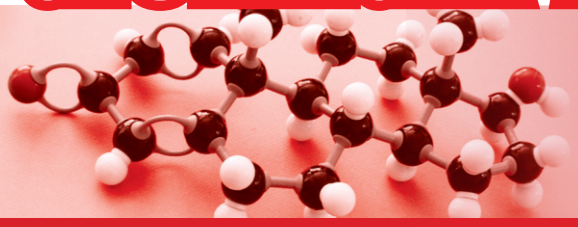
Glenmark AsPIre

Glenmark
A new way for a new world



Partnering you in pursuit of a healthier world

Milestones

HIGHLIGHTS: API Q2 FY 2016 - 17 (July - September 2016)

- Revenue from sale of API to regulated and semi-regulated markets globally was Rs. 2213.41 Mn (USD 33.86 Mn), for the quarter ended September 30, 2016 against Rs. 1655.00 Mn (USD 25.84 Mn) for the previous corresponding quarter, recording an increase of 33.74%
- Glenmark filed 2 US DMF during the quarter. The good growth was contributed by sale of Lercanidipine, Adapalene and Amiodarone

R&D HIGHLIGHTS

- GBR 1372, a bispecific monoclonal antibody based on BEAT® Glenmark's proprietary best-in-class BEAT platform. The molecule kills cancer cells through redirecting T cells via its anti CD3-binding arm to EGFR expressing cancer cells through its EGFR-binding arm. GBR 1372 is indeed equally active against EGFR expressing cancer cell lines – independent of their RAS mutation status as demonstrated pre-clinically by our scientists in Switzerland
- GBR 1302 & GBR 1342 are clinical candidates based on BEAT® technology platform, targeting oncology indications. GBR 1302 has the potential to be used in the treatment a broad array of cancers including breast cancer. GBR 1342 targets CD38, a target for multiple myeloma & potentially other malignancies of haematopoietic origin

OTHER HIGHLIGHTS

- **India:** The India business strengthened itself in cardiac, derma and respiratory therapeutic segments. The Indian business completed the launch of 'Digihaler', the first Digital Dose Inhaler' (DDI) across the country. It is a next-gen inhaler which provides accurate digital dose counter along with low dose warning indicator to enable Asthma and chronic obstructive pulmonary disease (COPD) patients track adherence to their therapy. The products launched on the 'Digihaler' device have gained good acceptance among patients across the country.
- **USA:** Glenmark was granted final approval for 6 products which were Rosuvastatin Calcium Tablets, Triamcinolone Acetonide Ointment USP, 0.5%; Lidocaine Ointment USP, 5%; Diclofenac Sodium Gel, 3%; Potassium Chloride Extended-Release Tablets USP, 10 mEq& 20 mEq; and Triamcinolone Acetonide Cream USP, 0.1%. For the first six months of this financial year, Glenmark received 11 approvals - 8 final approvals and 3 tentative approvals from the FDA. During the quarter, Glenmark also filed 2 ANDA applications with the U.S. FDA
- **Europe:** During the first six months, Glenmark launched over ten new products in the region through a mix of in-licensing and in house development. In the first six months, the German subsidiary launched 3 new products; the UK subsidiary launched 3 products and the other European subsidiaries launched another 6 products cumulatively.
- **Russia & CIS:** The strong growth witnessed by the dermatology business continues on account of the good growth in Oflomil nail lacquer and Klenzit-C which has gained good traction across the country. The respiratory business also continues to benefit from the success of Momat Rino Advance nasal spray (mometasone and azelastine combination) in the country
- **Africa:** The Africa business performed well during the quarter. The largest subsidiary, South Africa recorded secondary sales growth of 56%. The Kenya subsidiary recorded secondary sales growth on 7%
- **Asia:** The Asia business recorded secondary sales growth of 9% during the second quarter. The subsidiaries of Malaysia, Philippines and Myanmar recorded secondary sales growth of 12%, 34% and 9% respectively

Dear Customer,

Quality at Glenmark is a continuing journey towards perfection. We define meeting the most stringent product quality criteria as a minimum requirement and emphasize on building a culture of quality with principles of excellence embedded within our DNA.

Our commitment to world class quality standards is reflected in our state-of-the-art manufacturing facilities located across the Globe. We have 17 manufacturing facilities, world over, which are approved by various regulatory bodies such as U.S. FDA, MHRA UK, WHO-GMP, Canadian TPD, South African MCC and ANVISA of Brazil. In addition to this, 12 of our manufacturing facilities have established, implemented and achieved ISO 14001:2004 certification which is the world leading environment system and 5 of our facilities have also achieved OHSAS 18001:2007 certification.

We are relentless in stepping up our quality system across our research and manufacturing facilities to ensure that our products, processes, and infrastructure all measure up to international expectations. The future of our organization looks promising as each of our business is well positioned for sustainable and profitable growth.

Warm Regards,

Glenn Saldanha
(Chairman & MD)

Glenmark's state-of-the-art manufacturing facility in Indore, India

Glenmark commenced operations in Indore in 2009. The state-of-the-art facility has an annual capacity of manufacturing 1440 M tablets Oral solid dosages per annum.

The manufacturing facility has been approved by various regulatory bodies like the U.S. FDA, MHRA UK and WHO – GMP. It is ISO 14001:2004 approved and OHSAS 18001:2007 certified.

The facility caters to the requirements of North America and European markets.

Issue 16, November 2016

Send us your comments at corpcomm@glenmarkpharma.com