

# Tailored Excellence for a Better Tomorrow

Hikal is the preferred partner for pharmaceuticals and crop protection companies, providing 'just the right chemistry' for customised solutions while maintaining high quality and regulatory standards. We foster long-term relationships with global partners by delivering sustainable solutions across the life science value chain.

We offer world-class active ingredients, intermediates, and R&D services to global pharmaceuticals, animal health, biotech, crop protection, and specialty chemicals companies, meeting the evolving needs of our customers.

**INR 17,846 Million**  
REVENUE FROM OPERATIONS

**~3,000**  
EMPLOYEES (~350 R&T EMPLOYEES)

**INR 32,650 Million**  
MARKET CAPITALISATION

**69%**  
PRINCIPAL SHAREHOLDERS

## Key Business Segments

PHARMACEUTICALS



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ANIMAL HEALTH



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CROP PROTECTION



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## Vision

To be the leading global fine chemical company to the Pharmaceutical, Crop Protection and Specialty Chemical Industries.

## Mission

To create value through superior, chemical products and operate as a responsible company.

Building trust and respect of our customers, shareholders and employees using science, technology and sustainable processes in harmony with the environment.

## Core Values and Culture Pillars



## Our Journey

**1988**

Founded by Jai Hiremath as a chemical business

**1991**

First plant site set up in Mahad, Maharashtra

**1995**

Listed on Bombay Stock Exchange and National Stock Exchange

**1997**

Taloja plant commissioned for CDMO Project with US Innovator

**2000**

Acquired the manufacturing site from Novartis in Panoli, Gujarat Project with US Innovator

**2001**

Acquired R&D and manufacturing site in Bangalore from Wintac Ltd.

**2023**

Two new multipurpose plants commissioned including the Animal Health Multi-Purpose facility at Panoli, Gujarat, validation in progress

**2014**

Co-generation plant and Biomass boilers commissioned at all sites (sustainability initiative)

**2009**

New R&T Centre established and Tokyo office to expand in Japan

**2007**

Entry into Animal Health business



## Project Pinnacle

Pinnacle, our flagship business transformation initiative, is built on six pillars that demonstrate our commitment to creating value for all stakeholders. This strategic framework helps us maintain a competitive edge and drive our next growth phase.

### Key Achievements of Pinnacle 1.0

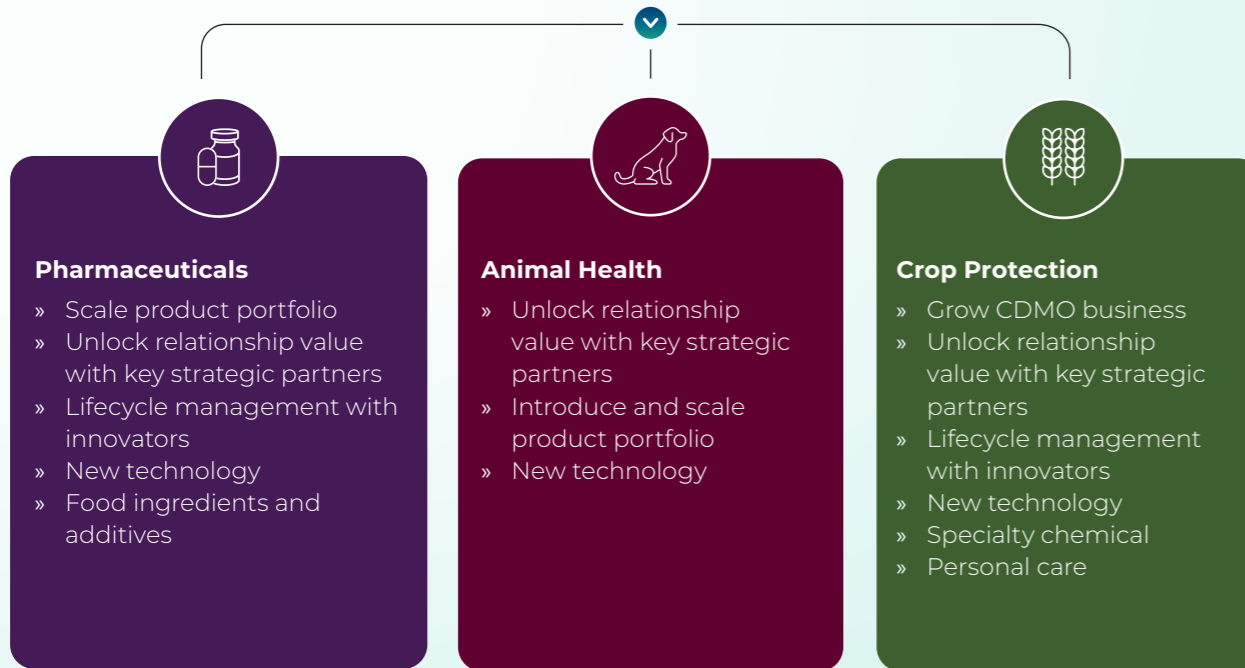
Big Unlocks	
Build Capabilities to Differentiate	Take a Few Big Bets
	<p><b>Leadership in ESG</b></p> <ul style="list-style-type: none"> <li>» EcoVadis bronze achieved</li> <li>» First Sustainability Report published and BRSR released</li> <li>» Emission accounting initiated</li> </ul>
	<p><b>Best-in-class 'Cost' Position</b></p> <ul style="list-style-type: none"> <li>» Institutionalised operational excellence</li> <li>» Product specific cost improvement programme implemented</li> </ul>
	<p><b>De-risking Supply Chain</b></p> <ul style="list-style-type: none"> <li>» Alternate suppliers developed across product portfolio</li> <li>» On track to significantly reduce dependence on China</li> <li>» Backward integration technology of critical KSM established with in-house manufacturing capability or through a network of local partners</li> </ul>
	<p><b>Strengthening Animal Health Business</b></p> <ul style="list-style-type: none"> <li>» Dedicated Animal Health Facility established</li> <li>» Four new products commercialised and several more under validation in 2024</li> <li>» Several new RFPs are under discussion from global innovators</li> </ul>
	<p><b>New HPAPI/Peptides Technology Set-up</b></p> <ul style="list-style-type: none"> <li>» Lab set up at R&amp;T scale initiated</li> <li>» Commercial set-up under evaluation</li> </ul>

## Project Pinnacle 2.0

We have now launched Pinnacle 2.0, with a renewed focus on front-end and operational excellence, enhancing customer interactions and optimising processes for superior value and performance.

Our vision is to create a better future with global, sustainable, and innovative fine chemical technology proudly Made in India. With our Project Pinnacle, we stay dedicated to sustainability and innovation, setting new industry benchmarks.

### Growth Pillars



### Critical Unlocks in Pinnacle 2.0

- » Enhanced customer integration (bolster BD and KAM, smart pricing)
- » Building new business (animal health, specialty chemicals)
- » Next-generation products (new product development, portfolio shift to new products)
- » Building tech toolbox (path to scale new technologies)
- » Funding the growth (best-in-class cost position)
- » Sustainability (ESG, Lighthouse)
- » Resilient back-end (operations, supply chain processes)

## Winning Approach

### Leading with Innovation

Our commitment to pioneering solutions is evident in our ongoing investments in Research and Technology (R&T), allocating 4-5% of our sales to R&T for innovative product development.

### Elevating Customer Satisfaction

We prioritise enhancing customer satisfaction across the life sciences value chain through innovative solutions, prompt resolutions, and continuous improvements, fostering strong relationships, loyalty, and a positive brand image.

### Maximising Stakeholder Value

Our focus is on long-term growth, transparency, responsibility, and delivering value to all stakeholders for sustained success.

### Aligning with Global Frameworks and Standards

We emphasise integrating sustainability into our operations, aligning with Global Reporting Initiative (GRI) standards.

