

 hello happiness

RPG Annual Investor Conference

RPG Life Sciences

September 14, 2022

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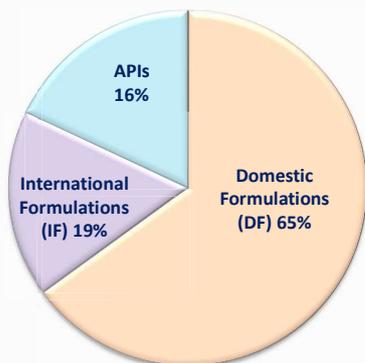
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RPG Life Sciences Overview

Product breakup



Domestic Formulations (DF)

Branded formulations in India & Nepal

International Formulations (IF)

Generics and branded generics in Regulated and Emerging Markets

APIs

Synthetic APIs



Leader in Immunosuppressants



6 Leading Text Book Brands



50+ Markets Presence



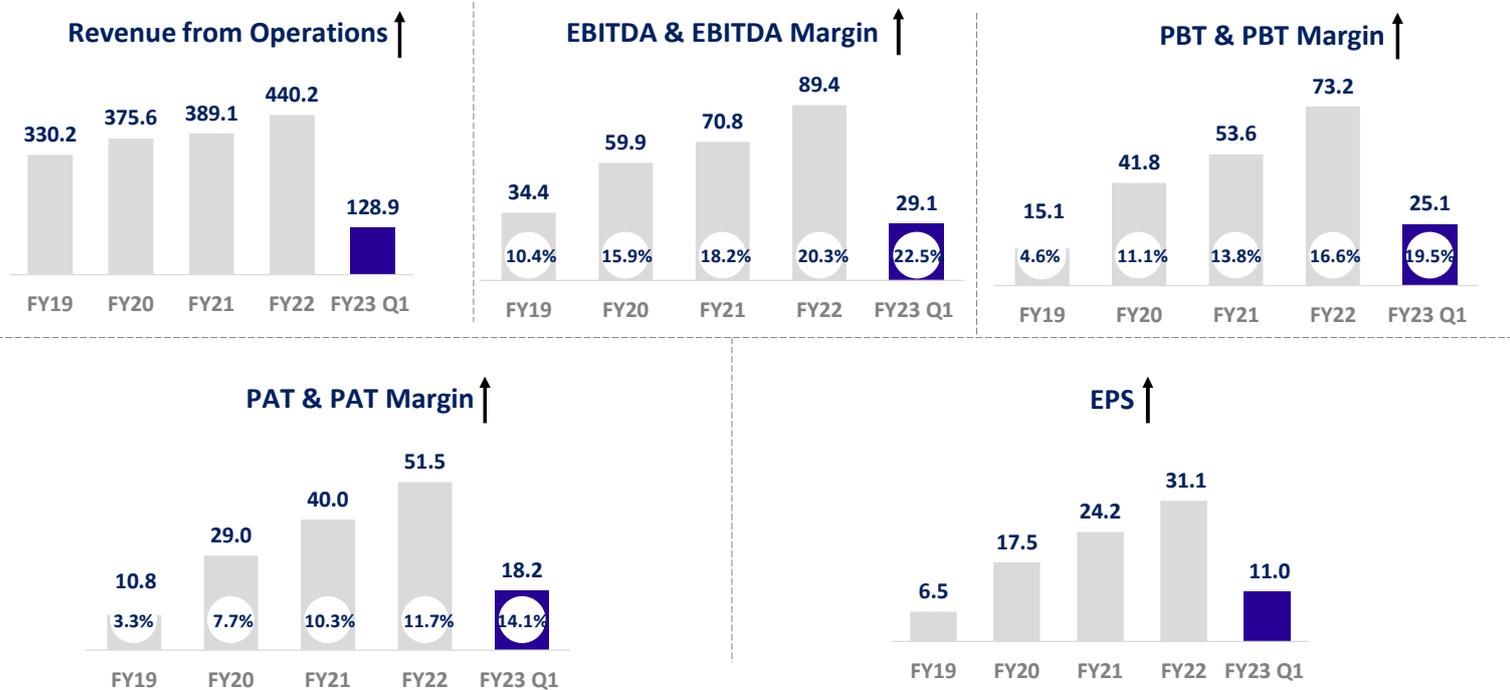
3 Manufacturing Facilities



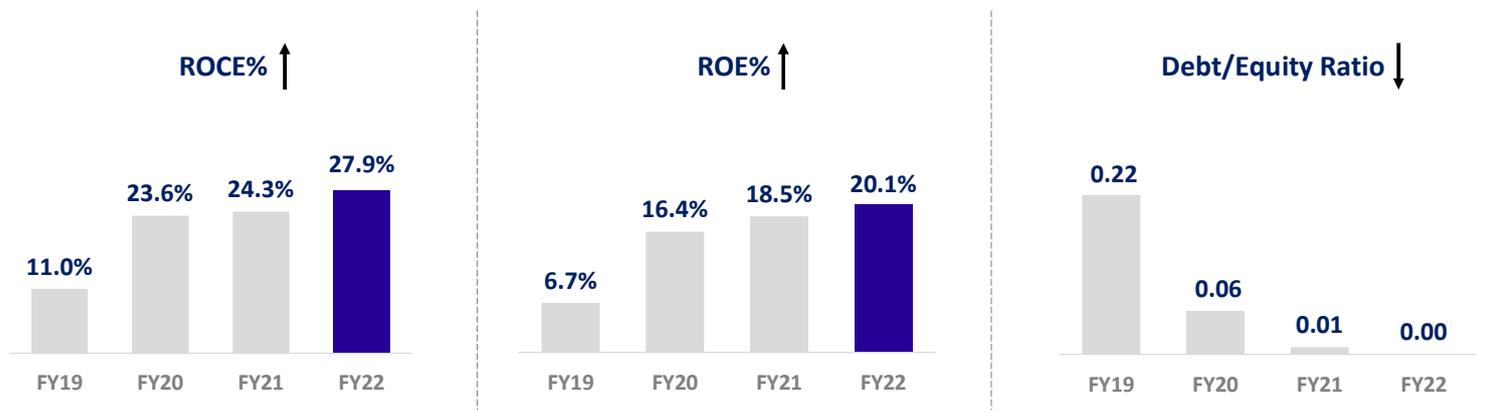
1,100+ Employees

Key Financial Trends

(All figures in Rs. Crores except EPS in Rs.)



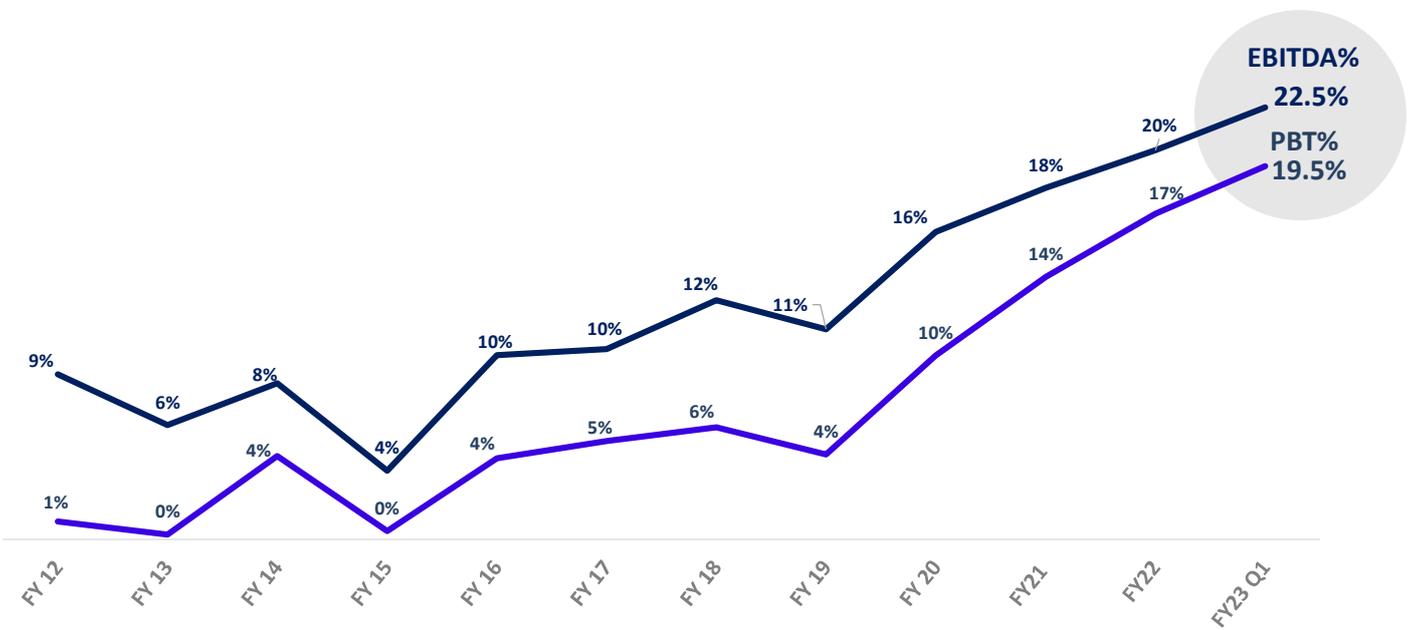
Key Financial Trends



Company continues to remain Debt-free

Company Financial Performance – Profit Margins

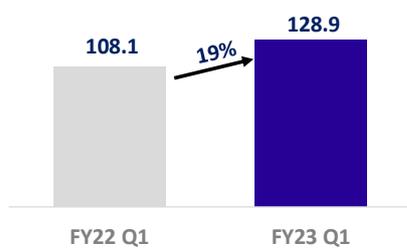
Consistent Trajectory – EBITDA Margin reaches 22.5% & PBT Margin 19.5%



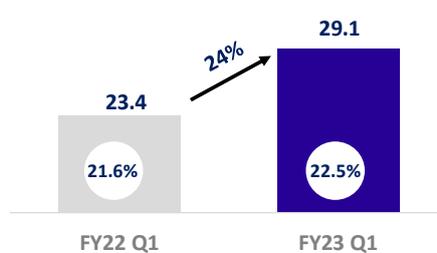
All historic numbers are rounded-off to full integers

Key Financials: Q1 FY 2022-23

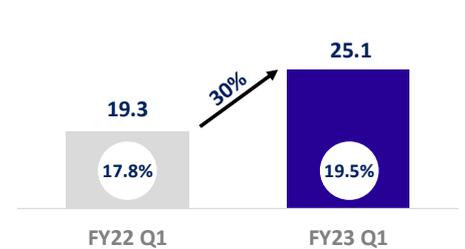
Revenue from Operations ↑



EBITDA & EBITDA Margin ↑



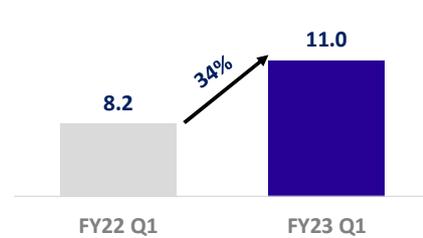
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑



(All figures in Rs. Crores except EPS in Rs.)

Key Highlights of Q1 FY 2022-23



Faster than market growth - 20.9%* vs 6.6%**



30% PBT growth; despite inflation, geo-political stress



Highest ever EBITDA margin at 22.5%



Healthy, improving sales parameters



Debt free with healthy net cashflow



Well executed priorities in Domestic Formulations

1. Augment product portfolio
2. Build strategic brands/assets
3. Enhance productivity
4. Deepen customer coverage
5. Enhance margins



Building iconic brands into strategic assets; expanding new products and therapies (>20%)



Thrust on new PCM (products, customers, markets) in International Formulations



Prestigious “CFBP Jamnalal Bajaj Award” recognizing value driven business practices



People initiatives - happiness, capability development

RPG Life Sciences ICRA Rating Reaffirmed in FY22

- Long term rating reaffirmed at A
- Short term rating reaffirmed at A1
- Outlook on long term rating retained as Stable

Rating reaffirmation factors:

- Strong brands in the Indian Pharmaceutical Industry
- Significant improvement in operating performance
 - Improvement in sales hygiene
 - Cost rationalisation since FY20
- Robust capital structure and strong coverage indicators
 - Decline in the company's debt levels
 - Healthy cash flows
 - No major debt-funded capital expenditure (capex)
- Expansion of product portfolio and geographical presence augur well for growth prospects

ESG Targets and Initiatives

Environment Goals



Carbon Emission

33% reduction in FY23



Energy Consumption

15% reduction in FY23



Waste Management

Hazardous Waste Reduction by 10% in FY23



Water Management

5% reduction in FY23

Social Goals



Diversity & Inclusion

50% increase in gender diversity in FY23



Product Responsibility

Strict Quality Vigil



Employee Well-being

Co-morbidity control through a 40-point checklist

Governance Goals



Data Integrity

Digitalization across Plants



Cybersecurity

IT assets security through EDR tool



Industry Best Practices

Function-wise

FY 2022-23 priorities

- | | | | |
|--|--|---|--|
|  | Sustain growth momentum (top-line, bottom-line, all business segments) |  | Acquire new customers in IF and API |
|  | (Continue to) grow in chronic and specialty in DF (new product, new customer segments) |  | Accelerate digital transformation |
|  | (Continue to) build iconic/legacy brands into strategic assets |  | Sustain a happy, performance driven culture; augment organization capability |
|  | Further enhance salesforce productivity |  | Step up on sharing the RPG LS transformation underway |



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