

FY27: Q2 &H1 Performance

RPG Life Sciences

Investors' Presentation

RPG LIFE SCIENCES

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RPG Group: Powered by Passion, Driven by Ethics

UNLEASH**TALENT**
TOUCH**LIVES**
OUT**PERFORM**
AND☺

RPG Enterprises was founded in 1979. The group currently operates various businesses in Infrastructure, Technology, Life Sciences, Plantations and Tyre industries. The group has business history dating back to 1820 AD in banking, textiles, jute and tea. The Group grew in size and strength with several acquisitions in the 1980s and 1990s. RPG Group is one of India's fastest growing conglomerates with 31,000+ employees, presence in 135+ countries and annual gross revenues of USD 5.2 Bn

KEC	CEAT	zensar	RPG LIFE SCIENCES LIMITED	Raychem RPG	HARRISONS MALAYALAM LIMITED
EPC major in infrastructure segments like T&D, Civil, Transportation, Oil & Gas, Renewables & Cables	One of India's leading tyre manufacturers	Global technology consulting and IT services company	Integrated pharma company in formulations and synthetic APIs	Technology solutions company catering to energy and infrastructure	One of India's largest plantation companies producing tea, rubber, etc.



RPGLS Company Overview

RPG LIFE SCIENCES LIMITED

RPG Life Sciences: An Integrated Pharmaceutical Company

RPG Life Sciences is an integrated pharmaceutical company operating in the Domestic and International markets in the Branded Formulations, Global Generics, and Synthetic APIs

OUR VALUES

- **Quality Consciousness**
- **Operational Excellence**
- **Responsible Growth**
- **Strong ESG & Governance**

50+ years
of Rich Legacy

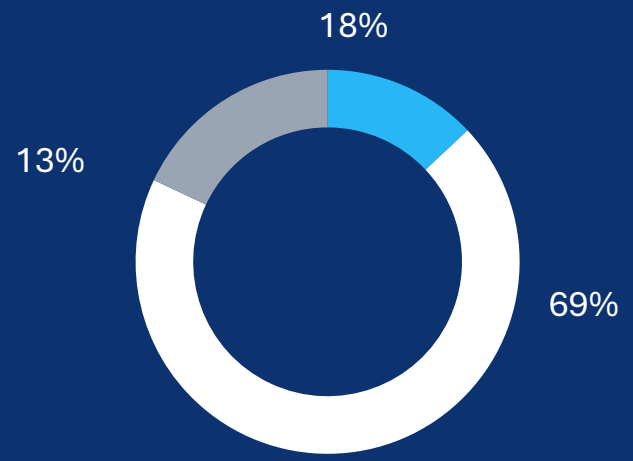
63+ countries
with export relationships

6 textbook brands
trusted by patients and doctors

5 Manufacturing Facilities
Formulations, API & Intermediates

1,800+
Employees across locations

REVENUE MIX BY CATEGORIES



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Board of Directors



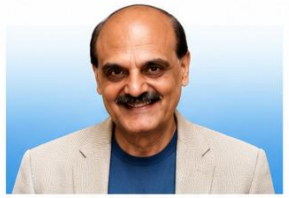
Mr. Harsh V. Goenka
Chairman



Mr. Ashok Nair
Managing Director



Ms. Vasundhara Patni
Non-Executive Director



Mr. Manoj K. Maheshwari
Non-Executive Director



Mr. Hiten Kotak
Independent Director



Mr. Bhaskar Iyer
Independent Director



Mr. Anil Matai
Independent Director



Ms. Radhika Gupta
Independent Director



Ms. Zahabiya Khorakiwala
Independent Director



Dr. Pratit Samdani
Independent Director



Mr. Sachin Nandgaonkar
Independent Director



Mr. Rajat Bhargava
Non-Executive Director



Mr. Yugal Sikri
Non-Executive Director

- Experienced professionals and industry veterans from various sectors, including pharmaceuticals, business management, and corporate governance.

- The board has specialized committees, such as the Audit Committee, Corporate Social Responsibility (CSR) Committee, and the Nomination and Remuneration Committee, ensuring focused management of critical areas.

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RPG Life Sciences: Product Portfolio, Textbook brands; focus on chronic & specialty therapies

Key Therapies

- Nephrology
- Rheumatology
- Oncology
- Pain Management
- Gastroenterology
- Neuropsychiatry
- Cardio- Diabeto
- Urology

DF Key Products

Legacy Portfolio

Immunosuppressants

- Azoran® — Azathioprine
- Mofetyl® — Mycophenolate Mofetil
- ArpimuneME® — Cyclosporine
- Imunotac® — Tacrolimus

Textbook Brands

- Azoran® — Azathioprine
- Aldactone® — Spironolactone
- Lomotil® — Diphenoxylate HCl
- Naprosyn® — Naproxen
- Serenace® — Haloperidol
- Norpace® New — Disopyramide Phosphate

New Portfolio

Specialty

- HerMab® — Trastuzumab
- Adiumab® — Adalimumab
- Ivzumab® — Bevacizumab
- Zestmab® — Rituximab
- T-JAKi® — Tofacitinib
- FC-IRO® — Ferric Carboxymaltose
- Denbri® — Denosumab

Chronic

- Azoran® 75 — Azathioprine 75 mg
- Aldactone® T 25/50 — Spironolactone 25/50 mg
- Aldactone® F — Spironolactone 50 mg + Furosemide 20 mg
- Naprosyn® m+ — Naproxen Sodium + Esomeprazole
- Naprosyn® + Gel — THE PAIN RELIEF EXPERT
- Naprosyn® M — Sustained Naproxen 500 mg
- ROMILAST-BL — Bromelain + Trypsin
- Tricaine® Alma 2 — Piroxicam + Thiocolchicoside 2 mg

Life cycle Management

- SacuNew® — Sacubitril+ Valsartan
- NuGliptin® — Vildagliptin
- GliptiNext® — Teneligliptin
- DPO® 10/5 — Dapagliflozin
- Solifirst™ — Solifenacin
- Mirasmart® S — Mirabegron + Solifenacin

IF Key Products

Generics — Azathioprine, Sodium Valproate PR, Nicorandil, Sertraline

Branded Generics — Siloxogene, Azoran, Mofetyl, Arpimune ME, Dyzantil, Dipsope

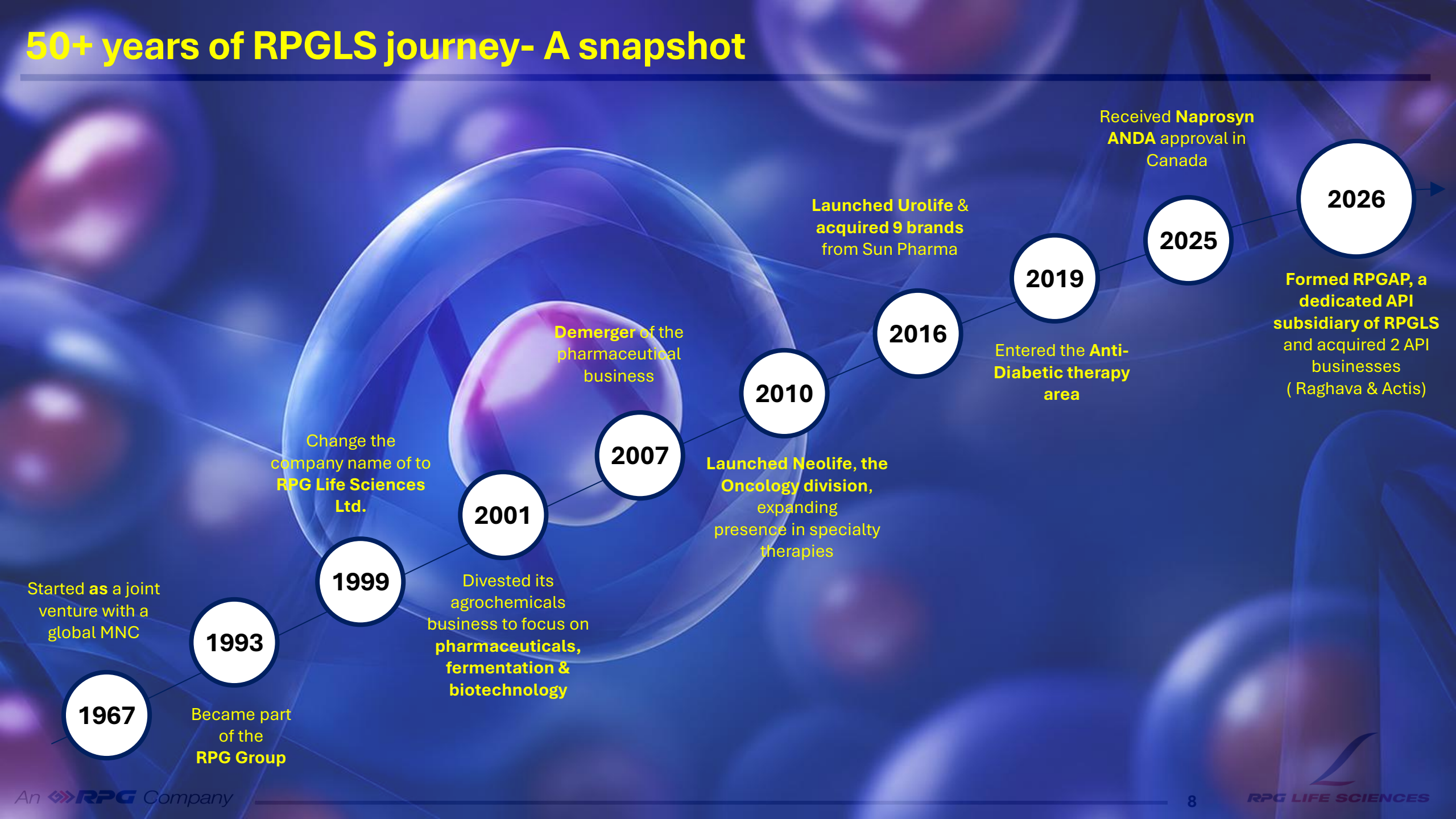
API & Intermediates Products

API — Quinfamide, Azathioprine, Haloperidol, Risperidone, Propantheline Bromide, Nicorandil, Pantoprazole

Intermediates — Rivaroxaban Intermediates, Apixaban Intermediates, Dofetilide Intermediates, Deferasirox Intermediate

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50+ years of RPGLS journey- A snapshot



External Awards & recognition

Recognised for excellence in innovation, commercial performance and responsible business practices



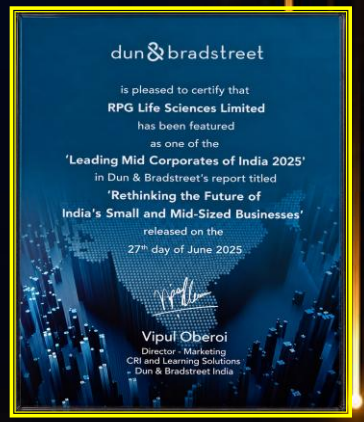
Leading Nephrology Company-2026



Excellence in Breakthrough Pharmaceutical Innovations



Best Use of AI in Sales Force Effectiveness



Leading Mid Corporates of India- 2025



India's Top 500 Value Creators -2023



Best Patent Award



Fair Business Practices Award



Best Corporate Citizen Award

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Our Business Segments

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Domestic Formulations : Overview and Strategy

Business Overview

Pan-India presence

Reach to over 1 lakh doctors and 3000+ stockiest

Diverse portfolio

Across chronic, sub-chronic and acute segment

Established brands

Azoran, Aldactone, Lomotil, Naprosyn, Serenace, Norpace

Strong therapy presence

Cardiology, diabetes, urology, nephrology, rheumatology and oncology

Five pillars of profitable domestic growth

Portfolio Rejuvenation

Strengthen chronic and specialty portfolios through new product launches.

Strategic Brand Building

Extend brand lifecycles through line extensions and deeper disease-segment penetration.

Customer Coverage Deepening

Expand customer reach and deploy digital engagement across priority therapies.

Sales Force Effectiveness

Improve field-force productivity through sharper targeting, stronger capabilities and execution.

Cost discipline

Strengthen margins through cost discipline, operating efficiency and a focus on profitable sales mix.

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Domestic Formulations: Key performance highlights

4th fastest

Growing company among Top 50 in IPM[1]

DF H1 growth at 13.0%; 1.2 times faster than market

12 ranks

Jump in market rank since Mar'25

Up from Rank 62 in Mar'25 to Rank 50 in Sep'26

₹100 cr

Naprosyn crosses the milestone in secondary sales

Flagship brand, 50+ years of trust

1. IPM: Indian Pharma Market

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Manufacturing facilities for domestic and international formulations

F1 Unit



- Serves **domestic** and **20+emerging markets**, ensuring global accessibility
- State-of-the-art **multipurpose plant** with **dedicated lines** for oral dosage forms – tablets, liquids, and powders
- Installed capacity of **177 crore tablets** and **88.5 lakh bottles** annually, supporting large scale demand
- Approved by **WHO, Kenya,** and **Nigeria** regulatory authorities
- **Modernization** and **capacity expansion** in progress to boost efficiency and scalability

F2 Unit



- Dedicated to **highly regulated markets**, ensuring compliance and quality excellence
- Advanced lines for **oral dosage forms** – tables and capsules – with stringent controls
- Equipped for **low RH** and **low temperature products,** meeting complex formulation needs
- Annual output of **12 crore tablets** and **3.6 crore capsules**, supporting global demand
- Approved by **WHO, EUGMP (Hamburg Health authority), Canada, Ethiopia, Kenya, Sudan, Nigeria**
- Ongoing **modernization and capacity expansion** to enhance scale and efficiency

State-of-the-art Manufacturing Facility








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API & Intermediates Business : Overview and Strategy

Business Overview

50+ Markets served

US, Europe, LATAM, Asia Pacific & MENA regions

490 KL capacity

Combined API & Intermediates capacity

3 Manufacturing units

Located in Navi Mumbai, Hyderabad & Vizag

Strong Approvals

WHO GMP, TGA Australia, PMDA Japan

Three pillars to scale the API business

Market and customer expansion

- Grow reach for existing products in new and established markets

Integration & Synergy Realisation

- Integrate acquired capabilities, strengthen operational alignment and unlock synergies across the API platform

Forward Integration & value creation

- Strengthen the value chain through downstream opportunities, portfolio expansion and higher-value offerings.

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API business transitions into a dedicated subsidiary called RPGAP

Strategic investments and acquisitions are expanding the API platform's capabilities and manufacturing footprint

1. Formed a dedicated API subsidiary

- **RPG Active Pharma** established as a dedicated subsidiary for the API business

2. Strategic capital commitment

- **Strategic PE, InvAscent onboarded;** ₹700 crore of combined committed capital pool created

3. Advanced Intermediates Expansion

- **Acquisition of Actis**, adding advanced intermediates capabilities

4. Manufacturing Scale-Up

- **Acquisition of Raghava Life Sciences**, adding a modern API and intermediates manufacturing facility

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API & Intermediates manufacturing facility

Navi Mumbai Plant



- Three specialized units
  - MF1: multipurpose unit serving **emerging markets,** including India.
  - MF2: **dedicated immunosuppressant facility** for regulated and emerging markets.
  - **MF3:** multipurpose unit for **regulated** and **emerging markets**
- Installed capacity: **60.4 MT annually and 36 reactors**
- Global accreditations: **WHO, TGA (Australia), PMDA (Japan),** and **Written Confirmation (WC)** from **CDSO.**

Hyderabad Plant



- **API & intermediate manufacturing facility** with established regulatory approvals
- **Current capacity:** 188.2 MT annually | **49 reactors**
- **4 dedicated manufacturing blocks**
- **Kilo Lab:** 1.5 KL capacity | 4 reactors
- **Regulatory approvals:** WHO GMP, EU GMP and CDSCO
- **ISO 9001, ISO 14001 & ISO 45001 certified**

Vizag Plant



- Four specialized manufacturing blocks developing advanced intermediates for many APIs **including Sitagliptin, Rivaroxaban and Vildagliptin**
- Installed capacity: **142.9 MT annually and 43 reactors**

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International Formulations : Overview and Strategy

Business Overview

50+ Markets served

Across Europe, UK, Canada, Australia, Southeast Asia, Latin America, Africa & other emerging markets

5 Therapy presence

Immunosuppressant, Cardio, Neuro, Gastro & Uro

2 Manufacturing units

Located in Ankleshwar, Gujarat

Strong Regulatory Track

TGA Australia, EU GMP, Health Canada, Zazibona, UAE MOH, Saudi FDA

Three pillars to scale the IF business

Build and expand core portfolio

- Grow presence in immunosuppressants and other focus therapies
- Leverage existing products in new markets

Strengthen pipeline and partnerships

- Focus on complex generics and high-value opportunities
- Collaborate with global players to expand portfolio

Scale presence in priority markets

- Deepen relationships with existing customers
- Build on manufacturing and regulatory strengths to support global growth

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Financial Performance

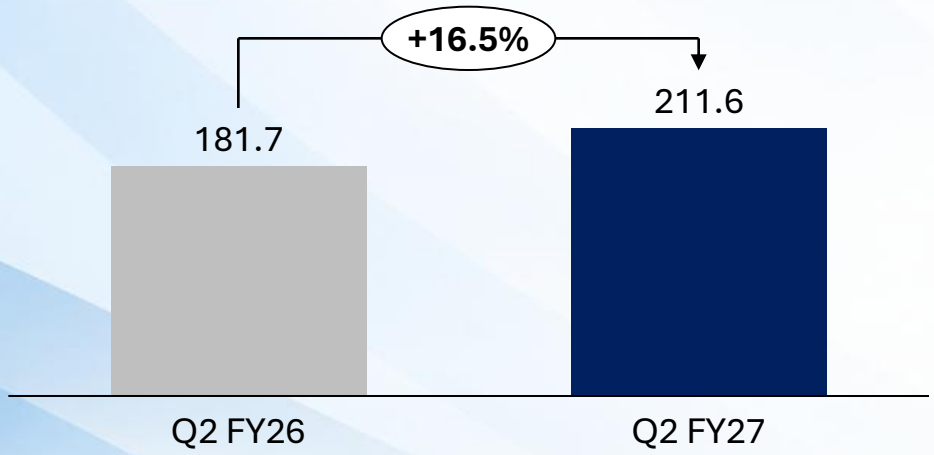
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Q2 FY27 Financial Performance Update: Revenue up by 16.2% with improved profitability

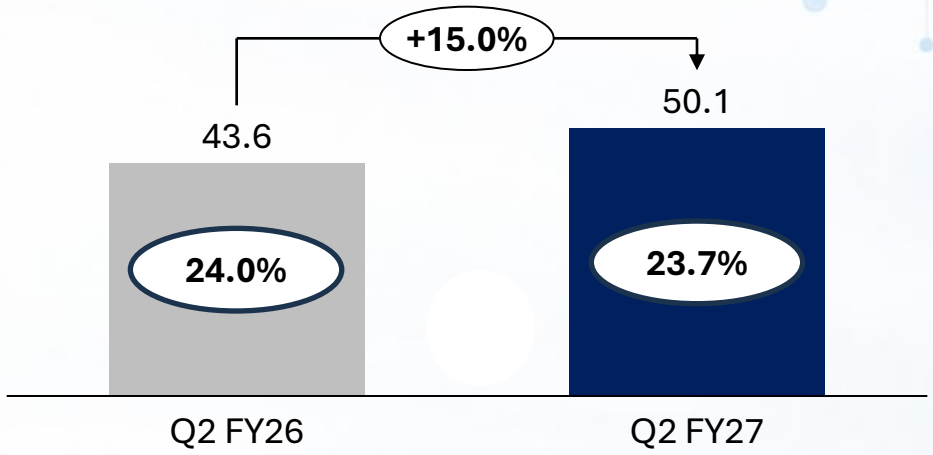
(All figures in Rs. Crores)

Figures in circle are Margins

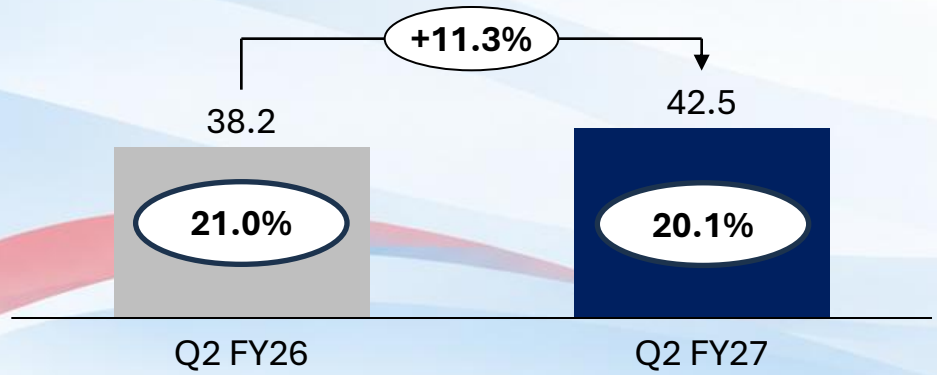
Revenue from Operations



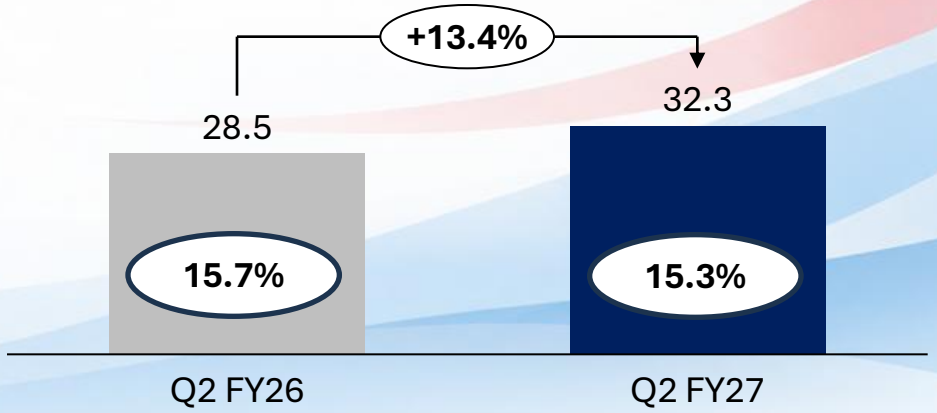
Adjusted EBITDA & EBITDA Margin



Adjusted PBT & PBT Margin



Adjusted PAT & PAT Margin

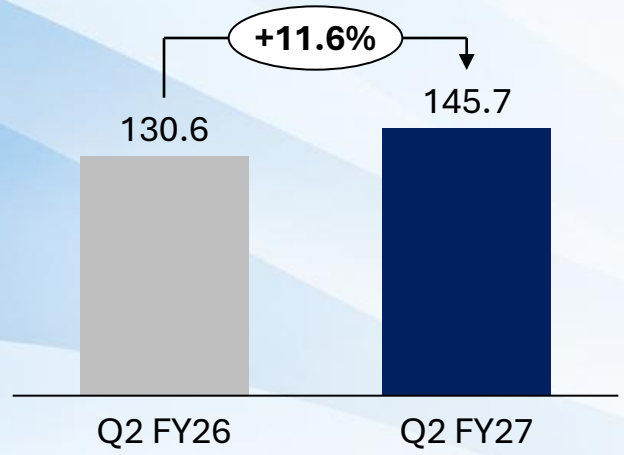


Adjusted margins excludes one-off restructuring and API acquisition costs of *₹5.5 crore, incurred in Q2 FY27*

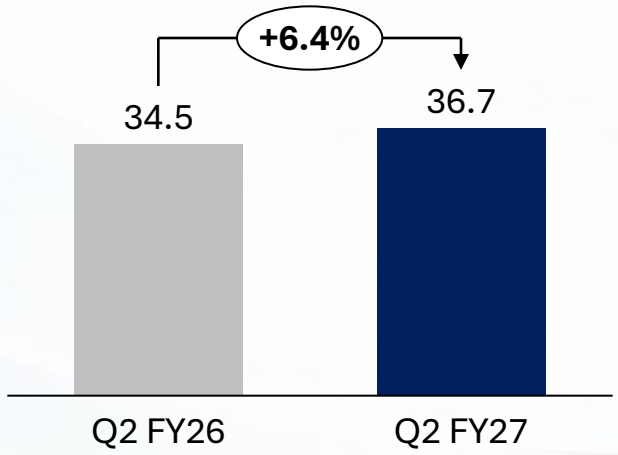
Q2 FY27: Business segment wise performance

(All figures in Rs. Crores)

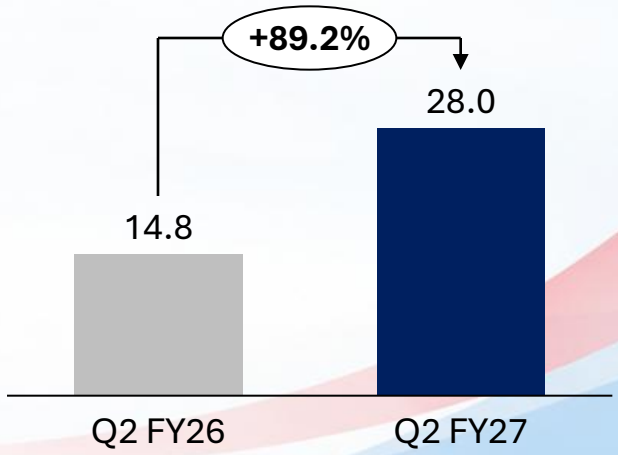
Domestic Formulations
(69% of sale)



International Formulations
(18% of sale)



API[1]
(13% of sale)



1. API Q2 FY27 sales include 0.5 cr. of sale from newly acquired business, Actis Generics

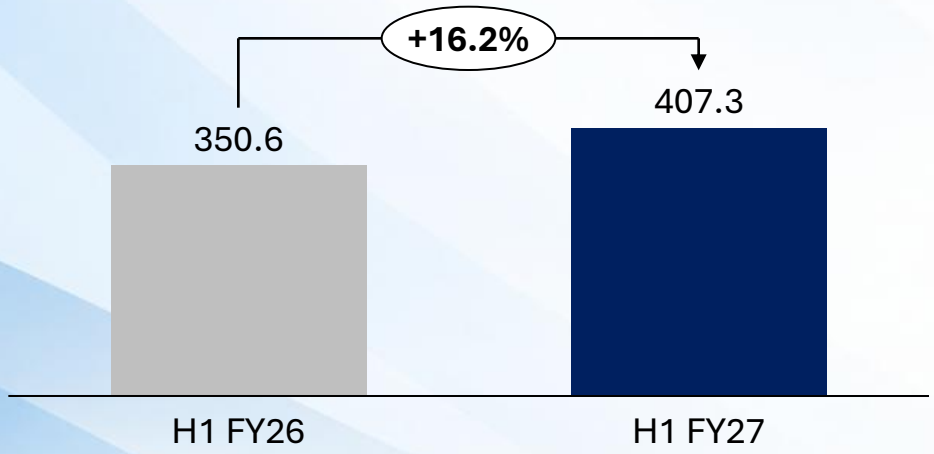
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H1 FY27 v/s H1 FY26: Financial Performance Update

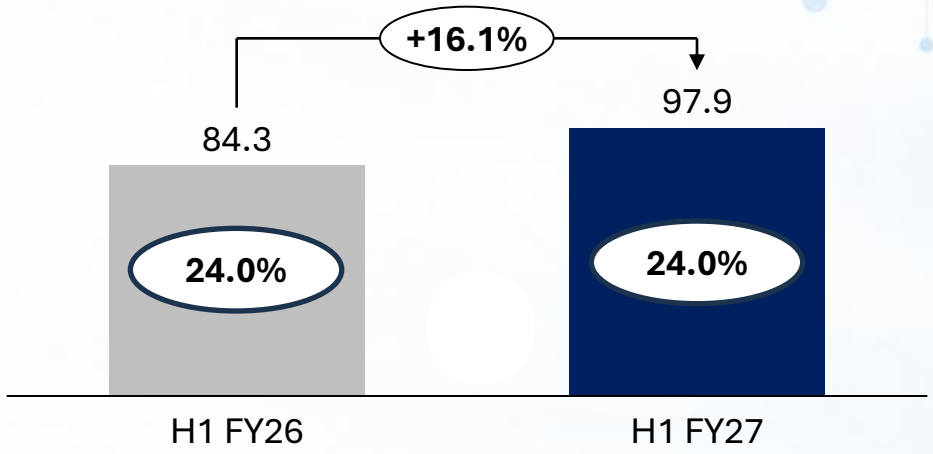
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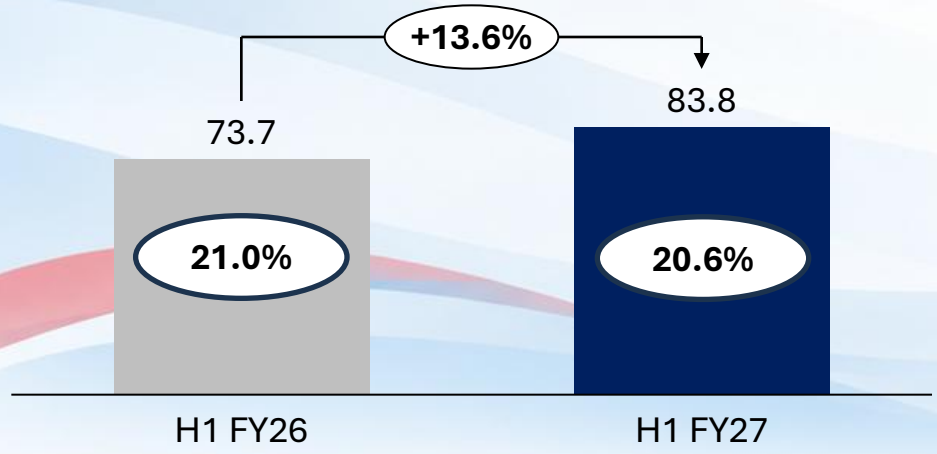
Revenue from Operations



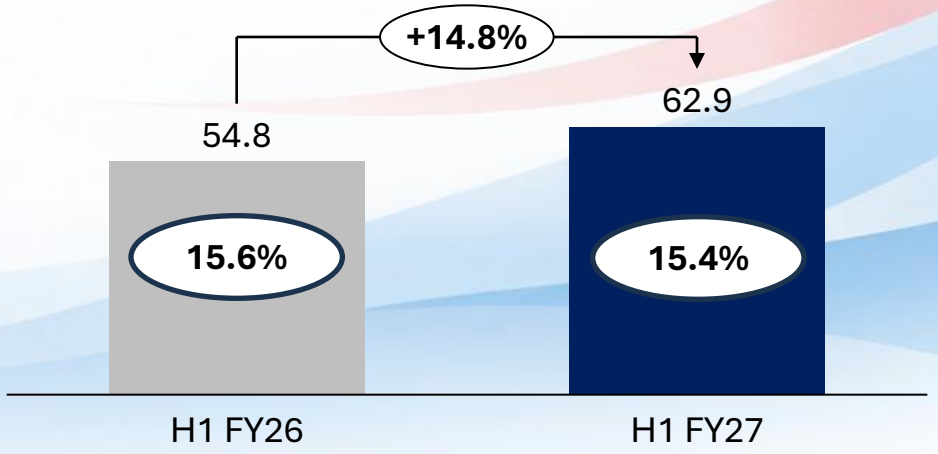
Adjusted EBITDA & EBITDA Margin



Adjusted PBT & PBT Margin



Adjusted PAT & PAT Margin

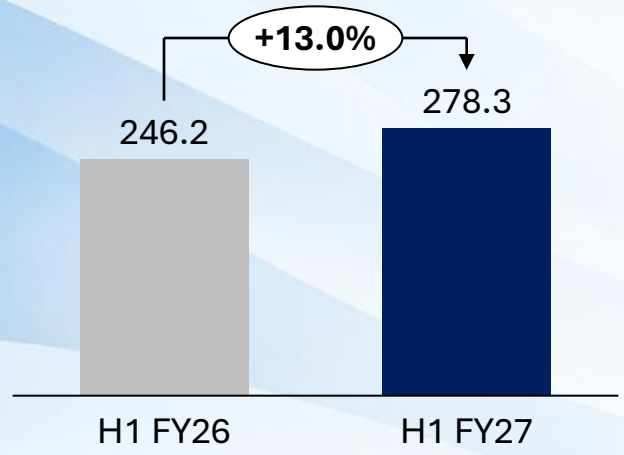


Adjusted margins excludes one-off restructuring and API acquisition costs of *₹5.5 crore, incurred in Q2 FY27*

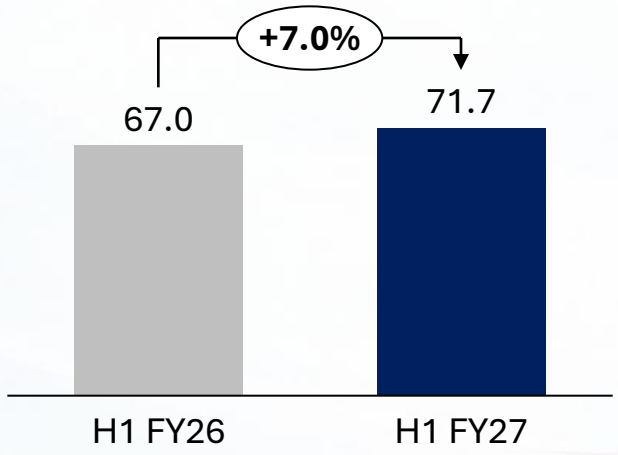
H1 FY27: Business segment wise performance

(All figures in Rs. Crores)

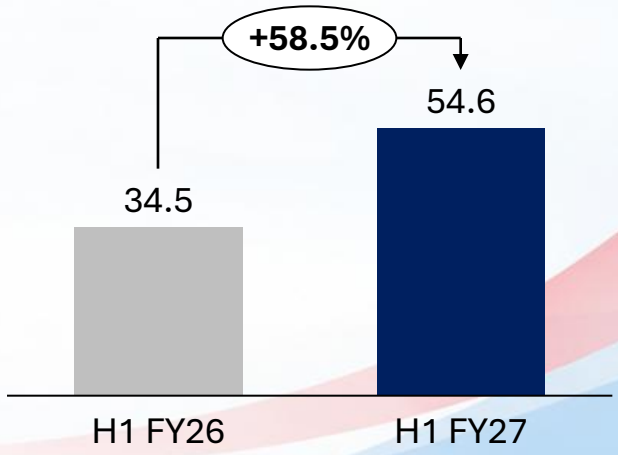
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(69% of sale)



International Formulations
(17% of sale)



API[1]
(14% of sale)



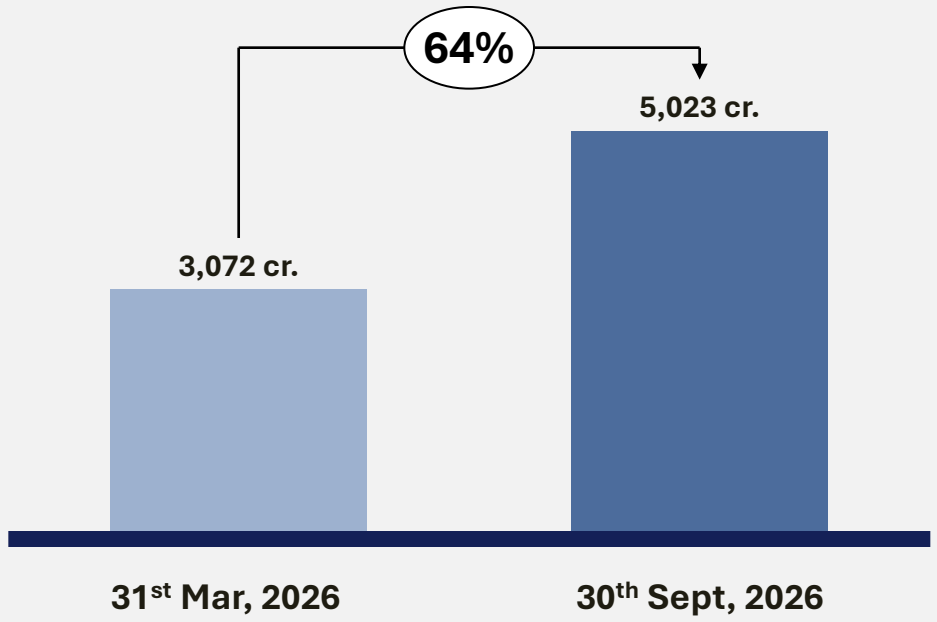
1. API H1 FY27 sales include 0.5 cr. of sale from newly acquired business, Actis generics

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RPG Life Sciences' Market Capitalisation Rises 64% in H1 FY27

Significantly outperforming the Sensex and BSE Healthcare Index

RPGLS market cap, ₹ cr



- *All-time high market-cap of RPGLS unlocked on 25th Sept 2026*

Market-outperformance

BSE Sensex growth at only 1%, BSE Healthcare Index growth at 20% in the same period

Trading at a P/E ratio of 40+

Much-higher compared to peer benchmarks (peer average around 23-25)

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Other key highlights

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Digital Initiatives: Manufacturing and Quality



Digital Retina Scanner

- Biometric Access with IRIS/ Retina Scanner enables consistency of electronic records and signatures
- Access to only qualified professionals, Batch Management, Recipe Management, Audit logs

Intelligent Chilling Plant Manager

- Implementation of Utility Asset Management Systems with access over IoT, supported by Customized Algorithms for Efficient Monitoring, Control & Analytics

IOT based AHU monitoring system

- Operates Pumps & Chillers according to Operating Hours to maintain equal run time
- Automatically change over Working pump to Standby if Pump fails during operation

Power Management System

- Safe, reliable, efficient, and compliant operation of electrical distribution systems, and connected assets always enabled

Quality Functions

e-QMS: Digital platform to track all 6 quality parameters

e-DMS: Digital platform to manage manufacturing/quality documents

e-LMS: Digital platform to track training sessions on CGMP

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AI Initiatives: Embedding intelligence across the business

AI-Enabled Customer Engagement

RPGserv
Anytime Anywhere Doctor - Support Initiative from RPG LIFE SCIENCES

- RPGserv is an AI-enabled digital doctor-support platform enhancing physician engagement through scientific content, patient education and personalised services

Smarter Commercial Decision-Making



RxR 3.0

- GenAI-powered campaign dashboards and data analysis
- RXR 3.0: Salesforce tracking and customer engagement analytics to support data-led decisions

AI-Powered Marketing & Communication



- AI-assisted brand communication, content creation and training modules
- Development of customised digital creatives for targeted engagement

Building AI-Ready Leadership

SLINGSHOT

- Launched Slingshot, an advanced AI training programme for the leadership team to drive AI adoption and identify high-impact use cases across business functions

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Happiness initiatives: Engaging teams beyond work

Building connection, celebrating traditions and creating shared experiences

Independence Day Celebrations

Moments of national pride & unity







Festival Celebrations

Celebrating our diverse traditions







Employee Engagement

Strengthening teamwork through fun experiences







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Journey Ahead

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RPGLS Journey Ahead: 7 strategic pillars of action



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THANK YOU
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