



EY Entrepreneur of the year-2013



FROST & SULLIVAN Best Practices-2013



Business today/YES bank Excellence Awards-2013



**Date: 14 June 2023**

<b>To</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001	<b>To</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai-400051
<b>Security Code: 540596</b>	<b>Symbol: ERIS</b>

**SUBJECT: CORPORATE PRESENTATION**

Dear Sir/Madam,

Pursuant to the requirement of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached corporate presentation made by the Company.

Thanking you.

**For Eris Lifesciences Limited**



**Milind Talegaonkar**  
**Company Secretary and Compliance Officer**

**Encl.:a/a**

**Registered & Corporate Office:**

Shivarth Ambit, Plot No. 142/2, Ramdas Road, Off SBR, Near Swati Bungalows, Bodakdev, Ahmedabad – 380054  
Phone: +91-79-69661000/1001 • Email: eris@erislifesciences.com • Web Site: www.eris.co.in • CIN: L24232GJ2007PLC049867



**Eris**

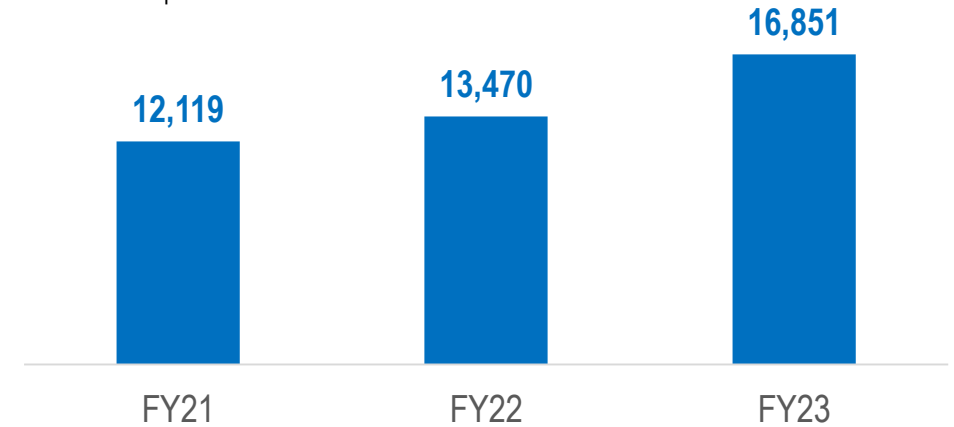
**POWER OF EMPATHY  
TRUTH OF SCIENCE**

**CORPORATE  
PRESENTATION**  
JUNE 2023

- Founded in 2007; **profitable** from the **second** year of operations; **pure-play** Indian domestic formulations co.
- **Youngest** among India's **Top-25** domestic branded formulation pharmanos
- **Chronic** and **Sub-Chronic** therapies ~ **87%** of revenue
- **Focused** portfolio with **Top 20 Mother Brands** accounting for **~70%** of revenue
- **15** out of Top-20 mother brands are ranked among the **Top-5** in respective segments with **4 brands** having more than Rs **100 cr revenue**
- **High prescription ranks** with super-specialists and high-end consulting physicians
- **NLEM** Exposure **~7%** (lowest among Top-25 domestic branded pharmanos)
- **Fully integrated** business model; **~70%** of products sold are **manufactured in-house**
- **Pan-India sales and distribution** presence

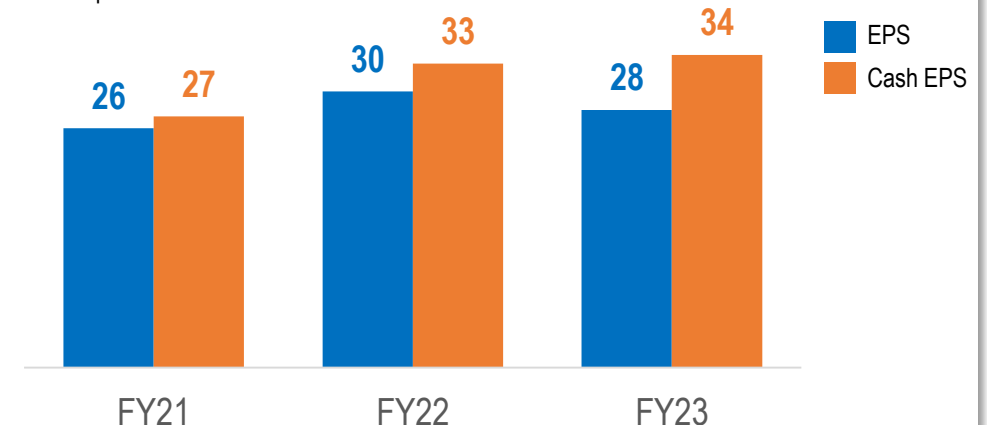
## Consolidated Revenue CAGR - 18% in last 2 years

Million Indian Rupees

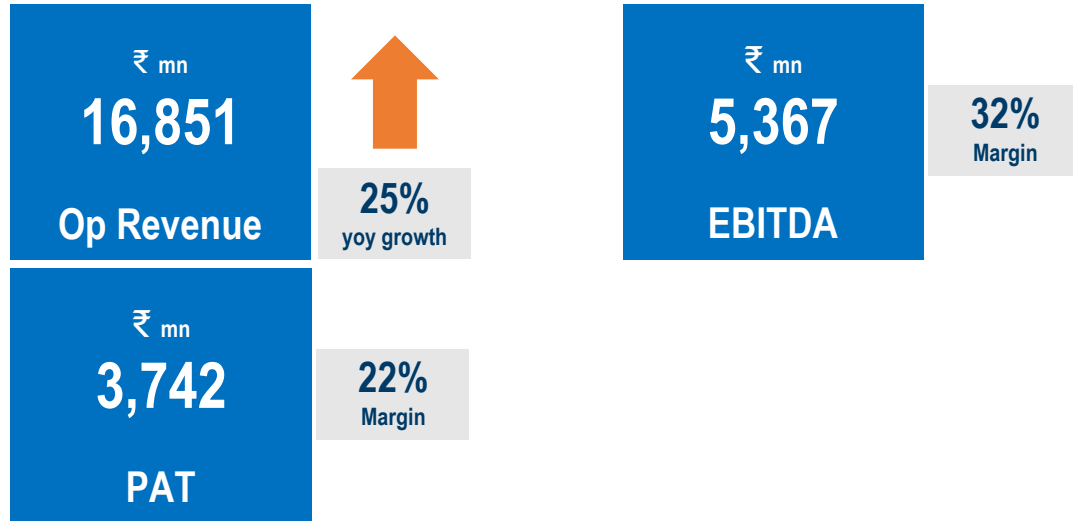


## EPS and Cash EPS

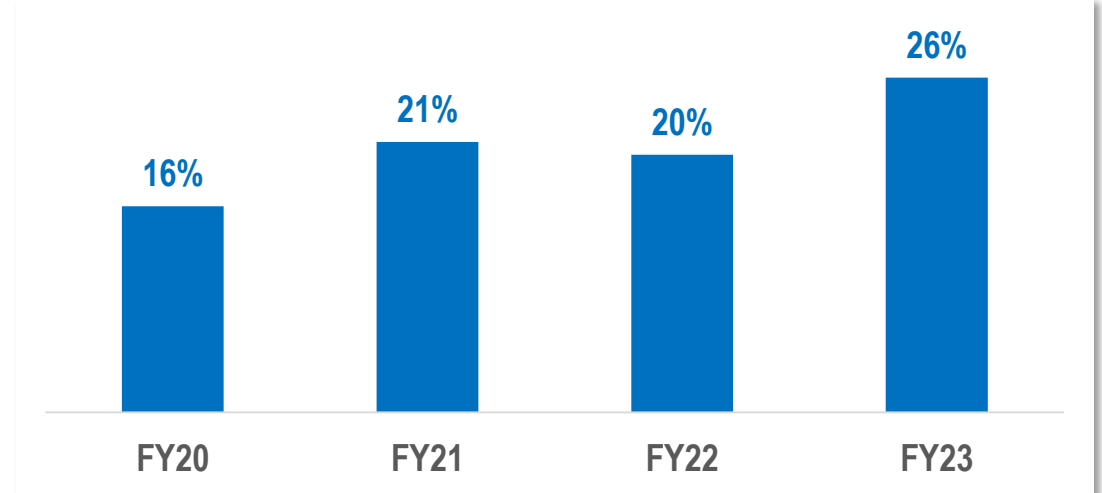
Indian Rupees



## FY 23 Consolidated Headline Financials



## Dividend Payout as a % of net profit

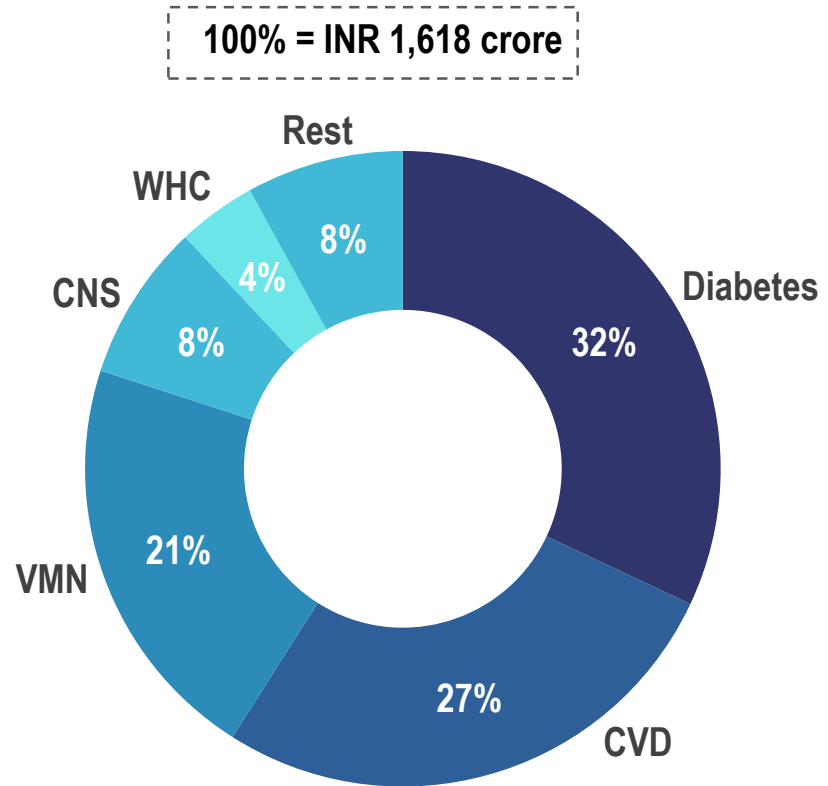


## Industry-Leading Margins and Cash Generation

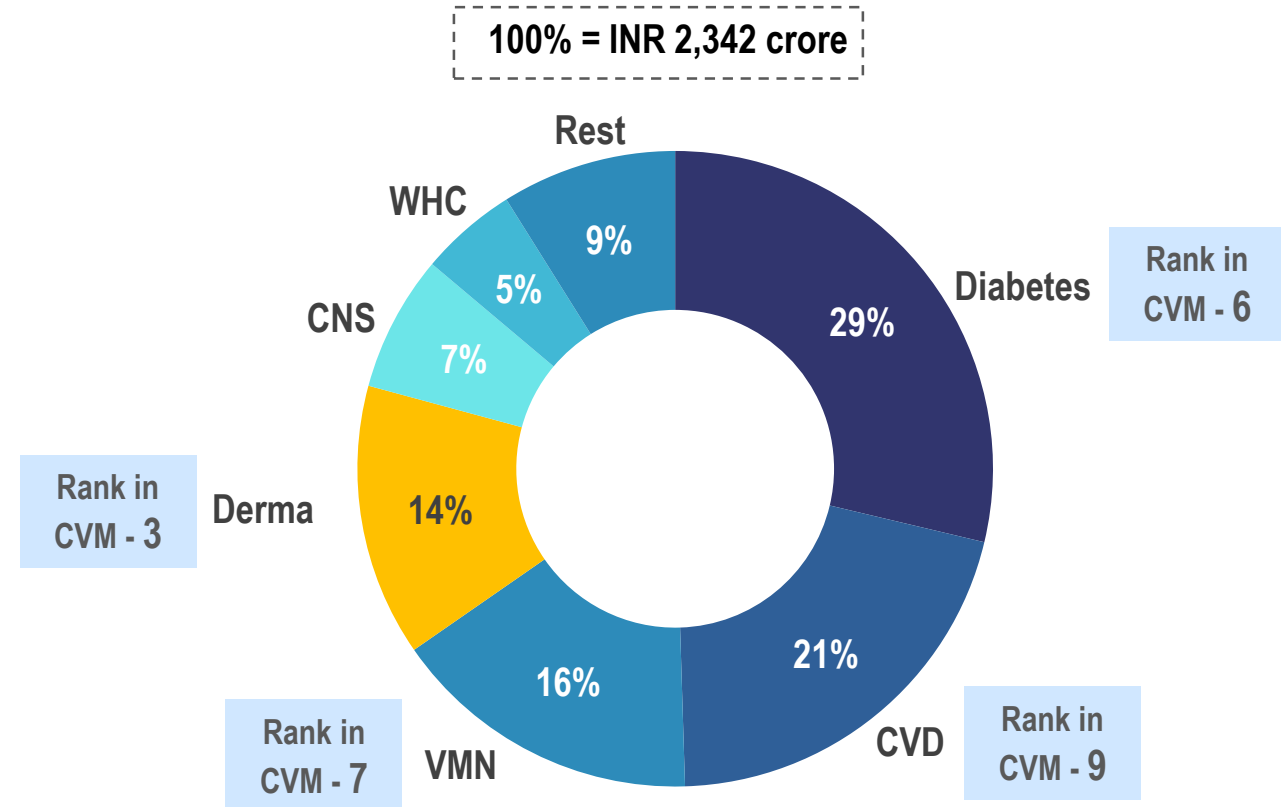
- Average **Gross Margin** (FY18 – FY23) = **82%**
- Average **EBITDA margin** (FY18 – FY23) = **35%**
- Average **Operating Cashflow** to EBITDA ratio (FY18 – FY23) = **75%**
- **Dividend** CAGR of **37%** from FY20 to FY23
- Consolidated Net Debt INR 774 crore as on 31st March 2023 (Net Debt to EBITDA Ratio of **1.45x**)

# Significant Diversification of Therapy Mix in FY 23

Therapy-wise composition of revenue – FY22



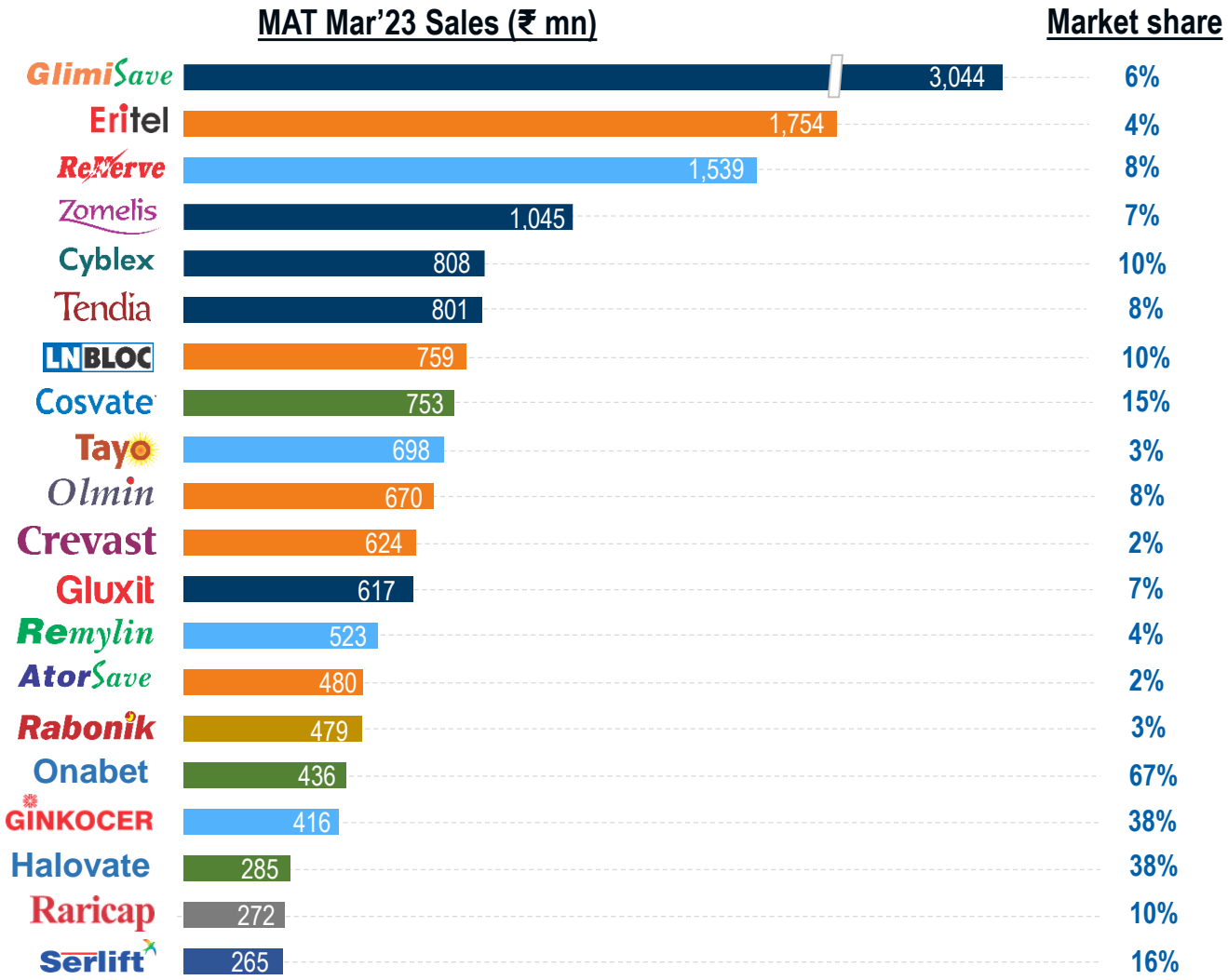
Therapy-wise composition of revenue - FY23



- Concentration of Top-3 therapies reduced from 80% to 66% (after 15% growth in FY23)
- Emerging Therapies (Derma, CNS, WHC) now account for 26% of revenue (17% growth in FY23)

# Top-20 Power Brands Portfolio Contribute ~ 70% of Revenue

## Our Top 20 Mother Brands contribute ~ 70% of our revenue



## Blockbuster additions to power brand portfolio

### Zomelis

- Crossed **INR 100+ crore** revenue on a MAT basis (launched in Dec 2019)
- **Rank #1** among 210+ Gx brands of Vildagliptin
- Monthly **sales run-rate** scaled up **9x** since acquisition

### Gluxit

- Crossed **INR 60+ crore** revenue on a MAT basis
- **Rank #2** among 135+ Gx brands of Dapagliflozin
- Monthly **sales run-rate** scaled up to **Rs. 6 crore** in 2.5 years since launch

### Drólute™

- Achieved Revenue of **Rs. 23 crore** in FY23 – **first full year since launch**
- Monthly Sales run-rate – **Rs. 2.6 crore** at present
- Ranked among the **Top-5** Gx versions

## Salient Features of our Inorganic Strategy

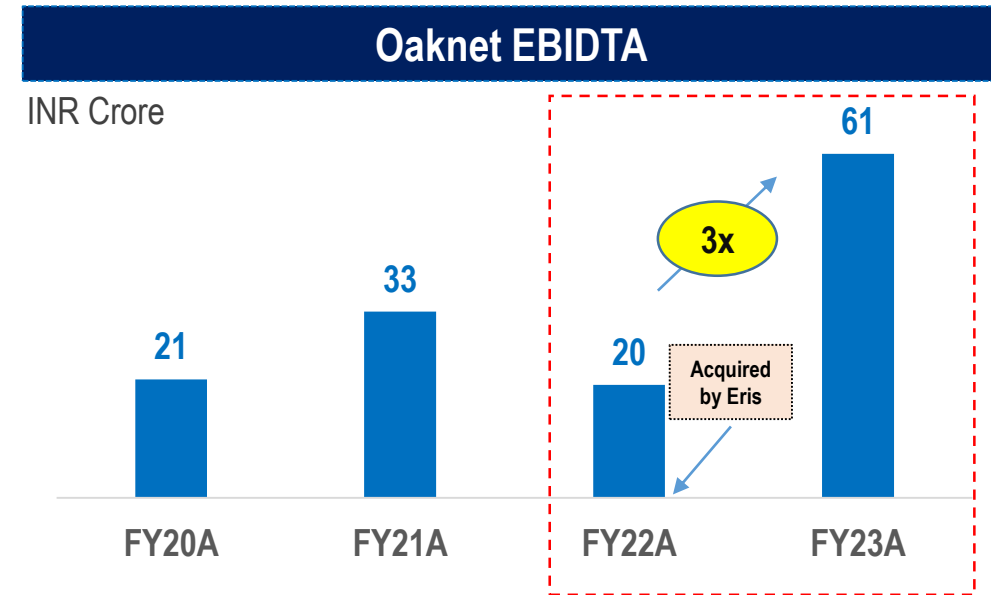
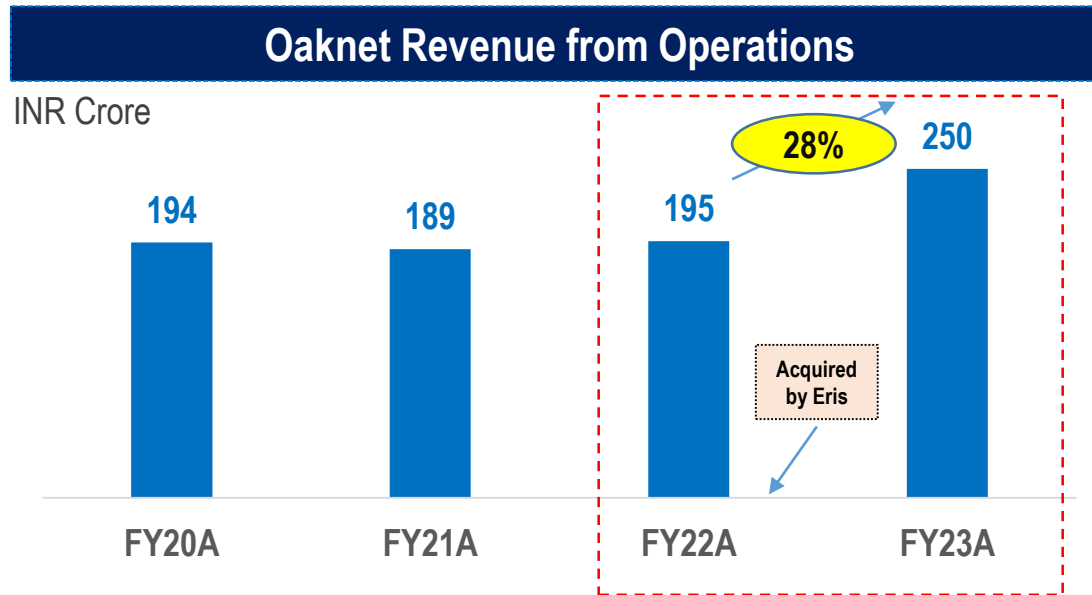
- **Leapfrog** our presence in attractive therapies (e.g., Strides - CNS, MJ Biopharm – Insulins, Oaknet/ Glenmark/ Reddy's - Dermatology, etc.)
- “Inception to 1000 crore” in **13 years**; effective use of robust internal cashflows and external funding to add the “Next 1000 crore” in **4 years**
- **“String of Pearls”** strategy to maximise business fit – INR 1,265 cr deployed in FY23 across 3 deals
- **“Owner Manager”** mindset – willing to **“roll up our sleeves** and do the hard work” to create value
- Prudent screening of deals to ensure evidence of **early value creation** levers
  - **Strategic fit** with our specialty/ sub-therapy requirements
  - Fundamentally good businesses which are **sub-optimally run**
  - **Financial Discipline** – Gross Margin, Growth potential, YPM, Deal IRR, Simple Payback, Debt-to-EBIDTA ratio etc.

## Key inorganic deals done

- Domestic business of Strides Shasun (2017)
- Zomelis brand (2019)
- Oaknet Healthcare (2022)
- Glenmark Brands (2023)
- Dr. Reddy's Brands (2023)

Deployed ~ INR  
1,900 crore over  
the last 5+ years

# Oaknet business Turned Around in Less Than 12 Months of Acquisition

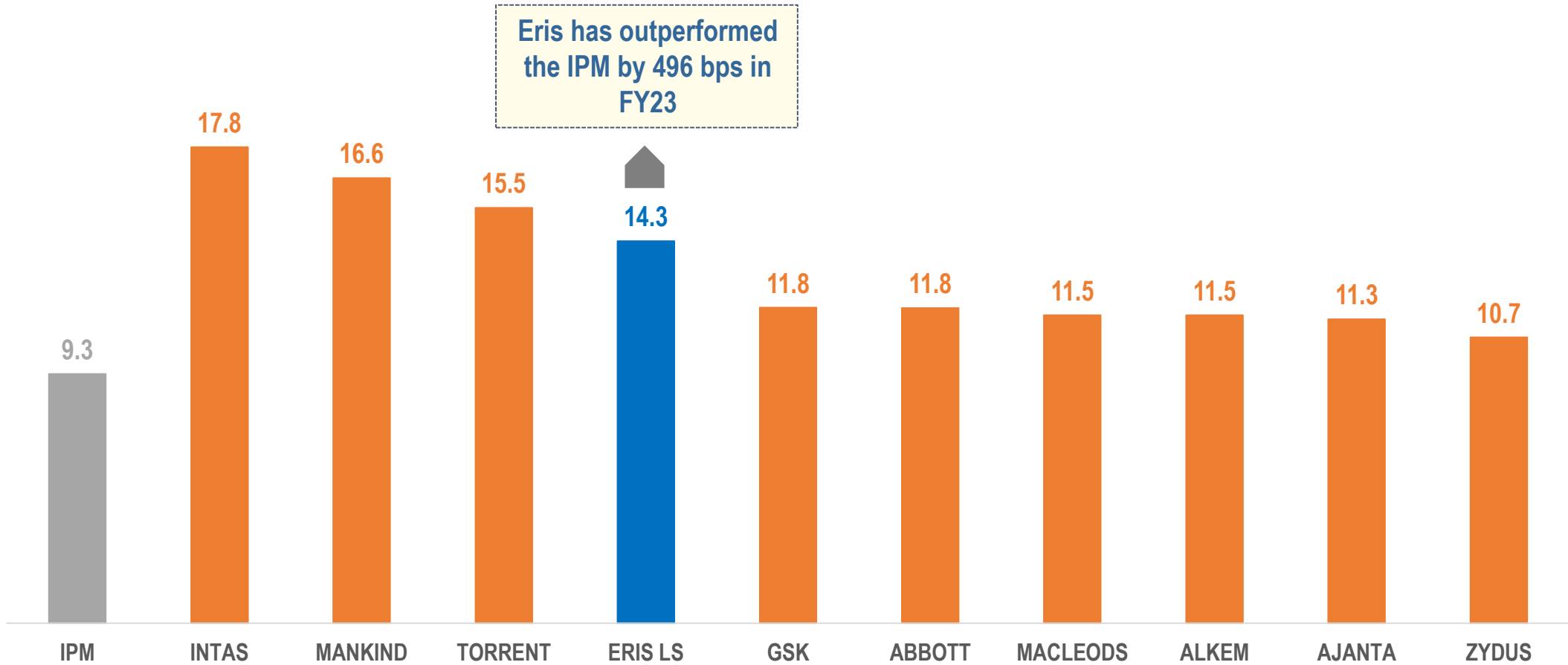


Eris  
Value  
Creation  
in Oaknet

- Achieved **growth of 28%** in Oaknet after **3 flat years** during FY20-FY22
- **Repositioned** the business with a **Derma + Gyne focus**; strengthened **senior management team**
- **Digitised** Field Operations; expanded **Dermatologist Coverage** from **60% to 90%**
- Restarted the “**new product launch**” engine with multiple strategic launches in Derma and Gyne
- Added **complementary** brands in **Medical and Cosmetic Dermatology** from **Glenmark** and **DRL**
- Increased **YPM** from **2.3 lakh to 3.2 lakh** in FY23; expanded **EBIDTA margin** from **10% to 24%** (full yr.)



# Eris Ranked among the Top-10 Fastest Growing Companies in FY 23



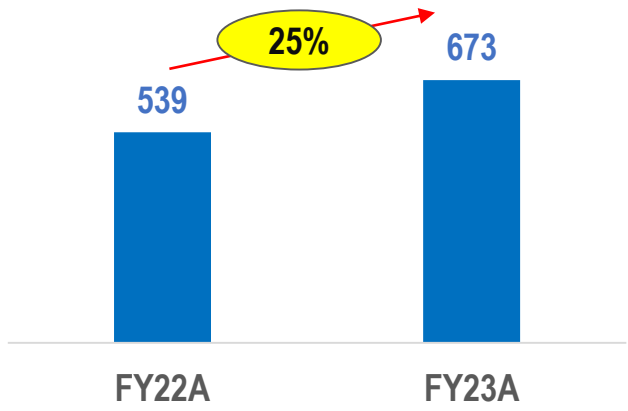
**Eris continues to rank among the Top-10 companies (by growth)**

Source: AWACS Pharmatrac data for the period FY'22 – FY'23  
Graph represents the 10 fastest growing peers on a GROWTH basis for the period FY'22 – FY'23 from the IPM Top-25 companies (Exc. Himalaya)  
Eris includes Eris + Aprica + Oaknet + Brands acquired from Glenmark and DRL

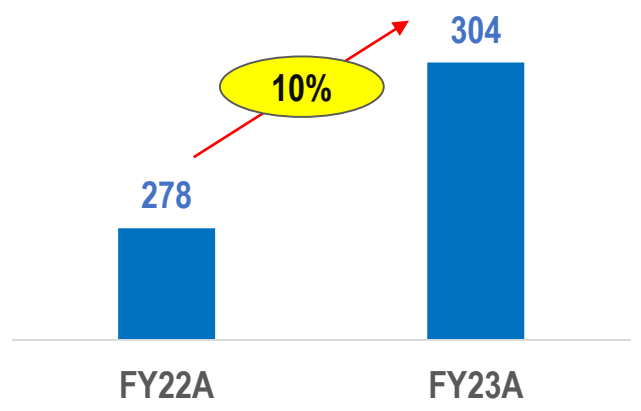
# Our Anti-Diabetes Franchise – Robust Growth Across the Board



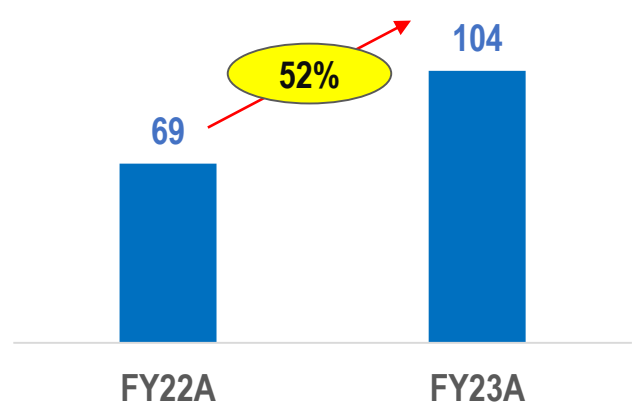
Revenue from Diabetes



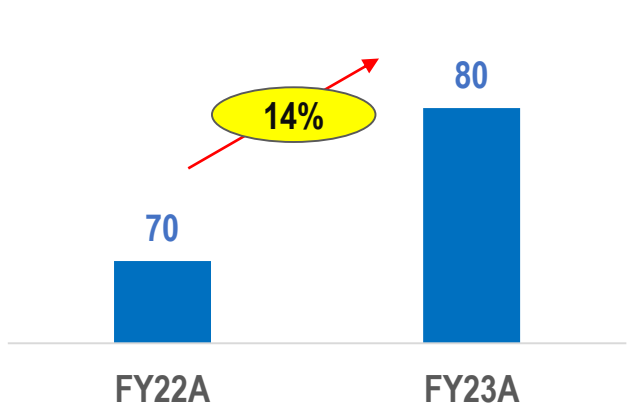
Glimisave Mother Brand



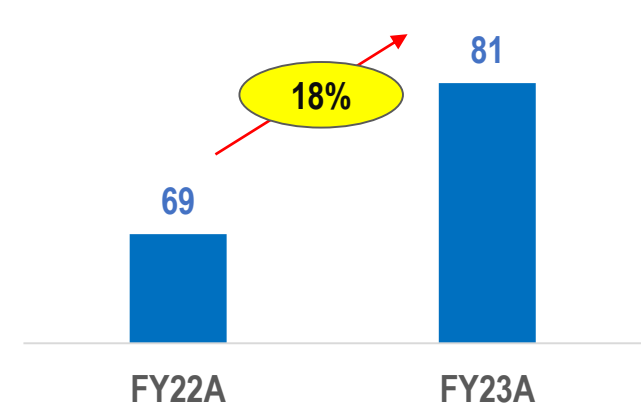
Zomelis Mother Brand (DPP4)



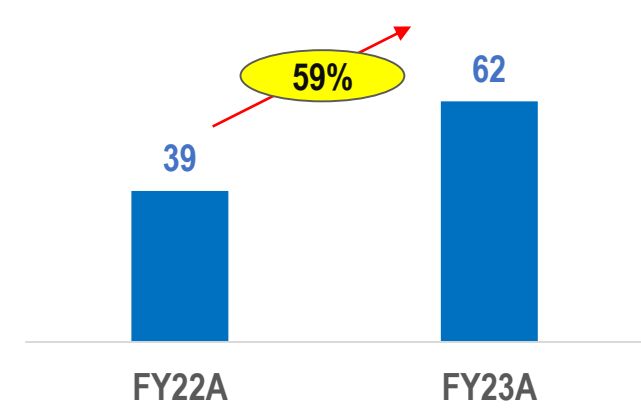
Tendia Mother Brand (DPP4)



Cyblex Mother Brand



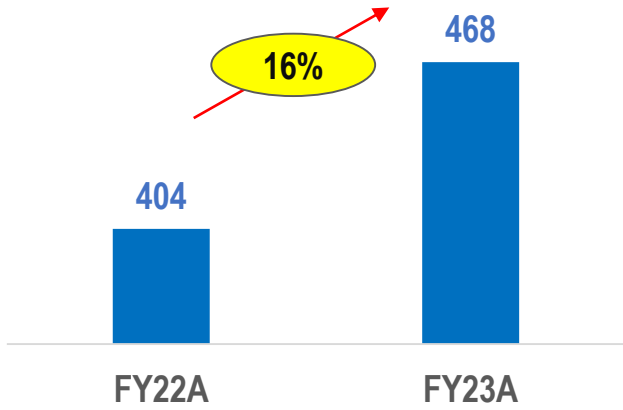
Gluxit Mother Brand (SGLT2)



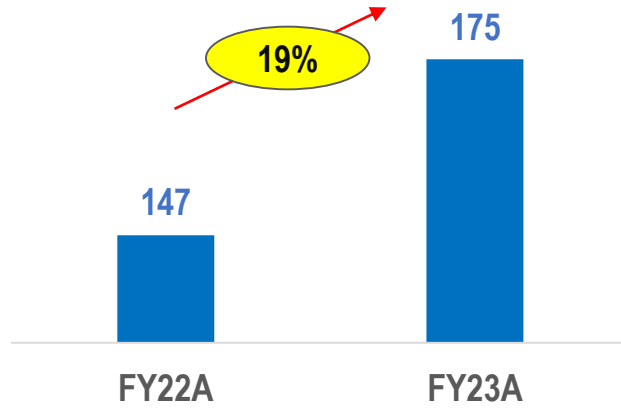
# Our Cardiovascular Franchise – Strong Momentum in Established Brands



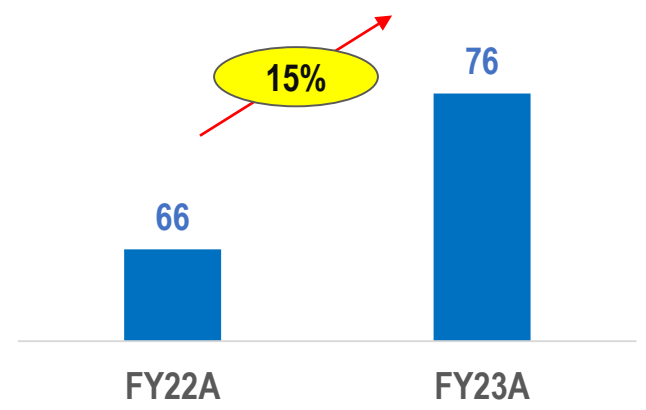
### Revenue from CVD Therapy\*



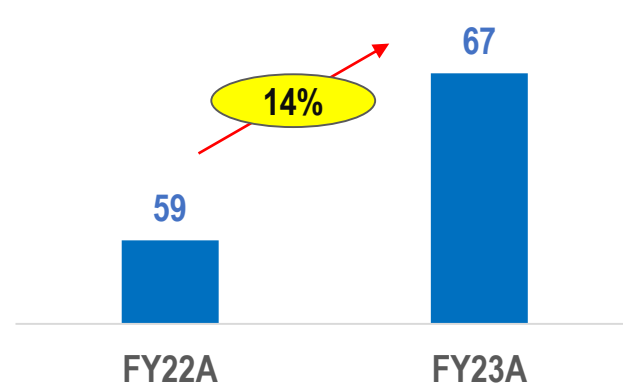
### Eritel Mother Brand



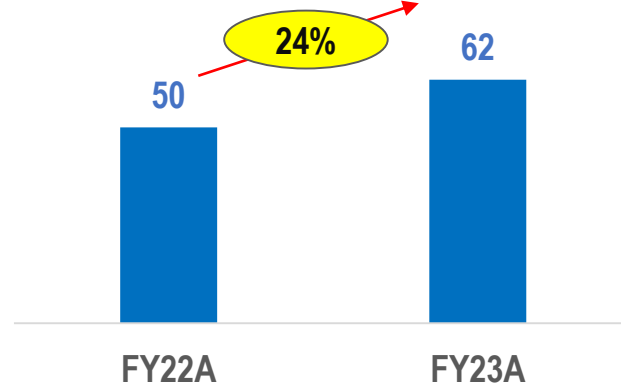
### LN Bloc Mother Brand



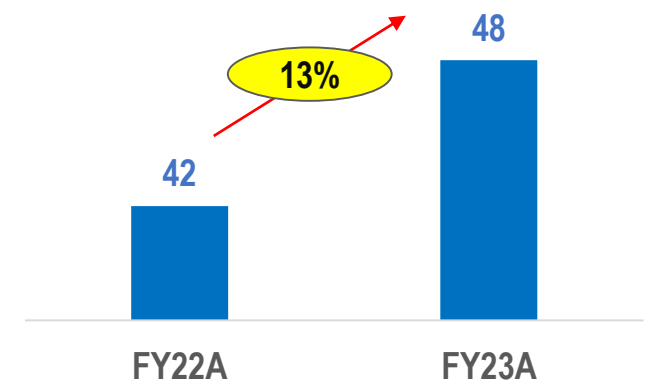
### Olmin Mother Brand



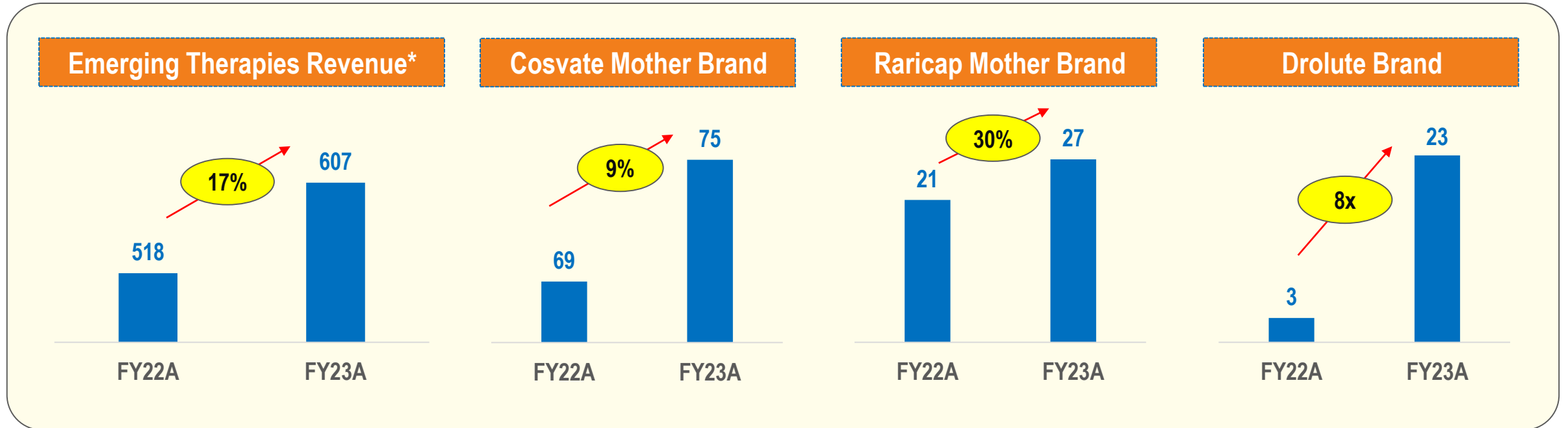
### Crevast Mother Brand



### Atorsave Mother Brand



# Our Emerging Therapies – Acquired Critical Mass with Growth Momentum



- Revenue base of INR 600+ crore
- Accounts for 26% of Revenue
- FY23 growth of 17%

# Strong Position in the ~ INR 12,000 Crore Oral Anti-Diabetes Market

## Eris ranks in Oral Anti-Diabetes therapy

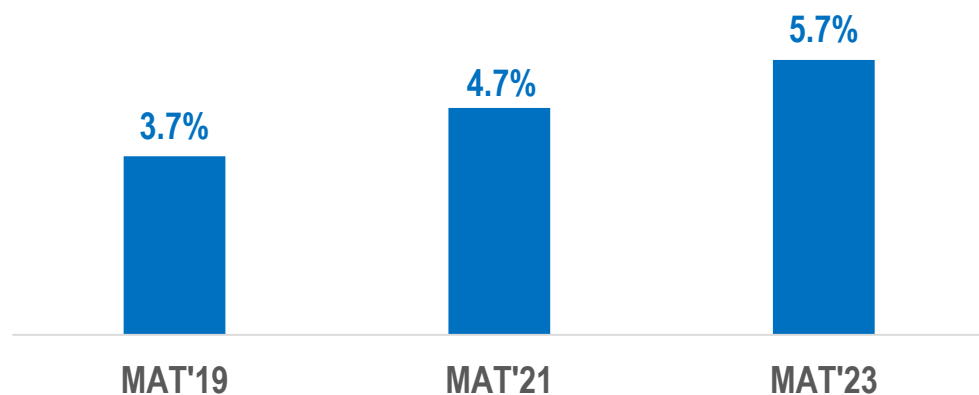
By Revenue\*



Total # Rx\*\*



## Growth of Eris market share in Oral Anti-Diabetes\*



Eris has built a full-service presence in Oral Anti-Diabetes therapy with high market ranks in latest generation molecules (DPP4 and SGLT2 inhibitors)

### Sulfonylurea

<i>GlimiSave</i>	Rank 5
<i>GlimiSave MV</i>	Rank 2
<i>Cyblex</i>	Rank 4
<i>Cyblex MV</i>	Rank 1

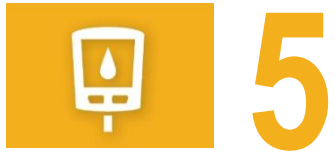
### DPP4 Inhibitors

<i>Zomelis</i>	Rank 1 among Gx
<i>Tendia</i>	Rank 2
<i>Glura</i>	Newly launched brand in Sitagliptin Market

### SGLT2 Inhibitors

<i>Gluxit</i>	Rank 2 among Gx
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## Eris Prescription Ranking\* among Doctor Specialties



**DIABETOLOGISTS#**

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**CARDIOLOGISTS**

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**DERMATOLOGISTS**

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**NEUROLOGISTS**

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**GYNECOLOGISTS**

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**CONSULTING  
PHYSICIANS**

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# Two Key Pillars of Our Market Engagement



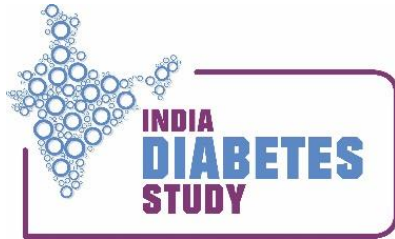
The core focus of our market engagement is to enable clinicians to **improve clinical outcomes in patients** through timely and precision diagnosis and treatment

1

Generation of **actionable scientific evidence** through India-centric studies

2

Patient Care initiatives for precision **diagnosis & treatment**



First of its kind nation-wide study

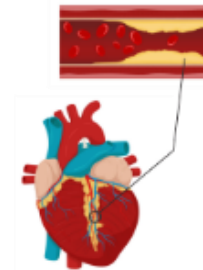
## Cardiovascular risk in newly diagnosed type 2 diabetes patients in India

5080 Patients | 1932 Physicians | 928 Medical centres | 121 Cities across 27 Indian states



**49%**

patients had  
**HbA1c > 8**



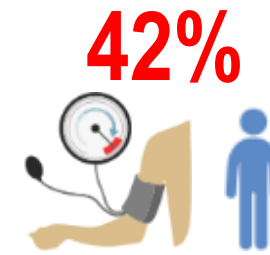
**82.5%**

patients had at least **one lipid profile abnormality**



**66%**

patients classified as **OVERWEIGHT**



**42%**

patients were **hypertensive**

**45%**  
Men had hypertension

**37.5%**  
Women had hypertension

The study was published in the **Public Library of Science (PLOS) journal**



# 1b. India-Centric – The India Heart Study



## IHS Methodology

The investigators examined the blood pressure of **18,918** participants with the help of 1,233 doctors



**62.7%**  
Male



**37.3%**  
Female

across **15** states  
over a period of **9** months.



## IHS Revealed

**42%** of the participants were misdiagnosed and were unaware of their actual health status



**42% misdiagnosis** - **23.7%** of the respondents had **white-coat hypertension** and **18%** of the respondents had **masked hypertension**



Indians have a higher average resting heart rate of **80 beats per minute**, higher than the desired rate of 72 beats per minute.



## Expert Speak

**White-coat hypertensives** get misdiagnosed as hypertensive and put on anti-hypertensives' medication, which increases the risk of hypotension (low blood pressure, less than SBP 90/60 DBP) in such persons.

On the other hand, a **masked hypertensive** may go undiagnosed, running the risk of complications to the heart, kidney, and brain, leading to premature mortality.

- Dr. Willem Verberk, PhD.

The study was accepted and published in the

Journal of  
**Hypertension**

official journal of



International  
Society of  
Hypertension



European  
Society of  
Hypertension

## Scientific Research and Publications facilitated by Eris in reputed International and Indian Journals

Self-blood pressure measurement as compared to office blood pressure measurement in a large Indian population; the India Heart Study

Clinical relevance of double-arm blood pressure measurement and prevalence of clinically important inter-arm blood pressure differences in India primary care

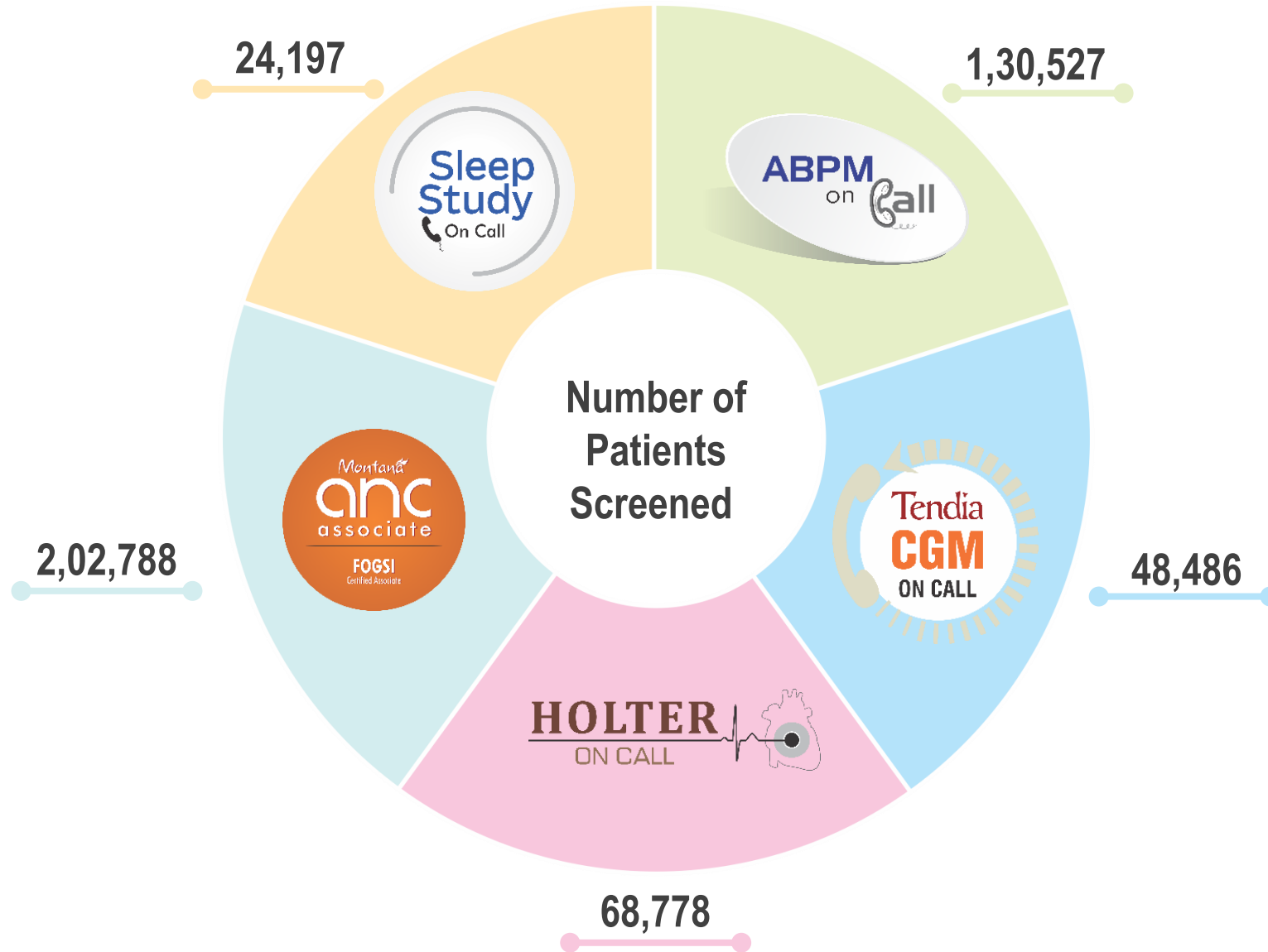
Cardiovascular risk factors of airport visitors in India: results from a nation-wide campaign

Usefulness of ambulatory blood pressure measurement for hypertension management in India: the India ABPM study

Cardiovascular risk in newly diagnosed type 2 diabetes patients in India

Blood pressure related to age: The India ABPM Study

## 2. Patient Care – Driving Precision Diagnosis and Better Disease Management



- Objective - Bring **cutting-edge healthcare solutions** to patients through the involvement of **Key Opinion Leaders**
- **State-of-the-art diagnosis at home**, followed by **treatment options**
- Helped tens of thousands of patients towards healthier lives through initiatives such as **ABPM, CGM and Holter**
- Present run-rate of interventions
  - **ABPM – 1,500+ pm.**
  - **CGM – 700+ pm.**

# Our Manufacturing Infrastructure

## Guwahati Site

WHO-GMP manufacturing facility in Guwahati, Assam

100,000 Built-up area (sq. ft)

300+ Products manufactured

70% of revenue (in FY 23) came from products manufactured at the Guwahati facility

### Capacity utilization for Prescription Products

Products	Capacity (mn units pa)*	Output (mn units)	Capacity Utilisation
Tablets	1,440	1,019	71%
Capsules	150	62	41%
Sachets	2.4	1	35%
Soft Gel Tablets	216	65	30%

### Capacity utilization for Supplements and Nutraceuticals

Products	Capacity (mn units pa)*	Output (mn units)	Capacity Utilisation
Tablets	25	12	48%
Capsules	25	14	55%
Sachets	1.2	1	51%

The Guwahati facility enjoys Income tax exemption till FY 24 and GST subsidies till FY 25

## Gujarat Site

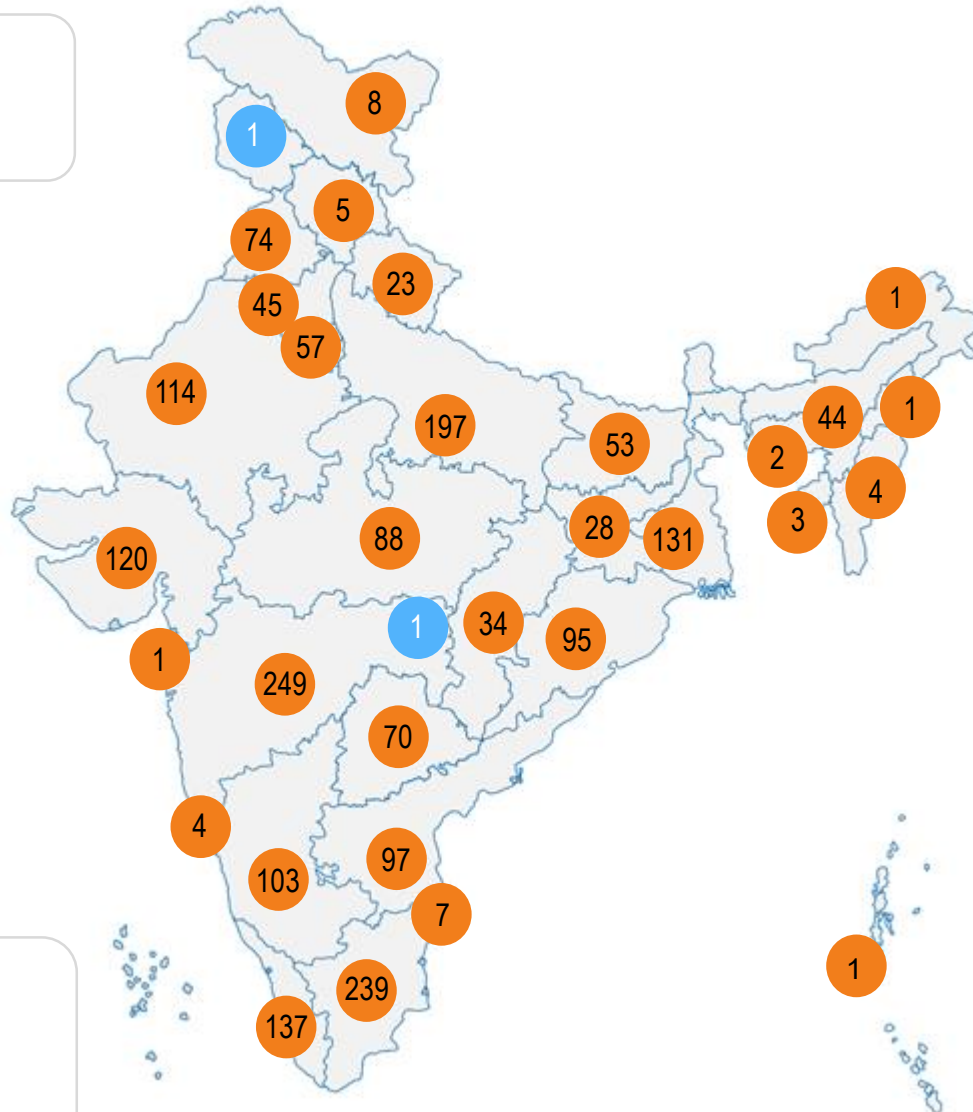
- Commissioned Greenfield Manufacturing Unit in March 2023
- Physical Footprint: 10x of the existing Guwahati Facility
- Capability to manufacture Oral Solids, Sterile Injectables, Oral Liquids and Topical Formulations (in process)
- Research & Development Unit Laboratories for Formulation Development, Analytical & Microbiology
- Built to WHO GMP standards

### Installed Capacity for Various Dosage Forms

Products	Capacity (mn units pa)*
Tablets	2,160
Capsule	240
Oral Liquid	18
Injectable	36
Ointment	84

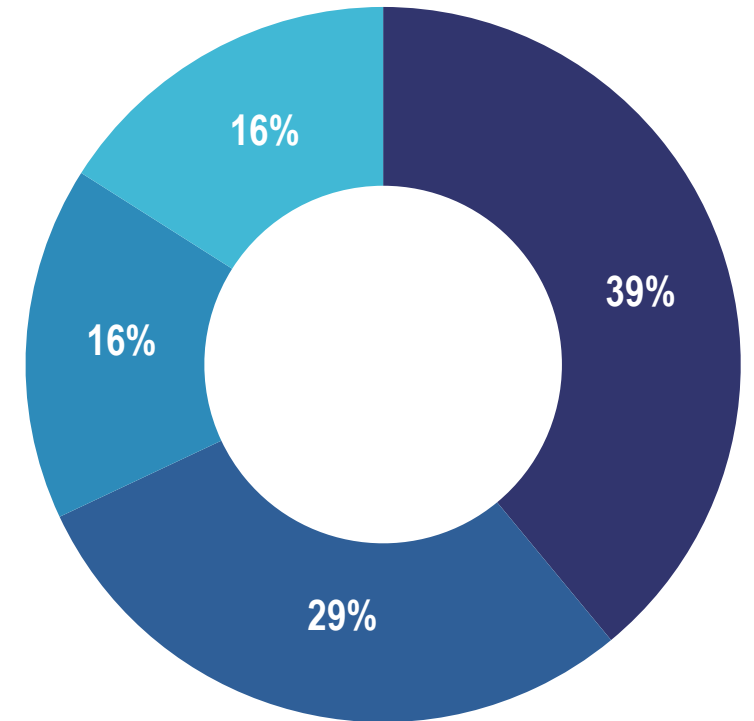
\*Installed capacity based on two shifts per day | \*For the year ended 31<sup>st</sup> Mar'23

# Pan-India Sales Presence and Distribution Network



**2** Central Warehouses  
**22** Sales Depots  
**2,035** Stockists  
**5,00,000+** Retail Chemists

Region-wise sales distribution (FY 23)



■ South ■ West ■ North ■ East



**Amit Bakshi**

**Chairman and  
Managing Director**



**Krishnakumar V**

**Executive Director &  
Chief Operating Officer**



**Inderjeet Singh Negi**

**Executive Director**



**Kaushal Shah**

**Executive Director**



**Sujesh Vasudevan**

**Independent Director**



**Rajeev Dalal**

**Independent Director**



**Prashant Gupta**

**Independent Director**



**Kalpana Unadkat**

**Independent Director**

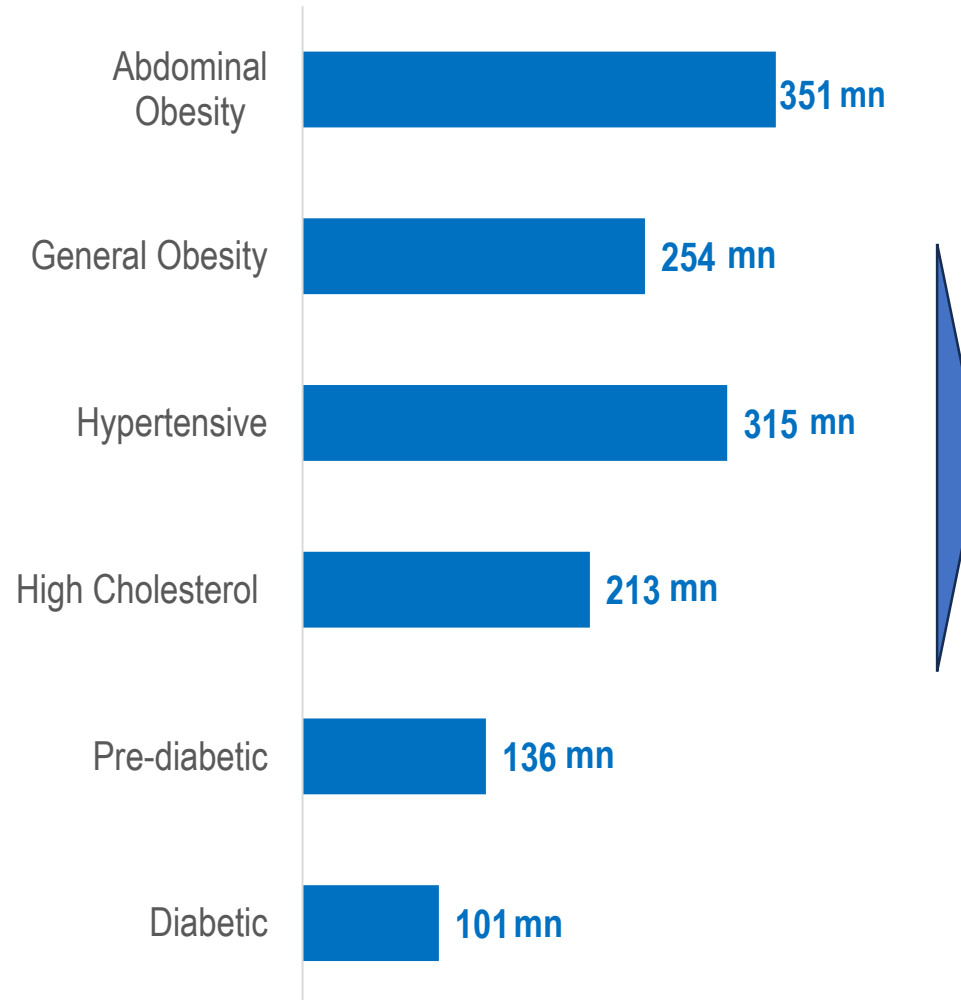
- Eight-member Board of Directors, comprising of four Executive Directors and four Independent Directors
- We place significant emphasis on corporate governance, consistently striving to adopt best-in-class governance practices

# We will continue our focus on Lifestyle Diseases, which will require significant attention and care in the years to come

## Medical Research

- ICMR Survey of Indian population above the age of 20
- No. of participants = 1,13,043
- Results published in Lancet Journal

## Lifestyle Diseases Prevalence in India



## Trends in Lifestyle Diseases

- Significant increase in prevalence of non-communicable diseases (NCDs) in India; **share of heart disease** and **metabolic disorders** projected to **expand** in the years to come
- India is called the “**Diabetes capital of the world**” with **100+ mn** diagnosed & **136 mn pre-diabetic cases**
- The Average **onset age** for **Diabetes** in India is **41** years – being **preponed by a few years** due to use of **steroids in COVID** management
- **Hypertension – 315 mn** diagnosed cases and **Hypercholesterolemia – 213 mn** diagnosed cases

1

## Growth in Base Business

- Our **Top-20** power brands account for **70%** of our revenues and have grown at **17%** in **FY23**. **15** out of these brands are ranked among the **Top-5** in their respective segments. We have
  - **4** brands with revenues of Rs. **100+ crore** each
  - **6** brands with revenues of Rs. **70-80 crore** each, and
  - **5** brands with revenues of Rs. **50-60 crore** each
- We expect this portfolio to continue growing well in the coming years along with the generation of **high margins** and **strong cashflows** for investment

2

## New product pipeline

- We have **demonstrated our credentials** in being able to secure **market-leading** positions in **patent expiry** opportunities through our brands **Zomelis, Gluxit, Glura, Zayo**, etc.; we expect to continue leveraging more such opportunities over the **next 2-3 years**
- We will expand our **injectable anti-diabetes** franchise currently consisting of **Xsulin** (Human Insulin) and **Xglar** (Glargine) with the additions of other insulin analogues and **GLP1 Agonists**
- We will drive new product launches in **Medical Dermatology** and **Cosmetology**, and expand our product ranges in **CNS** and **Women's Health** therapies



3

## Expansion of physician coverage

- We continue to make good progress in expanding our coverage of **Specialists and Consulting Physicians** in line with our expectations
- We added ~ **200 Reps** to the Eris field-force in FY23

4

## Therapeutic diversification

- Strong momentum on therapy diversification with **3 emerging therapies** (**Derma, CNS & Women's Health**) accounting for **26%** of Branded Formulations revenue (up from **12%** last year) and grown **17% in FY 23**
- We will continue to invest in these therapies in **organic** as well as **inorganic** growth

5

## Inorganic Opportunities

- Our acquisition of Oaknet in May 2022 followed by Glenmark & DRL brands later in the year is emerging as a credible **endorsement of our inorganic value-creation** thesis; First year **revenue growth of 28%** with an **EBIDTA margin** expansion from **10% to 24%**
- We will continue to look for such **high-return inorganic opportunities** to complement our organic growth initiatives

This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions.

Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and the underlying assumptions and statements, other than those based on historical facts, including, but not limited to, those that are identified by the use of words such as 'anticipates', 'believes', 'estimates', 'expects', 'intends', 'plans', 'predicts', 'projects' and similar expressions. Risks and uncertainties that could affect us include, without limitation:

- General economic and business conditions in the markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in the healthcare sector;
- Changes in the laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in the political conditions in India and in other global economies.

Should one or more of such risks and uncertainties materialise, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events, unless it is required by Law.



## **Eris Lifesciences Ltd.**

CORPORATE OFFICE:

Shivarth Ambit, Plot No. 142/2, Ramdas Road,  
Off SBR, Near Swati Bungalows, Bodakdev,  
Ahmedabad, Gujarat 380054

CIN: L24232GJ2007PLC049867

Website : [www.eris.co.in](http://www.eris.co.in)

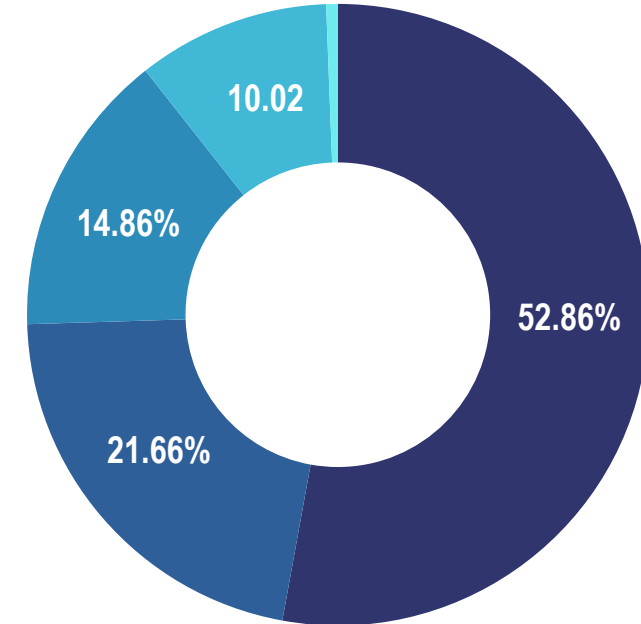
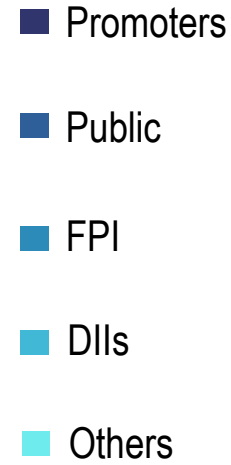
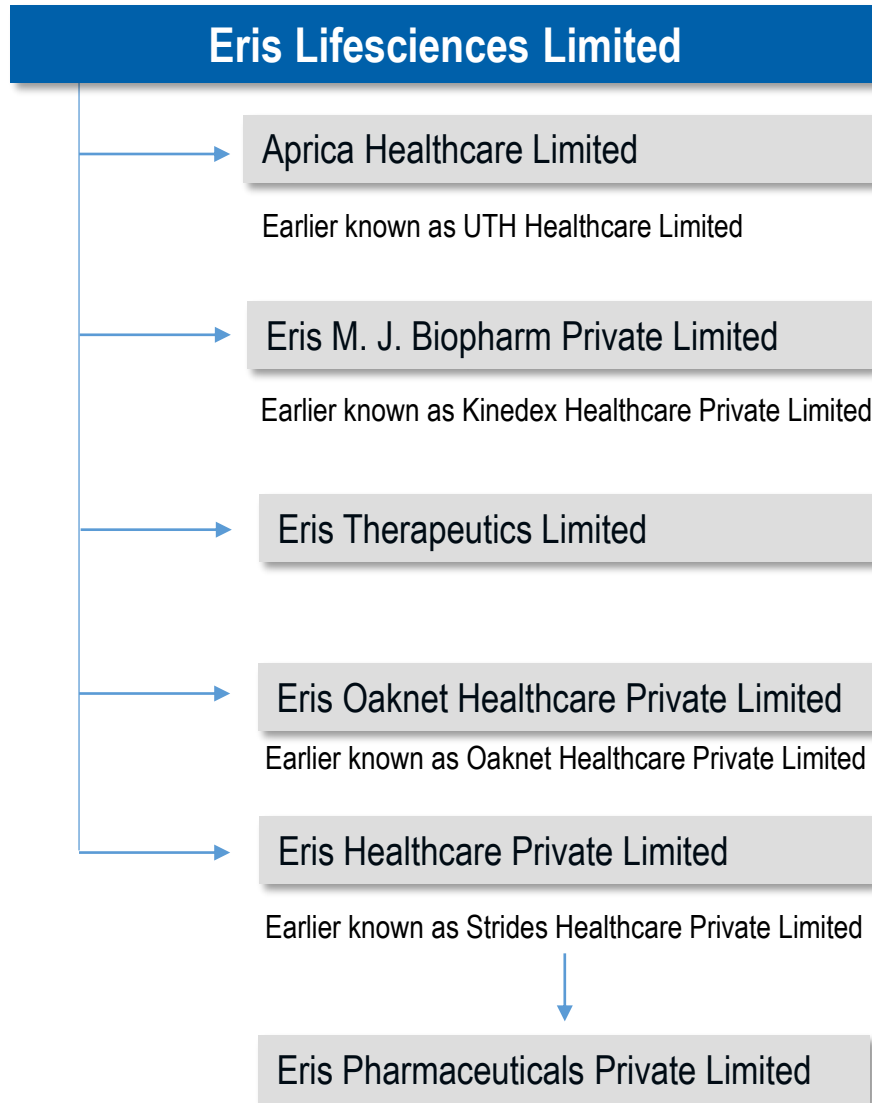
### **IR Contact**

Kruti Raval

[kruti@erislifesciences.com](mailto:kruti@erislifesciences.com)

A background image showing a grid of glass test tubes. One tube in the foreground is filled with a bright yellow-green liquid, while the others are empty. The tubes are arranged in a perspective that recedes into the distance.

# APPENDIX



Promoter shares are unencumbered

Shareholding pattern is as on 31 March 2023	
NSE Symbol	ERIS
BSE Ticker	540596
Market Cap (₹ Mn)	77,801
Shares Outstanding (Mn)	136
Industry	Pharmaceuticals

# Financial Summary (1/2)



P&L Summary	FY17	FY18	FY19	FY20	FY21	FY22	FY23
Revenue	7,495	8,556	9,822	10,741	12,119	13,470	16,851
Gross Profit	6,449	7,215	8,285	9,025	9,736	10,885	13,328
Gross Profit Margin (%)	86.0%	84.3%	84.4%	84.0%	80.3%	80.8%	79.1%
Operating EBITDA	2,691	3,220	3,449	3,684	4,306	4,850	5,367
Operating EBITDA Margin (%)	35.9%	37.6%	35.1%	34.3%	35.5%	36.0%	31.9%
PBT	2,704	3,122	3,174	3,314	3,945	4,422	4,046
PBT Margin (%)	36.1%	36.5%	32.3%	30.9%	32.6%	32.8%	24.0%
PAT	2,466	2,950	2,911	2,965	3,551	4,058	3,742
PAT Margin (%)	32.9%	34.5%	29.6%	27.6%	29.3%	30.1%	22.2%
EPS	17.95	21.39	21.15	21.61	26.16	29.89	28.10
Dividend (per share)	0	0	0	2.87	5.50	6.01	7.35
<b>Cash Flow Generation</b>							
Operating Cash Flow (OCF)	2,002	2,346	2,230	2,712	3,754	3,783	2,917
OCF as % of EBITDA	74.4%	72.9%	64.7%	73.6%	87.2%	78.0%	54.4 % *

Source: Consolidated Financial Statements, INR mn .

\* OCF as % of Ebitda adjusted for Acquisition related one-off items = 75%

# Financial Summary (2/2)



	FY17	FY18	FY19	FY20	FY21	FY22	FY23
<b>Margin (%)</b>							
Gross Margin	86.0%	84.3%	84.4%	84.0%	80.3%	80.8%	79.1%
EBITDA Margin	35.9%	37.6%	35.1%	34.3%	35.5%	36.0%	31.9%
EBIT Margin	32.9%	34.6%	31.4%	29.6%	32.0%	31.2%	24.9%
PAT Margin	32.9%	34.5%	29.6%	27.6%	29.3%	30.1%	22.2%
<b>Return (%)</b>							
RoIC	127%	51%	33%	30%	34%	34%	20%
RoE	126%	74%	44%	30%	31%	33%	22%
<b>Others</b>							
Debt/Equity	0.0	0.4	0.2	0.0	0.0	0.0	0.4
EPS (₹)	17.95	21.39	21.15	21.61	26.16	29.89	28.10
<b>Working Capital (in days)</b>							
Receivables	24	28	31	53	42	44	63
Inventory	27	28	31	24	28	32	28
Payables	19	39	31	34	31	32	27
Net Working Capital	32	18	31	43	40	44	65

BS Summary	Mar'17	Mar'18	Mar'19	Mar'20	Mar'21	Mar'22	Mar'23
Share Capital	138	138	138	136	136	136	136
Reserves	5,534	8,476	11,368	12,828	15,628	18,947	21,819
<b>Shareholders Fund</b>	5,672	8,614	11,506	12,964	15,764	19,083	21,960
<b>Borrowed Funds*</b>	6	3,768	1,764	61	45	804	8,690
Tangible Assets	557	526	553	873	779	1,679	3,560
Intangible Assets	1,760	7,185	7,072	7,919	7,776	7,531	22,124
Treasury Investments + Cash & Bank Balances	3,057	3,760	3,634	1,453	4,159	6,346	952

Therapy wide presence in Oral Diabetes Care with power brands holding high ranks in Newer-generation fast-growing molecules (DPP4 and SGLT2 inhibitors)

## Sulfonylurea

**GlimiSave** rank 5 in the ~5,100 cr Glimepiride and combinations market

**Glimisave MV** rank 2 in Glimeperide + Voglibose + Metformin

**Cyblex** rank 4 in the ~780 cr Gliclazide and combinations market

**Cyblex MV** rank 1 in Gliclazide + Voglibose + Metformin

## DPP4 Inhibitors

**Zomelis** rank 1 among Gx and rank 3 incl innovator brands - in the ~1,500 cr Vildagliptin and combinations market

**Tendia** rank 2 in the ~1,000 cr Tenzeligliptin and combinations market

**Glura** Our newly launched brand in Sitagliptin market

## SGLT 2 Inhibitors

**Gluxit** rank 2 among Gx brands and rank 4 including innovator brands in the Dapagliflozin and combinations mkt.



## Strong presence in Anti-Hypertensives: the largest segment of Cardiac Care

**Eritel** rank 5 in the ~4,400 cr Telmisartan and combinations market  
**Eritel CH** rank 5 in Telmisartan + Chlorthalidone market  
**Eritel LN** rank 2 in Telmisartan + Cilnidipine market

**Olmin** rank 3 in the ~800 cr Olmesartan and combinations market  
**Olmin Trio** rank 1 in Olmesartan + Cilnidipine + Chlorthalidone market  
**Olmin CH** rank 2 in Olmesartan + Chlorthalidone market

**LN BLOC** rank 2 in the ~800 cr Cilnidipine and combinations market  
**LN Beta** rank 1 in Nebivolol + Cilnidipine market

**Zayo** Our brand in Sacubitril + Valsartan, an important product for managing Heart Failure

## VMN: Specialty focus in core molecules

**ReNerve** rank 2 in the ~2,600 cr Methylcobalamin and combinations market

**Tayo** rank 6 in the ~2,000 cr Cholecalciferol and combinations market

**GINKOCER** rank 1 in the ~100 cr Ginkgo Biloba + combination market with 38% market share

## Leading brands in Medical Dermatology

<b>Cosvate</b>	rank 2 in the ≈500 cr Clobetasol and combinations market <b>15% market share</b>
<b>Cosvate-GM</b>	rank 1 Clobetasol + Gentamicin + Miconazole market
<b>Cosmelite</b>	rank 3 in Melasma market
<b>Onabet</b>	rank 1 in Sertaconazole and combinations market <b>67% market share</b>

## Emerging presence in CNS

<b>Serlift</b>	rank 3 in Sertraline market with <b>16% market share</b>
<b>DESVAL</b>	rank 4 in Divalproex market

## Strategic Launches in Women's Healthcare

<b>Metital</b>	rank 4 in the <b>Rs. 300+ crore</b> Myo-inositol and combinations market <b>6% market share</b>
<b>Drólute</b>	Our newly launched brand in the <b>Rs. 800+ crore</b> Dydrogesterone market
<b>Raricap<sup>®</sup>FCM</b>	Our newly launched brand in Ferric Carboxymaltose market

**THANK YOU**

**Eris Lifesciences**