



RPG LIFE SCIENCES LIMITED
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January 29, 2022

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C1, 'G' Block, Bandra-Kurla Complex
Bandra (East), Mumbai 400 051.

BSE Limited
Corporate Relationship Department Floor
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 and nine months ended December 31, 2021.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For RPG Life Sciences Limited

Rajesh Shirambekar
Head – Legal & Company Secretary



Encl.: as above



RPG LIFE SCIENCES

An  **RPG** Company

**Investors'
Presentation
9M FY22**

Disclaimer

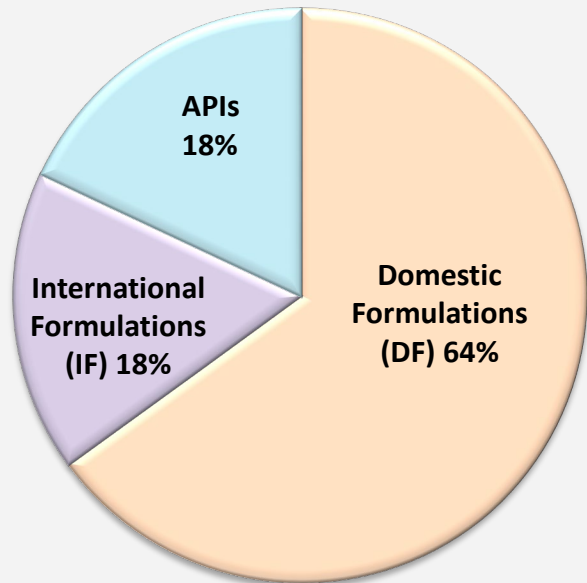
This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial 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 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 30 mg + Furosemide 5 mg / 10 mg tablets

Aldactone F
Spironolactone 50mg + Furosemide 20mg

Naprosyn 280 500 +
Naproxen Tablets 280mg / 500mg + Folic acid 5mg

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

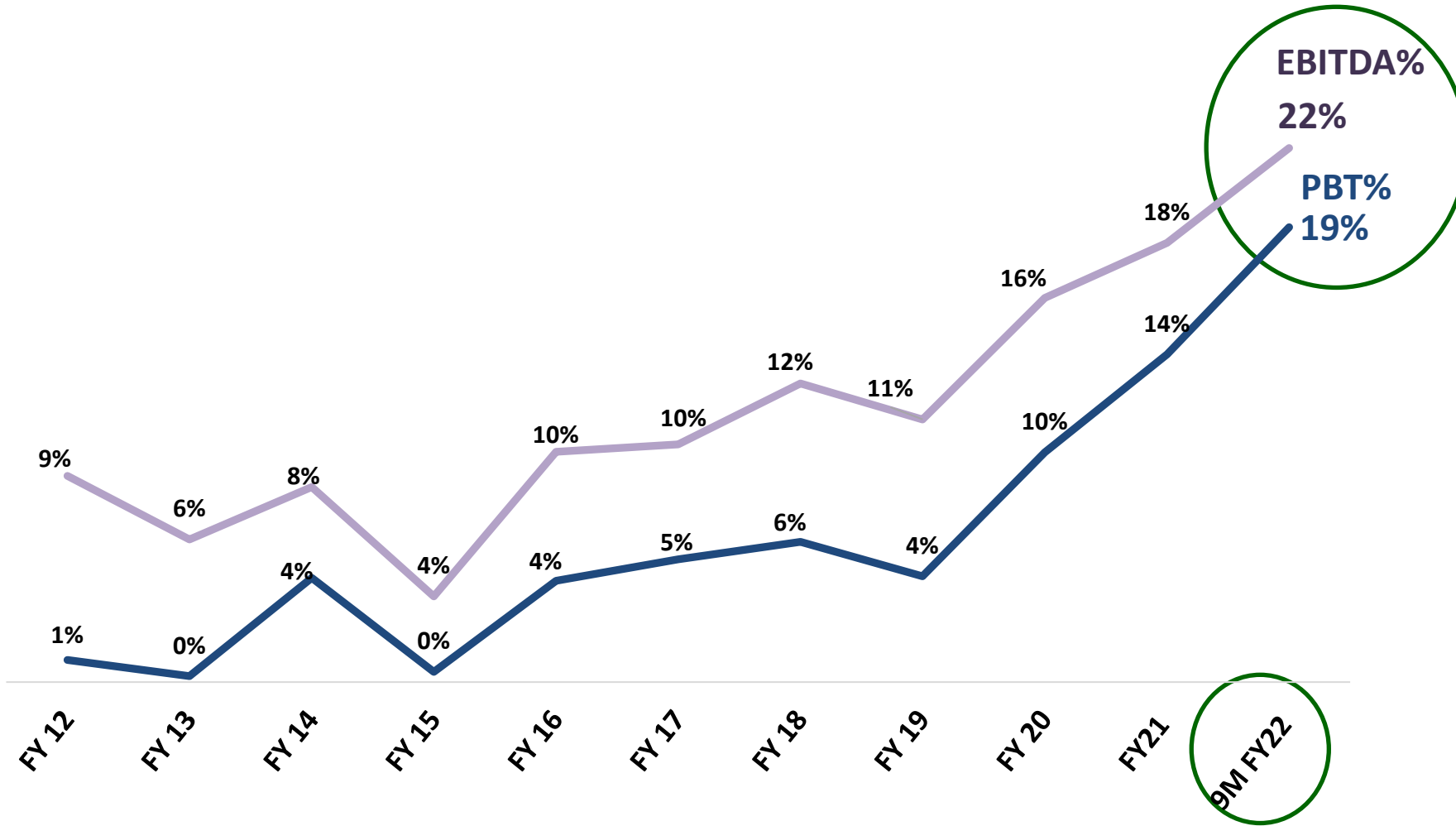


Company continues to remain debt free with highest ever net cashflow generated from operations

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

Company Financial Performance – Profit Margins

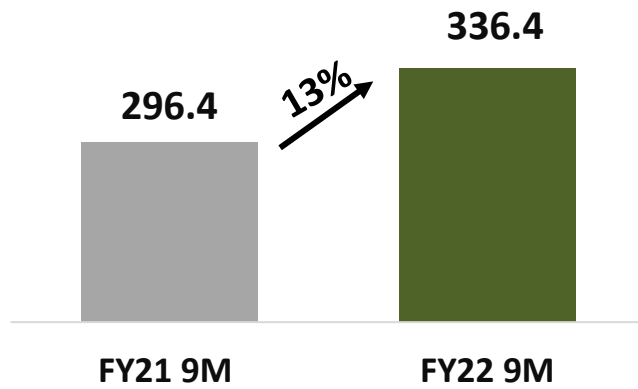
Upward y-o-y Record setting Trajectory continues – EBITDA Margin reaches 22% & PBT Margin 19% (9M FY22)



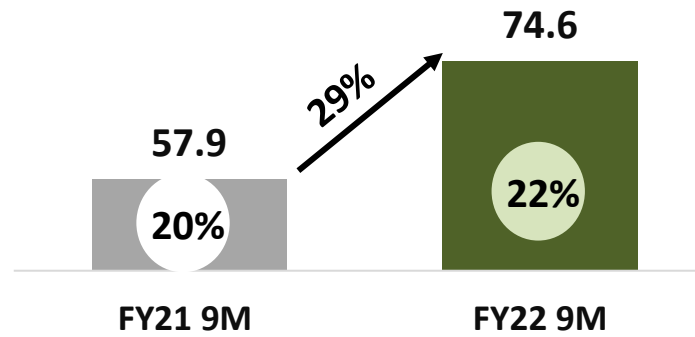
Key Financials : 9M FY22

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

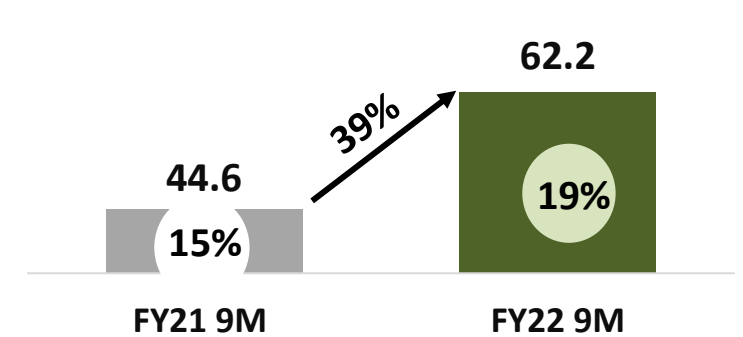
Revenue from Operations ↑



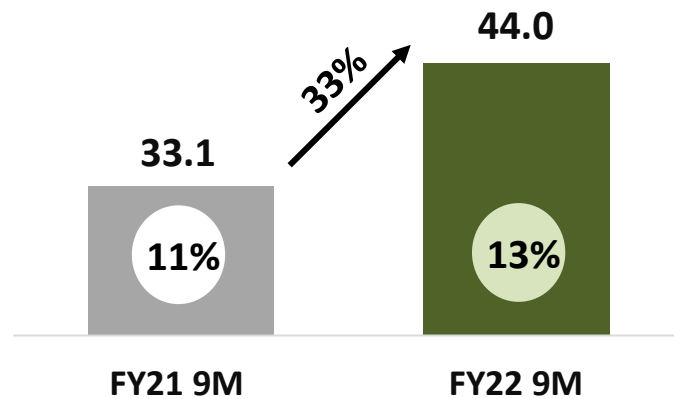
EBITDA & EBITDA Margin ↑



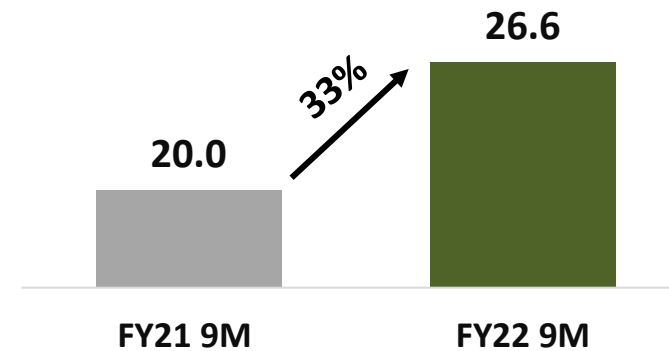
PBT & PBT Margin ↑



PAT & PAT Margin ↑



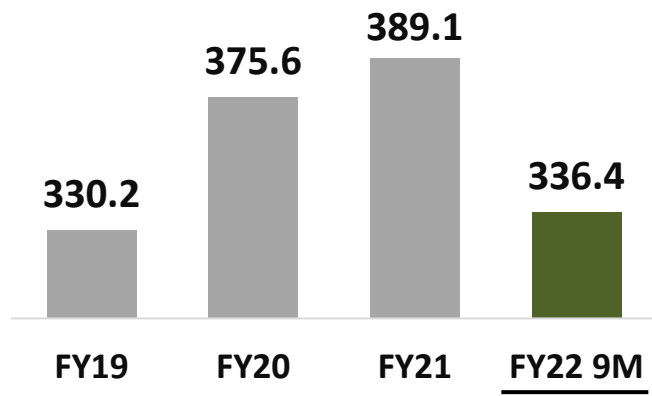
EPS ↑



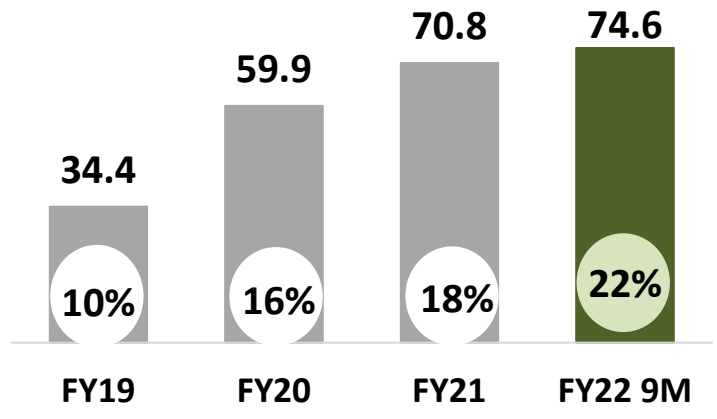
Key Financials' Trends

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

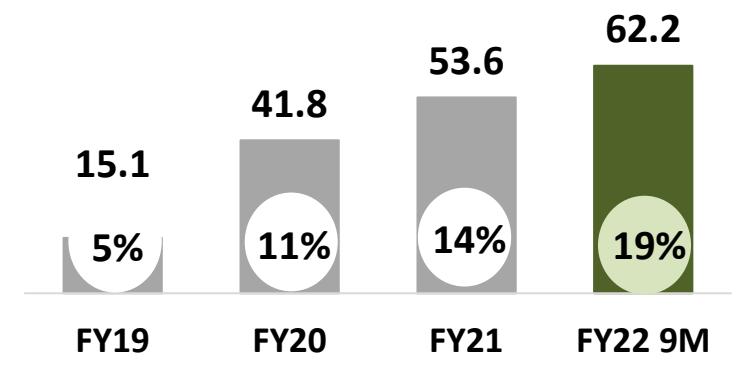
Revenue from Operations ↑



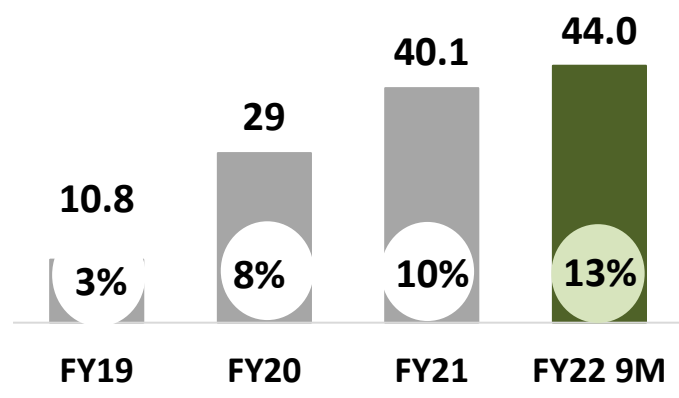
EBITDA & EBITDA Margin ↑



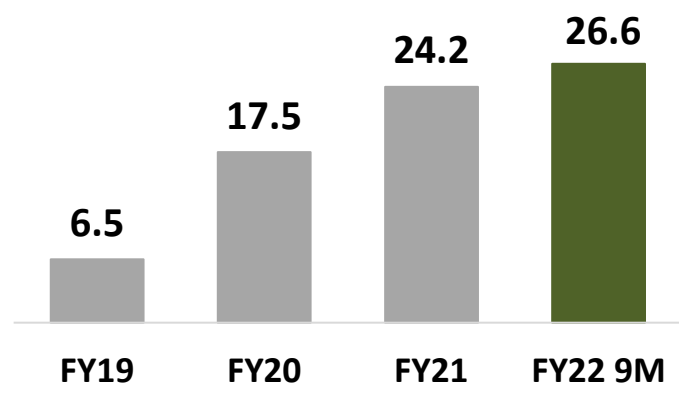
PBT & PBT Margin ↑



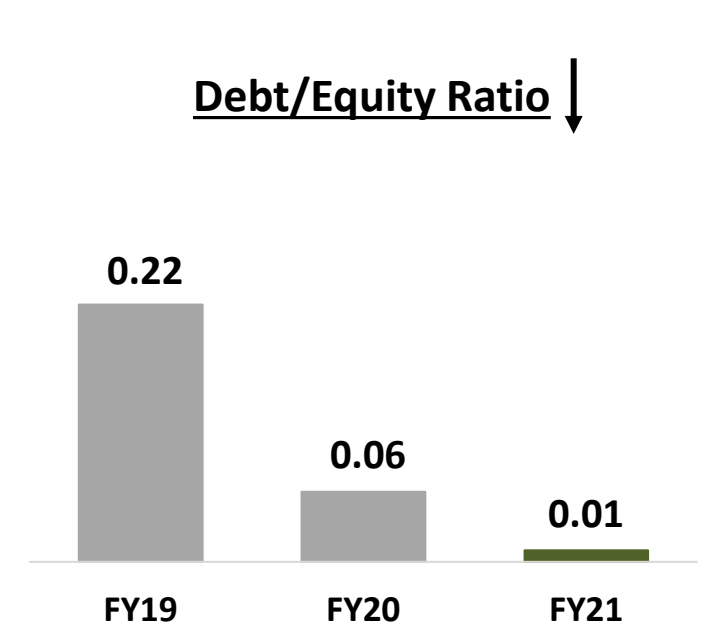
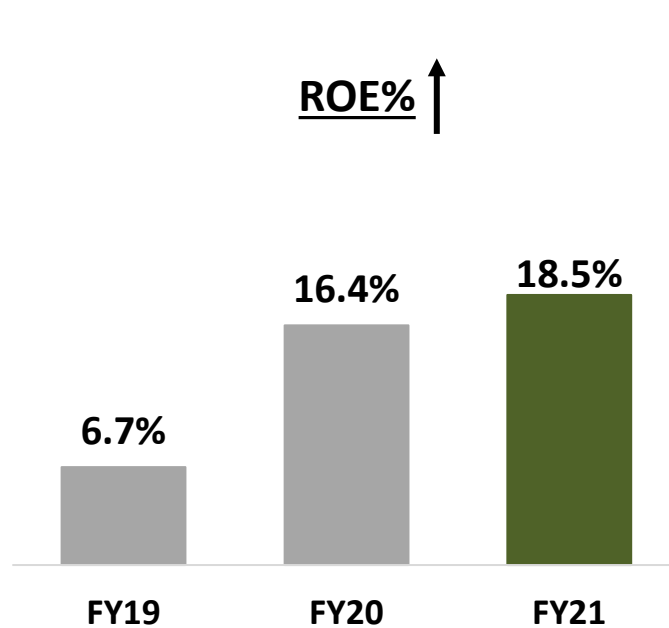
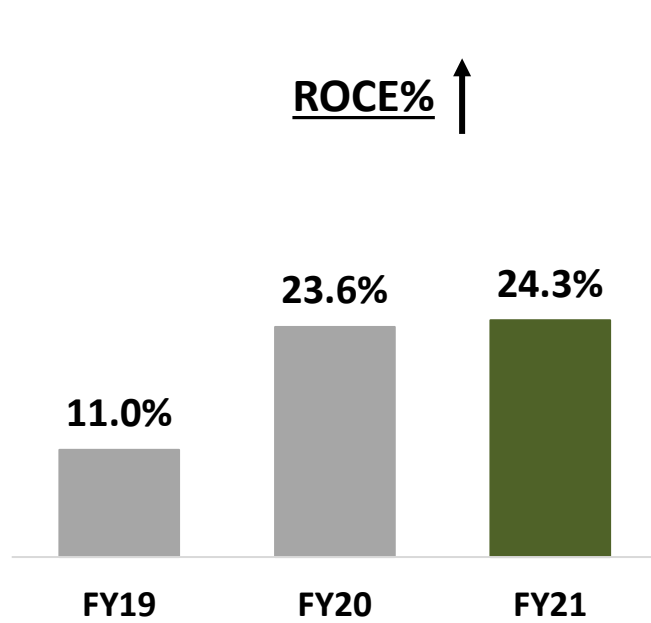
PAT & PAT Margin ↑



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

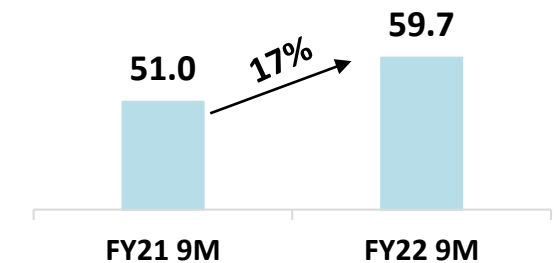
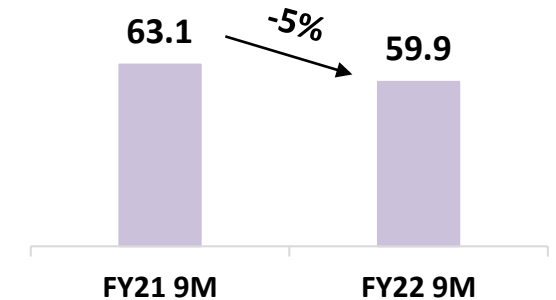
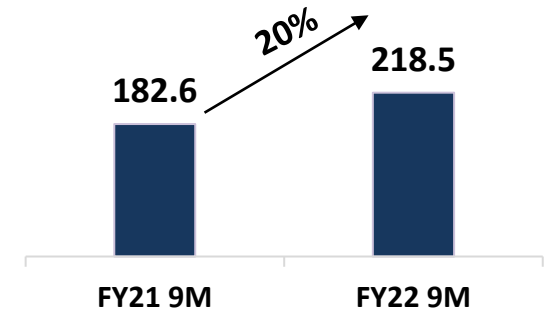
International Formulations (IF)

- **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

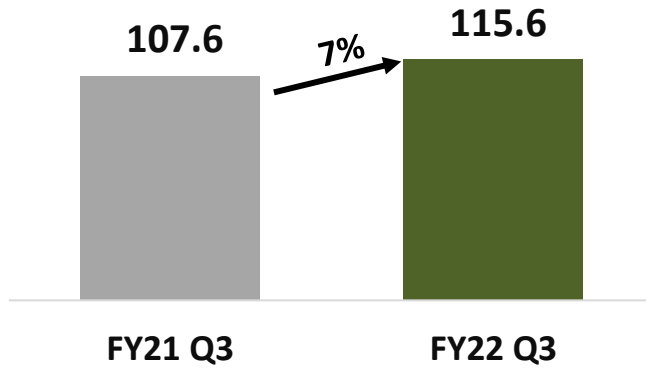
Sales (Rs Crs)



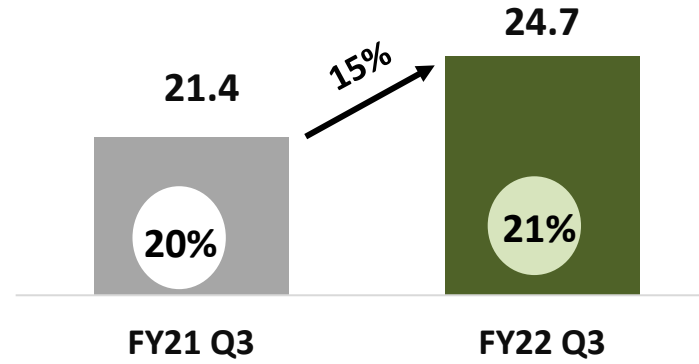
Key Financials : Q3 FY22

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

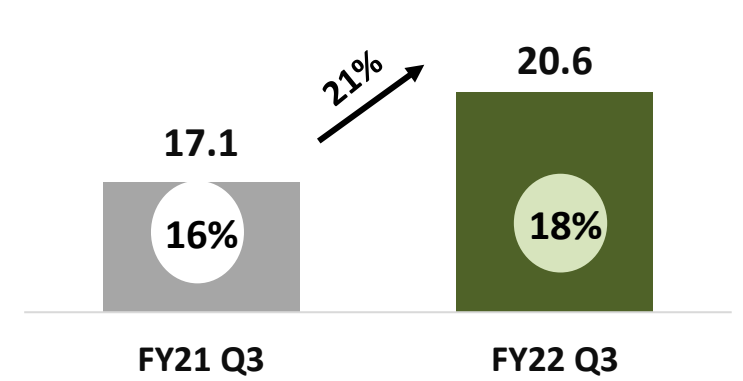
Revenue from Operations ↑



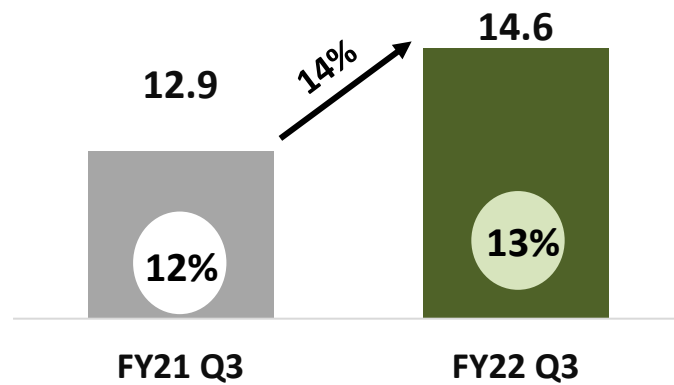
EBITDA & EBITDA Margin ↑



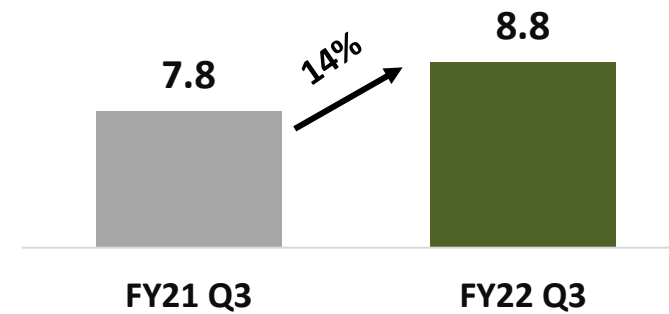
PBT & PBT Margin ↑



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

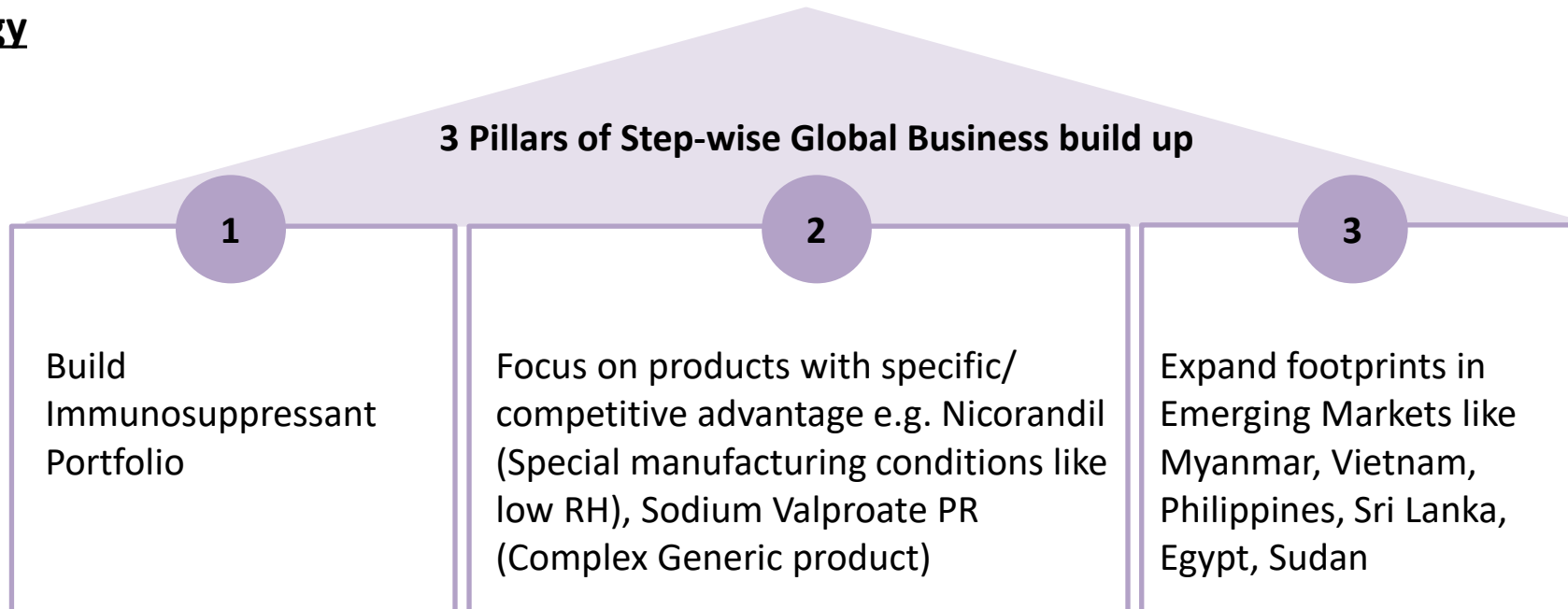
5

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

International Formulations (IF)

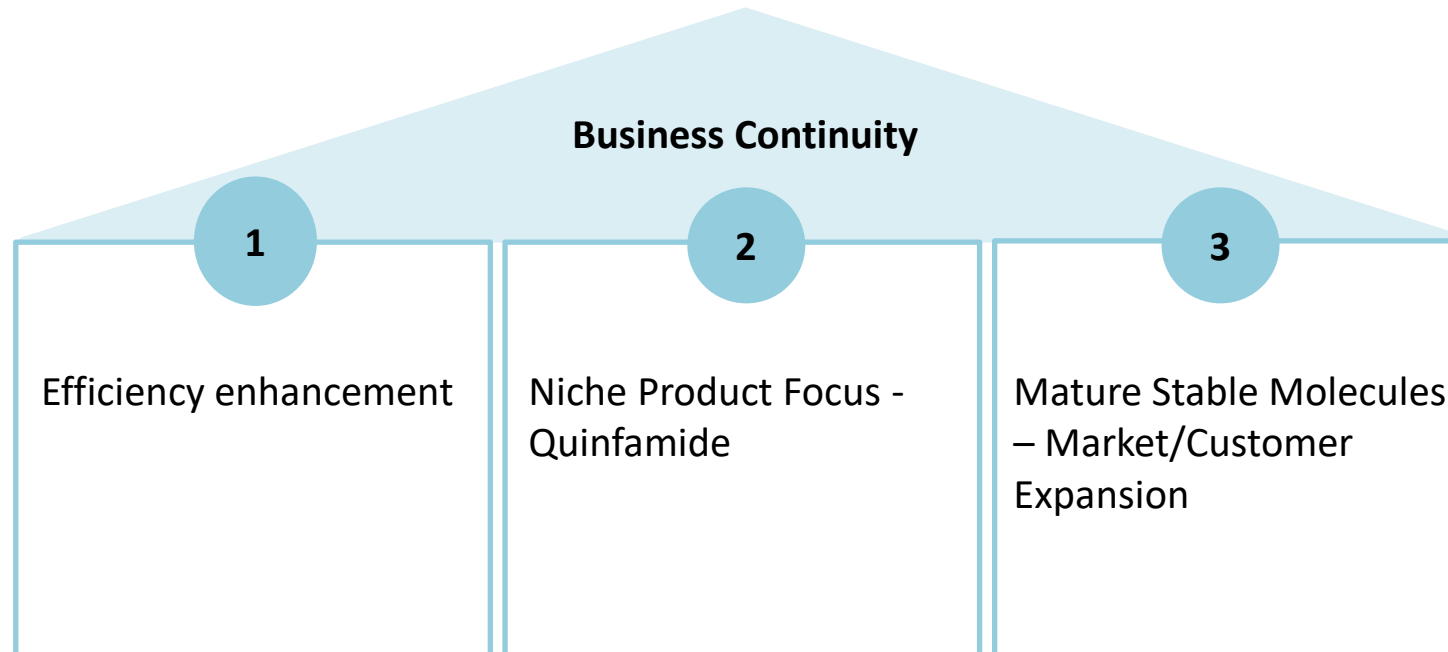
- Strong presence in immunosuppressant segment (Azathioprine)
- Footprints across Regulated and Emerging Markets - Canada, UK, Germany, France, Australia, South East Asia, Africa
- Long lasting, impeccable supply track record and business relationship with some of the leading generic players of the world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

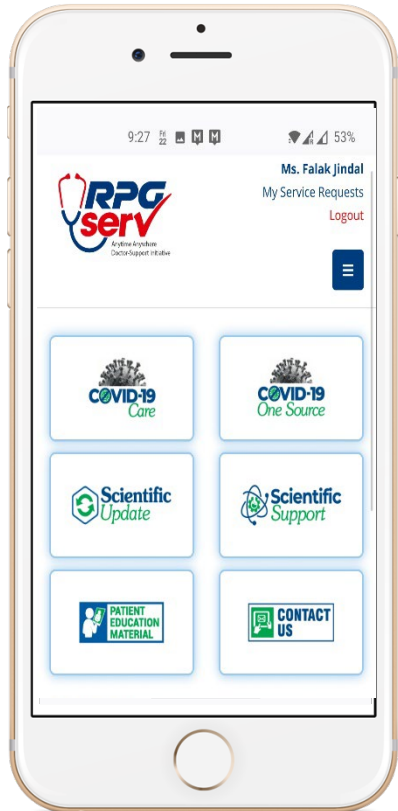


Community Service

- **“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



Ensure 100% double dose vaccination of employees



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



New customer acquisitions in IF and APIs businesses



Accelerate digital transformation initiatives across frontend and backend to transform business



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

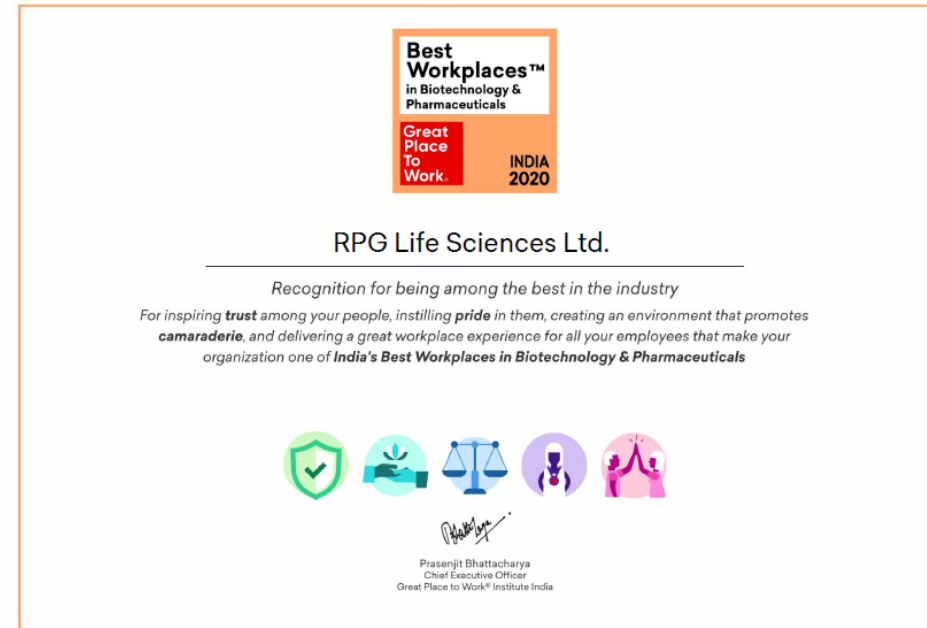


IDMA Corporate Citizen Award 2019

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



THANK YOU