include; Dolo-650, Dolowin range, Travo-Z, Bonmin, Rabiros and Spasmodipr among others. Its international formulations segment comprises of three segments namely; emerging markets, regulated markets and institutional segment. Its APIs manufacturing unit is engaged in robust production of APIs in therapeutic areas such as anti-hypertensive, diuretic, anti-malarial, anti-diabetic, ARV, anti-inflammatory, and ophthalmology. It operates 14 oral formulation plants including an injectable unit; a bulk drug facility, offices located overseas, and a strong distribution network. Moreover, it has presence in over 30 countries worldwide.

Dun & Bradstreet D-U-N-S® No

86-217-4955

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	24,267.5	N.A.
Net Profit	3,106.1	N.A.
Net Worth	20,249.6	N.A.
Ratios (%)		
NPM	12.8	N.A.
RONW	15.3	N.A.

Modi-Mundipharma Private Limited

Modi Tower, 98, Nehru Place, New Delhi – 110019, Delhi

Website: www.umeshmodigroup.com

About the Company

Modi-Mundipharma Pvt Ltd (MMPL) was incorporated in 1990 as a 50:50 JV between the privately held Mundipharma Group of Switzerland and Umesh Modi Group. The company is an integrated pharmaceutical company catering to both domestic and global markets including Asian, East African, Middle East and CIS countries. MMPL is engaged in manufacturing and marketing of pharmaceutical formulations in various therapeutic segments encompassing cardiology, respiratory, urology, analgesics, NSAIDs, nutritional, gynaecology, pain, heart diseases and other chronic therapy segments. Some of the brands under which it markets its products include Acolyt, Acocontin, Cebofyl, Phyllocontin, Unicontin-E, Indicontin, Floxicontin-O, Soygrowth and Pyricontin amongst others. The company also has licensing partnership with various international companies such as Sigma Tau, Italy for marketing Carnitor; Norgine UK for marketing Movicol and Moviprep; Pierre Fabre France for marketing Eludril, Elugel, Elgydium, Arthrodont and Pansoral; and Tillotts Pharma AG, Switzerland for marketing Asacol amongst others.

Dun & Bradstreet D-U-N-S® No

65-005-7032

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,956.0	N.A.
Net Profit	129.6	N.A.
Net Worth	598.7	N.A.
Ratios (%)		
NPM	6.6	N.A.
RONW	21.7	N.A.

Morepen Laboratories Limited

409, Antriksh Bhawan, 22 Kasturba Gandhi Marg, New Delhi - 110001, Delhi
Website: www.morepen.com

About the Company

Morepen Laboratories Ltd. (Morepen) commenced its business in 1984 as an API company and in 1993 it became a public limited company. The company manufactures and exports API which contributed to more than 63% of the company's revenue during FY16. In March 1999, Morepen's Loratadine, an anti-allergy drug manufacturing unit received USFDA approval. Morepen's business segments besides API are divided into Home Diagnostics, Branded Formulation, Product Contract Manufacturing and Brand Sharing. During the year, Morepen liquidated its stake in Morepen Max Inc., USA post which the company has three subsidiaries. The company introduced "Doctor Morepan" brand in 2001 for OTC goods and in 2004 increased the branded goods segment by marketing of Clinical & Home Health goods in domestic markets. The branded goods business is managed by Dr. Morepen Ltd., a wholly owned subsidiary of Morepen. During the year the company introduced a new business segment "Grooming" aimed at meeting the grooming needs of young population.

Dun & Bradstreet D-U-N-S® No

65-008-7067

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,716.2	4,536.4
Net Profit	5.8	113.8
Net Worth	3,130.8	3,288.5
Ratios (%)		
NPM	0.2	2.5
RONW	0.2	3.5

Mylan Laboratories Limited

Plot No.564/A/22, Road No.92, Jubilee Hills, Hyderabad - 500034, Telangana
Website: www.mylan.in

About the Company

Mylan Laboratories Ltd (Mylan Labs) started operations in the year 1961 in West Virginia US. It entered India in 2007 with the acquisition of Matrix Laboratories Ltd. In Aug 2012, it began commercial operations in India. Mylan Labs operates through five major divisions namely; critical care, hepato care, HIV care, onco care and women's care. The critical care division offers antifungal, antibacterial and anticoagulant therapies; while the hepato care division focuses on treatment for gastrointestinal infections, such as hepatitis B and C. The HIV care division offers ARVs, including first-line, second-line and pediatric formulations at affordable costs; and the onco care division provides a portfolio of cancer related cytotoxic and targeted therapy products. It offers hormone replacement therapy, in-vitro fertilization and pre- and post-natal nutrition under its women care division. It operates 25 facilities in India, comprising of nine API, eight injectable and eight OSD. It has a broad portfolio of over 250 APIs across 20+ therapeutic categories and a capacity of 3,600 kltrs.

Dun & Bradstreet D-U-N-S® No

87-234-8001

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	83,525.0	N.A.
Net Profit	1,342.8	N.A.
Net Worth	47,130.8	N.A.
Ratios (%)		
NPM	1.6	N.A.
RONW	2.8	N.A.

NATCO Pharma Limited

NATCO House, Road # 2, Banjara Hills, Hyderabad - 500034, Telangana
Website: www.natcopharma.co.in

About the Company

NATCO Pharma Ltd (NATCO) was incorporated in the year 1981. The company is a vertically integrated pharmaceutical company, engaged in developing, manufacturing and marketing finished dosage formulations (FDF) and APIs. Its core business segments include; domestic & international formulations, APIs and contract manufacturing. Some of its brands include; Alphalan, Bendit, Bortenat, Desifer, Capnat, Fulvenat, Natdox-LP, Pemnat and Xtane among others. As on Mar 31 2016, it had 38 ANDA filings out of which 16 are approved. Its core businesses are spread in India, US, South America, Europe and Asia. It operates manufacturing facilities across Kothur in Telangana, Dehradun in Uttarakhand, Guwahati in Assam and Visakhapatnam in AP. In FY16, the company ventured into hepatology segment through launch of brand generic drug HEPCINAT in India for Hepatitis C disease. During the same period, NATCO derived more than 50% revenues from its domestic formulation segment, while international formulations accounted for nearly 17% of its revenues.

Dun & Bradstreet D-U-N-S® No

87-234-8002

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	7,139.9	10,354.9
Net Profit	1,529.3	1,744.6
Net Worth	8,789.9	13,354.1
Ratios (%)		
NPM	21.4	16.8
RONW	17.4	13.1

Nectar Lifesciences Limited

Village Saidpura, Tehsil Dera Bassi, S.A.S. Nagar, Mohali - 140507, Punjab

Website: www.neclife.com

About the Company

Nectar Lifesciences Ltd (Nectar) was incorporated in 1995 and in 1997, the company commenced manufacturing APIs. It is involved in various business activities like contract research & manufacturing services, API & Intermediates, formulations, generics & OTC, diagnostics, empty hard gelatin capsules and menthol. Under contract research & manufacturing, the company provides analytical development, chemical development, manufacturing and engineering consulting services. Under API & Intermediates, Nectar manufactures cephalosporin range of products like cefixime trihydrate, cefpodoxime proxetil, cefazolin sodium and cefdinir amongst others. It undertakes formulations for finished and solid dosage forms like tablets, capsules, dry powder oral suspension etc. In menthol segment, it manufactures menthol crystals, menthol flakes, peppermint oil and menthones amongst others. It has 11 manufacturing facilities located in Punjab, HP and J&K. As on Mar 2016, Nectar had filed 44 DMFs in regulated markets like US, EU, Japan, Korea, Canada and South Africa. Additionally, it had also filed 15 ANDAs in the US.

Dun & Bradstreet D-U-N-S® No

91-845-8522

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	16,636.4	16,820.7
Net Profit	662.6	592.8
Net Worth	9,220.4	9,424.3
Ratios (%)		
NPM	4.0	3.5
RONW	7.2	6.3

Neon Laboratories Limited

140, Damji Shamji Industrial Complex, Mahakali Caves Road, Andheri East, Mumbai - 400093, Maharashtra

Website: www.neongroup.com

About the Company

Neon Laboratories Ltd (Neon Labs) was incorporated in 1982. The company is engaged in the development and production of APIs and parenteral formulations in the form of solution and lyophilized injection, in specialized area like anaesthetic and oncology. It offers a broad product line of anaesthetics & allied products, antineoplast products, corticosteroids & hormones products, antibacterials products, antitubercular products, gynaecological products, analgesic & antipyretic products, cardiovascular products, vitamin, haematonic & mineral preparations, antihistamine, cough & cold preparations, other specialities, and veterinary products. Some of its products under these categories include; Atropine, Ketamine, Etoposide, Mesna, Levothyroxine, Cefuroxime sodium, Tramadol, Aspirin, Pethidine +, Digoxin, Nitroglycerin, Protein, vitamins, zinc, minerals & doss, Diminazene and Quinapyramine among others. It also offers services for developing formulation and API on confidential, exclusivity and contract basis. The company operates three manufacturing facilities that confirm to GMP as prescribed by WHO.

Dun & Bradstreet D-U-N-S® No

87-234-8004

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,253.1	N.A.
Net Profit	461.1	N.A.
Net Worth	3,057.6	N.A.
Ratios (%)		
NPM	10.8	N.A.
RONW	15.1	N.A.

Neuland Laboratories Limited

Sanali Info Park, 'A' Block, 8-2-120/113, Banjara Hills, Hyderabad – 500034, Telangana

Website: www.neulandlabs.com

About the Company

Neuland Laboratories Ltd (Neuland Labs) was incorporated in 1984. The company is engaged in manufacturing of APIs catering to pharmaceutical companies worldwide. It also provides Custom Manufacturing Solutions (CMS) to develop and manufacture pharmaceutical ingredients and intermediates. Its products cater to diverse therapeutic categories including ophthalmic, schizophrenia, vasodilator, fluoroquinolones, ironchelator, chronic obstructive pulmonary disease, cardiovascular, central nervous system, anti-infectives, antidepressant, antiasthmatics, anti-fungal, anti-ulcerants and anti-spasmodics. Some of its products include; Ciprofloxacin HCl, Mirtazapine, Ranitidine HCl, Enalapril Maleate, Ramipril, Sotalol HCl, Olanzapine, Ipratropium Bromide, Itraconazole and Salmeterol. Its combined API bouquet has around 75 APIs including those scheduled for launch over coming year. It operates two manufacturing units in Medak, Telangana. The company has footprint in several countries with US and Europe being its key markets. In FY16, the company derived more than 75% revenues from exports.

Dun & Bradstreet D-U-N-S® No

87-234-8005

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,699.3	5,115.9
Net Profit	157.8	264.1
Net Worth	1,598.3	1,841.7
Ratios (%)		
NPM	3.4	5.2
RONW	9.9	14.3

Novartis India Limited

Sandoz House, Dr Annie Besant Road, Shivsagar Estate, Worli, Mumbai - 400018, Maharashtra

Website: www.novartis.in

About the Company

Novartis India Ltd (Novartis India), a part of Novartis Group, was incorporated in 1947. The company mainly operates in three divisions namely; pharmaceuticals, eye care and generic medicines. Its pharmaceuticals business is focused on bone & pain, calcium portfolio, gynecology and neurosciences; while its generics business is focused on gynecology, anti-TB and anti-infectives. The company operates in the eye care segment through *Alcon*, which offers a broad spectrum of eye care products and are organized into three businesses; surgical, pharmaceutical and vision care. It operates in the generic pharmaceuticals and biosimilars space through *Sandoz* brand, and offers products in the areas of generic cardiovascular, central nervous system (CNS), pain and ophthalmology to oncology, respiratory and hormonal therapeutics. Its products are offered in a variety of drug delivery mechanisms including; inhalables, injectables, oral solids, oral films and transdermal patches. Some of its products include; Entresto, Xolair, Cosentyx, Gilenya, Tasigna, Jakavi, TOBI Podhaler, Ritalin, Ritalin LA, Focalin, and Focalin XR among others.

Dun & Bradstreet D-U-N-S® No

65-006-6889

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	8,828.3	6,097.9
Net Profit	727.8	1,986.1
Net Worth	10,019.9	11,621.3
Ratios (%)		
NPM	8.2	32.6
RONW	7.3	17.1

Penam Laboratories Limited

F-223, New Rajinder Nagar, New Delhi – 110060, Delhi

Website: www.penam.in

About the Company

Penam Laboratories Ltd (Penam) was founded in 1989 and has been a leading player in the field of Beta Lactam group of Antibiotic Bulk Drugs (APIs) and Formulations. Penam is engaged in manufacturing and marketing of APIs and formulations. The company manufactures wide range of products in the areas of anti-infective penicillin and anti-haemorrhoidal. Some of the brands under which it markets its products include Amoxycillin, Amipicillin, Cloxacillin, Flucloxacillin, Oxacillin, Diosmin, Pharmacopia and Piperacillin amongst others. The company operates through its manufacturing facility located in Haryana with a capacity to manufacture 1,250 MTPA of API and intermediates and 360 mn capsules per year. Penam also operates a R&D facility which focuses on developing industrial processes, product quality improvement, increasing solvent recovery efficiencies and process development through reagent and solvent substitution. The company is also involved in contract research & manufacturing to carry out research and development on behalf of third parties.

Dun & Bradstreet D-U-N-S® No

65-008-2100

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,836.9	N.A.
Net Profit	163.8	N.A.
Net Worth	400.0	N.A.
Ratios (%)		
NPM	8.9	N.A.
RONW	40.9	N.A.

Pfizer Limited

The Capital, 1802 / 1901, Plot No. C-70, G Block, BKC, Bandra (E), Mumbai - 400051, Maharashtra

Website: www.pfizerindia.com

About the Company

Pfizer Ltd (Pfizer), a subsidiary of Pfizer Inc, US was incorporated in 1950. Pfizer is mainly engaged in the manufacture of pharmaceutical products including; prescription medicines and consumer health products. Its portfolio encompass 142 products across 15 therapeutic areas including; respiratory, anti-infectives, vitamin/minerals/nutrients, vaccines, GI, neuroscience/central nervous system, pain/analgesic, cardiovascular, gynaecology, hormones, blood related, dermatology, urology, anti-parasitic and ophthalmology. Some of its prominent brands include; Corex, Becosules, Gelusil, Dolonex, Minipress XL, Folvite, Voglibose, Equiflex, Autrin, Daxid and Prevenar 13 among others. In the consumer healthcare space, the company offers brands like Anacin and Anne French. The company operates a plant in Verna, Goa. In FY16, the company implemented a 'TEMP CHECK' program covering more than 350 channel partners and launched an SMS based vaccination reminder service in partnership with Indian Academy of Pediatrics (IAP).

Dun & Bradstreet D-U-N-S® No

65-005-2475

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	19,206.6	20,928.6
Net Profit	(105.7)	2,227.7
Net Worth	19,730.1	21,179.9
Ratios (%)		
NPM	(0.6)	10.6
RONW	(0.5)	10.5

Pharmed Limited

Pharmed House, 141, Walchand Hirachand Marg, Mumbai – 400001, Maharashtra
Website: www.pharmedlimited.com

About the Company

Pharmed Ltd (Pharmed) was founded in Aug 1946 as a contract manufacturing and distribution company for leading MNCs. Presently, it is a rapidly growing pharmaceutical company conducting business through two divisions namely; Pharma & Rigel. The Pharma division promotes brands, such as SUPRACAL, CARTIGEN, ABSOLUT, MGD3 & TENDOCARE through orthopedicians, gynecologists, consultant physicians & ENT specialists. The Rigel division promotes products to orthopedicians, gynecologists, consultant physicians & surgeons, and pediatricians & gastroenterologists. Some of its prominent brands include; CAL123, HYCIBEX, COLLACEE, Ultramed, LycoGold, CRANMED & NANOFASST among others. The company operates more than 18 manufacturing facilities across the country. Its vast marketing & distribution network includes; three warehouses, 17 CFAs, 2 CSAs, 1200 stockists and more than two lac pharmacies across the country.

Dun & Bradstreet D-U-N-S® No

86-222-7365

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,042.8	N.A.
Net Profit	105.7	N.A.
Net Worth	477.8	N.A.
Ratios (%)		
NPM	5.2	N.A.
RONW	22.1	N.A.

Piramal Enterprises Limited

Piramal Tower, Ganpatrao Kadam Marg, Lower Parel, Mumbai - 400013, Maharashtra
Website: www.piramal.com

About the Company

Piramal Enterprises Ltd (Piramal) was incorporated in 1947. Piramal is a flagship company of the Piramal Group. The company has strong presence in pharma solutions, critical care and consumer products businesses. It is amongst the leading integrated global contract development and manufacturing organisations (CDMOs) offering both APIs and formulations. Its critical care portfolio encompass inhalation anesthetics such as Halothane, Isoflurane and Sevoflurane as well as products like Propofol and plasma volume expanders like Polygeline. Under consumer products division, it offers a host of pharmaceutical as well as personal care products such as *Saridon*, *i-pill* and *Lacto Calamine*. The company operates 12 manufacturing sites across North America, Europe and India. Further, it has presence in more than 100 countries, catering to more than 6,000 hospitals globally. In FY16, the company acquired baby-care brand *Little's*, in addition to five brands in GI segment. In 2016, it acquired four brands from Pfizer; in addition to Ash Stevens, a US based CDMO, engaged in development & manufacturing HPAPIs.

Dun & Bradstreet D-U-N-S® No

65-011-9498

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	24,011.2	38,714.3
Net Profit	3,727.4	10,611.5
Net Worth	114,468.4	121,766.0
Ratios (%)		
NPM	15.5	27.4
RONW	3.3	8.7

Psychotropics India Limited

Plot No. 17, Sector – 20A, Faridabad – 121001, Haryana
Website: www.psychindia.com

About the Company

Psychotropics India Ltd (PIL) was incorporated in 1987 as an integrated pharmaceutical company catering to both domestic and global markets. PIL has presence in the overseas markets such as West Africa, Middle East, Philippines and Vietnam. PIL is engaged in manufacturing and marketing of pharmaceutical products. It manufactures wide range of products in the therapeutic areas of cardiovascular, gynaecology, dermatology, anti diabetic, antibiotics & anti-infective, anti histamines, analgesics, acute pain killers, OTC/FMCG products, pet care products & medicated soaps. The products are manufactured in various forms like tablets, capsules, liquid & dry injectable, dry powder, liquid orals, solid orals, oral liquids, shampoos, and medicated soaps. Some of the brands under which it market its products include *Droxypil*, *Cefopril*, *Gentapil*, *Ondapil*, *Dompil*, *Piopil*, *Pileca*, *Pilogrel* and *Alzex* amongst others. It operates through its four manufacturing facilities located in Uttarakhand and Haryana. PIL also offers contract-manufacturing services to manufacture products under OTC / FMCG range.

Dun & Bradstreet D-U-N-S® No

87-234-8006

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,563.7	N.A.
Net Profit	123.8	N.A.
Net Worth	782.8	N.A.
Ratios (%)		
NPM	7.9	N.A.
RONW	15.8	N.A.

Raptakos Brett and Company Limited

253, Dr Annie Besant Road, Worli, Mumbai – 400030, Maharashtra

Website: www.raptakos.com

About the Company

Raptakos Brett and Company Ltd (RBCL) was incorporated in 1930 by Mr A Raptakos and Mr WH Brett. The company is an integrated pharmaceutical company catering to both domestic and global markets. The company has an extensive distribution network comprising 24 branches spread across the country and international presence in over 15 countries. RBCL is engaged in manufacturing and marketing of pharmaceutical and nutraceutical formulations. The company manufactures wide range of products covering therapeutic areas such as vitamin & mineral supplements, haematinics, gastrointestinal, digestive enzymes and NSAIDs amongst others. The products are manufactured in various forms like tablets, capsules, oral liquids, drops, suspensions, gels and granules. Some of the brands under which it markets its products include *Easifud*, *Lactofrex*, *Trophox*, *Zerolac*, *Lactodex*, *Veelac*, *Durasalyn*, *Igol*, *Lotemp*, *Neogadine*, *Calcinol*, *Durasal* and *Hepatoglobine* amongst others. The company has its manufacturing facilities located at Thane, Roha, Karad, Chennai, Dahej and Alwar.

Dun & Bradstreet D-U-N-S® No

87-219-7080

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	5,065.4	N.A.
Net Profit	1,060.1	N.A.
Net Worth	7,563.4	N.A.
Ratios (%)		
NPM	20.9	N.A.
RONW	14.0	N.A.

RPG Life Sciences Limited

RPG House, 463, Dr, Annie Besant Road, Worli, Mumbai – 400030, Maharashtra

Website: www.rpglifesciences.com

About the Company

RPG Life Sciences Ltd (RPG Life Sciences), a part of the RPG Enterprises, was started in 1968 as Searle India Ltd. In 1993, the company acquired its present name. It is an integrated pharmaceutical company operating in the domestic and international markets in the branded formulations, global generics, synthetic and fermentation APIs space. Its API portfolio cover immunosuppressants, anti-psychotic / anti-depressant, anti-thrombotic, anti-anginal, anti-helmentic, anti-convulsant, anti-spasmodic and anti-cancer therapeutic areas. Its domestic formulation business covers therapies like gastro-intestinal, pain management, cardio-vascular & nephrology through brands like Lomotil, Lomofen, Naprosyn, Azoran, Aldactone, and Serenace. It operates manufacturing plants in Ankleshwar, Gujarat, and Navi Mumbai, Maharashtra. Some of the new products introduced in FY16 include; Evactive Gel, Lomofen+, Abitate, L-Aspinase, Fospritant, Fixpritant, Capsifung, Rituximab, Darbepoetin among others. In July 2016, it launched two new products in cosmetic segment namely; Fillerina and Crescina.

Dun & Bradstreet D-U-N-S® No

86-217-1576

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,431.8	2,801.0
Net Profit	10.0	116.2
Net Worth	1,251.6	1,335.9
Ratios (%)		
NPM	0.4	4.1
RONW	0.8	8.7

Rusan Pharma Limited

58-D, Government Industrial Estate, Charkop, Kandivali - W, Mumbai – 400067, Maharashtra

Website: www.rusanpharma.com

About the Company

Rusan Pharma Ltd (RPL) started operations in 1994. It is integrated healthcare company engaged in pharmaceutical research & development, manufacturing and marketing of formulations, Synthesis of niche APIs and Synthesis of Drug Intermediates among others. Its offerings cover various therapeutic segments such as critical pain management, substitution treatment, opioid de-addiction, anti- tuberculosis, psychiatric drugs and anti-infectives. It has registered more than 100 products and offers formulations in various forms including; capsules, combi-product - kit containing tablets + capsule, creams / gels & ointments, dry syrup, eye / ear drops (liquids), infusion (intravenous injection), lozenges, lyophilized vials, prefilled syringes, sachet, small volume parenterals, sterile tissue adhesives, syrup - oral liquid preparations, tablets and trans dermal patch. It is also engaged in manufacturing manufactures premier quality surgical products for the healthcare and medical sector. It operates manufacturing facilities across Ankleshwar, Kandla, Dehradun and a R&D centre in Kandla, Gujarat.

Dun & Bradstreet D-U-N-S® No

65-055-5949

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,079.8	N.A.
Net Profit	107.8	N.A.
Net Worth	753.2	N.A.
Ratios (%)		
NPM	10.0	N.A.
RONW	14.3	N.A.

Sanofi India Limited

Sanofi House, CTS No. 117-B, L&T Business Park, Saki Vihar Road, Powai, Mumbai 400072, Maharashtra
Website: www.sanofiindia ltd.com

About the Company

Sanofi India Ltd (SIL) was incorporated in 1956 as Hoechst Fedco Pharma Pvt Ltd, which was later changed to Aventis Pharma Ltd. In 2012, it acquired its present name. The company caters to several therapeutic areas including; diabetes, cardiology, consumer healthcare, hospital, central nervous system, anti-histamines. Some of its prominent brands include; Lantus, Combiflam, Allegra, Insuman, Allstar, Cetapin, Cardace and Soframycin among others. In the hospital segment, it has presence in thrombosis and high end injectable anti-infective categories with products such as Clexane. The company has two manufacturing units – Ankleshwar and Goa, which recorded highest ever production volumes of 5 bn and 3.5 bn tablets respectively in CY15. During the same period, it established a Chemistry and Biochemistry development (C&BD) center in Ankleshwar. It also manufactures different types of dosage forms including; tablets, capsules, eye/ear drops, ampoules, vials, creams and ointments on loan licence basis. In CY15, exports accounted for 27% of the company's net sales, with Germany, UK, Australia and Russia being major markets.

Dun & Bradstreet D-U-N-S® No

86-231-7765

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	19,752.2	21,605.6
Net Profit	2,636.1	3,214.9
Net Worth	14,823.8	16,269.0
Ratios (%)		
NPM	13.3	14.9
RONW	17.8	19.8

Sanzyme Private Limited

PO Bag No.: 1014, Banjara Hills, Hyderabad – 500034, Telangana
Website: www.sanzyme.com

About the Company

Sanzyme Pvt Ltd (Sanzyme), formerly known as Uni-Sankyo Ltd was founded in 1969 as a bulk drug manufacturer bringing in fermentation and biotechnology. In 1974, the company set up Analytical, Biological and Microbiological Testing & Research centers and in 2004 it started manufacturing probiotics for animal health. Sanzyme has its products registered in Malaysia, Ecuador and Phillipine. Sanzyme is engaged in manufacturing and marketing of pharmaceutical products under four segments namely hormones, male sexual health, probiotics and nephrology. It manufactures wide range of products in human healthcare and animal healthcare areas. Some of the brands under which it market its products include *Sporlac*, *Oxalo*, *Lobun*, *Virolon*, *Sporzee*, *Nanleo*, *Menotropins*, *Androgens*, *Binthin*, *Uni-Pond*, *Uni-Ecotreat*, *InvoCell* and *Gonadil* amongst others. It operates through its injectable and probiotic manufacturing facilities located in Hyderabad. It also operates Sanzyme Bio-Analytical Laboratory which provides quality and customer oriented in-vitro, in-vivo and preclinical toxicological services to pharma and biotech industry.

Dun & Bradstreet D-U-N-S® No

65-084-1898

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,736.8	N.A.
Net Profit	202.9	N.A.
Net Worth	1,232.2	N.A.
Ratios (%)		
NPM	11.7	N.A.
RONW	16.5	N.A.

Saraca Laboratories Limited

Plot No 320, 1st Floor, East Avenue, Madhapur, Hyderabad – 500081, Telangana
Website: www.saraca.com

About the Company

Saraca Laboratories Ltd (Saraca) was incorporated in 1992 and started producing bulk drugs and intermediates. Presently, the company is amongst the leading manufacturers of APIs and Intermediates. It manufactures Ranitidine HCl with a capacity of 1200 tons per annum. Some intermediates produced by the company include; NMSM, cystophur and ranitidine base. The company operates manufacturing facility in Medak district of Telangana, which is spread across 18-acre site comprising of four production buildings and a pilot plant. This facility is approved by USFDA, KFDA, TGA & WHO-GMP. Its products are sold in over 40 countries spread across the world such as the US, Bangladesh, Brazil, Argentina, Switzerland, Spain and Mexico.

Dun & Bradstreet D-U-N-S® No

87-234-8007

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,678.6	N.A.
Net Profit	178.9	N.A.
Net Worth	798.7	N.A.
Ratios (%)		
NPM	6.7	N.A.
RONW	22.4	N.A.

Scott Edil Pharmacia Limited

Plot No. 28/6, Industrial Area, Phase 2, Chandigarh – 160002, Punjab
Website: www.scott-edil.com

About the Company

Scott Edil Pharmacia Ltd (Scott-Edil) was incorporated in the year 1996. The company is a leading pharmaceutical company with its business being divided into four segments viz. third party manufacturing, own product, generic marketing cum distribution and administrative business. Scott-Edil is engaged in manufacturing and marketing of pharmaceutical formulations in various therapeutic segments encompassing anti-diabetics, vasodilator, anti-hypertensive, anti-angina, anti-pyretic, diarrhea, analgesic, anti-inflammatory, vitamin & calcium supplement and osteoarthritis. The company manufactures over 400 products in various dosage forms like dry syrup, oral syrup, tonics, eye drops, ear drops, gels, ointments, powder, injections, tablets and capsules. Some of the brands under which it markets its products include *Lycodil*, *Oxive*, *Edizol*, *Citrakil*, *Biotone*, *Argidil*, *Enclox-D*, *Caltop Plus* and *Naturone* amongst others. It operates its manufacturing facility at Baddi in HP with capacity to produce 6 mn tablets, 2 mn capsules, 100,000 liquid injection vials, 150,000 oral liquids, 200,000 injections and 50,000 units of dry syrup.

Dun & Bradstreet D-U-N-S® No

85-884-3384

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,388.5	N.A.
Net Profit	119.4	N.A.
Net Worth	757.4	N.A.
Ratios (%)		
NPM	3.5	N.A.
RONW	15.8	N.A.

Serum Institute of India Private Limited

212/2, Hadapsar, Off Soli Poonawalla Road, Pune-411028
Website: www.seruminstitute.com

About the Company

Serum Institute of India Pvt. Ltd. (SII) was founded in 1967 for manufacturing life-saving immuno-biologicals; it began operations with the manufacture of Tetanus Antitoxin and Tetanus Toxoid. Since its inception SII has increased its product portfolio to include making vaccines for Polio, Diphtheria, Tetanus, Pertussis, Hib, BCG, r-Hepatitis B, Measles, Mumps and Rubella. The World Health Organization, Geneva has accredited vaccines manufactured by SII and more than 140 countries across the world use vaccines manufactured by SII. The company executed its plan of entering strategic European markets by acquiring Biltoven Biologicals, a bioengineering and pharmaceutical company from The Netherlands Government on Jun 29, 2012. Additionally, this acquisition provided access to technology and expertise for making IPV (Injectable Polio Vaccine, Salk) and it increased the company's pediatric vaccine portfolio. For marketing pediatric vaccines in Europe SII entered into a distribution agreement with Cipla Ltd. in Nov 14. In Oct 15, SII entered into a partnership with Cipla Ltd. to supply vaccines to South Africa.

Dun & Bradstreet D-U-N-S® No

86-221-6673

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	39,391.5	N.A.
Net Profit	19,638.9	N.A.
Net Worth	77,808.6	N.A.
Ratios (%)		
NPM	49.9	N.A.
RONW	25.2	N.A.

Shilpa Medicare Limited

#12-6-214/A1, Hyderabad Road, Raichur – 584 135, Karnataka
Website: www.vbshilpa.com

About the Company

Shilpa Medicare Ltd (Shilpa Medicare) was established in 1987 as Shilpa Antibiotics Ltd. The company was converted into a public limited company in 1993. It operates in the pharmaceutical industry and deals in high-quality APIs, intermediates, formulations, new drug delivery systems, peptides / biotech products and specialty chemicals among others. The company specialises in oncology, AntiRetroVirals (ARV) and other therapeutic areas such as multiple sclerosis, immunosuppressant therapies. Some of its oncology products include; Anastrozole, Bicalutamide, Cabazitaxel Amorphous, Clofarabine, Cytarabine, Decitabine, Hydroxy Urea, Letrozole, Paclitaxel, Sorafenib, TopotecanHCl and 5- Fluoro Uracil among others. The company operates three manufacturing facilities across Deosugur & Chicksugur in Raichur, and Mahaboobnagar in Telangana. It also operates R&D units in Raichur and Vizag. As on Mar 2016, it had seven subsidiaries, out of which three are located in India and rest four are located overseas.

Dun & Bradstreet D-U-N-S® No

85-836-0192

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	5,708.6	6,826.0
Net Profit	840.1	1,079.3
Net Worth	5,631.0	6,716.2
Ratios (%)		
NPM	14.7	15.8
RONW	14.9	16.1

Shodhana Laboratories Limited

Office # 6-B, 6th Floor, Krishe Sapphire, Madhapur – Hytechcity Main Road, Madhapur, Hyderabad – 500081, Telangana
Website: www.shodhana.com

About the Company

Shodhana Laboratories Ltd (Shodhana) is an active pharmaceutical ingredients and intermediates manufacturing company incorporated in the year 2000. The company caters to both domestic and global markets. Shodhana is engaged in manufacturing and marketing of bulk actives, pharma chemicals and ingredients for pharmaceutical applications. The company manufactures wide range of products in the areas of anti-depressant, anti-emetic, anti-anginal, anti-parkinson, anti-diarrheal, anti-hypertensive and beta-adrenergic amongst others. Some of the products manufactured by Shodhana include Carvedilol, Mizolastine, Carbidopa, Racecadotril, Rivastigmine, Ondansetron, Ranolazine, Escitalopram Oxalate, Citalopram Hydrobromide, Escitalopram Oxalate and Dapoxetine Hydrochloride amongst others. The company has its manufacturing facility in Hyderabad well equipped with boilers, chilling plants, hot oil circulation systems, high vacuum distillation setups, scrubbers and other advanced utilities. The company export its products to over 50 countries.

Dun & Bradstreet D-U-N-S® No

86-221-2230

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,719.0	N.A.
Net Profit	135.5	N.A.
Net Worth	766.7	N.A.
Ratios (%)		
NPM	7.9	N.A.
RONW	17.7	N.A.

Smilax Laboratories Limited

Unit-I Plot no: 12/A, Phase - III, IDA, Jeedimetla, Hyderabad-500055, Telangana
Website: www.smilaxlabs.com

About the Company

Smilax Laboratories Ltd (Smilax) was set up in 2005. The company is a research-driven, vertically integrated pharmaceutical company engaged in manufacturing APIs, API Intermediates and NDDS/Pellets for the generics market across the world. It offers APIs in the areas of anti-depressant/anti-psychotic, anti-hypertensive/anti-anginal, anti-ulcerative, anti-hyperlipoproteinemic, anti-fungal, anti-diabetic, anti-migraine, sex stimulants, anti-platelet and anti-convulsant. The company operates three manufacturing facilities in Jeedimetla & Patancheru in Hyderabad; and Pharma City, Visakhapatnam. The company exports to more than 16 countries across Europe, Canada, South America, the Middle East and Far East Asia.

Dun & Bradstreet D-U-N-S® No

87-178-6789

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,883.3	N.A.
Net Profit	100.6	N.A.
Net Worth	1,047.9	N.A.
Ratios (%)		
NPM	5.3	N.A.
RONW	9.6	N.A.

SMS Pharmaceuticals Limited

Plot No. 19-III, Road No. 71, Jubilee Hills, Hyderabad-500 096, Telangana
Website: www.smspharma.com

About the Company

SMS Pharmaceuticals Ltd (SMSPL) was incorporated in the year 1987 as a single facility - single product manufacturing company. In 1997-98, the company was given the star export house status. Presently, SMSPL is an integrated pharmaceutical company with business presence in more than 70 countries. It operates manufacturing plants across Medak and Hyderabad in Telangana, and Vizianagaram District in AP. The company offers a wide range of quality API products and Intermediates catering to therapeutic areas such as anti-ulcer, anti-fungal, anti-migrane, anti-cancer, anti-viral and anti-hypertensive among others. It also operates in the CRAMS business segment and undertakes contract manufacturing of API, Intermediates. In FY16, the company achieved about 17.2% growth in production of APIs & Intermediates from 2,026 MT in FY15 to 2,375 MT. During the same period, it operated one subsidiary company namely; VKT Pharma Pvt Ltd.

Dun & Bradstreet D-U-N-S® No

65-031-9692

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	5,956.1	6,068.0
Net Profit	352.4	416.4
Net Worth	2,547.6	2,943.6
Ratios (%)		
NPM	5.9	6.9
RONW	13.8	14.1

Sri Krishna Pharmaceuticals Limited

C-4, Industrial Area, Uppal, Hyderabad – 500039, Telangana
Website: www.srikrishnapharma.com

About the Company

Sri Krishna Pharmaceuticals Ltd (SKPL) was established in the year 1974 and pioneered the manufacturing of Acetaminophen for the domestic market. SKPL is an integrated pharmaceutical company catering to both domestic and marquee global customers. SKPL is engaged in manufacturing and marketing of APIs, direct compression (DC) and preximes. The company manufactures wide range of products in the therapeutic areas of mild analgesic, dopamine receptor, vitamin & food supplement, angiotensin-converting-enzyme inhibitor, urea cycle disorders and anti-diabetic amongst others. Some of the products manufactured by SKPL include Acetaminophen, Domperidone Maleate, Folic Acid, Enalapril Maleate, Glipizide, Glyburide and Meclizine Hydrochloride to name a few. It has five manufacturing facilities located at Uppal, Bollaram, Nacharam in Hyderabad; Shamshabad in Telangana; and Solapur in Maharashtra. It's manufacturing facilities have been approved by various regulatory agencies including US FDA, EDQM, AIFA and ANSM. SKPL has global presence in over 60 countries worldwide.

Dun & Bradstreet D-U-N-S® No

91-583-4405

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,875.3	N.A.
Net Profit	128.1	N.A.
Net Worth	1,229.8	N.A.
Ratios (%)		
NPM	3.3	N.A.
RONW	10.4	N.A.

Srini Pharmaceuticals Private Limited

Plot No.10, Type C, Road No.8, Film Nagar, Hyderabad – 500096, Telangana
Website: <http://srinipharma.com>

About the Company

Srini Pharmaceuticals Pvt Ltd (Srini Pharma) was incorporated in 1995. The company is headquartered in Hyderabad. It is engaged in manufacturing Active Pharmaceutical Ingredients (API) and Drug Intermediates (RSM). The company operates manufacturing facility started in Nalgonda district, which is 60 kms away from Hyderabad, Telangana. The facility is approved by US FDA, TGA and Korean FDA.

Dun & Bradstreet D-U-N-S® No

86-216-7348

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,166.6	N.A.
Net Profit	210.5	N.A.
Net Worth	882.9	N.A.
Ratios (%)		
NPM	9.7	N.A.
RONW	23.8	N.A.

Strides Shasun Limited

201, Devavrata, Sector 17, Vashi, Navi Mumbai – 400703, Maharashtra
Website: www.stridesarco.com

About the Company

Strides Shasun Ltd (Strides Shasun) was incorporated in 1990 as Strides Pharmaceuticals Pvt Ltd. In 1996, it was renamed as Strides Acrolab Ltd. In 2015, the company acquired its present name subsequent to its merger with Shasun Pharmaceuticals. The company is a vertically integrated global pharmaceutical company with business footprint across pharmaceuticals, development and manufacturing of APIs and formulations and as well as biotech. Its business divisions are broadly classified as regulated markets, emerging markets, institutional business and pharmaceutical services & active ingredients. The company operates 14 manufacturing facilities, out of which 5 are located in India, 7 in Africa and 2 in Europe. In FY16, regulated markets accounted for 34% of its overall revenues. During the same period, it re-entered the Australian market with the acquisition of generics portfolio from Aspen Pharmacare Holdings Ltd. Further, it entered into an agreement with Sweden based Moberg Pharma, and its affiliates and successfully acquired the brands Jointflex, Fergon and Vanquish.

Dun & Bradstreet D-U-N-S® No

65-095-0814

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	5,109.8	23,444.5
Net Profit	5,323.2	1,359.0
Net Worth	14,744.2	31,354.1
Ratios (%)		
NPM	104.2	5.8
RONW	36.1	4.3

Sun Pharma Laboratories Limited

Sun House, Plot No. 201 B/1, Western Express Highway, Goregaon (E), Mumbai – 400063, Maharashtra
Website: www.sunpharma.com/spll

About the Company

Sun Pharma Laboratories Ltd (SPLL), a part of Sun Pharma Industries Ltd, was incorporated in Jan 1997. The company is engaged in the business of manufacturing and promoting Branded generic pharmaceutical products. It offers a wide array of products catering to therapeutic segments of neurology & psychiatry, central nervous system, cardiology, gastroenterology, diabetes and gynecology among others. It specialises in technically complex products. The company operates four plants in Sikkim and Jammu.

Dun & Bradstreet D-U-N-S® No

65-073-0679

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	82,400.2	79,761.5
Net Profit	(14,741.3)	(10,733.6)
Net Worth	227,713.7	214,830.9
Ratios (%)		
NPM	(17.9)	(13.5)
RONW	(6.5)	(5.0)

Sun Pharmaceutical Industries Limited

SPARC, Tandajia, Vadodara - 390020, Gujarat
Website: www.sunpharma.com

About the Company

Sun Pharmaceutical Industries Ltd (Sun Pharma) was incorporated in 1993. It operates in the specialty pharmaceutical space with a portfolio of over 2,000 products including; specialty products, branded generics, OTC products, ARVs, complex generics, pure generics & APIs. Its key geographic business segments comprise of US formulations, India branded generics, emerging markets and Western Europe, Canada, ANZ & others. It caters to all major therapeutic segments such as psychiatry, anti-infectives, neurology, cardiology, orthopaedic, ophthalmology, nephrology, urology, dermatology, gynaecology, respiratory, oncology, dental and nutritional amongst others. Its consumer healthcare business comprises of brands like Volini, Revital and Chericof. It operates 49 manufacturing sites across countries like India, US, Brazil, Canada, Egypt, Hungary, Israel, Bangladesh, Mexico, Romania, Ireland, Morocco, Nigeria, South Africa and Malaysia. In 2016, the company entered the Japanese market by acquiring 14 brands from Novartis; and entered into a distribution agreement with AstraZeneca for brands Oxra & Oxramet in India.

Dun & Bradstreet D-U-N-S® No

91-845-9363

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	43,943.1	50,181.0
Net Profit	(227.0)	6,704.9
Net Worth	186,054.8	187,096.5
Ratios (%)		
NPM	(0.5)	13.4
RONW	(0.1)	3.6

Suven Life Sciences Limited

6th Floor, SDE Serene Chambers, Avenue - 7, Road No. 5, Banjara Hills, Hyderabad - 500034, Telangana
Website: www.suven.com

About the Company

Suven Life Sciences Ltd (Suven Life Sciences) was promoted in 1989 as a private limited company, which was converted into a public limited company in 1995. The company is a pharmaceutical player engaged in providing CRAMS for drug discovery and development of molecules for innovators. The projects undertaken by the company include process research, custom synthesis and intermediate manufacture. Under the CRAMS vertical, it operates three revenues streams namely; Base CRAMS, CRAMS for commercial products and Supply of intermediates for specialty chemicals. Till Mar 2016, the company had delivered more than 755 CRAMS projects, out of which 113 projects were active in FY16. Its manufacturing plants are located across the states of Telangana and AP. As on FY16, the company had a pipeline of 13 molecules under various stages of development, out of which nine molecules have cleared the pre-clinical stages of the development cycle. In FY16, the company formed a wholly owned subsidiary, Suven, Inc a Delaware Company in the US.

Dun & Bradstreet D-U-N-S® No

65-054-4989

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	52,943.6	51,887.3
Net Profit	10,875.0	9,497.0
Net Worth	55,446.7	62,364.4
Ratios (%)		
NPM	20.5	18.3
RONW	19.6	15.2

Svizera Labs Private Limited

D-16/6 T T C Industrial Area, Turbhe, Navi Mumbai - 400073, Maharashtra
Website: www.maneeshpharma.com

About the Company

Svizera Labs Pvt Ltd (Svizera Labs) was incorporated in 1997. The company is a Maneesh Pharmaceuticals Ltd. It is engaged in manufacturing a number of anti-tuberculosis drugs for Svizera Europe. Svizera is a globally owned brand by Maneesh Pharmaceuticals Ltd. Some of its anti TB products include; 4/3/2 FDC sachet, ethambutol tablets, pyrazinamide tablets and isoniazid tablets among others. The company operates manufacturing plant in Turbhe, Navi Mumbai and is approved by WHO-Geneva, Anvisa – Brazil, MCC-South Africa, EDQM MHRA, UK. It has an annual capacity to produce 1800 mn tablets, 240 mn capsules and 4.4 mn powder sachets.

Dun & Bradstreet D-U-N-S® No

72-533-7690

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,211.8	N.A.
Net Profit	20.3	N.A.
Net Worth	304.4	N.A.
Ratios (%)		
NPM	1.7	N.A.
RONW	6.7	N.A.

Syncom Formulations (India) Limited

5, Niraj Industrial Estate, Off Mahakali Caves Road, Andheri (East), Mumbai – 400093, Maharashtra
Website: www.syncomformulations.com

About the Company

Syncom Formulations (India) Ltd (Syncom) was established in the year 1995. The company is an integrated pharmaceutical company catering to both domestic and global markets. Syncom is engaged in manufacturing and marketing of generics and pharmaceutical formulations. The company manufactures and markets over 500 pharmaceutical formulations in various dosage forms like tablets, capsules, liquid orals, liquid vials, ampoule injections, dry vial injections, dry syrup, ointments, inhalers and herbals. Syncom covers a wide range of therapeutic areas including inflammatory, anti-fungal, anti-malarial, cough suppressant, anti-ulcer, cardiology, erectile dysfunction, homeostatic, central nervous stimulant, analgesic and antipyretic amongst others. Some of the brands under which it market its products include *Venegra*, *Rofin*, *Transquine*, *Ladinax*, *Ciprojet*, *Ceftazidime*, *Cefnat*, *Rovamid*, *Kamurja*, *Hypercon*, *Debetus*, *Raatrani* and *Crataksun* amongst others. The company operates through its manufacturing facility located at Pithampur in Indore.

Dun & Bradstreet D-U-N-S® No

85-833-5188

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,753.7	1,865.7
Net Profit	106.1	104.6
Net Worth	1,002.2	1,087.0
Ratios (%)		
NPM	6.1	5.6
RONW	10.6	9.6

Tablets (India) Limited

"Jhaver Centre", 72 Marshalls Road, Chennai – 600008, TN
Website: www.tabletsindia.com

About the Company

Tablets (India) Ltd (TIL), a flagship company of the Jhaveri Group, started operations in 1954 with entry into the pharmaceutical sector. The company operates through five business divisions namely; domestic health care formulations business, the tilcare division, animal health division, and the overseas division catering to international markets. The therapeutic range of TIL include; nutritional supplements, GI lavage preparation, osteoporotic formula, hepatoprotective, anti-ulcerant, hematinics and respiratory medicine. The company's wide spread field force works through a network of 1,300 stockists and more than one lac retail pharmacies, covering every segment of medical speciality such as pediatricians, general practitioners, consultant physicians, general surgeons, gastroenterologists, gynaecologists, ENT specialists, orthopaedic surgeons, diabetologists and dentists. The company operates manufacturing units across Chennai, Pondicherry and HP, engaged in manufacturing different dosage forms including; capsules, tablets, dry syrup, oral liquids, small volume parenterals and sachets among others.

Dun & Bradstreet D-U-N-S® No

91-535-6125

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,533.4	N.A.
Net Profit	88.4	N.A.
Net Worth	547.8	N.A.
Ratios (%)		
NPM	3.5	N.A.
RONW	16.1	N.A.

Teva API India Private Limited

M-34, Saket, New Delhi - 110017, Delhi

Website: www1.tapi.com

About the Company

Teva API India Pvt Ltd (Teva API), a part of Teva Pharmaceutical Industries, was incorporated in 2002. The company is engaged in the manufacture and supply of APIs in the domestic and international markets. It operates 21 manufacturing plants and seven R&D centres across the globe. In India, it operates plants across Gajraula in UP and Bhind in MP. It offers more than 250 products across all key therapeutic areas. It is also engaged in services such as drug R&D, targeting, analytical development, drug regulation, custom synthesis, API physical properties and IP. Teva Pharmaceutical & Chemical Industries India Pvt Ltd is an associate entity of the company.

Dun & Bradstreet D-U-N-S® No

91-853-7593

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	9,841.6	N.A.
Net Profit	574.3	N.A.
Net Worth	12,437.7	N.A.
Ratios (%)		
NPM	5.8	N.A.
RONW	4.6	N.A.

Tevapharm India Private Limited

M-34, Saket, New Delhi, Delhi – 110017

Website: www.tapi.com

About the Company

Tevapharm India Pvt Ltd (TAPI) was incorporated in the year 2000. The company is an API division of Teva Pharmaceutical Industries Ltd. It is headquartered in Israel and operates 21 production plants and seven research and development centers at the global level. It has a portfolio of over 300 API products and specializes in an array of API-related fields including chemical synthesis, fermentation, chromatography and plant extraction. Some of its products include; Abiraterone, Allopurinol, Gabapentin, Cabergoline, Carfilzomib, Empagliflozin, Eszopiclone, Ezetimibe and Olanzapine among others.

Dun & Bradstreet D-U-N-S® No

87-234-8009

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,984.5	N.A.
Net Profit	108.3	N.A.
Net Worth	4,032.7	N.A.
Ratios (%)		
NPM	3.6	N.A.
RONW	2.7	N.A.

Themis Medicare Limited

Plot No. 69A, G.I.D.C. Industrial Estate, Vapi – 396 195 Dist. Valsad - 396 195, Gujarat

Website: www.themismedicare.com

About the Company

Themis Medicare Ltd (Themis Medicare) was established in 1969 as Themis Chemicals in joint partnership with GEDEON Richter Ltd of Hungary. In 2001, it acquired its present name. The company is engaged in manufacture and marketing of pharmaceutical products with focus on APIs and formulations. Its products cater to all major therapeutic areas like antituberculosis, antimalarials, cardiology, pain management, anti-infectives, haematinics and Health & Nutrition among others. Some of its products include; Gummy Vita, Instanac, Acejet, Emal, Etoject, Sepgard Gel, Sepgard Solution, Sepgard Mouth Gargle, Dexem, Themiset 75, Ketmin 50, Medzol, Bupicain, Neotagmin, Atacurium and Malither among others. The company is headquartered in Mumbai with four state-of-the-art manufacturing facilities at three locations namely; Vapi in Gujarat, Hyderabad in AP, and Haridwar in Uttaranchal. The company's network encompass more than 500 strong field force and 2000+ stockists across the country. Moreover, it has international presence across more than 40 countries.

Dun & Bradstreet D-U-N-S® No

86-237-8247

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,793.4	2,056.3
Net Profit	20.5	150.6
Net Worth	488.8	643.1
Ratios (%)		
NPM	1.1	7.3
RONW	4.2	23.4

Torrent Pharmaceuticals Limited

Torrent House, Off Ashram Road, Ahmedabad - 380009, Gujarat
Website: www.torrentpharma.com

About the Company

Torrent Pharmaceuticals Ltd (Torrent Pharma), the flagship company of Torrent Group, was incorporated in 1972. The company is engaged in the manufacture and sale of branded as well as unbranded generic pharmaceutical products. It is one of the dominant players in the therapeutic areas of cardiovascular (CV) and central nervous system (CNS) and also operates in the gastro-intestinal, diabetology, anti-infective and pain management segments. It is experimenting into the therapeutic segments of nephrology and oncology while also strengthening its focus on gynecology and pediatric segments. Some of its prominent brands in India include; Shelcal, Chymoral, Nikoran, Dilzem, Nebicard and Nexpro. Torrent Pharma operates manufacturing facilities at five locations namely; Indrad & Bharuch (Gujarat), Baddi (HP), Gangtok (Sikkim) and Pithampura (MP). In FY16, the US generics segment accounted for 40% of its revenues, followed by Indian formulations, which accounted for 27% share. During the same period, it launched three super specialty divisions namely; gastro, derma and rheumatology in its formulations segment.

Dun & Bradstreet D-U-N-S® No

65-017-5722

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	37,812.2	55,667.2
Net Profit	6,231.8	17,633.4
Net Worth	27,055.9	36,859.9
Ratios (%)		
NPM	16.5	31.7
RONW	23.0	47.8

TTK Healthcare Limited

No.6, Cathedral Road, Chennai – 600086, TN
Website: www.ttkhealthcare.com

About the Company

TTK Healthcare Ltd (TTK Healthcare) was incorporated in 1958. The company is engaged in pharmaceuticals, consumer products, medical devices and foods businesses. The pharmaceuticals division offers herbal and allopathic formulations, across various therapeutic segments including; calcium supplements, haematinics, cervical dilators, thrombolytic agents, rejuvenators, multimineral supplements, liver correctives and pain management products. Its consumer products division operates in the baby care, personal care and home care categories and includes products such as Woodward's Gripe Water; Eva range of personal care products such as deodorants, talc, lip balm, mini-deo, chapstick; and Good Home range of home care products. The medical devices business offers products such as Vascular Graft, Heart Valve devices, Bi-Leaf et Valves and orthopaedic implants and instruments under the brand name Altius. Its food division operates under the brand *TTK Foods* and manufactures potato and cereal based pellets in various shapes, such as wheels, tubes, sticks, drops and onion rings amongst others.

Dun & Bradstreet D-U-N-S® No

91-847-8538

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,894.9	5,244.6
Net Profit	161.6	226.7
Net Worth	1,138.1	1,318.0
Ratios (%)		
NPM	3.3	4.3
RONW	14.2	17.2

Unichem Laboratories Limited

Unichem Bhavan, Prabhat Estate, Jogeshwari (West), Mumbai - 400102, Maharashtra
Website: www.unichemlabs.com

About the Company

Unichem Laboratories Ltd (Unichem) was founded in the year 1944 and was listed on BSE in 1962. The company operates in the pharmaceutical sector with formulations and APIs as its core businesses. Its wide range of formulations address therapeutic areas like gastroenterology, cardiology, diabetology, psychiatry, neurology, anti-bacterials, anti-infectives and pain management among others. Some of its prominent brands include; Losar, Ampoxin, Telsar, Olsar, Metride, Linx, Unistar, Serta and Tolol among others. Its API business caters to both domestic and international market supported with over 46 USDMFs, 24 CEPs and 214 eCTDs across Europe. The company operates formulation plants across Goa, HP, UP and Sikkim while its API plants are located in MP and Maharashtra. It operates across UK, USA, Brazil, South Africa and Ireland through wholly owned subsidiaries. In FY16, the company's chronic therapies segment under its formulations portfolio accounted for nearly 57% of its revenues. During the same period, it ventured into cosmetology with modern hair care therapy.

Dun & Bradstreet D-U-N-S® No

65-005-5882

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	11,109.5	12,415.4
Net Profit	644.0	1,005.7
Net Worth	9,464.3	10,261.0
Ratios (%)		
NPM	5.8	8.1
RONW	6.8	9.8

Unimed Technologies Limited

Baska, Ujeti Road, Ujeti, Panchmahal District, Halol – 389350, Gujarat
Website: NA

About the Company

Unimed Technologies Ltd (UnimedTech) was incorporated in 1997 in Gujarat. The company is engaged in the manufacture and export of pharmaceutical products, largely pharmaceutical formulations. It is also engaged in the manufacture of certain chemical products. Some of the products manufactured by the company include capsules, injectable fluids and solutions and tablets.

Dun & Bradstreet D-U-N-S® No

91-670-2371

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,389.0	N.A.
Net Profit	134.3	N.A.
Net Worth	385.1	N.A.
Ratios (%)		
NPM	4.0	N.A.
RONW	34.9	N.A.

United Biotech Private Limited

FC/B-1 (Extn), Mohan Co-op Industrial Estate, Mathura Road, New Delhi – 110044, Delhi
Website: www.unitedbiotechindia.com

About the Company

United Biotech Pvt Ltd (United Biotech) was established in 1997 out of the United Group of Companies. It is a pharmaceutical company operating business through seven divisions namely; critical care, specialty (gastroenterology & gynae), oncology I (anticancer I), oncology II (anticancer II), hygea (antibiotics & anti-TB), copas (cardiology) and rinon (nephrology). The company caters to surgeons, orthopedicians, gynecologists, gastroenterologists, oncologists, cardiologists, nephrologists, paediatricians, pulmonologist, urologist and physicians. It operates a manufacturing plant in Baddi, HP, which manufactures various dosage forms including; dry powder injectables, lyophilized injectables, liquid injectables in vials and ampoules, pfs, tablets, capsules, ointments, syrups, eye and ear drops. It has pan India presence with a comprehensive network of 18 C&F agents & 1,200 stockists. Globally, the company has presence in more than 55 countries. Some of its brands include; Forzid, Menem, Tazin, Univir, Glugon, Vonaz, Kezone, Clavox, Dalpin, Levotec, Roxitec, Gavir and Lenid.

Dun & Bradstreet D-U-N-S® No

65-066-4899

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,127.2	N.A.
Net Profit	1,094.5	N.A.
Net Worth	4,999.0	N.A.
Ratios (%)		
NPM	35.0	N.A.
RONW	21.9	N.A.

USV Private Limited

Arvind Vithal Gandhi Chowk, BSD Marg, Station Road, Govandi East, Mumbai – 400088, Maharashtra
Website: www.usvindia.com

About the Company

USV Pvt Ltd (USVPL) began operations 55 years ago, as a JV with USV&P Inc. USA, a subsidiary of Revlon. Presently, its offerings include; API's, biosimilars, injectables, ophthalmics, peptides, solid orals and custom peptide synthesis. Its India operations are split into nine marketing and sales teams basis therapeutic segments namely; Condor, Corvette, Conquer and Corona for diabetes and cardiovascular diseases; Force One for gynaecology, respiratory diseases and pediatrics; Centra for neurology and psychiatry; Splendore for cosmetology and baby care; Channel for extending life cycle of mature brands; and Institution for government organizations, public-sector companies and defence. Some of its prominent brands include; Glycomet, Glycomet GP, Pioz, Pioz MF, Glynase and Glynase MF, Ecosprin & Ecosprin AV, Erytop, Anovate, Cataspa, Doxy1 and Vibact solid and Tazloc Trio among others. In FY16, its domestic business contributed 82% to the revenue and the rest was from exports. Its international portfolio comprises of APIs and Finished Products that are marketed across 75 countries around the globe.

Dun & Bradstreet D-U-N-S® No

65-061-1585

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	21,755.2	N.A.
Net Profit	4,434.3	N.A.
Net Worth	15,890.6	N.A.
Ratios (%)		
NPM	20.4	N.A.
RONW	27.9	N.A.

Vasudha Pharma Chem Limited

78 /A, Vengalrao Nagar, Hyderabad - 500038, Telangana
Website: www.vasudhapharma.com

About the Company

Vasudha Pharma Chem Ltd (VPCL) was incorporated as a public limited company in the state of AP during the year 1994 – 95. It began with manufacturing its first product N-Methyl-4-Piperidone. The company is engaged in the manufacturing of APIs, pharma intermediates for catering to the domestic as well as international market. The company has a large product portfolio of about 27 APIs spreading across several therapeutic areas. Some of its API products include; domperidone, loratadine, desloratadine, clopidogrel bisulfate, telmisartan, olmesartan medoxomil, diatrizoic acid and febuxostat. It also offers piperidone & piperidine derivatives including; N-methyl piperidone derivatives, n-benzyl piperidone derivatives, grignard reaction piperidone derivatives, tert boc piperidone derivatives and specialised piperidone derivatives. The company operates three manufacturing facilities across Hyderabad in Telangana and two in Visakhapatnam, AP. It exports its products to more than 40 countries in the world including; Spain, France, Germany, China, Japan, Malaysia, Singapore and Hong Kong amongst others.

Dun & Bradstreet D-U-N-S® No

67-598-2646

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,655.4	N.A.
Net Profit	509.0	N.A.
Net Worth	2,745.6	N.A.
Ratios (%)		
NPM	10.9	N.A.
RONW	18.5	N.A.

Venus Remedies Limited

51-52, Industrial Area , Phase 1, Panchkula – 134113, Haryana
Website: www.venusremedies.com

About the Company

Venus Remedies Ltd (VRL) was incorporated in Sep 1989 as Venus Glucose Pvt Ltd. The company is a fully integrated pharmaceutical company. It offers products in critical care segments such as anti-cancer, anti-infective, neurology, skin and wound care and pain management. It provides remedy defining formulations across more than 60 markets through 11 marketing offices including US and Germany. Some of its prominent brands include; Elore, Trois, Ezenus, Neurotol, Achnil, Vanco Plus, Mebatic, Potentox and Tobracef among others. The company operates three manufacturing units in Panchkula and Baddi in India, and Werne in Germany. Its marketing network of 800 marketing professional, 65 distributors, 50,000 retailers, 50,000 specialty doctors, 1,500 stockists and 1000+ multi-specialty hospitals. The research & development wing of the company is operated through Venus Medicine Research Centre (VMRC), which is a fully equipped interdisciplinary drug discovery and development center.

Dun & Bradstreet D-U-N-S® No

86-222-7899

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	4,524.2	4,033.6
Net Profit	45.5	12.0
Net Worth	4,662.4	4,444.3
Ratios (%)		
NPM	1.0	0.3
RONW	1.0	0.3

Wallace Pharmaceuticals Private Limited

3rd Floor, Dempo Trade Centre Bldg., Patto Plaza, EDC Complex, Panaji - 403001, Goa

About the Company

Wallace Pharmaceuticals Pvt Ltd (Wallace Pharma), a part of the Wallace Group, was incorporated in 1969. The company is the pharma division of the group with focus primarily on Gastro-Intestinal, Anti-Infectives and Pediatrics groups. Its offerings comprise of about 200 products across various therapeutic areas including; antibiotic, anti-histamine, antispasmodic, antacid & antilflatulent, vasoprotective, pre & probiotic, cough & cold, laxatives, antibiotic, anti-emetic, PPI + prokinetics, anti-diarrhoeal, antitussive, oral electrolytes and zinc among others. Some of its products include; B-Bact Ointment, Cintigo Tablets, Colimex Drops, Colimex Tablets, Diovol Plus Forte Suspension, Diovol Tablets, EUGI Capsules, Flucold AF Drops, Laxiwal Syrup, Maxeron Ampoule and 2 Wal D3 Drops among others. The company also operates an institution division catering to large government and corporate tenders through more than 100 specialized institutional distributors and a strong field force.

Dun & Bradstreet D-U-N-S® No

65-007-0212

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,271.3	N.A.
Net Profit	124.4	N.A.
Net Worth	1,286.8	N.A.
Ratios (%)		
NPM	3.8	N.A.
RONW	9.7	N.A.

Windlas Biotech Limited

40/1, Mohabewala Industrial Area, Dehradun – 248110, Uttarakhand
Website: www.windlasbiotech.com

About the Company

Windlas Biotech Ltd (WBL) was founded in 2001. The company is engaged in developing, manufacturing and marketing drugs of high therapeutic value. It operates in three major verticals – contract manufacturing, contract development and branded generic formulation development. Some of its prominent brands in the domestic market include; Ovabloom, Wits 24, Max-Iq, Ubimax, Belycool Gel, Bylkreatin and Winitro. In the international market, the company offers products in the areas of Anti Anginal, Drugs for high cholesterol, drugs for diabetes, anti infectives, drugs acting on central nervous system, gastric disorders, anti-allergies, pain management, anti-vertigo formulation, anti- fungal, supplements, asthma and for erectile dysfunction. Moreover, it has business partners spread across countries in Asia, Africa, Trinidad, Fiji and Georgia. The company operates two WHO-GMP approved plants in Dehradun that caters to the contract manufacturing requirements of many domestic companies.

Dun & Bradstreet D-U-N-S® No

72-514-0433

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	2,592.1	N.A.
Net Profit	55.8	N.A.
Net Worth	640.3	N.A.
Ratios (%)		
NPM	2.2	N.A.
RONW	8.7	N.A.

Win-Medicare Private Limited

Modi Tower, 98, Nehru Place, New Delhi – 110019, Delhi
Website: www.umeshmodigroup.com

About the Company

Win-Medicare Pvt Ltd (WMPL) was incorporated in early 1980s by Umesh Modi Group in collaboration with Sterling Drug of USA. In 1990, it became subsidiary of Modi-Mundipharma Pvt Ltd, a 50:50 JV between the privately held Mundipharma Group of Switzerland and Umesh Modi Group. WMPL is an integrated pharmaceutical company catering to both domestic and global markets. WMPL is engaged in manufacturing and marketing of pharmaceutical formulations in various therapeutic segments encompassing antiseptics, analgesics, gynaecology, gastroenterology, dermatology, acute pain, inflammation, infertility, hormone replacement and neurocare & protein supplements. It manufactures products in various dosage forms like ointment, cream, solutions, scrub, powder, injections, tablets and capsules. Some of the brands under which it market its products include *Diclomol*, *Winace*, *Urgendol*, *Nusowin*, *Axura*, *Winopentin*, *Winorol* and *Neurociti* amongst others. It has one manufacturing facility located at Behror in Rajasthan and another facility located at Modipuram in UP for tablets, capsules and injections.

Dun & Bradstreet D-U-N-S® No

91-592-2962

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	3,953.4	N.A.
Net Profit	13.4	N.A.
Net Worth	1,703.3	N.A.
Ratios (%)		
NPM	0.3	N.A.
RONW	0.8	N.A.

Wockhardt Limited

Wockhardt Towers, BKC, Bandra (E), Mumbai - 400051, Maharashtra
Website: www.ockhardt.com

About the Company

Wockhardt Ltd (Wockhardt) was incorporated in 1999. Wockhardt is a global pharmaceutical and biotechnology company. It is research-based global healthcare enterprise with relevance in the fields of pharmaceuticals, biotechnology and a chain of advanced super speciality hospitals. The product portfolio of the company includes injections, liquids & solutions, tablets, capsules, ointments, powder, bulk drugs, APIs and vaccines. Wockhardt has three R&D centres at India, USA and UK and eight manufacturing facilities in India and one each in USA, UK and Ireland. It also operates a super speciality chain of nine hospitals, offering comprehensive treatment and care in cardiology, neurosurgery, orthopaedics, critical care, oncology, nephrology and urology among others. In FY16, the company launched 48 new products in the India business, resulting a y-o-y growth of 16%. During the same period, its international business accounted for more than 65% of its overall revenue, out of which European business accounted for 37% share. As on Mar 31, 2016, the combined pool of company's patent has reached 2,579 filings and 441 grants.

Dun & Bradstreet D-U-N-S® No

65-100-6830

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	23,516.6	22,810.5
Net Profit	3,318.2	327.9
Net Worth	13,700.9	13,889.8
Ratios (%)		
NPM	14.1	1.4
RONW	24.2	2.4

Zuventus Healthcare Limited

Office No. 5119, 5th Floor, 'D' Wing, Oberoi Garden Estates, Chandivali, Andheri (East), Mumbai – 400072, Maharashtra
Website: www.zuventus.co.in

About the Company

Zuventus Healthcare Ltd (Zuventus), a part of Emcure Pharmaceuticals Ltd was incorporated in the year 2002. In 2011, the company set up its manufacturing facility in Jammu and in 2012 it started its own R&D formulation facility. Zuventus is engaged in manufacturing and marketing of pharmaceutical formulations in various therapeutic segments encompassing anti-diabetics, anti-malarials, cardiology, gastrointestinal disorders, hepatic disorders, nephrology, oncology, respiratory, pain, inflammation, multi-vitamins & other supplements, infectious conditions and vaccines. The company manufactures products in various dosage forms like oral paste, dry syrup, gels, oral liquids, powder, injections, tablets and capsules. Some of the brands under which it market its products include *Pansa, Puron, Polares, Augpen, Azitus, Admax, Aminogest, Cortimax, Capezam, Bevon, Brophyle, Bactomin, Feronia, Floresp, Falcinil, Fevridol* and *Forplus* amongst others. The company operates its manufacturing facility at Baribrama in Jammu with per day capacity to produce 635,200 tablets, 72,000 vials and 16,000 bottles.

Dun & Bradstreet D-U-N-S® No

87-234-8010

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	5,545.2	N.A.
Net Profit	458.8	N.A.
Net Worth	1,618.1	N.A.
Ratios (%)		
NPM	8.3	N.A.
RONW	28.4	N.A.

Zydus Takeda Healthcare Private Limited

C-4, MIDC, TTC Industrial Area, Thane Belapur Road, Navi Mumbai – 400705, Maharashtra
Website: www.zydustakeda.com

About the Company

Zydus Takeda Healthcare Pvt Ltd (Zydus Takeda) was incorporated in 1999. The company is a JV between Zydus Cadila Healthcare Ltd and Japan based Takeda Pharmaceuticals. It is a 100% Export-Oriented Unit and the manufacturing activity is exclusively for Taked. The company operates two plants namely; API & KSM plant. The APIs manufactured cover a broad range of therapeutic categories including; antiarrhythmic, bronchodilator, CNS stimulant, analgesic / anti-inflammatory, anti ulcerant, antineoplastic, antiseptic, antibacterial, skeletal muscle relaxant, antihypertensive and antihypertensive. Zydus Takeda is also engaged in producing the anti-ulcerant API – Pantoprazole from A-Z synthesis. Its KSM plant is spread across an area of 8700 sq.mtrs, and operates independent units for the production of KSM-6 & KSM-14. It is accredited with ISO 9001:2008 certification and operates a state-of-art facility in the prime locality of MIDC, on Thane-Belapur road in Navi Mumbai.

Dun & Bradstreet D-U-N-S® No

87-278-1498

Financial Snapshot (₹ Mn)

Parameters	FY15	FY16
Total Income	1,374.5	N.A.
Net Profit	75.9	N.A.
Net Worth	1,974.9	N.A.
Ratios (%)		
NPM	5.5	N.A.
RONW	3.8	N.A.





Corporate Publications



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For more details please contact

Regd. Office - ICC Chambers Saki Vihar Road, Powai, Mumbai - 400 072.

CIN: U74140MH1997PTC107813 | Tel: +91 22 6680 1300 | Fax: +91 22 2847 6281 / 82

South: Ajith Alex George | Mobile: +91 9448451199 | Email: GeorgeA@DNB.com

West: Suhail Aboli | Mobile: +91 9920555476 | Email: AboliS@DNB.com

North & East: Sunena Jain | Mobile: +91 9818880302 | Email: JainSu@DNB.com

ABBREVIATIONS

ABBREVIATION	TERM
ACE	Angiotensin Converting Enzyme
AIFA	Italian Medicines Agency
ANDA	Abbreviated New Drug Application
ANVISA	National Health Surveillance Agency
ANZ	Australia & New Zealand
APAC	Australian Pharmaceutical Advisory Council
API	Active Pharmaceutical Ingredients
ARV	Anti-RetroViral
BCG	Bacillus Calmette Guerin
BP	British Pharmacopoeia
BPH	Benign Prostatic Hyperplasia
C&F	Cost and Freight
CDMO	Contract Development and Manufacturing Organization
CEFTA	Central European Free Trade Agreement
CEP	Certificate of Suitability
CGMP	Current Good Manufacturing Practices
CIS	Commonwealth of Independent States
CMC	Pharmaceutical Development
CNS	Central Nervous System
COFEPRIS	Mexico Federal Committee for Protection from Sanitary Risks
COPD	Chronic Obstructive Pulmonary Disease Drug
CRAMS	Contract Research And Manufacturing Services
CVS	Consumer Value Stores

ABBREVIATIONS

ABBREVIATION	TERM
DMF	Drug Master File
eCTD	Electronic Common Technical Document
EDQM	European Directorate for the Quality of Medicines
EDQM	European Directorate for the Quality of Medicines & HealthCare
EEA	European Economic Area
EMA	European Agency for the Evaluation of Medicinal Products
EMS	Environmental Management System
ENT	Ear, Nose and Throat
EP	European Pharmacopoeia
ESIC	Employee State Insurance Corporation
FDC	Fixed-dose Combination
FDF	Finished Dosage Form
FTE	Full-Time Equivalent
GI	Gastrointestinal
GMP	Good Manufacturing Practices
HCl	Hydro Chloride
HPAPI	High Potency Active Pharmaceutical Ingredients
IP	International non-Proprietary Name
ISO	International Organization for Standardization
JV	Joint Venture
KFDA	Korea Food And Drug Administration
KSM	Key Starting Materials
MCC	Medicines Control Council

ABBREVIATIONS

ABBREVIATION	TERM
MENA	Middle East and North Africa
NDDS	Novel Drug Delivery System
NSAID	Nonsteroidal Anti-Inflammatory Drug
OSD	Oral Solid Dose Form
OTC	Over the Counter
PFI	Pharmaceutical Formulation Intermediates
PPH	Postpartum Hemorrhage
QMS	Quality Management System
TGA	Therapeutic Goods Administration
TPA	Therapeutic Pharmaceutical Agent
UKMHRA	United Kingdom Medicines and Healthcare Products Regulatory Agency
USFDA	U S Food and Drug Administration
USP	United States Pharmacopeia
WHO	World Health Organisation

Sectoral Risk Outlook (SRO)

Understand the
"POTENTIAL"
of sectors with our
SRO reports

Comprehensive Sectoral Coverage

>70

Sectors

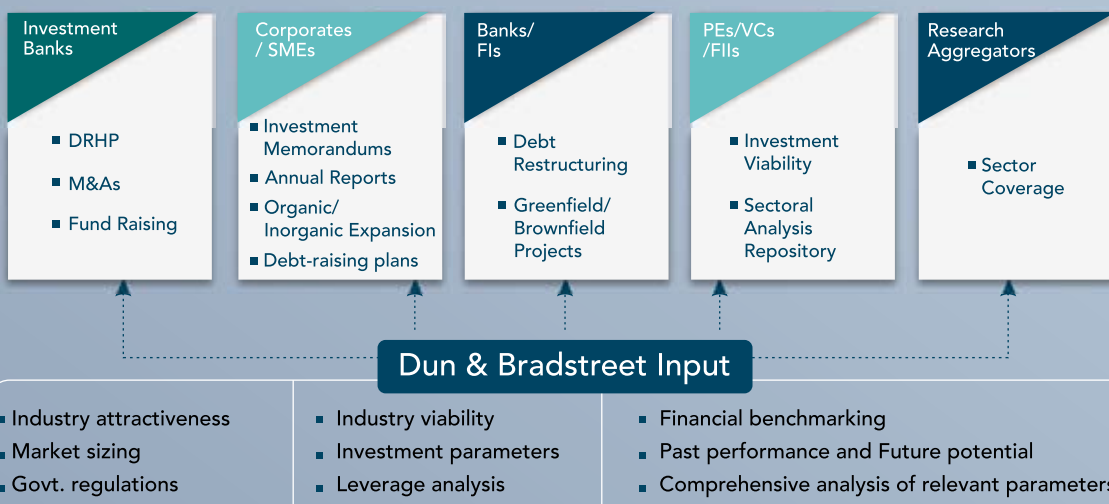
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Sub-sectors

Sectoral Risk Outlook (SRO) reports enable end-users to understand the performance of sectors under coverage by providing the latest available data along with comprehensive analysis. The report also provides our short to medium term outlook on sectors and factors leading to the outlook.

Key Benefits

- Understand the **market size** of the sector alongside potential for future growth.
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- **Macroeconomic scenario** and its impact on the sector.
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Tel: +91 22 6680 1300 / 322 / 324 / 396 Fax: +91 22 2847 6281 / 82

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