

THEMIS **MEDICARE LIMITED**

Familiarization Programme
For
Independent Directors

COMPANY BACKGROUND

- Themis Chemicals Ltd., was incorporated on 31st May 1969.
- Joint Venture Partners –
 - Gedeon Richter Plc., Hungary holding 25% Equity.
 - Shantibhai D. Patel family - India holding 75% Equity.
 - 1995 :- Listed on Bombay Stock Exchange with Initial Public Offer (IPO).
 - 2001 :- Name changed to “Themis Medicare Ltd.” to reflect correct activities of the Company.
 - 2002 :- Listed on National Stock Exchange.
 - 2003 :- Artemis Biotech Ltd. (a group company) Hyderabad manufacturing & marketing Biotech products merged with Themis.

CAPITAL STRUCTURE

- Authorised : 1,00,00,000 Equity Shares of Rs. 10/- each
- Rs. 1000 Lacs
- Paid-up : 8459160 Equity Shares of Rs. 10/- each-
Rs. 845.91 Lacs
- Present Shareholding pattern:
- Indian Promoters :56.21%
- Foreign Promoters :15.37%
- Public :28.32%
- Employees (ESOP) : 0.10%

GROUP COMPANIES

Sr. No.	Name	Activity	Ownership	Related Party Transactions	Relationship with Themis
1	Richter Themis Medicare (I) Pvt. Ltd. (100% EOU)	-API & Intermediary Manufacturing	Gedeon Richter Hungary – 51% Themis Medicare – 49%	Supplying Raw Material & Steam to Themis	Joint Venture Company
2	Gujarat Themis Biosyn Ltd. (BIFR referred Company)	- Fermentation based Biotech manufacturer- presently for LUPIN	<ul style="list-style-type: none"> • BSE Listed •Themis–23.19% •PBG- 24.65% •Yuhan Corp., Korea- 26.50 % •Public- 25.01% 	Loans & advances given by Themis for Company’s revival	Associate Company (Themis named New Promoter by BIFR)
3	Pharmaceutical Business Group(I) Ltd.	Investments	Distribution Companies- 98.99% Patel Family etc– 1.01%	Loan Given to Themis	-Associate Company

GROUP COMPANIES

Sr. No.	Name	Activity	Ownership	Related Party Transactions	Relationship with Themis
4	Themis Distributors Pvt. Ltd.	Pharmaceutical Distribution (Themis Formulation Products)	Patel Family- 79.60% VMIPL – 20.40%	Distribution of Themis Formulation products	-Associate Company (Holding 1.87 % Themis Equity)
5	Vividh Distributors Pvt. Ltd	Pharmaceutical Distribution (Themis Formulation Products)	Patel Family – 100%	Distribution of Themis Formulation products	-Associate Company (Holding 7.28 % Themis Equity)
6	Vividhmargi Investments Pvt. Ltd.	Pharmaceutical Distribution (Themis Formulation Products)	Patel Family – 100%	Distribution of Themis Formulation products	-Associate Company (Holding 14.81% Themis Equity)

GROUP COMPANIES

Sr. No.	Name	Activity	Ownership	Related Party Transactions	Relationship with Themis
7	Long Island Nutritionals Pvt. Ltd.	Multi-vitamin & Calcium Gummies Manufacturer	Themis – 37.15 TDPL – 27.15 VMIPL – 28.57 Abil Chem – 2.04 MPS Anand – 5.10	<ul style="list-style-type: none"> • Purchase of Gummies. •Themis has given advance for Working Capital. •Corporate Guarantee by Themis for Bank Loan 	-Associate Company
8	Themis Lifestyle Pvt. Ltd.	No current activities	Themis - 100%	-	100% Subsidiary Company
9	Artemis Biotech Ltd.	No current activities	Themis - 100%	-	100% Subsidiary Company
10	Hid-Pul Plc	No current activities	Themis - 100%	-	100% Overseas Subsidiary Company

PLANTS & MANUFACTURING

ACTIVITIES

Sr. No.	Name & Place of Plant	Activities	Present Status
1	Themis - Vapi	Synthetic APIs	<ul style="list-style-type: none">•Manufacturing in multipurpose new block is carried on.•D2 & Ethambutol plants are not operational due to unremunerative market price of Ethambutol
2	RTMIPL – Vapi	Bulk Drugs & Intermediaries	<ul style="list-style-type: none">•EOU - Manufacturing mainly for export to Gedeon Richter.•Supplies some products/steam to Themis
3	GTBL – Vapi	Fermentation facility	Unit in contracted to LUPIN for manufacturing of Rifampicin.
4	Themis – Haridwar	Formulation manufacturing	All India/Export finished dosage formulations are mainly manufactured in Haridwar. Unit enjoys Excise duty exemption & Income Tax partial exemption.

PLANTS & MANUFACTURING ACTIVITIES

Sr. No.	Name & Place of Plant	Activities	Present Status
5	Themis – Hyderabad	Biotech products	Facility to manufacture and export Simvastatin, Lovastatin & Fumagillin
6	LINPL – Umergaon	Multi- Vitamin & Calcium Gummies	Manufacturing Gummies for Themis & other Companies in India.
7	Loan Licensing Facilities	Formulations	Novartis Vovaran Gel and Injections are manufactured at approved sites by Novartis

TEAM THEMIS

Location	Management & Other Staff	Workers + Temporary	Total
Ho-Mumbai	122	-	122
Vapi	43	36	79
Haridwar	99	224	323
Hyderabad	115	79	194
Marketing	650	-	650
Total	1029	339	1368

BUSINESS ACTIVITIES

Sr. No.	Business Activity	Territory	Pricing	Credit Period
1	Formulation Trade (Under Three Divisions)	India – Through Distribution Channel of CSA-Stockiest-Retailers-Consumers	Few Products under DPCO .	30 Days
2	Formulation: Co-marketing	India- Through Indian & Multi-National Pharmacy Companies	Contracted Transfer Pricing with parties	30-60 Days
3	Formulation : Institutions	India- Hospitals, Govt. Depts., Defence Forces etc.	Tender supplies	30 days
4.	Formulation : Export	To various countries in Africa, SE Asia & Sri Lanka Etc.	Distributor negotiated prices	Under LC
5	API: Export	France-Fumagillin Brazil , Spain, Cyprus, Uruguay, Iran etc.– Sivastatin	Negotiated	Credit Terms of 10-90 days. Iran-Advance

ACTIVITY WISE MAJOR PRODUCTS

Sr. No.	Activity	Product/ Brand	Therapeutic Usage	Product /Brand Value (Rs.in Cr)	Competitors
1.	Formulation Trade	E Mal	Antimalarial	22.00	Ipca Labs Mankind
		Lumether		5.50	Ipca Labs Aristo Pharma
		Rtsunate		4.50	Aristo Pharma Ipca Labs
		Aquadol	Painkiller	3.80	Troikaa Mankind
		Ketmin Range	Anaesthetic	3.00	Neon Troikaa, Nirlife
		Dexem Range	Sedative	2.00	Neon Abbott

ACTIVITY WISE MAJOR PRODUCTS

<u>Sr. No.</u>	<u>Activity</u>	<u>Product/Brand</u>	<u>Therapeutic Usage</u>	<u>Product/Brand Value (Rs.in Cr)</u>	<u>Competitors</u>
2.	Co-Marketing	Voveran Inj 1ml	post-operative pain, injury management.	36.00	Troikaa
		Voveran TPM gel 30 gm	treatment of pain and inflammation of the muscles and joints	7.00	Ranbaxy, Zydus Cadila, GSK.
		Tolperison	Skeletal Muscle relaxant	6.00	Sanofi Aventis
		Artemether+lumefantrine	Antimalarial	2.00	Ipca, Mankind, Aristo, Zydus Cadila,
		Diltiazem Gel	calcium channel blocker	1.00	Troikaa

ACTIVITY WISE MAJOR PRODUCTS

<u>Sr. No.</u>	<u>Activity</u>	<u>Product/Brand</u>	<u>Therapeutic Usage</u>	<u>Product/Brand Value (Rs.in Cr)</u>	<u>Competitors</u>
3.	Institution	Sepgard Gel	Antibacterial and Haemostatic topical Preparation	3.00	Aventis, Win Medicare, Wockhardt, Ranbaxy
		Tolpidol -(OD) Tabs	Skeletal Muscle relaxant	3.00	Sanofi Aventis, Medley, Sun, Zydus Cadila, Blue cross, Wallace
		Themigrel Tabs	Anti Platelet Drug	0.50	Torrent), Cipla, Sanofi Aventis, Abbott
		CVL Tabs	Anti Hypertensive, Anti Anginal Drug	0.20	Zydus, Micro, Torrent, Cipla, Intas
		Themibutol/Thbtabs	Anti tuberculosis Drug	0.20	Lupin, Cipla, Macleods, Novartis

ACTIVITY WISE MAJOR PRODUCTS

<u>Sr. No.</u>	<u>Activity</u>	<u>Product/Brand</u>	<u>Therapeutic Usage</u>	<u>Product/Brand and Value (Rs.in Cr)</u>	<u>Competitors</u>
4.	Export (Formulations)	E Mal Inj	Anti Malarial	10-12 Approx	No significant competitor
		Feracrylum Range	Hemostatic + anti-microbial		No competitor
		Lumither L Tabs	Anti Malarial		Novartis
		Peritol Syrup and Tabs	Anti Histamine / Appetite stimulant		Wockhardt
		Malither Inj.	Anti Malarial		Various

ACTIVITY WISE MAJOR PRODUCTS

<u>Sr. No.</u>	<u>Activity</u>	<u>Product/Brand</u>	<u>Therapeutic Usage</u>	<u>Product/Brand Value (Rs.in Cr)</u>	<u>Competitors</u>
5.	API-Export	Simvastatin	Cholesterol reducing Agent	50.00 Approx	Biocon, Hetero, Aurobindo, Hisun, Zhejiang Jingbei , China
		Fumagillin	Enhancing honey-bees productivity	9.00 Approx	No Competitor

BUSINESS CHALLENGES

❖ Immediate(FY 2015-16)

- Increasing Formulation Business.
- Positive Bottom Line.

❖ Short Term(In span of 3 years)

- Wipe off Carried Forward Losses.
- Debt Reduction & Consequentially Control Interest Cost.
- More thrust on R&D Activities.
- Finding New Local & Global Partners For Sharing Technologies Developed by Themis.

❖ Continuous Basis

- Sustained Value Addition to Stakeholders.

EXPECTATIONS FROM INDEPENDENT DIRECTORS

- ✓ Statutory Provisions for Professional Conduct, Role and Duties are contained in Section 149 read with Schedule IV to the Companies Act, 2013.
- ✓ More specifically, Themis expects –
 - Contribution in the field of expertise of each of the Independent Director in achieving Themis goals for Value Addition to Stakeholders.

Thank You