



# Delivering a healthier future for all

CORPORATE BROCHURE



# Shaping a healthier world, every day

We are a globally renowned, vertically integrated pharmaceutical player engaged in research and development, manufacturing, and marketing of high-quality chemical and biologic medicines across diverse therapeutic areas. Committed to enabling access and affordability, we are contributing to people's health and well-being around the world.



**Among the largest producers of Active Pharmaceutical Ingredients (APIs) in the world**

**Facilities approved by the top pharma regulatory bodies of the world**

**Catering to 40%\* of existing global demand for Anti-Retroviral (ARV) APIs and Finished Dosage Forms (FDFs) used in HIV/AIDS treatment**

**A trusted partner of choice to multinational pharma giants and global procurement bodies**

\*Either API or FDF. Data on file.

## Numbers tell our story

**27+**

Years of  
experience

**36**

State-of-the-art  
manufacturing facilities

Product portfolio consists of

**300+**

APIs

**200+**

FDFs



**126+**

Countries

**21,000+**

Employees globally

**Asia's largest APIs  
manufacturing  
complex**

(Visakhapatnam, Andhra Pradesh)

# A globally-renowned pharma group

The Hetero Group is headquartered in Hyderabad, India. Our flagship companies, Hetero Drugs Limited and Hetero Labs Limited, enable us to reach the world and meet our diverse business requirements.



**We are ensuring access to various geographies through our marketing arms:**

**Amarox**



Established in 1994, Hetero Healthcare is our marketing and distribution arm that drives our prescription drugs' operations in India.

- 11 specialised marketing divisions
- Leader in India across ARV, oncology, anti-flu and anti-bacterials
- Pan-India reach catering to medical practitioners in 400+ territories



## Purpose that drives us

We come to work each day for one reason:  
To put science to work for delivering affordable  
medicines that will help meet the health needs  
of every person on our planet.



## Values that set us apart

Our core values are the touchstone of  
our internal conduct and guide our  
relationships with customers, partners  
and shareholders.



### Knowledge

We value and respect knowledge as the key enabler in our mission to develop affordable healthcare. We greatly cherish knowledge in our team members, associates, partners and the community at large.



### Quality focus

We are committed to the highest standards of quality in every aspect of our business and work towards raising those standards through continuous improvement.



### Dynamism

We are agile, pro-active and passionate about each and everything that we do.



### Responsibility

We have deep-rooted sense of responsibility towards all our stakeholders – customers, employees, shareholders and each and every associate who partners with us. And we strive towards delivering on those responsibilities.

# Better health outcomes through our vast portfolio of offerings

Brand Hetero is known for delivering many first-time generics across various therapeutics areas globally. A strong R&D backbone supports our expertise across APIs, global generics, biosimilars and custom pharmaceutical services.

## Key therapeutic areas

ARVs

Oncology

Cardiovascular

Hepatitis

Neurology

Biosimilars



### Active Pharmaceutical Ingredients (APIs)

- Leading supplier to generics manufacturers
- 15 exclusive facilities for large-scale production



### Global generics

- A world leader in manufacturing of branded and non-branded generics
- Largest global supplier of ARV drugs
- 21 dedicated facilities to manufacture diverse dosage forms



### Custom Pharmaceutical Services (CPS)

- Significant economies of scale advantages and backward integration capabilities
- Contract manufacturing of APIs, Finished dosages, Cytotoxic APIs and Injectables
- Technology transfer projects



### Biosimilars

- A dedicated biologics arm—Hetero Biopharma—catering to India and emerging markets
- State-of-the-art single-use manufacturing facilities and dedicated R&D wing, designed to meet USFDA and EU standards
- Capabilities across development, manufacturing, quality, clinical development, regulatory domains and commercialisation of biosimilars



### Global access

- Dedicated business vertical managing supply of life-saving medicines to renowned global procurement bodies
- Established leadership in ARVs and Antivirals achieved through in-house R&D development and global licensing agreements

Products  
marketed in

**120+**

Countries

**2,000+**

Product registrations  
with local regulatory  
authorities

**30+**

ARV drugs in portfolio

## Responsive to global health emergencies

We continue to leverage our excellent R&D capabilities to provide swift response to public health challenges worldwide.

### United against COVID-19

- First company to launch the licensed generic version of 'Remdesivir' in the Indian pharma India under the brand name Covifor™ 1
- Only company to market generic Remdesivir in two formulations – liquid solution and lyophilised powder
- Introduced the second product for COVID-19 treatment, Favipiravir, under the brand name Favivir
- More than 1 million patients treated globally



1. Launched under a non-exclusive licence agreement with Gilead Sciences Inc.  
2. Under a licensing deal with Hoffman-La-Roche Limited.

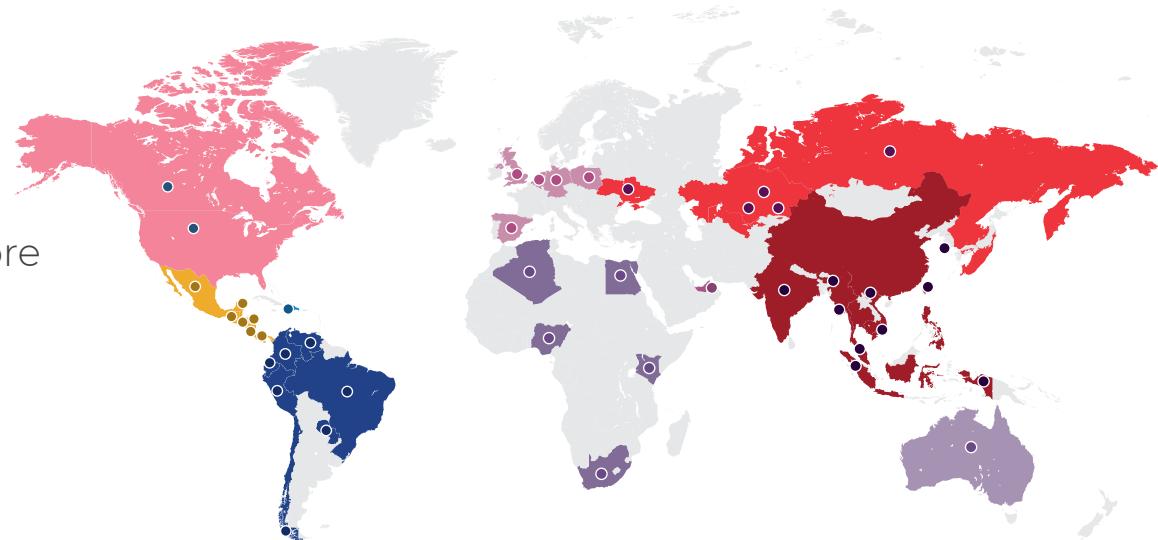
### Swine Flu pandemic in 2009

- Among the first companies to launch the generic Oseltamivir (Tamiflu) under brand name Fluvir™ 2
- Delivered 10 million doses of Oseltamivir to the Indian government and exported ~80 million doses to over 60 countries

**We have collaborated with RDIF as a manufacturing partner for 100 million doses of the Sputnik V vaccine for treating COVID-19. This collaboration is another momentous step toward our commitment to battle the pandemic and enabling swift access to patients.**

# We are present across the world

With an established presence in more than 126 countries, we are enabling access to affordable high-quality medicines around the world.



## Asia

- Cambodia
- China
- India
- Indonesia
- Malaysia
- Myanmar
- Philippines
- Singapore
- South Korea
- Taiwan
- Thailand
- Vietnam

## CIS Countries

- Kazakhstan
- Kyrgyzstan
- Russia
- Ukraine
- Uzbekistan

## Middle East

- UAE
- Saudi Arabia

## Europe

- Germany
- Netherlands
- Poland
- Spain
- UK

## Africa

- Algeria
- Egypt
- Kenya
- Nigeria
- South Africa

## Caribbean

- Dominican Republic

## Australia

- Australia

## North America

- Canada
- USA

## Central America

- Costa Rica
- El Salvador
- Guatemala
- Honduras
- Mexico
- Nicaragua
- Panama

## South America

- Brazil
- Chile
- Colombia
- Ecuador
- Paraguay
- Peru
- Venezuela

● Branch office/  
Subsidiary

○ Manufacturing facility

15

API facilities

21

Formulation  
facilities

3

R&D centres

# Our five pillars of strength

Our brand's strength rests on the five pillars of advanced research and development capabilities, world-class manufacturing facilities, long legacy of trust, partnerships with global healthcare organisations and our most valuable asset – people.



## Research and development

Research excellence for us means continuing to invest in emerging healthcare technologies to offer futuristic solutions, and also responding proactively to global health emergencies. We focus on being the first-to-market and fast-to-market, benefiting our patients, partners and associates. We also emphasise unravelling complex and specialty therapeutics.



## Global partnerships

Our partnerships are aimed at unlocking new possibilities for furthering seamless access and bringing high-quality medicines within affordable reach. We are a preferred partner for global pharmaceutical giants and procurement bodies, on account of our superior backward integration capabilities, expertise, infrastructure, reach and wide product basket. We collaborate with innovators to serve the world with affordable life-saving generics across critical therapeutic areas.



## World-class manufacturing facilities

Our state-of-the-art manufacturing facilities enable us to deliver high quality at scale, accelerating our growth. The facilities are approved by most stringent global regulatory authorities. As a customer-focused business, we make continuous investments in upgradation of facilities with emphasis on deploying advanced machinery and adopting latest technologies.



## Our people

We derive our strength from our family of 21,000+ highly motivated employees. And we owe our success to their drive to deliver and passion to make a difference to the world. At Hetero, we are all a part of one collaborative team, united by our purpose.



## Legacy of trust

Brand Hetero continues to build on its legacy of trust in its capability to deliver, backed by quality of global standards. Our focus on quality helps to drive change throughout the business by incorporating innovation, continuous improvement, knowledge and best practices.

# Making sustainable progress

Hetero's approach to sustainable development caters to the triple bottom line of economic, environmental and social progress. We have made momentous strides over the years in the domains of Environment, Health and Safety (EHS) and Corporate Social Responsibility (CSR) to ensure that our operations have minimal impact on environment while optimising the progress of communities we work with.



## Prioritising EHS

We take pride in our established track record of safeguarding the interests of our environment, people and partners. Our efforts in this direction include:

**Annual sustainability performance reporting as per GRI standards, which allows us to reflect and continually scale-up our efforts each year.**



## Making a positive impact on communities

Social commitment is anchored in our business philosophy. Through our dedicated CSR wing, we are building a better and sustainable way of life for underprivileged communities through a range of outreach initiatives.

### Key focus areas

Education	Healthcare	Eyecare
Infrastructure	Drinking water	Green initiatives



“At Hetero, our vision has been to help improve the quality of life of people across the globe. We will continue to deepen our impact, supported by meaningful R&D, manufacturing excellence and global collaborative partnerships.”

**Dr. B. Partha Saradhi Reddy**  
Chairman  
Hetero Group of Companies

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