



Creating Lasting Value

Investor Presentation – February 2017



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Disclaimer

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Sun Pharma at a glance

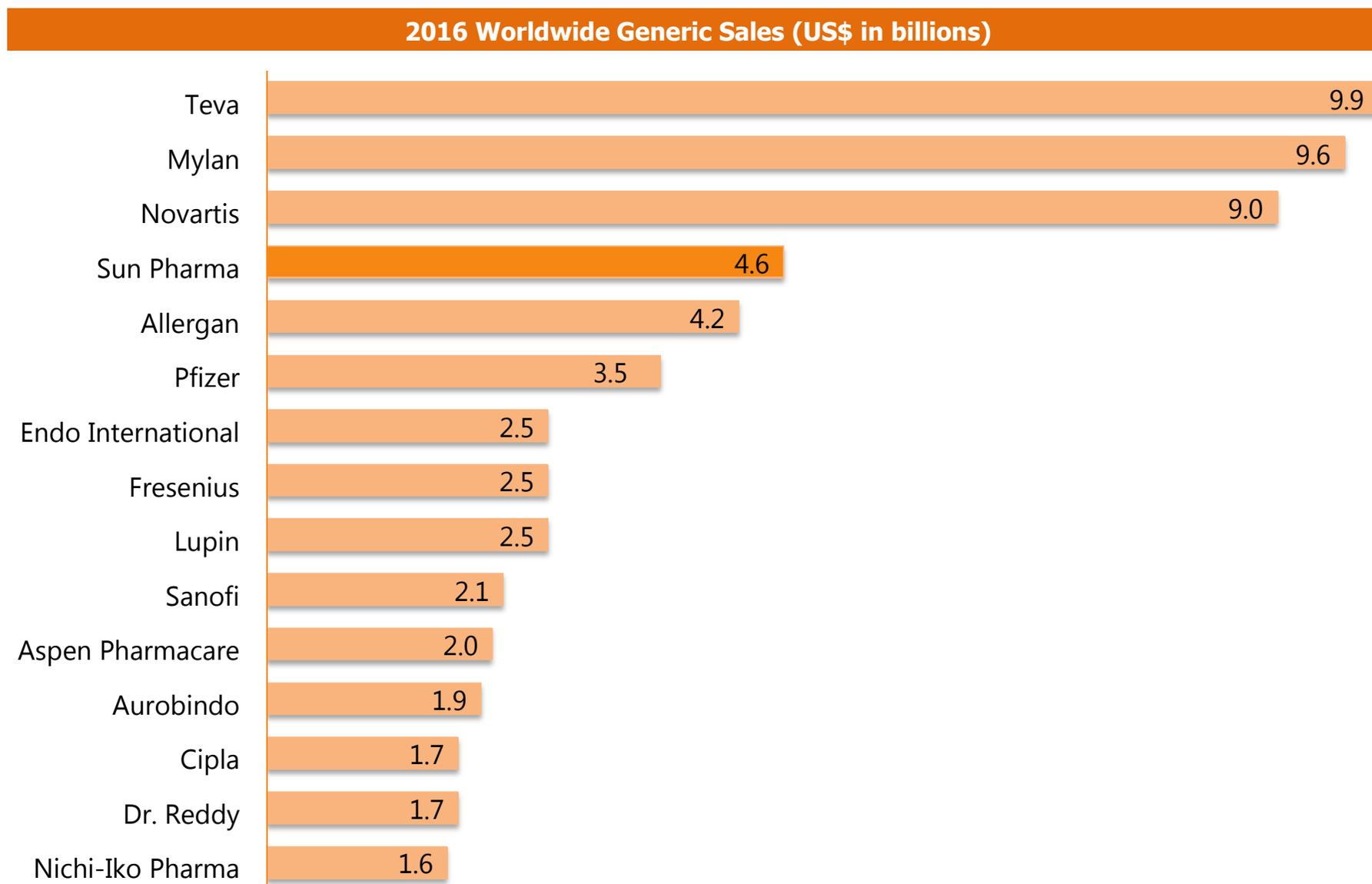


4th Largest Global Specialty Generic Company

US	<ul style="list-style-type: none">• Ranked 4th in US* / Largest Indian Pharma Company in US
India	<ul style="list-style-type: none">• No. 1 Pharma Company in India
Emerging Markets	<ul style="list-style-type: none">• Amongst the largest Indian Pharma Company in Emerging Markets
Europe	<ul style="list-style-type: none">• Expanding presence in Europe
Manufacturing Footprint	<ul style="list-style-type: none">• 49 manufacturing sites across the world
Market Presence	<ul style="list-style-type: none">• Presence in more than 150 countries across branded and generic markets
Product Portfolio	<ul style="list-style-type: none">• Portfolio of more than 2,000 products across the world
Employees	<ul style="list-style-type: none">• 30,000+ global employee base
Quality Compliance	<ul style="list-style-type: none">• Multiple facilities approved by various regulatory authorities across the world including USFDA
R&D and Manufacturing	<ul style="list-style-type: none">• Capabilities across dosage forms like injectables, sprays, ointments, creams, liquids, tablets and capsules
Addressable Segments	<ul style="list-style-type: none">• Specialty products, branded generics, complex generics, pure generics & APIs

* Source: Evaluate Pharma for 12 months ended Dec 2016

World's 4th Largest Specialty Generic Pharma Co



Source: Evaluate Pharma

Sun Pharma today



US Formulations

- 4th largest generics company in US* with one of the largest ANDAs pipeline (149 ANDAs awaiting approval)
- Presence in generics, Specialty and branded segments with more than 424 approved products
- FY16 sales: US\$ 2,066 mn ⁽²⁾

India Branded Generics

- No.1 ranked with 12 classes of doctor categories
- Leading position in high growth chronic therapies
- Specializes in technically complex products
- FY16 sales: US\$ 1,109 mn ⁽²⁾



Emerging Markets

- Presence in over 100 countries across Africa, Americas, Asia and Eastern & Central Europe
- Key focus markets – Brazil, Mexico, Russia, Romania, South Africa, and complementary & affiliated markets
- FY16 sales: US\$ 548 mn ⁽²⁾

Western Europe, Canada, Japan ANZ & others

- Presence across majority of markets in Western Europe, Canada, Japan and A&NZ
- Product portfolio includes differentiated offerings for hospitals, injectables and generics for retail market
- FY16 sales: US\$ 330 mn ⁽²⁾

Note:

(1) As of Jan, 31, 2017 using spot exchange rate of INR /USD = 67.81

(2) Using average exchange rate for FY16 of INR /USD = 65.43

Includes Western Europe, Canada, Australia & New Zealand, Japan and other markets.

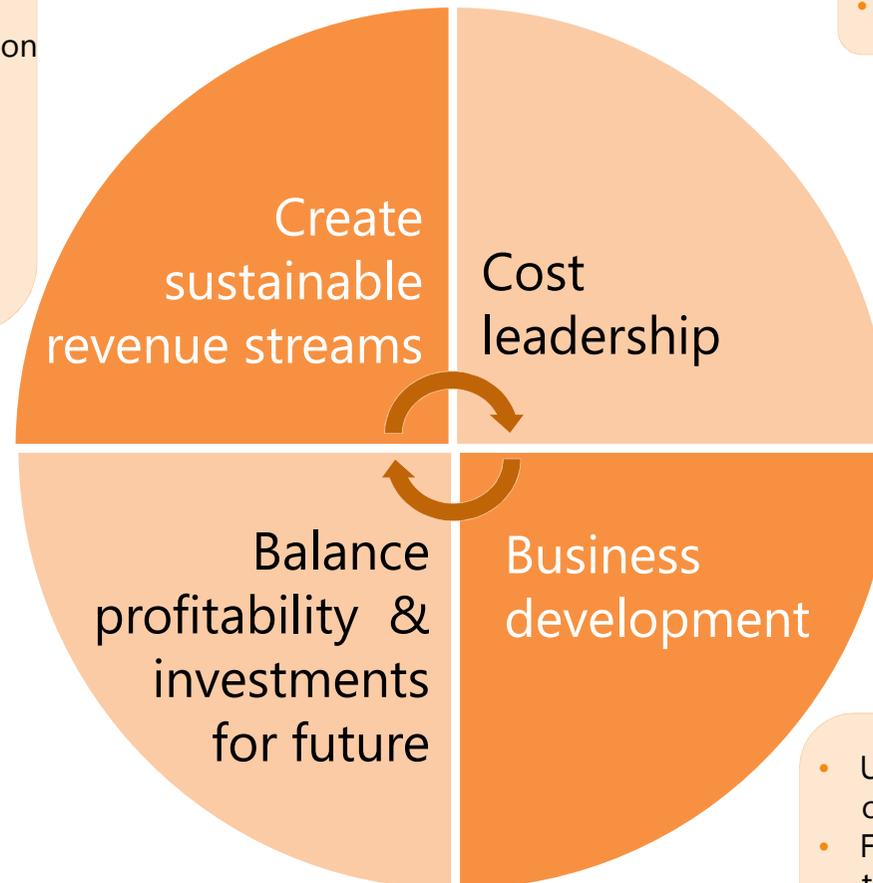
All sales numbers in US\$ for 12 months ended March 31, 2016.

* Source: Evaluate Pharma for 12 months ended Dec 2015

Driving Long Term Growth

- Enhance share of specialty business globally
- Achieve differentiation by focusing on technically complex products
- Focus on key markets – achieve critical mass
- Speed to market
- Ensure sustained compliance with global regulatory standards

- Vertically integrated operations
- Optimize operational costs



- Increasing contribution of specialty and complex products
- Future investments directed towards differentiated products

- Use acquisitions to bridge critical capability gaps
- Focus on access to products, technology, market presence
- Ensure acquisitions yield high return on Investment
- Focus on payback timelines

Our Specialty Initiatives



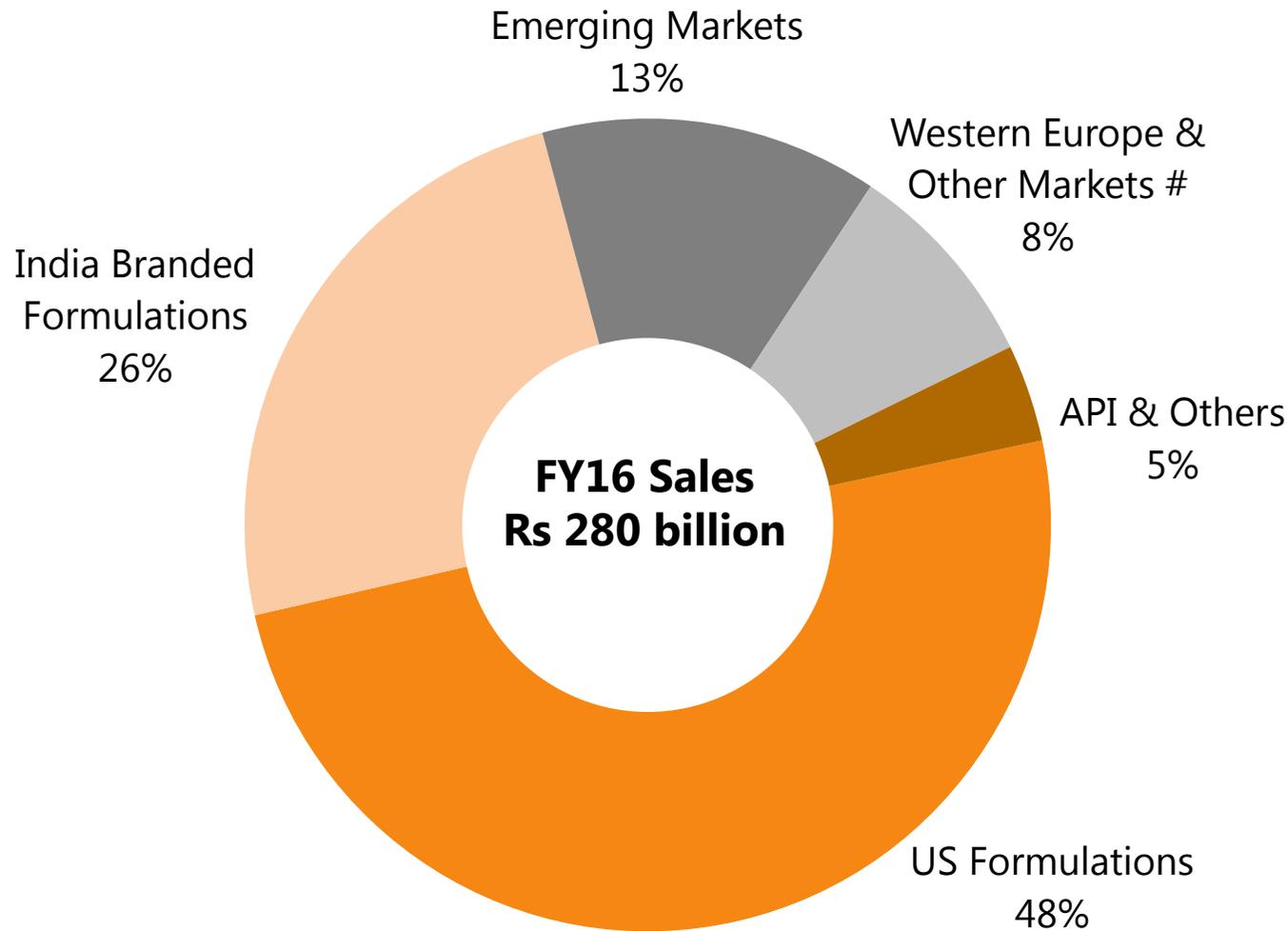
Ramping up Specialty Pipeline

- In-licensed Tildrakizumab (a monoclonal antibody targeting IL-23) from MSD for treating chronic plaque psoriasis- Announced positive results from Phase-3 clinical trials declared in May'16
- Acquired Ocular Technologies – Gives access to global rights for Seciera – for treating Dry Eye Disease. Announced positive results from confirmatory Phase-3 trials in Jan'17
- Acquired branded oncology product – Odomzo – in Dec'16. Product is approved in 30 countries globally including US, Europe and Australia
- Launched BromSite – first specialty ophthalmology product in US in Nov'16
- Acquired Dusa Pharma in US – Access to patented drug-device combination useful for treating Actinic Keratosis, a dermatology ailment
- Acquired InSite Vision - Focuses on developing new specialty ophthalmic products, has three late stage programs.
- In-licensed Xelpros (ophthalmology) and Elepsia (CNS) products from SPARC
- Entered into a joint venture with Intrexon Corporation for developing gene-based therapies for ocular diseases

Branded Businesses in US, India and RoW

- Ranked no. 3 branded dermatology company in the US market
- Market leader in branded specialty chronic segments in India
- Amongst the largest Indian companies in branded emerging markets

Highly Diversified Revenue Base

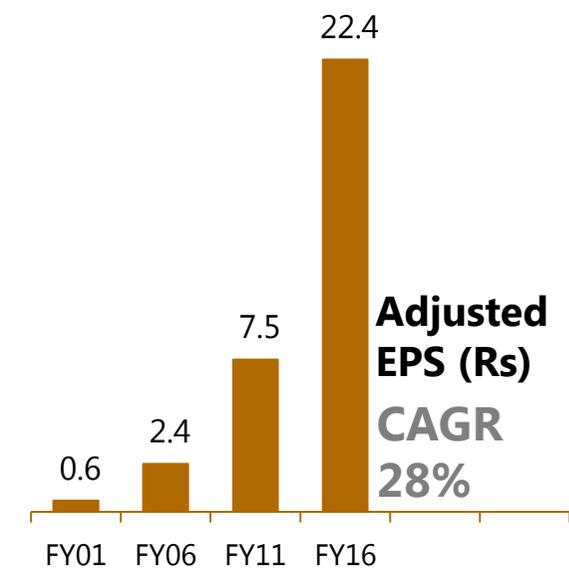
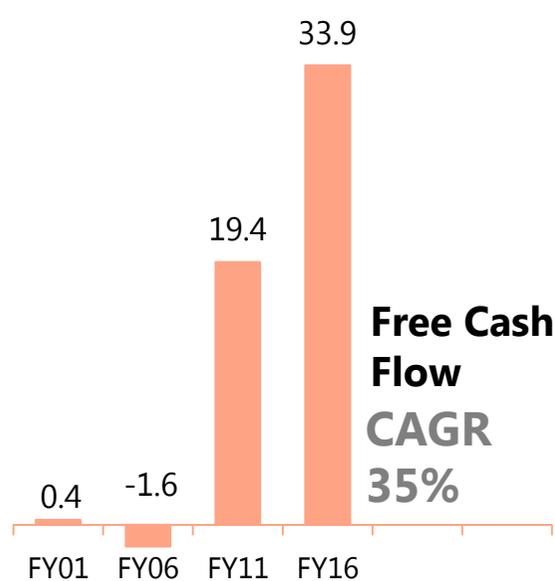
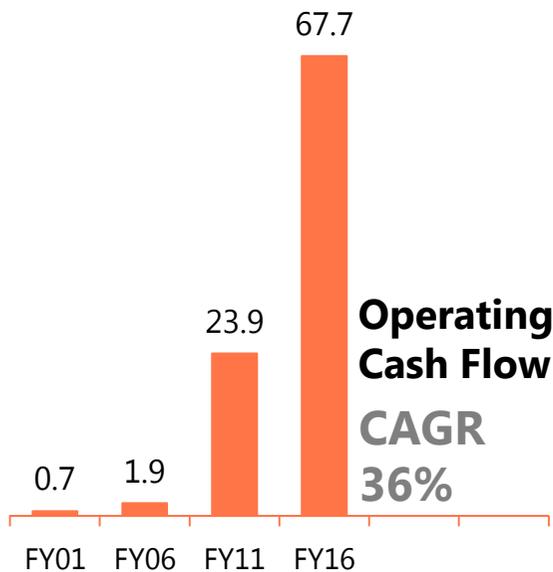
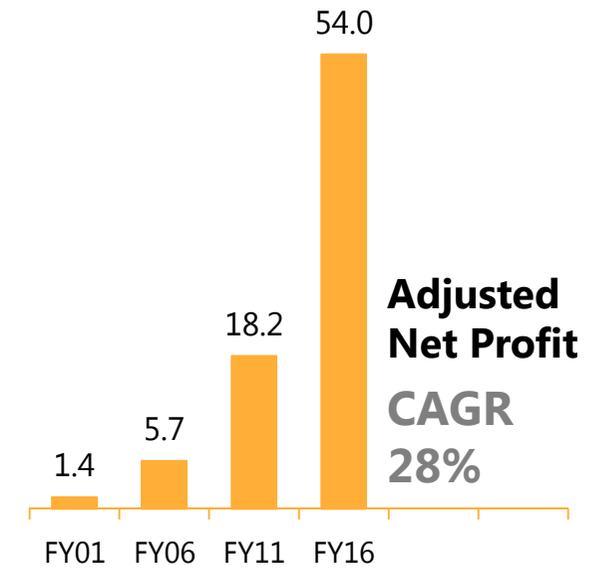
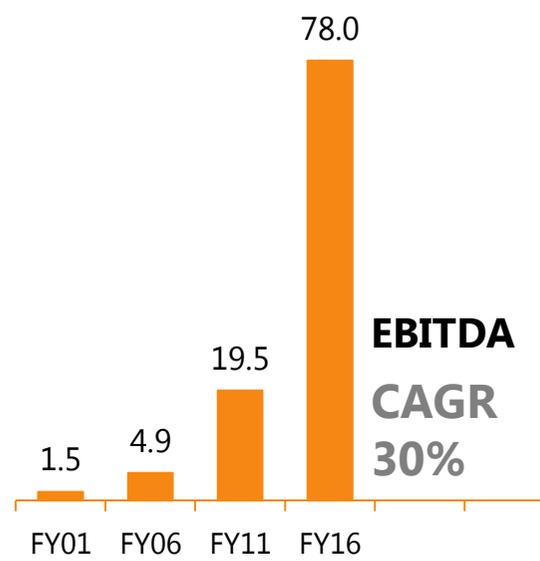
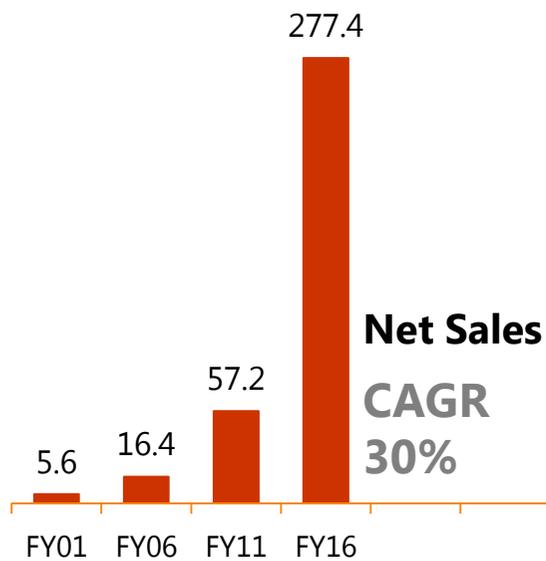


Includes Western Europe, Canada, Australia & New Zealand, Japan and other markets.

Impressive Track Record of Growth



(All Figures in INR Billion)

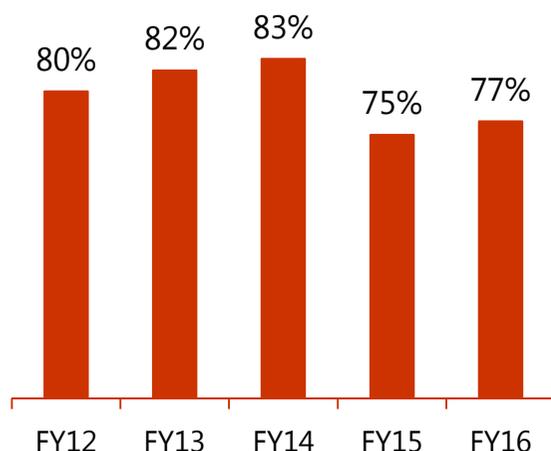


FY15 & FY16 numbers include the impact of Ranbaxy merger

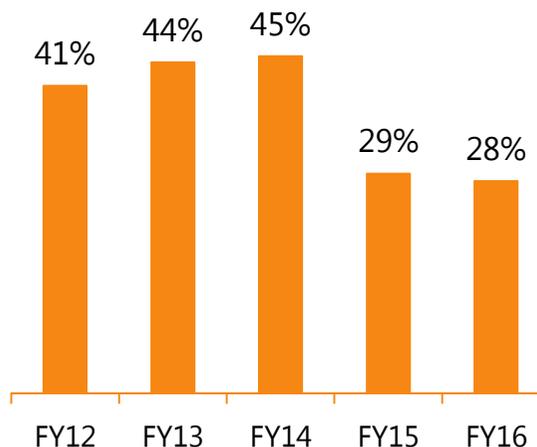
Consistent profitability and returns



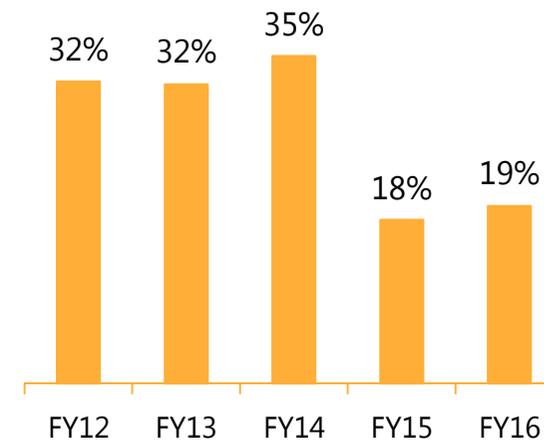
Gross Margin



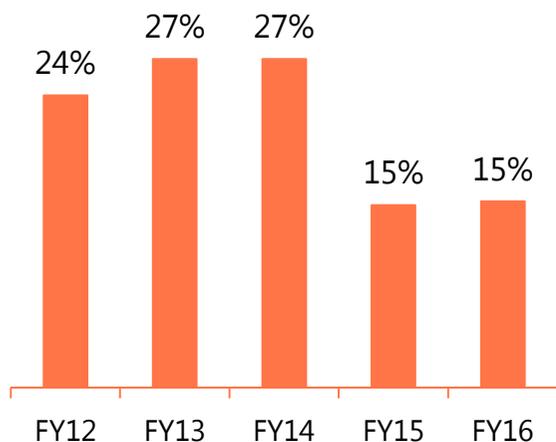
EBITDA Margin



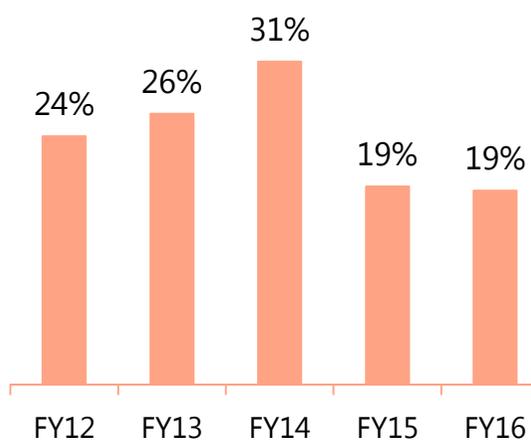
Net Margin (adjusted)



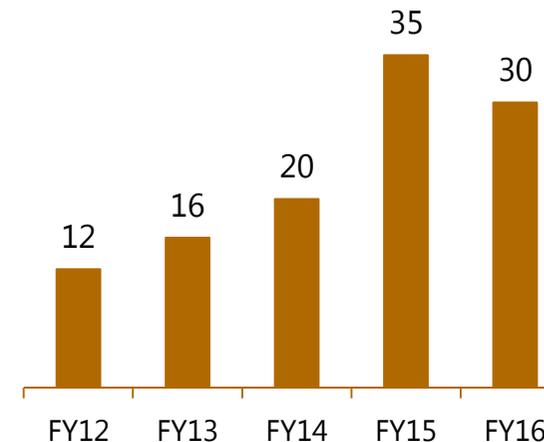
ROCE



ROE



Market Cap (USD Bn)



Gross margin= (Net Sales- Material Cost)/ Net Sales * 100
ROCE & ROE exclude one-time exceptional charges

FY15 & FY16 numbers include the impact of Ranbaxy merger

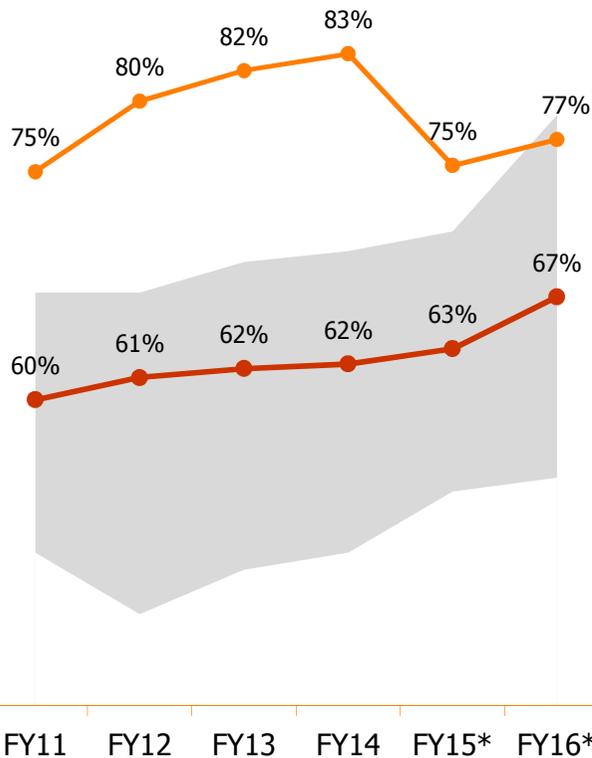
Sustained Profitability Vs. Peers

Superior business model

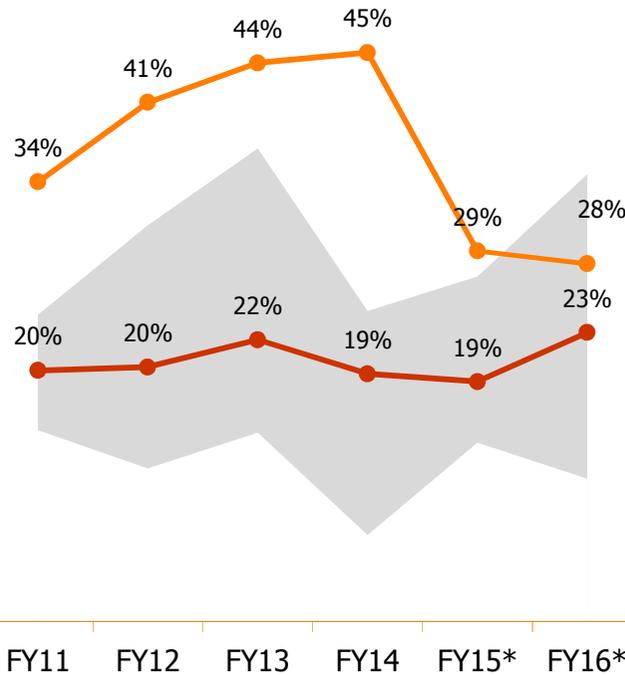
Margins consistently higher than peers#



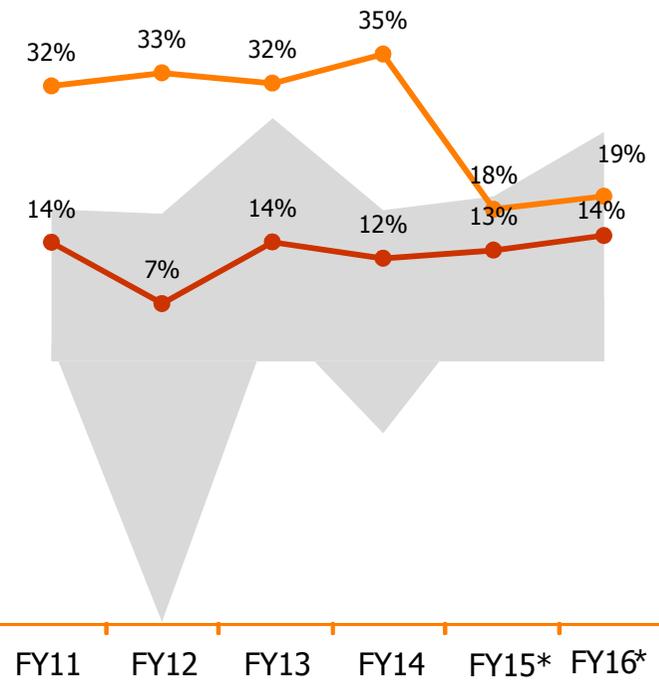
Gross Margin



EBITDA Margin



Net Margin



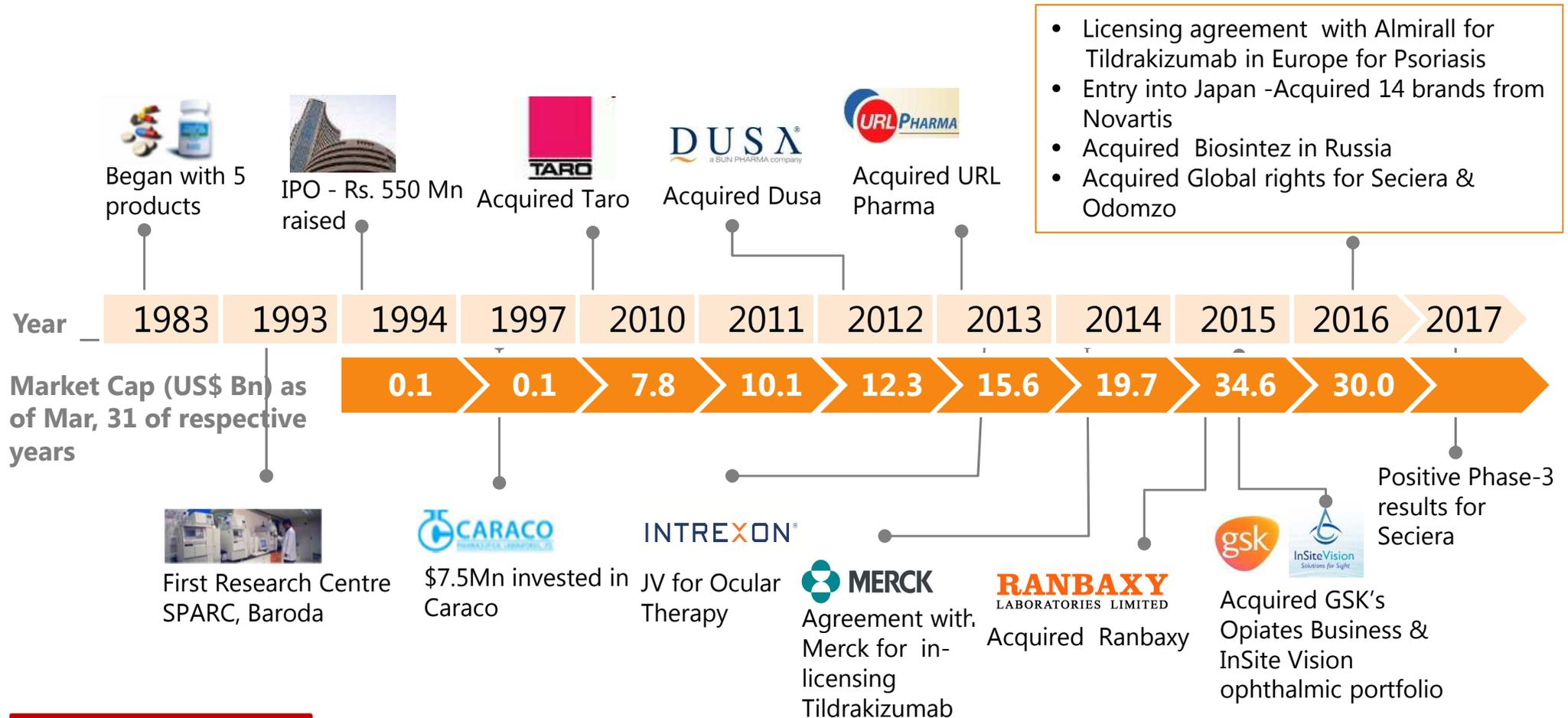
Gross margin = (Net Sales – Material Cost) / Net Sales * 100

—●— Sun Pharma ■ Range of Top 10 Indian Pharma Cos. —●— Average

#Top 10 Indian Pharma company include Aurobindo, Cadila Healthcare, Cipla, DRL, Ranbaxy, Glenmark, Ipca, Lupin, Torrent and Wockhardt.

* FY15 & FY16 numbers include the impact of Ranbaxy merger

Creating Value, Continuously...



- Licensing agreement with Almirall for Tildrakizumab in Europe for Psoriasis
- Entry into Japan -Acquired 14 brands from Novartis
- Acquired Biosintez in Russia
- Acquired Global rights for Seciera & Odomzo

Sun Pharma Today



30,000+ Employees



Invested Rs. 100 billion in R&D till date



Part of NSE Nifty & BSE Sensex in India



49 Manufacturing facilities in 6 Continents



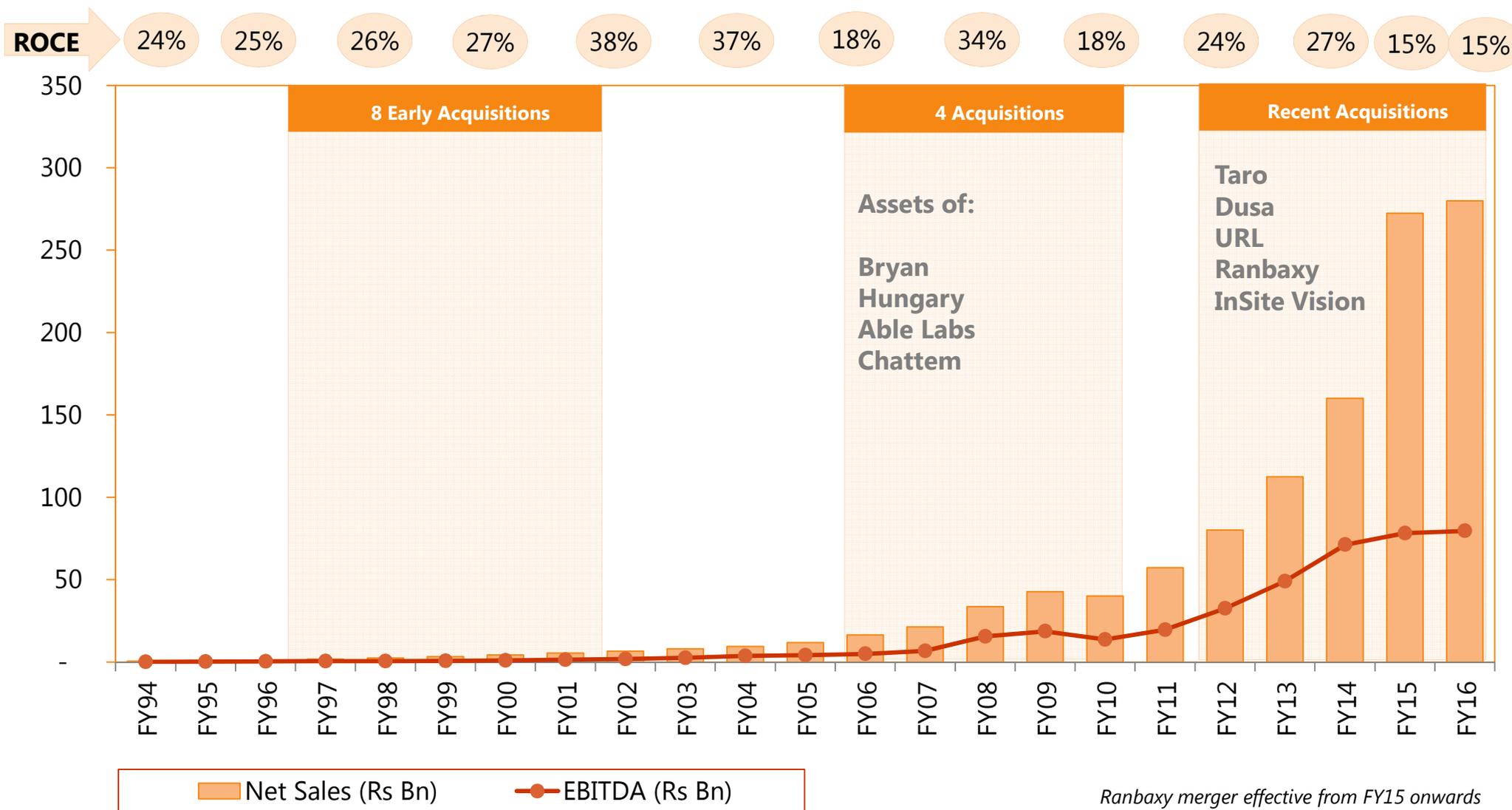
74% of sales from international markets

Key Deals & Rationale

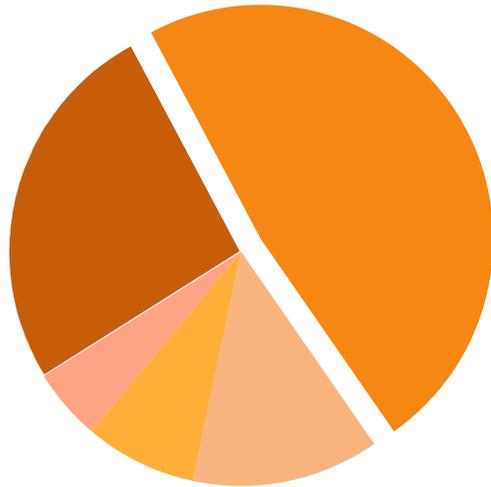


Year	Deals	Country	Rationale
2016	Acquired global rights for Seciera & Odomzo	Global	Enhances specialty pipeline.
2016	Acquired Biosintez	Russia	Local manufacturing capability to enhance presence in Russian market
2016	Licensing agreement with Almirall for Tildrakizumab for Psoriasis	Europe	Strengthening the distribution of Tildrakizumab in Europe
2016	Acquired 14 brands from Novartis	Japan	Entry into Japan
2016	Distribution agreement with AstraZeneca	India	Distribution services agreement in India for brand "Oxra" & "Oxramet"® (brands of dipagliflozin, used for diabetes treatment)
2015	Acquired InSite Vision Inc.	US	Strengthens branded ophthalmic portfolio in U.S.
2015	Acquisition of GSK's Opiates Business	Global Markets	Vertical Integration for controlled substances business
2015	Distribution agreement with AstraZeneca	India	Distribution services agreement in India for brand "Axcer"® (brand of ticagrelor, used for the treatment of acute coronary syndrome)
2015	Sun Pharma – Ranbaxy Merger	Global Markets	5 th largest Global Specialty Generic Pharma Company, No.1 Pharma Company in India & Strong positioning in Emerging Markets
2014	In-licensing agreement with Merck for Tildrakizumab a biologic for psoriasis	Global Markets	Strengthening the specialty product pipeline
2014	Acquired Pharmalucence	US	Sterile injectable capacity in the US, supported by strong R&D capabilities
2013	Acquired URL's generic business	US	Adds 107 products to US portfolio
2012	Acquired DUSA Pharma, Inc.	US	Access to branded derma product
2010	Acquired Taro Pharmaceutical Industries Ltd.	Israel	Dermatology & Topical Product Manufacturing Plant at Israel & Canada
1997	Acquired Caraco	Detroit, US	Entry into US Market

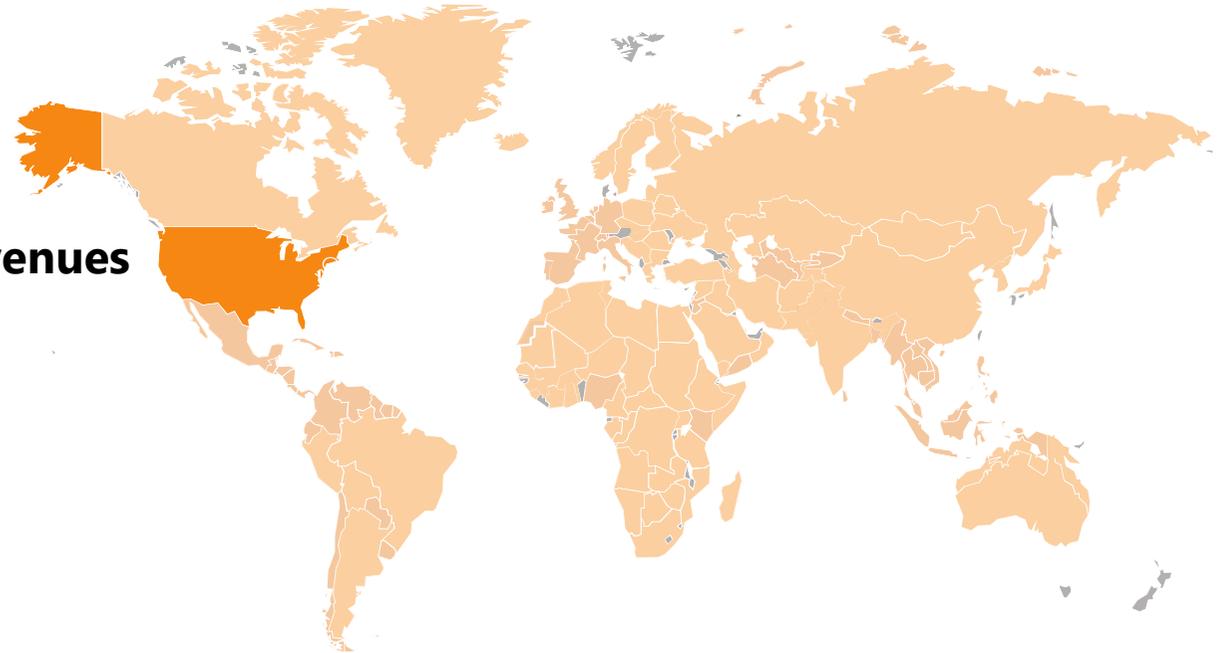
Successful track record of turning around acquisitions



US Business



48% of Revenues



US Business at a glance



4th Largest Pharma Company in the US Generics Market *

Dermatology Segment

- Largest generic dermatology company and 3rd largest branded dermatology company in the US

Comprehensive Portfolio

- Wide basket of 573 ANDAs & 40 NDAs filed and 424 ANDAs & 36 NDAs approved across multiple therapies

Robust Pipeline

- 149 ANDAs & 4 NDAs pending FDA approval, including a combination of complex generics, FTF opportunities and pure generics

Market Presence

- Presence in generics, branded & OTC segments

Flexible Manufacturing

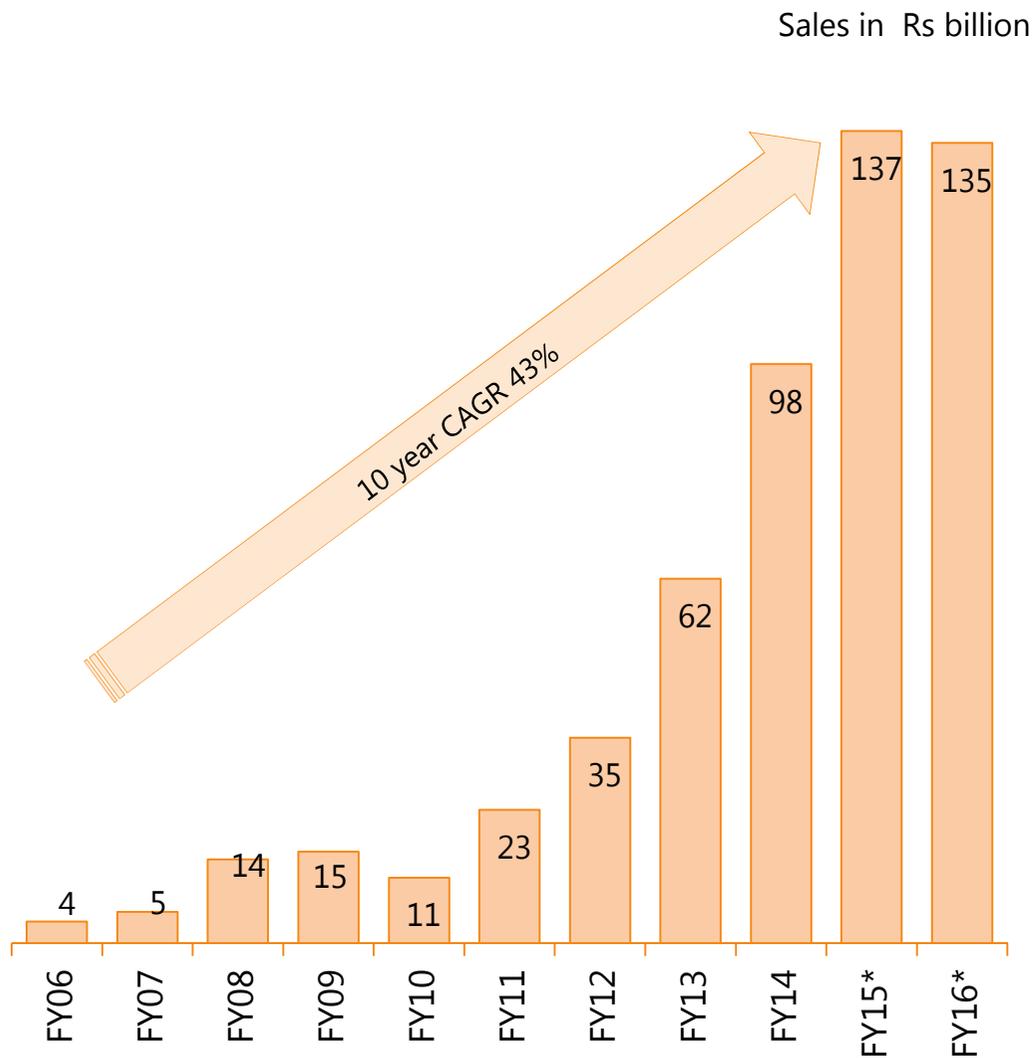
- Integrated manufacturer with flexibility for manufacturing onshore/ offshore

Dosage Forms

- Liquids, Creams, Ointments, Gels, Sprays, Injectable, Tablets, Capsules, Drug-Device combination

* Source: Evaluate Pharma for 12 months ended Dec 2016

US Business - Significant Ramp-up in Sales



FY05 – FY14 numbers exclude Ranbaxy financials

* FY15 & FY16 numbers include the impact of Ranbaxy merger

Key Milestones in US

FY98

- Entry in US through Caraco acquisition

FY98-FY10

- Ramp-up in US business

FY08 onwards

- Launched many complex generics & few FTFs

FY10

- Acquired Taro Pharma – Entry into dermatology market

FY13

- Acquired DUSA - Entry in branded specialty market

FY13

- Acquired URL's generic business

FY14

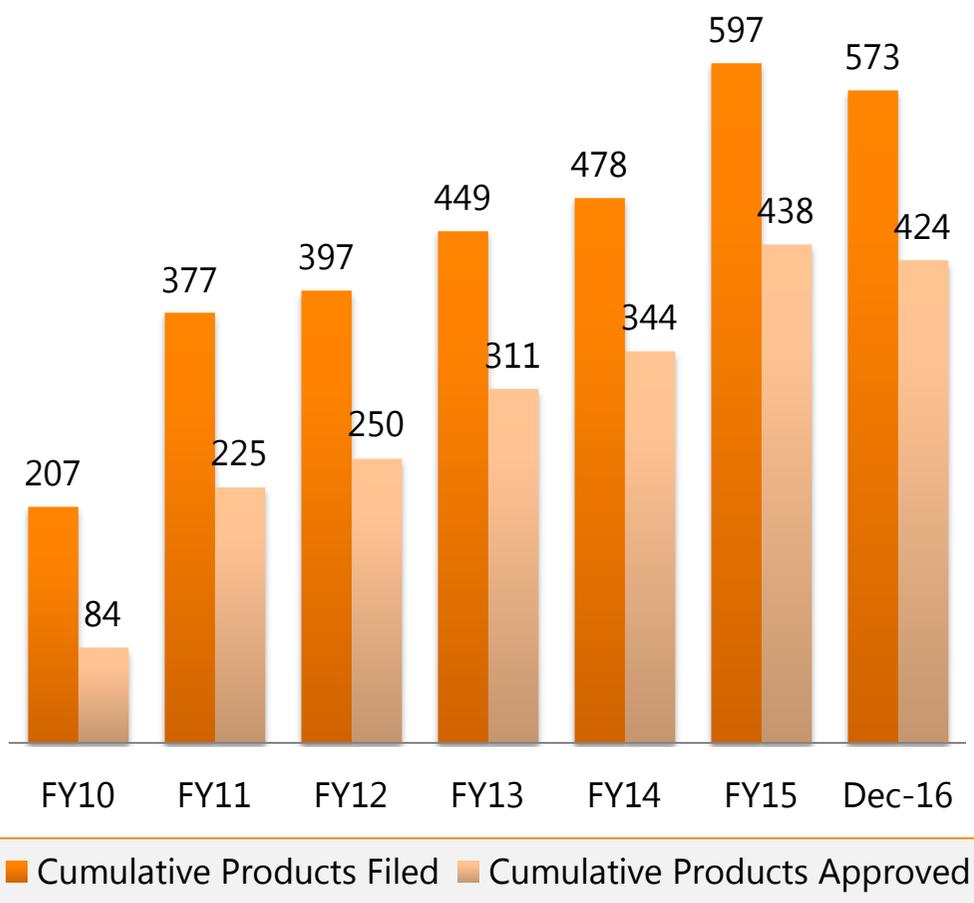
- Acquired Pharmalucence -access to sterile injectable capacity

FY16

- Acquired InSite Vision – Strengthen ophthalmic portfolio

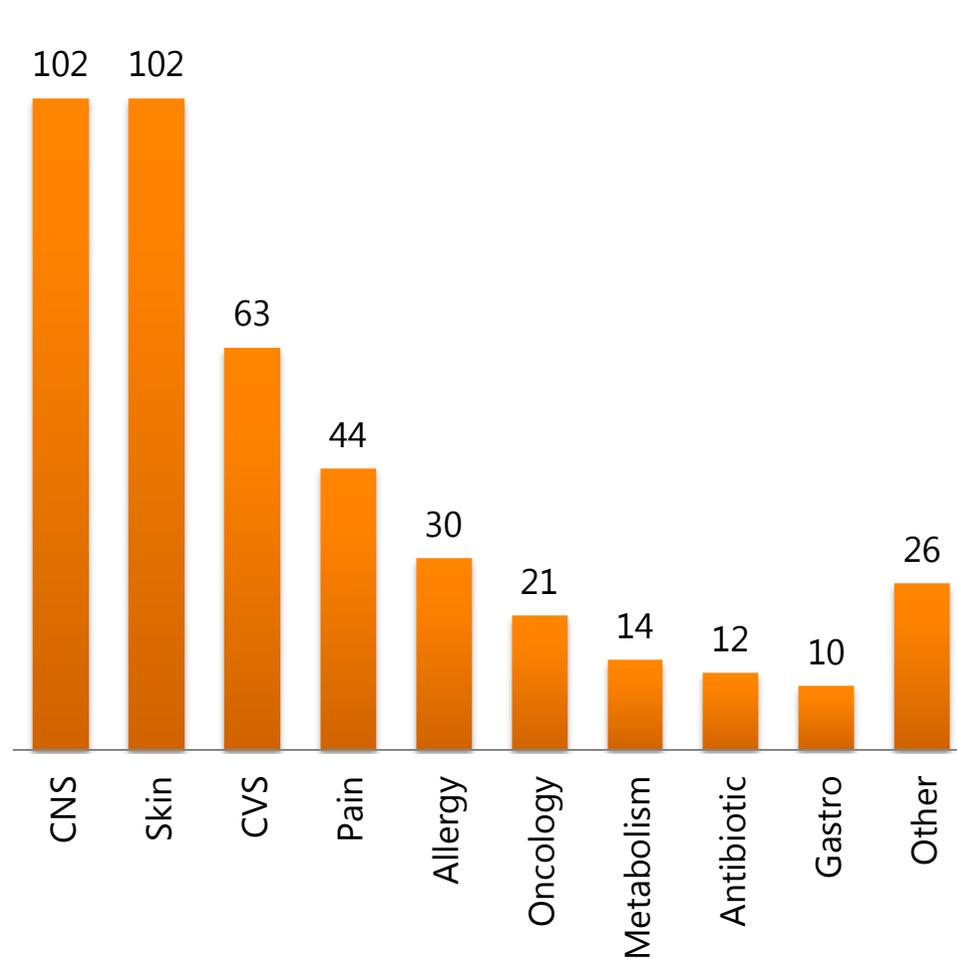
ANDA Pipeline - Significant ramp up

ANDAs Filed and Approved



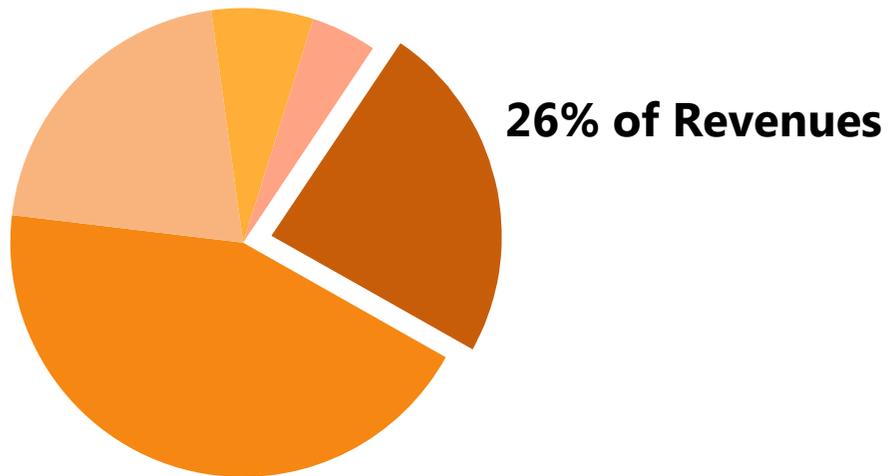
(Cumulative no's for FY16 are lower than FY15 due to Bryan facility divestment. Taro numbers added since Mar 2011, URL numbers added since Mar 2013 & Ranbaxy numbers added for March'15)

424 ANDA Approvals by Therapeutic Area



(As of Dec'16)

India Branded Generic Business



India Business at a glance



No. 1 in India

Market Position**

- No. 1 ranked with 8.7% market share
- Growth of 12% in-line with average industry growth of 10%

Prescription Ranking##

- No. 1 ranked by prescriptions with 12 different classes of doctors

Chronic Segment

- Market leader in the chronic segment

Acute Segment

- Strong positioning in the acute segment

Product Offering

- Specializes in technically complex products and offers a complete therapy basket

Strong Brand Positioning**

- 31 brands in the country's top 300 pharmaceutical brands

De-risked Growth**

- Top 10 Brands contribute approx. 18% of India revenues
- Growth driven by a basket of brands – low product concentration

Extensive Sales Force

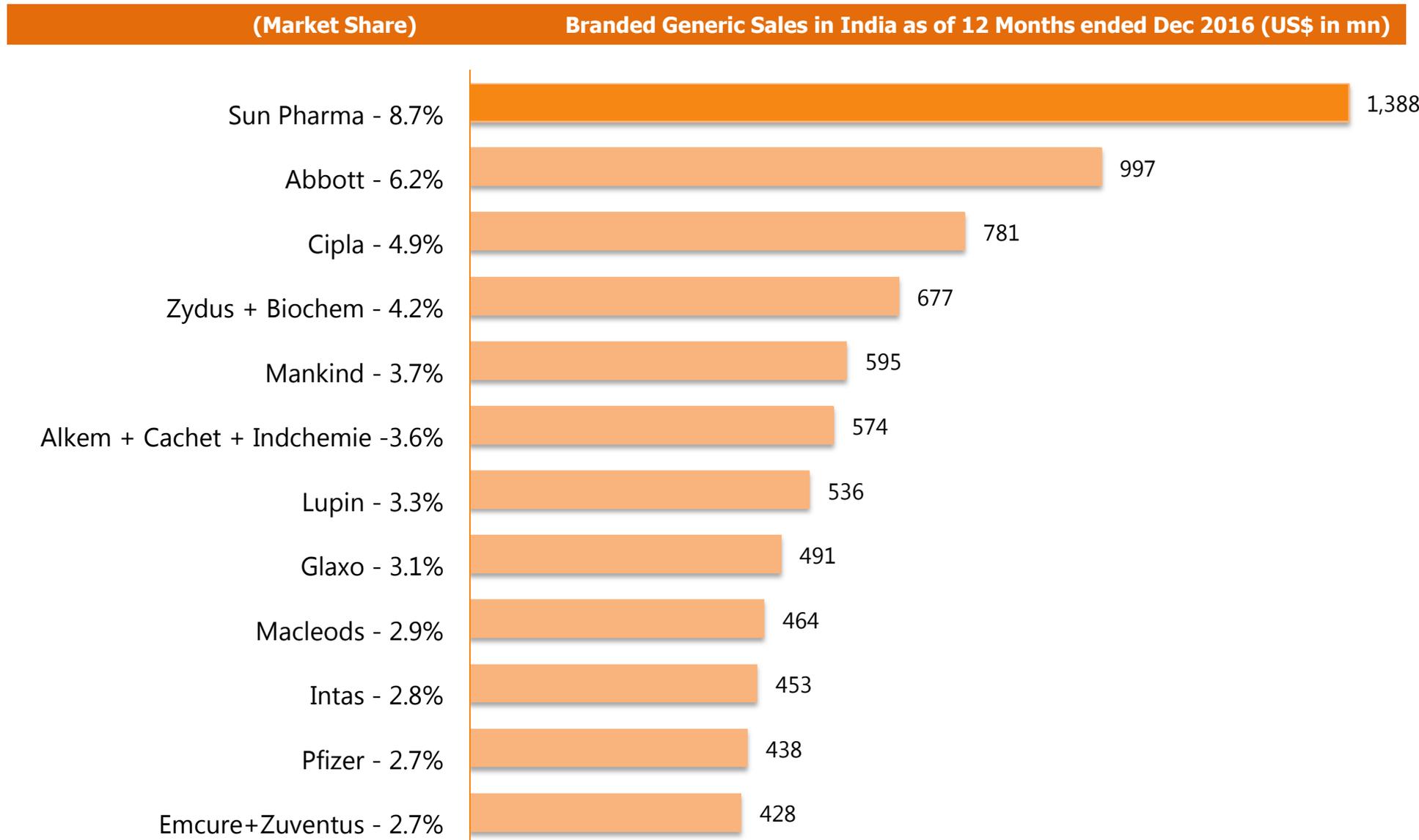
- 9,200+ strong field force covering over 600,000* doctors

** - As per AIOCD AWACS data for 12 months ended Dec'16

- As per SMSRC data for Dec'16

* Does not exclude overlaps

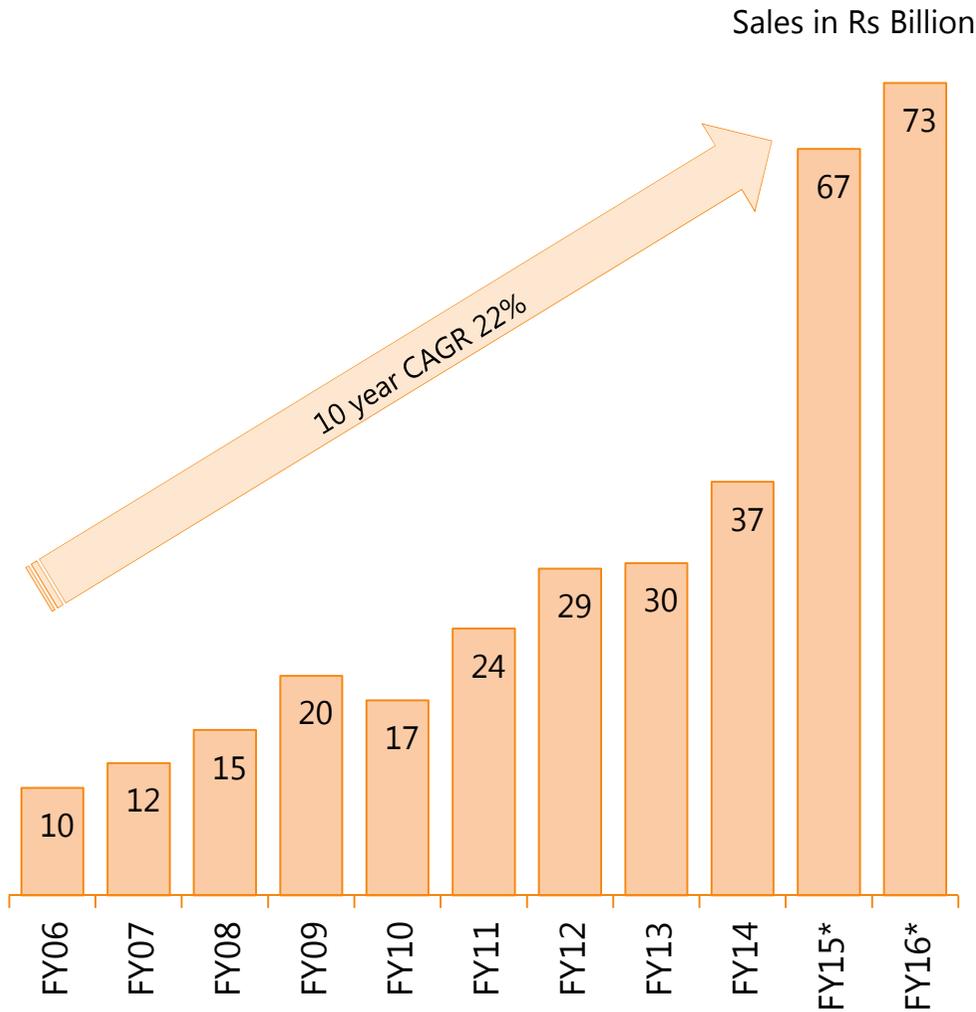
Largest Pharma Company in India



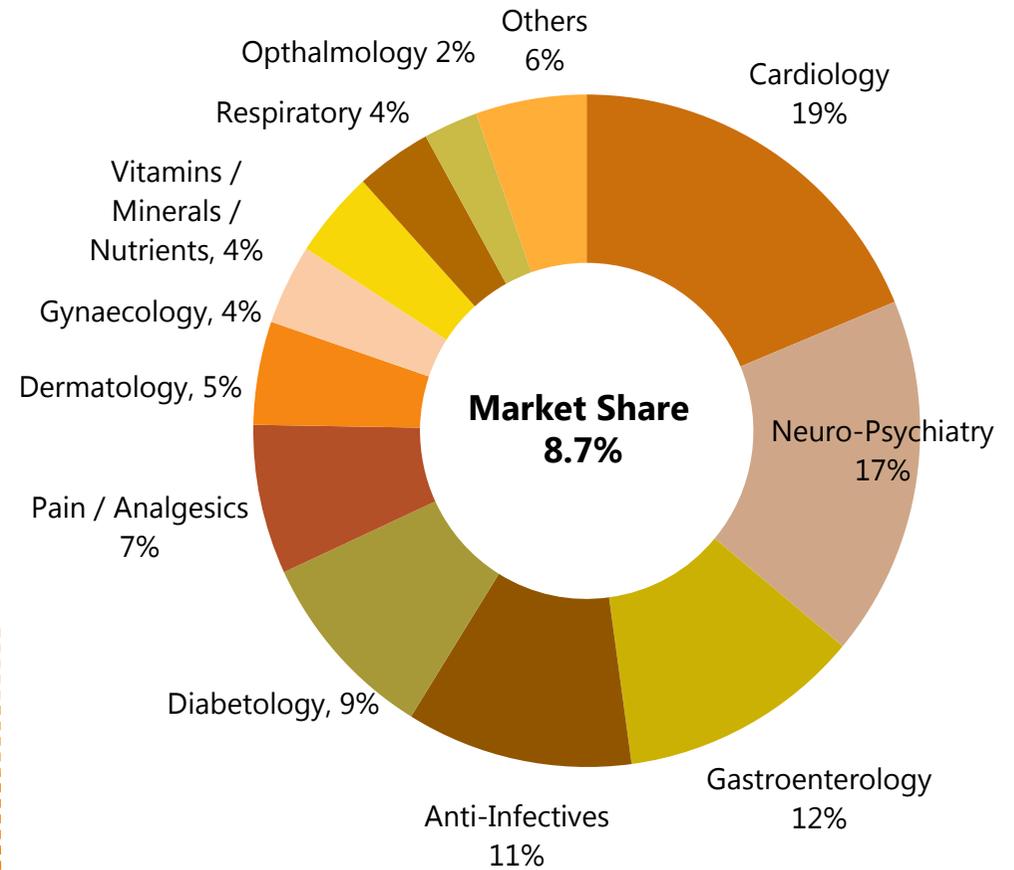
Source: AIOCD AWACS MAT Dec 2016 data converted at average of Rs. 67.21/\$

India Business – Sales ramp-up

Leadership in chronic segment; Strong positioning in acute segment
31 brands in top 300 brands of country



Therapeutic Revenue Break-up



FY05 – FY14 numbers exclude Ranbaxy financials
* FY15 & FY16 numbers include the impact of Ranbaxy merger

As per AIOCD AWACS – Dec '16

Strong Customer Focus Drives Market Share Gains



Therapy focused marketing

- 9,200+ sales representatives
- Covering over 600,000* doctors

Strong increase in market share

- Sun pharma market share has consistently increased from 2.4% in 2000 to 8.1% in 2016 (IMS Data for Dec'16)

* Does not exclude overlaps

Market Share (%) as per IMS Dec MAT

Year -2000	%	Year -2005	%	Year -2010	%	Year -2015	%	Year -2016	%
Sun Pharma	2.4	Sun Pharma	3.3	Sun Pharma	3.7	Sun Pharma	8.1	Sun Pharma	8.1
Cipla	4.7	Cipla	5.1	Cipla	5.4	Cipla	5.2	Cipla	5.2
Lupin	2.0	Lupin	2.2	Lupin	2.7	Lupin	3.2	Lupin	3.3
Cadila	3.8	Cadila	3.7	Cadila	3.7	Cadila	3.4	Cadila	3.2
DRL	2.6	DRL	2.3	DRL	2.3	DRL	2.4	DRL	2.3
Torrent	1.8	Torrent	1.9	Torrent	2.0	Torrent	2.4	Torrent	2.3
Glenmark	1.0	Glenmark	1.2	Glenmark	1.5	Glenmark	2.0	Glenmark	2.1
Wockhardt	2.2	Wockhardt	1.9	Wockhardt	2.0	Wockhardt	1.6	Wockhardt	1.5
Ipca	1.1	Ipca	1.3	Ipca	1.4	Ipca	1.5	Ipca	1.5
Ranbaxy	4.8	Ranbaxy	4.9	Ranbaxy	4.9	Unichem	1.0	Unichem	1.1

Leadership in key therapeutic areas*



Number 1 Ranking with 12 Doctor Categories*

Specialist	Prescription Ranking			
	Oct'13	Oct '14	Oct '15	Oct '16
Psychiatrists	1	1	1	1
Neurologists	1	1	1	1
Cardiologists	1	1	1	1
Orthopaedic	1	1	1	1
Ophthalmologists	1	1	1	1
Gastroenterologists	1	1	1	1
Nephrologists	1	1	1	1
Diabetologists	2	2	1	1
Consulting Physicians	5	5	1	1
Dermatologists	7	6	1	1
Urologists	12	6	1	1
Oncologists	7	8	1	1
Chest Physicians	5	5	2	2

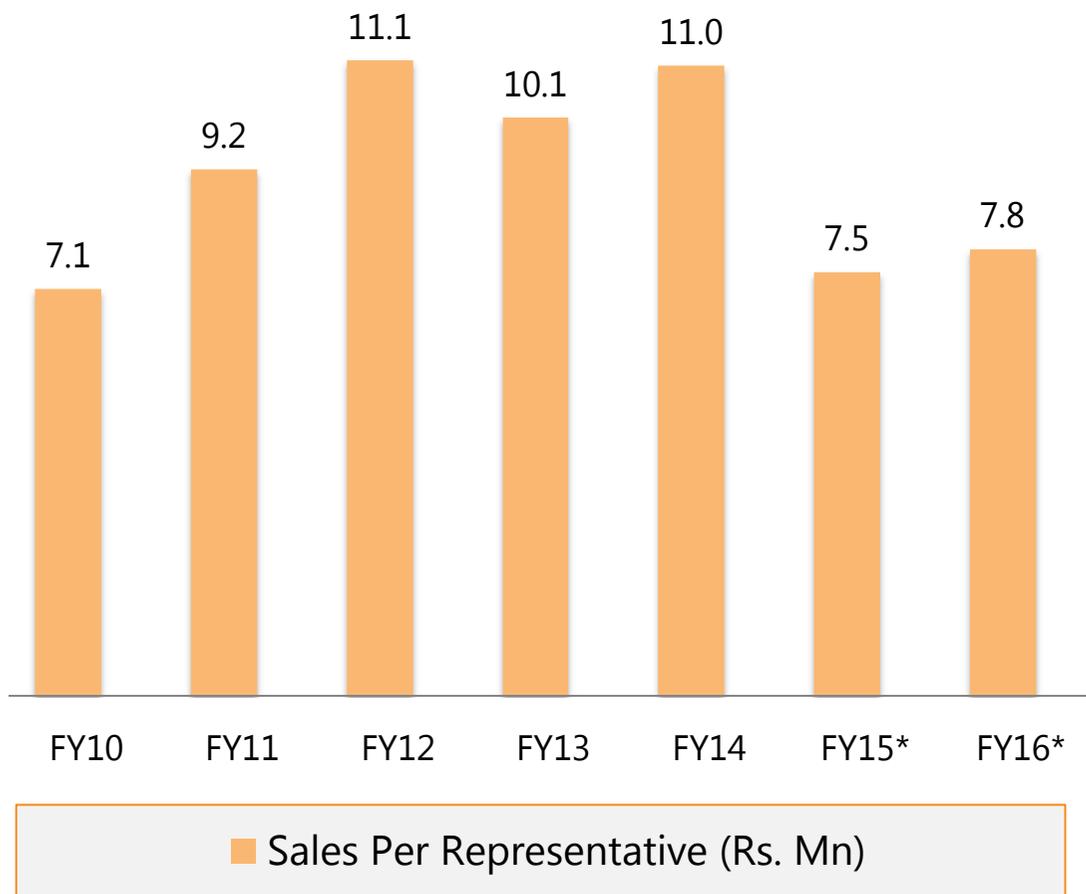
*Ranks based on prescription share

Source-Strategic Marketing Solutions and Research Centre (SMSRC) Prescription Data

Best-in-class field force productivity

Sales Per Representative (Rs. Mn)

FY10 – FY14 numbers exclude Ranbaxy
 * FY15 & FY16 numbers include the impact of Ranbaxy merger



Field Force Productivity

Sun
Pharma

- Rs 7.8 Mn/ MR

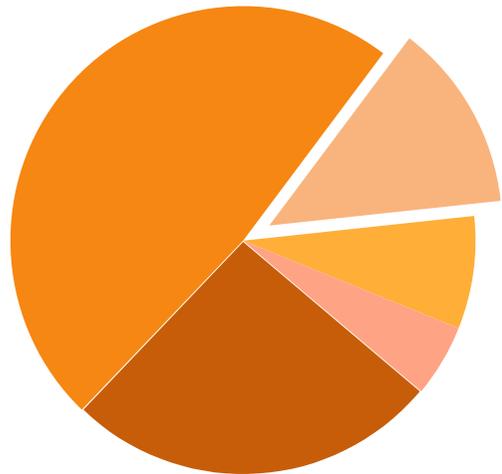
Industry
Average*

- Rs 5.2 Mn/ MR

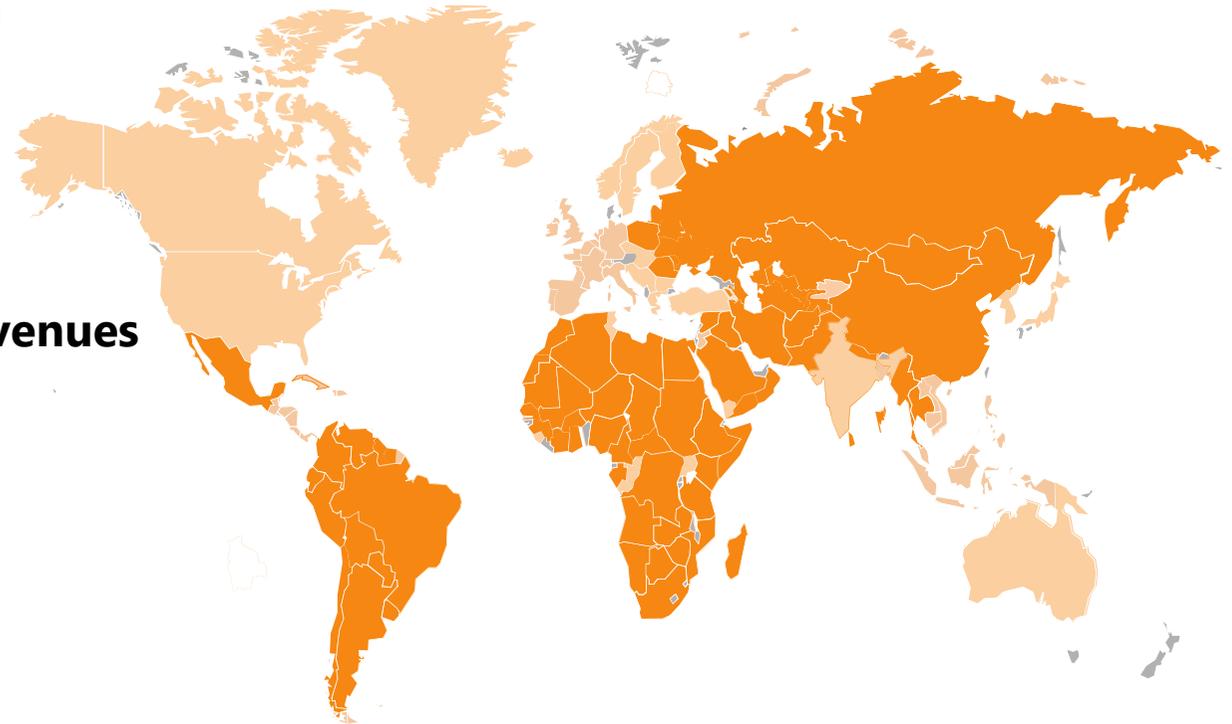
* Approximation based on brokerage reports

- Well trained and scientifically oriented sales representatives team with strong performance track record
- Field force with highest productivity amongst key players in India

Emerging Markets



13% of Revenues



Emerging Markets Business at a glance

Largest Indian Company in Emerging Markets

Global footprint

- Presence in over 100 markets

Focus Markets

- Brazil, Mexico, Russia, Romania, South Africa and complementary & affiliated markets

Product Portfolio

- Extensive basket of branded products

Customer Focus

- Strong relationships with doctors and medical practitioners

Sales Force

- Approximately 2,300 Sales Representatives

Opportunity

- To cross-sell products between Sun Pharma and Ranbaxy marketing infrastructure

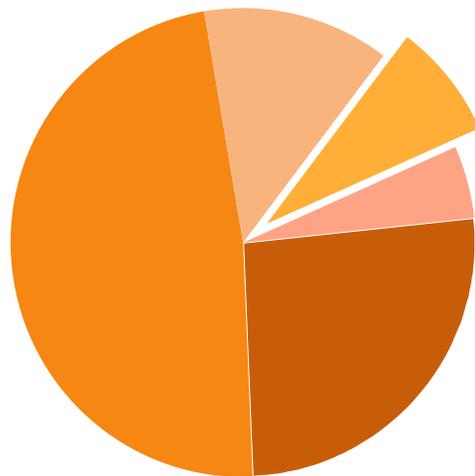
Local Manufacturing

- Across 10 countries

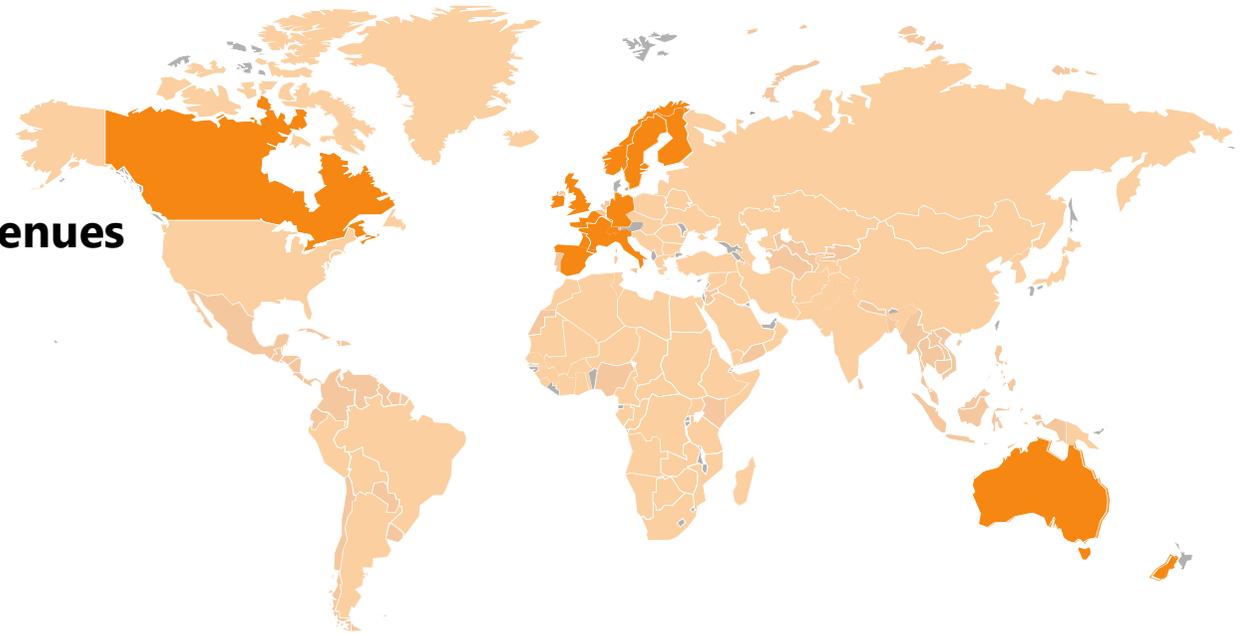
Russia Entry

- Acquired Biosintez to enhance presence in Russian market in Nov' 16 – Gives access to local manufacturing facility.

Western Europe, Canada, Japan, ANZ & Other Markets



8% of Revenues



Western Europe & Other Markets at a glance



Amongst the leading Indian Companies

Market Presence

- Across all major markets in Western Europe, Canada, A&NZ, Japan and few other markets

Product Portfolio

- Expanding basket of products including injectables and hospital products as well as products for retail market

Focus

- Development and commercialization of complex generics and differentiated products to drive sustainable and profitable growth

Sales Force

- Distribution led model

Local Manufacturing

- At Canada, Hungary & Ireland + Servicing from India facilities

Japan Entry

- Acquired 14 established prescription brands from Novartis in March '16

Global Consumer Healthcare Business



Global Consumer Healthcare Business at a glance

An Attractive Opportunity

India

- Amongst the top 10 consumer healthcare companies

Global Presence

- Operates in about 20 countries

Market Focus

- 4 core markets viz., India, Russia, Romania, and Nigeria
- 4 growth markets viz., Ukraine, Poland, South Africa and Myanmar

Strong Brand Equity

- 5 Brands are category leaders across 3 markets - India, Romania and Nigeria

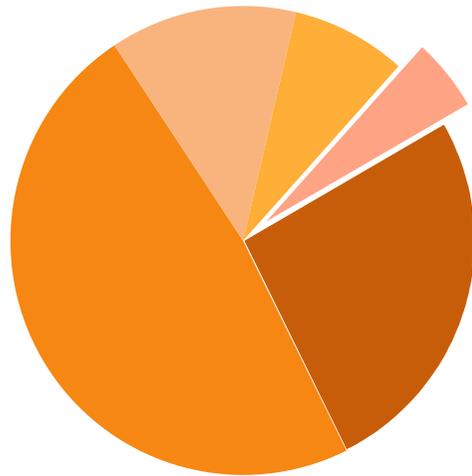
Sales Force

- Promoted through dedicated sales force in each market

Strong Positioning

- Amongst top 10 consumer healthcare companies in India, Romania, Nigeria & Myanmar

Active Pharmaceutical Ingredients (API) Business



5% of Revenues



API Business

Backward Integration – Strategic Importance

Strategic Importance

- Backward integration provides cost competitiveness and supply reliability

Customers

- Large generic and innovator companies

Product Portfolio

- Approximately 300 APIs

Pipeline Development

- Approx. 20 APIs scaled up annually

Regulatory approvals

- 306 DMF/CEP approvals to date
- 419 DMF/CEP Filings to date

Manufacturing

- Across 14 facilities

Opiates Business

- Acquired GSK's Opiates business in Australia in Sept'15

Research & Development



Research & Development



Cumulative R&D Spend of Rs 100 billion to date

R&D Spend

- R&D spend at 8.3% of Net Sales for FY16*
- Strong cash flows & large scale to support R&D investments

Capabilities

- Strong research teams in generics, finished dosage development, biological support, chemistry

Organization

- 2,000 scientists globally with capabilities across dosage forms like orals, liquids, ointments, gels, sprays, injectables

IPR Support

- Strong team of intellectual property experts supporting R&D (internal and external lawyers)

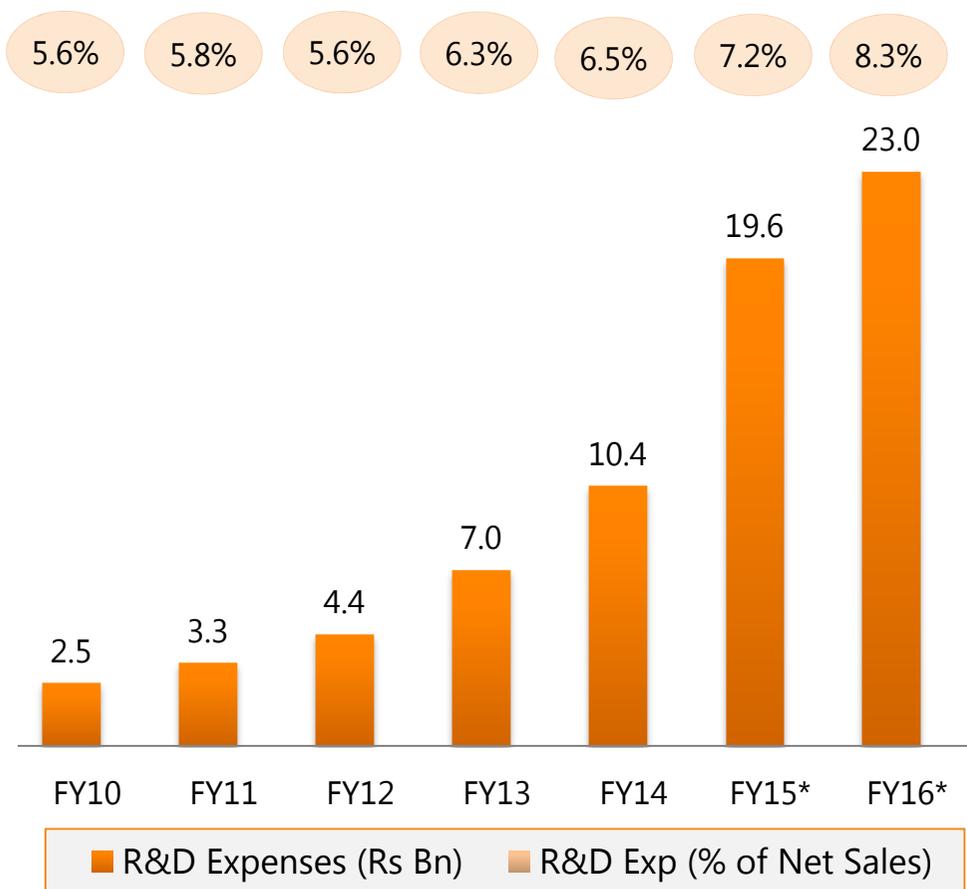
Focus

- Developing non infringing formulations and development of specialty/complex products

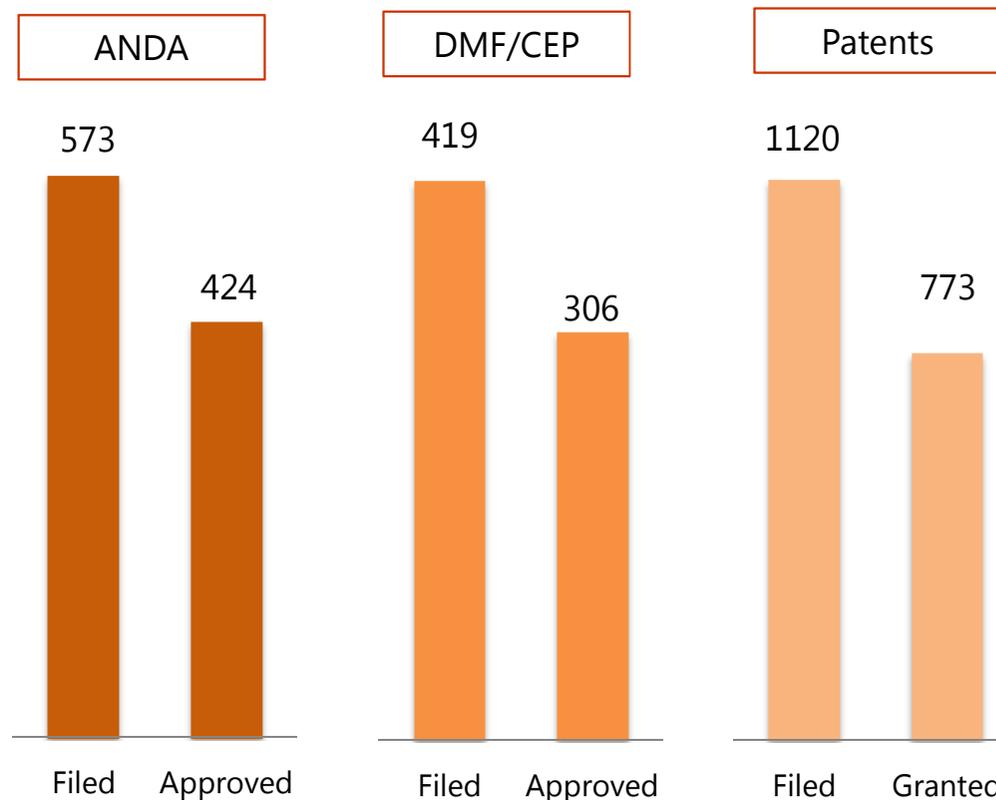
R&D Investments



R&D Expenditure



Filings and Approvals



FY09 – FY14 numbers exclude Ranbaxy financials

As of Dec 31, 2016

Global Manufacturing Presence



Global Manufacturing Presence

World Class Manufacturing Infrastructure

Extensive Global Footprint

- 49 manufacturing facilities across India, the Americas, Asia, Africa, Australia and Europe

Integrated Network

- Vertically integrated network across six continents enabling high quality, low cost and a quick market entry across the geographies

Capabilities

- One of the few companies that has set up completely integrated manufacturing capability for the production of oncology, hormones, peptides, controlled substances and steroidal drugs

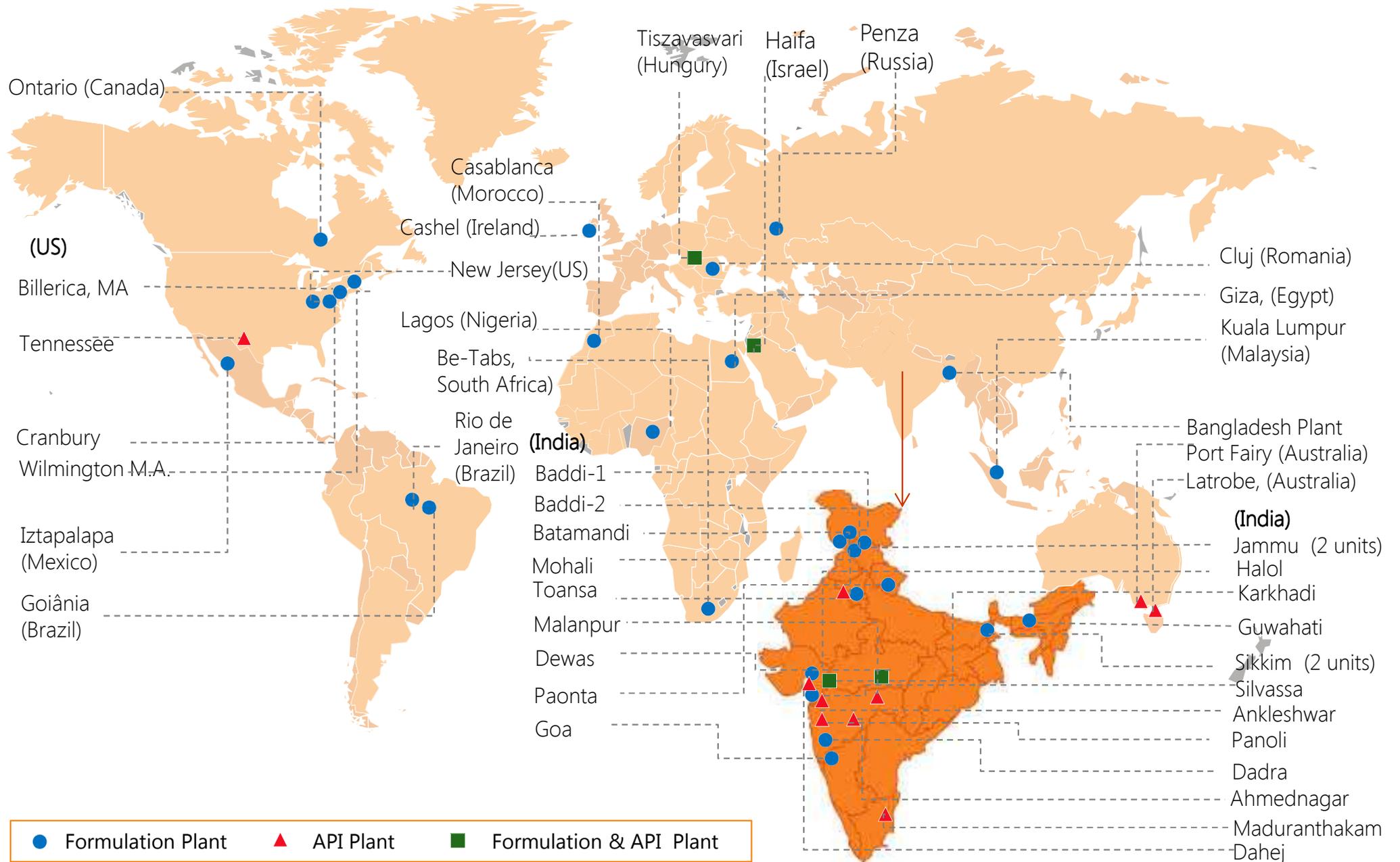
High Quality

- High quality manufacturing facilities. Many of the plants have received approvals from US FDA, UK MHRA and various other regulatory authorities

Dosage Forms

- Ability to manufacture a variety of dosage forms – Orals, Creams, Ointments, Injectables, Sprays, Liquids

Global Manufacturing Footprint



Finished Dosage Manufacturing

35 Finished dosage manufacturing sites

- India : 16, US : 4
- Canada, Brazil, Mexico, Hungary , Israel, Bangladesh, Ireland, South Africa, Malaysia, Romania, Brazil, Morocco, Egypt, Nigeria and Russia : 1 each
- Capacities available for a variety of finished dosages

Orals

- Tablets / Capsules
- Semisolids
- Liquids
- Suppository

Injectables / Sterile

- Vials
- Ampoules
- Pre-filled Syringes
- Gels
- Lyophilized Units
- Dry powder
- Eye drops
- MDI
- Aerosols

Topicals

- Creams
- Ointments

API Manufacturing

14 API manufacturing locations

- India : 9, Australia : 2, Israel : 1, US : 1, Hungary : 1

Panoli & Ahmednagar (both India)

- International regulatory approvals: USFDA, European
- Stand alone units for peptides, anti-cancer, steroids, sex hormones

API
Key Plants



Australia, Hungary & Tennessee (US)

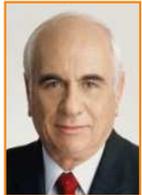
- Controlled substances manufacture

Corporate Governance

Our philosophy on corporate governance envisages working towards high levels of transparency, accountability and consistent value systems across all facets of operations



Chairman



Israel Makov

Former President
& CEO of Teva
Pharma. Industries Ltd.

Independent Directors & Members of Audit Committee



Ashwin Dani

Non-Executive Vice
Chairman,
Asian Paints Ltd.



Keki Mistry

Vice Chairman
& CEO, HDFC Ltd.

Independent Director



Rekha Sethi

Director General
All India Management
Association (AIMA)



Hasmukh Shah

Former Chairman of
Gujarat Gas & Former
Chairman & Managing
Director, IPCL



S. Mohanchand Dadha

Former Chairman &
Managing Director, TDPL

Financials



Financials



Market Capitalisation Rs. 1,515 billion / US\$ 22 billion

(All Figures in Rs. Mn)

	FY12	YoY	FY13	YoY	FY14	YoY	FY15*	YoY	FY16*	YoY
P&L Summary										
Net Sales	80,057	40%	1,12,389	40%	1,60,044	42%	2,72,451	70%	2,77,442	2%
Gross Profit	63,644	49%	91,592	44%	1,32,250	44%	2,05,059	55%	2,12,610	4%
EBITDA	32,507	67%	49,063	51%	71,141	45%	77,208	9%	77,983	1%
Net Profit	26,567	46%	29,830	12%	31,415	5%	45,394	44%	47,159	4%
Net Profit (Adjusted)	26,567	46%	35,666 #	34%	56,589 #	59%	47,771 #	-16%	54,011 #	13%
R&D Spend	4,449	34%	7,042	58%	10,418	48%	19,550	88%	23,025	18%
BS Summary										
	Mar'12	YoY	Mar'13	YoY	Mar'14	YoY	Mar'15*	YoY	Mar'16*	YoY
Shareholders Funds	1,22,358	29%	1,49,897	23%	1,85,250	24%	2,56,232	38%	3,14,042	23%
Loan Funds	2,650	-27%	1,982	-25%	24,890		89,939	261%	85,152	-5%
Net Fixed Assets	32,742	19%	50,771	55%	58,242	15%	1,10,201	89%	1,33,606	21%
Investments	22,129	-1%	24,116	9%	27,860	16%	27,163	-3%	13,086	-52%
Cash and Bank Balances	33,672	53%	40,587	21%	75,902	87%	1,09,980	45%	1,39,893	27%
Inventory	20,870	40%	25,778	24%	31,230	21%	56,680	81%	64,236	13%
Sundry Debtors	20,787	88%	24,122	16%	22,004	-9%	51,061	132%	67,959	33%
Sundry Creditors	9,927	54%	10,580	7%	13,283	26%	32,865	147%	34,896	6%

Exchange Rate :

For Market Capitalisation US\$1 = Rs 67.81 (As on 31 Jan 2017)

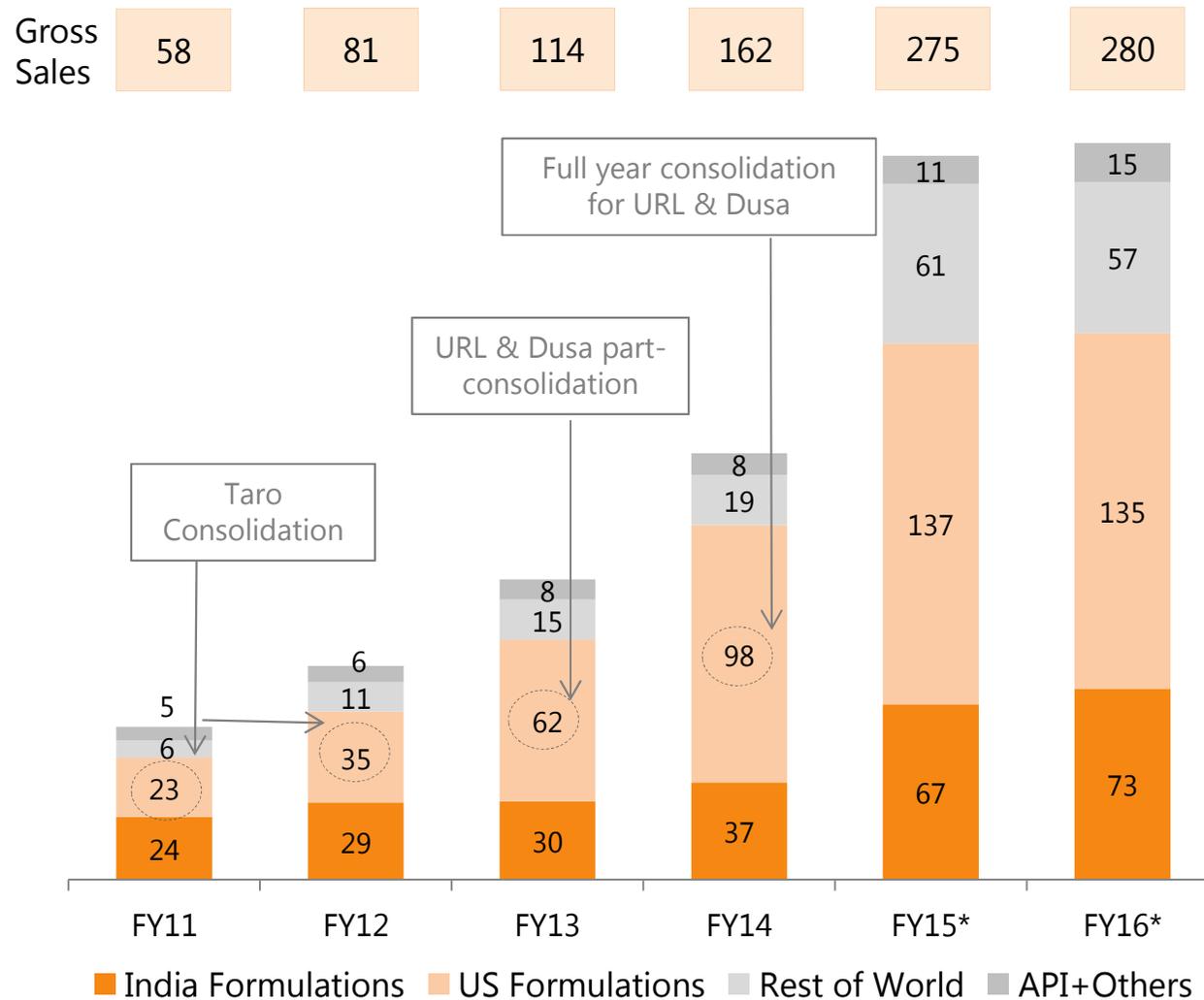
Adjusted for Rs 5.83 bn provision related to generic Protonix settlement for the year 2012-13 and adjusted for Rs 25.17 bn provision related to generic Protonix settlement for the year 2013-14 and adjusted for Rs 2.4 bn for settlement provision for Texas Medicaid Program litigation for 2014-15 and adjusted for Rs 6.9 bn of exceptional items related to Ranbaxy integration for 2015-16

All figures from FY11 to FY14 exclude Ranbaxy acquisition which is effective from 01 April 2014

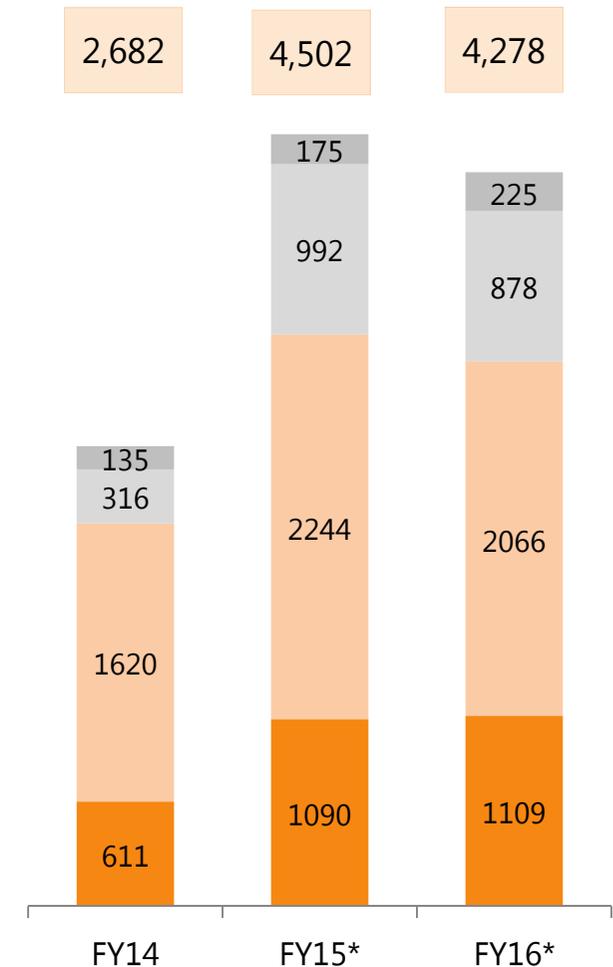
* FY15 & FY16 numbers include the impact of Ranbaxy merger

Sales Break-up

In INR Billion



In USD Million

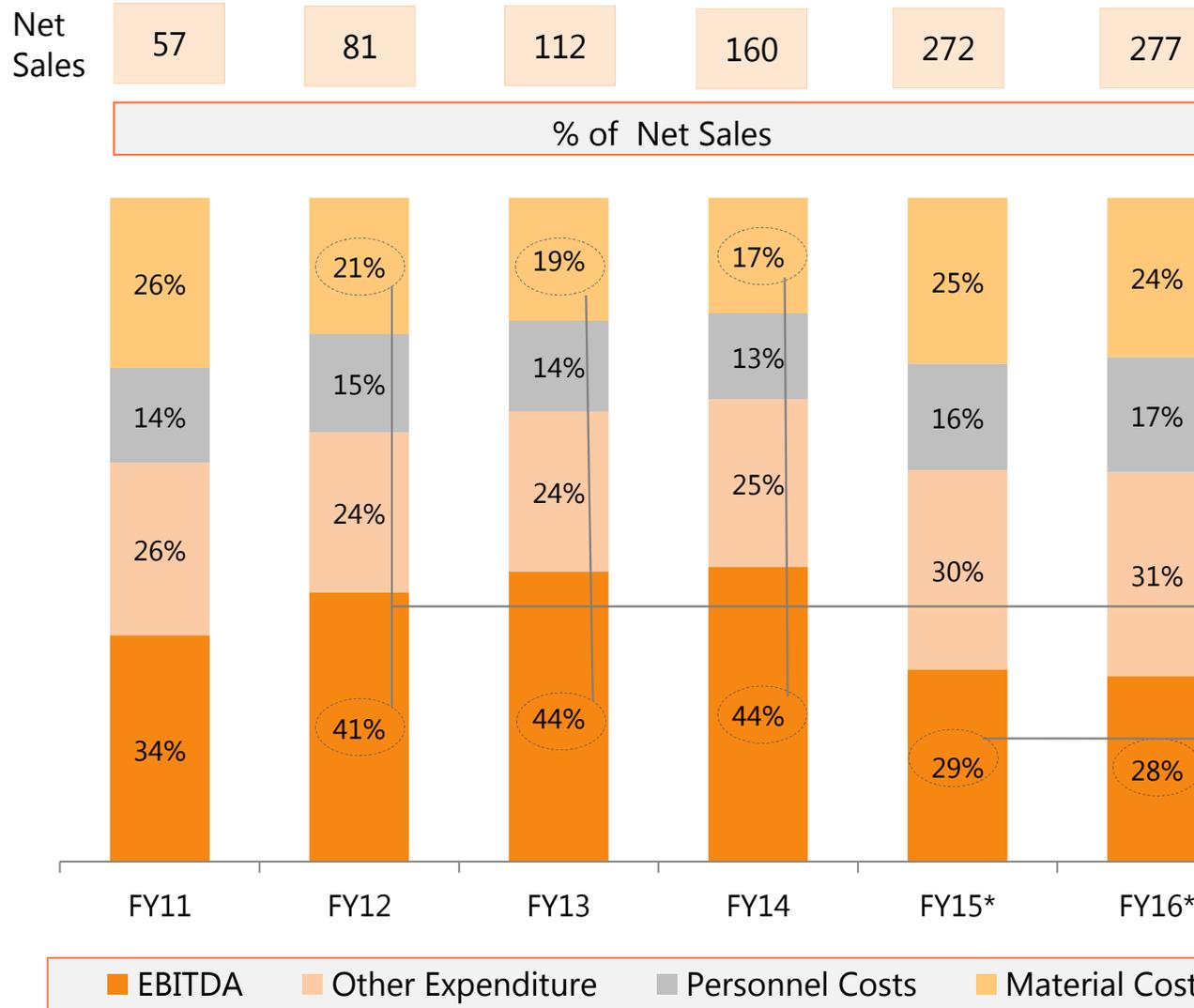


#Exchange Rate : US\$1 = Rs 60.41 (for FY14)
 US\$1 = Rs 61.13 (for FY15)
 US\$1 = Rs 65.43 (for FY16)

Rest of world includes all formulations sales excluding US & India
 FY11 – FY14 numbers exclude Ranbaxy financials
 * FY15 & FY16 numbers include the impact of Ranbaxy merger

EBITDA Trend

In INR Billion



Key drivers include Taro, generic Doxil, Doxycycline & other low competition products in US

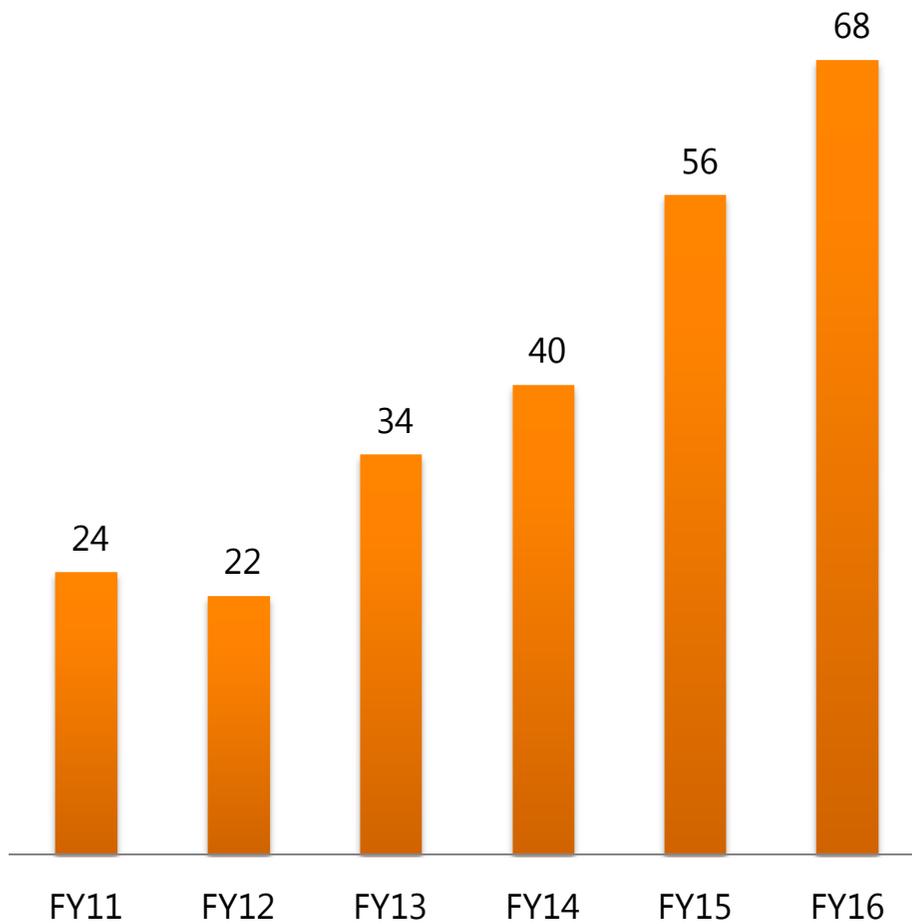
Impact of Ranbaxy acquisition, & temporary supply constraints at Halol facility

FY11 – FY14 numbers exclude Ranbaxy financials

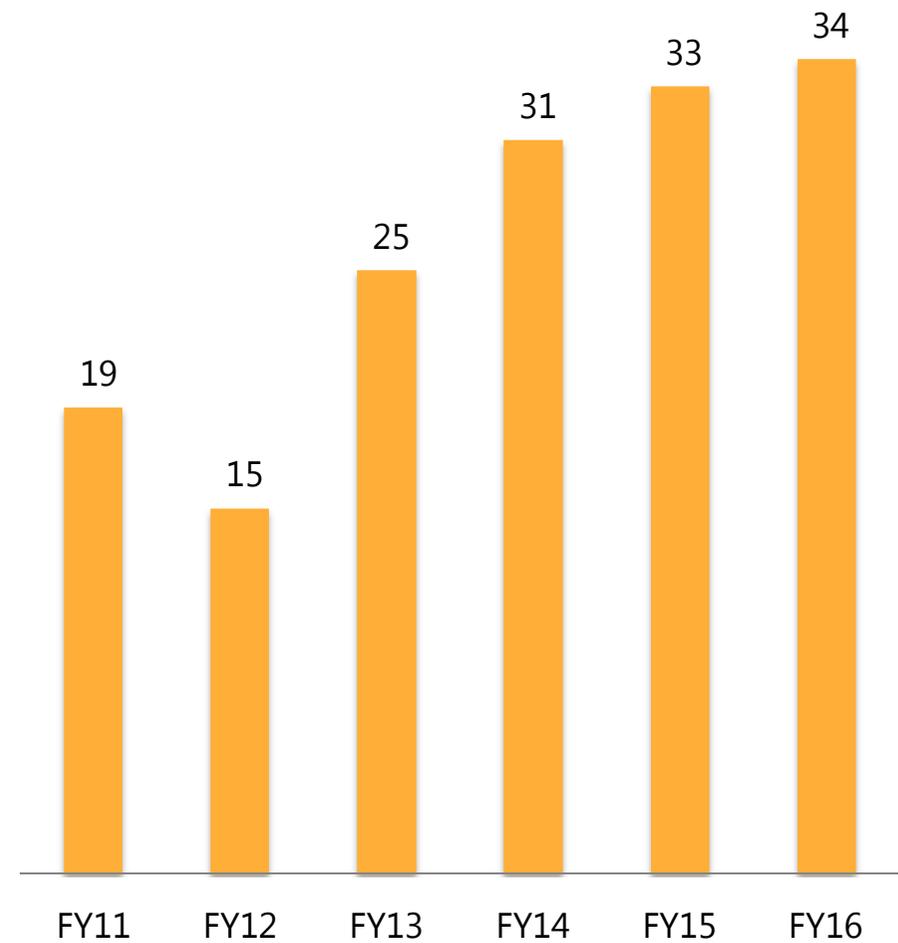
* FY15 & FY16 numbers include the impact of Ranbaxy merger

Cash Flow

Net Cash From Operating Activities (Rs Bn)



Free Cash Flow (Rs Bn)



Financial Ratios



	FY12	FY13	FY14	FY15	FY16
Growth (%)					
Net Sales	39.9	40.4	42.4	70.2	1.8
Gross Profit	49.5	43.9	44.4	55.1	3.7
EBITDA	66.5	50.9	45.0	8.5	1.0
Net Profit	46.3	12.3	5.3	44.5	3.9
Net Profit (Adjusted)	46.3	34.3 #	58.7 #	(15.6) #	13.1 #
Margins (%)					
Gross Margin	79.5	81.5	82.6	75.3	76.6
EBITDA Margin (%)	40.6	43.7	44.5	28.3	28.1
Net Margin	33.2	26.5	19.6	16.7	17.0
Net Margin (Adjusted)	33.2	31.7 #	35.4 #	17.5 #	19.5 #
Return (%)					
ROCE	23.8	26.7	26.9	14.7	15.3
ROE	23.8	25.7	30.9	18.5	18.6
Others					
Debt / Equity	0.02	0.01	0.13	0.35	0.27
Fully Diluted EPS	12.8	14.4	15.2	18.9	19.6
Fully Diluted EPS (Adjusted)	12.8	17.2 #	27.3 #	19.9 #	22.4 #
R&D Spend % of Net Sales					
Revenue	5.6	6.3	6.5	7.2	8.3
Capital	5.1	5.9	6.2	6.7	8.0
	0.5	0.4	0.3	0.4	0.3

Adjusted for Rs 5.83 bn provision related to generic Protonix settlement for the year 2012-13.
 Adjusted for Rs 25.17 bn provision related to generic Protonix settlement for the year 2013-14.
 . Adjusted for Rs 2.4 bn for settlement provision for Texas Medicaid Program litigation for 2014-15
 Adjusted for Rs 6.9 bn of exceptional items related to Ranbaxy integration for 2015-16

Key Financials Q3 & 9m FY17



(All Figures in Rs. Mn)

	Q3 FY17	Q3 FY16	CHANGE	9m FY17	9m FY16	CHANGE
Gross Sales	76,832	70,871	8%	2,34,391	2,04,721	14%
Gross Profit	54,346	53,543	1%	1,75,035	1,55,503	13%
Gross Margin	71%	76%		75%	76%	
EBITDA	22,237	22,104	1%	75,750	56,014	35%
EBITDA Margin	29%	31%		32%	27%	
Net Profit	14,718	15,449	-5%	57,407	31,296	83%
Net margin	19%	22%		24%	15%	
Net Profit (Adjusted)	14,718	15,449	-5%	57,407	38,147	50%
Net margin (Adjusted)	19%	22%		24%	19%	
R&D	6,127	5,826	5%	17,136	15,914	8%
R&D as % of Net Sales	8.0%	8.2%		7.3%	7.8%	0.0
EPS (Diluted) INR	6.1	6.4	-5%	23.9	13.0	83%
EPS (Diluted) INR (Adjusted)	6.1	6.4	-5%	23.9	15.9	50%

All Financials are as per IND-AS

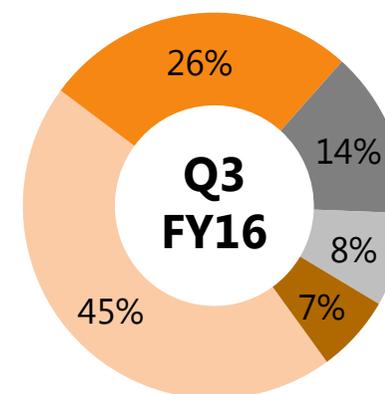
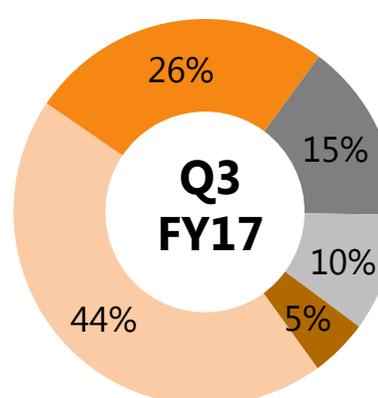
Sales Breakup Q3 & 9m FY17



(All Figures in Rs. Mn)

	Q3 FY17	Q3 FY16	CHANGE	9m FY17	9m FY16	CHANGE
Formulation						
India	19,694	18,746	5%	58,327	54,063	8%
US	34,193	32,003	7%	1,12,043	96,066	17%
Emerging Markets	11,599	9,941	17%	33,172	27,478	21%
ROW	7,603	5,570	37%	18,509	16,286	14%
<i>Sub-total</i>	73,087	66,259	10%	2,22,051	1,93,893	15%
Bulk	3,657	4,405	-17%	12,024	10,265	17%
Others	88	207	-58%	316	563	-44%
Gross Sales	76,832	70,871	8%	2,34,391	2,04,721	14%

- US Formulations
- India Branded Generics
- Emerging Markets
- Western Europe & Other Markets #
- API & Others



All Financials are as per IND-AS

Includes Western Europe, Canada, Australia & New Zealand, Japan and other markets.

Key Milestones targeted for future

US Business

- Enhance share of specialty/branded business
- Continue to focus on complex generics and high entry barrier segments
- Ensure broad product offering to customers across multiple dosage forms
- Gain critical mass in key therapeutic segments

India Business

- Improve productivity of India business
- Maintain leadership position in a fiercely competitive market
- Continuously innovate to ensure high brand equity with doctors

RoW Business

- Gain critical mass in key emerging markets
- Enhance product basket in emerging markets
- Improve profitability in developed European markets

Key Milestones targeted for future

Global Consumer Healthcare

- Maintain leadership in existing markets through focus on innovative solutions
- Enhance presence in high growth markets

R&D

- Develop more products through expanded R&D team for global markets
- Focus on developing complex products across multiple dosage forms

Regulatory/ Quality

- Ensuring 24x7 compliance to cGMP is imperative for a global business
- Continuously enhance systems, processes, human capabilities to ensure compliance with global regulatory standards
- Ensure resolution of consent decree at Ranbaxy's facilities

Financial

- Target sustainable and profitable growth
- Deliver on the US\$ 300 million synergy benefits from Ranbaxy acquisition by FY18

FY17 Guidance



Consolidated Revenues

- To grow by 8-10% over FY16

R&D Investments

- Approximately 9% of revenues to be invested in R&D

Ranbaxy Integration Synergy

- Target US\$ 300 million in synergy benefits from the Ranbaxy acquisition by FY18

Investing for Future

- Invest in R&D and in building the specialty business

Sun Pharma at a glance



4th Largest Global Specialty Generic Company

US	<ul style="list-style-type: none">• Ranked 4th in US* / Largest Indian Pharma Company in US
India	<ul style="list-style-type: none">• No. 1 Pharma Company in India
Emerging Markets	<ul style="list-style-type: none">• Amongst the largest Indian Pharma Company in Emerging Markets
Europe	<ul style="list-style-type: none">• Expanding presence in Europe
Manufacturing Footprint	<ul style="list-style-type: none">• 49 manufacturing sites across the world
Market Presence	<ul style="list-style-type: none">• Presence in more than 150 countries across branded and generic markets
Product Portfolio	<ul style="list-style-type: none">• Portfolio of more than 2,000 products across the world
Employees	<ul style="list-style-type: none">• 30,000+ global employee base
Quality Compliance	<ul style="list-style-type: none">• Multiple facilities approved by various regulatory authorities across the world including USFDA
R&D and Manufacturing	<ul style="list-style-type: none">• Capabilities across dosage forms like injectables, sprays, ointments, creams, liquids, tablets and capsules
Addressable Segments	<ul style="list-style-type: none">• Specialty products, branded generics, complex generics, pure generics & APIs

* Source: Evaluate Pharma for 12 months ended Dec 2016



Thank You!

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