



August 27, 2024

Listing Department  
**BSE LIMITED**  
P J Towers, Dalal Street,  
Mumbai-400 001

**Code: 532321**

Listing Department  
**NATIONAL STOCK EXCHANGE OF INDIA LIMITED**  
Exchange Plaza, C/1, Block G,  
Bandra-Kurla Complex,  
Bandra (E),  
Mumbai-400 051

**Code: Zyduslife**

**Re.: Investor Presentation for Investor Conference**

**Ref.: Our earlier letter dated August 21, 2024**

In continuation to our earlier letter dated August 21, 2024, please find attached the presentation to be made during the investors' meet from August 28, 2024 to August 29, 2024.

Please bring the aforesaid update to the notice of the members of the exchange and the investors' at large.

Thanking you,

Yours faithfully,  
For, **ZYDUS LIFESCIENCES LIMITED**

**DHAVAL N. SONI**  
**COMPANY SECRETARY**

**Encl.:** As above

**Zydus Lifesciences Limited**

Regd. Office : 'Zydus Corporate Park', Scheme No. 63, Survey No. 536, Khoraj (Gandhinagar), Nr. Vaishnodevi Circle,  
S. G. Highway, Ahmedabad-382 481, Gujarat, India. | Phone : +91-79-71800000, +91-79-48040000  
website : [www.zyduslife.com](http://www.zyduslife.com) | CIN : L24230GJ1995PLC025878





# Zydus Lifesciences Limited

Investor Presentation

August 2024

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## A Leading Lifesciences Player



~ US\$ 2.35 bn  
Revenues<sup>1</sup> in  
FY24

US\$ 650 mn  
EBITDA<sup>1</sup> in FY24  
(27.5% margin)



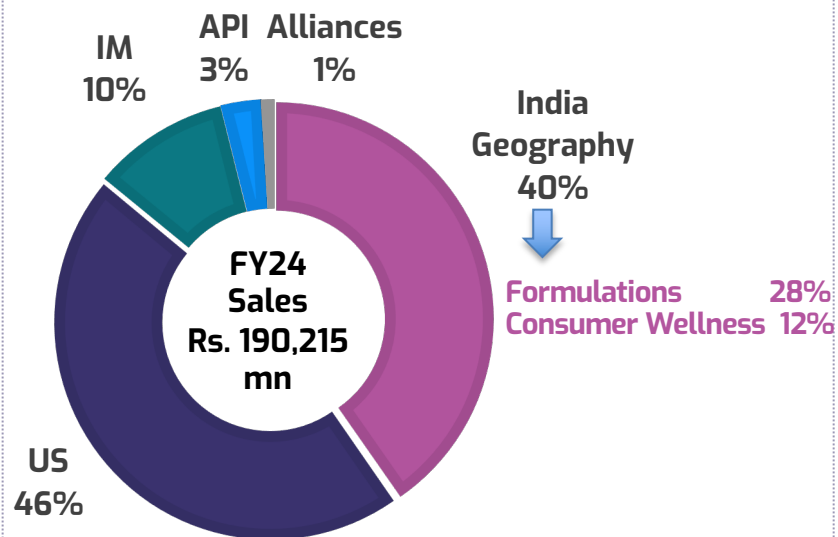
US\$ 158 mn  
R&D spend<sup>1</sup> in  
FY24  
(6.7% of revenues)



US\$ 14.1 bn  
Market cap<sup>2</sup>



## With a Global Footprint



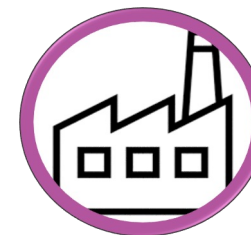
## Having Leadership in key markets

Leading  
Player in Indian  
Pharma Market

#1  
in 5 out of 6  
wellness brands<sup>4</sup>

#5  
in the US Gx  
market  
(by prescriptions<sup>3</sup>)

## Aptly Supported by

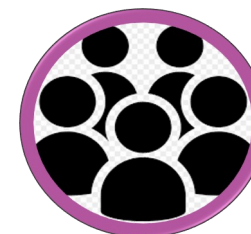


37  
Manufacturing  
facilities

8  
R&D Centers



27000+  
Zydans



1. At an exchange rate of Rs.82.8/ US\$

2. As on 23<sup>rd</sup> August, 2024 at an exchange rate of Rs. 83.9/ US\$

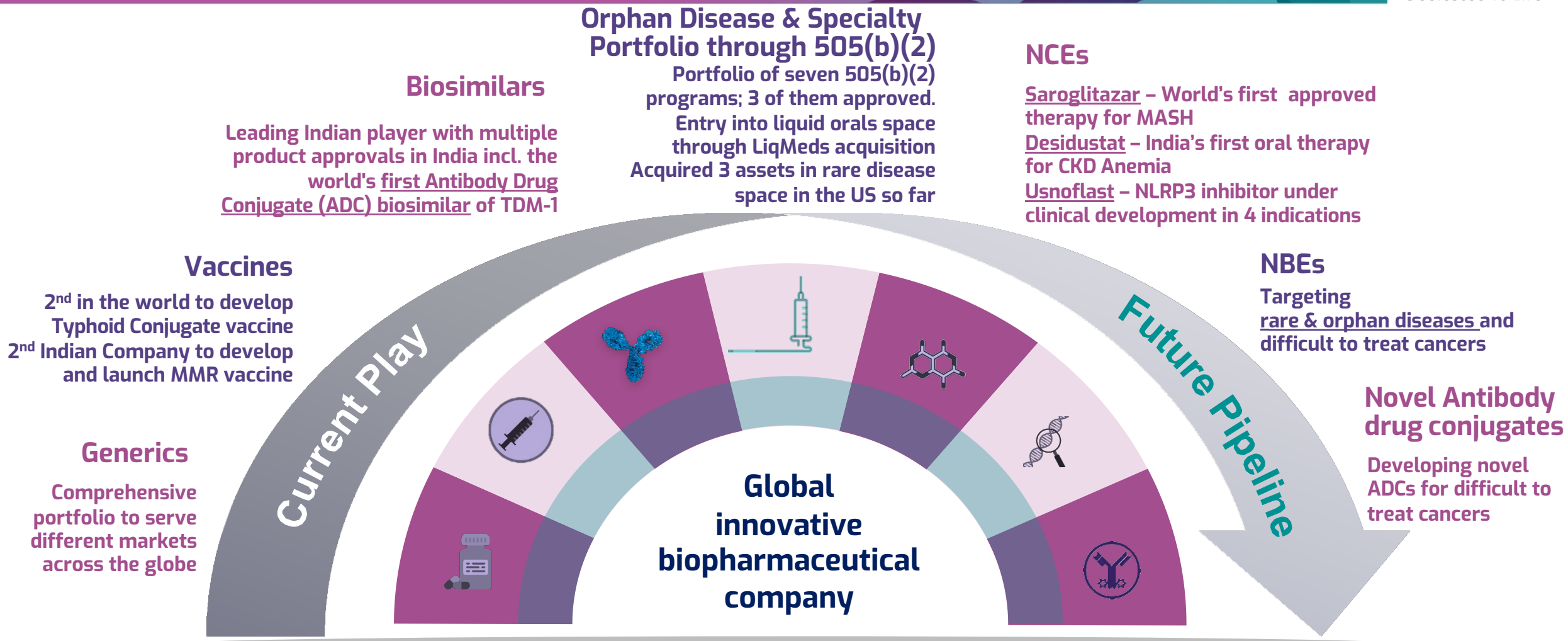
3. IQVIA MAT June 2024 TRx

4. Nielsen and IQVIA MAT June 2024



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# Innovation Updates



Our vision is to improve accessibility and affordability of novel therapeutics, biologicals, and antibody drug conjugates for the patients across the globe

## Transforming the portfolio towards next phase of growth

	From	To
Focus	<ul style="list-style-type: none"> <li>Volume-centric</li> </ul>	<ul style="list-style-type: none"> <li>Value centric, differentiated products</li> </ul>
Strategy	<ul style="list-style-type: none"> <li>Generics</li> </ul>	<ul style="list-style-type: none"> <li>Generics, Complex generics, CGT, Drug devices</li> </ul>
Business Model	<ul style="list-style-type: none"> <li>In-house development</li> </ul>	<ul style="list-style-type: none"> <li>In-house development and partnerships</li> </ul>
Diversification	<ul style="list-style-type: none"> <li>Dosage forms with internal capabilities</li> </ul>	<ul style="list-style-type: none"> <li>Venture into new areas like Inhalation through partnerships</li> </ul>

## Leveraging the licensing strategy for technically complex products with large opportunity size

- Market Exclusivity** NCE-1, First-to-file
- Low Competition** CGT/ First Generic
- Complex Technology** Products focused in oncology, Novel polymorph, API sameness / characterization
- Drug Device Combination** High entry barrier, Long-Acting Products
- Niche therapy area** Rare diseases

## Products under development for filing over next 5 years

Product Type	No. of Products
Drug Device	7
Long-Acting Injections	5
NCE-1/ Other FTF	52
Para III/ IV	48
Open Opportunity	87





**199**  
**Products**  
 with addressable  
 market size of  
 ~ **US\$ 120 bn**

# India Portfolio: Value creation through new launches keeping innovation and affordability at core

First-in-India, Day-1 launches and next generation Drug Delivery platforms will be one of the key growth drivers

Multiple initiatives being undertaken towards ensuring access and affordability to patients and meet their healthcare needs

## India Innovation Portfolio in Near – Mid Term

	No. of Products	Focused TA
 FTI Opportunities	47	Respiratory, Gynecology, Oncology, Cardio-Metabolic, Gastro-Intestinal
 Day-1 Launches	28	Respiratory, Oncology, Gynecology, Cardio-Metabolic
 Next Gen. Devices	11	Respiratory, Gynecology, Pain Management
 Differentiated Gx / LCM	24	Respiratory, Gynecology, Cardio-Metabolic, Gastro-Intestinal, Oncology, Pain Management, Derma

**Addressable Market** ~ Rs. 60 bn

- Working closely with Health-care Professionals (HCPs) to better understand **evolving medical practices**
- Evaluating multiple **in-licensing opportunities** with global players to meet unmet healthcare needs
- Developing **novel solutions** keeping in mind the **patient convenience**
- Developing **novel packaging solutions** for **better customer experience**
- Increase **Awareness** to drive greater penetration of diseases by supporting **diagnosis**, particularly for unmet medical needs (like MASH, MAFLD)

Novel Approved Products



**First NCE Approved/ Launched In India**  
**Bilypsa®** for MAFLD and MASH  
**Lipaglyn®** for Hypertriglyceridemia,  
 Type 2 Diabetes and Diabetic  
 Dyslipidaemia



**Oxemia™ first oral** alternative to  
 injectable ESAs in India; launched in  
 March 2022



- **World's first novel cocktail RmAbs**
- Novel rabies mAb cocktail containing docaravimab and miromavimab

## NCEs Pipeline

Project	Target	Indication	Drug Disc.	Lead Optim.	Pre-clinical	IND	Phase I	Phase II	Phase III	NDA	Launch
Saroglitazar	PPAR- $\alpha/\gamma$ agonist	PBC & MASH (for US)						MASH	PBC		
Desidustat	HIF-PHI inh.	CIA (for US)									
Usnoflast	NLRP3 inh.	ALS									
		Parkinson's Disease									
		CAPS									
		UC									
ZYATI	Rare diseases										
ZRC3306	Dyslipidemia										
ZY19489	Anti- Malaria (In collaboration with MMV)										

## NBEs/ ADCs Pipeline

Programs	Therapy Areas			
4 NBEs	Autoimmune disease	Nephrology	Hematology	Infectious Disease
4 ADCs	High unmet need for cancers			

## Saroglitazar Magnesium

### PBC / MASH Global Market Opportunity



Market size by 2029  
PBC: US\$ 1.7 bn  
MASH: US\$ 27.2 bn



*US would contribute majority of WW sales*



### Primary Biliary Cholangitis (PBC)

- A **rare, progressive auto-immune** disease which affects **women**, with **1 in 1000** women **over 40 years** of age being affected.
- The molecule holds an **Orphan Drug Designation (ODD)** from both the **USFDA** and the **EMA** and **Fast-Track Designation** from the **USFDA**.
- **Completed** patient recruitment for **EPICS III™ Phase II(b)/ III clinical trials** for the US market.
- The trials would study the **effects** of a **molecule** relative to **placebo over 52 weeks** across 100 sites.



### Metabolic Dysfunction-Associated Steatohepatitis (MASH)

- A **progressive liver disease** which is estimated to affect **over 5%** of the **US adult population**
- Following the successful launch in India, the molecule is undergoing **clinical trials** for the **US** market.
- **Completed** patient recruitment for **EVIDENCES-X™ Phase II(b) clinical trials** for the US market.
- The clinical trial protocol encompassed **52 weeks paired biopsy study** to evaluate **resolution of MASH** and **F2/F3 Fibrosis**.

# NCE – Desidustat: First novel oral alternative to injectable ESAs approved in India for anemia in CKD patients



~**17%** Prevalence of CKD patients in INDIA

- Provided relief to **over 45000 patients**
- **Phase IV** clinical trials viz. **DREAM-CKD** to generate **real world evidence** of the molecule in patients with CKD induced anaemia is **going on at present**



~ **1500**

Patients explored in CTs



**15+**

Publications & Research articles



~**132 Mn** People are estimated to be living with CKD in CHINA

- Granted an **exclusive license** to the molecule to China Medical System Holdings Limited (CMS) for **China, Hong Kong, Macau and Taiwan** markets.
- **New Drug Application (NDA)** by CMS has been **accepted** by the National Medical Products Administration of China (NMPA).
- **China phase III trial** demonstrated **positive** results. The primary endpoint indicated that **Desidustat is more effective** than placebo in **increasing Hb level**.

Evaluating opportunities for expansion into new international markets



# Biosimilars: Amongst largest players in India; increasing reach in Emerging markets

## Largest biosimilar portfolio and pipeline

### 13 biosimilars launched/ approved

<b>Oncology – 5</b>	Pertuzumab (Approved), Trastuzumab, Bevacizumab, Trastuzumab Emtansine, Peg-asparagase,
<b>Auto-immune – 1</b>	Adalimumab
<b>Bone Health – 1</b>	Teriparatide
<b>Fertility – 1</b>	r-FSH
<b>Onco. Supportive – 2</b>	G-CSF, Peg-GCSF
<b>Others – 3</b>	EPO, IFN $\alpha$ -2b, PEG-IFN

### 11 Biosimilars in Pipeline

Oncology – 7

Respiratory - 2

Osteo – 1

Opthal – 1

Zydus' current pipeline of 11 Biosimilars have almost tripled in size in the last five years and now targets portfolio worth of **~100 US\$ billion** by 2028

• Source: Team analysis; Internal Data, markets and markets, Cortellis

## Domestic market

### Recent Approvals



In India, Zydus is a leading player in Oncology

World's first biosimilar Antibody Drug Conjugate of **Trastuzumab Emtansine**



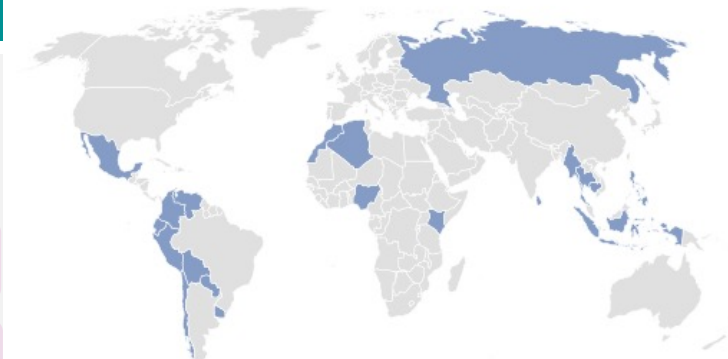
## International markets

Expanding in ~23 countries with more than 20 partners who are regional market leaders

### Recent Approvals



**Ecuador:** Trastuzumab, Adalimumab  
**Myanmar:** Bevacizumab



**20+**

Vaccine products in portfolio

**Multiple types**

Of offerings

**7**

Manufacturing (5) and  
R&D (2) Facilities

**Dedicated**

Pool of scientists and  
workforce

## Vaccine innovation comes from two R&D centers focused on developing newer vaccines...



**Vaccine Technology Centre (VTC)**  
Ahmedabad, India

- Vaccine R&D center for discovery, processing and analytical development of different vaccines- viral, bacterial and recombinant.
- Dedicated QC unit along with manufacturing, formulation, filling and lyophilization sections for various types of vaccines.



**Etna Biotech**  
Catania, Italy

- R&D centre in Catania-Italy. Competent in vaccines and immuno-therapeutics research for infectious and other chronic illnesses.
- Primarily focuses on discovery research.

# Vaccines: Comprehensive portfolio with platform diversity

1<sup>st</sup>

Indian company to have indigenously developed H1N1 vaccine

2<sup>nd</sup>

In the world to develop Typhoid conjugate vaccine






2<sup>nd</sup>

Indian company to indigenously develop and launch MMR vaccine

1<sup>st</sup>

Company globally with an approved pDNA vaccine for human use

- ✓ WHO PQ-ed Rabies vaccine
- ✓ Submitted TCV for WHO-PQ

	 <b>Live Attenuated</b>	 <b>Inactivated</b>	 <b>Sub-unit</b>	 <b>Inactivate Toxins</b>	 <b>Others</b>
<b>Approved</b>	<p><b>Live viral (Cell culture)</b> Measles, MR, MMR Varicella</p> <p><b>Live viral (Chicken Embryo Fibroblast)</b> Mumps</p>	<p><b>Inactivated viral (Egg based)</b> Swine flu (H1N1) Seasonal influenza Rabies (WHO-PQ)</p>	<p><b>Recombinant (VLP)</b> Hepatitis B</p> <p><b>Polysaccharide</b> Typhoid Vi</p> <p><b>Polysaccharide conjugate</b> Typhoid (Vi-TT) (WHO-PQ submitted)</p>	<p><b>Toxoid</b> Tetanus Diphtheria</p>	<p><b>pDNA Vaccine</b> ZyCoV-D</p> <p><b>Combination vaccine</b> DTwP DTwP-Hib-Hep B Td</p>
<b>Under development</b>	<p><b>Combination Live Viral vaccine</b> MMRV (Phase I clinical)</p>	<p><b>Inactivated viral (Cell culture)</b> Hepatitis A (Phase I Clinical) Chikungunya (Pre-Clinical)</p>	<p><b>Recombinant (Prokaryotic)</b> Hepatitis E (Phase II clinical)</p> <p><b>Virus Like Particles (VLP)</b> Human papillomavirus(Pre-Clinical)</p> <p><b>Polysaccharide conjugate</b> Bivalent Typhoid (Phase I clinical)</p>		<p><b>Platforms</b> Virosomes Measles Vectored backbone</p>

# Zydus' Innovation Engine is fueled by Centers of Excellence

**NCE / NBE Research**



**Biotech Research**



**Etna Biotech**



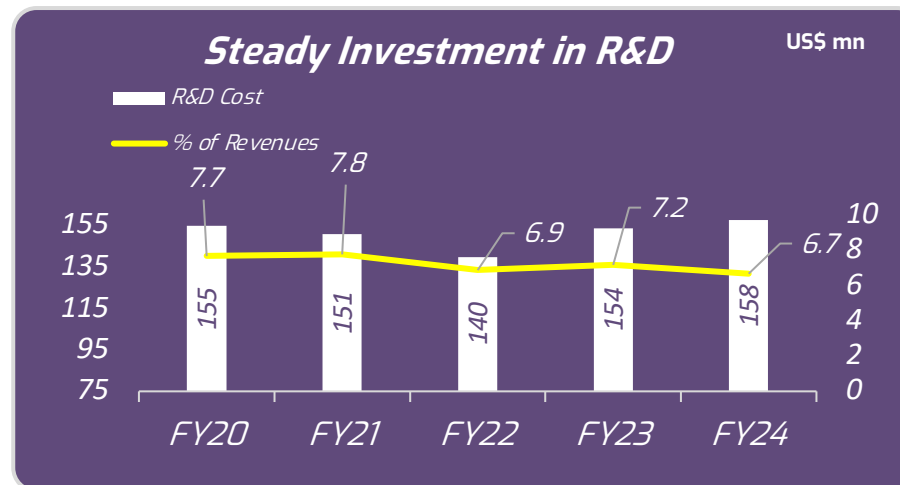
**API Research**



**Vaccines Research**



**Formulation Development**



**1400+ Scientific Pool**

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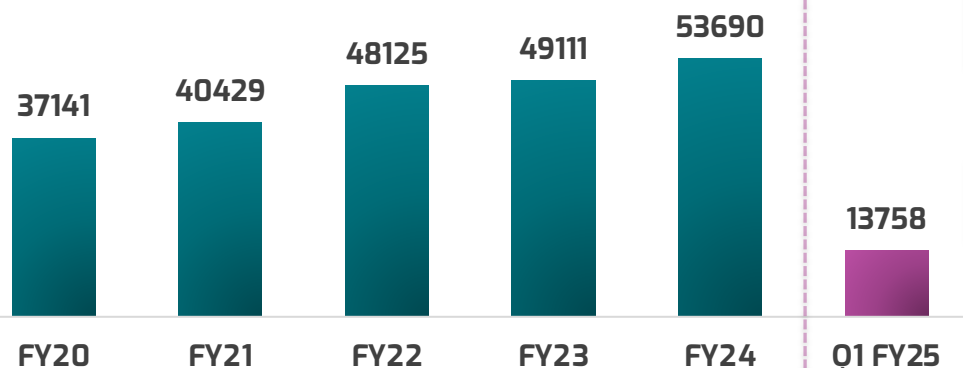
# Business Updates





## Branded business continues to deliver healthy growth

India Formulations Sales (Rs. mn)



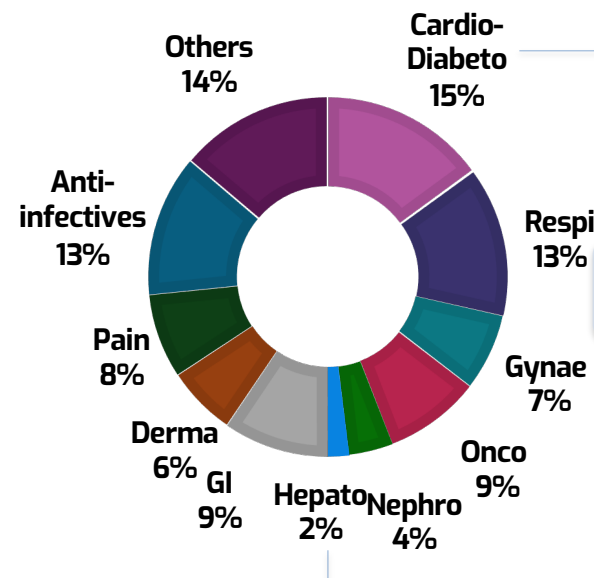
10% CAGR  
(FY20-FY24)

12% YoY Gr  
in Q1 FY25



## Strong presence in progressive therapy areas

Therapy-wise Break-up of Zydus' revenues<sup>1</sup>



### Progressive TAs

- 50% of total revenues vs. 49% last year
- Grew 8% vs. total portfolio growth of 6%



## Successfully built bigger brands over the years

Brand Value	# Brands - MAT Jun 20	# Brands - MAT Jun 24
> Rs. 1000 mn	3	10
Rs. 500 - 1000 mn	11	23
Rs. 250 - 500 mn	31	34
<b>Total</b>	<b>45</b>	<b>67</b>

(Source: IQVIA)

1. IQVIA MAT June 2024

### Overall performance in IPM<sup>1</sup>

- 2.9% market share in IPM
- 7 brands among top 300 brands of IPM
- 41.3% - share of chronic therapies, up 430 bps over last 3 years
- Grew faster than IPM in Anti-diabetic, Respiratory, Pain Mgt., Anti-infectives and super specialty areas of Oncology and Nephrology



## Increasing contribution of Innovation portfolio



- Among **top 5 brands** of Zydus<sup>1</sup>
- Consistent increase in ranking over the years
- **40% increase** in **patient base** in FY24
- Significant **increase in prescribers** and **volumes** since launch
- **Surge in market share** post **inclusion in guidelines** for **MAFLD** and **MASH** by INASL<sup>2</sup>
- **Secondary sales of Rs. 598 mn, up >100%** in last 12 months<sup>1</sup>



- Launched in FY22. **First biosimilar** of an ADC drug **TDM-1**
- Rapid **volume expansion** driven by **affordability**
- Access to **> 4000 patients** every year since launch



- **First novel oral alternative** to ESA
- Substantial increase in patient base since its launch in FY22
- Provided relief to **over 45000 patients**



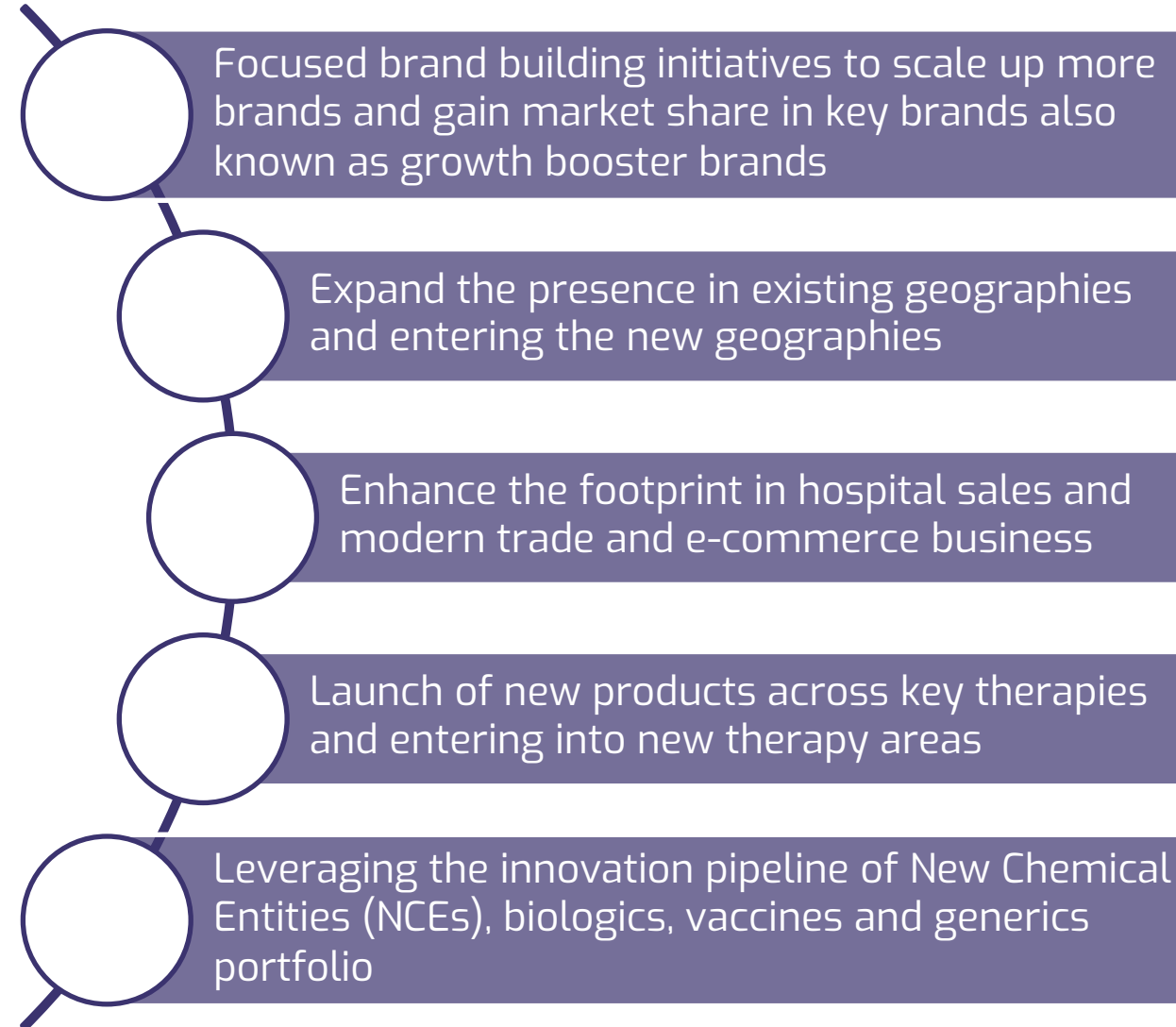
## Other Key brands driving the growth



1. IQVIA MAT June 2024

2. INASL - Indian National Association for the Study of Liver

## Growth Strategies

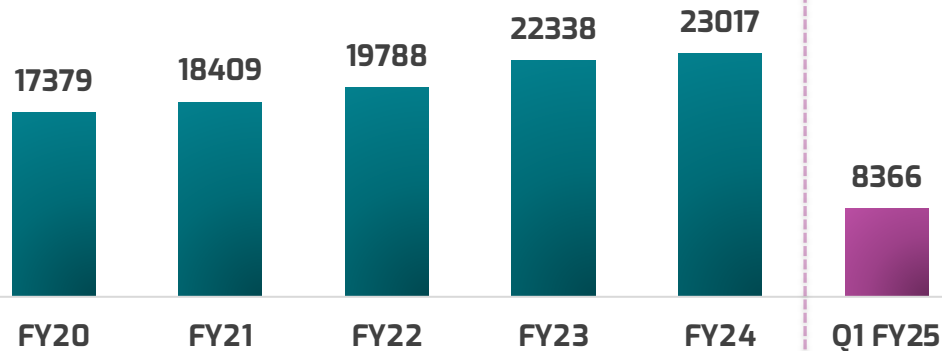






## Building sustainable business over the years

Consumer Wellness Sales (Rs. mn)



7% CAGR  
(FY20-FY24)

21% YoY Gr  
in Q1 FY25



## Strengthen "Energy" credential with new launches and new consumers

- Category leading brand with 99% plus brand recall
- ~ 60% market share<sup>1</sup> in the category



## Sustained improvement in brand penetration

- Focused on scientifically proven claims on memory and concentration and enhanced chocolate taste
- 63% more protein than regular health drink
- Forayed into immunity space with launch of Complan Immuno-Gro



## 5 out of 6 brands are market leaders<sup>1</sup>

### A Leader getting stronger

- Heritage of over 65 years
- Driving prickly heat powder category penetration
- Volume market share up from 29.6% in 2018 to 36.4%<sup>1</sup>

### Growing Faster than Market

- Widening the portfolio basket
- Scrub and Peel-off continue to maintain #1 position with growth in volume market share<sup>1</sup>



## Replacing sugar in all forms of Consumptions

- India's first low calorie sugar substitute with over 95% share<sup>1</sup>
- Sugar Free Green continues to grow in double-digit since last 13 quarters
- Potential to be amongst top 3 global brands



## Building 'Dairy + Spread' portfolio

- Consistent strong volume growth; widening the portfolio
- Leveraged milk sourcing to expand dairy segment with Doodhshakti Ghee in retail and institutional channels and pro-biotic butter



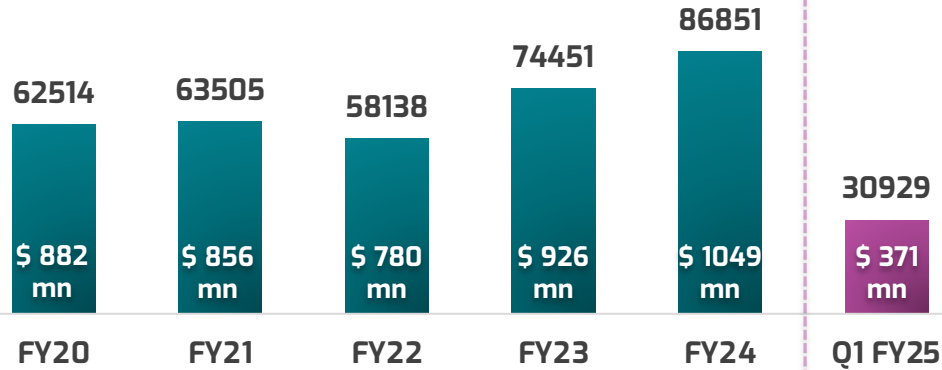


# US formulations: Focused execution powered by a rich portfolio



## Robust performance backed by comprehensive portfolio

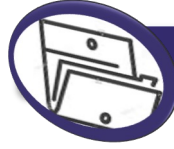
US Formulations Sales (Rs. mn)



9% CAGR (FY20-FY24)

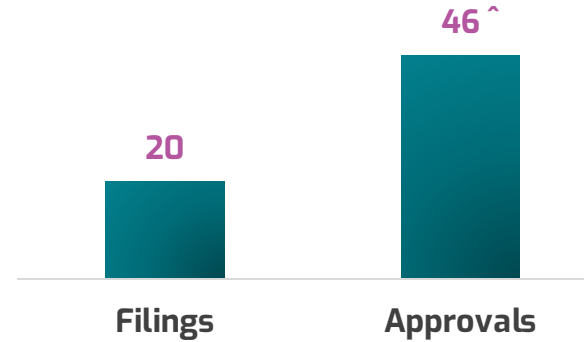
26% YoY Gr in Q1 FY25

\$ 882 mn (FY20), \$ 856 mn (FY21), \$ 780 mn (FY22), \$ 926 mn (FY23), \$ 1049 mn (FY24), \$ 371 mn (Q1 FY25)

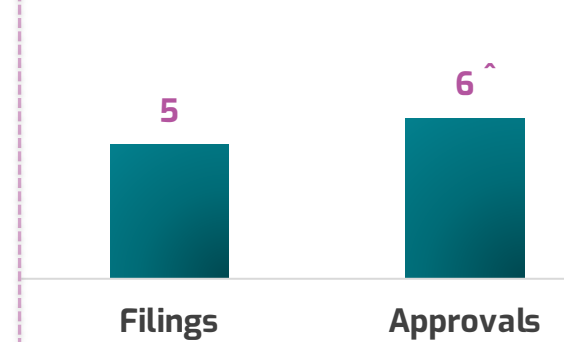


## Continued investment to build value-centric portfolio

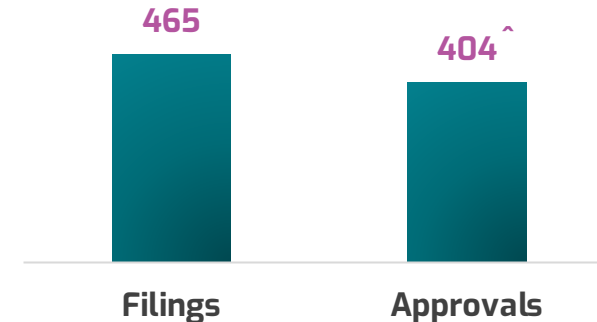
ANDA filings and approvals - FY24



ANDA filings and approvals - Q1 FY25



ANDA filings and approvals - Cumulative<sup>2</sup>



## Leading player in the generics space

US\$ 1 bn+

Annual revenues in FY24

#5

Rank in the US Gx market in terms of prescriptions<sup>1</sup>

200+

Number of products currently being distributed

#1

Rank in ~25% of product families in term of prescriptions<sup>1</sup>

Amongst Top 3

in ~55% of product families in term of prescriptions<sup>1</sup>

1. IQVIA MAT June 2024 TRx 2. As on 30<sup>th</sup> June, 2024.

<sup>^</sup> includes 5 tentative approvals in FY24, 2 tentative approvals in Q1 FY25 and 24 tentative approvals on a cumulative basis.

# US formulations: Expanding presence in the specialty space through in-house development as well as inorganic moves

## 505(b)(2) portfolio developed in-house

**7** Molecules in pipeline

**NDA approvals** received so far in the area of **metabolic disorder management**

**3** The products are: **Zituvio™** (Sitagliptin tablets), **Zituvimet™** (Sitagliptin and Metformin IR tablets) and **Zituvimet™ XR** (Sitagliptin and Metformin ER tablets)

**2** **Products launched** so far

**Focused Therapies**



## Building presence in liquid orals through LiqMeds acquisition

- Liquid orals – a **large, growing** market and serves **unmet needs**
- **Greater ease of convenience** and **better therapy compliance** for **geriatric** and **paediatric** patients
- LiqMeds possesses
  - Capabilities to **develop, manufacture** and **supply** oral liquids
  - Oral liquids **manufacturing facility** in the UK
  - **Product pipeline** for the **US** and the **UK** markets
- Significant **new market expansion** opportunities

## Building rare disease portfolio through acquisitions

**3** Molecules **acquired** so far viz. **NULIBRY®**, **Zokinvy®** and **CUTX101**



**Nulibry®**

- Holds Marketing authorization in the **US, EU** and **Great Britain** for **Molybdenum Cofactor Deficiency (MoCD) Type A**, an **ultra-rare** disease
- **Orphan Drug Designation (ODD)** status by the USFDA
- **Commercialised** in the **US** in FY23
- Executed **exclusive distribution deal** for the **EU** and the **UK** markets

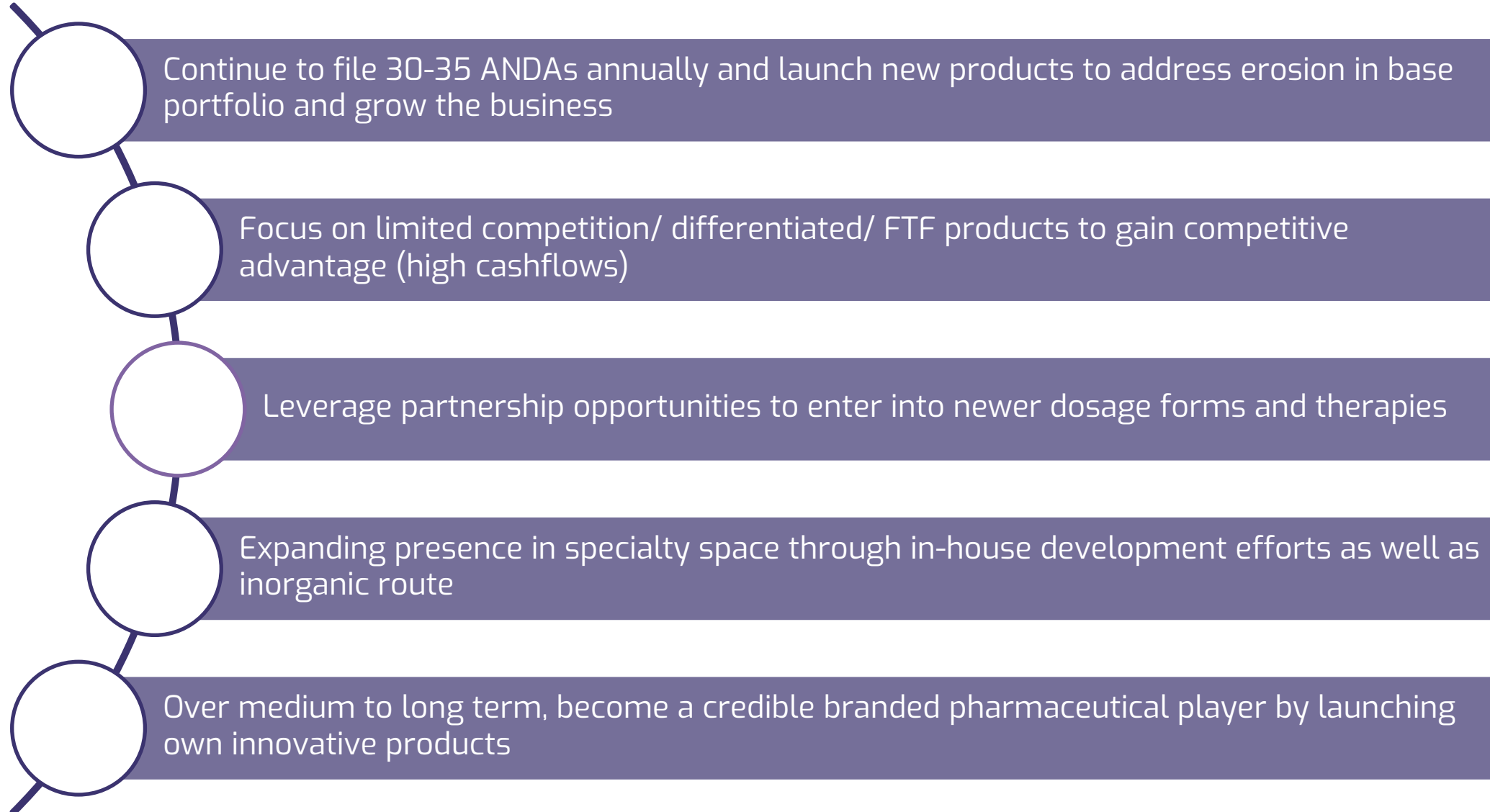


**Zokinvy®**

- Recently, in the month of May, 2024, **acquired worldwide proprietary rights** from Eigar Biopharma
- Holds Marketing authorization in the **US, EU, Great Britain** and **Japan** for **Hutchinson-Gilford Progeria Syndrome**, a collection of **ultra-rare, fatal, genetic premature aging** diseases
- Already **commercialised** in the **US**

**CUTX 101**

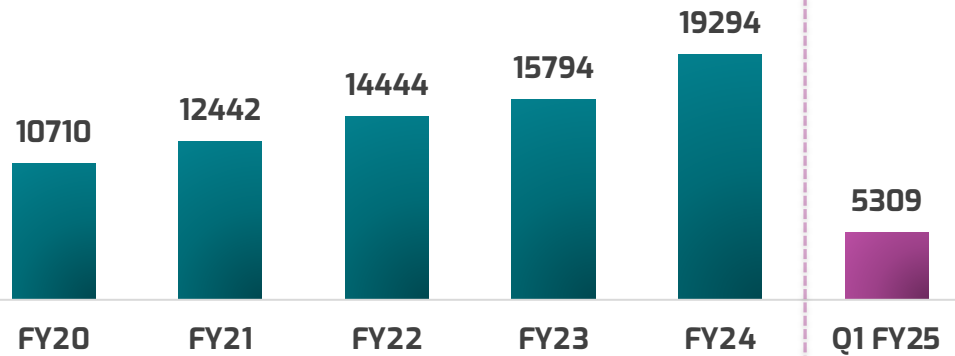
- A **copper histidinate** product for **Menkes disease**
- **NDA submission under progress**; expect to file in **CY24**
- **Orphan Drug Designation (ODD)** and **Fast-Track designation** by the USFDA



# International Markets (IM) formulations: Increasing reach and leveraging global product portfolio progressively

## Consistent growth through the years

IM Formulations Sales (Rs. mn)



16% CAGR  
(FY20-FY24)

9% YoY Gr  
in Q1 FY25

### Emerging Markets

- A meaningful **branded generics** player with presence in **key** markets of **Asia, Africa** and **Latin America**
- **Focused** therapy areas: **CVS, Diabetology, CNS** and **Pain Mgt.**
- Focus on **overall disease management** through **engagement** with **all the stakeholders** rather than brand management
- **Increase** in no. of **large brands** also known as **million-dollar club (MDC)** brands over the years
- Tally of **MDC** brands – **43** (an **addition** of **15** over **last 3 yrs**)

### Europe

- **Direct presence** in the generics markets of **France** and **Spain**
- Recently, **commenced** operations in the **UK**
- Servicing **other markets** through **BTB** route
- Entered **liquid orals** space through **recent acquisition** of UK based **LiqMeds** group of Companies

## Growth Strategies

Increase the salience of larger brands (known as MDC brands) in emerging market (EM) countries

Expand offerings in EM countries by leveraging portfolio of differentiated generics and specialty products

Expand the presence in select emerging market countries through local partnerships

Strengthen retail presence in France & Spain through portfolio expansion & increase in pharmacy coverage

Scale-up B2B segment in Europe and enter new markets through partnerships

Build meaningful presence in the UK by leveraging global portfolio of differentiated generics & specialty products

Leverage oral liquids portfolio of LiqMeds to serve unmet needs of patients across different markets



## Zydus Takeda Healthcare Pvt. Ltd.



- A 50:50 JV with capabilities to manufacture a range of APIs and intermediates
- Regulatory compliant manufacturing site conforming to both national and international GMP standards
- Strategic site for Takeda; supplies exclusively to Takeda for its generic portfolio
- Caters to Europe, Japan and Korean markets
- Presence across therapies such as Anti-ulcerant, Antiseptic, Analgesic/Anti-inflammatory, Antihypertensive etc.

## Zydus Hospira Oncology Pvt. Ltd.



- A 50:50 JV between Zydus and Hospira Inc., USA (now part of Pfizer group) to manufacture oncology injectables and supply to the JV partners
- Portfolio of 30 products; Annual capacity to manufacture upto 7 mn vials
- On the business development front, working towards identification of new customers
- The JV site has been inspected by USFDA, EAEU, EMA, PMDA, ANVISA, WHO and Taiwan FDA



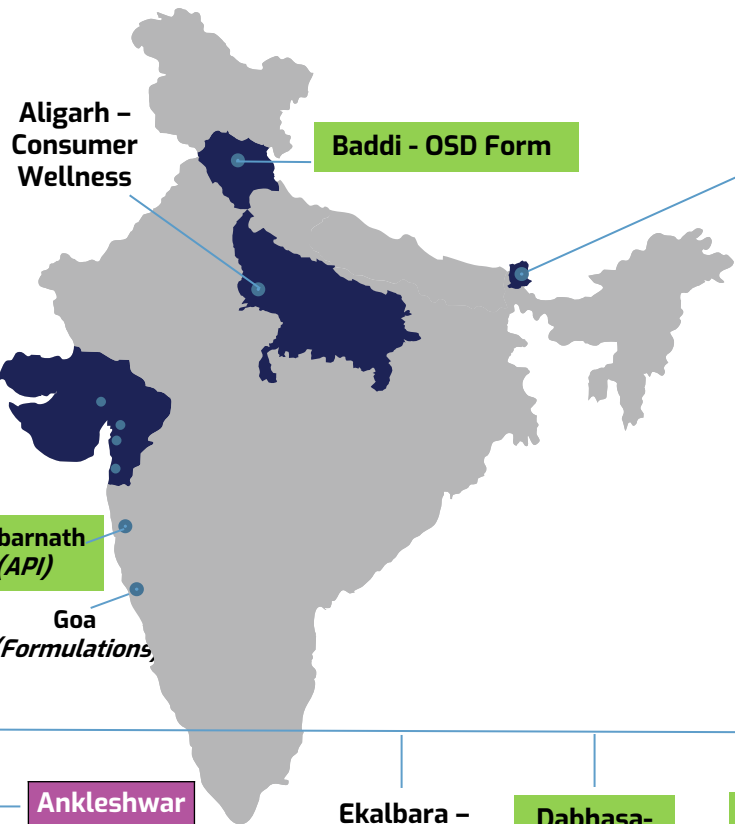
The background features a large, teal-colored graphic element consisting of several overlapping, wavy, curved shapes that create a sense of movement and depth. The shapes are layered, with some appearing in front of others, creating a dynamic, abstract composition. The overall aesthetic is modern and clean.

# **Manufacturing, Supply Chain and Digitalization Initiatives**

# Well supported by a wide network of manufacturing facilities

Ahmedabad
Human Formulations
Multiple dosages (Moraiya)
Oral Solids (SEZ I)
Oral Solids (SEZ II)
Transdermal (SEZ)
Injectables (SEZ)
Topicals (Changodar)
Lyophilised Inj. (Vatva)
Injectables (Sanand)
Biologics
Bulk I
Bulk II
Fill and Finish
Vaccines
Flu and Hepatitis Vaccine
MMR Vaccine
Bacterial Vaccine
Rabies Vaccine
ZyCov-D Vaccine
API
Changodar API
Consumer Wellness
Nutralite Table Spread
Animal Health Formulations
Oral Solids and Topicals (SEZ)

## India



Sikkim
Formulations
Oral Solids (Unit I)
Oral Solids, Topicals, Aerosols (Unit II)
Consumer Wellness
Cosmetic, Glucose Powder (Unit I)
Sugar Substitute (Unit II)

## Brazil



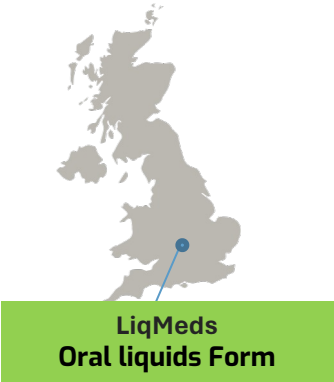
Zydus Nikkho (Formulations)

## Myanmar



Alidac Myanmar (Formulations)

## UK



LiqMeds Oral liquids Form

Daman
Formulations
Unit I
Unit II

Anklashwar
API
Unit I
Unit II

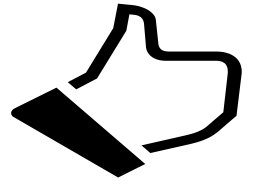
Total facilities – 37 (Formulations – 18, APIs – 6, Vaccines – 5, Biologics – 3, Consumer – 4, Animal Health – 1)

Total facilities inspected by USFDA – 16 (Formulations – 9, APIs – 5, Biologics – 1, Animal Health - 1)

# Agile and integrated global supply chain manages complete value chain from forecasting to demand fulfillment across markets



**75+**  
Presence in  
number of  
countries



**4500+**  
SKUs being  
supplied across  
markets



**2500+**  
FG (Finished  
Goods) batches  
demand/ month



**145+**  
new launches  
per year



**12+**  
Dosage Forms

## Key Strengths



Vertically Integrated  
on Key Molecules



End to end Supply  
Chain Digitalization



Agile Production  
Planning



Resilience



Supplier Selection &  
Risk Mitigation

## Robust Performance

- **Improved service levels** to customers
- Reliability of supplies; **Partner of choice**
- Agility and responsiveness; Capability to encash the opportunities like **Exclusivities, Day 1 launches** etc.
- **Optimum** cost to serve
- **Minimum** instances of **Failure to Supply** Penalties

# Embracing digital transformation journey across functions to generate greater value for all the stakeholders (1/2)

## Area: Technical Operations

### Initiatives

### Features

### Benefits

Data Analytics Software - Tableau

- Real-time data analytics dashboard through integration with different software

- Quick and clear insight
- Reduction in human efforts and errors

Digital Performance Management

- Track key metrics associated with each function

- Improved quality, safety, delivery, financial stability, productivity etc.

Robotic Process Automation

- Automation of high volume, repetitive tasks with less or no manual intervention

- Completion of tasks in a faster and more consistent manner

Track-wise software Integration with SAP

- Automatic retrieval of material and employee master details

- Substantial efficiency enhancement
- Minimization of manual efforts

Laboratory Information Management System (LIMS)

- Creation of paperless labs and integration with the instruments

- Real-time data tracking
- Reduction in human efforts and errors

Digital Work Instructions (DWI) and Cleaning Validation - CLEEN

- Paperless cleaning, line clearance of equipment and area cleaning checklists

- Improved compliance by avoiding inadvertent missing of cleaning steps

Training Management System, ZyTIMS

- Paperless classroom training, evaluation, employee skill/ proficiency matrix and training analytics

- Real-time training status; reduced human efforts and errors

Org Analyser

- Visualization of organization structure and span of control across each layer

- Useful insights for effective organization

# Embracing the digital transformation journey across functions to generate greater value for all the stakeholders (2/2)

## Area: Supply Chain

### Initiatives

Project PACE 

### Features

- Advanced data analytics and machine learning algorithms

### Benefits

- Detailed insights about demand and forecast patterns, production capacities and material shortages
- Real-time visibility to enable data driven decisions

Project SEED 

- SAP based centralised solution to strengthen master data of various functions

- Greater control, accuracy and accessibility to critical information

Procurement Digitalization

- Digitally integrated vendor platform

- Vendor evaluation /ratings based on performance and ESG parameters
- Seamless process flows

## Area: R&D

### Initiatives

Project IRIS 

### Features

- End-to-end visibility of the project from product nomination to launch

### Benefits

- Automated project management
- Digital dashboards for launch tracking

## Area: SAP S/4 HANA

### Initiatives

Project BLAZE 

### Features

- SAP S/4 HANA implementation across the enterprise

### Benefits

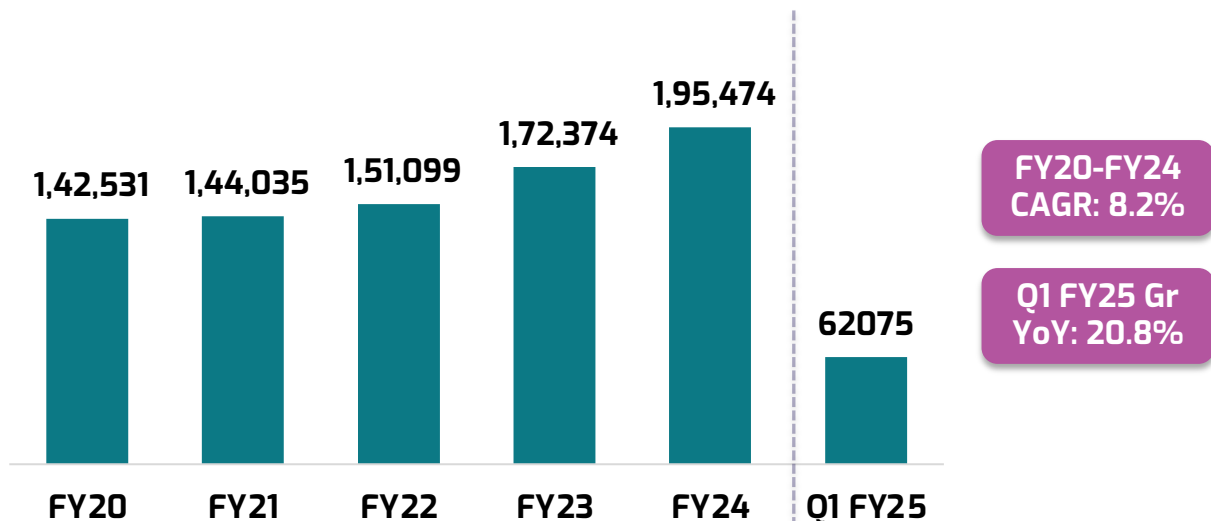
- Improved decision-making capabilities
- Enhanced speed of execution

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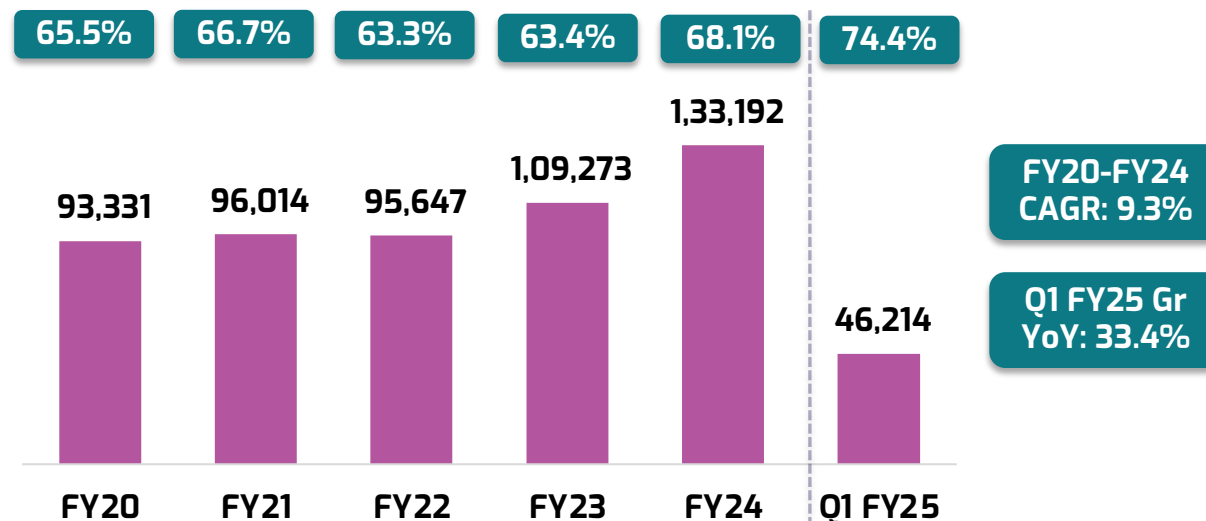
**Financials**

# Key Financial Metrics (1/2)

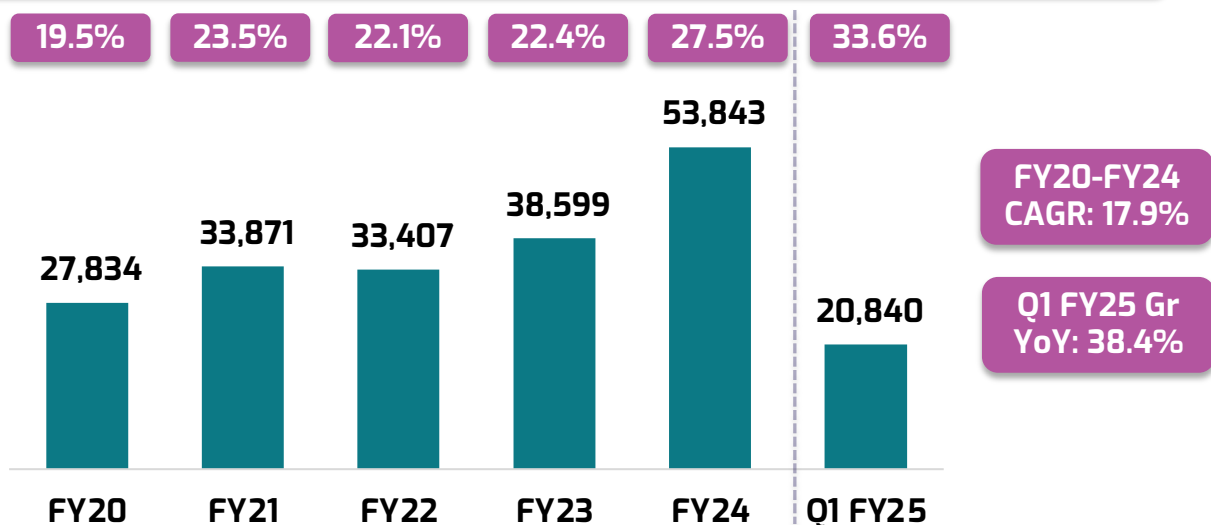
## Total Revenues (Rs. mn)



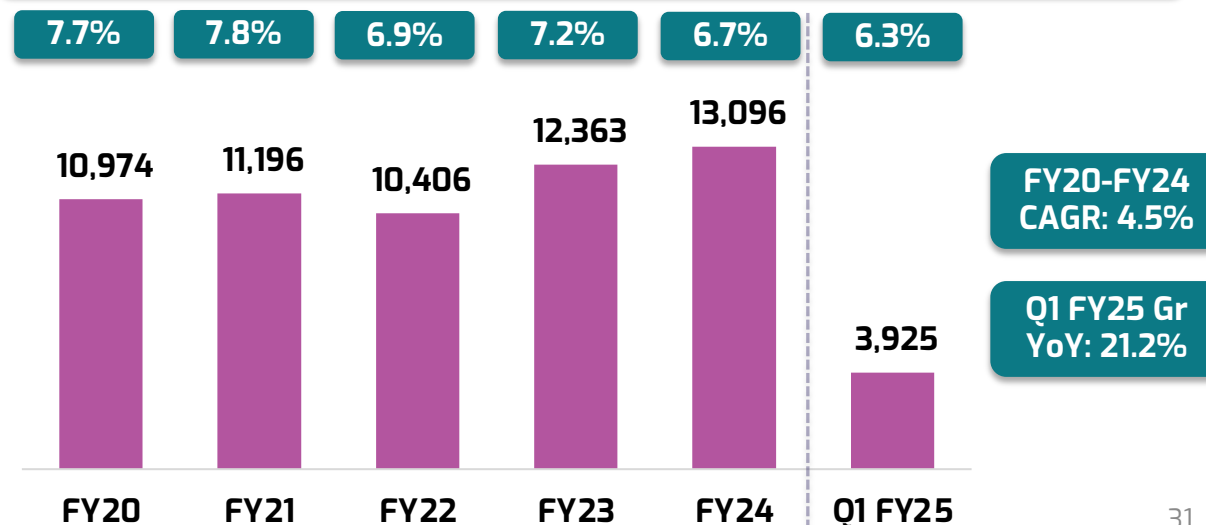
## GC (Rs. mn) and Gross Margin %



## EBITDA (Rs. mn) and EBITDA Margin %



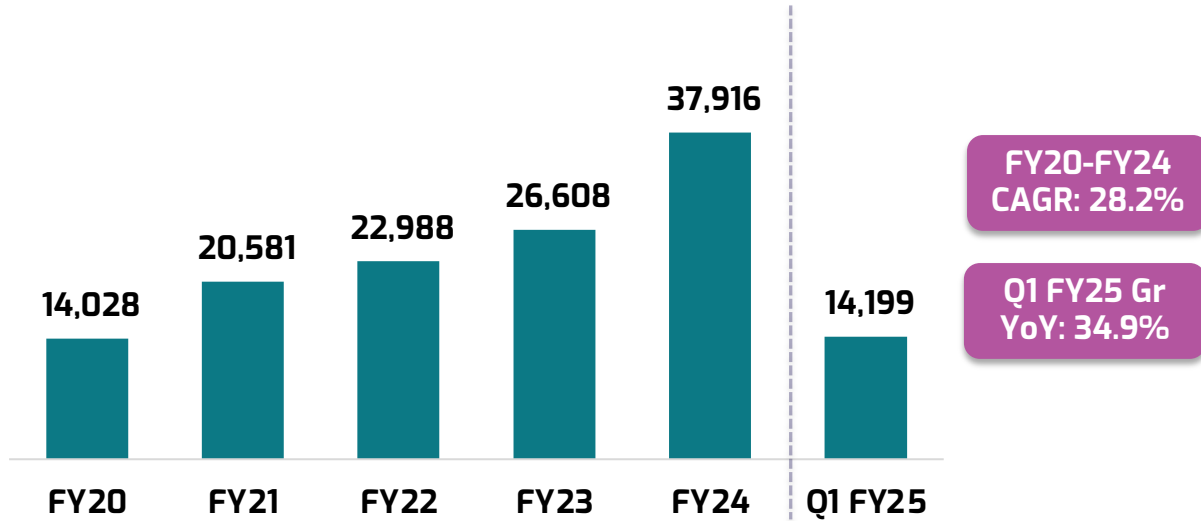
## Total R&D (Rs. mn) and % to Revenues



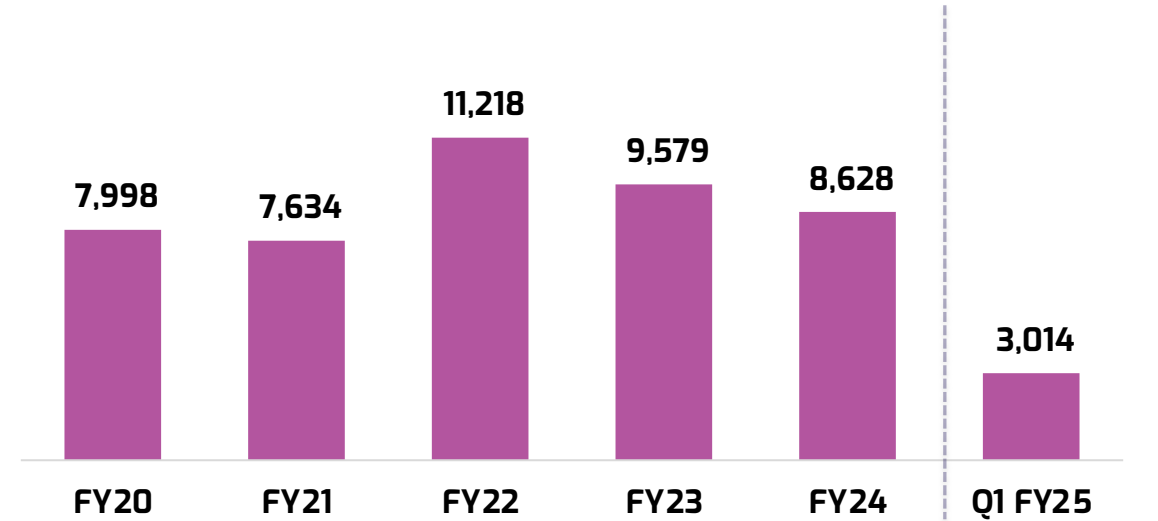


# Key Financial Metrics (2/2)

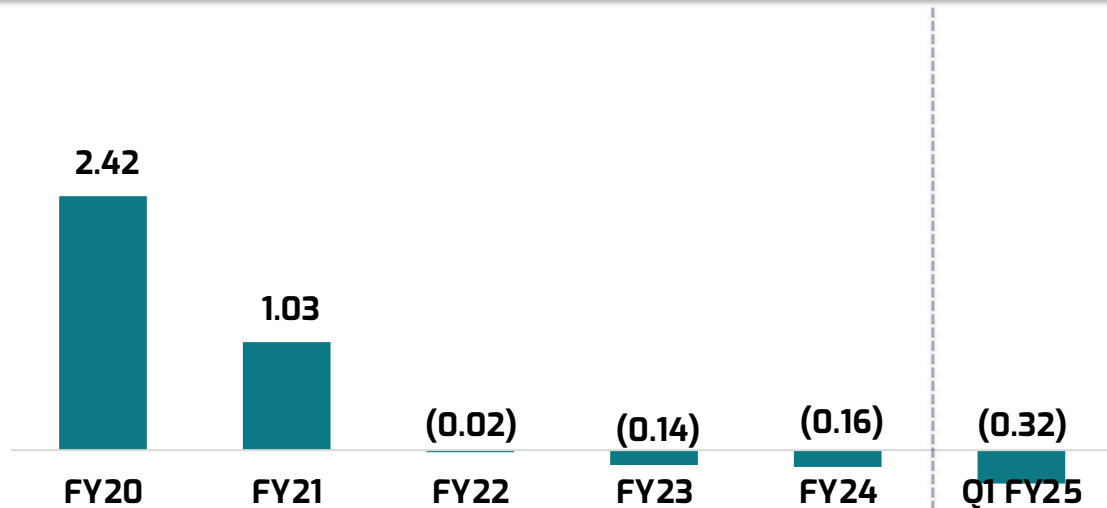
## Adjusted Net Profit (Rs. mn)



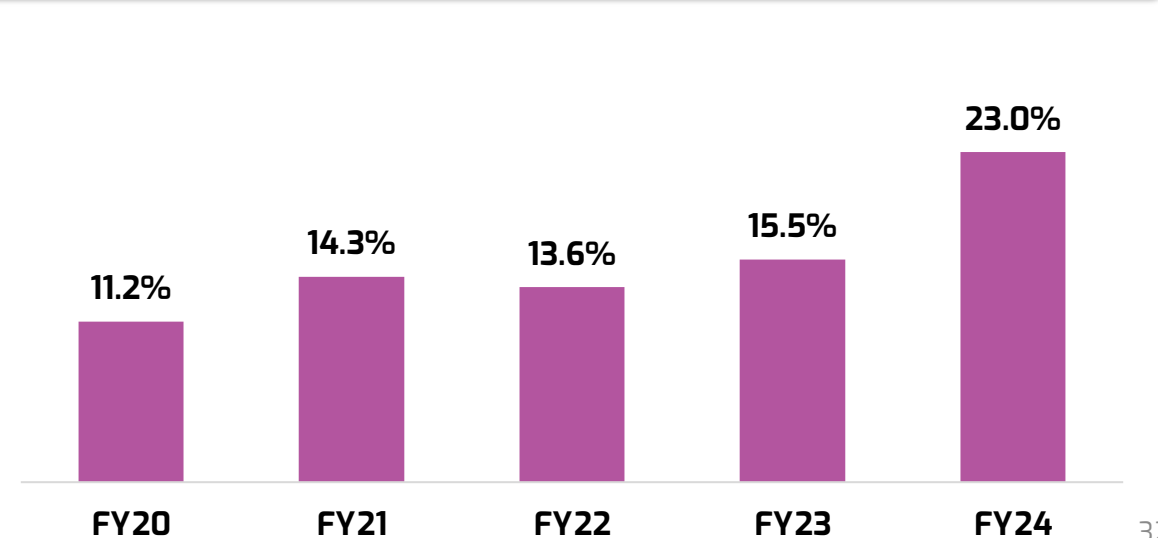
## Organic Capex (Rs. mn)



## Net Debt/ EBITDA



## Return on Capital Employed (ROCE) \*








\* ROCE is calculated as (PBIT ex exceptional + share of JV profit) / Total Capital Employed.

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# ESG and CSR Updates

# ESG Initiatives: Fostering the sustainable future through the highest standards of environmental stewardship, social responsibility and corporate governance

## Overview of ESG performance in FY24

	FY24	FY23	Variation
 GHG intensity <sup>1</sup>	1.57	1.62	↓ 3%
 Water intensity <sup>2</sup>	13.40	14.74	↓ 9%
 Energy intensity <sup>3</sup>	16.49	16.93	↓ 3%
 Waste intensity <sup>4</sup>	0.14	0.15	↓ 7%
 Share of renewable energy	39%	36%	↑ 3%
# fatal incidents	Nil	Nil	-

## ESG Ratings Updates in FY24

	FY24	FY23	Variation
Corporate Sustainability Assessment - S&P Global	62/100	54/100	↑ 15%
ESG Risk Assessment - Sustainalytics	Medium Risk	High Risk	↓ Risk profile
SES Ratings (basis BRSR disclosures)	70.3/100	52/100	↑ 35%

# Zydus Srishti, the group's CSR program, has adopted a four pronged approach to make a difference to the society in sync with Sustainable Development Goals

## SWASTHYA

- Transforms **rural healthcare**, ensuring **access to quality services** and promoting **well-being**.
- **Self-financed brownfield** medical college & hospital at **Dahod** since **2017** in collaboration with Gujarat Govt (**PPP** model)
  - **Dahod** is one of the most **backward** districts with **inadequate health infrastructure**
  - The hospital has **1000+ beds**, a team of **350 doctors** and **500 nursing staff**
- **Zydus Red Cross Experience Centre 'Navah'** - for **raising awareness** about importance of **blood donation**

## SHODH

- **Promotes research and innovation**, catalysing breakthroughs to address **societal challenges**
- Initiated **Grassroot Innovation Programme** to **recognise** and **celebrate exceptional contributions** made by individuals and communities in **fostering innovation** and **collaboration** in various sectors.

## SHIKSHA

- State of the art **science labs** at Zydus School for excellence to enable students to delve into **real life applications** of various **scientific concepts**.
- **Re-constructed** a **secondary school** campus spread over **52,441 Sq. ft.** at Changodar, Ahmedabad.
- Various **skill development programmes** for **specially-abled students**.
- **Three months vocational skill development programme** on **sewing** for underprivileged women.

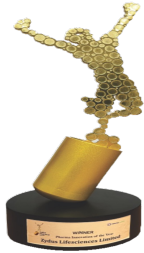
## SAATH

- **Community initiatives** aimed at **environmental sustainability** through **conservation** and **awareness** initiatives
- Commenced **Green Gujarat Initiative** through **seed ball campaign** to promote **environmental sustainability**
- **Restoration** of historic **Banganga lake** at **Modasar**. Preserve this **500-year-old heritage site** to enhance **lake's biodiversity** and **environmental sustainability**.

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# Awards and Accolades

# Notable Achievements



**Pharma Innovation of the Year Award from the Indian Pharma Awards for Desidustat for most innovative product**



**Pharma Leadership Awards for Excellence in Liver Care, Ayushman liver campaign**



**Bronze Award from IHW Cancer Summit 2024 for the Most Impactful Cancer awareness campaigns in Breast cancer**



**Lipaglyn bagged Economic Times Pharma Award, 2023 for Health Awareness Campaign of the year with 'Diabetes Liver Clinic'**



**Lipaglyn bagged Economic Times Brand Equity Award, 2023 for 'Blow the whistle against MASLD and ADD'**



**Moraiya Manufacturing plant bagged CII Gold Award for a case study under Restorative Category at the 46<sup>th</sup> CII National Kaizen Competition**



**Two CII National Awards for Environmental Best Practices – Most Innovative Environmental Project and Innovative Environmental Project**



**7<sup>th</sup> CSR Health Impact Award under CSR Health Project (Large Corporate) by IHW Council for Healthcare project in aspiration district**



**Recognised for 'Significant Achievement in HR Excellence' at the 14<sup>th</sup> CII National HR Excellence Award 2023-24**

# Well diversified board at the helm of the affairs



**Pankaj R. Patel**  
*Chairman*

Over 4 decades of experience in Indian Pharma industry with both, research and techno-commercial expertise



**Dr. Sharvil P. Patel**  
*Managing Director*

Over 2 decades of experience in Pharma industry having specialization in chemical and pharmaceutical sciences and a doctorate in breast cancer



**Ganesh N. Nayak**  
*Executive Director*

Associated with the group since over last 4 decades; Possesses strong management skills and expertise in sales and marketing



**Mukesh M. Patel**  
*Non-Executive Director*

An advocate and International Tax Expert having over 4 decades of experience in the Legal profession



**Bhadresh K. Shah**  
*Independent Director*

Founder and MD of AIA Engineering Ltd., a global leader in the niche market it operates in



**Shelina Parikh**  
*Independent Woman Director*

Joint MD of TechNova group, the largest manufacturer of offset and digital print solutions in India



**Apurva S. Diwanji**  
*Independent Director*

Senior partner with Desai & Diwanji, a law firm; specialization in M&A, capital markets, co-investments, private equity



**Akhil Monappa**  
*Independent Director*

Background in technology both in investing and operating roles; active investor in public and private companies



**Upasana Konidela**  
*Independent Woman Director*

Third generation entrepreneur and philanthropist from the Apollo Hospitals family



# Thank you

For any queries, please contact  
Arvind Bothra  
[Arvind.Bothra@zyduslife.com](mailto:Arvind.Bothra@zyduslife.com)  
+91-22-62711905



For more information, please visit:  
[www.zyduslife.com](http://www.zyduslife.com)



[www.linkedin.com/company/zyduslife](https://www.linkedin.com/company/zyduslife)



## Registered Office:

Zydus Corporate Park, Scheme No. 63, Survey No. 536,  
Khoraj (Gandhinagar), Nr. Vaishnodevi Circle,  
Sarkhej-Gandhinagar Highway,  
Ahmedabad – 382 481  
Gujarat, India