



TRANSCRIPT OF THE PROCEEDINGS OF THE 16TH ANNUAL GENERAL MEETING OF RPG LIFE SCIENCES LIMITED HELD ON FRIDAY, AUGUST 04, 2023 AT 03.00 P.M. THROUGH VIDEO CONFERENCING/OTHER AUDIO-VISUAL MEANS

PARTICIPANTS

Mr. Harsh Goenka

Chairman

Mr. Yugal Sikri

Managing Director

Mr. Manoj K. Maheshwari

Independent Director

Mr. Mahesh S. Gupta

Independent Director

Mr. Narendra Ambwani

Independent Director

Mr. Bhaskar Iyer

Independent Director

Mr. Rajat Bhargava

Non - Executive Director

Mr. Vishal Shah

Chief Financial Officer

Mr. Rajesh Shirambekar

Head - Legal & Company Secretary

MR. HARSH GOENKA

Good afternoon, Members.

I take great pleasure in welcoming you all to the 16th Annual General Meeting of your Company. The quorum being present, the meeting can now commence.

In accordance with the various circulars issued by the Ministry of Corporate Affairs and SEBI, the 16th AGM of the Company is convened through video conferencing or other audio visual means in compliance with the applicable provisions of the Companies Act, 2013 and SEBI, Listing Regulations 2015.

I would like to introduce the members of the board who are present at the meeting:

- **Mr. Yugal Sikri**, Managing Director
- **Mr. Mahesh Gupta**, Independent Director and Chairman of the Audit Committee and the Risk Management Committee,
- **Dr. Lalit Kanodia**, Independent Director and Chairman of the Nomination and Remuneration Committee
- **Mr. Narendra Ambwani**, Independent Director and Chairman of the Stakeholders Relationship Committee and Sustainability and CSR Committee.
- **Mr. Manoj Maheshwari**, Independent director
- **Mr. Bhaskar Iyer**, Independent Director
- **Mr. Rajat Bhargava**, Non-Executive Director
- **Ms. Zahabiya Khorakiwala**, Independent Director and **Mr. Sachin Nandgaonkar**, Non-Executive Director, could not attend the meeting because of personal exigencies.

MR. HARSH GOENKA

Representatives of Statutory Auditors, "SRBC & Co. LLP" and Secretarial Auditors "Parikh Parekh & Associates" are also attending this meeting.

The company has received 18 corporate authorizations representing 1,20,06,630 equity shares of the company constituting 72.60% of the paid up equity share capital of the company. Since the meeting is held through video conference, there is no proxy facility available for the meeting.

The Register of Directors and KMPs (including their shareholding) maintained under Section 170 and Register of Contract maintained under Section 189 of the Companies Act, 2013, are available for inspection electronically.

The Notice of the Meeting and the Annual Report of the company for year 2022-23 have already been sent to the members through electronic mode, in accordance with the circulars issued by the Ministry of Corporate Affairs and SEBI, we therefore take the notice as read.

As the Statutory Auditor's report and Secretarial Audit report do not contain any qualification, observation or adverse comment, it is not required to read these reports at the meeting.

I would now like to brief the Members on the operational and financial performance of the Company.

The Annual Report and the audited financial statements of the Company have been shared with you and I hope that you have gone through the same.

The Company continued its robust growth trajectory during the financial year 2022-23 led by the Domestic Formulations and International Formulations Business. The Company also continued to focus on cost optimization, which was reflected in margin improvement.

The Company generated the highest ever operating cash flows of more than Rs.100 crores in 23 and remained a debt free company.

For the year ended March 31, 2023, total income for the company was Rs.518 crores as against Rs.443 crores in the previous year, a growth of about 18% and the PAT grew by an impressive 31% to Rs.67 crores as against Rs.51 crores in the previous year. The increase in sales and profits are led by the improved performance of Domestic Formulations and International Formulations Business.

The Board of Directors have recommended a dividend of 150% for the financial year ended March 31, 2023 as against 120% in the previous year.

The Domestic Formulations Business constituted 67% of the Company sales during the year and achieved revenues of Rs.337 crores as compared to Rs.281 crores in the previous year, registering a growth of around 20%. The growth was driven by several measures such as sustained prescription generation, product portfolio augmentation through new product launches and line extensions and sales force productivity enhancement.

The company enhanced its product portfolio by way of new launches and identified therapeutic segments, also, the monoclonal antibody portfolio built in the last few years has been witnessing a steady uptake. The new line extensions launched have got a good response. The company's "RPG Serve- Anytime, Anywhere Doctor Support Digital initiative" has now been scaled up to more than 80,000 doctors with an encouraging level of engagement.

The International Formulations Business registered sales of Rs.92 crores growing 18%. This was mainly on account of increased sales to markets like Myanmar, Canada, Colombia, Germany, Egypt, Philippines, etc.

The API business recorded revenues of Rs.80 crores as compared to Rs.78 crores in the previous year. Orders remained subdued due to the high Inventory situation with the key customers. This is expected to normalize in the course of time.

Exports of the company were Rs.160 crores as compared to Rs.142 crores a growth of 13%.

In FY 24, the company's focus is to maintain the growth momentum and revenues and profits across the business segments. In Domestic Formulations, the priority is to continue product portfolio augmentation through new product launches and foray into newer customer segments and therapies. In international formulations and API businesses, the focus would be on plant modernization, building new product pipeline, new customer acquisitions as well as expansion into newer geographies.

For the first quarter of the current year, the revenue was Rs.148 crores as against Rs.129 crores in the same quarter of the previous year with the net profit of Rs.22 crores as against net profit of Rs.18 crores for the same quarter of the previous year, we expect this momentum to continue.

Before we invite the speaker members to speak at the meeting. I would request the Company Secretary to make an announcement with respect to e-voting facility, which has been activated for voting at the AGM.

MR. RAJESH SHIRAMBEKAR

Thank you Sir,

Dear Members, Good Afternoon,

In compliance with the relevant provisions of the Companies Act, 2013, Rules made thereunder and SEBI Listing Regulations, the Company had provided the facility to the members to exercise their right to vote on the business proposed to be transacted at this AGM through remote voting for the period commencing from August 1, 2023 to August 3, 2023. In order to facilitate voting for those Members who have not exercised their right to vote through remote voting, the company has also provided facility to vote at this AGM through the e-voting platform of NSDL.

Mr. Mitesh Dhabliwala, Practicing Company Secretary, has been appointed as the scrutinizer for remote voting as well as e-voting at this AGM, who would scrutinize the votes and hand over the combined report on voting within 2 working days of the conclusion of this AGM.

Upon receipt of the result of voting along with the Scrutinizer report, the same shall be uploaded on the website of the Company, NSDL and shall also be submitted to the Stock Exchanges.

Since this meeting is being held through Video Conferencing/Other Audio Visual Means and the resolutions mentioned in the notice convening this meeting have already been put to the vote through remote voting there is no proposing and seconding of resolutions.

Thank you.

I now request the Chairman to please continue with the proceedings.

MR. HARSH GOENKA

The company had provided the facility to the members to register themselves in advance by sending a request from the registered email to express their views or queries during the AGM, we received request from a few of the shareholders.

As I call out each name, the host shall unmute member and we shall request him to put on the video and speak.

The shareholders are requested to be brief and to the point.

MR. HARSH GOENKA

Mr. Anil Parekh

MR. ANIL PAREKH (Speaker Shareholder)

Hello, Chairman Sir. Am I audible?

MR. HARSH GOENKA

Yes, I can hear you properly.

MR. ANIL PAREKH

Chairman Sir, Board of Directors and other shareholders myself, Anil Parekh.

How are you Sir?

MR. HARSH GOENKA

I am fine.

MR. ANIL PAREKH

Hope you are fine and safe at your respective end.

MR. HARSH GOENKA

Thank you.

MR. ANIL PAREKH

Sir, I have gone through the Balance Sheet and I'm very pleased that we have crossed Rs.500 crores mark and it's all of our Executive, yourself, Board members hard work and dedication that we have reached Rs.500 crore mark and also you have declared dividend of ₹12 per equity share. Thank you Sir for that.

I'm also very pleased that our secretarial team, consisting of Mr. Rajesh and Rahul, the way both are doing excellent work as far as investor relation is concerned.

Chairman Sir, our plant at Ankleshwar, which is having a WHO- GMP, Nigeria, Kenya health and so many certifications, I would like to know in which other areas we have certifications?

Secondly, Sir, our sales revenue has gone to 18% and we are focusing on expanding business with European Union, Canada, Australia, UK, Asia, etc. and the new customer development we are targeting at. Sir, I would like to understand from you, where we are targeting and have we tied up already with new customers?

Sir, the drugs, which you have mentioned on page number 5 and 6. If you could have written there the purpose for which these drugs are used, that would have helped us, Sir very well.

Sir, next question is pertaining to how many generics and branded generics we are having and how many more we are likely to add this year.

Sir, as of now there are 4 meetings simultaneously going on. I am curtailing myself here and extending my whole hearted support to you for doing excellent work and I am also again thankful to Rajesh and Rahul for their excellent work and hope they will continue to do so. Thank you for patient hearing, Sir. I support all the resolutions.

MR. HARSH GOENKA

Thank you very much. Anil bhai, Thank you very much for your kind words, the new GMP certification received during the year was from Japan's regulator PDMA for the API plant at Navi Mumbai. The existing GMP certifications are from the regulators of EU, Australia, Canada. We also have WHO GMP certification for all the plants.

The other question you ask, the answer is Romilast for asthma and COPD.

We will keep in mind several of the kind suggestions that you have given as far as the company is concerned and we will work on making it happen. Thank you very much for your kind interest.

I take this opportunity to place on record our grateful appreciation to all our customers, bankers, employees and most importantly the Members for their continued support.

I once again thank the members of the Company for attending this 16th AGM of the company and I declare this meeting as concluded.

Those Members who have not voted through remote e-voting may cast their votes during the next 15 minutes. I authorized the Company Secretary to receive the combined voting results and report from the scrutinizer and submit the same to the stock exchanges.

Thank you very much.