



43RD ANNUAL GENERAL MEETING

CHAIRMAN'S SPEECH

Dear Shareholders,

Good afternoon and thank you for joining us today. On behalf of the Board of Directors, I welcome all of you to the 43rd Annual General Meeting of Glenmark Pharmaceuticals Limited.

At Glenmark, we have continued to pursue the high roads of innovation which has helped us progress from a generics company to an integrated, research-led, global pharmaceutical company. We have also consistently achieved several milestones in the journey of moving towards complex generics, specialty and innovative products.

Business Environment:

The challenging business environment has continued into this year, as we find ourselves in year two of the pandemic. Glenmark continued its timely, prompt, sustainable and innovative response to the COVID-19 pandemic, both internally and externally. Our performance demonstrates our strong operational resilience and ability to cater to diverse patient needs in challenging situations. Teams and business functions across the company embraced agility in their own unique ways from the onset of the pandemic.

Our Operations, Manufacturing and Corporate functions worked in unison round the clock ensuring uninterrupted supply of medicines for patients across the world, while also achieving greater milestones and setting new benchmarks of excellence.

Relief measures initiated throughout FY21 reiterate our focus and commitment to help vulnerable sections of the society. Through our Pan-India meal distribution drive, we delivered on our pledge to provide 5 million annual meals. In our endeavor to support frontline healthcare

personnel, we donated PPE kits and other protective supplies across the country. We also conducted a series of technical training programs to equip healthcare workers with the knowledge and tools to sensitize their communities on COVID-19 and its impact.

Performance Overview:

I am pleased to share with you that the cross-functional and agile response of our teams in an unprecedented business environment resulted in stable growth in FY21 despite a challenging external environment.

For the year under review, Glenmark's consolidated revenue increased by 2.8% to reach INR 109 Bn, as against INR 106 Bn over the previous corresponding period. We recorded a net profit of INR 9.7 Bn in FY21, as against INR 7.7 Bn in the previous fiscal - a strong growth of 25%.

We continue to be one of the fastest growing companies in the Indian domestic pharma market, with a growth of 14% versus the average growth rate of 6% for the industry. Our prescription (Rx) business in India continued to drive market share in respiratory, dermatology, oncology, and cardio-metabolics. Today, we rank 2nd in dermatology, 3rd in respiratory medicine, 6th in cardiology, and amongst the top 15 companies in the diabetes and oncology segments in the country.

The Glenmark Consumer Care (GCC) business maintained its lead with our flagship brands Candid, LaShield, and Scalpe. With great pride I say today that Candid powder became the first GCC brand with sales of over INR 1 Bn in FY21.

In FY21, we received approval for 14 ANDAs that comprised 10 final approvals and four tentative approvals. In the US generics sector, Glenmark currently ranks 15th (in terms of volume) and 17th (in terms of total prescriptions). Our products fill about 83 Mn prescriptions each year in the US, and this number is only expected to grow.

In Europe, Glenmark has continued to maintain its strong presence across key markets in Western and Central Eastern Europe. For this financial year, the European region signed 21 major contracts for in-licensing products. Out-licensing deals included an EU deal with Menarini to commercialise Ryaltris™ outside of the UK, Germany, Poland, Czech Republic and co-promotion in Spain.

Rest of the world markets continue to be an emerging growth area. Glenmark ranked 52nd in the Russian market; stood 11th in the dermatology segment; and 3rd in the expectorants segment in Russia. In Q4, we successfully launched Ryaltris™ in Ukraine and Uzbekistan.

We have built strong brands in dermatology and respiratory in key Asian markets with a leading position in dermatology by prescription share. We plan to leverage our global products in respiratory, dermatology and oncology to expand our presence in key Asian markets. We have now expanded in regions such as Australia and Thailand.

We continue to expand our presence in Middle East, Africa and Latin America by leveraging our existing product portfolio and launching new products in these markets.

Leading Through Innovation:

Our investment in R&D is not only focused on bringing affordable generics to market, but to also fuel the development of innovative products that raise the standard of care for diseases with significant unmet needs.

In these unprecedented times, we have achieved the feat of launching two record-breaking products amidst many other successful product launches.

Our oral antiviral, FabiFlu® (favipiravir), is a testament to the deep capabilities that define brand Glenmark. In less than three months after the World Health Organization declared COVID-19 a global pandemic, Glenmark became the first pharmaceutical company in India to receive emergency use authorization for FabiFlu®. I am proud to say that we strived through every challenge to ensure that our therapy reached more than 5 mn patients in India, making the impact real, tangible, and timely. By April 2021, FabiFlu® had become the highest selling drug in the Indian pharma market amongst all therapies. Besides India, Favipiravir is now sold in several countries in Asia, CIS, LATAM, and MEA.

Recently, Glenmark concluded the Post Marketing Surveillance (PMS) study on Favipiravir (FabiFlu®) in 1000+ COVID-19 patients. The study findings reinforce the drug's safety and efficacy in real world settings.

The other significant launch was Ryaltris™, a globally marketed anti-allergy nasal spray. This is the first global launch of a specialty product from Glenmark. Ryaltris™ has made successful inroads into Australia, South Africa, Ukraine and Uzbekistan. We have initiated launch in Russia and received marketing approval for launch in the Philippines. We are entering into partnership agreements for the commercialization of Ryaltris™ in other countries and plan to launch it on our own in some markets.

Glenmark's novel, patent-protected, and globally researched sodium glucose co-transporter-2 (SGLT2) inhibitor, Remogliflozin Etabonate (Remogliflozin), prescribed for the treatment of type 2 diabetes, continues to do well in India. Furthermore, Glenmark has received a positive response to the launch of the Remogliflozin + Vildagliptin fixed dose combination, under the brand names Remo V and Remozen V, for adults with type 2 diabetes in India.

Ichnos Sciences update:

Ichnos Sciences is rapidly advancing its pipeline of novel drug candidates, with a strong focus on biologics in oncology. In FY21, we made a strategic decision to refine the Ichnos pipeline by sharpening our focus on oncology biologics based on BEAT®, our proprietary, bi-/trispecific engineering platform, while out-licensing our immunology assets. Our technology platform is enabling us to develop novel immune cell engagers and modulators in oncology. It will help us realize our mission to provide breakthrough therapies that will extend and improve lives, and write a new chapter in healthcare.

Ichnos' current, multi-specific oncology pipeline consists of five programs, including a clinical-stage, first-in-class T-cell engager, ISB 1342, that targets CD38 and CD3; and a pre-clinical-stage, first-in-class CD38 x CD47 immune cell engager, ISB 1442, which leverages multiple mechanisms of cellular cytotoxicity.

Ichnos is working to out-license two antibodies with potential across a range of autoimmune diseases. ISB 830 (telazorlimab), an OX40 antagonist monoclonal antibody (mAb), is in Phase 2b trials for the treatment of atopic dermatitis. ISB 880 is a preclinical stage, high-affinity IL-1RAP antagonist mAb that is being targeted for IND submission by the end of fiscal year 2021-2022.

Glenmark Life Sciences update:

Our API subsidiary, Glenmark Life Sciences, now a separately listed entity on Indian bourses (NSE & BSE), is expected to show robust growth, with an aim to be the go-to partner for global players who are looking for supply chain solutions in the API channel.

Quality and Compliance:

We have always maintained our firm focus on quality and compliance, so that patients access high-quality medicines from Glenmark at all times. We have 14 world class manufacturing facilities of which 8 are US FDA approved. We are investing in further automation across our manufacturing plants, to drive quality and efficiency. In addition, we are continuously working on building and strengthening the global compliance framework.

Impact beyond business:

Glenmark's environmental, social, and corporate governance (ESG) approach is recognized by globally acclaimed benchmarks such as the Dow Jones Sustainability Index (DJSI). Our commitment in this space is further reflected in our decision to set up an ESG committee of the Board, which I am certain will ensure a strong governance system.

Similar to our aspirations in the business world, we have set ourselves ambitious targets in our ESG journey - water neutrality by 2025, zero-waste-to-landfill by 2027, and carbon neutrality by 2030.

We met 100% of our targets in FY20 and FY21 for plastic waste recycle and I am certain these achievements will continue in the years to come. Our CSR initiatives have bettered over 2 million lives covering areas of child and maternal health, education, sustainable livelihood, and skill development.

I am certain that these achievements will continue in the years to come. Ultimately, it is our vision to drive tangible ESG impact and develop programs that help us emerge as a company with global standards.

Future outlook:

We aim to continue to march ahead as an integrated global pharmaceutical company. This extends across the pharmaceutical value chain from API to finished formulations, harnesses technologies from complex chemistry to biologics, and makes products from affordable generics to value-added specialties, and soon, cutting-edge innovation.

We expect to see robust growth across major geographies and emerging markets. Our focus for FY22 comprises deepening our presence in existing geographies and expanding our product portfolio across markets. Looking ahead, we will continue to maintain our firm focus on quality and compliance.

The commitment and enthusiasm displayed by all our employees has helped us quickly adapt to the altered environment. Our achievements in the year gone by are the result of their unwavering dedication, commitment and belief in the company's vision. I also thank you all, for your patience and guidance thus far, and look forward to your continued support in the years to come.

GLENN SALDANHA

Chairman & Managing Director
Glenmark Pharmaceuticals