

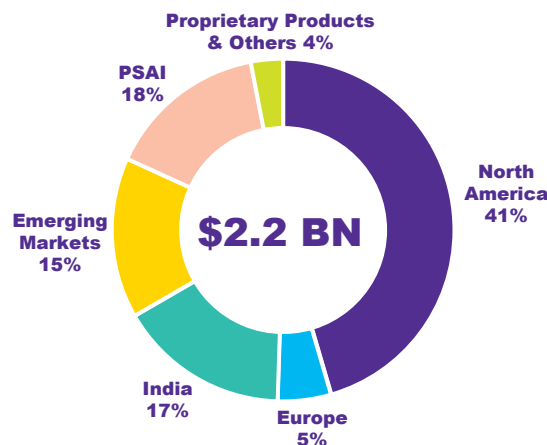


Dr. Reddy's Laboratories Ltd. (BSE: 500124, NSE: DRREDDY, NYSE: RDY) is an integrated pharmaceutical company, committed to accelerating access to affordable and innovative medicines. Through its three businesses - Pharmaceutical Services & Active Ingredients, Global Generics and Proprietary Products – Dr. Reddy's offers a portfolio of products and services including APIs, custom pharmaceutical services, generics, biosimilars and differentiated formulations. Our major therapeutic areas of focus are gastrointestinal, cardiovascular, diabetology, oncology, pain management and dermatology. Dr. Reddy's operates in markets across the globe. Our major markets include – USA, India, Russia & CIS countries, and Europe.

For more information log on to: [www.drreddys.com](http://www.drreddys.com)

## Business highlights

### Revenue mix for FY18



## Our Presence

### Commercial presence in 30 countries

#### North & South America

- USA
- Mexico
- Venezuela
- Colombia
- Canada
- Jamaica
- Brazil

#### Asia

- India
- Vietnam
- China
- Japan
- Myanmar
- Malaysia
- Sri Lanka

#### Europe

- United Kingdom
- Switzerland
- Germany
- France
- Romania
- Italy
- Netherlands
- Spain

#### Russia & CIS countries

- Russia
- Kazakhstan
- Ukraine
- Belarus
- Uzbekistan

#### Africa

- South Africa

#### Australia

- Australia
- New Zealand

## Our core businesses

### Pharmaceutical services & active ingredients



Partner of choice

- + Global leader in integrated development, manufacturing and supply of APIs and Drug products.

### Global Generics



Access to affordable medicines

- + Finished dosage businesses in distribution-driven unbranded as well as detailing-driven branded markets.
- + North America, India, Russia and Europe are key markets in this segment.

### Proprietary Products



Fulfilling unmet medical needs

- + Focus on building sustainable and profitable proprietary products business in dermatology and neurology.

## Our History

1984

The birth of a dream



1991

From molecules to affordable medicines



1995

Expanding to reach patients in other countries



2007

Accelerating access to expensive therapies



2010

From medicines to health



2015

Re-dedicating ourselves to patient-centricity



## People

20,000+

Associates world wide

40+

Nationalities

## Infrastructure

9

API  
Manufacturing  
facilities

13

Formulations  
Manufacturing  
facilities

9

R&D  
facilities

1

Biologics  
Development  
Center

## Corporate Citizenship



"If you point to one single factor that made us what we are today, it is serving the poorest of the poor in this country. It has actually made us prosperous. Of course we didn't stop there. And we continue to bring affordable medicines to people."

- Dr. K Anji Reddy

- + **School Improvement Program (SIP):** SIP aims at ensuring continuous quality education to students from less privileged backgrounds. Through this program, Dr. Reddy's has played an important role in shaping the lives of over 60,000 students from 129 Government schools in Andhra Pradesh and Telangana.
- + **Livelihood and Skilling:** Dr. Reddy's GROW is a skilling initiative that helps unemployed youth from marginalized sections and people with disabilities. The program has impacted over 300,000 youth through placement and training. Also, over 16,000 farmers have been benefited through MITRA, a livelihood program that aims at empowering and educating farmers.
- + **Community Health Intervention Program (CHIP):** CHIP aims at improving access to primary healthcare for people in rural communities, with a special focus on reducing the mortality rate of infants and children. The program has impacted a population of over 214,000 in 145 villages.
- + Support to non-profit organizations such as **CSIM, NICE** and **Naandi** Foundation.

## Recognitions

- + **'CSR Initiative of the year'** at Global Generics & Biosimilar Award 2018 at CPHI in Madrid, Spain.
- + **'Healers of India'** Award 2017 for Community Health Intervention Program (CHIP).
- + **'Best Places to Work'** in 2017 in New Jersey by NJBIZ.
- + **First Sector-Neutral Bloomberg Gender-Equality Index** in 2017.
- + **'India Pharma Innovation'** Award 2016 by Department of Pharmaceuticals, Government of India.
- + **India's Best Companies to Work For** in the Biotechnology and Pharmaceuticals sector by Great Place To Work® Institute.
- + **India's Best Managed Boards** by Mint and Aon Hewitt and by Economic Times and Hays in their respective studies.