



Piramal

Piramal Pharma Day

FEBRUARY 2021



3. Ophthalmology branded products



Leadership position in the Indian ophthalmology market

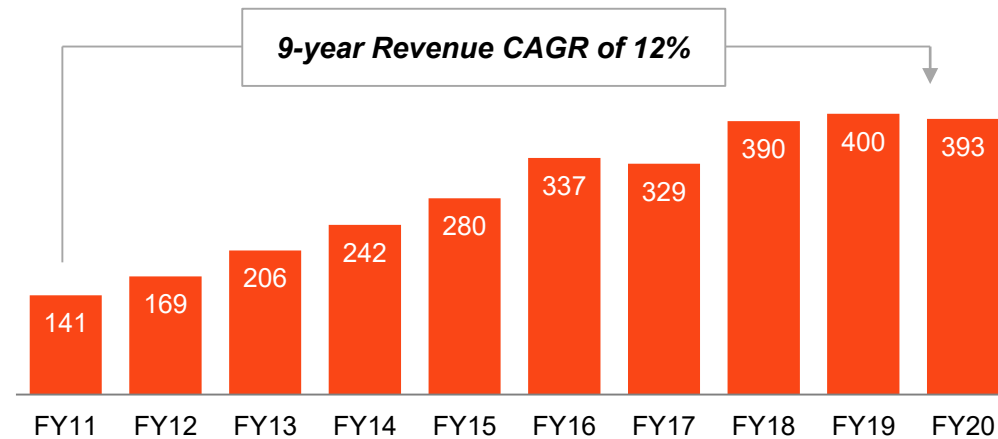
Segment Overview

- Piramal has 49% stake in a JV with Allergan India since 1996
- Leader in the eyecare pharma market in India with strong presence in all major disease segments
- 500 employees with sales team deployed in major cities
- Manufactures ophthalmic products in Pithampur plant
- FY20 revenue mainly impacted in the month of March due to Covid-19
- FY20 net profit margin of 26%

Product Portfolio

- Manufactures high technology medication and devices for diseases such as glaucoma, dry eye, infections and inflammations
- 4 brands rank in the top 10 ophthalmology brands in India²
 - Refresh Tears (#1 rank)
 - Combigan (#2 rank)
 - Lumigan (#6 rank)
 - Refresh Liquigel (#7 rank)

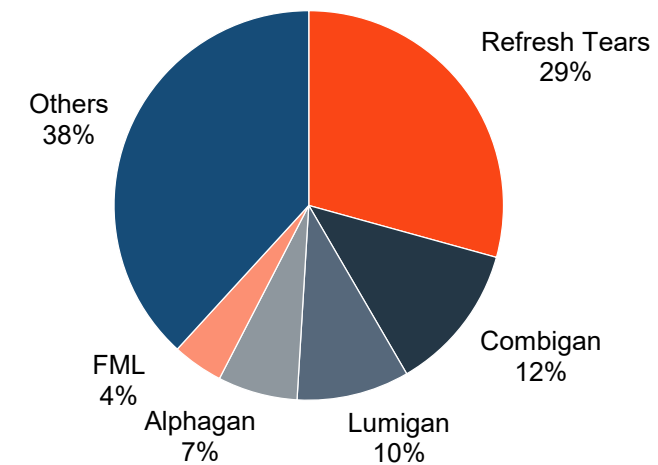
Revenues (INR Cr.)



US\$ Mn	19	23	28	33	38	46	45	53	55	54
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Notes: (1) Financials of Allergan India JV (i.e. 100% of JV financials); (2) Based on AIOCD data for Dec'18

Revenue by brand²





Thank You