



RPG LIFE SCIENCES

An  **RPG** Company

**Investors'
Presentation
Q4 and Full Year
FY22**

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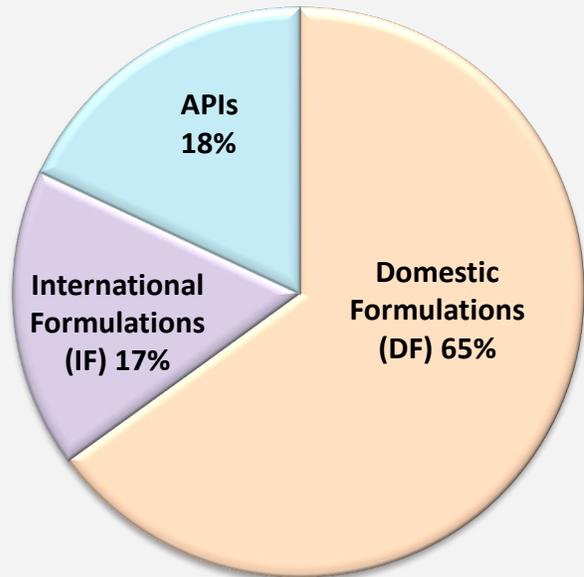
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RPG Life Sciences Overview

RPG Life Sciences, part of RPG Enterprises, is an integrated research based pharmaceutical Company operating in the domestic and international markets in the branded formulations, global generics and synthetic APIs space.



Domestic Formulations (DF)

Develop, manufacture and market branded formulations in India & Nepal

International Formulations (IF)

Develop, manufacture and sell oral solid dosage formulations in the generics and branded generics space across Regulated and Emerging Markets

APIs

Develop, manufacture and sell high value synthetic APIs in the general therapeutic category



Leader in Immunosuppressants



6 Leading Text Book Brands



50+ Markets Presence



3 Manufacturing Facilities



1100+ Employees

RPG Life Sciences Product Portfolio

Key Therapies

Key Products

- Nephrology
- Rheumatology
- Oncology
- Orthopaedics
- Gastroenterology
- Cardiology
- Diabetology
- Neuropsychiatry

Immunosuppressant Portfolio

Azoran
Azathioprine

Mofetyl
Mycophenolate Mofetil

Arpimune ME
Cyclosporine

Imunotac
Tacrolimus

Text Book Brands

Azoran
Azathioprine

Aldactone
Spironolactone

Lomotil
Diphenoxylate HCl

Naprosyn
Naproxen

Serenace
Haloperidol

Norpace New
Disopyramide Phosphate

Specialty

HerMab
Trastuzumab

Adlumab
Adalimumab

Ivzumab
Bevacizumab

Zestmab
Rituximab

T-JAKi
Tofacitinib

IroHigh
Iron Isomaltoside 1 Vial 5ml (100 mg/ml)

New Portfolio

Chronic NuGliptin
Vildagliptin

GliptiNext
Teneligliptin

DPO 5/10
Dapagliflozin

Azilta 8/16
Azelnidipine

Solifirst
Solifenacin Succinate 5/10mg

Mirasmart S
More Smart...More Efficient!

Life Cycle Management

(Existing Products)

Azoran 75
Azathioprine 75 mg Tablets

Aldactone T 5 mg / 10 mg
Spironolactone 50 mg + Furosemide 20 mg

Aldactone F
Spironolactone 50mg + Furosemide 20mg

Naprosyn 250 + 500
Naproxen Tablets 250mg / 500mg

ROMILAST-BL
Risperidone 1 mg + Risperidone 1 mg tablets

Tricaine Alma 2
Amlodipine 5mg and Simvastatin 20 mg Oral Suspension / 5 ml

Domestic Formulations (DF)

International Formulations (IF)

APIs

Key Products

Generics - Azathioprine, Sodium Valproate PR, Nicorandil
Branded Generics – Siloxogene, Azoran, Mofetyl, Arpimune, Dipsope

Key Products

APIs - Quinfamide, Azathioprine, Haloperidol, Risperidone, Propranolol Bromide, Nicorandil, Pantoprazole, Diphenoxylate

Key Financials, Business Highlights & Strategy

Key Highlights of FY22



RPGLS growing faster than the market at 20.5% vs 14.6% (IPM)*



Healthy double-digit growth in revenue from operations



Profit margins' record-setting trajectory continues – EBITDA margin reaches 20% & PBT margin 17%



FY22 records significant PBT margin expansion across the segments



Sales health parameters in healthy zone and consistently improving



RPGLS iconic brands being built through diligent life cycle management strategy



New Products** contribution (19%) significantly improved in Domestic Business in line with our priorities



International Formulations Business also being strengthened by Continuous thrust on New Products/Customers/Markets



Company continues to remain debt free with highest ever net cashflow generated from operations

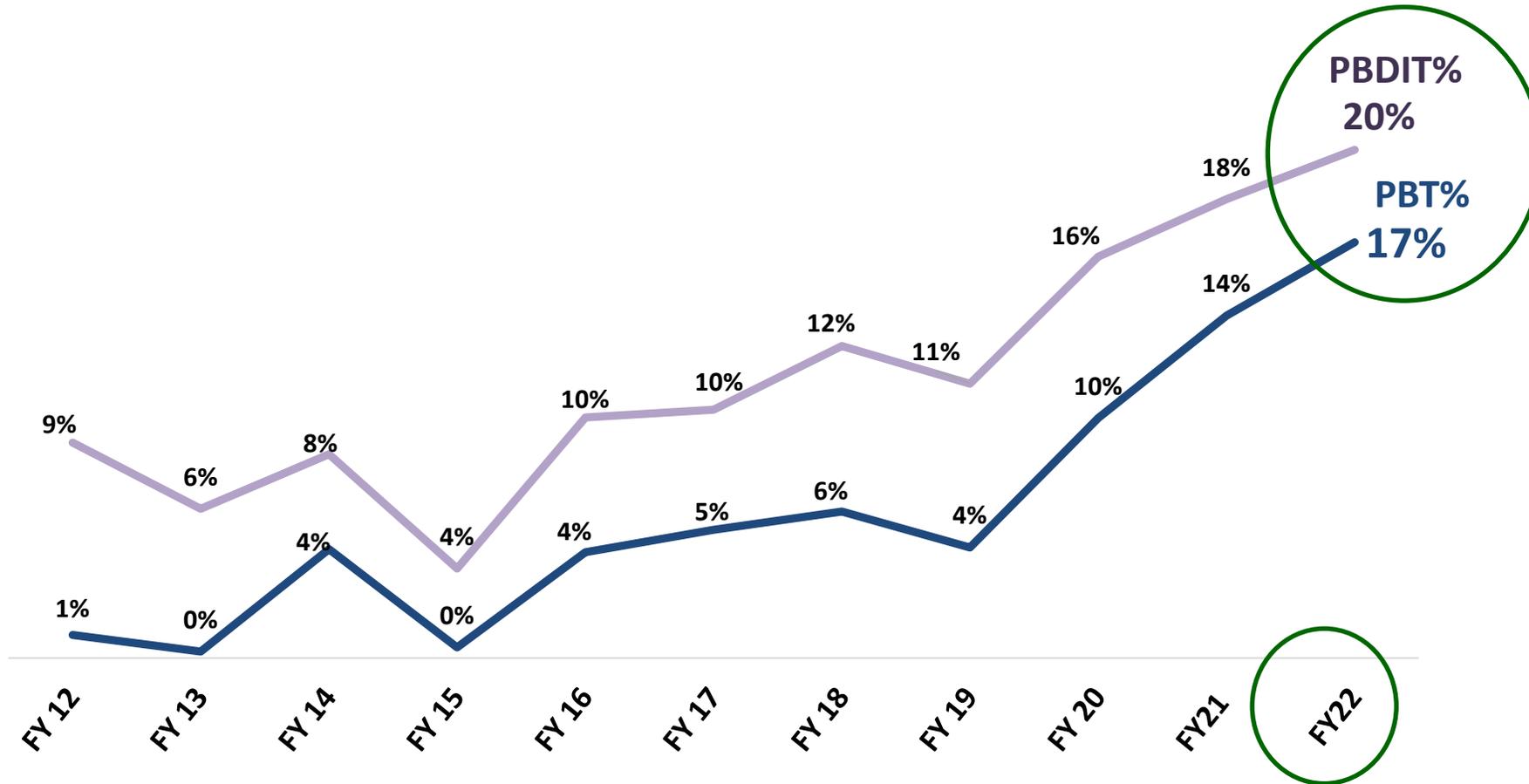


100% Employees vaccinated with double dose

*AIOCD AWACS MAT Mar '22 report **Launched FY19 Onwards

Company Financial Performance – Profit Margins

Upward y-o-y Record setting Trajectory continues – EBITDA Margin reaches 20% & PBT Margin 17%

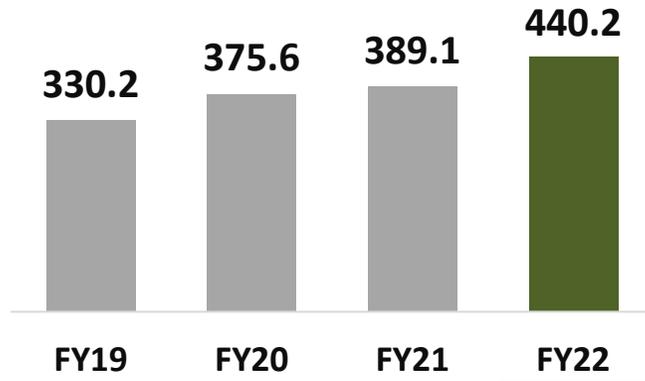


All numbers are rounded-off to full integers

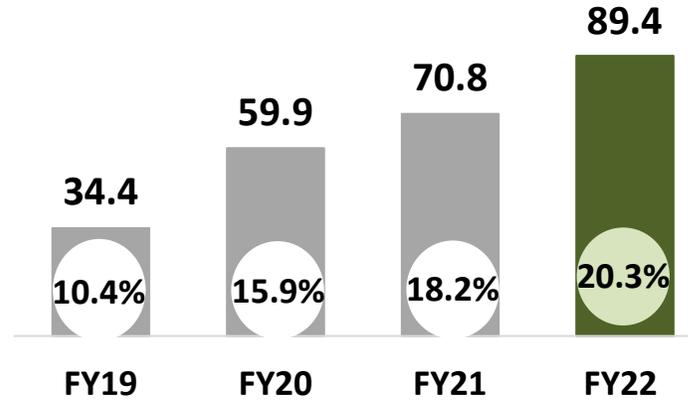
Key Financials' Trends

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

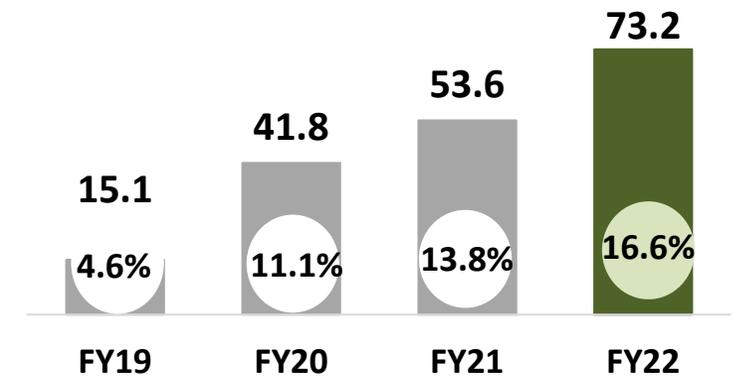
Revenue from Operations ↑



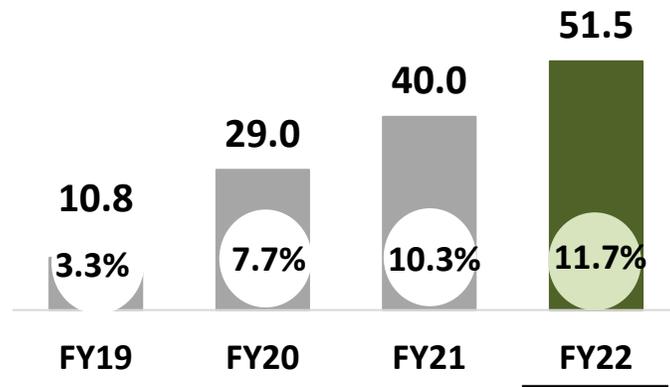
EBITDA & EBITDA Margin ↑



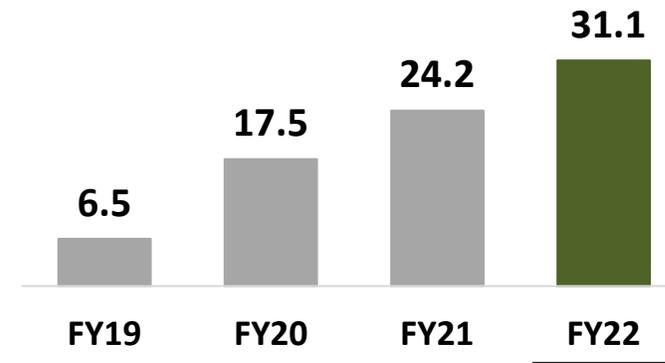
PBT & PBT Margin ↑



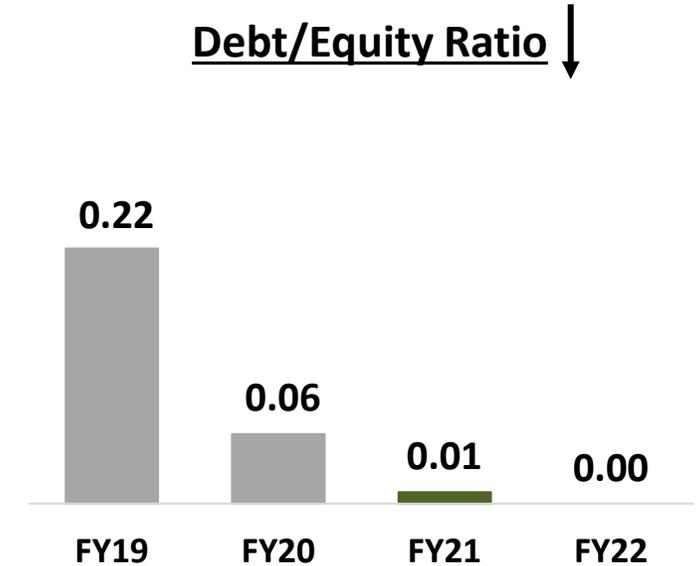
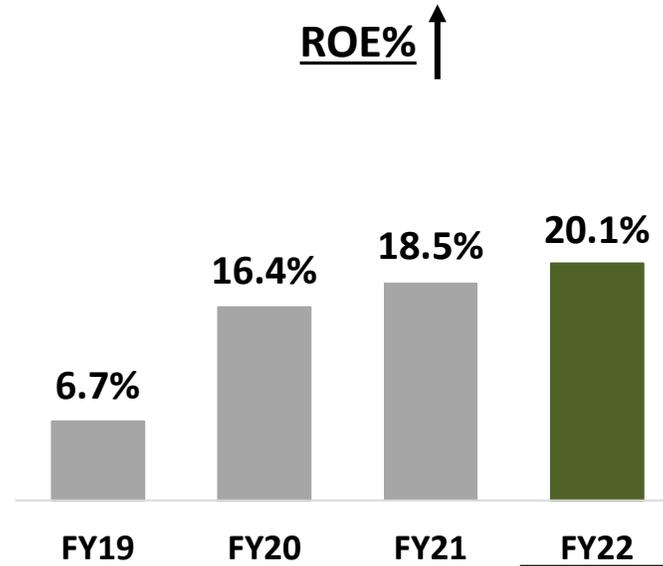
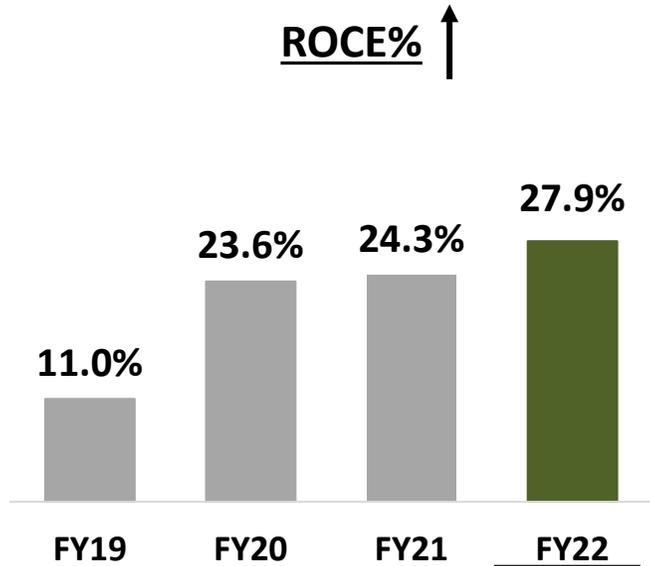
PAT & PAT Margin ↑



EPS ↑



Key Financials' Trends



Company continues to remain Debt-free

Business Segment-wise Performance : FY22

Domestic Formulations (DF)

- **Domestic Formulations contributed 65% to total Sales of FY22**
- 19% Sales growth majorly driven by Legacy Products
- Better than Market growth despite Covid headwinds
- New Products Contribution* improved to 19% on account of New launches in Specialty & Chronic segments and Line Extensions for Legacy Products
- Salesforce Productivity Improved to Rs 5 Lacs

International Formulations (IF)

- **International Formulations contributed 17% to total Sales of FY22**
- Sales Degrowth of -3% due to political instability in Myanmar, one of our key emerging markets and Medical caution in prescribing immunosuppressants in view of COVID
- New Products/Customers/Markets Contribution improved to 36%

API

- **API contributed 18% to total Sales of FY22**
- 15% Sales Growth majorly driven by niche products
- Continuous thrust on new customer development

**Launched FY19 Onwards

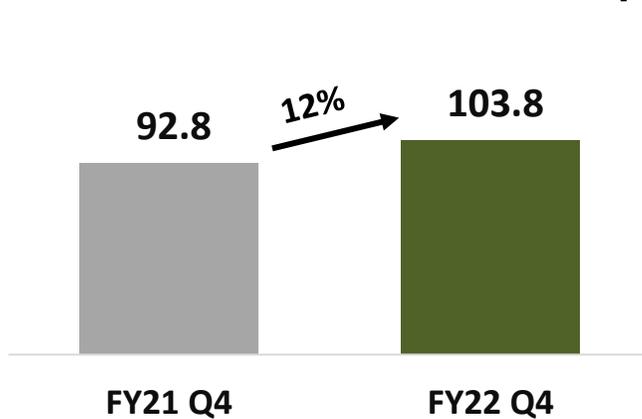
Sales (Rs Crs)



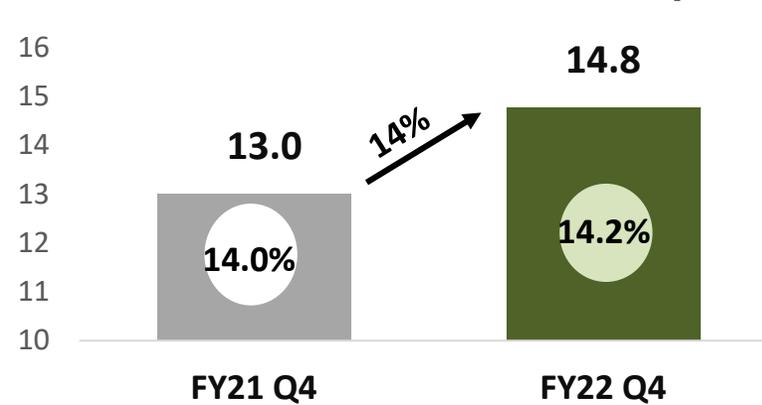
Key Financials : Q4 FY22

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

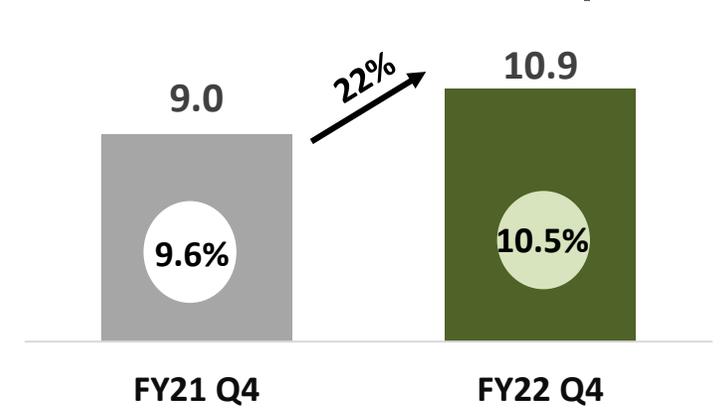
Revenue from Operations ↑



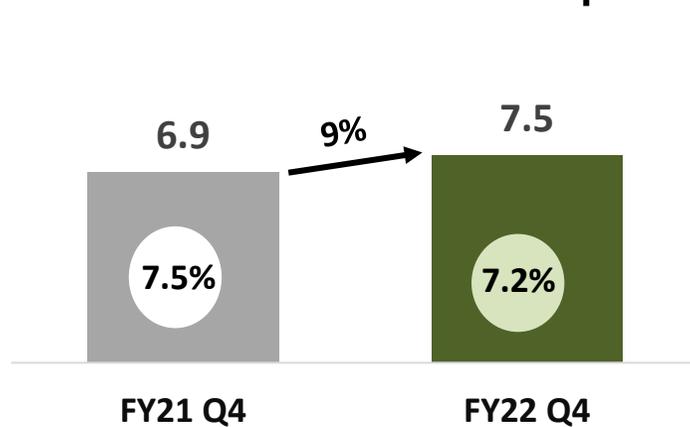
EBITDA & EBITDA Margin ↑



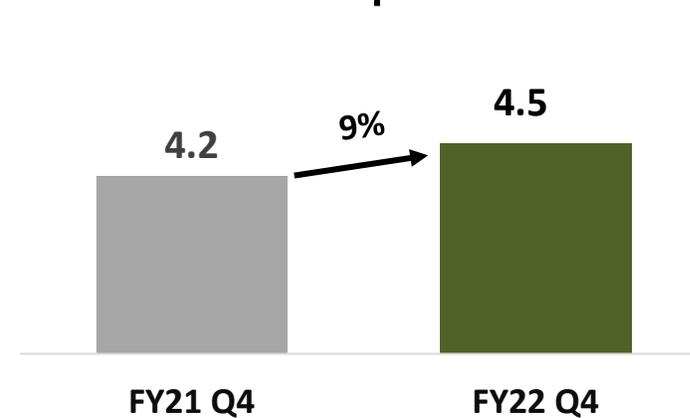
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑



Long term rating reaffirmed at A
Short term rating reaffirmed at A1

Outlook on long term rating has been retained as Stable

The rating reaffirmation factors:

- Strong brands in the Indian Pharmaceutical Industry
- Considerable improvement in the operating performance on the back of
 - Improvement in sales hygiene
 - Cost rationalisation measures adopted since FY20
- A robust capital structure and strong coverage indicators based on
 - 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

Domestic Formulations (DF)

- Operating in Mass/Mass-specialty and Specialty segments
- Presence in both Acute & Chronic therapy areas
- Leading Text Book Brands – Azoran, Aldactone, Lomotil, Naprosyn, Serenace, Norpace
- Leader in Immunosuppressant category
- Good Customer Coverage - Cardiologists, Diabetologists, Urologists, Nephrologists, Rheumatologists, Oncologists
- New Product Launches in New Category – Biosimilars

Business Strategy

5 Pillars of Profitable Domestic Business Growth

1

Product Portfolio Rejuvenation by building Chronic & Specialty Portfolio with New Launches

2

Strategic Brand Assets building through Life Cycle Management by introducing Line Extensions

3

Customer coverage deepening in targeted therapies by expanding field force and deploying digital

4

Sales force effectiveness augmentation by competencies building and productivity enhancement initiatives

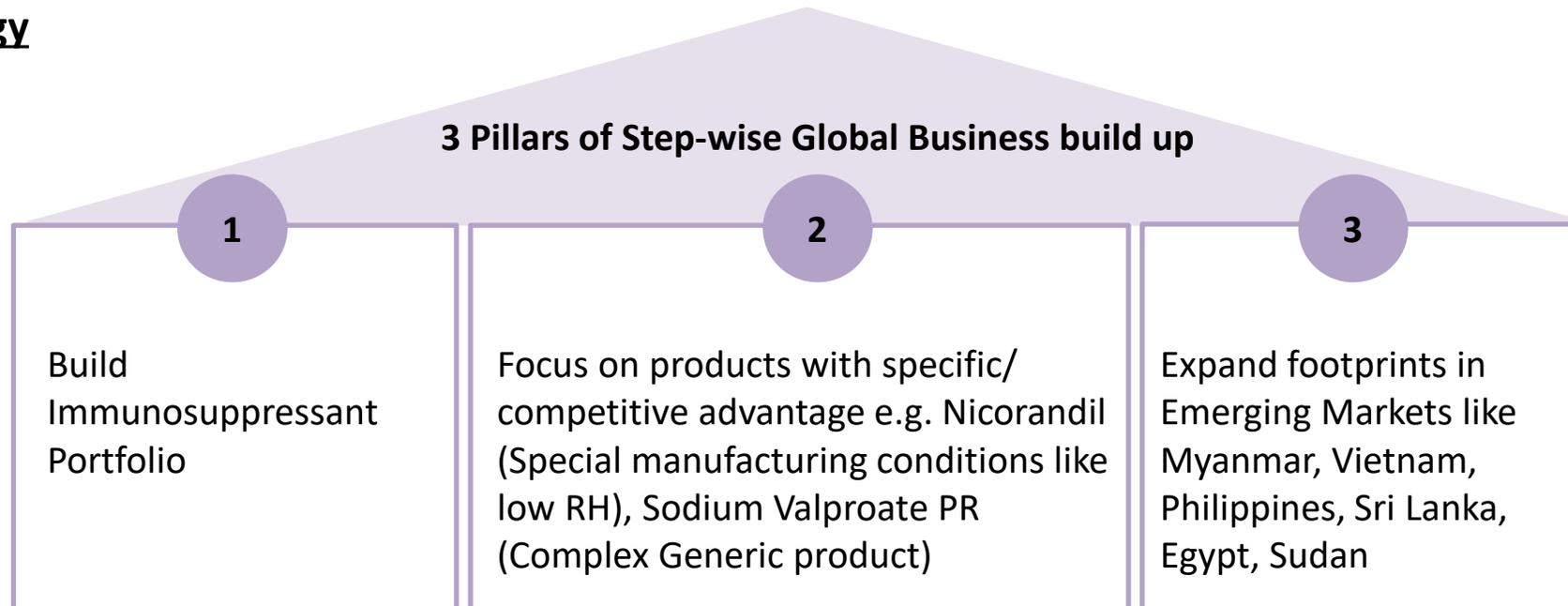
5

Profitability improvement by Opex control, efficient manufacturing operations and sales hygiene

International Formulations (IF)

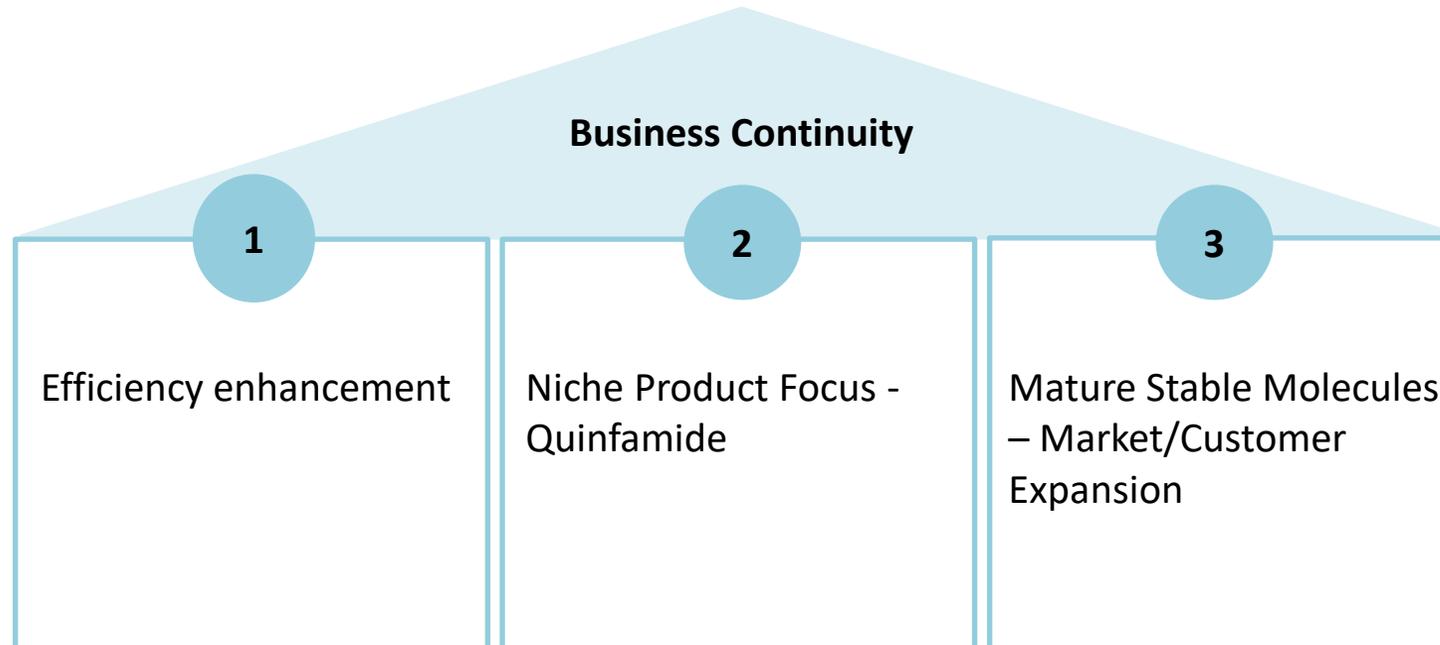
- Strong presence in immunosuppressant segment (Azathioprine)
- Footprints across Regulated and Emerging Markets - Canada, UK, Germany, France, Australia, South East Asia, Africa
- Long lasting, impeccable supply track record and business relationship with some of the leading generic players of the world
- High Quality and Process orientation making us a preferred partner

Business Strategy



- High Value, Low Volume Niche APIs
- Mature Stable Molecules
- Provides backward integration to International Formulations business
- Footprints across geographies - LATAM, Iran, Germany, China, South Korea, Bangladesh, Egypt, India, etc
- Strong customer focus - Long lasting relationship with Big Pharma and Leading Generic Firms.

Business Strategy



Infrastructure & Backend Capabilities

Manufacturing Facilities

Formulations Unit 1, Ankleshwar



- F1 unit caters to the Domestic and Emerging Markets
- Multipurpose plant with dedicated product lines for Oral Dosage forms including Tablets, Liquids and Powder
- WHO, Kenya, Nigeria approved

Formulations Unit 2, Ankleshwar



- F2 unit caters to the Regulated Markets
- Dedicated product lines for Oral Dosage (Capsules & Tablets)
- Equipped to handle low RH and low temperature conditions products
- WHO, EUGMP (from Hamburg Health authority), Canada, Ethiopia, Kenya, Sudan, Nigeria approved

API Unit, Navi Mumbai



- MF1: Multipurpose unit catering to emerging markets including India
- MF2: Dedicated Immunosuppressant facility catering to Regulated and Emerging markets including India
- MF3: Multipurpose unit catering to Regulated and Emerging markets including India
- WHO, TGA Australia approved & Written Confirmation (WC) received from CDSCO

Strong Backend Capabilities



Quality

- All **Critical SOPs** harmonized through CQA
- **Quarterly Internal audit** of all plants by CQA
- All critical deviations, change controls and market complaints investigation approved by CQA



Regulatory

- Well established & evolved Regulatory function **catering to Canada, UK, EU, Australia and Emerging markets**
- Expertise of **eCTD submissions**
- Integrated **Project Management** activities



Formulations R&D

- In addition to Formulations Development of IR, have capabilities to develop **Modified Release & Complex Generics**
- **Dossiers Gap Analysis and fulfilment**
- **Tech Transfer/Site transfer** activities
- **GLP compliant Analytical Lab** for Development and Validation of Analytical Methods



Digitization Focus Areas

- Quality Management systems : **e-QMS, e-DMS, e-LMS.**
- Access to critical manufacturing equipment through **IRIS scanner**
- All QC instruments attached with **dedicated software and server**
- **All stability chambers with software control**
- Secondary packing Complies with EUFMD requirement for **Track and Trace.**

Operational Highlights

RPG Life Sciences response to COVID-19

A passionate call to the entire organization to go all out to ensure continuous availability of our life saving, critical medicines to our patients.

Our Plants did not stop even for a single day.

Every patient, who asked for our critical medicines, serviced by door delivery.

100% Employees are vaccinated with Dose 1 and **99.9%** stand fully Vaccinated

Key Priorities



Employees Care

- **Strict protective measures across all locations**
 - Detailed SOP
 - Immunity boosting measures
 - Special Care for co-morbidities
 - Enhanced medical Insurance
 - Advisories/Sessions
 - PPE kits, Masks and Sanitizers
- **Continuous Digital Connect/Engagement** with employees and their families



Business Continuity

Conserve Cash

- Sustained OPEX control measures
- Company became debt-free

Supply Continuity

- RM/PM availability through proactive planning and relationship management with key vendors

Customer Outreach through Digital

- Deployment of Digital initiatives like e-CMEs, teleconsultation facilitation service, webinars, etc.



Community Service

- **“SafeSeniors” tool development** for early detection of risk in vulnerable Senior citizen segment
- **Community Servicing through RPG Foundation** - sanitizers, masks, gloves, PPE Kits; meals, etc.

New Digitalization Initiatives to Transform Business

Game Changer Customer Connect Initiative



Anytime, Anywhere
Doctor Support
Initiative

Industry First
Initiative

Range of Services

>58000 Key Opinion
Leaders

Employee Connect Initiatives



Digital Platform for comprehensive
Salesforce Operations tracking:
#Customer visits, customer engagement
activities, sales performance analytics etc



HR Chatbot for quick resolution of queries
related to HR process and company policies



A digital platform for **Salesforce Grievance
Redressal**

Initiatives in Plant Operations

e-QMS: Digital Platform to track all 6 Quality parameters

e-DMS: Digital Platform to manage all manufacturing/quality
documents

e-LMS: Digital Platform to Track Training Sessions on CGMP

e- Access: Retina Scanning for machine access

All above represent Illustrative list of the initiatives

People Initiatives to build Performance Culture with focus on Happiness

I Feel Valued



You Excel. We Applaud.
Motivation Continuum

I Love My Work



RPGLS Heroes
Outperformance
Recognition

I am Growing



We Skill. You Grow.
Competency Building
Continuum



Akanksha
Career Development

I Live a Purposeful & Balanced Life



**RPGLS Values
Champions**
Living Organizational
Values

**High
Happiness
Quotient**

I Feel Connected



**RPGLS Happiness
Forums**
Leadership Connect –
Month & Quarter

I cherish our Culture



**RPGLS Parivar
Tyohar-Utsav
Shrankhla**
Digital RPGLS Family
Get Together

FY23 Priorities

 Maintain growth momentum in top-line and bottom-line across the business segments

 Continue to grow our presence in chronic and specialty therapies in DF through new product launches and new customer segments

 Continue to build iconic/legacy brands into strategic assets

 Continue to enhance salesforce productivity through targeted measures

 New customer acquisitions in IF and APIs businesses

 Accelerate digital transformation initiatives across frontend and backend to transform business

 Building a Happy and Performance Driven Culture

Awards & Recognitions

RPG Life Sciences Bagged Top Awards from IDMA

15th April 2022

Industry Recognition to RPG Life Sciences

Best Patent Award



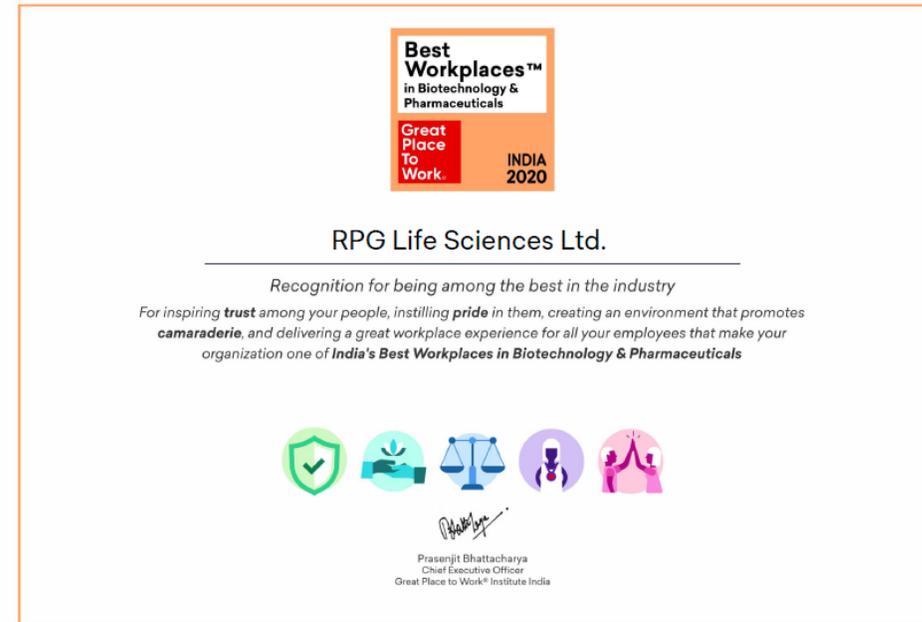
Best Corporate Citizen Award



RPG Life Sciences is one of the India's Best Workplace in 2020 – Amongst Top 100



- Ranked 85 amongst India's 100 Best Companies to Work For 2020
- One of India's Best Workplaces in Biotechnology & Pharmaceuticals by Great Place to Work® Institute



Media Recognition

- Not a single day Plant stoppage
- Home Delivery of critical life saving medicines to all the patients



THANK YOU