

## STRATEGIC DISINVESTMENT OF HLL LIFECARE LIMITED

GLOBAL INVITATION FOR EXPRESSION OF INTEREST FOR PROPOSED STRATEGIC DISINVESTMENT OF 100% STAKE IN HLL LIFECARE LIMITED BY GOVERNMENT OF INDIA (GOI) ALONG WITH TRANSFER OF MANAGEMENT CONTROL

### IMPORTANT NOTICE

#### Responses to Queries of Interested Bidders

This has reference to the Advertisement and Preliminary Information Memorandum issued on December 14, 2021 for inviting Expressions of Interest from Interested Bidders for strategic disinvestment of HLL by Government of India along with transfer of management control uploaded on websites of DIPAM at <http://dipam.gov.in>, MoHFW at <https://mohfw.gov.in/>, Company at <http://www.lifecarehll.com> and Transaction Advisor at <https://www.pwc.in/>. In response to these pre-bid queries were received by due date of 14th January 2022. The response of queries is as under:

#### List 1 - Queries for which responses are being provided

| Sl.No.  | Query  | Response  | PIM reference  |
|---|--|---|--|
| <b>Queries related to the transaction process</b> |  |   |  |
| 1   | If we give a proposal for only 1-2 business segments instead of the whole entity, will our EoI be considered?  | No. "The GoI envisages the strategic disinvestment of HLL as a whole rather than separately in parts. On completion of the transaction as well as the stipulated lock-in period, flexibility would be given to the strategic acquirer for an easy exit from a part of business which is not in sync with the business plans of the acquirer. The condition of lock-in period of entire shareholding in the Company, requirements regarding lock-in of equity, continuity of business, staff service conditions, etc. will be clarified at Stage II – RFP stage of the Bid Process." | Page 14 - Introduction, Transaction background, paragraph #4 |
| 2   | Could you clarify how an exit from a part of business can be given. Can any businesses be later on transferred / hived off / sold to any other entity? | "On completion of the transaction as well as the stipulated lock-in period, flexibility would be given to the strategic acquirer for an easy exit from a part of business which is not in sync with the business plans of the acquirer. The condition of lock-in period of entire shareholding in the Company, requirements regarding lock-in of equity, continuity of business, staff service conditions, etc. will be clarified at Stage II – RFP stage of the Bid Process."  | Page 14 - Introduction, Transaction background, paragraph #4 |

| Sl.No. | Query   | Response  | PIM reference   |
|--------|---|---|---|
| 3      | Please confirm that stage 1 of the process is only an indication of our interest to participate in the process and no indication of valuation is required from us at this stage?  | Yes, there is no requirement to submit an indication of valuation at this stage   |   |
| 4      | What type of questions can be asked by 4 jan? Can we include questions on business and financials that we will need for our analysis?   | Queries may be asked regarding any aspect of HLL (as required by the Interested Bidder) and the process of the proposed transaction. Responses to the queries will be uploaded to the specified websites following the timelines given in the "Important Dates" section of the PIM. However, information / data points of confidential nature would be given in / made available to shortlisted bidders through Virtual Data Room (VDR) for the purpose of due diligence in Stage II of the transaction   | Page 17 - Important dates. IBs are advised to check the specified websites regularly for updates. |
| 5      | Is it necessary for a Sole Bidder to form an SPV, post being selected as a successful bidder and make investments through an SPV?   | No. "If IB is a sole bidder, it has the option to either directly hold shares of HLL or hold shares through an investment vehicle (SPV) incorporated within stipulated time, under the laws of India..."  | Page 104 - Section 10, Clause 4, Point a  |
| 6      | Will the details of professional advisors be required to be provided in the EOI PIM stage (Stage -I) or can be furnished at a later (RFP) stage (Stage - II) while submitting the bid documents?                        | Details of professional advisors can be provided in Stage II or as and when requested by the Transaction Advisor / Gol  | Page 121 - Annexure 2, Clause 6   |
| 7      | For sole bidders, EOI Annexures - 4,5,7,10 & 12 should not be applicable as the same is applicable for consortium bidders. Please confirm on the same.  | Yes, confirmed  | Page 117 - Annexure 1, Enclosure  |
| 8      | Considering the EOI documents to be submitted by a Bidder being a Listed entity, will the Net worth Certificate as of 31.03.2021 suffice, or such certificate will be required for each of the last 5 financial years ? | Net worth Certificate as of 31.03.2021 will suffice.<br>"Where IB is a sole bidder, a Minimum Net Worth ("Minimum Net Worth") of INR 300 crores as per the latest audited annual consolidated financial statements which shall not be older than 12 months from the date of the PIM."   | Page 103 - Section 10, Clause 3, Point a, Subpoint i  |
| 9      | For manufacturing facilities which manufacture Contraceptives products as well as products from the other 3 business segments, is it possible to have a carve-out of the facility?                                      | "The Gol envisages the strategic disinvestment of HLL as a whole rather than separately in parts. On completion of the transaction as well as the stipulated lock-in period, flexibility would be given to the strategic acquirer for an easy exit from a part of business which is not in sync with the business plans of the acquirer. The condition of lock-in period of entire shareholding in the Company, requirements regarding lock-in of equity, continuity of business, staff service conditions, etc. will be clarified at Stage II – RFP stage of the Bid Process." | Page 14 - Introduction, Transaction background, paragraph #4                                      |

| Sl.No.  | Query  | Response   | PIM reference  |
|---|--|--|--|
| <b>Queries related to concessions from the Government</b> |  |  |  |
| 10  | Whether price preference from government for HLL will remain after the disinvestment   | The existing contracts will not be impacted by the proposed transaction, which will continue for the remaining period of the contracts. Going forward, the company may have to go through the regular tender process in competition with other companies |  |
| 11  | "HLL has been accorded the "captive" status by MoHFW with respect to procurement of condoms and contraceptives. As per the existing MoU between the MoHFW and HLL, 75% of the Company's manufacturing capacity for condoms and 55% of the manufacturing capacity for oral contraceptives is reserved for fulfilment of GoI tenders" -<br>a) What are the terms of the captive status i.e. volume commitments, prices, tenure, etc. for the captive status?<br>b) Also will the captive status continue even after the transaction is closed? | a) To be provided in Stage II in VDR<br>b) The existing contracts will not be impacted by the proposed transaction, which will continue for the remaining period of the contracts  | Page 55 - Section 2.12. HLL's target achievement of MoU parameters, paragraph #1 |
| 12  | HLL business segments and products - With government stake reducing post the strategic divestment, how will it impact the company's ability to bag orders, especially from GoI as well as other departments, agencies, etc.?   | Going forward, the company may have to go through the regular tender process in competition with other companies. However, existing Contracts will continue till completion of the Contract period.  |  |
| 13  | Contraceptive Segment - How will the government contracts change post privatization? Will capacity still be reserved for government tenders?   | a) Existing contracts with the Government will continue for the remaining period of the contract<br>b) Commitments as per the terms of the contracts need to be fulfilled till the life of the existing contracts  | Page 55 - Section 2.12. HLL's target achievement of MoU parameters               |
| 14  | "GBD has partnered with the government for various social welfare programmes such as National Family Welfare Programme (NFWP) and the National Rural Health Mission (NRHM)." -<br>a) will the partnership continue after closure of transaction?<br>b) will HLL continue to be treated as preferred partner for such programmes post divestment?   | a) Existing contract(s) with the Government will continue for the remaining period of the contract(s)<br>b) Going forward, the company may have to go through the regular tender process in competition with other companies                             |  |

| Sl.No.                                      | Query  | Response   | PIM reference   |
|---|--|--|---|
| 15  | <p>Business and operations -</p> <p>a) post the strategic sale, will there be any restrictions on participation of tenders in the mentioned business areas</p> <p>b) post the strategic sale - will it impact any existing business orders from MoHFW as well as other PSU customers / international government orders</p> <p>c) with government stake reducing post the strategic disinvestment, how will it impact the company's ability to bag orders, especially from PSUs? Does the company enjoy any preferential treatment currently (getting orders by nomination, etc.)</p> <p>d) Will the new entity continue to enjoy the favorable status when it comes to procurement / tenders</p> | <p>a) Going forward, the company may have to go through the regular tender process in competition with other companies</p> <p>b) The existing contract will not be impacted by the proposed transaction</p> <p>c) Going forward, the company may have to go through the regular tender process in competition with other companies</p> <p>d) No, refer above</p>   |   |
| 16  | <p>With reference to Government program / sales please provide following</p> <ul style="list-style-type: none"> <li>- Details of products sold, volumes, margins for sales done through Government bodies as per tab "Sales - Done to Government bodies"</li> <li>- Please provide a note on the structure and process of export through Government backed agencies/institutions, will this continue after privatization ?</li> </ul>  | Existing contracts will continue for the remaining period of the contract. Additional information to be provided in Stage II in VDR  |   |
| 17  | Are there any existing guarantees given by third party / governing bodies on the business of HLL and its subsidiaries  | No such guarantee exists   |   |
| <b>Queries related to submission of EoI</b> |  |  |   |
| 18  | <p>page no 100 of the PIM:</p> <p>"k. Management Organization: An overview of IB's / each member of the Consortium's senior management and organization structure certified by the company secretary or any other officer in charge of secretarial / legal affairs of the IB / each member of Consortium." - since it's a listed company and having multiple businesses, the organization structure is very big and complex so please guide us on what to share in this regard.</p>  | <p>Please share overview of senior management and organization structure for the board of directors and executive directors / those immediately reporting to the board of directors for the entity submitting the EoI.</p> <p>Senior management shall mean to include such persons including but not limited to members of the board of directors and such other persons reporting directly of the board of directors. In case the IB has various business laterals/divisions, the head or chief, or such other person by whatever name called, of such businesses may also mean to include senior management of the IB.</p> <p>Organisation structure or an organogram may be provided similar to that provided in the last annual report</p> | Page 100 - Section 9. Instruction for submission of EoI, Clause 5, Part A, Point iii, subpoint k) |

| Sl.No. | Query  | Response  | PIM reference   |
|--------|--|---|---|
| 19     | <p>page no 100 of the PIM:</p> <p>"l. International Operations / JV / Alliances: Brief note of IB's / member of Consortium's international operations, JVs, alliances (whether international or domestic), including incorporation details, registered office, nature and size of such operations, equity ownership / effective management and control (as applicable)</p> <p>n. Details of contingent liabilities and outstanding litigations, which if materialized, would have, or would reasonably be expected to have a material adverse effect on the business, operations (or results of operations), assets, liabilities and / or financial condition of the IB / member of Consortium, or other similar business combination or sale."</p> <p>The matter is already covered in our Annual report and hence we seek guidance on these points that do we need to mention it again separately? It would be great if the same can be accepted from the Annual report submitted by us to avoid duplicate work.</p> | <p>Unless otherwise specified, all information must be true, correct and complete as on the date of execution of the EOI and not as on the date of the last annual report. However, information already appearing in the annual report may be used for the purposes of the EOI after reflecting incremental/factual updates such that all information forming part of the EOI must be organised in an orderly fashion and in the sequence/format/layout sought as per the instructions given in the invitation for EOI.</p> <p>Hence, for details pertaining to contingent liabilities and outstanding litigations, please ensure to cover any incremental work / updates over the months post the date of the annual report.</p> | <p>Page 100 - Section 9. Instruction for submission of EoI, Clause 5, Part A, Point iii, subpoint l) and n)</p> |
| 20     | <p>Eligibility Criteria- Financial 10(3)(a) (i): A Minimum Net Worth ("Minimum Net Worth") of INR 300 crores as per the latest audited annual consolidated financial statements which shall not be older than 12 months from the date of the PIM. As filing on MCA of audited financial statement for the year ending March 2021 has been extended Feb 15th 2022. Would Net-worth as per Audited financial statement of unlisted companies for the financial year 2020, be considered as not be older than 12 months from the date of PIM.?</p>  | <p>No, net worth should be based on latest available unaudited / provisional financial statements certified by the statutory auditor. Please refer to the below excerpt from the PIM:</p> <p>"Provided that, in the event IB / any member of Consortium is an unlisted entity, and does not have the audited financial statements of immediately preceding financial year, the latest available unaudited / provisional financial statements may be given as certified by its statutory auditor. All financial statements / annual reports / net worth certificates submitted should be certified by authorized signatory."</p>   | <p>Page 100 - Section 9. Instruction for submission of EoI, Clause 5, Part A, Point iii, subpoint i)</p>        |

| Sl.No. | Query  | Response  | PIM reference   |
|--------|--|---|---|
| 21     | <p>Eligibility Criteria- Financial 10(3)(a) (ii): A Minimum Net Worth (“Minimum Net Worth”) of INR 300 crores as per the latest audited annual consolidated financial statements which shall not be older than 12 months from the date of the PIM.</p> <p>a) As filing on MCA of audited financial statement for the year ending March 2021 has been extended Feb 15th 2022. Would Net-worth as per Audited financial statement of unlisted companies for the financial year 2020, be considered as not be older than 12 months from the date of PIM.?</p> <p>b) Would all members in the consortium needs to qualify the net-worth criteria as per specific dated audited financial statements?</p> | <p>a) No, net worth should be based on latest available unaudited / provisional financial statements certified by the statutory auditor. Please refer to the below excerpt from the PIM:</p> <p>"Provided that, in the event IB / any member of Consortium is an unlisted entity, and does not have the audited financial statements of immediately preceding financial year, the latest available unaudited / provisional financial statements may be given as certified by its statutory auditor. All financial statements / annual reports / net worth certificates submitted should be certified by authorized signatory."</p> <p>b) No. Each member of the consortium may qualify the net worth criteria on different dates, so long as the net worth is a) as of a date which is not older than 12 months from the date of publishing of the PIM, and b) as per the audited financial statements in case of listed companies and unaudited / provisional financial statements in case of unlisted companies and certified by the statutory auditor.</p> | <p>Page 100 - Section 9. Instruction for submission of EoI, Clause 5, Part A, Point iii, subpoint i)</p> <p>and</p> <p>Page 106 - Section 10. Eligibility Criteria, Clause 7, Point a and b</p> |

| Sl.No.   | Query  | Response  | PIM reference                                    |
|--|--|---|--|
| 22   | <p>Eligibility criteria 10 (2): Please confirm whether each of the structures contemplated below would be permitted:</p> <p>(A) Party A, B and C submit the EOI as a consortium with A as the lead member. Can Party B and C completely withdraw and Party A submit the RFP as a sole bidder, subject to Party A meeting the qualification criteria set out in the PIM?</p> <p>(B) Party A submits the EOI. Can an Affiliate that is relying on the financial strength of Party A (not being an SPV but a company with operations) of Party A submit the RFP instead of Party A?</p> <p>(C) Party A submits an EOI as a sole bidder. There is a change in shareholding of Party A prior to the submission of RFP such that Party A is 49% held by a new shareholder. Can Party A submit an RFP</p> <p>(D). Can Party A (lead member) and Party B submit the EOI as consortium. Can an existing operating entity (Party C) in which both Party A and Party B are shareholders and Party A holds more than 50% of the voting capital of Party C be the special purpose vehicle of the consortium (i.e. consortium comprising of Party A and Party B). If yes, prior to RFP, can (i) Party A's Affiliate replace Party A as the lead member of the consortium? OR (ii) Party A's Subsidiary replace Party A as the lead member of the consortium?</p> | <p>(A) Yes, Party B and C may completely withdraw and Party A submit the bid as a sole bidder, subject to Party A meeting the qualification criteria set out in the PIM. Please refer to the PIM - Page 107, Section 10 Eligibility Criteria, Clause 8 Change in Consortium, Point b.</p> <p>(B) No, an Affiliate that is relying on the financial strength of Party A cannot submit the bid instead of Party A. Please refer to the PIM - Page 107, Section 10 Eligibility Criteria, Clause 8 Change in Consortium, Point d.</p> <p>Also, please refer to para 8-a on page 107 of the invitation for EOI which reads that "... A qualified IB who has submitted the EOI as a Sole Bidder and wishes to form a Consortium for final bid, shall be permitted to form a Consortium with such IB acting as the Lead Member,..."</p> <p>Also, it must be noted that in case of a consortium, change of lead member is not permitted; please refer to the PIM - Page 107, Section 10 Eligibility Criteria, Clause 8 Change in Consortium, Point e, Subpoint ii.</p> <p>C and D) To be provided in Stage II</p> | As given in response                             |
| 23   | Is the Rs. 2 lakhs DD inclusive of GST or not?   | No, Rs. 2 lakhs is not inclusive of GST. Typically, 18% GST is chargeable. Hence, the total non-refundable Application Fees would be Rs. 2 lakhs + 18% GST  |  |
| 24   | <p>a) We are bidding from a recently created subsidiary and only one year financials are available. Should we submit the parent entity's financials as well?</p> <p>b) For all other criteria, should we consider the subsidiary or the parent entity?</p>   | <p>a) The IB cannot bid through a subsidiary which has less than three completed years' financials. However, the IBs may form a consortium to bid, subject to meeting the consortium eligibility criteria mentioned in the PIM (Page 103-105, Section 10 Eligibility Criteria, Clauses 2, 3 and 4)</p> <p>b) Please refer above</p>   | As given in response                             |
| <b>Queries related to the Company's subsidiaries / JV / trusts</b> |  |   |  |
| 25   | <p>a) Has Acumen Fund given approval for divestment?</p> <p>b) Will Acumen continue the JV post divestment?</p> <p>c) Is there a lock-in period for continuity for the JV?</p>   | <p>a) No approval is required from Acumen fund for the proposed divestment</p> <p>b and c) To be provided in Stage II</p>   | Page 19, Lifespring Hospitals (P) Limited (LHPL) |

| Sl.No. | Query  | Response   | PIM reference                  |
|--------|--|--|--------------------------------|
| 26     | Trusts and societies associated with HLL - as they are also part of the transaction, have these entities also provided their consent for the divestment. Also would the promoters / trustees / society members / office bearers be resigning post the divestment and will the Bidder be able to replace the the promoters / trustees / society members / office bearers? | No such consent is required. To be answered in Stage II in definitive agreements (SPA/SHA).  | Page 19 - Trusts and societies |
| 27     | HLL Infratech (HITES)<br>- What is the main function of this entity other than procurement?<br>- Will GoI discontinue procuring of these devices through HLL after privatization ?<br>- Page 24 of PIM : Please provide more details on order book and revenue pipeline? Order book of INR 18,000 cr / revenue pipeline of INR 400 cr for medium term is not clear       | - Other than Procurement, HITES is engaged in<br>(1) Infrastructure Development Division (IDD) in healthcare<br>(2) Bio-Medical Engineering Services (BME) and<br>(3) Facility Management Division (FMD) for operation and maintenance at various hospitals on pan India basis.<br><br>- Existing contracts will continue for the remaining period of the contract.<br><br>- Order book of INR 18000 Crs. is the current value of projects available with HITES whose consultancy will be realized over in subsequent financial years after achieving the respective milestones and (or) delivery of services. INR 400 crores indicated for medium term covers the period up to FY2024- 25 |                                |
| 28     | What will be the status of assets and liabilities of HMCCHL - will they also be written off? Also the operations of the hospital will it also be closed down?  | At present there is no assets and liabilities for HMCCHL. The company is under closure by striking off its name.   |                                |
| 29     | HITES has been "designated as an "Executing Agency" and as a NPSA by MoHFW, GoI, as well as designated as a PSA by MoHFW, GoI for phase-IV and V of PMSSY projects" - will the status as designated "Executing Agency" as well as PSA continue to be in force post the divestment? If yes, what will be the tenure of the same?  | The projects already awarded to HITES / HLL will continue for its unexpired period.  |                                |
| 30     | HLL - Board of directors - would the entire board of directors resign post divestment? Also, given that there are 100% subsidiaries, trusts, societies and other entities - will the board members also resign from such other entities?   | Yes, post-disinvestment HLL Directors, subsidiaries in HLL subsidiaries Trustees / Governing Committee members in other entities will cease to hold the position.  |                                |
| 31     | LifeSpring Hospital - please provide details such as number of beds in hospital, size of hospital (in area), no. of patients served, revenue generated   | Relevant information provided in <a href="#">Annexure 1 - Lifespring details</a>   |                                |



| Sl.No.  | Query   | Response  | PIM reference  |
|---|---|---|--|
| <b>Queries related to contraceptive segment</b> |   |   |  |
| 32  | "HLL is also involved in distribution of social marketing brands (such as Nirodh, Ustad, Rakshak, Mala-D, etc) at prices subsidised by the GoI" - please provide details of price subsidies given by GoI. Also will the subsidies continue after the transaction is closed?   | Will subsidies continue: Existing contracts with the Government will continue for the remaining period of the contract<br><br>Details of price subsidies - To be provided in Stage II in VDR  | Page 31 - Section 2.7.1.1. Contraceptives, paragraph 1 |
| 33  | Contraceptive Segment - Within each contraceptive subsegment (condoms, IUDs, OCs, etc), who does HLL compete with? What is the trend of HLL's market share for its respective brands? What is HLL's competitive advantage against these players?  | Regarding competition for condoms, please refer to PIM - page 89, section 7.1. Indian contraceptives market, India - male condom market, Retail channel / brand marketing<br>Additional information to be provided in Stage II in VDR   | As given in response                                   |
| 34  | Contraceptives: Other than Govt. tenders, through what channels are the Contraceptives brands sold? Please share this detail specifically for each brand  | "HLL also markets multiple brands of condoms, contraceptives and various FMCG products through the private retail channel with a reach of over 150,000 retail outlets across the country as well as an extensive exports market reach." Additional information to be provided in Stage II in VDR  | Page 31 - Section 2.7.1.1. Contraceptives              |
| 35  | Contraceptives: Does HLL have a field force (FF) to promote the Contraceptives brands? If yes, what is the size of the FF? How many members in the FF are contract employees? What is the FF salary and incentives?   | "HLL has a dedicated domestic field force of 700 frontline team members. HLL's rural footprint is across 4,00,000 villages with offices in all metro and mini-metro cities." Additional information to be provided in Stage II in VDR   | Page 22 - Section 1.3. Key investment highlights – HLL |
| 36  | Condom business:<br>- Please provide note on the positioning of 3 different male condom brands?<br>- Please provide volumes, margin details as per attached format "Sales - Condom"<br>- Please provide sales break up various channels, regions etc. as per the attached format  | MOODS is positioned as a premium brand within the commercial condom segment targetting the urban youth. Ustad is positioned as a value for money brand. Deluxe Nirodh is a Social marketing brand of Government of India and marketed by HLL. Additional information will be provided in Stage II in VDR  |  |
| 37  | Contraceptive Segment - Please provide the breakup for volume and price trends for last three years and YTD for various/key product categories. What % of the products in this segment are under industry wide DCGI price control and how is HLL pricing compared to DCGI ceiling price?  | Drugs Controller General of India (DCGI) does not handle the matter of price control. National Pharmaceutical Pricing Authority (NPPA) is the relevant authority which deals with price control. The relevant guidelines may be seen at the website of the NPPA - <a href="https://www.nppaindia.nic.in/">https://www.nppaindia.nic.in/</a> . Additional information to be provided in Stage II |  |
| 38  | Contraceptive Segment - The current capacity utilization is very high for various contraceptive products, esp. more than 100% for Copper T and Saheli OCP. Is it because of more no. of shifts? When was the last capacity expansion for various product lines and what is the capex plan for capacity expansion going forward? | The capacity was shown on the basis of single shift operations for Cu-T and OCP. To meet orders more shifts were run and hence shown as more than 100 % capacity utilization. Additional information to be provided in Stage II in VDR  |  |

| Sl.No. | Query  | Response   | PIM reference                                 |
|--------|--|--|---|
| 39     | Contraceptives: Are any of the SKUs sold by HLL under Price Control / Price Ceiling?   | Drugs Controller General of India (DCGI) does not handle the matter of price control. National Pharmaceutical Pricing Authority (NPPA) is the relevant authority which deals with price control. The relevant guidelines may be seen at the website of the NPPA - <a href="https://www.nppaindia.nic.in/">https://www.nppaindia.nic.in/</a>                            |   |
| 40     | Contraceptives: Is Nirodh brand owned by HLL? What is the role of HLL in manufacturing, distribution, sales of Nirodh?   | No, brand Nirodh is owned by Government of India. Please refer to PIM:<br>- Section 2.7.1.1. Contraceptives, Page 31<br>- Section 2.8. Business Segments for Distribution, Page 46<br>- Section 7. Indian reproductive healthcare market, Page 88<br>- Section 7.1. Indian contraceptives market, Page 89<br>Additional information may be provided in Stage II in VDR | As given in response                          |
| 41     | Contraceptives: Please share the rationale for having multiple brands within the Condoms? How are the brands different and what market segment do each of them cater to?   | MOODS is positioned as a premium brand within the commercial condom segment targetting the urban youth. Ustad is positioned as a value for money brand. Deluxe Nirodh is a Social marketing brand of Government of India and marketed by HLL. Additional information will be provided in Stage II in VDR   | Page 31, 32 - Section 2.7.1.1. Contraceptives |
| 42     | Contraceptives business segment: Please share a list of all the brands manufactured by HLL. Is there any brand in this list which is not owned by HLL and is not part of transaction scope?  | Brands not owned by HLL, but owned by Government of India are (i) Nirodh for Condoms and (ii) Mala D for Oral Contraceptive Pills. Additional information will be provided in Stage II in VDR  | Page 31 - Section 2.7.1.1. Contraceptives     |
| 43     | Contraceptives business segment: Please share a list of all the brands distributed and sold by HLL. Is there any brand in this list which is not owned by HLL and is not part of transaction scope?  | Brands not owned by HLL, but owned by Government of India are (i) Nirodh for Condoms and (ii) Mala D for Oral Contraceptive Pills. Additional information will be provided in Stage II in VDR  | Page 31 - Section 2.7.1.1. Contraceptives     |
| 44     | Contraceptives business segment: Is 100% manufacturing of the Contraceptives done in the 8 manufacturing facilities of HLL? If not, please share details of contract manufacturer and key terms including Cost, Term, Quantity, which product etc. | Yes, 100% manufacturing of contraceptives are done in five (5) manufacturing units of HLL.   |   |
| 45     | Contraceptives business segment: Do any of the Company's brands require cold storage for its SKUs? If yes, please name the brands?   | HLL's products namely Blood Bags and Pharma Products require storage in temperature controlled conditions. There is no requirement of cold storage.  |   |

| Sl.No.   | Query   | Response   | PIM reference        |
|--|---|--|----------------------|
| <b>Queries related to pharmaceutical segment</b> |   |  |                      |
| 46   | Pharmaceutical Segment - What % of the products in this segment are under industry wide DCGI price control and how is HLL pricing compared to DCGI ceiling price?   | 35% of pharmaceutical (Women's Healthcare Division) products (by revenue) are under price control. Drugs Controller General of India (DCGI) does not handle the matter of price control. National Pharmaceutical Pricing Authority (NPPA) is the relevant authority which deals with price control. The relevant guidelines may be seen at the website of the NPPA - <a href="https://www.nppaindia.nic.in/">https://www.nppaindia.nic.in/</a> |                      |
| 47   | Pharmaceutical Segment - What % of the products in this segment are under DCGI price control?   | 35% of pharmaceutical (Women's Healthcare Division) products (by revenue) are under price control. Drugs Controller General of India (DCGI) does not handle the matter of price control. National Pharmaceutical Pricing Authority (NPPA) is the relevant authority which deals with price control. The relevant guidelines may be seen at the website of the NPPA - <a href="https://www.nppaindia.nic.in/">https://www.nppaindia.nic.in/</a> |                      |
| 48   | Pharmaceuticals business segment: Please share a list of all the brands distributed and sold by HLL. Is there any brand in this list which is not owned by HLL and is not part of transaction scope?                        | All brands mentioned in the PIM are owned by HLL. Please refer to the PIM - Page 35-40, Section 2.7.1.2.Contraceptives   | As given in response |
| 49   | Pharmaceuticals business segment: Please share a list of all the brands manufactured by HLL. Is there any brand in this list which is not owned by HLL and is not part of transaction scope?                                | All brands mentioned in the PIM are owned by HLL. Please refer to the PIM - Page 35-40, Section 2.7.1.2.Contraceptives   | As given in response |
| 50   | Pharmaceutical Segment - What is the current capacity utilization?  | Please refer to PIM:<br>- Page 51 - Section 2.9. Manufacturing facilities and quality certifications, Product-wise capacity utilisation, and<br>- Page 69 - Section 3.7. Manufacturing facilities, Table 31: GAPL manufacturing facility details   | As given in response |
| 51   | Pharmaceuticals business segment: Are any of the SKUs sold by HLL under Price Control / Price Ceiling?  | 35% of pharmaceutical (Women's Healthcare Division) products (by revenue) are under price control. Drugs Controller General of India (DCGI) does not handle the matter of price control. National Pharmaceutical Pricing Authority (NPPA) is the relevant authority which deals with price control. The relevant guidelines may be seen at the website of the NPPA - <a href="https://www.nppaindia.nic.in/">https://www.nppaindia.nic.in/</a> |                      |
| 52   | Pharmaceuticals business segment: Is 100% manufacturing of the Pharmaceuticals done in the 8 manufacturing facilities of HLL? If not, please share details of contract manufacturer and key terms including Cost, Term etc. | No, HLL manufactures pharmaceutical products in 2 facilities only, i.e. in Belgaum and Indore. HLL's subsidiary company - GAPL also manufactures pharma products at its manufacturing facility at Pernem, Goa.   |                      |

| Sl.No.  | Query   | Response   | PIM reference |
|---|---|--|---------------|
| 53  | Pharmaceuticals business segment: Other than Govt. tenders, through what channels are the Pharmaceuticals brands sold? Please share this detail specifically for each brand   | Pharmaceutical business segment markets its brands through the channel of dedicated field force (Medical Representatives). Additional information to be provided in Stage II in VDR  |               |
| 54  | Pharmaceuticals business segment: Does HLL have a field force (FF) to promote the Pharmaceuticals brands? If yes, what is the size of the FF? How many members in the FF are contract employees? What is the no. of Sales managers (SM) broken into ASMs, ZSMs, NSMs etc., span, PCPM, FF salary, FF incentives, SM cost and # CFAs | Yes, HLL markets its pharmaceutical brands through field force. The total field strength is 92. The total no. of field team members under fixed term contract are 41 and third party contract are 40 and the rest 11 employees are in company pay roll. This includes Group Product Manager:1; NSM:1; Regional Manager :1; ASM:14 and BDEs (MRs):76. Additional information to be provided in Stage II in VDR  |               |
| 55  | Pharmaceuticals business segment: Other than 13,000Gynaecs, are there any other doctors covered? What is the geographic breakdown of the Gynaecs covered, in terms of both states and tier 1/2/3 cities?  | 375 surgeons and 1,125 General Practitioners are covered in addition to Gynaecologists, to market pharmaceutical brands. Additional information to be provided in Stage II in VDR  |               |
| 56  | Pharmaceuticals business segment: Do any of the Company's brands require cold storage for its SKUs? If yes, please name the brands?   | No, none of the brands require specific cold storage.  |               |
| <b>Queries related to healthcare products segment</b> |   |  |               |
| 57  | Healthcare Products - What % of the products in this segment are under industry wide price control and how is HLL pricing compared to ceiling price?  | Healthcare Division markets products viz. Blood Component Therapy- which includes Blood Bags, Automated Component Extractors etc & Wound care Products like Surgical Sutures and Mesh etc. All these products are not classified under Price Controls.   |               |
| <b>Queries related to human resources</b>             |   |  |               |
| 58  | Please share if there are any employee unions   | There are recognized unions in HLL factories. HLL management has long term agreements with unions.   |               |
| 59  | Does HLL and its subsidiaries have any unions. If so, are there any long term commitments with the union?   | HLL subsidiary HITES does not have any trade union. GAPL has has three worker unions and has signed a long-term wage settlement agreement with the workers unions on 04-11-2019 applicable for the period from 01-01-2018 to 31-12-2022.   |               |
| 60  | What is the main role of employees working on contract basis are there any specific activities done by contractual employees  | The Services Divisions like Pharmacy outlets and Healthcare Services are run by employees on Fixed Term Contract. In HLL business divisions namely RBD and HCS, about 90% of employees are on contract like Pharmacists, Lab technicians, Pathologists, Radiologists who are essential for smooth operations of these Divisions. In factories, contract employees are engaged in secondary packing and Electronic Testing Department operations (which are manpower intensive) |               |

| Sl.No.                               | Query  | Response   | PIM reference |
|--------------------------------------|--|--|---------------|
| 61                                   | Have there been any strikes, work stoppages etc. Experienced by HLL in the past five years? How is the relationship unions?  | No strikes or work stoppages during the past five years. HLL has normal relationship with unions   |               |
| <b>Queries related to financials</b> |  |  |               |
| 62                                   | Financial statements - revenue -<br>a) share of business of each customer as per product / segment<br>b) number of years association for each customer<br>c) new customers added during last 3 years - product wise / segment wise<br>d) payment term of each customer<br>e) provide segment wise order book, client wise, product wise revenues for the past 5 years<br>f) provide EBTIDA, assets and liabilities - segment wise<br>g) debtor details (client and segment) as of March 2019, March 2020, and March 2021 and period for which each debtor is on the books (to check on ageing of debtors). Client wise and segment wise write off details (if any) for the last 3 years ending FY21<br>h) Covid 19 revenue for FY20 & FY21 | a to g) Information will be provided in Stage II in VDR<br><br>h) COVID segment revenue for FY21 - INR 3,568.28 cr. No COVID segment revenue for FY20  |               |
| 63                                   | Item-wise segregation of revenue from govt. contracts & private categories of business   | For FY21 - HLL standalone revenue from operation by division in INR crores, and as a % of total revenue from operations (excludes COVID-19 sales & reimbursement):<br>Government business - INR 1,294.54 crores, 86%<br>Private business - INR 137.57 crores, 9%<br>Export business - INR 80.92 crores, 5%   |               |
| 64                                   | Page 55 of PIM - MOU with GoI<br>- What are the possibilities of extension beyond March'22, what are the terms of the agreement?<br>- Reason for high difference between target revenue (INR 1,60,000 lakhs) and actual revenue (INR 5,08,131 lakhs)? are there any non recurring or one time elements?<br>- Reason for low inventory and high receivables ?<br>- Please provide more details on Sales of Sanitary napkin vending machine ?  | - to be provided in Stage II in VDR<br>- Reasons for higher actual revenue as compared with target: During the FY 2020-21 COVID business line has contributed Rs. 3,568.28 Cr to HLL's Revenue<br>- Low inventory : About 90% of HLL business are from Government and Government Institutions. Products are either made to order or procured and supplied (i.e. Traded products) against order<br>- High Receivables: Government takes about 6 months to pay the consideration. Information regarding sales of sanitary napkins vending machines will be provided in Stage II in VDR |               |

| Sl.No.                                     | Query   | Response   | PIM reference        |
|--|---|--|----------------------|
| 65   | Page 56 of PIM<br>Reasons for claims against company not acknowledged as debt ?   | The claims against HLL categorized and disclosed as 'Contingent liabilities' indicate those liabilities that are not recognized in books of accounts because their existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the entity |                      |
| 66   | Page 59 : Balance Sheet - Assets<br>- Reason for low tangible assets of INR 253Cr in FY 21 ?<br>- What is ROU asset - Terms & Conditions related to it ?<br>- Please provide further details on deferred tax asset of INR 20Cr in FY 21 ?<br>- Please provide further details of other non current assets of INR 55Cr in FY21 ?<br>- Please provide the details and reason for increase in Inventory from INR 196 cr in FY 20 to INR 338Cr in FY 21 ?<br>- Please provide further details of other Current assets of INR 295Cr in FY 21 ? | ROU asset means 'Right-of-Use' asset. For other information, may refer HLL Annual Report 2020-21. Additional information to be provided in Stage II in VDR   |                      |
| 67   | KMP - remuneration - apart from total remuneration mentioned in PIM, are there any other benefits / obligations due to KMP  | Performance related pay for FY20 and FY21 already provided in the books  |                      |
| 68   | MoU non-financial parameters<br>Reduction in loss of all subsidiary CPSEs from previous year - please provide details about significant increase in losses  | In FY21, GAPL suffered dip in the revenue from operations and net profit due to COVID 19. However, there is a significant increase in revenue of HLL due to COVID 19   |                      |
| <b>Queries related to general business</b> |   |  |                      |
| 69   | Please provide a note on the R&D activities for HLL as a whole  | Please refer to PIM - Page 52 - Section 2.10 for note on R&D activities<br><br>Additional information will be provided in Stage II in VDR  | As given in response |
| 70   | Does HLL outsource any product? If yes, please share the details in terms of margins, volumes, product etc.   | Outsource Vending machines and Incinerator, Deodorants, Moods Lubricants. Separate list regarding other products outsourced by HLL Sourcing Division given in <a href="#">Annexure 2 - Other HLL products outsourced</a>   |                      |
| 71   | How does HLL manages the export business? Are there any employees based out of India? Does HLL engages Export distributors/buying agents / government organizations out side India / International organizations etc. if yes, please share details  | Yes, No employees outside India. HLL has Business Associates / Distributors in about 45 countries. HLL executes orders for Government in Brazil, Kenya, South Africa, Indonesia, Sri Lanka. Additional information will be provided in Stage II in VDR   |                      |

| SI.No. | Query  | Response   | PIM reference |
|--------|--|--|---------------|
| 72     | "HLL exports products and provides services to over 85 countries and gained entry into 19 new markets in 2017." - a) please provide details of products exported<br>b) please provide details of services exported<br>c) please provide details of 85 countries<br>d) please provide of 19 new markets   | Information regarding a) and b) provided in <a href="#">Annexure 3 - export related information</a> . Regarding sl. c) and d), additional information will be provided in Stage II in VDR  |               |
| 73     | Are there any long term contract with RM suppliers historically and going forward  | No long term contracts with RM suppliers exist presently. But, there is annual contracts. For Retail Business Division, there is rate contracts. HLL has empaneled suppliers for major Raw Materials and Purchase Orders are issued on need basis to the Supplier(s)   |               |
| 74     | "HLL currently operates 220 pathology labs, 47 imaging centres and 6 labs across the country under Hindlabs brand name." - post the strategic sale, will there be any restrictions on participation of tenders in the mentioned business areas?  | Majority of these labs and imaging centres are won through tenders. Post-disinvestment also HLL can participate in tenders.  |               |
| 75     | "Hindlabs also operates a super-speciality clinic in Thiruvananthapuram" - please provide details of super-speciality clinic including services offered, no. of beds, no. of doctors, etc.   | HINDLABS Trivandrum apart from clinical diagnostic services offers radiology and polyclinic OPD services which includes cardiology, pulmonology, general medicine and fetal medicine services. Medical officers are engaged at ISRO clinics and with Trivandrum Airport. HINDLABS clinic do not have beds for in-patient treatment. There are currently 26 doctors engaged with HINDLABS Trivandrum. |               |
| 76     | The Central Instrumentation Facility (CIF)<br>a) what is the total size (square feet) of the CIF<br>b) what is the estimated remaining useful life of the plant and machinery<br>c) what is capital expenditure required to be incurred to maintain existing level of operations<br>d) any replacement of plant and machinery required to be incurred to maintain existing level of operations | a) Total size of the CIF is 1200 sq. ft.<br>b) Estimated remaining useful life of the laboratory equipment in CIF is Approx. 2 to 5 years.<br>c) Capital expenditure to be incurred to maintain the existing level of operations is Approx. Rs. 75 Lakhs.<br>d) Replacement to be incurred to maintain existing level of operations is Approx. Rs. 50 Lakhs.   |               |
| 77     | Leasehold assets<br>Mumbai - whether unexpired tenure of 48 is in months or years<br>- please clarify  | Unexpired tenure of lease is 48 years  |               |
| 78     | Business and operations - Procurement - whether it is done centralised or decentralised<br>ERP - what is the ERP system used by all entities   | For factories, each unit has a purchase department which carry out procurement activities. For some major raw materials like Latex, centralised procurement is also carried out.<br>- HLL uses ERP, SAP ECC 6 with EHP 4   |               |



| Sl.No.                                       | Query   | Response  | PIM reference |
|--|---|---|---------------|
| <b>Queries related to business divisions</b> |   |   |               |
| 79   | Vending Business Division<br>- What is the purpose of incinerators ?<br>- Does HLL continuously supply product to existing vending machines in the market ?<br>- What are the numbers and how all these market supplies tracked ?   | HLL sells sanitary napkins. The replenishment of stocks for refilling of the products in the vending machines are provided on cost basis, by HLL. There is no free supply / subsidy associated with replenishment of stocks for products in Vending Machines, by HLL. Incinerators are sold to enable napkin customers to destroy used Sanitary Napkins in an eco-friendly manner. Additional information to be provided in Stage II in VDR |               |
| 80   | RBD - Retail Business Division<br>- Amrit DEENDAYAL - will GoI continue to support 50% discounted medicines? If not, what will happen to demand of the products associated<br>- GDS - will GoI continue to support 60% discount? If not, what will happen to demand of the products associated<br>- HLL Optical/Pharmacy - will the Partnership with State Governments/medical institutions continues after privatization?  | - Existing contracts for Pharmacy Outlets will continue during unexpired period.<br>- GDS: There is no discount offered by GoI through these outlets. The discounts offered are provided by HLL based on its procurement at economical rate(s).<br>- Existing contracts will continue for the remaining period of the contract  |               |
| 81   | Retail Business Division (RBD) - operates a total of 253 pharmacies / life-care centres - please provide details such as tenure (for tenure please provide start date and end date of contracts / agreements) of the contracts, what happens post transaction is closed, will the RBD continue to operate   | RBD pharma outlets - existing contracts will continue during unexpired period. Each outlet has its own contract with specified tenure. Statement showing validity period of the contracts is enclosed as <b><u>Annexure 4 - validity period of the contracts</u></b>  |               |
| 82   | Amrit Deendayal - please provide details such as tenure (for tenure please provide start date and end date of contracts / agreements) of the PPP contracts, what happens post transaction is closed, will the outlets continue to operate   | RBD pharma outlets - existing contracts will continue during unexpired period. Each outlet has its own contract with specified tenure. Statement showing validity period of the contracts is enclosed as <b><u>Annexure 4 - validity period of the contracts</u></b>  |               |
| 83   | "Generic Drug Stores (GDS) operates on a PPP model and is a chain of drug stores established near govt. hospitals"<br>a) please provide details about the same including location, address, name of government owned institutions<br>b) details of outlets - revenue generated, gross margins, etc.<br>c) please provide details such as tenure of the PPP contracts (for tenure please provide start date and end date of contracts / agreements), what happens post transaction is closed, will the outlets continue to operate | RBD pharma outlets - existing contracts will continue during unexpired period. Each outlet has its own contract with specified tenure. Statement showing validity period of the contracts is enclosed as <b><u>Annexure 4 - validity period of the contracts</u></b> . Additional information to be provided in Stage II in VDR   |               |



| Sl.No. | Query  | Response   | PIM reference |
|--------|--|--|---------------|
| 84     | "Free Generic Pharmacies (FGPs), on the other hand, are a delivery model of dispensing generic medicines free of cost in partnership with medical institutions." - a) details of outlets - revenue generated, gross margins, etc.<br>b) please provide details such as tenure of the PPP contracts (for tenure please provide start date and end date of contracts / agreements),<br>c) what happens post transaction is closed, will the outlets continue to operate  | RBD pharma outlets - existing contracts will continue during unexpired period. Each outlet has its own contract with specified tenure. Statement showing validity period of the contracts is enclosed as <a href="#">Annexure 4 - validity period of the contracts</a> . Additional information to be provided in Stage II in VDR  |               |
| 85     | "HLL Pharmacy and HLL Opticals are comprehensive medical retail outlets, started in partnership with state governments / medical institutions," - a) please provide details such as tenure (for tenure please provide start date and end date of contracts / agreements) of the PPP contracts<br>b) what happens post transaction is closed, will the outlets continue to operate  | RBD pharma outlets - existing contracts will continue during unexpired period. Each outlet has its own contract with specified tenure. Statement showing validity period of the contracts is enclosed as <a href="#">Annexure 4 - validity period of the contracts</a>   |               |
| 86     | "HCD offers a wide range of critical hospital products and services to healthcare professionals in the field of transfusion services and advanced patient care" -<br>a) please provide details of products and services provided to healthcare professionals<br>b) please provide details of outlets - revenue generated, gross margins, etc.<br>c) what happens post transaction is closed, will the outlets continue to operate  | Hi-Care Division is the marketing division of HLL that markets Healthcare products. This Division does not own any outlets. Hence, b) & c) are not applicable to HCD   |               |
| 87     | "VBD facilitated installation of 16,870 vending machines and 19,171 incinerators as of 31st March, 2021." -<br>a) who owns the vending machines / incinerators?<br>b) what is the status of vending machines / incinerators - how many are active, how many are not operational<br>c) please provide details of the locations of such vending machines & Incinerators<br>d) are the products provided through vending machines provided free of cost / subsidized cost? If yes - will the subsidies continue post divestment | a) Ownership of Vending machines lies with State Governments / Institutions who buy these items from HLL.<br>b and c) These machines are maintained by the owners namely Government / Institutions and therefore not possible to provide information about number of machines and location of vending machines because ownership lies with Government customers.<br>d) There is no subsidy involved in Vending machines and Incinerators. HLL sells on cost plus markup basis. |               |

| Sl.No.                                  | Query  | Response   | PIM reference        |
|---|--|--|----------------------|
| <b>Queries related to manufacturing</b> |  |  |                      |
| 88                                      | Please share overview of plant wise operations covering areas like:<br>a) Manufacturing capabilities (for all product categories like Condoms, blood bags, Copper T etc.,)<br>b) Machine details and overview (size, age, make etc.)<br>c) Infrastructure<br>d) Capacity and capacity utilization level<br>e) Any major break down in last 2-3 years<br>f) Any major capex required in next 2-3 years  | a & d) Please refer to PIM:<br>- Page 48-51, Section 2.9 for HLL product capabilities, installed capacities and utilisation, and<br>- Page 67-69, Section 3.6.1 and Section 3.7 for GAPL product capabilities, installed capacity and utilisation<br><br>b, c, e & f) Additional information will be provided in Stage II in VDR | As given in response |
| 89                                      | a) Product-wise capacity utilisation for Blood Bags and Sutures<br>b) Any specific reason why the capacity utilisation is so low? Please provide specific details<br>c) any dependencies causing low capacity utilisation<br>d) what is the estimated remaining useful life of the plant and machinery<br>e) what is capital expenditure required to maintain existing level of operations<br>f) any replacement of plant and machinery required to be incurred to maintain existing level of operations | a) Please refer to PIM - Page 51, Table 14: HLL's product-wise capacity utilisation for FY 2020 - FY 2021<br><br>b, c, d, e & f) Additional information will be provided in Stage II in VDR  | As given in response |
| 90                                      | Refer to Page 51 of PIM - What is the reason for more than 100% capacity utilization in case of Copper-T and Non Steroidal OCP (Saheli)?   | The capacity was shown on the basis of single shift operations for Cu-T and OCP. To meet orders more shifts were run and hence shown as more than 100 % capacity utilization.  |                      |
| 91                                      | GAPL operates 3 manufacturing facilities across Goa, Ajmer and Jaipur - Are Ajmer and Jaipur facilities also compliant with GMP guidelines (GoI) and cGMP norms as per the revised Schedule "M" of the Drugs and Cosmetics Act, 1940   | The leased Ayurvedic Facility at Ajmer is compliant with GMP guidelines (GoI) and cGMP norms as per schedule "T" and the leased Homeopathic Facility at Jaipur is compliant with GMP guidelines (GoI) and cGMP norms as per schedule "M" of the Drugs & Cosmetics Act 1940.  |                      |

## List 2 - Queries for which responses will be given in Stage II in VDR

| Sl.No.  | Query   | Response                          | PIM reference |
|---|---|-----------------------------------|---------------|
| <b>Queries related to the transaction process</b> |   |                                   |               |
| 1   | Stage II - RFP stage: Please specify the amount to be submitted by QIB to deposit as a bank guarantee and an Earnest Money Deposit (EMD) at Stage II as required by GoI. (If any) | To be provided in Stage II in VDR |               |

| Sl.No.   | Query   | Response                          | PIM reference |
|--|---|-----------------------------------|---------------|
| 2  | Stage II - RFP stage: Please provide the brief note on determination of price per share for acquiring 100% Gol equity stake in HLL.   | To be provided in Stage II in VDR |               |
| <b>Queries related to concessions from the Government</b>          |   |                                   |               |
| 3  | Leasehold assets -<br>a) whether the commercial arrangement will continue post divestment<br>b) what is the tenure of the leasehold assets (start date and end date)<br>c) can charge be created on lease-hold assets post divestment<br>d) what are the other terms and conditions of leasehold assets                                     | To be provided in Stage II in VDR |               |
| 4  | Are there any existing contracts having change of control clause which will impact the business post privatization? If yes, please share the details  | To be provided in Stage II in VDR |               |
| 5  | "Potential to become implementation partner for government schemes related to wellness, sanitation, sex education and healthcare" - Please provide more details about how the Company can be considered as implementation partner for government schemes  | To be provided in Stage II in VDR |               |
| <b>Queries related to the Company's subsidiaries / JV / trusts</b> |   |                                   |               |
| 6  | Does EDC Ltd. have plans of exiting GAPL after the divestment. Considering that it has 26% stake in GAPL, will it demand for a board seat at GAPL?  | To be provided in Stage II in VDR |               |
| 7  | Contract with subsidiaries: Please provide further details of the contractual relationship between HLL and GAPL, HITES, HMCCHL and JV of LHPL with respect to services rendered by such subsidiaries to HLL and via-a vis. Please clarify the impact of such contractual relationship and/ or services after the proposed divestment of HLL | To be provided in Stage II in VDR |               |
| 8  | Control on Trust: Please provide further details of the leadership/strategic/transactional relationship between HLL and HLPPT, HMA and HPCS with respect to services rendered by such societies to HLL and via-a vis. Please clarify the impact of such contractual relationship and/ or services after the proposed divestment of HLL.     | To be provided in Stage II in VDR |               |
| 9  | Order Book Size: Please share the contractual details of large size HITES order book.   | To be provided in Stage II in VDR |               |

| Sl.No.  | Query  | Response                          | PIM reference |
|---|--|-----------------------------------|---------------|
| <b>Queries related to contraceptive segment</b> |  |                                   |               |
| 10  | Contraceptive Segment - What is the addressable domestic market for each of its subsegments (condoms, IUDs, OCs, etc.)?  | To be provided in Stage II in VDR |               |
| 11  | Contraceptive Segment - What is the penetration of contraceptives in India currently and the market segmentation (between condoms, IUD, OCs)? How has this trended over time? How does penetration of contraceptives in India compare to overseas markets?   | To be provided in Stage II in VDR |               |
| 12  | Contraceptives: Please share details of salesforce including: no. of sales people; whom do they cover - chemists / doctors / others; coverage per sales person; No. of Sales managers (SM) broken into ASMs, ZSMs, NSMs etc.; span; PCPM; Salary, Incentives and no. of CFAs   | To be provided in Stage II in VDR |               |
| 13  | "HLL also markets multiple brands of condoms, contraceptives and various FMCG products through the private retail channel with a reach of over 150,000 retail outlets across the country as well as an extensive exports market reach." - please provide details of retail outlets including models such as Company owned-company operated, etc. location details, size, manpower, etc. Also which all other brands of condoms, contraceptives and various FMCG products are marketed by HLL? Please provide details of such brands. | To be provided in Stage II in VDR |               |
| 14  | Contraceptive Segment - Please provide revenue and profit breakdown of the various subsegments (condoms, IUDs, Ocs, etc) and how this has trended over last three years and YTD?   | To be provided in Stage II in VDR |               |
| 15  | Contraceptive Segment - What is the trend of % of revenue from government? How much is the receivable days?  | To be provided in Stage II in VDR |               |
| 16  | Contraceptive Segment - Who are your major customers (besides the government)? How are your customer contracts structured?   | To be provided in Stage II in VDR |               |
| 17  | Contraceptive Segment - Retailer and distributor economics: What kind of margins do retail stores get when they sell HLL products? How often are contract terms negotiated?  | To be provided in Stage II in VDR |               |
| 18  | Contraceptive Segment - What are the criteria for distributor appointment? What has been the attrition level / change in distributors over the last 3 years?   | To be provided in Stage II in VDR |               |
| 19  | Contraceptive Segment - Please provide a revenue distribution for the distributors / dealers as applicable. The objective is to evaluate distributor concentration   | To be provided in Stage II in VDR |               |

| Sl.No.   | Query   | Response                          | PIM reference |
|--|---|-----------------------------------|---------------|
| 20   | Contraceptive Segment - How is expired inventory both at plant and dealer / distributor / retailer treated from a commercial and accounting standpoint? What are the policies for unsold inventory at the retailer, distributor level?                                | To be provided in Stage II in VDR |               |
| 21   | Contraceptive Segment - What % of contraceptives sold are subsidized/free of cost? What are the unit economics for subsidized vs. non-subsidized products? How have subsidy receivables trended over time?  | To be provided in Stage II in VDR |               |
| 22   | Contraceptive Segment - Details of export plans, if any.  | To be provided in Stage II in VDR |               |
| 23   | Contraceptive Segment - What is the split between online sales vs. physical sales?  | To be provided in Stage II in VDR |               |
| 24   | Contraceptives Segment: Please share the complete list of SKUs within each brand along with the following details for each SKU for FY19-22 YTD: Price, volume, material margin, factory overheads, gross margin   | To be provided in Stage II in VDR |               |
| 25   | Contraceptives: For each Contraceptive brand sold by HLL, what revenue contribution is from Govt. tenders (both India and overseas)? Please share key terms of these tenders including Price, Term of tender etc.   | To be provided in Stage II in VDR |               |
| 26   | Contraceptives business segment: Please share a detailed note describing each sale & distribution channel, the no. of employees within each channel, the target segment, distribution mechanism, distribution margins etc.  | To be provided in Stage II in VDR |               |
| 27   | Contraceptives business segment: For all the brands, is there any seasonality in revenue? If yes, please share which brands?  | To be provided in Stage II in VDR |               |
| <b>Queries related to pharmaceutical segment</b> |   |                                   |               |
| 28   | Pharmaceutical Segment - What is the addressable domestic market for each of its subsegment categories? Who does HLL compete with in this segment? What is HLL's market share for respective brands. What is HLL's competitive advantage?                             | To be provided in Stage II in VDR |               |
| 29   | Pharmaceutical Segment - Please provide of breakup of OTC and Rx businesses.  | To be provided in Stage II in VDR |               |
| 30   | Pharmaceutical Segment - Please provide revenue (in terms of volume and price trends) and profit breakdown of the various subsegments (MTP pills, menstrual cycle regulators, ovulation inducers, nutritional supplements, etc.,) and how this has trended over time? | To be provided in Stage II in VDR |               |
| 31   | Pharmaceutical Segment - What % of revenue comes from the government currently? How much is the receivable days?  | To be provided in Stage II in VDR |               |

| Sl.No. | Query   | Response                          | PIM reference |
|--------|---|-----------------------------------|---------------|
| 32     | Pharmaceutical Segment - How much of capacity is reserved for government contracts?   | To be provided in Stage II in VDR |               |
| 33     | Pharmaceutical Segment - What is the growth opportunity for HLL in this segment, both within India and overseas?  | To be provided in Stage II in VDR |               |
| 34     | Pharmaceutical Segment - Who are your major customers (besides the government)? How are your customer contracts structured?   | To be provided in Stage II in VDR |               |
| 35     | Pharmaceutical Segment - Retailer and distributor economics: What kind of margins do retail stores get when they sell HLL products? How often are contract terms negotiated?  | To be provided in Stage II in VDR |               |
| 36     | Pharmaceutical Segment - What are the criteria for distributor appointment? What has been the attrition level / change in distributors over the last 3 years?   | To be provided in Stage II in VDR |               |
| 37     | Pharmaceutical Segment - Please provide a revenue distribution for the distributors / dealers as applicable. The objective is to evaluate distributor concentration   | To be provided in Stage II in VDR |               |
| 38     | Pharmaceutical Segment - How is expired inventory both at plant and dealer / distributor / retailer treated from a commercial and accounting standpoint? What are the policies for unsold inventory at the retailer, distributor level? | To be provided in Stage II in VDR |               |
| 39     | Pharmaceutical Segment - What % of products sold are subsidized/free of cost? What are the unit economics for subsidized vs. non-subsidized products?   | To be provided in Stage II in VDR |               |
| 40     | Pharmaceutical Segment - Why did sales decline last year in this segment?   | To be provided in Stage II in VDR |               |
| 41     | Pharmaceuticals business segment: Please share the complete list of SKUs within each brand along with the following details for each SKU for FY19-22 YTD: Price, volume, material margin, factory overheads, gross margin               | To be provided in Stage II in VDR |               |
| 42     | Pharmaceuticals business segment: For each Pharmaceuticals brand sold by HLL, what revenue contribution is from Govt. tenders (both India and overseas)? Please share key terms of these tenders including Price, Term etc.             | To be provided in Stage II in VDR |               |
| 43     | Pharmaceuticals business segment: What is the geographic breakdown of the FF, in terms of both states and tier 1/2/3 cities?  | To be provided in Stage II in VDR |               |
| 44     | Pharmaceuticals business segment: For all the brands, is there any seasonality in revenue? If yes, please share which brands?   | To be provided in Stage II in VDR |               |

| Sl.No.  | Query  | Response                          | PIM reference |
|---|--|-----------------------------------|---------------|
| <b>Queries related to healthcare products segment</b> |  |                                   |               |
| 45  | Healthcare Products - What is the addressable domestic market for each of its subsegment categories?   | To be provided in Stage II in VDR |               |
| 46  | Healthcare Products - Who does HLL compete with in this segment? What is HLL's competitive advantage? What is HLL's market share in both absorbable and non-absorbable sutures, gloves, blood bags, and other products                     | To be provided in Stage II in VDR |               |
| 47  | Healthcare Products - Please provide revenue (volume and price trends) and profit breakdown of the various subsegments (sutures, gloves, blood bags, etc.) and how this has trended over time?   | To be provided in Stage II in VDR |               |
| 48  | Healthcare Products - Why did sales decline last year in this segment? Why is this segment currently loss-making?  | To be provided in Stage II in VDR |               |
| 49  | Healthcare Products - What % of revenue comes from the government currently? What % of products sold are subsidized/free of cost?  | To be provided in Stage II in VDR |               |
| 50  | Healthcare Products - How much of capacity is reserved for government contracts?   | To be provided in Stage II in VDR |               |
| 51  | Healthcare Products - Why is the capacity utilization so low for sutures and blood bags?   | To be provided in Stage II in VDR |               |
| 52  | Healthcare Products - Who are your major customers (besides the government)? How are your customer contracts structured?   | To be provided in Stage II in VDR |               |
| 53  | Healthcare Products - What is the growth opportunity for HLL in this segment, both within India and overseas?  | To be provided in Stage II in VDR |               |
| 54  | Healthcare Products - How is the working capital cycle in this segment as sales are majorly to hospitals?  | To be provided in Stage II in VDR |               |
| <b>Queries related to human resources</b>             |  |                                   |               |
| 55  | Please provide current management structure and their roles and responsibilities and work experience   | To be provided in Stage II in VDR |               |
| 56  | PIM Page no 57<br>We understand that out of the total manpower of 3,905 as on Mar-21 ~ 2,332 employees are on contract basis, please share a note on how this is being managed covering areas like system, compensation, HR practices etc. | To be provided in Stage II in VDR |               |
| 57  | PIM Page no 57<br>Please share the level wise salary details (senior management team, middle management, worker level etc.   | To be provided in Stage II in VDR |               |
| 58  | Please provide level wise details of benefits provided to employees on rolls of the company and for the employees working on contract basis? Are the any committed benefits given to employees? If yes, please share details               | To be provided in Stage II in VDR |               |

| SI.No.                               | Query   | Response                          | PIM reference |
|--------------------------------------|---|-----------------------------------|---------------|
| 59                                   | Please provide copy of of employee contracts covering key terms of employee contracts including information related to benefits, termination, specific commitments etc.   | To be provided in Stage II in VDR |               |
| 60                                   | Employee strength - a) could you outline the approach with employees of post-acquisition and restrictions of making the operations efficient<br>b) we would like to understand the proposed transition terms for the contracts with PSUs and certain other government departments and thereby assessment of impact on the business post acquisition by IB<br>c) for contracted workers - what are the proposed transition terms. Are there any lock-in clauses applicable | To be provided in Stage II in VDR |               |
| 61                                   | Others: Please share the employee roster with details of salary, division, type of employment: contract / permanent for all employees   | To be provided in Stage II in VDR |               |
| 62                                   | Staff deployment: Please provide more details on the number of posted staff and local staff recruited?  | To be provided in Stage II in VDR |               |
| <b>Queries related to financials</b> |   |                                   |               |
| 63                                   | MoU non-financial parameters<br>Reduction in claims against the Company not acknowledged as debt (%) - please provide details including amount, names of entities who have made claims, reason for claims, etc. for the significant increase in claims against the Company not acknowledged as debts  | To be provided in Stage II in VDR |               |
| 64                                   | Please provide historical sales data with product wise volumes and margins as per tab "Sales Data"  | To be provided in Stage II in VDR |               |
| 65                                   | Please provide annual Marketing Budget allocation (inclusive of all online/offline/GTM/NPD/NPL/ATL/BTL) ?   | To be provided in Stage II in VDR |               |
| 66                                   | Please provide the details of capex done in last 3 years for HLL and its subsidiaries providing break up between growth capex and maintenance capex   | To be provided in Stage II in VDR |               |
| 67                                   | Please provide YTD FY22 financial performance of HLL and all its subsidiaries   | To be provided in Stage II in VDR |               |
| 68                                   | Please share the business plan of HLL and all its subsidiaries for next 3-5 years   | To be provided in Stage II in VDR |               |
| 69                                   | Please provide details of long term and short term debt / borrowings (latest possible) for HLL and its subsidiaries along with details like interest rates, repayment schedule, lending banks etc.  | To be provided in Stage II in VDR |               |



| Sl.No. | Query   | Response                          | PIM reference |
|--------|---|-----------------------------------|---------------|
| 70     | <p>Page 59 of PIM : Income Statement</p> <ul style="list-style-type: none"> <li>- Please help to understand and exclude one time type of items that will not continue in future?</li> <li>- Which businesses will be discontinued post divestment ?</li> <li>- Reason for increase in purchase of stock in trade from 686 cr in FY 20 to 3,820 cr in FY 21</li> <li>- What are the reasons for employee cost increase to 241cr in FY 21 from 196 cr in FY 20 ?</li> <li>- What are the reasons of rapid increase in other expenses from 287cr in FY17 to 473cr in FY20 to 778cr in FY21 ??</li> <li>- What would be the normalized EBITDA for the business</li> </ul> | To be provided in Stage II in VDR |               |
| 71     | <p>Balance Sheet - Liabilities</p> <ul style="list-style-type: none"> <li>- What are the non current Liabilities of INR 34Cr in FY 21 ?</li> <li>- What will be the treatment of outstanding Debt, will it continue or repaid at the time of closing?</li> <li>- Reason for high payables of INR 1850Cr in FY 21 ? how much will carry forward out of this ?</li> <li>- What are the other non current assets of INR 55Cr ?</li> <li>- What are the other financial liability and provisions of INR 1353Cr in FY 21, please share more details ?</li> </ul>   | To be provided in Stage II in VDR |               |
| 72     | <p>What will be the financial impact of INR 4,388 Cr advances received as contra for cash held under trust ?</p> <p>Are there any cash balances available with trust</p>  | To be provided in Stage II in VDR |               |
| 73     | <p>Contingent Assets and Liabilities</p> <ul style="list-style-type: none"> <li>- Would it be possible to settle INR 36 Cr of IT + Sales tax liability as HLL owned by Gol ?</li> <li>- Please provide details of INR 158 Cr claims against company ?</li> <li>- Please provide more details of INR 29 Cr Corporate Guarantee ?</li> <li>- What is the status of contingent asset related to arbitration award for the legal case of INR 27 cr?</li> </ul>  | To be provided in Stage II in VDR |               |
| 74     | <p>Page 70 of PIM : Income Statement (GAPL)</p> <ul style="list-style-type: none"> <li>- Please help to understand reason for decline in revenue from INR 77 cr in FY 17 to INR 27 cr in FY 21?</li> <li>- What are the reasons for employee cost increase to INR 115cr in FY 21 from INR 90 cr in FY 20 ?</li> <li>- What are the reasons of increase in finance cost to INR 14cr in FY21 to INR 9cr in FY20 ?</li> <li>- What would be the normalized EBITDA for the business?</li> <li>- Details of other income of INR 5 cr in FY 21</li> </ul>   | To be provided in Stage II in VDR |               |

| Sl.No. | Query  | Response                          | PIM reference |
|--------|--|-----------------------------------|---------------|
| 75     | <p>Page 71 of PIM : Balance Sheet</p> <ul style="list-style-type: none"> <li>- Please provide further details on deferred tax asset of INR 41Cr in FY 21 ?</li> <li>- Please provide details and reason for decrease in Inventory from INR 17 cr in FY 20 to INR 8Cr in FY 21 ?</li> <li>- Please provide details and reason for increase in other non current liability from INR 8 cr in FY 20 to INR 40 Cr in FY 21 ?</li> <li>- Please provide details and reason for increase in trade payables from INR 29 cr in FY 20 to INR 34 Cr in FY 21 ?</li> </ul> | To be provided in Stage II in VDR |               |
| 76     | <p>Page 79 of PIM : Income Statement (HITES)</p> <ul style="list-style-type: none"> <li>- What are the reasons for employee cost increase to INR 42cr in FY 21 from INR 29 cr in FY 20 ?</li> <li>- What are the reasons for decline in EBITDA from 15.1 % in FY 20 to 5.6% in FY 21?</li> <li>- What would be the normalized EBITDA for the business?</li> </ul>  | To be provided in Stage II in VDR |               |
| 77     | <p>Page 80 of PIM : Balance Sheet</p> <ul style="list-style-type: none"> <li>- Please provide further details on other non current assets of INR 9Cr in FY 21 ?</li> <li>- Please provide details and reason for increase in trade payables from INR 13 cr in FY 20 to INR 15 Cr in FY 21 ?</li> </ul>   | To be provided in Stage II in VDR |               |
| 78     | Are there any unfunded pension liability? If yes, please provide details with calculation (including assumptions)  | To be provided in Stage II in VDR |               |
| 79     | "HITES has an order book of more than INR 18,000 crore of projects across construction, facilities management, and hospital procurement as of October 2021." - Please provide more details such as details of orders, expected revenue from such orders, details of customers including name, location, etc.   | To be provided in Stage II in VDR |               |
| 80     | "The order-book translates to a revenue pipeline of over INR 400 crore over the medium-term." - please provide details in number of months. Also what is the expected margins out of the revenue pipeline?   | To be provided in Stage II in VDR |               |

| Sl.No. | Query   | Response                          | PIM reference |
|--------|---|-----------------------------------|---------------|
| 81     | Financial statements - a) details of non-current liabilities<br>b) banker wise outstanding debt and including rate of interest<br>c) tax benefits / incentives if any will continue after change of shareholding<br>d) average account receivable and payable days (ageing)<br>e) provide segment wise order book, client wise, product wise revenues for the past 5 years<br>f) provide profitability / gross margin - segment wise, client wise, product wise for the past 5 years<br>g) furnish a list of specific assets and its value by major business divisions<br>h) debtor details (client and segment) and period for which each debtor is on the books (to check on ageing of debtors). Client wise and segment wise write off details (if any) for the last 3 years standing<br>i) status of audit observations (qualification in audit report)<br>j) Inventories ageing<br>k) Details of EMD / deposits paid / received<br>l) detail of statutory dues | To be provided in Stage II in VDR |               |
| 82     | Consolidated contingent liabilities and assets<br>Claims against the Company not acknowledged as debts - a) please provide details including entities who have made claims, aging of claims, any litigation / notices received for the same and action taken by HLL for the same  | To be provided in Stage II in VDR |               |
| 83     | Consolidated contingent liabilities and assets - a) we would like to understand the proposed representation, warranties and indemnities being provided to IB around contingent liabilities and other key aspects of the business<br>b) current status of appeal income tax, custom, service tax & VAT   | To be provided in Stage II in VDR |               |
| 84     | Financial statements - assets and business divisions - a) evaluation of potential risk for the major asset / unit shutdown<br>b) could you outline the flexibility available to the IB to demerge assets or part of the business?<br>c) we would like to understand the flexibility for divestment of assets / business and the potential threshold around the same<br>d) ability to carve out assets into another company (or sell the same), if and when required: what flexibility and freedom will bidders have for carving out the assets of HLL?  | To be provided in Stage II in VDR |               |

| SI.No. | Query   | Response                          | PIM reference |
|--------|---|-----------------------------------|---------------|
| 85     | Financial statements - capital expenditure - a) what are the executed capital projects for the last 3 years?<br>B) what are the capex plans to the Company over the next 2-3 years? Details of the capex (segment and location) and funding plan? Any further capital raising plans for the Company?  | To be provided in Stage II in VDR |               |
| 86     | Please share the full and detailed P&L separately for each of the four business segments for FY19-22E. The P&L should also include the following details: Revenue, Material margin, Factory overheads, Breakdown of Operating expense (Employee expense, sales & promotion, selling & distribution, others), Breakdown of Corporate Overheads, if any, Breakdown of General Admin expenses, if any, EBITDA margin | To be provided in Stage II in VDR |               |
| 87     | Financials: Please share description and breakdown of the unallocable revenue and unallocable expenses that are part of consolidated P&L. Please share these details for FY19-22YTD   | To be provided in Stage II in VDR |               |
| 88     | Financials: For Contraceptives and Pharmaceuticals business segments: Please share the break-up of Selling & Distribution expenses into variable commission to CFA, fixed cost for CFA, logistics costs. Which expense line-item in the P&L includes inbound logistics cost? Is it part of Selling & Distribution expenses or something else? Please share these details for FY19-22YTD                           | To be provided in Stage II in VDR |               |
| 89     | Financials: For Contraceptives and Pharmaceuticals business segment: Please share Employee cost broken down into Medical Representatives, Sales Managers, senior management cost and other employees costs. Please specify the employee expense breakdown by contract and fixed labour. Please share these details for FY19-22YTD   | To be provided in Stage II in VDR |               |
| 90     | Financials: For Contraceptives and Pharmaceuticals business segment: Please share details of the Working Capital cycle for FY19-22YTD   | To be provided in Stage II in VDR |               |
| 91     | Financials: For Contraceptives and Pharmaceuticals business segment: Please share details of the Capital employed, Gross and Net book value of assets, Capex done for FY19-22YTD  | To be provided in Stage II in VDR |               |
| 92     | Financials: Please share the quarterly sales data for all brands separately for Govt. tenders and other channels. Please share these details for FY19-22YTD   | To be provided in Stage II in VDR |               |

| SI.No.                                     | Query  | Response                          | PIM reference |
|--|--|-----------------------------------|---------------|
| 93   | MOU Financial Parameters: Please provide the reasons for % change in MOU parameters (Lower operating profit in 2021) target of 2.75% crores to 1.85% crores in actual. (PIM 2.12)  | To be provided in Stage II in VDR |               |
| 94   | MOU Financial Parameters: Please provide the reasons for % change in MOU parameters (High in PAT/Average Net worth in 2021) target of 7.8% to 32.9% in actual. (PIM 2.12)  | To be provided in Stage II in VDR |               |
| 95   | MOU Financial Parameters: Please provide the reasons for high receivables in MOU parameters (High Receivable days to 4.4 times of proposed 2021) target of 30 Days to 132 Days in actual. (PIM 2.12)   | To be provided in Stage II in VDR |               |
| 96   | MOU Non- Financial Parameters: Please provide the reasons increase in losses of subsidiary CPSE parameter (Increase in losses 2 times of target 2021) target of 100% decrease to increase in losses of 103% in actual. (PIM 2.12. II)  | To be provided in Stage II in VDR |               |
| 97   | Income statement: Please provide the reasons increase in cost of raw material and trend in coming years, (PIM 2.14)  | To be provided in Stage II in VDR |               |
| 98   | Income statement: Please provide Briefing of increase of other expenses to 1.64 times other major expenses almost the same. (PIM 2.14)   | To be provided in Stage II in VDR |               |
| 99   | Income statement: Please provide the reasons increase in cost of goods sold to 1.63 in comparison of last year and trend in coming years, (PIM 2.14)   | To be provided in Stage II in VDR |               |
| <b>Queries related to general business</b> |  |                                   |               |
| 100  | What are the general payment terms with the suppliers and the customers for the respective divisions.  | To be provided in Stage II in VDR |               |
| 101  | What are the payment terms with each of the RM supplier  | To be provided in Stage II in VDR |               |
| 102  | Page 55 of PIM - Partnership - please provide note on each of the partnership covering areas like terms, royalty, restrictions etc.  | To be provided in Stage II in VDR |               |
| 103  | Please provide a note on distribution channel in terms of current relationships, major commercial terms etc.   | To be provided in Stage II in VDR |               |
| 104  | Domestic Sales:<br>- Please provide a note on distributors / stockist etc. for domestic sales covering areas like numbers, geographic presence etc.,<br>- Are these distributors / stockist etc. associated independently with HLL or is there are linkage with Gol or other PSU's in any way<br>- What are the margins allowed to distributors / stockist / retail outlets compared to general industry standards | To be provided in Stage II in VDR |               |

| Sl.No. | Query  | Response                          | PIM reference |
|--------|--|-----------------------------------|---------------|
| 105    | Please lay out process flow of Gynecologist network - how are they incentivized ?  | To be provided in Stage II in VDR |               |
| 106    | Competition Analysis<br>- For each of the product category, please provide who are the major competitors, details of their Products/Brands ?<br>- List of their Distributors ?<br>- What are the product margins of their distributors ?   | To be provided in Stage II in VDR |               |
| 107    | Please share the list of all associated agencies & partners – Marketing/Ad./Media-Social Media Partner/MR/PR !   | To be provided in Stage II in VDR |               |
| 108    | Are there any new product development pipeline and Launches if Yes then please share the details of each?  | To be provided in Stage II in VDR |               |
| 109    | Please Share Data analytics of D2C website ( <a href="https://www.moodsplanet.com/">https://www.moodsplanet.com/</a> ), i.e., List of Active Users/User Data/Sales revenue through D2C/Daily visitors/CPC etc.   | To be provided in Stage II in VDR |               |
| 110    | Please share list of E-comm vendors where the retail products are listed and product wise margin   | To be provided in Stage II in VDR |               |
| 111    | Raw Materials<br>- What are the major Raw materials used for each of the product category?<br>- Who the major suppliers?<br>- Geography wise details of RM imported (volumes, pricing, terms etc.)<br>- Does company have multiple suppliers for each of the major raw material? | To be provided in Stage II in VDR |               |
| 112    | With reference to the patents, please share the total revenue achieved in last 3 years from the products developed under them  | To be provided in Stage II in VDR |               |
| 113    | Please provide a list of all related party contracts covering areas like:<br>- Summary of key terms<br>- Validity period<br>- Benefits available<br>- Any major obligation<br>- Renewal<br>- Others  | To be provided in Stage II in VDR |               |
| 114    | Please provide real estate information as per attached format "Real Estate"  | To be provided in Stage II in VDR |               |

| Sl.No. | Query   | Response                          | PIM reference |
|--------|---|-----------------------------------|---------------|
| 115    | "HLL's rural footprint is across 4,00,000 villages with offices in all metro and mini metro cities" - Please provide details about the same including location, address, type of presence whether leased premises, owned premises, size of premises, etc.   | To be provided in Stage II in VDR |               |
| 116    | The Corporate R&D Centre (CRDC) of HLL - please provide the following details<br>a) breakup of R&D personnel - qualifications, skill, experience<br>b) is there a fixed expenditure that has to be incurred every year to maintain the facility<br>c) capital expenditure required to be incurred to maintain the R&D center at its current level of operations<br>d) any replacement of plant and machinery required to be incurred to maintain existing level of operations<br>e) lead time from design to SOP for each product | To be provided in Stage II in VDR |               |
| 117    | The Central Instrumentation Facility (CIF) The international trial for graphene condoms is in progress - a) timeline by when the trial is expected to be completed  | To be provided in Stage II in VDR |               |
| 118    | "CRDC has 14 ongoing projects which are at different stages of execution. This includes 6 externally funded projects and 8 internally funded projects. HLL has submitted 4 projects for external funding during 2020 - 2021." - a) details of projects including funds received, scope of projects, timelines for completion<br>b) any obligation on HLL to the grantors / project funders in terms of deliverables, technology or financial liabilities  | To be provided in Stage II in VDR |               |
| 119    | Key Technological and distribution partnerships - a) terms of technology agreement with any partners in India or abroad?<br>b) duration of the technology agreement<br>c) any royalty or technical fees paid for using the IPR?<br>d) can patents be licensed to third party under technology agreement?  | To be provided in Stage II in VDR |               |

| SI.No.                                       | Query  | Response                          | PIM reference |
|--|--|-----------------------------------|---------------|
| 120  | <p>Legal and Compliances - a) any major litigation or legal disputes with customers, vendors or any other parties? Any whistleblower complaints with details. Brief details of pending legal issues if any.</p> <p>B) list of MoUs / tie-ups for long term supplying or buying, having any limitations w.r.t. forming them as a consortium partner</p> <p>c) any adverse remarks passed by government of CAG in the last 3 years</p> <p>d) status of compliance with statutory requirements</p> <p>e) details of major incidents occurred in the last few years and remedial measures taken</p> <p>c. Procedural requirements for the execution of the general power of attorney</p> | To be provided in Stage II in VDR |               |
| <b>Queries related to business divisions</b> |  |                                   |               |
| 121  | <p>HLL's Health Care Services</p> <ul style="list-style-type: none"> <li>- Please provide details of owned/rented real estate ?</li> <li>- Hind Labs - No. of stores/sales volumes and margins ?</li> <li>- Life spring Hospitals - Please provide a note on the operations of these hospitals along with revenue, profitability, completion etc.</li> </ul>   | To be provided in Stage II in VDR |               |
| 122  | "HLL currently operates 220 pathology labs, 47 imaging centres and 6 labs across the country under Hindlabs brand name." - please provide details of equipment installed in the labs / centres, tenure of the contracts. For tenure please provide start date and end date of the contracts / agreements   | To be provided in Stage II in VDR |               |
| 123  | "Hindlabs has been awarded pathology diagnostics contracts by state governments in Maharashtra and Assam and imaging contracts in Uttar Pradesh." - please provide details of contract including expiry date of contracts, current status of contracts (whether active, operational, etc.). For tenure please provide start date and end date of the contracts / agreements  | To be provided in Stage II in VDR |               |
| 124  | "HLL currently operates 220 pathology labs, 47 imaging centres and 6 labs across the country under Hindlabs brand name." - please provide details of revenue generated from each of the verticals i.e. labs and imaging centres  | To be provided in Stage II in VDR |               |



| Sl.No.                                  | Query  | Response                          | PIM reference |
|---|--|-----------------------------------|---------------|
| 125                                     | Retail Business Division (RBD) - operates a total of 253 pharmacies / life-care centres - please provide details about the same including location, address, name of government owned institutions       | To be provided in Stage II in VDR |               |
| 126                                     | Retail Business Division (RBD) - operates a total of 253 pharmacies / life-care centres - please provide details of RBD - revenue generated, gross margins, etc.   | To be provided in Stage II in VDR |               |
| 127                                     | Amrit Deendayal - a) please provide details about the same including location, address, name of government owned institutions<br>b) details of outlets - revenue generated, gross margins, etc.          | To be provided in Stage II in VDR |               |
| <b>Queries related to manufacturing</b> |  |                                   |               |
| 128                                     | What is the validity of the CE mark, please provide detailed lists which have granted CE mark. Please provide details of which labs are accredited with NABL including types of tests covered under NABL | To be provided in Stage II in VDR |               |
| 129                                     | "UNFPA pre-qualified female condoms facility within the Kakkanad (KFC) plant premises" - Please provide more details on the pre qualification status including validity, tenure, etc.                    | To be provided in Stage II in VDR |               |
| 130                                     | "New WHO PQ certified Unipill facility within the Kanagala (KFB) plant premises" - Please provide more details on the pre qualification status including validity, tenure, etc.                          | To be provided in Stage II in VDR |               |

| SI.No. | Query   | Response                          | PIM reference |
|--------|---|-----------------------------------|---------------|
| 131    | <p>"GAPL manufactures wide range of life-saving medicinal formulations across allopathic, ayurvedic, unani and homeopathic systems of medicine with requisite quality approvals." - Please provide details of such medical formulations including the following details:</p> <ul style="list-style-type: none"> <li>a) List of all intellectual property including products currently being marketed and under development</li> <li>b) List of products under development and their regulatory statuses applications for products being developed</li> <li>c) Investigational new drug applications (INDs)</li> <li>d) List of Drug Maser Files (DMFs) filed by the Company</li> <li>e) deficiency letters</li> <li>f) list of products undergoing or having undergone regulatory oversight</li> <li>g) ongoing, planned or terminated clinical research</li> <li>h) record of exisitng patents, licenses;</li> <li>i) any agreements on the acquisition or cession of intellectual property</li> <li>j) List of any Over-the-counter drugs manufactured, and any applications, complaints / resolutions, correspondence, and/or marketing materials associated with OTC drugs</li> <li>k) A list of trademark an dtrade names</li> <li>l) relevant expertise in specific areas;</li> <li>m) list of statuses of foreign and domestic marketing applications, including NDAs, ANDAs, PLAs, and BLAs</li> <li>n) list of leading scientists working in or for the Company</li> <li>o) list of enviremental permits, licenses, audits, and certificates;</li> <li>p) records of environmental litigation, both past and current, if any; list of company-handled substances that pose or may present an environemntal hazard</li> </ul> | To be provided in Stage II in VDR |               |

| Sl.No.  | Query  | Response                          | PIM reference |
|---|--|-----------------------------------|---------------|
| 132   | <p>Manufacturing facilities</p> <p>1. Peroorkada (Trivandrum)</p> <p>2. Kanagala factory (Belgaum)</p> <p>3. Akkulam (Trivandrum)</p> <p>4. Akkulam (Trivandrum)</p> <p>5. Irapuram (Cochin)</p> <p>6. HLL factory (Haridwar)</p> <p>a) what is the estimated remaining useful life of the plant and machinery?</p> <p>b) what is capital expenditure required to be incurred to maintain existing level of operations</p> <p>c) any replacement of plant and machinery required to be incurred to maintain existing level of operations</p> | To be provided in Stage II in VDR |               |
| 133   | <p>Manufacturing facilities</p> <p>Manesar factory (Gurugram)</p> <p>Pharmaceutical factory (Indore)</p> <p>a) what is the total size (square feet) of the manufacturing facilities</p> <p>b) what is the estimated remaining useful life of the plant and machinery</p> <p>c) what is capital expenditure required to maintain existing level of operations</p> <p>d) any replacement of plant and machinery required to be incurred to maintain existing level of operations</p>   | To be provided in Stage II in VDR |               |
| <b>Queries related to projects, services &amp; others</b> |  |                                   |               |
| 134   | Projects, Services & Others - Please provide revenue and profit breakdown of the various subsegments (Hindlabs, Lifespring Hospitals, Retail Business Division etc.) and how this has trended over time?   | To be provided in Stage II in VDR |               |
| 135   | Projects, Services & Others - Why did sales decline last year in this segment?   | To be provided in Stage II in VDR |               |
| 136   | Projects, Services & Others - What is the growth opportunity for HLL in this segment?  | To be provided in Stage II in VDR |               |
| 137   | Projects, Services & Others - Who are the main competitors in this segment? How is HLL differentiated from those companies?  | To be provided in Stage II in VDR |               |
| 138   | Projects, Services & Others - What % of revenue comes from governmental contracts? How will this change post privatization? How much is the receivable days?   | To be provided in Stage II in VDR |               |
| 139   | Projects, Services & Others - What % of products are subsidized/free of cost?  | To be provided in Stage II in VDR |               |

| Sl.No. | Query  | Response                          | PIM reference |
|--------|--|-----------------------------------|---------------|
| 140    | Projects, Services & Others - Finance and Others:For each division please provide details on the useful life of the assets, date of the commissioning of the assets, current maintenance capex | To be provided in Stage II in VDR |               |
| 141    | Projects, Services & Others - Material margin, Gross margin for each business division   | To be provided in Stage II in VDR |               |
| 142    | Projects, Services & Others - Working capital analysis for each business   | To be provided in Stage II in VDR |               |
| 143    | Projects, Services & Others - Segmental EBIT and capital employed for each business division   | To be provided in Stage II in VDR |               |
| 144    | Projects, Services & Others - Scope for expansion in current manufacturing locations   | To be provided in Stage II in VDR |               |
| 145    | Projects, Services & Others - Employee data (FTE, contract, etc) for each division with wage bill for the last three years   | To be provided in Stage II in VDR |               |
| 146    | Projects, Services & Others - Details of intangible assets, if any on the balance sheet  | To be provided in Stage II in VDR |               |

**Annexure 1 - Lifespring details**

| Hospital         | Area (sq.ft) | Beds | During FY 2020-21   |                      |                             |
|------------------|--------------|------|---------------------|----------------------|-----------------------------|
|                  |              |      | In-patient services | Out patient services | Total Income (in INR lakhs) |
| MOULA ALI        | 15,632       | 25   | 504                 | 21,424               | 248.86                      |
| MALLAPUR         | 7,452        | 20   | 129                 | 4,214                | 54.99                       |
| VANASTHALI PURAM | 7,400        | 15   | 529                 | 21,811               | 223.35                      |
| UPPAL            | 10,600       | 17   | 339                 | 11,068               | 132.75                      |
| BOWEN PALLY      | 8,400        | 15   | 562                 | 19,182               | 203.84                      |
| CHILKAL GUDA*    | 15,000       | 20   | 471                 | 13,215               | 189.89                      |
| KUKAT PALLY      | 10,200       | 10   | 271                 | 9,266                | 102.80                      |
| ALWAL            | 5,840        | 10   | 410                 | 13,471               | 173.04                      |
| PURANA POOL      | 5,200        | 10   | 194                 | 11,158               | 96.39                       |
| CHAMPAPET        | 8,500        | 10   | 267                 | 9,434                | 119.84                      |

Annexure 2 - other HLL products outsourced

| Sl. | Composition   | Division | Brand Name           |
|-----|---|----------|----------------------|
| 1   | 1. DMPA Injection 150mg/ml Vial(Pre Mixed) 2. One cotton swab<br><i>sterile disposable Svrinae with needle</i><br>3. 2 ml   | WHD      | Depogen              |
| 2   | Misoprostol 200mcg  | WHD      | M Prost              |
| 3   | Norethisterone 5 mg tabs  | WHD      | Hilnor               |
| 4   | Natural Micronized Progesterone 300mg sustained Release tablets   | WHD      | Hilgestrone 300mg SR |
| 5   | Natural Micronized progesterone 200mg sustained Release tablets   | WHD      | Hilgestrone 200mg SR |
| 6   | Ferrous ascorbate eq to 100mg iron+ folic acid 1.5mg + Zinc 22.5mg tabs-  | WHD      | Xoom                 |
| 7   | Ferrous ascorbate eq to 100mg iron+ folic acid 1.5mg + Zinc 22.5mg tabs – <b>Physician Sample</b>   | WHD      | Xoom PS              |
| 8   | Natural micronized progesterone 200mg soft gelatin capsules   | WHD      | Hilgestrone 200mg    |
| 9   | Natural micronized progesterone 200mg soft gelatin capsules- <b>Physician Sample</b>  | WHD      | Hilgestrone 200mg PS |
| 10  | Elemental Calcium 500mg with Vitamin D3 Tablets   | WHD      | Hilcal               |
| 11  | Elemental Calcium 500mg with Vitamin D3 Tablets<br><i>Physician Sample</i>  | WHD      | Hilcal ps            |
| 12  | Grape Seed Extract 25mg + Coenzyme Q10 100mg + L-Arginine 50mg + Lycopene (10% Dispersion) 2mg + Lutein (6% Dispersion) 3mg + Vit. A (as palmitate) 5000IU + Vit. B1 5mg + Vit. B2 5mg + Vit. B6 1.5mg + Vit. B12 15mcg + Folic Acid 1.5mg + Zinc sulphate monohydrate 22.5mg + selenium dioxide 75mcg                            | WHD      | Grapez Q10           |
| 13  | Grape Seed Extract 25mg + Coenzyme Q10 100mg + L-Arginine 50mg + Lycopene (10% Dispersion) 2mg + Lutein (6% Dispersion) 3mg + Vit. A (as palmitate) 5000IU + Vit. B1 5mg + Vit. B2 5mg + Vit. B6 1.5mg + Vit. B12 15mcg + Folic Acid 1.5mg + Zinc sulphate monohydrate 22.5mg + selenium dioxide 75mcg<br><b>Physician Sample</b> | WHD      | Grapez Q10 PS        |

| <b>Physician Sample</b> |   |     |            |
|-------------------------|---|-----|------------|
| 14                      | Myoinositol 550mg + D chiroinositol 13.8 mg + N acetyl cysteine (NAC) 600mg+ Vit D3 400 IU*   | WHD | Ovorich    |
| 15                      | Myoinositol 550mg + D chiroinositol 13.8 mg + N acetyl cysteine (NAC) 600mg + Vit D3 400 IU <b>Physician Sample</b>   | WHD | Ovorich PS |
| 16                      | Grape seed extract 100 mg + Omega 3 fatty acids 250 mg + Vitamin E natural 15 IU + Vitamin C 40 mg + Zinc (Zinc sulphate) 12 mg + Manganese sulphate 1 mg + Vitamin B6 (Pyridoxine hydrochloride) 1 mg + Copper (Cupric sulphate) 1 mg + Folic acid (n-pteroyl-l-glutamic acid) 100 mg + Vitamin A 2000 IU + Selenium (sodium selenite) 35 mcg + Chromium picolinate 33 mcg                         | WHD | Grapez     |
| 17                      | Grape seed extract 100 mg + Omega 3 fatty acids 250 mg + Vitamin E natural 15 IU + Vitamin C 40 mg + Zinc (Zinc sulphate) 12 mg + Manganese sulphate 1 mg + Vitamin B6 (Pyridoxine hydrochloride) 1 mg + Copper (Cupric sulphate) 1 mg + Folic acid (n-pteroyl-l-glutamic acid) 100 mg + Vitamin A 2000 IU + Selenium (sodium selenite) 35 mcg + Chromium picolinate 33 mcg <b>Physician Sample</b> | WHD | Grapez PS  |

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|    |   |     |                 |
|----|---|-----|-----------------|
| 18 | Rabeprazole 20 mg+ Domperidone 30 mg SR caps                                    | WHD | Setright DSR    |
| 19 | Amoxicillin 500mg + Potassium Clavulanate 125mg Tablets                         | WHD | Clovista 625    |
| 20 | Amoxicillin 500mg + Potassium Clavulanate 125mg Tablets <b>Physician Sample</b> | WHD | Clovista 625 PS |
| 21 | New Life Compact – Delivery Kit   | WHD | New Life        |
| 22 | New Life Compact – Surgical Kit   | WHD | New Life        |
| 23 | Uterine Balloon Tamponade kit   | WHD | HLL UB Kit      |
| 24 | Latex surgical gloves – Sterile - (Tear Open) (Sizes- 6,                        |     |                 |



|    |  |     |            |
|----|--|-----|------------|
| 24 | 6.5, 7, 7.5,8)in HMHDPE Pouch  | HCD | Medigard   |
| 25 | Latex surgical gloves – Sterile - (Tear Open)(Sizes- 6, 6.5, 7, 7.5,8)in Polypaper Pouch | HCD | Medigard   |
| 26 | Latex surgical gloves – Non- Sterile -(Sizes- 6, 6.5, 7, 7.5,8)in HMHDPE Sleeve          | HCD | Medigard   |
| 27 | Examination Gloves Non Sterile (Extra Small, Small, Medium, Large, Extra large)          | HCD | Medigard   |
| 28 | Sanitary Napkin Regular  | CBD | Happy days |
| 29 | Deodorants 200ml With Gas  | CBD | MOODS      |
| 30 | Deodorants 150ml With Gas  | CBD | MOODS      |
| 31 | Deodorants 40ml With Gas   | CBD | MOODS      |
| 32 | Deodorants 135ml No Gas  | CBD | MOODS      |
| 33 | Deodorants 18ml Pocket Deo No Gas  | CBD | MOODS      |



### **Annexure 3 - export related information**

International Business Division (IBD) is responsible business development and marketing of various products manufactured by HLL in global markets. The division has long-term agreement with UNFPA and supplies are made to PSI, Mission Pharma, IMRES, IDA and various health Ministries and have a presence in trade market in various countries. The major function of the division involves global business development, both trade & institutions, identifying potential partners in overseas markets, registration of products with regulatory bodies in overseas countries and commercial operations covering sea, air shipments and logistics and FOREX management.

| <b>Product Category</b> | <b>Products</b>  | <b>Remarks</b>   |
|-------------------------|--|--|
| Contraceptives / FMCG   | a. Male condoms<br>b. Female condoms<br>c. Intra Uterine Devices (IUD)<br>d. Oral Contraceptive Pills (OCP)<br>- Emergency Contraceptive Pills<br>- Combined OCP's<br>e. Pregnancy test kits | Supplies are made to trade and institutions in HLL's own brand and in brands as per customer requirement |
| Hospital / Healthcare   | a. Blood collection Bags<br>b. Surgical Sutures  | Supplies to trade and institutions in HLL's own brand and OEM brands                                     |
| Traded products         | a. Lactohil (natural products)   | Trade Market   |

There has been no export of Services

#### Annexure 4 - validity period of the contracts

##### 4.1 Details Of MoUs - Amrit Pharmacy Outlets

| SL. NO | STATUS | STATE          | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS |
|--------|--------|----------------|-------------|-------------------|------------|---------|
| 1      | ACTIVE | ANDHRA PRADESH | 01.11.2018  | 15                | 30.10.2033 |         |
| 2      | ACTIVE | ASSAM          | 11.08.2016  | 3                 | 10.08.2019 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 3      | ACTIVE | ASSAM          | 11.08.2016  | 3                 | 10.08.2019 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 4      | ACTIVE | ASSAM          | 11.08.2016  | 3                 | 10.08.2019 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 5      | ACTIVE | ASSAM          | 11.08.2016  | 3                 | 10.08.2019 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 6      | ACTIVE | ASSAM          | 11.08.2016  | 3                 | 10.08.2019 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 7      | ACTIVE | ASSAM          | 11.08.2016  | 3                 | 10.08.2019 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 8      | ACTIVE | ASSAM          | 11.08.2016  | 3                 | 10.08.2019 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 9      | ACTIVE | ASSAM          | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 10     | ACTIVE | ASSAM          | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 11     | ACTIVE | ASSAM          | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 12     | ACTIVE | ASSAM          | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 13     | ACTIVE | ASSAM          | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |
| 14     | ACTIVE | ASSAM          | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |                | 22.11.2018  | 5                 | 21.11.2023 |         |

| SL. NO | STATUS | STATE | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS |
|--------|--------|-------|-------------|-------------------|------------|---------|
| 15     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 16     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 17     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 18     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 19     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 20     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 21     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 22     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 23     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 24     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 25     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 26     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 27     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 28     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 29     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |
| 30     | ACTIVE | ASSAM | 17.02.2017  | 3                 | 17.02.2020 |         |
|        |        |       | 22.11.2018  | 5                 | 21.11.2023 |         |

| SL. NO | STATUS | STATE      | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS   |
|--------|--------|------------|-------------|-------------------|------------|---|
| 31     | ACTIVE | ASSAM      | 17.02.2017  | 3                 | 17.02.2020 |   |
|        |        |            | 22.11.2018  | 5                 | 21.11.2023 |   |
| 32     | ACTIVE | ASSAM      | 17.02.2017  | 3                 | 17.02.2020 |   |
|        |        |            | 22.11.2018  | 5                 | 21.11.2023 |   |
| 33     | ACTIVE | ASSAM      | 17.02.2017  | 3                 | 17.02.2020 |   |
|        |        |            | 22.11.2018  | 5                 | 21.11.2023 |   |
| 34     | ACTIVE | ASSAM      | 17.02.2017  | 3                 | 17.02.2020 |   |
|        |        |            | 22.11.2018  | 5                 | 21.11.2023 |   |
| 35     | ACTIVE | ASSAM      | 17.02.2017  | 3                 | 17.02.2020 |   |
|        |        |            | 22.11.2018  | 5                 | 21.11.2023 |   |
| 36     | ACTIVE | ASSAM      | 11.08.2016  | 3                 | 10.08.2019 |   |
|        |        |            | 22.11.2018  | 5                 | 21.11.2023 |   |
| 37     | ACTIVE | ASSAM      | 22.11.2018  | 5                 | 21.11.2023 | SIGNED BETWEEN SHA ASSAM AND HLL FOR AYUSHMAN BHARAT SUPPLIES FROM AMRIT PHARMACIES |
| 38     | ACTIVE | BIHAR      | 26.07.2016  | 5                 | 25.07.2021 |   |
|        |        |            | 26.07.2021  | 5                 | 25.07.2026 |   |
| 39     | ACTIVE | BIHAR      |             |                   |            | MOU YET TO BE SIGNED  |
| 40     | ACTIVE | BIHAR      | 17.01.2019  | 15                | 16.01.2034 |   |
| 41     | ACTIVE | BIHAR      | 17.01.2019  | 15                | 16.01.2034 |   |
| 42     | ACTIVE | CHANDIGARH | 04.02.2016  | 5                 | 28.02.2021 |   |
|        |        |            | 01.03.2021  | 5                 | 28.02.2026 |   |
| 43     | ACTIVE | CHANDIGARH | 06.08.2016  | 5                 | 05.08.2021 |   |
|        |        |            | 06.08.2021  | 5                 | 05.08.2026 |   |
| 44     | ACTIVE | CHANDIGARH | 25.11.2016  | 5                 | 24.11.2021 |   |
|        |        |            | 25.11.2021  | 5                 | 24.11.2026 |   |
| 45     | ACTIVE | CHANDIGARH | 25.11.2016  | 5                 | 24.11.2021 |   |
|        |        |            | 25.11.2021  | 5                 | 24.11.2026 |   |
| 46     | ACTIVE | CHANDIGARH | 21.03.2017  | 3                 | 20.03.2020 |   |
|        |        |            | 10.09.2019  | 1                 | 09.09.2021 |   |
|        |        |            | 10.09.2021  | 3                 | 09.09.2024 |   |
| 47     | ACTIVE | CHANDIGARH | 29.01.2018  | 5                 | 28.01.2023 |   |

| SL. NO | STATUS | STATE            | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS   |
|--------|--------|------------------|-------------|-------------------|------------|---|
| 48     | ACTIVE | CHANDIGARH       | 22.09.2018  | 5                 | 21.09.2023 |   |
| 49     | ACTIVE | CHHATTISGARH     | 18.03.2016  | 15                | 17.03.2031 |   |
| 50     | ACTIVE | CHHATTISGARH     | 14.12.2017  | 5                 | 13.12.2022 |   |
| 51     | ACTIVE | CHHATTISGARH     | 18.03.2016  | 15                | 17.03.2031 |   |
| 52     | ACTIVE | CHHATTISGARH     | 18.03.2016  | 15                | 17.03.2031 |   |
| 53     | ACTIVE | GUJARAT          | 19.05.2018  | 5                 | 18.05.2023 | AMRIT - DDPMJAS OUTLETS OF GUJARAT ARE OPERATIONAL BASED ON THE BROWN FIELD AGREEMENT SIGNED ON 19TH MAY 20218. |
| 54     | ACTIVE | GUJARAT          | 27.12.2021  | 5                 | 26.12.2026 |   |
| 55     | ACTIVE | HARYANA          | 06.09.2016  | 10                | 05.09.2026 |   |
| 56     | ACTIVE | HARYANA          | 04.04.2018  | 3                 | 03.04.2021 | EXTENSION OF MOU IS IN PROCESS  |
| 57     | ACTIVE | HARYANA          | 03.08.2018  | 5                 | 02.08.2023 |   |
| 58     | ACTIVE | HARYANA          | 22.10.2018  | 5                 | 21.10.2023 |   |
| 59     | ACTIVE | HARYANA          | 18.12.2018  | 3                 | 17.12.2021 | EXTENSION OF MOU IS IN PROCESS  |
| 60     | ACTIVE | HARYANA          | 03.08.2018  | 5                 | 02.08.2023 |   |
| 61     | ACTIVE | HARYANA          | 11.11.2019  | 2                 | 10.11.2021 | EXTENSION OF MOU IS IN PROCESS  |
| 62     | ACTIVE | HIMACHAL PRADESH | 02.03.2017  | 3                 | 01.03.2020 | EXTENSION OF MOU IS IN PROCESS  |
|        |        |                  | 02.03.2020  | 2                 | 01.03.2022 |   |
| 63     | ACTIVE | HIMACHAL PRADESH | 23.12.2017  | 3                 | 22.12.2020 |   |
|        |        |                  | 22.12.2020  | 2                 | 21.12.2022 |   |
| 64     | ACTIVE | HIMACHAL PRADESH | 20.09.2017  | 3                 | 19.09.2020 | EXTENSION OF MOU IS IN PROCESS  |
| 65     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |
| 66     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |
| 67     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |
| 68     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |
| 69     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |
| 70     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |
| 71     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |
| 72     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |
| 73     | ACTIVE | JAMMU & KASHMIR  | 15.06.2019  | 3                 | 14.06.2022 |   |

| SL. NO | STATUS | STATE           | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS                        |
|--------|--------|-----------------|-------------|-------------------|------------|--------------------------------|
| 74     | ACTIVE | JAMMU & KASHMIR | 15.06.2019  | 3                 | 14.06.2022 |                                |
| 75     | ACTIVE | JAMMU & KASHMIR | 15.06.2019  | 3                 | 14.06.2022 |                                |
| 76     | ACTIVE | JAMMU & KASHMIR | 15.06.2019  | 3                 | 14.06.2022 |                                |
| 77     | ACTIVE | JHARKHAND       | 22.12.2020  | 5                 | 21.12.2025 |                                |
| 78     | ACTIVE | KARNATAKA       | 01.06.2014  |                   | 31.07.2022 |                                |
| 79     | ACTIVE | KARNATAKA       | 22.01.2020  | 3                 | 21.01.2023 |                                |
| 80     | ACTIVE | KERALA          |             |                   |            |                                |
| 81     | ACTIVE | KERALA          |             |                   |            |                                |
| 82     | ACTIVE | MADHYA PRADESH  | 17.09.2016  | 15                | 16.09.2031 |                                |
| 83     | ACTIVE | MADHYA PRADESH  | 27.06.2016  | 5                 | 26.06.2022 |                                |
| 84     | ACTIVE | MADHYA PRADESH  | 24.06.2017  | 5                 | 23.06.2022 |                                |
| 85     | ACTIVE | MADHYA PRADESH  | 16.09.2017  | 5                 | 16.09.2022 |                                |
| 86     | ACTIVE | MADHYA PRADESH  | 15.09.2017  | 5                 | 15.09.2022 |                                |
| 87     | ACTIVE | MADHYA PRADESH  | 01.11.2017  | 5                 | 31.10.2022 |                                |
| 88     | ACTIVE | MADHYA PRADESH  | 22.11.2017  | 5                 | 22.11.2022 |                                |
| 89     | ACTIVE | MAHARASHTRA     | 20.08.2016  | 5                 | 19.08.2021 |                                |
|        |        |                 | 20.08.2021  | 5                 | 19.08.2026 |                                |
| 90     | ACTIVE | MAHARASHTRA     | 20.08.2016  | 5                 | 19.08.2021 |                                |
|        |        |                 | 20.08.2021  | 5                 | 19.08.2026 |                                |
| 91     | ACTIVE | MAHARASHTRA     | 20.08.2016  | 5                 | 19.08.2021 |                                |
|        |        |                 | 20.08.2021  | 5                 | 19.08.2026 |                                |
| 92     | ACTIVE | MAHARASHTRA     | 20.11.2017  | 5                 | 19.11.2022 |                                |
| 93     | ACTIVE | MAHARASHTRA     | 24.01.2018  | 5                 | 23.01.2023 |                                |
| 94     | ACTIVE | MAHARASHTRA     | 20.11.2017  | 5                 | 19.11.2022 |                                |
| 95     | ACTIVE | MAHARASHTRA     | 20.11.2017  | 5                 | 19.11.2022 |                                |
| 96     | ACTIVE | MAHARASHTRA     | 15.11.2018  | 15                | 14.11.2033 |                                |
| 97     | ACTIVE | MANIPUR         |             |                   |            | MOU YET TO BE SIGNED           |
| 98     | ACTIVE | MEGHALAYA       | 09.02.2016  | 3                 | 08.02.2019 |                                |
|        |        |                 | 01.03.2019  | 3                 | 28.02.2022 |                                |
| 99     | ACTIVE | MEGHALAYA       | 14.07.2017  | 5                 | 15.07.2022 |                                |
| 100    | ACTIVE | NEW DELHI       | 15.11.2015  | 5                 | 14.11.2020 | EXTENSION OF MOU IS IN PROCESS |

| SL. NO | STATUS | STATE      | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS                        |
|--------|--------|------------|-------------|-------------------|------------|--------------------------------|
| 101    | ACTIVE | NEW DELHI  | 28.03.2016  | 5                 | 27.03.2021 | EXTENSION OF MOU IS IN PROCESS |
| 102    | ACTIVE | NEW DELHI  | 30.05.2016  | 5                 | 29.05.2021 | EXTENSION OF MOU IS IN PROCESS |
| 103    | ACTIVE | NEW DELHI  | 24.02.2016  | 7                 | 23.02.2023 |                                |
| 104    | ACTIVE | NEW DELHI  | 09.05.2018  | 5                 | 08.05.2023 |                                |
| 105    | ACTIVE | NEW DELHI  | 10.05.2019  | 2                 | 09.05.2021 | EXTENSION OF MOU IS IN PROCESS |
| 106    | ACTIVE | NEW DELHI  | 04.08.2020  | 1 (5)             | 03.08.2021 | EXTENSION OF MOU IS IN PROCESS |
| 107    | ACTIVE | ODISHA     | 10.01.2017  | 15                | 09.01.2032 |                                |
| 108    | ACTIVE | ODISHA     | 11.07.2019  | 3                 | 10.07.2022 |                                |
| 109    | ACTIVE | PUDUCHERRY |             |                   |            | MOU YET TO BE SIGNED           |
| 110    | ACTIVE | PUNJAB     | 02.01.2017  | 5                 | 01.01.2022 |                                |
|        |        |            | 28.09.2021  | 1                 | 28.10.2022 |                                |
| 111    | ACTIVE | PUNJAB     | 23.08.2017  | 5                 | 22.08.2022 |                                |
| 112    | ACTIVE | PUNJAB     | 18.10.2017  | 6                 | 08.07.2023 |                                |
| 113    | ACTIVE | PUNJAB     | 26.03.2018  | 5                 | 25.03.2023 |                                |
| 114    | ACTIVE | PUNJAB     |             |                   |            | MOU YET TO BE SIGNED           |
| 115    | ACTIVE | RAJASTAN   | 27.03.2017  | 5                 | 26.03.2022 |                                |
| 116    | ACTIVE | TAMIL NADU | 28.03.2018  | 3                 | 27.02.2021 |                                |
|        |        |            | 28.02.2021  | 2                 | 30.06.2023 |                                |
| 117    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 118    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 119    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 120    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 121    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 122    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 123    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 124    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 125    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 126    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 127    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 128    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 129    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |
| 130    | ACTIVE | TELANGANA  | 28.08.2017  | 10                | 27.08.2027 |                                |

| SL. NO | STATUS | STATE         | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS  |
|--------|--------|---------------|-------------|-------------------|------------|--|
| 131    | ACTIVE | TELANGANA     | 28.08.2017  | 10                | 27.08.2027 |  |
| 132    | ACTIVE | TELANGANA     | 28.08.2017  | 10                | 27.08.2027 |  |
| 133    | ACTIVE | TELANGANA     | 28.08.2017  | 10                | 27.08.2027 | AGREEMENT TO START AMRIT PHARMACIES IN CIVIL HOSPITALS OF TELANGANA STATE. |
| 134    | ACTIVE | TRIPURA       | 16.03.2016  | 5                 | 15.03.2021 | EXTENSION OF MOU IS IN PROCESS   |
| 135    | ACTIVE | UTTAR PRADESH | 10.04.2016  | 5                 | 09.04.2021 |  |
|        |        |               | 10.04.2021  | 5                 | 09.04.2026 |  |
| 136    | ACTIVE | UTTAR PRADESH | 10.05.2017  | 5                 | 09.05.2022 |  |
| 137    | ACTIVE | UTTAR PRADESH | 10.05.2017  | 5                 | 09.05.2022 |  |
| 138    | ACTIVE | UTTAR PRADESH | 05.12.2019  | 5                 | 04.12.2024 |  |
| 139    | ACTIVE | UTTAR PRADESH |             |                   |            | MOU YET TO BE SIGNED   |
| 140    | ACTIVE | UTTAR PRADESH | 05.12.2019  | 5                 | 04.12.2024 |  |
| 141    | ACTIVE | UTTAR PRADESH | 20.09.2018  | 5                 | 19.09.2023 |  |
| 142    | ACTIVE | UTTAR PRADESH | 14.08.2018  | 5                 | 17.08.2023 |  |
| 143    | ACTIVE | UTTAR PRADESH | 08.08.2018  | 5                 | 07.08.2023 |  |
| 144    | ACTIVE | UTTAR PRADESH | 15.11.2018  | 5                 | 14.11.2023 |  |
| 145    | ACTIVE | UTTAR PRADESH | 22.06.2018  | 5                 | 21.06.2023 |  |
| 146    | ACTIVE | UTTAR PRADESH | 20.09.2018  | 5                 | 19.09.2023 |  |
| 147    | ACTIVE | UTTAR PRADESH | 21.10.2019  | 3                 | 20.10.2022 |  |
| 148    | ACTIVE | UTTAR PRADESH | 06.07.2019  | 5                 | 05.07.2024 |  |
| 149    | ACTIVE | UTTAR PRADESH | 22.08.2019  | 5                 | 21.08.2024 |  |
| 150    | ACTIVE | UTTAR PRADESH | 22.08.2019  | 5                 | 21.03.2024 |  |
| 151    | ACTIVE | UTTAR PRADESH | 20.01.2021  | 5                 | 19.01.2026 |  |
| 152    | ACTIVE | UTTAR PRADESH | 19.02.2020  | 5                 | 18.02.2025 |  |
| 153    | ACTIVE | UTTARAKHAND   | 22.03.2016  | 15                | 21.03.2031 |  |
| 154    | ACTIVE | UTTARAKHAND   | 18.10.2019  | 10                | 17.10.2029 |  |
| 155    | ACTIVE | UTTARAKHAND   | 15.10.2019  | 15                | 14.10.2034 |  |
| 156    | ACTIVE | WEST BENGAL   | 07.10.2016  | 5                 | 06.10.2021 | EXTENSION OF MOU IS IN PROCESS   |
| 157    | ACTIVE | GUJARAT       | 19.05.2018  | 5                 | 18.05.2023 | SIGNED BETWEEN GMSCL & HLL FOR FRANCHISEE OPERATIONS                       |
| 158    | ACTIVE | GUJARAT       | 19.05.2018  | 5                 | 18.05.2023 | SIGNED BETWEEN GMSCL & HLL FOR COCO OUTLETS                                |



| SL. NO | STATUS | STATE | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS  |
|--------|--------|-------|-------------|-------------------|------------|--|
| 159    | ACTIVE | BIHAR | 17.01.2019  | 15                | 16.01.2034 | AMRIT PHARMCY AT 3 MCHs<br>STARTED. 4 MCHs ARE PENDING FOR<br>SETTING UP |

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#### Annexure 4 - validity period of the contracts

#### 4.2 Details Of MoUs - HLL Pharmacy & Surgicals

| SL. NO | STATUS | STATE            | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS  |
|--------|--------|------------------|-------------|-------------------|------------|--|
| 1      | ACTIVE | CHANDIGARH       | 04.02.2016  | 3                 | 03.02.2021 |  |
|        |        |                  | 15.02.2021  | 5                 | 14.02.2026 |  |
| 2      | ACTIVE | HIMACHAL PRADESH | 24.07.2013  | 10                | 23.07.2023 |  |
| 3      | ACTIVE | KERALA           | 14.09.2011  | 15                | 13.09.2026 |  |
| 4      | ACTIVE | KERALA           | 30.11.2011  | 15                | 29.11.2026 |  |
| 5      | ACTIVE | KERALA           | 25.07.2012  |                   | 31.03.2022 | EXTENSION IS IN PROCESS  |
| 6      | ACTIVE | KERALA           | 08.01.2014  | 5                 | 07.01.2019 |  |
|        |        |                  | 18.01.2019  | 5                 | 17.01.2024 |  |
| 7      | ACTIVE | KERALA           | 25.09.2013  | 10                | 24.09.2023 |  |
| 8      | ACTIVE | KERALA           |             |                   |            | STAND ALONE OUTLET OPERATING WITHIN THE CAMPUS OF PEROORKADA FACTORY, TRIVANDRUM   |
| 9      | ACTIVE | KERALA           | 29.12.2015  | 15                | 28.12.2030 |  |
| 10     | ACTIVE | KERALA           | 20.07.2016  | 15                | 19.07.2031 |  |
| 11     | ACTIVE | KERALA           | 30.05.2014  | 15                | 29.05.2029 |  |
| 12     | ACTIVE | KERALA           |             |                   |            | STAND ALONE OUTLET IN HLL'S TRIDA CLINIC, TRIVANDRUM                               |
| 13     | ACTIVE | KERALA           |             |                   |            | STAND ALONE OUTLET IN RENTED PREMISES NEAR TO GOVT. MCH, PARIPALLY, KOLLAM, KERALA |
| 14     | ACTIVE | ODISHA           | 25.06.2012  | 5                 | 24.06.2017 |  |
|        |        |                  | 21.06.2017  | 5                 | 25.06.2022 |  |
| 15     | ACTIVE | ODISHA           | 25.06.2012  | 5                 | 24.06.2017 |  |
|        |        |                  | 21.06.2017  | 5                 | 25.06.2022 |  |
| 16     | ACTIVE | ODISHA           | 25.06.2012  | 5                 | 24.06.2017 |  |
|        |        |                  | 21.06.2017  | 5                 | 25.06.2022 |  |

#### Annexure 4 - validity period of the contracts

##### 4.3 Details Of MoUs - Generic Drug Stores

| SL. NO | STATUS | STATE     | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS  |
|--------|--------|-----------|-------------|-------------------|------------|--|
| 1      | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 2      | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 3      |        | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 | TEMPERORILY CLOSED DUE TO OPERATIONAL REASONS                |
| 4      | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 5      | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 6      | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 7      | ACTIVE | KARNATAKA | 10.04.2017  | 15                | 09.04.2032 |  |
| 8      | ACTIVE | KARNATAKA | 01.01.2017  | 15                | 01.01.2032 |  |
| 9      | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 10     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 11     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 12     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 13     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 14     | ACTIVE | KARNATAKA | 03.04.2017  | 15                | 02.04.2032 |  |
| 15     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 16     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 17     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 18     | ACTIVE | KARNATAKA | 18.06.2017  | 15                | 17.06.2032 |  |
| 19     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 20     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 |  |
| 21     | ACTIVE | KARNATAKA | 03.05.2017  | 15                | 02.05.2032 |  |
| 22     | ACTIVE | KARNATAKA | 03.11.2014  | 15                | 02.11.2029 | MOU TO SET UP JANASANJIVINI GENERIC DRUG STORES IN KARNATAKA |
| 23     | ACTIVE | TELANGANA | 06.06.2016  | 2                 | 06.05.2018 |  |
|        |        |           | 20.01.2021  | 2                 | 19.01.2023 |  |

**Annexure 4 - validity period of the contracts**

**4.4 Details Of MoUs - Free Generic Pharmacies**

| SL. NO | STATUS                                | STATE     | SIGNED DATE | YEARS OF VALIDITY | VALID UPTO | REMARKS |
|--------|---------------------------------------|-----------|-------------|-------------------|------------|---------|
| 1      | TEMPERORILY<br>CLOSED DUE TO<br>COVID | HARYANA   | 24.11.2012  | 5                 | 23.11.2017 |         |
|        |                                       |           | 22.11.2017  | 2                 | 23.06.2019 |         |
|        |                                       |           | 24.06.2019  | 5                 | 23.06.2024 |         |
| 2      | ACTIVE                                | NEW DELHI | 24.11.2012  | 5                 | 23.11.2017 |         |
|        |                                       |           | 22.11.2017  | 2                 | 23.06.2019 |         |
|        |                                       |           | 24.06.2019  | 5                 | 23.06.2024 |         |