



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.



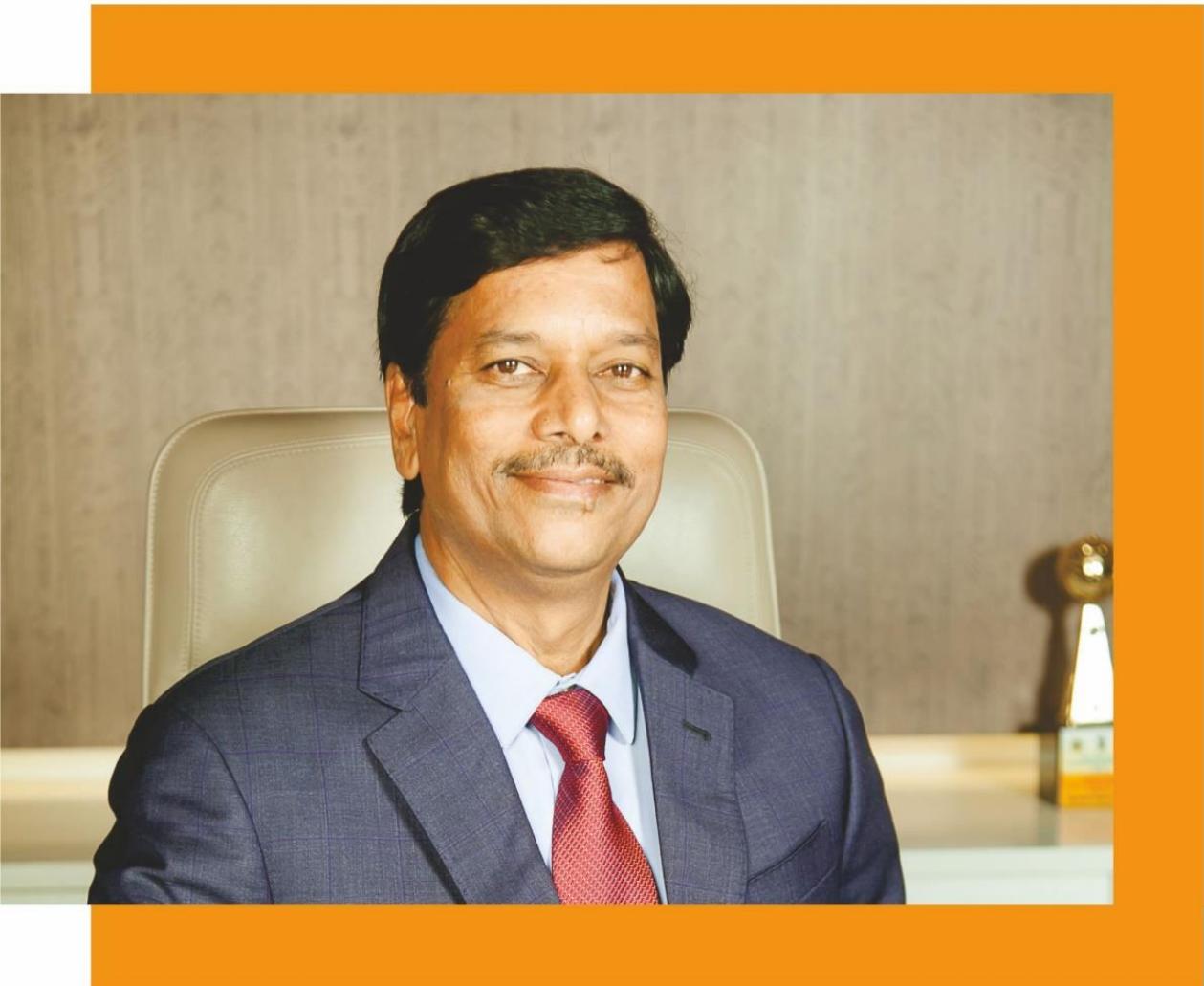
OUR PURPOSE

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 LEADING LIGHT

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

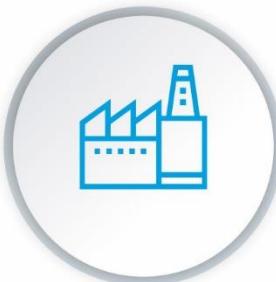
Under his leadership, Hetero has risen to become a world leader in the production of anti-retroviral drugs, partner of choice for customers and a globally trusted brand for high quality medicines.

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

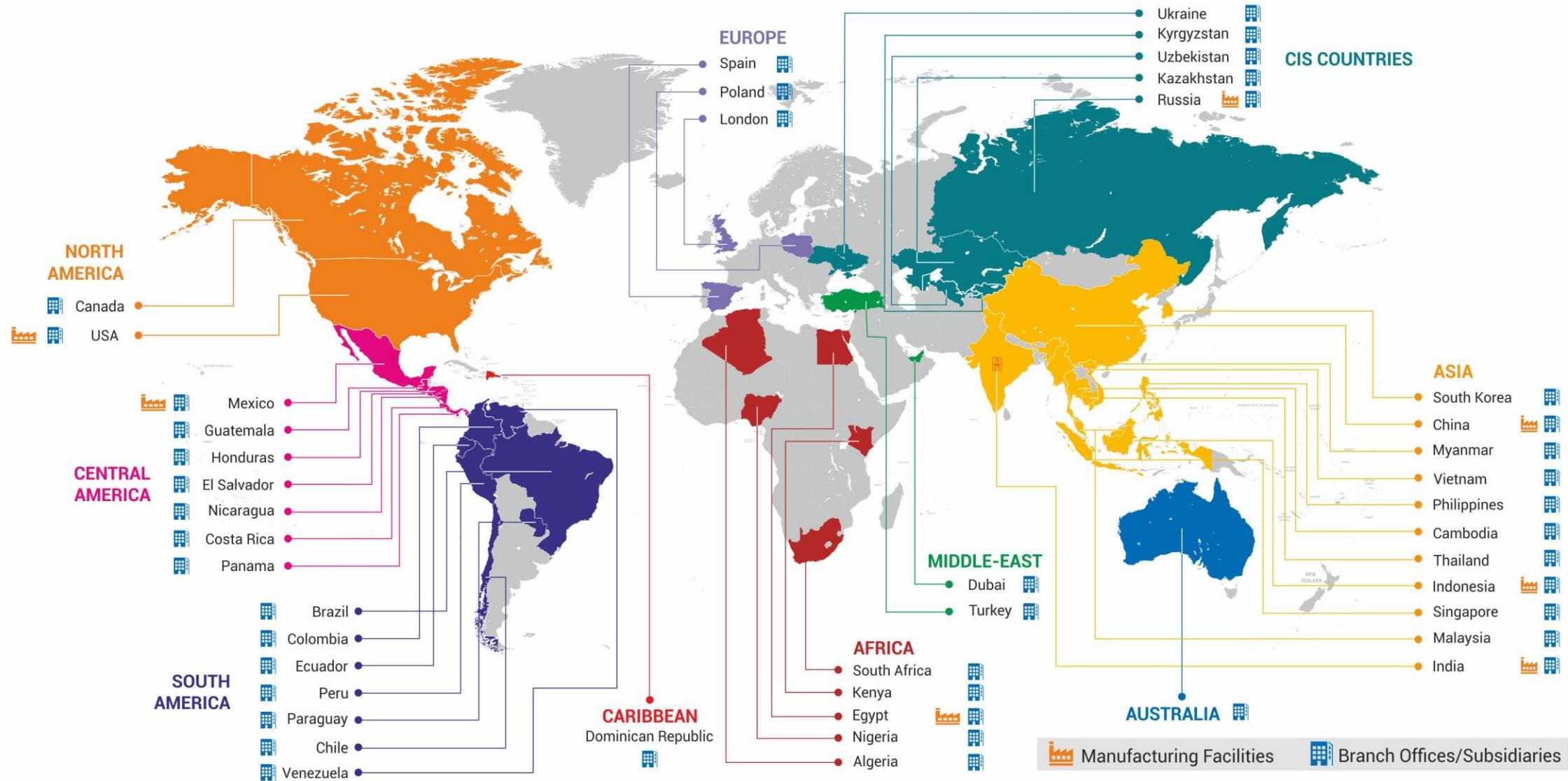


Among the largest
manufacturers of
ARV APIs & FDFs in
the world

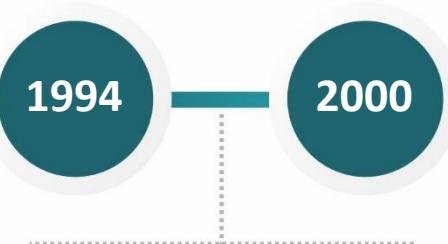


Asia's **largest SEZ** complex
for APIs manufacturing
at Visakhapatnam,
Andhra Pradesh

OUR PRESENCE WORLDWIDE



OUR DEFINING MOMENTS



1994

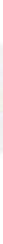


2000

- 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.

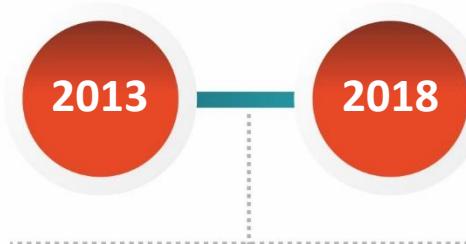


2007



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 'Darbopoetin alfa', 'Rituximab', 'Bevacizumab' & 'Adalimumab' in shortest time⁸

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 Darbopoetin alfa, Rituximab, Bevacizumab and Adalimumab globally
- 2 biosimilars under clinical trials and 4 in the pipeline

CUSTOM PHARMACEUTICAL SERVICES (CPS)



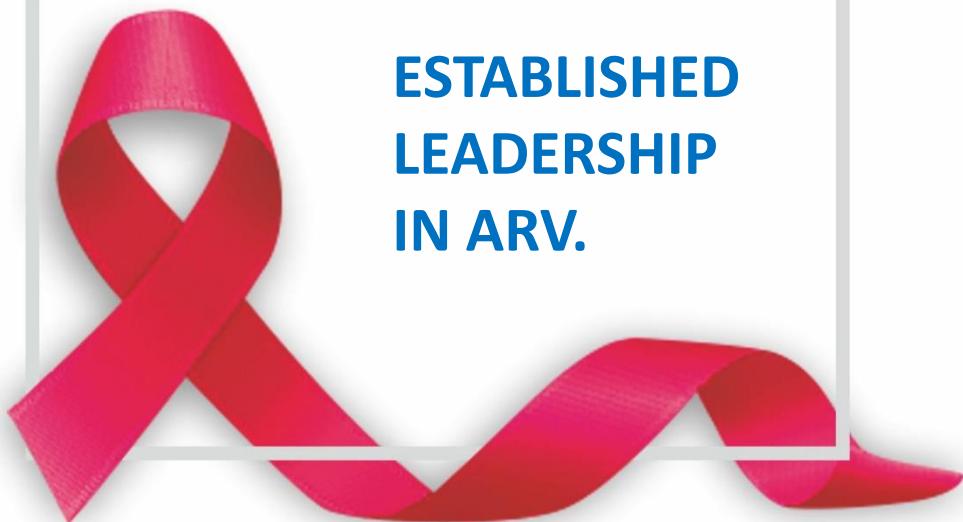
- Significant economies-of- the-scale advantages and backward integration capabilities
- Contract manufacturing of APIs, Finished Dosages, Cytotoxic APIs and Injectables
- Technology transfer projects

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



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



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



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



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



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

 **45.0025**
billion units

 **360**
tonnes

 **6.7025**
billion units

 **22.5**
million units

 **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

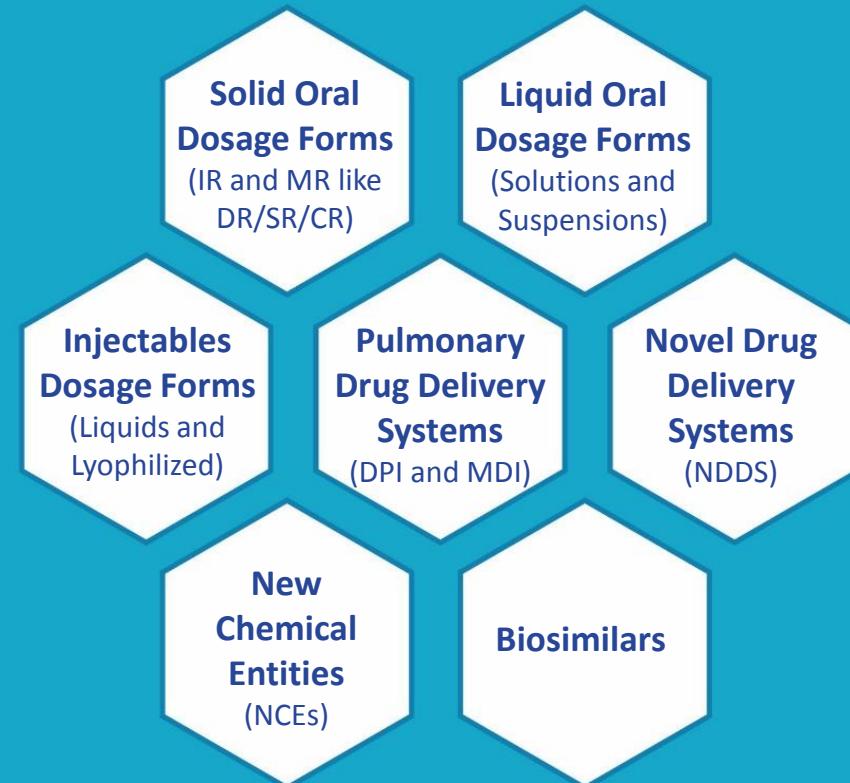
WE CAN DELIVER



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
- Enviable track record of helping our partners launch numerous first-time generics across major therapeutic areas



SECURING OVERALL SUSTAINABILITY. BUILDING A BETTER FUTURE.

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



THANK YOU



Hetero Corporate: 7-2-A2, Industrial Estates, Sanath Nagar, Hyderabad - 500 018, Telangana, India.

Phone: +91 40 23704923/24/25. Fax: +91 40 23813359, 23704926

e-mail: sales@heterodrugs.com | www.heteroworld.com

Follow us on:

