



RPG LIFE SCIENCES

An  **RPG** Company

Investors' Presentation

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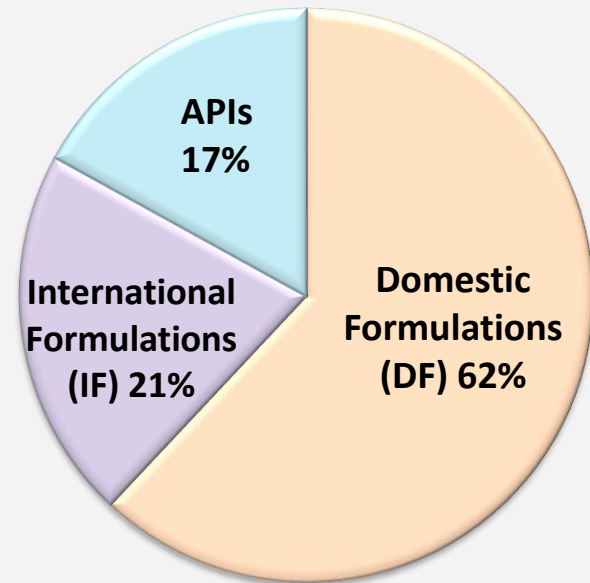
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RPG Life Sciences Overview

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

Develop, manufacture and market branded formulations in India & Nepal

International Formulations

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

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

Domestic Formulations

Key Products

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

New Portfolio

Specialty

HerMab
Trastuzumab

Adlumab
Adalimumab

Ivzumab
Bevacizumab

Zestmab
Rituximab

T-JAKi
Tofacitinib

Chronic

NuGliptin
Vildagliptin

GliptiNext
Teneligliptin

Key Products

Generics - Azathioprine, Sodium Valproate PR, Nicorandil

Branded Generics – Siloxogene, Azoran, Mofetyl, Arpimune, Dipsope

Key Products

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

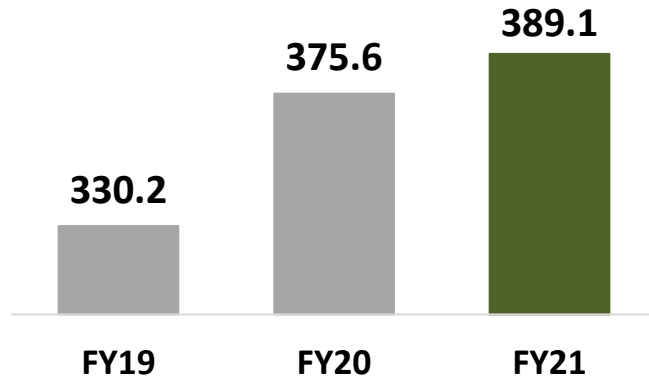
APIs

Key Financials, Business Highlights & Strategy

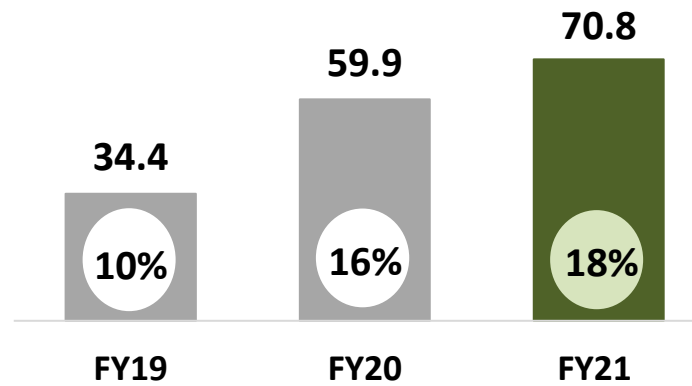
Key Financial Highlights

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

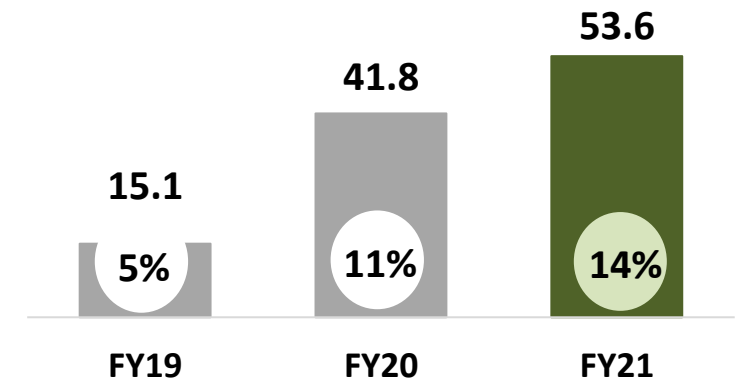
Revenue from Operations ↑



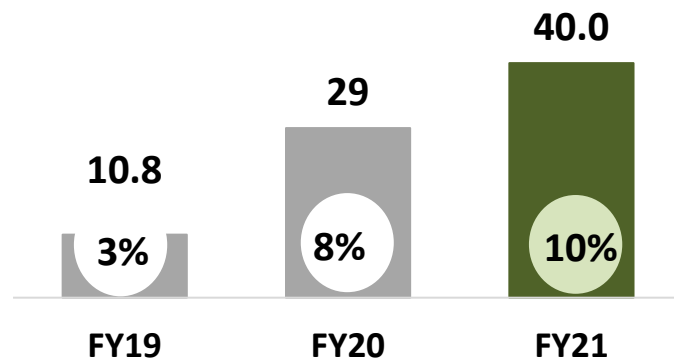
EBITDA & EBITDA Margin ↑



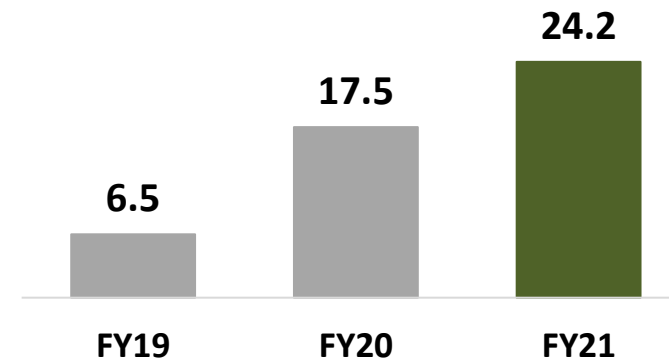
PBT & PBT Margin ↑



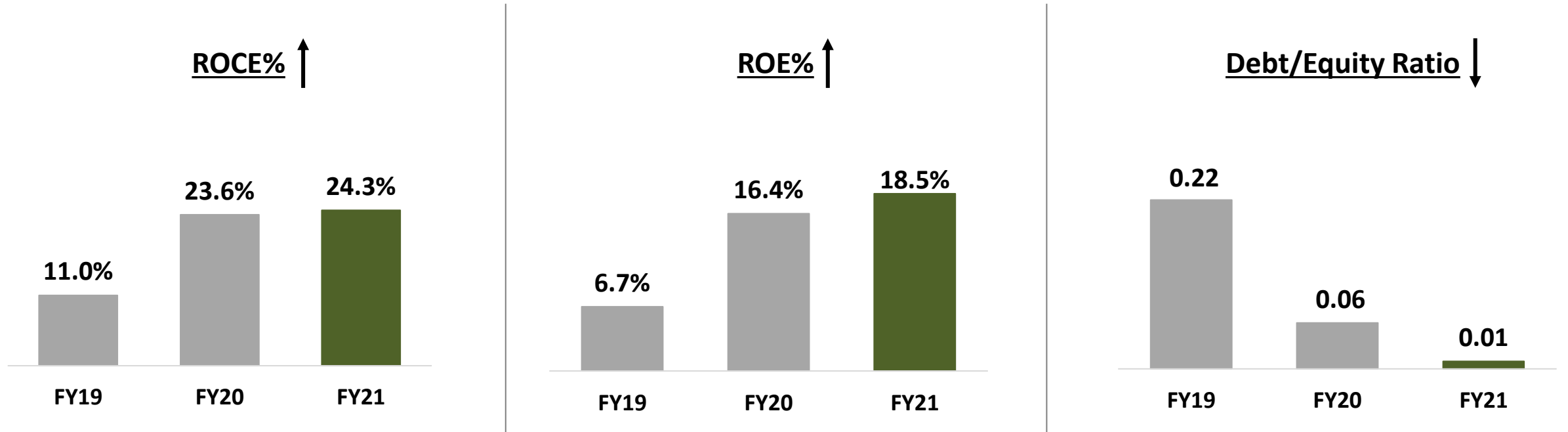
PAT & PAT Margin ↑



EPS ↑



Key Financial Highlights : Balance Sheet Ratios



Company becomes Debt-free

**Long term rating upgraded to A from A-
Short term rating upgraded to A1 from A2+**

Outlook on long term rating has been retained as Stable.

The rating upgradation factors:

- Considerable improvement in the operating performance on the back of
 - Improvement in sales hygiene
 - Cost rationalisation measures adopted over FY2020 and H1 FY2021.
- 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)

Business Segment-wise Performance

Domestic Formulations (DF)

- **Domestic Formulations contributed 62% to total Sales of FY21**
- Sustained sales with +ve growth despite Covid headwinds : Deeper Acute Portfolio deceleration, Transplant, Dialysis centres/Clinics closure, smaller companies worse hit etc
- Product Portfolio rejuvenation - New launches in specialty (Biosimilars) and chronic (Gliptins) segments
- Building Strategic Brand Assets - Life Cycle Management Initiatives (New Line Extensions; New customer segments)

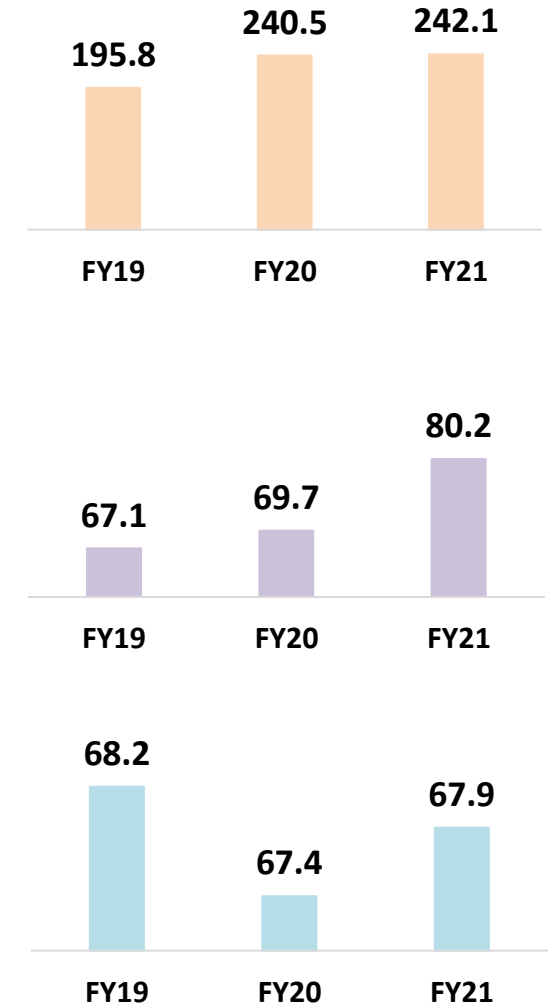
International Formulations (IF)

- **International Formulations contributed 21% to total Sales of FY21**
- UKMHRA approval of our Complex Generic Product Sodium Valproate PR; launched in UK
- Growth driven by regulated markets. Myanmar, one of our key emerging markets, faced disruptions due to political instability

API

- **API contributed 17% to total Sales of FY21**
- Covid impacted the demand of our acute portfolio. However thrust on new customer development helped us to prevent sales erosion

Net Sales (Rs Crs)



Domestic Formulations

Highlights

- 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

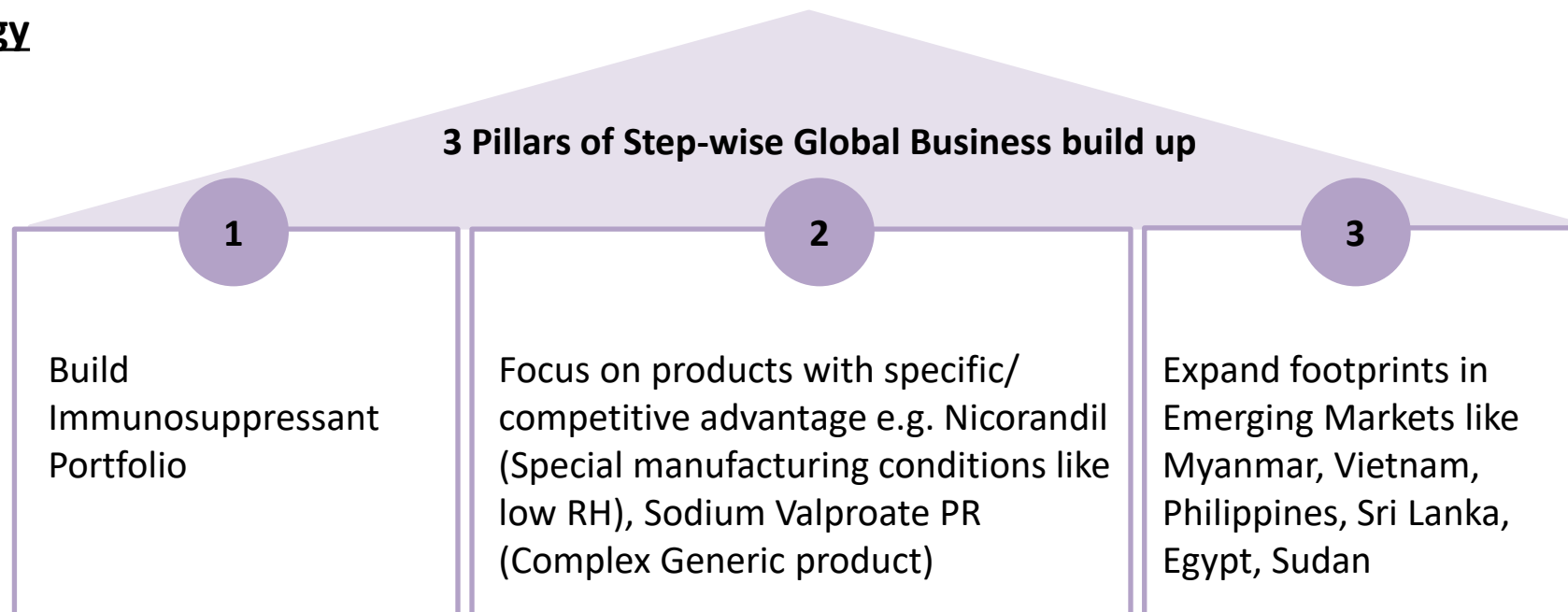


International Formulations

Highlights

- 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

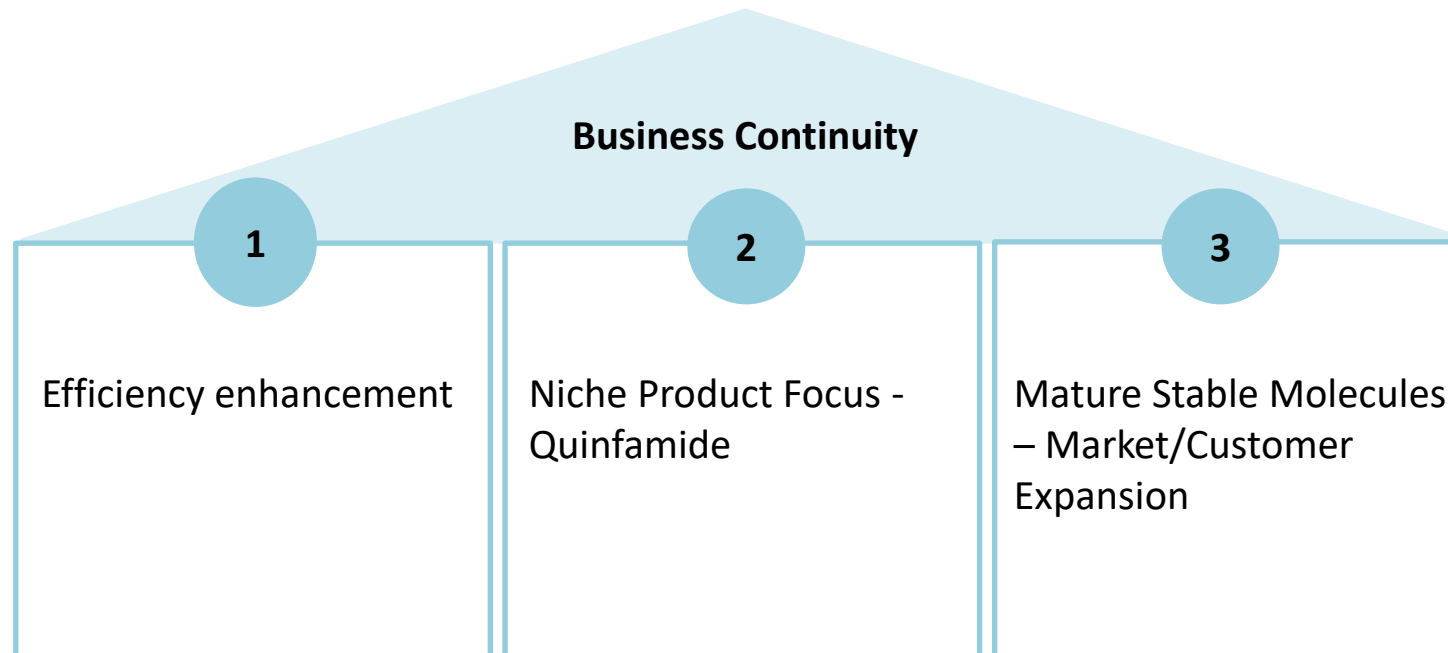
Business Strategy



Highlights

- 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
- Equipped to handle low RH and low temperature conditions products
- WHO, EUGMP, 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 markets
- MF3: Multipurpose unit catering to Regulated markets
- WHO, TGA Australia approved

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.

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.

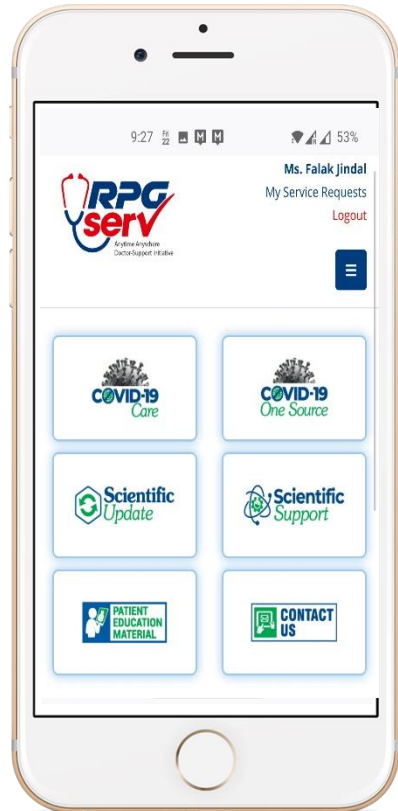


Community Service

- **“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

>8000 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

Signature People Initiatives

I Feel Connected



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

I cherish our Culture



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

Awards & Recognitions

RPG Life Sciences Bagged Top Awards from IDMA

Prestigious Awards from IDMA - Indian Drug Manufacturer's Association in January 2020

(consists of 1000+ pharma companies)



**IDMA Quality Excellence
Award 2019 (GOLD AWARD)**



**IDMA Margi Patel Choksi Memorial
Best Patent Award 2019**

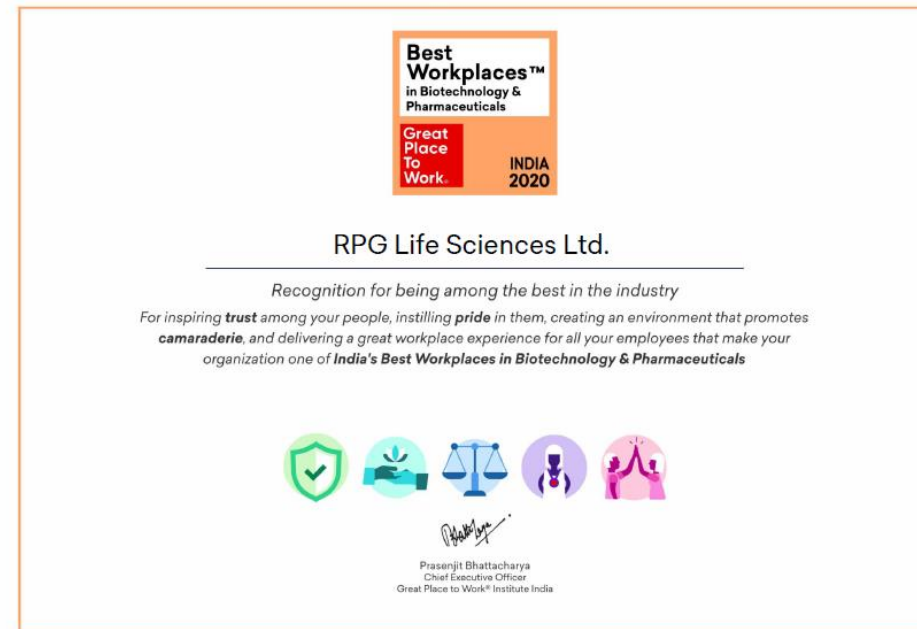


IDMA Corporate Citizen Award 2019

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