

## the corporate

Orchid Chemicals & Pharmaceuticals Ltd.  
Among India's leading pharmaceutical players.

- We are vertically integrated with credentials in research, manufacturing and marketing.
- Our operations cover the entire pharmaceutical value chain from discovery to delivery.
- We enjoy a multi-therapeutic presence across the antibiotic and non-antibiotic product domains spread across oral and sterile categories.
- We possess a footprint across 70 countries through direct presence, alliances and partnerships.
- Our multi-nation manufacturing presence received quality endorsements from reputed global regulatory authorities, reflecting compliance with stringent global standards; our R&D units are certified by the National GLP Authority of India.

## respect for the environment

A pioneer in zero discharge manufacturing, Orchid has received several national and international recognitions for its environmental management efforts



'Orchid Towers' 313, Valluvar Kottam High Road, Nungambakkam, Chennai 600034, India  
Tel : (91)-44-28211000 • Fax : (91)-44-28211002  
e-mail: corporate@orchidpharma.com • Web site: www.orchidpharma.com



a molecular  
**success story**  
Orchid Chemicals & Pharmaceuticals Ltd.



A TRISYS PRODUCT • info@trisy.com

## research

From intellect comes research. From research comes success. From success comes sustainability.

This is what we have to show for all three:

- A team of highly-qualified professionals comprising doctoral and post-doctoral scientists
- State-of-the-art, GLP-compliant laboratories capable of molecular modelling, medicinal chemistry, chemical development, analytical development, in-vitro and in-vivo biology support
- A focus on innovative solutions for acute and chronic diseases; robust discovery and development platforms in the anti-infective, anti-inflammatory, anti-cancer and anti-diabetic therapeutic areas
- Several patents granted (or under grant), of more than 600 patents filed internationally; over 225 applications published

## infrastructure

Our infrastructure is created keeping in mind the width and depth of the sectoral value chain. Keeping in mind requirements that extend from API to dosage forms. Keeping in mind multi-therapeutic versatility. Keeping in mind geographic regulations and keeping in mind innovation needs for new-age molecules.

This is how we reconciled these diverse needs:

- We possess two API manufacturing sites in India and one in China (through JV) and three formulation manufacturing sites (Irungattukottai and Alathur) in India.
- Our global-scale, multi-therapeutic facilities are accredited with cGMP, ISO and OHSAS certifications.
- Our facilities are approved by US FDA, UK MHRA, PMDA, EDQM, DMA, MCC and TGA regulatory authorities resulting in immediate product acceptance across several countries.
- Our global-scale, multi-therapeutic facilities are

## marketing

For a meaningful presence in any large market it would be relevant to provide an unmatched product offering which makes the brand synonymous with multiple therapeutic applications.

Over the years, we extended our research and manufacturing excellence to marketing competence which extends beyond mere products to providing complete and integrated healthcare solutions.

This is how we did so:

- We employed a unique marketing model – a direct front-end presence and marketing alliances with large generic majors.
- We invested in strong front-end marketing; our experienced team demonstrated its competence in handling, licensing and other product-related strategies.
- We recently acquired Karalex Pharma, a generic pharmaceuticals marketing organisation focused exclusively on the US healthcare market to strengthen our front-end presence in the US market.

## safety, health and environment

Successful companies are those that reconcile the needs of shareholders, employees and the community.

We achieved this through our deep environment commitment, reflected in the following initiatives:

- Significant investments in zero-discharge manufacturing
- Collaboration with DuPont for world-class safety management systems across all facilities
- Pioneering the creation of a unique bio-composting model acknowledged by leading environment specialists

The result is that we are a responsible consumer of natural resources with a large focus on reuse and recycling.

## product niche

We stand for niche global leadership in our operating domains. This is reflected in our ability to develop and manufacture products across therapeutic categories. We are respected for our competence in aseptic manufacture, complex chemistry and challenging formulations.

The result: a robust pipeline of more than 100 products under development.

## complete solution

We deliver value to our customers through competent one-stop solutions. Because our competencies are multi-therapeutic, multi-product and multi-domain. Our value proposition extends across the pharma chain from API to dosage forms; our capabilities from discovery to delivery; our competencies from development to marketing.

The result: loyal and long-standing customers.

## partnership proposition

Our CRAMS value proposition encompasses the value chain – bioinformatics to commercial supply – in multiple therapeutic areas across all segments of the pharmaceutical value chain. This is facilitated by our ability to enhance volumes through cGMP-compliant industrial scale in US FDA and UK MHRA-approved facilities.

The result: Strong project management capabilities.

## collaborative value

We enjoy enduring and growing collaborations with global pharmaceutical majors. These comprise drug discovery and development as well as marketing/manufacturing alliances with global generic players in regulated markets.

The result: enhanced value for the partner.

