***This disclosure is for information purposes only and has not been and will not be registered as a prospectus or a statement in lieu of prospectus with any Registrar of Companies in India and is not and should not be construed as an offering circular, an offering memorandum, an advertisement, a solicitation, an offer or an offer document under the Companies Act, 2013, as amended, the Securities and Exchange Board of India (Issue of Capital Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India, the United States or any other jurisdiction. Further, nothing in this electronic transmission constitutes an offer or an invitation to anyone including the public under the Companies Act, 2013, as amended, the Securities and Exchange Board of India (Issue of Capital Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law of India, or of the United States of America or of any other jurisdiction, by or on behalf of Company or the Joint Bookrunners to subscribe for or purchase any of the Securities described herein. The Securities have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "U.S. Securities Act") and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and any applicable state or local securities laws.***

January 14, 2020

This is in furtherance to our letter dated May 29, 2019 whereby we had informed the stock exchanges that the Board of Directors of Glenmark Pharmaceuticals Limited ("**Company**") at its meeting held on May 29, 2019 had approved issuance of bonds, whether denominated in Indian Rupee or foreign currency, for an aggregate amount not exceeding USD 200 million in the international market as per applicable law.

Further to the above, we hereby inform you that the Company is contemplating issuance of USD denominated notes for an aggregate amount not exceeding USD 200 million ("**Notes**") subject to market conditions, and the Company's officials will be participating in roadshow presentations from January 14, 2020 to January 19, 2020 covering Asia, Europe and Middle East. Please note that the above schedule may undergo changes in case of exigencies on the part of the Company or the organizers, market conditions or other considerations. A copy of the investor presentation is enclosed herewith as **Annexure A** and will also be made available on the website of the Company.

Further, we would like to inform you that in this connection, the Company is expected to receive the credit rating for the proposed Notes, the details of which are as follows-

| Sr. No. | Name of the Rating Agency | Expected Rating | Type of Instrument |
|---|---|---|---|
| 1. | Fitch Ratings | BB | USD- denominated notes# |
| 2. | S&P Global | BB- | |

*#proposed offering of Notes*

**Glenmark Pharmaceuticals Ltd.**
Glenmark House, B D Sawant Marg, Andheri (E), Mumbai 400 099
T: 91 22 4018 9999 F: 91 22 4018 9988 CIN No: L24299MH1977PLC019982 W: www.glenmarkpharma.com
Registered office: B/2, Mahalaxmi Chambers, 22 Bhulabhai Desai Road, Mumbai 400 026 E: complianceofficer@glenmarkpharma.com

A preliminary offering circular has been prepared and shall be made available to the prospective investors in relation to the contemplated issue of Notes. These Notes will not be offered or sold in India.

The pricing, tenure and other terms and conditions of the Notes will be determined by the Company and such details shall be intimated to you in due course.

We request you to kindly take this on record.

Thanking you,

Yours faithfully,
**For GLENMARK PHARMACEUTICALS LIMITED**

harish.kuber@glenmarkpharma.com
Digitally signed by harish.kuber@glenmarkpharma.com
DN: cn=harish.kuber@glenmarkpharma.com
Date: 2020.01.14 06:27:27 +05'30'

**Harish Kuber**
**Company Secretary and Compliance Officer**

Annexure A

# A NEW WAY FOR A NEW WORLD

**ROADSHOW PRESENTATION**

January 2020

glenmark

A new way for a new world

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# ROADSHOW PRESENTING TEAM

## Glenmark Team

**Mr. V. S. Mani**

**Executive Director & Global Chief Financial Officer**

*Mr. V. S. Mani, a qualified Chartered Accountant has 29+ years of rich industry experience across treasury, taxation (direct, indirect & international), accounting, financial planning & analysis, secretarial, legal, audits (internal & statutory), risk management and investor relations*

**Mr. Kapil Kriplani**

**Vice President & Global Head Treasury**

*Mr. Kapil Kriplani, a qualified Chartered Accountant & Chartered Financial Analyst has 15+ years of experience in Fund raising, Corporate Finance, Treasury, M&A, Risk Management and Assurance among others*

# AGENDA

| | |
|---|---|
| Transaction Overview | Section 1 |
| Business Overview | Section 2 |
| Credit Highlights | Section 3 |
| Financial Summary | Section 4 |
| Appendix | |

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# Transaction Overview

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# SUMMARY OFFERING TERMS

| | |
|---|---|
| **Issuer** | Glenmark Pharmaceuticals Limited ("**Issuer**") |
| **Issuer Rating** | BB- (negative) / BB (stable) (S&P / Fitch) |
| **Expected Issue Rating** | BB- / BB (S&P / Fitch) |
| **Structure** | Fixed Rate Senior Unsecured Notes |
| **Currency** | US$ |
| **Amount** | $200mn |
| **Tenor** | Up to 4 Years |
| **Use of Proceeds** | To refinance existing 2021 USD Bond in accordance with ECB guidelines |
| **Change of Control** | (a) either (1) Promoter owns less than 35% of the voting stock of the Company or (ii) any person (other than the Promoters) becomes the beneficial owner of the voting stock of the Company in a greater amount than the Promoters and (b) the Promoters cease to control the management / Board |
| **Ranking** | Senior Unsecured |
| **Covenants** | Customary high yield covenant package |
| **Governing law** | New York law |
| **Distribution** | Reg S |
| **Denomination / Listing / Settlement** | US$200k denoms, SGX-listing, Euroclear / Clearstream |
| **Joint Global Coordinators** | Barclays, Emirates NBD Capital, ING and MUFG |
| **Joint Bookrunners** | Barclays, Emirates NBD Capital, ING and MUFG |

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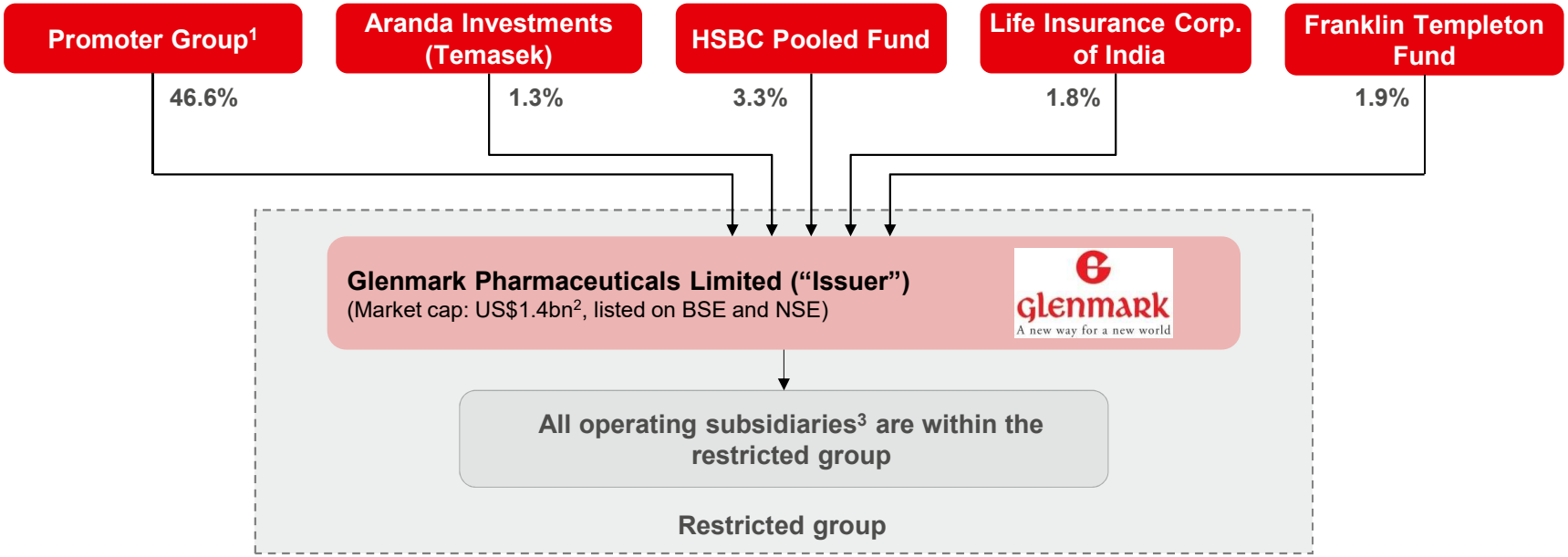
# CORPORATE STRUCTURE




Source: Bloomberg, % holding as on 31 December, 2019.

1. Promoter group refers to the Saldanha Family Trust, beneficiaries of which are Mrs. B.E. Saldanha, Mr. Glenn Saldanha, Mr. Mark Saldanha, Ms. Blossom Saldanha and Ms. Cherylann Pinto, as well individual holdings by Saldanha family members.

2. Market data based on closing pricing on NSE as on 31 December 2019. Exchange rate: US$1 = INR 71.274.

3. Any company or other business entity of which (either directly or through one or more other Subsidiaries) more than 50% of the issued share capital or other ownership interest having ordinary voting power to elect directors, managers or trustees of such company or other business entity or any company or other business entity which at any time has its accounts consolidated with those of that person or which, under Indian law, regulations or generally accepted accounting principles from time to time, should have its accounts consolidated with those of the Company.

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# Business Overview

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# COMPANY OVERVIEW

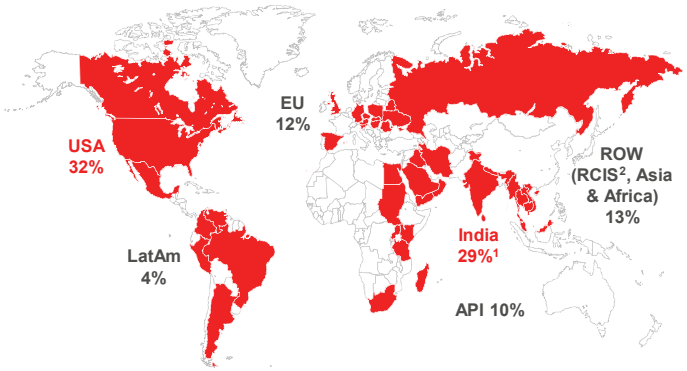
## Group Highlights

**Research oriented, integrated, innovation-led global pharmaceutical company incorporated in India**

- Among the Top 80 pharmaceutical companies globally
- Integrated across the pharmaceutical value chain with **strong presence in drug discovery, API and finished dose formulations**
- Established research prowess in both **novel small molecule** and **biologics research with molecules in different stages** of development
- Operations in over **80 countries globally**

## Diversified Revenue Streams

**By Geography (FY 2019)**

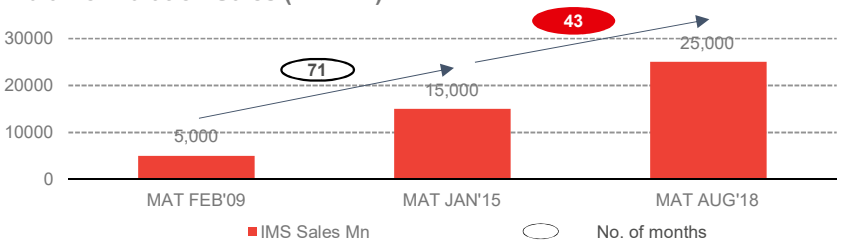



## India Operations: Steadily Improving Rank[3]

**Rank Progression**

## Achieving Higher Milestones… Faster!

**India Formulation Sales (INR Mn)**




**Glenmark is the 14th largest generics manufacturer by prescription and our products are used to fill about 83 Mn scrips each year in the US**

1. Excludes both domestic and export sales of API.
2. RCIS: Russia, Commonwealth of Independent States.
3. Source: IQVIA.

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# EVOLUTION INTO A SUCCESSFUL GLOBAL PHARMACEUTICAL COMPANY

| | Year 2000 | Year 2019 |
|---|---|---|
| **Revenues** | • Consolidated turnover: **USD 31 mn** | • Consolidated turnover: **USD 1.4 bn** |
| **Manufacturing footprint** | • **2 formulations facilities** | • **16 facilities** across formulations and API **in 4 continents** (8 USFDA approved)<br>• In the FY19, Monroe, North Carolina facility received its 1st approval for the drugs from USFDA<br>• **GMP-grade biologics plant** in Switzerland with up to 250 L batch size |
| **International operations** | • **About 8%** of total turnover | • **About 70%** of total turnover<br>• Presence across USA, Canada, Europe, Russia, LATAM, India & MEA |
| **Innovation** | • Initiation of **NME research** | • **8 out-licensing deals** signed with Eli Lilly, Merck, Sanofi, Forest Labs, etc.<br>• **USD 220 mn+** of cash through out-licensing<br>• Strong pipeline of **novel molecules currently under development** |
| **Global employee base** | • Less than **1,000** | • More than **14,000** |

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# BUSINESS SEGMENTS

## FORMULATIONS DEVELOPMENT AND MARKETING

| BRANDED FORMULATIONS | GENERICS FORMULATIONS |
|---|---|
| **Brand building in selected therapies**<br>• Dermatology<br>• Respiratory<br>• Cardiovascular<br>• Oncology | **Substitution Model** |
| • North America<br>• India<br>• Russia & CIS<br>• Latin America<br>• Asia<br>• Africa<br>• CEE | • North America<br>• Western Europe |
| Key Focus: Expand market share in Rx and OTC space in core therapies | |

## API MANUFACTURING & MARKETING

**Captive consumption and external sales**

- North America
- Europe
- Japan
- India
- Latin America

Key Focus: Expand service offerings; Enter new technologies

## NEW MOLECULE ENTITY (INNOVATION R&D)

**Novel Chemical and Biological entities**

Switzerland:
Dedicated research and development center for biologics (NBEs)

India:
Discovery and development of NCEs

US:
Clinical development

Key Focus: Advance product pipeline, selective out licensing and fund raise

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# CORPORATE HISTORY AND KEY MILESTONES

**1977-80**
- **1977:** Incorporated in India
- **1979:** Entered dermatology market - launched 'Candid Cream'

**1981-89**
- **1983:** First manufacturing facility commissioned at Nasik, India
- **1989:** Started operations in selected RoW markets

**1990-99**
- **1999:** Started marketing products in Brazil
- **1999:** New R&D facility commissioned at Sinnar, India

**2000-01**
- **2000:** Announced IPO. Issue oversubscribed 65X
- **2001:** Launched API mfg. business

**2002-04**
- **2002:** Acquired an API facility from GSK
- **2004:** Outlicensed Oglemilast to Forest Labs

**2005**
- **2005:** Manufacturing facility in Goa received US FDA approval
- **2005:** Launched commercial sales operations in the United States

**2006-08**
- **2006:** R&D facility for NBE research in Switzerland
- **2006**: Outlicensed Melogliptin to Merck and GRC6211 to Eli Lilly

**2009-11**
- **2010:** Settled a patent litigation with Merck over Ezetimibe for the US market
- **2010:** Outlicensed GRC 15300 to Sanofi-Aventis

**2012**
- **2012:** Entered into agreement with Forest Labs for GRC 27864
- **2012:** Commissioned formulations manufacturing plant in Sikkim

**2014**
- **2014:** GMP-grade biologics plant in Switzerland

**2015**
- **2015:** Cumulative ANDA approvals for US market crosses 100
- **2015:** Dahej API plant approved by US FDA
- **2015:** Launched Teneligliptin, most affordable DPP-4 in the Indian market

**2016**
- **2016:** Launched ezetimibe, first and only generic version of Zetia® in US for treatment of high cholesterol

**2018**
- **2018:** Ryaltris accepted by the US FDA for review as a treatment for seasonal allergic rhinitis
- **2018:** Received first USFDA approval for Monroe, North Carolina facility

**2019**
- **2019:** Spun-off API business and Innovation R&D business
- **2019:** First in the world to launch remogliflozin etabonate, novel patent-protected inhibitor, for type 2 diabetes

glenmark

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# Credit Highlights

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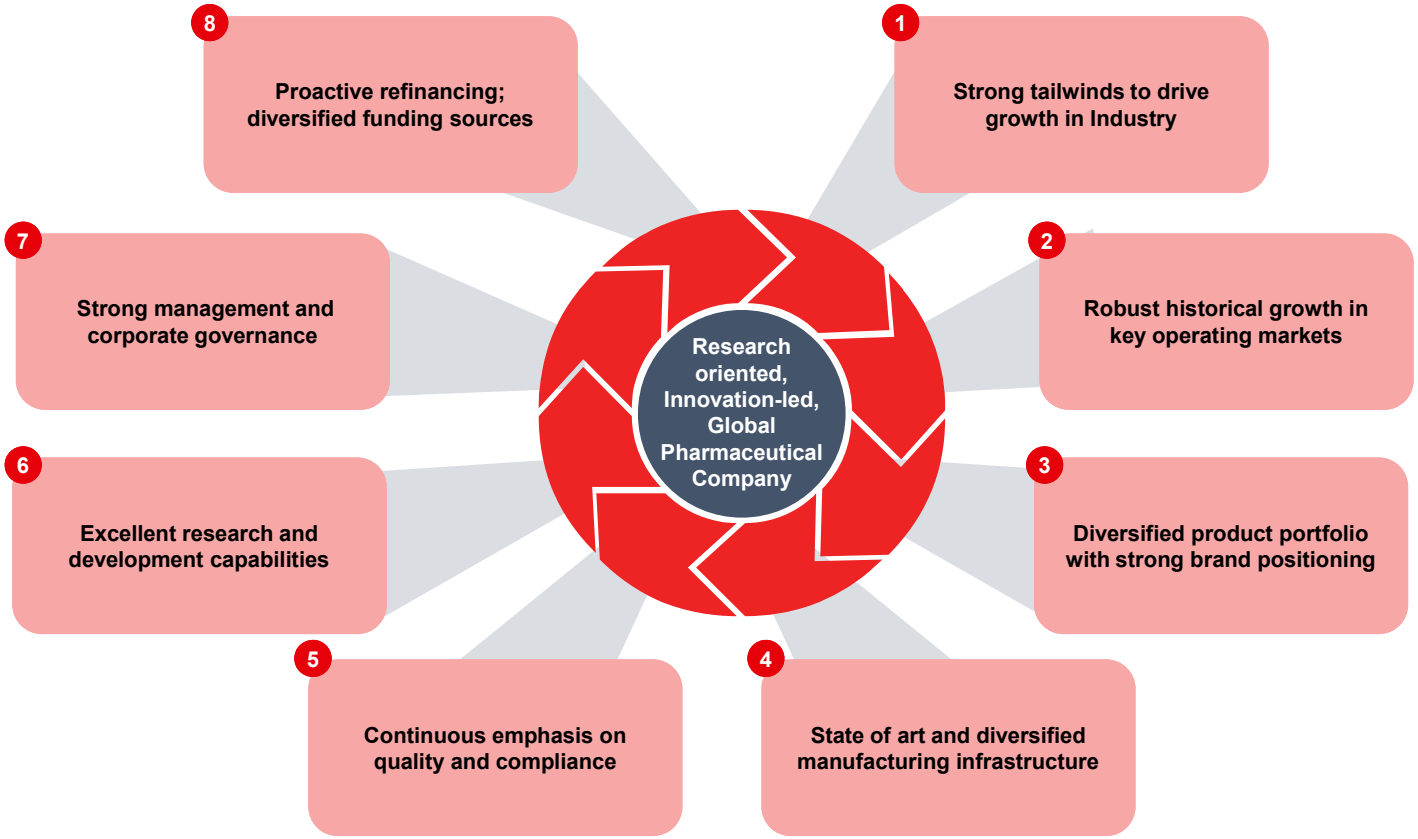
# KEY CREDIT HIGHLIGHTS



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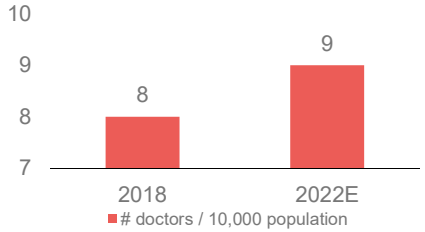
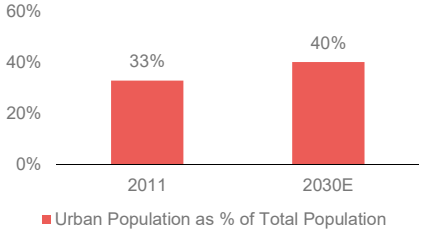
# 1 STRONG TAILWINDS TO DRIVE GROWTH OF INDIAN MARKET

Secular long term growth potential with historical one-off disruptive events having limited impact

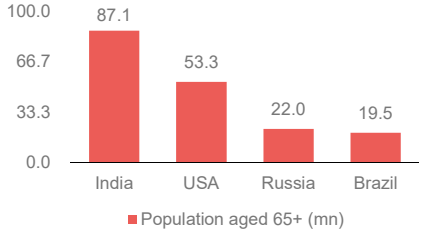
**Increasing number of Govt. health care centers, clinicians, hospitals, equipment**



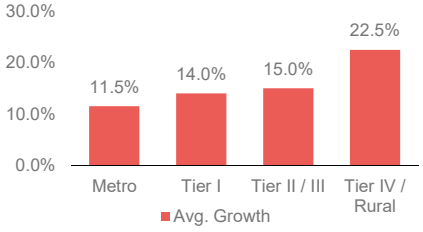

**Urban centers create their own eco-system of health care facilities, clinicians and pharmacies**




**Absolute base of 65+ population larger than US, Brazil, Russia**




**Penetration and availability in Tier II, Tier III, IV and rural segments driving drug consumption**



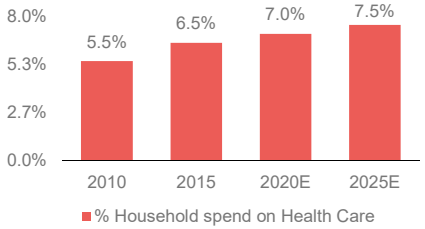

**Access to Health Care**

**Urbanization**

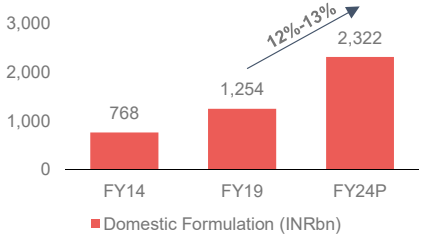
**Large Base of Aged Population**

**Penetration into Smaller Towns**

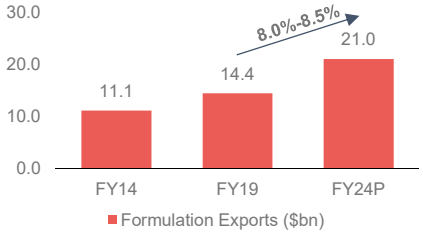
**Affordability and Aspirations**



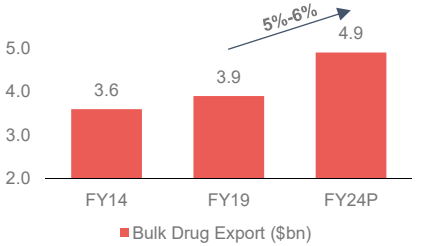

**Domestic Formulation**




**Formulation Exports**




**Bulk Drug Export**




Source: Press reports, DIPP, World Economic Outlook, World Health Organization, Industry Research.

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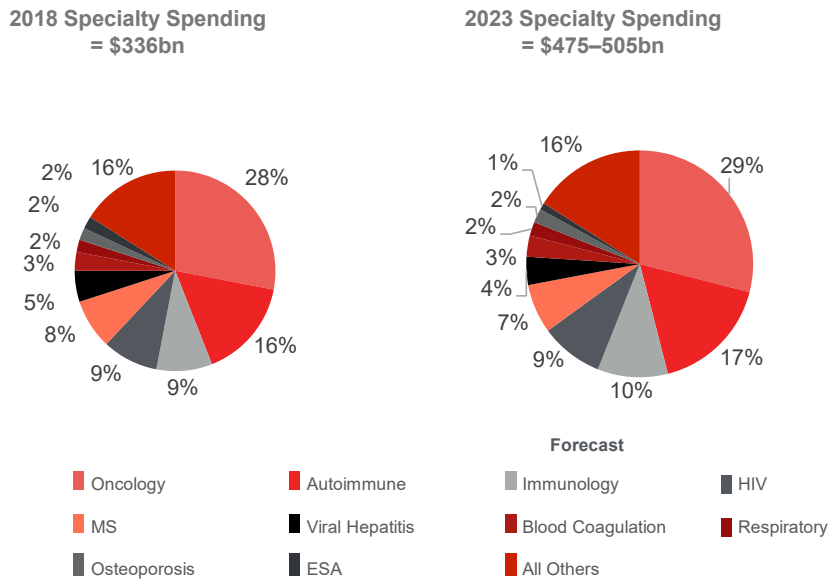
# 1 EVER GROWING US PHARMACEUTICALS MARKET

- United States is the largest pharmaceuticals market globally, both for innovator brands and generic drugs
- Major product types which are expected to see growth in next five years are small molecules, biologics, brands, generics, biosimilars
- Increase in spending growth is expected to be driven by a substantial rise in the number of launches of new medicines, but will be offset by losses of market exclusivity of branded products
- According to CRISIL, the market is likely to experience growth due to a healthy pipeline of expiring patent between fiscal 2019 and fiscal 2024
- Moreover, the growth in future will be disproportionately driven by the specialty therapeutic classes: oncology, autoimmune, immunology
- Specialty spending on oncology is expected to be 29% of total market
- The key drivers of growth in future to be the United States and pharmerging markets with 4-7% and 5-8% compound annual growth, respectively.

**Glenmark Pipeline is in line with Key Growing Products as mentioned above**

## Specialty Medicines Spending and Growth in Developed Markets[1,2]




1. Source: Global Medicines Use Report 2. Note: Developed Markets defined as U.S., Japan, Germany, France, Italy, Spain, U.K. & Canada

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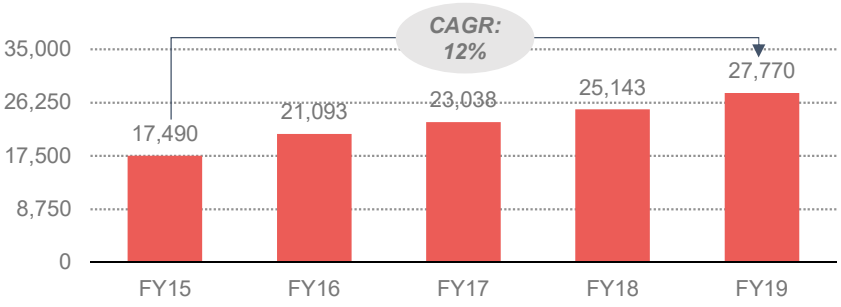
# 2 ROBUST GROWTH IN KEY OPERATING MARKETS: INDIA PHARMACEUTICAL MARKET (IPM)

## Sizeable Player in IPM with Focus on Niche Therapy Areas

- Glenmark has been operating in the Indian market since its inception in 1977
- India formulation business contributes 29% to the overall revenue of Glenmark as per FY2019
- Glenmark is 5th fastest growing company among the top 20 pharmaceutical companies in India in March 2019[1]
- Glenmark has 9 brands among the top 300 pharmaceutical brands and 1 brand among the top 50 pharmaceutical brands in India[1]
- Glenmark is ranked 14th in the Indian domestic pharmaceutical industry[1]
- Ranked #2 in Dermatology, #4 in Respiratory and #6 in Cardiovascular

## Robust Growth Exhibited in the Last 5 Years

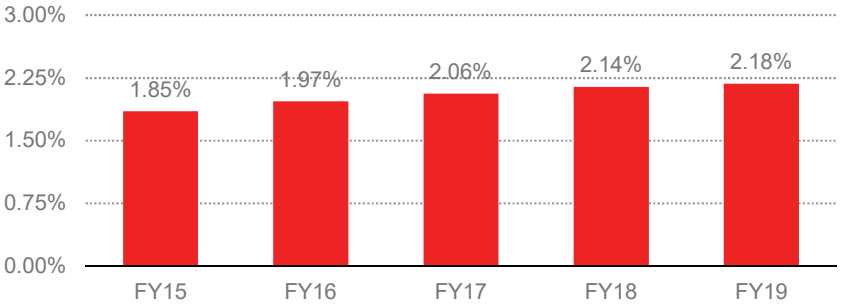
India Formulation sales (INRmn)




## Market Leader for Many API Products

- Glenmark is a market leader for many API products in semi-regulated markets, and in a short period, it has also established leadership in regulated markets
- Contributes 10% to Glenmark's overall business
- Over 365 DMFs filed in various markets including US & Europe
- Product portfolio: Atovaquone, Perindopril, Lercanidipine, Teneligliptin, Etoricoxib, Amiodarone, Adapalene, Telmisartan, Aprepitant and Olmesartan
- Key Markets: API business spans across 80 countries including the regulated markets like US, Europe and Japan

## Improving India Formulation Market Share[2]




1. IQVIA MAT March 2019 report.
2. Source: IQVIA, Total Sales Audit MAT March 2019 report.

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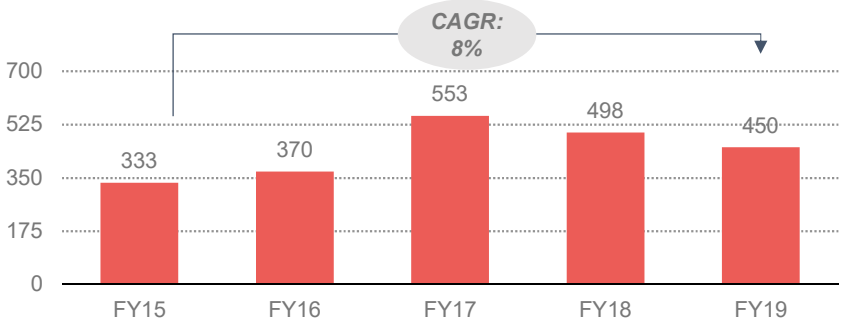
# 2 ROBUST GROWTH IN KEY OPERATING MARKETS: US GENERICS - WORLD'S LARGEST PHARMACEUTICALS MARKET

## Strength and growth of Glenmark's US generics platform

- Glenmark Pharmaceuticals Inc., USA launched its first product in January 2005
- The registered revenue from the US Formulations during FY 19 was USD 450 million and contributes about 32% of the overall turnover
- US portfolio consists of 160+ generic products authorized for distribution
- Glenmark filed a 14 ANDAs with the US FDA and successfully launched 21 products during FY 19 including semi-solids and oral solids, hormones and injectables
- One of the largest generic player in dermatology with focused presence in niche segments including hormones, oncology injectables and modified release oral solids

## US Generics Revenue[1] (in USD mn)




## Supplies to Major Wholesalers and Retailers in the US

CVS pharmacy

AmerisourceBergen

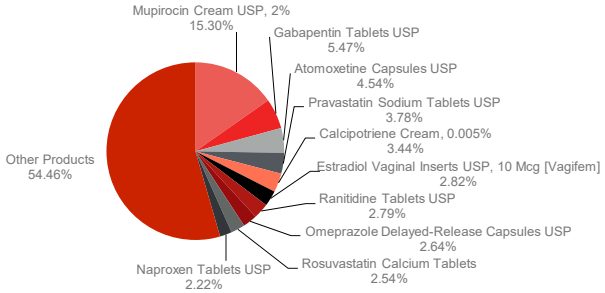
Kroger PHARMACY

Walmart

McKESSON Empowering Healthcare

CardinalHealth™

## Well Diversified US Portfolio




**As of FY 19, top 10 and top 20 products account for 45.54% and 62.57% of US generics sales, respectively**

1. FY17 and FY18 saw high Revenue due to one-off exclusivity from gZetia

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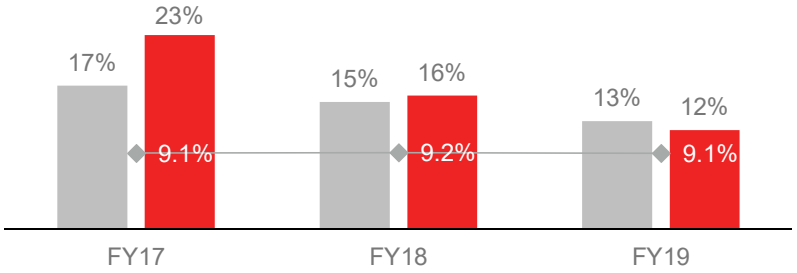
# 3 DIVERSIFIED PRODUCT PORTFOLIO WITH STRONG BRAND POSITIONING: OUTPERFORMANCE IN INDIA WITH INCREASING MARKET SHARE

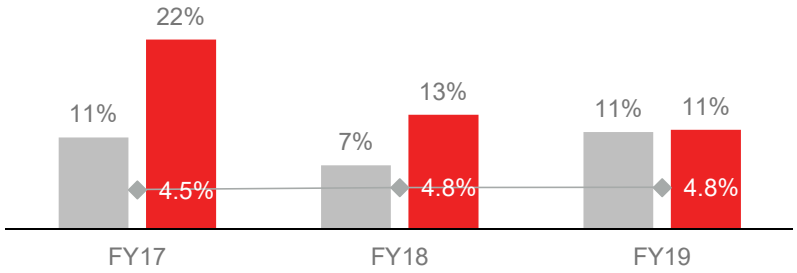
## Dermatology (IPM MAT Mar'19: INR 92,069mn)

Market Rank 2 in FY 19 (vs Rank 2 in FY 13)



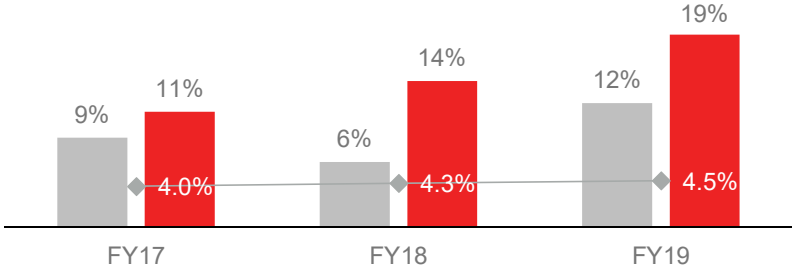

## Respiratory (IPM MAT Mar'19: INR 95,818mn)

Market Rank 4 in FY 19 (vs Rank 8 in FY 13)



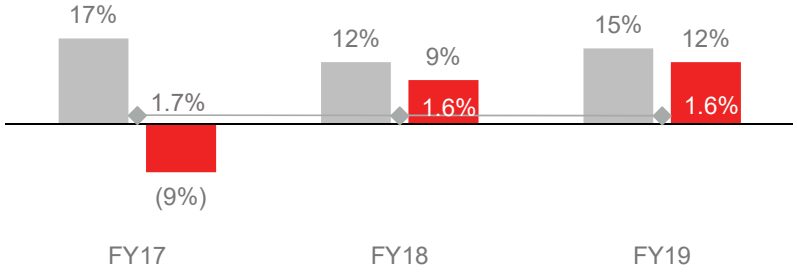

## Cardiovascular (IPM MAT Mar'19: INR 140,103mn)

Market Rank 6 in FY 19 (vs Rank 11 in FY 13)




## Anti-Diabetic[1] (IPM MAT Mar'19: INR 114,129mn)

Market Rank 15 in FY 19 (vs Rank 16 in FY 13)




IPM growth | Glenmark growth | Market share

Source: IQVIA Total Sales Audit, MAT March

Note: 1. Glenmark Pharmaceuticals Growth in FY17 in Anti-Diabetic Segment was low due to withdrawal of Sitagliptin .

# 3 DIVERSIFIED PRODUCT PORTFOLIO WITH STRONG BRAND POSITIONING: USA

160+ ANDA authorized for distribution[1] and 45 products (incl. 24 Para IV applications) pending approval[2] in the US

| Primary Category | Authorized to Distribute | Pending Approval | Total Filings | Market Size (USD bn) |
|---|---|---|---|---|
| Immediate Release | 68 | 24 | 92 | 27.6 |
| Hormones | 26 | 1 | 27 | 2.7 |
| Modified Release | 16 | 5 | 21 | 5.9 |
| Dermatology | 47 | 10 | 57 | 1.5 |
| Inhalation | 0 | 1 | 1 | 0.5 |
| Injectables | 1 | 2 | 3 | 1.5 |
| Others | 5 | 2 | 7 | 0.4 |
| Total | 163 | 45 | 208 | 40.1 |
| Para IV | | 24 | 24 | 15.4 |

Note: Market Value (by product) is defined by the total sales generated for products in GPI's portfolio. [source: IQVIA NSP September 2019].
1. All marketed products and any products authorized for distribution where Glenmark is the ANDA holder .
2. Only those filings that have been accepted by the FDA are included.
Pipeline as on November 12, 2019.

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# 3 DIVERSIFIED PRODUCT PORTFOLIO WITH STRONG BRAND POSITIONING: CONSISTENT TRACK RECORD OF NEW PRODUCT INTRODUCTIONS

## New Launches Across Markets

- **US**
  - Launched 21 products in US in FY 19
- **India Formulations**
  - More than 50 new products introduced in last 3 years
  - Glenmark has signed exclusive licensing agreement with Helsinn Group for Akynzeo a 5 day prophylaxis from both the acute and delayed phases of chemotherapy-induced nausea and vomiting
  - Launched Nourkin, a formula for addressing one of the key underlying causes of hair losses in females under a license agreement with Pharma Medico ApS
  - Introduced Teneligliptin for the first time in India in 2015 – one of India's most affordable DPP 4 products
  - 1st company in the world to launch novel, patented, globally researched Sodium Glucose Co-Transported 2 (SGLT2) inhibitor Remogliflozin Etabonate in India for the management of Type 2 Diabetes
- **Europe:**
  - Launched 7 products in the UK, 6 in the Netherlands, 11 in Germany, 8 in Spain, 2 in Sweden, 7 in Czech, 5 in Poland and 9 in Nordic countries in FY 19
- **Russia:**
  - Launched more than 12 products in the last 3 years; recent launches being Momate Rhino Advance nasal spray, a hand held nebulizer Nebzmart, Glemont 10 mg and Nourkrin® among others
- **Latin America:**
  - Launched 6 products in Brazil. Including Beclometasone in the last 2 years
  - Glenmark' s Brazilian subsidiary entered into an exclusive partnership in June 2019 with Novartis to promote and distribute three of its respiratory brands in that market.
- **Other markets:**
  - The Africa business launched 56 products in the region in FY 19

Multiple products currently under approval with various regulatory agencies

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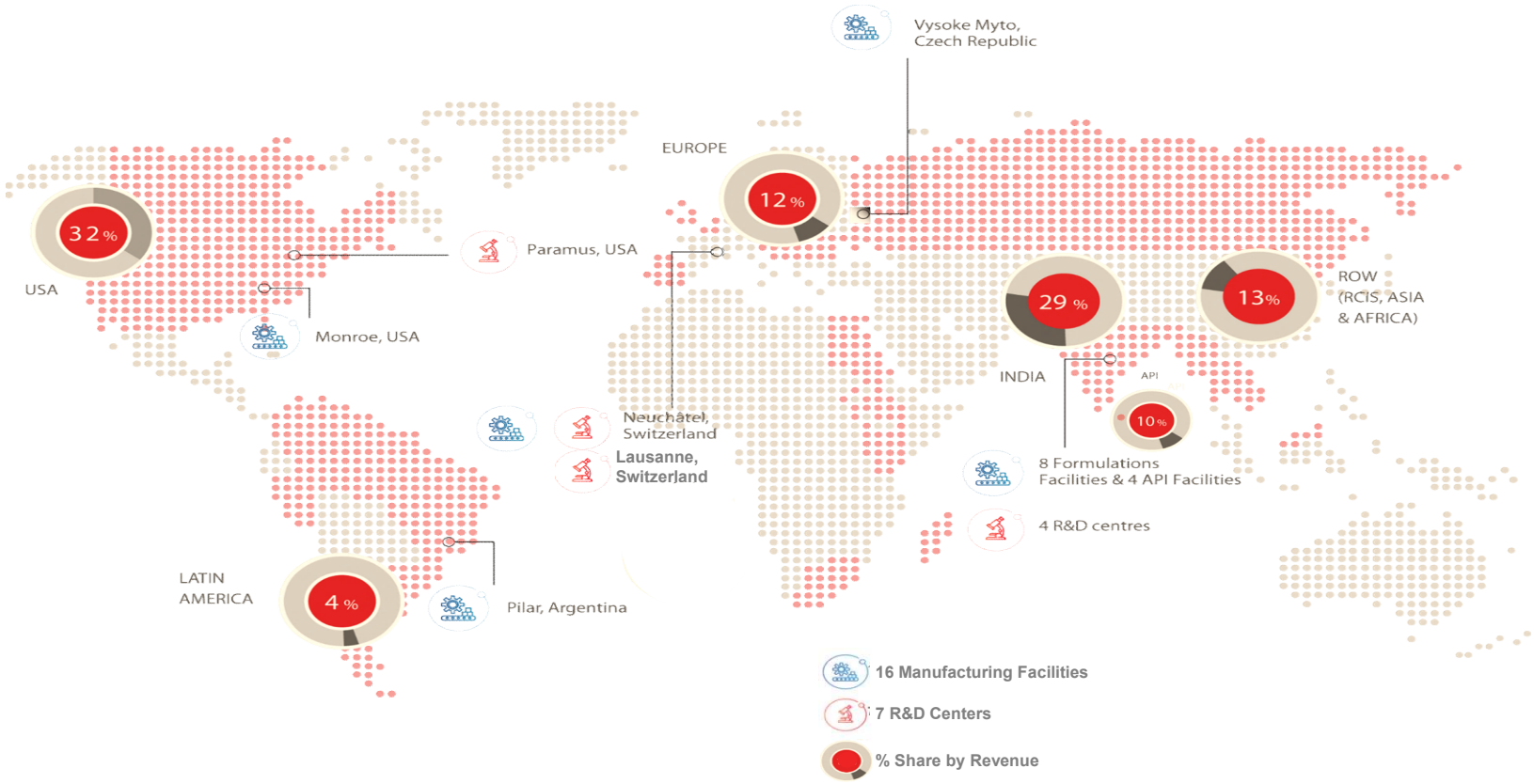
# 4 GLOBAL PRESENCE & MANUFACTURING BASE



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# 4 DIVERSIFIED STATE OF THE ART MANUFACTURING INFRASTRUCTURE

## Goa, India

- Oral Solids, Semi Solids, Hormones

- Caters to US and Western Europe
- Also supplies to Brazil, South Africa, Kenya etc
- Commenced operations in 2004

## Indore, India

- Oral Solids, Semi Solids, Immunosuppressant

- Caters to US and Western Europe and India
- Initiated operations in May 2009

## Baddi, India (2)[1]

- Semi Solids, Oral Liquids, MDI, DPI, Nasal Spray, Solids

- Caters to US, EU, Brazil, India & ROW
- Operational in 2006
- >400 products for India and semi-regulated markets

## Aurangabad

- Semi Solids, Oral Liquids, MDI, DPI, Nasal Spray,Oncology

- Supplies to India and ROW
- Annual Capacity of 14 mn tablets

## API Sites

- Small molecule APIs and Intermediates

- Total 4 API sites out of which 3 are USFDA approved (Ankleshwar,Dahej & Mohol)
- Supplies to US, Japan, Europe and ROW

## Nasik, India

- Oral Solids, Oral Liquids, Semi Solids, Powders

- Operational in 1983
- >200 products
- IDMA Awards, National award for TPM practices

## Nalagarh, India

- Oral Liquids, Semi Solids

- Operational in 2009
- Supplies to semi regulated and regulated markets

## Sikkim, India

- Oral Solids

- Operational in 2012
- Area designed for future expansions

## Czech Republic

- Oral Solids and Semi-solids

- Supplies to European Union countries
- Manufacturing and distribution license for medicinal products (SUKL)

## Monroe, USA

- Oral Solids, Injectable & Inhalation

- Established in 2015
- Capacity: 300-400 mn oral solids tablets & 20-25 mn vials and pre-filled syringes

US FDA approved

1. Only one Baddi facility is USFDA approved.

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# 5 CONTINUOUS EMPHASIS ON QUALITY AND COMPLIANCE

**With increased scrutiny from regulatory authorities, compliance is a significant competitive advantage**

- **Committed to internationally accepted standards** of quality, purity, efficacy and safety across all our operations.
- **Been relentless in stepping up our quality systems** to ensure that our products, processes and infrastructure measures up to international expectations.
- **Manufacturing facilities across the globe are approved by regulatory bodies** such as the US-FDA, UK-MHRA, WHO-GMP, Canadian TPD, South African MCC and ANVISA of Brazil.
- **Regular training programmes** to guarantee that employees implement higher standards by the day.
- Work ceaselessly, not only to **meet the stringent regulations but also to set new benchmarks**.

**Ensuring high-quality and compliance across all operations**

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# 6 SUCCESSFUL TRACK RECORD OF EXCELLENT RESEARCH AND DEVELOPMENT CAPABILITIES

**Recognizing the importance of bringing novel molecules to the market, Glenmark decided to invest in innovative research in 2000**

**2000**
Initiation of NCE Research

**2004**
Outlicensing deal with Forest Labs
**Deal size – US$190mn**

**2005**
Outlicensing deal with Teijin Pharma
**Deal size – US$53mn**

**2006**
- Commissions first R&D center by an Indian company for NBE research in Switzerland
- Outlicensing deal with Merck **Deal size – US$250mn**

**2007**
Outlicensing deal with Eli Lilly
**Deal size – US$350mn**

**2010**
Outlicensing deal with Sanofi
**Deal size – US$325mn**

**2011**
- Outlicensing deal with Sanofi
  **Deal size – US$613mn**
- SCRIP Award for "Best Overall Pipeline"

**2012**
Outlicensing deal with Forest
**Upfront – US$15mn**

**2014**
Glenmark's first bi-specific antibody enters clinical development

**2017**
Completed Phase 3 trials for Ryaltris (formerly GSP 301 Nasal Spray), a combination steroid plus antihistamine nasal spray for the treatment of allergic rhinitis

**2018**
- Ryaltris accepted by the US FDA for review as a treatment for seasonal allergic rhinitis &
- Opened a new drug discovery centre at Biopole campus in Lausanne, Switzerland

Exclusive license agreement with Harbour BioMed
**Deal size – US$120mn**

**2019**
First in the world to launch remogliflozin etabonate, novel patent-protected and globally researched SGLT2 inhibitor, for type 2 diabetes; India is first country to get access to this innovation drug

**Eight outlicensing deals since 2004, with cumulative revenues of US$220mn+**

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# 6 EXCELLENT RESEARCH AND DEVELOPMENT CAPABILITIES

- **Formed a new company (Ichnos)** focused solely on innovative R&D - current innovation pipeline consists of 7 assets from Immunology, Oncology, Respiratory & pain (non-opioid).
- **Seven R&D Centers across India, Switzerland and US for discovery of new molecules** both NCEs (New chemical entity) and NBEs (New biological entity).
- **Robust pipeline of specialty products and novel molecules –** NCEs and NBEs in various stages of clinical development.
- **8 out-licensing deals** have been struck **with global pharma majors** with a total revenue of **USD 220+ mn**.
- **Focus on discovery of molecules** that are first-in-class.
- A **large number of highly qualified scientists and extensive Research & Development facilities** spread across the globe combine to form the hub of Glenmark's R&D activity.

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# 6 INNOVATION PIPELINE

## Update on Clinical Pipeline

| Molecule Mechanism / Class | Potential Indication | Phase | Status (Dates are in Calendar Year) |
|---|---|---|---|
| **Autoimmune Disease** | | | |
| **ISB 830 OX40 Anatagonist** | **Atopic Dermatitis** | Phase 2b | Part 1 of this randomized double-blind placebo-controlled Phase 2b study is fully enrolled. Top-line results (Part 1) in first half of 2020. Part 2 is enrolling |
| | **Rheumatoid Arthritis** | Phase 2b | To start in 2020 |
| | **Systemic Lupus Erythematosus** | Phase 2b | Timing of study start to be determined |
| **Pain** | | | |
| **ISC 27864 mPGES-1 Inhibitor** | **Osteoarthritic Pain** | Phase 2b | Fully enrolled. Top-line results of this randomised double-blind placebo-controlled study in the first half of 2020 |
| **ISC 17536 TRPA1 Antagonist** | **Painful Diabetic Peripheral Neuropathy** | Phase 2a | Phase 2a study completed. Additional studies to start in 2020 |
| **Oncology** | | | |
| **ISB 1302 HER2xCD3 Bispecific Antibody** | **Breast Cancer** | Phase 1a/1b | Currently enrolling |
| **ISB 1342 CD38xCD3 Bispecific Antibody** | **Multiple Myeloma** | Phase 1a/1b | Currently enrolling |

## Update on Pre-clinical Pipeline

| Pre-clinical Asset | Therapy | MoA/Class | Potential Indication | Comments |
|---|---|---|---|---|
| **To be Named** | **Oncology** | MAP4K1 Inhibitor | To be Determined | Initiate Phase 1 in CY 2020 |
| **GRC 39815**[1] | **Respiratory** | RORγt inhibitor | COPD | Initiate Phase 1 in FY 2020 |

Note: ISB – biologics; ISC/GRC – chemical entities

1. The molecule is under entity: Glenmark Pharmaceuticals Limited, others are under Ichnos Sciences Inc., USA

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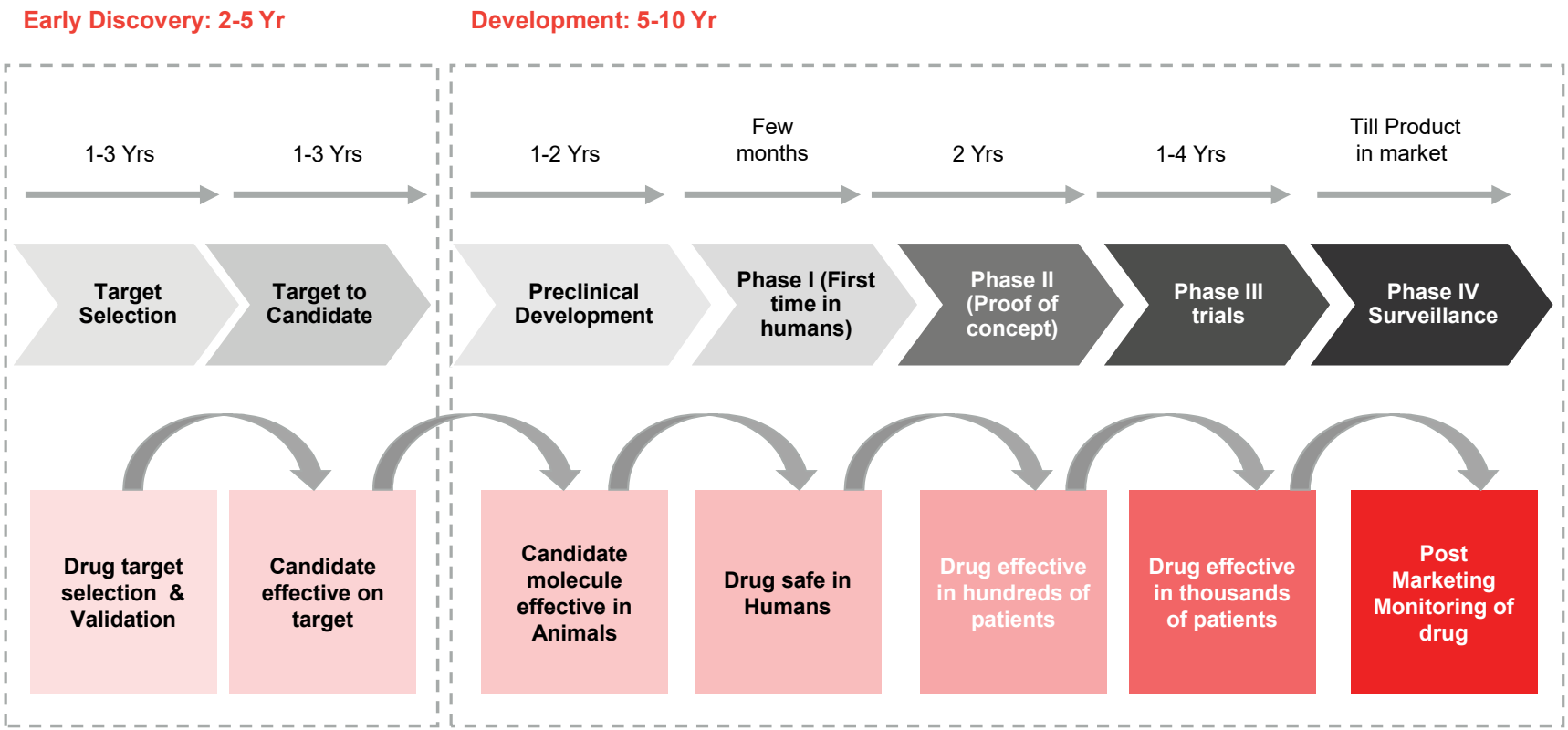
# 6 DRUG DISCOVERY AND DEVELOPMENT PROCESS




Note: Number of people enrolled for trials and trial timelines are dependent on multiple factors e.g. disease, drug

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# 7 STRONG CORPORATE GOVERNANCE: HIGHLY EXPERIENCED BOARD OF DIRECTORS

**Glenn Saldanha, Chairman and MD**

- MBA from New York University's Leonard N. Stern School of Business
- Worked for Eli Lilly and Consultant with Price Waterhouse Coopers

**Cherylann Pinto, Executive Director – Corporate Affairs**

- General Management from the Harvard Business School in Boston
- 30+ years of experience in Pharma

**V.S. Mani, Executive Director & Global CFO**

- 29+ years of industry experience across treasury, accounting, financial planning & analysis, risk management and investor relation

**Rajesh Desai, Non-Executive Director**

- Chartered Accountant
- Been with Glenmark for 30+ years
- Led Finance, Legal vand IT

**B. E. Saldanha, Non-Executive Director**

- Whole-time Director of the Company from 1982 to 2005
- Responsible for developing export business

**D. R. Mehta, Non-Executive Independent**

- Ex- Deputy Governor, RBI and Ex- Chairman, SEBI
- 40+ years experience in Civil Services

**Sridhar Gorthi, Non-Executive Independent**

- Partner at Trilegal
- Involved in legal advisory services to MNCs and domestic corporations

**JF Ribeiro, Non-Executive Independent**

- Retired Govt. Officer
- Under Commissioner of Police, Mumbai and Special Secretary to Govt. of India, Ministry of Home Affairs

**Brian W Tempest, Non-Executive Independent**

- 40+ years experience in Pharmaceuticals
- Fellow of the Royal Society of Chemistry, Medicine

**Bernard Munos, Non-Executive Independent**

- Founder, InnoThink Center for Research in Biomedical Innovation
- Served Eli Lilly & Company USA as Advisor, Corporate Strategy

**Milind Sarwate, Non-Executive Independent**

- Ex-CFO of Marico Ltd.
- Chartered Accountant, Cost Accountant and Company Secretary

**Saira Ramasastry, Non-Executive Independent**

- 20+ years experience in Life Sciences Industry
- Founder and Managing Partner of Life Sciences Advisory, LLC

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# 7 STRONG CORPORATE GOVERNANCE: HIGHLY EXPERIENCED MANAGEMENT

## Glenmark Pharmaceuticals Limited

**Sujesh Vasudevan, President, India, Middle East and Africa**

- 30+ years of experience in Pharma Industry
- Prior to Glenmark he was with Abbott heading the India Business

**Robert Matsuk, President & Head of North America**

- Joined in May 2014 with 28+ years of experience
- Prior to Glenmark, he was the Executive Vice President at HighPoint Solutions

**V.S. Mani, Global Chief Financial Officer**

- 29+ years of industry experience across treasury, accounting, financial planning & analysis, risk management and investor relation

**Jayaram Philkana, President & Global Chief Human Resources**

- 20+ years of experience across firms like UPL Ltd.(Global CHRO) & Cargill
- Specialization in Human Resources from XLRI Jamshedpur

**Dr Darshan Makhey, President & Head of Global Quality**

- 22+ years of experience across multiple firms such as Sanofi, Dr. Reddy's etc. in quality function

**Shriram Venkatasubramanian, President & Head Global Operations & Supply Chain**

- 24+ years of rich experience in managing end to end Supply Chain and Manufacturing operations, Business transformation, HR & IT

**Kaizad Adi Hazari, President & Global Head- Legal & Corporate Affairs**

- 26+ years of experience across industries
- Prior to Glenmark, he was CEO-Stressed Assets business, HDFC Limited

## Ichnos Sciences Inc.

**Alessandro Riva, Chief Executive Officer, New innovation Business**

- Previously Executive Vice President, Head of Oncology Therapeutics at Gilead Sciences
- Experience across firms like Novartis, Rhône-Poulenc Rorer and Aventis

## Glenmark LifeSciences Limited

**Dr. Yasir Rawjee, Chief Executive Officer, Glenmark Life Sciences**

- Previously associated with Mylan, GlaxoSmithKline and Matrix Laboratories
- PhD in Chemistry from Texas A&M University, USA and holds a degree in B.Sc.(Tech.) from UDCT, India

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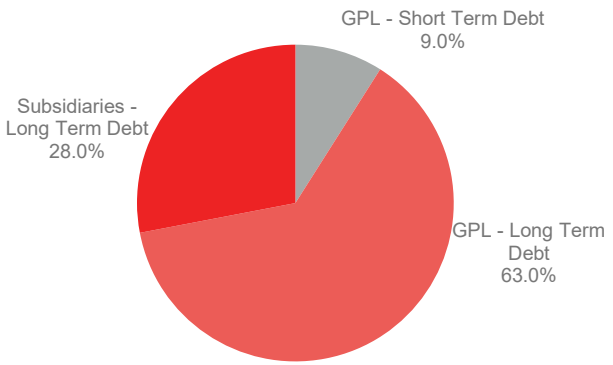
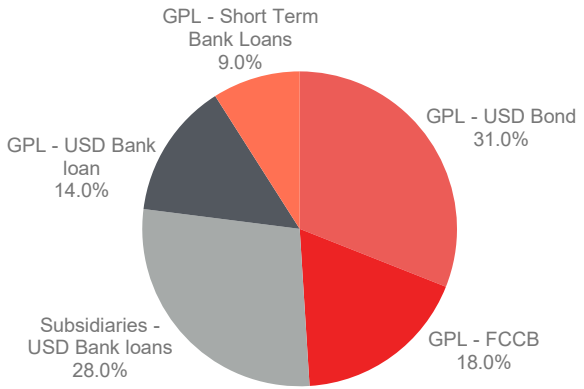
# 8 PROACTIVE REFINANCING; DIVERSIFIED FUNDING SOURCES

## Debt Structure




## Diversified Funding Sources




- Company has been proactive in terming out its debt maturity profile. In September 2018, Glenmark refinanced part of 2022 FCCBs via $90.8 mn USD bank loan.
- Company has diversified funding sources: ~50% through capital market instruments and ~50% through bank loans, besides healthy cash balance of ~ INR 9.3 bn.

Note: Both the graphs represent position as on September 30, 2019

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# Financial Summary

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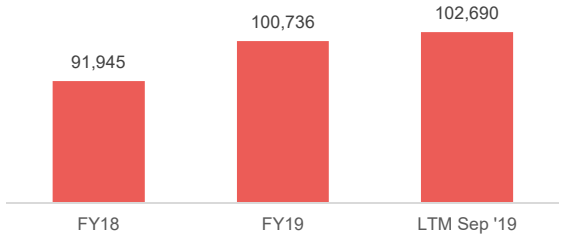
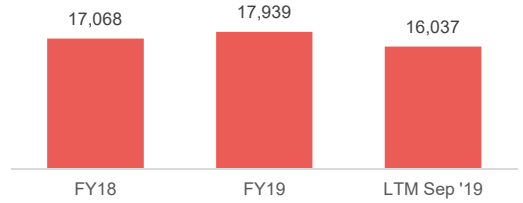
# EXCELLENT FINANCIAL FLEXIBILITY

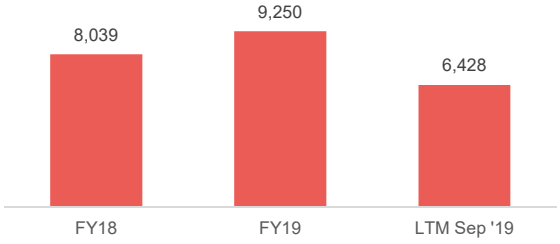
## Total Revenue[1] (INRmn)



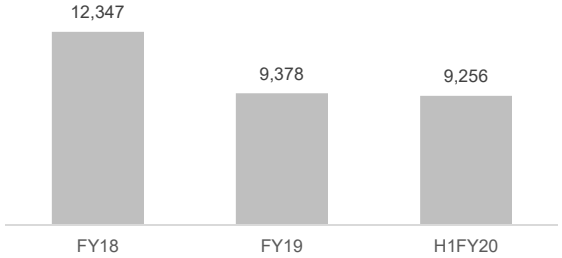

## EBITDA[2] (INRmn)



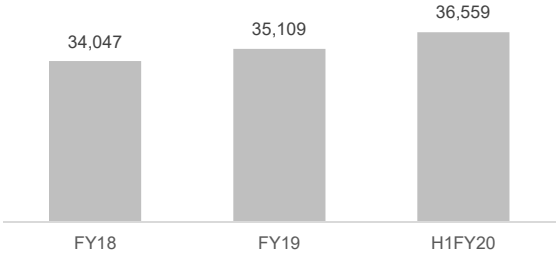

## Net Income (INRmn)



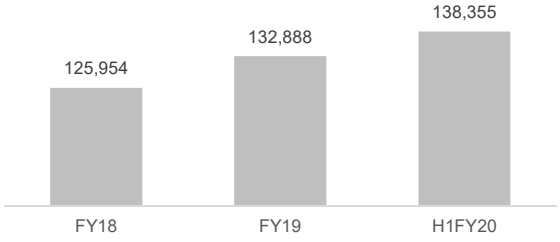

## Cash and Bank Balances[3] (INRmn)




## Total Net Debt[4] (INRmn)




## Total Assets (INRmn)




1. Total net operating revenue + other income.
2. Total revenue – materials consumed - Changes in inventories of finished goods and work-in-process - Purchase of products for sale – employee costs – other expenses.
3. Excluding effect of restricted cash.
4. Short-term borrowings + Current portion of long-term borrowings + Long-term borrowings – Cash and cash equivalents (Excluding effect of restricted cash).

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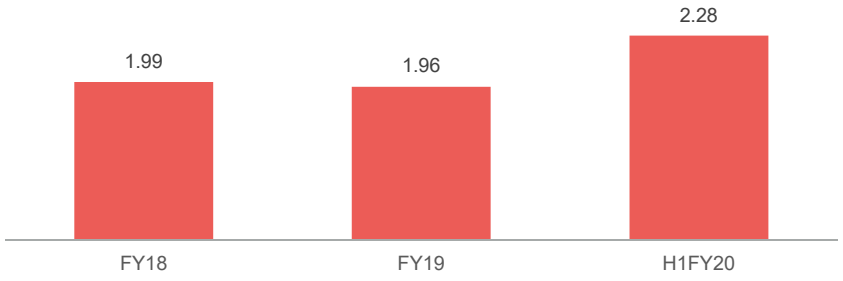
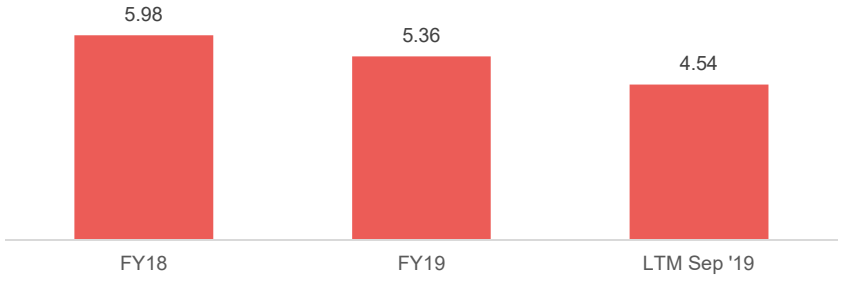
# EXCELLENT FINANCIAL FLEXIBILITY (CONT'D)

Conservative financial profile highlighted through strong interest coverage and low leverage ratios

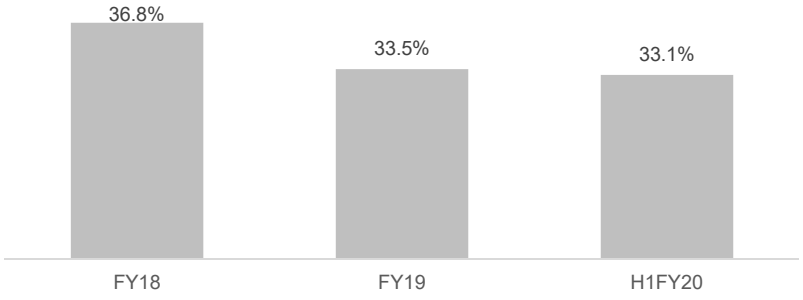
**Net Debt / EBIDTA[1]**



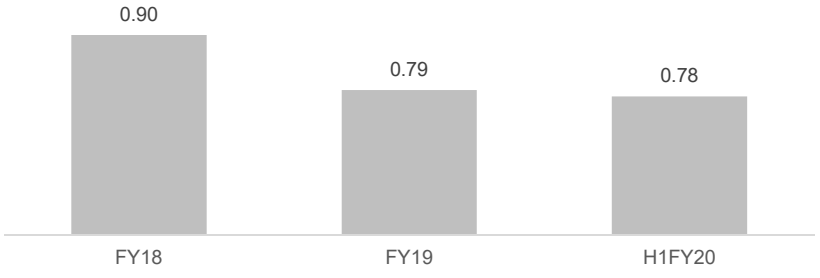

**EBITDA / Interest Expense[1]**




**Total Debt / Assets**




**Total Debt / Equity**




1. Based on LTM i.e. 1st October 2018 to 30th September 2019

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BUSINESS OVERVIEW

CREDIT HIGHLIGHTS

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# Appendix

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# KEY GROWTH DRIVERS

## Focus on Select Rx Therapeutic Areas

- Primary areas – Dermatology, Respiratory, Cardiovascular, Diabetes & Oncology across all markets
- Secondary areas – Cardio-metabolic in select markets

## Launch Global Brands

- Preparing to launch Ryaltris™ across key markets globally – through mix of in-house/partnered commercial models
- Recently launched Nebzmart across India, LATAM, ARCIS markets
- Other specialty pipeline products under development

## Strengthen Commercial Infrastructure

- Increase presence in large markets of MEA and Asia
- Expand field-force in selected markets such as the US, India and LATAM

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# AWARDS

Featured
**4th Annual Inclusive Business List 2018**

Featured
**2nd Edition of ETChallenger2Good**

**CII Safety Health & Environmental Excellence and Innovation Award 2018**
For the Indore facility

Featured
**in the Dow Jones Sustainability Emerging Markets Indices 2019, 2018**

**Greentech Safety Award 2018**
Won by 5 of Glenmark's manufacturing facilities

**Grow Care India Occupational Health & Safety Awards 2017 in Gold Category**
For the Nalagarh facility

**18th Annual Greentech Environment Award**
For the Indore facility

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# Thank You