



“Glenmark Pharmaceuticals Limited’s 42nd Annual General Meeting”

September 29, 2020



Moderator:

Dear Shareholders, Good Afternoon, and Welcome to the 42nd Annual General Meeting of Glenmark Pharmaceuticals Limited through video conference. For this meeting, we have with us, Mr. Glenn Saldanha, Chairman and Managing Director and other Directors of the Company and the Company Secretary. We also have with us representatives of the statutory auditors and proposed statutory auditors of the company. For the smooth conduct of the meeting, the members will be in the mute mode during the course of the meeting. Audio and video will be enabled for those who have pre-registered with the company to speak during the AGM. Please note that as per the requirements, the proceedings of the annual general meeting will be recorded.

I now hand over the proceedings to Mr. Glenn Saldanha, Chairman and Managing Director of Glenmark Pharmaceuticals Limited. Over to you sir.

Glenn Saldanha:

Good Afternoon, Friends, I welcome all the members to the 42nd AGM of the company being conducted through video conference. Live streaming of this meeting is being broadcasted on NSDL website.

I also welcome the board members to the meeting. I would now like to introduce Mrs. Saldanha from Mumbai; Mr. Brian Tempest who is sitting in the UK; Ms. Cherylann Pinto from Mumbai. Mr. Dipankar Bhattacharya from the UK; Mr. D.R. Mehta who is in Jaipur; Mr. Milind Sarwate from Mumbai; Mr. Rajesh Desai from Mumbai; Mr. Sridhar Gorthi from Mumbai and Mr. V.S. Mani who is here with me in the Glenmark office.

Mr. Julio Ribeiro cease to be an independent director of the company, with effect from June 26, 2020. The Board of Directors placed on record its appreciation for the rich and valuable contribution made by Mr. Ribeiro during his tenure as a director of the company.

The company secretary has informed me the quorum of members as required under law is present.

I would now request Company Secretary, Harish Kuber to brief the members about the AGM.

Harish Kuber:

Good afternoon all the members. The company has taken required steps to enable members to participate and vote on the items specified in the notice of the AGM. The statutory registers required to be kept for inspection during the AGM are available for inspection of members on the NSDL website. Notice of the 42nd AGM and annual report for the financial year '19-20 sent to the members through e-mail addresses who have registered with the company or the repository participants. Since the notice, directors report and financial statements have already been circulated to the members, I take this document as read. There are no comments or qualifications in the report of the statutory auditors for the financial year 2019-20. The auditor's report is taken as read.

Moderator: Thank you, sir. May I request Mr. Glenn Saldanha, Chairman and Managing Director of Glenmark Pharmaceuticals Limited to deliver his speech now. Over to you, sir.

Glenn Saldanha: Dear shareholders, good afternoon, and thank you for joining us today. On behalf of the Glenmark Board of Directors, I am pleased to welcome all of you to the 42nd Annual General Meeting of Glenmark Pharmaceuticals Limited. In the last few decades, we have grown exponentially to become a global, integrated, innovation-led pharmaceutical company. In the process, the company has consistently achieved new milestones while overcoming obstacles and moving ahead. The last six months has seen a different challenge emerge globally in the form of a pandemic. And despite the COVID crisis, and the challenging business environment, your organization has maintained an unwavering focus on the trinity of employing patients and community.

Our Commitment and Fight against COVID: The COVID-19 pandemic, as you well know, unleashed a complex web of public and private health sector crisis and compelling us to adopt a new normal way of work and life. For Glenmark, our priorities were clear. We have to maintain continuous supply of medicines to patients who need it while safeguarding the wellbeing of our employees and their families. We responded swiftly across teams, functions and geographies to reopen laboratories and smoothen our logistics. By the end of April 2020, our manufacturing units could stabilize production and logistics are in place for uninterrupted supply to all our markets.

Corporate Social Responsibility department, ably supported by other teams and its NGO partners, reached out to those most impacted by the lockdown such as migrants, children or school, and expecting mothers and provided food and health aid in a timely manner.

On the global front, we supported communities through unique partnerships and multi-pronged interventional models to help mitigate the impact of the pandemic. In India, we extended support to 20-states through our community relief programs. We pledged over 5 million meals with a focus on undernourished children, daily wage earners and pregnant women. We also made donations to the Prime Minister CARES Funds and Chief Minister Relief Funds in Goa, Gujarat, Himachal, Maharashtra and Sikkim.

On the business forefront, we were in the forefront of finding a new cure for the coronavirus and our teams across departments worked tirelessly during the lockdown. This hard work and relentless focus, healthcare organization develop and manufacture India's first oral antiviral, Fabiflu that was approved by the regulators for the treatment of mild and moderate COVID. The regulatory approval was granted under an accelerated review process for restricted and emergency use of Fabiflu given the pandemic situation in the country.

Glenmark successfully developed the API and Formulations for Fabiflu to our own in-house R&D. You will be proud to know that your organization remains the only company in India to

successfully complete a randomized controlled open label, multi-centric phase-III trial on Indian patients with mild to moderate COVID. We launched Fabiflu towards the end of June 2020 and work closely with the medical community to make Fabiflu accessible to patients across the country.

Performance Overview: During the year under review, our consolidated revenues increased by 7.86% to Rs.10,640 crores. This I would like to emphasize is the first time we have crossed the 10,000 crores mark in revenues, which is a testimony to our focus growth strategy.

Our India business continues to perform strongly with over 15% growth to Rs.3,202 crores on the back of new product launches and our focused approach to increasing market share in key therapeutic areas of dermatology, respiratory and cardio-metabolic.

Glenmark is one of the fastest growing companies in the Indian pharma market. Amongst the highlights for the year was a rapid acceptance of Remoglifloxin, normal SGLT2 inhibitor for type-2 diabetes by the medical community. With its clinical efficacy and economical pricing, Remoglifloxin is a transformational diabetes therapy in the country. Our respiratory franchise gain market share to become the third largest in the country. It is expected to continue to perform strongly with new launches in the current year. Our consumer care business recorded Rs.200 crores in revenues and grew in strong double-digit led by Anti-fungal Candid.

The US market continue to witness significant price erosion during the year. Three out of our leading products were impacted substantially because of price erosion. Despite that the US revenues were flat as compared to the previous year. I am also pleased to share Glenmark's manufacturing facility at Monroe, US is now commissioned to manufacture oral solids with injectables expected to follow suit in the near future. In the coming months US will see Glenmark launch more niche products and injectables in the US and accelerate filings for new products in the market.

Amongst the RoW markets, Africa, Middle East region has performed well and will continue to grow at a healthy pace. Russia business continue to be subdued but is expected to pick up with launches of new products. These products are either a first generic or a combination are in the respiratory segment and is currently undergoing trials. Glenmark is already a strong player in this segment in Russia.

It was a mixed year for the European business, with a biggest positive being a settlement of intellectual property litigation on Salmets, our inhaler product for asthma control. We expect this development to pave the way for its successful launch in selected European markets. Europe will continue to be a focus market for Glenmark with a number of respiratory products slated for launch over the next few years. In Latin America, Brazilian subsidiary grew strong on the back of respiratory products in-license from a multinational partner. In Brazil and other major markets such as Mexico, we will increase our presence in the respiratory segment.

As part of our move from generics to specialty, Glenmark's first proprietary specialty product Ryaltris nasal spray for seasonal allergic rhinitis is on course, to being launched in the global markets. We have signed various commercialization deals for the product in Australia, China, New Zealand, South Korea, and are working to close partnerships in various other markets, including the European Union.

Clinical trials in Russia have been concluded, and Glenmark's Russian subsidiary will shortly seek regulatory approval. Ryaltris has also received marketing approval from Cambodia, Uzbekistan, Namibia and South Korea.

“Successful Business Reorganization.” In 2018-19, Glenmark Pharmaceuticals initiated the process of reorganizing its business into three different entities, that together make up the Glenmark group of companies. This was designed to place us on an accelerated trajectory to attend our objectives in each of these verticals. Generic, branded and specialty products, active pharmaceutical ingredients, and breakthrough innovation drugs. FY'20 saw this realignment near completion. Ichnos Sciences Inc., our innovation company has taken many steps in the process of becoming a separate and independent company. Ichnos has also become the fundraising process in the current financial year and has engaged the services of a leading investment bank in the US. Ichnos is developing transformative treatments in the focus areas of oncology and autoimmune diseases, spearheaded by an experienced leadership, the company is stocked with skilled, passionate and creative people, committed to making a meaningful difference to the lives of patients.

Glenmark Life Sciences, the API company, is also on a growth trajectory, expanding its offering and tapping new markets. Today, it is a matter of time for us to note that GLS supports majority of the world's top 20 generic companies and supplies over 130 molecules to 700 customers in 65 different countries. During the year, the growth of the API business was fueled by US, India and other emerging markets, such as Latin America.

“Quality and Compliance.” Regardless of the external challenges both old and new, Glenmark maintains a firm focus on the quality and compliance at all times. Today, we have 14 world-class manufacturing facilities across four continents, of which eight are US FDA approved. This year in an effort to strengthen our compliance program and embrace a best practice approach, we introduced three dedicated policies at the global level effective for May 2020. These are the global anti-corruption policies, global conflict of interest policy, the global policy on interactions with members of the healthcare community.

“Sustainable Report and Community Support.” At Glenmark, our business strategy is guided by our aspirations of enriching lives. Our approach to business focus on creating a holistic value proposition that creates measurable impact for all our stakeholders. While we put forth concerted efforts to strengthen our business fundamentals, we ensure that our business activities imbibe social and environmental consciousness. Our commitment towards sustainability enabled

Glenmark Pharmaceuticals to be listed in the Dow Jones Sustainability Index as one of the world's most respected and widely accepted sustainability benchmarks for the second consecutive year. Our GRI alignment, externally assured, sustainability report is an important milestone in the journey of enriching lives. Dialogue is the key initiatives that we have undertaken towards conducting operations productively while preserving the environment. These include efforts to use energy efficiently conserve water, protect water sources from contamination and managing waste effectively. To cite some examples, we reduced specific energy consumption by over 8% this year, and generated 4,91,603 kilowatts power using renewable energy sources, including hydro and solar power. As part of our water conservation strategy, we abide by the three are, reduce, reuse and cycle principle. We are working towards a planned reduction of 20% in our specific water consumption by 2021. During FY'20, five of our manufacturing facilities have ensured zero discharge of liquid effluent. We also co-process more than 1300 tons of hazardous waste and propose to increase this to 25% of the total hazardous waste disposed by FY'21.

“Outlook.” The year gone by is a proof of our long-term approach to doing business, whether from the point of view of strategy, operations or sustainability. Looking ahead, Glenmark is strongly positioned to continue being a market leader in respiratory, dermatology and oncology, while also bringing unique specialty products to market around the world. In India, we have some exciting launches lined up which we expect to help us continue to grow faster than the industry growth rate. In the US, we expect to file more products than the previous year, most of which will be in the niche generic category. In Europe, we plan to launch inhaler products and expect the regions to grow well, with a firm focus on respiratory segment and medical devices.

Overall, the organization is poised to grow well with operating margins improving in the coming year. We have undertaken a number of initiatives to reduce cost, increase efficiencies of the organization. These initiatives have been implemented across different areas all over the company. This will result in better operating margins for your company. While challenges of price and competition persist in a global generic market we maintain our firm focus on quality compliance, so patients access high quality medicines from Glenmark at all times.

I would like to thank our employees who's commitment and enthusiasm have helped us react swiftly to the altered environment. I also thank you all for your patience and guidance thus far, and look forward to your continued support. Thank you very much.

Moderator: Thank you, sir. The next item on the agenda is “Resolutions.” I would request the Company Secretary, Mr. Harish Kuber to brief the members about the voting procedure and take through the resolutions. Over to you, sir.

Harish Kuber: Pursuant to Regulation 44 of the Listing Regulations 2015 and provisions of Section 108 of the Companies Act 2013 and rules amended the company has provided facilities to the members to cast their votes through remote e-voting. The detailed procedure and instructions for casting

votes by the members through electronic means are prescribed in the notice. The company has fixed September 22, 2020 as the cutoff date for deciding the names of the members, entitled to cast their votes through remote e-voting as well as during this meeting. The members holding shares as on September 22, 2020, shall only be allowed to exercise their votes in this meeting. The remote e-voting period commenced at 9am on Saturday September 26, 2020 and closed at 5 p.m. on Monday, September 28, 2020. The company has utilized the e-voting platform of NSDL where remote e-voting was dropped at 5 p.m. on September 28, 2020. I request the members who have cast their votes through remote e-voting, not to cast their votes again. E-voting facilities available to all those members present at the AGM who have not cast their votes through remote e-voting. The e-voting will be open for 30 minutes from the conclusion of this meeting.

The resolutions listed in the notice of AGM, both ordinary business and special business shall be passed at this AGM through e-voting and resolutions will be declared past after having the votes cast by the members through remote e-voting.

Pursuant to provisions of Section 109 of the Companies Act 2013, Mr. Surjan Singh Rauthan, Practicing Company Secretary has been appointed as the scrutinizer to conduct the e-voting process in a fair and transparent manner and submit his report to the chairman. Mr. Surjan Singh Rauthan is also appointed as a Scrutinizer for remote e-voting. As per the notice of the meeting, there are total 11 businesses we transact here at this meeting; Five Ordinary and Six Special.

The businesses to be transacted are:

1. To receive, consider, approve and adopt the audited standard financial statements for the financial year ended 31st March 2020 together with the reports of the board and auditors thereon.
2. To receive, consider, approve and adopt the audited consolidated financial statements for the financial year ended 31, March 2020 together with the report of the auditors thereon.
3. To declare dividend on equity shares.
4. To appoint a director in place of Mr. V.S. Mani (DIN 01082878) who retires by rotation and being eligible, offers himself for reappointment as per Section 152(6) of the Companies Act 2013.
5. Appointment of M/s. Suresh Surana & Associates, LLP, Chartered Accountants (Firm Registration No.121750W/W-100010) as Statutory Auditors of the company.
6. Appointment of Mr. Rajesh Desai (DIN 00007960) as an independent director.
7. Appointment of Mr. Dipankar Bhattacharjee, (DIN: 08770548) as an independent director.

8. Ratification of Remuneration of Cost Auditors.
9. To borrow funds in excess of the units described under Sec.180(1)(c) of the Companies Act 2013.
10. To create charge on the assets of the company as prescribed under Section 180(1)(a) of the Companies Act 2013.
11. Further issue of securities.

Members may exercise their voting rights through remote e-voting are again requested not to cast their votes. If any such member exercises his voting right through e-voting again, his e-voting will not be considered for counting the number of votes as his votes are already considered in remote e-voting. Once the report of the scrutinizer is received, the chairman will declare the decision of the members on each business transacted by the members through remote e-voting during AGM, adding the votes cast by the members through remote e-voting. The results of the voting together with scrutinizer's report will be placed on the company's website www.glenmarkpharma.com at earliest within the statutory time permitted under the law. The results of the voting will also be filed with the BSE and NSE of India Limited where the shares of the company are listed.

Moderator: Thank you, sir. The next item on the agenda is shareholders observations or questions. Over to you, chairman.

Glenn Saldanha: We have received request from eight members within the stipulated time to speak during the AGM. I now invite the members who have pre-registered to post their questions, if any. I request you all not to repeat the same questions raised by your fellow members. I would make every effort to answer all your queries. But if any query remains unanswered, you may please send in your queries via e-mail to the company secretary and we shall revert appropriately. I will now request moderator to call out the names of the speaker shareholders and would request the speaker and allow their videos.

Moderator: Thank you so much, sir. I now invite Mr. Arun Kumar Bopana to speak. May I request the participants to restrict your questions or comments to three minutes please. You may go ahead.

Arun K Bopana: Good afternoon to everyone, Thanks to Harish and Chorus. The corona is haunting us like a shadow. I am glad Glenmark lead from the front in this pandemic front, staying safe and well amidst the pandemic spell. No matter what you plan, you never know what life has planned for you. That is what corona has taught us. And corona made the world inherited broken. We have to rebuild again. The question, sir, what is the percentage of input from China? You mentioned about injectables you are launching. Are you planning any drug filled injectables as soon as possible? The restrictions hampered the face to face meeting with doctors affecting domestic

market. What is the impact? Did we suffer from extended long term delayed treatment of other disease because of the product non production? See the pharma companies expected to employ about 3 million people and generate around US 11 billion and India is third largest in the world with 20% of global exports. What will be the Glenmark's pie in that? And it is expected that Indian pharma will grow to 80, 90 billion by 2030, is it true? And what are the Glenmark plans for raising affordable and innovative medicines across the world into the hands of those who needed the most? That this crisis is an opportunity to develop a solution to overcome this problem of global magnitude. I am proud of your Fabiflu success and I compliment for all the good things and sympathize for all the bad things happened to Glenmark during this year. And in a lighter moment, sir, the ironies of doctors and pharma companies, William Osler, the Founder of Modern Medicine said, "The duty of physician is to educate the masses, not to take medicine. And it is said young physician starts life with 20 drugs for each disease and the old physician ends life with one drug for 20 diseases." Your comments. Olden days family doctors knew what sort of patient had a disease. then what sort of a disease a patient has been getting the treatment. Now it is different. We should use the past to weather the future. This demo one niche becomes absurd for the next stage. Who wishes one day become victim of next stage? I hope we can catch it now. In conclusion, sir, still there is so much left to deliver, so much history to be made, I wish Glenmark all the best and all the successes. Thank you so much, Harish, particularly to you and Mani, I miss you and Glenn, I miss you too. Thank you very much.

Glenn Saldanha: Thank you.

Moderator: Thank you so much sir. I now invite Ms. Smita Shah to speak. May I request the participants to restrict your questions or comments to three minutes please? Over to you.

Smita Shah: Chairman, Shri Glenn ji and other respected directors, my name is Smita Shah. Glenn ji, how are you, sir?

Glenn Saldanha: I am okay.

Smita Shah: How are you sir? Sir we have to be safe and we should be at home and take care of ourselves. This time we could not meet you face to face but I hope that whatever feeling we have I pray to god that next year we meet you face to face at the AGM. With that I would like to congratulate as you have won so many awards. Sir you have updated Glenmark's business and its CSR activities with well and good performance you have taken the company forward. Sir is the good result of your hard work and hard work of you Board of Directors, and all the small and big employees of the company. Favipiravir treatment which is for COVID-19 patients you have launched and one more tablet you have made for corona patients that is a very good thing that seeing the situation you have given your contribution to the society by giving your services. All those people's blessings will be always with you. And sir I hope that for this treatment you would have gotten good response. I don't have any query, I always trust and full confidence that you work with a lot of hard work and show a good results so I don't have any query I would just like

to ask what are your future plans. And sir through your CSR activity by providing the flood affected people of Kerala and Assam you have distributed health and hygiene kit that is a great thing. You have contributed a lot through your CSR activities that is why you are bearing the fruit of your services. So I congratulate you for that and I wish that your company progresses quadruple day and night and gets all the success in the world. And sir you have given a good dividend to the shareholders, so you have taken care of the shareholders too many thanks for that. In the end I would say that you have made our balance sheet with lots of good information and attractive. Your smiling pictures are looking very nice and very confident that you would achieve a lot of success in the future. For the good balance sheet and giving good services to your shareholders and gave a good response to our query so I thank Mr. Kuber – our company secretary and his team members, Mr. Ronald and Jigar for their hard work. I would like to say all of you that please stay at home, be safe and wish you a great future I thank you all.

Moderator:

Thank you so much. We now invite Ms. Achis Patel to speak please. She is connected with us on audio. May I request the participants to restrict your questions or comments to three minutes please? Over to you, ma'am.

Achis Patel:

Respected Chairman Mr. Glenn Saldanha, Mrs. Saldanha, our CEO Yasir Rawjee. Mr. Brian Tempest, Non-Executive Director, nice to have you on the board sir, Mr. Tempest, our CFO, Mr. Mani and our Company Secretary Mr. Harish Kuber and very helpful, very energetic and very dedicated person in the secretarial, Jigar Marolia who has been extremely helpful in helping me connect this. But I am very sorry, the service put up by NSDL, or the Chorus for updating is very poor. I am not able to see at all visualizing the meeting going on. Only I can hear, it is very sad that were innumerable meetings today; four meetings are there today, which I have already spoken and there is two more in the afternoon at 4 o'clock, it becomes very tedious to hold meeting on the same day. If possible, I request the secretary to check up if there are other meetings on the same day and change the date if it is possible, because in one day, if there are five meetings, it is not possible to go through all the annual reports. For every week, there are 8 to 10 meetings are there. Anyway, the annual report prepared is very informative and very comprehensive one, the financial figures are given very well. I thank Mr. Mani and Mr. Kuber for giving this good report. And once again, Mr. Jigar has done a good job. Sir company has done a very good job in CSR activities. 388 million has been spent, but remaining 133 has been unspent. I am sure it will be carried forward in the next year. But what are the reasons for being unspent that I would like to know? Glenmark is mainly coming out with cancer and diabetes. First, I would like to say that precaution is better than cure. If precautionary medicines are there, much better, because it is better to prevent the disease from approaching rather than once it approaches and then do the medicine and make him healthy. So, precaution is better than cure. So, why not Glenmark enter into this? We have many-many natural products in our country. Even for this COVID we have haldi, tulsi, ginger. Why do you not come up with such products? Ginger, honey, haldi and whatever other ingredients can be mixed up with it. Come up with such products in the market no. If all are into cancer and diabetes and blood pressure and this and that, there is no change. Let us be unique in the medicine, in the production. Let us be different

from the others. We are not cattle to go one after the other. Why we should go out? We should come up with different, different medicines of different types. Iron is very essential for the body. Why not we come up with special iron medicines? Also whenever the Glenmark labels are there, whether it is on the tablet or any medicine, please see that the labels along with the essential contents of the medicine is very well seen on the paper which is attached to it or the sheet where the tablets are there, it should be very-very readable. Many a times it is not readable. The typing is very small or even sometimes we do not even know what is the expiry date, it is so small. Please come up in other spaces which are left or empty and whatever is typing space it is a very small handwriting. Kindly I draw your attention the management team and the board of directors to please pay special attention to this and come out with different types of medicines. Our mother nature is full of medicines. Why not we take advantage of it rather than have chemically produced medicine which is also harmful for the body? If you make a chemical formation of cancer its give adverse reaction to the urinary tract and it has other side effects as well. But if you go for natural products, there are no side effects. Why not we go for it? I request the management to draw the special attention. There are 44 subsidiaries. Do we require 44 subsidiaries? Depreciation level is quite high, our finance cost is quite high, and for foreign exchange amount inflow is less than the outgo. Some attention should be paid to this also. And I do not think it is very essential for us to have 44 subsidiaries. There are no joint ventures I find. If I am wrong, you may correct me. I am missing even the award page in your annual book. I would like to know what is your R&D expense for the year? How many patents have been granted? And how many more is pending? Let me know that also. Your PM CARES Fund for COVID, how much have we contributed for that? I would like to know that. Anyway, I thank very much, Mr. Kuber sir and Mr. Mani sir. You all have done a very good job. Thank you very much. I also thank Jigar once again. I wish the good luck and all the very best. All the employees have been actively participating in the COVID times. Wish you good luck and all the very best. Thank you.

Moderator: Thank you. I now invite Mr. Shailesh Mahadeviya to speak please.

Shailesh Mahadeviya: Respected Chairman, Distinguished Directors and Members of the management team, sir, first, wishes to you and the entire board for the excellent result you have achieved in the year '19-20 and it has been well reported in our annual report, which is exhaustive, transparent and full of integrating. Sir, let me congratulate you for being the pioneer in coming up with the solution to the COVID-19 mountain problem and that was the need of the nation and you have been successful in coming first. Sir, next, I would also like to appreciate that the market capitalization by our company, we are more than two and a half times compared with what we were last year on 27, September. So, our congratulations for all the success. Sir, I also appreciate that 70% of our plants are enjoying ISO 45,001 certification, which is the highest for the safety and security of our members concerned. Sir, I would like to request you that in view of the size of our company, we should prepare and (Inaudible) 41:53 which takes into account not only our financial and physical resources, but also our social resources, our human resources, and therefore we will be able to appreciate all the assets that our company is having and how in

increasing the value addition of the company during the year. Sir, I would also like to appreciate the consciousness with which we are tackling the environmental problem and the Glenmark Pharma is also included in the Dow Jones list of companies. This is a great achievement. Sir, I would also like to appreciate the cooperation and services of our secretarial department and in particular the team of Chorus and this is the fifth to meeting in which we have succeeded more than satisfactorily in all their help. Sir, I wish to put a different question with a view to increase my understanding and appreciation. Sir, the medicine for COVID with which we have come out, what will be the duration for which we can be sure that we will not suffer from COVID problem? Sir, secondly, in which way our efforts for solving the COVID problems differ from a number of other prominent companies who are also trying to work on the same subject? Sir, my next question is regarding the consumer care business, for which we have turnover of Rs.200 crores. Sir, I would like to know that our Ranitidine had to be withdrawn from the United States. Sir, may I know why we have to withdraw and are we likely to introduce it once again? Then my next question is regarding the Glenmark Life Sciences. We are known as API company and there is a result of that, alternatives to Chinese stores are being worked, including by our company. Sir, may I know what success we have received so far in this particular category? And sir, my last question and suggestion is that the data which you have given for research and development (Inaudible) 45:24 in the report of the board of directors. Sir, I would very much appreciate if it is further expanded by giving data for the whole company as such, because our consolidated company is much higher, about 40% more than our standalone company. And sir, my last question is that in the business responsibility report, we have not mentioned the number of employees, on the contrary we have been directed to look at the sustainability report and I found it very difficult to find the number of employees. So, Sir, will you please tell me the number of employees of our organization, the number of women employees in our organization, and the contract employees which we are engaging in our organization. So, with this I take this opportunity to wish our organization's success and prosperity which is our way of life in any case. Thank you very much, sir.

Moderator: Thank you so much, sir. I now invite Mr. Prabhjot Singh Sawhney to speak. May I request the participants to restrict your questions or comments to three minutes please?

Prabhjot S Sawhney: Good Afternoon, Board of Directors. How are you? Sir, I am your shareholder from two decades now, and I have been with you with all the growth path last two decades. I just wanted to know one thing Glenn ji, that our sales have flattened altogether; earlier we were growing at 20%, now we are just growing at around 8%, 9%. Why our growth has slowed? Even in last quarter our sales are just equally to the last year. I just wanted to know that this even at this COVID situation, all the other companies have hit the one year sales growth in one quarter itself. Why our sales have flattened even though when we are selling COVID medicines? I just wanted to know in the API business, with the China being cornered and with lots of unfavorable story, are you benefiting out of this entire story or you are still present on China somewhere importing from API? Are you doing anything to really address that if there is a situation like you are anyway

dependent on China? I am a long-term investor. I do not find anything happening around here. I will be very happy if you could answer my few questions. Thank you very much.

Moderator: Thank you very much, sir. I now invite Mr. Kaushik Saukar to speak please.

Kaushik Saukar: Good afternoon, sir. At the outset, let me introduce myself as Kaushik Saukar from Mumbai. Professionally, I am the Chartered Accountant. I would like to take the opportunity to thank the board of directors for giving me an opportunity to and also patiently hearing. Special thanks to Mr. Harish Kuber and entire secretarial department for making this event possible and also give me an opportunity to speak. Thank you.

Moderator: Thank you so much. I now invite Mr. Rangan Venkataraman to speak please.

Rangan Venkataraman: I am very happy the company has created a CAGR of over 13.4% for the last 30-years assuming that premium you mentioned which came and now should only hope for us. Only the problem is that interest outgo is more than Rs.256 crores. We try to reduce that. The subsidiary is in the Global SA Switzerland, I do not know what is there, so much capital is there but profit is not making. And as the other lady speaker shareholder, she has very quietly told in the medicine where the letters are not visible, I think make something more visible, be transparent. And you cannot expect us to ask so many questions within three minutes, where we really work for the last 365 days. She has asked the question and much better if you clarify that. I would like you to reduce the interest portion, under rework on the finance, something like that, to reduce that, that is the only concern. Otherwise nothing. Thanks.

Moderator: Thank you so much, sir. We now invite Mr. Jaydeep Bakshi to speak please. He is connected on audio.

Jaydeep Bakshi: Good afternoon, chairman and board of directors, myself Jaydeep Bakshi connecting from the City of Kolkata. It is a great opportunity to be able to be present in your video conference because in physical meeting we cannot attend over there in Mumbai. Thanks also to the Secretarial department for giving me an opportunity to express my views. Congrats for the increase in revenue. Sir, how much is our business affected due to this supply chain breakdown? And are we having any shortage of labor problem in our plant? What are the steps taken and any effect due to this ban on Chinese products? So what is our inventory of API for sufficient manufacturing of our products? Are we going up into tie up with any institutes or other companies for coronavirus vaccine? So what is the revenue earned from selling of this corona medicine during this period? Congrats for your R&D development and new products, and also for your CSR activities. Sir, kindly let us know your CAPEX program for your coming two to three years? I hope our products makes a difference in the lives of people, as we are one of the leading pharma companies in India, and hope our company and management and staff will put an extra effort to keep in check as a major player in each segment. Thank you, Chairman. Thank you, sir.

Moderator: Thank you, Mr. Bakshi. That was the last speaker on the line. I would now request Mr. Glenn Saldanha, Chairman and Managing Director to comment on the queries raised by the shareholders. Over to you, sir.

Glenn Saldanha: Sure. Thank you for your questions. I will take some of the questions and then I will request Mr. Mani to chip in. So I think clearly the lockdown had an effect on all industries including the pharma industry. Being an essential services industry, we were able to continue to keep production on. So most of our manufacturing plants, I think we had some shutdowns in the early days and then of course, as you all know, with the spread of COVID, there were some interruptions. But I think all in all, we continue to do pretty well in terms of the manufacturing and we are able to meet the supply, meet the demand. So we are not losing any sales on account of the COVID situation as of now. However, the market demand has obviously slowed down. And I think there was one question about the growth slowing down. I mean, if you look at the CAGR of Glenmark, over the last five years, we have grown about 15% CAGR. However, in the last quarter, I think all pharma companies because of the lockdown, have witnessed a slower growth than what they should have anticipated. In second quarter, things are much better. And of course, for Glenmark, because Fabiflu was launched towards the end of June. So the real impact is, second quarter will be the first quarter where the sales will actually reflect. So we are anticipating a better second quarter on account of Fabiflu. As regards the API business, again, the same thing for API, I mean, we witnessed some slowdown on API because of the lockdowns, however, second quarter will be a good quarter. As you know, because of the China situation, most Indian companies have started backward integrating and making their own intermediates to a large extent. And likewise, in Glenmark, we have done quite a lot of backward integration and we make a lot of our own APIs and intermediates in-house. So the API business is witnessing good growth on account of many companies and countries around the world switching from China, there is source of supply to India. So that will benefit Glenmark Life Sciences and we will continue to see the benefits of that and I think in the years to come, you will see significant benefit out of the China situation from Glenmark Life Sciences. We currently continue to import about 10%, 11% of our APIs from China, which is small and it continues to decline as we go forward. On the inventory side, we continue to maintain, our inventory is in line with the consolidated company wise inventory, so API, we maintain about three to four months of inventory. As regards natural products, see Glenmark as a company, there are different streams of therapy. And you cannot be a one stop shop for everything. In our industry it is a very specialized industry, and it is important to specialize in particular areas. So we have continued to specialize in allopathic medicine, and that is where our primary focus is as a company. We do not do a lot of work in the natural area. Along with allopathy, we have now moved into biologicals through Ichnos. So we work on antibodies and hand allergy. As regards Fabiflu, Fabiflu is a therapeutic drug. It is not the magic bullet for COVID. It is helping COVID in a big way, patients are getting a lot of relief, lots of people are recovering who have taken Fabiflu and it continues to help in COVID. Today, there are many drugs which have demonstrated efficacy in COVID. There are only a handful and out of which Fabiflu is at the forefront. Glenmark you

was the first company to launch it. We have had millions of patients across India with Fabiflu as a treatment for COVID. So, I think it makes us very proud to have saved millions of lives of COVID patients across the country through the treatment of Fabiflu. On the R&D side, our spend last year was in excess of 12% of sales. We were among the highest spenders in the industry on R&D. However, now with Ichnos getting spun out, doing the capital raise, and Glenmark's holding come down in Ichnos, R&D spend this year could come down marginally on a consolidated basis. As regards employees, consolidated employees for GPL, GLS and Ichnos put together, we currently have around 14,000 employees worldwide, of which women are in the range of about 20%... again, 20% is only a guess, we can give you the accurate number going forward. I request Mani to take some of the remaining questions.

V.S. Mani:

So there was a question on why we have 44 subsidiaries. So Glenmark is globally present across many geographies, be it North America or South America or Europe, most of other geographies. So therefore, businesses set up in various subsidiaries. It is a reason why we have so many subsidiaries. There was another question on basically why our interest cost is a little higher. Basically, we borrow at attractive rates. The thing is that it is quite well spent. And what I would like to say is that going forward, as you can see in the first quarter, we have been very frugal in the way we have spent and our EBITDAs have gone up. So, going forward, you obviously see a situation where obviously these interest rates will also come down with some meaningful reduction in the debt as well. And as regards, there was a question on the foreign exchange. So, we are a net foreign exchange in total. So, our NFE is much-much higher. So we export almost well over \$500-\$600 million from India and our imports are much smaller, so that way we are a net foreign exchange earnings for the country. So I think broadly this should cover most of the other pending questions.

Moderator:

Thank you, sir. Thank you for participating in the AGM and sharing your thoughts on the performance of the company. Those members who have still not cast their votes, may do so through the NSDL e-voting facility available on the same portal. The e-voting should close in another 30-minutes.

Ladies and gentlemen, the 42nd Annual General Meeting is now concluded. As informed in the beginning of the meeting, the combined voting results will be displayed on the company's website and communicated to the BSE Limited and the National Stock Exchange of India Limited. I thank you all for being a part with us today. Please continue practicing social distancing and stay safe. Thank you everyone, for connecting.
