



**RPG LIFE SCIENCES**

An  **RPG** Company

**Investors'  
Presentation  
Q1 FY24**

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# RPG Group: One of India's fastest-growing diversified conglomerates

UNLEASHTALENT  
TOUCHLIVES  
OUTPERFORM  
AND😊

RPG Group has a business history dating back to 1820 AD in banking, textiles, jute, and tea. RPG Enterprises was founded in 1979 and currently operates in various businesses in Infrastructure, Technology, Tyres, Life Sciences, and plantation industries.

Formerly known as Searle India, RPG Life Sciences was started as a joint venture with G.D Searle in 1968 and was rechristened to RPG Life Sciences in 1999 with G.D Searle withdrawing its India operations.

100+ years old Business Group

\$4.4 Bn Revenue

20000+ Employees

BSE Listed Companies



EPC major in infrastructure segments like T&D, Civil, Railways, Oil & Gas



One of India's leading tyre Manufacturers



Global Technology Consulting and IT services company



An Integrated Pharmaceutical company operating in Formulations and Synthetic APIs



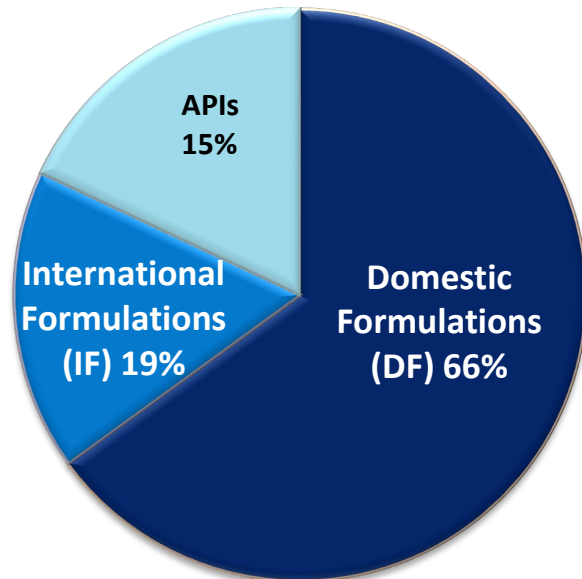
Technology Solutions company catering to energy and infrastructure



One of India's largest plantation companies producing tea, rubber etc

# RPG Life Sciences: An Integrated Pharmaceutical Company – APIs to Formulations; R&D to Manufacturing to Marketing

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



**10+** Therapies represented by High Equity brands



**50+** Markets Presence



**3** Manufacturing Facilities



**1200+** Employees

# RPG Life Sciences Product Portfolio: Strong 'Textbook' brands being augmented by Diligent Life Cycle Management and New Launches in Chronic and Specialty therapies

	Key Therapies	Key Products				
<b>Domestic Formulations (DF)</b>	Nephrology	<b>Legacy Portfolio</b>		<b>New Portfolio</b>		
	Rheumatology	<b>Immunosuppressants</b>	<b>Text Book Brands</b>	<b>Specialty</b>	<b>Chronic</b>	<b>Life Cycle Management (Existing Products)</b>
	Oncology	<b>Azoran</b> Azathioprine	<b>Azoran</b> Azathioprine	<b>HerMab</b> Trastuzumab	<b>NuGliptin</b> Vildagliptin	<b>Azoran 75</b> Azathioprine 75 mg Tablets
	Pain Management	<b>Mofetyl</b> Mycophenolate Mofetil	<b>Aldactone</b> Spironolactone	<b>Adlumab</b> Adalimumab	<b>GliptiNext</b> Teneligliptin	<b>Aldactone T</b> Spironolactone 50 mg + Furosemide 20 mg / 10 mg tablets
	Gastroenterology	<b>Arpimune ME</b> Cyclosporine	<b>Lomotil</b> Diphenoxylate HCl	<b>Ivzumab</b> Bevacizumab	<b>DPO 5/10</b> Dapagliflozin	<b>Aldactone F</b> Spironolactone 50mg + Furosemide 20mg
	Neuropsychiatry	<b>Imunotac</b> Tacrolimus	<b>Naprosyn</b> Naproxen	<b>Zestmab</b> Rituximab	<b>Azilta 8/76</b> Azelinidipine	<b>Naprosyn 250/500 +</b> Naproxen Tablets 250mg / 500mg / 250mg / 500mg
	Cardiovascular		<b>Serenace</b> Haloperidol	<b>T-JAKi</b> Tofacitinib	<b>Solifirst</b> Solifenacin	<b>ROMILAST-BL</b> Roflumilast 8 mg / 16 mg / 24 mg / 32 mg / 48 mg / 64 mg / 80 mg / 96 mg / 112 mg / 128 mg / 144 mg / 160 mg / 176 mg / 192 mg / 208 mg / 224 mg / 240 mg / 256 mg / 272 mg / 288 mg / 304 mg / 320 mg / 336 mg / 352 mg / 368 mg / 384 mg / 400 mg / 416 mg / 432 mg / 448 mg / 464 mg / 480 mg / 496 mg / 512 mg / 528 mg / 544 mg / 560 mg / 576 mg / 592 mg / 608 mg / 624 mg / 640 mg / 656 mg / 672 mg / 688 mg / 704 mg / 720 mg / 736 mg / 752 mg / 768 mg / 784 mg / 800 mg / 816 mg / 832 mg / 848 mg / 864 mg / 880 mg / 896 mg / 912 mg / 928 mg / 944 mg / 960 mg / 976 mg / 992 mg / 1008 mg / 1024 mg / 1040 mg / 1056 mg / 1072 mg / 1088 mg / 1104 mg / 1120 mg / 1136 mg / 1152 mg / 1168 mg / 1184 mg / 1200 mg / 1216 mg / 1232 mg / 1248 mg / 1264 mg / 1280 mg / 1296 mg / 1312 mg / 1328 mg / 1344 mg / 1360 mg / 1376 mg / 1392 mg / 1408 mg / 1424 mg / 1440 mg / 1456 mg / 1472 mg / 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Diabetes		<b>Norpace New</b> Disopyramide Phosphate	<b>IroHigh</b> Iron Isomaltoside	<b>Denbri</b> Denosumab		
Urology						

**International Formulations (IF)**

## Key Products

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

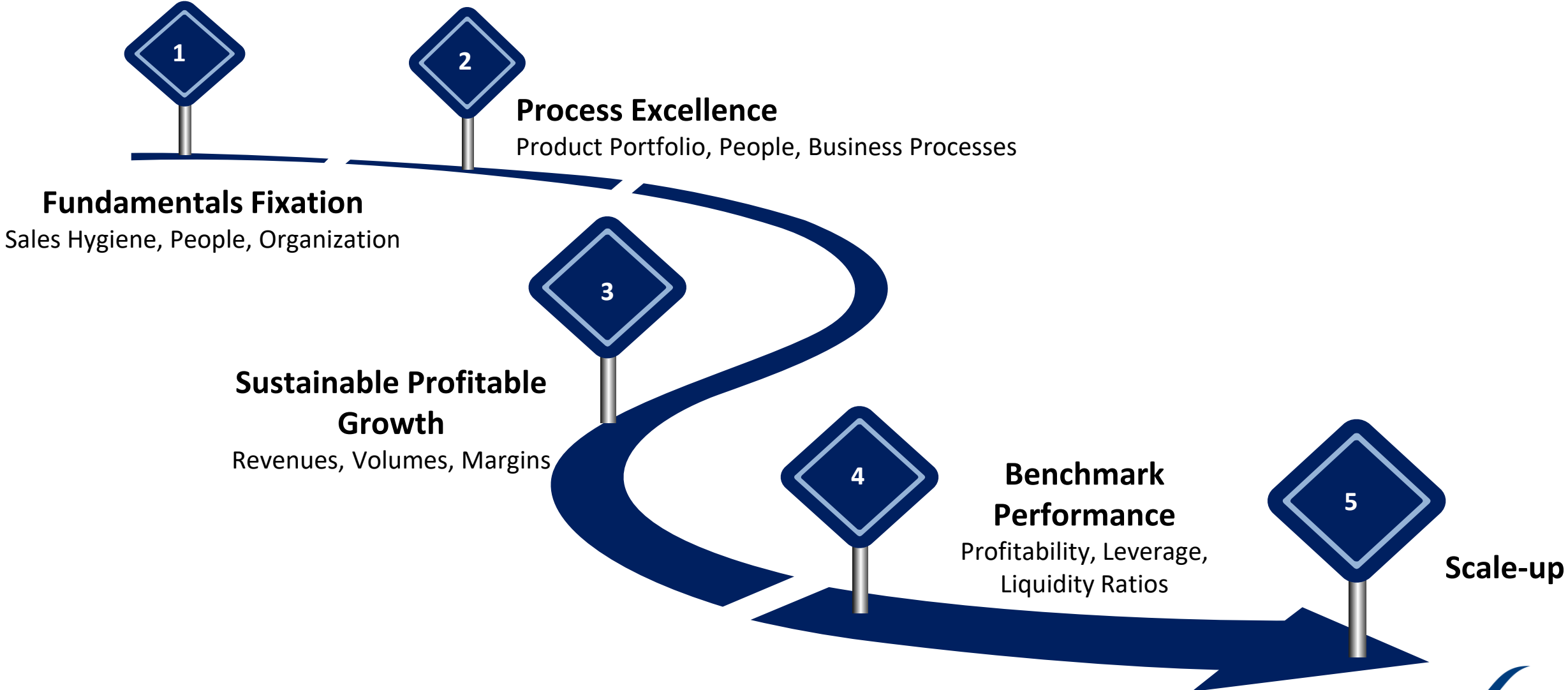
**APIs**

## Key Products

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

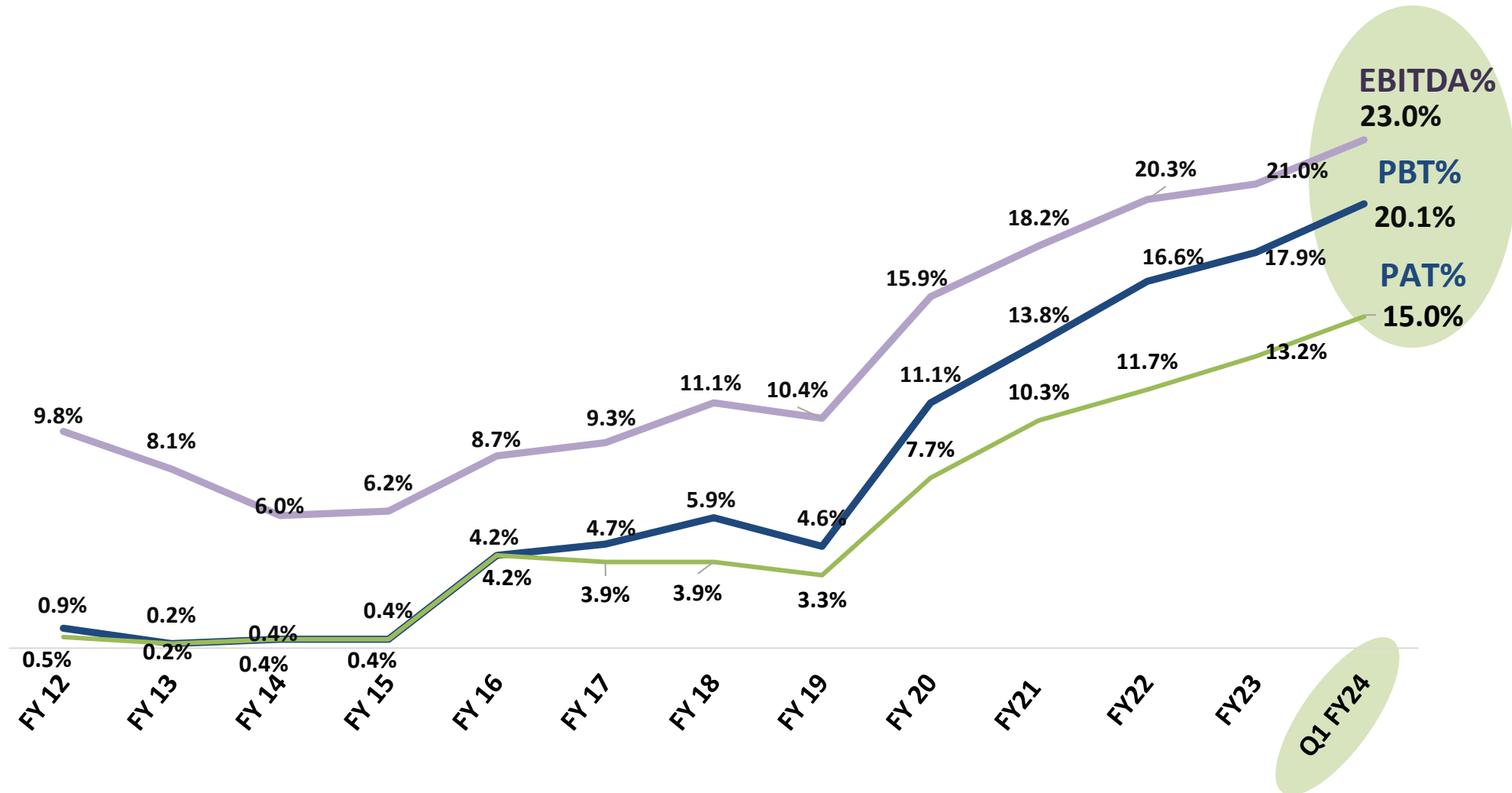
# Financial Performance

# Journey of RPG Life Sciences



# Margins: A Trajectory of y-o-y Expansion despite Market Challenges

EBITDA:10.4% (FY19) to 23.0%(Q1 FY24);PBT: 4.6% (FY19) to 20.1%(Q1 FY24);PAT: 3.3% (FY19) to 15.0% (Q1 FY24)



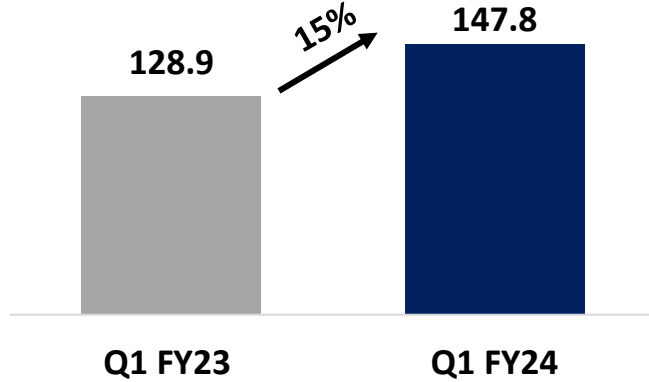
Except FY24 Q1, all other margin numbers are full year numbers



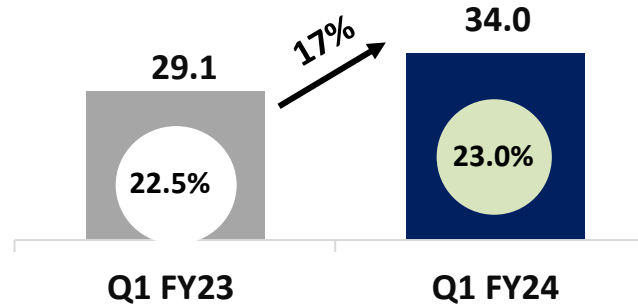
# Q1 FY24 : Yet Another Strong Quarter

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

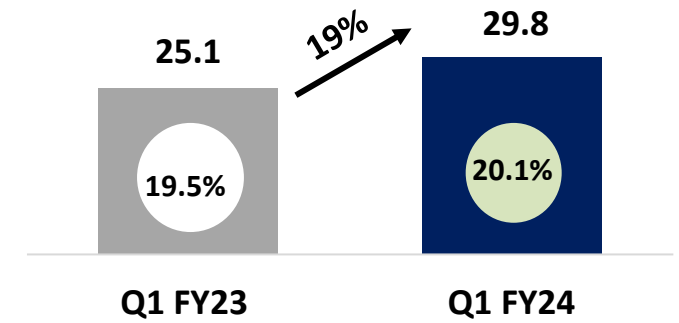
## Revenue from Operations ↑



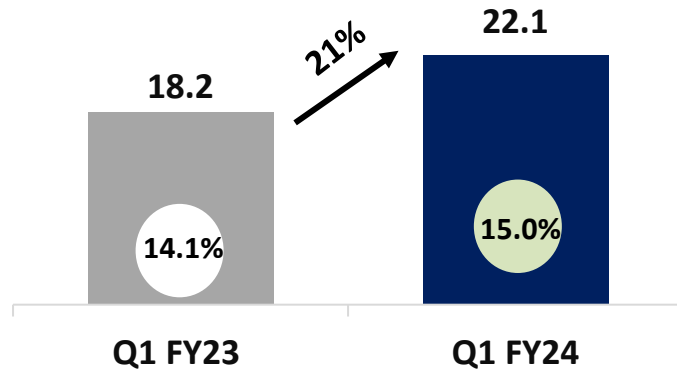
## EBITDA & EBITDA Margin



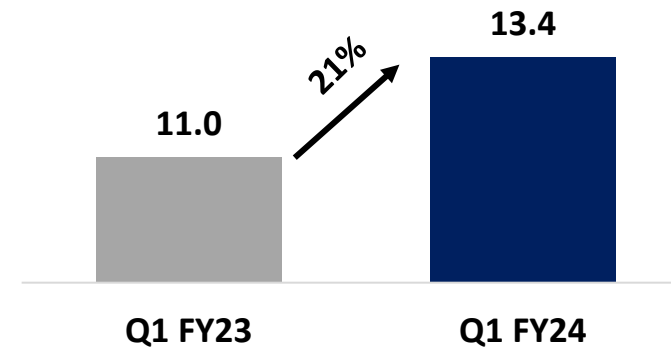
## PBT & PBT Margin



## PAT & PAT Margin ↑



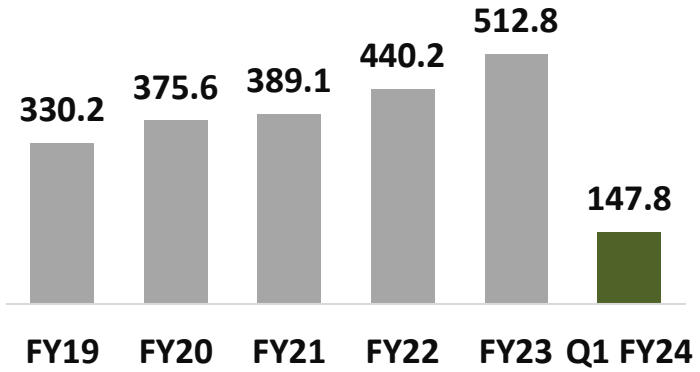
## EPS ↑



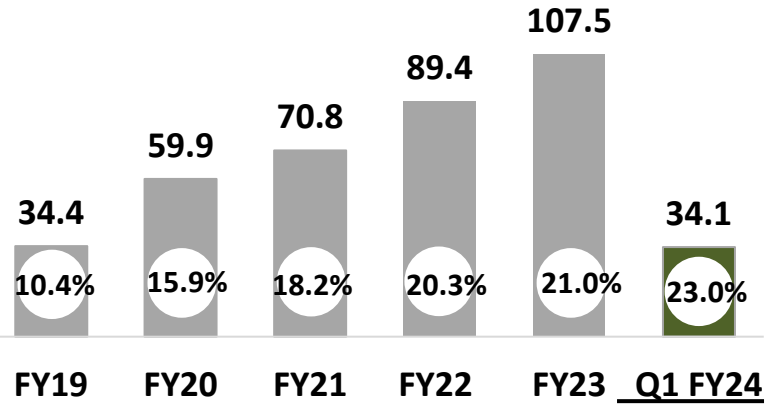
# Key Financials' Trends

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

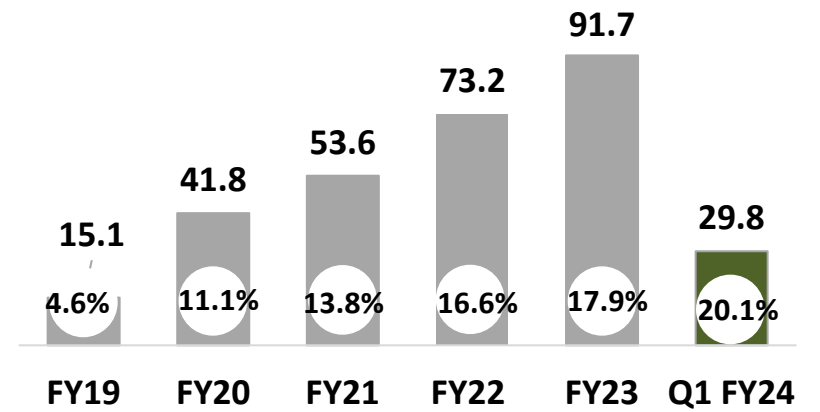
## Revenue from Operations ↑



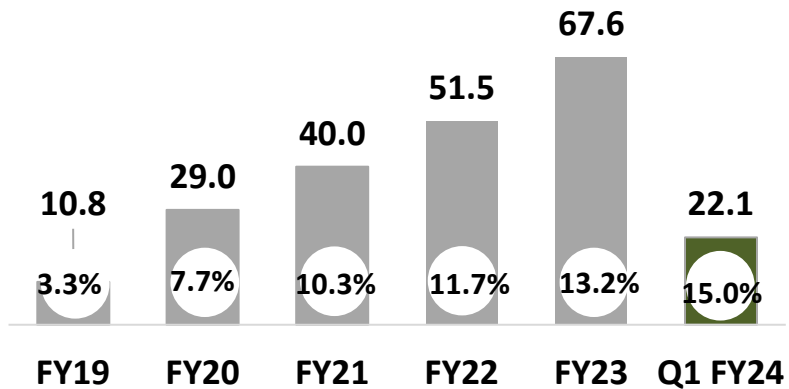
## EBITDA & EBITDA Margin ↑



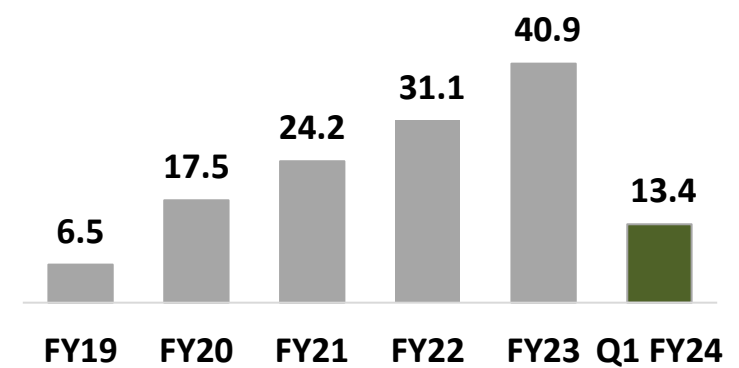
## PBT & PBT Margin ↑



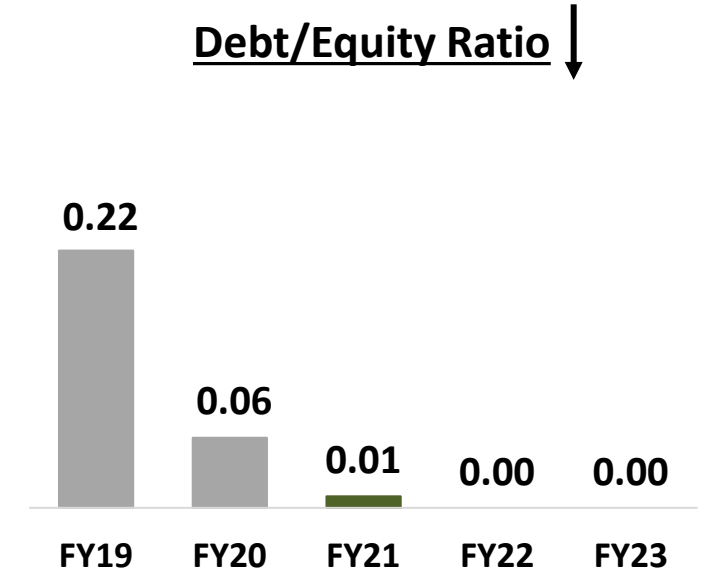
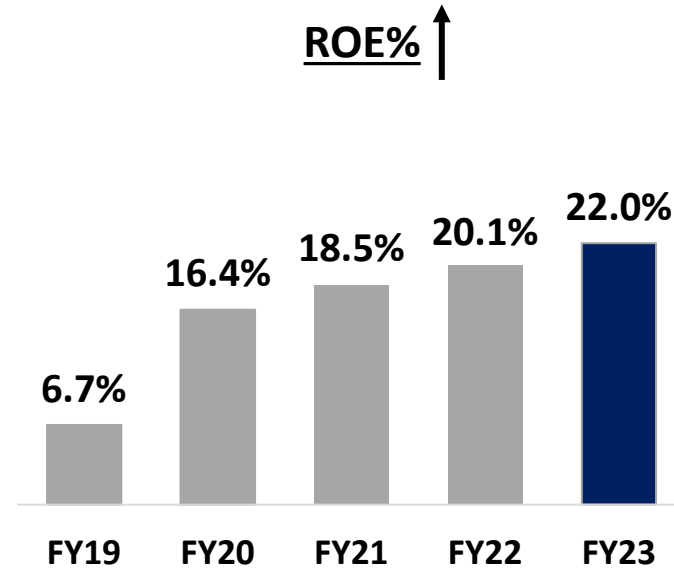
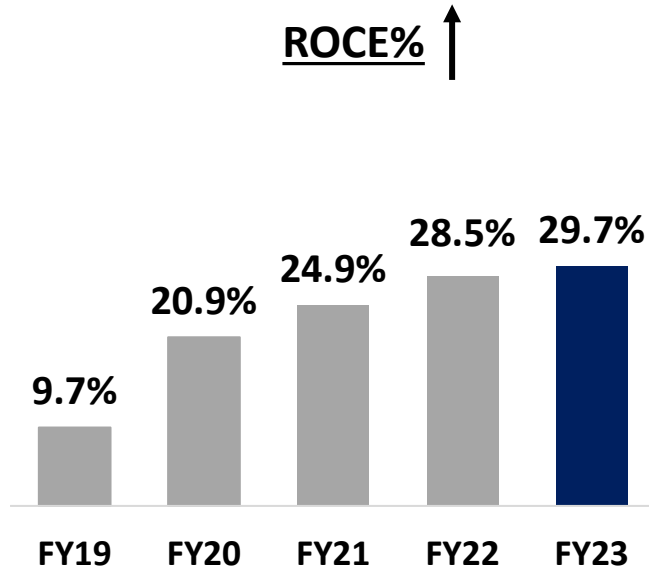
## PAT & PAT Margin ↑



## EPS ↑



# Key Ratios (ROCE, ROE, D/E) : A Trajectory of y-o-y uptrend

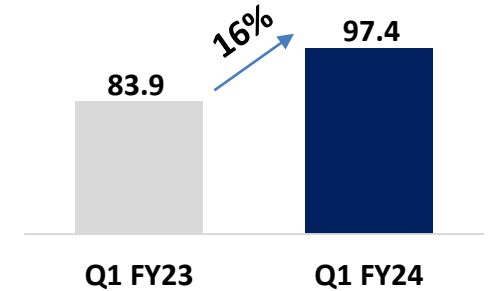


Company continues to remain Debt-free

# Business Segment-wise Performance: Q1 FY24

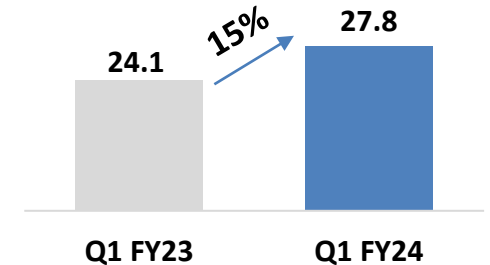
## Domestic Formulations (DF)

- **Domestic Formulations contributed 66% to total sales of Q1 FY24**
- 16% sales growth majorly driven by legacy products
- Better than market growth
- New products\* contribution improving consistently (currently >20%) on account of new launches in Specialty & Chronic segments and line extensions of legacy products
- Salesforce productivity improved to >5.0 Lakhs versus 3.4 Lakhs in earlier years



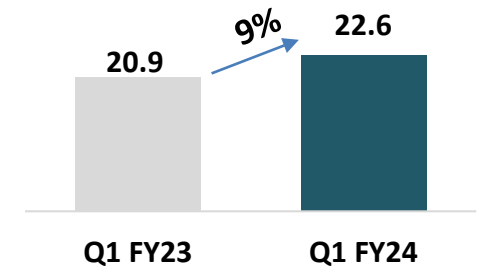
## International Formulations (IF)

- **International Formulations contributed 19% to total sales of Q1 FY24**
- Robust sales growth of 15%
- New Products/Customers/Markets contribution continues to improve (currently ~30%)



## API

- **API contributed 15% to total sales of Q1 FY24**
- Growth of 9%
- Continuous thrust on new customer development



\*Launched FY19 Onwards

**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:**

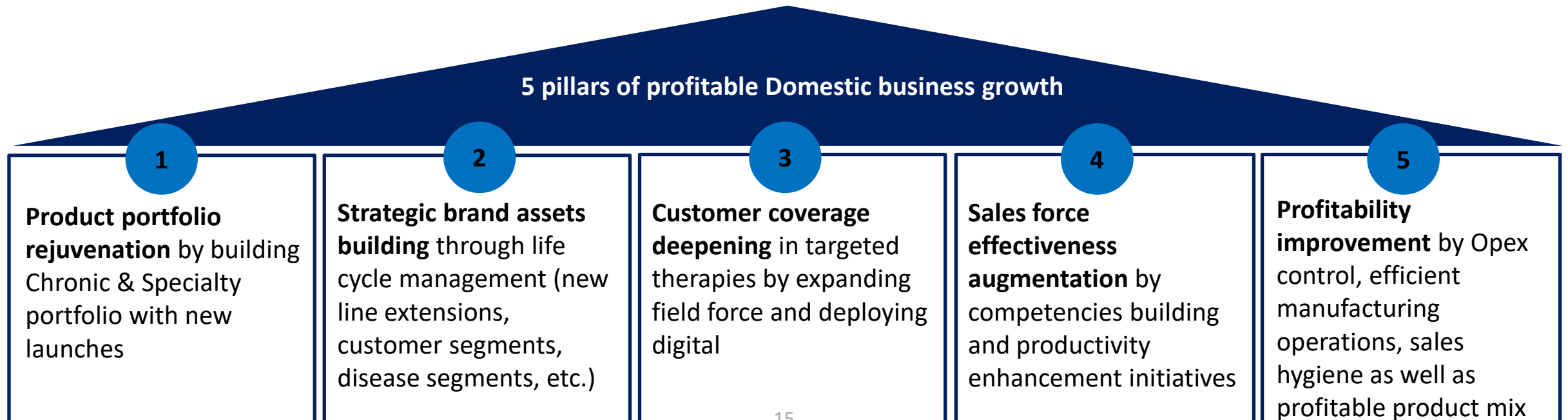
- Strong brands in the Indian Pharmaceutical Industry
- Considerable improvement in the operating performance on the back of
  - Improvement in sales hygiene
  - Cost rationalisation measures adopted since FY20
- A robust capital structure and strong coverage indicators based on
  - Decline in the company's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

# Business Strategy

# 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
- Leading player in Immunosuppressant category
- Good customer coverage - Cardiologists, Diabetologists, Urologists, Nephrologists, Rheumatologists, Oncologists
- New Product Launches in new category – Biosimilars as well as Chronic and Specialty segments

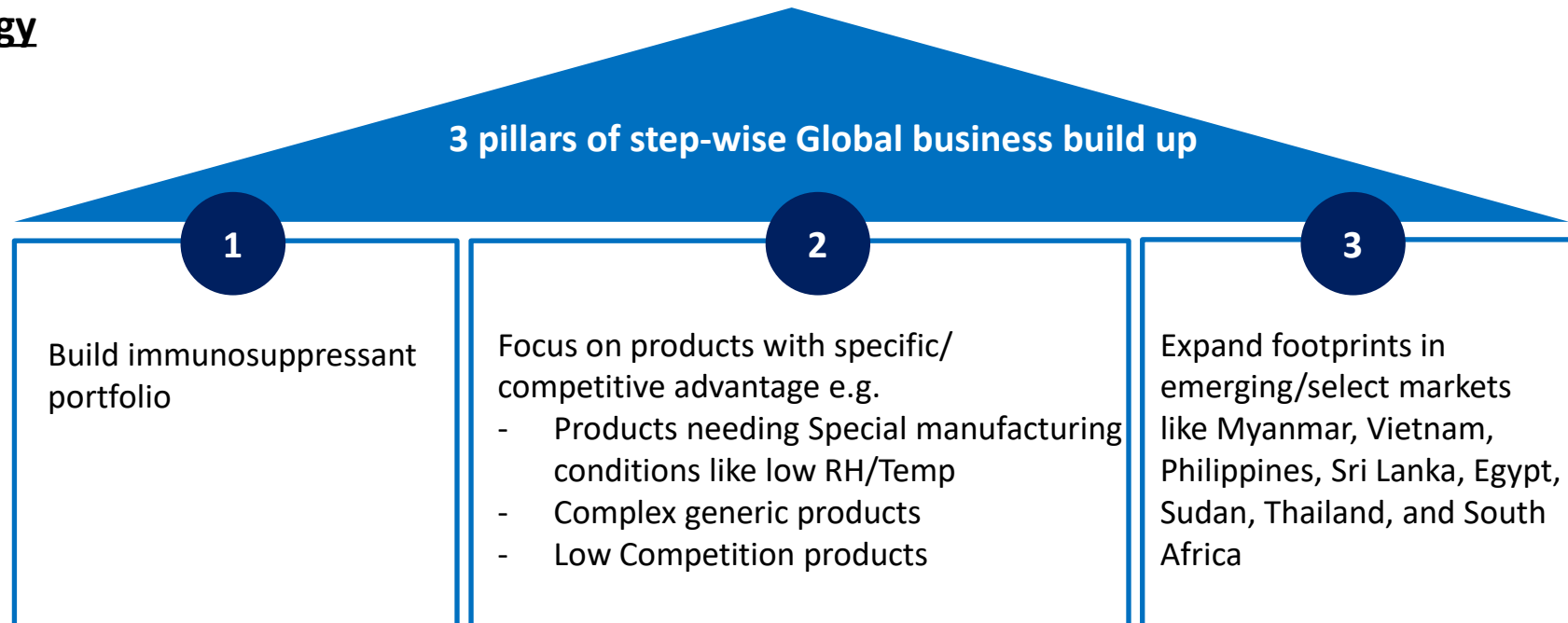
## Business Strategy



# International Formulations (IF) Business: Overview and Strategy

- 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
- Investments in plant upgradation and capacity expansion

## Business Strategy

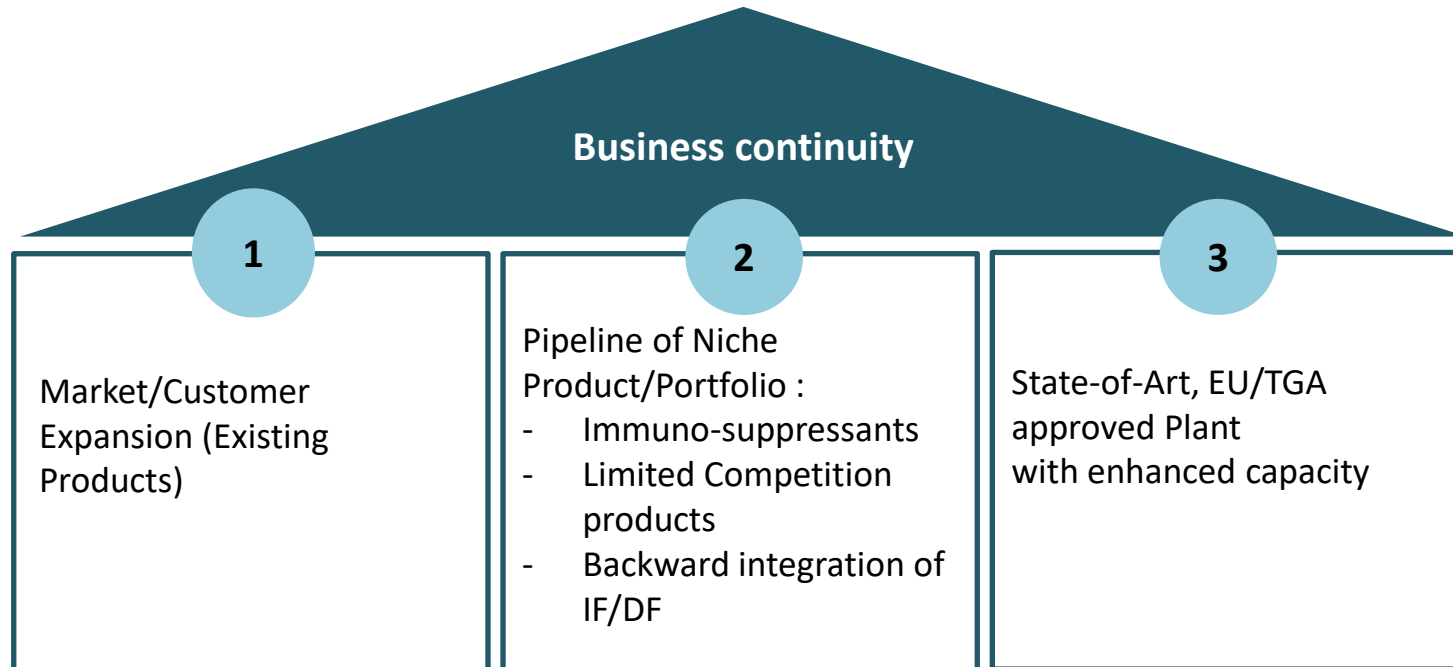




# APIs Business: Business Strategy and Way Forward

- High value, low volume, niche APIs
- Mature stable molecules
- Provides backward integration to International Formulations business
- Footprints across geographies - LATAM, Germany, China, South Korea, Iran, 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, PMDA Japan, 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



## Digitalisation 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

# Top 10 Operational Highlights

1	Comprehensive Life Cycle Management Strategy for DF Legacy products yielding results	Legacy product Naprosyn becomes the first 60 Cr+ Brand in FY23; Crosses 19 Cr Mark in FY24 Q1
2	New Product portfolio across identified segments contributing healthy double-digit growth	The new product Denosumab Sales ~5 Cr in the very first year of launch
3	New Therapy – Rheumatology becoming formidable	The new Rheumatology Franchise grows to contribute significantly to specialty sales   Ortho portfolio basket, customer coverage augmentation underway
4	Multiple Initiatives expanding Prescriber & Patient base	Medico Marketing Pyramid   Digital Marketing Pyramid   Disease Education
5	Revenue/Cost optimization projects driving results	Revenue enhancement: New products, customers and markets   Cost optimization: Strict Opex control, Digitalization and AVD
6	Digitalisation & Innovation Agenda impacting key areas	“RPGServ” 3.0 grows to 10 versions with addition of Orthos; Technology upgrades   eQMS, eDMS, eLMS for product quality
7	Factories, R&D, Regulatory modernising up to support Frontend	Key Products Inhouse transfer   Modernization of both plants under execution   New Products development - WIP
8	Increasing Industry Interface and Performance Recognition	4 Industry Awards   Increased Traction in Investor meets and Media Interaction   RPG Best Corporate Performance award
9	“Happiness” Initiatives driving Happy Performance focused Culture	Happiness Score increase from 83% (FY21) → 84% (FY22) → 87% (FY23)   Ranked #2 amongst RPG group companies
10	Headwinds Management	Diligent Management of Input Costs Increase

# Digitalization Initiatives to Transform Business

## Game Changer Customer Connect Initiative



Anytime, Anywhere  
Doctor Support  
Initiative



Industry First  
Initiative



Range of Services  
>80,000 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

**High  
Happiness  
Quotient**

## I Live a Purposeful & Balanced Life



**RPGLS Values  
Champions**  
Living organizational  
values

## I Feel Connected



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

## I cherish our Culture



**RPGLS Parivar  
Tyohar-Utsav  
Shrankhla**  
Digital RPGLS family  
get- together





# Happiness Initiative: Hello Happiness Forum

## Monthly Townhall for Connect, Recognition and Camaraderie: Glimpses

**For Your Happiness @ RPG LIFE SCIENCES INITIATIVE 1**

**hello happiness**

**RPGLS Happiness Forum**  
Monthly Townhall for Connect, Recognition and Camaraderie

**Entertainment**

**Rewards & Recognition**

- Certificate of Appreciation presented to **Bharat Uesava, Anilashwar** - RPGLS Value Champion - Bonus Award
- RB Award for Setting a Benchmark presented to **Utkram Shivastava** - RPGLS Value Champion - Bonus Award
- RPGLS VALUE CHAMPION presented to **Dr. Manoj Chatterjee** - Value Champion for Month

**Info sharing and Open-House**

**Long Service Awards**

- Sunil** on Completing 10 years with RPGLS
- Shankar** on Completing 5 years with RPGLS
- Zulekha** on Completing 25 years with RPGLS

**Personal Moments Celebration**

- HAPPY BIRTHDAY** celebration for **Vishal, Rajendra, and Vishal**
- Congratulations for the newborn baby

**Monthly Forums held**

**RPGLS Parivar - A Happy Parivar**

**Yugal Sikri**  
Managing Director



# Awards & Recognitions

# RPG Life Sciences Bagged Top Awards from IDMA

## Industry Recognition to RPG Life Sciences

### Best Patent Award



### Best Corporate Citizen Award



# RPG Life Sciences Awarded with 'Jamnalal Bajaj Award for Fair Business Practices'

## Jamnallal Bajaj Award for Fair Business Practices (2021-22)



# New Launch Naprosyn+ bags Brand Champion of the Year Award



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THANK YOU