

WARM WELCOME TO SHAREHOLDERS



Leading with Vision.
Building with Passion.

32nd Annual General Meeting

26th September 2017



Strategic
Decision and
Actions



Performance in
FY17



Key Initiatives
for FY18



Agenda of
AGM



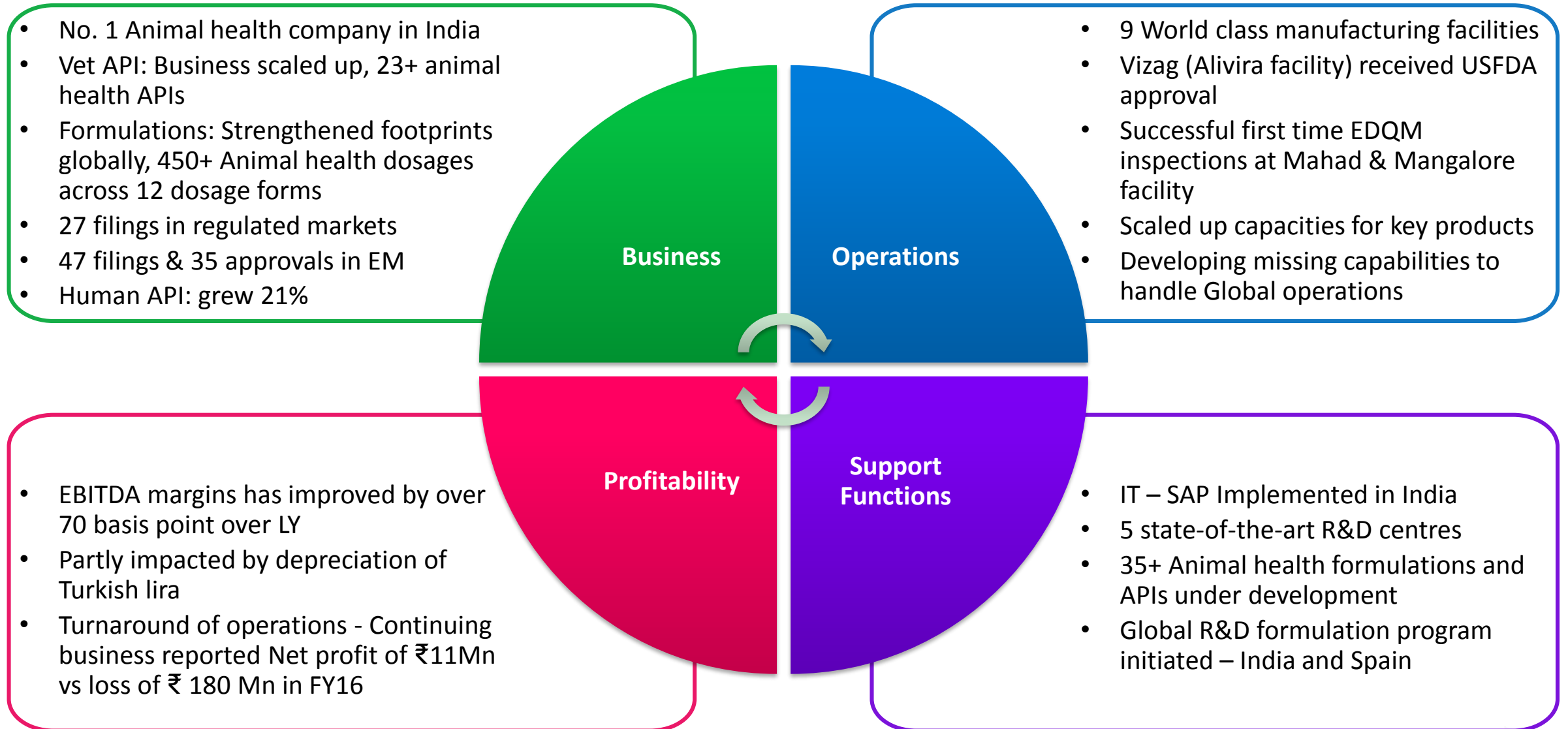
Sequent
Proven Ability In Life Sciences



Strategic Decision and Actions



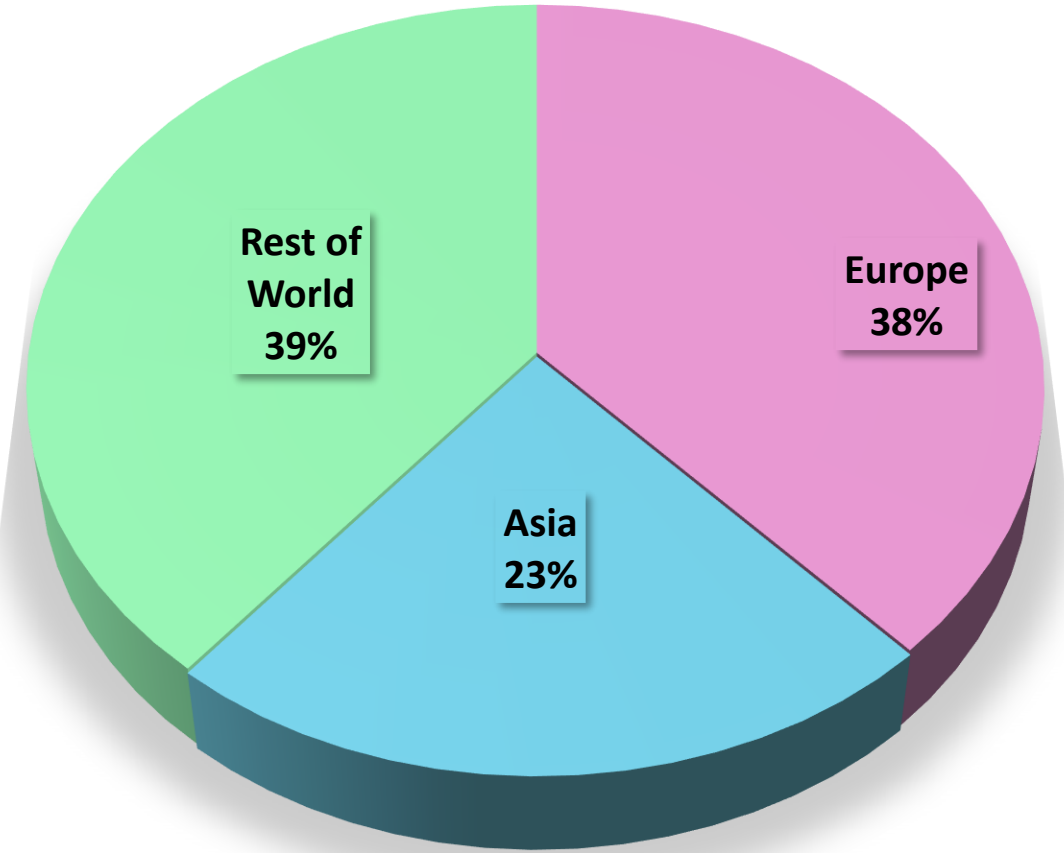
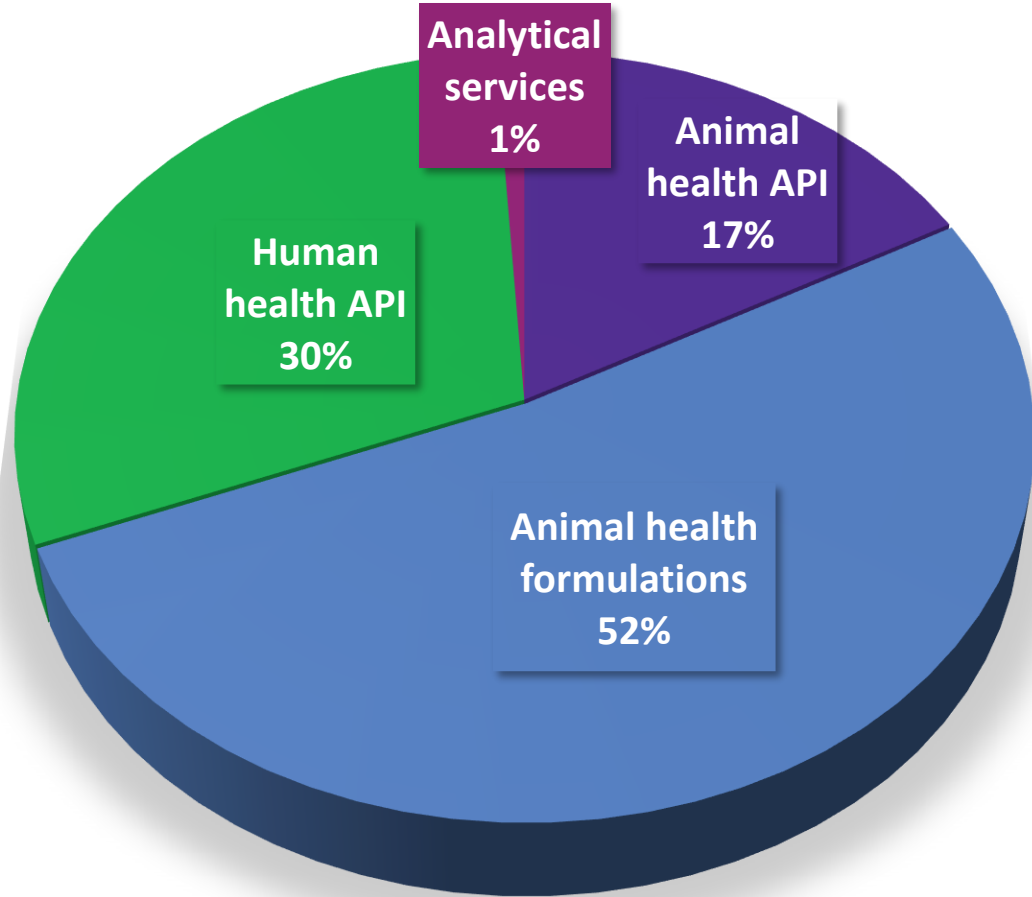
FY17 - Building Capabilities for Sustainable Business



Creating India's largest Animal Health Company

Revenue by Business

Revenue by Geography



Animal health API – Raising the benchmark in Quality

- USFDA approval for Vizag facility – **‘First / Only dedicated USFDA approved Animal health facility in the World’**
- Consistent growth and diversifying product basket
 - With over 23 commercial products across globe covering essential therapies
 - 60% of the business to Regulated markets
- Strengthened sales and marketing team for reach and customer service
- Deeper penetration with key clients - enhanced product portfolio
- Strong research capabilities and pipeline
 - 12 products under development
 - Filed 2 CEPs and 6 US VMFs for major APIs
- Well invested infrastructure with potential for future scalability



Animal Health Formulations – Establishing global leadership

- **Global presence with diversified portfolio**
 - Presence in 55+ countries with 4 manufacturing facilities
 - 450+ products across 12 dosage forms
 - Strong, growing foot-prints in key markets of India, South East Asia, MENA , Turkey, Europe and Latam
- **Strong research capabilities and pipeline for future growth**
 - Initiated global R&D projects
 - Received 20 product registrations in EU, 3 in Ukraine, 41 in EM
 - Filed 52 products in EM
- **Growing inorganically**
 - Successfully integrated operations of acquired businesses in Brazil (Evince) and Spain & Mexico (Karizoo)
 - Initiated our foray into vaccines through tie-up with IDT Biologika for India



Human API – Industry at an inflection point

- Differentiated strategy delivers
 - Focus on Niche, small volume APIs with limited competition
 - High Quality business with accelerating growth
- Well invested infrastructure with potential for future scalability
 - Potential to scale capacities at all three sites – Mangalore, Mahad and Mysore
 - Focus on automation
- Strict adherence to quality, compliance and standards
 - Significant investments on GMP and EHS
 - Successful EDQM inspection at our Mahad and Mangalore* facility
- Strong focus on research and pipeline for business
 - Made 7 CEP filings, 3 USDMF filings and 1 WHO filing
 - Pipeline of 16 products under development

*EDQM audit for Mangalore completed in September 2017

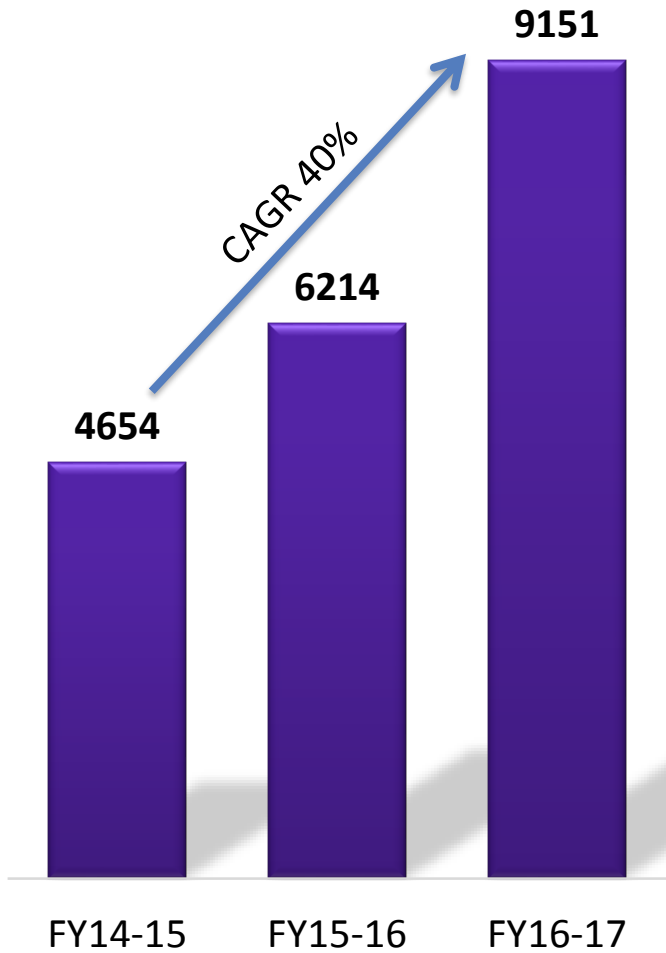


Performance in FY17

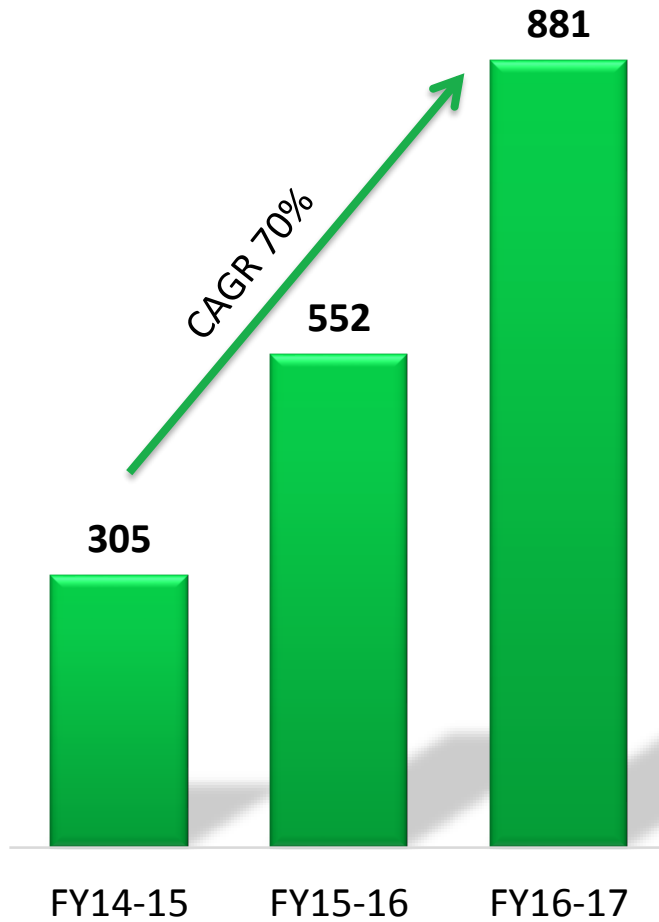


Financial Indicators

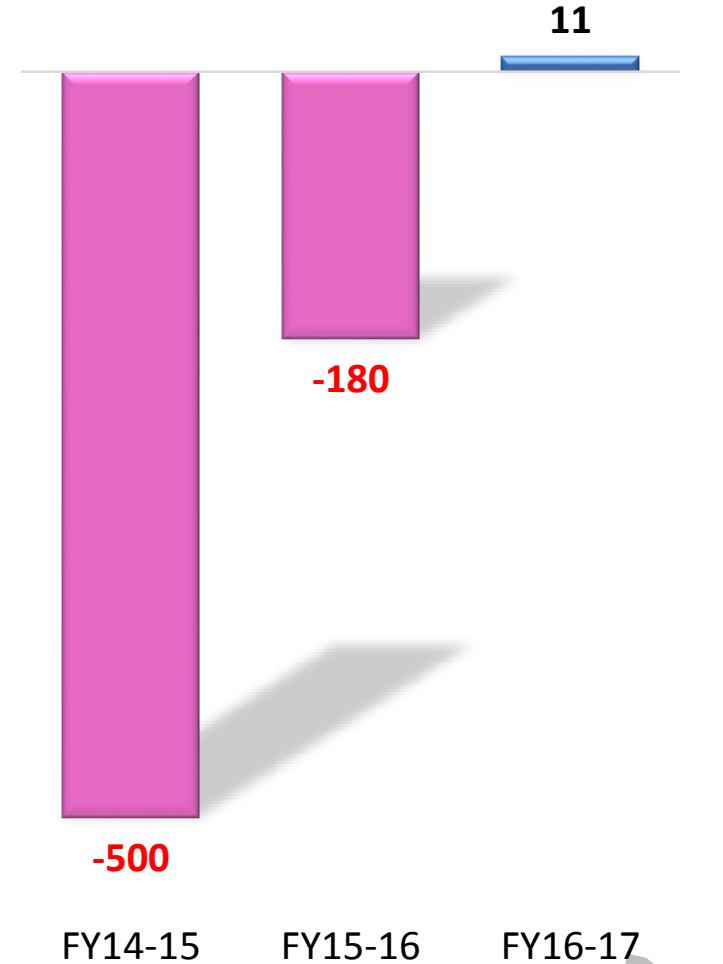
Revenue from Operations



EBITDA

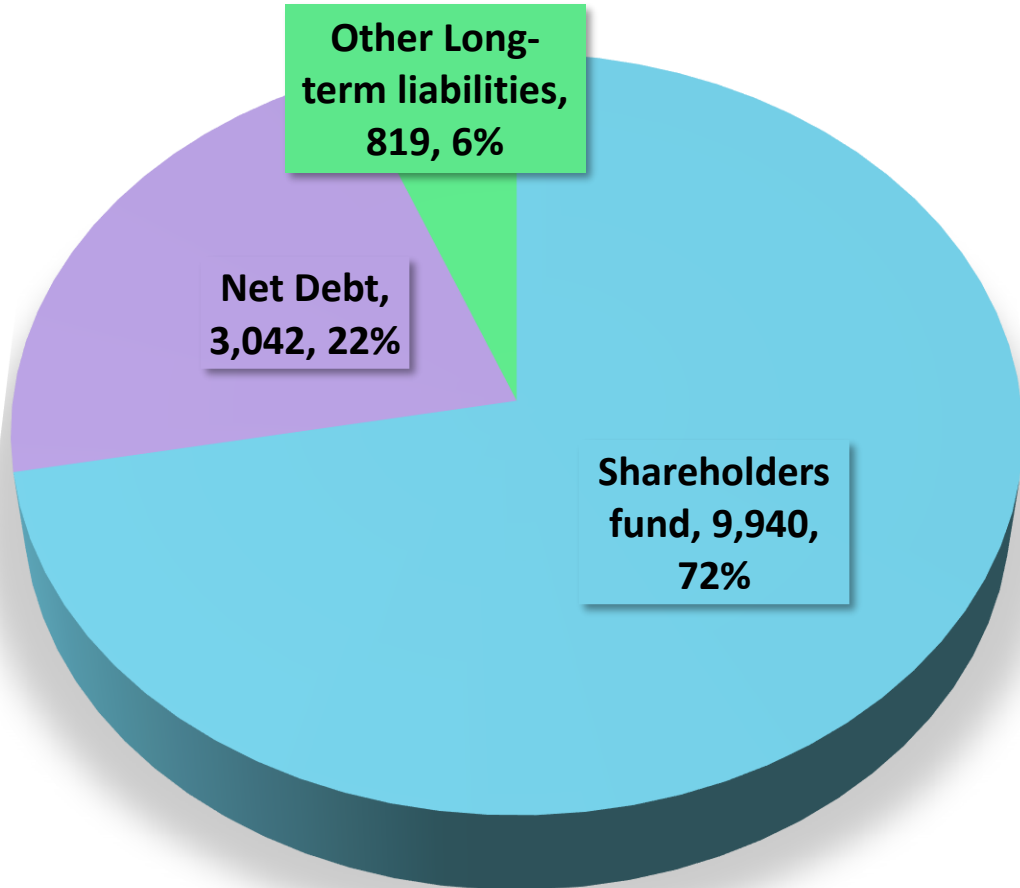


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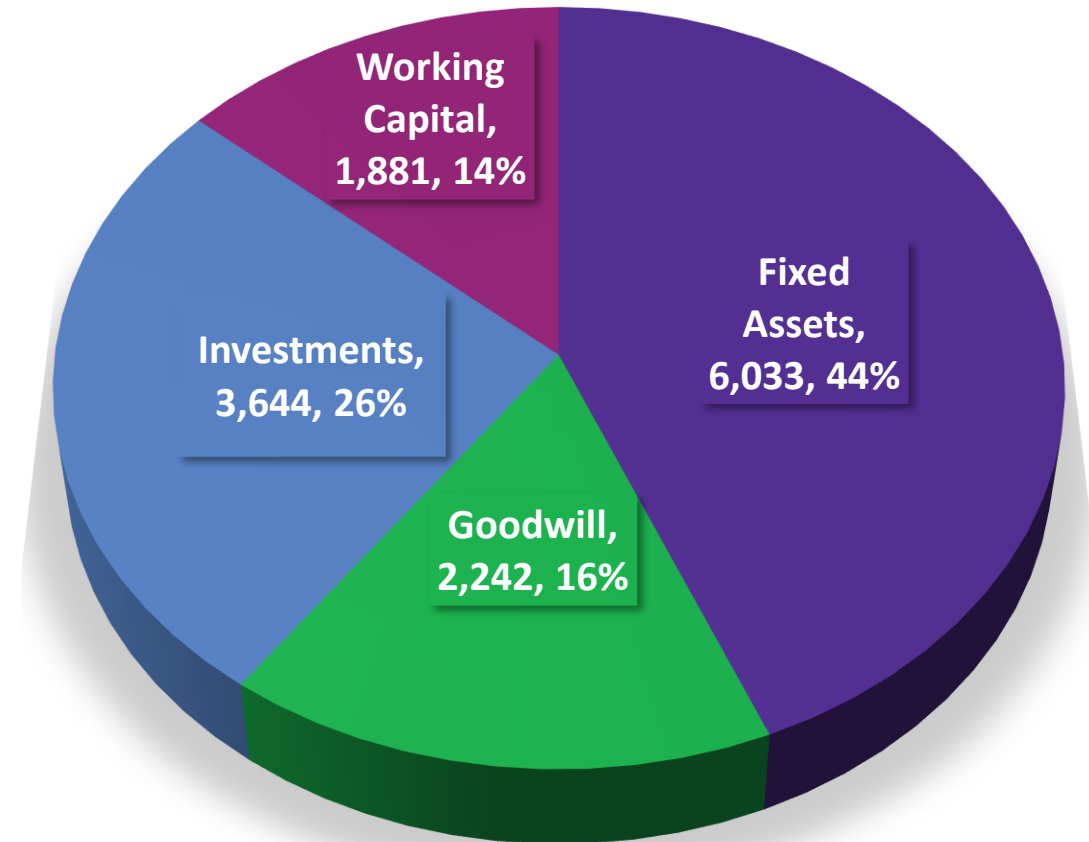


Capital Employed

Liabilities

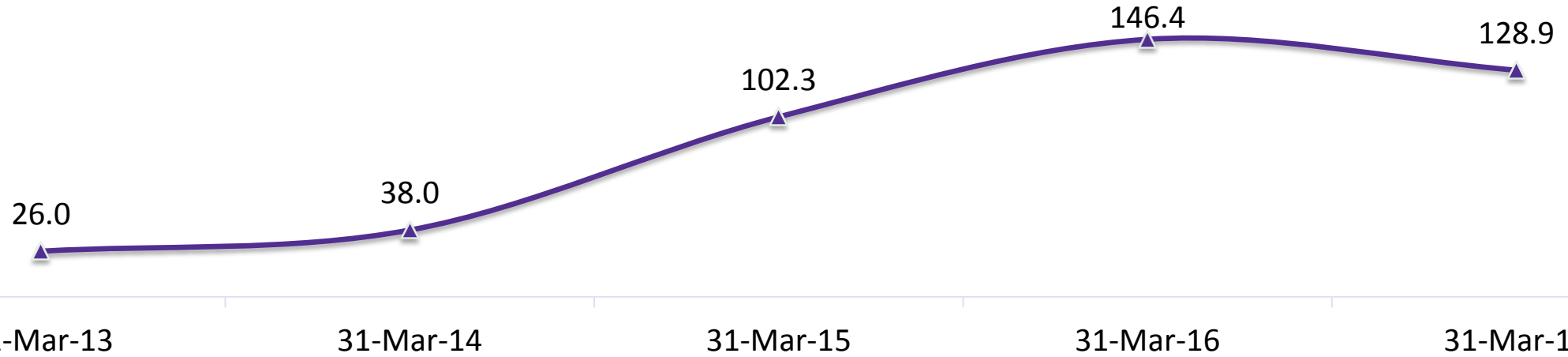


Assets

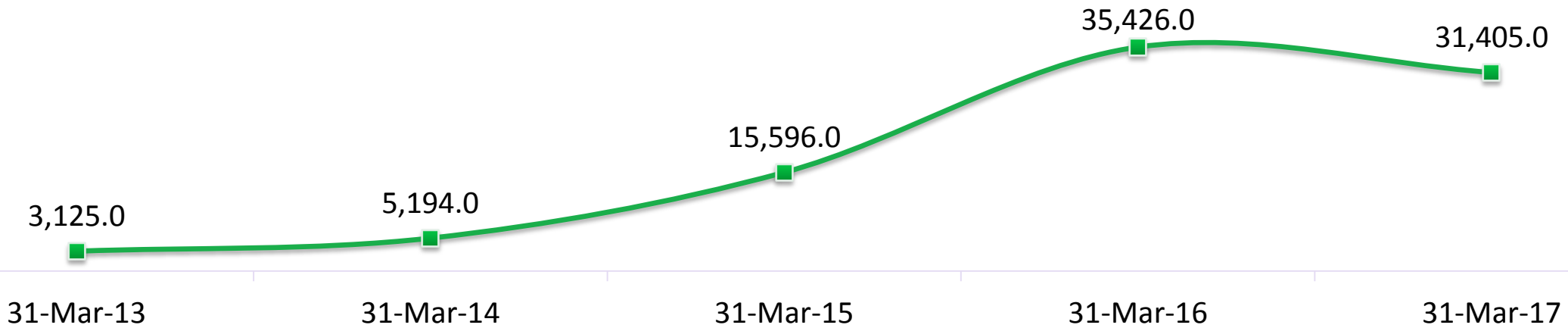


Market Capitalization

Stock Price Movement (Rs.)



Market Cap (Rs. Mn)

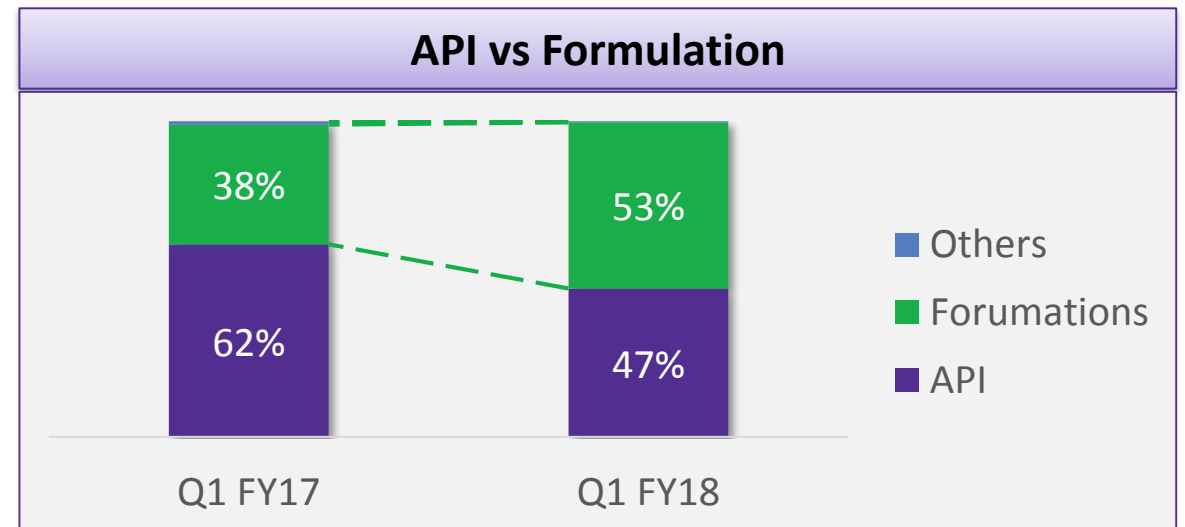
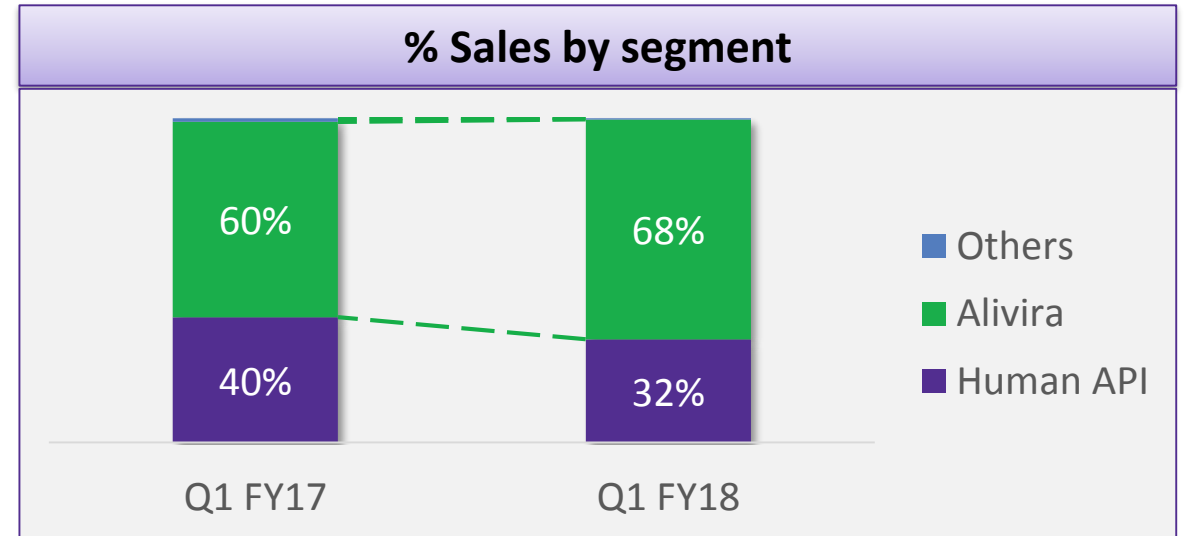
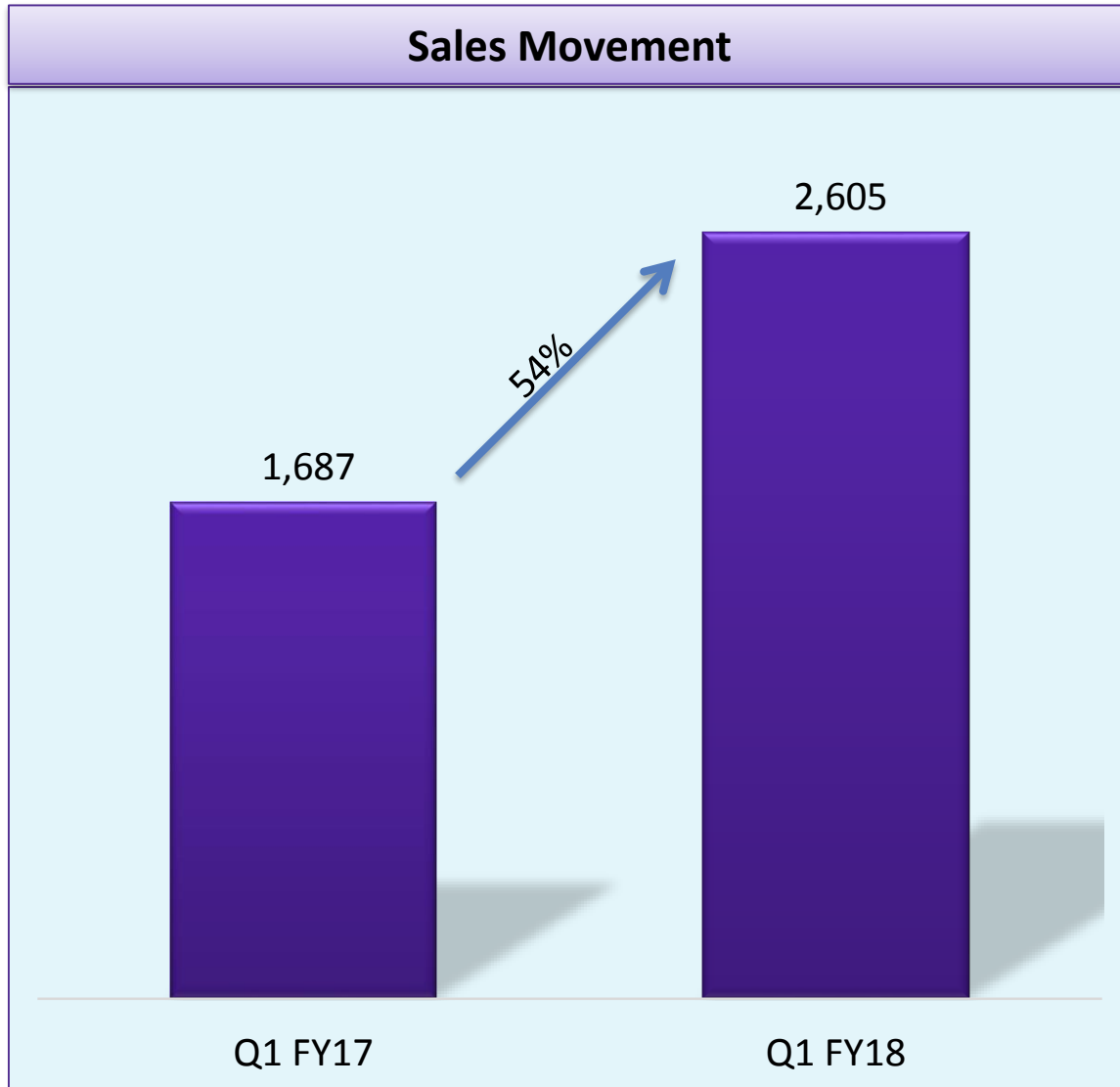


Key Initiatives for FY18



Continuing to grow in FY18

All values in Rs Mn



Priorities FY18 – Progress Update

SAP



Successful go-live of SAP on 3rd July for India operations

GST



Successful implementation on 3rd July, along-with SAP go-live

Formulations R & D



Completed development for 2 products, 10+ in progress

De-merger



Building one of India's largest API Business

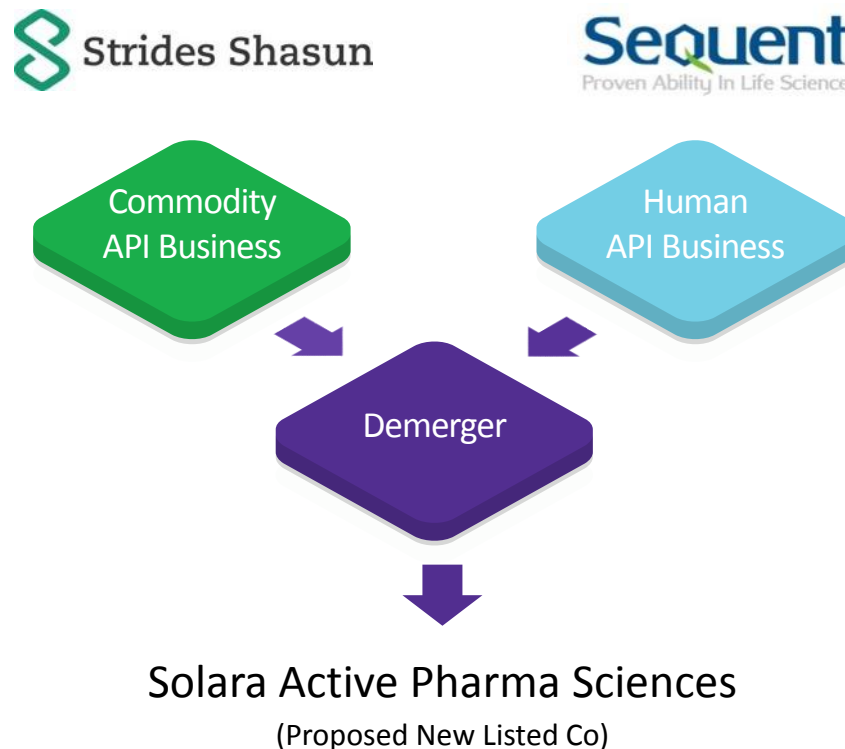


Building One of India's largest API Business

Solara Active Pharma Sciences- A standalone API Company

Proposed transaction structure

Transaction details



Objective

- Setup critical size API business by De-merger of Human API business of SeQuent and the commodity API business of Strides Shasun into a new listed entity

Key Transaction Highlights

- SeQuent shareholders to get 1 share of Solara Active Pharma Sciences for every 25 shares of SeQuent
- Strides shareholders to get 1 share of Solara Active Pharma Sciences for every 6 shares of Strides
- Based on the above swap ratio, SeQuent shareholders will hold approximately 40% of Solara Active Pharma Sciences
- The Scheme is subject to statutory approvals
- Progress update
 - CCI approval received
 - Stock exchange approvals received
 - NCLT filing done on 7-Sep-17

Appointed date for the scheme of merger will be October 1, 2017



Agenda for AGM



Agenda for AGM

Item No	Brief description of the Resolution	Type of Resolution
1	Adoption of Financial Statements (Standalone and Consolidated) for the year ended March 31, 2017	Ordinary
2	Reappointment of Dr. S Devendra, retiring Director	Ordinary
3	Ratification of appointment of Statutory Auditors	Ordinary
4	Remuneration to the Cost Auditor for the Financial Year 2017-18	Ordinary
5	Related party transactions of the Company	Special
6	Appointment of Mr. Sharat Narasapur as Joint Managing Director	Special



Thank You

