

**November 20, 2023**

National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai-400051, MH  
400001

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort, Mumbai-

Symbol: **ORCHPHARMA**

Scrip Code: **524372**

**Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we hereby inform you that Meetings of the Investors and Roadshow of Orchid Pharma Limited (“**the Company**”) are scheduled to be held as per the details mentioned hereunder:

<b>Commencement Date</b>	<b>End Date</b>	<b>Place</b>
<b>Tuesday, November 21, 2023</b>	<b>Thursday, November 23, 2023</b>	<b>Mumbai</b>

Copy of the presentation to be presented and discussed during the said events is enclosed herewith for your reference.

Further, the presentation is also available on Company’s official website i.e., [www.orchidpharma.com](http://www.orchidpharma.com)

*Kindly note that the above schedule may undergo change due to unforeseen exigencies on the part of Investors/Company.*

Please take the above information in your record.

Thanking You

For **Orchid Pharma Limited**

**MARINA** Digitally signed by  
MARINA PETER  
**PETER** Date: 2023.11.20  
16:58:17 +05'30'

**Marina Peter**

**Company Secretary**

*Encl. as above*



# Marching Forwards



# SAFE HARBOR

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# Company overview

1

## **PIONEER IN CEPHALOSPORIN ANTIBIOTICS**

R&D Focused, Inventor of  
Enmetazobactam (Under Approval in US &  
EU)  
Acquired by Dhanuka Group through CIRP  
Process on 31<sup>st</sup> March 2020

2

## **ABOUT DHANUKA GROUP**

~ 3000 Crore diversified group. Interests in  
Crop Care and Pharma  
Dhanuka Laboratories is the Pharma arm.  
>25 years in Antibiotics space

3

## **INTEGRATED CEPHALOSPORIN API COMPANY SPREAD OVER 60 ACRES**

Worldwide approvals from USFDA, EU,  
ANVISA, PMDA  
Widest Portfolio of > 35 products across  
Oral and Sterile Cephalosporins

4

## **PROFESSIONAL & EXPERIENCED BOARD WITH STRONG MANAGEMENT TEAM**

Over 200 years experience in the board.  
Over 1000 strong team, with Managers  
having 15 years experience at Orchid.

5

## **STRONG R&D CAPABILITIES**

Capability to file Para IV applications with  
USFDA with 8 FTF till date  
More than 900 patents filed

6

## **GLOBAL PRESENCE WITH A WIDE CUSTOMER BASE**

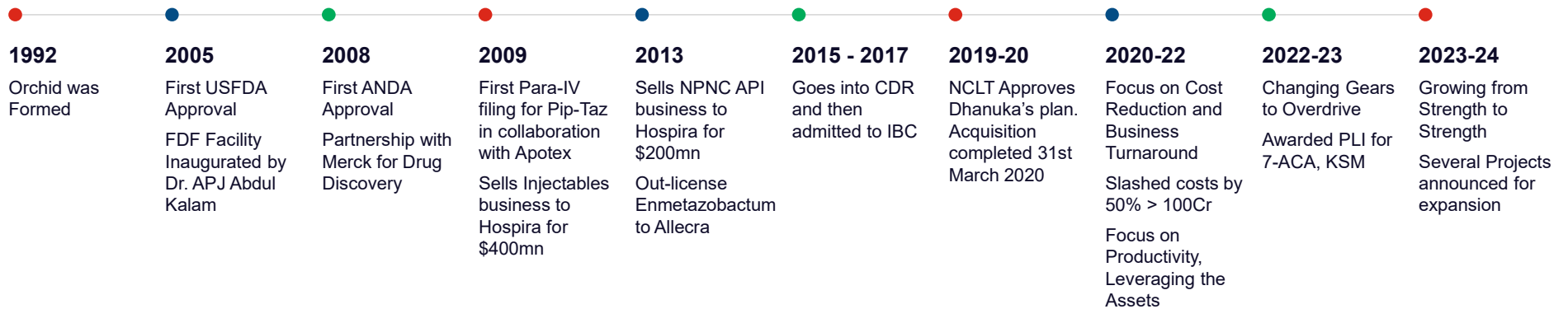
Present in more than 60 Countries  
More than 200 Customers across US,  
Europe and Emerging Markets

7

## **FOCUS ON ESG**

2/3<sup>rd</sup> Energy is Renewable  
Highest Standards of Air – Water Emission  
Control – ZLD – 70% Recycle  
Community development programs for  
villages around the company

# History



# Background and Pedigree

## Dhanuka Agritech Ltd.

- Flagship of the Group founded in 1980.
- Listed on Stock Exchanges for 35 years with a Market Cap of USD 600mn
- Manufactures a wide range of farm input products
- The Company has pan India presence with a network of more than 6000 distributors reaching out to more than 10 million farmers
- The Company has technical tie ups with 4 American and 6 Japanese companies

## Dhanuka Laboratories Ltd.

- Pharmaceutical arm started in 1998
- Leader in Cephalosporin Antibiotics in Emerging markets
- JV with Otsuka - Japan, for manufacturing advanced intermediates
- 2 API Manufacturing Facilities, both Cephalosporin and NPNC

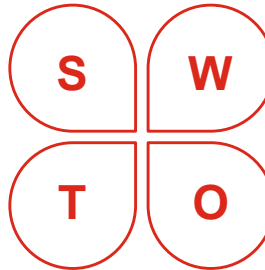
# Key Rationale for Acquiring Orchid Pharma

**Orchid and Dhanuka**  
complement each  
other to become a  
formidable force in  
Antibiotics

## Orchid

**World Leader in Cephalosporin  
Antibiotics focused on regulated  
markets**

Strengths	Weaknesses
Regulatory Approvals – US / EU / Japan / LATAM Widest Range	High Cost Structure Lack of focused Management

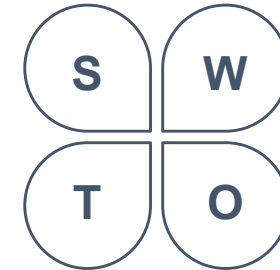


Threats	Opportunity
Financial Stress Competition from Low Cost Chinese Players	Build on Strengths to be a World Leader

## Dhanuka Group

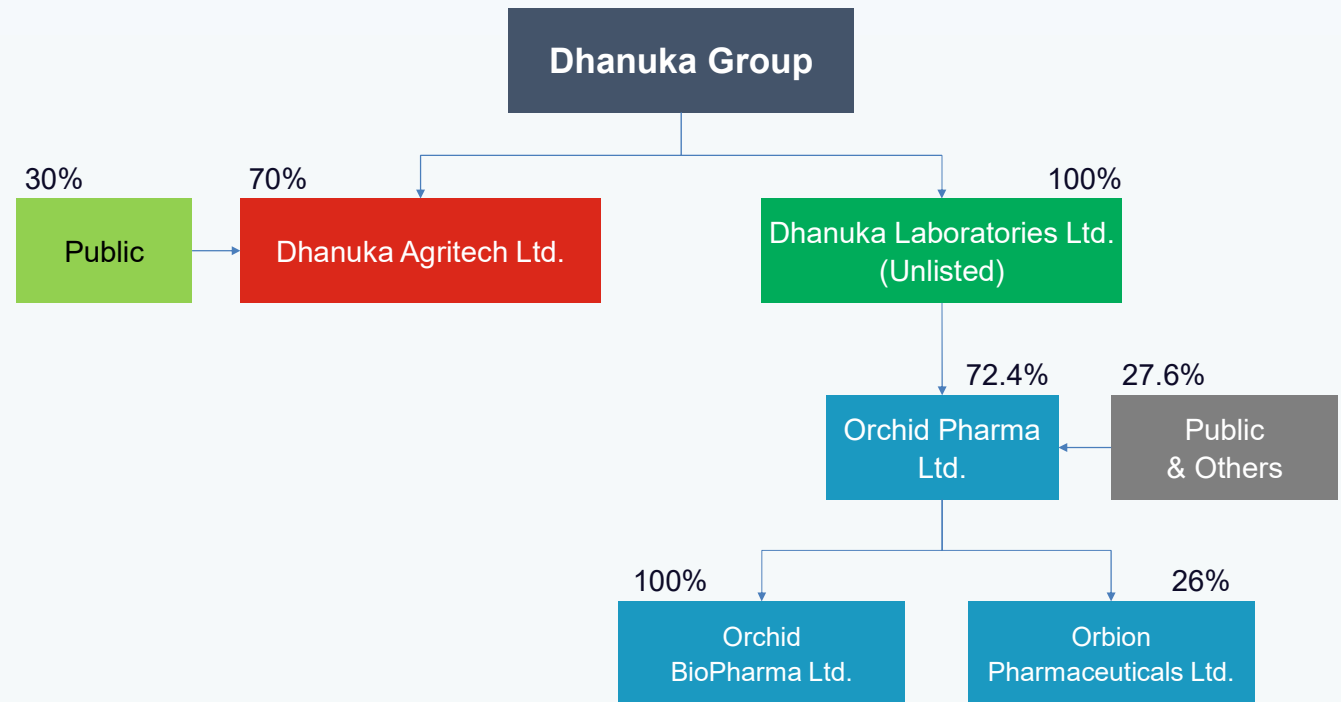
**Leader in Emerging Market space,  
with a strong R&D for new  
products**

Strengths	Weaknesses
Cost Efficient Management Strong R&D Execution Capabilities	Only present in emerging markets



Threats	Opportunity
Emerging Markets High Competition	Growth by Inorganic Route

# Current Corporate Structure



Other insignificant subsidiaries in US / EU are non operative and were linked to non-core business which was sold off to Orbion.



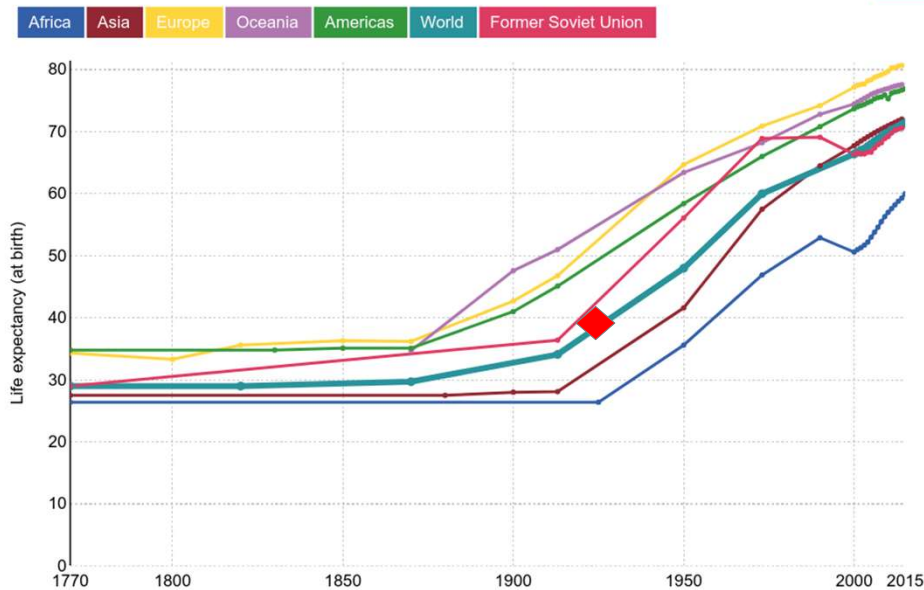
# About Antibiotics

20 November 2023



# What are Antibiotics

Life expectancy globally and by world regions since 1770

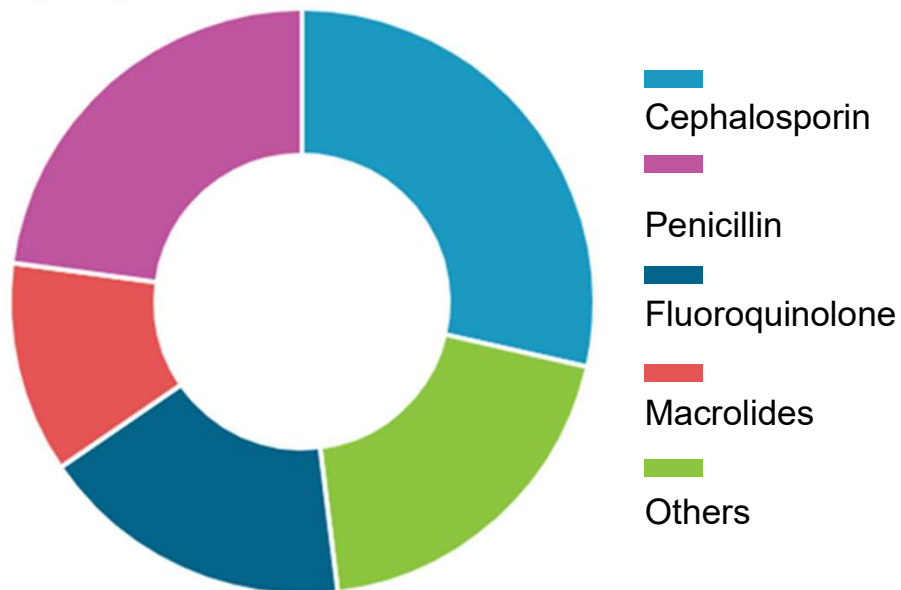


Source: Life expectancy – James Riley for data 1990 and earlier; WHO and World Bank for later data (by Max Roser) OurWorldInData.org/life-expectancy/ • CC BY-SA

- Life Saving Drugs used to fight infections
- Before Penicillin by Alexander Fleming, average life expectancy was 40 years
- After Antibiotics, basics like child-birth, injuries, pneumonia and stomach infections were tackled which reduced preventable deaths
- Advanced procedures like open heart surgery, organ transplant and cancer treatment, were only possible after Antibiotics
- Now the life expectancy is 70 years

# Antibiotics Market

Global antibiotics market share, by drugs class



➤ Global Antibiotics Market in 2020 – USD 40 bn.

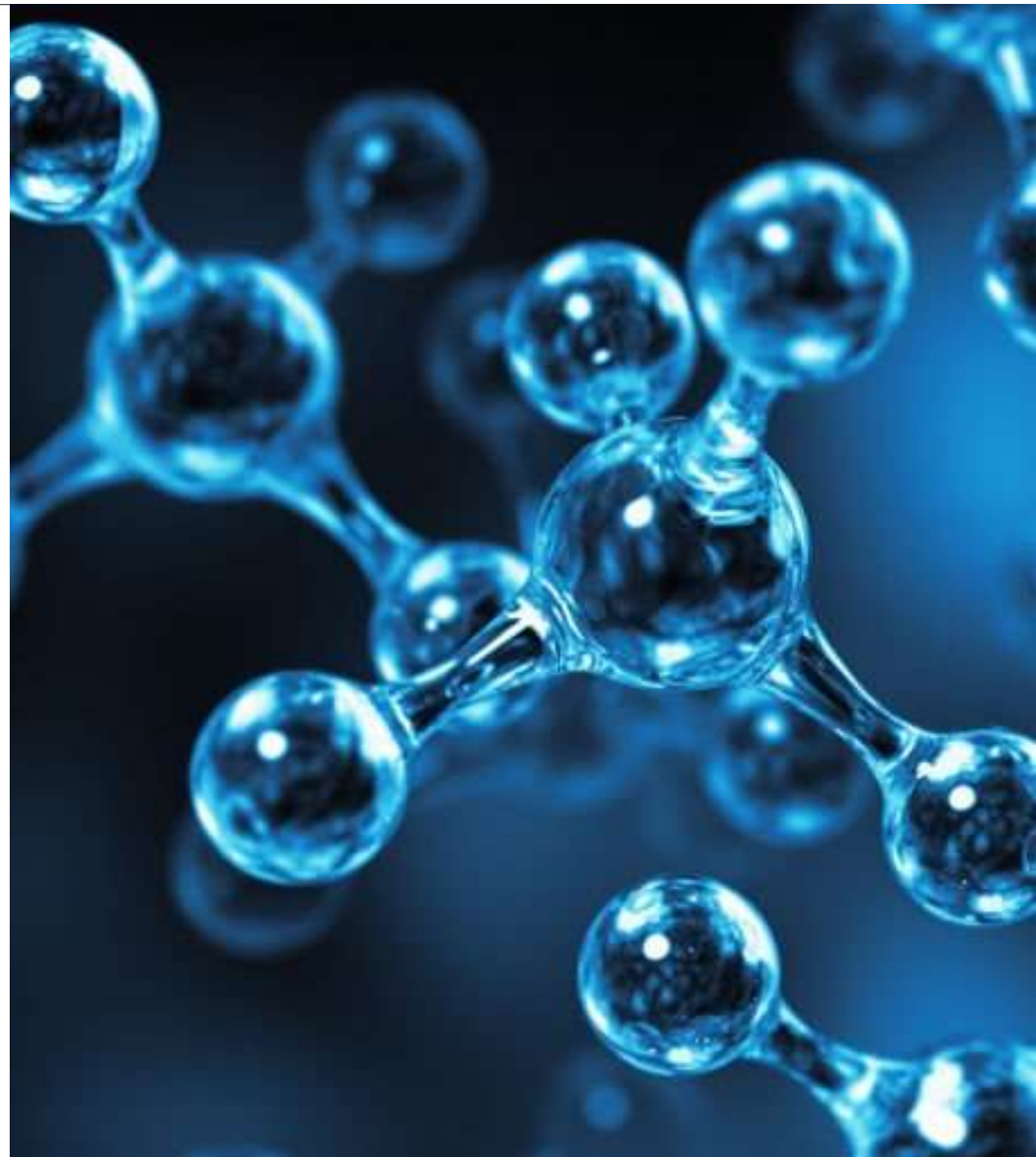
- Cephalosporins is the largest class with 30% share.
- Fastest growing at ~ 8% CAGR

- Widest product range with more than 30 products approved worldwide
- Ceph's have excellent safety profile and wide coverage of bacteria
- Newer Class, less resistance to bacteria

- Volumes will see further growth as population increases.
- Next decade will add ~600mn people in Asia and Africa where access to medicine will improve with rising incomes.

- Indian Domestic Size ~ 20,000 Cr
- Indian Exports of API and FDF ~ 20,000 Cr

# Why Orchid



# Strong R&D capabilities

Orchid pharma has been focused on R&D, will continue to invest in it



Orchid's expertise encompass the entire spectrum of Pharmaceutical R&D

1. Synthesis R&D
2. Analytical R&D
3. Intellectual Property Management

More than 900 patents filed internationally

8 FTF till date for Orchid

All these combined, give us the strength and ability to file First to File Para 4 applications for US and other regulatory markets.

Non – Infringing Process Development

Impurity Qualification

Impurity Characterization

Patent Invalidation Strategy

# Widest range of Cephalosporins

Ready to launch

Under development

	Generation 1	Generation 2	Generation 3	Generation 4	Generation 5	Generation 6
<b>Oral</b>	<ul style="list-style-type: none"> <li>→ Cefadroxil</li> <li>→ Cefalexin</li> <li>→ Cefradine</li> </ul>	<ul style="list-style-type: none"> <li>→ Cefprozil</li> <li>→ Cefuroxime</li> </ul>	<ul style="list-style-type: none"> <li>→ Cefdinir</li> <li>→ Cefditoren</li> <li>→ Cefixime</li> <li>→ Cefpodoxime</li> <li>→ Cefibuten</li> </ul>			
<b>Sterile</b>	<ul style="list-style-type: none"> <li>→ Cefalonium</li> <li>→ Cefalothin</li> <li>→ Cefazolin</li> </ul>	<ul style="list-style-type: none"> <li>→ Cefoxitin</li> <li>→ Ceforanide</li> </ul>	<ul style="list-style-type: none"> <li>→ Cefotaxime</li> <li>→ Ceftiofur</li> <li>→ Ceftizoxime</li> <li>→ Ceftriaxone</li> <li>→ Cefoperazone</li> <li>→ Ceftazidime</li> <li>→ <b>Cefovecin</b></li> <li>→ <b>Cefcapene</b></li> </ul>	<ul style="list-style-type: none"> <li>→ Cefepime</li> <li>→ Cefpirome</li> <li>→ Cefquinome</li> </ul>	<ul style="list-style-type: none"> <li>→ <b>Ceftaroline</b></li> <li>→ <b>Ceftobiprole</b></li> <li>→ <b>Ceftolozane</b></li> <li>→ <b>Cefiderocol</b></li> </ul>	<ul style="list-style-type: none"> <li>→ <b>Cefepime + Enmetazobactam</b></li> <li>→ <b>Ceftazidime + Avibactam</b></li> </ul>

# Leading - Integrated Cephalosporin API company

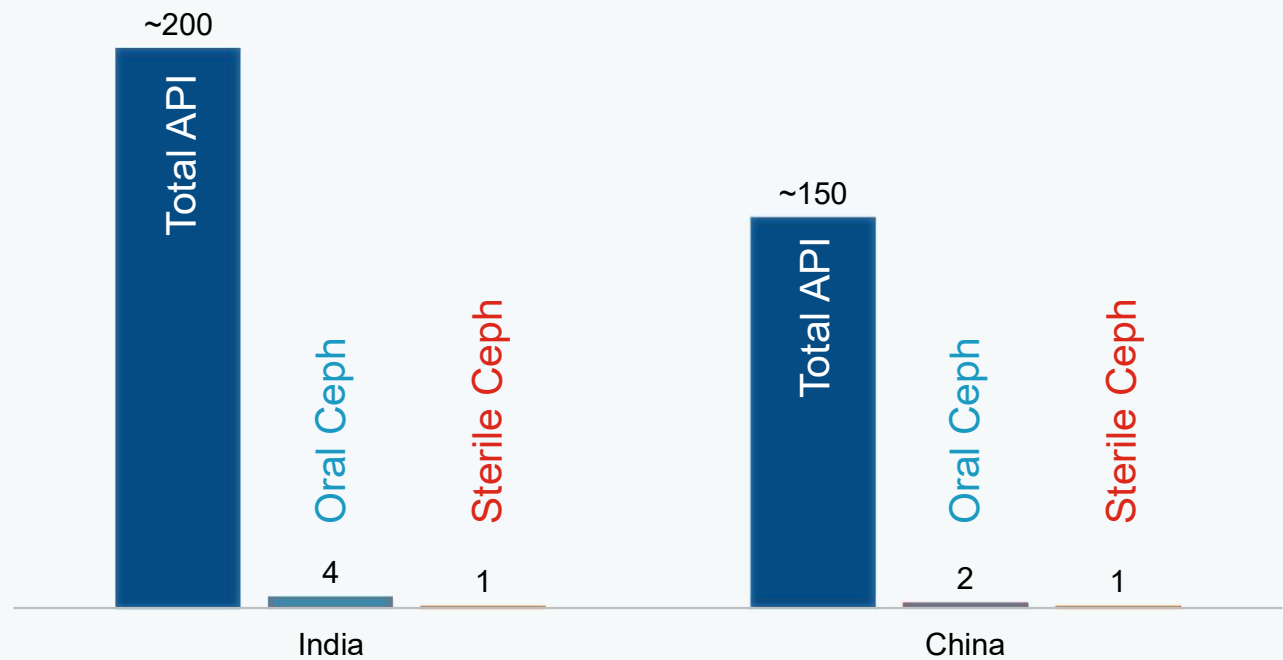


- ❑ Vertically integrated with credentials in research, development, manufacturing and marketing
- ❑ Integrated facilities from Intermediates to API spread across 60 acre, approved worldwide
- ❑ Presence across the antibiotic domains spread across oral and sterile categories of more than 30 products
  
- ❑ Multiple Blocks
  - ❑ Sterile – 5 Crystalline and 1 Lyophilized
  - ❑ Oral – 7 Blocks
  - ❑ Intermediates – 5 Blocks
- ❑ Footprint across 60 countries through direct presence, alliances and partnerships



## Unique Fact about **Orchid's** Facilities

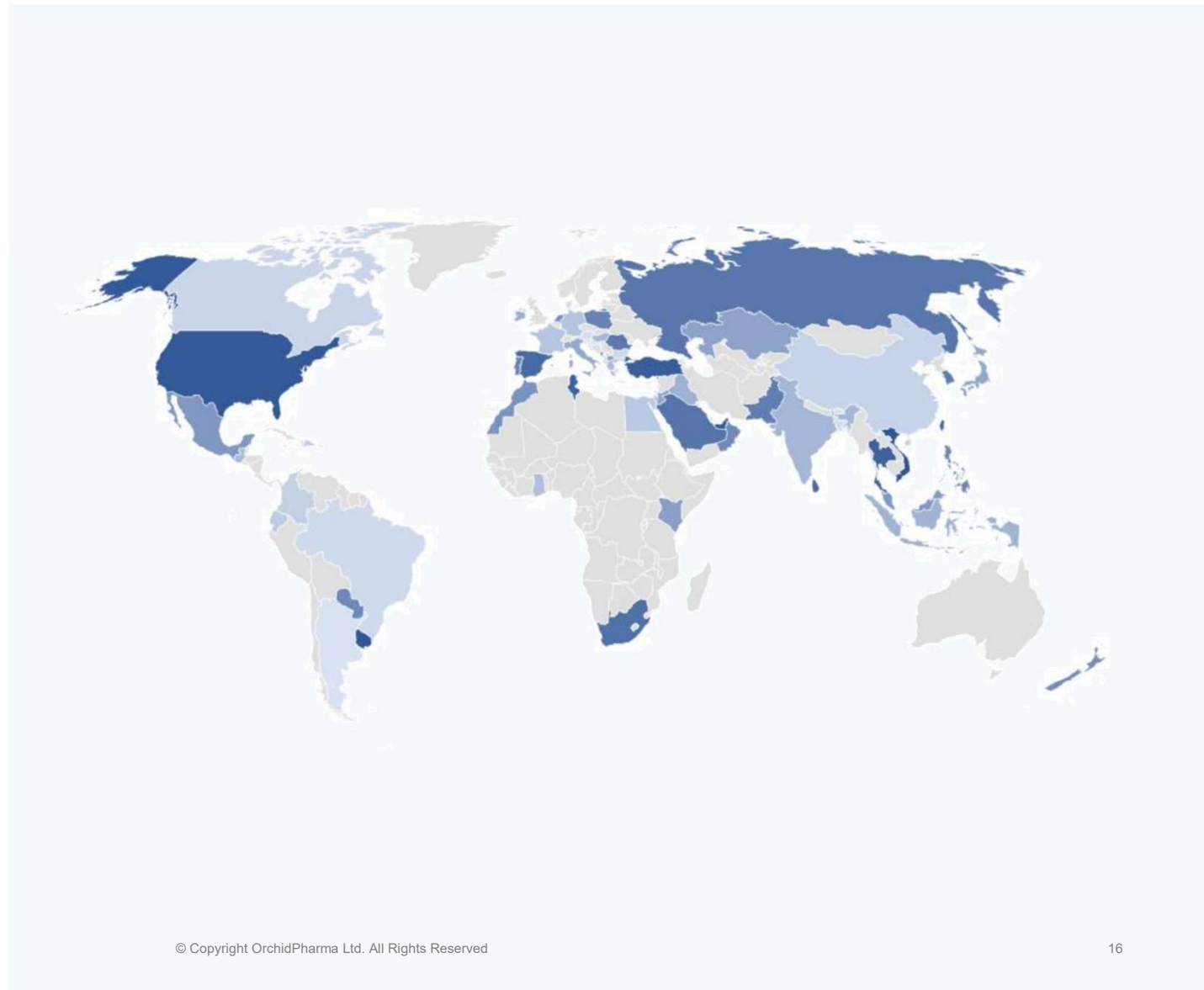
### USFDA APPROVED API SITES



*Orchid Estimates*



## Global Presence with a Wide Customer Base



# Competitive Advantage

**Orchid**



**Legacy**



## **Complexity**

- Chemistry of Cephalosporins
- Sterile Manufacturing



## **High Entry Barrier**

- Cross Contamination Barrier
- High Capital Costs

**Dhanuka**



**Created**



## **Cost Leadership**

- Low Cost of Management
- Low Cost of Operations



# Progress So far

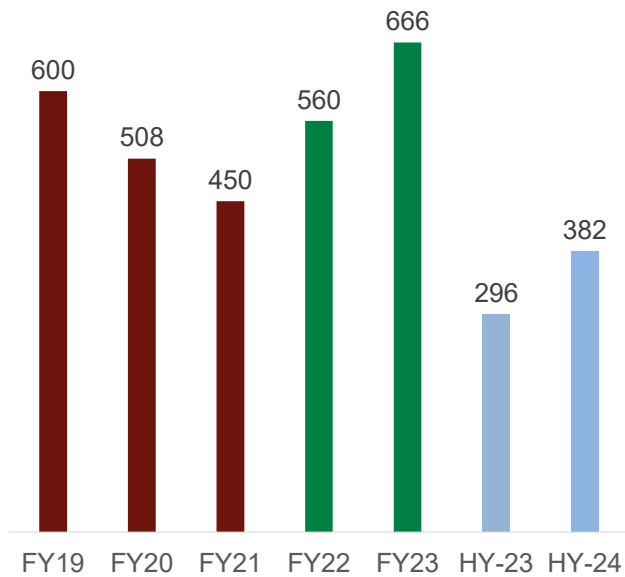
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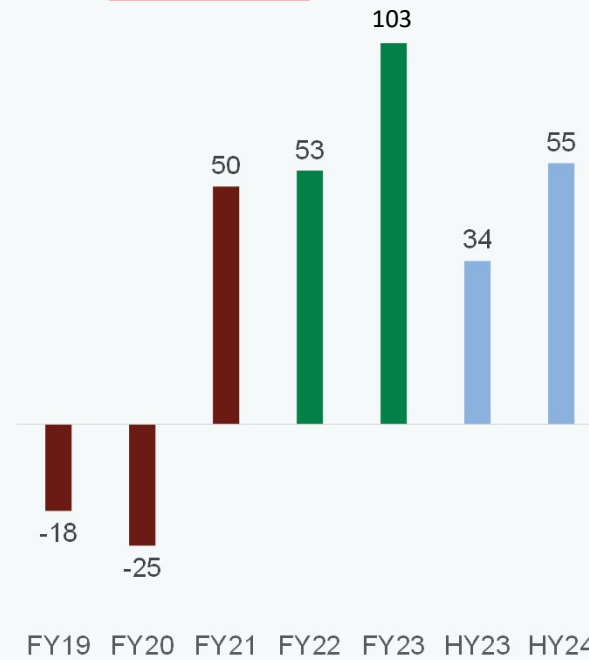
# Progress of Turnaround

■ Before takeover  
■ After takeover

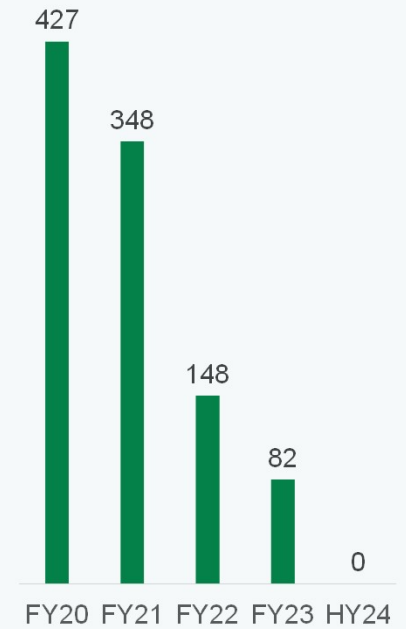
## Revenues



## EBITDA

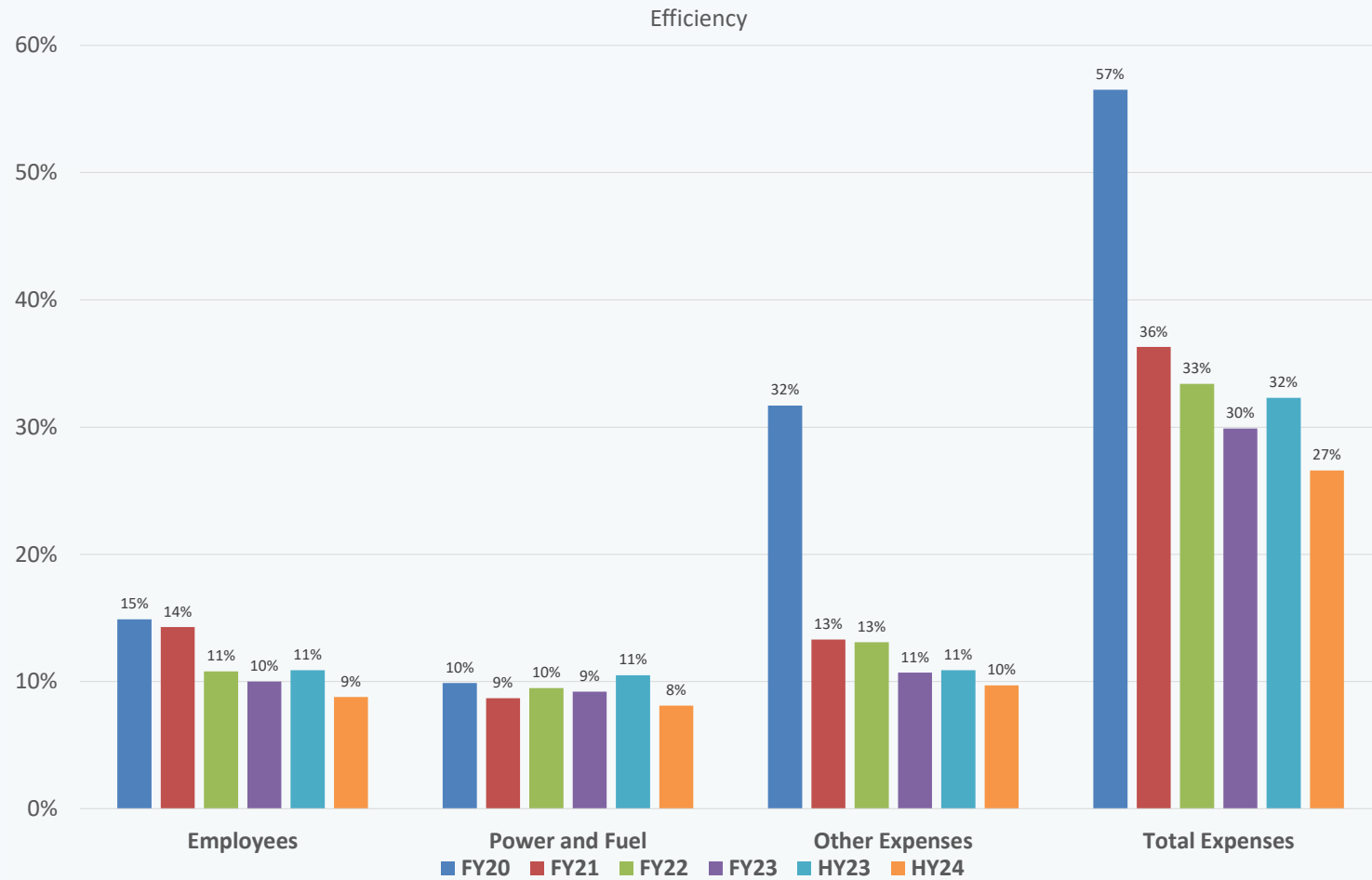


## Term debt



# Efficiency and Productivity

- Operating Leverage is clearly visible.
- This is despite headwinds on energy prices.



**Thank  
You**

