



Creating Lasting Value

Investor Presentation – September 2022



NSE:SUNPHARMA | BSE:524715 |
Bloomberg:SUNP IN | Reuters:SUN.BO

WWW.SUNPHARMA.COM

Disclaimer



Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue" and similar expressions or variations of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. Sun Pharmaceutical Industries Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Contents

1	Sun Pharma at a glance
2	Long-term Strategy
3	Global Specialty Initiatives
4	Revenue Composition, History & Acquisition Track Record
5	Business Operations, R&D, Manufacturing
6	Corporate Governance
7	Financials – P&L, Balance Sheet, Cash Flows & Ratios
8	Key Milestones Targeted

Sun Pharma at a glance



4th Largest Global Specialty Generic Company*

US

- Ranked 8th in US Generics Market^{##}

India

- No. 1 Pharma Company in India

Emerging Markets

- Amongst the largest Indian Pharma Company in Emerging Markets

Rest of World Markets

- Expanding presence in Rest of World markets

Manufacturing Footprint

- 43 manufacturing sites across the world

Market Presence

- Presence in more than 100 countries across branded and generic markets

Employees

- 38,000+ global employee base

Quality Compliance

- Multiple manufacturing facilities approved by various regulatory authorities across the world including USFDA

R&D and Manufacturing

- Capabilities across dosage forms like injectables, sprays, ointments, creams, liquids, tablets and capsules

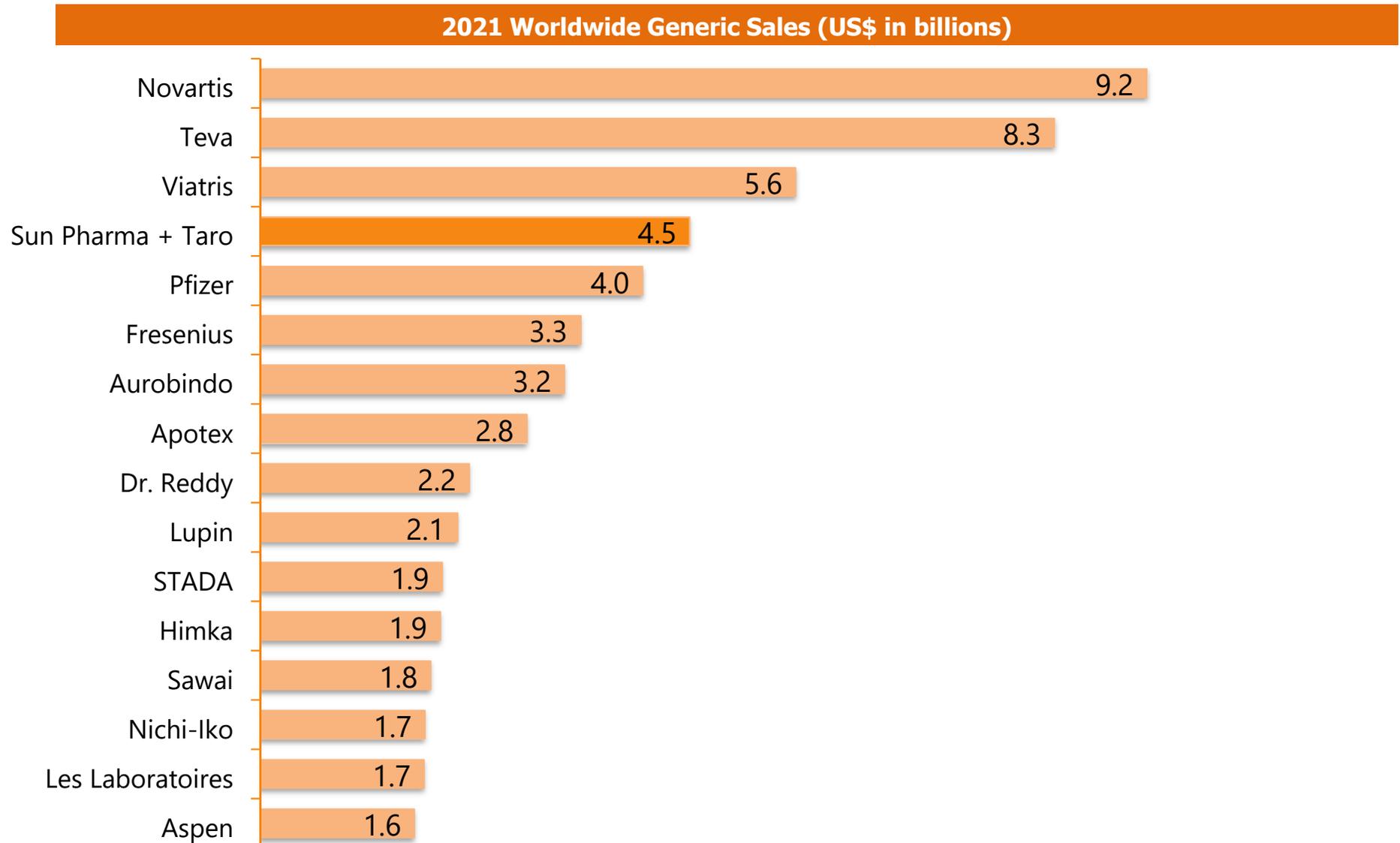
Addressable Segments

- Specialty products, branded generics, generics & APIs

*Source: Evaluate Pharma Estimates for 12 months ended Dec 2021

Source: IQVIA data for 12 months ended April 2022

World's 4th Largest Specialty Generic Pharma Co



Source: Evaluate Pharma Estimates for 12 months ended Dec 2021

Sun Pharma today



US Formulations

- 8th largest generics company in US* with a strong pipeline (89 ANDAs & 13 NDAs awaiting approval)
- Presence in Specialty branded & generics segments with more than 560 approved products
- FY22 sales: Rs. 113,737 mn

India Branded Generics

- No.1 ranked with 11 classes of doctor categories
- Leading position in high growth chronic therapies
- Specializes in technically complex products
- FY22 sales: Rs. 127,593 mn



Emerging Markets

- Presence in about 80 countries across Africa, Americas, Asia and Eastern & Central Europe
- Key focus markets – Romania, Russia, South Africa, Brazil & Mexico and complementary & affiliated markets
- FY22 sales: Rs. 67,432 mn

Rest of World (RoW)

- Presence across key markets in Western Europe, Canada, Japan, Israel, A&NZ and other markets
- Product portfolio includes specialty products, differentiated offerings for hospitals, injectables & generics for retail market
- FY22 sales: Rs. 54,545 mn

Note:

(1) As of Sept, 15 2022 using spot exchange rate of INR /USD = 79.69

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

* Source: IQVIA data for 12 months ended April 2022

Driving Sustainable Long Term Growth

- Enhance share of specialty business
- 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
- Sustainability - Committed to Governance, Community Upliftment, Access to Affordable Healthcare & Environment Conservation

- Optimize operational costs
- Vertically integrated operations



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

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

Our Specialty Portfolio



Ilumya/ Ilumetri

- Indication - For plaque psoriasis
- Launched in US in October 2018 & in Australia in Dec-2018, Phased launch in Europe by Almirall starting December 2018 onwards
- Long term clinical data shows that the significant response rate seen in 52 & 64 weeks were maintained over five years
- Evaluating new indications for Ilumya - Phase-2 data shows potential to improve joint & skin symptoms of Psoriatic Arthritis. Commenced Phase-3 trials in 2020
- Out licensed to CMS for Greater China market & to Hikma for Middle East & North African markets
- Launched in Japan in September 2020 and in Canada in October 2021

Cequa

- Indication - For dry eye disease
- Launched in US in October 2019
- Out-licensed to CMS for Greater China market in June 2019
- Launched in Canada in January 2022

Winlevi

- For the topical treatment of acne vulgaris in patients 12 years of age and older
- Launched in US in November 2021

Absorica LD

- Indication - For the treatment of severe recalcitrant nodular acne that cannot be cleared up by any other acne treatments, including antibiotics.
- Launched in US in February 2020

Levulan Kerastick

- Indication – In combination with BLU-U (Blue Light Photodynamic Therapy Illuminator) for treatment of minimally to moderately thick actinic keratoses of the face, scalp, or upper extremities.
- Currently marketed in US for actinic keratosis

Our Specialty Portfolio



Odomzo

- Indication - For LABCC (locally advanced basal cell carcinoma)
- Currently marketed in US, Canada, Germany, France, Denmark, Switzerland, Spain, Italy, Australia and Israel

Yonsa

- Indication - For metastatic castration resistant prostate cancer in combination with methylprednisolone
- Launched in US in May 2018

Bromsite

- Indication - For prevention of ocular pain & treatment of inflammation following cataract surgery
- Launched in US in November 2016

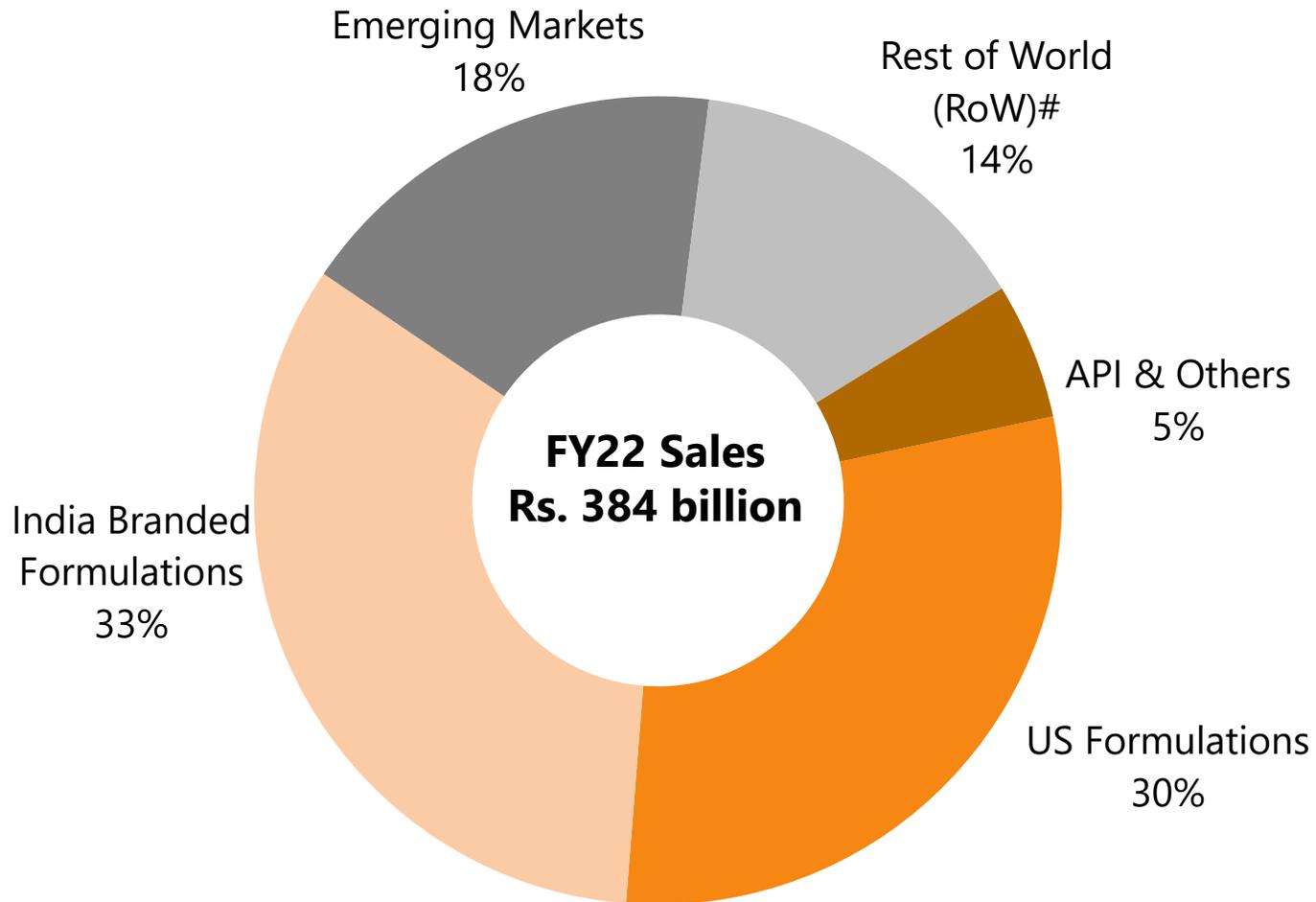
Xelpros

- Indication - For reduction of elevated IOP in patients with open-angle glaucoma or ocular hypertension
- BAK (Benzalkonium chloride) free form of latanoprost
- Launched In US in January 2019

Sprinkle Portfolio

- Products using sprinkle technology for patients who have difficulty swallowing
- Sprinkle versions of metoprolol (cardiology), rosuvastatin (cardiology) & duloxetine (neuro-psychiatry) commercialized in US between 2018-2019
- Therapeutic solutions for long-term care (LTC) patients

Highly Diversified Revenue Base



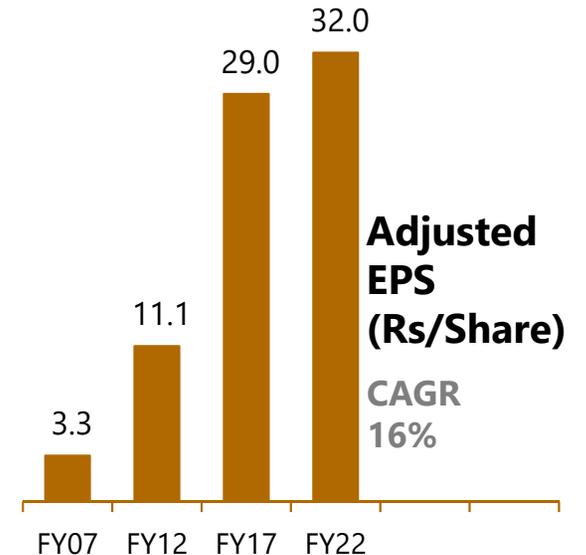
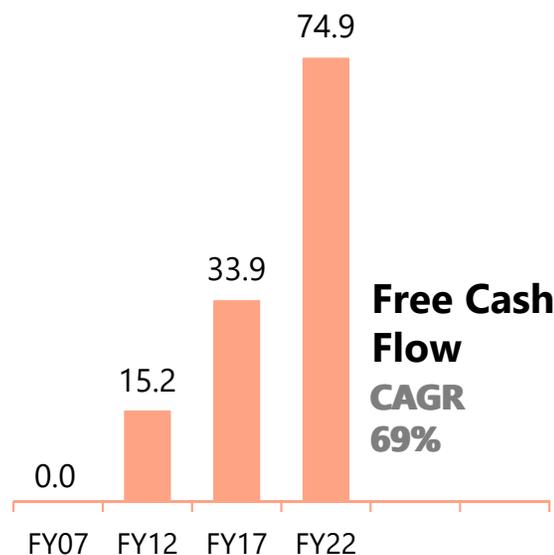
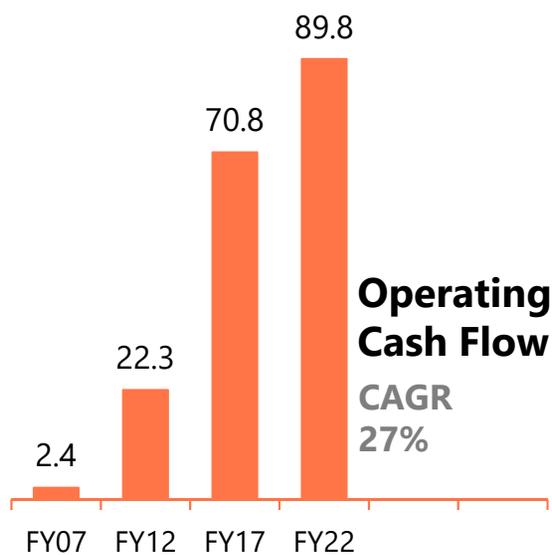
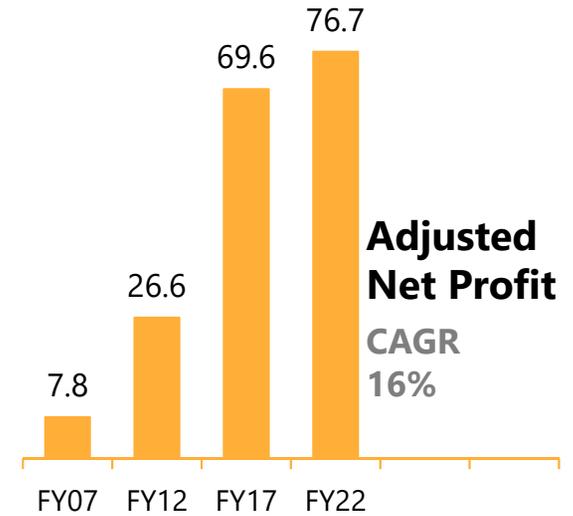
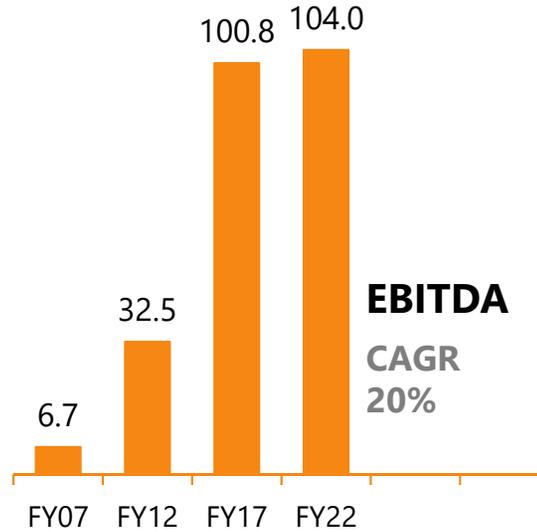
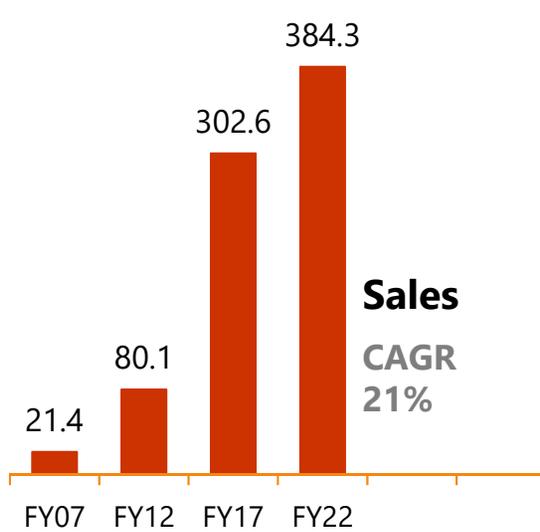
Includes Western Europe, Canada, Japan, Australia & New Zealand, Israel and other markets.

Impressive Track Record of Growth



(All Figures in Rs Billion)

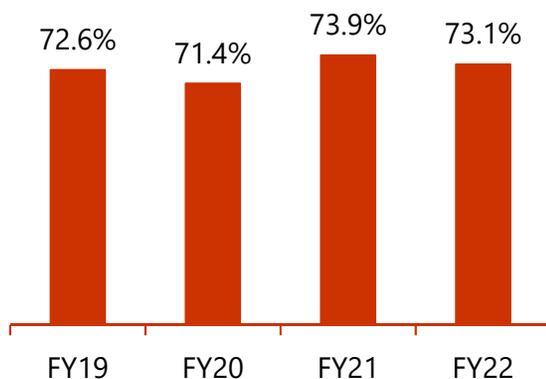
CAGR for FY07-FY22



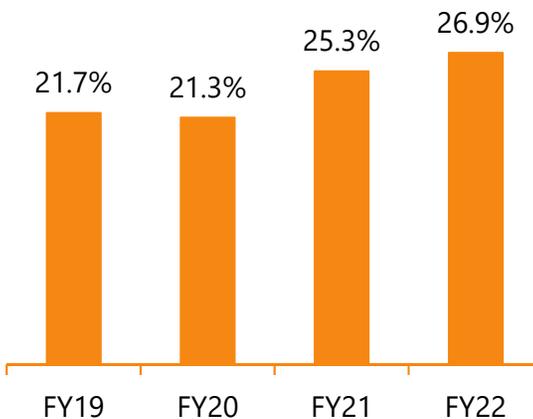
Profitability and Return Ratios



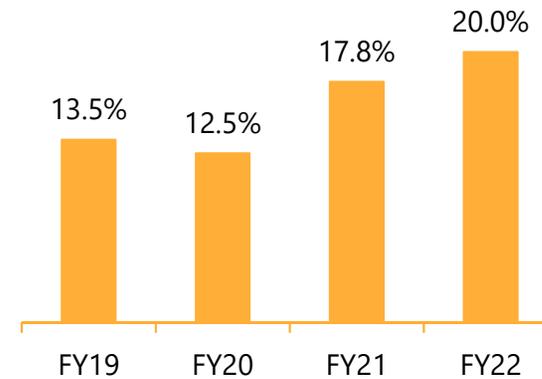
Gross Margin



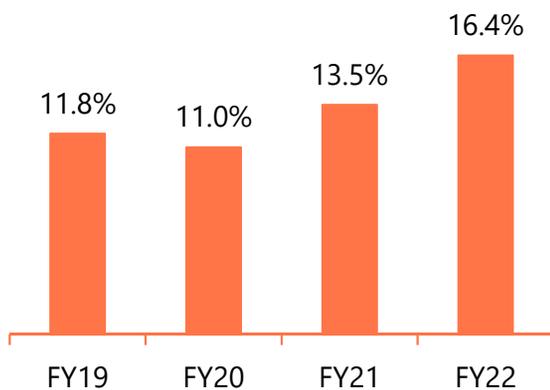
EBITDA Margin



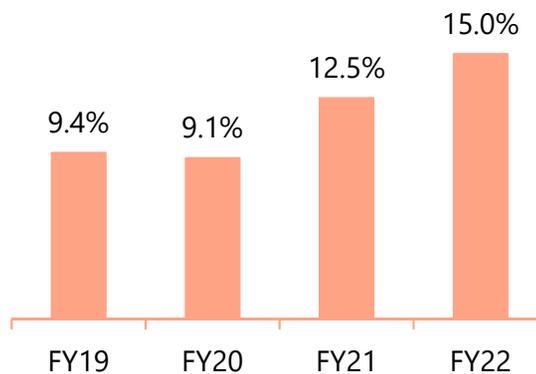
Adjusted Net Profit Margin



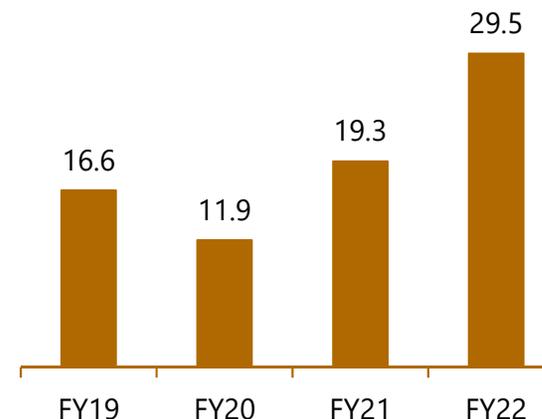
ROCE



ROE



Market Cap (USD Bn)

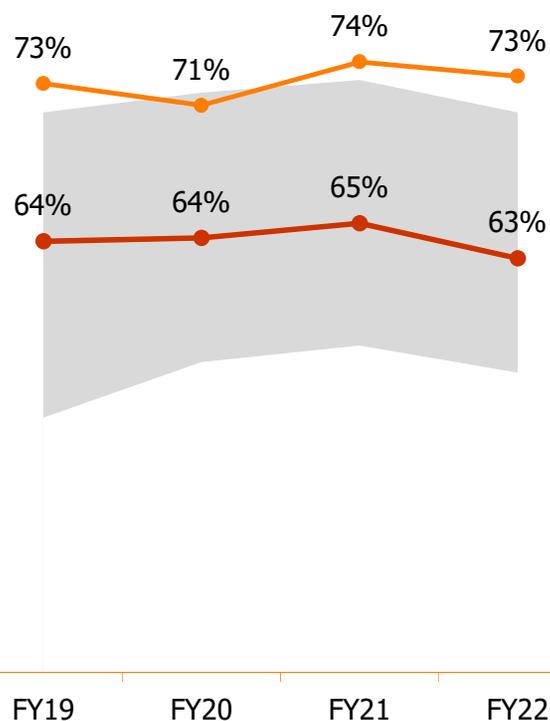


Gross margin= (Sales - Material Cost)/Sales*100
 ROCE & ROE exclude one-time exceptional charges
 ROCE = EBIT / Average of (Total Assets – Current Liabilities)
 ROE = Net Profit / Average Shareholders Equity

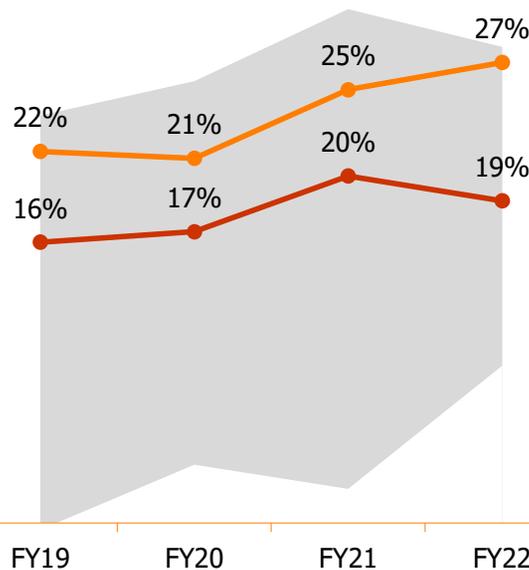
(Market Cap as on 31st March)

Profitability

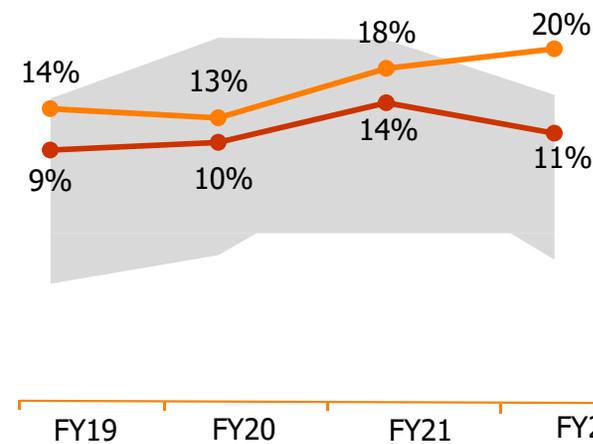
Gross Margin



EBITDA Margin



Adjusted Net Profit Margin

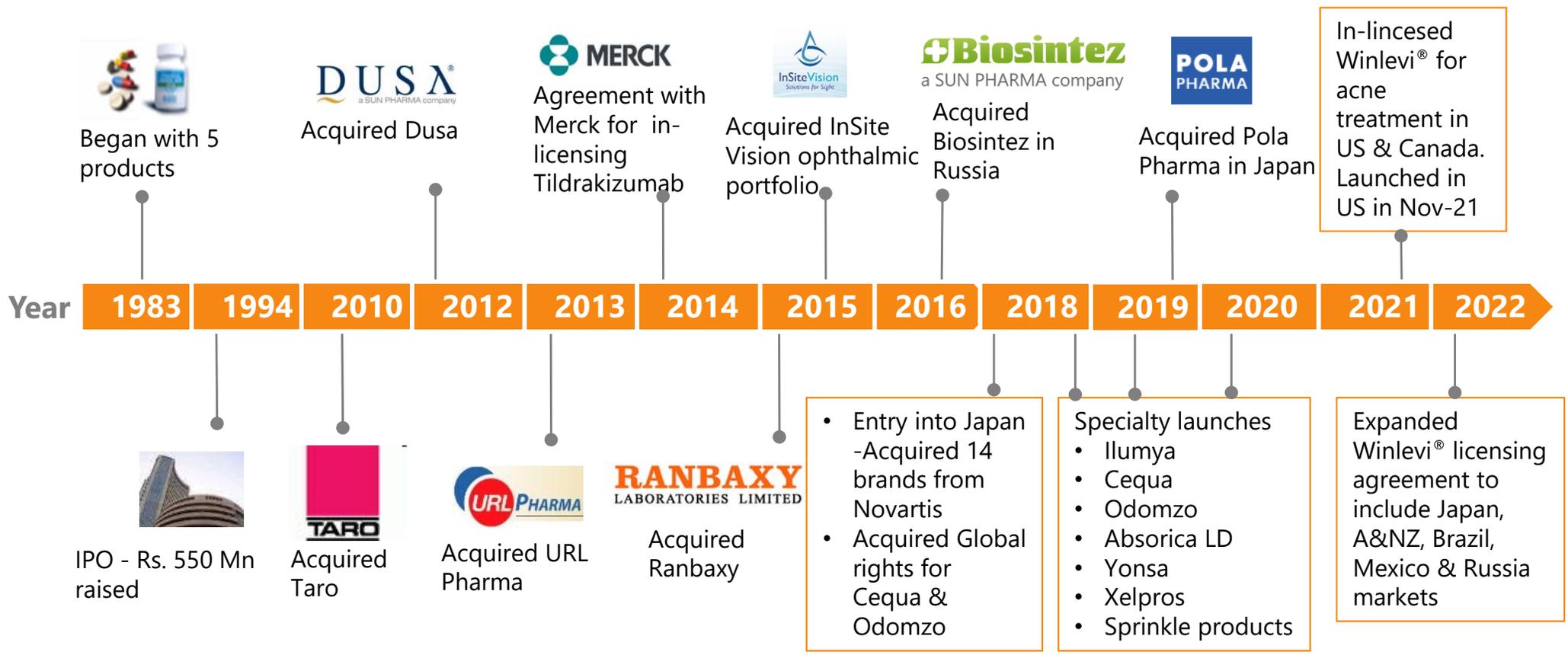


Gross margin= (Net Sales – Material Cost) / Net Sales * 100

—●— Sun Pharma ■ Range of Top 9 Indian Pharma Cos. —●— Average

#Top 9 Indian Pharma company include Aurobindo, Cadila Healthcare, Cipla, DRL, Glenmark, Ipca, Lupin, Torrent and Wockhardt.

Creating a Global Company



Sun Pharma Today



38,000+ Global Employee Base



Invested ~Rs. 219 Bn in R&D till date (Since 1994)



Part of NSE Nifty & BSE Sensex in India



43 Manufacturing facilities in 6 Continents



65% of sales from international markets

Key Deals & Rationale



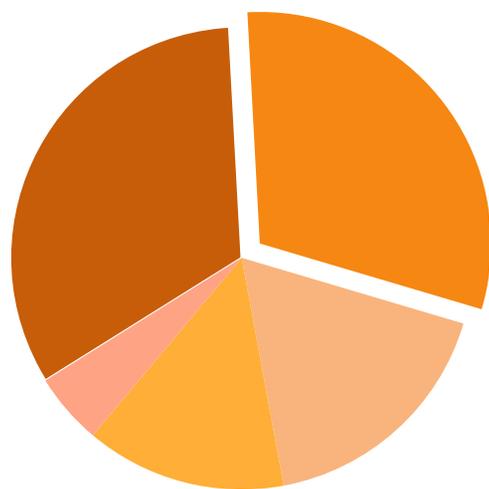
Year	Deals	Country	Rationale
2022	Expanded Winlevi® licensing agreement to include Japan, Australia, New Zealand, Brazil, Mexico & Russia markets	Japan, Australia, New Zealand, Brazil, Mexico and Russia	Topical treatment of acne vulgaris
2022	Acquired Uractiv™ Portfolio from Fiterman Pharma	Romania	Expand non-prescription product basket in Romania and neighbouring markets
2022	Taro (Sun's subsidiary company) acquired Alchemee Business from Galderma	US, Japan, Canada	Acquired the "Proactiv", "Restorative Elements" and "In Defense of Skin" brands. Strengthens Taro's OTC portfolio
2021	In-licensed Winlevi® (clascoterone cream 1%)	US & Canada	Topical treatment of acne vulgaris
2020	Exclusive licensing agreement with Himka for Ilumya	Middle East & North Africa	Registration and commercialization of the product in all Middle East & North Africa (MENA) markets.
2020	Licensing agreement with SPARC for SCD-044	Global	Potential treatment for psoriasis, atopic dermatitis & other auto-immune disorders
2020	In-licensed Triferic brand from Rockwell Medical Inc. (USA)	India	Expands nephrology portfolio in India - for treating anaemia in hemodialysis patients.
2019	Licensing agreement with Astrazeneca UK for ready-to-use infusion oncology products	Mainland China	Access to oncology market in Mainland China
2019	Licensing agreement with CMS for Tildrakizumab, Cequa & 8 generic products	Greater China	Access to Greater China market
2018	Acquired Pola Pharma in Japan	Japan	Access to Japanese dermatology market.
2016	Acquired global rights for Cequa & Odomzo	Global	Enhances specialty pipeline.

Key Deals & Rationale

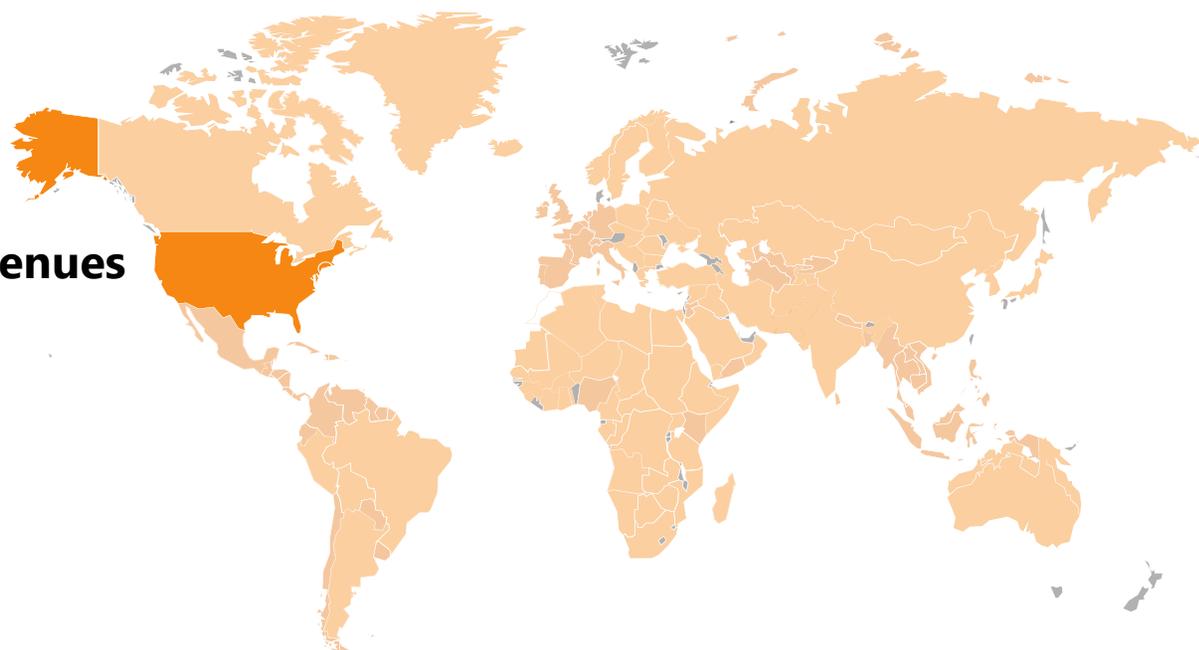


Year	Deals	Country	Rationale
2016	Acquired Biosintez	Russia	Local manufacturing capability to enhance presence in Russian market
2016	Licensing agreement with Almirall for Tildrakizumab for Psoriasis	Europe	Access to European market for Tildrakizumab
2016	Acquired 14 brands from Novartis	Japan	Entry into Japan
2016	Distribution agreement with AstraZeneca	India	Distribution services agreement in India for brand "Oxra" & "Oxramet"® (brands of dapagliflozin, used for diabetes treatment)
2015	Acquired InSite Vision Inc.	US	Strengthens branded ophthalmic portfolio in U.S.
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	Strengthen position in the Global Generic Pharma Industry, 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	Access to sterile injectable capacity in the US
2012	Acquired DUSA Pharma, Inc.	US	Access to specialty drug-device combination in dermatology segment
2010	Acquired Taro Pharmaceutical Industries Ltd.	Israel	Access to dermatology generic portfolio Manufacturing facilities at Israel & Canada
1997	Acquired Caraco	Detroit, US	Entry into US Market

US Business



30% of Revenues



US Business at a glance



8th Largest Pharma Company in the US Generics Market*

Dermatology Segment

- Ranked 2nd by prescriptions^{##} in the US dermatology market

Comprehensive Portfolio**

- Wide basket of 604 ANDAs & 67 NDAs filed and 515 ANDAs & 54 NDAs approved across multiple therapies

Robust Pipeline**

- 89 ANDAs & 13 NDAs pending approval with USFDA

Market Presence

- Presence in branded, generics & OTC segments

Flexible Manufacturing

- Integrated manufacturer with flexibility for manufacturing onshore/ offshore

Dosage Forms

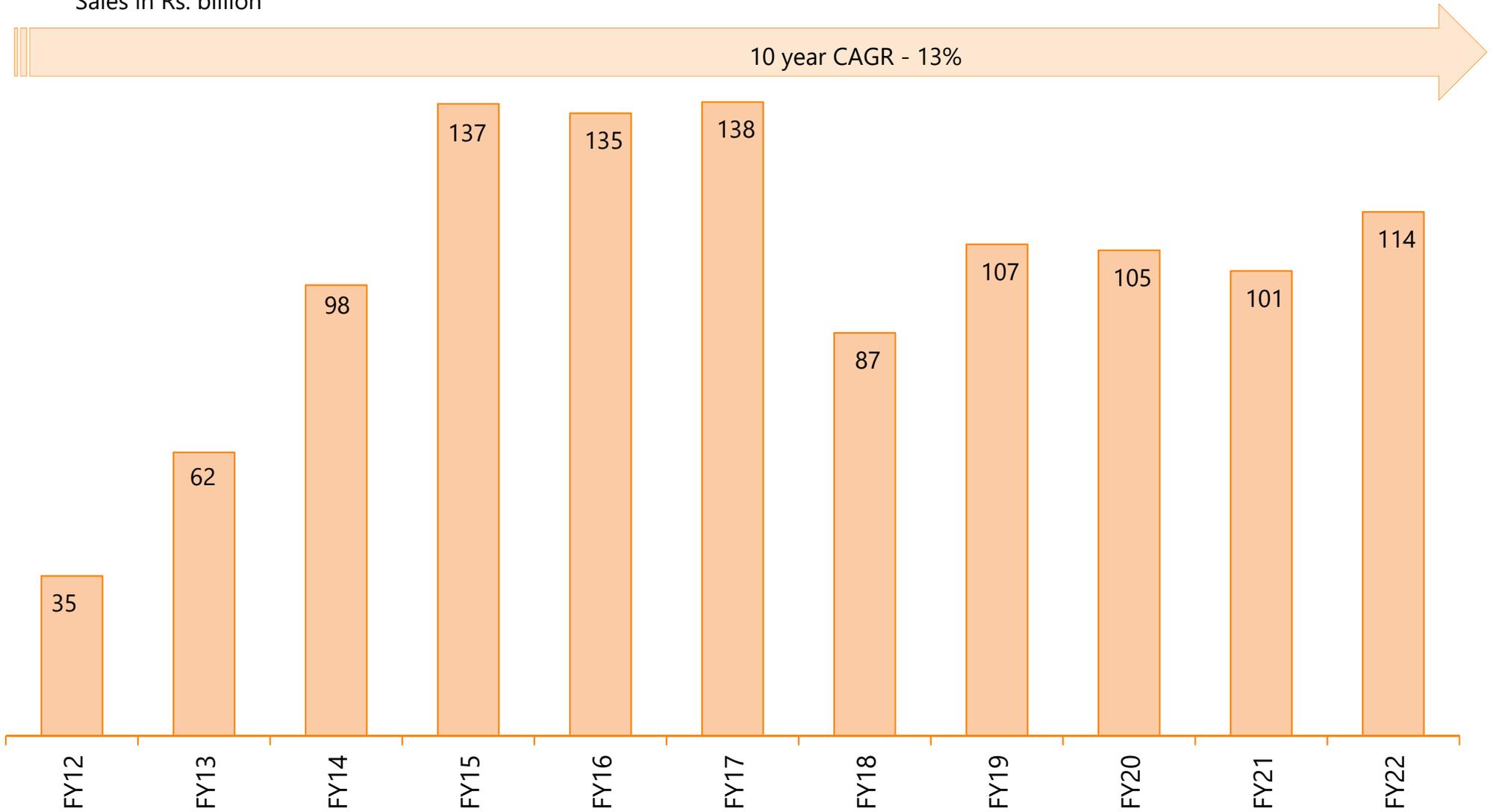
- Liquids, Creams, Ointments, Gels, Sprays, Injectables, Tablets, Capsules, Drug-Device combination

**All data as of 30-Jun-2022

* Source: IQVIA data for 12 months ended April 2022
Source: IQVIA data for 12 months ended April 2022

US Business – Sales

Sales in Rs. billion



Key Milestones in US



FY22

- Launched Winlevi® (clascoterone cream 1%) for topical treatment of acne vulgaris

FY21

- Presented long term clinical data for Ilumya & other clinical insights for Odomzo & Levulan at American Academy of Dermatology Conference
- Presented Pre-clinical data for GL0034 (GLP-1R agonist) at American Diabetes Association Conference

FY20

- Launched Cequa in US
- Launched Absorica LD in US in Feb-2020

FY19

- Launched Ilumya & Yonsa in US
- Received USFDA approval for Cequa
- Launched Xelpros in US
- Launched Ready-to-Infuse INFUGEM™

FY18

- Launched Odomzo in US
- US FDA approval for Ilumya

FY17

- Tildrakizumab filing in US & Europe
- Acquired Ocular Technologies giving access to Cequa, a product for dry eyes.
- Acquired Odomzo- branded oncology product from Novartis

FY13

- Acquired DUSA - Entry in branded specialty market

FY10

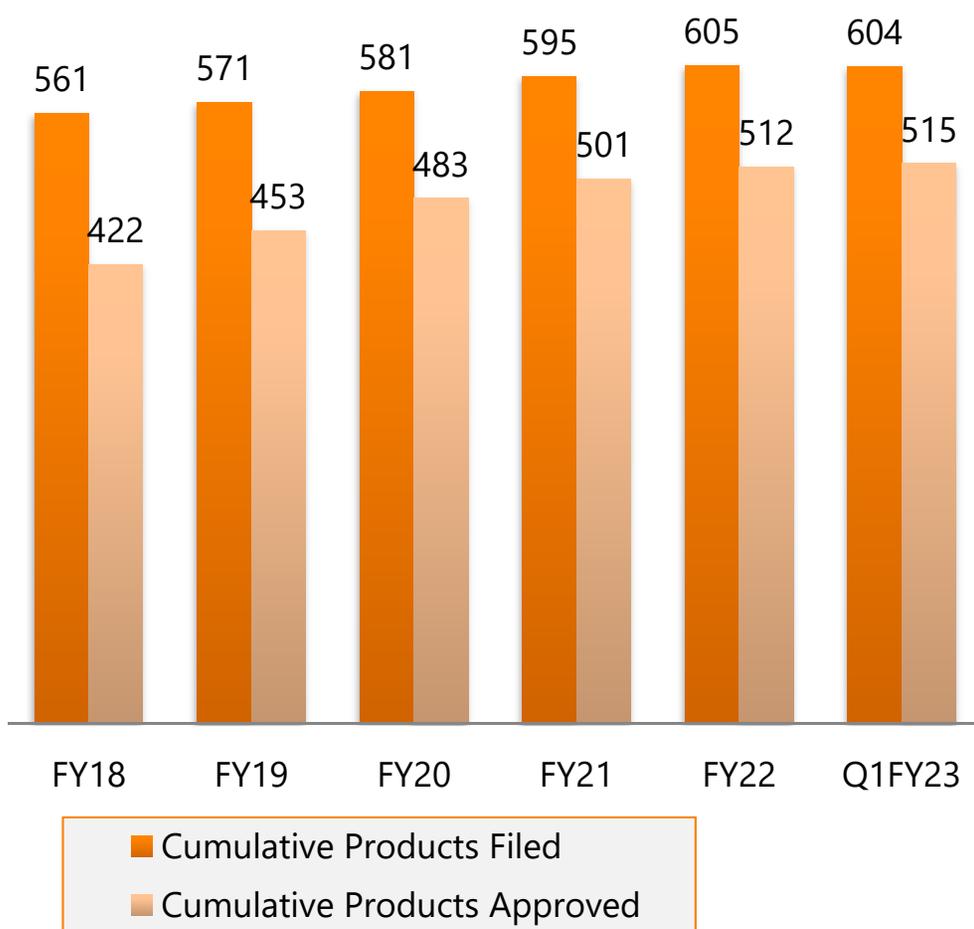
- Acquired Taro Pharma – Entry into US dermatology market

FY98

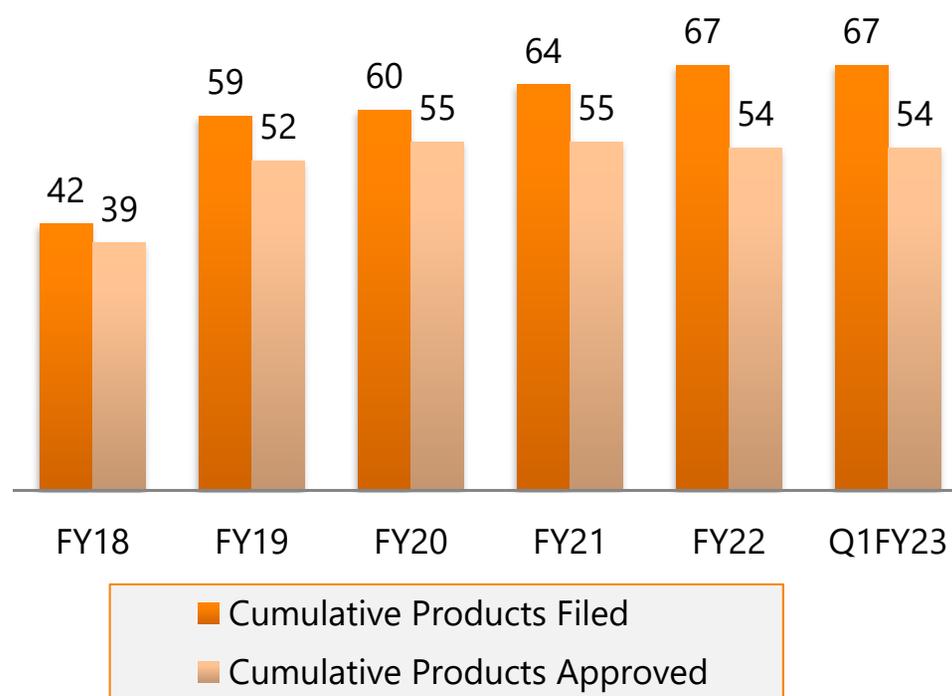
- Entry in US through Caraco acquisition

ANDA & NDA Pipeline

ANDAs Filed and Approved (Cumulative)

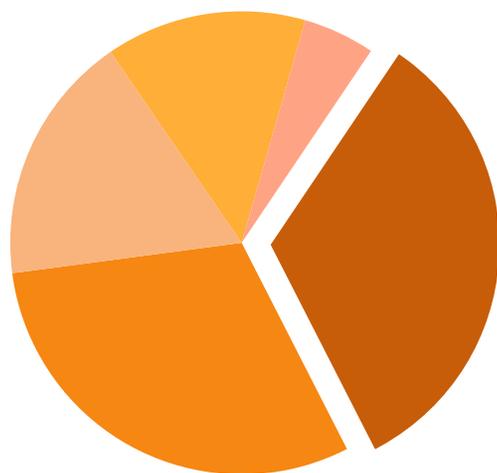


NDA Filed and Approved (Cumulative)



(All data as of 30-June-2022)

India Branded Generic Business



33% of Revenues



India Business at a glance



No. 1 in India

Market Position**

- No. 1 ranked with 8.5% market share

Prescription Ranking##

- No. 1 ranked by prescriptions with 11 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**

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

De-risked Growth**

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

Sales Strength

- 11,149 strong field force

** - As per AIOCD AWACS data for 12 months ended June'22

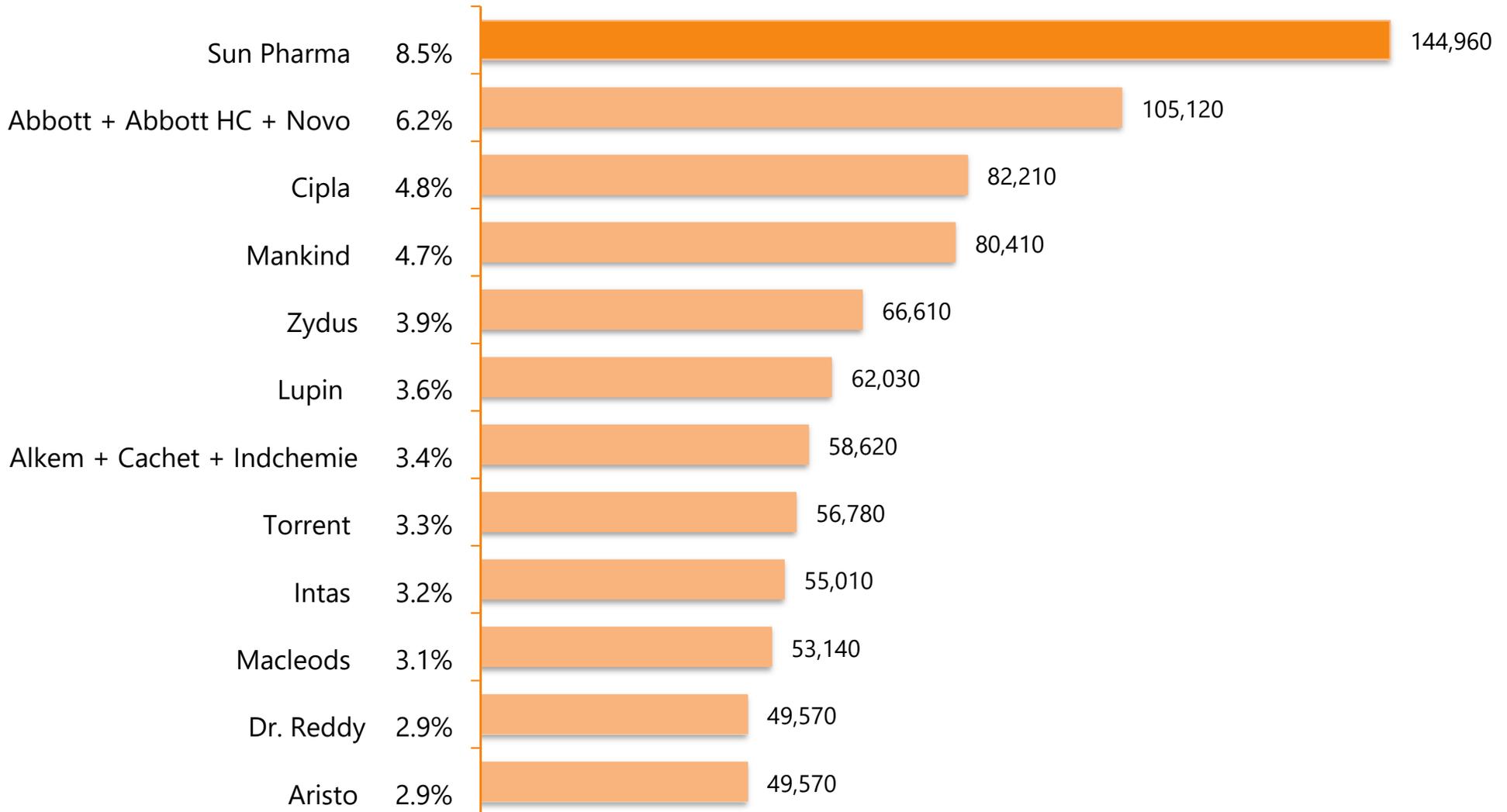
- As per SMSRC data for Feb'22

Largest Pharma Company in India



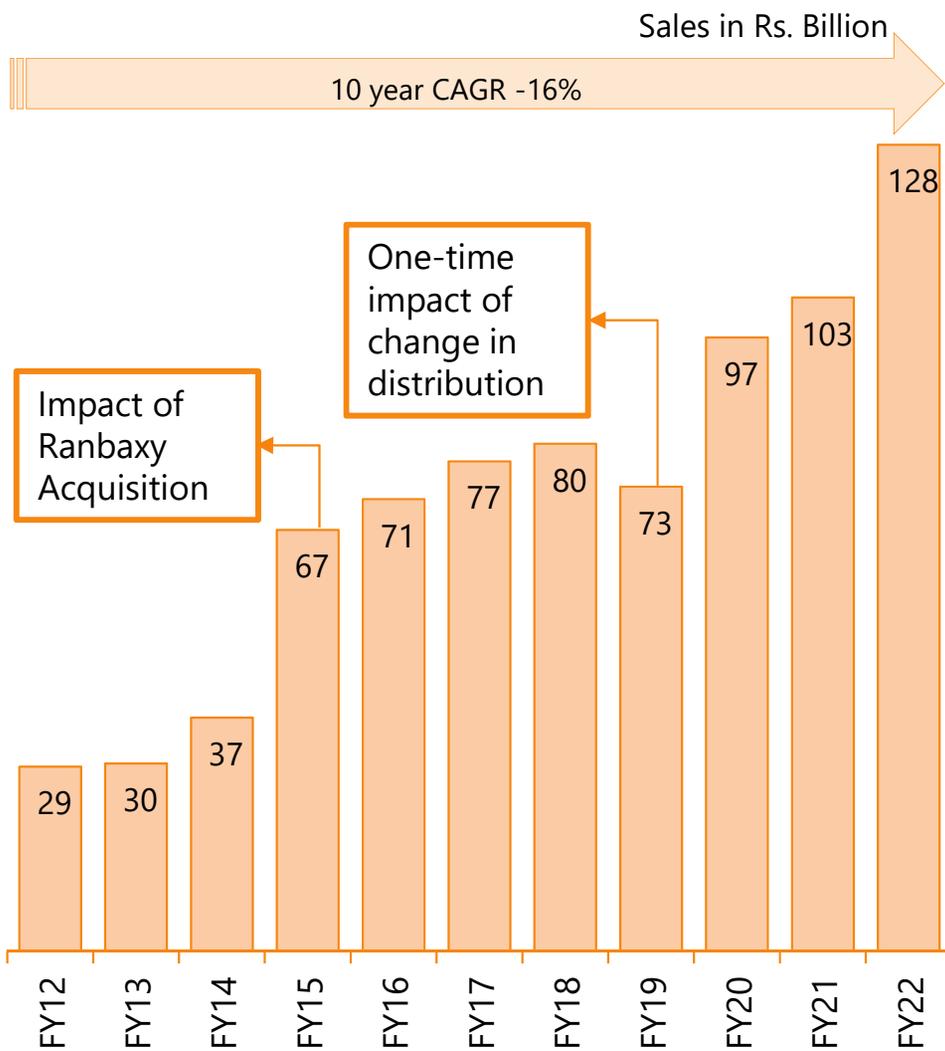
Market Share

Formulation Sales in India as of 12 Months ended June 2022 (Rs. mn)

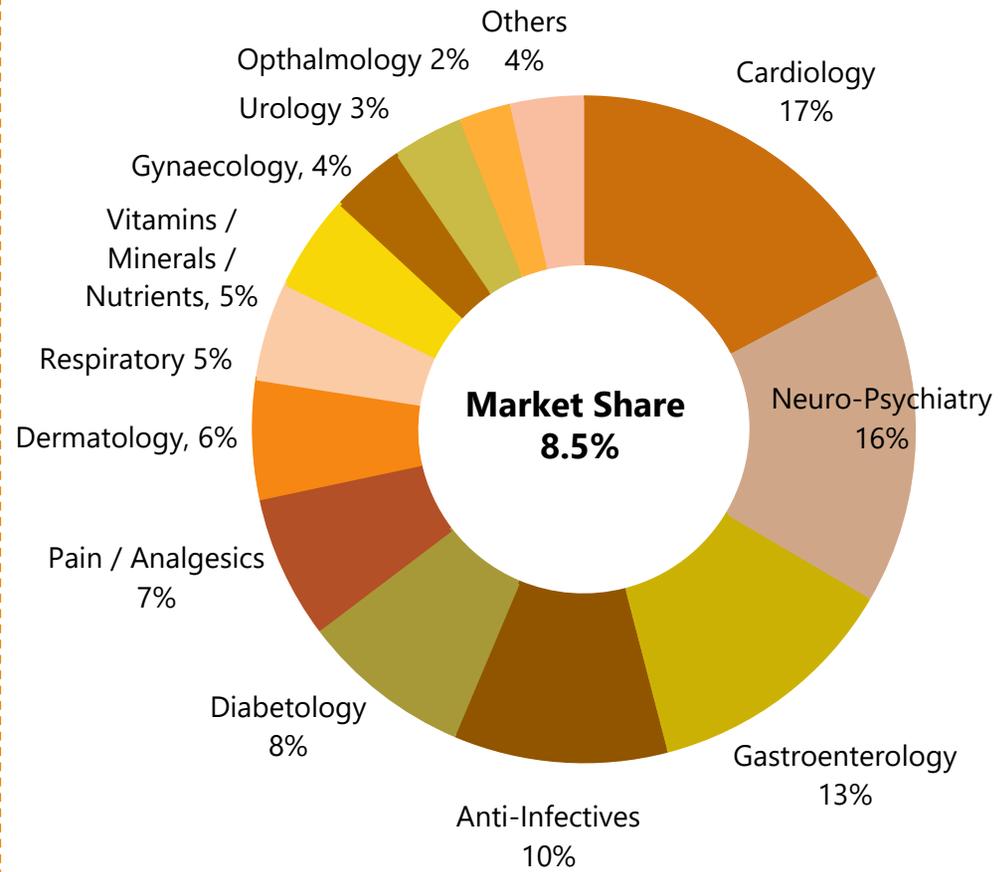


Source: AIOCD AWACS MAT June 2022

India Business – Sales ramp-up



Therapeutic Break-up**



** As per AIOCD AWACS – June'22

Leadership in key therapeutic areas*

Number 1 Ranking with 11 Doctor Categories*

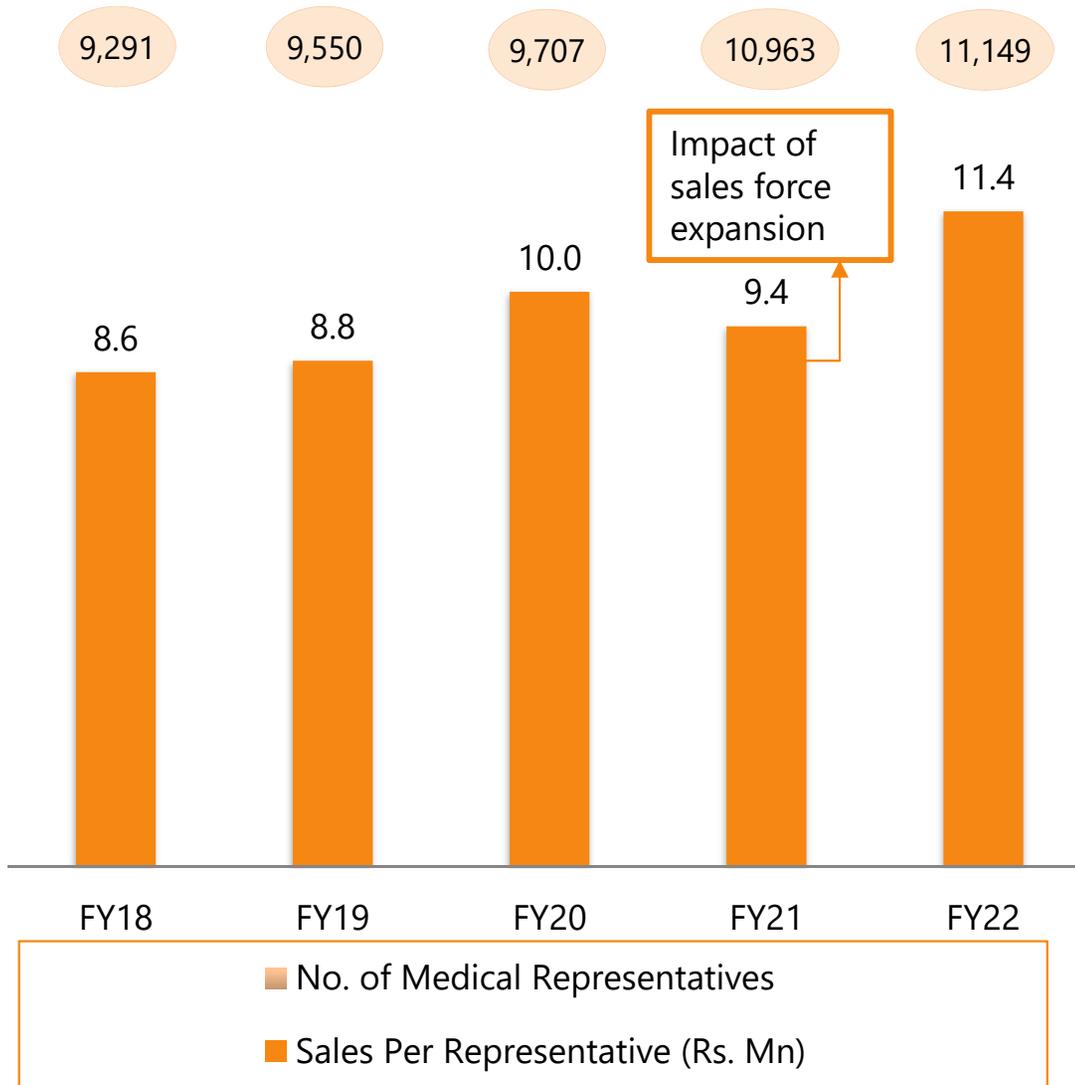
Specialist	Prescription Ranking				
	Feb '18	Feb '19	Feb '20	Feb '21	Feb '22
Psychiatrists	1	1	1	1	1
Neurologists	1	1	1	1	1
Cardiologists	1	1	1	1	1
Gastroenterologists	1	1	1	1	1
Diabetologists	1	1	1	1	1
Dermatologists	1	1	1	1	1
Urologists	1	1	1	1	1
Consulting Physicians	1	1	1	1	1
Chest Physicians	1	2	2	1	1
ENT	2	2	1	2	1
General surgeons	2	2	2	2	1
Orthopaedic	1	1	1	1	2
Nephrologists	1	1	1	2	2
Ophthalmologists	1	1	2	2	2

*Ranks based on prescription share

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

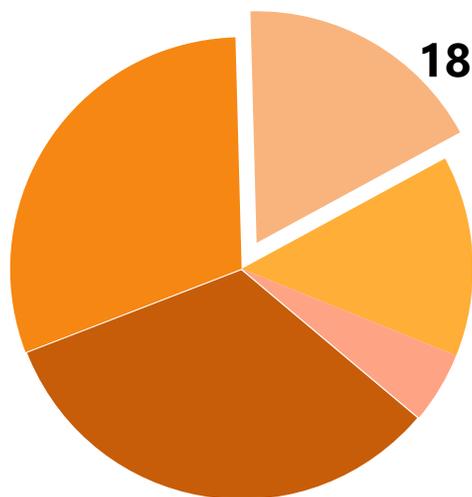
Best-in-class field force productivity

Sales Per Medical Representative (Rs. Mn)

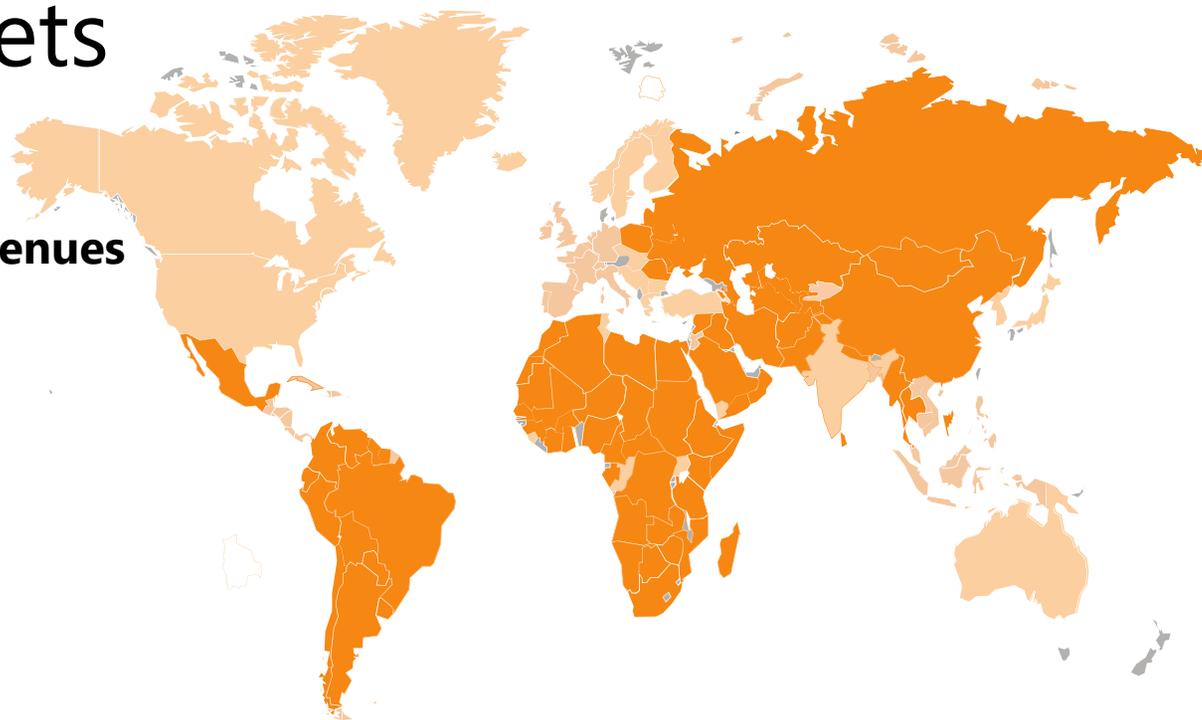


- Well trained and scientifically oriented sales representatives team with strong performance track record
- Field force with highest productivity amongst key players in India
- Expanded sales force strength in FY21 to enhance geographical & doctor reach and improve brand focus

Emerging Markets



18% of Revenues



Emerging Markets Business at a glance

Amongst the leading Indian Companies in Emerging Markets

Global footprint

- Presence in about 80 markets

Focus Markets

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

Product Portfolio

- Extensive basket of branded products

Customer Focus

- Strong relationships with doctors and medical practitioners

Sales Force

- Approximately 2,200 Sales Representatives

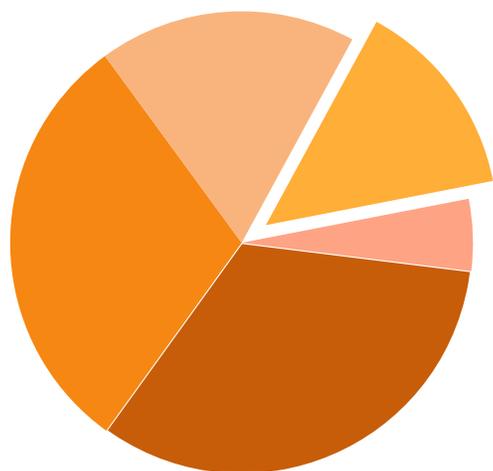
Opportunity

- Favourable macroeconomic parameters to drive pharmaceutical consumption in the long-term

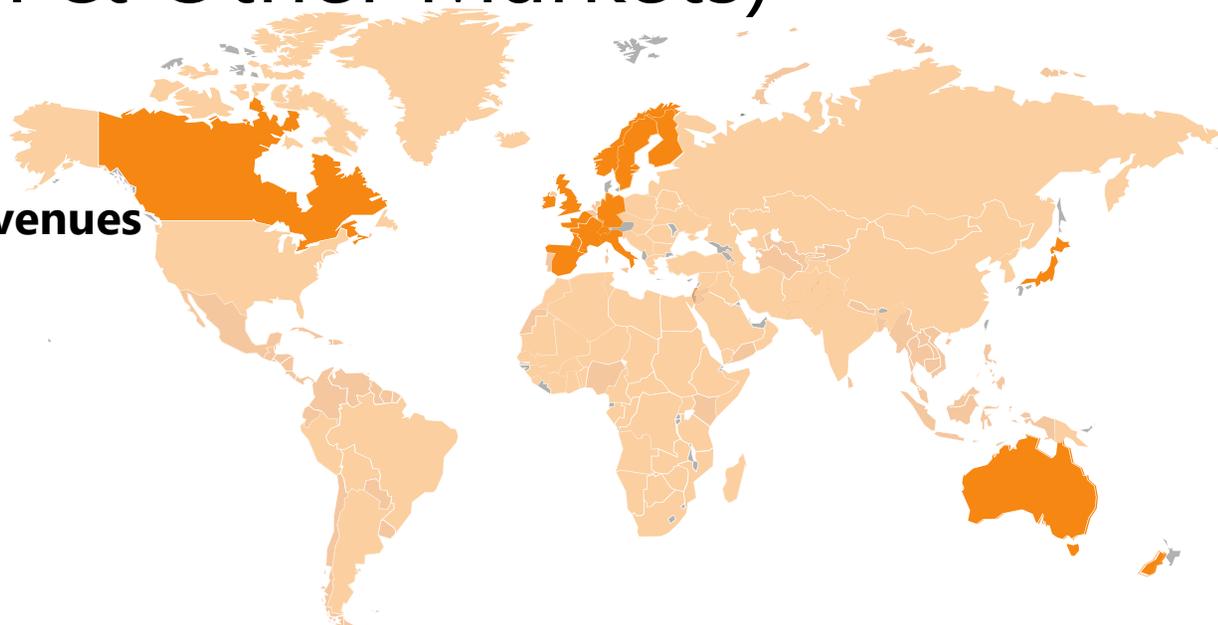
Local Manufacturing

- Across 7 countries

Rest of World (Western Europe, Canada, Japan, ANZ, Israel & Other Markets)



14% of Revenues



Rest of World Markets at a glance



Amongst the leading Indian Companies

Market Presence

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

Product Portfolio

- Expanding basket of products including specialty brands, injectable & 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
- Sales force for Specialty products

Local Manufacturing

- At Canada, Japan, Australia, Israel and Hungary + supplies from India facilities

Japan Presence

- Acquired 14 established prescription brands from Novartis in March 2016
- Acquired Pola Pharma in Japan in Jan 2019
- Launched Ilumya in Japan in September 2020

Canada Presence

- Portfolio of generics and specialty products
- Specialty products - Launched Ilumya in October 2021 and Cequa in January 2022

Global Consumer Healthcare Business



Global Consumer Healthcare Business at a glance

An Attractive Opportunity

India

- Amongst the top 10 consumer healthcare companies

Global Presence

- Presence in about 20+ countries

Focus Markets

- Romania, Russia, South Africa, Nigeria, Myanmar, Ukraine, Poland, Thailand, Belarus, Kazakhstan, Nepal, Morocco, UAE and Oman

Strong Brand Equity

- Enjoys strong brand equity in 4 countries

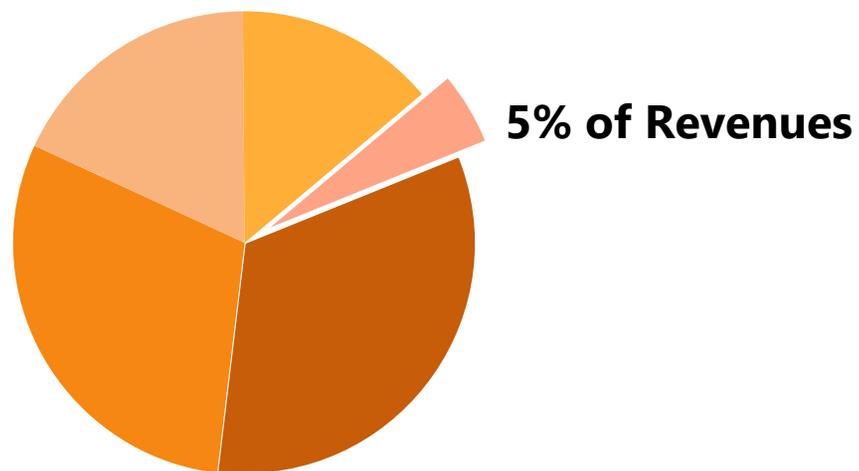
Sales Force

- 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



Backward Integration – Strategic Importance

Strategic Importance

- Backward integration provides cost competitiveness and supply reliability

Customers

- Large generic and innovator companies

Product Portfolio

- Approximately 370 APIs

Pipeline Development

- Approx. 20-30 APIs scaled up annually

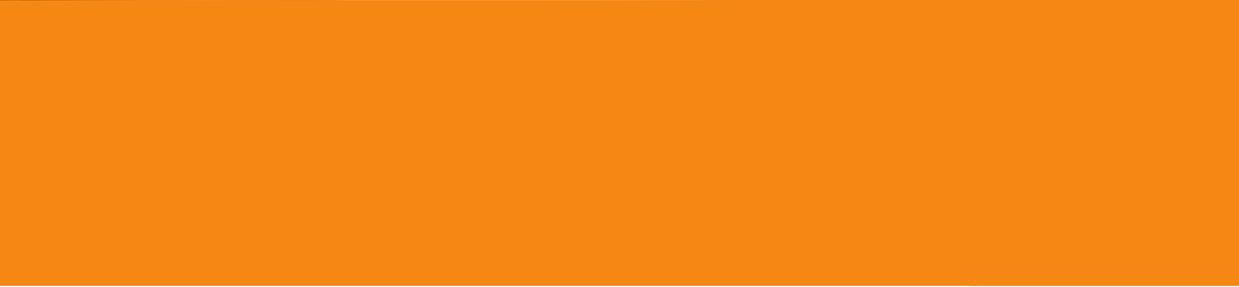
Regulatory approvals

- 374 DMF/CEP approvals to date
- 488 DMF/CEP Filings to date

Manufacturing

- Across 14 facilities

Research & Development



Research & Development

Cumulative R&D Spend of ~Rs. 219 billion to date

R&D Spend

- R&D spend at 5.8% of sales for FY22
- Strong cash flows & large scale to support R&D investments

Capabilities

- Capabilities in finished dosage development, biological support, chemistry and new drug development

Organization

- Approx. 2,700 headcount globally with R&D capabilities across dosage forms like orals, liquids, ointments, gels, sprays, injectables

IPR Support

- Strong team of intellectual property experts supporting R&D

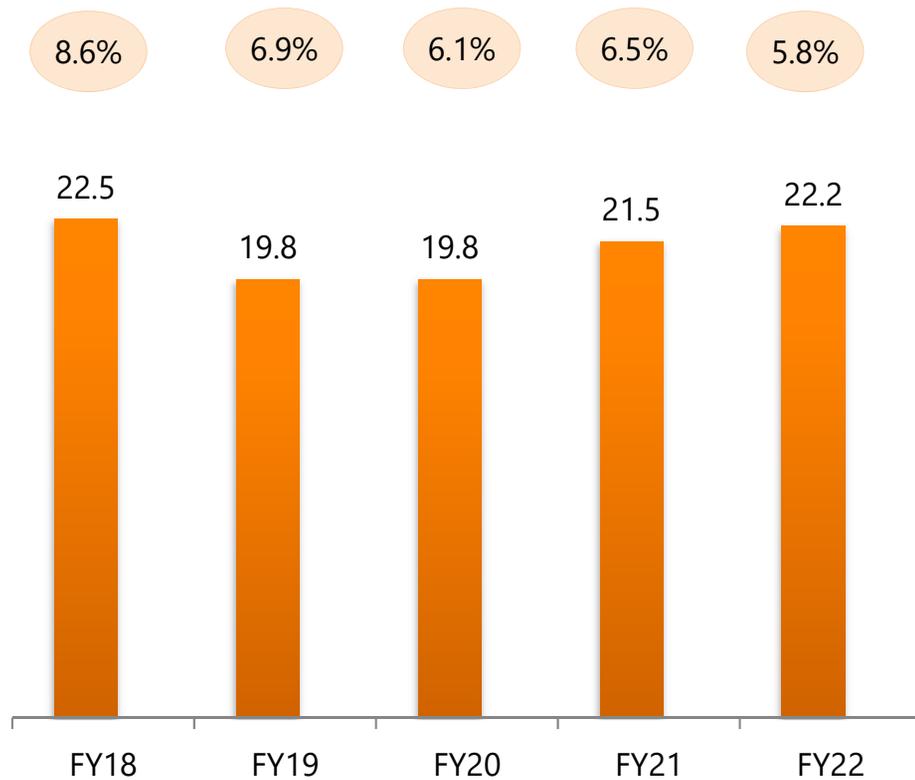
Focus

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

R&D Investments

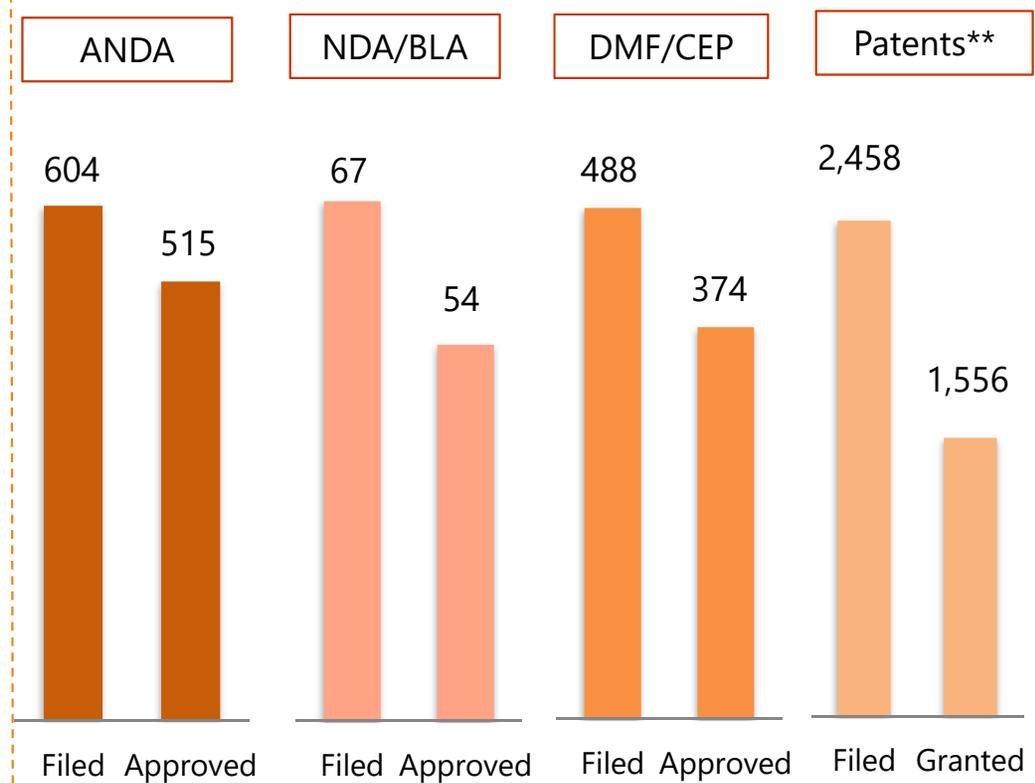


R&D Investments



■ R&D Investments (Rs Bn) ■ R&D Investments (% of Sales)

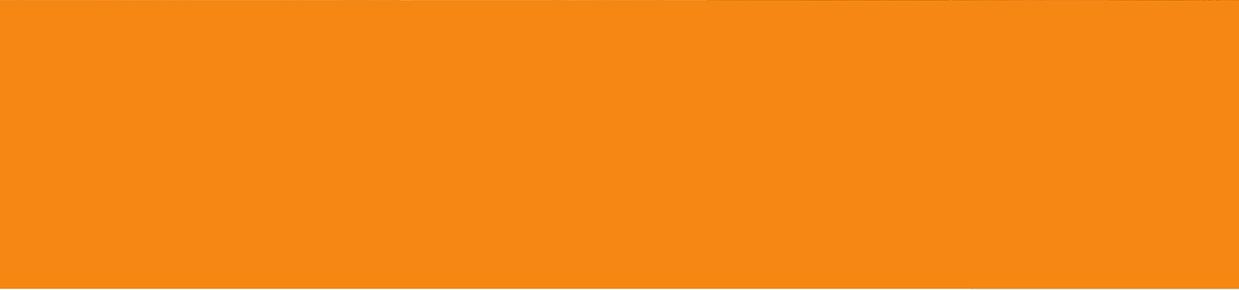
Filings and Approvals



** Excludes Expired/Abandoned Patents

(All data as of 30-June-2022)

Global Manufacturing Presence



Global Manufacturing Presence



World Class Manufacturing Infrastructure

Extensive Global Footprint

- 43 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 integrated manufacturing capability for the production of oncology, hormones, peptides and steroidal drugs

High Quality

- High quality manufacturing facilities. Many facilities approved by US FDA, UK MHRA, EMEA and other international regulatory authorities

Dosage Forms

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

Manufacturing Facilities

43 manufacturing sites

- Formulation
 - India : 15, US : 3
 - Canada, Japan, Hungary, Israel, Bangladesh, South Africa, Malaysia, Romania, Egypt, Nigeria and Russia : 1 each
 - Capacities available for a variety of finished dosages
- API
 - India : 9, Australia : 2, Israel : 1, US : 1, Hungary : 1

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

Corporate Governance

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



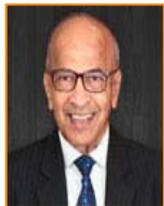
Chairman



Israel Makov

Former President & CEO of Teva Pharmaceutical Ind. Ltd.
(Retired from board of Sun Pharma w.e.f. 29-Aug-2022)

Independent Director



Gautam B. Doshi

Professional with expertise in M&A, Taxation, Accounting & Corp. and Commercial Laws.

Lead Independent Director



Dr. Pawan Goenka

Former MD & CEO of Mahindra & Mahindra Ltd.

Independent Director



Rama Bijapurkar

Independent management consultant & Professor of Management Practice at IIM, Ahmedabad

Financials



Financials



Market Capitalisation Rs. 2,098 billion / US\$ 26 billion (as of 15th Sept 2022)

(All Figures in Rs. Mn)

	FY18	YoY	FY19 **	YoY	FY20	YoY	FY21	YoY	FY22	YoY
P&L Summary										
Sales	260,659	-14%	286,863	10%	323,252	13%	332,331	3%	384,264	16%
Gross Profit	186,413	-16%	208,173	12%	230,947	11%	245,430	6%	280,749	14%
EBITDA	56,081	-36%	63,076	12%	69,898	11%	84,914	21%	103,977	22%
Net Profit	20,957	-70%	26,654	27%	37,649	41%	29,038	-23%	32,727	13%
Net Profit (Adjusted)	33,006 #	-53%	38,798 #	18%	40,256 #	4%	59,317 #	47%	76,671 #	29%
R&D Spend	22,489	-3%	19,847	-12%	19,739	-1%	21,499	9%	22,194	3%
BS Summary										
Shareholders Funds	383,141	5%	414,091	8%	452,645	9%	464,628	3%	480,112	3%
Loan Funds	97,518	21%	98,934	1%	75,783	-23%	35,235	-54%	9,307	-74%
Net Fixed Assets	157,110	5%	172,919	10%	175,858	2%	168,322	-4%	171,971	2%
Investments	71,430	499%	79,030	11%	101,431	28%	96,125	-5%	128,486	34%
Cash and Bank Balances	99,290	-34%	72,760	-27%	64,876	-11%	64,455	-1%	50,334	-22%
Inventory	68,810	1%	78,860	15%	78,750	0%	89,970	14%	89,968	0%
Sundry Debtors	78,150	9%	88,840	14%	94,212	6%	90,614	-4%	105,929	17%
Sundry Creditors	47,660	8%	41,480	-13%	35,836	-14%	39,737	11%	44,793	13%

FY18 - Adjusted for Rs. 12.1 bn provision related to Modafinil settlement & deferred tax adjustment

FY19 - Adjusted for Rs. 12 bn provision related to Modafinil settlement

**FY19 - Includes a one-time sales reduction of Rs. 10,850mn related to change in distribution for India business

FY20 - Adjusted for Rs. 2.6 bn provision (related to Dusa US DoJ settlement of Rs. 1.6 bn and Indirect Tax provision of Rs. 1.0 bn in India)

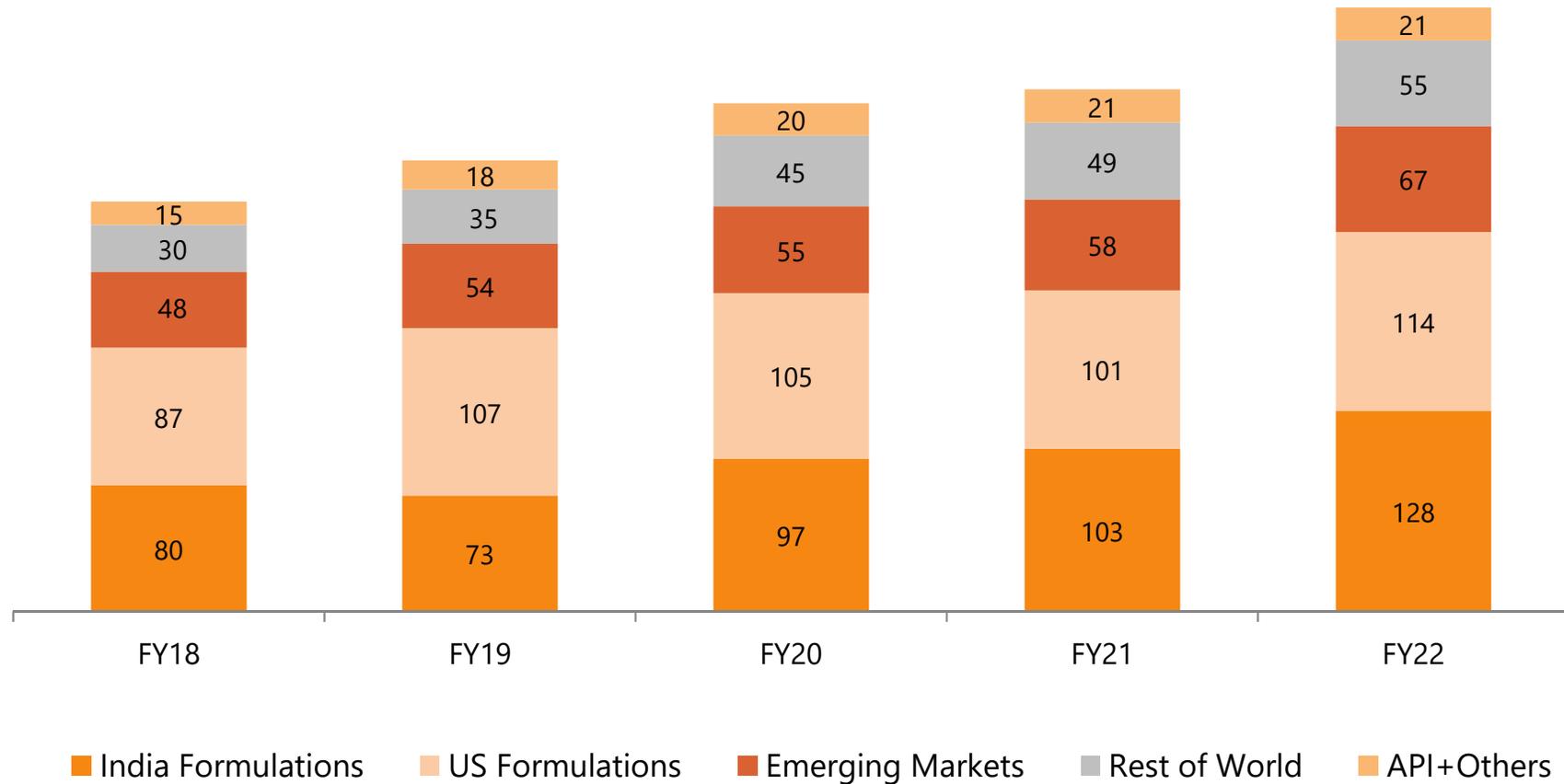
FY21 - Adjusted for Rs. 30.3 bn provision (related to Taro US – DOJ & MDL settlement Rs. 42.2 bn, Rs. 0.9 bn provision related to UK Citalopram case, Rs. 4.1 bn related to deferred tax gain. Taro provisions are adjusted for minority interest)

FY22 - Adjusted for Rs. 43.9 bn provision (for US litigation related to Ranbaxy Meijer & Others Rs. 39,357 mn, Japan (plant) loss Rs. 382 mn, Dexasite impairment Rs. 1,503 mn., US MDL (Taro) Rs. 3,465 mn (after adjusting for Taro minority of Rs 960 mn) & Deferred Tax gain = Rs. 5,178 mn offset by MAT Credit reversal of Rs.4,410 mn).

Sales Break-up

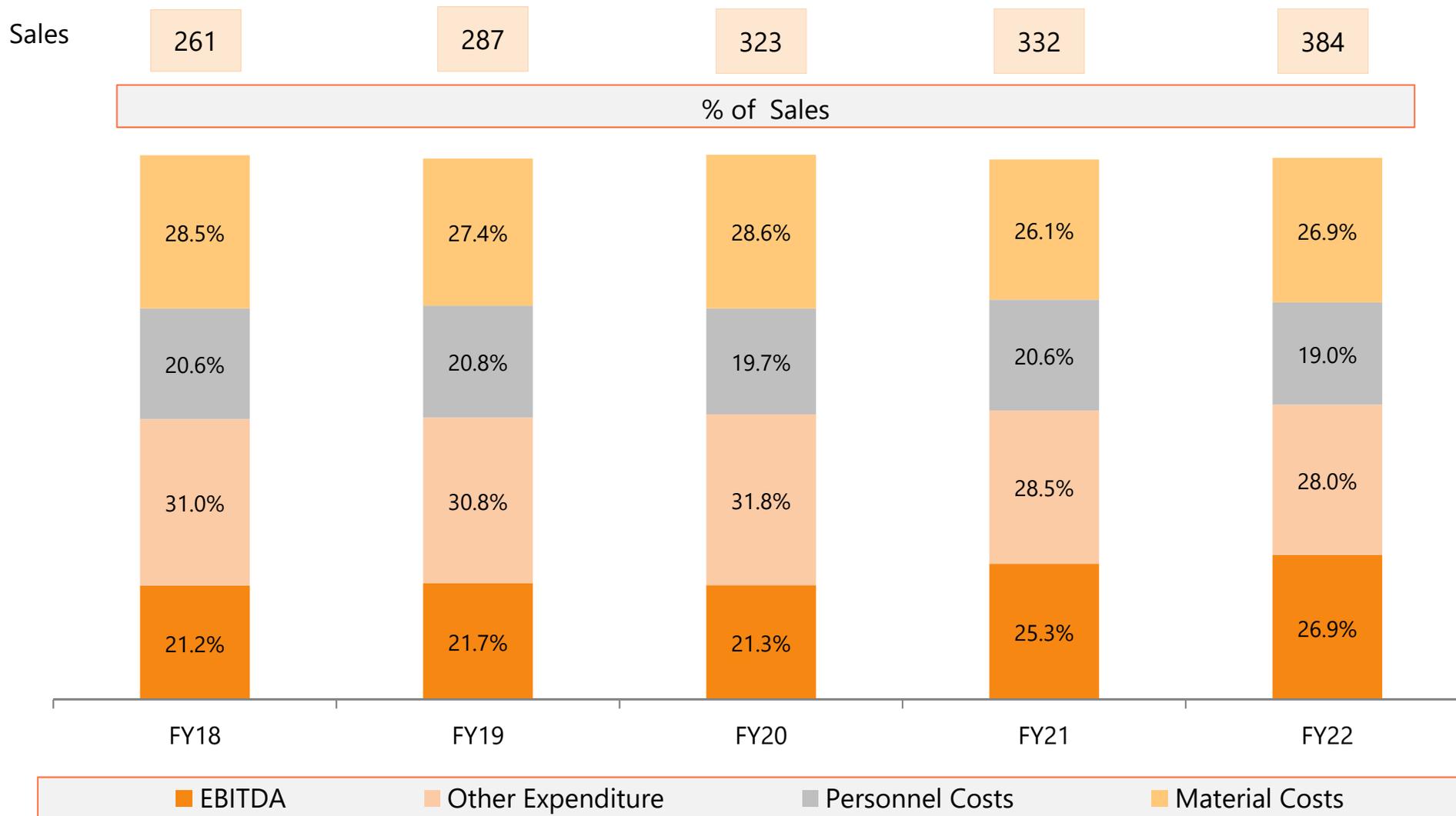
In Rs Billion

Sales	261	287	323	332	384
-------	-----	-----	-----	-----	-----



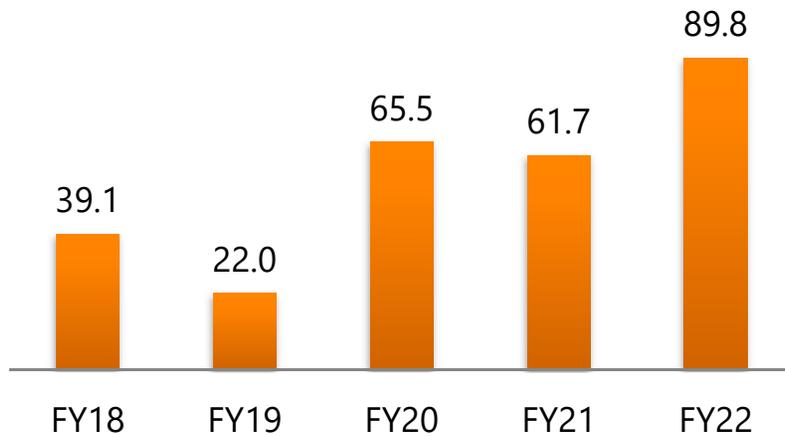
EBITDA Trend

In Rs Billion

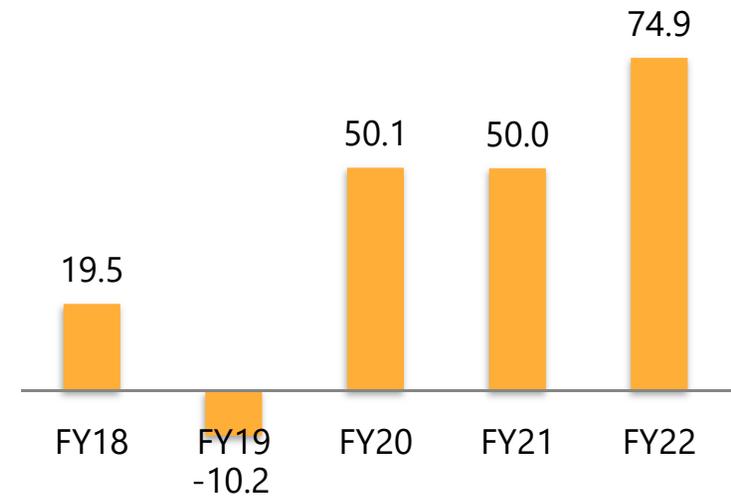


Cash Flow & Debt

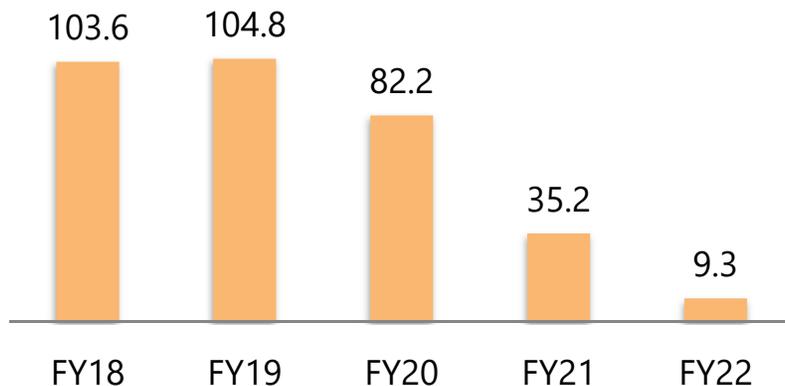
Net Cash From Operating Activities (Rs. Bn)



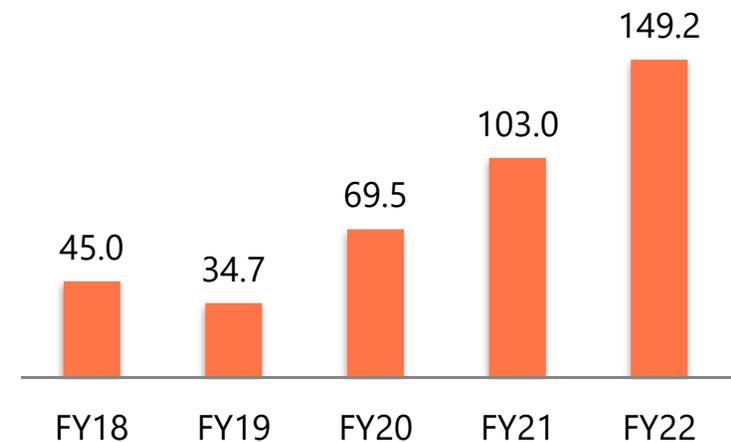
Free Cash Flow (Rs. Bn)



Gross Debt (Rs. Bn)



Net Cash (Excluding Debt) (Rs. Bn)



Financial Ratios



	FY18	FY19**	FY20	FY21	FY22 ^A
Growth (%)					
Sales	(13.9)	10.1	12.7	2.8	15.6
Gross Profit	(15.8)	11.7	10.9	6.3	14.4
EBITDA	(44.4)	12.5	10.8	21.5	22.5
Net Profit	(69.9)	27.2	41.3	(22.9)	12.7
Net Profit (Adjusted)	(52.6) [#]	17.5 [#]	3.8 [#]	47.4 [#]	29.3 [#]
Margins (%)					
Gross Margin	71.5	72.6	71.4	73.9	73.1
EBITDA Margin (%)	21.2	21.7	21.3	25.3	26.9
Net Margin	8.0	9.3	11.6	8.7	8.5
Net Margin (Adjusted)	12.7 [#]	13.5 [#]	12.5 [#]	17.8 [#]	20.0 [#]
Return (%)					
ROCE	11.1	11.8	11.0	13.5	16.4
ROE	8.7	9.4	9.1	12.5	15.0
Others					
Debt / Equity	0.25	0.24	0.17	0.08	0.02
Fully Diluted EPS	8.7	11.1	15.7	12.1	13.6
Fully Diluted EPS (Adjusted)	13.8 [#]	16.2 [#]	16.8 [#]	24.7 [#]	32.0 [#]
R&D Spend % of Net Sales					
Revenue	7.9	6.6	6.0	6.4	5.6
Capital	0.7	0.3	0.1	0.1	0.2

[#] FY18 - Adjusted for Rs. 12.1 bn provision related to Modafinil settlement & deferred tax adjustment

[#] FY19 - Adjusted for Rs. 12 bn provision related to Modafinil settlement

**FY19 - Includes a one-time sales reduction of Rs. 10,850mn related to change in distribution for India business

[#] FY20 - Adjusted for Rs. 2.6 bn provision (related to Dusa US DoJ settlement of Rs. 1.6 bn and Indirect Tax provision of Rs. 1.0 bn in India)

[#] FY21 - Adjusted for Rs. 30.3 bn provision (related to Taro US – DOJ & MDL settlement Rs. 42.2, Rs. 0.9 bn provision related to UK Citalopram case, Rs. 4.1 bn related to deferred tax gain. Taro provisions are adjusted for minority interest)

[#] FY22 - Adjusted for Rs. 43.9 bn provision (for US litigation related to Ranbaxy Meijer & Others Rs. 39,357 mn, Japan (plant) loss Rs. 382 mn, Dexasite impairment Rs. 1,503 mn., US MDL (Taro) Rs. 3,465 mn (after adjusting for Taro minority of Rs 960 mn) & Deferred Tax gain = Rs. 5,178 mn offset by MAT Credit reversal of Rs.4,410 mn)

Key Financials Q1 FY23



(All Figures in Rs. Mn)

	Q1 FY23	Q1 FY22	CHANGE	FY22	FY21	CHANGE
Gross Sales	106,440	96,694	10.1%	384,264	332,331	15.6%
Gross Profit	77,438	70,200	10.3%	280,749	245,430	14.4%
Gross Margin	72.8%	72.6%		73.1%	73.9%	
EBITDA	28,844	28,211	2.2%	103,977	84,914	22.5%
EBITDA Margin	26.8%	29.0%		26.9%	25.3%	
Net Profit	20,609	14,442	42.7%	32,727	29,038	12.7%
Net margin	19.4%	14.9%		8.5%	8.7%	
Net Profit (Adjusted)	20,609	19,792 [#]	4.1%	76,671 [#]	59,317 [#]	29.3%
Net margin (Adjusted)	19.4%	20.5%		20.0%	17.8%	
R&D	4,608	5,926	-22.2%	22,194	21,499	3.2%
R&D as % of Net Sales	4.3%	6.1%		5.8%	6.5%	
EPS (Diluted) INR	8.6	6.0	42.7%	13.6	12.1	12.7%
EPS (Diluted) INR (Adjusted)	8.6	8.2 [#]	4.1%	32.0 [#]	24.7 [#]	29.3%

Q1FY22- Adjusted for Rs. 5.3 bn provision (related to (i) US MDL (Taro) =Rs. 4,425 mn (ii) Japan (plant)=Rs. 382 mn (iii) Dexasite impairment=Rs. 1,503 mn. (after adjusting for Taro minority of Rs 960 mn)

FY21 - Adjusted for Rs. 30.3 bn provision (related to Taro US – DOJ & MDL settlement Rs. 42.2, Rs. 0.9 bn provision related to UK Citalopram case, Rs. 4.1 bn related to deferred tax gain. Taro provisions are adjusted for minority interest)

FY22 - Adjusted for Rs. 43.9 bn provision (for US litigation related to Ranbaxy Meijer & Others Rs. 39,357 mn, Japan (plant) loss Rs. 382 mn, Dexasite impairment Rs. 1,503 mn., US MDL (Taro) Rs. 3,465 mn (after adjusting for Taro minority of Rs 960 mn) & Deferred Tax gain = Rs. 5,178 mn offset by MAT Credit reversal of Rs.4,410 mn)

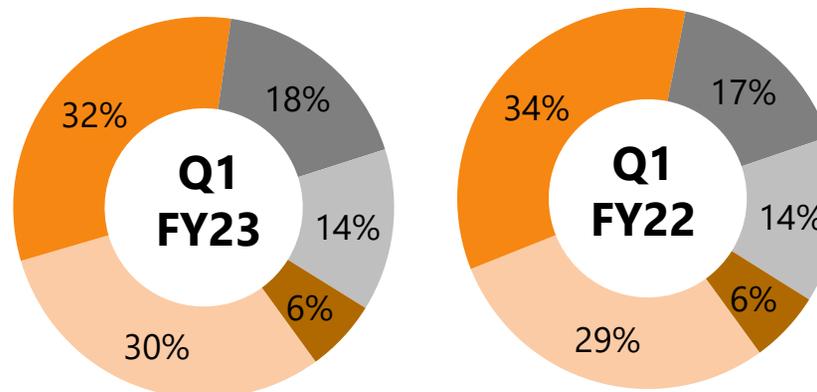
Sales Breakup Q1FY23



(All Figures in Rs. Mn)

	Q1 FY23	Q1 FY22	CHANGE	FY22	FY21	CHANGE
Formulation						
India	33,871	33,084	2.4%	127,593	103,432	23.4%
US	32,437	28,000	15.8%	113,737	100,921	12.7%
Emerging Markets	18,911	16,053	17.8%	67,432	57,840	16.6%
ROW [#]	14,678	13,680	7.3%	54,545	48,956	11.4%
<i>Sub-total</i>	99,897	90,816	10.0%	363,306	311,149	16.8%
API	5,987	5,149	16.3%	18,354	19,504	-5.9%
Others	556	729	-23.8%	2,604	1,679	55.1%
Gross Sales	106,440	96,694	10.1%	384,264	332,331	15.6%

- US Formulations
- India Branded Generics
- Emerging Markets
- Rest of World
- API & Others



ROW includes Western Europe, Canada, Japan, Australia, New Zealand, Israel 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

India Business

- Focus on productivity enhancement
- Maintain leadership position in a fiercely competitive market
- Continuously innovate to ensure high brand equity with doctors
- Continue to evaluate in-licensing opportunities for latest generation patented products

EM & RoW Business

- Gain critical mass in key markets
- Enhance product basket in emerging markets
- Focus on profitable growth

Global Consumer Healthcare

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

Key Milestones targeted for future

Sustainability

- Unwavering focus on Sustainability, built on a legacy rooted in caring for people, communities and the planet.
- Committed to Governance, Community Upliftment, Access to Affordable Healthcare & Environment Conservation

R&D

- Focus on developing complex products across multiple dosage forms
- Invest to further build the specialty pipeline

Regulatory/ Quality

- Ensuring 24x7 compliance to cGMP
- Continuously enhance systems, processes, human capabilities to ensure compliance with global regulatory standards

Financial

- Target high-single digit to low double-digit consolidated topline growth for FY23
- Focus on sustainable and profitable growth
- Focus on improving overall return ratios

Sun Pharma at a glance



4th Largest Global Specialty Generic Company*

US

- Ranked 8th in US Generics Market^{##}

India

- No. 1 Pharma Company in India

Emerging Markets

- Amongst the largest Indian Pharma Company in Emerging Markets

Rest of World Markets

- Expanding presence in Rest of World markets

Manufacturing Footprint

- 43 manufacturing sites across the world

Market Presence

- Presence in more than 100 countries across branded and generic markets

Employees

- 38,000+ global employee base

Quality Compliance

- Multiple manufacturing facilities approved by various regulatory authorities across the world including USFDA

R&D and Manufacturing

- Capabilities across dosage forms like injectables, sprays, ointments, creams, liquids, tablets and capsules

Addressable Segments

- Specialty products, branded generics, generics & APIs

*Source: Evaluate Pharma Estimates for 12 months ended Dec 2021

Source: IQVIA data for 12 months ended April 2022



Thank You!

For more information please contact:

Investors:

Nimish Desai

Tel : +91 22 4324 4324, Ext 2778

Tel Direct +91 22 4324 2778

nimish.desai@sunpharma.com

Corporate Address:

SUN HOUSE, CTS No. 201 B/1, Western Express Highway, Goregaon (E), Mumbai 400063

© 2017 Sun Pharmaceutical Industries Limited., All Rights Reserved.

"SUN Pharma", The Sun Pharmaceutical Industries Logo are trademarks of Sun Pharmaceutical Industries Limited.

This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.

NSE:SUNPHARMA, BSE: 524715, Reuters: SUN.BO, Bloomberg: SUNP IN

CIN: L24230GJ1993PLC019050

www.sunpharma.com