

## **FINANCIAL STUDY AKUMS: A PHARMACEUTICAL COMPANY**

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### **Introduction**

#### **FORMATION OF AKUMS**

Akums' journey of growth and expansion is testimony to the company's dedicated efforts in bringing novelty and eminence across its varied service range. Since its inception in 2004, Akums has travelled far with the thrust of making headway.

#### **Auspicious Foundation 2004-05**

- Inception of Akums on 19th April 2004
- Every requisite for establishing a manufacturing set-up was done from scratch. Beginning from purchase of land, installation of machines, employment of technical & managerial workforce, arrangement of water and power treatments to obtaining licenses
- First Plant set-up for Oral Solid Dosage (Plant-1)

#### **In Enterprising Phase 2005-07**

- Establishment of dedicated plant for Liquid Dosage (Plant-II) and Sterile products (Plant-III)
- Achieved sales turnover of Rs. 194.47 crs. against targetted Rs.19 Cr.

- Developed more than 230 products which are First Time in India or First Time In World
- ISO 9001:2008 and WHO-GMP accreditations for quality production

#### **In Extension Mode 2007-09**

- To cater demand manufacturing capacities increased for Plant-I, II & III
- Setting up of Regulatory Department to prepare product dossiers
- Developed 45 new Ophthalmic formulations out of which 16 are First Time in India DCGI approvals
- Various Ophthalmic formulations converted from Suspension to Solution for better absorption, penetration & best Patient Compliance.

#### **Step - Up Phase 2009-10**

- Set-up of new plants dedicated for Sex Hormones (Plant – IV) and for Cosmetic & Derma (Plant-V)
- Established dedicated line to manufacture a sensitive product in liver health. Only two sites are approved to manufacture this molecule in Drug 1st Akums in India and 2nd site in Chicago.
- Developed robust processes for planning and development starting from API procurement, process optimization to validation processes.
- Procurement of Sophisticated machines and equipments like Autocoaters, Tablet-in-Tablet machine, pin hole detector, T.O.C.A, Atomic Absorption Spectro-photometers, Particle size analyzer
- Epoxy flooring laid down on entire premises

#### **Setting the Growth Path 2010-12**

- Establishment of Plant-VI (Maxcure) for Nutraceutical, Herbal & Ayurvedic preparations
- Introduction of LIMS and SAP for to reduce inconsistency in data and increase operational efficiency
- Established new Low RH Area, Beta QC & Microbiology Lab

- Established huge Centralized Stability Centre comprising of 5 walk-in chambers with total 7 Lac Litres capacity

### **Consolidation Phase 2012-13**

Set-up of Centralized F&D Deptt. for newer FDC's

DSIR registration of R&D unit

- National award from Govt. of India for Quality products in Pharmaceutical formulations
- First Time in World product developed and commercialized with 3 releasing profiles in a Tablet

### **Making Global Footprints 2013-14**

- Established Unosource Pharma Ltd., Mumbai for Exports
- Set-up two Units – Pure & Cure Healthcare and Malik Lifesciences, Haridwar
- Best Emerging Company Award and Corporate Governance Award by Business today
- Developed 23 Novel Platform Technologies to enhance product efficacy

### **Expansion Mode 2014-15**

- Production starts in Pure & Cure Healthcare and Malik Lifesciences, Haridwar
- Received remarkable 164 Product DCGI's on 16th July 2015
- R&D unit established at Mumbai for development & registration of products in regulated markets
- UBM India Pharma Award for Excellence in Contract Manufacturing & IDMA Quality Excellence Award

### **In Progression Phase 2015-17**

- Set-up of 2 new units at Guwahati to cater multiple dosage forms
- Ranked 12th in Pharma Sector for India's Next Fortune 500 Companies
- During March 2017, Akums offered immediate product substitutes to Pharma Industry for 344 FDC's which came under CDSCO review

## **POSITION IN INDUSTRY**

Akums offers significant manufacturing capacities, offering:

- 140.00 Million Tablets,
- 21.00 Million Hard Gelatin Capsules
- 4.50 Soft Gelatin Capsules
- 2.01 Liquid Orals
- 2.07 Sachets
- 1.96 Vials
- 1.07 Ampoules
- 0.75 FFS
- 0.61 Topical Preparations
- 0.30 Million 3-Piece Eye/Nasal Drops.

Akums total revenue stood at more than INR 21 Billion in the financial year 2019-20, growing at a rate of more than 20% over the past year

## **TYPES OF SERVICED PROVIDED AND PRODUCTS PRODUCED**

### **1.Manufacturing**

AKUMS is one of the most efficient manufacturing players in the field of the pharma manufacturing.

### **2.Research and Development**

Akums is a technology-driven corporation with substantial R&D and F&D departments, together with well-stocked labs and the most talented technical staff in the business. A lot of emphasis is placed on improving process technology, cutting costs, conducting research at pilot plants, improving quality, making the best use of available resources, and developing new products. In essence, the F&D departments' ongoing responsibilities are to enhance the quality of formulations and create newer, more creative dosage forms. The Akums Laboratory has all the necessary tools for performing physical and metallurgical tests, microbiological tests, effective process controls, chemical tests, pharmacological tests, stability studies, and other tests. In Haridwar, Akums has a centralised R&D unit where formulations are being created

and studied in all dosage forms. At addition, Akums has a cutting-edge R&D facility in Taloja, MIDC, Navi Mumbai for the development of products for regulated markets like the USA, EU, Canada, Australia, etc. Regulatory, Formulation Development, Analytical Development and Method Validation, Packaging Development, Project Management, and Quality Assurance are just a few of the specialties handled by the R&D Center's strong team of professionals.

We strive for more than just innovative goods at the R&D centre. AKUMS strive to improve the current ones. The focus of the work ranges from innovative, straightforward, groundbreaking, first-timers, to cost-effective. AKUMS work to reduce the size of tablets and capsules by developing new excipients, making them more affordable, improving medication absorption with NDDSs and cutting-edge ideas, developing painless injection techniques, and doing a whole lot more.

### 3. Innovation

Innovation is not quantifiable however the few mentioned below gives a fair view to understand the company's focus and execution of the word itself.

- Pepmelt Antacid mouth melting Sachets
- Faropenem 200mg + Clavulanic acid 125mg Tablet – First Time in India
- Atorvastatin + Clopidogrel bilayered tablets – First Time in India with DCGI
- Estradiol Sustained Release Tablets – First Time in India
- Comfrey root 100% Ayurvedic Pain relieving Gel – First Time in the World
- Omeprazole (Controlled Release) & Domperidone (Sustained Release) capsules – First Time in the World
- Painless Progesterone injection — First time in India
- Brominidine gel for Rosacea (Facial Redness) — First time in India
- Oral Bioavailable Keratin for Hair/Nail/Skin — First time in India
- Jaundiff – Versatile Hepato Protector in a single dose
- Newer form of folic acid (4th generation folate) for better absorption & results
- Pamabrom & Paracetamol Tablet
- Gabapentin, Lidocaine & Baclofen topical Gel for Neuropathic pains
- Albendazole oral jelly for use in Paediatric segment

- Octenidine range, a new promising antimicrobial agent. Complete range available with Cream, Topical solution, mouthwash, nasal spray and body wash
- Nefopam Tablets/Injection
- Enteric Coated Soft Gelatin Capsules for COD liver Oil and Fish Oil – First Time In India
- Faropenem 50/100mg Syup – First Time in India
- Delicious Soup for Weight loss – First Time in India
- Febuxostat Extended Release for Gout — First time in World
- Atorvastatin Gel for wound healing and pressure ulcers – First Time in the World
- Preservative Free Ophthalmic range – Travoprost, Travoprost + Timolol, Moxifloxacin + Dexamethasone, Loteprednol + Moxifloxacin in which Timolol and Dorzolamide + Timolol, etc. First time in India
- Nepafenac eye drop in solution form — First time in India
- Alendronate oral jelly for Osteoporosis — First time in India
- Unique FOOD GRADE product to increase the pH of drinking water that helps in boosting Alkalinity & Neutralizing Acidity which enhances overall health
- Pinashin – Herbal solution to all Rhinological problems in a single dose
- Diclofenac Painless Injection
- Bimatoprost formulation for growth of eye lashes
- Folic acid Mouthwash for Gingivitis in Pregnancy
- Itraconazole 50 / 100mg Serba HG Capsules
- Room temperature stable Carbetocin formulation

#### 4. Quality

AKUMS is one of the most quality cautious companies in the pharma industry of India. It caters for meeting all the necessary parameters to meet out the quality standards as desired for the pharma companies.

## MISSION, VISION AND VALUES

### MISSION

- To dedicate ourselves for humanity's quest for longer, healthier and happier lives, through innovative healthcare products.

### VISION

1. To become a globally admired Pharmaceutical Organisation by providing research based, affordable quality products for larger global population.

### VALUES

- Integrity -AKUMS are committed to conduct ourselves with uncompromising integrity, honesty and ethical standards in all of our operations and behaviour.
- Safety : AKUMS are committed to conduct our business operations by practicing all safety norms and standards.

## **ORGANIZATIONAL STRUCTURE OF THE COMPANY**

### PLANT 1 – SOLID ORALS



AKUMS Plant – I has been Designed and Constructed in year 2004 in 12200 Sq. Meter Area to manufacture Tablets, Hard Gelatin Capsules, Soft Gelatin Capsules, Dry Syrups & Sachet.

PLANT 2 – ORAL LIQUIDS

Akums Plant – II has been Designed and Constructed in year 2007 in 3200 Square Meters to manufacture Liquid Orals & Medicines Jelly.

<b>DOSAGE FORMS</b>	<b>CAPACITY PER MONTH</b>
Syrup / Drops	8.4 Million
Suspension	6.6 Million
Medicinal Jellies	0.5 Million



PLANT 3- INJECTABLES



Akums Plant – III is made for manufacturing the injectables.

PLANT 4- HORMONALS



Akums Plant – IV has been Designed and Constructed in year 2009 in 4100 Square Meter Area. This is one of the best plant in India for HORMONAL FORMULATIONS,

and has got special certificate for supplying products in UK. AKUMS are likely to apply for USFDA & UKMHRA for this unit very soon.

PLANT 5- OINTMENT AND COSMETIC



**Akums Plant – V** has been **Designed and Constructed** in year 2010 covering **1950 Square Meter area** to manufacture wide range of Topical Preparations in Dermatology & Cosmetics as well as Ayurvedic Preparations.

<b>BLOCK – A- DERMATOLOGY SECTION</b>	
<b>DOSAGE FORMS</b>	<b>CAPACITY PER MONTH</b>
LINE – 1 OINTMENT/ CREAM/ GEL / TOOTHPASTE / SCRUB / FACEWASH	2.4 Million
LINE – 2 LOTION / LIQUIDS / SHAMPOOS / OILS	1.8 Million
LINE – 3 CREAMS / GELS / OINTMENTS	0.8 Million

<b>BLOCK – B – COSMETIC SECTION</b>	
<b>DOSAGE FORMS</b>	<b>CAPACITY PER MONTH</b>
LINE – 1 OINTMENT/ CREAM/ GEL / TOOTHPASTE / SCRUB / FACEWASH	2.4 Million
LINE – 2 LOTION/ SHAMPOO / CREAM / RUB	1.8 Million
LINE – 3 CREAMS / GELS / LOTIONS	0.5 Million

PLANT 6-MAXCURE NUTRAVEDICS

Akums Drugs & Pharmaceuticals Ltd. wholly owns the subsidiary Maxcure Nutravedics Ltd. Maxcure was designed and built in 2010 and has a 3635.53 square metre size.

For the production of nutraceuticals, food supplements, herbal and ayurvedic formulations, and veterinary feed supplements, it is a highly advanced, sophisticated, scientifically and methodically designed, and US-NSF approved facility.

**NUTRACEUTICALS:**

<b>DOSAGE FORMS</b>	<b>CAPACITY PER MONTH</b>
Tablets	25 Million
Hard Gelatin Capsules	20 Million
Soft Gelatin Capsules	15 Million

DOSAGE FORMS	CAPACITY PER MONTH
Liquid Oral	1.5 Million
Powder In Sachet / Jar	45 Million
Diskettes	0.75 Million

The production methods created and maintained the fundamental holiness of the original practises, as described in the traditional old book for Ayurvedic items. The production of nutraceutical and food supplement products is based on a conceptual and scientific fusion of traditional nutritional knowledge and modern scientific ideas.

#### PLANT 7 – PURE AND CURE



Pure & Cure Healthcare Pvt. Ltd., a Subsidiary of Akums Group

State of Art Plant sprawled over vast area of 36084 Sq. Meter manufactures General products (Non-Beta Lactam) Oral Solid Dosage, Injectables & Dermatology Formulations. Pure & Cure is excise free till 2020.

Unit 1: General Section

Unit 2: Injectable Section

Unit 3 (BLOCK A): Dermatology



Unit 3 (BLOCK B): Liquid Oral

Unit 4: Large Volume Parenteral

PLANT 8: MALIK LIFESCIENCES



Malik Lifesciences Pvt. Ltd., an Akums Group subsidiary

With a head office in New Delhi, India, Malik Lifesciences, a dedicated facility that caters to the production of oral solid dosage, is situated in Vardhman Industrial Estate in Haridwar, Uttarakhand. Until 2020, this amenity is excise-free.

The facility boasts a significant daily manufacturing capability for Low RH preparations among all other sections.

Units in the plant:

UNIT – 1 – PENICILLIN

UNIT – 2 – CEPHALOSPORIN

UNIT – 3 – STEROIDS

UNIT – 4 – CYTOTOXIC

PLANT 9: PURE CURE GUWAHATI



A dedicated facility that serves to the production of oral solid dosage, Pure & Cure Healthcare Pvt. Ltd., Guwahati is situated in Kamrup, Assam, and has its headquarters in New Delhi, India.

<b>DOSAGE FORMS</b>	<b>CAPACITY PER MONTH</b>
Tablet	70 Million
Hard Gelatin Capsules	18 Million

The plant has a sizable daily production capacity and plenty of room to grow.

PLANT 10- AKUMS HEALTHCARE LTD.



Being a CDMO, Akums seeks to serve its business partners by utilising a backward and forward integration strategy in tandem. The goal is to provide our associates and partners with a strong risk mitigation strategy so that goods continue to move steadily in the market and that new therapy areas and market segments can be introduced.

Akums is happy to announce the acquisition of Akums Healthcare Ltd., Kotdwar, a division of the Akums Group.

The factory, which produces a variety of dosage forms in general, -Lactum Injectable, and Penam, is 60 kilometres from Haridwar.

Types of products manufactured:

#### Penam

- Low RH Tablets
- Dyr Syrups

#### B – Lactam Injection

- Dry Powder injections (Penicillin)

#### General

- Tablets
- Liquid Orals



- Ointments
- Capsules

### CENTRALISED STABILITY CENTER



In order to conduct stability studies in accordance with ICH (Q1AR2) guidelines, Akums has 10 state-of-the-art walk-in stability chambers and 1 photo stability chamber.

With the help of many AHUs, chillers, dehumidifiers, and other equipment, stability for products is done in a variety of circumstances.

### **CORPORATE SOCIAL RESPONSIBILITY**

Akums is devoted to conducting business with a focus on CSR in all areas of its operations since it is a law-abiding and ethical firm, and the contributions it makes go far beyond what is needed by the letter of the law.

By incorporating such concepts and practises into the business, the CSR policy makes sure that the organisation and its different stakeholders are working toward the ongoing stewardship of the environment.

The company has a comprehensive policy that aims to benefit society and produce economic value for the country.

The company's policy is to create a microroadmap that will lead to a macrovision of ethical behaviour and sustainable development. Health of the patient, employee, and public safety, preservation of the environment, and creation of sustainable communities may all fall under this category.

The AKUMS CSR Policy has been created with the company's CSR vision and long-term societal goals in mind. The AKUMS CSR Policy was developed with the intention of outlining the organization's philosophy and course of action towards CSR, as well as its guiding principles for choosing CSR projects and carrying out and overseeing CSR initiatives.

- Active and enthusiastic contribution to GANGA CLEANING DRIVE is done. Akums supports the drive with availability of tractors & trolleys and also Akums employees voluntarily giving their services in the cleaning holy river Ganga.
- Since the year 2011, World Blood Donor day, Akums has been organizing the Blood Donation camp each year. Akums employees enthusiastically donated blood to collect colossal 1040 units of Blood in 2015. The blood was submitted to three Institutional trusts including Red Cross Society.
- Organizes workshops on generating awareness on HIV/AIDS in collaboration with Uttarakhand State Aids Control Society (USACS)
- Always in for help . Akums was the first to send three trucks loaded with the food packets, water and other basic amenities to the flood-hit areas of Uttarakhand to contribute its bit at the time of Severe Natural calamity recently in June 2013. Akums employees also voluntarily donated their 1 day's salary and the collected amount was donated to the PM Relief Fund.
- During 2012, some regions of Uttarkashi were badly hit by flood, Akums supported flood victims voluntarily with food, drinking water, medicines and clothing.

- Workshops for Empowering Female Staff members with Self-Defence techniques. Training given by Safe Women Foundation (SWF) . Safety kits were provided to female employees by Akums. Akums has nearly 50% women employees at the Head Office and nearly 40% Women employees at the units.
- AKUMS has provided employment to around 5000 people and is responsive to their wellbeing. It is not employment of people; 5000 families thrive with such employment. Understanding the values of social responsibilities, AKUMS HEALTH & EDUCATION SOCIETY has been registered under Societies Act to promote health centres, hospitals and education centres.

The fundamentals of a GST number, or GSTIN: A GSTIN is a 15-digit unique code that will be given to each taxpayer and be based on their PAN and State. According to the Indian Census of 2011, the first two digits of the GSTIN are the state code. The PAN number for a business entity, such as your store, mall, or firm, is the following 10 digits. The number of registrations a corporate entity holds for the same PAN within a state is indicated by the 13th digit. It will be assigned based on how many registrations a legal entity (with the same PAN) has in each state and will be an alpha-numeric number (first 1-9, then A-Z) and will be determined by how many registrations a legal organisation (with the same PAN) has in a single state.

The default value for the 14th digit is Z.

15th Digit: The final digit is a check code that is used to identify mistakes.

The following points should be noted in order to check the GST bill:

of the seller's GSTIN.

Tax has been mentioned separately.

HSN code is mentioned when appropriate.

The above heads were to be checked in the bills and remarks were given.

**Conclusion:**

The overall working of the AKUM was wonderful in the pharma industry of India. Akum was working in various verticals of the pharmaceutical business and has a very good financial health. Its overall performance in the field of the pharma was above average in comparison to its competitors. Hence it was observed that due to its diversified approach in the business it resulted in the good financial health.

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