



**HETERO**

# CORPORATE PRESENTATION





# WE ARE HETERO

A globally renowned vertically integrated pharmaceutical organization engaged in the development, manufacturing and marketing of high quality Chemical & Biologic Drugs across diverse therapeutic areas.

# OUR PURPOSE

At Hetero, we come to work each day for one reason:  
To put Science to work for delivering affordable medicines  
that will help meet the health needs of every person on  
our planet.



# VALUES WHICH SET US APART



Our core values are the touchstone of our internal conduct and guide our relationships with customers, partners and shareholders.



# OUR LEADING LIGHT

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Hetero was founded in the year 1993, by the visionary scientist Dr. B.P.S. Reddy.

Under his leadership, Hetero has risen to become a world leader in the production of anti-retroviral drugs, partner of choice for customers and a globally trusted brand for high quality medicines.

**Dr. B.P.S. Reddy**

Chairman

Hetero Group of Companies

# OUR KEY HIGHLIGHTS



**25**  
years of excellence



**36**  
state-of-the-art  
manufacturing facilities



**300+**  
products in portfolio



Presence in  
**126+** countries



**21,000**  
employees globally



Largest closely held  
pharmaceutical  
company in India

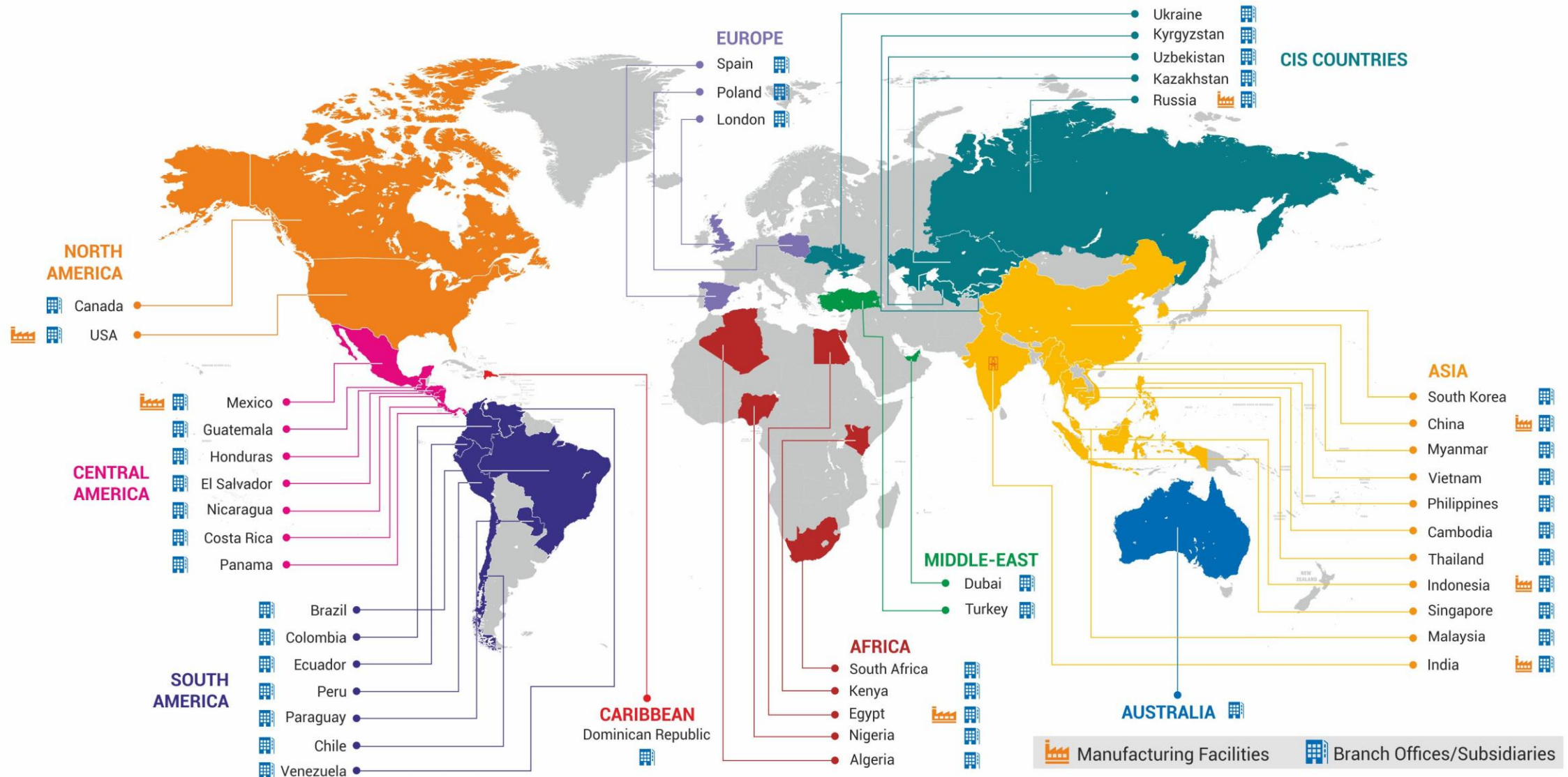


Among the largest  
manufacturers of  
**ARV APIs & FDFs** in  
the world



Asia's **largest SEZ** complex  
for APIs manufacturing  
at Visakhapatnam,  
Andhra Pradesh

# OUR PRESENCE WORLDWIDE



# OUR DEFINING MOMENTS



1994

2000

- Emergence as one of the first Indian companies to offer affordable ARV APIs.
- Hetero R&D acclaimed for developing about **20 APIs within 3 years**

2001

2006

- One of the first companies to develop life-saving generic drug 'Oseltamivir' for Bird Flu and Swine Flu.

2007

2012

- Established Asia's largest APIs manufacturing complex at Vizag, India.
- Forayed into US generics market.
- Established World class Biologics unit in Hyderabad, India.

2013

2018

- Launched the blockbuster Hepatitis C drug 'Sofosbuvir' under in-licensing.
- Expanded our Hepatitis portfolio**
- First-to-launch the FDCs of 'Ledipasvir+Sofosbuvir' and 'Sofosbuvir+ Velpatasvir' in India and several other markets.
- Advanced our ARV expertise**
- Launched the first-ever FDCs 'Darunavir+Ritonavir' & 'Emtricitabine + Tenofovir Alafenamide' in India
- Asserted our place in Biosimilars**
- Launched four biosimilar products 'Darbapoetin alfa', 'Rituximab', 'Bevacizumab' & 'Adalimumab' in shortest time<sup>8</sup>

# OUR STRATEGIC BUSINESS VERTICALS



## ACTIVE PHARMACEUTICAL INGREDIENTS (APIS)



- Leading supplier to generics manufacturers
- 15 exclusive facilities for large scale production

## FORMULATIONS



- A world leader in manufacturing of branded and non-branded generics
- Largest global supplier of Anti-Retroviral Drugs
- 21 dedicated facilities

## BIOSIMILARS



- State-of-the-art single-use manufacturing facilities and dedicated R&D wing; designed to meet US FDA and EU standards
- Launched Darbapoetin alfa, Rituximab, Bevacizumab and Adalimumab globally
- 2 biosimilars under clinical trials and 4 in the pipeline

## CUSTOM PHARMACEUTICAL SERVICES (CPS)



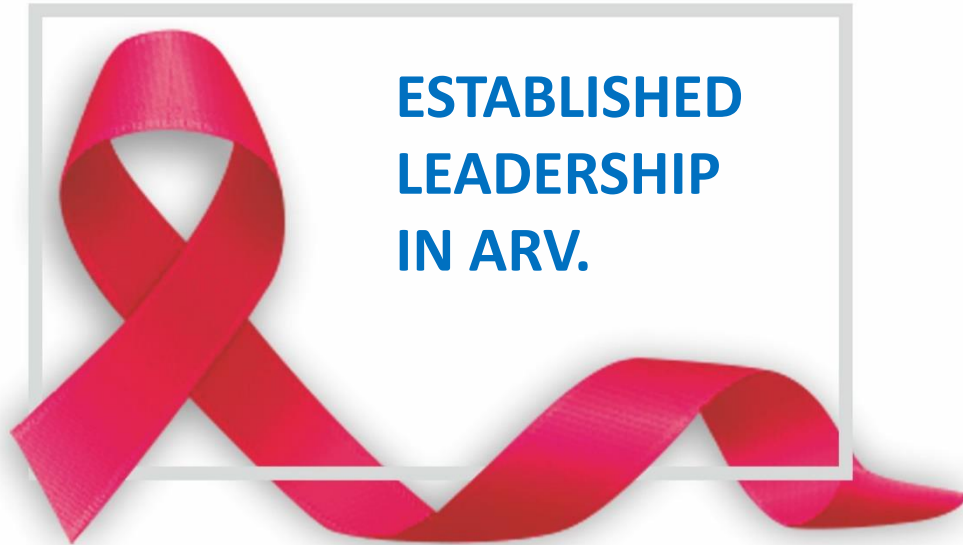
- Significant economies-of-the-scale advantages and backward integration capabilities
- Contract manufacturing of APIs, Finished Dosages, Cytotoxic APIs and Injectables
- Technology transfer projects

## BRANDED GENERICS



- Envisaged to make high quality medicines accessible worldwide
- Established presence in India
- Fast expanding across the world specifically in emerging markets

# OUR KEY FOCUS AREAS



## ESTABLISHED LEADERSHIP IN ARV.

- Committed towards HIV/AIDS treatment since 1997
- Catering to 40% of existing global HIV/AIDS treatment\*
- Strong portfolio of over 30 ARV combinations and counting
- Strong distribution network in 120 countries and 2000 product registrations with local regulatory authorities
- Leading supplier of ARV APIs to renowned ARV finished dosages' manufacturers
- Partner of choice for renowned global procurement agencies



## EXPANDING EXPERTISE IN ONCOLOGY

- Offering anti-cancer products at affordable prices
- 3 dedicated state-of-the-art finished dosage facilities in India and China.
- 35+ world class products in portfolio for various types of cancers
- Delivering to different dosage forms including injectables

# BRANDED GENERICS – ACCELERATING ACCESS TO AFFORDABLE MEDICINES WORLDWIDE



## INDIA

- Strong presence since 1994
- 6 specialized marketing divisions
- Market leader in ARV, Oncology and Anti-bacterials
- 2000+ field force
- Catering to medical practitioners in over 400 territories



## EMERGING MARKETS

- Among world's few companies to have established presence in Latin American countries
- Fast expanding footprint in Asian, African, CIS and other key countries
- Specialized sales force reaching out to doctors and patients
- Enabling access to life-saving drugs across Oncology, Cardiology, CNS, ARVs and Hepatology etc.

# RESEARCH & DEVELOPMENT

At the heart of our continuing success



1000+  
top-notch scientists



3 world class  
R&D centres dedicated  
for development of APIs,  
FDFs and Biosimilars



Hetero R&D (HRF),  
**First facility** in the  
region to be audited by  
US FDA



Expertise spanning  
across formulation,  
analytical, packaging, IP,  
technology transfer and  
quality assurance



Innovative, safe,  
environment-friendly  
and cost-effective  
processes



**First-to-market**  
advantage with faster  
product development  
and production scale-up



# OUR MANUFACTURING STRENGTHS

- Largest manufacturing infrastructure, ready to deliver on any scale in quick time
- Sophisticated technologies, stringent operating procedures and compliance to Current Good Manufacturing Procedures (cGMP)
- Approvals from various Health and Global Regulatory Authorities



Our first API manufacturing facility, Hyderabad, India.



Our API manufacturing facility, Hyderabad, India.



Our largest finished dosage facility, Hyderabad, India.



Asia's largest API manufacturing complex, Visakhapatnam, India.

# TRUSTED FOR QUALITY

## Global Regulatory Approvals:

US FDA | EU GMP | TGA – Australia

PMDA – Japan | MHRA – UK

MCC – South Africa | ANVISA – Brazil

IDA | PIC/S | INVIMA – Colombia

COFEPRIS – Mexico | GCC – DR

MFDS – South Korea | MOH – Russia

DIGEMID – Peru



# OUR PRODUCTION CAPACITIES



## APIs

Reactor Volume  
(in kl) (per Annum) **7320**

Installed Capacity  
(in MT) (per Annum) **36,878**



## Formulations

  
Tablets **45.0025**  
billion units

  
Capsules **6.7025**  
billion units

  
Pellets **360**  
tonnes

  
Liquids **22.5**  
million units

  
Injectables **181**  
million units  
(includes lyophilised,  
liquid & powder)



## Biosimilars

Bulk Manufacturing :  
**120 KL** / Annum  
**200 L to 1000 L**  
bioreactors (Simultaneous  
manufacturing of 3 products)

Formulation Manufacturing  
PFS - **3 Million** / Annum  
Vials - **1 Million** / Annum

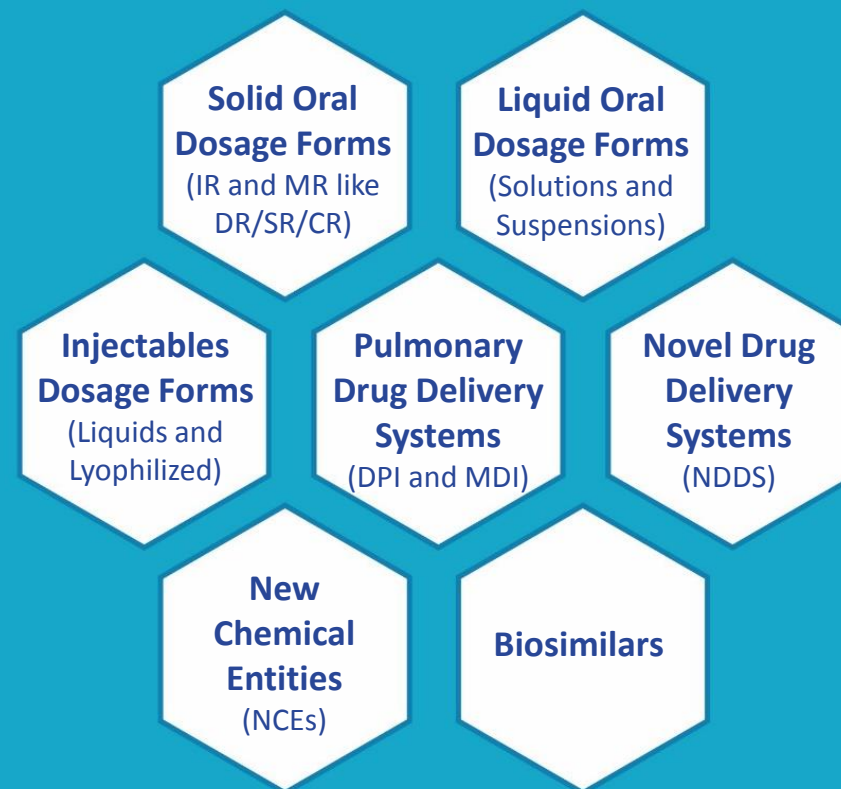
# WE CAN DELIVER



## WIDE-RANGING THERAPEUTICS



## DIVERSE DOSAGE FORMS



# YOUR RELIABLE PARTNER IN PROGRESS



- Partnerships with global procurement bodies to accelerate access to cost-effective medications worldwide
- Global Collaborations with leading pharmaceutical companies support our API initiatives
- Enviably track record of helping our partners launch numerous first-time generics across major therapeutic areas



By adopting the best of available technologies, processes and practices, we are striving for overall sustainability. This includes Energy, Environment and Communities.

# THANK YOU



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