<table>
<thead>
<tr>
<th>Table of Contents</th>
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</thead>
<tbody>
<tr>
<td>CORPORATE OVERVIEW</td>
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<tr>
<td>ZYDUS AT A GLANCE</td>
</tr>
<tr>
<td>ZYDUS NEXT WAVE OF GROWTH</td>
</tr>
<tr>
<td>ZYDUS ORGANIZATION</td>
</tr>
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- ZYDUS ORGANIZATION
Zydus – Business Overview

65+ years
Business Excellence

$3.99 Bn\(^1\)
Market Cap

~$148 Mn\(^2\)
R&D Spend in CY19

37
Manufacturing Facilities

25000+
Employees

Global Footprint

Sales Split (CY19)\(^2\)

\[ \text{~$1.97 Bn Revenue} \]

20% CAGR in revenues in 2 decades\(^2\)

Team Analysis, Internal Data

\(^1\) As on 10th February 2020, $1 = USD 1 = INR 70
\(^2\) All spends and revenue figures at $1 = USD 1 = INR 70
Zydus - Financial Overview

Unlocking the Potential

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue¹</th>
<th>EBITDA¹</th>
<th>Profit¹</th>
<th>EPS¹</th>
<th>Market Cap</th>
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</thead>
<tbody>
<tr>
<td>FY19</td>
<td>$1881 Mn</td>
<td>$425 Mn</td>
<td>$264 Mn</td>
<td>$0.26</td>
<td>$3.99 Bn²</td>
</tr>
<tr>
<td>FY04</td>
<td>$179 Mn</td>
<td>$35 Mn</td>
<td>$19 Mn</td>
<td>$0.30</td>
<td>$0.4 Bn³</td>
</tr>
</tbody>
</table>

Delivering what we promise

- Building strong foundation
- Establishing Leadership
- Global Expansion
- Sustainable growth
- $332 Mn¹
- ~$0.9 Bn¹
- ~$1.9 Bn¹

19%
Total shareholder return over 15 Years (CAGR)

18%
EBITDA growth over 15 Years (CAGR)

1 $1 = USD 1 = INR 70
2 As on 10th February 2020, $1 = USD 1 = INR 70
3 As on 31st March 2004, $1 = USD 1 = INR 70
Zydus is a diversified organization with a focused approach

Global Gx Business
~ $895 Mn
Sales growing at CAGR of ~18%¹

Global Branded Gx Business
4th largest pharmaceutical company in India²

Specialty Products, Biosimilars & Vaccines
Multiple specialty and complex generics products under development

NCEs & NBEs
1st Indian NCE developed in-house: Lipaglyn® (Saroglitazar)

Allied Businesses: Wellness & Animal Health
Dominant presence in niche segment of Health & Wellness

Partnerships & Alliances
50:50 joint partnerships* Pfizer
25:75 joint partnership* Takeda

~ $895 Mn Sales growing at CAGR of ~18%¹

Over 15 years of presence in the US

Strong presence in France & Spain with focus on expanding market coverage

4th Largest pharmaceutical company in US by total prescription²

APAC Afri-ME LATAM
Creating a stronger presence across various markets

4th Global Gx Business

1st global biosimilar of Adalimumab launched in India (Exemptia)*

10+ NCEs/NBEs in pipeline*

#2 largest animal health company in India with a wide portfolio of Drugs, Vaccines and Feed Supplements*

# Top 3
…in Pain, Oncology, Respiratory, Gynaecology³

Diverse portfolio of 20 Biosimilar products*

2nd company in the world to develop Typhoid conjugate vaccine*

Global Lipaglyn® Program:
• Received marketing approval in Mexico
• Phase II trials completed in US for NASH indication

95% market share in sugar substitutes⁵

Integrated the acquired business of Heinz which has leading brands viz. Glucon D, Complan & Nycil

#1st global NCE lipaglyn®

NBE: 1st (Polyclonal antibody) in collaboration with WHO received mkt. authorization in India

10+ NCEs/NBEs in pipeline*

MULTIPLE

#1st Indian NCE developed in-house: Lipaglyn® (Saroglitazar)

Global Lipaglyn® Program:
• Received marketing approval in Mexico
• Phase II trials completed in US for NASH indication

95% market share in sugar substitutes⁵

Integrated the acquired business of Heinz which has leading brands viz. Glucon D, Complan & Nycil

#2 largest animal health company in India with a wide portfolio of Drugs, Vaccines and Feed Supplements*

25 ANDAs filed, 21 approved (for partners)*

¹ CY 16 to CY 19, ² IQVIA NPA Generic TRx MAT December 2019, ³ AWACS MAT December’19, ⁴ AWACS MAT December’19, ⁵ Nielsen data MAT December 2019 * Internal data, Team Analysis

¹ Lipaglyn® is a prescription drug authorised for sale in India only and can be taken only under the advice and guidance of a registered medical practitioner
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Zydus – Major Growth Drivers for Future through Product Lines [1/2]

Key Geographies

Key Product Lines

Wellness
Biosimilar
Vaccines
NCEs & NBEs
Specialty & Complex Gx
Zydus – Major Growth Drivers for Future through Geographies [2/2]

~65% revenues coming from key geographies of Emerging Markets

Poised to be the third pillar for Zydus’ growth

Significant investment in key potential geographies

Revenue

Consistent growth in revenues

$105 Mn¹

$130 Mn¹

CY16

CY19

Key market trends

1. EM is expected to drive global rebalancing

$365 Bn²

FY 2017

$800 Bn²

FY 2027

~8%

~30%

~43%

% of global sales

2. Different players have had varied degrees of success in EM so far

3. Emerging Markets have helped global companies to offset uncertainties in the US market

Key markets

Indicative geographies

~30%

~43%

Zydus’ Approach for Future

A. Enhanced focus to build scale in 2-3 markets
   Concentrate resources & make large bets

B. Feed regulatory clusters around scale markets

C. Seed & maintain presence in other markets using a performance management framework for option value

D. Build global platforms in differentiated assets

¹ $1 ≈ USD 1 ≈ INR 70

² BMI
Zydus is one of the fastest growing pharmaceutical companies in the US with ~$895 Mn revenues growing at CAGR of ~18% [1/2]

Over last 15 years Zydus has successfully commercialized 175+ products and gained leadership in the market

**Strong Financials**
- Proven commercial success in US market with ~$895 Mn in revenues growing at CAGR of ~18%
- Future growth and revenue enabling product pipeline

**Market Leadership**
- 4th largest Generic Pharmaceutical company in US by Prescription Share 1
- Leadership position in top 10 Products of our portfolio 2

**Product Portfolio**
- Diligently built product portfolio of 500+ products at optimum RoI
- 175+ product launches
- 1st to launch high value generics

**Quality Compliant Manufacturing and Commercial Infrastructure**
- Capability to manufacture different dosage forms including complex products with highest quality standards
- Long-standing relationship with key GPO, distributor and wholesale decision makers
- Established Sales and Marketing Team

**Key Growth Drivers**
- Novel Treatment Options
- Launch of high-value products
- Biologics
- Specialty Medicines

The US Medicine Spending was ~466 Bn$+ in 2017 & is expected to reach ~600 Bn$ by 2022 with a CAGR of 4-7% 3

-Zydus is well positioned for growth with a strong portfolio of products ranging from Vanilla Generics to NCES through in-house efforts as well as partnerships

- Diverse product pipeline
- Focus on complex generics (dosage form and delivery platforms), specialty products and 505(b)(2)
- Supply-chain excellence and Cost competitive manufacturing
- Successful Partnerships to drive growth

---

1 IQVIA National Prescription Audit, MAT December 2019
2 IQVIA National Sales Perspective Audit, MAT Dec 2019 and IQVIA National Prescription Audit, Dec 2019
3 IQVIA Report 2018 and Beyond, March 2018
### US Generic market outlook & Zydus’ growth strategy [2/2]

<table>
<thead>
<tr>
<th>Trends in US Market</th>
<th>Zydus’ approach to drive growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pricing challenge</td>
<td>1 Focus on base business, cost optimization and productivity</td>
</tr>
<tr>
<td>Customer consolidation &amp; portfolio optimization by big players</td>
<td>2 Extensive product portfolio &amp; pipeline</td>
</tr>
<tr>
<td>Supply Chain Disruption</td>
<td>3 Internal API for key products</td>
</tr>
<tr>
<td>Increased generic competition</td>
<td>4 Focus on new launches</td>
</tr>
<tr>
<td>Challenges in complex products (Drug-device/biosimilars)</td>
<td>5 Diversifying portfolio for favorable risk reward ratio</td>
</tr>
</tbody>
</table>
Zydus is a dominant player across value chain of healthcare business in India

### Revenue

<table>
<thead>
<tr>
<th>CY 14</th>
<th>CY 19</th>
</tr>
</thead>
<tbody>
<tr>
<td>$482 Mn</td>
<td>$842 Mn</td>
</tr>
</tbody>
</table>

- **CAGR ~12%**

### Portfolio & Key Strengths

- **4th largest pharma player in India by size**
- **4.2%**...value market share in India
- **Top 3**... in Oncology, Respiratory, Pain, Gynaecology TAs
- **Diverse Portfolio**...with key presence in Pharma, Wellness and Animal Health

- New products & Volumes are major growth drivers
- Diversifying business through building Specialty Portfolio & Biologics
- Dedicated field force segmented by mass and specialty; reaching to 300,000+ doctor and 500,000+ retail partners
- Thriving in niche categories of health and wellness with Sugarfree, Nutralite and Everyuth
- Integrated the acquired portfolio of Heinz having the leading brands viz. Glucon-D, Nycil and Complan
- Strong distribution network with significant presence at retailer chemists’ accounts
- **2nd largest Animal Healthcare Company in India**
- Introduced one of the highest ‘First-to-the-market’ products
- Consolidated our presence through Acquisition of Zoetis

### Capabilities

- **Diversity**
  - Present across value chain in Healthcare
- **Leveraging Leadership**
  - Established BGx Player, 4th largest in India
- **Strong Network**
  - strong Physician and retail connect with established relationships across Indian geography
- **Innovation**
  - Rich product pipeline (Biologicals, Vaccine, Differentiated Gx).
- **Established Mfg. & Supply capacity**
  - Capacity to cater to larger and diverse demand

#### Note:
- Lipaglyn is a prescription drug authorised for sale in India only and can be taken only under the advice and guidance of a registered medical practitioner
- 1, 2, 3 AWACS MAT December’19, * Internal data, Team Analysis
- $1 = INR70
- CAGR ~12%

#### Percentage of Revenue Share (% Revenue Share, $1 = INR70)

- **India Pharma**: 63%
- **Zydus Wellness**: 28%
- **Animal Health**: 9%
Building mega brands, investing on building capabilities and leveraging in-organic opportunities will remain cornerstone of our strategy

**Market Trends**

- **India Pharma Market** will continue to grow double digit\(^1\) despite challenges; **volumes & new products** will be major growth drivers
- Anti-infective will show stagnancy while **lifestyle disorders, CVD, Respiratory & Oncology** will gain additional scale
- **FMCG market** is shaping up and growing at rapid pace owing to rapidly changing consumer preferences and **income upscaling & rapidly growing middle class**
- **Indian Animal Healthcare market** is witnessing healthy growth led by poultry & Biological portfolio
- New variations of animal diseases pose both challenges and opportunities for the market, leading to constant innovation\(^*\)

**Zydus’ Approach**

- Aspire to grow in line **with the market** by strengthening core portfolio and launch of differentiated/specialty BGx, Biosimilars & Vaccines
- Building **25 mega brands** through driving double digit growth, by leveraging SFE capabilities, digital infrastructure
- Expand our **sugar substitute franchise** by bringing innovative options to cater larger pool
- Capitalize on our acquisition of Heinz portfolio and drive profitable growth
- Fast scale up of **farm-care business** to improve the market share in nutrition-centric livestock market
- Faster development of **superior new products** to maintain leadership position in therapeutic and poultry businesses

---

\(^1\) visiogain.com/report/indian-pharmaceutical-market-forecast-2018-2028,

\(^*\) Team Analysis, Internal Data
Zydus Wellness: Poised for the next Big Leap [1/2]

Financials

27+ years of Operational excellence

Trusted brands with a strong brand recall value

#1 in Sugar substitutes, Butter substitute and Skin Care

~ $1220 Mn Market Cap

Science and Innovation led product portfolio

Our Leading Brands

• Undisputed market leader with category defining market share of ~95%3
• Significant growth potential: 60 mn+ diabetics in India with an increasingly health-conscious urban population
• Category leadership reinforced through innovative products like SugarFree Green and Sugarlite

• Demonstrated category and brand leadership through –
  • Expansion into the $100 Mn+ mayonnaise market growing at 20%+
  • Innovative products like flavored fat spreads to extend the low calorie spread category
  • Opportunity to extend other breakfast and snacking spaces

• Pioneer & market leaders of Scrubs (~32%) and Peel Offs (~81%)3
• Strong brand growth in line with category growth of 10%+
• Growth drivers include increasing penetration of Scrubs and Peel Off masks and premium skin care launches like tan removal packs

1 Scrub and Peel-off, Internal data, Team Analysis, 2 As on 10th February 2020, $1 = USD 1 = INR 70, 3 Nielsen data MAT Dec 2019
All spends and revenue figures at $1 = USD 1 = INR 70

• Zydus Wellness has a track record of building new emerging categories with differentiated product propositions

• Unparalleled delivery of consumer value, translating into a 20%+ CAGR in shareholder value in the last 10 years to reach a market valuation of ~$1220 Mn2

~$75 Mn revenue in CY-18
Zydus Wellness: Poised for the next Big Leap [2/2]

Acquire Heinz India Pvt. Ltd., catapulting it amongst the leading consumer wellness business in India

Significant synergy potential in the combined business

- Omni channel strategy
- Increase access to rural markets
- Double the direct reach
- Enhance engagement with key accounts
- Benefit from wider talent pool and capabilities
- Revenue synergies
- Cost savings

Extensive pan India distribution network (Heinz)

<table>
<thead>
<tr>
<th>Distributors</th>
<th>Retailers</th>
<th>Warehouses</th>
<th>Field force</th>
</tr>
</thead>
<tbody>
<tr>
<td>800+</td>
<td>1.7 mn</td>
<td>21</td>
<td>~ 1,000</td>
</tr>
</tbody>
</table>

Value accretive acquisition

- $75 Mn
- $170 Mn
- $245 Mn

Revenues for 12 months ended 31st December 2018

Instant boost in share of Wellness pie

Foods

- Instant energy powder
- Health food drink
- Sugar substitute
- Butter substitute
- Premium healthy ghee

Skin care

- Natural skin care
- Prickly heat powder

1 Rank within scrubs and peel offs sub-category - 81% market share in the peel-offs sub-category and 32% market share in the scrubs sub-category

All spends and revenue figures at $1 = USD 1 = INR 70
## Zydus: A Global Player in the evolving Biosimilars Space [1/2]

### More than 19 years of experience of biosimilars development

### A key Growth Driver for the India Business

- Robust Infrastructure
- Diverse Portfolio
- Leading Brands

### A portfolio of 10+ commercial biosimilars on Indian Market

### A team of 300+ scientists in R&D and Manufacturing

---

### Robust Infrastructure

- One of the largest installed and running State-of-the-art biologics manufacturing plant in Asia for monoclonal antibodies

- 100+ scientists in R&D with capabilities across biosimilar development and focus on quality, efficiency and regulatory compliance

### Diverse Portfolio

20 Biosimilar programs form our overall portfolio

<table>
<thead>
<tr>
<th>S. No.</th>
<th>Product</th>
<th>Indication</th>
<th>Cloning</th>
<th>Process Dev.</th>
<th>Pre-Clinical</th>
<th>Regulatory</th>
<th>Clinical Dev.</th>
<th>Indian MA</th>
<th>India Launch</th>
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<tr>
<td>1</td>
<td>IFN-α2b</td>
<td>Hepatitis B &amp; C</td>
<td>Launched</td>
<td></td>
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<tr>
<td>2</td>
<td>PEG-IFN</td>
<td>Hepatitis B &amp; C</td>
<td>Launched</td>
<td></td>
<td></td>
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<td>3</td>
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<td>5</td>
<td>PEG-G-CSF</td>
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<td>6</td>
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<td>7</td>
<td>Adalimumab</td>
<td>Inflammation</td>
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</tbody>
</table>

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### Leading Brands

- In last few years we have launched a number of leading biosimilar brands in the Indian market
- These brands have catapulted us to leading position in therapy areas like oncology, rheumatology

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1 IPSOS MAT 2018, *Team Analysis, Internal Data
Zydus: A Global Player in the evolving Biosimilars Space [2/2]

Current Trends in Biosimilars

India
- Ever Increasing penetration of biosimilars with more than 50 approved products on the market
- Cut-throat price points with similar efficacy to originator products*

Emerging Markets
- The potential for biosimilars in emerging markets remains attractive however players with most effective local presence have proven successful
- Local partnerships with market leaders seems the right option both in short term and long term for these markets

Europe
- 45 approved Biosimilars, leading to -
- Huge discounting from both biosimilar manufacturers & innovators alike, raising a
- Question mark on sustainability of players?

USA
- Limited progress on biosimilar approvals leading to lower penetration
- Challenges on multiple fronts include regulatory clarity, patent & litigation challenges, weak market incentives*
- Interchangeability guidance draft just released with other guidance on analytical comparability studies

Zydus’ Approach: Geographic Expansion

No. 1 Player in Biosimilars space
1st to enter & remain a strong player based on continuous cost improvements

Partner With Regional Leaders In Various Markets
Selected Play With A Limited Portfolio Based On The Competition Scenario
Seek partnerships on product to product basis

Emerging Markets
EU & US

*Team Analysis, Internal Data
Zydus Vaccines: An emerging player in Vaccine Space [1/2]

20+ years
...of experience. started journey in 1998*

Growth Driver
...major growth driver for India geography*

5
Manufacturing (3) and R&D (2) Facilities*

300+
...dedicated scientists and Workforce*

Current Strengths & Capabilities

• R&D: Robust Product Pipeline coming out of dedicated R&D facilities in India & Europe. 2nd company in the world to develop Typhoid conjugate vaccines*
• Capabilities to conduct research from "Concept to First-in-man trials" under one roof across vaccines types

- Live Attenuated
- Sub-unit
- Inactivated
- Inactivate Toxins
- Others

Portfolio

Growth Driver

• Dedicated manufacturing capabilities catering to differentiated portfolio*
• Vaccine innovation comes from two R&D centers focused on developing newer vaccines*
• Capacity to produce 19 Million doses. Aiming to build lean and agile supply chain

Portfolio: Focus on innovative and differentiated vaccines catering to unmet needs

Vaccine Technology Centre (VTC)
Ahmedabad, Gujarat, India

Etna Biotech
Catania, Italy

Mfg. & Supply:

Zydus Vaccine Pipeline:
Commercialized / Market Authorization Received*

<table>
<thead>
<tr>
<th>#</th>
<th>Vaccines</th>
<th>Pre-Clinical</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>Indian Market Authorization</th>
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<tr>
<td>1</td>
<td>Measles</td>
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<td>Tetanus toxoid</td>
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<tr>
<td>3</td>
<td>DTwP</td>
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<tr>
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<td>12</td>
<td>Pentavalent (DTP-Hib-HepB)</td>
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<td>13</td>
<td>Hepatitis B</td>
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<td>Tetanus-Diphtheria</td>
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<td>16</td>
<td>Hepatitis A</td>
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<td>18</td>
<td>Chikungunya</td>
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</tr>
</tbody>
</table>

*Team Analysis, Internal Data, Mfg. – Manufacturing, MA – Market Authorization, # In Market Vaccines
Zydus Vaccines: An emerging player in Vaccine Space [2/2]

**Market Trends**

- Global Vaccines Market is expected to reach $65 Bn by 2023 at CAGR of 10.9% during 2017-23¹
- Vaccine market will continue to be the most **dynamic** and **evolving** in nature
- **Strong supply capacity** backed up by **robust R&D capabilities** are key success factors
- **Rise in awareness** of preventive measures, strong government programs will drive growth in **middle and low income countries**
- **Newer generation and combination** vaccines will drive growth in **high income countries**¹
- **Cost effective** differentiated vaccine at **large scale** will help in representing at **global public markets**

**Leveraging Capabilities**

**R&D** –
- Develop innovative and differentiated vaccines
- Develop vaccines of global standards
- Advanced research & analytics

**Robust manufacturing / supply** –
- WHO Pre-Qualification
- Capacity Scale-up for PQ requirement
- Global footprints with robust portfolio

**Growth Theme**

- India + EM Franchise Partners
- India Public Market
- WHO Pre qualification
- Emerging market expansion

We seek partnership from firms to build capabilities for Global Market presence.

* Internal Data, Team Analysis
## NCEs & NBEs: Highlights and Focus Therapy Areas

### NCEs Pipeline

<table>
<thead>
<tr>
<th>Project</th>
<th>Target Description</th>
<th>Indication</th>
<th>Drug Discovery</th>
<th>Lead Optimization</th>
<th>Preclinical Dev.</th>
<th>IND</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>ND A</th>
<th>Marketed</th>
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<tr>
<td>Desidustat</td>
<td>HIF-PH inhibitor</td>
<td>Anemia</td>
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<td>ZYH7</td>
<td>PPAR α</td>
<td>Dyslipidemia</td>
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<td>ZYKR1</td>
<td>Kappa opioid agonist</td>
<td>Pain</td>
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<tr>
<td>ZRC-3278 / MMV 253</td>
<td>V-type H+ ATPase (MMV Collaboration)</td>
<td>Malaria</td>
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### NBEs Pipeline

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<tbody>
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<td>Infect. Disease</td>
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<td>ZRC-NB-3224</td>
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<td>ZRC - 3298</td>
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<td>ZRC - 3297</td>
<td>Auto immune Disease</td>
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<td>ADC 2</td>
<td>Oncology</td>
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</tr>
</tbody>
</table>

~275 Dedicated Scientists

5 NCEs in clinical development

10+ NCEs/NBEs in Pipeline

Focus Therapy Areas
- Pain
- Cancer
- Inflammation
- Infection
- Cardio-metabolic

Capabilities to do research from “Concept to First-in-man trials” under one roof
Driving value of Saroglitazar franchise by strategic progression of clinical development (indication-wise)

Saroglitazar Mg is an investigational new drug in the United States. The drug reported positive results in EVIDENCES IV Phase II clinical trials in NAFLD and NASH indication. It is also undergoing Phase II clinical trials in the US for Primary Biliary Cholangitis (PBC) indication.

- **Hypertriglyceridemia**
  - In Type 2 Diabetes, not controlled by sitting
  - APPROVED *
  - Hypertriglyceridemia is a condition in which triglyceride levels are elevated.

- **Diabetic Dyslipidemia**
  - APPROVED *
  - Diabetic Dyslipidemia is a condition where a person is diabetic and has elevated levels of the total cholesterol.

- **Type 2 Diabetes**
  - APPROVED *
  - Type 2 diabetes is a progressive condition in which the body becomes insulin resistant and blood glucose (sugar) levels rise higher than normal.

- **NASH**
  - NDA FILED
  - Non-Alcoholic Steato-Hepatitis (NASH) is a liver disease in which fat accumulates in the liver. Obesity, insulin resistance, diabetes and lipid disorders lead to NAFLD which progresses to lethal NASH situation.

- **Lipodystrophy**
  - PHASE III
  - Lipodystrophy is a problem with the way the body produces, uses, and stores fat. Patients with lipodystrophy suffer from metabolic disorders including lipid disorder and insulin resistance that leads to diabetes.

* Lipaglyn® is a prescription drug authorised for sale in India only and can be taken only under the advice and guidance of a registered medical practitioner.
Zydus has committed significant resources to build ‘Brand Business’ to ensure continued growth trajectory.

Zydus is all programmed for growth through its investments in generics portfolio, specialty generics, and brand business. The next wave of growth will come from ‘Brand Business’ from focused Therapy Areas (TA).

The next growth wave is anticipated from branded business.

Generate incremental revenues from brand products / new product launches.

<table>
<thead>
<tr>
<th>Launch</th>
<th>Growth Phase</th>
<th>Maturity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Limited portfolio with small base of business</td>
<td>New product launches and market share gains</td>
<td>Value erosion of base business equals to revenues from new product launches</td>
</tr>
</tbody>
</table>

Revenue vs. Time

Specialty & Complex Gx
TA Focus: Zydus is targeting to invest in niche therapies and disruptive solutions to support branded business growth objectives

Target Therapies

- Specialty Oncology
  - Haematological Malignancies
  - Supportive Oncology

- Pain
  - Non Opioids for Short Term Pain
  - ZYKR1 - Kappa Opioid Agonist

- Rare Disease
- Gastroenterology
- Specialty Neurology
- Dermatology
- Liver Diseases
  - Saroglitazar
  - ZYH7 - Dyslipidemia
- Current Pipeline

- Psoriasis
Zydus is strengthening ‘Brand Business’ franchise through unified product development for geographies of strategic interest and future expansion plans.

<table>
<thead>
<tr>
<th>Disease Area</th>
<th>Other Developed Markets</th>
<th>India &amp; Emerging Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pain Care</td>
<td>• NCE</td>
<td>✓</td>
</tr>
<tr>
<td></td>
<td>• 505(b)(2)</td>
<td>✓</td>
</tr>
<tr>
<td></td>
<td>• BD&amp;L / M&amp;A</td>
<td>✓</td>
</tr>
<tr>
<td>Dermatology</td>
<td>• 505(b)(2)</td>
<td>✓</td>
</tr>
<tr>
<td></td>
<td>• BD&amp;L / M&amp;A</td>
<td>✓</td>
</tr>
<tr>
<td>Specialty Oncology</td>
<td>• 505(b)(2)</td>
<td>✓</td>
</tr>
<tr>
<td></td>
<td>• BD&amp;L / M&amp;A</td>
<td>✓</td>
</tr>
<tr>
<td>Rare Diseases</td>
<td>• BD&amp;L</td>
<td>✓</td>
</tr>
<tr>
<td>Specialty Neurology</td>
<td>• 505(b)(2)</td>
<td>✓</td>
</tr>
<tr>
<td></td>
<td>• BD&amp;L</td>
<td>✓</td>
</tr>
<tr>
<td>Gastroenterology</td>
<td>• 505(b)(2)*</td>
<td>✓</td>
</tr>
<tr>
<td></td>
<td>• BD&amp;L</td>
<td>✓</td>
</tr>
<tr>
<td>Liver Diseases</td>
<td>• NCE</td>
<td>✓</td>
</tr>
<tr>
<td></td>
<td>• 505(b)(2)</td>
<td>✓</td>
</tr>
<tr>
<td></td>
<td>• BD&amp;L</td>
<td>✓</td>
</tr>
</tbody>
</table>

Prioritize areas where market is big and Zydus has position of strength…

* Innovative Product Likes of 505(b)(2)
Zydus Brand Business growth strategy is focused on niche therapies, improving patient quality of life with value added products:

Established Infrastructure & Scalable Commercial Platform

- Through Healthcare Professional
- Through Healthcare Providers (e.g. Hospitals, Clinics, etc.)
- Through Consumer / Patient Communication
- Through Commercial Payers
- Through Specialty Pharmacies
- Through Government Payers

Product Portfolio Expansion Through Organic & In-organic Opportunities

- Specialty / Niche Therapy Area Focus
- Robust Search & Evaluation Process and Commercial Screening Process
- In-house NCE and 505(b)(2) Projects Focused To Address Unmet Medical Needs / Treatment Needgap
- Patent Protected Technology Platform
- Product Development Through In-house efforts and/or Partnerships
- Portfolio Expansion Through Strategic Collaboration and/or In-licensing and/or Acquisition

Zydus is well positioned to grow specialty / brand business
## Table of Contents

- [CORPORATE OVERVIEW](#)
- [ZYDUS AT A GLANCE](#)
- [ZYDUS NEXT WAVE OF GROWTH](#)
- [ZYDUS ORGANIZATION](#)
A highly experienced leadership team supported by next generation of leaders

Mr. Pankaj R. Patel  
Chairman

Dr. Sharvil P. Patel  
Managing Director

Mr. Ganesh Nayak  
COO and Executive Director

An empowered structure, led by stalwarts and enabled by Zydus’ Core behaviours

Excellence in execution
Being action-oriented

Innovation
Being innovative in all that we do

Team & Collaboration
WE not ‘I’

Adaptability to change
Keeping pace with change

Putting organisation before Self
Think Zydus First

Respect, Trust & Integrity
Doing the right things, in the right way, at the right time

Core Behaviours
The Zydus Way of Being
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