

February 03, 2023

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
Floor 25, P.J. Towers,
Dalal Street,
Mumbai 400 001

Symbol: RPGLIFE

Scrip Code: 532983

Ref: Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015.

Sub: Analyst/ Investors Meet

Dear Sir/Madam,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find below the details of Analyst/Institutional Investors meet which will be participated by the Company along with the presentation to be made at the same:

Date	Host/Event	Venue/Mode
06 th February 2023	Antique Stock Broking Investor conference	Mumbai/In-person

Note: Date is subject to change due to exigencies on the part of the Company/ Organiser.

Kindly take the above on record.

Thanking you,

Yours Sincerely,

For RPG Life Sciences Limited

RAJESH

RAMESH

SHIRAMBEKAR

Digitally signed by
RAJESH RAMESH
SHIRAMBEKAR
Date: 2023.02.03
19:11:58 +05'30'

Rajesh Shirambekar

Head – Legal & Company Secretary






RPG LIFE SCIENCES
An  **RPG** Company
**Investors'
Presentation
9M FY23**

Disclaimer

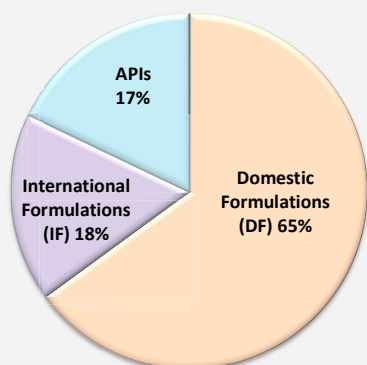
This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial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

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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 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

Domestic Formulations (DF)

Key Therapies	Key Products				
	Existing Portfolio		New Portfolio		
	Immunosuppressants Portfolio	Text Book Brands	Specialty	Chronic	Life Cycle Management (Existing Products)
<ul style="list-style-type: none"> Nephrology Rheumatology Oncology Orthopaedics Gastroenterology Cardiology Diabetology Neuropsychiatry 	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 Izumab Bevacizumab Zestmab Rituximab T-JAKI Tofacitinib iroHigh Ibuprofen Denbri Denosumab	NuGliptin Vildagliptin GliptiNext Tenelegliptin DPO 5/10 Dapagliflozin Azilta Azélinidipine Solifirst Solifenacin Mirasmart S Miracastrol	Azoran 75 Azathioprine 75mg Tablets Aldactone T Aldactone Tablets Aldactone F Aldactone Tablets Naprosyn 250 + Naproxen Tablets ROMILAST-BL Roflumilast Tablets Tricaine Alma 2 Tricaine Tablets Lomofen LB Lofexidine Tablets

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 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 2/3rd 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

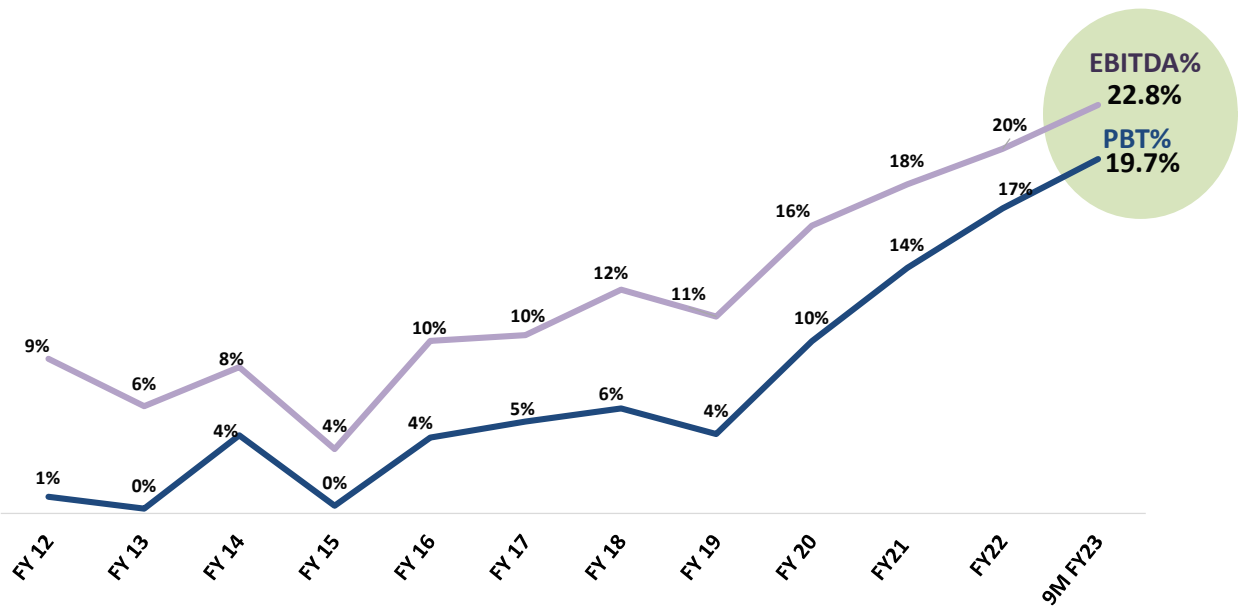
* Domestic Formulations internal growth (9M FY23) **Source: IQVIA TSA MAT Dec'22
An  RPG Company

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***Launched FY19 onwards

Company Financial Performance – Profit Margins

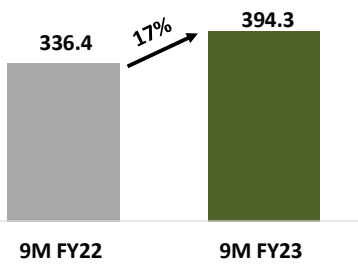
Upward y-o-y Record setting Trajectory continues – EBITDA Margin reaches 22.8% & PBT Margin 19.7%



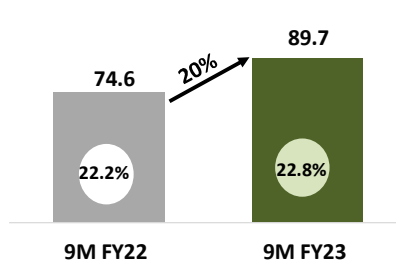
Key Financials: 9M FY23

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

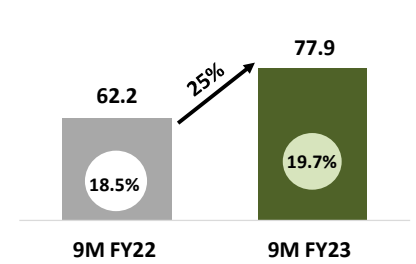
Revenue from Operations ↑



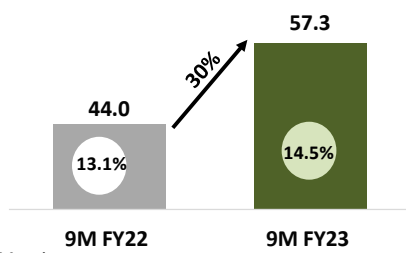
EBITDA & EBITDA Margin ↑



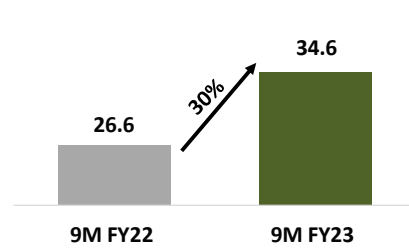
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑

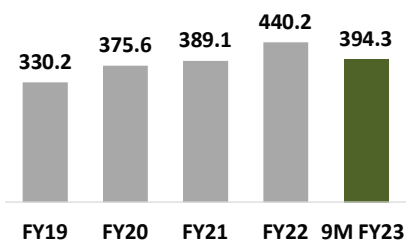


Figures in circle are Margins
An **RPG** Company

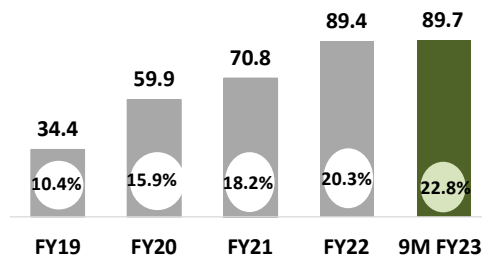
Key Financials' Trends

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

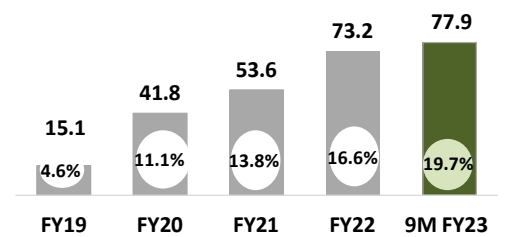
Revenue from Operations



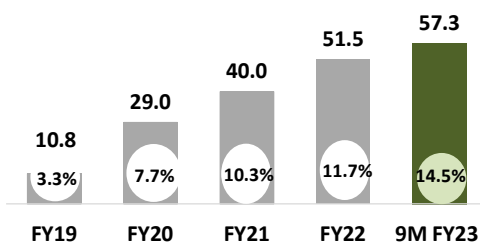
EBITDA & EBITDA Margin



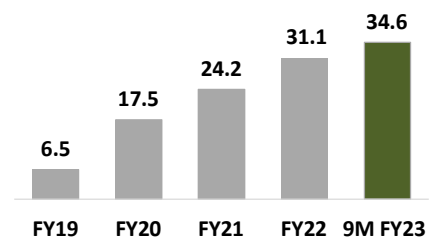
PBT & PBT Margin



PAT & PAT Margin

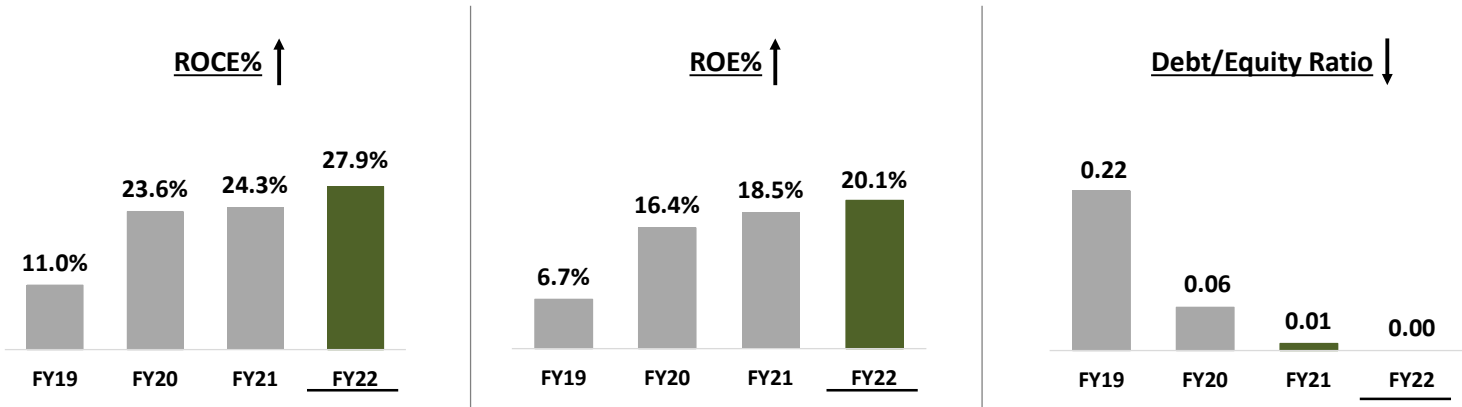


EPS



Figures in circle are Margins
An **RPG** Company

Key Financials' Trends

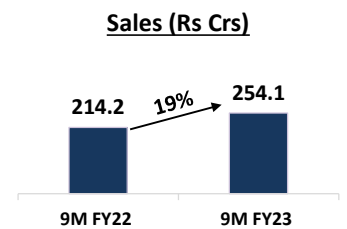


Company continues to remain Debt-free

Business Segment-wise Performance: 9M FY23

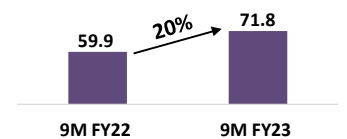
Domestic Formulations (DF)

- **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



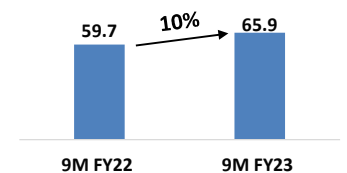
International Formulations (IF)

- **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

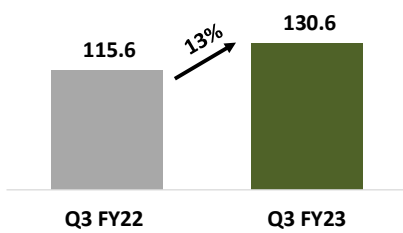


*Launched FY19 onwards

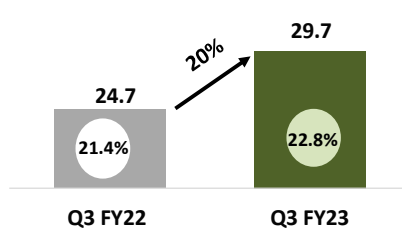
Key Financials: Q3 FY23

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

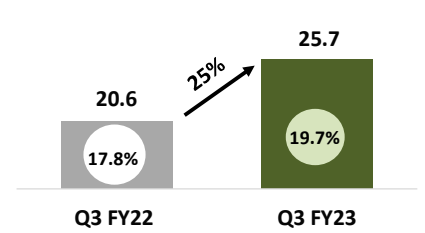
Revenue from Operations ↑



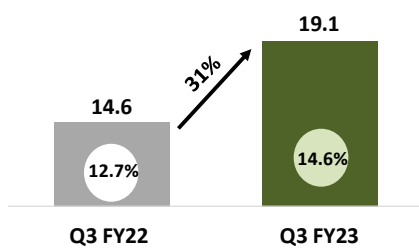
EBITDA & EBITDA Margin ↑



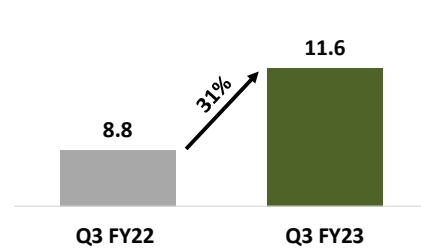
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑



Figures in circle are Margins
An **RPG** Company

RPG Life Sciences ICRA Rating Reaffirmed in FY22

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

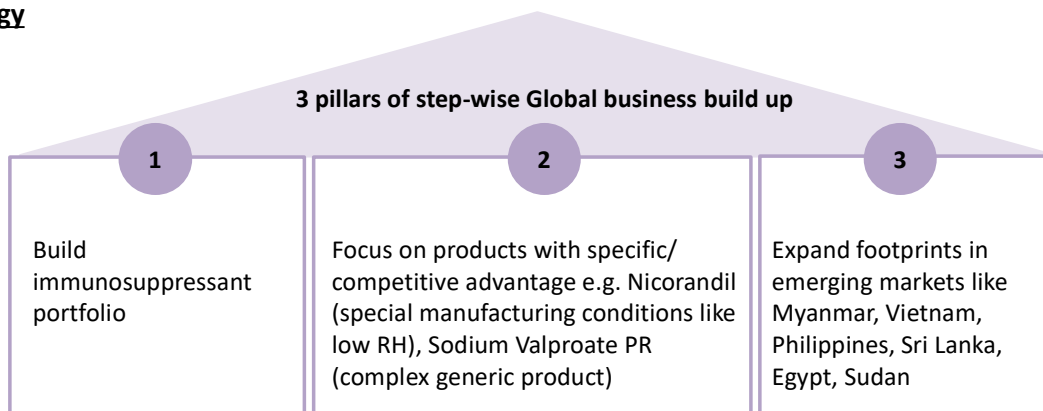
Profitability improvement by opex control, efficient manufacturing operations, sales hygiene as well as profitable product mix

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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

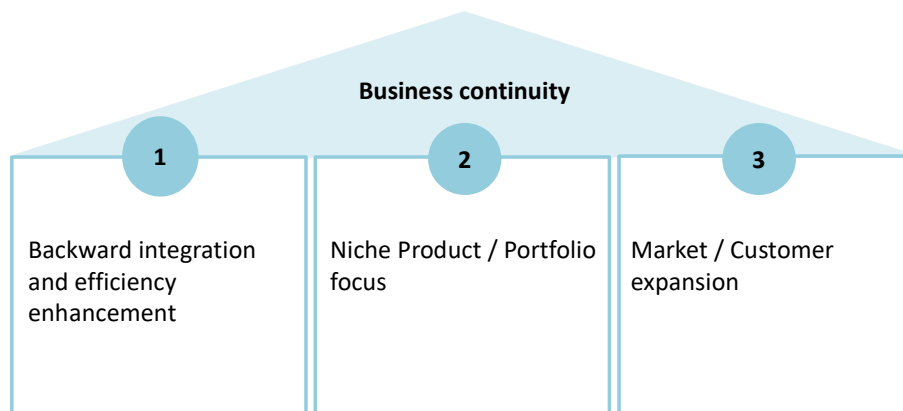


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APIs

- 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



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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
An  Company

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



'RPGS 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



'RPGS 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



'RPGS 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



'RPGS 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



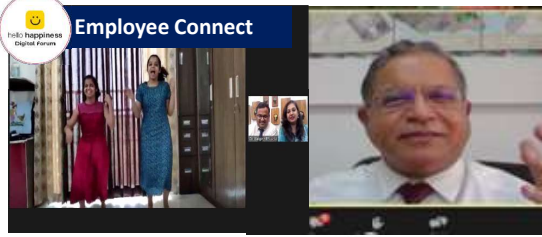
Rewards & Recognition



Employee engagement: Parivar Tyohar Utsav



Idea Generation



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'

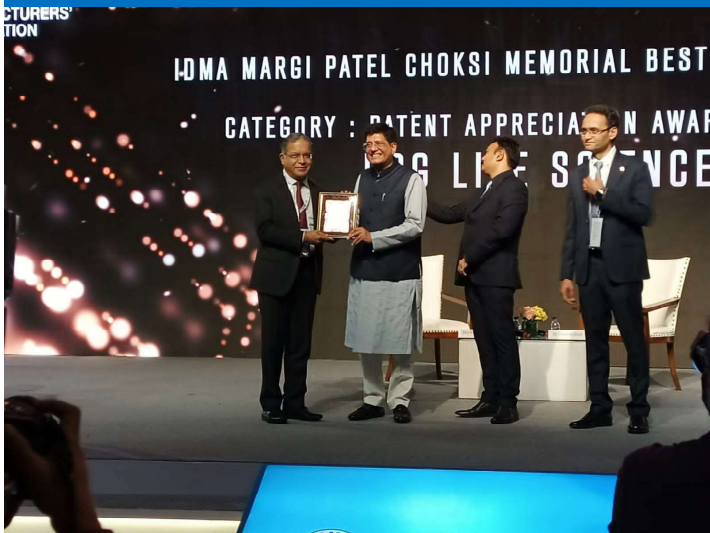
Jamnalal Bajaj Award for Fair Business Practices (2021-22)



RPG Life Sciences Bagged Top Awards from IDMA

Industry Recognition to RPG Life Sciences

Best Patent Award



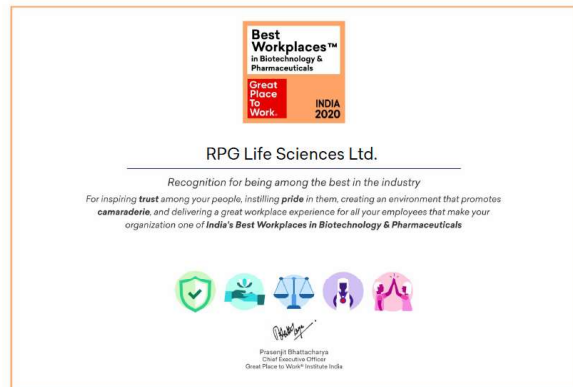
Best Corporate Citizen Award



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




RPG LIFE SCIENCES
An  **RPG** Company
**Investors'
Presentation
9M FY23**

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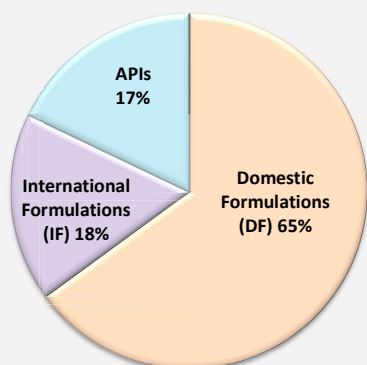
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APIs

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

Domestic Formulations (DF)

Key Therapies	Key Products				
	Existing Portfolio		New Portfolio		
	Immunosuppressants Portfolio	Text Book Brands	Specialty	Chronic	Life Cycle Management (Existing Products)
<ul style="list-style-type: none"> Nephrology Rheumatology Oncology Orthopaedics Gastroenterology Cardiology Diabetology Neuropsychiatry 	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 Izumab Bevacizumab Zestmab Rituximab T-JAKi Tofacitinib iroHigh Ibuprofen Denbri Denosumab	NuGliptin Vildagliptin GliptiNext Teneligliptin DPO 5/10 Dapagliflozin Azilta Azélinidipine Solifirst Solifenacin Mirasmart S Miracastrol	Azoran 75 Azathioprine 75mg Tablets Aldactone T Aldactone Tablets Aldactone F Aldactone Tablets Naprosyn 250 + Naproxen Tablets ROMILAST-BL Roflumilast Tablets Tricaine Alma 2 Tricaine Tablets Lomofen LB Lofexidine Tablets

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, Proprantheline Bromide, Nicorandil, Pantoprazole, Diphenoxylate

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 2/3rd 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

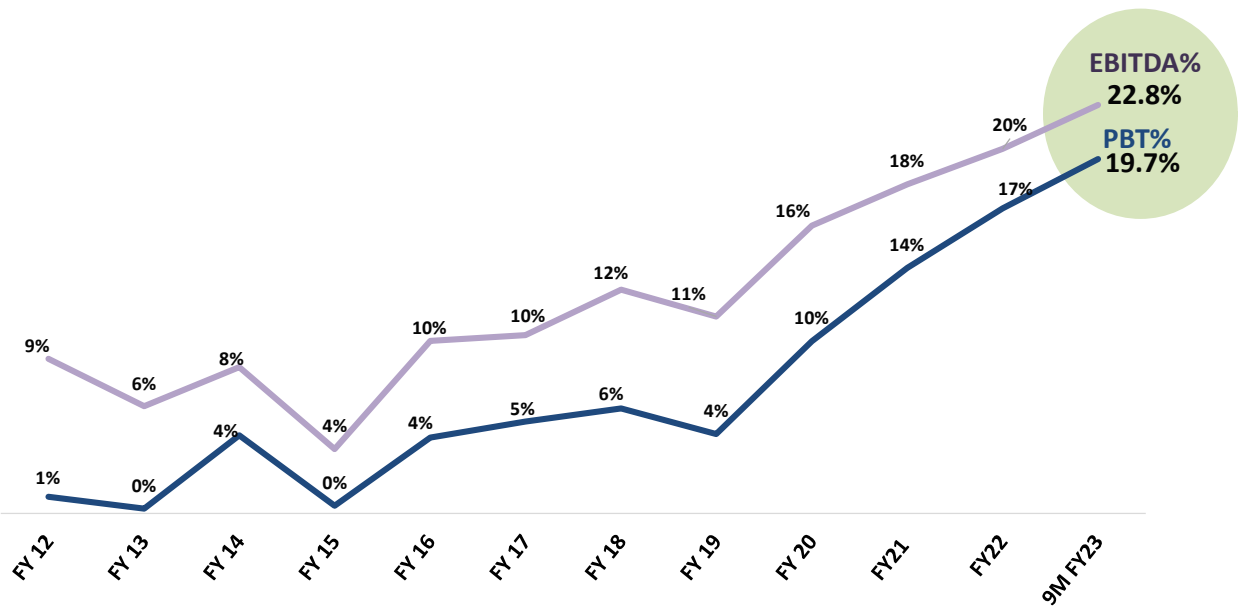
* Domestic Formulations internal growth (9M FY23) **Source: IQVIA TSA MAT Dec'22
An  RPG Company

6

***Launched FY19 onwards

Company Financial Performance – Profit Margins

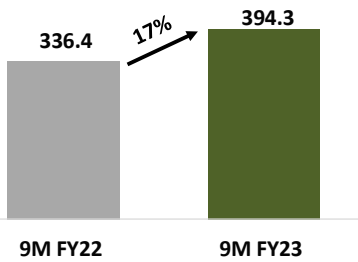
Upward y-o-y Record setting Trajectory continues – EBITDA Margin reaches 22.8% & PBT Margin 19.7%



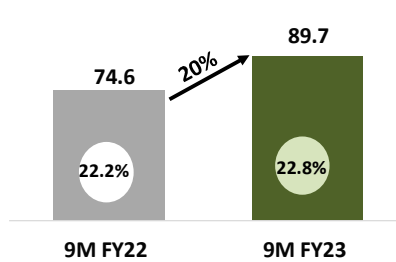
Key Financials: 9M FY23

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

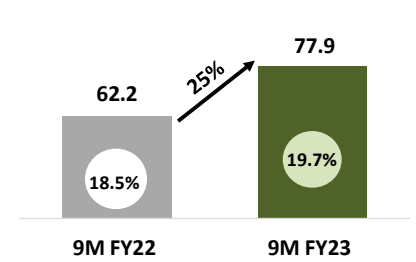
Revenue from Operations ↑



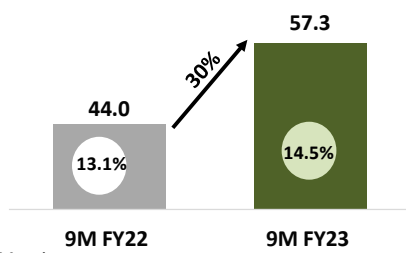
EBITDA & EBITDA Margin ↑



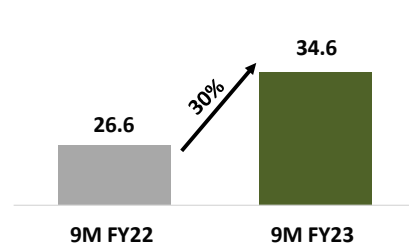
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑

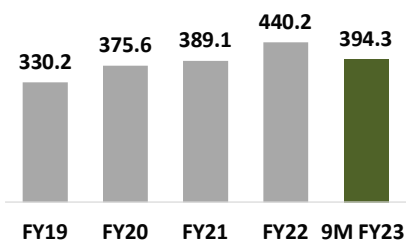


Figures in circle are Margins
An **RPG** Company

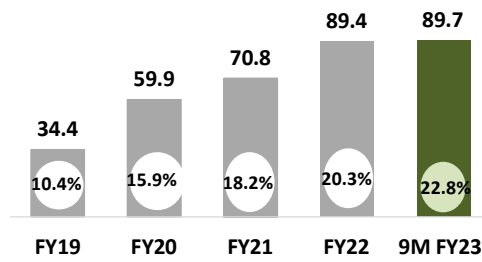
Key Financials' Trends

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

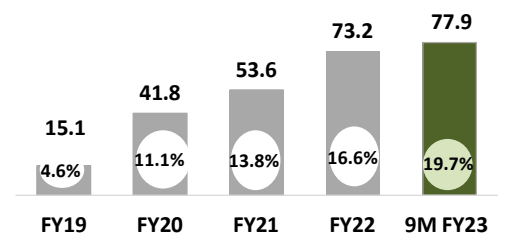
Revenue from Operations



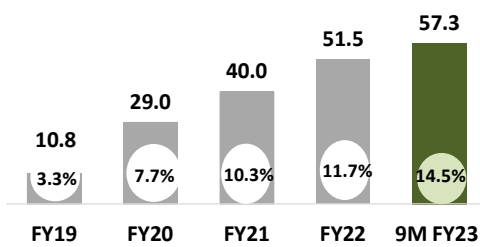
EBITDA & EBITDA Margin



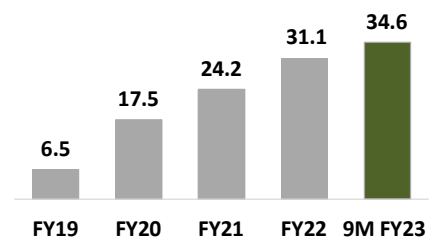
PBT & PBT Margin



PAT & PAT Margin

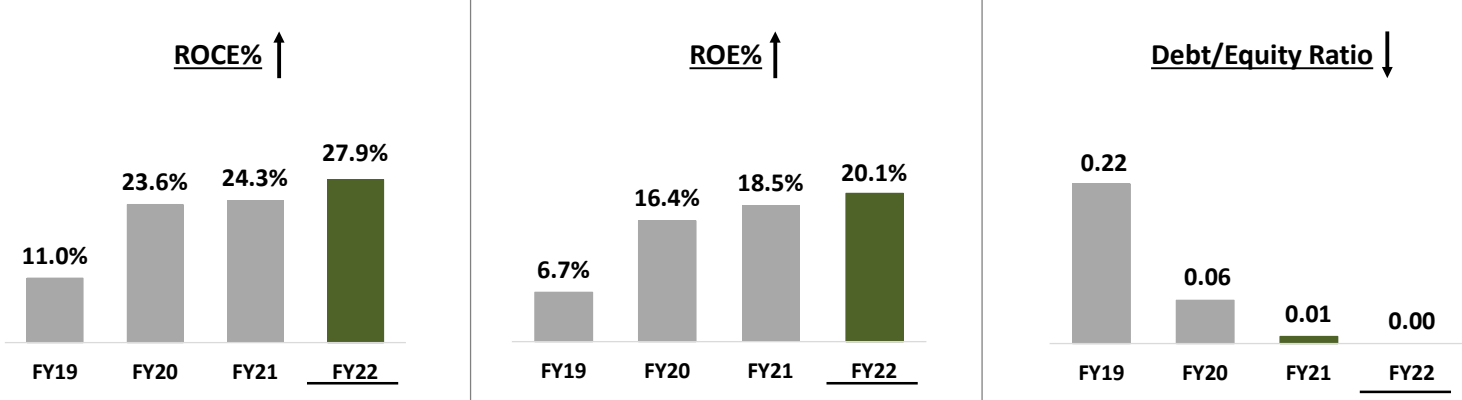


EPS



Figures in circle are Margins
An **RPG** Company

Key Financials' Trends

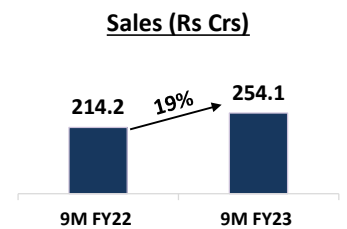


Company continues to remain Debt-free

Business Segment-wise Performance: 9M FY23

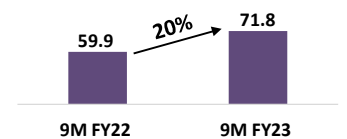
Domestic Formulations (DF)

- **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



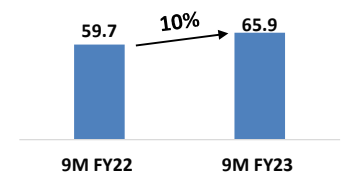
International Formulations (IF)

- **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

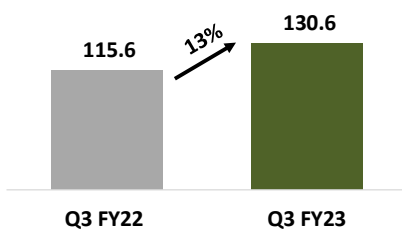


*Launched FY19 onwards

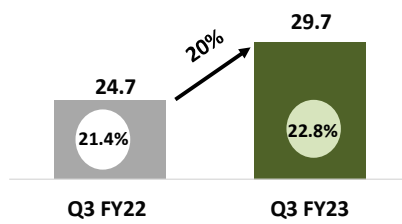
Key Financials: Q3 FY23

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

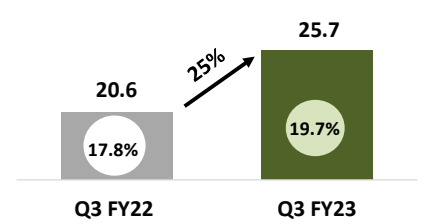
Revenue from Operations ↑



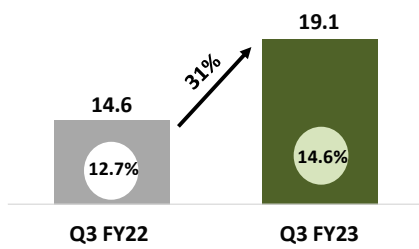
EBITDA & EBITDA Margin ↑



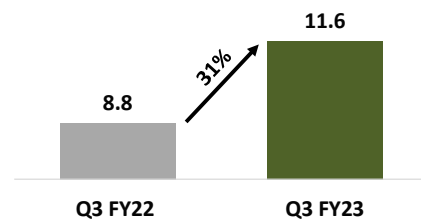
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑



Figures in circle are Margins
An **RPG** Company

RPG Life Sciences ICRA Rating Reaffirmed in FY22

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

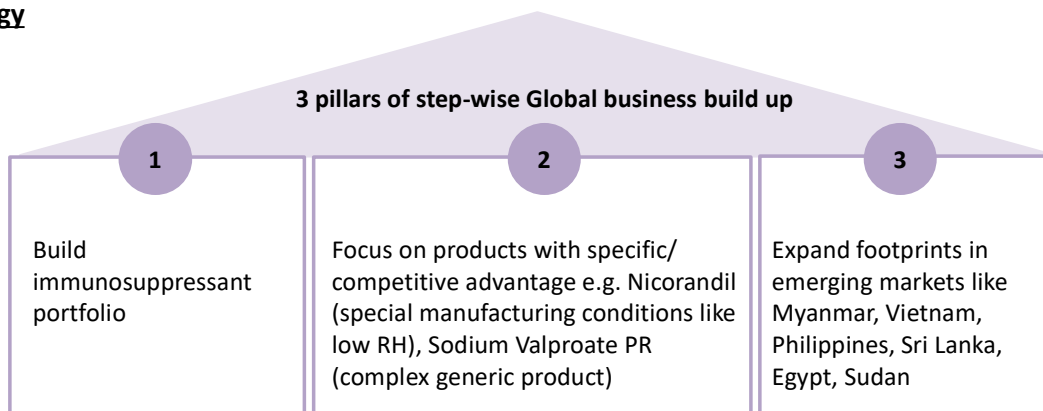
Profitability improvement by opex control, efficient manufacturing operations, sales hygiene as well as profitable product mix

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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

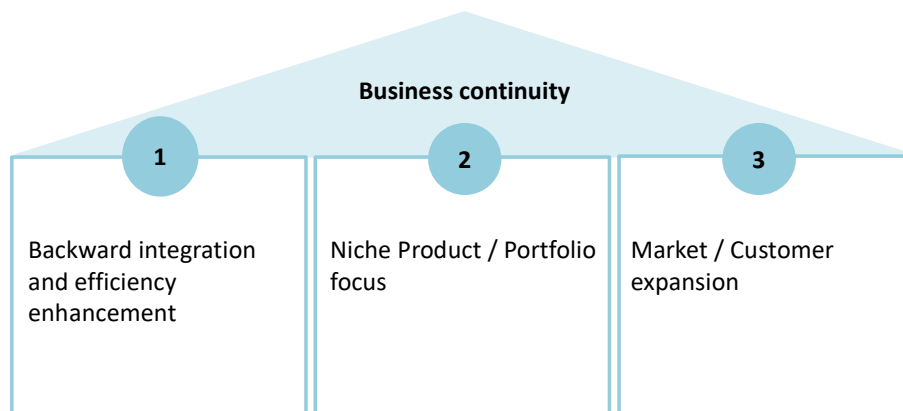


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APIs

- 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



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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
An **RPG** Company

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



'RPGS 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



'RPGS 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



'RPGS 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



'RPGS 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)



WE SKILL YOU GROW
Skilling



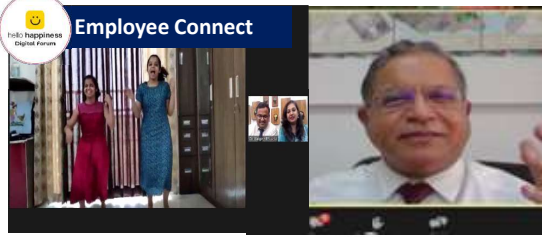
HEROES
Rewards & Recognition



Idea Generation



SMILE OF PARIVAR
Employee engagement: Parivar Tyohar Utsav



For all happiness Digital means
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'

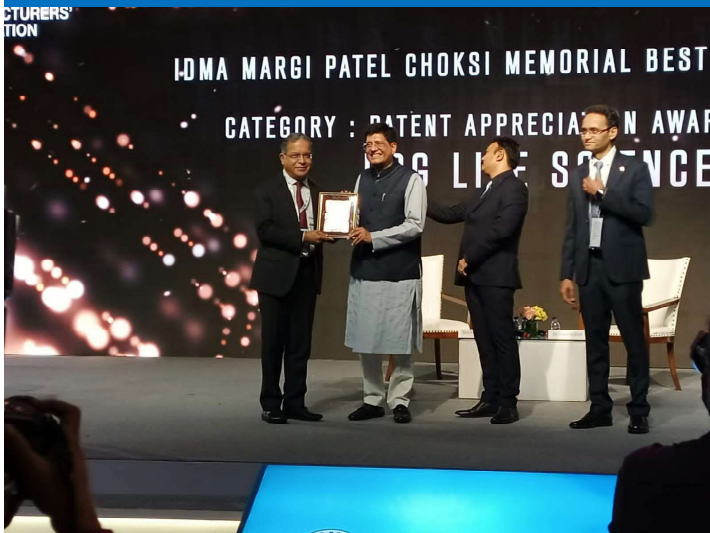
Jamnalal Bajaj Award for Fair Business Practices (2021-22)



RPG Life Sciences Bagged Top Awards from IDMA

Industry Recognition to RPG Life Sciences

Best Patent Award



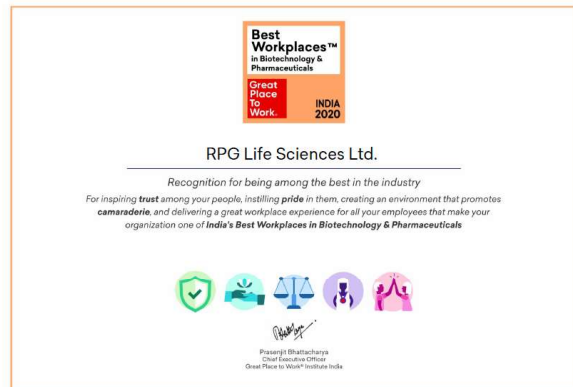
Best Corporate Citizen Award



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