GLENMARK : TRACK RECORD

BUSINESS OVERVIEW

LOOKING AHEAD
Glenmark : The Evolution

**Year 2000**
- Consolidated Turnover - Rs 1380 Mn ($31.62 Mn)
- 2 Formulations Manufacturing Facilities
- Sales from International operations – 8%
- Initiation into NCE research

**Year 2014**

**Research Driven**
- 7 NCEs + NBEs in Clinics
- USD 217 Mn of cash received from NCE/NBE out-licensing deals
- Seven out-licensing deals since 2004

**Global**
- Consolidated Turnover – INR 60069.35 Mn (USD 995 Mn)
- Global Operations with more than 20 subsidiaries and over 11,000 employees
- 14 manufacturing facilities in 4 countries
- Front-end in key markets worldwide

**Integrated**
- 3 API plants
- 11 Finished dosage plants
- 6 Research facilities
A track record of Wealth Creation

**FY14 Net profit is calculated after deducting exceptional item of INR 217.5 crores on account of TARKA litigation which closed in Q4 FY14. Excluding TARKA exceptional item**

<table>
<thead>
<tr>
<th>Market Capitalization (in USD)</th>
<th>2000</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>~ USD 40 Mn</td>
<td>~ USD 3.5 Bn</td>
<td></td>
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</table>
Agenda

- GLENMARK : TRACK RECORD
- BUSINESS OVERVIEW
- LOOKING AHEAD
Glenmark Value Proposition

Glenmark Generics moving down the value chain into Pure Generics & API space

Glenmark Pharma moving up the value chain with Discovery research

Big pharma moving down the value chain by entering the Branded Generics & Pure Generics space

API Manufacturing

Pure Generics Business

Branded Generics business

Propriety Branded Business

Key Requisites
Low cost; low margins
Forging IP challenges
"Push" for products
Efficient distribution

Key Requisites
Innovation Brand Building
"Pull" for products
Marketing front end
Novel Research & Development
- Focus on New Drug Development
  - NCE
  - NBE

Specialty Business
- Specialty/Proprietary Business
  - Focus on branded products market

Generics Business
- Pure Generics Business
  - Focus on marketing of APIs and generic formulations
Key markets: US, Europe, India, Russia, Brazil, Latin America

Focus: To build expertise around focus therapeutic areas across all operating regions viz. Dermatology, Respiratory and Oncology

- 1-2 additional therapeutic areas in each region

(%) – as a percentage to overall turnover of FY Q1 2015
## ANDA Filings

<table>
<thead>
<tr>
<th>Niche / Focus Area</th>
<th>Pending Approval</th>
<th>Authorized to Distribute</th>
<th>Total Filings</th>
<th>Market Size ($ Mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Immediate Release</td>
<td>31</td>
<td>47</td>
<td>78</td>
<td>25391.80</td>
</tr>
<tr>
<td>Hormones</td>
<td>14</td>
<td>11</td>
<td>25</td>
<td>2461.70</td>
</tr>
<tr>
<td>Modified Release</td>
<td>4</td>
<td>9</td>
<td>13</td>
<td>1763.10</td>
</tr>
<tr>
<td>Dermatology</td>
<td>10</td>
<td>23</td>
<td>33</td>
<td>2131.30</td>
</tr>
<tr>
<td>Complex Injectables</td>
<td>5</td>
<td>0</td>
<td>5</td>
<td>1284.84</td>
</tr>
<tr>
<td>Immunosuppressant</td>
<td>2</td>
<td>0</td>
<td>2</td>
<td>901.13</td>
</tr>
<tr>
<td>Controlled Substances</td>
<td>0</td>
<td>4</td>
<td>4</td>
<td>197.30</td>
</tr>
<tr>
<td>Oncology – Injectables</td>
<td>8</td>
<td>0</td>
<td>8</td>
<td>2919.18</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>74</strong></td>
<td><strong>94</strong></td>
<td><strong>168</strong></td>
<td><strong>37050.35</strong></td>
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<tr>
<td>Para IV filings</td>
<td>39</td>
<td>0</td>
<td>39</td>
<td>15988.40</td>
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</tbody>
</table>

Source Data: IMS Health September 2014  
Pipeline as on December 2014
Generics : FTF Opportunities

- Sole FTF opportunity for all products
- The below mentioned Para IV litigations settled except Azelaic Acid Gel

<table>
<thead>
<tr>
<th>Product</th>
<th>Brand name</th>
<th>Plaintiff</th>
<th>Sales* (MAT Jun 2014)</th>
<th>Likely Launch date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ezetimibe</td>
<td>Zetia</td>
<td>Schering Plough</td>
<td>USD 1.86 Bn</td>
<td>Dec 2016</td>
</tr>
<tr>
<td>Azelaic Acid Gel 15%</td>
<td>Finacea</td>
<td>Intendis/Bayer</td>
<td>USD 111 Mn</td>
<td></td>
</tr>
<tr>
<td>Hydrocortisone Butyrate Cream</td>
<td>Locoid Lipocream</td>
<td>Triax and Astellas</td>
<td>USD 37 Mn</td>
<td>Launched Dec 2013</td>
</tr>
</tbody>
</table>
Establishing Global Centers of Excellence:

- Small Molecule Research in India
- Formulation & NDDS Research, India
- Biologics Research in Switzerland
- Clinical R&D – UK
- Intellectual Property Management, Regulatory & Global Business Development – USA

Clinical R&D – UK

Biologics R&D - Switzerland

NCE R&D-India
Formulation & NDDS research - India

IPM, Regulatory, Global BD- USA
Novel R & D: Out-licensing deals

**GBR - 500:**
Sanofi-Aventis 2011
- First novel biologics outlicensing deal for Glenmark
- Upfront payment of USD 50 Mn; Received USD 5 Mn in May 2014
- Total deal size – USD 613 Mn

**mPGES-1 Inhibitors**
Forest Labs 2012
- Received USD 15 Mn payment from Forest labs on an option agreement.
- Forest has the first right to refusal after Phase I completion

**GRC 15300:**
Sanofi-Aventis 2010
- Received USD 25 million in upfront and milestone payments for development & commercialization rights of a first in class TRPV3 antagonist
- Phase II trial did not meet the Primary endpoint in May 2014

**GRC 6211:**
Eli Lilly 2007
- Eli Lilly acquired the rights to a portfolio of TRPV1 antagonist molecules
- Received an upfront fee of USD 45 Mn
- Development of the lead compound GRC 6211 has been stalled

**Melogliptin:**
Merck KGaA 2006
- A deal worth USD 250 Mn in October 2006.
- Received total payments of USD 31 Mn
- Due to a reduced R&D focus on Diabetes, Merck returned the molecule to Glenmark in April 2008
- Melogliptin completed Phase II b trials and is ready to enter Phase III

**Oglemilast:**
Forest Labs 2004
- A deal worth USD 190 Mn on Oglemilast US Rights
- Received $35Mn as upfront and milestone payments

**Oglemilast:**
Teijin Pharma 2005
- A USD 53 Mn deal for Oglemilast Japan rights
- Teijin Pharma paid an up-front payment of USD 6 Mn

GPL has completed seven out-licensing deals since 2004, with a cumulative payment of USD 217 Mn received in terms of upfront and milestone payments
GBR 900 is a monoclonal antibody inlicensed from Lay Line Genomics, Italy. With this, Glenmark has the exclusive target license to commercialize monoclonal antibodies against TrkA receptor for pain.

*Updated as on December 2014

Molecules in pipeline are either licensed or are licensable
BEAT® (Bispecific Engagement by Antibodies based on the T-cell receptor) is a proprietary, best-in-class, bi-specific antibody platform technology developed by Glenmark.
Glenmark’s BEAT® Technology: production like standard antibody

Antibody engineering platform
- Plug and play system
- Effector functions, half-life preserved
- Low mispairing of binders

Cell line development and cell banking
- CHO cell line
- MCB, WCB
- high expression levels

Manufacturing
- High yield
- Utilization of standard methods and equipment
Looking ahead

Innovation

• Initiate clinical development of at least one NME each year
• New target areas to be preferable first-in-class globally
• Focus areas for research will remain inflammation, pain and oncology
  • NBE research will remain focused on monoclonal antibodies (mAb)
• Leverage Glenmark’s proprietary BEAT® technology to develop further mAb clinical candidates
  • Glenmark’s bispecific antibody technology has a unique format; very good assembly and purification; intellectual property
• Continue with out-licensing model
• Simultaneously build capabilities to do late stage development work
Looking ahead

Generics/Specialty business

Continue our efforts to transition to a proprietary/innovative business

- US, India, Europe, Russia and Brazil to remain focus markets
- US Generics will continue to focus on niche/limited competition products
  - Majority of products pending or to be filed with US FDA fall in this category
- The objective for the India business is to ensure higher than industry growth and gain market share
- Currency devaluation impacting emerging markets
- Build a differentiated product pipeline centred around three therapeutic areas i.e. Dermatology, Respiratory and Oncology
- The objective for the API business will be continuously increase sales from developed markets
Thank You