

July 29, 2023

To

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C-1, G- Block,
Bandra - Kurla Complex, Bandra (East)
Mumbai – 400 051

BSE Limited
Corporate Relationship Department
25, P.J. Towers,
Dalal Street,
Mumbai 400 001

Symbol: RPGLIFE

Scrip Code: 532983

Dear Sirs,

Sub: Investor Presentation

Please find enclosed herewith a copy of Investor Presentation with respect to Unaudited Financial Results of the Company for the quarter ended June 30, 2023.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For RPG Life Sciences Limited

RAJESH RAMESH
SHIRAMBEKAR

Digitally signed by RAJESH
RAMESH SHIRAMBEKAR
Date: 2023.07.29 16:06:59
+05'30'

Rajesh Shirambekar
Head – Legal & Company Secretary



Encl: As above



RPG LIFE SCIENCES

An  **RPG** Company

**Investors'
Presentation
Q1 FY24**

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.

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

UNLEASHTALENT
TOUHLIVES
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



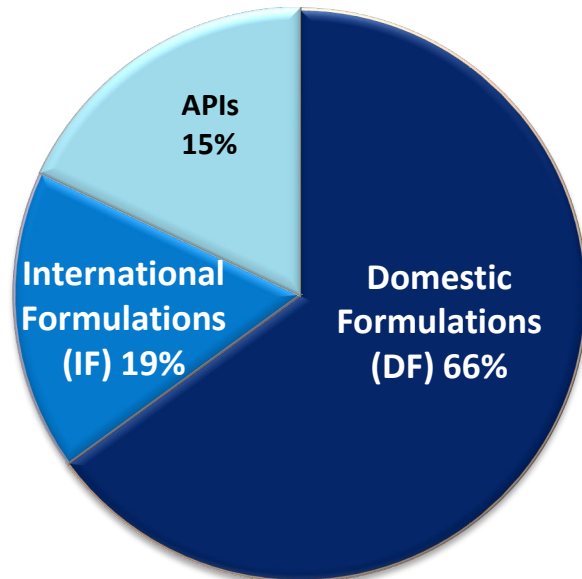
Technology Solutions company catering to energy and infrastructure



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														
Domestic Formulations (DF)	Nephrology	<table border="1"> <thead> <tr> <th>Legacy Portfolio</th> <th>Text Book Brands</th> <th>Specialty</th> <th>Chronic</th> <th>Life Cycle Management (Existing Products)</th> </tr> </thead> <tbody> <tr> <td> Azoran Azathioprine Mofetyl Mycophenolate Mofetil Arpimune ME Cyclosporine Imunotac Tacrolimus </td> <td> Azoran Azathioprine Aldactone Spironolactone Lomotil Diphenoxylate HCl Naprosyn Naproxen Serenace Haloperidol Norpace New Disopyramide Phosphate </td> <td> HerMab Trastuzumab Adlumab Adalimumab Ivzumab Bevacizumab Zestmab Rituximab T-JAKi Tofacitinib IroHigh Iron Isomaltoside Denbri Denosumab </td> <td> NuGliptin Vildagliptin GliptiNext Teneligliptin DPO 5/10 Dapagliflozin Azilta 8/16 Azelinidipine Solifirst Solifenacin </td> <td> Azoran 75 Azathioprine 75 mg Tablets Aldactone T Spironolactone 50 mg + Furosemide 3 mg / 15 mg tablets Aldactone F Spironolactone 50mg + Furosemide 20mg Naprosyn 250/500 + Naproxen Tablets 250mg / 500mg ROMILAST-BL Roflumilol 1 mg Tablets Tricaine Alma 2 Alvogel 500 mg and Simethicone 25 mg Oral Suspension / 5 ml Lomofen LB Loperamide 2 mg & Lactic Acid Bacteria 100 million spores Miramsmart S Miralogen (Fosfoval Release) 75 mg / 150 mg and Solifenacin Succinate 5 mg Tablets <i>More Smart...More Efficient!</i> </td> </tr> </tbody> </table>					Legacy Portfolio	Text Book Brands	Specialty	Chronic	Life Cycle Management (Existing Products)	Azoran Azathioprine Mofetyl Mycophenolate Mofetil Arpimune ME Cyclosporine Imunotac Tacrolimus	Azoran Azathioprine Aldactone Spironolactone Lomotil Diphenoxylate HCl Naprosyn Naproxen Serenace Haloperidol Norpace New Disopyramide Phosphate	HerMab Trastuzumab Adlumab Adalimumab Ivzumab Bevacizumab Zestmab Rituximab T-JAKi Tofacitinib IroHigh Iron Isomaltoside Denbri Denosumab	NuGliptin Vildagliptin GliptiNext Teneligliptin DPO 5/10 Dapagliflozin Azilta 8/16 Azelinidipine Solifirst Solifenacin	Azoran 75 Azathioprine 75 mg Tablets Aldactone T Spironolactone 50 mg + Furosemide 3 mg / 15 mg tablets Aldactone F Spironolactone 50mg + Furosemide 20mg Naprosyn 250/500 + Naproxen Tablets 250mg / 500mg ROMILAST-BL Roflumilol 1 mg Tablets Tricaine Alma 2 Alvogel 500 mg and Simethicone 25 mg Oral Suspension / 5 ml Lomofen LB Loperamide 2 mg & Lactic Acid Bacteria 100 million spores Miramsmart S Miralogen (Fosfoval Release) 75 mg / 150 mg and Solifenacin Succinate 5 mg Tablets <i>More Smart...More Efficient!</i>
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	Rheumatology															
	Oncology															
	Pain Management															
	Gastroenterology															
Neuropsychiatry																
Cardiovascular																
Diabetes																
Urology																

International Formulations (IF)

Key Products

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

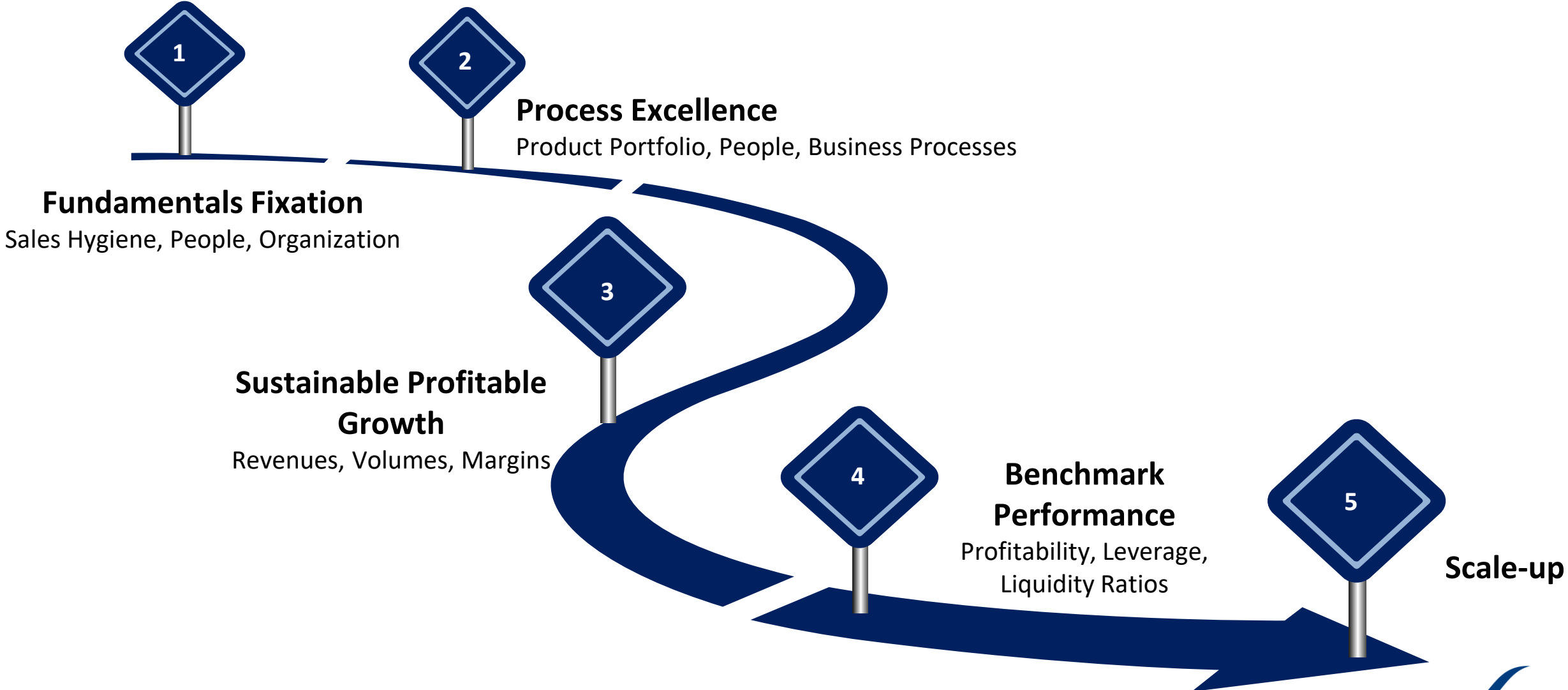
APIs

Key Products

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

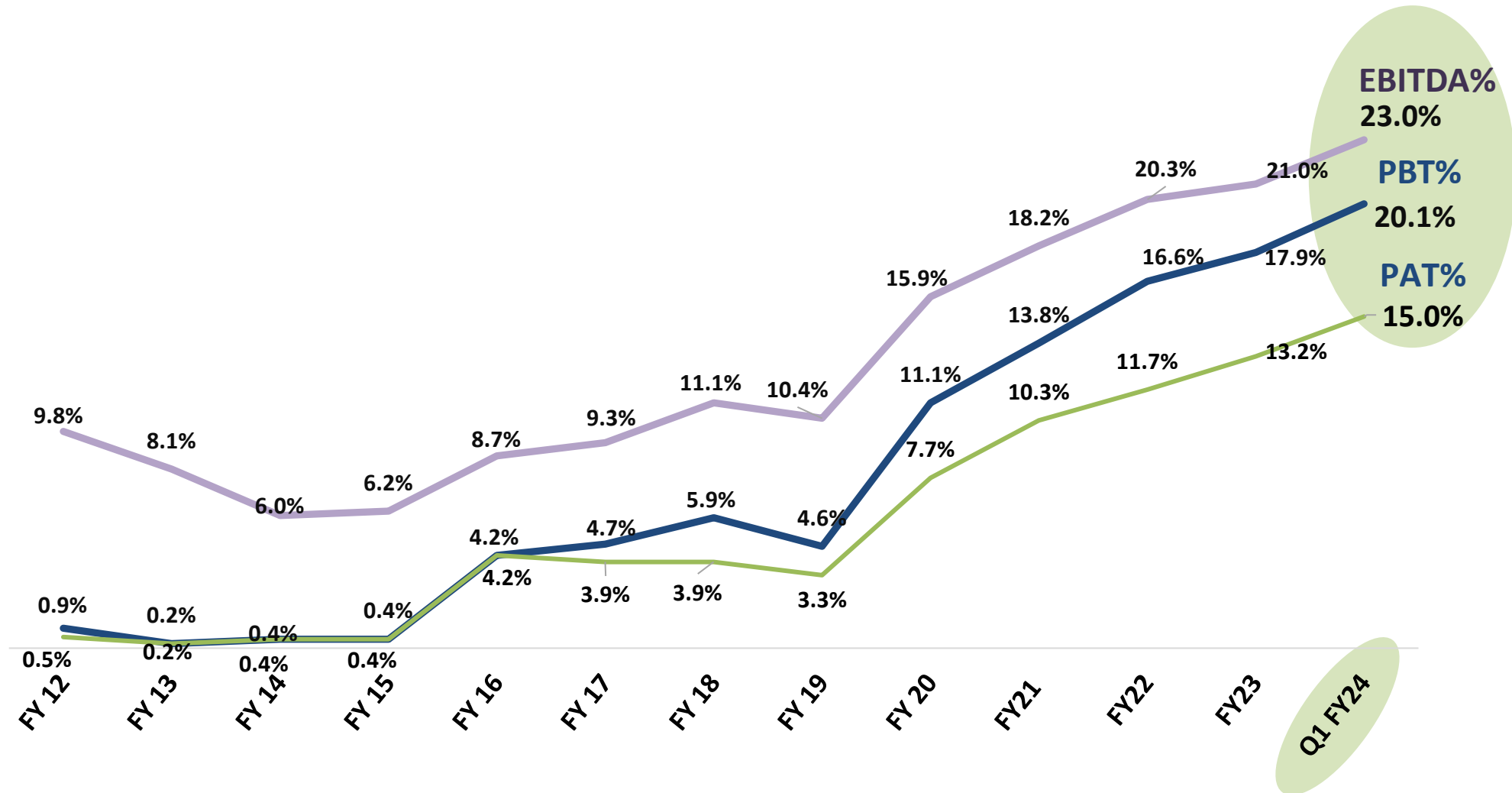
Financial Performance

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)

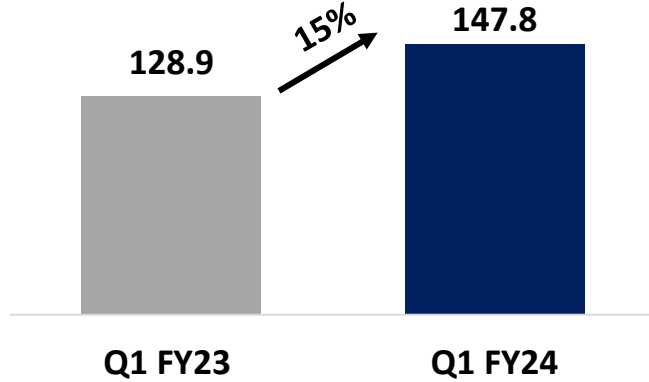


Except FY24 Q1, all other margin numbers are full year numbers

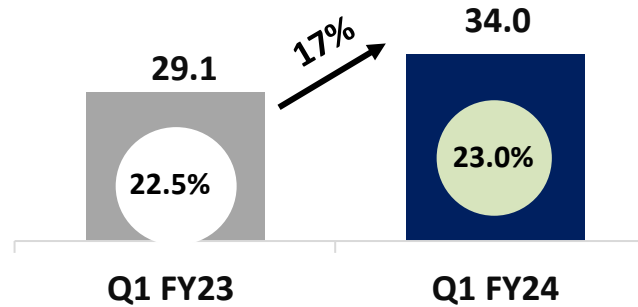
Q1 FY24 : Yet Another Strong Quarter

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

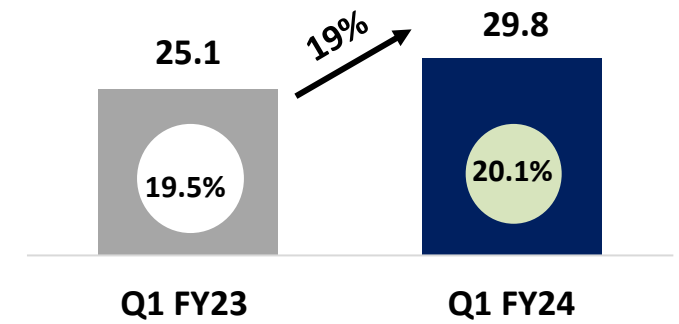
Revenue from Operations ↑



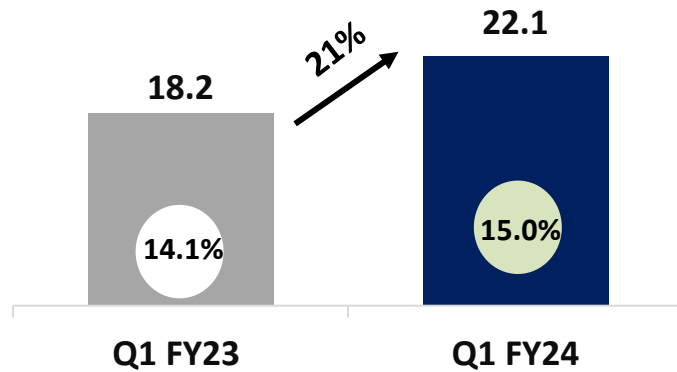
EBITDA & EBITDA Margin



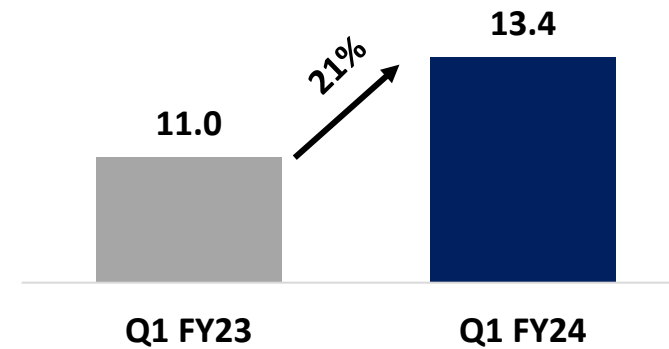
PBT & PBT Margin



PAT & PAT Margin ↑



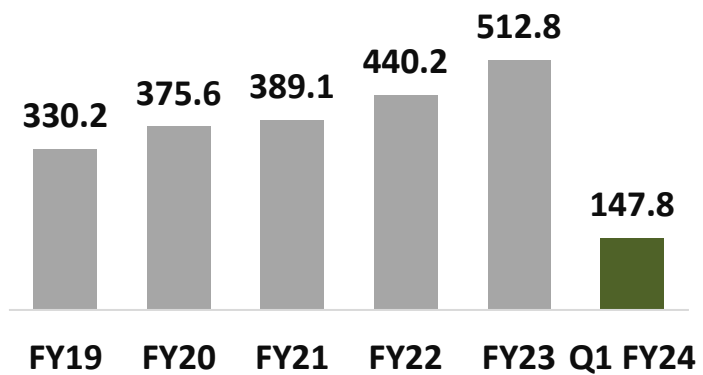
EPS ↑



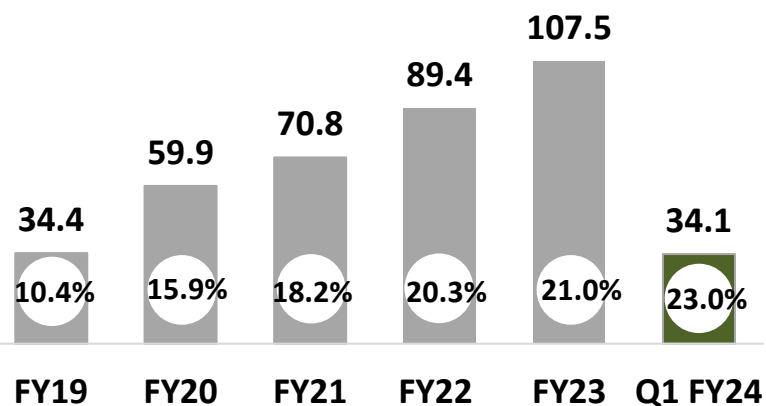
Key Financials' Trends

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

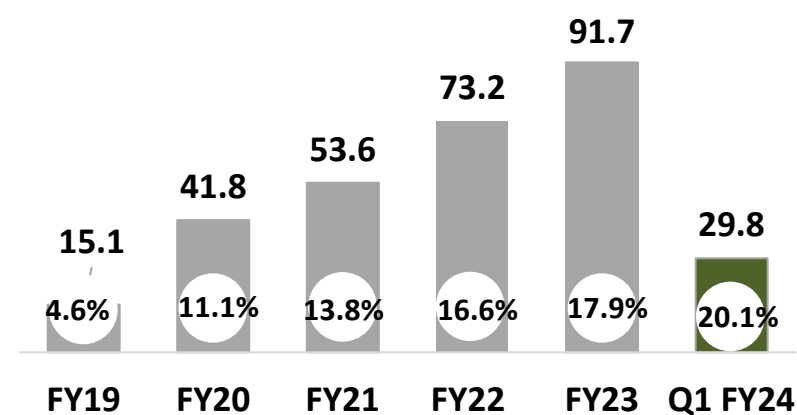
Revenue from Operations ↑



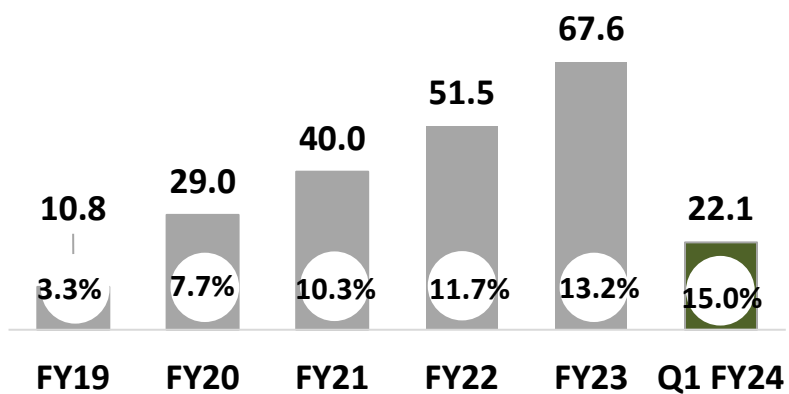
EBITDA & EBITDA Margin ↑



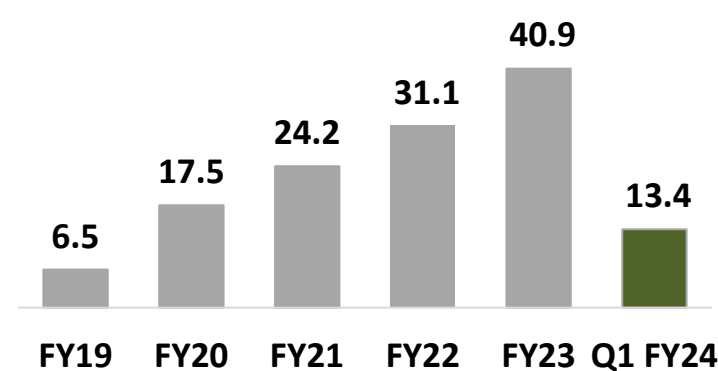
PBT & PBT Margin ↑



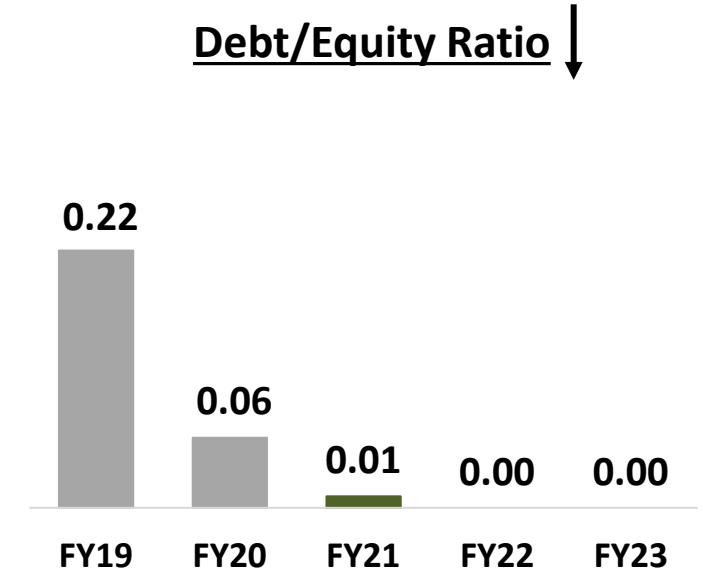
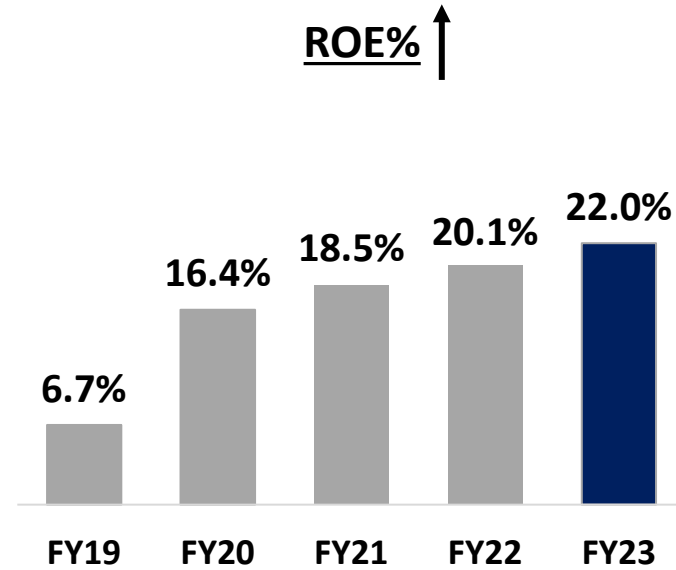
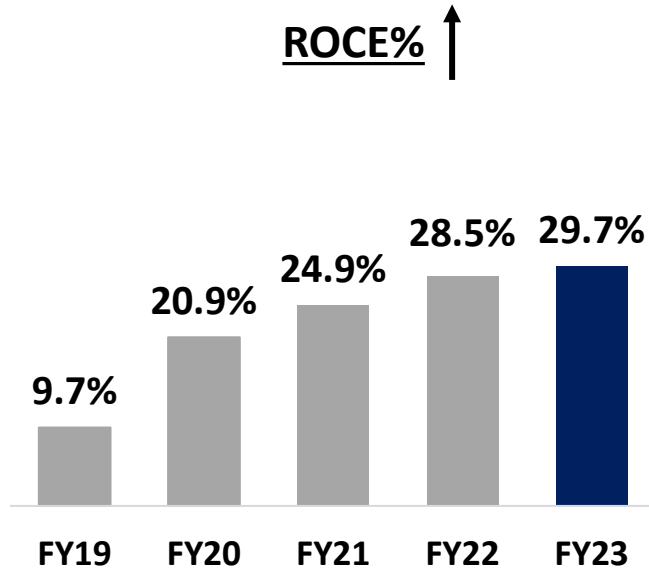
PAT & PAT Margin ↑



EPS ↑



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

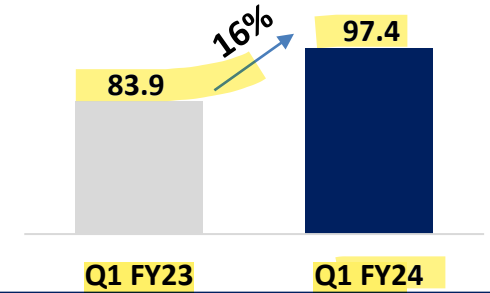


Company continues to remain Debt-free

Business Segment-wise Performance: Q1 FY24

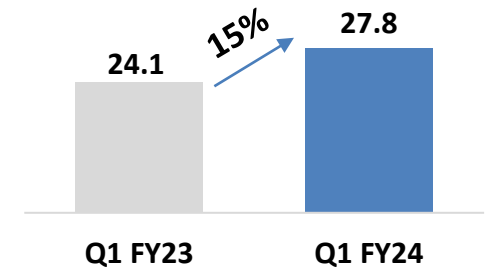
Domestic Formulations (DF)

- **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



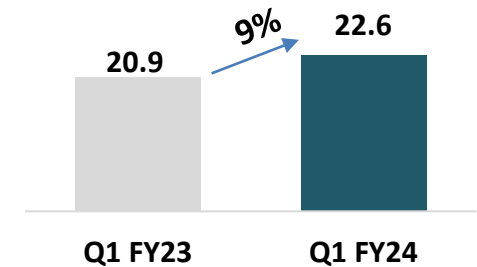
International Formulations (IF)

- **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:

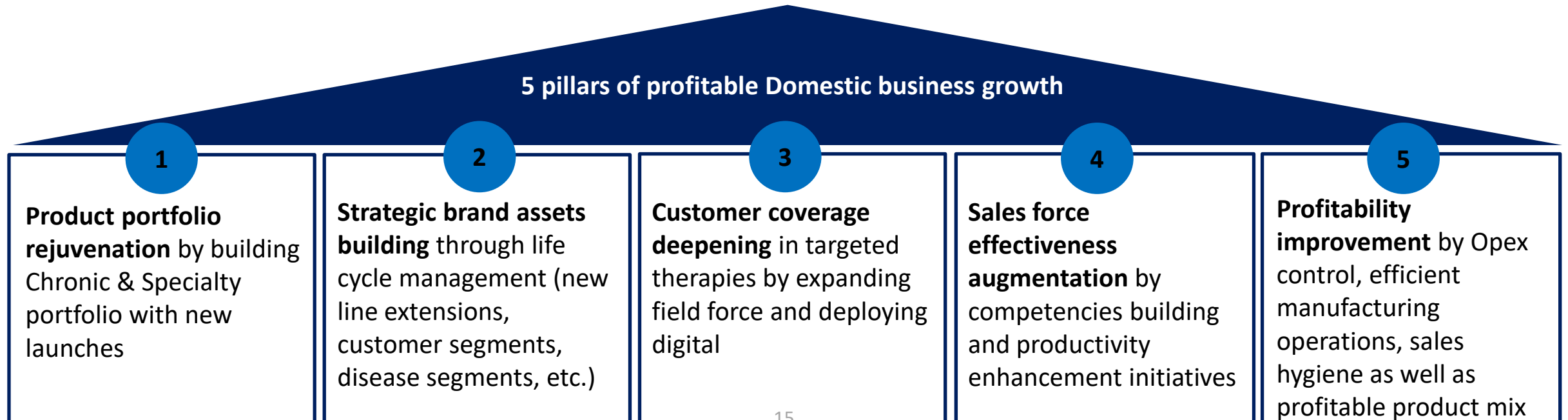
- Strong brands in the Indian Pharmaceutical Industry
- Considerable improvement in the operating performance on the back of
 - Improvement in sales hygiene
 - Cost rationalisation measures adopted since FY20
- A robust capital structure and strong coverage indicators based on
 - Decline in the company's 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

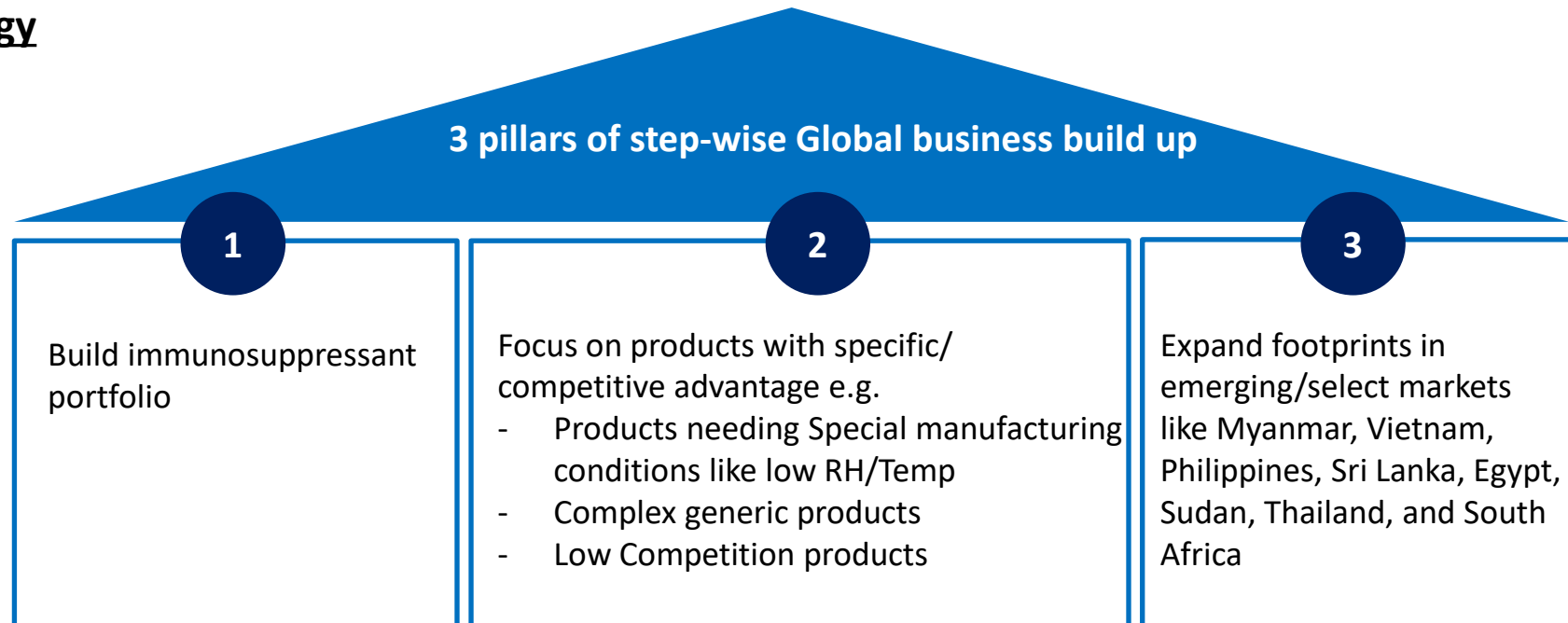
Business Strategy



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

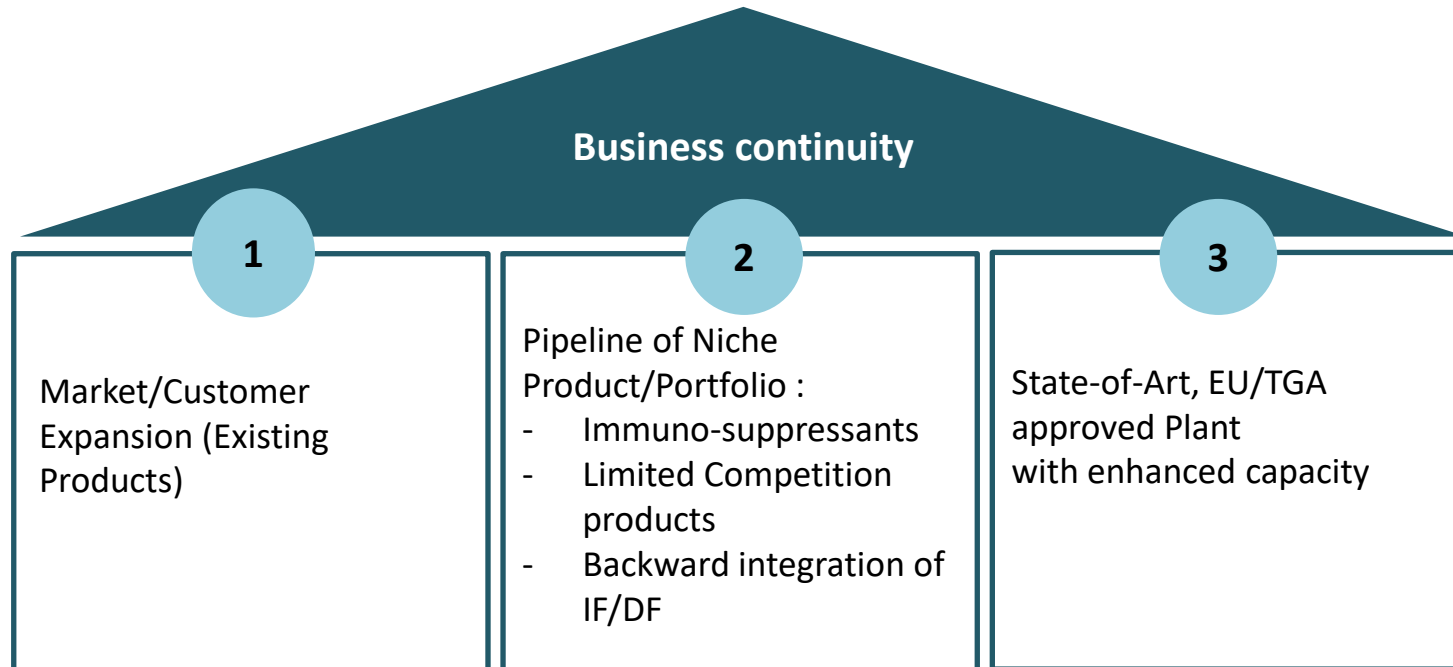
Business Strategy



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.**

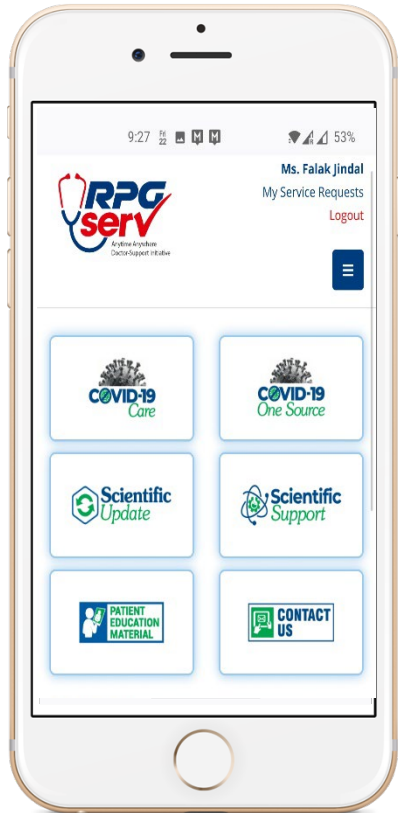
Operational Highlights

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

Initiatives for building a Performance Driven Culture: Glimpses



Skilling



Rewards & Recognition



NAVIGATORS



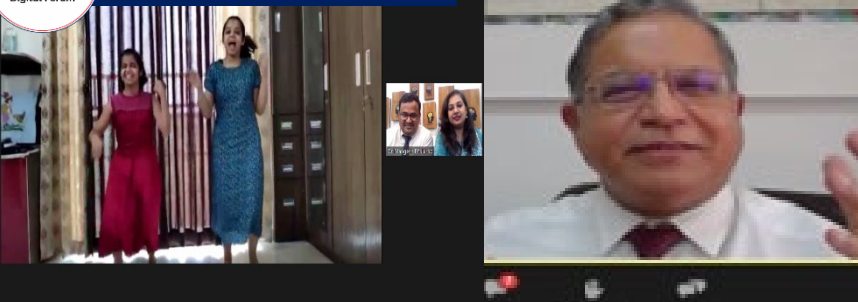
Idea Generation



Employee engagement: Parivar Tyohar Utsav



Employee Connect



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, Anklashwar** - **RPGLS Value Champion - Bonus Award**
- RB Award for Setting a Benchmark presented to **Utkram Shivastava**
- RPGLS VALUE CHAMPION** award presented to **Dr. Manoj Chatterjee**

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 Vishu**
- Congratulations for the newborn baby

Monthly Forums held

Yugal Sikri
Managing Director

RPGLS Parivar - A Happy Parivar

Happiness Initiative: Parivar Tyohar Utsav Shrankhla

Virtual Celebration of Festivals with Families: Glimpses

For Your Happiness @
RPG LIFE SCIENCES
INITIATIVE 3

RPGLS Parivar
Tyohar-Utsav Shrankhla

Virtual Celebration of Festivals with Families

hello happiness

MERRY CHRISTMAS

HAPPY DISSEHRA

11
Festivals
Celebrated

Eid Mubarak

"I loved these unique digital RPGLS-family get-togethers as these enabled entire RPGLS Parivaar to reach our colleagues' homes, cities, and societies across the country and celebrate with their families... Ganapati, Diwali, Holi, Govinda, Onam, Eid, Christmas... all our festivals; hundreds of our family members joined from their own homes and had fun !!"

Yugal Sikri
Managing Director

RPGLS PARIVAR - A HAPPY PARIVAR

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



THANK YOU