



Inspiring
Human Belief in
a Healthier World

Corporate Presentation
October, 2023

www.hetero.com



Hetero Reimagined: Where Going Beyond is **The New Normal**

Our new logo is built around the idea of 'Health for All' and strengthens our ideology of 'focused interventions leading to exponential impact'. It uses circles as the primary visual anchor to represent the idea of accessibility and global reach.



About Us

With unparalleled strengths in pharmaceutical research, manufacturing, and marketing, we are positioned to serve people regardless of geographies. Our new identity embodies this drive to expand our reach and capabilities in order to respond with agility to the world's evolving health needs.

Our Approach

We prioritize the human perspective above all else. Hetero lives in the stories of the people we serve and the communities we have impacted.



Quick Facts

We are the world's leading producers of Active Pharmaceutical Ingredients (APIs) and generic formulations, with an active presence across **145+ countries**.



With **30 years of experience** in the pharma sector, we strive to serve patients by moulding science and technology into therapies to improve people's lives.



We cater to **40%** of existing global demand for Anti-Retroviral (ARV) and Finished Dosage Forms (FDF), used for HIV/AIDS treatment.



We are the **trusted partner** of choice for multinational pharma giants and global procurement bodies.

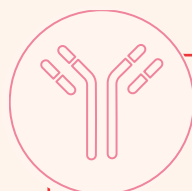


We have over **38 strategically located** manufacturing facilities, catering to diverse market requirements on demand – including India, USA, China, Russia, Egypt, Mexico, Indonesia and Saudi Arabia.

At Hetero, We Are Shaping A Healthier World



35 world class
Oncology products



9 Biosimilars



400+ APIs
550+ FDFs



2,000+ Product
registrations with
local regulatory
authorities



Fully integrated
services across the
value chain



Asia's largest
API manufacturing
complex
(Visakhapatnam,
Andhra Pradesh, India)



Business Segments

ACTIVE PHARMACEUTICAL INGREDIENTS (APIs)

Leaders in supplying to generics manufacturers

400+ APIs encompassing various segments

15 exclusive facilities spread across the globe for large-scale production

Backward integration of product development

GLOBAL GENERICS

A world leader in manufacturing branded and non-branded generics

Largest global supplier of ARV drugs

200+ products across various therapeutic categories

23 dedicated facilities to manufacture diverse dosage forms

BIOSIMILARS

A dedicated biologics arm, Hetero Biopharma, catering to India and emerging global markets

State-of-the-art single-use manufacturing facilities and dedicated R&D wing under one roof designed to meet USFDA and EU standards

Capabilities across development, manufacturing, quality, clinical development, regulatory domains and commercialization of biosimilars

Commercialized 6 biosimilars & 3 in pipeline

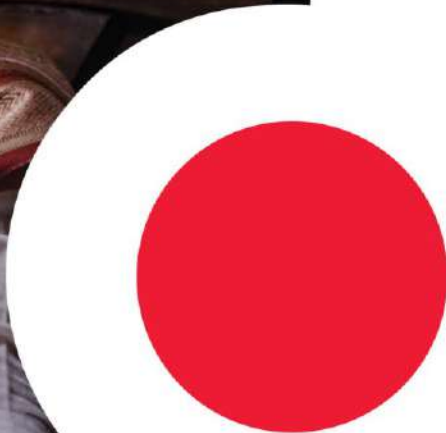
CUSTOM PHARMACEUTICAL SERVICES (CPS)

Significant economies of scale advantages and backward integration capabilities

Contract manufacturing of APIs, Finished dosages, Cytotoxic APIs and Injectables

Technology transfer projects

Contract R&D services for clinical supply and commercial scale-up requirements



Therapy Areas & Portfolio

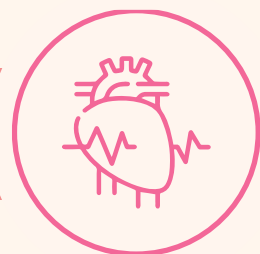
Targeting ever-growing variety of therapy areas with newer, better solutions.



HIV/AIDS



ONCOLOGY



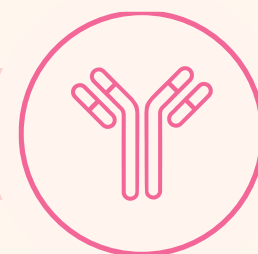
CARDIOVASCULAR



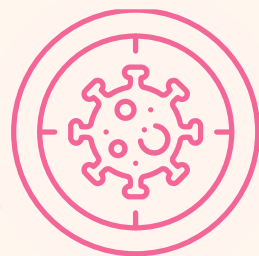
HEPATITIS



NEUROLOGY



BIOSIMILARS



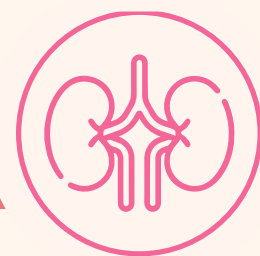
COVID-19



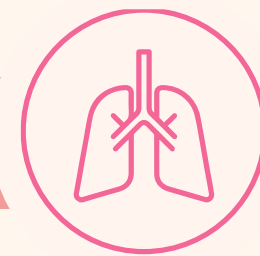
IMMUNOLOGY



GASTROENTEROLOGY



UROLOGY



RESPIRATORY



DIABETES



ALLERGY



MALARIA



OPHTHALMOLOGY



HAEMATOLOGY



AUTOIMMUNE
DISORDER

Track Record of Responding to Global Emergencies

Racing the clock to deliver safe and effective COVID-19 treatment.

- The first company to launch the licensed generic version of **Remdesivir** in India, under the brand name **Covifor™**.
- Only company to market generic Remdesivir in two formulations – liquid solution and lyophilised powder.
- Largest in terms of global reach touching lives of over 1.5 million people across continents.

Launched Movfor (**Molnupiravir 200 mg**) to treat high-risk adult patients with COVID-19 following a voluntary licensing agreement with MSD for the manufacturing and distribution of the investigational oral therapeutic.

Entered into a voluntary licensing agreement with MPP to expand access of **Nirmatrelvir & Ritonavir generics** for COVID-19 treatment in 95 countries.

Manufacturing Partnership for 'Sputnik V' vaccine

Entered into an agreement with the Russian Direct Investment Fund (RDIF) as a manufacturing partner to produce 100 million doses of the Sputnik V vaccine per year.



At Hetero

The focus is always on uncovering life-changing solutions



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



1 lead molecule each in Oncology and HIV in phase I/II clinical development



Formulation patents

201 patents filed

21 patents granted

API patents

809 patents filed

183 patents granted



Our Marketing arms



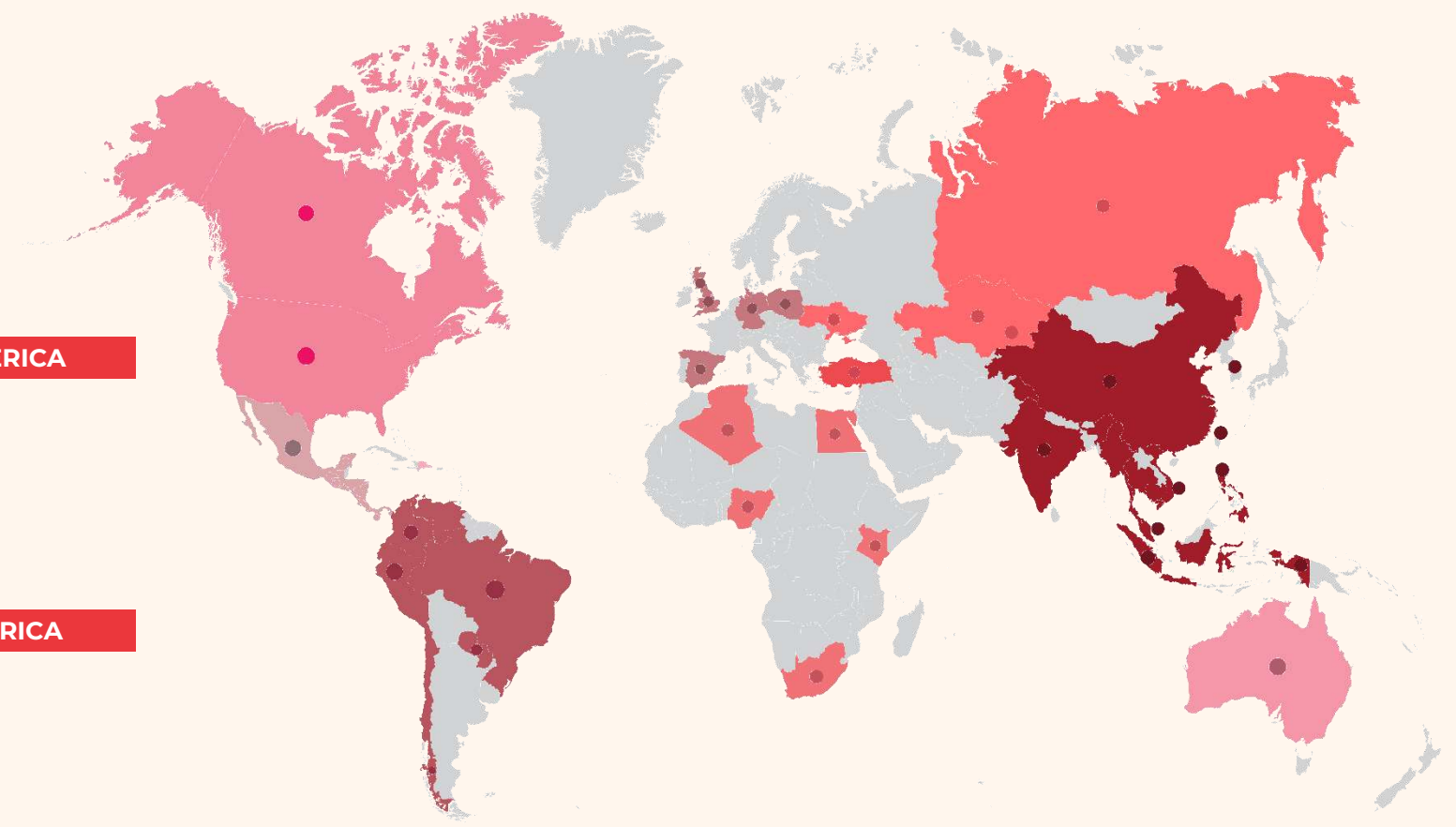
HELPING US
ACCESS VARIOUS
GEOGRAPHIES

For everyone, everywhere...

We are leaving our footprints across the globe in more than **145+ countries**, as we enable access to affordable high-quality medicines across the world.

CIS COUNTRIES <ul style="list-style-type: none"> ● Kazakhstan ● Kyrgyzstan ■ Russia ● Ukraine ● Uzbekistan 	EUROPE <ul style="list-style-type: none"> ● Germany ● Netherlands ● Poland ● Spain ● UK 	AFRICA <ul style="list-style-type: none"> ● Algeria ■ Egypt ● Kenya ● Nigeria ● South Africa 	NORTH AMERICA <ul style="list-style-type: none"> ● Canada ■ USA
ASIA <ul style="list-style-type: none"> ● Cambodia ■ China ■ India ■ Indonesia ● Malaysia ● Myanmar ● Philippines ● Singapore ● South Korea ● Taiwan ● Thailand ● Vietnam 	MIDDLE EAST <ul style="list-style-type: none"> ● UAE ● Saudi Arabia 	CENTRAL AMERICA <ul style="list-style-type: none"> ● Costa Rica ● El Salvador ● Guatemala ● Honduras ■ Mexico ● Nicaragua ● Panama 	SOUTH AMERICA <ul style="list-style-type: none"> ● Brazil ● Chile ● Colombia ● Ecuador ● Paraguay ● Peru ● Venezuela
	CARIBBEAN <ul style="list-style-type: none"> ● Dominican Republic 		
	AUSTRALIA <ul style="list-style-type: none"> ● Australia 		

● Branch office/ Subsidiary
 ■ Manufacturing facility



15 API facilities	23 Finished dosage facilities	3 R&D centres
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Note: The map showcases those countries that host our manufacturing facilities and branch offices/subsidiaries.

Values that Set Us Apart

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



Knowledge



Trust



Integrity



Agility

Our People, Our Most Valued Resource

Hetero's strength lies in the talent and commitment of **25,000 employees**, who have been playing a vital role in contributing towards our business, over the years.

Our **leadership competencies** are adopted and practiced in our daily work-life to enhance the overall productivity.

- Quality Consciousness
- Building Trust
- Teamwork
- Innovation



Social Responsibility

A steadfast commitment to our communities

At Hetero, our social commitment is anchored in our business philosophy. With our CSR initiatives we focus on building a better and sustainable way of life for the underprivileged communities through a range of outreach activities.

Hetero is committed to helping achieve all 17 **SDGs** for peace and prosperity for people and the planet, now and into the future. The following are closely aligned to our mission:



Thank You



Hetero Corporate

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