



#### **STRIDES AT A GLANCE**

# WITH STRIDES, OUR FOCUS IS TO IDENTIFY AND DEVELOP "DIFFICULT-TO-MAKE" NICHE PRODUCTS AND CREATE DIFFERENTIATED VALUE IN THE GLOBAL GENERICS SPACE



#### **Core Business Fundamentals**





Diversified presence in Regulated and Emerging markets



High End Manufacturing



*Integrated* R&D Base



Defensible IP Led Portfolio



Technology Led Compliance



Global Leadership Strong go to market capabilities in US, UK, Europe, Australia, South Africa Sub-Saharan Africa

Efficient R&D infrastructure to build a wide portfolio with differentiated and limited competition products

Global manufacturing base with eight facilities in India, Milan(Italy), Nairobi (Kenya), Singapore and New York (US)

Significant investments in IT already made in deploying best in class technology across all processes



#### **Unique capabilities**

- Extensive and flexible manufacturing capabilities to handle wide product portfolio
- 16 billion units across multiple dosage formats including tablets, gels, soft gels, hard gels, sachets, liquids, powders, sprays, creams and ointments including capabilities to produce hormones and controlled substances

#### **Regulatory compliance**

- Qualified in all GMP and quality standards with successful internal / external audits and high regulatory performance
- Focus on technology led compliance with paperless technical operations

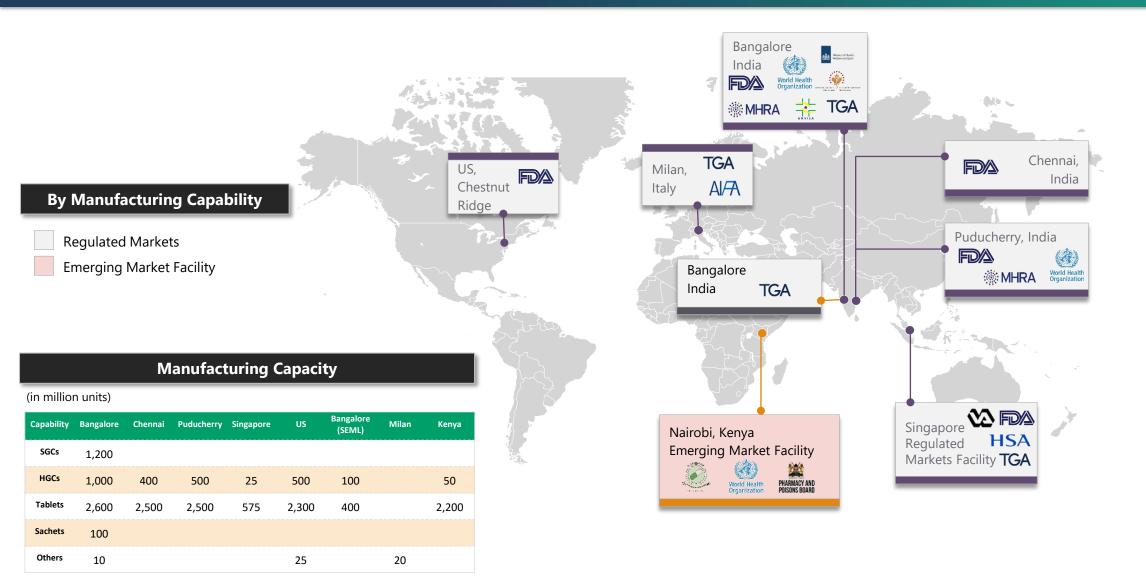
#### **Production versatility**

 Strategically designed facilities to enhance efficiency with variable batch sizes to meet market needs and flexibility to expand without shutdowns

#### **De-risked strategy**

- De-risked manufacturing and design strategy with multiple mirror facilities across geographies ensuring business continuity
- Diversified supplier mix with minimal raw material sourcing risks









Multi-dosage Facility
At Chestnut Ridge,
New York

- Built over an area of ~200,000 sq ft, the site adds new growth capacities of 2bn+ units for the US markets
- Site expands capabilities into niche domains including Hormones, Nasal Sprays, Gels, Modified Release products, Liquids and Controlled Substances that mostly need to be manufactured in USA
- The facility has long history of successful USFDA inspections, site to risk mitigate our manufacturing footprint for the US markets by mirroring capacities at the facility in Bangalore
- Site strengthens ability to service federal contracts with 100+ TAA compliant products in the combined portfolio
- Access to a strong technical talent pool having several years of manufacturing and new product launch experience



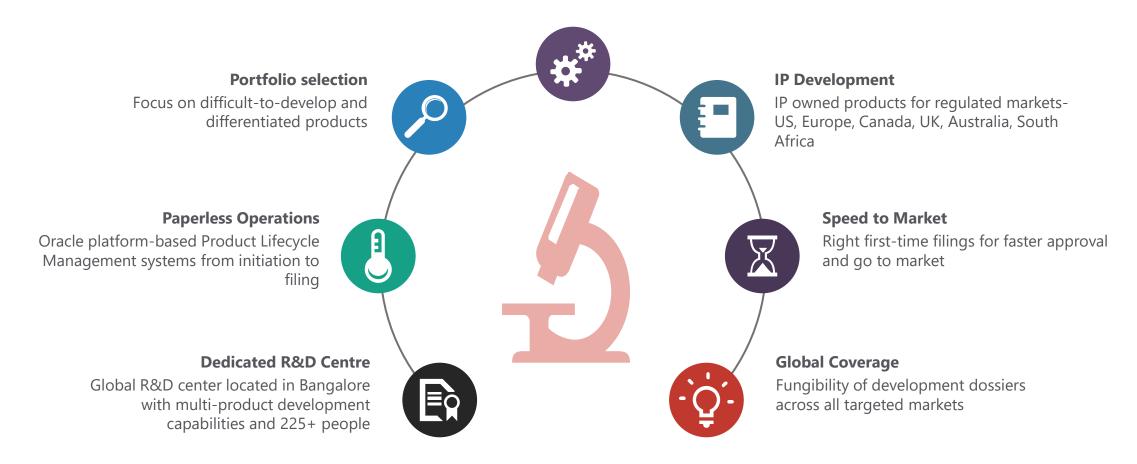




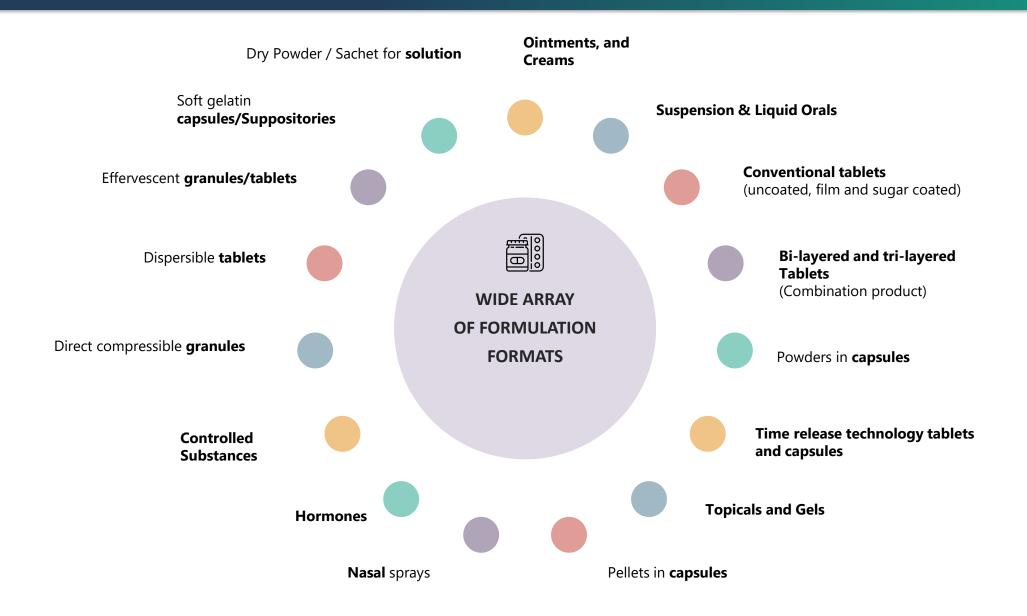


#### **Diversified formats**

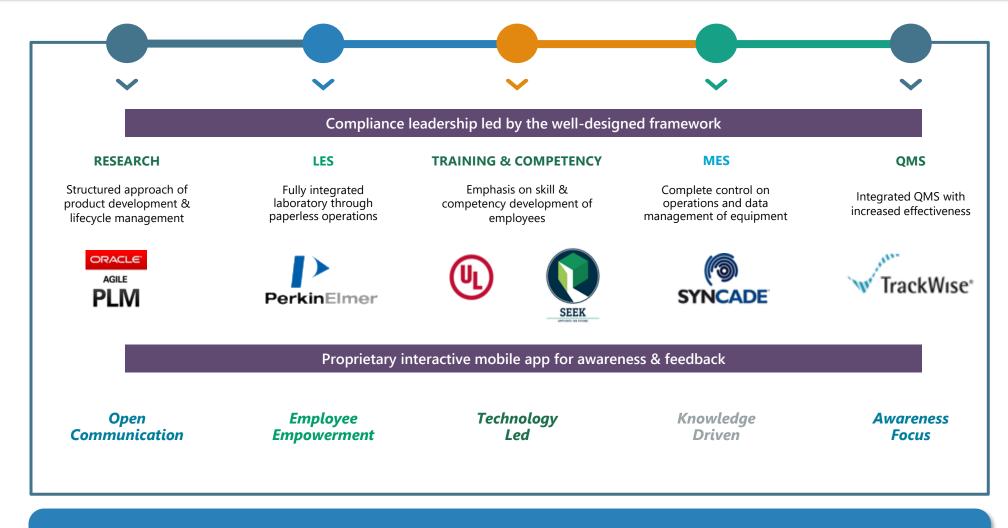
Oral solids, Oral liquids, Topicals - liquids, creams and ointments, Soft gels, Sachets, and modified release dosage formats











- Anytime audit readiness given multiple audits cleared in the past with zero or less complex 483s
- Highly compliant culture led by technology driven quality environment
- Technology led complete control on operations, quality and data management



#### **AUTOMATED PAPERLESS OPERATIONS**

### Best IT Deployment

 Structured approach of product development & lifecycle management embedded with QBD
 Fully integrated and

- Fully integrated and compliant laboratory through paperless operations
- Fully integrated equipment with complete control on operations and data management
- Integrated QMS with increased effectiveness

## Weekly technical oversight

- Weekly review of the technical outcomes
- Review of formulation trials data of multiple prototypes
- Focus on the progress of stability studies and analytical development
- Review of key R&D metrics pertaining to operational excellence

#### Monthly Management Review

- Review with leadership at Sunbeam on alignment of R&D with Strategic outcomes
- Focus on R&D progress versus business priorities
- Project flow/ progress at product level
- Review of products at different stages like prototype, scale up, exhibit batch, filing upto approval



PLM

Product development and Life cycle management



Integrated QMS
Systems



Chromatography

*Software* 

management

system

Stability management





Enterprise resource planning

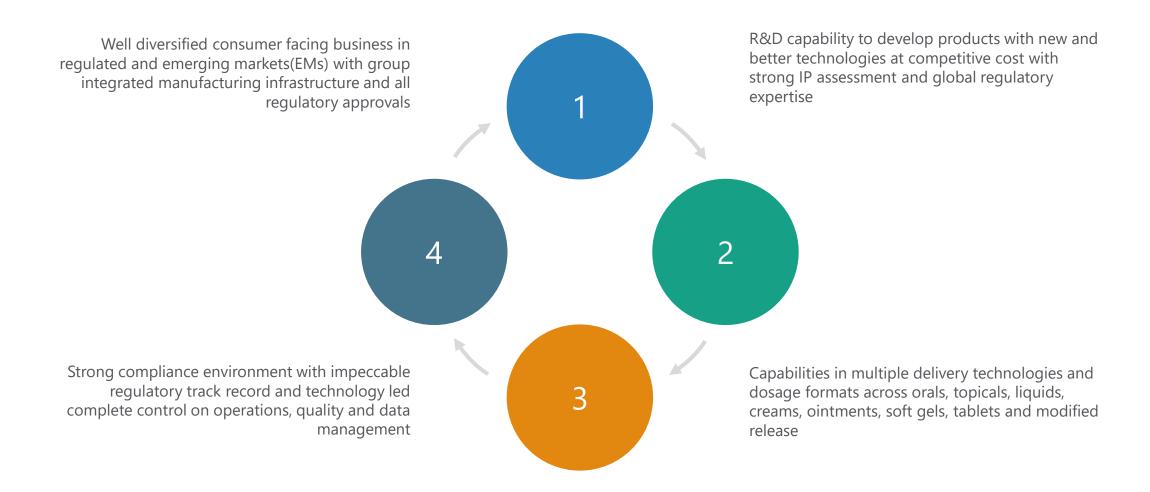




#### **Integration of end-to-end Processes** Instruction led process Lab records in electronic form Laboratory Integration with both upstream & Development records in Product lifecycle downstream applications management (PLM) system Instrument Integration Operational documentation in electronic form No manual Log books or Registers in work place R & D Integrated Product development plan & reporting Manufacturing Development records in PLM system Operational documentation in electronic form No manual Log books or Registers in work place Integrated Product development plan & reporting

Digitization Initiatives		
Compliance	<ul> <li>Step-by-step instructions with controls to prevent skipping of any process steps</li> <li>Ensure usage of calibrated equipment, correct chemicals/reagents/standards/ Line clearance</li> <li>Online review process &amp; traceability</li> </ul>	
Zero Error	<ul> <li>Equipment's / Instruments online data acquisition - eliminate transcription error</li> <li>Online integration with related applications – SAP / UL / Trackwise / GEM MT / LIMS and auto calculations</li> <li>Alerts / escalation / real time QMS events for any excursions</li> </ul>	
Paperless	<ul> <li>Electronic documentation in respective processes – Product work book / Analytical worksheets / EBMR</li> <li>Elimination of logbooks / registers / Equipment print out</li> <li>Elimination of the issue of Raw data sheets / BMR</li> </ul>	







# Thank you