



ACETO Corporation
Annual Meeting
December 4, 2014



“Sourcing & Supplying Quality Products Worldwide”

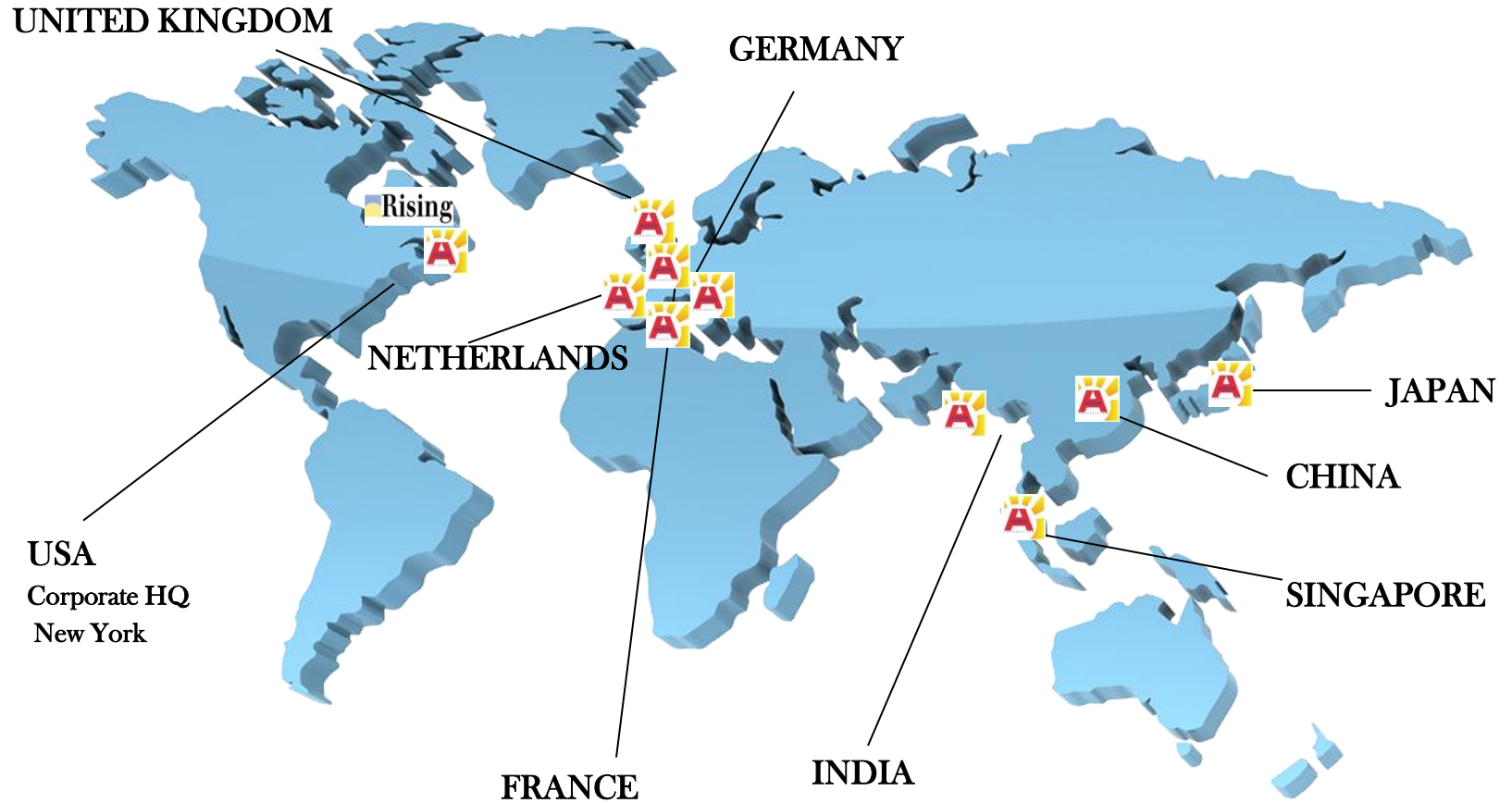
Disclosure



This presentation contains “forward-looking statements,” as defined by the Private Securities Litigation Reform Act of 1995, that can be identified by words such as “believes”, “expects”, “anticipates”, “plans”, “projects”, “seeks” and similar expressions and involve numerous risks and uncertainties. The Company’s actual results could differ materially from those anticipated or implied in such forward-looking statements as a result of certain factors, as set forth in the Company’s filings with the Securities and Exchange Commission.



Worldwide Presence





Company Overview

Value Added Distributor Transforming Towards Pharmaceuticals



Human Health

- Finished Dosage Form Generics
- Branded Generic Drugs
- Nutritionals: supply app. 250 popular dietary supplements



Pharma Ingredients

- Pharmaceutical Intermediates
- Active Pharmaceutical Ingredients



Performance Chem.

- Specialty Chemicals
- Agricultural Protection Products

- Focus on niche products
- Consultative selling
 - Highly skilled, technically trained sales force
- Partnership model
- Distribute >1,110 chemical compounds
- Global reach
 - Int'l technical network
 - Regional managers in US, Europe & Asia

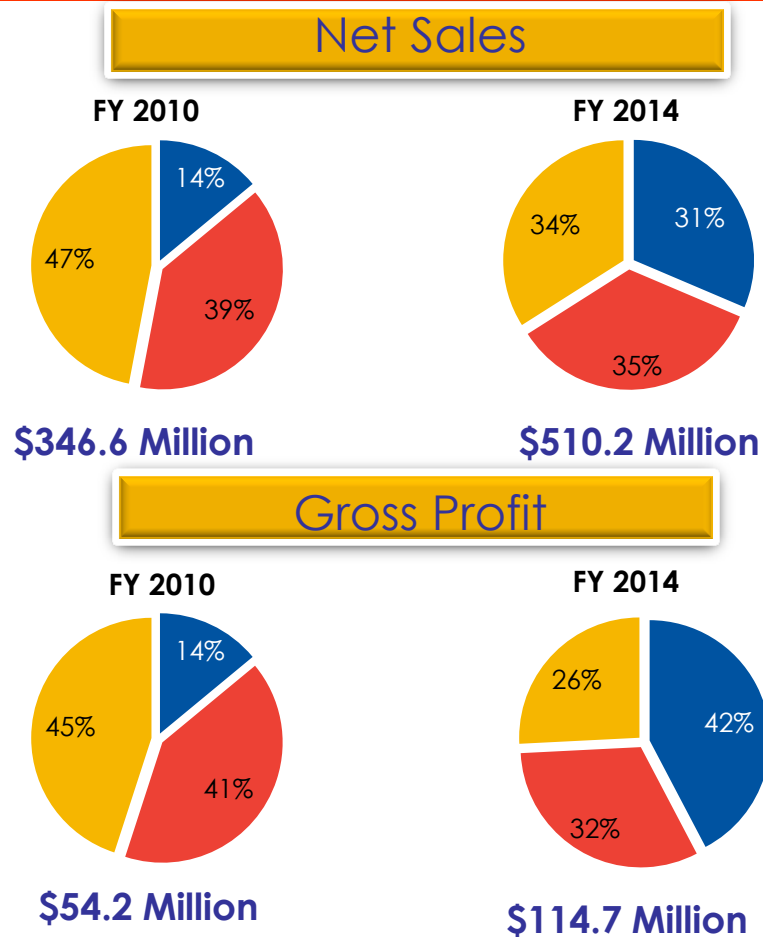
SOURCING

REGULATORY SUPPORT

QUALITY ASSURANCE



Mix Shifting Toward Human Health Oriented Businesses



■ Performance Chemicals ■ Human Health ■ Pharmaceutical Ingredients

- 10% revenue CAGR
- Human Health growth boosted by acquisition of Pack Pharmaceuticals in April 2014.
- Blended gross margin expanded 280 bps from 19.7% to 22.5%



Human Health

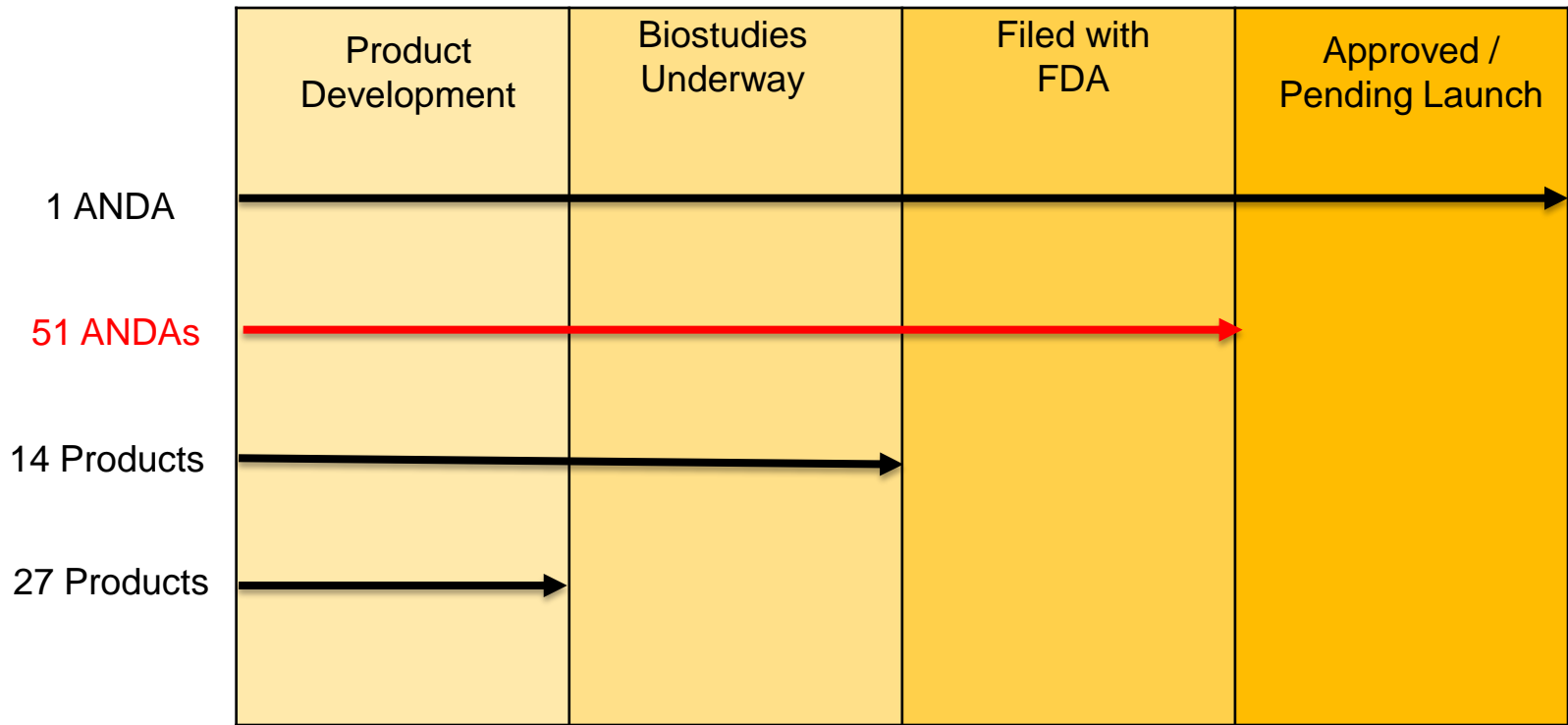
➤ Product Groups

- Finished dosage form generic drugs (Rising Pharmaceuticals)
 - 60+ commercial products
 - 90+ pipeline products
- Branded Generics
- Nutritionals
 - Nutraceutical ingredients
 - Packaged dietary supplements

➤ Growth Strategy

- Expand pipeline of high margin finished dosage form generic products
- Branded generics platform
- Globalize and expand nutraceutical ingredients

Rising - Drug Development Pipeline

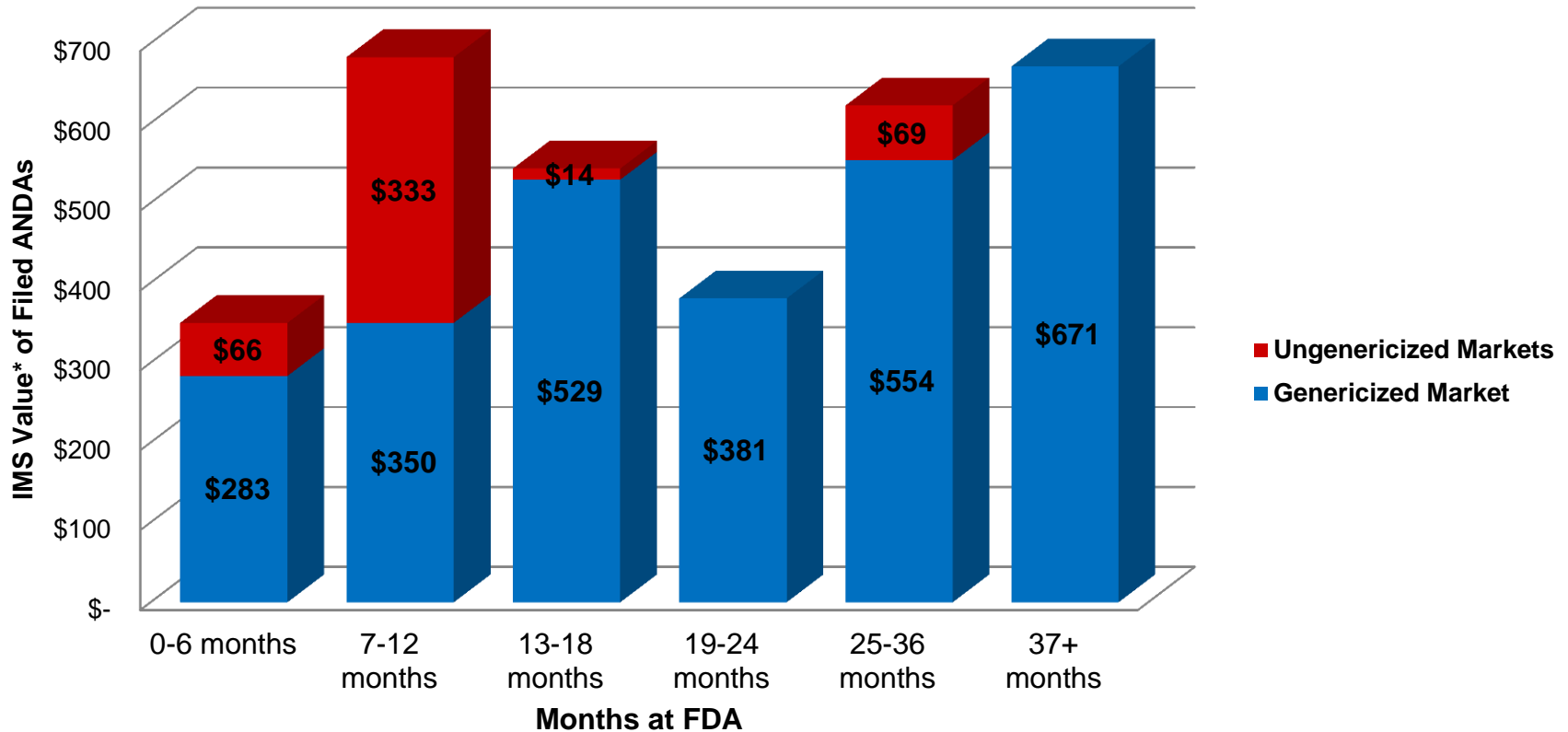


93 Portfolio Projects

Value of Filed ANDAs



Value* of Filed ANDAs, (\$MM)



*Value is based on total market, including brand & generic where applicable, using recent IMS sales data

Human Health Customers (representative)





Pharmaceutical Ingredients

➤ Product Groups

- Pharmaceutical intermediates - chemicals used to make API's
- Active Pharmaceutical Ingredients (API's) - bulk ingredients which impart therapeutic value to the drug

➤ Growth Strategy

- Focus on niche, small/mid-size products with a limited number of competitors
- Serve as second source for branded drugs and generics

➤ >100 New Opportunities in Pipeline

Pharmaceutical Ingredients Customers (representative)



L'ORÉAL®



BAUSCH + LOMB

Alcon®

Performance Chemicals



➤ Product Groups

- Specialty Chemicals - for coatings, inks, plastics, food, electronics, agricultural intermediates & other industrial applications
- Agricultural Protection Products - fungicides, insecticides and sprout inhibitors

➤ Growth Strategy

- Specialty Chemicals
 - Globalization of product offering
 - New suppliers create new product opportunities
 - New products for existing customers
- Agricultural Protection Products
 - Generic products subject to regulation & registration
 - Partner with suppliers, customers or act as sole principal



Performance Chemicals Customers (representative)



*Independent
Agribusiness
Professionals*



Agriphar



valspar paint™





Value Proposition to Customers

- Core business competencies serve as sales and marketing drivers:

- Sourcing
- Regulatory Support
- Quality Assurance



Relieves customer of logistical concerns; ensures that products meet regulatory requirements

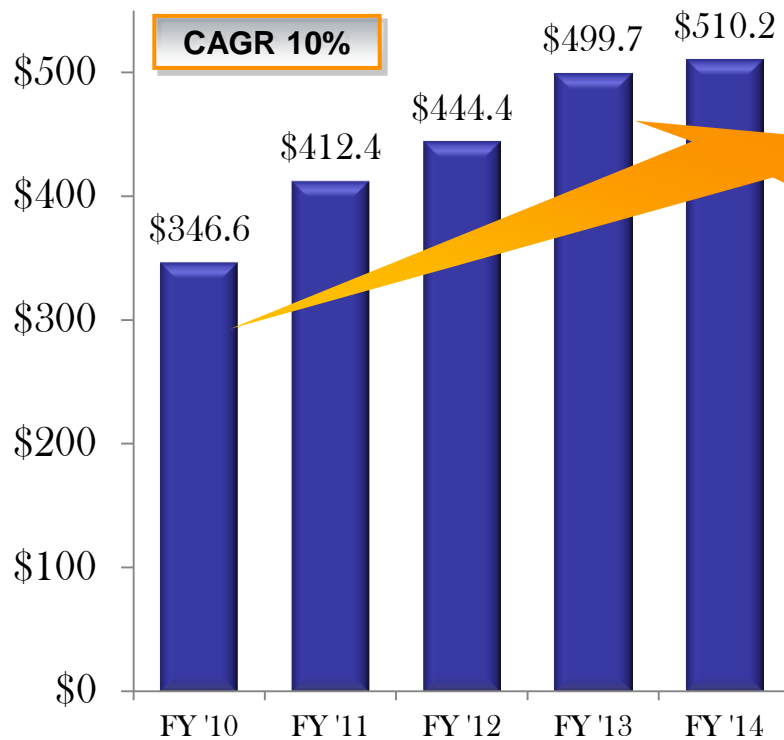
- Highly skilled, technically trained sales force:
 - >280 employees worldwide; >1/2 technically trained
 - Well versed in science, regulations and in discussing chemistry and/or performance characteristics to address customer needs
- Function as virtual manufacturing company
 - Match customers with fully vetted suppliers



Strong Track Record of Growth

Net Sales

(\$ in millions)



EPS (non-GAAP)

