



Creating Lasting Value

Investor Presentation – November 2017



NSE:SUNPHARMA | BSE:524715 |
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Disclaimer

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Contents

1	Sun Pharma at a glance
2	Long-term Strategy
3	Global Specialty Initiatives
4	Revenue Composition, History & Acquisition Track Record
5	Business Operations, R&D, Manufacturing
6	Corporate Governance
7	Financials – P&L, Balance Sheet, Cash Flows & Ratios
8	Key Milestones Targeted

Sun Pharma at a glance

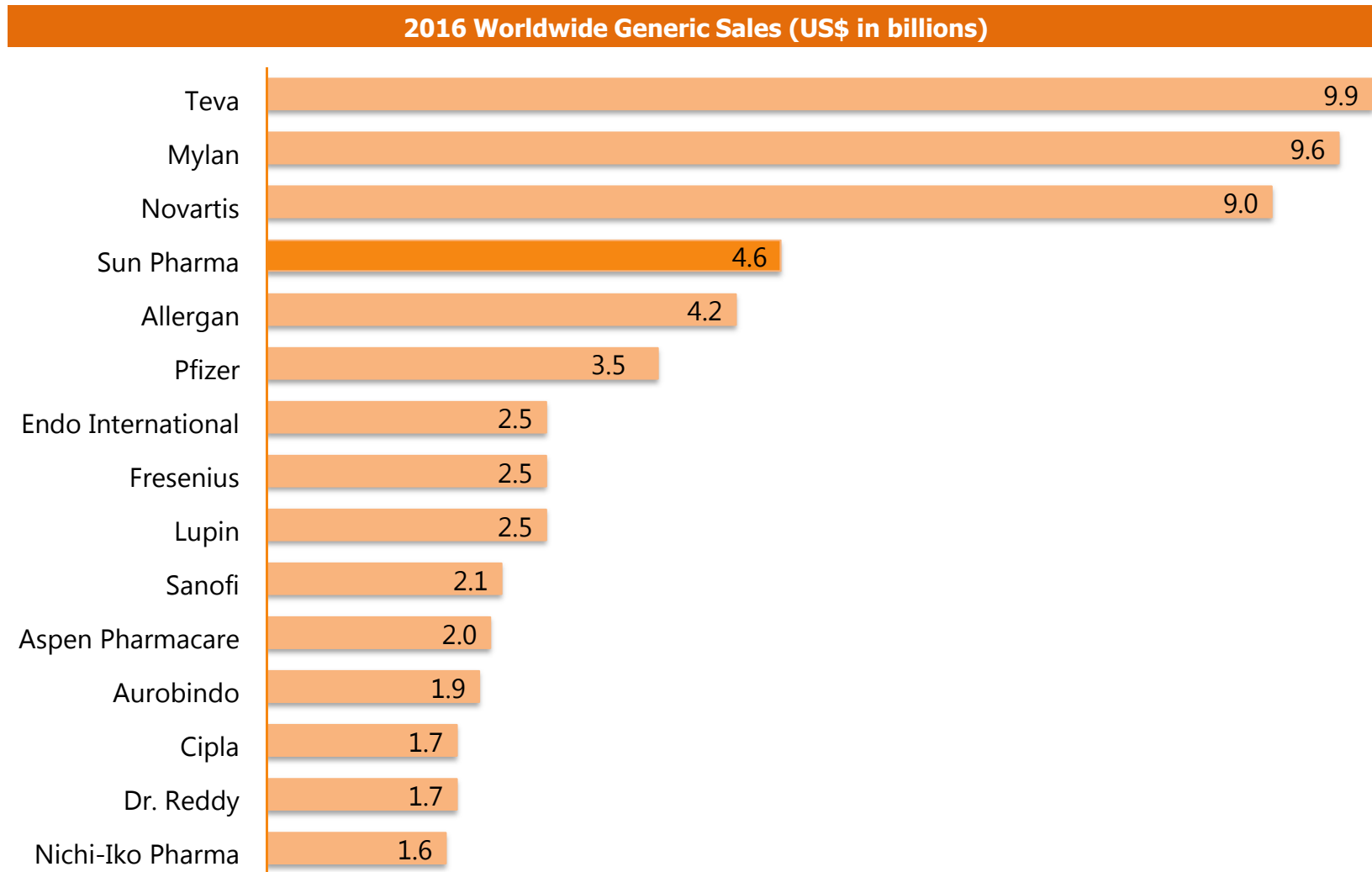


4th Largest Global Specialty Generic Company

US	<ul style="list-style-type: none">• Ranked 4th in US* / Largest Indian Pharma Company in US
India	<ul style="list-style-type: none">• No. 1 Pharma Company in India
Emerging Markets	<ul style="list-style-type: none">• Amongst the largest Indian Pharma Company in Emerging Markets
Europe	<ul style="list-style-type: none">• Expanding presence in Europe
Manufacturing Footprint	<ul style="list-style-type: none">• 41 manufacturing sites across the world
Market Presence	<ul style="list-style-type: none">• Presence in more than 150 countries across branded and generic markets
Product Portfolio	<ul style="list-style-type: none">• Portfolio of more than 2,000 products across the world
Employees	<ul style="list-style-type: none">• 30,000+ global employee base
Quality Compliance	<ul style="list-style-type: none">• Multiple facilities approved by various regulatory authorities across the world including USFDA
R&D and Manufacturing	<ul style="list-style-type: none">• Capabilities across dosage forms like injectables, sprays, ointments, creams, liquids, tablets and capsules
Addressable Segments	<ul style="list-style-type: none">• Specialty products, branded generics, complex generics, pure generics & APIs

* Source: Evaluate Pharma for 12 months ended Dec 2016

World's 4th Largest Specialty Generic Pharma Co



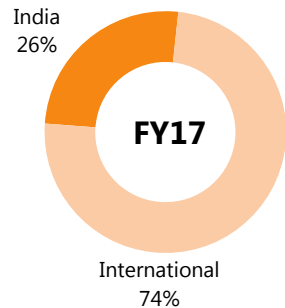
Source: Evaluate Pharma

Sun Pharma today



US Formulations

- 4th largest generics company in US* with one of the strongest pipeline (136 ANDAs & 4 NDAs awaiting approval)
- Presence in generics, Specialty and branded segments with more than 422 approved products
- FY17 sales: US\$ 2,051 mn ⁽²⁾



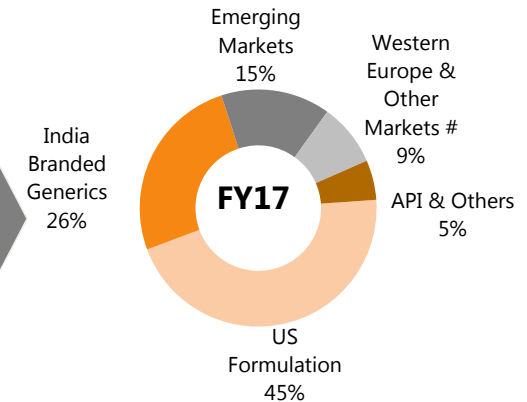
Geographical sales split

- Market cap: US\$ 20 bn ⁽¹⁾
- Gross Sales: US\$ 4,512 mn ⁽²⁾
- EBITDA: US\$ 1,308 (29% margin) ⁽²⁾
- R&D Investment: 7.6% of Sales
- Globalized supply chain
- 54% owned by promoter group
- Strong balance sheet, low debt
- Strong product pipeline

Revenue Break-up

India Branded Generics

- No.1 ranked with 11 classes of doctor categories
- Leading position in high growth chronic therapies
- Specializes in technically complex products
- FY17 sales: US\$ 1,155 mn ⁽²⁾



Emerging Markets

- Presence in over 100 countries across Africa, Americas, Asia and Eastern & Central Europe
- Key focus markets – Brazil, Mexico, Russia, Romania, South Africa, and complementary & affiliated markets
- FY17 sales: US\$ 675 mn ⁽²⁾

Western Europe, Canada, Japan ANZ & others

- Presence across majority of markets in Western Europe, Canada, Japan and A&NZ
- Product portfolio includes differentiated offerings for hospitals, injectables and generics for retail market
- FY17 sales: US\$ 385 mn ⁽²⁾

Note:

(1) As of Oct, 31, 2017 using spot exchange rate of INR /USD = 64.77

(2) Using average exchange rate for FY17 of INR /USD = 67.07

Includes Western Europe, Canada, Australia & New Zealand, Japan and other markets.

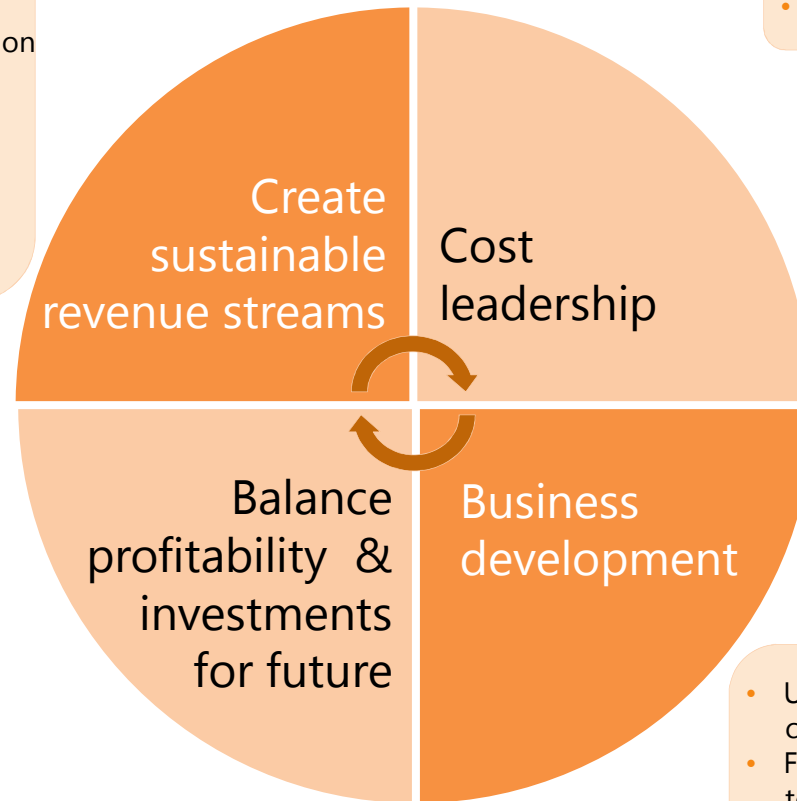
All sales numbers in US\$ for 12 months ended March 31, 2017.

* Source: Evaluate Pharma for 12 months ended Dec 2016

Driving Long Term Growth

- Enhance share of specialty business globally
- Achieve differentiation by focusing on technically complex products
- Focus on key markets – achieve critical mass
- Speed to market
- Ensure sustained compliance with global regulatory standards

- Vertically integrated operations
- Optimize operational costs



- Increasing contribution of specialty and complex products
- Future investments directed towards differentiated products

- Use acquisitions to bridge critical capability gaps
- Focus on access to products, technology, market presence
- Ensure acquisitions yield high return on Investment
- Focus on payback timelines

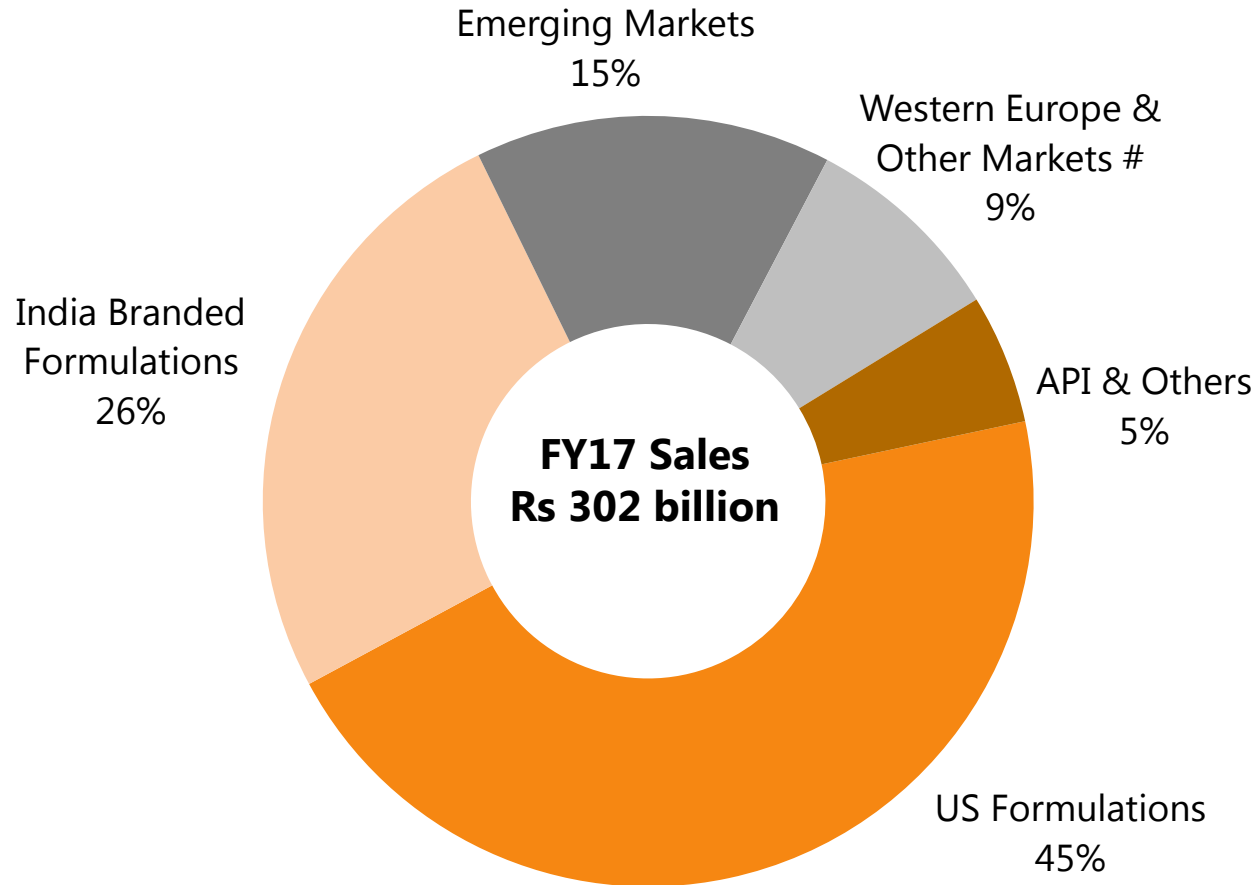
Our Specialty Initiatives



Ramping up Specialty Pipeline

- In-licensed Tildrakizumab (a monoclonal antibody targeting IL-23) from MSD for treating chronic plaque psoriasis- Filed with US FDA and EMA for European market.
- Acquired Ocular Technologies – Gives access to global rights for Seciera – for treating Dry Eye Disease. Announced positive results from confirmatory Phase-3 trials in Jan'17. NDA filing expected by Q3 FY18. Evaluate other markets for filing Seciera.
- Acquired branded oncology product – Odomzo – in Dec'16. Product is approved in 30 countries globally including US, Europe and Australia, Initiated marketing in the US.
- Launched BromSite – first specialty ophthalmology product in US in Nov'16
- Acquired Dusa Pharma in US – Access to patented drug-device combination useful for treating Actinic Keratosis, a dermatology ailment
- Acquired InSite Vision - Focuses on developing new specialty ophthalmic products, has three late stage programs.
- In-licensed Xelpros (ophthalmology) and Elepsia (CNS) products from SPARC
- Entered into a joint venture with Intrexon Corporation for developing gene-based therapies for ocular diseases

Highly Diversified Revenue Base

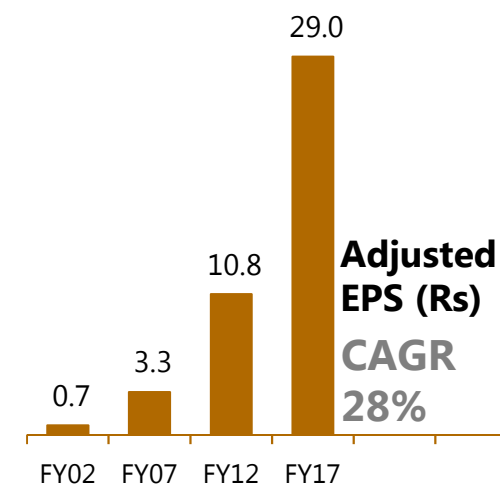
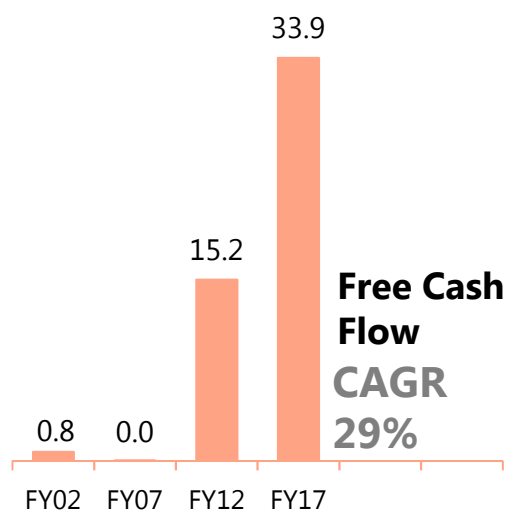
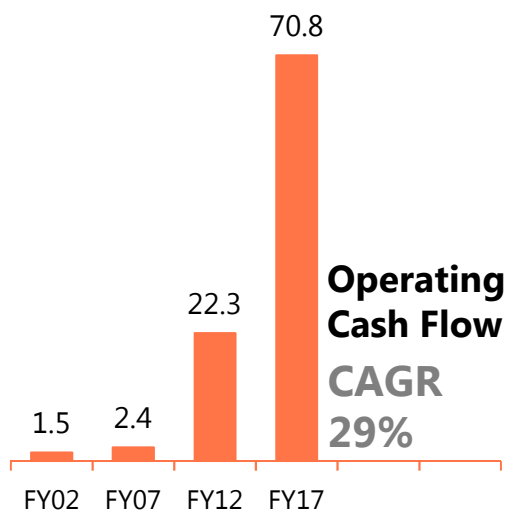
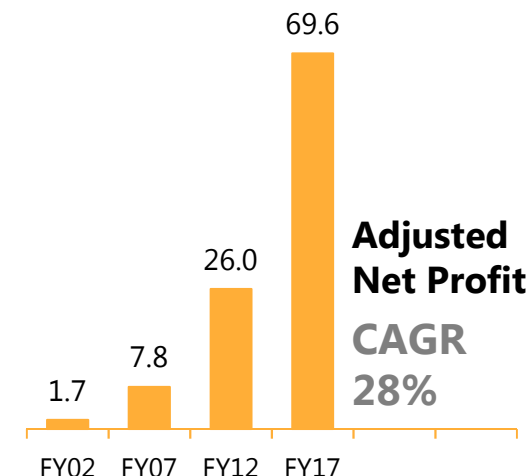
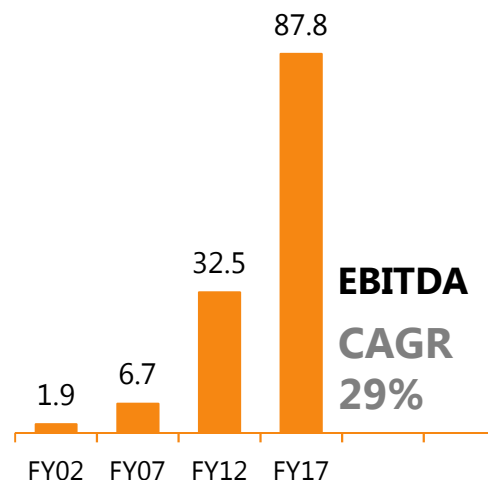
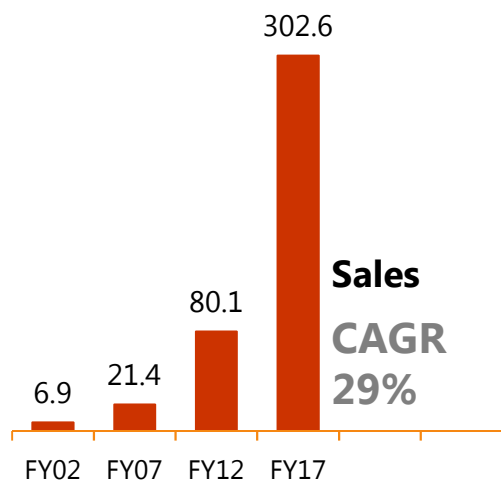


Includes Western Europe, Canada, Japan , Australia, New Zealand and other markets.

Impressive Track Record of Growth



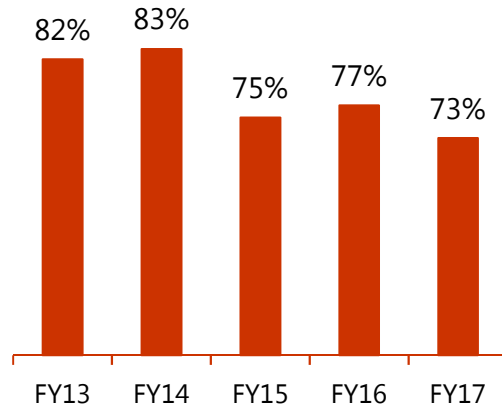
(All Figures in INR Billion)



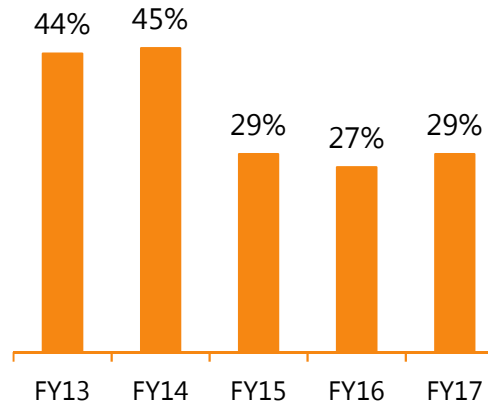
Consistent profitability and returns



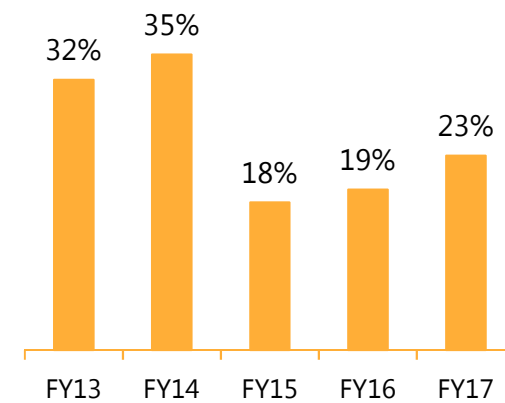
Gross Margin



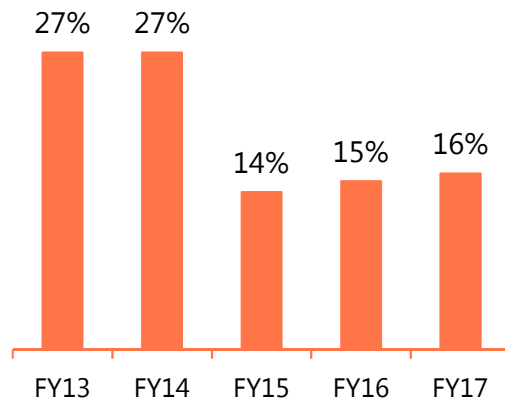
EBITDA Margin



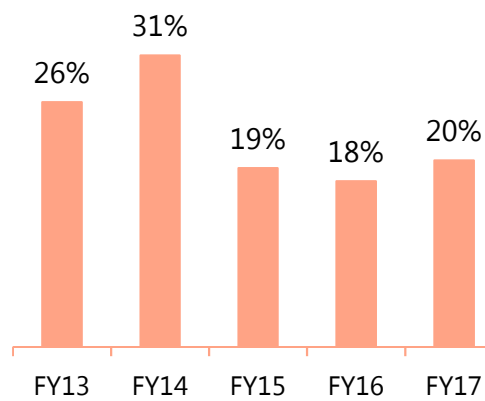
Net Margin (adjusted)



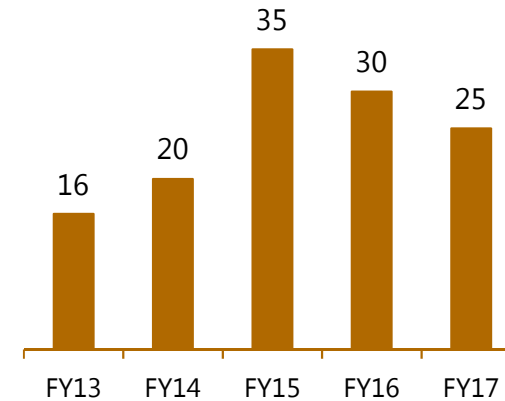
ROCE



ROE



Market Cap (USD Bn)



Gross margin= (Net Sales- Material Cost)/ Net Sales * 100
 ROCE & ROE exclude one-time exceptional charges

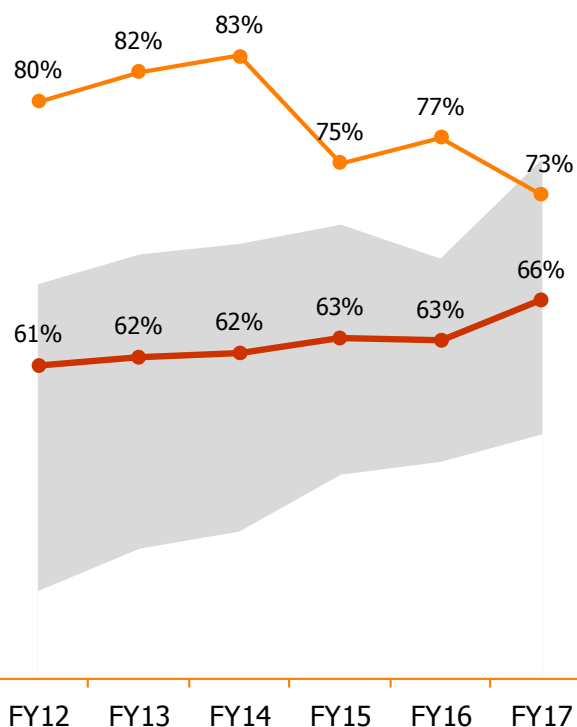
(Market Cap as on 31st March)

Sustained Profitability Vs. Peers

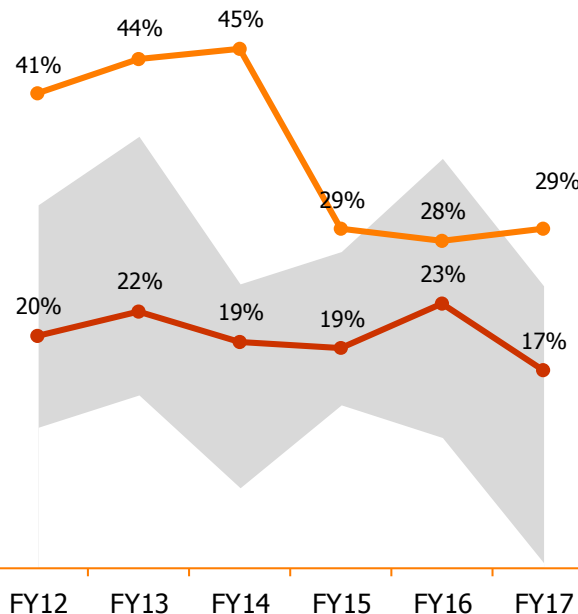
Superior business model

Margins consistently higher than peers#

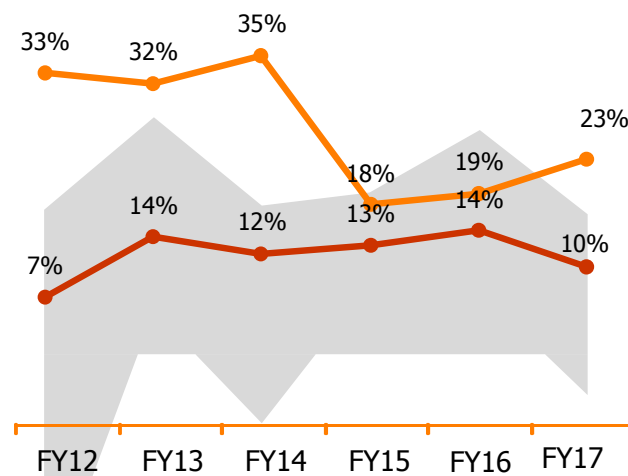
Gross Margin



EBITDA Margin



Net Margin

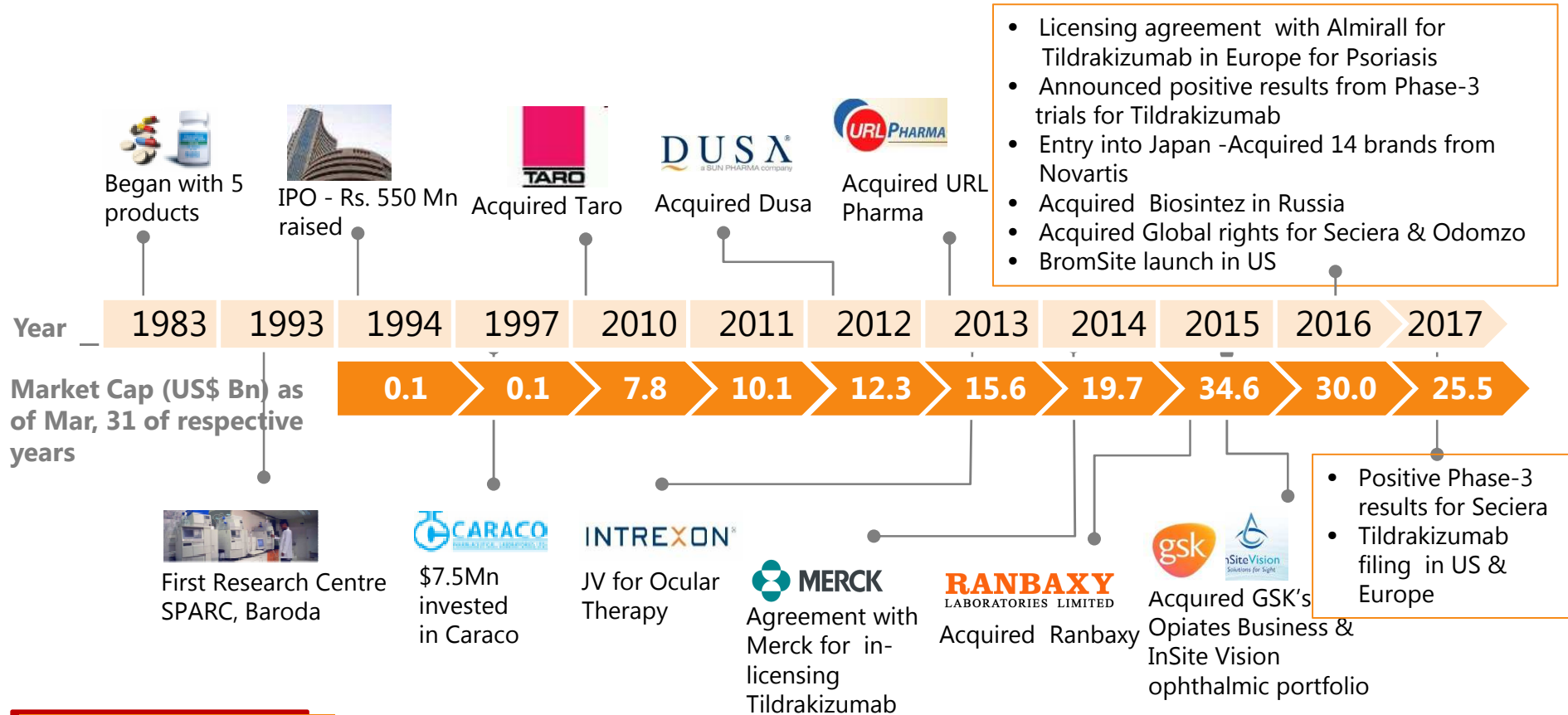


Gross margin= (Net Sales – Material Cost) / Net Sales * 100

—●— Sun Pharma ■ Range of Top 10 Indian Pharma Cos. —●— Average

#Top 10 Indian Pharma company include Aurobindo, Cadila Healthcare, Cipla, DRL, Ranbaxy, Glenmark, Ipca, Lupin, Torrent and Wockhardt.

Creating Value, Continuously...



- Licensing agreement with Almirall for Tildrakizumab in Europe for Psoriasis
- Announced positive results from Phase-3 trials for Tildrakizumab
- Entry into Japan - Acquired 14 brands from Novartis
- Acquired Biosintez in Russia
- Acquired Global rights for Seciera & Odomzo
- BromSite launch in US

- Positive Phase-3 results for Seciera
- Tildrakizumab filing in US & Europe

Sun Pharma Today



30,000+ Employees



Invested over Rs. 120 Bn in R&D till date



Part of NSE Nifty & BSE Sensex in India



Stock of the nation



41 Manufacturing facilities in 6 Continents



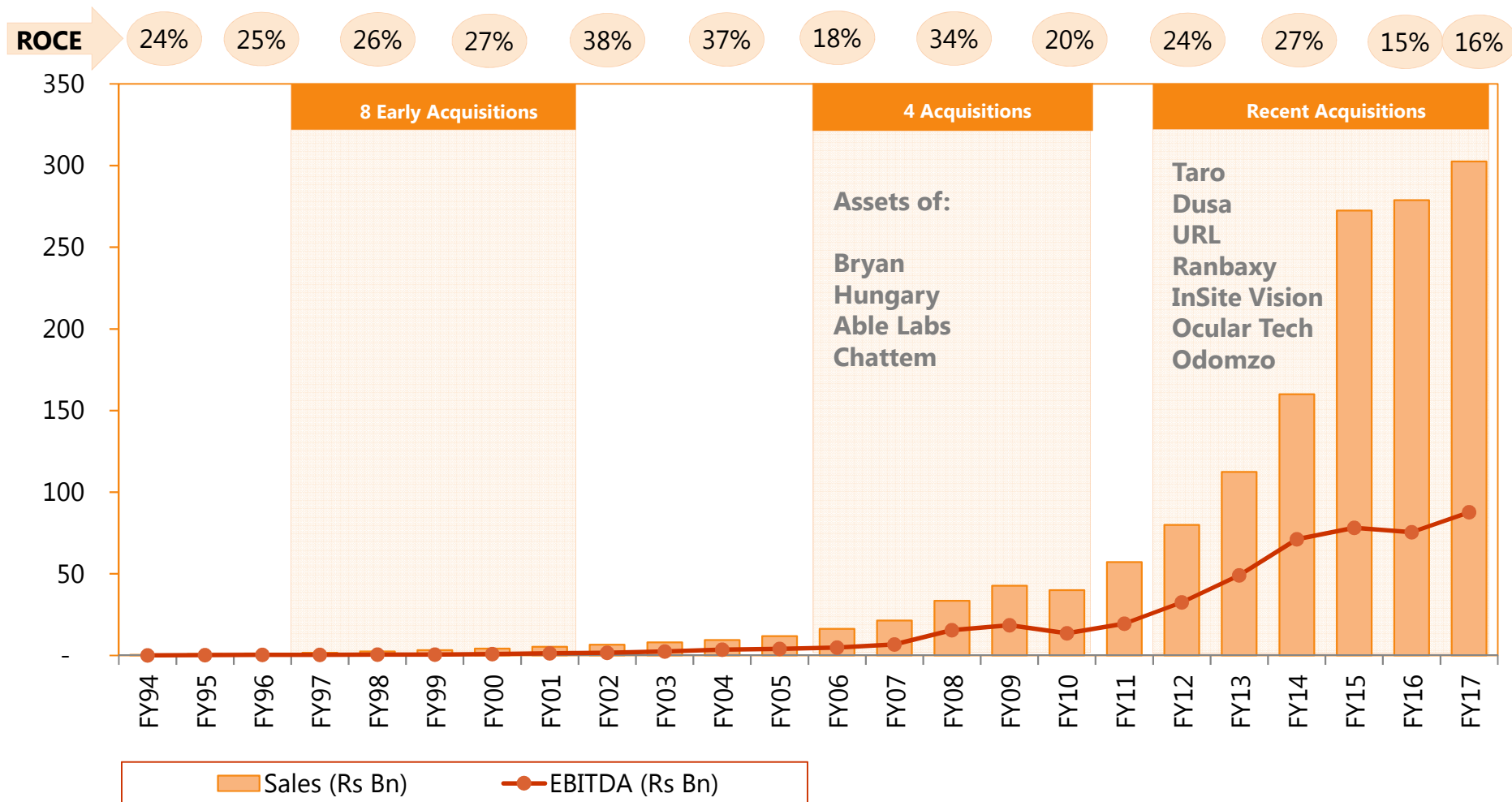
74% of sales from international markets

Key Deals & Rationale



Year	Deals	Country	Rationale
2016	Acquired global rights for Seciera & Odomzo	Global	Enhances specialty pipeline.
2016	Acquired Biosintez	Russia	Local manufacturing capability to enhance presence in Russian market
2016	Licensing agreement with Almirall for Tildrakizumab for Psoriasis	Europe	Strengthening the distribution of Tildrakizumab in Europe
2016	Acquired 14 brands from Novartis	Japan	Entry into Japan
2016	Distribution agreement with AstraZeneca	India	Distribution services agreement in India for brand "Oxra" & "Oxramet"® (brands of dipagliflozin, used for diabetes treatment)
2015	Acquired InSite Vision Inc.	US	Strengthens branded ophthalmic portfolio in U.S.
2015	Acquisition of GSK's Opiates Business	Global Markets	Vertical Integration for controlled substances business
2015	Distribution agreement with AstraZeneca	India	Distribution services agreement in India for brand "Axcer"® (brand of ticagrelor, used for the treatment of acute coronary syndrome)
2015	Sun Pharma – Ranbaxy Merger	Global Markets	Strengthen position as the 5 th largest Global Specialty Generic Pharma Company, No.1 Pharma Company in India & Strong positioning in Emerging Markets
2014	In-licensing agreement with Merck for Tildrakizumab a biologic for psoriasis	Global Markets	Strengthening the specialty product pipeline
2014	Acquired Pharmalucence	US	Sterile injectable capacity in the US
2013	Acquired URL's generic business	US	Adds 107 products to US portfolio
2012	Acquired DUSA Pharma, Inc.	US	Access to branded derma product
2010	Acquired Taro Pharmaceutical Industries Ltd.	Israel	Dermatology & Topical Product Manufacturing Plant at Israel & Canada
1997	Acquired Caraco	Detroit, US	Entry into US Market

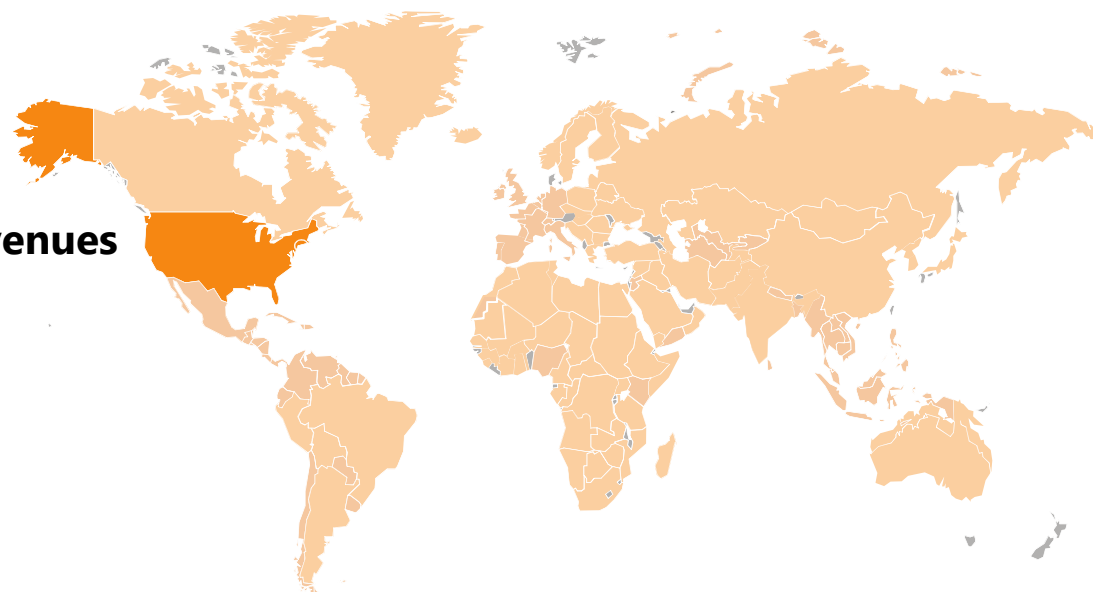
Successful track record of turning around acquisitions



US Business



45% of Revenues



US Business at a glance

4th Largest Pharma Company in the US Generics Market *

Dermatology Segment

- Largest generic dermatology company and amongst top 5 branded dermatology company in the US

Comprehensive Portfolio

- Wide basket of 558 ANDAs & 41 NDAs filed and 422 ANDAs & 37 NDAs approved across multiple therapies

Robust Pipeline

- 136 ANDAs & 4 NDAs pending FDA approval, including a combination of complex generics, FTF opportunities and pure generics

Market Presence

- Presence in generics, branded & OTC segments

Flexible Manufacturing

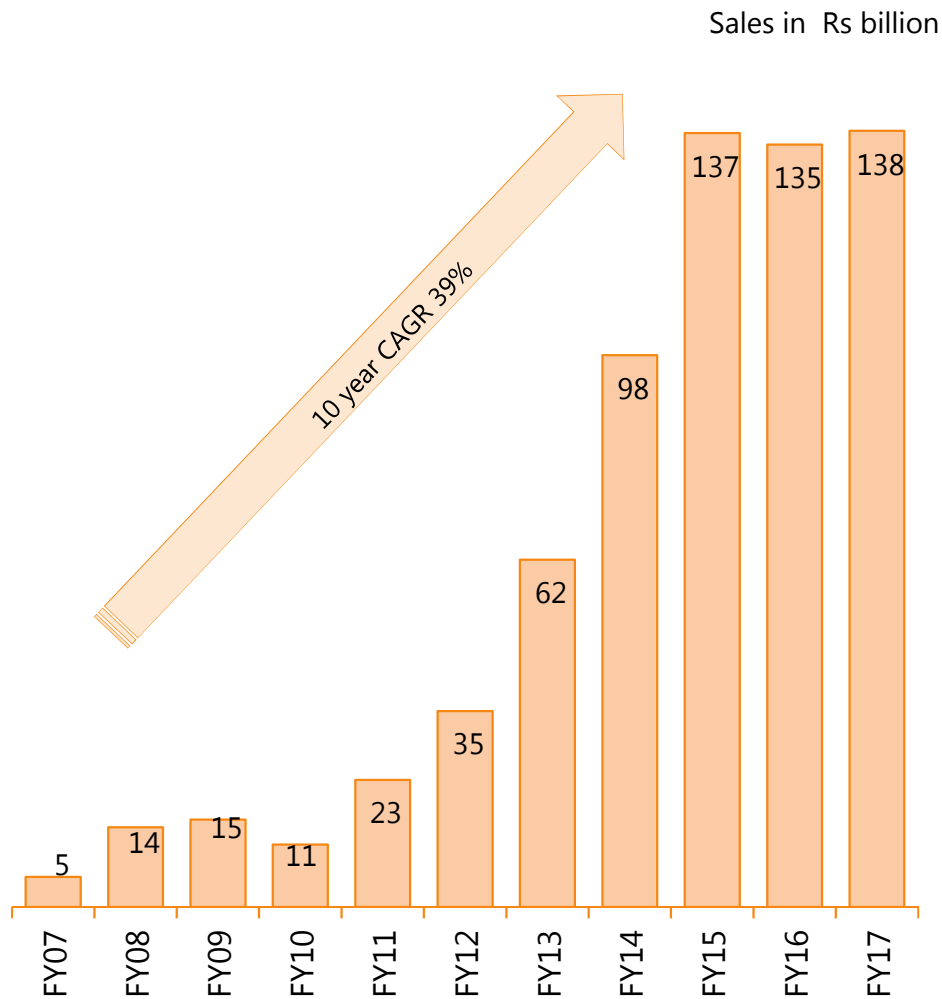
- Integrated manufacturer with flexibility for manufacturing onshore/ offshore

Dosage Forms

- Liquids, Creams, Ointments, Gels, Sprays, Injectable, Tablets, Capsules, Drug-Device combination

* Source: Evaluate Pharma for 12 months ended Dec 2016

US Business - Significant Ramp-up in Sales



Key Milestones in US

FY98

- Entry in US through Caraco acquisition

FY98-FY10

- Ramp-up in US business

FY08 onwards

- Launched many complex generics & few FTFs

FY10

- Acquired Taro Pharma – Entry into dermatology market

FY13

- Acquired DUSA - Entry in branded specialty market

FY13

- Acquired URL's generic business

FY14

- Acquired Pharmalucence -access to sterile injectable capacity

FY16

- Acquired InSite Vision – Strengthen ophthalmic portfolio

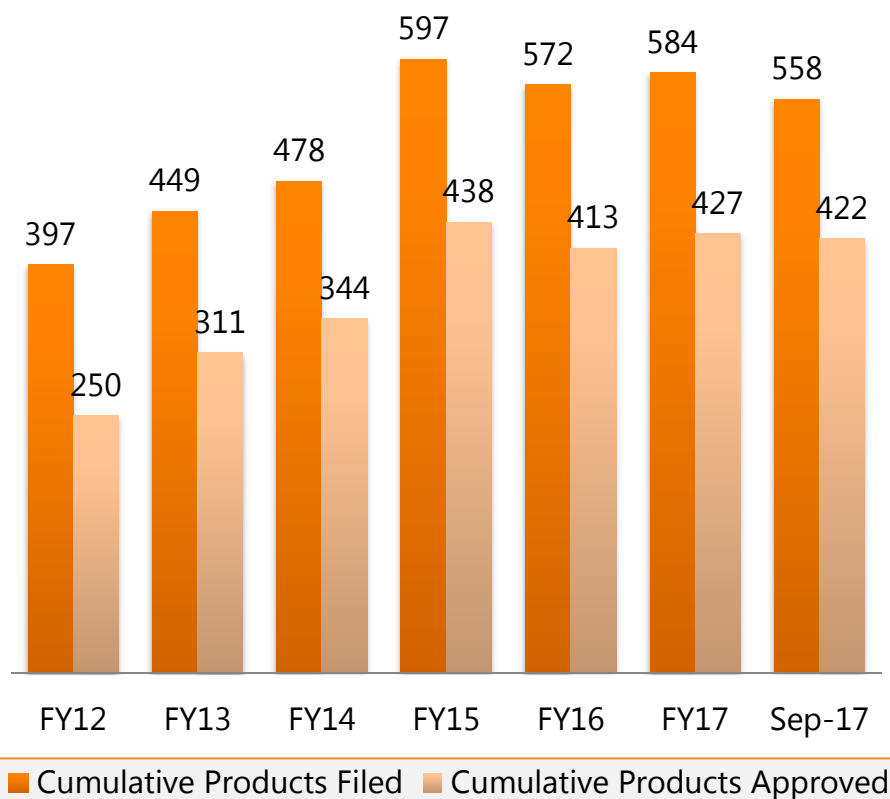
FY17

- Acceptance of Tildrakizumab filing by US FDA for US market
- Acquired Ocular Technologies to access to Seciera, a product for treating dry eyes.
- Launched BromSite in US
- Acquired Odomzo- branded oncology product from Novartis

ANDA Pipeline - Significant ramp up

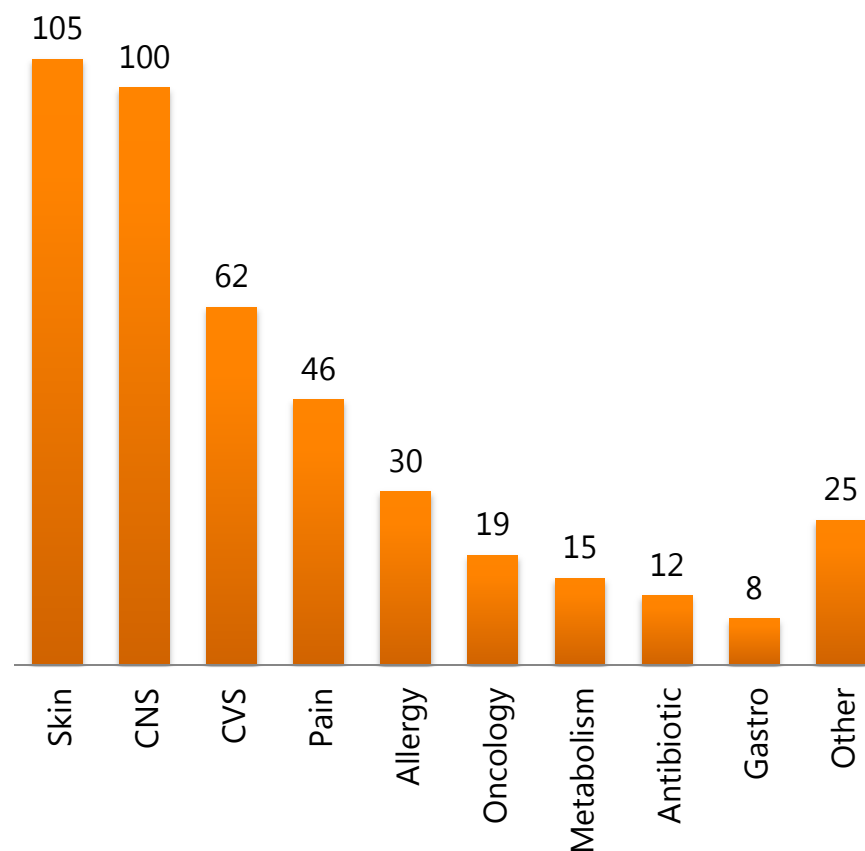


ANDAs Filed and Approved



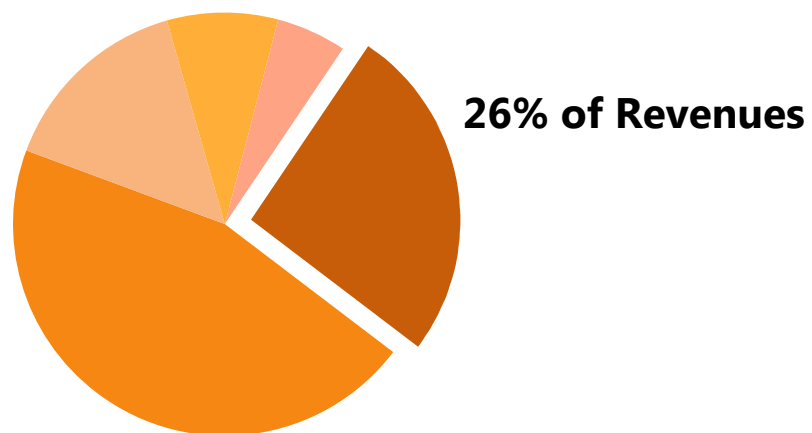
(Cumulative no's for FY16 are lower than FY15 due to Bryan facility divestment. Taro numbers added since Mar 2011, URL numbers added since Mar 2013 & Ranbaxy numbers added for March'15)

422 ANDA Approvals by Therapeutic Area



(As of Sept'17)

India Branded Generic Business



India Business at a glance



No. 1 in India

Market Position**

- No. 1 ranked with 8.5% market share
- Growth of 8% higher than average industry growth of 6%

Prescription Ranking##

- No. 1 ranked by prescriptions with 11 different classes of doctors

Chronic Segment

- Market leader in the chronic segment

Acute Segment

- Strong positioning in the acute segment

Product Offering

- Specializes in technically complex products and offers a complete therapy basket

Strong Brand Positioning**

- 30 brands in the country's top 300 pharmaceutical brands

De-risked Growth**

- Top 10 Brands contribute approx. 18% of India revenues
- Growth driven by a basket of brands – low product concentration

Extensive Sales Force

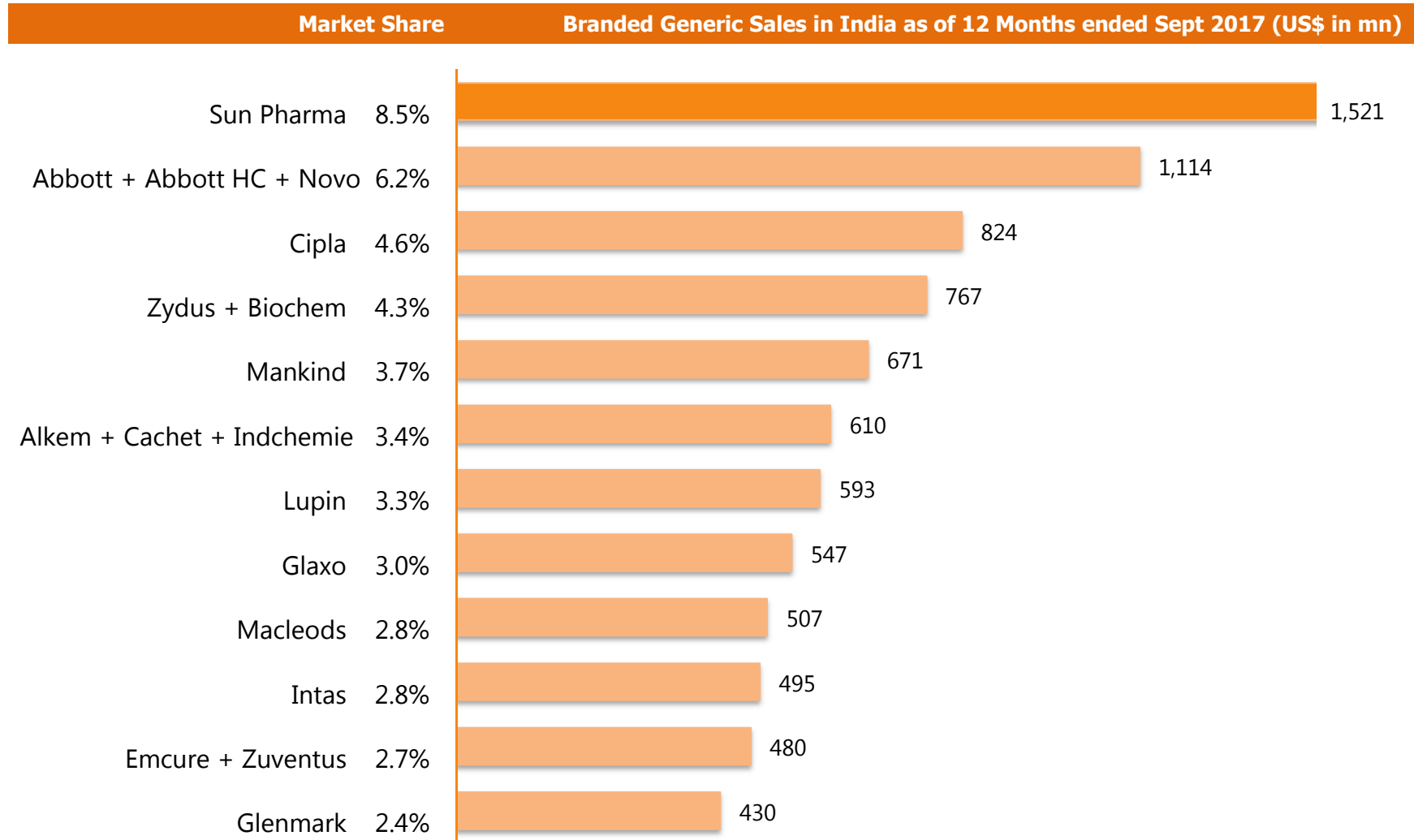
- 9,200+ strong field force covering over 600,000* doctors

** - As per AIOCD AWACS data for 12 months ended Sept'17

- As per SMSRC data for June'17

* Does not exclude overlaps

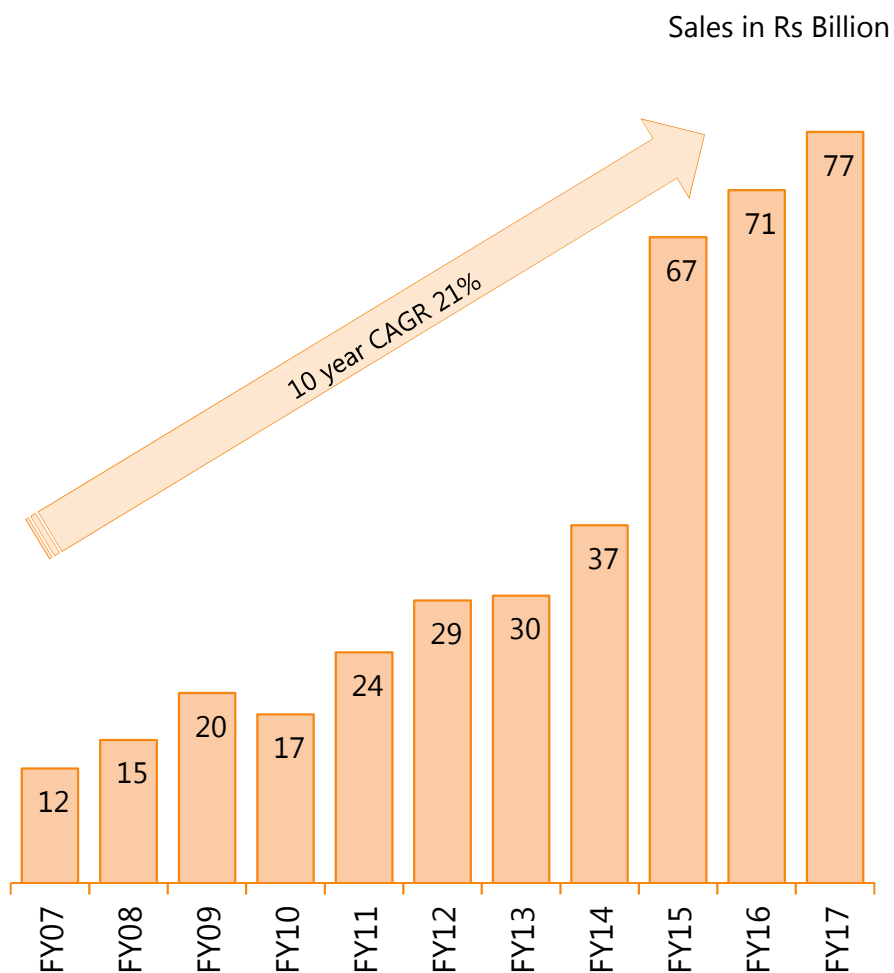
Largest Pharma Company in India



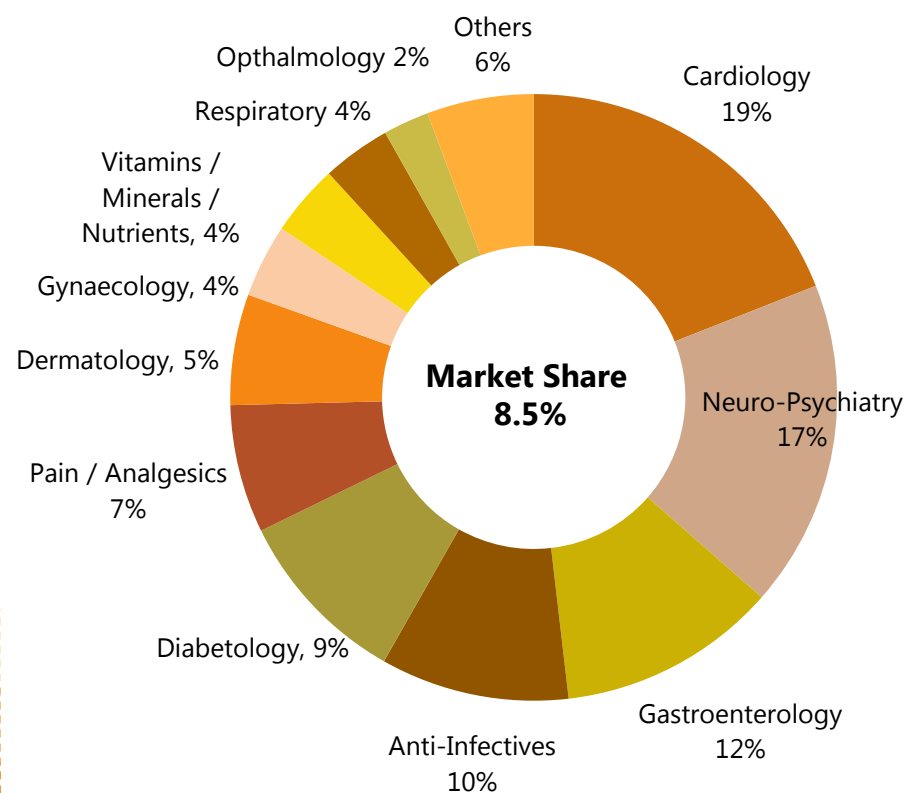
Source: AIOCD AWACS MAT sept 2017 data converted at average of Rs. 64.30/US\$

India Business – Sales ramp-up

Leadership in chronic segment; Strong positioning in acute segment
30 brands in top 300 brands of country



Therapeutic Revenue Break-up



As per AIOCD AWACS – Sept '17

Strong Customer Focus Drives Market Share Gains



Therapy focused marketing

- 9,200+ sales representatives
- Covering over 600,000* doctors

Strong increase in market share

- Sun pharma market share has consistently increased from 2.4% in 2000 to 8.1% in 2016 (IMS Data for Dec'16)

* Does not exclude overlaps

Market Share (%) as per IMS Dec MAT

Year -2000	%	Year -2005	%	Year -2010	%	Year -2015	%	Year -2016	%
Sun Pharma	2.4	Sun Pharma	3.3	Sun Pharma	3.7	Sun Pharma	8.1	Sun Pharma	8.1
Cipla	4.7	Cipla	5.1	Cipla	5.4	Cipla	5.2	Cipla	5.2
Lupin	2.0	Lupin	2.2	Lupin	2.7	Lupin	3.2	Lupin	3.3
Cadila	3.8	Cadila	3.7	Cadila	3.7	Cadila	3.4	Cadila	3.2
DRL	2.6	DRL	2.3	DRL	2.3	DRL	2.4	DRL	2.3
Torrent	1.8	Torrent	1.9	Torrent	2.0	Torrent	2.4	Torrent	2.3
Glenmark	1.0	Glenmark	1.2	Glenmark	1.5	Glenmark	2.0	Glenmark	2.1
Wockhardt	2.2	Wockhardt	1.9	Wockhardt	2.0	Wockhardt	1.6	Wockhardt	1.5
Ipca	1.1	Ipca	1.3	Ipca	1.4	Ipca	1.5	Ipca	1.5
Ranbaxy	4.8	Ranbaxy	4.9	Ranbaxy	4.9	Unichem	1.0	Unichem	1.1

Leadership in key therapeutic areas*

Number 1 Ranking with 11 Doctor Categories*

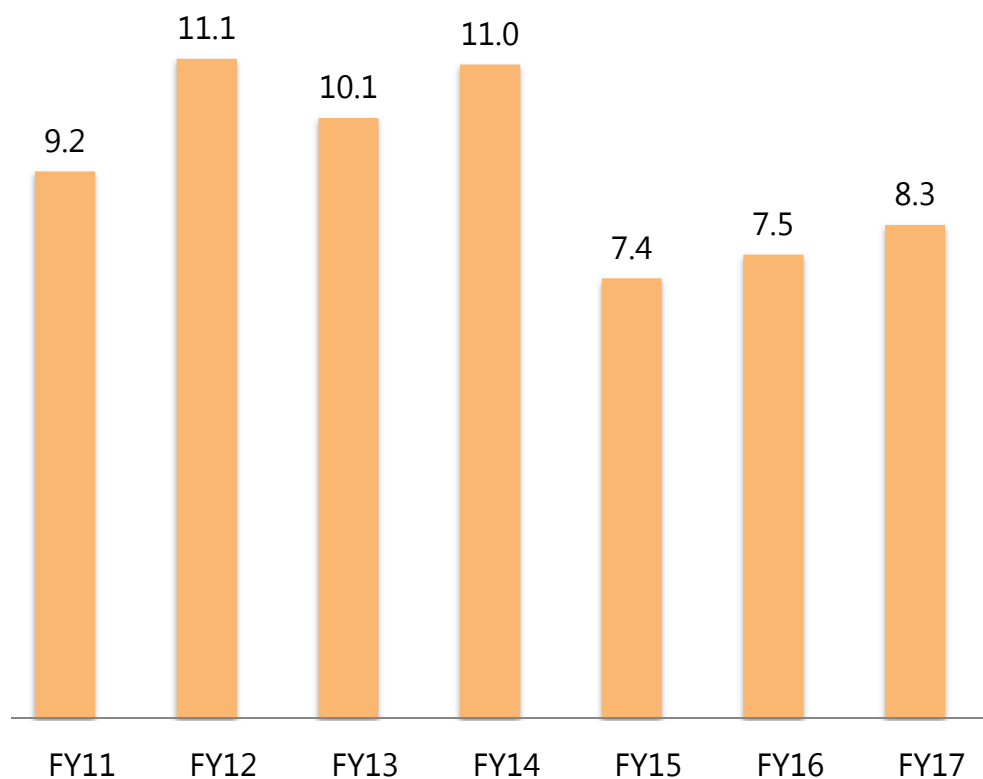
Specialist	Prescription Ranking			
	June '14	June '15	June '16	June '17
Psychiatrists	1	1	1	1
Neurologists	1	1	1	1
Cardiologists	1	1	1	1
Orthopaedic	1	1	1	1
Gastroenterologists	1	1	1	1
Nephrologists	1	1	1	1
Diabetologists	2	1	1	1
Consulting Physicians	5	1	1	1
Dermatologists	6	1	1	1
Urologists	10	1	1	1
Oncologists	8	1	1	1
Ophthalmologists	1	1	1	2
Chest Physicians	4	1	2	2

*Ranks based on prescription share

Source-Strategic Marketing Solutions and Research Centre (SMSRC) Prescription Data

Best-in-class field force productivity

Sales Per Representative (Rs. Mn)



■ Sales Per Representative (Rs. Mn)

Field Force Productivity

Sun
Pharma

• Rs 8.3 Mn/ MR

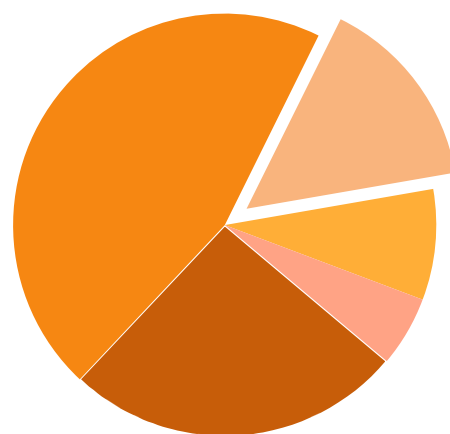
Industry
Average*

• Rs 5.2 Mn/ MR

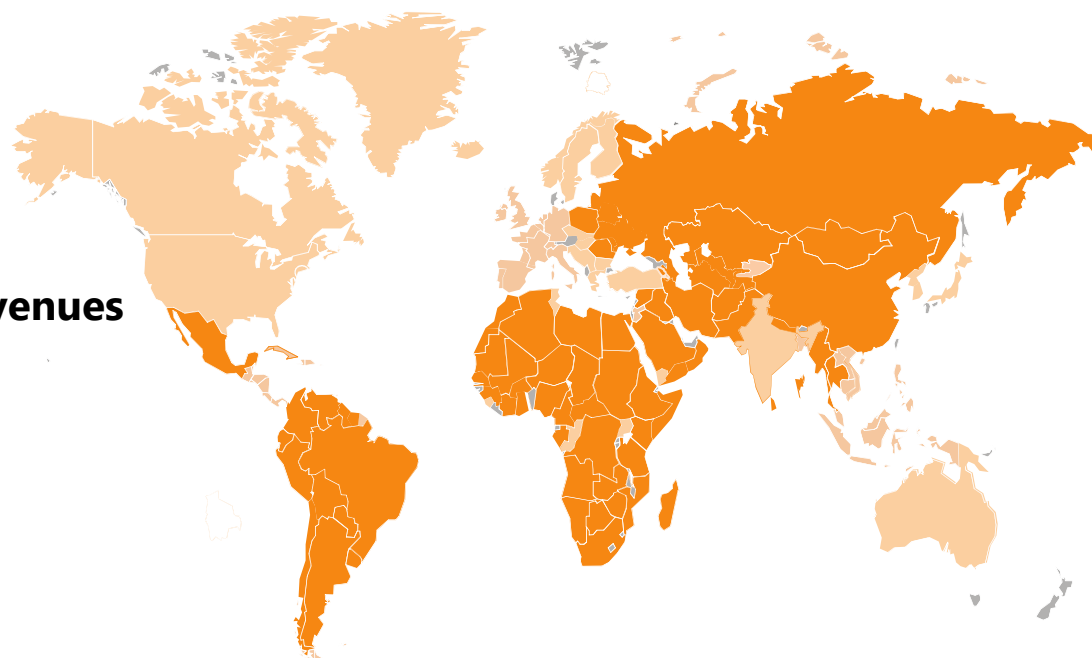
* Approximation based on brokerage reports

- Well trained and scientifically oriented sales representatives team with strong performance track record
- Field force with highest productivity amongst key players in India

Emerging Markets



15% of Revenues

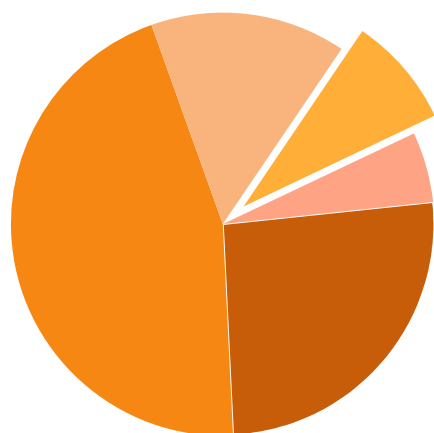


Emerging Markets Business at a glance

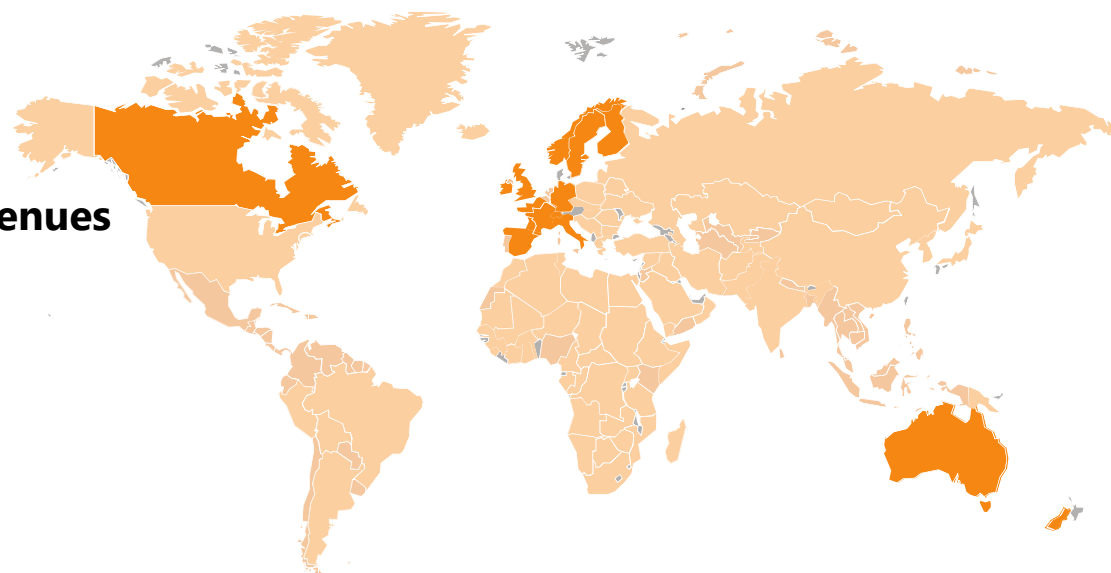
Largest Indian Company in Emerging Markets

Global footprint	<ul style="list-style-type: none">• Presence in over 100 markets
Focus Markets	<ul style="list-style-type: none">• Brazil, Mexico, Russia, Romania, South Africa and complementary & affiliated markets
Product Portfolio	<ul style="list-style-type: none">• Extensive basket of branded products
Customer Focus	<ul style="list-style-type: none">• Strong relationships with doctors and medical practitioners
Sales Force	<ul style="list-style-type: none">• Approximately 2,300 Sales Representatives
Opportunity	<ul style="list-style-type: none">• To cross-sell products between Sun Pharma and Ranbaxy marketing infrastructure
Local Manufacturing	<ul style="list-style-type: none">• Across 9 countries
Russia Acquisition	<ul style="list-style-type: none">• Acquired Biosintez to enhance presence in Russian market in Nov' 16 – Gives access to local manufacturing facility.

Western Europe, Canada, Japan, ANZ & Other Markets



9% of Revenues



Western Europe & Other Markets at a glance



Amongst the leading Indian Companies

Market Presence

- Across all major markets in Western Europe, Canada, A&NZ, Japan and few other markets

Product Portfolio

- Expanding basket of products including injectables and hospital products as well as products for retail market

Focus

- Development and commercialization of complex generics and differentiated products to drive sustainable and profitable growth

Sales Force

- Distribution led model

Local Manufacturing

- At Canada, Israel and Hungary + Servicing from India facilities

Japan Entry

- Acquired 14 established prescription brands from Novartis in March'16

Global Consumer Healthcare Business



Global Consumer Healthcare Business at a glance



An Attractive Opportunity

India

- Amongst the top 10 consumer healthcare companies

Global Presence

- Operates in about 20+ countries

Market Focus

- Core markets include. India, Russia, Romania, Nigeria, South Africa & Myanmar
- Growth markets include Ukraine, Poland, Kazakhstan, Thailand & UAE

Strong Brand Equity

- Enjoy strong brand equity in 4 countries

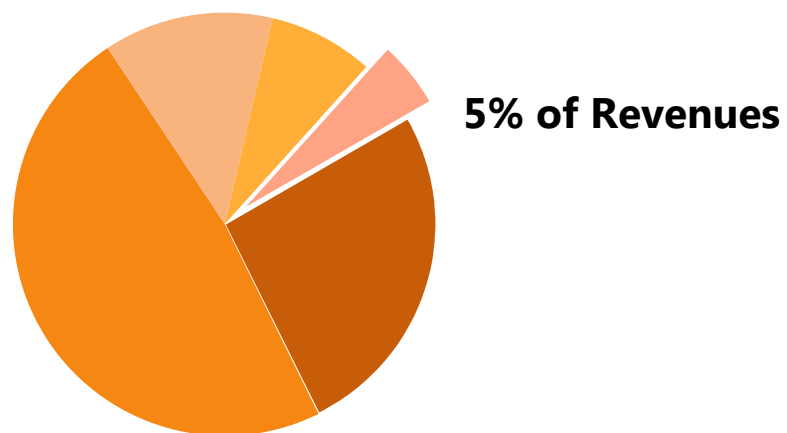
Sales Force

- Promoted through dedicated sales force in each market

Strong Positioning

- Amongst top 10 consumer healthcare companies in India, Romania, Nigeria & Myanmar

Active Pharmaceutical Ingredients (API) Business



API Business



Backward Integration – Strategic Importance

Strategic Importance

- Backward integration provides cost competitiveness and supply reliability

Customers

- Large generic and innovator companies

Product Portfolio

- Approximately 300 APIs

Pipeline Development

- Approx. 20 APIs scaled up annually

Regulatory approvals

- 290 DMF/CEP approvals to date
- 432 DMF/CEP Filings to date

Manufacturing

- Across 14 facilities

Opiates Business

- Acquired GSK's Opiates business in Australia in Sept'15

Research & Development



Research & Development



Cumulative R&D Spend of over Rs 120 billion to date

R&D Spend

- R&D spend at 7.6% of Net Sales for FY17
- Strong cash flows & large scale to support R&D investments

Capabilities

- Strong research teams in generics, finished dosage development, biological support, chemistry

Organization

- 2,000 scientists globally with capabilities across dosage forms like orals, liquids, ointments, gels, sprays, injectables

IPR Support

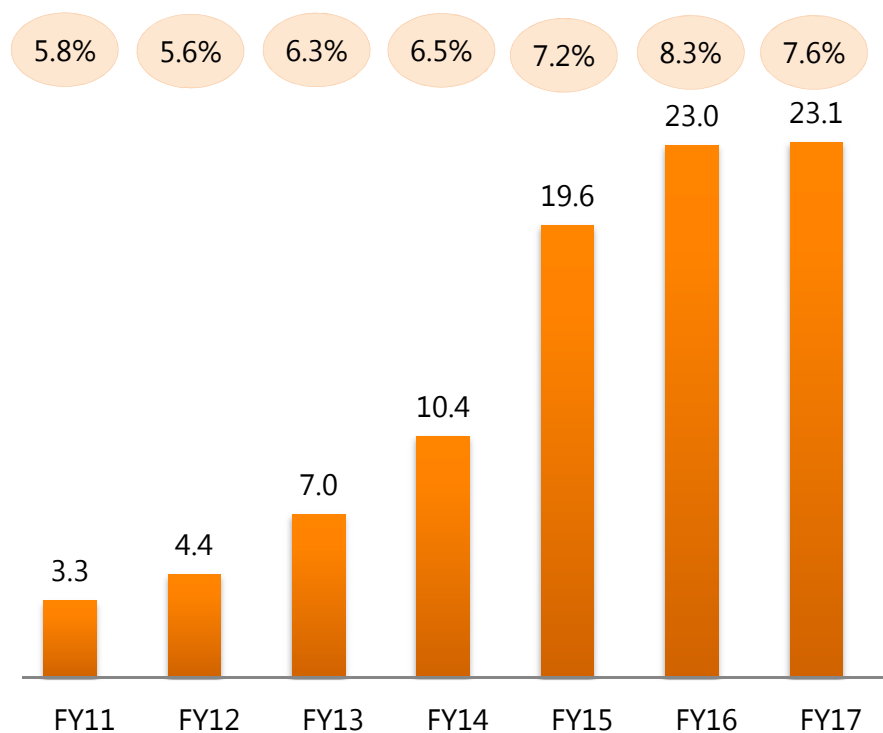
- Strong team of intellectual property experts supporting R&D (internal and external lawyers)

Focus

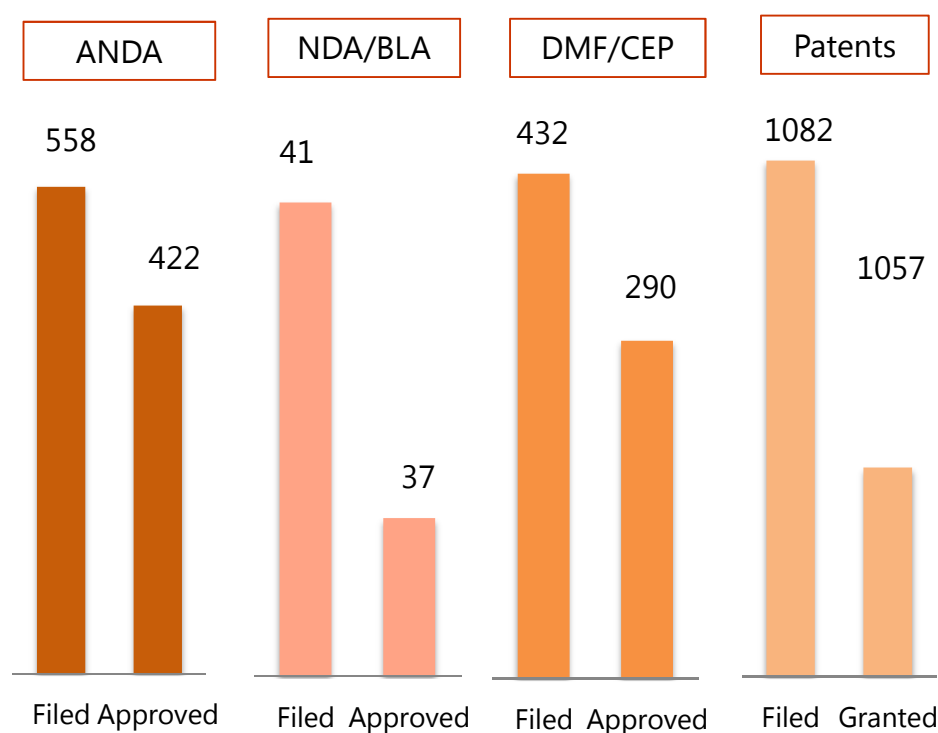
- Developing non infringing formulations and development of specialty/complex products

R&D Investments

R&D Investments



Filings and Approvals



■ R&D Investments (Rs Bn) ■ R&D Investments (% of Sales)

As of Sept 30, 2017



Global Manufacturing Presence



Global Manufacturing Presence



World Class Manufacturing Infrastructure

Extensive Global Footprint

- 41 manufacturing facilities across India, the Americas, Asia, Africa, Australia and Europe

Integrated Network

- Vertically integrated network across six continents enabling high quality, low cost and a quick market entry across the geographies

Capabilities

- One of the few companies that has set up completely integrated manufacturing capability for the production of oncology, hormones, peptides, controlled substances and steroidal drugs

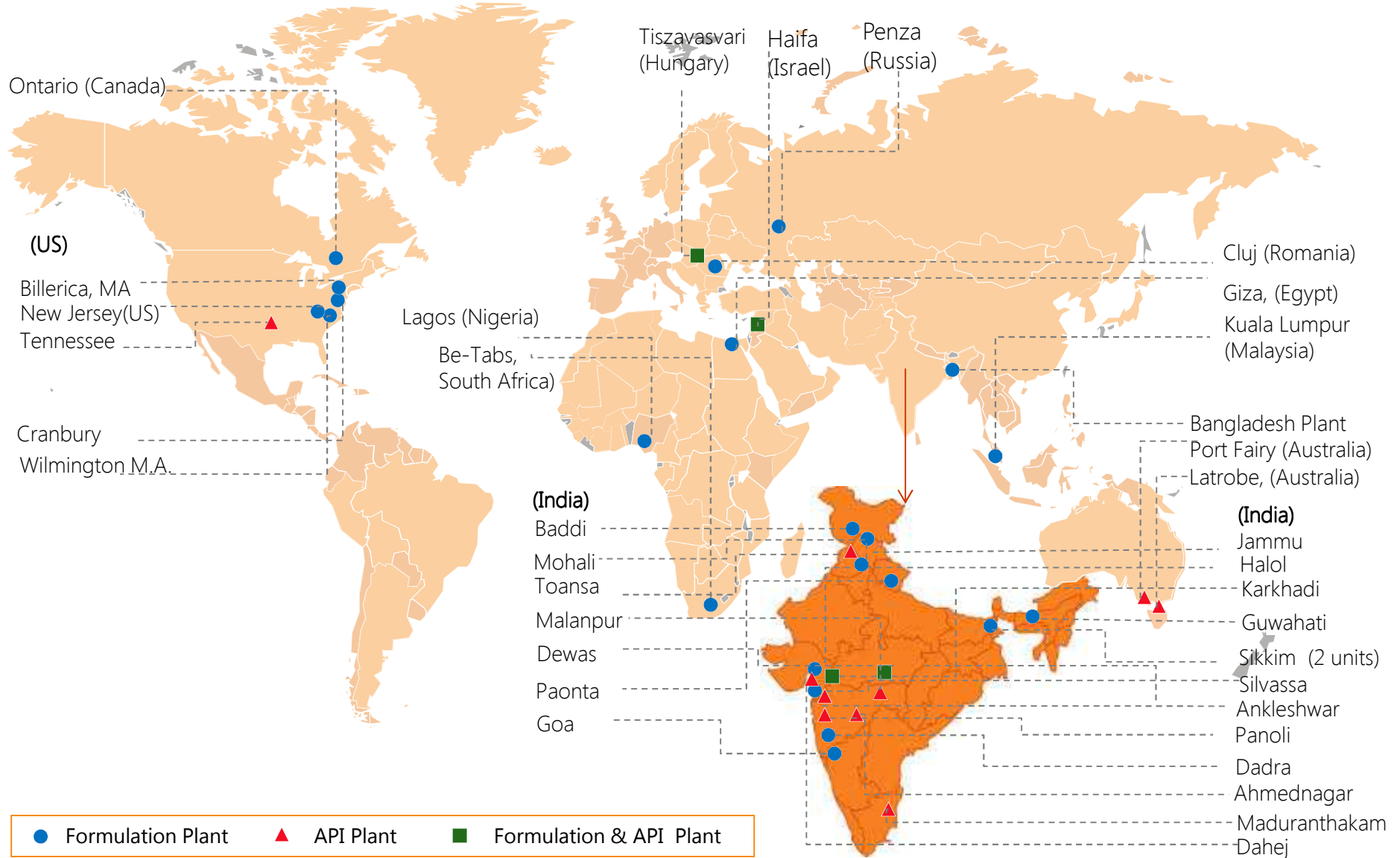
High Quality

- High quality manufacturing facilities. Many of the plants have received approvals from US FDA, UK MHRA and various other regulatory authorities

Dosage Forms

- Ability to manufacture a variety of dosage forms – Orals, Creams, Ointments, Injectables, Sprays, Liquids

Global Manufacturing Footprint



Finished Dosage Manufacturing



27 Finished dosage manufacturing sites

- India : 13, US : 4
- Canada, Hungary , Israel, Bangladesh, South Africa, Malaysia, Romania, Egypt, Nigeria and Russia : 1 each
- Capacities available for a variety of finished dosages

Orals

- Tablets / Capsules
- Semisolids
- Liquids
- Suppository

Injectables / Sterile

- Vials
- Ampoules
- Pre-filled Syringes
- Gels
- Lyophilized Units
- Dry powder
- Eye drops
- MDI
- Aerosols

Topicals

- Creams
- Ointments

API Manufacturing



14 API manufacturing locations

- India : 9, Australia : 2, Israel : 1, US : 1, Hungary : 1

Panoli & Ahmednagar (both India)

- International regulatory approvals: USFDA, European
- Stand alone units for peptides, anti-cancer, steroids, sex hormones

**API
Key Plants**

Australia, Hungary & Tennessee (US)

- Controlled substances manufacture

Corporate Governance



Our philosophy on corporate governance envisages working towards high levels of transparency, accountability and consistent value systems across all facets of operations



Chairman



Israel Makov

Former President
& CEO of Teva
Pharma. Industries Ltd.

Independent Directors



Ashwin Dani

Non-Executive Vice
Chairman,
Asian Paints Ltd.



Keki Mistry

Vice Chairman
& CEO, HDFC Ltd.

Independent Director



Rekha Sethi

Director General
All India Management
Association (AIMA)



Vivek C. Sehgal

Chairman, Samvardhana
Motherson Group &
Motherson Sumi
Systems Ltd.



S. Mohanchand Dadha

Former Chairman &
Managing Director, TDPL

Financials



Financials



Market Capitalisation Rs. 1,300 billion / US\$ 20 billion

(All Figures in Rs. Mn)

	FY13	YoY	FY14	YoY	FY15*	YoY	FY16*	YoY	FY17*	YoY
P&L Summary										
Sales	1,12,389	40%	1,60,044	42%	2,72,451	70%	2,78,881	2%	3,02,642	9%
Gross Profit	91,592	44%	1,32,250	44%	2,05,059	55%	2,15,577	5%	2,21,335	3%
EBITDA	49,063	51%	71,141	45%	77,208	9%	75,594	-2%	87,751	16%
Net Profit	29,830	12%	31,415	5%	45,394	44%	45,457	0%	69,644	53%
Net Profit (Adjusted)	35,666 #	34%	56,589 #	59%	47,771 #	-16%	52,309 #	9%	69,644	33%
R&D Spend	7,042	58%	10,418	48%	19,550	88%	23,025	18%	23,138	0%
BS Summary										
	Mar'13	YoY	Mar'14	YoY	Mar'15*	YoY	Mar'16*	YoY	Mar'17*	YoY
Shareholders Funds	1,49,897	23%	1,85,250	24%	2,80,415	51%	3,29,825	18%	3,66,397	11%
Loan Funds	1,982	-25%	24,890		75,724	204%	83,164	10%	80,910	-3%
Net Fixed Assets	50,771	55%	58,242	15%	96,848	66%	1,24,130	28%	1,49,404	20%
Investments	24,116	9%	27,860	16%	35,028	26%	18,298	-48%	11,919	-35%
Cash and Bank Balances	40,587	21%	75,902	87%	1,09,771	45%	1,31,817	20%	1,51,408	15%
Inventory	25,778	24%	31,230	21%	56,669	81%	64,225	13%	68,328	6%
Sundry Debtors	24,122	16%	22,004	-9%	50,928	131%	67,757	33%	72,026	6%
Sundry Creditors	10,580	7%	13,283	26%	32,430	144%	35,830	10%	43,954	23%

Exchange Rate :

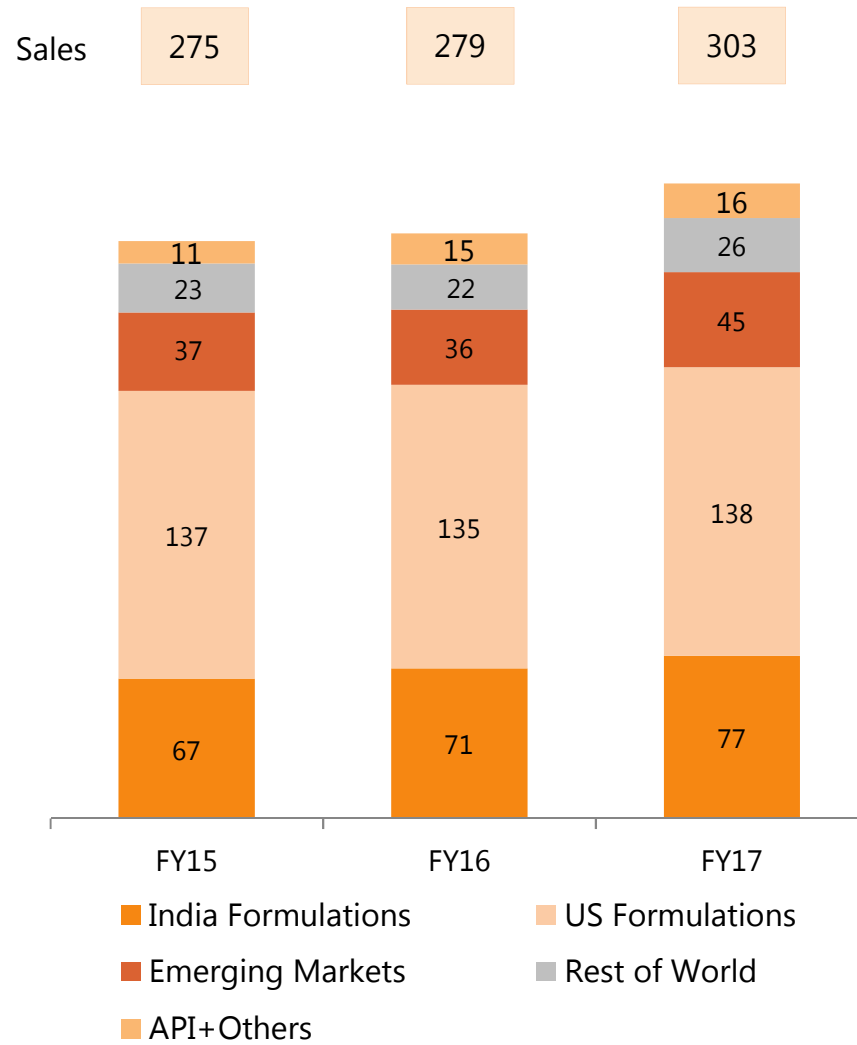
For Market Capitalisation US\$1 = Rs 64.77(As on 31 Oct 2017)

Adjusted for Rs 5.83 bn provision related to generic Protonix settlement for the year FY13 and adjusted for Rs 25.17 bn provision related to generic Protonix settlement for the year FY14 and adjusted for Rs 2.4 bn for settlement provision for Texas Medicaid Program litigation for FY15 and adjusted for Rs 6.9 bn of exceptional items related to Ranbaxy integration for FY16

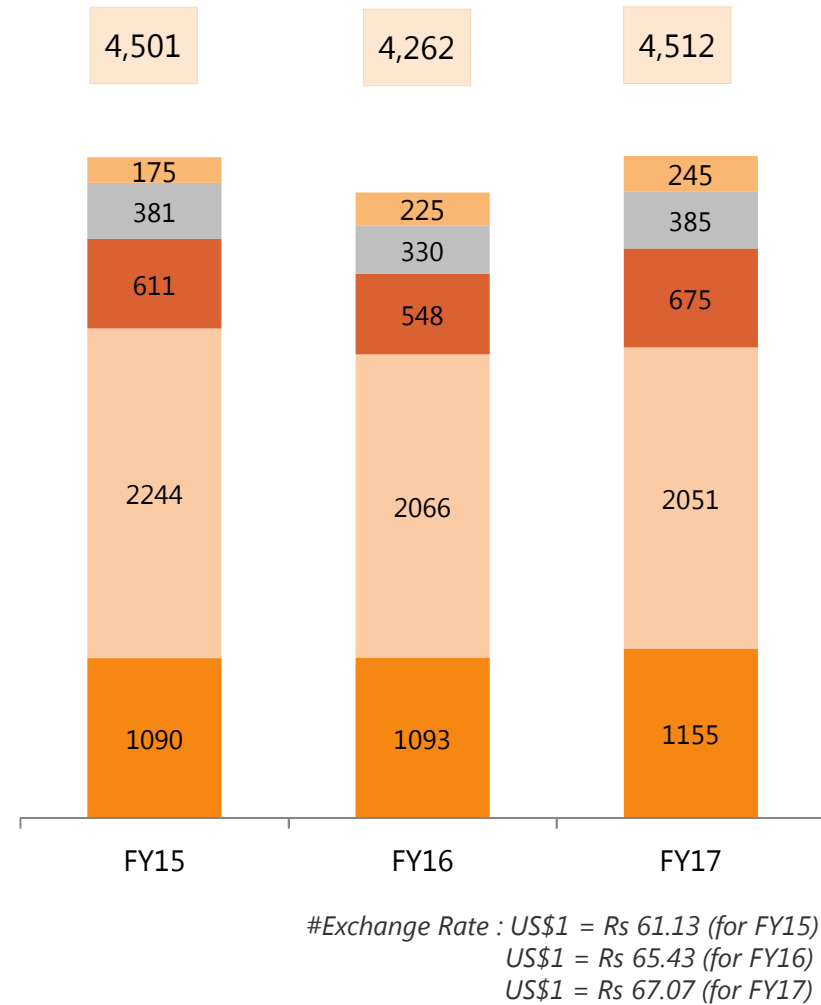
Sales Break-up



In INR Billion



In USD Million

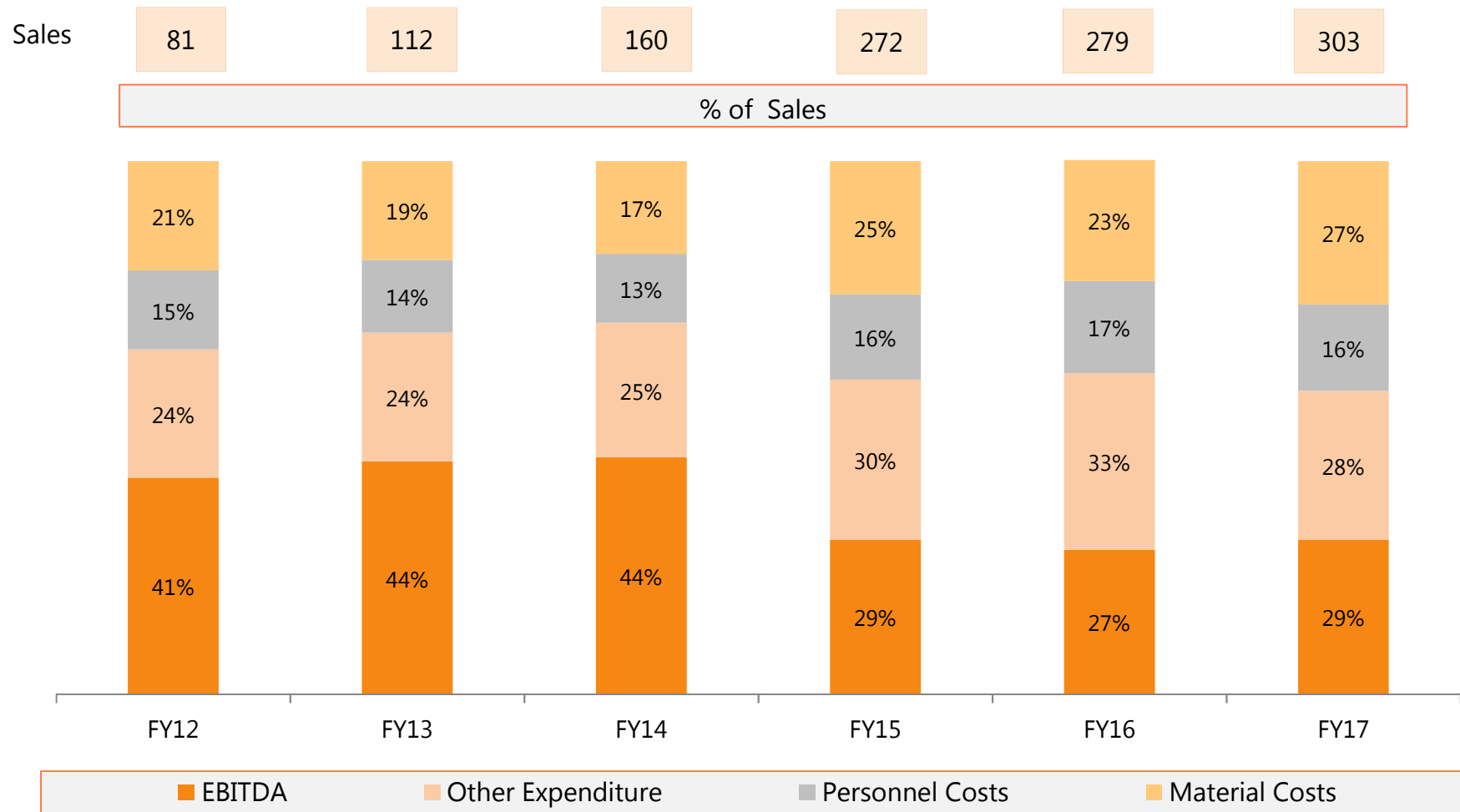


Rest of world includes all International formulations sales excluding US & EM

EBITDA Trend



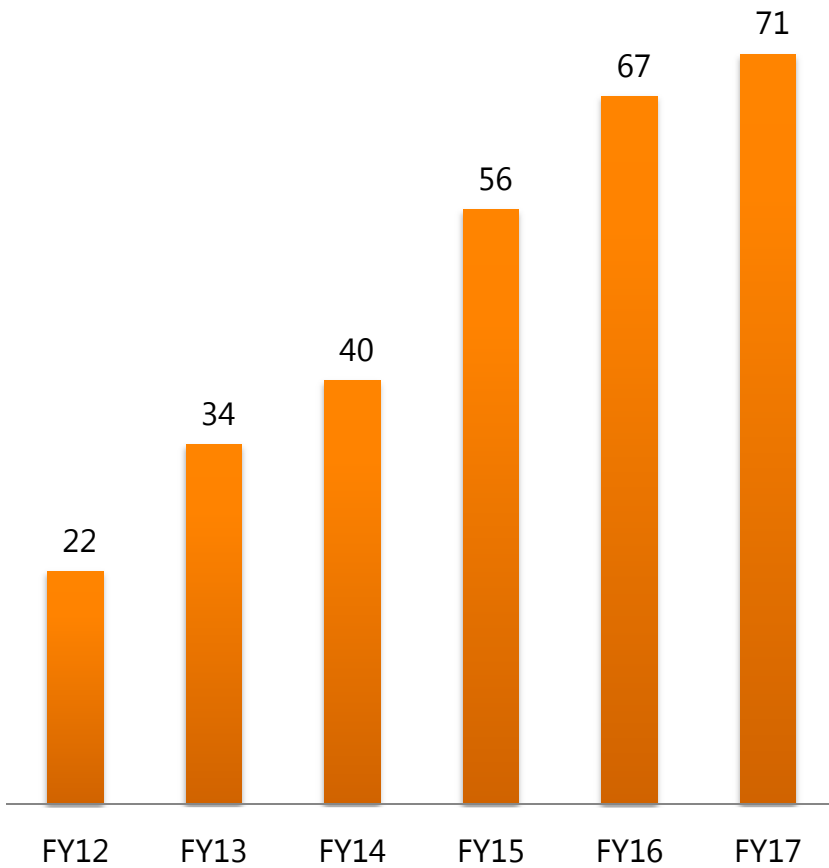
In INR Billion



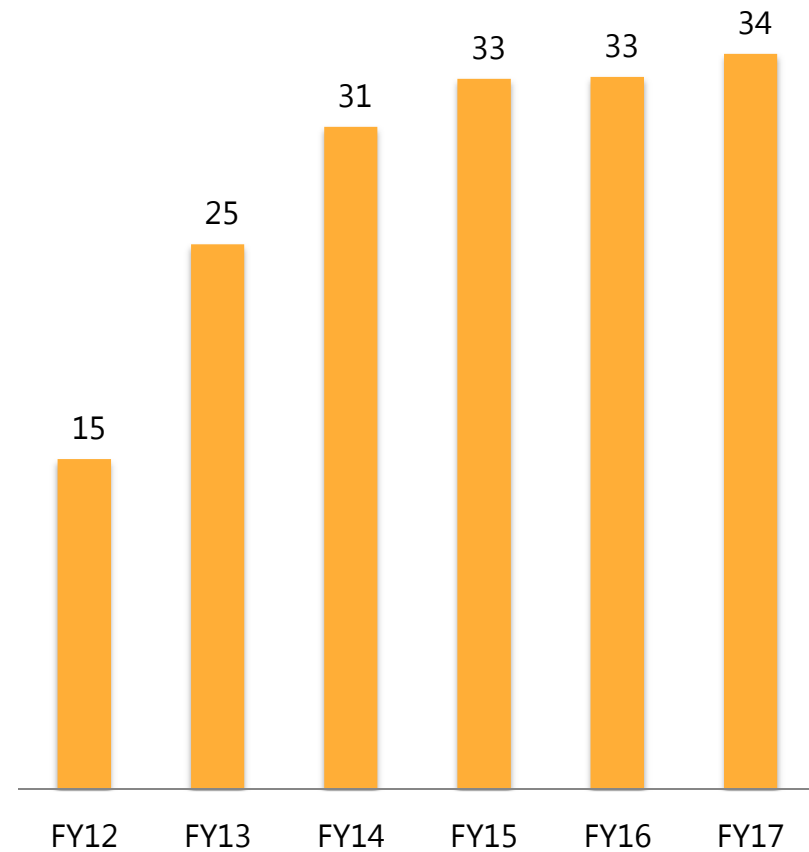
Cash Flow



Net Cash From Operating Activities (Rs Bn)



Free Cash Flow (Rs Bn)



Financial Ratios



	FY13	FY14	FY15	FY16	FY17
Growth (%)					
Sales	40.4	42.4	70.2	2.4	8.5
Gross Profit	43.9	44.4	55.1	5.1	2.7
EBITDA	50.9	45.0	8.5	(2.1)	16.1
Net Profit	12.3	5.3	44.5	0.1	53.2
Net Profit (Adjusted)	34.3 #	58.7 #	(15.6) #	9.5 #	33.1
Margins (%)					
Gross Margin	81.5	82.6	75.3	77.3	73.1
EBITDA Margin (%)	43.7	44.5	28.3	27.1	29.0
Net Margin	26.5	19.6	16.7	16.3	23.0
Net Margin (Adjusted)	31.7 #	35.4 #	17.5 #	18.8#	23.0
Return (%)					
ROCE	26.7	26.9	14.3	14.6	16.1
ROE	25.7	30.9	18.5	17.6	19.8
Others					
Debt / Equity	0.01	0.13	0.27	0.25	0.22
Fully Diluted (USD) EPS	14.4	15.2	18.9	18.9	28.9
Fully Diluted EPS (USD) (Adjusted)	17.2 #	27.3 #	19.9 #	21.7#	28.9
R&D Spend % of Net Sales					
Revenue	5.9	6.2	6.7	8.0	7.1
Capital	0.4	0.3	0.4	0.3	0.6

Adjusted for Rs 5.83 bn provision related to generic Protonix settlement for the year FY13.
 Adjusted for Rs 25.17 bn provision related to generic Protonix settlement for the year FY14.
 . Adjusted for Rs 2.4 bn for settlement provision for Texas Medicaid Program litigation for FY15
 Adjusted for Rs 6.9 bn of exceptional items related to Ranbaxy integration for FY16

Key Financials Q2 & H1 FY18



(All Figures in Rs. Mn)

	Q2 FY18	Q2 FY17	CHANGE	H1 FY18	H1 FY17	CHANGE
Gross Sales	65,901	77,492	-15%	1,27,567	1,57,558	-19%
Gross Profit	47,125	59,093	-20%	92,018	1,20,690	-24%
Gross Margin	72%	76%		72%	77%	
EBITDA	13,153	26,666	-51%	23,689	53,380	-56%
EBITDA Margin	20%	34%		19%	34%	
Net Profit	9,121	22,351	-59%	4,872	42,689	-89%
Net margin	14%	29%		4%	27%	
Net Profit (Adjusted)	9,121	22,351	-59%	14,377	42,689	-66%
Net margin (Adjusted)	14%	29%		11%	27%	
R&D	5,106	5,701	-10%	10,331	11,010	-6%
R&D as % of Net Sales	7.7%	7.4%		8.1%	7.0%	
EPS (Diluted) INR	3.8	9.3	-59%	2.0	17.7	-89%
EPS (Diluted) INR (Adjusted)	3.8	9.3	-59%	6.0	17.7	-66%

All Financials are as per IND-AS

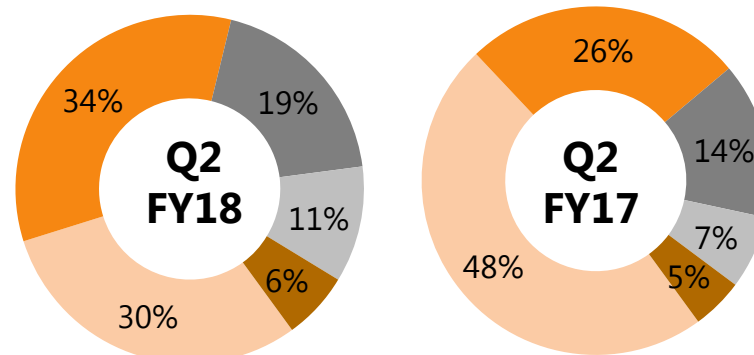
Sales Breakup Q2 & H1 FY18



(All Figures in Rs. Mn)

	Q2 FY18	Q2 FY17	CHANGE	H1 FY18	H1 FY17	CHANGE
Formulation						
India	22,210	20,091	11%	39,817	38,633	3%
US	19,862	37,144	-47%	42,508	77,851	-45%
Emerging Markets	12,582	11,262	12%	23,386	21,573	8%
ROW	7,113	5,281	35%	14,537	10,906	33%
<i>Sub-total</i>	61,767	73,778	-16%	1,20,249	1,48,963	-19%
Bulk	3,883	3,669	6%	6,972	8,367	-17%
Others	251	45	460%	347	228	52%
Gross Sales	65,901	77,492	-15%	1,27,567	1,57,558	-19%

- US Formulations
- India Branded Generics
- Emerging Markets
- Western Europe & Other Markets #
- API & Others



All Financials are as per IND-AS

Includes Western Europe, Canada, Japan, Australia, New Zealand and other markets

Key Milestones targeted for future

US Business

- Enhance share of specialty/branded business
- Continue to focus on complex generics and high entry barrier segments
- Ensure broad product offering to customers across multiple dosage forms
- Gain critical mass in key therapeutic segments

India Business

- Improve productivity of India business
- Maintain leadership position in a fiercely competitive market
- Continuously innovate to ensure high brand equity with doctors

RoW Business

- Gain critical mass in key emerging markets
- Enhance product basket in emerging markets
- Improve profitability in developed European markets
- Enhance presence in Japan

Key Milestones targeted for future

Global Consumer Healthcare

- Maintain leadership in existing markets through focus on innovative solutions
- Enhance presence in high growth markets

R&D

- Develop more products through expanded R&D team for global markets
- Focus on developing complex products across multiple dosage forms
- Invest to further build on specialty pipeline

Regulatory/ Quality

- Ensuring 24x7 compliance to cGMP is imperative for a global business
- Continuously enhance systems, processes, human capabilities to ensure compliance with global regulatory standards
- Ensure resolution of consent decree at Ranbaxy's facilities & Warning Letter at Halol

Financial

- Target sustainable and profitable growth
- Deliver on the US\$ 300 million synergy benefits from Ranbaxy acquisition by FY18

FY18 Guidance

Consolidated Revenues

- High single digit decline over FY17

EBITDA

- EBITDA Margin approximately 20%-22% for H2 FY18

R&D Investments

- Approximately 9%-10% of revenues to be invested in R&D

Ranbaxy Integration Synergy

- Target US\$ 300 million in synergy benefits from the Ranbaxy acquisition by FY18

Investing for Future

- Invest in R&D and in building the specialty business

Sun Pharma at a glance



4th Largest Global Specialty Generic Company

US	<ul style="list-style-type: none">• Ranked 4th in US* / Largest Indian Pharma Company in US
India	<ul style="list-style-type: none">• No. 1 Pharma Company in India
Emerging Markets	<ul style="list-style-type: none">• Amongst the largest Indian Pharma Company in Emerging Markets
Europe	<ul style="list-style-type: none">• Expanding presence in Europe
Manufacturing Footprint	<ul style="list-style-type: none">• 41 manufacturing sites across the world
Market Presence	<ul style="list-style-type: none">• Presence in more than 150 countries across branded and generic markets
Product Portfolio	<ul style="list-style-type: none">• Portfolio of more than 2,000 products across the world
Employees	<ul style="list-style-type: none">• 30,000+ global employee base
Quality Compliance	<ul style="list-style-type: none">• Multiple facilities approved by various regulatory authorities across the world including USFDA
R&D and Manufacturing	<ul style="list-style-type: none">• Capabilities across dosage forms like injectables, sprays, ointments, creams, liquids, tablets and capsules
Addressable Segments	<ul style="list-style-type: none">• Specialty products, branded generics, complex generics, pure generics & APIs

* Source: Evaluate Pharma for 12 months ended Dec 2016



Thank You!

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