



**RPG LIFE SCIENCES**

An  **RPG** Company

**Investors'  
Presentation  
9M FY22**

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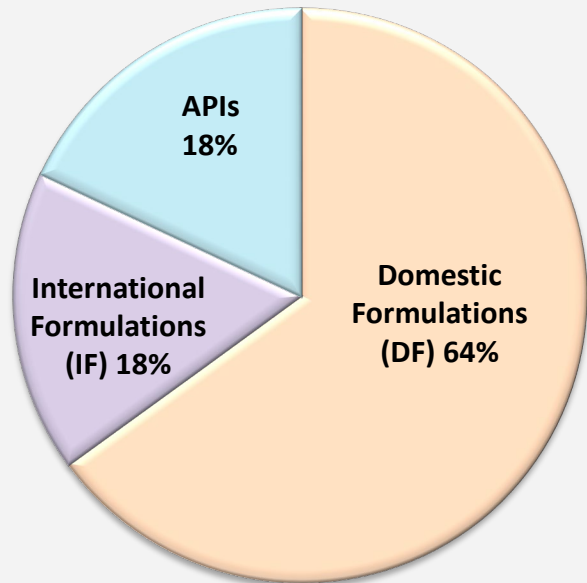
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# RPG Life Sciences Overview

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

### Domestic Formulations (DF)

- 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

**Nutrikit CV**  
Mecobalamin, Alpha lipoic Acid, Selenium, Chromium & Folic acid Capsules

### 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 280 500 +**  
Naproxen Tablets 280 mg / 500 mg

**ROMILAST-BL**  
Risperidone 1 mg / 2 mg Tablets

**Tricaine Alma 2**  
Almagate 500 mg and Simethicone 25 mg Oral Suspension / 5 ml

### International Formulations (IF)

#### Key Products

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

### APIs

#### Key Products

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

# Key Financials, Business Highlights & Strategy

# Key Highlights of 9M FY22



RPGLS growing faster than the market at 19.9%% vs 14.9% (IPM)\*



Healthy double-digit growth in revenues from operations



Profit margins' record-setting trajectory continues – EBITDA margin reaches 22% & PBT margin 19% on YTD basis



9M 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 (18%) significantly improved in Domestic Business in line with our priorities



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

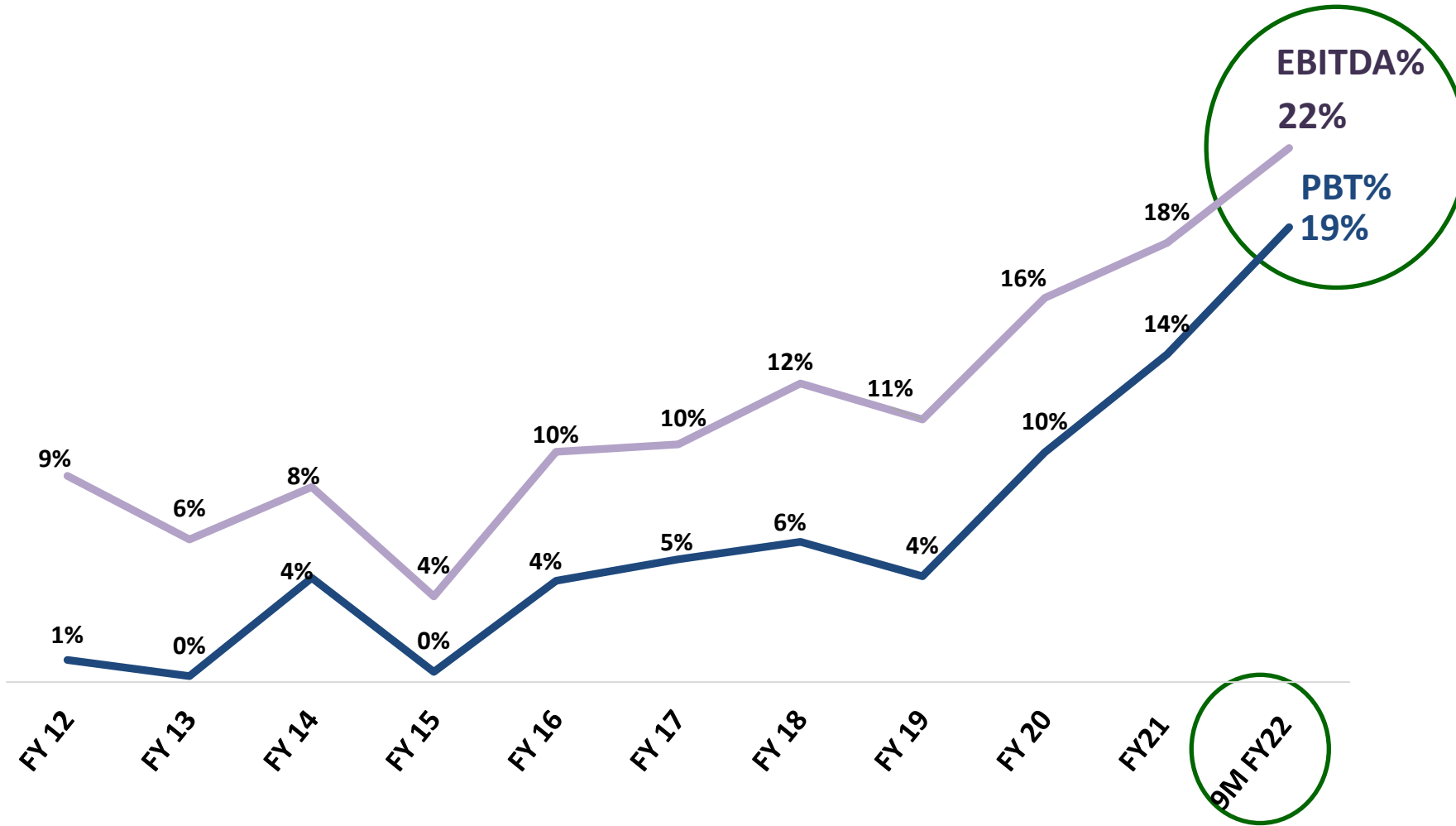


Company continues to remain debt free with highest ever net cashflow generated from operations

\*AIOCD AWACS MAT Dec'21 report \*\*Launched FY20 Onwards

# Company Financial Performance – Profit Margins

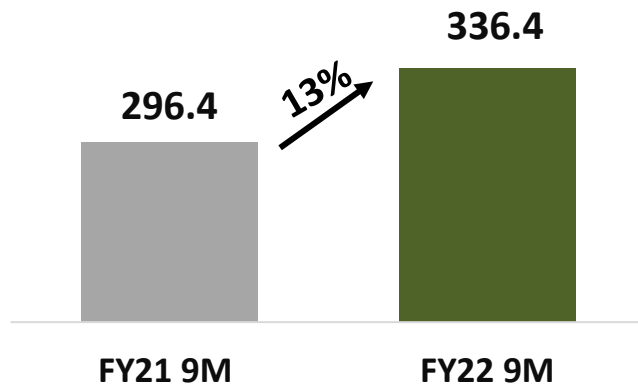
Upward y-o-y Record setting Trajectory continues – EBITDA Margin reaches 22% & PBT Margin 19% (9M FY22)



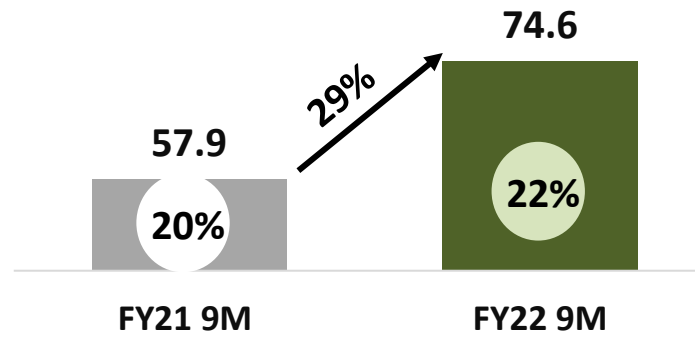
# Key Financials : 9M FY22

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

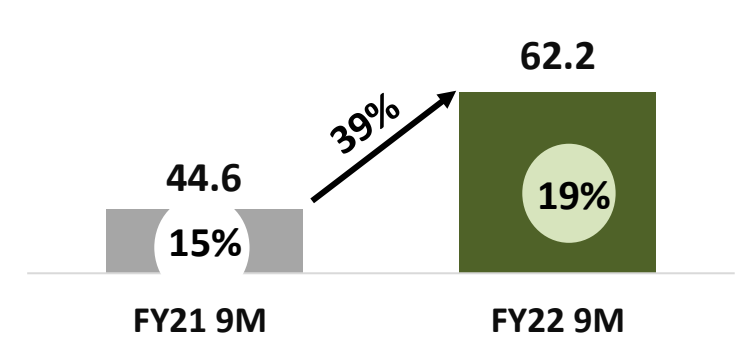
## Revenue from Operations ↑



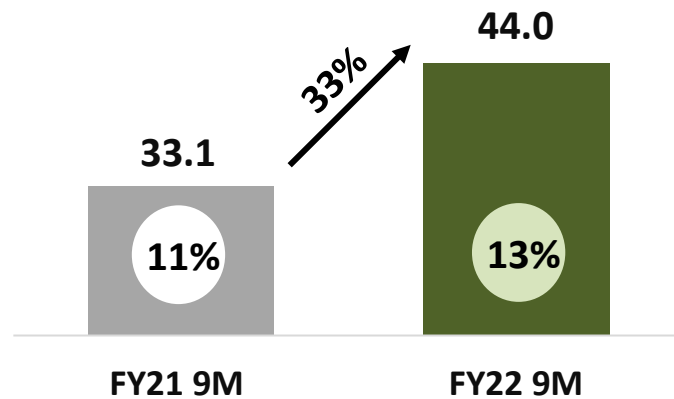
## EBITDA & EBITDA Margin ↑



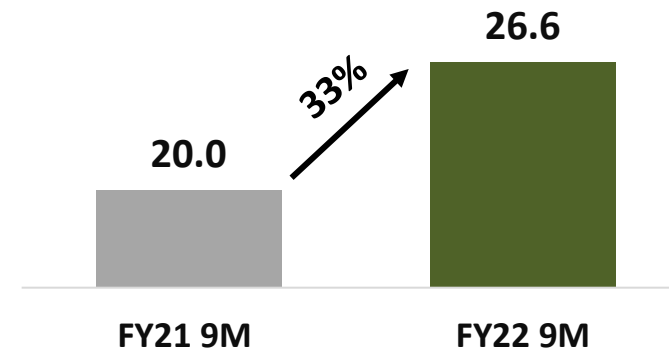
## PBT & PBT Margin ↑



## PAT & PAT Margin ↑



## EPS ↑

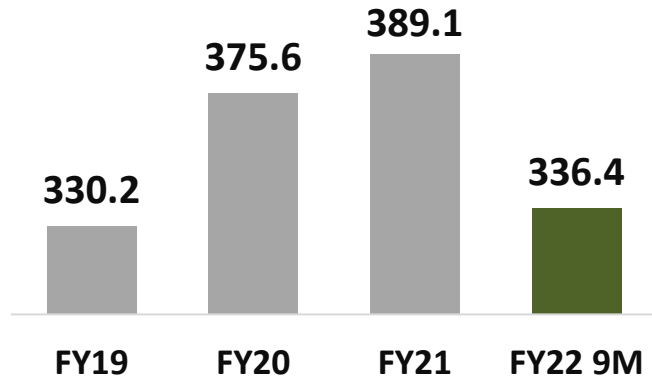




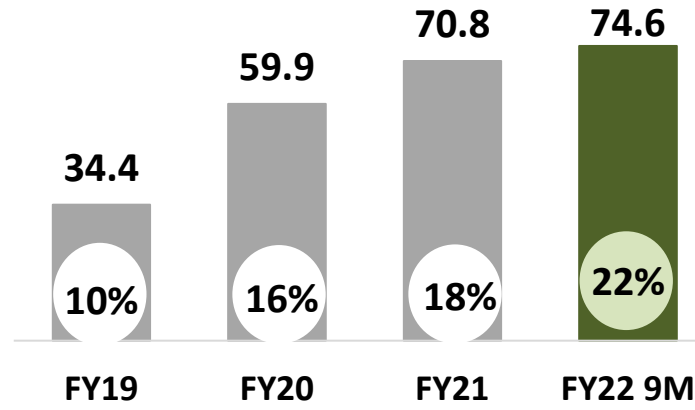
# Key Financials' Trends

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

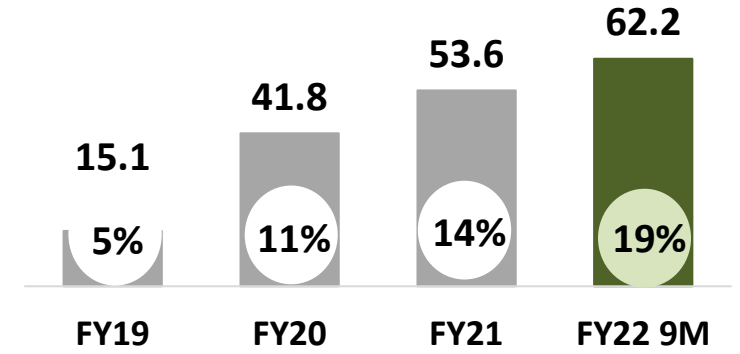
## Revenue from Operations ↑



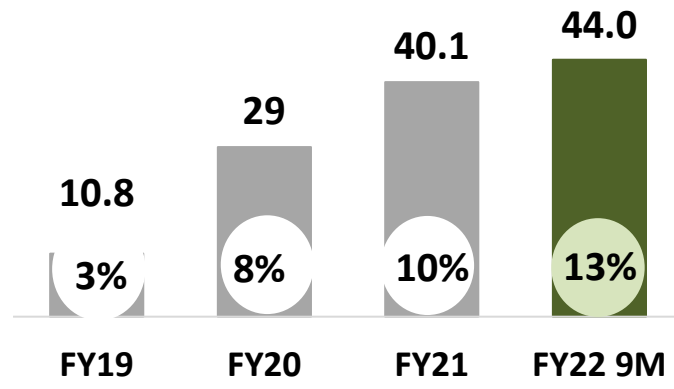
## EBITDA & EBITDA Margin ↑



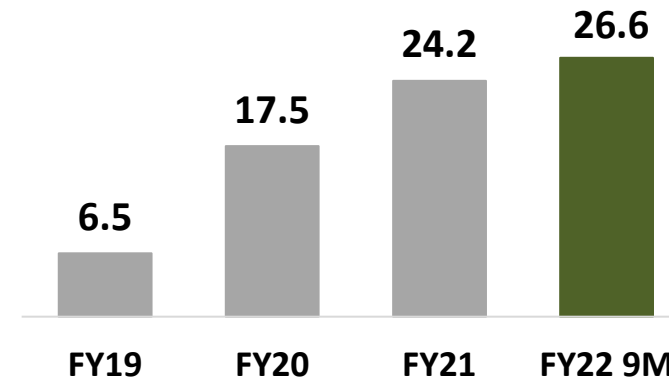
## PBT & PBT Margin ↑



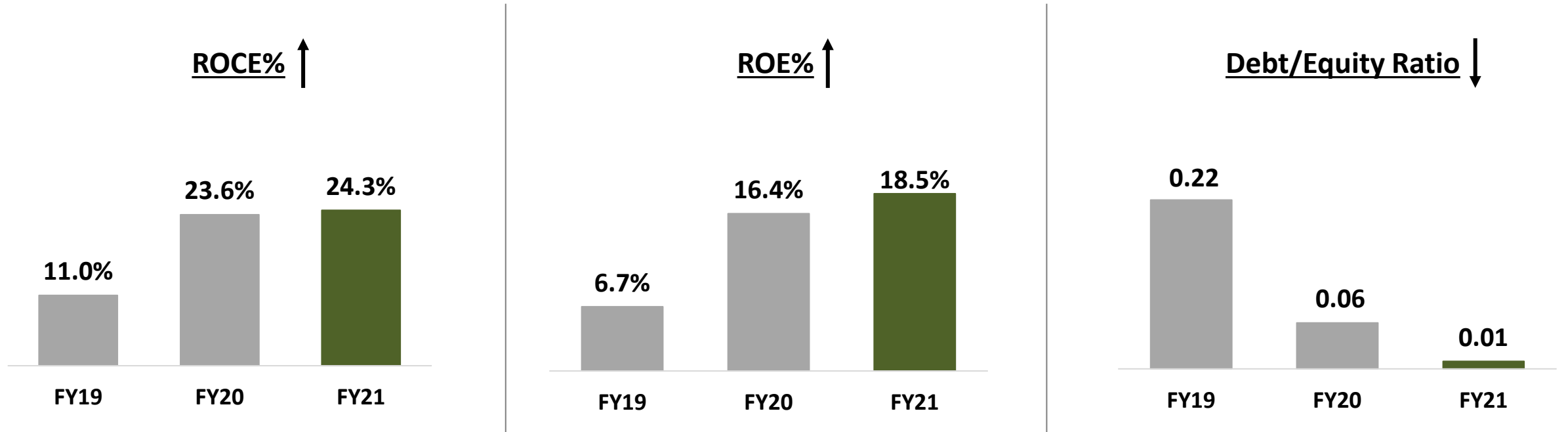
## PAT & PAT Margin ↑



## EPS ↑



# Key Financials' Trends



**Company becomes Debt-free**

# Business Segment-wise Performance : 9M FY22

## Domestic Formulations (DF)

- **Domestic Formulations contributed 64% to total Sales of 9M FY22**
- 20% Sales growth majorly driven by Legacy Products
- Better than Market growth despite Covid headwinds due to second wave
- New Products Contribution improved to 18% on account of New launches in Specialty (Biosimilars) & Chronic (Gliptins) segments and Line Extensions for Legacy Products
- Salesforce Productivity Improved to Rs 5 Lacs

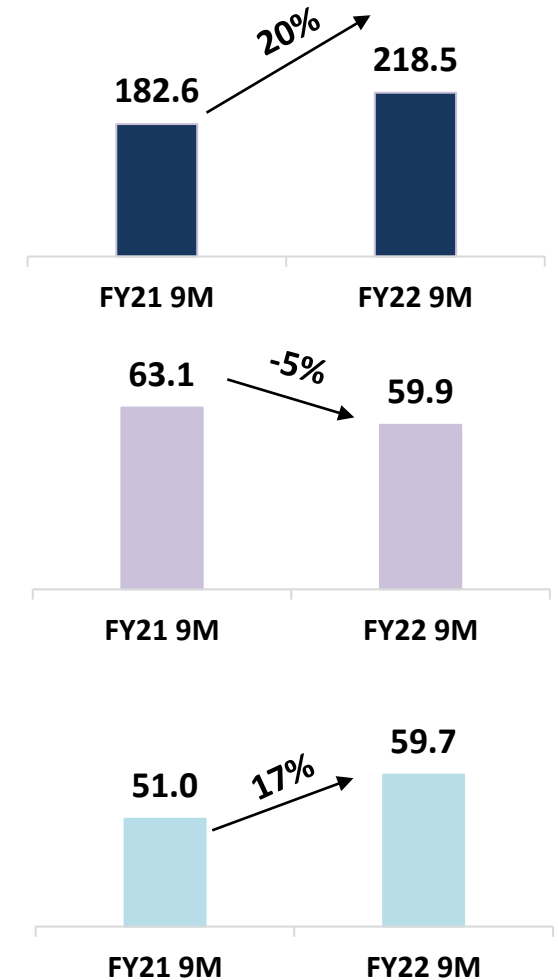
## International Formulations (IF)

- **International Formulations contributed 18% to total Sales of 9M FY22**
- Sales Degrowth of -5% 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 31%

## API

- **API contributed 18% to total Sales of 9M FY22**
- 17% Sales Growth majorly driven by niche products
- Continuous thrust on new customer development

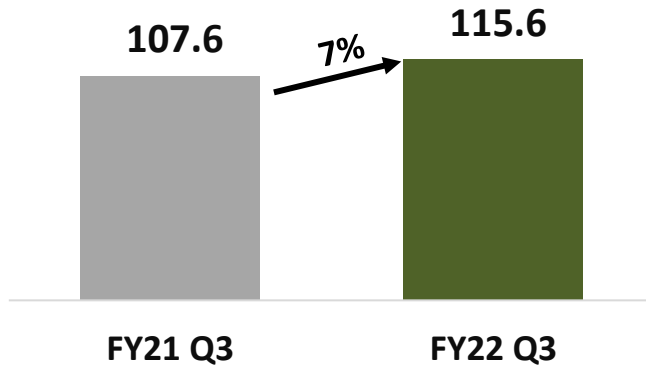
### Sales (Rs Crs)



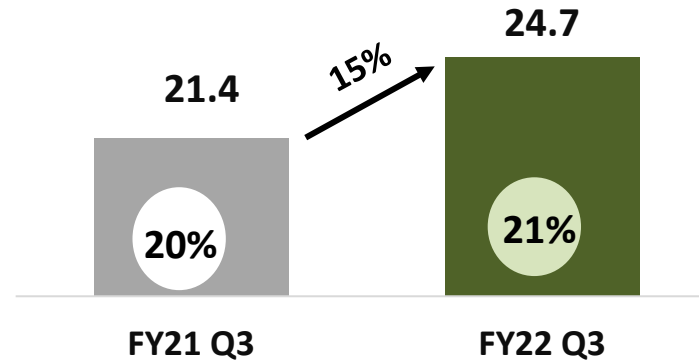
# Key Financials : Q3 FY22

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

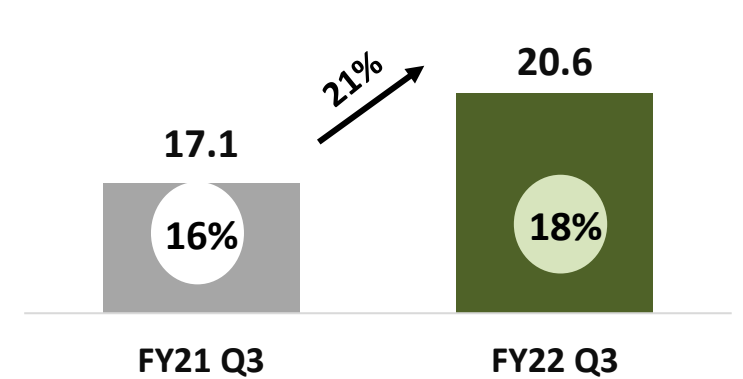
## Revenue from Operations ↑



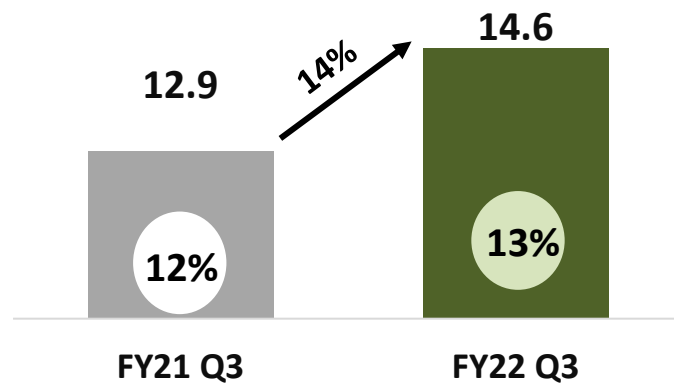
## EBITDA & EBITDA Margin ↑



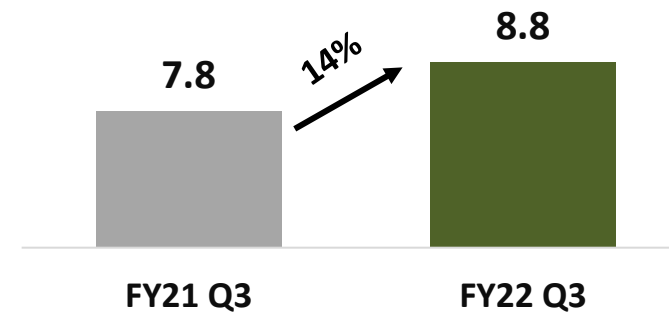
## PBT & PBT Margin ↑



## PAT & PAT Margin ↑



## EPS ↑



**Long term rating 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)

# 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

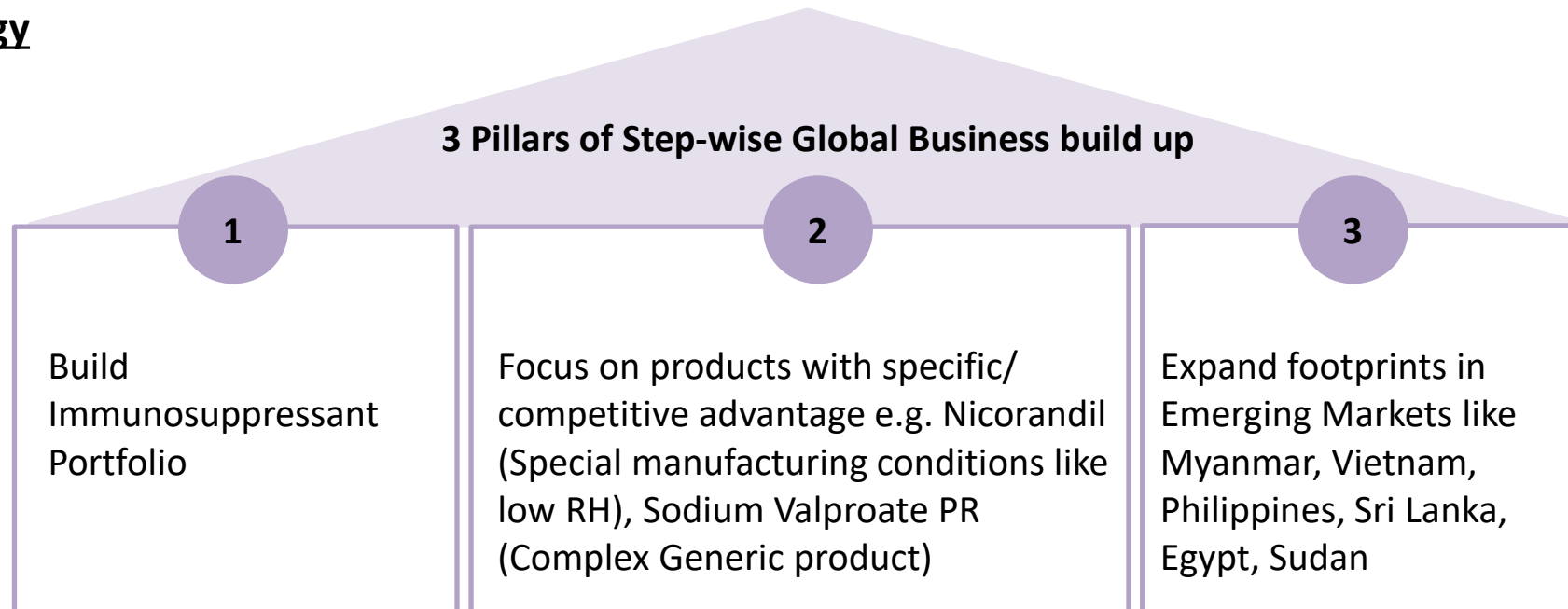
5

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

# International Formulations (IF)

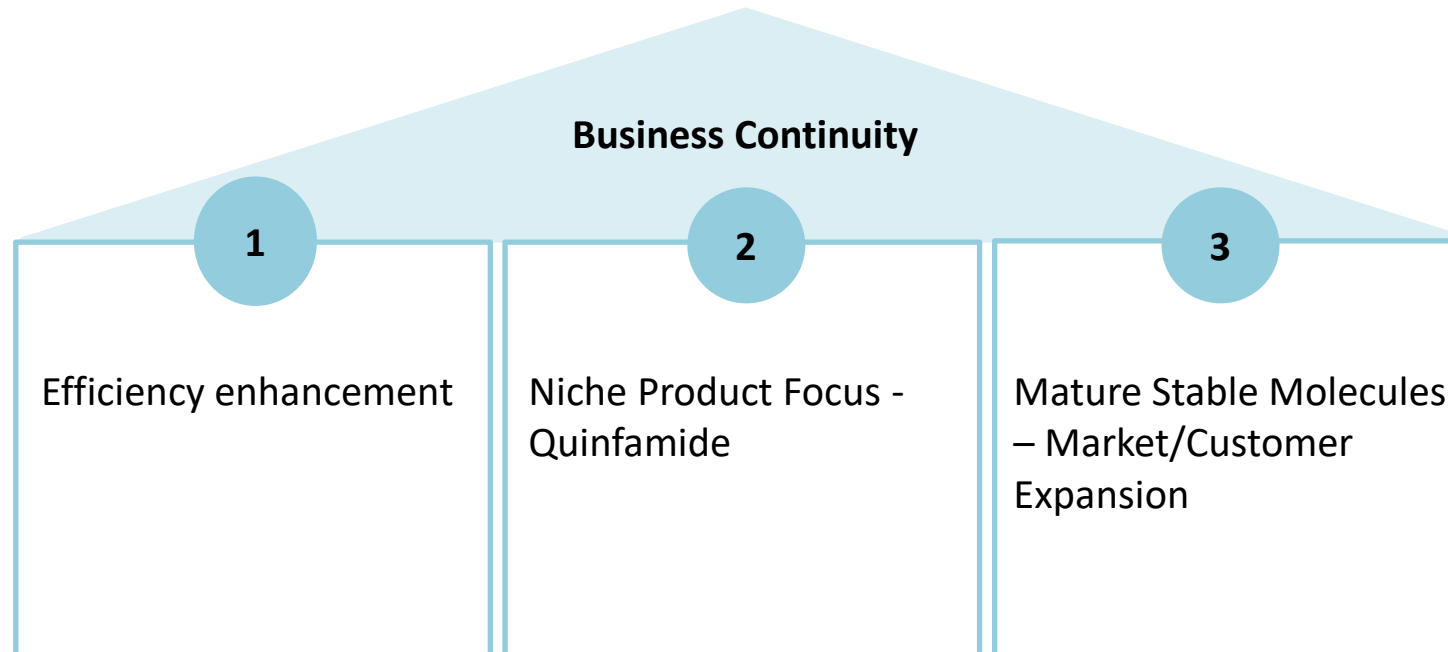
- Strong presence in immunosuppressant segment (Azathioprine)
- Footprints across Regulated and Emerging Markets - Canada, UK, Germany, France, Australia, South East Asia, Africa
- Long lasting, impeccable supply track record and business relationship with some of the leading generic players of the world
- 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%** 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.

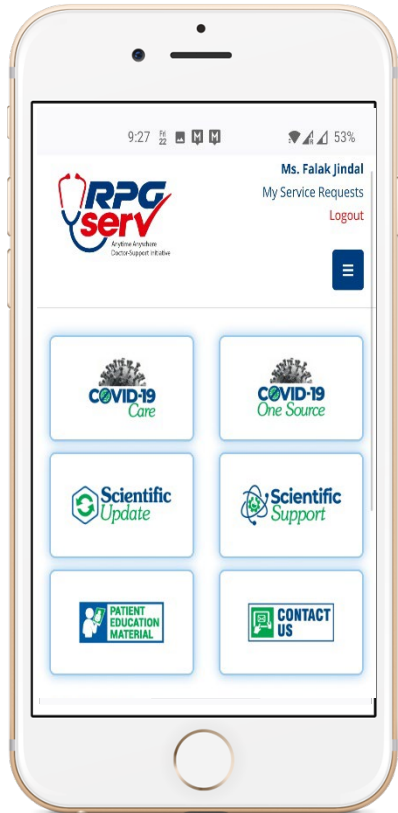


### Community Service

- **“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

>29000 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

# FY22 Priorities

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Ensure 100% double dose vaccination of employees

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

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

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Continue to build iconic/legacy brands into strategic assets

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Continue to enhance salesforce productivity through targeted measures

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New customer acquisitions in IF and APIs businesses

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Accelerate digital transformation initiatives across frontend and backend to transform business

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Building a Happy and Performance Driven Culture



# 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**

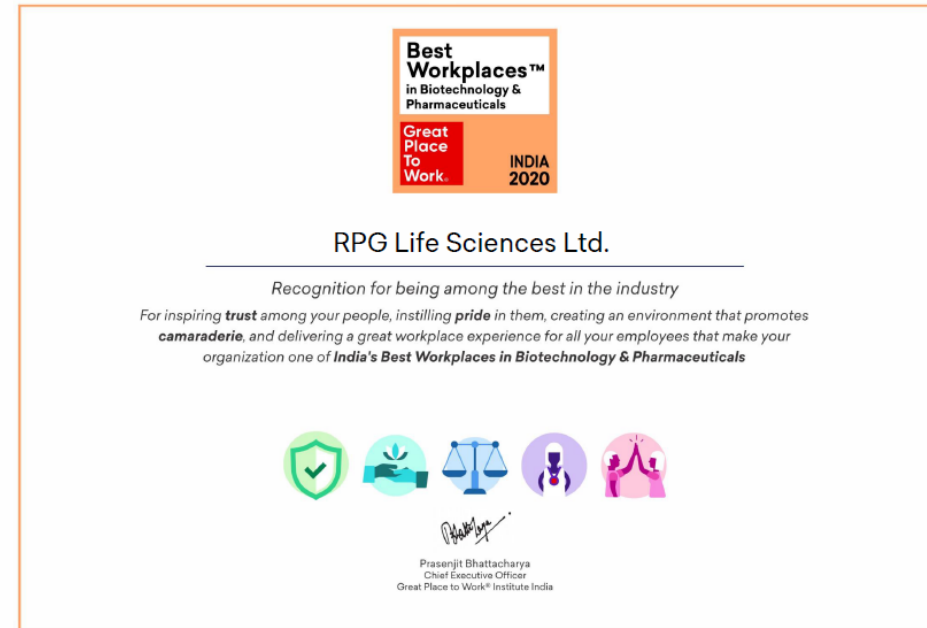


**IDMA Corporate Citizen Award 2019**

# 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



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THANK YOU