



# Pharmaceutical Division

Our pharmaceutical division excels in manufacturing APIs and intermediates. As a leading partner for global pharmaceutical companies, we specialise in conventional synthesis, complex chiral chemistry, custom synthesis, and contract research. Our proven ability to scale production from grams to tonnes empowers our partners to deliver life-changing treatments worldwide.

Our long-term relationships with major companies are built on best practices in technology, environment, health, safety, and quality. We supply to the US, European and Japanese regulatory standards owing to our experienced team and advanced facilities.

### Financial Highlights

INR **11,002** Million  
REVENUE

INR **935** Million  
EBIT

Note: All figures are for 2023-24.

### Human Capital

**1,954**  
EMPLOYEES

**208**  
PERSONNEL IN R&T AND  
TECHNICAL SERVICES

### Manufactured Capital

**1,600** m<sup>3</sup>  
CAPACITY

### Business Highlights of 2023-24

- » Improvement in margins on account of change in product mix and business excellence initiatives in the API business
- » New opportunities are under advanced stage of discussion with various global innovators in CDMO business
- » Strengthening presence in new regions such as Middle East and Latin America
- » New product launches in anti-diabetic therapeutic area
- » Robust pipeline with 8 to 10 products under development
- » Two opportunities in phase three of clinical trial, which are progressing as per plan and likely to get commercial in the upcoming years
- » API facility in Panoli had received a No Action Indicated, (NAI) compliance status with 'Zero' 483 observations from the US FDA
- » Our Food Ingredients CDMO business has shown an increasing trend with two products currently at production stage (for the US and Europe market), which will reach their full potential in the upcoming years



#### We Serve

Pharmaceutical companies from early-stage development till commercial launch of chemical entities



#### We Offer

- » Contract development and manufacturing
- » APIs and Intermediates
- » Food ingredients and additives



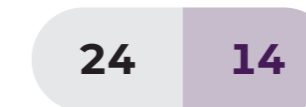
#### We Partner with

Global pharmaceutical companies looking for commercial supply, contract research, custom synthesis and custom manufacturing of intermediates and APIs

### Production Sites



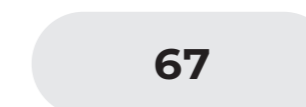
### Production Blocks



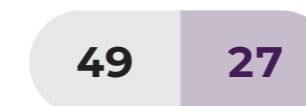
### Integrated R&T Centre



### No. of Active DMFs



### Key Commercialised APIs



### Total Employees



### Capacity



### Active Ingredients Sold in FY24



### Advanced Intermediates Sold in FY24



Legend:  
■ Overall asset base  
■ Pharmaceutical asset base

## The Hikal Advantage

### Track Record of Excellence

We excel in independent and collaborative development with global innovator companies, leveraging our expertise in custom synthesis, contract research, and in-house product development.



### Strong R&D Capabilities

Our technical expertise spans the life sciences value chain, offering scale-up capabilities from lab to full-scale commercialisation, supported by highly experienced analytical resources at our Pune R&T centre.

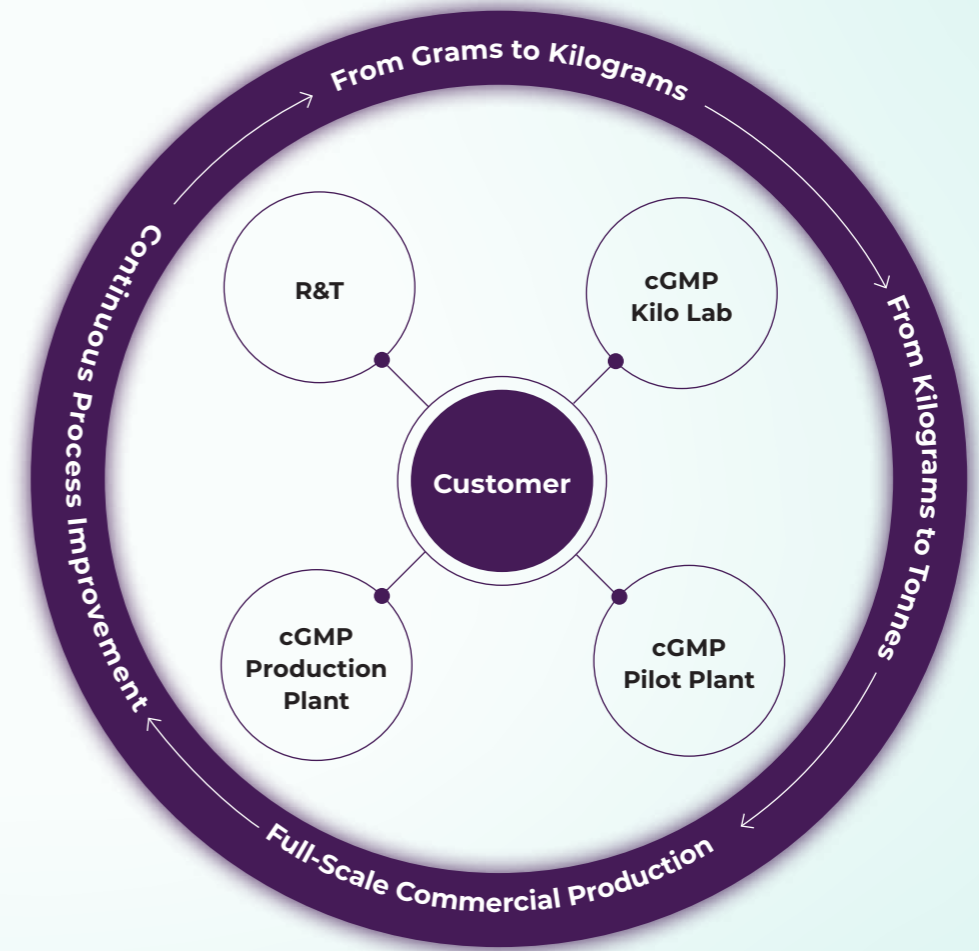


### Commitment to Global Standards

We have earned regulatory approvals from the US FDA (cGMP), TGA-GMP, KFDA (Korea), PMDA (Japan), AFMPS (Belgium), ANVISA, EDQM, EPA, and COFEPRIS (Mexico).



## Our Capabilities



## Our Products

- Anti-convulsant
- Anti-emetic
- Anti-depressant
- Anti-psychotic
- Anti-lipemic
- Hemorheologic
- Anti-diabetic
- Anti-coagulant
- Anti-viral
- Analgesic
- Anti-ulcer
- Overactive Bladder (OAB)
- Food Ingredients and Additives