

## **Zydus Cadila joins the billion dollar league**

*The company turnover crosses \$ 1 billion mark in 2010-11*

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*Ahmedabad, April 1, 2011*

Joining the elite billionaire club of Indian pharma companies, Zydus Cadila, announced that it has ended the financial year 2010-11 on a high note, taking its revenues beyond the \$ 1 billion mark. The estimations are based on the company's MIS as the financial results are yet to be audited. The journey to the billion had started in 2007 soon after the group had crossed its goal of posting a turnover of \$400mn.

Chairman and Managing Director of the group, Mr. Pankaj R. Patel said. "When we began our journey to the billion in 2006-07, we knew it would be a big leap forward. This has been the result of an all-round effort in terms of strengthening existing businesses, building new capabilities and venturing into new geographies. Our expansive vision continues as we move beyond the billion."

It has been an eventful journey of four years as the company catapulted itself from a turnover of \$400 mn to the billion mark. The key markets of US, France, Spain, Japan, Brazil and South Africa have contributed to this goal by growing at more than 40% .

With over 300 new product launches that include over 60 first-in-India launches, the India formulations business has been the mainstay of the operations. The group continues to be amongst the leaders in the women's healthcare, gastrointestinals, respiratory and cardiovascular segments. Foray into specialised areas like dermatology, nutraceuticals, hepatology and rheumatology with the setting up of new specialty divisions has helped the group create new inroads in the Indian pharma market.

The most striking development which underscored the group's speed and efficiency in responding to market needs was the launch of VaxiFlu-S, India's first indigenously manufactured vaccine to combat swine flu in 2010.

As a value creation initiative, the group's consumer business was restructured and integrated into Carnation Nutra Analogue Foods Ltd. Renamed as Zydus Wellness Ltd. , the company now spearheads the Zydus group's presence in the fast growing consumer healthcare market and has been listed as Asia's 200 'Best under a Billion' by Forbes.

Making brisk progress in NME research, the group now has 12 INDs in various stages of clinical trials.

Another key aspect of its journey of growth has been the ability to work with partners and forge win-win alliances and joint ventures. The group has set up joint ventures with Abbott, Bayer, Hospira and Nycomed.

The group begins its march beyond the billion with a thrust on new portfolios such as vaccines, biologics and transdermals. The group has set up Zydus Vaccine Technology Centre, Zydus Biologics and Zydus Technologies to spearhead its foray in these segments.

Starting out after a vertical split in the erstwhile Cadila Laboratories in 1995 the group has posted an 18 fold growth over the last 15 years. With a modest beginning as an India focussed company and a turnover of Rs. 200 crores, the group is today the 5<sup>th</sup> largest Indian pharmaceutical company. The group was declared the 'Emerging Company of the Year' by the Economic Times Awards for Corporate Excellence 2010.

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