

Sun-Ranbaxy Integration Begins | Ranbaxy To Go Off Shelves

Entity to corner 9% of desi mkt

MEGA MEDICAL CO

SUN-RANBAXY'S GLOBAL PRESENCE

- > The combined entity will have presence in 50 countries
- > Consolidated revenues of \$4.56bn
- > Ranked 5th largest speciality generic pharma co with products sold in 150 countries
- > US will be the largest market
- > 45 manufacturing facilities globally

SUN-RANBAXY IN INDIA

- > Largest pharma company with revenues of \$1.1bn
- > A salesforce of 9,000
- > No. 1 in share of prescriptions across 11 specialities

TIMES NEWS NETWORK

Mumbai: Following the successful closure of the \$4-billion (including debt) merger with troubled drug maker Ranbaxy, Dilip Shanghvi-led Sun Pharma said on Wednesday that the company is initiating the integration of the business, which will make the combined entity the fifth-largest speciality generic company in the world, with consolidated revenues of over \$4.5 billion.

The integrated entity — with India revenues at \$1.1 billion — will corner a 9.1% share in the Rs 85,000-crore domestic pharma retail market. Post the transaction which was announced in April 2014 and completed on March 24 this year, Ranbaxy will be delisted from the exchanges after April 7, while the Ranbaxy brand will cease to exist on the country's retail shelves. Ranbaxy shareholders will receive eight shares of Sun Pharma for every 10 shares of Ranbaxy.

Sun Pharma MD Dilip Shanghvi said that the integrated company will focus on five important businesses — US, India, emerging markets, consumer healthcare and APIs (active pharmaceutical ingredients), and grow in each of these, faster than the market.

The "most important focus" would be to "build a business on values, integrity, passion for success", while the "objective is to become a better company, which the country can be proud of", Shanghvi said, adding the company will "use and nurture the talent" of Ranbaxy. The company is not considering any job cuts, he said. The people reporting directly to him have already been identified, and others could be accommodated in new roles, he said, without specifically mentioning the top leadership of Ranbaxy including its CEO and MD, Arun Sawhney.

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Company