

P. PARIKH & ASSOCIATES
CHARTERED ACCOUNTANTS

AUDIT REPORT
AS OF
MARCH, 2019

GLENMARK
PHARMACEUTICALS INC.
NEW JERSEY

US GAAP

Independent Auditor's Report

To,
Board of Directors, Stockholders,
Glenmark Pharmaceuticals Inc.

We have audited the accompanying financial statements of **Glenmark Pharmaceuticals Inc.**, which comprise the Balance Sheet as of March 31, 2019 and the related Statement of Operations, Stockholders' Equity and Cash Flows for the year then ended and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

BRANCH OFFICES

INDIA - Mumbai, Vadodara, Kochi, New Delhi.

OVERSEAS - Dubai, London, New York, Melbourne.



P. PARIKH & ASSOCIATES

CHARTERED ACCOUNTANTS

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Glenmark Pharmaceuticals Inc., as of March 31, 2019 and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in United States of America.

Govind Srivastava

Govind Srivastava, Partner
P. Parikh & Associates
55, Wallstreet, Suite 530,
New York, NY-10005,
May 26, 2019



BRANCH OFFICES

INDIA - Mumbai, Vadodara, Kochi, New Delhi.
OVERSEAS - Dubai, London, New York, Melbourne.

GLENMARK PHARMACEUTICALS INC., USA
BALANCE SHEET AS ON MARCH 31, 2019

ASSETS	Schedule	As on March	As on March
		31, 2019	31, 2018
		USD	USD
Current Assets			
Cash and Cash equivalents	1	22,022,100	37,831,069
Accounts receivable	2	81,477,718	103,032,759
Inventories	3	130,481,337	110,633,182
Prepaid expenses and other current assets	4	59,971,194	92,371,420
Total current assets		293,952,349	343,868,430
Non - Current Assets			
Property, plant and equipments	5	23,168,620	26,038,746
Intangible assets	5	5,765,827	8,103,495
Capital Work in Progress	5	131,141,074	95,092,133
Deferred Tax Assets	6	1,159,804	2,373,190
Total non current assets		161,235,325	131,607,564
Total Assets		455,187,674	475,475,994
LIABILITIES AND STOCKHOLDER'S EQUITY			
Current liabilities			
Accounts payable	7	93,539,094	313,881,427
Other liabilities	8	4,150,719	10,170,506
Total current liabilities		97,689,813	324,051,933
Total liabilities		97,689,813	324,051,933
Stockholder's equity			
Common stock, class A, \$0.01 par value, authorized 5000 shares, issued and outstanding 667 (P. Y. Common stock, class A, \$1 par value, authorized 50,000,000 shares, issued and outstanding 46,665,819)	9	6.67	46,665,819
Common Stock class B, Nil (P.Y. Common stock, class B, \$1 par value, authorized 3,00,000 shares, issued and outstanding -Nil)			
Preferred stock, Nil (P.Y. Preferred Stock \$1 par value, authorized 1,000,000 shares, issued and outstanding -Nil)			
Reserves and Surplus		357,497,853	104,758,242
Total Stockholder's equity		357,497,860	151,424,061
Total liabilities and stockholder's equity		455,187,674	475,475,994

The accompanying notes are an integral part of these financial statements

For GLENMARK PHARMACEUTICALS INC.



Director

Director




GLENMARK PHARMACEUTICALS INC., USA
STATEMENT OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2019

	Schedule	For the Year Ended March 31, 2019	For the Year Ended March 31, 2018
		USD	USD
Net Sales	10	456,628,834	477,813,879
Cost of sales	12	366,354,761	393,885,901
Gross Profit		90,274,073	83,927,978
Operating Expenses, Selling, General and Administrative Expenses	14	69,999,331	62,617,197
Depreciation / Amortisation	5	5,915,359	6,555,242
Operating Income / (Loss)		14,359,383	14,755,539
Interest Expense	13	1,756,119	2,003,497
Net Operating Income / (Loss)		12,603,265	12,752,042
Other Income / (Loss)	11	3,607,950	2,560,512
Profit Before Tax and Exceptional Item		16,211,215	15,312,554
Exceptional Item		7,202,205	-
Profit Before Tax		9,009,010	15,312,554
Provision for Income Taxes	15	2,935,213	7,421,865
Net Income / (Loss)		6,073,797	7,890,689
Basic Earnings / (Loss) per common share		10,449	0.17
Face value per share		0.01	1.00
Basic average number of shares outstanding		581	46,665,819

The accompanying notes are an integral part of these financial statements

For GLENMARK PHARMACEUTICALS INC.

Director

Director



GLENMARK PHARMACEUTICALS INC., USA
STATEMENT OF CASH FLOW FOR THE YEAR ENDED MARCH 31, 2019

Particulars	For the Year	For the Year
	Ended March 31, 2019 USD	Ended March 31 2018 USD
A. Cash flow from operating activities		
Net Income / (Loss)	9,009,010	15,312,554
Adjustments to reconcile net income (loss) to net cash from operating activities		
Depreciation/Amortization	5,915,359	6,555,242
Reversal of Foreign withholding tax	86,284	-
Interest income	(122,648)	(2,849)
Interest expense	1,878,767	2,006,346
Operating profit before working capital changes	16,766,772	23,871,293
Adjustments for changes in working capital		
(Increase)/Decrease in Accounts Receivables	21,555,041	3,629,918
(Increase)/Decrease in Inventory	(19,848,155)	36,529,871
(Increase)/Decrease in Other Current Assets	44,492,029	34,492,725
Increase/(Decrease) in Accounts Payable and other Current Liabilities	(226,362,120)	(54,063,392)
Increase/(Decrease) in Other Liabilities	-	(4,687,500)
Taxes Paid	(3,899,910)	(5,936,876)
Net cash from operating activities	(167,296,343)	33,836,039
B. Cash flow from investing activities		
Loan Given	(10,000,000)	-
Additions to fixed assets	(36,756,506)	(35,529,481)
Interest Income	122,648	2,849
Net cash generated from investing activities	(46,633,858)	(35,526,632)
C. Cash flow from financing activities		
Issue of shares	200,000,000	-
Interest paid	(1,878,767)	(2,006,346)
Net cash from financing activities	198,121,233	(2,006,346)
Net increase/(decrease) in cash	(15,808,969)	(3,696,939)
Cash and Cash equivalents:		
Beginning of the year	37,831,069	41,528,008
End of the year	22,022,100	37,831,069

The accompanying notes are an integral part of these financial statements

For GLENMARK PHARMACEUTICALS INC.



Director



Director



GLENMARK PHARMACEUTICALS INC., USA
SCHEDULES TO FINANCIAL STATEMENTS

	As on March 31, 2019	As on March 31, 2018
	USD	USD
1 Cash and Cash equivalents		
Cash	1,139	1,139
Bank deposits	22,020,961	37,829,930
Total	22,022,100	37,831,069
2 Accounts receivable		
The age profile of accounts receivable is given below:		
Period (in days)		
0 -90	60,784,382	101,125,206
90-180	136,678	1,189,056
180-365	164,803	652,940
More than 365	20,391,856	65,557
Accounts receivable	81,477,718	103,032,759
3 Inventories (Including stock in transit)		
Raw Material	3,604,562	3,447,078
Packing Material	2,126,910	945,904
Semi Finished Goods	383,523	23,391
Work-in-Progress	245,485	-
Finished Goods Dosage	124,120,857	106,216,809
	130,481,337	110,633,182
4 Prepaid expenses and other current assets		
Employee loan	2,009	2,469
Receivable from Glenmark Generics S.A., Argentina	105,497	105,497
Receivable from Glenmark Therapeutic Inc., USA	121,593	15,144
Receivable from Glenmark Pharmaceuticals Canada Inc	11,213	444,850
Receivable from Glenmark Specialty SA	22,302,542	41,496,013
Receivable from Glenmark Pharmaceuticals Brazil	138,704	51,006
Receivable from Glenmark Pharmaceuticals R&D Europe Limited	2,800	-
Short Term loan receivable from Glenmark Therapeutic Inc., USA	10,119,515	-
Advances to be received in Cash and Kind	6,471,218	36,589,983
Deposits	570,136	575,591
Prepaid expenses	17,136,307	12,193,010
	56,981,534	91,473,563
Advance Tax (Net of Provision for Tax)	2,989,660	897,857
Total	59,971,194	92,371,420
5 Property, plant and equipment, net.		
Leasehold Land\Premises	4,736,406	4,736,406
Freehold Land	780,000	780,000
Factory Building	12,779,325	12,779,325



GLENMARK PHARMACEUTICALS INC., USA
SCHEDULES TO FINANCIAL STATEMENTS

	As on March 31, 2019	As on March 31, 2018
	USD	USD
Plant & Machinery	15,337,576	15,337,576
Equipments	2,021,745	1,589,945
Furniture & Fixtures	391,944	391,945
	<u>36,046,996</u>	<u>35,615,197</u>
Accumulated depreciation	(12,878,376)	(9,576,451)
	<u>23,168,620</u>	<u>26,038,746</u>
Work In progress	131,141,074	95,092,133
Total	154,309,694	121,130,879
Intangible assets		
Computer Software	6,904,824	6,629,059
Product Development	60,498,855	60,498,855
	<u>67,403,679</u>	<u>67,127,914</u>
Amortization	(61,637,852)	(59,024,419)
	<u>5,765,827</u>	<u>8,103,495</u>
6 Deferred Tax Assets		
Deferred Tax Assets	1,159,804	2,373,190
Total	1,159,804	2,373,190
7 Accounts payable		
Trade payable - domestic	9,637,621	5,505,719
Payable to Glenmark Pharmaceuticals S.A., Switzerland	9,166,474	3,950,719
Payable to Glenmark Pharmaceuticals Europe Limited	40,981	28,610
Payable to Glenmark Life Sciences Limited, India	12,825,436	-
Payable to Glenmark Pharmaceuticals Limited, India	61,868,582	304,396,379
Total	93,539,094	313,881,427
8 Other Liabilities		
Other Liabilities	4,150,719	10,170,506
Total	4,150,719	10,170,506



7. FIXED ASSETS

Amount in USD

	GROSS BLOCK			DEPRECIATION/AMORTISATION			NET BLOCK		
	As on	Additions during the year	Disposals during the year	Adjustment	As on March 31, 2019	For the Year	As on March 31, 2019	As on March 31, 2019	As on 31-03-2018
	1-4-2018				1-4-2018	Year	As on March 31, 2019	As on March 31, 2019	31-03-2018
Tangible assets									
Leasehold Land/ Premises	4,736,406	-	-	-	2,116,653	518,253	2,634,906	2,101,500	2,619,753
Freehold Land	780,000	-	-	-	780,000	-	-	780,000	780,000
Factory Building	12,779,325	-	-	-	12,779,325	327,675	1,147,758	11,631,567	11,959,242
Plant and Machinery	15,337,576	-	-	-	15,337,576	2,149,079	7,678,610	7,658,966	9,808,044
Furniture and Fixtures	391,944	-	-	-	391,944	19,331	282,367	109,578	128,909
Equipments	1,589,945	431,800	-	-	847,148	287,587	1,134,735	887,009	742,798
Intangible assets									
- Computer software	6,629,059	275,764	-	-	2,612,643	1,100,026	3,712,669	3,192,155	4,016,416
- Product Development/ Brands	60,498,855	-	-	-	56,411,775	1,513,408	57,925,183	2,573,672	4,087,080
TOTAL	102,743,110	707,564	-	-	68,600,869	5,915,359	74,516,228	28,934,447	34,142,242
Previous Year									

Capital Work-in-process including Capital advan

131,141,074 95,092,133



GLENMARK PHARMACEUTICALS INC., USA
 FIXED ASSETS SCHEDULE AS ON MARCH 31, 2019

Note No. 5

Assets	Amount in USD							Total	
	Leasehold Land	Freehold Land	Factory Building	Plant & Machinery	Furniture & Fixture	Equipment	Computer Software		Product Development
At the beginning of the year	2,619,753	780,000	11,959,242	9,808,045	128,909	742,798	4,016,415	4,087,080	34,142,242
Additions during the year	-	-	-	-	-	431,800	275,764	-	707,564
Depreciation charge for the year	518,253	-	327,675	2,149,079	19,331	287,587	1,100,026	1,513,408	5,915,359
Adjustments	-	-	-	-	-	-	-	-	-
At the end of the year	2,101,500	780,000	11,631,567	7,658,966	109,578	887,011	3,192,153	2,573,672	28,934,447



GLENMARK PHARMACEUTICALS INC., USA
SCHEDULES TO FINANCIAL STATEMENTS

	For the Year Ended 31-03-2019	For the Year Ended 31-03-2018
	USD	USD
10 Sales and Operating Income		
Sale of goods and I P assets	456,628,834	477,813,879
	<u>456,628,834</u>	<u>477,813,879</u>
11 Other Income		
Miscellaneous income	3,607,950	2,560,512
	<u>3,607,950</u>	<u>2,560,512</u>
12 Cost of Sales		
Purchase of Trading goods and other costs	386,202,916	357,356,029
(Increase) / decrease in inventory	(19,848,155)	36,529,872
	<u>366,354,761</u>	<u>393,885,901</u>
13 Interest Expense		
Interest Expenses (net)	1,756,119	2,003,497
	<u>1,756,119</u>	<u>2,003,497</u>



GLENMARK PHARMACEUTICALS INC., USA
SCHEDULES TO FINANCIAL STATEMENTS

	For the Year Ended 31-03-2019	For the Year Ended 31-03-2018
	USD	USD
14 Selling and Operating Expenses		
Salary and allowances	42,731,868	38,733,356
Sales promotion expenses (net)	1,954,297	829,225
Travelling expenses	1,950,363	2,205,560
Telephone expenses	261,935	246,708
Rates and taxes	458,635	375,269
Insurance premium	1,122,358	940,194
Freight outward	5,189,955	5,446,124
Electricity charges	328,793	266,128
Rent	3,125,206	2,035,985
Repairs & Maintenance	115,351	52,073
Auditors' remuneration		
Audit fees	140,000	140,000
Other matters	-	-
Out of pocket expenses	-	-
Other operating expenses		
Other Expenses	2,955,456	1,987,401
Conference Expenses	818,721	698,698
Printing & Stationery	218,131	215,774
Postage & Telegram	8,581	14,589
Legal & Professional Expenses	6,055,004	5,970,628
Subscription	534,445	335,095
Recruitment	1,898,028	1,920,051
Bank Charges	132,204	204,340
	69,999,331	62,617,197
15 Tax Expense		
Current Tax	1,721,824	4,026,926
Deferred Tax Expense / (Credit)	1,213,389	3,394,939
	2,935,213	7,421,865



GLENMARK PHARMACEUTICALS INC., USA
STATEMENT OF STOCKHOLDER'S EQUITY

Note No. 9
Amount in USD

	Common Stock	Additional Paid in Capital	Reserves	Total Shareholders Equity
BALANCE as at March 31, 2017	46,665,819	-	96,867,553	143,533,372
Issue of shares during the year	-	-	-	-
Net income	-	-	7,890,689	7,890,689
BALANCE as at March 31, 2018	46,665,819	-	104,758,242	151,424,061
Issue of shares during the year	1.50	-	-	1.50
Transfer of Par Value to Additional Paid in Capital	-	-	-	-
- Due to reverse stock split	(46,665,814)	46,665,814	-	-
Additional paid up capital received during the year	-	200,000,000	-	200,000,000
Net income	-	-	6,073,797	6,073,797
BALANCE as at March 31, 2019	6.67	246,665,814	110,832,039	357,497,859



NOTES TO THE FINANCIAL STATEMENTS

1) BUSINESS ACTIVITY/ NATURE OF OPERATIONS

Glenmark Pharmaceuticals Inc., is a wholly owned subsidiary of Glenmark Holding S.A. (the "Holding"), a Company incorporated in Switzerland.

The Company distributes Formulations and Active Pharmaceutical Ingredients mainly to North America through alliances and agreements with other pharmaceutical companies. With strong ties to the Parent company, the Company will have unlimited resources in both research and development.

2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

a. Accounting Convention

These financial statements are in conformity with accounting principles generally accepted in the United States of America.

b. Depreciation on Fixed Assets

Fixed Assets are stated at cost less accumulated depreciation. The Company capitalizes all costs relating to the acquisition and installation of fixed assets. Depreciation is calculated using straight line method over the estimated useful lives of the assets. Useful lives of assets are as follows:

CATEGORY	YEARS
Software	3-5
Equipment	3-7
Furniture & Fixtures	3-7
Leasehold Improvements	5-8
Buildings	39

c. Product Development Expenditure

Capital expenditure on research and development is capitalized as fixed assets. Development cost relating to the new and improved product and/or process development is recognized as an intangible asset to the extent that it is expected that such asset will generate future economic benefits.

Product Development cost is reviewed for impairment annually or whenever events or changes in circumstances indicate that the carrying value may not be recoverable. Product development costs are amortized over the useful life, not exceeding 10 years, once the product to which they relate is commercialized.

Licenses and registration expenditures for the use of third-party products are capitalized and amortized on a straight-line basis over 5 years.



d. Revenue Recognition

Net Sales are recognized when the product is shipped to customers, at which title and the risks and rewards of ownership pass to the customer.

Revenue is recognized when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing management involvement with the goods and the amount of revenue can be measured reliably. Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns, VAT and applicable trade discounts and allowances. Revenue includes shipping and handling costs billed to the customer.

Provisions for chargeback, rebates, discounts and medical aid payments are estimated and provided for in the year of sales and recorded as reduction of revenue. A chargeback claim is a claim made by the wholesaler for the difference between the price at which the product is initially invoiced to the wholesaler and the net price at which it is agreed to be procured from the Company. Provisions for such chargebacks are accrued and estimated based on historical average chargeback rate actually claimed over a period of time, current contract prices with wholesalers/other customers and estimated inventory holding by the wholesaler. Such provisions are presented as a reduction from revenues.

e. Accounts Receivable

Accounts receivable are uncollateralized customer obligations due under normal trade terms requiring payment within various days from the invoiced date based on agreement with customers. The Company does not accrue interest on past due accounts receivable. The carrying amount of accounts receivable is reduced by an allowance that reflects management's best estimate of the amounts that will not be collected. Management reviews each accounts receivable balance that is past due and estimates the portion, if any, of the balance that will not be collected and records a general allowance to cover those amounts.

f. Inventory

Inventories are stated at the lower of the cost (determined by first-in, first-out method) or market value.



g. Leases

i) Finance Leases

Assets acquired under finance lease are recognized as assets with corresponding liabilities in the Balance Sheet at the inception of the lease, at amounts equal to higher of the fair value of the leased asset or at the present value of the minimum lease payments. These leased assets are depreciated in line with the Company's policy on depreciation of fixed assets. The interest is allocated to periods during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

ii) Operating Leases

Lease payments for operating leases are recognized on a straight line basis over the lease term. Lease income from operating leases is recognized immediately and amortized as a reduction to lease expense over the initial lease term.

h. Income Taxes

Current tax is determined as the amount of tax payable in respect of taxable income for the year.

Deferred tax liabilities and assets are recognized at substantively enacted tax rates, subject to the consideration of prudence, on timing difference, being the difference between taxable income and accounting income that originate in one year and capable of reversal in one or more subsequent years.

The effect on deferred tax assets and liabilities because of a change in tax rates is recognized in statement of profit and loss using the tax rates and tax laws that have been enacted or substantively enacted by the balance sheet date.

Deferred taxes are recognized and carried forward only to the extent that there is a reasonable certainty that sufficient future taxable income will be available against which deferred tax assets can be realized.

3) EMPLOYEE RETIREMENT PLAN

The Company has 401(k) retirement savings plan which covers substantially all employees. The Company matches employee contributions up to specified limits. Company contributions totaled \$ 2,017,178 and \$509,008 during the years ended March 31, 2019 and 2018, respectively.



4) **LEASES**

The Company leases its facility under a non-cancelable operating agreement which expires March 31, 2021.

Future minimum lease payments on non-cancelable facility operating leases are as follows as of March 31, 2019:

Year Ending March 31,	Amount in \$
Within 1 year	2,351,123
1 to 5 years	4,788,117
After 5 years	-

5) **SEGMENT INFORMATION**

Business Segment

The Company is primarily engaged in a single business of marketing of pharmaceutical products and is managed as one entity, for its various activities and is governed by a similar set of risks and returns.

6) **REVERSE STOCK SPLIT:**

The company effectuated a one-for-one hundred thousand (1-for-100,000) share reverse stock split of the Class A Common Voting Stock, which was also reclassified as the Common Stock, and reduced the par value from \$1.00 per share (pre-Reverse Stock Split) to \$0.01 per share (post-Reverse Stock Split); and increased the authorized share capital to Five Thousand (5,000) shares of Common Stock, \$0.01 par value per share. The difference in par value of issued shares was classified as Additional Paid-in Capital.

The company also eliminated the authorized but unissued shares of the Class B Common Non-Voting Stock and the Preferred Stock.

Pursuant to the above, the Company issued additional Two Hundred (200) shares of Common Stock to the Stockholder at a price of One Million Dollars (\$1,000,000) per share.

7) **Exceptional Items**

During the year, the company has de-prioritized certain intangibles projects which were not physibile due to cost overrun and delays aggregating to USD 7,202,205 and same has been charged as "exceptional items" to Income statement.



8) RELATED PARTY TRANSACTIONS

Related party relationship where transactions have taken place during the year

- Glenmark Pharmaceuticals Ltd, India (Parent Company) (GPL)
- Glenmark Holding S.A., Switzerland (Holding Company) (GHSA)
- Glenmark Pharmaceuticals S.A., Switzerland (Fellow Subsidiary Company) (GPSA)
- Glenmark Therapeutics Inc., USA (Fellow Subsidiary Company) (GTI)
- Glenmark Life Sciences Limited , India (Fellow subsidiary Company) (GLS)
- Glenmark Generics S.A.Argentina (Fellow subsidiary Company)(GGSA)
- Glenmark Pharmaceuticals (Europe) Limited, UK (Fellow subsidiary Company) (GPEL)
- Glenmark Pharmaceuticals R&D (Europe)Limited, UK (Fellow subsidiary Company) (GPEL R&D)
- Glenmark Pharmaceuticals Canada Inc. (Fellow Subsidiary Company) (GPCI)
- Glenmark Specialty S.A.Switzerland (Fellow Subsidiary Company) (GSSA)
- Glenmark Farmaceutica Brazil Ltd. (Fellow Subsidiary Company) (GFL)

Key management personnel (including directors of the Company)

- Robert Matsuk
- Sanjeev Krishan
- P. Chinnappa Reddy

Transactions with related parties during the year

(Amount in USD)

	<u>FY18-19</u>	<u>FY17-18</u>
Transactions with related parties during the year		
Transactions with GPL India	302,087,124	301,392,363
Transactions with GLS India	6,549,485	-
Transactions with GSA, Switzerland	75,025,909	50,214,178
Transactions with GPEL,UK.	40,981	28,610
Transactions with GPELR&D,UK.	2800	-
Transactions with GTI-USA.	150,058	38,981
Transactions with GGSA -Argentina.	-	105,497
Loan taken from GHSA	110,000,000	144,500,000
Loan repaid to GHSA	110,000,000	144,500,000
Additional Share capital received from GHSA during the year	200,000,000	-
Loan given to GTI-USA during the year	10,000,000	--
Interest earned on Loan given to GTI-USA during the year.	119,515	-
Interest payable on loan taken from GHSA	1,878,767	2,006,346
Interest paid during the year on loan from GHSA	1,878,767	2,006,346
Transactions with GPCI,Canada.	49,103	113,522
Transactions with GSSA,Switzerland	9,686,495	14,688,030
Transactions with GP-Brazil	87,698	57,766
Remuneration to Key Management Personnel		
- Robert Matsuk	1,547,332	1,294,944
- Fred Grossman	N.A.	1,333,616
- Sanjeev Krishnan	959,638	919,865
- Robert Jackson	N.A.	792,238
- P.Chinnapa Reddy	404,352	388,630



Related party balances – Receivable/ (Payable)

(Amount in USD)

Related party balances	FY18-19	FY17-18
Glenmark Pharmaceuticals Limited, India (Net)	(61,868,582)	(304,396,379)
Glenmark Life Sciences Limited , India (Net)	(12,825,436)	-
Glenmark Pharmaceuticals S.A., Switzerland (Net)	(9,166,474)	(3,950,719)
Glenmark Pharmaceuticals Europe Limited	(40,981)	(28,610)
Glenmark Therapeutic Inc., USA	121,593	15,144
Glenmark Generics S.A., Argentina	105,497	105,497
Glenmark SpecialityS.A.Switzerland	22,302,542	41,496,013
Glenmark Pharmaceuticals Canada Inc	11,213	444,850
Glenmark Pharmaceutica Brazil Ltd.	138,704	51,006
Glenmark Generics Limited .UK R&D	2,800	-
Loan & Interest receivable from GTI-USA	10,119,515	-

9) MAJOR CUSTOMERS AND SUPPLIERS

The top five largest receivables represented about 88% of total accounts receivables and top five suppliers represented about 92% of total suppliers.

10) EARNINGS PER SHARE

Basic earnings per share is computed by dividing income available to common stock holders by number of shares of common stock outstanding for the year.

11) COMPARATIVE FIGURES

- a. Previous years' figures have not been regrouped/ reclassified.
- b. The figures in these financial statements have been rounded off to the nearest US \$.

For GLENMARKPHARMACEUTICALS INC.USA



**Robert Matsuk
Director**



**P Chinnappa Reddy
Director**

