



MICRO LABS LIMITED

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...Because health is in small details

Health is arguably the most vital facet of life, and at Micro Labs we are passionate about improving health and bettering lives by leveraging science. We are dedicated towards providing safe, effective and affordable pharmaceutical solutions to foster the well-being of one and all.



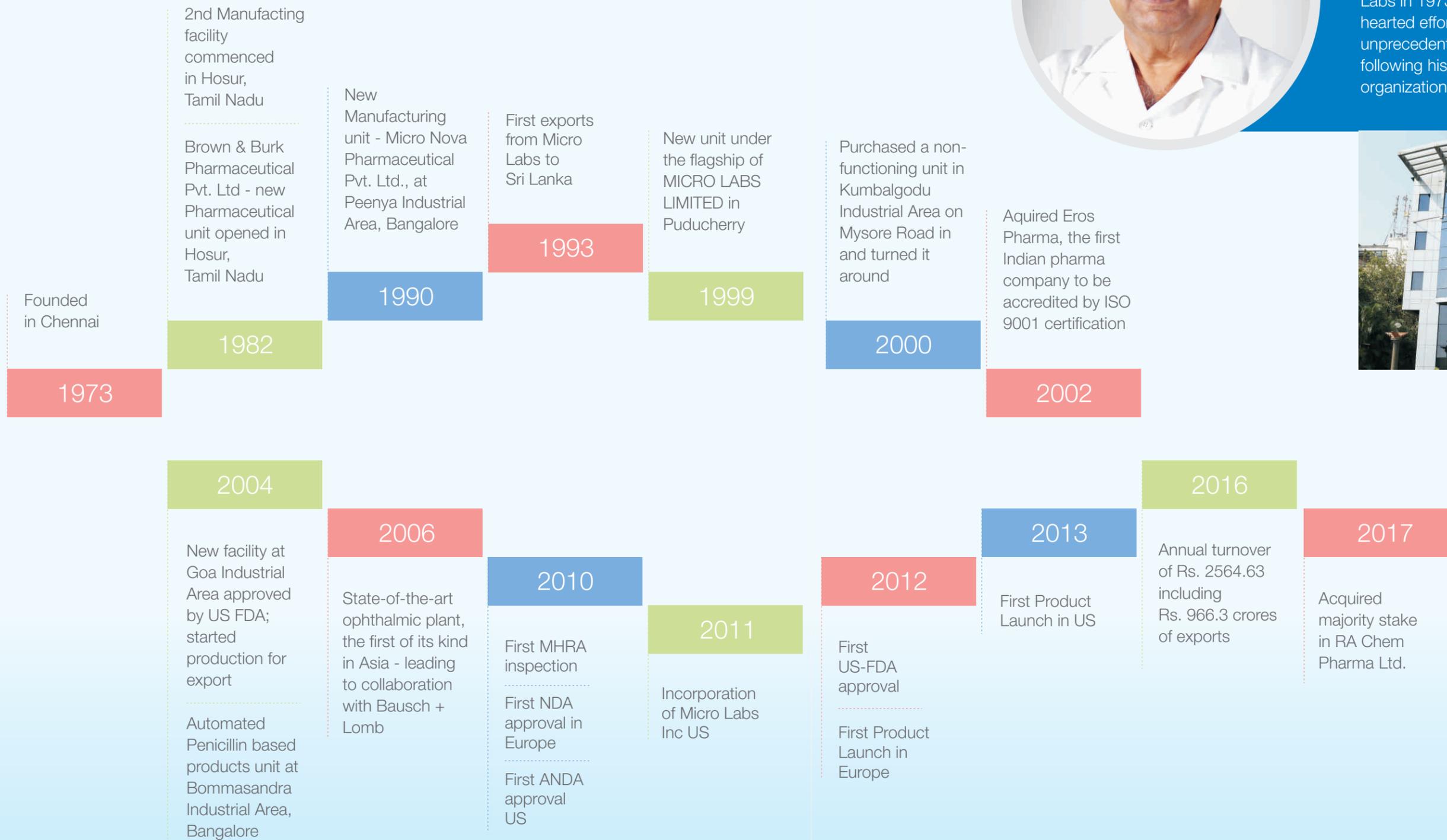
Meet Micro Labs

Micro Labs is at the forefront of pharmaceutical innovation and outreach, taking 40 nations across the globe in its stride since its inception in 1973 in India. As a vertically-integrated pharmaceutical company, Micro Labs has established its eminence in the value chain from Quality, Research and Development, Active Pharmaceutical Ingredients, Finished Formulations to Marketing and Distribution worldwide.

Highlights

- Ranked amongst top 19 Pharmaceutical companies, market share 1.9% (Source: AWACS)
- Ranked 13th in terms of Prescriptions (Source: SMSRC)
- Market leading brands in specialties like Cardiology, Diabetology, Anti-infectives, Ophthalmology, Dermatology, Pain, etc.
- Proud parent of Dolo - award winning and most popular fever management formulation in India
- Strong focus in India, with presence in over 40 countries and 3300 product registrations at various stages
- PAN India sales presence with a large and over 5600 experienced field force
- 13 world class manufacturing facilities approved by USFDA, UK-MHRA, Health
- 3 R&D centres with capabilities of ANDAs, DMFs, NDDS and more than 250 experienced scientists
- Acquired majority stake in RA Chem Pharma Ltd, a fully integrated USFDA approved plant at Hyderabad.

Micro Milestones



Our History

When our inspirational leader **Mr. G. C. Surana** founded Micro Labs in 1973, he put in his whole hearted efforts towards ensuring its unprecedented growth, and following his footsteps, the organization has never looked back.



Our Vision

Vision

Our vision is to be built around a desire to be not just the best, but a leader in the development, manufacture and sales of premium pharmaceutical products. We wish to raise the flag of Micro Labs in India as well as abroad. Micro Labs is dedicated to manufacturing medicine of the highest standard and market it at affordable prices across the globe.

Aspirations

To become an organization answering to the highest standards of professionalism, Micro Labs aspires to deliver value through high quality pharmaceutical products and build strong brands across therapy segments. This can be achieved through our scientifically supported segments and processes, with strong implementation capabilities.

Business Beliefs

Micro Labs is built around certain beliefs and ethics that propelled us to the place where we are today - a frontrunner in the pharmaceutical industry.

Our four pillars of Business Beliefs are:

Quality -

A driving force for the organisation across the value chain

Ethics -

Manage businesses by imbibing best practices of governance and Ethics

Customer Focus -

Seek to understand customer needs and focus on Customer Satisfaction

Respect for People -

Our most important belief: Respect people and their contribution

Leadership



Mr. Dilip Surana
Chairman & Managing Director



Mr. Anand Surana
Director

Beyond Borders

Continuous growth is the only state of being Micro Land has always known.

Micro Labs is on the threshold of achieving the prestigious status of a 'Big Generic Company' in the global pharmaceutical space.

We are building critical mass in existing markets and developing business in new markets like USA, East Europe, North Africa and South America. The group has presence in over 30 countries with ground level operations in 15 countries, exporting all major dosages on every therapeutic segment.

Recommended Worldwide

Micro Labs has obtained approvals from globe-influencing healthcare regulatory bodies such as:

- Medicines and Healthcare products Regulatory Agency (MHRA), UK
- Medicines Control Council (MCC), South Africa
- Health Canada
- World Health Organisation (WHO), Columbia, Indonesia
- TGA, Australia
- Medsafe, New Zealand
- PAHO (USA)

Global Footprint

Our international footprint covers:

- Export of all major dosages in every therapeutic segment
- Offices in 10 countries including USA, UK, Germany, Thailand, Russia, Vietnam & Ukraine
- Manufacturing sites approved by USA FDA, UK MHRA, Indonesia DOH, TGA Australia, MEDSAFE New Zealand, HEALTH Canada and MCC South Africa
- Independent marketing and operations with experienced sales teams
- Focus on ethical promotion (brand - building) - sale of branded Generic drugs
- Strategic marketing alliances with local transnational marketing companies

Apart from manufacturing pharmaceutical products for global markets, Micro Labs is a renowned distributor of medical merchandise in the following countries:



Under Micro's Wings

Micro Labs was established with the sole objective of providing effective healthcare solutions at affordable costs, and thanks to our stringent quality control standards, innovative products and a robust distribution channel – we embody our vision. Today, Micro Labs offers diverse products ranging from oral solids, oral liquids, topicals to injectables across healthcare segments, as well as managed services that include Contract Research And Manufacturing Services and development of Active Pharmaceutical Ingredients.

Divisions & Products

We are ranked 19th on sales (January 2017 AWACS) among the organized sector in the Pharmaceutical Industry. An energetic marketing team and dedicated plants for penicillin and non-penicillin categories have been the catalyst for our impressive rankings.

Micro Labs has 17 divisions catering to specific healthcare segments:

- Micro Main
- Alizaa – Orthopedic, Gastro
- Nova – Pediatric & Gynecology
- Vision – Ophthalmology
- Gratia – Dermatology
- Synapse – Enhancing Mind Care
- Neuropsychiatry
- Cosmoderm – Cosmetology
- Eros – Orthopedic, General Surgery, Pediatric, ENT, Dental and Gynecology
- Diabetes Task Force (DTF) – Diabetology
- Brown & Burk – Neurology, Gynecology, Pediatric, General Surgery, Orthopedic, Dental & ENT
- Carsyon – Cardio Diabetic
- Critical Care – Hospital - acquired Infections
- Cardicare - Cardiology, Dyslipidemias, Hypertension, Metabolic Syndrome & Arrhythmias
- Nutrica
- Generics
- Vet – Veterinary





CRAMS

Micro Labs emerged in the CRAMS (Contract research and manufacturing services) space in 2005. Our venture was built to impact - comprising of people with game-changing skill sets, modern day infrastructure, and all-round capabilities ranging from chemistry, formulation development, clinical research, IP and regulatory understanding. We have several accolades in this space with partners ranging from big pharmaceutical companies to large generic houses. Products range from simple generic products to complex combinations.

Our contract manufacturing services have developed unique NDDS platforms application, of which, the CNS and CVS areas hold tremendous value added to conventional IR molecules. Close to 10% of the company's revenue comes from CRAMS.

API

Micro Lab's API (Active Pharmaceutical Ingredient) Unit produces cutting-edge pharmaceutical products that adhere to global quality standards. APIs involving complex chemistries and innovative non-infringing processes are produced cost-effectively, enabling the organization to have competitive edge in the global market.

This unit facilitates the robust production of APIs in therapeutic areas such as anti-hypertensive, diuretic, anti-malarial, anti-inflammatory and ophthalmology.

The division has developed strong skills in identification of non-infringing routes backed with IPR [Intellectual Property Rights] cell and is supported by a well-equipped analytical department, thereby creating an 'IP capital' for the company.

Highlights

- Focus on Development API's off patent between 2013-19
- Strict Compliance IPR / Non-infringing roots
- Infrastructure includes facility for scale-up & validation
- Handling complex chemistries
- Regulatory complaint development & scale-up
- File EU-DMF / E-COS / US-DMF
- 8 Molecules under development



Robust Infrastructure

The accelerated growth of Micro Labs is powered by its state-of-the-art facilities equipped with world-leading technology and manned by seasoned experts. Our Manufacturing and R&D units have driven us to shine in the global pharmaceutical market – thanks to our stringent adherence to global best quality standards and work processes.

Manufacturing

Micro Labs currently boasts of 13 pristine units that manufacture various pharmaceutical products. The manufacturing units are designed to meet the current global standards of GMP and safety standards for personnel.

Locations of globally certified GMP - compliant manufacturing units:

- 3 sites in Hosur at Tamil Nadu - South India
- 7 sites in and around Bangalore - South India
- 1 site in Pondicherry - South India
- 1 site in Goa - Western India
- 1 site in Sikkim - North East India
- 1 API Company - Hyderabad

International Accreditations:

- 4 sites approved by UK MHRA (MRP with other European Union member states)
- 2 sites approved by Health Canada
- 2 sites approved US FDA and 2 being offered for US FDA Inspection
- 2 sites & 2 are awaiting for approval
- API (Active Pharmaceutical Ingredient) site is designed to meet European Union and US FDA standards





R&D Centres – Key Take Aways

- Development of Generics
- Strict Compliance IPR / Non-infringing roots
- Infrastructure includes facility for scale-up & validation
- Capability includes handling complex chemistries
- Regulatory complaint development & scale-up
- File EU-DMF / E-COS / US-DMF
- 8 Molecules under development

Dosage Forms and Technologies

- Immediate Release Solid Dosage Form (IR)
- Sustained Release tablet Technology (DR)
- Effervescent Technology
- Enteric Coated Technology
- Direct Compression Technology

Post-Production at Micro Labs R&D

- Conceiving and identifying product profile
- Pre formulation studies
- Lab formula development and development for stability & validation
- Scale up for process optimization /validation
- Analytical method development
- Pilot scale manufacturing in cGMP facility (Clinical supplies)
- Stability studies as per ICH guidelines
- Dossier preparation for submission/Technical assistance for contract manufacturing
- Data management (for transfer to customer/ regulatory Affairs)

Research & Development

Micro Labs has a long term commitment to developing Bio – equivalent Generics with the help of world class research and high quality standards. Our research and development team consists of over 200 scientists and developers who are highly qualified and experienced in product and analytical development. Our focus remains on continuing to develop new formulations.

Micro R&D centre is an integrated set up with 3 research centers located in Bangalore & Mumbai. Our analytical facilities range from compound identification to bio-analytical capabilities consisting of cutting-edge equipments. Micro Lab's research team is 300 strong, comprising of Scientists, Pharmacists, Analysts, Chemists and Microbiologists engaged in product & analytical development.





Quality

At Micro Lab, Quality doesn't mean a set protocol but a way of life. We stand true to our commitment to better lives – and ensure that stringent quality checks are applied at every conceivable stage. Our commendable repute is testimony to our adherence to the highest quality standards. Micro Labs has adopted Quality Systems & Based approach for implementation of Good Manufacturing Practices and continual improvement.

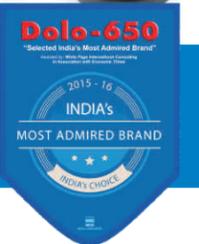
- Intelligent Product Design
- Use only the best, tried & tested resources
- GMP-compliant manufacturing facilities
- US FDA, UK MHRA, ANVISA Brazil, MICC South Africa
- Led and conducted by qualified and trained personnel

Our efforts at producing the best pharmaceutical products have been duly recognized by IDMA (Indian Drug Manufacturing Association) and the company has won 3 awards in 2009, 4 awards in 2010, a clean hat-trick of 3 awards in 2011 and an unprecedented 4 awards in 2012.

Accolades



Time and again, Micro Labs' ingenious ways have been recognized and rewarded. Here is a peek at our growing trophy shelf:



Micro Labs

- Micro Labs awarded - 'Best Concern for Health'- World CSR Day-National CSR Leadership Congress & Awards
- Micro Labs Sikkim manufacturing unit awarded Silver Award at 'India Manufacturing Excellence Awards (IMEA)' 2015 - Frost & Sullivan & The Economic Times

Quality Excellence

- Micro Labs is a regular recipient of IDMA Quality Excellence Awards, with a clean hat-trick of 3 awards in 2009, an unprecedented 4 awards in 2010, 3 awards in 2011, 4 consecutive awards in 2012 and 2 awards in 2013
- Sikkim plant is recipient of IDMA Quality Excellence Award in 2015 and 2016

Brands

- Amlong awarded Brand of the Year 2014 BRONZE Award at AWACS Marketing Excellence Awards
- 'CARIPILL' awarded Silver Award under the 'Acute' Category for 'New Introduction' of the Year 2016 - AWACS Marketing Excellence Awards
- Dolo awarded India's Most Admired Brand 2015 - White Page International
- Dolo awarded Brand of the Year 2014 GOLD award

- Dolo awarded 'Brand of the Year 2013' - Annual Pharmaceutical Leadership Summit 2013
- 'TENEPRIDE' awarded Bronze AWARD under the 'Chronic' Category for 'New Introduction of the Year 2016' - AWACS Marketing Excellence Awards 2016
- Dolo-650 awarded as 'Asia's Most Admired Brands 2016' By URS Media and AsiaOne Magazine
- Dolo 650 awarded 'Asia's Greatest Brands 2016' by AsiaOne Magazine and PwC Limited

Leadership

- Mr. Dilip Surana awarded – 'CEO Of the Year 2016' - World CSR Day-National CSR Leadership Congress & Awards
- Mr. Dilip Surana honoured as Asia's Most Admired Business Leader 2015' by White Page International, 'Most Dynamic Entrepreneur of the Year' - 4th Annual India Leadership Conclave and Indian Affairs Business Leadership Awards 2013
- Mr. Dilip Surana, CMD awarded 'Asia's Most Admired Leaders 2016' by URS Media and AsiaOne Magazine
- Mr. Dilip Surana awarded – 'Asia's Greatest Leaders 2016' by AsiaOne Magazine and PwC Limited.

Giving Back to Society



It is our understanding that through our business we make a worthwhile contribution to the society by introducing new and advanced medicines in the market at affordable prices. Our effort is to establish benevolence and trust in people.



Dilip Surana,
CMD, Micro Labs Limited

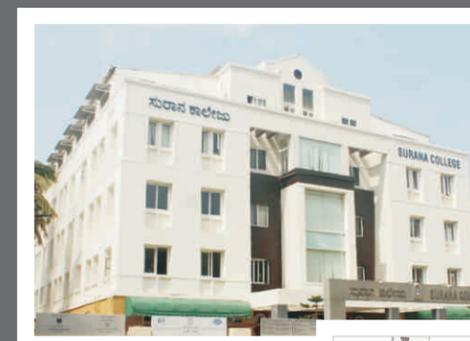
At Micro Labs, we are driven by our passion to make lives better, all around. Our Corporate Social Responsibility Initiatives demonstrate the same zeal that goes into our core-competencies. Some such noted initiatives from Micro Labs are:

Patient Support Welfare Activities

- Sponsored the construction of Diabetics care centre at Vasanthnagar and J.P. Nagar, Bangalore
- Contributions to the Heart Care Foundations at Jain Hospital, Narayana Hrudhayalaya Charitable Trust, Jayadeva Institute of Cardiology, Bangalore to perform heart surgeries on poor and needy patients
- Runs Sri. G. C. Surana eye care project 'Drushti' at Bangalore
- Rehabilitation centre in Bangalore for mentally challenged children
- Patient sponsorship programs for severe ailments like – Cancer, Parkinson, Renal disorders and Mentally challenged children
- Contributions to Dental care and research centre, Bangalore, Kidwai Memorial Institute for cancer care, Manipal Foundation for renal patients and Bhagavan Mahaveer trust for renal patients

Social Welfare Activities

- Active participation in supporting disaster relief fund – Flood rehabilitation in Karnataka
- Sponsored a residential block for Dharmashala at Sri Jain teerth, Ram Deora, Rajasthan
- Contributed to the Sindhi foundation Bangalore for Health related activities
- Contributed to Narayan Seva Sanstha for social welfare
- Formed a trust which runs 2 Jain temples: Susheel Parshwa Dham and Shree Suswani Mathaji Dham in Attibele
- Contributed to Karnataka Marvadi Youth Federation for flood rehabilitation
- Contributed to Rotaries Bangalore Brigade trust Bharatiya Vidya Bhavan
- Contribution towards social welfare for Jain Mahila mandal and Seva mandal
- Formed GDA foundation which runs Surana College and Surana PG centre in Bangalore
- Contributed to Baba Saheb Ambedkar Sahata Manavatha Seva Samithy Trust for providing scholarship to under privileged students
- Contribution to various infrastructure needs of hospitals and nursing homes



Surana College



Shree Suswani Mathaji Dham

Education Forum

- Sponsorship of scholarship funds for under privileged children
- Providing support to education needs (graduation & post graduation) of youth through own college institutions
- Providing foundation training and scholarship to the poor and meritorious students

Other Contributions

- Constructed a new building for a police station in Chamarajapet, Bangalore and contributed to the police welfare funds
- Contributed to the JITO training foundation providing scholarship to the poor and meritorious students



Susheel Parshwa Dham

Talent Pool

At Micro Labs, we recognize our human capital as our most valuable asset. Our people are our core strength.

The Micro group is renowned in the market for high employee retention. Our people are our driving force and we continually aspire to enrich them to be highly motivated, innovative and tech-savvy.

Our team comprises of self-driven and experienced individuals with backgrounds in technology, sales, human resources, healthcare and research.



Partner with Us

To consolidate our business development globally we are on the lookout for strategic alliances, partnerships and joint-ventures in the following areas:

- Product Development
- Marketing Networks
- Contract Manufacturing
- In-Licensing of New Molecules
- Distribution



Distribution network of
9,00,000
pharmacies

Over
4,700
wholesalers

Marketing & Sales force of over
6,000
executives

Looking Ahead

Going by the journey of Micro Labs so far – from its humble beginnings to industry leading current position – the future holds greater promises. We have been relentlessly transforming ourselves to stay ahead of the times and our foray into the world market has brought about many exciting possibilities.

Our future focus is currently on strategic alliances for:

- Out-licensing projects from our development pipeline
- Joint product development / Contract Research with supply of finished products
- Early launch through licensing / Royalty / Profit Share
- Contract manufacturing in regulated markets
- In-licensing products / authorized generics for global sales