



**RPG LIFE SCIENCES**

An  **RPG** Company

**Investors'  
Presentation  
9M FY23**

# Disclaimer

---

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

The company operates in the Pharmaceutical segment. Some of the historical Profit and loss numbers which are sliced in the investor presentation for certain sales divisions are purely for broader understanding for investors of the business of the company and its growth trajectory. The information contained in these materials has not been independently verified. None of the Company, its Directors, Promoter or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this document, and makes no representation or warranty, express or implied, for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this document or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current, and if not stated otherwise, as of the date of this presentation. The Company undertake no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of RPG Life Sciences Limited Limited (the "Company"), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefore. Any person/ party intending to provide finance / invest in the shares/businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By participating in this presentation or by accepting any copy of the slides presented, you agree to be bound by the foregoing limitations.

# 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)

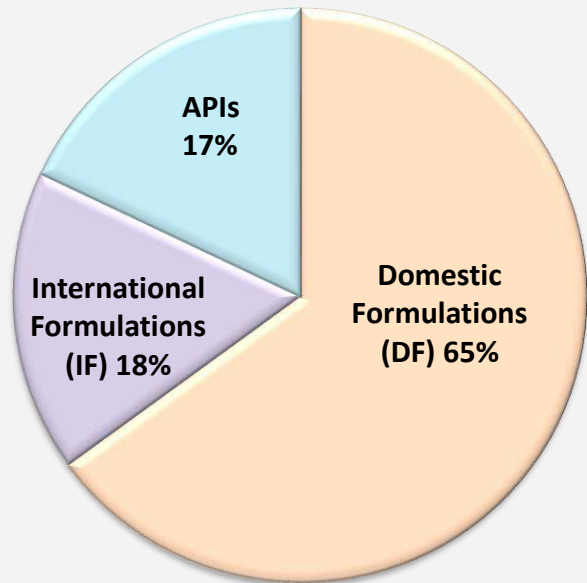
Develop, manufacture and market branded formulations in India and Nepal

## 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

## Domestic Formulations (DF)

## Key Products

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

## APIs

## Key Products

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

## Key Products

### Existing Portfolio

#### Immunosuppressants 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

**Norpac New**  
Disopyramide Phosphate

### New Portfolio

#### Specialty

**HerMab**  
Trastuzumab

**Adlumab**  
Adalimumab

**Ivzumab**  
Bevacizumab

**Zestmab**  
Rituximab

**T-JAKi**  
Tofacitinib

**IroHigh**  
Iron Isomaltoside 1 Vial 5ml/100 mg/ml

**Denbri**  
Denosumab

#### Chronic

**NuGliptin**  
Vildagliptin

**GliptiNext**  
Teneligliptin

**DPO 5/10**  
Dapagliflozin

**Azilta 8/16**  
Azelinidipine

**Solifirst**  
Solifenacin Succinate 10mg

**Mirasmart S**  
Miracastin (Furosemide) 25mg / 50mg and Solifenacin Succinate 5mg Tablets  
More Smart...More Efficient!

#### Life Cycle Management (Existing Products)

**Azoran 75**  
Azathioprine 75 mg Tablets

**Aldactone T 5/10**  
Spironolactone 30 mg + Furosemide 2 mg / 10 mg Tablets

**Aldactone F**  
Spironolactone 50mg + Furosemide 20mg

**Naprosyn 250/500 +**  
Naproxen Tablets 100/200mg / 250mg / 500mg


**ROMILAST-BL**  
Roflumilast 1 mg Tablets


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


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


# Key Financials, Business Highlights & Strategy


# Key Highlights of 9M FY23


 RPGLS continues to grow faster than the market at 19%\* vs 6.5% (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 **19.7%**. Margin expansion across Domestic Formulations and API

 Robust performance of Domestic Formulations, contributing to 2/3<sup>rd</sup> 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

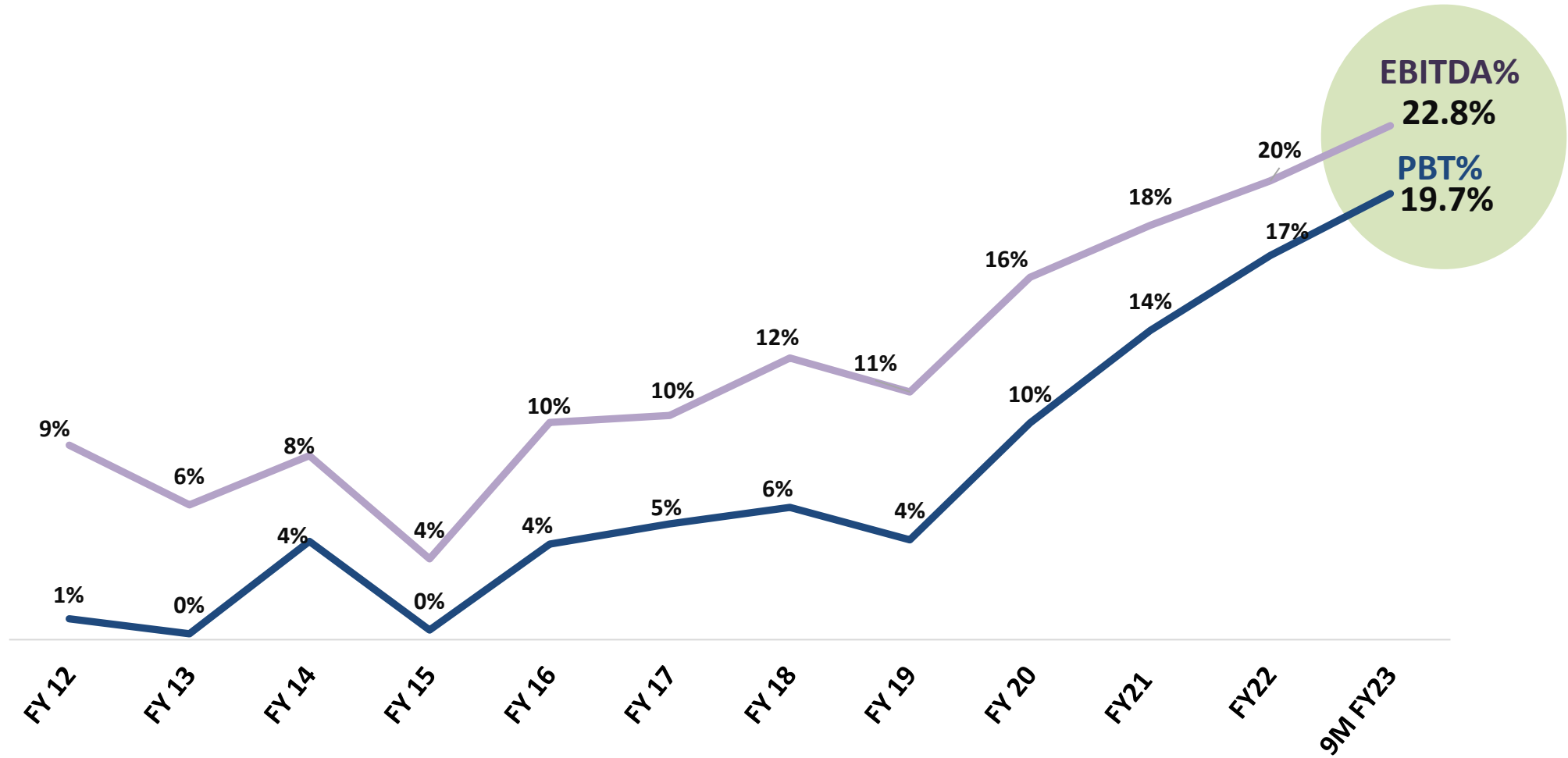
 Sales health/ hygiene parameters continue to be in healthy zone and consistently improving

 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

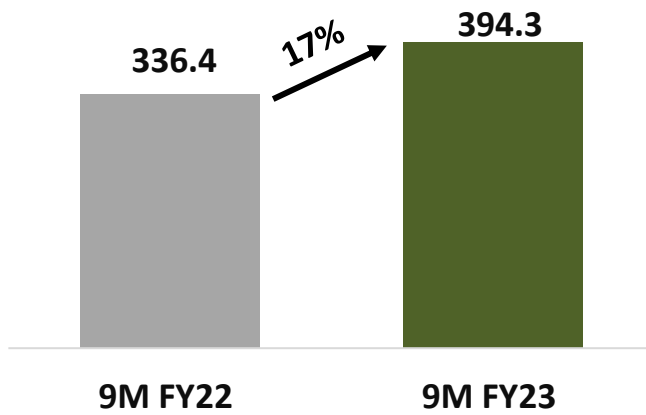
Upward y-o-y Record setting Trajectory continues – EBITDA Margin reaches 22.8% & PBT Margin 19.7%



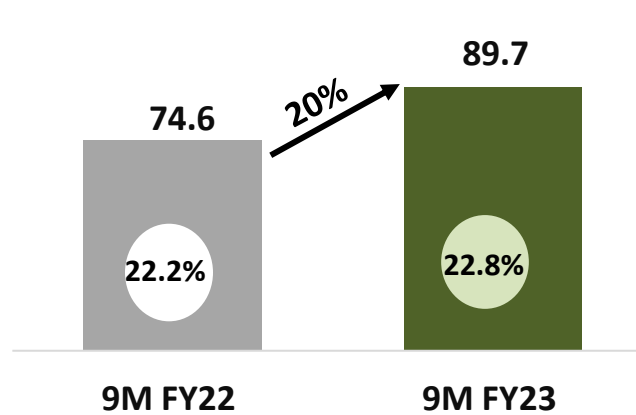
# Key Financials: 9M FY23

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

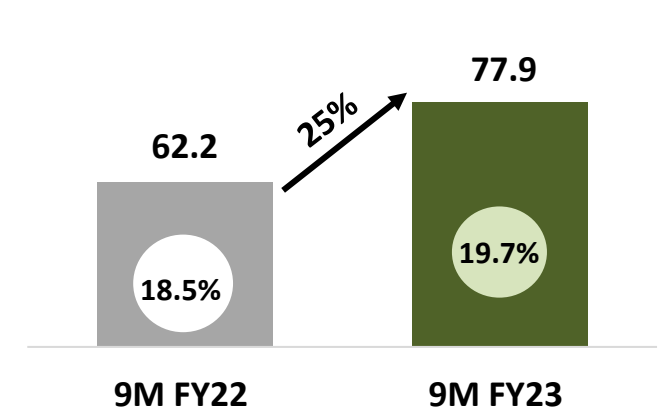
## Revenue from Operations ↑



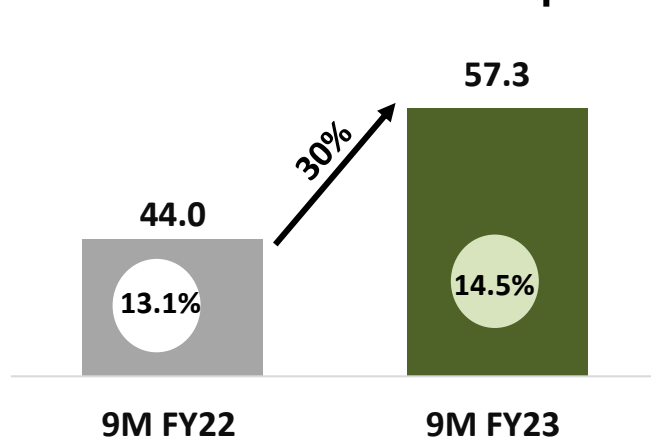
## EBITDA & EBITDA Margin ↑



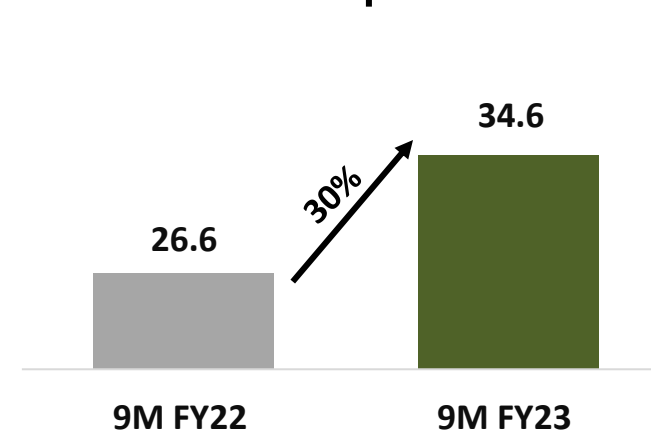
## PBT & PBT Margin ↑



## PAT & PAT Margin ↑



## EPS ↑

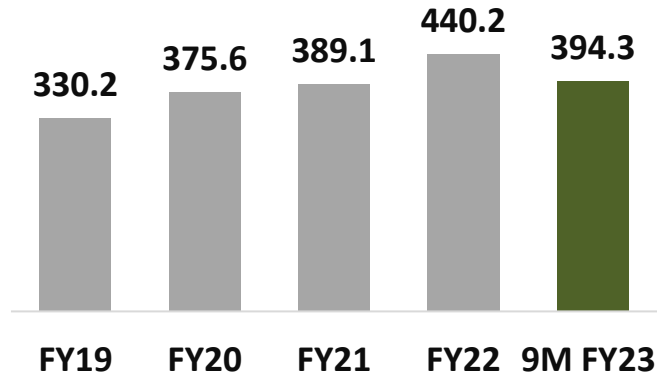




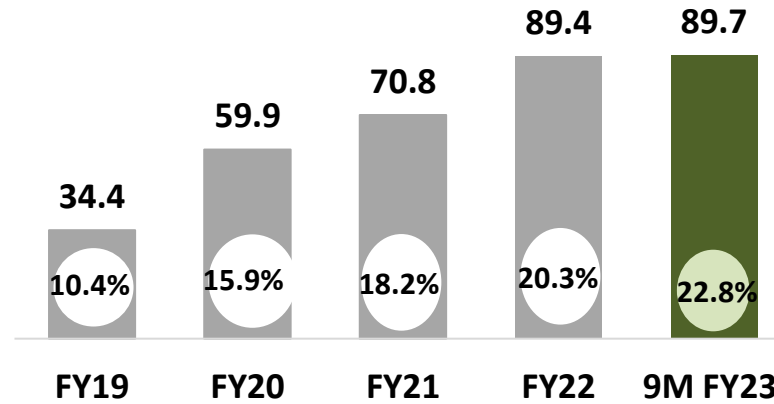
# Key Financials' Trends

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

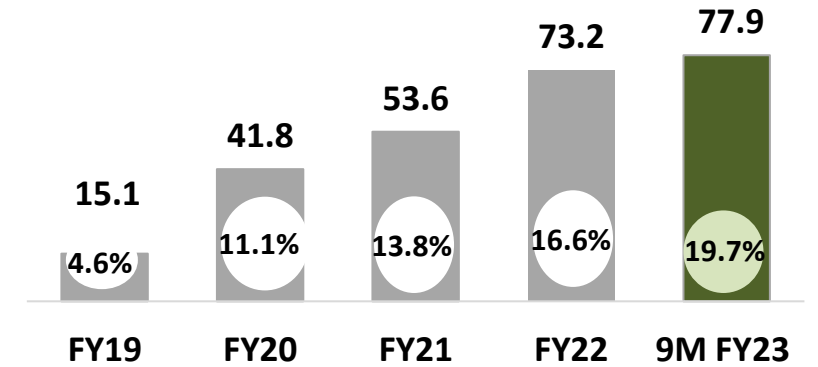
## Revenue from Operations



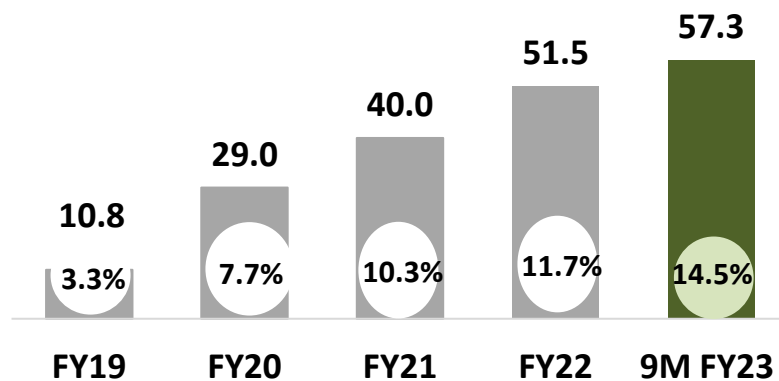
## EBITDA & EBITDA Margin



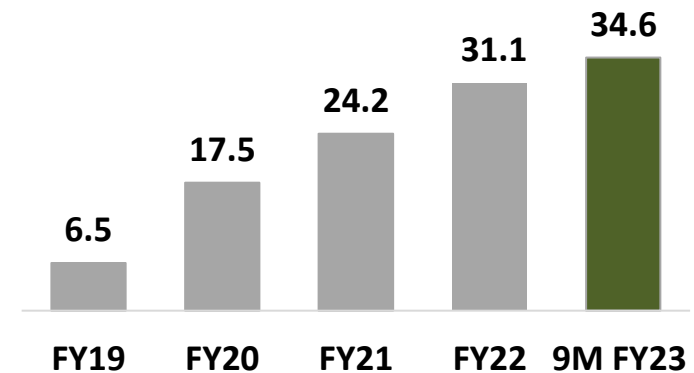
## PBT & PBT Margin



## PAT & PAT Margin



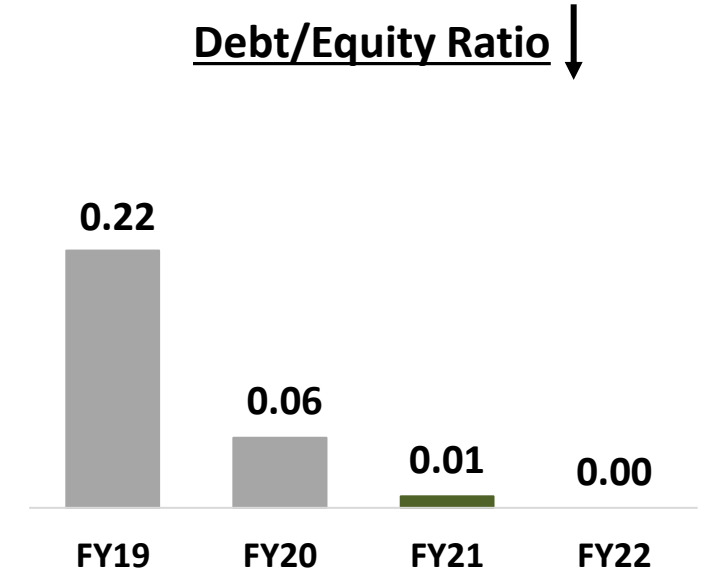
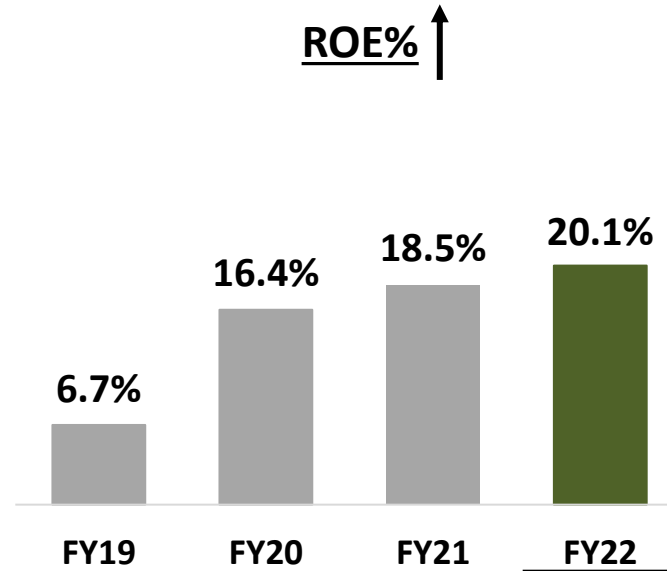
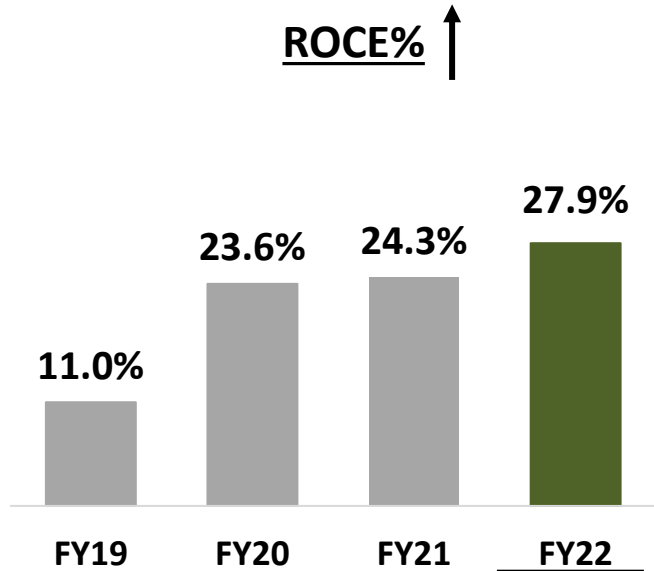
## EPS



Figures in circle are Margins

An **RPG** Company

# Key Financials' Trends



**Company continues to remain Debt-free**

# Business Segment-wise Performance: 9M FY23

## Domestic Formulations (DF)

- **Domestic Formulations contributed 65% to total sales of 9M FY23**
- 19% 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)

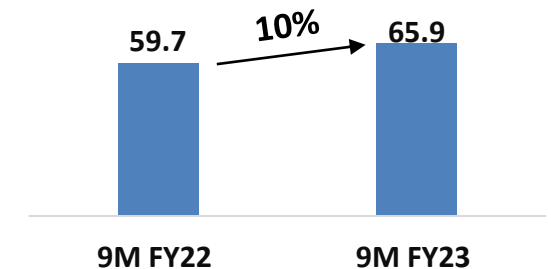
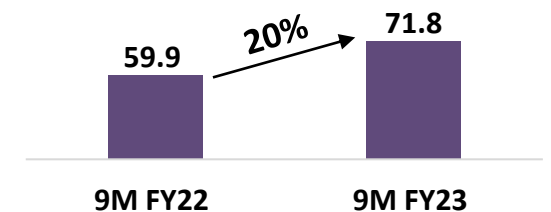
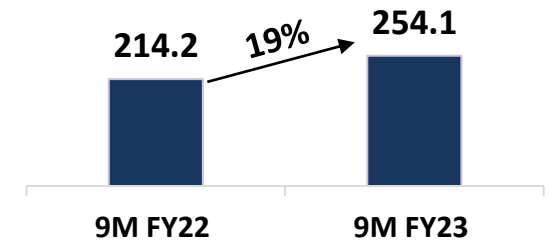
- **International Formulations contributed 18% to total sales of 9M FY23**
- Robust sales growth of 20%
- New Products/Customers/Markets contribution continues to improve (currently ~30%)

## API

- **API contributed 17% to total sales of 9M FY23**
- 10% sales growth majorly driven by niche products
- Continuous thrust on new customer development

\*Launched FY19 onwards

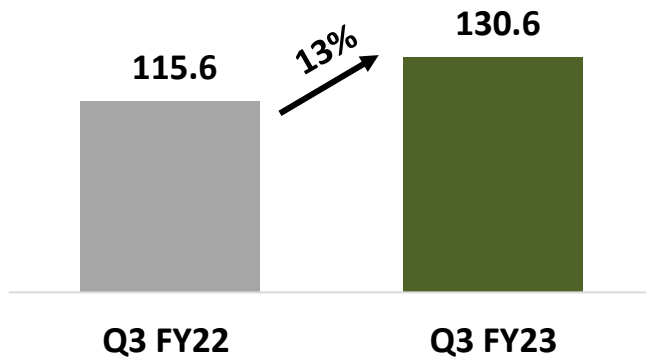
### Sales (Rs Crs)



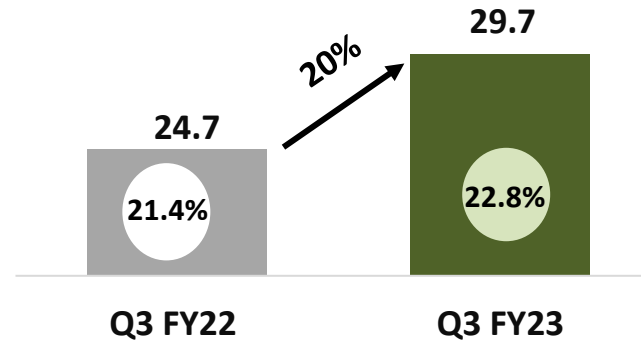
# Key Financials: Q3 FY23

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

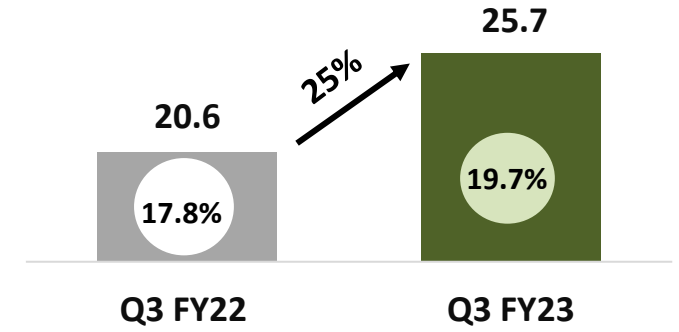
## Revenue from Operations ↑



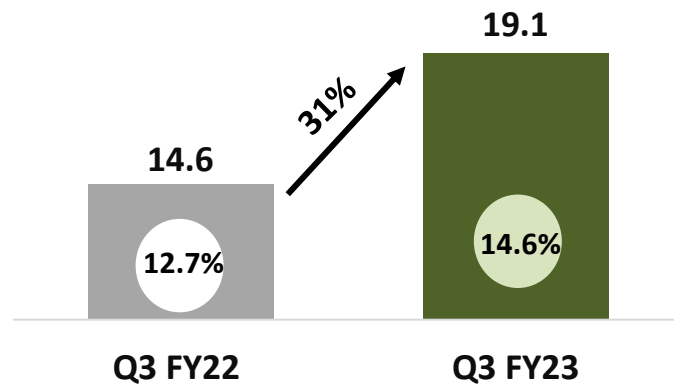
## EBITDA & EBITDA Margin ↑



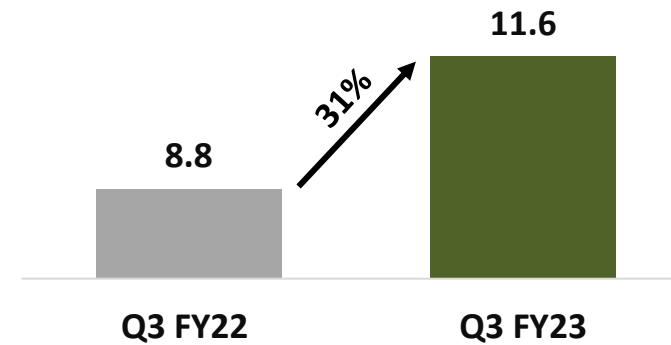
## PBT & PBT Margin ↑



## 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 backed by:
  - 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

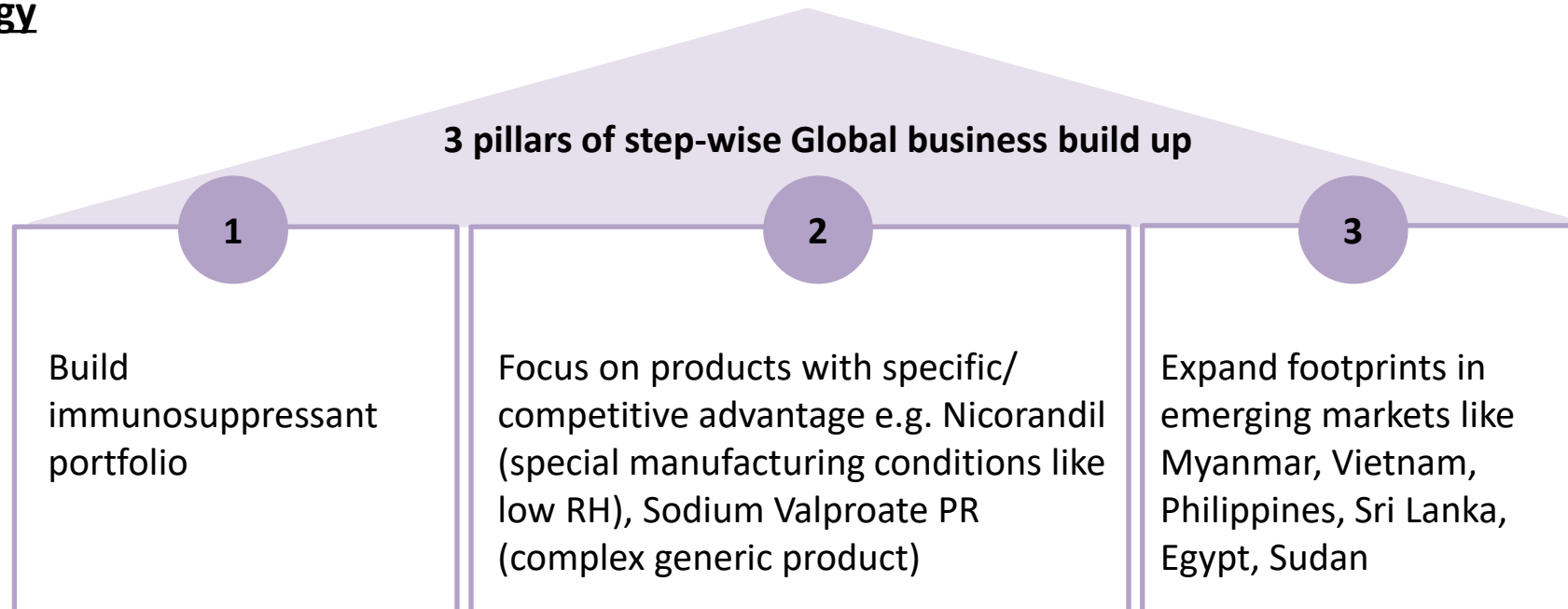
5

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

# International Formulations (IF)

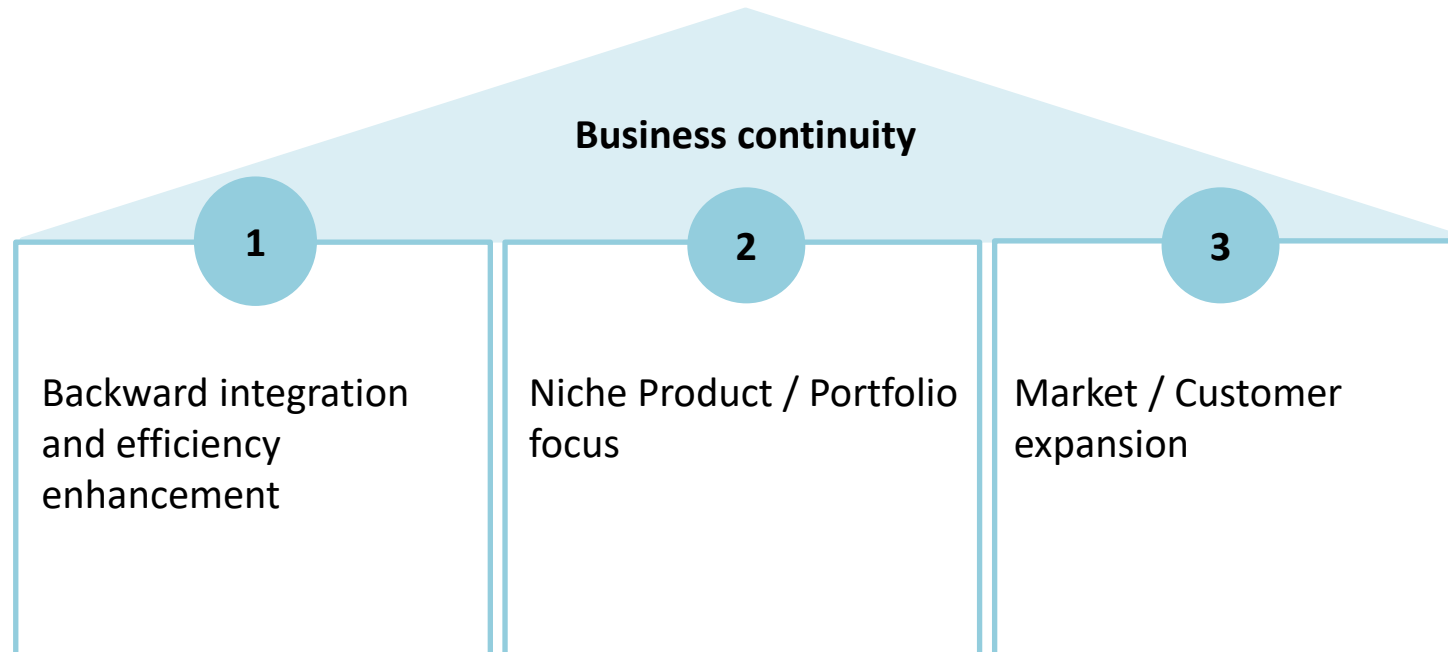
- Strong presence in immunosuppressant segment (Azathioprine)
- Footprints across Regulated and Emerging Markets - Canada, UK, Germany, France, Australia, South East Asia, Africa
- Long lasting, impeccable supply track record and business relationship with some of the leading generic players of the world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

# 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 Live a Purposeful & Balanced Life

Identify with Company Purpose, Work-Life balance, Altruism, Physical Wellness, Financial Wellness, Emotional Wellness, Spiritual Wellness

### Initiatives



**'RPGLS Values Champions'**

## I Feel Valued

Fair Appraisal, Fair Rewards & Recognition, Appreciation, Competitive Pay, Competitive Benefits, Flexible Benefits

### Initiatives



**'You Excel We Applaud'**



**'Navigators'**

## I Feel Connected

Authentic Relationship with Manager/s, Trust amongst Peers, Good Team Chemistry, Camaraderie at Work, Respect for Others' Capabilities, Constructive Conflict Management

### Initiatives



**'RPGLS Happiness Forums – Month & Quarter'**



**'24X7 Support'**

## I cherish our Culture

Integrity, Openness, Transparency, Respect, Encourage Risk Taking, Diversity & Inclusiveness, Freedom to voice opinion and be Oneself, Caring Organization

### Initiatives



**'RPGLS Parivar Tyohar- Utsav Shrankhla'**

## **Signature Initiatives**

**aligned to Happiness Factors**

## I Love My Work

Outperforming, Industry leading, Impactful, Energizing, Autonomy, Flexibility, Clear and Prioritized Goals, Committed, Support to bring out the Best

### Initiatives



**'RPGLS Heroes'**



**'You Excel We Applaud'**

## I am Growing

Self-directed Learning, Personal Growth, Regular Guidance, Constructive Feedback, Progressive Career Prospects, Learning & Development Opportunities

### Initiatives



**'We Skill You Grow'**



**'Akanksha'**

# Initiatives for building a Performance Driven Culture: Glimpses (9M FY23)



## Skilling



## Rewards & Recognition



## NAVIGATORS



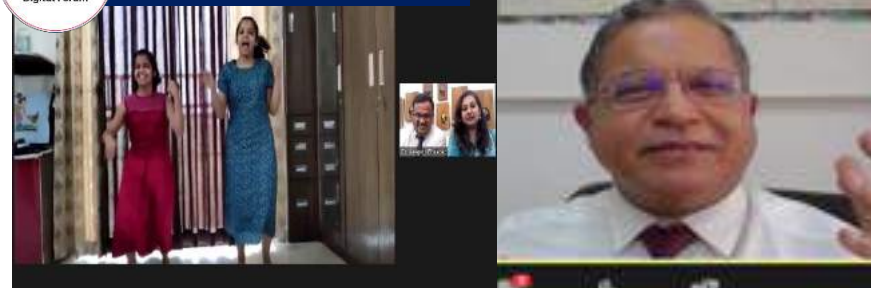
## Idea Generation



## Employee engagement: Parivar Tyohar Utsav



## Employee Connect



# 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



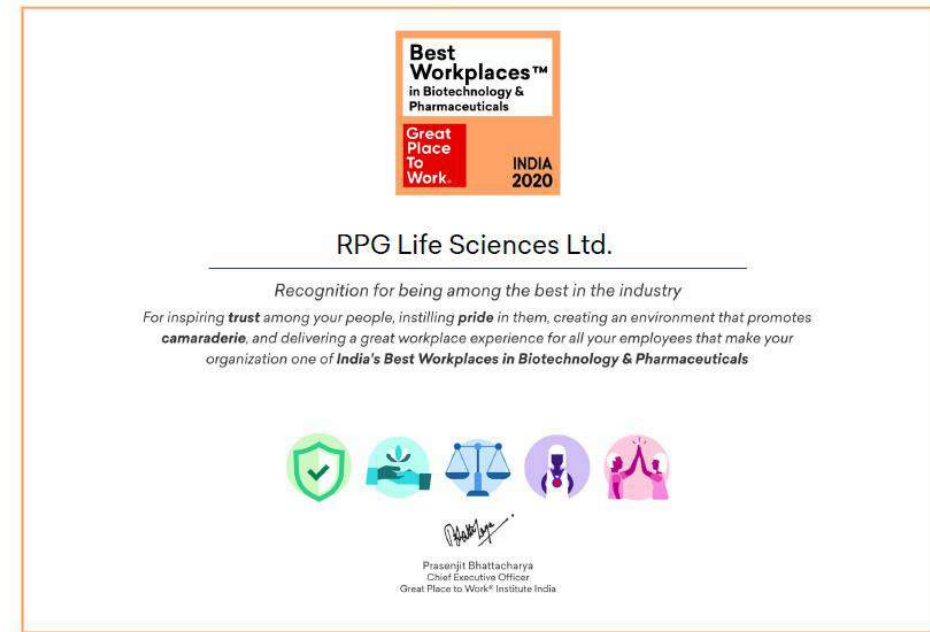
### Best Corporate Citizen Award



# 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