

## PRESS RELEASE

### **Piramal Pharma Solutions Announces the Launch of Xcelerate Integrated Solutions™**

- **Xcelerate Integrated Solutions™ platform stands out for its speed, flexibility, and versatility**
- **Backed by a track record of over 70 recent programs, with investments in systems and capabilities, for a seamless customer experience**
- **Customized solutions for both large volume indications and niche, fast track medicines**
- **Addresses the growing industry need for preferred partner relationships**

**Lexington, USA, October 5, 2018:** Piramal Pharma Solutions (PPS), a global leader in Contract Development and Manufacturing Solutions, announced the launch of its Xcelerate Integrated Solutions™ platform to address a rapidly growing market need.

This platform will serve the increasing demand from pharmaceutical firms, both large and small, for preferred partnerships with organizations that can provide world class solutions across a range of verticals - drug discovery, drug substance, drug product, and clinical trial services. Rationalization, restructuring initiatives, and consolidation among customers, combined with an increasing interest in virtualization has led to externalization of clinical program development as a preferred option. Recently, as Contract Manufacturing Organizations have developed scale and expertise across multiple verticals, customers have begun to consider 'program based outsourcing' for better efficiency on time, costs, and management.

Xcelerate Integrated Solutions™ stands out for its flexibility and versatility. For example, the extensive network of PPS sites across the globe allows customers to launch local – irrespective of whether it is North America, Europe, or Asia. The Xcelerate platform provides integrated solutions for orphan diseases, niche therapies, and fast track medicines, where the volume requirements are small, while also having the capacity and track record to address large volume needs of metabolic diseases and neuroscience therapies. The distinct footprint of PPS, with around half its sites in the East and the other half in the West, allows customers to manufacture the final API or Drug product out of the West, while back integrating into starting materials and intermediates out of its sites in the East.

**Mr. Vivek Sharma, CEO, Piramal Pharma Solutions** said, “We are excited to announce the launch of the Xcelerate Integrated Solutions™ platform. This platform is a result of the growing interest from our customers on structuring preferred relationships with global leaders such as Piramal who can offer end-to-end solutions, coupled with our desire to collaborate with strategic partners.”

He further added, “The Xcelerate platform sets the foundation through which customers can accelerate their programs from clinic through approval and launch. With a track record of successfully executing over 70 integrated programs in the recent past, and the associated learnings, we have now invested in capabilities and systems to provide a seamless experience to our customers.”

PPS offers platform solutions from Discovery through Commercialization with 12 R&D and manufacturing locations across North America, Europe, and Asia. Over the past two years, PPS has integrated these services together to offer a seamless solution to customers. In parallel, PPS has also addressed gaps in its integrated offerings through both, acquisitions and internal investments. For example, in oncology therapeutics, where there is significant customer interest, Piramal now offers a unique platform that includes high potency API, fill-finish, and Antibody Drug Conjugation (ADC) solutions. The integrated capabilities are augmented by customized IT systems that allow for real time access on program progress.

### **About Piramal Enterprises Limited**

Piramal Enterprises Limited (PEL) is one of India's large diversified companies, with a presence in Financial Services, Pharmaceuticals and Healthcare Insights & Analytics. PEL's consolidated revenues were over US\$1.6 billion in FY2018, with around 46% of revenues generated from outside India.

In Pharma, through an end-to-end manufacturing capabilities across 13 global facilities and a large global distribution network to over 100 countries, PEL sells a portfolio of niche differentiated pharma products and provides an entire pool of pharma services (including in the areas of injectable, HPAPI etc.). The Company is also strengthening its presence in the Consumer Product segment in India.

PEL's Healthcare Insights & Analytics business is the premier provider of healthcare analytics, data & insight products and services to the world's leading pharma, biotech and medical technology companies and enables them to take informed business decisions.

In Financial Services, Piramal Capital & Housing Finance Ltd is registered as a housing finance company with National Housing Bank (NHB) and engaged in various financial services businesses. It provides both wholesale and retail funding opportunities across sectors. In real estate, the platform provides housing finance and other financing solutions across the entire capital stack ranging from early stage private equity, structured debt, senior secured debt, construction finance, and flexi lease rental discounting. The wholesale business in non-real estate sector includes separate verticals - Corporate Finance Group (CFG) and Emerging Corporate Lending (ECL). CFG provides customized funding solutions to companies across sectors such as infrastructure, renewable energy, roads, industrials, auto components etc. while ECL focuses on lending towards Small and Medium Enterprises (SMEs). PCHFL through its group companies provides customized strategies for institutional and retail investors such as Mumbai Redevelopment Fund and Apartment Fund focused (through Piramal Fund Management) and strategic partnerships with leading global pension funds such as CPPIB, APG and Ivanhoe Cambridge. The division has also launched a Distressed Asset Investing platform with Bain Capital Credit - India Resurgence Fund that will invest in equity and/or debt in assets across sectors (other than real estate) to drive restructuring with active participation in turnaround. PEL also has long term equity investments worth ~US\$1 billion in Shriram Group, a leading financial conglomerate in India.

PEL is listed on the BSE Limited and the National Stock Exchange of India Limited in India.

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