

<b>BSE SENSEX</b>	<b>S&amp;P CNX</b>
28,241	8,741
<b>Bloomberg</b>	<b>DRRD IN</b>
Equity Shares (m)	170.4
M.Cap.(INR b)/(USD b)	535.4 / 8.0
52-Week Range (INR)	3,689/ 2,815
1, 6, 12 Rel. Per (%)	-4/4/-12
Avg Val, INR m	1,204

**CMP: INR3,142 TP: INR3,050 (-3%)**
**Neutral**
**Recovery in site; US FDA resolution is key**

- Operating performance in-line:** DRRD's 3QFY17 net revenue increased ~3% QoQ to INR 37bn (in-line with estimate) whereas EBITDA margins improved from lower base of 16.8% in 2Q FY17 to 23% in 3Q. Reported EBITDA during the quarter improved on the back of enhanced emphasis on operational efficiencies, currency benefits in EM, change in product mix, controlling of SG&A costs across businesses and significant reduction in remediation cost.
- Pricing pressure impact largely built-in; US business to remain muted in 4Q:** US sales for DRRD stood at USD248m in 3Q (v/s ~USD241m in 2Q). Limited meaningful launches in 9M FY17 coupled with pricing pressure in 1H in key products has led to muted growth in US business in YTD FY17. The company sees a risk of deferral of Gleevec launch (was earlier expected in 4Q FY17) due to issues at partner site.
- India delivered muted growth; EM starts to benefit from stable currency :** India business grew at muted pace of ~2.4% YoY due to price control and demonetization impact. EM sales declined ~7% YoY in INR terms (Ex- Venezuela growth of ~7% YoY). Russia (accounts for >50% of EM) declined ~5% YoY in constant currency. The RoW business declined 23% YoY primarily on account of sales decline in Venezuela.
- Key call takeaways:** (1) Remediation process over; Inspection at all three facilities are expected in Feb/ Mar-17. (2) Copaxone 20mg response to US FDA was submitted in Dec-16. (3) DRRD expects 15 ANDA launches in FY18 (including 4-5 meaningful launches. (4) 9 ANDAs were filled in 3Q; DRRD plans to file 25 ANDAs in FY17.
- US FDA remediation key; maintain Neutral:** Although long-term fundamentals remain intact, the stock will remain range bound in the near term due to regulatory concerns. We have valued the company at 21x 1H FY19E PER (in-line with sector average) on the back of robust balance sheet, expectation of US FDA resolution over the next 6 months and rich product pipeline. We maintain **Neutral** with a TP of INR3,050 @ 21x 1H FY19E PER. We have cut our FY18/ 19E EPS estimate by ~10% as we build slower US sales.

**Financials & Valuations (INR b)**

Y/E Mar	2016	2017E	2018E
Sales	154.7	143.6	168.6
EBITDA	39.1	26.6	38.8
Net Profit	22.6	13.3	22.1
Adj. EPS (INR)	132.3	77.7	129.4
EPS Gr. (%)	1.7	-41.3	66.4
BV/Sh. (INR)	752	809	925
RoE (%)	18.8	10.0	14.9
RoCE (%)	13.9	7.4	11.8
Payout (%)	17.6	17.6	17.6

**Valuation**

P/E (x)	23.4	39.8	23.9
P/BV (x)	4.1	3.8	3.3
EV/EBITDA (x)	13.2	19.6	13.3
Div. Yield (%)	0.6	0.4	0.6

**Estimate change**

**TP change**

**Rating change**

**Quarterly Performance - IFRS (INR m)**

Y/E March	FY16				FY17E				FY16	FY17E	Estimates	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	% Var
	<b>Sales</b>	<b>37,578</b>	<b>39,890</b>	<b>39,679</b>	<b>37,562</b>	<b>32,345</b>	<b>35,857</b>	<b>37,065</b>				
YoY Change (%)	6.8	11.2	3.2	-3.0	-13.9	-10.1	-6.6	3.5	4.4	-7.2	-6.1	
Total Expenditure	27,723	28,486	29,646	29,313	28,572	29,834	28,539	30,078	115,620	117,023	29,421	
<b>EBITDA</b>	<b>9,855</b>	<b>11,404</b>	<b>10,033</b>	<b>8,249</b>	<b>3,773</b>	<b>6,023</b>	<b>8,526</b>	<b>8,810</b>	<b>39,088</b>	<b>26,564</b>	<b>7,821</b>	<b>9.0</b>
Margins (%)	26.2	28.6	25.3	22.0	11.7	16.8	23.0	22.7	25.3	18.5	21.0	
Amortization	2,268	2,466	2,577	3,032	2,681	2,914	2,924	2,968	10,343	11,487	2,500	
Other Income	390	160	124	-2,732	615	726	320	275	-1,605	1,926	515	
<b>Profit before Tax</b>	<b>7,977</b>	<b>9,098</b>	<b>7,580</b>	<b>2,484</b>	<b>1,707</b>	<b>3,835</b>	<b>5,922</b>	<b>6,117</b>	<b>27,139</b>	<b>17,002</b>	<b>5,836</b>	<b>1.5</b>
Tax	1,721	1,879	1,788	1,739	444	885	1,221	1,191	7,127	3,741	1,342	
Rate (%)	21.6	20.7	23.6	70.0	26.0	23.1	20.6	19.5	26.3	22.0	23.0	
<b>Reported PAT</b>	<b>6,256</b>	<b>7,219</b>	<b>5,792</b>	<b>745</b>	<b>1,263</b>	<b>2,950</b>	<b>4,701</b>	<b>4,926</b>	<b>20,012</b>	<b>13,261</b>	<b>4,494</b>	
<b>Adjusted PAT</b>	<b>6,256</b>	<b>7,219</b>	<b>5,792</b>	<b>3,762</b>	<b>1,263</b>	<b>3,244</b>	<b>4,701</b>	<b>4,926</b>	<b>20,012</b>	<b>13,261</b>	<b>4,494</b>	<b>4.6</b>
YoY Change (%)	13.7	25.7	0.8	-27.5	-79.8	-55.1	-18.8	31.0	-9.8	-33.7	-22.4	
Margins (%)	16.6	18.1	14.6	10.0	3.9	9.0	12.7	12.7	12.9	9.2	12.1	

E - MOSL Estimates

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**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

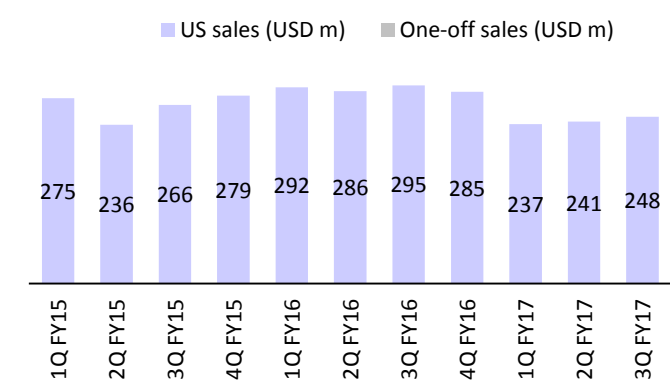
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&amp;P Capital.

**Business highlights**

3Q Revenues declined ~7%YoY to INR37b due to increased competition, price erosion in US market and loss of business in Venezuela. PSAI business grew 6%YoY to INR5.4b and Innovator product segment declined 1%YoY in 3Q.

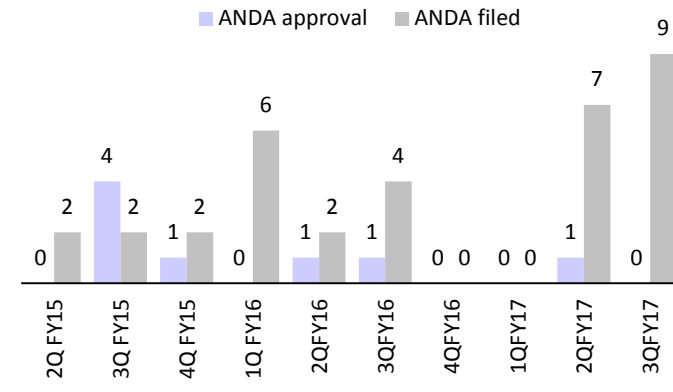
- **North America (44.8% of sales):** In 3Q, on constant currency basis, DRRD declined to USD248m (~USD241m in 2Q) due to increased competition, price erosion and delay in launches. New competitor's entry in in some of key molecules in 3Q should put additional pressure in coming quarters.

**Exhibit 1: Resilient US biz fell 16%YoY (in dollar terms)**



Source: Company, MOSL

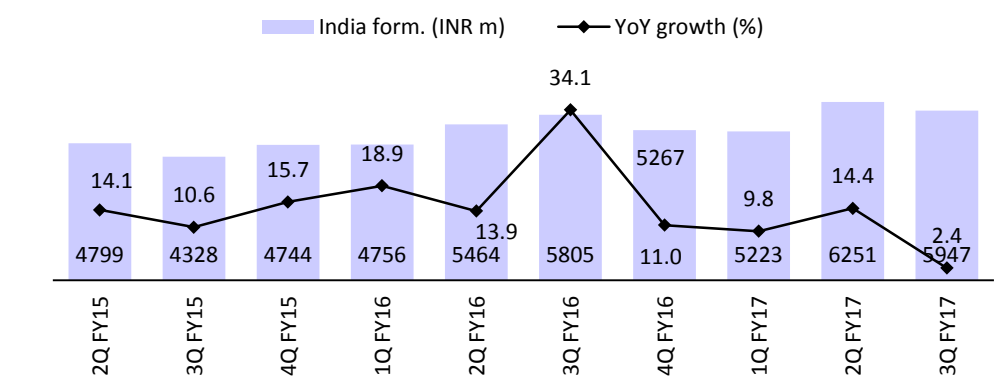
**Exhibit 2: ANDA filings - quarterly trend**



Source: Company, MOSL

- **India (16% of sales):** Revenue from India was Rs5.9b with growth YoY2%. India business delivered weakest QoQ growth in the last 8 quarters on account of NPPA pricing notifications and WPI based annual price decline. The company has successfully integrated UCB brands.

**Exhibit 3: India formulation sales ...**



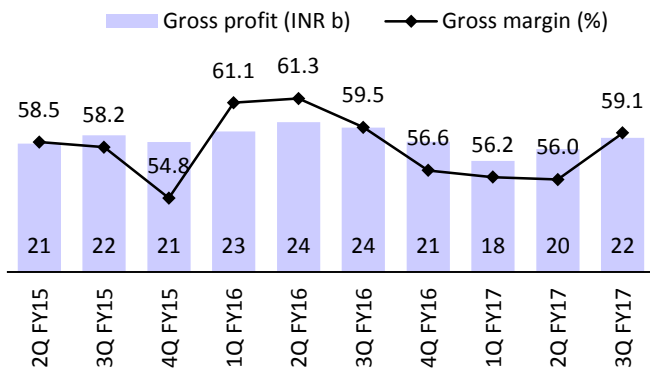
Source: Company, MOSL

- **RoW sales including Russia/CIS (11% of sales):** Revenue in Russia were at INR3.1bYoY (decline of 2% YoY in INR terms). Moderate growth witnessed on account of depreciation of Ruble. In constant currency revenues declined by 5%YoY. Decline in RoW sales is also contributed by Venezuela.

- **Europe (6% of sales):** DRRD registered 11%YoY growth in Europe sales at INR2.1b. The company is expected to launch more products in coming quarters.

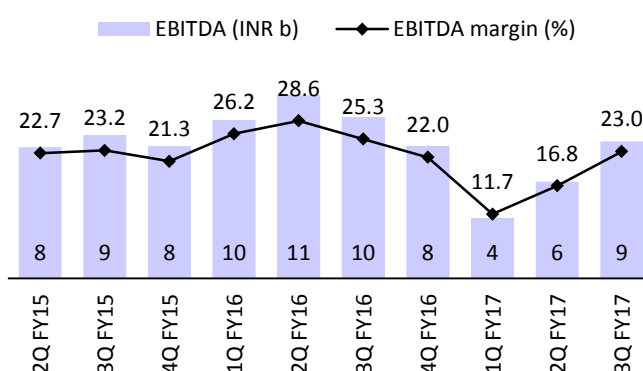
- **Margins growth due to operational efficiencies:** 3Q EBITDA margins at 23% were 2% above our expectations (21%) due to increased operational efficiencies and controlled SG&A costs.

**Exhibit 4: Gross Margin (%) declined YoY due to price erosion in US**



Source: Company, MOSL

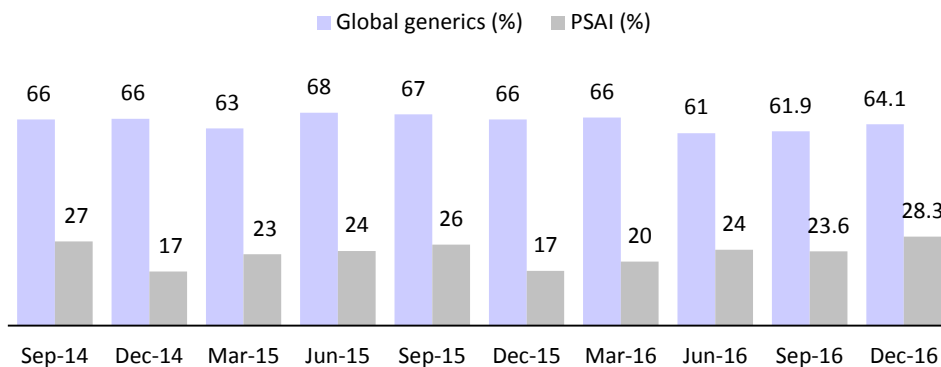
**Exhibit 5: EBITDA Margin (%) improved due to operational efficiencies**



Source: Company, MOSL

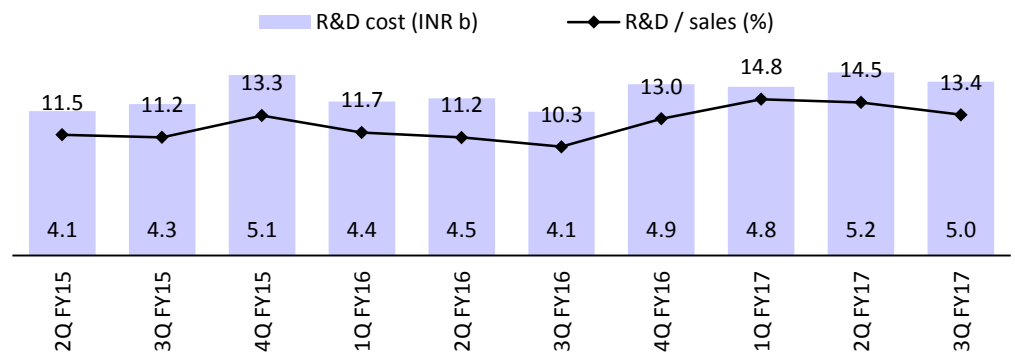
- **Improved gross margins:** Overall gross margins at 59.1% (declined ~40bps YoY) were driven by price erosion in US and loss of business in Venezuela. Gross margins for Global generics and PSAI segment stood at 64.1% and 28.3%, respectively in 3QFY17.

**Exhibit 6: Gross margin quarterly trend (Segment wise)**



Source: Company, MOSL

- **R&D spends has remained at higher levels:** R&D expense was at 13.4% of sales at INR 5b v/s 14.5% of sales in 2QFY17. R&D expense is expected to remain at higher level due to strong product pipeline of complex generics, Biosimilars and differentiated products.

**Exhibit 7: R&D spend remained more or less static**

Source: Company, MOSL

- **Derivative hedges** stand at stand at USD135m at INR67.6-70.4/USD, while balance sheet hedges are at USD251m. Cash flow hedges in other currencies stood at – RUB300m at INR1.08/RUB and EURO1.5m at 75-82.05/EUR (maturing over next 3 months).

## Operating metrics

Exhibit 8: Key operating metrics

	FY14		FY15				FY16				FY17		3Q
	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	
<b>Revenue Mix (%)</b>													
US	45.9	43.0	46.8	39.8	42.8	44.3	49.3	46.5	48.9	50.4	48.0	45.0	44.8
India	11.1	11.8	11.4	13.4	11.3	12.3	12.7	13.7	14.6	14.0	16.1	17.4	16.0
Europe	5.3	5.1	4.1	4.0	4.4	6.0	5.1	5.3	4.9	4.7	5.0	5.0	5.8
Russia	15.0	13.0	13.8	13.4	12.4	8.5	8.2	9.8	9.2	6.1	9.2	9.9	11.1
Others	5.9	5.6	6.3	9.9	10.6	9.0	7.2	6.8	7.0	6.7	4.0	3.6	5.0
PSAI	14.3	19.1	15.7	17.8	15.9	19.2	14.9	14.8	12.8	15.3	14.5	16.1	14.6
Innovative products	2.5	2.4	1.8	1.7	2.6	0.8	2.7	3.0	2.6	2.7	3.1	3.0	2.8
<b>Revenue Gr. (%)</b>	<b>23.3</b>	<b>4.2</b>	<b>23.6</b>	<b>6.9</b>	<b>8.8</b>	<b>11.2</b>	<b>6.8</b>	<b>11.2</b>	<b>3.2</b>	<b>-3.0</b>	<b>-13.9</b>	<b>-10.1</b>	<b>-6.6</b>
US	75.5	31.1	51.5	7.9	1.5	14.6	12.4	29.9	18.0	10.5	-16.2	-13.1	-14.5
India	5.2	17.8	14.5	14.1	10.6	15.7	18.9	13.9	34.1	11.0	9.8	14.4	2.4
Europe	-3.6	-3.1	-7.2	-18.6	-8.6	32.0	31.0	48.1	13.8	-24.9	-15.5	-16.4	10.9
Russia	20.9	0.0	8.3	-13.0	-10.0	-27.2	-36.7	-18.4	-23.8	-30.7	-3.3	-9.8	-2.0
Others	35.1	48.3	50.0	94.8	94.0	76.8	21.9	-23.8	-32.1	-27.3	-51.9	-51.9	-23.0
PSAI	-29.0	-34.7	-5.6	-0.2	20.7	11.7	1.4	-7.4	-16.9	-22.3	-16.4	-2.3	6.3
Innovative products	26.4	28.5	-6.6	-1.0	11.8	-65.2	58.2	94.8	5.6	245.3	1.2	-10.5	-1.2
<b>Cost on sales (%)</b>	<b>71.0</b>	<b>78.2</b>	<b>76.8</b>	<b>77.3</b>	<b>76.8</b>	<b>78.7</b>	<b>73.8</b>	<b>71.4</b>	<b>74.7</b>	<b>78.0</b>	<b>88.3</b>	<b>83.2</b>	<b>77.0</b>
Raw material	39.5	42.8	40.7	41.5	41.8	45.2	38.9	38.7	40.5	43.4	43.8	44.0	40.9
SG&A	23.1	24.0	25.0	24.3	23.7	20.3	23.2	21.5	23.8	21.7	29.7	24.7	22.7
R&D cost	8.4	11.4	11.0	11.5	11.2	13.3	11.7	11.2	10.3	13.0	14.8	14.5	13.4
Tax Rate	29.0	20.6	21.5	17.2	30.7	12.5	21.6	20.7	23.6	70.0	26.0	23.1	20.6
<b>Margins (%)</b>													
Gross Margins	60.5	57.2	59.3	58.5	58.2	54.8	61.1	61.3	59.5	56.6	56.2	56.0	59.1
EBITDA Margins	29.0	21.8	23.2	22.7	23.2	21.3	26.2	28.6	25.3	22.0	11.7	16.8	23.0
EBIT Margins	24.0	16.2	17.9	17.3	17.9	15.5	20.2	22.4	18.8	13.9	3.4	8.7	15.1
PAT margins	16.1	13.9	15.6	16.0	16.3	13.7	16.6	18.1	14.6	10.0	3.9	9.0	12.7

Source: Company; MOSL

## Valuation and view

We value DRRD at 18x FY18E EPS, at 10% discount to sector average (one-year forward P/E) and at 20-25% discount to large peers due to:

- With weak earnings growth of 10% CAGR (>20% for larger peers)
- Weak return ratios (RoE at 15-16%)
- Low visibility on launches due to recent warning letters to three plants.

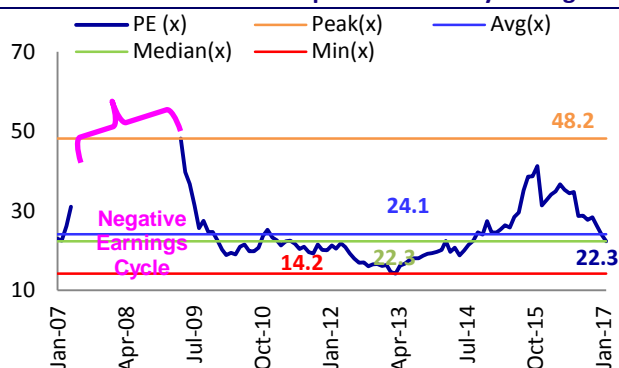
### Key catalysts to drive stock's performance over the medium term are:

- Stabilisation of emerging market economies/currency, mainly Russia/CIS (12% of sales).
- Clearance of warning letters for three facilities
- Launch of key products like gCopaxone, gGleevec, etc

### Key risks to our investment thesis

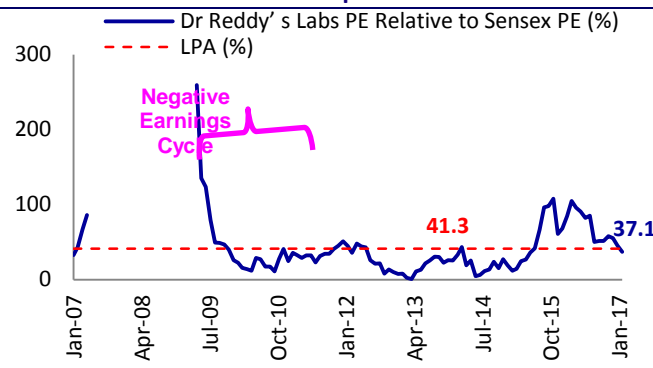
- Regulatory delays affecting key US launches,
- Adverse outcome of pending FDA issues (API facility)
- Further depreciation of Russian currency. Every 10% depreciation of Rouble hereon (vs USD) leads to 2% downgrade in EPS estimate (annualized).

Exhibit 9: DRRD trades at 22% premium to 10 year avg. PE



Source: Company, MOSL

Exhibit 10: DRRD trades at 37% premium to Sensex PE



Source: Company, MOSL

## Financials and Valuations

Income Statement							(INR Million)
Y/E March	2014	2015	2016	2017E	2018E	2019E	
<b>Net Sales</b>	<b>132,171</b>	<b>148,189</b>	<b>154,708</b>	<b>143,587</b>	<b>168,560</b>	<b>196,287</b>	
Change (%)	13.7	12.1	4.4	-7.2	17.4	16.4	
Other Income	1,753	2,871	1,103	2,260	2,480	2,260	
<b>EBITDA</b>	<b>31,699</b>	<b>33,472</b>	<b>39,088</b>	<b>26,564</b>	<b>38,769</b>	<b>47,698</b>	
Change (%)	28.0	5.6	16.8	-32.0	45.9	23.0	
Margin (%)	24.0	22.6	25.3	18.5	23.0	24.3	
Depreciation & Amort.	7,085	8,103	10,343	11,487	12,642	13,740	
<b>EBIT</b>	<b>24,614</b>	<b>25,369</b>	<b>28,745</b>	<b>15,077</b>	<b>26,127</b>	<b>33,958</b>	
Int. and Finance Charges	0	0	0	0	0	0	
Net Interest Exp	79	77	334	334	309	259	
Forex (Gains)/Losses	-329	0	2,374	0	0	0	
<b>PBT &amp; EO Expense</b>	<b>26,616</b>	<b>28,163</b>	<b>27,140</b>	<b>17,003</b>	<b>28,298</b>	<b>35,959</b>	
Change (%)	22.8	5.8	-3.6	-37.4	66.4	27.1	
<b>PBT after EO Expense</b>	<b>26,616</b>	<b>28,163</b>	<b>27,140</b>	<b>17,003</b>	<b>28,298</b>	<b>35,959</b>	
Tax	5,093	5,984	7,127	3,741	6,226	8,630	
Tax Rate (%)	19.1	21.2	26.3	22.0	22.0	24.0	
<b>Reported PAT</b>	<b>21,524</b>	<b>22,179</b>	<b>20,013</b>	<b>13,262</b>	<b>22,072</b>	<b>27,329</b>	
<b>Adjusted Net Profit</b>	<b>21,188</b>	<b>22,179</b>	<b>22,577</b>	<b>13,262</b>	<b>22,072</b>	<b>27,329</b>	
Change (%)	54.9	4.7	1.8	-41.3	66.4	23.8	
Margin (%)	16.0	15.0	14.6	9.2	13.1	13.9	

Balance Sheet							(INR Million)
Y/E March	2014	2015	2016	2017E	2018E	2019E	
Equity Share Capital	851	852	853	853	853	853	
Reserves	89,950	110,450	127,483	137,233	156,977	180,432	
<b>Net Worth</b>	<b>90,801</b>	<b>111,302</b>	<b>128,336</b>	<b>138,086</b>	<b>157,830</b>	<b>181,285</b>	
Loans	44,742	43,126	33,513	33,403	28,403	23,403	
Deferred Liabilities/Tax	-3,310	-4,013	-4,230	-4,230	-4,230	-4,230	
<b>Capital Employed</b>	<b>132,233</b>	<b>150,414</b>	<b>157,619</b>	<b>167,259</b>	<b>182,003</b>	<b>200,458</b>	
Gross Block	63,444	72,011	83,198	94,257	105,317	116,376	
Less: Accum. Deprn.	25,695	30,040	35,356	41,246	47,653	54,525	
<b>Net Fixed Assets</b>	<b>44,424</b>	<b>48,090</b>	<b>53,961</b>	<b>59,130</b>	<b>63,783</b>	<b>67,970</b>	
Investments	26,384	38,871	39,394	32,409	32,409	32,409	
Goodwill/Intangibles	14,697	16,430	24,644	24,644	24,645	24,645	
<b>Curr. Assets</b>	<b>78,664</b>	<b>85,580</b>	<b>84,654</b>	<b>84,664</b>	<b>99,329</b>	<b>118,685</b>	
Inventory	23,992	25,529	25,578	28,710	32,920	37,605	
Account Receivables	33,037	40,755	41,306	35,362	41,513	48,341	
Cash and Bank Balance	8,451	5,394	4,921	6,233	6,355	11,148	
Others	13,184	13,901	12,849	14,359	18,542	21,592	
<b>Curr. Liability &amp; Prov.</b>	<b>31,936</b>	<b>38,556</b>	<b>45,034</b>	<b>33,590</b>	<b>38,163</b>	<b>43,252</b>	
Account Payables	10,503	10,660	12,300	11,797	13,527	15,452	
Other Current Liabilities	21,433	27,896	32,734	21,793	24,637	27,800	
<b>Net Current Assets</b>	<b>46,728</b>	<b>47,024</b>	<b>39,620</b>	<b>51,074</b>	<b>61,166</b>	<b>75,433</b>	
<b>Appl. of Funds</b>	<b>132,233</b>	<b>150,415</b>	<b>157,618</b>	<b>167,257</b>	<b>182,002</b>	<b>200,457</b>	

\* IFRS reporting from FY09 onwards. Financials prior to FY09 are as per US GAAP

## Financials and Valuations

### Ratios

Y/E March	2014	2015	2016	2017E	2018E	2019E
<b>Basic (INR)</b>						
<b>EPS</b>	<b>124.6</b>	<b>130.2</b>	<b>132.3</b>	<b>77.7</b>	<b>129.4</b>	<b>160.2</b>
Cash EPS	166.2	177.7	193.0	145.1	203.5	240.7
BV/Share	533.8	653.2	752.3	809.4	925.1	1,062.6
DPS	18.0	20.0	17.6	11.7	19.4	24.0
Payout (%)	16.6	17.9	17.6	17.6	17.6	17.6
<b>Valuation (x)</b>						
P/E	25.2	24.1	23.7	39.8	23.9	19.3
PEG (x)	0.5	5.2	13	NA	0.4	0.8
P/BV	5.9	4.8	4.2	3.8	3.3	2.9
EV/Sales	4.1	3.6	3.4	3.6	3.1	2.6
EV/EBITDA	17.2	16.0	13.4	19.6	13.3	10.6
Dividend Yield (%)	0.6	0.6	0.6	0.4	0.6	0.8
<b>Return Ratios (%)</b>						
ROIC	23.5	20.9	20.5	10.2	15.7	17.9
RoE	25.9	21.9	18.8	10.0	14.9	16.1
RoCE	16.6	14.2	13.9	7.4	11.8	13.6
<b>Working Capital Ratios</b>						
Fixed Asset Turnover (x)	2.3	2.2	2.0	1.6	1.7	1.8
Debtor (Days)	91	100	97	90	90	90
Inventory (Days)	66	63	60	73	71	70
<b>Leverage Ratio</b>						
Debt/Equity (x)	0.5	0.4	0.3	0.2	0.2	0.1

### Cash Flow Statement

(INR Million)

Y/E March	2014	2015	2016	2017E	2018E	2019E
Op. Profit/(Loss) before Tax	31,699	33,472	39,088	26,564	38,769	47,698
Interest/Dividends Recd.	2,003	2,793	-1,605	1,926	2,171	2,001
Direct Taxes Paid	-5,093	-5,984	-7,127	-3,741	-6,226	-8,630
(Inc)/Dec in WC	-5,265	-3,353	6,931	-10,142	-9,970	-9,475
<b>CF from Operations</b>	<b>23,344</b>	<b>26,929</b>	<b>37,287</b>	<b>14,607</b>	<b>24,745</b>	<b>31,594</b>
(inc)/dec in FA	-14,371	-13,502	-24,428	-16,656	-17,295	-17,927
<b>Free Cash Flow</b>	<b>8,973</b>	<b>13,427</b>	<b>12,859</b>	<b>-2,049</b>	<b>7,449</b>	<b>13,666</b>
(Pur)/Sale of Investments	-8,253	-12,487	-523	6,985	0	0
<b>CF from Investments</b>	<b>-22,624</b>	<b>-25,989</b>	<b>-24,950</b>	<b>-9,671</b>	<b>-17,295</b>	<b>-17,927</b>
Change in net worth	-247	2,302	534	-1,185	1,546	922
(Inc)/Dec in Debt	8,064	-1,617	-9,613	-110	-5,000	-5,000
Other Items	-1,640	-704	-219	0	0	0
Dividend Paid	-3,581	-3,979	-3,512	-2,327	-3,874	-4,796
<b>CF from Fin. Activity</b>	<b>2,596</b>	<b>-3,998</b>	<b>-12,810</b>	<b>-3,622</b>	<b>-7,327</b>	<b>-8,874</b>
<b>Inc/Dec of Cash</b>	<b>3,315</b>	<b>-3,058</b>	<b>-474</b>	<b>1,313</b>	<b>122</b>	<b>4,793</b>
Add: Beginning Balance	5,136	8,451	5,394	4,921	6,233	6,355
<b>Closing Balance</b>	<b>8,451</b>	<b>5,393</b>	<b>4,921</b>	<b>6,234</b>	<b>6,355</b>	<b>11,148</b>

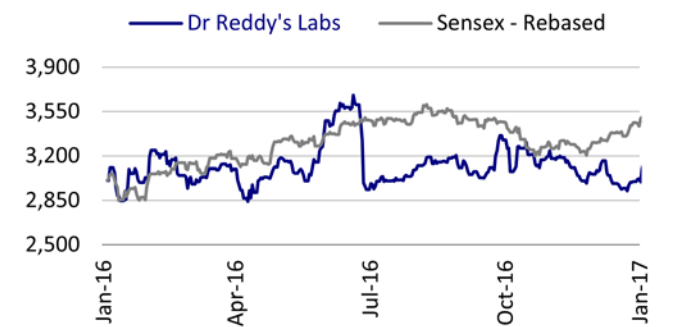


## Corporate profile

### Company description

Dr. Reddy's is a vertically integrated company, with presence across the pharmaceutical value chain through its core businesses of Global Generics, Pharmaceutical Services and Active Ingredients (PSAI) and Proprietary Products. Company is currently developing bio-generics and NCEs. Key focus markets include India, the US, Europe and Russia.

### Exhibit 1: Sensex rebased



Source: MOSL/Bloomberg

### Exhibit 2: Shareholding pattern (%)

	Sep-16	Jun-16	Sep-15
Promoter	26.7	26.4	25.5
DII	6.5	5.8	5.2
FII	37.2	52.3	55.0
Others	29.7	15.6	14.4

Note: FII Includes depository receipts

Source: Capitaline

### Exhibit 3: Top holders

Holder Name	% Holding
Jp Morgan Chase Bank Na	16.6
Oppenheimer Developing Markets Fund	4.2
Life Insurance Corporation Of India	3.5
Natl.Westmin.Bank Plc As Depos.Of 1st Sta.Asia Pac.Lesders Fund A Sub Fund Of 1st Sta.Invsts.Icvc	3.3
Government Of Singapore	1.3

Source: Capitaline

### Exhibit 4: Top management

Name	Designation
Satish Reddy	Chairman
G V Prasad	Vice Chairman & MD & CEO
Sandeep Poddar	Company Secretary

Source: Capitaline

### Exhibit 5: Directors

Name	Name
Satish Reddy	Hans Peter Hasler*
G V Prasad	Kalpna Morparia*
Anupam Puri*	Omkar Goswami*
Ashok Sekhar Ganguly*	Ravi Bhoothalingam*
Bharat Doshi*	Sridar Iyengar*
Bruce L A Carter*	

\*Independent

### Exhibit 6: Auditors

Name	Type
BSR & Co LLP	Statutory

Source: Capitaline

### Exhibit 7: MOSL forecast v/s consensus

EPS (INR)	MOSL forecast	Consensus forecast	Variation (%)
FY17	77.7	92.3	-15.8
FY18	129.4	139.8	-7.4
FY19	160.2	174.1	-8.0

Source: Bloomberg

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### Dr Reddy's Labs

No  
No

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