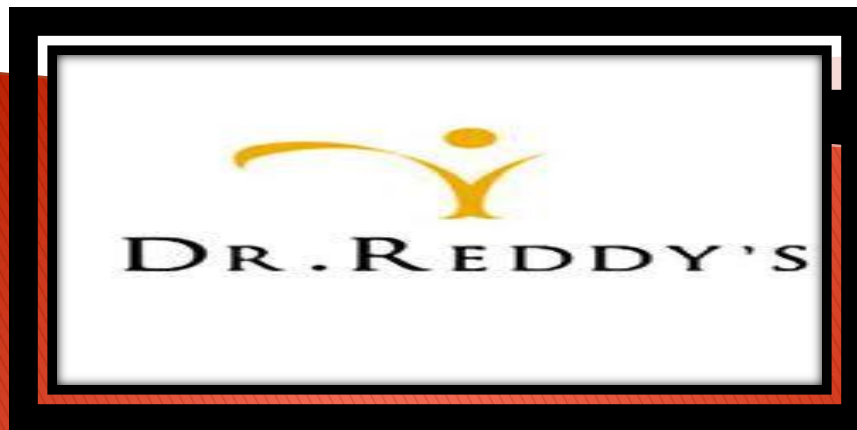
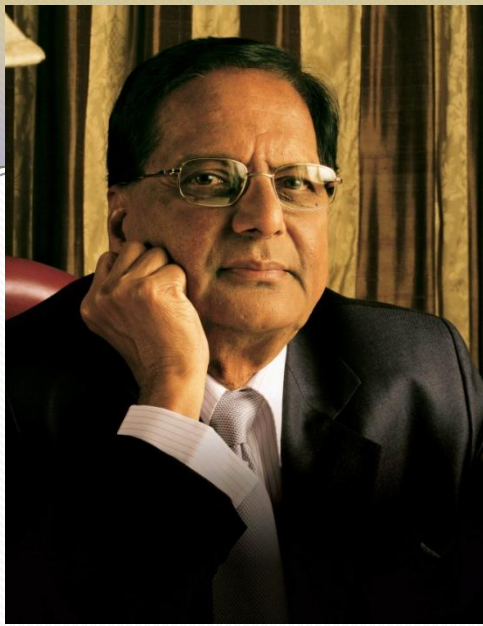


# DR.REDDY'S PRESENTATION

BY SHIVAM RAJPUT

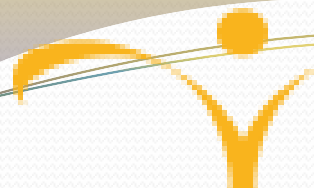




## *Dr. Reddy's Laboratories .*

### *Company*

- Dr. Reddy's Laboratories Ltd, is a pharmaceutical company based in Hyderabad, Andhra Pradesh, India.
- Headquarters: HYDERABAD, india
- Founder: Kallam Anji Reddy
- Founded: 1984



DR. REDDY'S



# Company Profile

<b>Type</b>	Public
<b>Traded as</b>	NSE: DRREDDY <sup>[1]</sup> BSE: 500124 <sup>[2]</sup> NYSE: RDY <sup>[3]</sup>
<b>Industry</b>	Pharmaceuticals
<b>Founded</b>	1984
<b>Headquarters</b>	Hyderabad, Andhra Pradesh, India
<b>Key people</b>	Anji Reddy, Founder GV Prasad, Chairman & CEO, Satish Reddy (Vice Chairman and Managing Director)
<b>Revenue</b>	▲ \$2.1 billion (2012)
<b>Net income</b>	▲ \$300 million (2012)
<b>Employees</b>	16,300 (December 2012)
<b>Website</b>	<a href="http://www.drreddys.com">www.drreddys.com</a> <sup>[4]</sup>

# HISTORY



**Dr. Reddy's Laboratories Ltd**, is a pharmaceutical company based in Hyderabad, Andhra Pradesh, India. The company was founded by Anji Reddy, who had previously worked in the publicly owned Indian Drugs and Pharmaceuticals Limited, of Hyderabad, India. Dr. Reddy's manufactures and markets a wide range of pharmaceuticals in India and overseas. The company has over 190 medications, 60 active pharmaceutical ingredients (APIs) for drug manufacture, diagnostic kits, critical care, and biotechnology products.

Dr. Reddy's began as a supplier to Indian drug manufacturers, but it soon started exporting to other less-regulated markets that had the advantage of not having to spend time and money on a manufacturing plant that would gain approval from a drug licensing body such as the U.S. Food and Drug Administration (FDA). By the early 1990s, the expanded scale and profitability from these unregulated markets enabled the company to begin focusing on getting approval from drug regulators for their formulations and bulk drug manufacturing plants in more-developed economies. This allowed their movement into regulated markets such as the US and Europe.

# *International expansion*

The company's first international move took it to Russia in 1992. There, Dr. Reddy's formed a joint venture with the country's biggest pharmaceuticals producer, Biomed. They pulled out in 1995 amid accusations of scandal, involving "a significant material loss due to the activities of Moscow's branch of Reddy's Labs with the help of Biomed's chief executive". Reddy's sold the joint venture to the Kremlin-friendly Sistema group. In 1993, Reddy's entered into a joint venture in the Middle East and created two formulation units there and in Russia. Reddy's exported bulk drugs to these formulation units, which then converted them into finished products. In 1994, Reddy's started targeting the US generic market by building state-of-art manufacturing facility.

# Dr.Reddy Laboratory in UK

*In March 2002 Dr Reddy's acquired BHM Laboratories ,Beverley, and its wholly owned subsidiary meridian health care, EURO 14.81 million. Recently Dr. Reddy's entered into R & D and Commercialization agreement with Argenta Discovery Ltd, for the treatment of COPD.*



# *Dr Reddy's Laboratories in Germany*

*In march 2006 Dr.reddy's acquired Betapharm arzneimittel GmbH from 3i for euro 480 million. Betapharm employs more than 350 personnel and its turnover amounts to Euro 186 million . It commands a share of 3.5 % in the German pharmaceutical market.*

## *Dr Reddy's laboratories in European union*

In 2006 – 2007, Dr Reddy's generated a revenue of EUR 80.5 million from Europe , which accounted for 18% of the company's total revenue.



# Expansion and acquisition

By 1997, Reddy's was ready for the next major step. From being an API and bulk drug supplier to regulated markets like the USA and the UK, and a branded formulations supplier in unregulated markets like India and Russia, Reddy's made the transition into generics by filing an Abbreviated New Drug Application (ANDA) in the USA. The same year, Reddy's out-licensed a molecule for clinical trials to Novo Nordisk, a Danish pharmaceutical company.

It strengthened its Indian manufacturing operations by acquiring American Remedies Ltd. in 1999. This acquisition made Reddy's the third largest pharmaceutical company in India, after Ranbaxy and Glaxo (I) Ltd., with a full spectrum of pharmaceutical products, which included bulk drugs, intermediates, finished dosages, chemical synthesis, diagnostics and biotechnology.

# Key products

## *Top active pharmaceutical ingredients*

▪ Ciprofloxacin Hydrochloride

• Ramipril

• Terbinafine HCl

• Ibuprofen

• Sertaline Hydrochloride

• Ranitidine HCl

• Form 2

• Naproxen Sodium

• Naproxen

• Atorvastatin

• Montelukast

• Losartan

• Potassium

• Sparfloxacin

• Nizatidine

• Fexofenadine

• Ranitidine

• Hydrochloride Form 1

• Clopidogrel  
(Not in US due to 2007 patent case)

• Omeprazole

• Finasteride

• Sumatriptan

## Key people

*As of 31 March 2013 board members and senior executives included.*

- **Mr. GV Prasad - Chairman & Chief Executive**
- Mr. Satish Reddy - Vice Chairman and Managing Director
- Mr. Ravi Bhoothalingam - Independent Director
- Mr. Anupam Puri - Independent Director
- Dr. Omkar Goswami - Independent Director
- Dr. J.P. Moreau - Independent Director
- Ms. Kalpana Morparia - Independent Director
- Dr. Bruce LA Carter - Independent Director
- Dr. Ashok Ganguly - Independent Director
- Mr. Sridar Iyengar - Independent Director

# *Top ten brands in India*

- Omez
- Nise
- Stamlo
- Stamlo Beta
- Enam
- Atocor
- Razo
- Reclimet
- Clamp
- Mintop

# competitor



# COMPETITORS DATA ANALYSIS

Name	Last Price	Market Cap.	Sales	Net Profit	Total Assets
		(Rs. cr.)	Turnover		
<u>Sun Pharma</u>	589.85	122,167.60	1,657.78	133.25	7,832.01
<u>Dr Reddys Labs</u>	<b>2,412.20</b>	<b>41,031.46</b>	<b>8,434.01</b>	<b>1,265.47</b>	<b>9,372.50</b>
<u>Lupin</u>	853.50	38,238.77	7,122.51	1,260.43	5,402.00
<u>Cipla</u>	434.30	34,870.87	8,202.42	1,507.11	9,835.33
<u>GlaxoSmithKline</u>	2,438.00	20,650.60	2,630.30	577.26	2,014.16
<u>Glenmark</u>	524.10	14,200.18	1,949.30	386.11	2,832.02
<u>Cadila Health</u>	693.05	14,190.10	3,364.22	466.64	3,652.90
<u>Ranbaxy Labs</u>	334.00	14,132.53	6,303.54	(162.34)	6,685.68



# *BIOCON LTD.*



It is an Indian biopharmaceutical company based in Bangalore. Within biopharmaceuticals, the Company manufactures generic active pharmaceutical ingredients (APIs) that are sold in the developed markets of the United States and Europe.

It also manufactures biosimilar Insulins, which are sold in India as branded formulations and in both bulk and formulation forms. In research services, Syngene International Limited (Syngene) is engaged in the business of custom research in drug discovery while the other fully owned subsidiary Clinigene International Limited (Clinigene) is in the clinical development space.

In December 2009, Biocon acquired the Active Pharma Ingredients (API) undertaking from IDL Speciality Chemicals Ltd., a subsidiary of Gulf Oil Corporation Limited.

# *Ind Swift Ltd.*

Established in 1995 **Ind-Swift** has fast evolved towards a business model that is focused on deep-rooted domestic presence and leveraged on high-value mature regulated markets along with considerable growth in emerging markets:

- **Ind-Swift Laboratories Ltd. (Manufacturer of APIs)**
- **Ind-Swift Laboratories Inc. (US Subsidiary)**
- **Ind-Swift Menthol**



**Ind-Swift**

With manufacturing sites at **6 different locations across India** and an independent State-of-the-Art R&D Centre, the Group has embarked upon a journey to establish itself as reliable partner in the Global Pharmaceutical Industry. In house capabilities for Development of APIs, Finished Dosage forms, Non-Infringing Process & World Class facilities for Contract Manufacturing are the inherent strengths.



**Lupin Limited** is a transnational pharmaceutical company based in Mumbai.

It is the 2nd largest Indian pharma company by market capitalization; the 14th largest generic pharmaceutical company globally and; the 5th largest generic pharmaceutical company in the US by prescription-led market share.

It has the distinction of being the fastest growing generic pharmaceutical player in the two largest pharmaceutical markets of the world – the US and Japan; and is the 5th largest and the fastest growing generic pharmaceutical player in South Africa.

# FINANCIAL STATEMENT OF ANALYSIS



# COMPARITIVE BALANCE SHEET



<u>PARTICULARS</u>	<u>2012</u>	<u>2013</u>	<u>ABSOLUTE CHANGE</u>	<u>PERCENTAGE CHANGE</u>
<u>EQUITY&amp;LIABILITY</u>				
<u>SHAREHOLDER'S FUNDS</u>				
<u>SHARE CAPITAL</u>	848	849	1	.118%
<u>RESERVE&amp;SURPLUS</u>	49042	62842	13800	28.14%
<u>NON CURRENT LIABILITY</u>				
<u>LONG TERM LIABILITY</u>	16419	12659	(3760)	(22.90)%
<u>DEFFERED TAX LIABILITY</u>	191	1070	879	460.21%
<u>OTHER LT LIABILITY</u>	495	350	(145)	(29.29)%
<u>LONG TERM PROVISIONS</u>	333	514	181	54.35%
<u>CURRENT LIABILITY</u>				
<u>S,T BORROWINGS</u>	15888	18986	3098	19.50%
<u>TRADE PAYABLES</u>	7566	9657	2091	27.67%
<u>OTHER CL</u>	17492	21204	3712	21.22%
<u>S.T PROVISIONS</u>	4968	6741	1773	32.69%
<u>TOTAL</u>	113242	134872	216230	19.10%



## ASSETS

### FIXED ASSETS

<u>TANGIBLE ASSETS</u>	25732	31416	5684	22.09%
<u>INTANGIBL ASSETS</u>	8385	9090	705	8.41%
<u>CAPITAL(W.I.P)</u>	7085	5653	(1432)	(20.21)%
<u>NON CURRENT INVESTMENT.</u>	9	4	(5)	(55.56)%
<u>DEFERED TAX ASSETS</u>	1340	1742	402	30%
<u>LONG TERM LOANS&amp;ADVANCES</u>	701	848	147	20.97%
<u>OTHER NON CURRENTASSETS</u>	—	209	209	—

### CURRENT ASSEST

<u>CURRENT INVESTMENT</u>	2070	1966	(104)	(5.02)%
<u>INVENTORIES</u>	19433	21707	2274	11.70%
<u>TRADE RECIEVABLES</u>	25368	31804	6436	25.37%
<u>CASH &amp; BANK BALANCE</u>	16061	20171	4110	25.59%
<u>ST LOAN &amp;ADVANCES</u>	6629	9256	2627	39.63%
<u>OTHER CURRENT ASSEST</u>	429	1006	577	134.50%
<u>TOTAL</u>	69990	85910	15920	22.75%