

Alchemia



Generic fondaparinux
Investor Update
30 May 2014

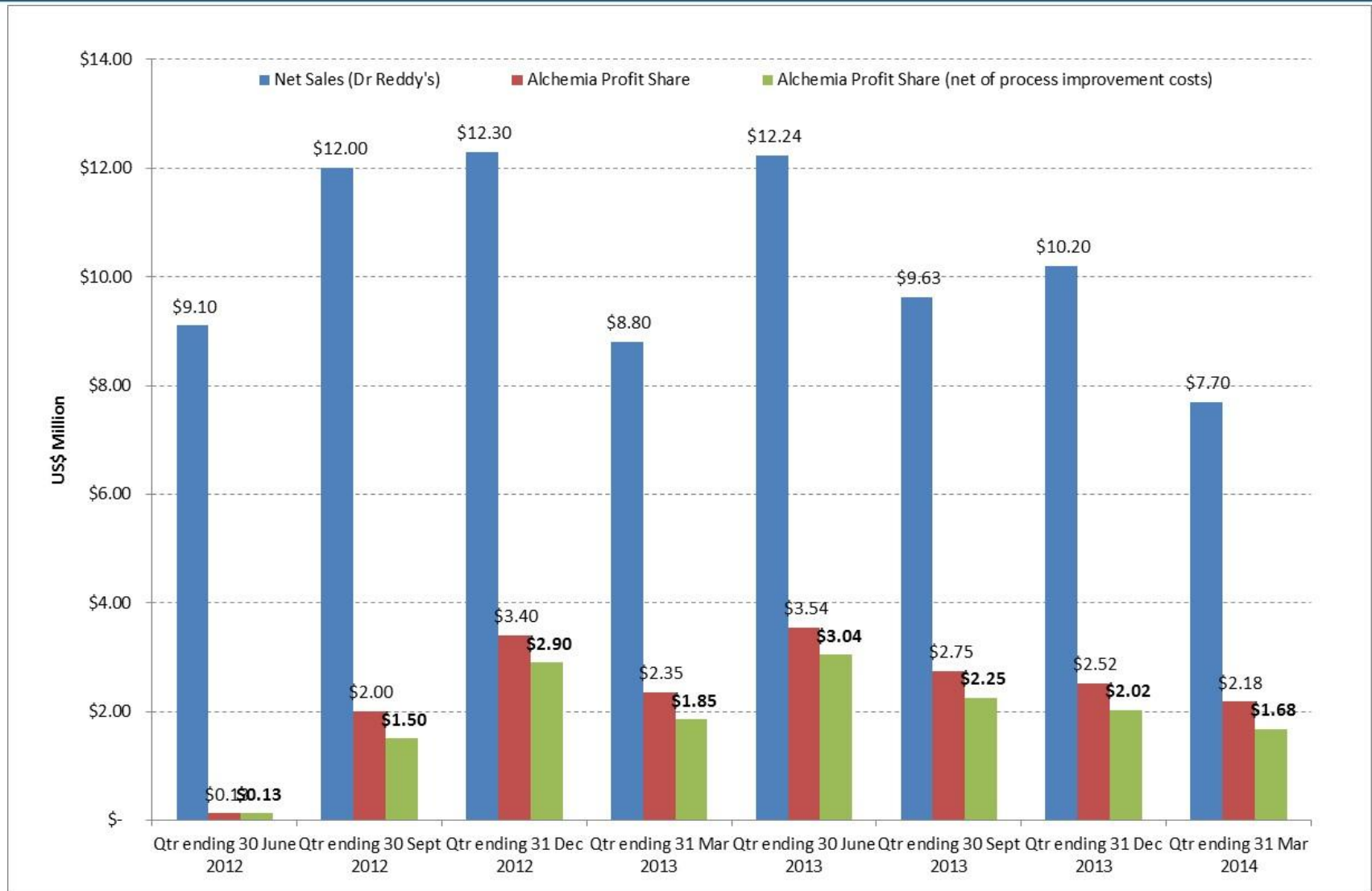
Fondaparinux - 3Q FY 2014 Summary



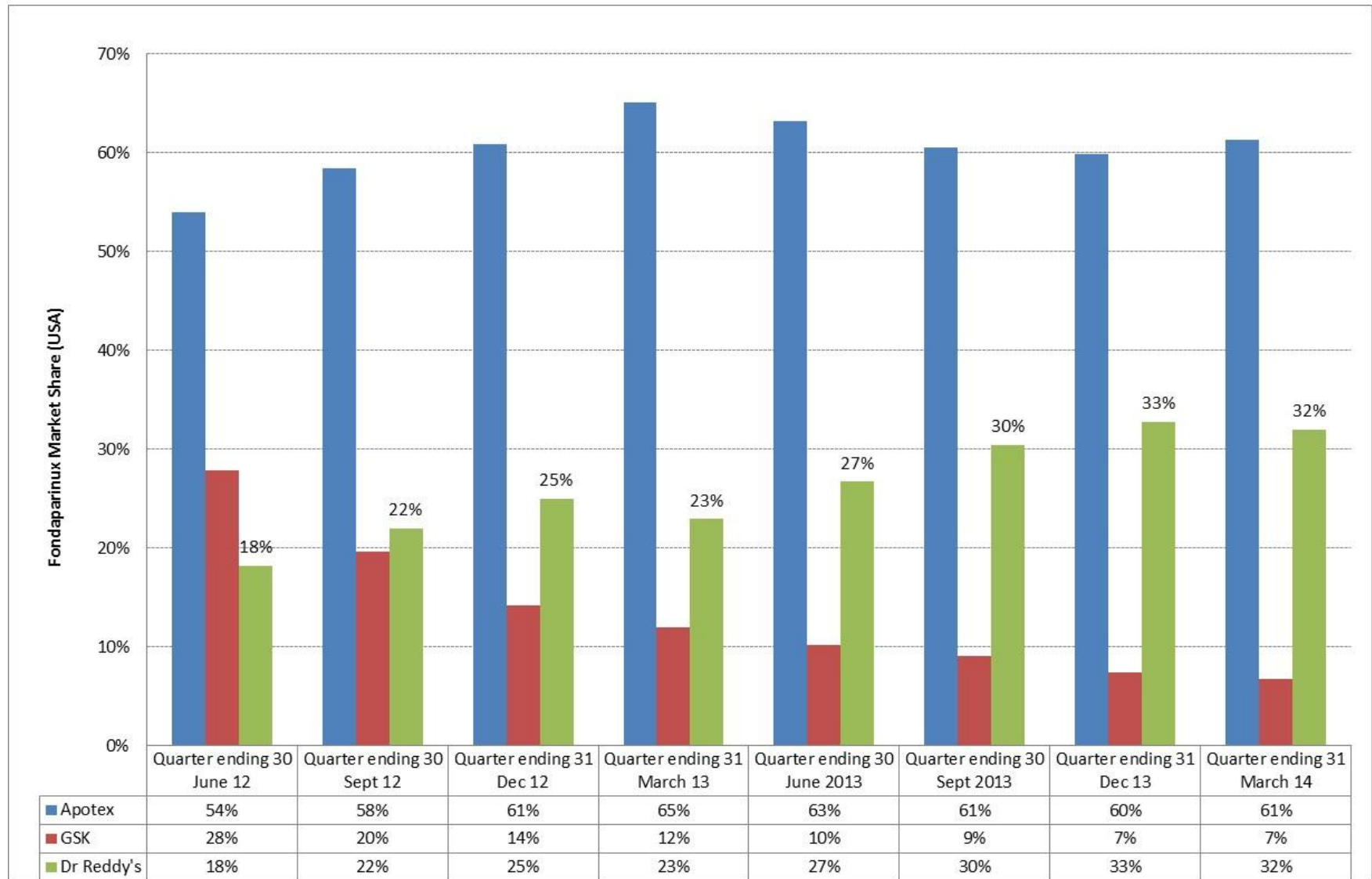
- Dr Reddy's maintained its quarter-on-quarter market share position:
 - 32% of total market for the quarter vs 33% for the previous quarter:
 - 49% of retail sector vs 50% for the previous quarter
 - 19% of non-retail sector vs 18% for the previous quarter
- Alchemia profit share of A\$2.4m (gross) (US\$2.2m)
 - Alchemia to receive A\$1.8m net of process improvement costs
- Quarterly profits were impacted by seasonal buying patterns and the US channel consolidation which temporarily affected purchased volumes for the quarter
- Market continued to experience volume and pricing pressure
- Dr Reddy's finalising arrangements for the launch of fondaparinux in Canada, and has also filed generic applications in two additional emerging markets



Quarterly Performance



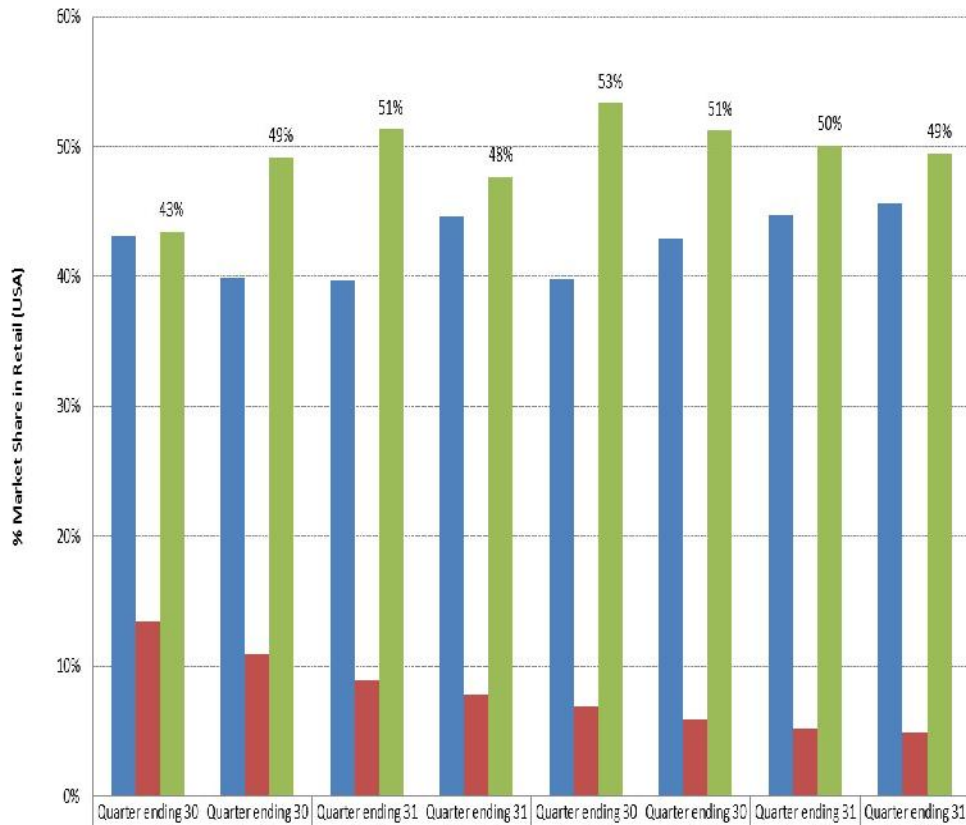
% Market Share by Volume



% Market Share (Volume) by Sector

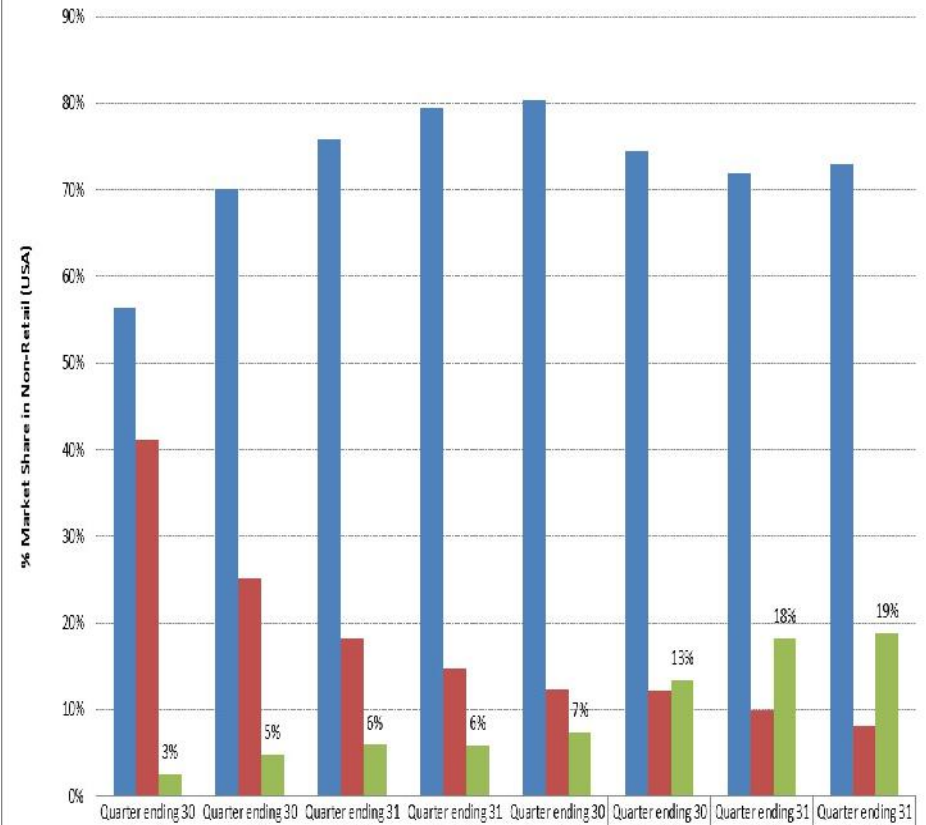


Retail Sales By Volume per Quarter



■ Apotex	43%	40%	40%	45%	40%	43%	45%	46%
■ GSK	13%	11%	9%	8%	7%	6%	5%	5%
■ Dr Reddy's	43%	49%	51%	48%	53%	51%	50%	49%

Non-Retail Sales By Volume per Quarter



■ Apotex	56%	70%	76%	79%	80%	74%	72%	73%
■ GSK	41%	25%	18%	15%	12%	12%	10%	8%
■ Dr Reddy's	3%	5%	6%	6%	7%	13%	18%	19%

Quarterly Sales Volume by Dosage Form *Alchemia*

Sales volume of 2.5mg, 5.0mg, 7.5mg and 10mg dosage forms of fondaparinux

