



RPG LIFE SCIENCES

An  **RPG** Company

**Investors'
Presentation
H1 FY23**

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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)

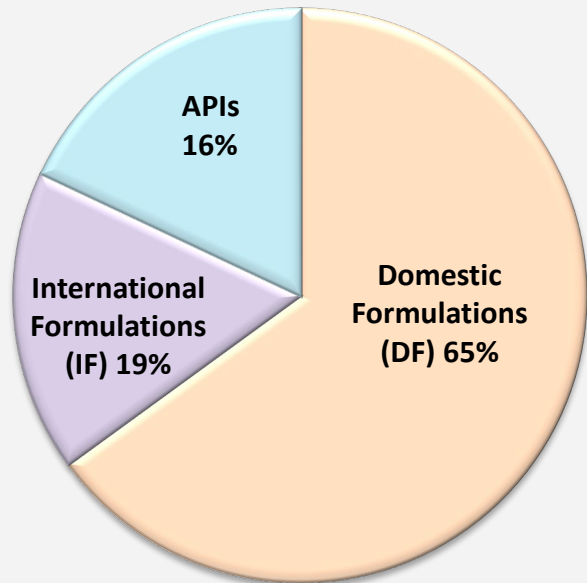
Develop, manufacture and market branded formulations in India & Nepal

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

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

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

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

Denbri
Denosumab

Chronic

NuGliptin
Vildagliptin

GliptiNext
Teneligliptin

DPO 5/10
Dapagliflozin

Azilta
Azelinidipine

Solifirst
Solifenacin Succinate 5mg

Mirasmart S
Miramistin (Povidone Iodine) 7.5 mg / 50 mg and Solifenacin Succinate 5 mg Tablets
More Smart...More Efficient!

Life Cycle Management (Existing Products)

Azoran 75
Azathioprine 75 mg Tablets

Aldactone T
Spironolactone 50 mg + Furosemide 20 mg

Aldactone F
Spironolactone 50mg + Furosemide 20mg

Naprosyn +
Naproxen Sodium Tablets USP 250 mg / 500 mg

ROMILAST-BL
Risperidone 1 mg Tablets

Tricaine Alma 2
Almagate 500 mg and Simecticone 25 mg Oral Suspension 7.5 ml

Lomofen LB
Loperamide 2 mg & Lactic Acid Bacteria 100 million spores

Domestic Formulations (DF)

International Formulations (IF)

Key Products

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


APIs


Key Products


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


Key Financials, Business Highlights & Strategy


Key Highlights of H1 FY23


 RPGLS continues to grow faster than the market at 20.3%* vs 6.6% (IPM)**


 PBT continues to grow healthy double digit (25%) despite inflationary pressures and rising costs due to geo-political situations


 Profit margins' upward trajectory continues – EBITDA margin reaches record 22.8% & PBT margin record 19.8%. Margin expansion across Domestic Formulations and API

 Robust performance of Domestic Formulations, contributing to 2/3rd of Company business - driven by diligent execution of our 5 strategic priorities - Product portfolio augmentation, Building strategic brands/ assets, Productivity enhancement, Deepening customer coverage and Profitability improvement


 While some of the RPGLS iconic brands, being built into strategic assets through diligent life cycle management strategy, are recording consistent growth, New Products and New Therapies continue to contribute significantly (>20%)***

 International Formulations business also being strengthened by continuous thrust on New Products/Customers/Markets

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

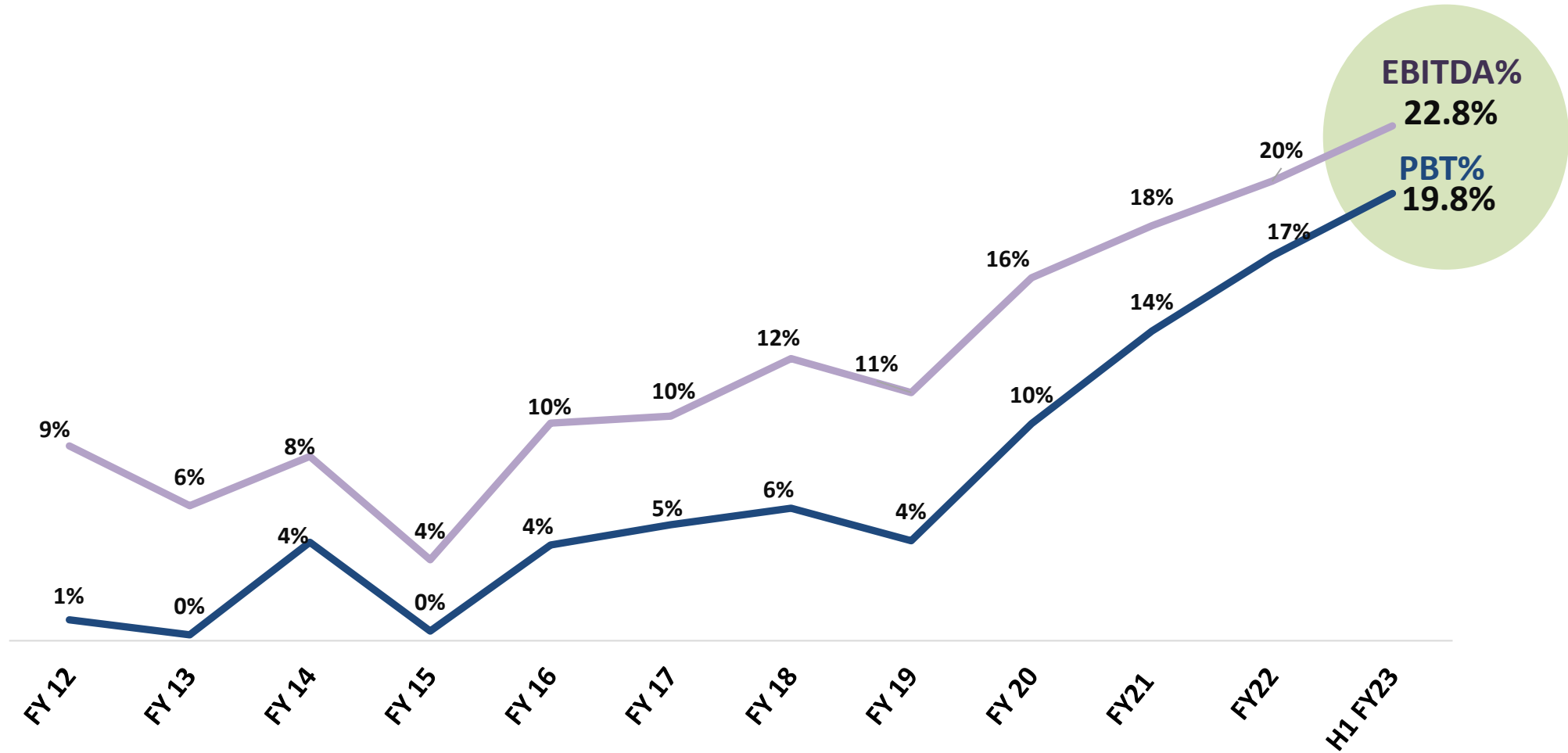
 Sales health/ hygiene parameters continue to be in healthy zone and consistently improving

 People initiatives driving performance culture with focus on happiness

 Company wins the Prestigious “CFBP Jamnalal Bajaj Award” for the first time recognizing our value driven business practices

Company Financial Performance – Profit Margins

Upward y-o-y Record setting Trajectory continues – EBITDA Margin reaches 22.8% & PBT Margin 19.8%

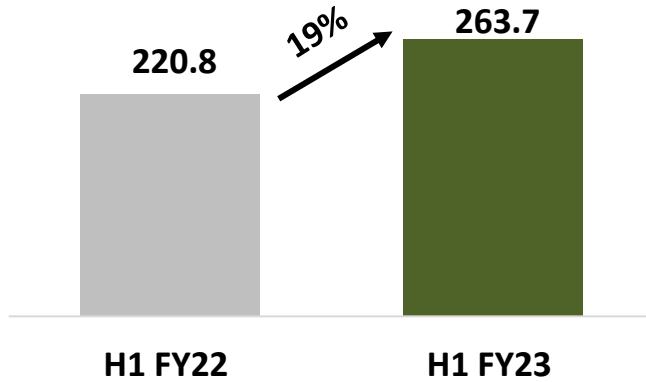


All historic numbers are rounded-off to full integers

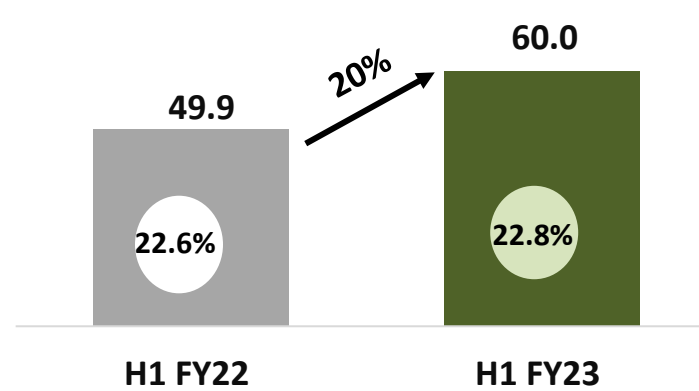
Key Financials: H1 FY23

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

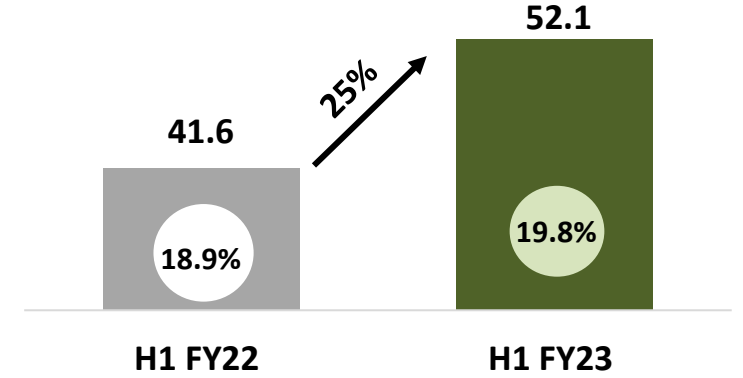
Revenue from Operations ↑



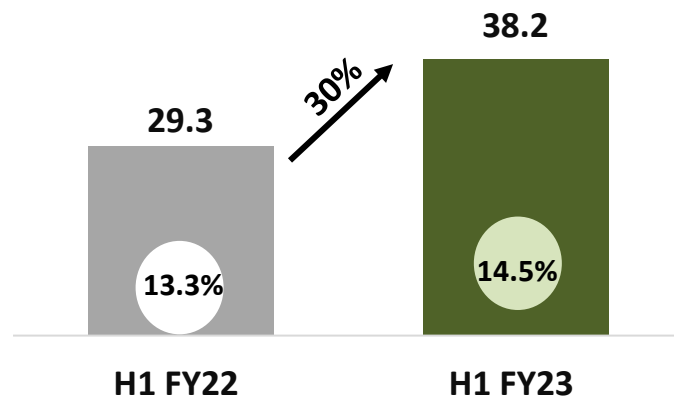
EBITDA & EBITDA Margin ↑



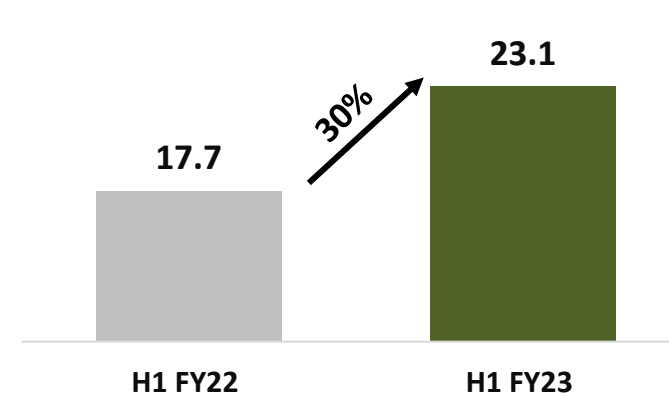
PBT & PBT Margin ↑



PAT & PAT Margin ↑



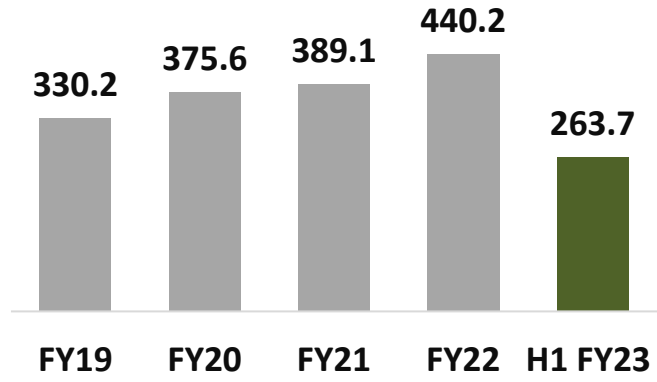
EPS ↑



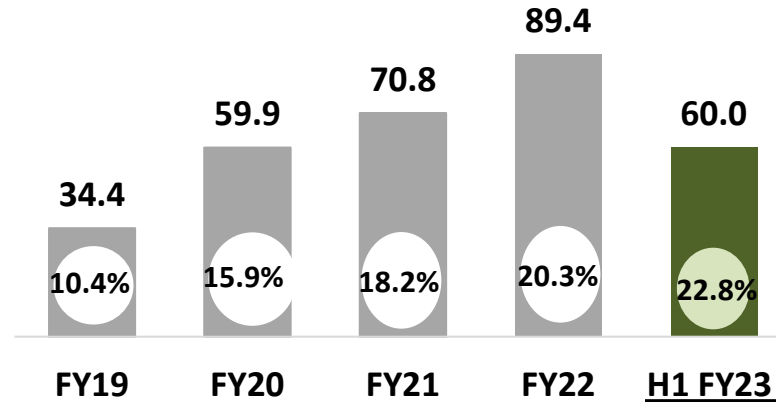
Key Financials' Trends

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

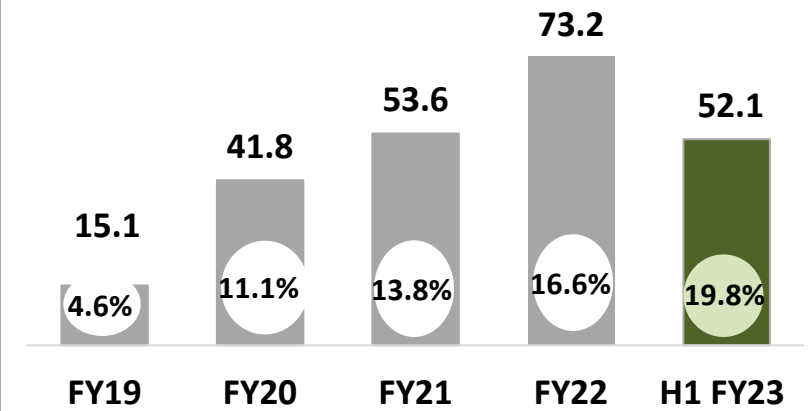
Revenue from Operations ↑



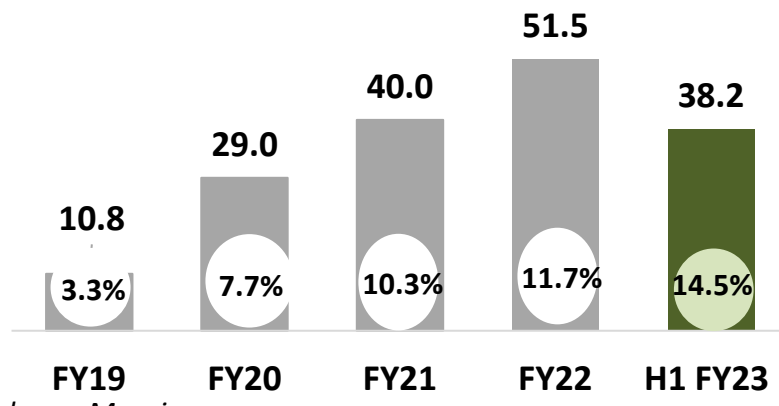
EBITDA & EBITDA Margin ↑



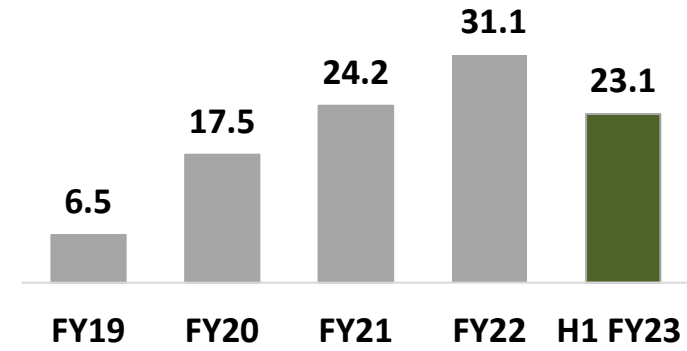
PBT & PBT Margin ↑



PAT & PAT Margin ↑



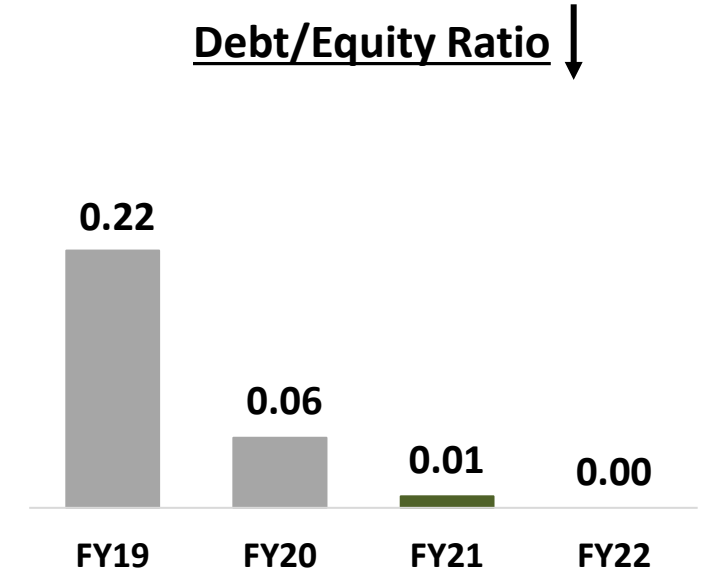
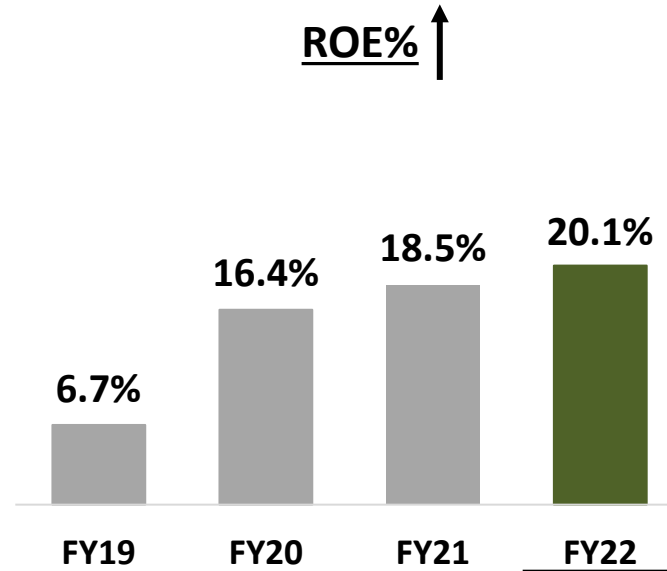
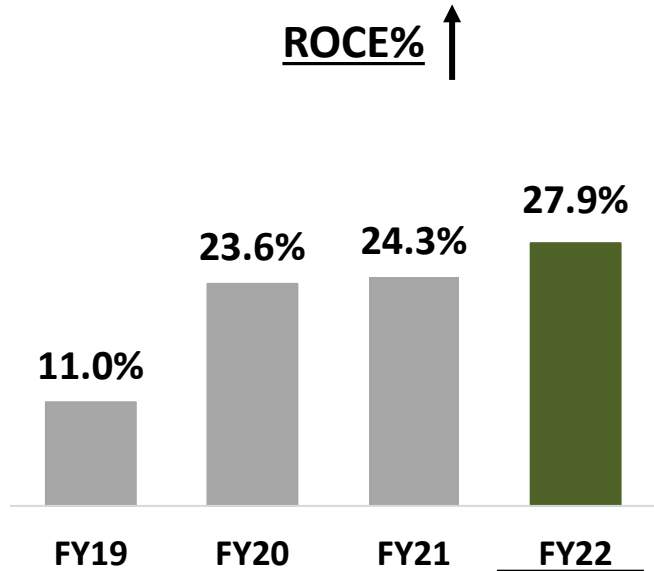
EPS ↑



Figures in circle are Margins

An **RPG** Company

Key Financials' Trends



Company continues to remain Debt-free

Business Segment-wise Performance: H1 FY23

Domestic Formulations (DF)

- **Domestic Formulations contributed 65% to total sales of H1 FY23**
- 20% 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)

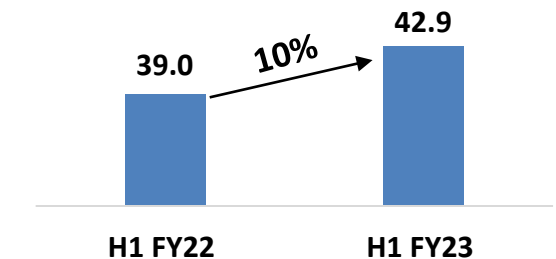
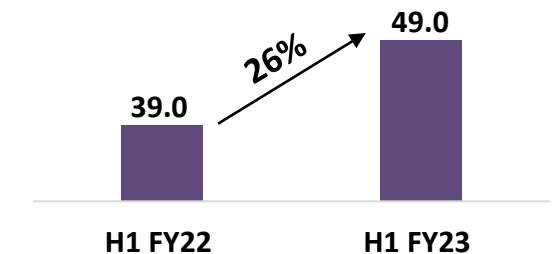
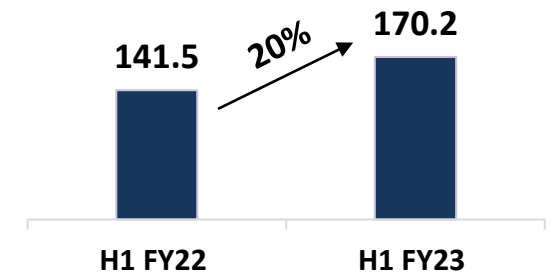
- **International Formulations contributed 19% to total sales of H1 FY23**
- Robust sales growth of 26%
- New Products/Customers/Markets contribution continues to improve (currently ~30%)

API

- **API contributed 16% to total sales of H1 FY23**
- 10% sales growth majorly driven by niche products
- Continuous thrust on new customer development

*Launched FY19 Onwards

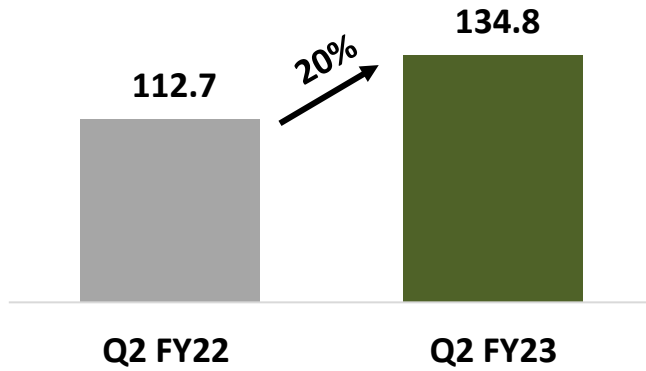
Sales (Rs Crs)



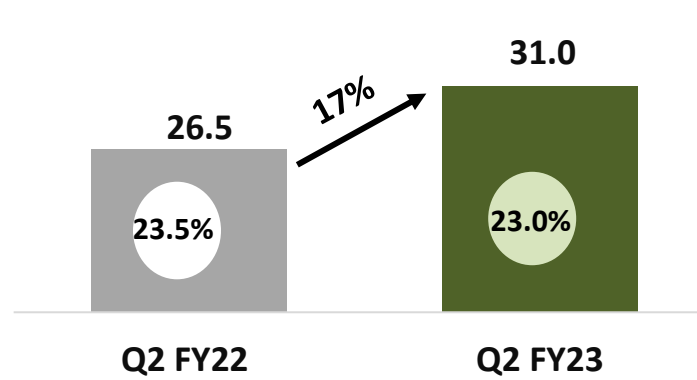
Key Financials: Q2 FY23

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

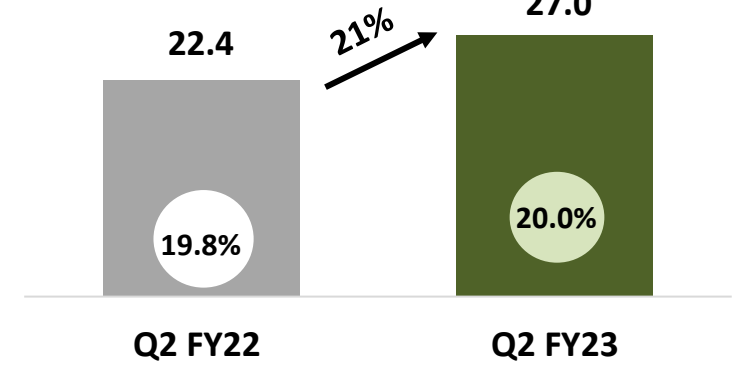
Revenue from Operations ↑



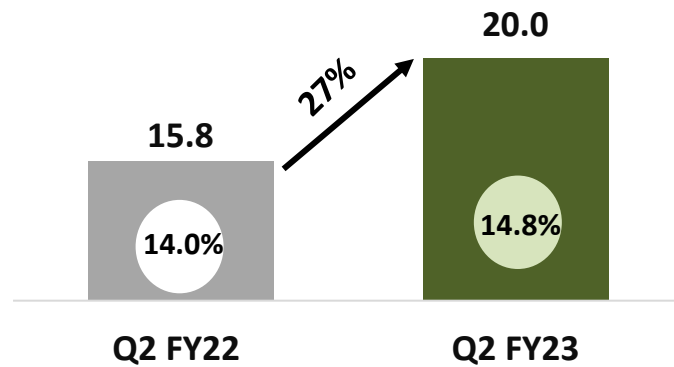
EBITDA & EBITDA Margin ↑



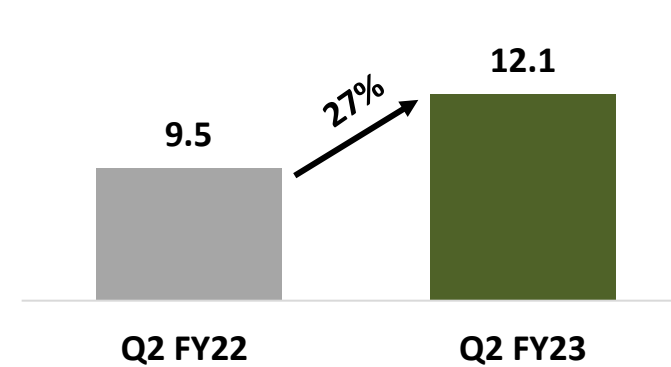
PBT & PBT Margin ↑



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
- 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

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 (new line extensions, customer segments, disease segments, etc.)

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

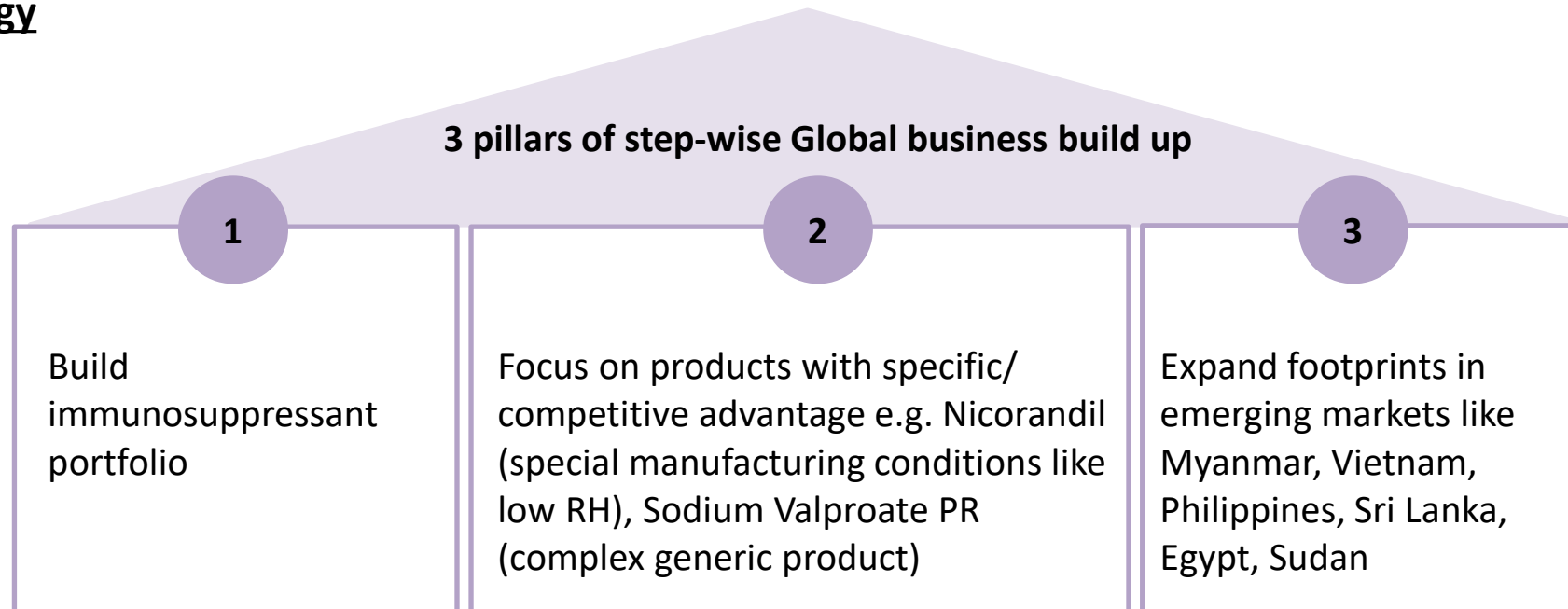
5

Profitability improvement by opex control, efficient manufacturing operations, sales hygiene as well as profitable product mix

International Formulations (IF)

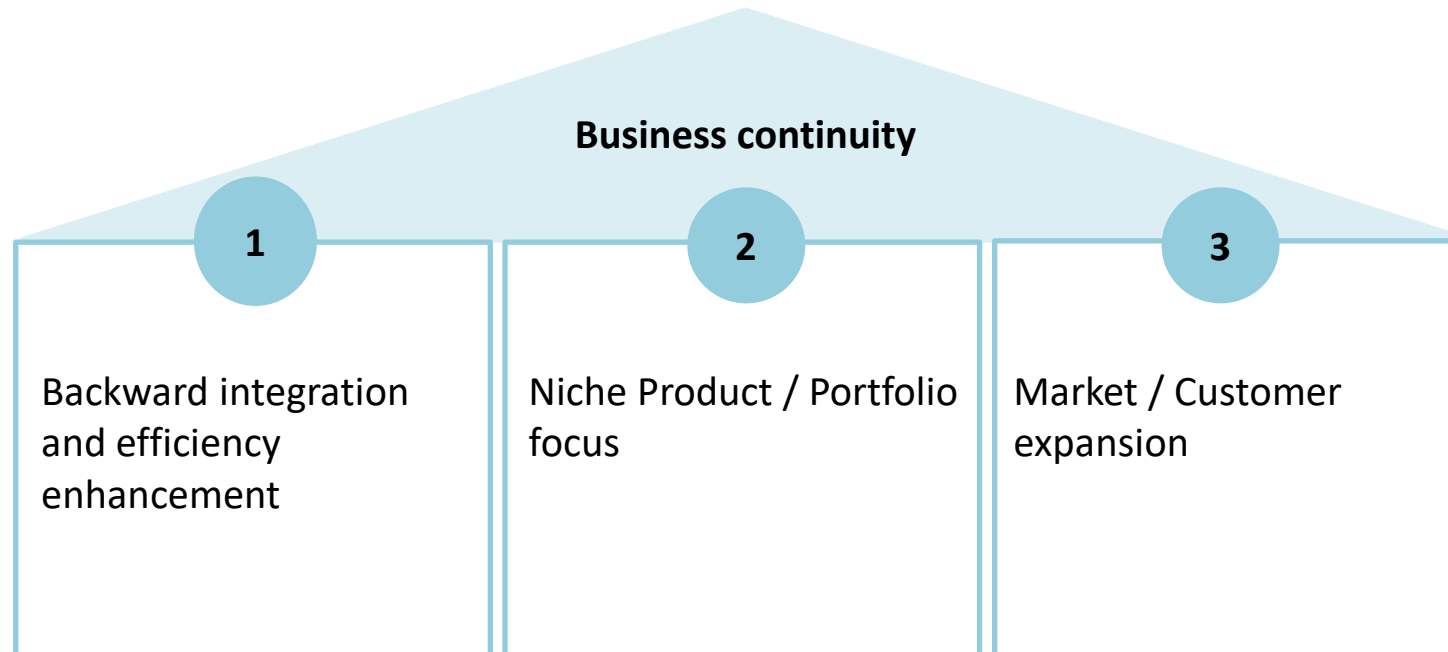
- Strong presence in immunosuppressant segment (Azathioprine)
- Footprints across Regulated and Emerging Markets - Canada, UK, Germany, France, Australia, South East Asia, Africa
- Long lasting, impeccable supply track record and business relationship with some of the leading generic players of the world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

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



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

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 in any of the COVID waves
Every patient, who asked for our critical medicines, serviced by door delivery.

100% Employees are vaccinated with Both Doses

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 continues to be 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.

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

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



Build product pipeline for IF and API businesses while creating state-of-art manufacturing infrastructure



New customer acquisitions in IF and APIs businesses



Accelerate digital transformation initiatives across frontend and backend to transform business



Continue to implement all initiatives pertaining to strategic priorities identified in our transformation agenda across all three business segments



Building a Happy and Performance driven culture

Awards & Recognitions

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

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



RPG Life Sciences Bagged Top Awards from IDMA

Industry Recognition to RPG Life Sciences

Best Patent Award



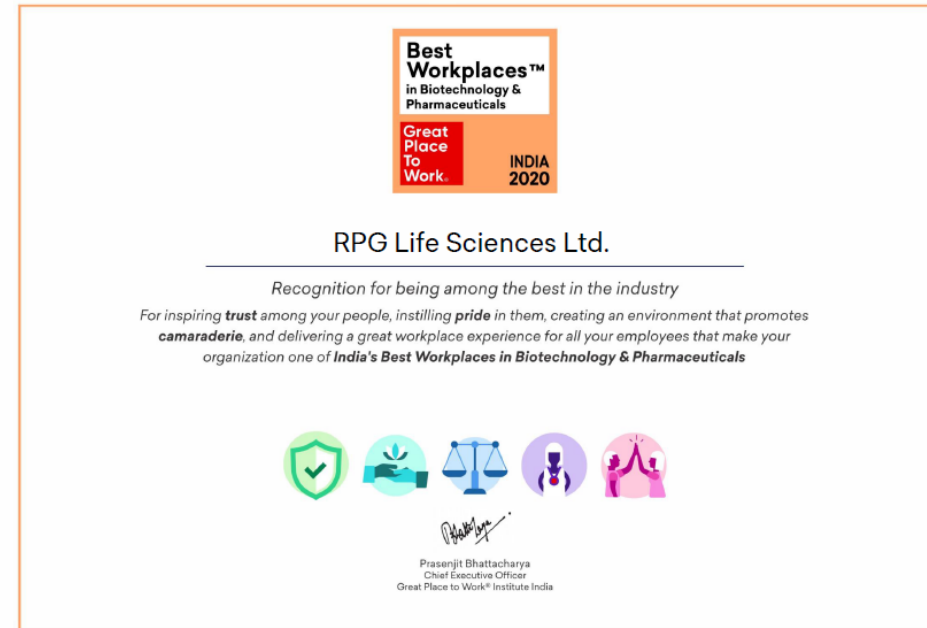
Best Corporate Citizen Award



RPG Life Sciences is one of 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



THANK YOU