

## CEO cum CFO Speech for “AGM 2020”

Good evening everyone.

On behalf of the board and the management team of Vivimed labs ltd., it's my honour and privilege to thank you for joining this 32<sup>nd</sup> “Annual General Meeting” of Vivimed Labs Ltd.,

My name is Ramesh Krishnamurthy CEO & CFO of Vivimed Labs Ltd. Personally to me, it's a great honour to be invited to join this great company at its pivotal phase of growth.

As it is customary at AGM, I would like to share with you my view on a subject which we believe sets a platform for future growth of Pharmaceuticals and Healthcare sector in general - And within it Vivimed Labs Ltd in particular.

Let me start with a summary of our performance in 2019-20.

Fiscal 2019-20 was not satisfying from a performance standpoint as revenue declined by about 19% over the previous year. We reported a net loss of Rs.109 Cr. Detailed commentary of performance challenges faced has been shared in Annual Report.

Business will have its ups and downs and we have to brace for this reality.

Tough situations don't last. But Tough people and companies not only survive, they Thrive. We believe Vivimed is a resilient company which shall get back to profitable growth by playing to its true potential.

Am encouraged by the famous words which re-defined the world during Famous French Revolution ::

**“It was the best of times;  
It was the worst of times...**

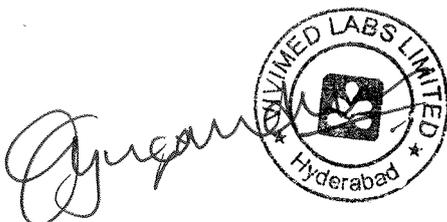
**It was the season of light,**

**It was the season of darkness;**

**It was the spring of hope,**

**It was the winter of despair. “**

- Charles Dickens



Post-COVID business landscape is going to be unarguably very different from what we have ever seen in the history of humanity.

At Vivimed, we put our heads together to Re-Imagine growth in the New World Order.

Global medicines market has been valued at USD 1 trillion approximately and growing at 2-4%. As you might be aware INDIA as a country is the third largest drug maker in the world in Value and in Volumes. However, India ranks 14<sup>th</sup> globally in exports contributing to only 3.5% of global shipments. I clearly see a huge untapped potential for India based pharmaceutical companies to expand their reach as well as upgrade their portfolios in order to increase our share in the global play.

Domestic Pharma market is equally big. India's domestic pharmaceutical market is valued at INR 1.4 Lac Crore (US 20 billion), in addition India exported 20.5 billion in FY 20. Thus, from the current base of USD 40 billion, we foresee annual growth of 11-12% thereby achieving 120-130 billion by FY 2030.

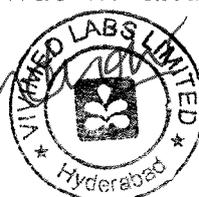
Simply put, India has got potential to triple its Pharma Products output in 10 yrs.

This India growth journey has already started. Some of you might have read news items about very positive outlook for pharmaceutical exports from India. According to very recent reports released by "Pharmaceuticals Export Promotion Council of India" (Pharmexcil) pharma exports from India recorded 15.3% growth in FY 2021 notwithstanding the global pandemic. It's expected to touch USD 25 billion in this fiscal year.

Drug formulations contributes 76% of exports followed by 16% bulk drugs and pharma intermediates. Vaccine exports account for 3% of the total which is expected to grow exponentially in the coming years.

At Vivimed we are excited about this immense potential that lies ahead - clearly something that promises to make our tomorrow better than it ever was.

Vivimed labs Ltd is excited about New Possibilities in both local and global markets. The economic slowdown and the drive to optimise

healthcare costs in the developed world is fast changing most existing business models. And in Stark Contrast - developing nations are emerging as the near-term opportunity heavens.

As a Strategic response, we at Vivimed have sharpened our focus on two fronts viz Broadbase Product portfolio through focussed innovations AND expanding Vivimed's front print in new promising geographies.

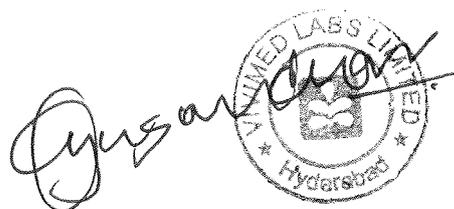
Every growth journey needs to rest firmly on company's Beliefs and Values. Your company Vivimed Labs Limited is built on 5 pillars of values and principles -

- 1. WE FOCUS ON OPPORTUNITIES**
- 2. WE BUILD ON OUR CAPABILITIES**
- 3. WE EMBRACE CHANGE**
- 4. WE STRIVE FOR CONTINUOUS IMPROVEMENT**
- 5. WE ENDEAVOUR TO RISE AND SHINE**

The details of these founding principles are elaborated in Page 12 of the Annual report.

These principles serve as a guiding light in order to navigate through uncertain times and emerge as a stronger company.

Delivering Growth and Winning in Post-COVID world remains our topmost priority. In response to fast pace changes and the opportunities that it presents, we have sharply defined our future focus under the theme of "Reimagine growth".



The image shows a handwritten signature in black ink, which appears to be "Anurag", written over a circular stamp. The stamp contains the text "VIVIMED LABS LIMITED" around the top edge and "Hyderabad" at the bottom. In the center of the stamp is a logo featuring a stylized 'V' and 'L' intertwined, with a star on either side.

## Wimed's 4-Pillar Growth strategy is as follows

### 1. PIVOT VIVIMED'S STRENGTH PASSIONATELY

- Tap into 30+ years of End to End experience & potential
- Build & Deliver Strong pipeline of new formulations
- Expand market reach - Exports & Domestic

### 2. IMPLEMENT BIGGER AND BOLDER STRATEGIC MOVES SPEEDILY

- Shift Finoso from CRO to CDMO
- Aspire for EU GMP certification Unit in 2021
- Branded exports business to grow in 10x in 2-3 years.

### 3. BUILD AGILE & GLOBAL SUPPLY CHAIN CAPABILITIES

- 4 - Lane customer segment with robust KPIs & Performance management (Exports, Contract Manufacturing, Institutional and B2C)
- Enhance Operational excellence for Every customer segment
- Step-change Capacity and Capabilities in Nasal and Ophthalmic liquids. Vivimed to be the Supplier of choice for MNC customer innovations

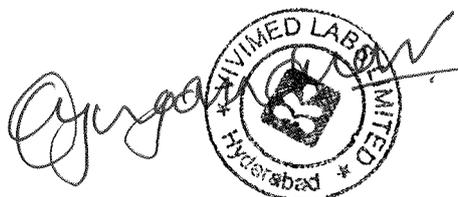
### 4. CROSS THE CHASM - WALK & CHEW GUM at the same time

- White Spaces - Move with focus and speed
- New Capabilities - Build current talent and recruit new talents
- Fuel for growth - Implement strong financial discipline

This 4-pillar Vivimed's Re-Imagining Growth strategy combines the best of Portfolio and Geography choices. This shall be supported by strong R&D and Operational capabilities to translate Strategy into deliverable results.

Every day contains within the countless opportunities, all dictated by the choices you make. Some of those choices may seem inconsequential when you face them.

Because they are little things. But there is a certain adventure in doing it, for the possibility.



Because the truth is, those possibilities are always within your reach. The possibility that if you make minor tweaks you may set the stage for major fulfilment.

Because, sometimes even the smallest shift can build the platform for sustained success.

At Vivimed, we have made an important choice, one that promises to give wings to our growth aspirations.

Thank You

Date : 30-12-2020

Place : Hyderabad

