



June 06, 2024

**RPG LIFE SCIENCES LIMITED**  
Regd. Off.: RPG House  
463, Dr. Annie Besant Road  
Worli, Mumbai 400030, India  
Tel: +91-22-24981650 / 66606375  
Fax: +91-22-24970127  
Email: [info@rpglifesciences.com](mailto:info@rpglifesciences.com)  
[www.rpglifesciences.com](http://www.rpglifesciences.com)  
CIN : L24232MH2007PLC169354

To

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

Symbol: RPGLIFE

Scrip Code: 532983

Dear Sir/Madam,

**Sub: Investor Presentation**

In continuation to our Letter dated May 30, 2024, please find enclosed herewith the Investor's Presentation which will be made during RPG Annual Investor Conference 2024.

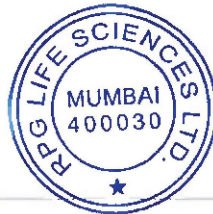
Kindly take the same on record.

Thanking you,

Yours faithfully,  
For RPG Life Sciences Limited

RAJESH RAMESH SHIRAMBEKAR  
Digitally signed by RAJESH RAMESH SHIRAMBEKAR  
Date: 2024.06.06 19:57:41 +05'30'

Rajesh Shirambekar  
Head – Legal & Company Secretary



Encl: As above



hello happiness

# Annual Investor Conference 2024

RPG Life Sciences

June 7, 2024



# Disclaimer

---

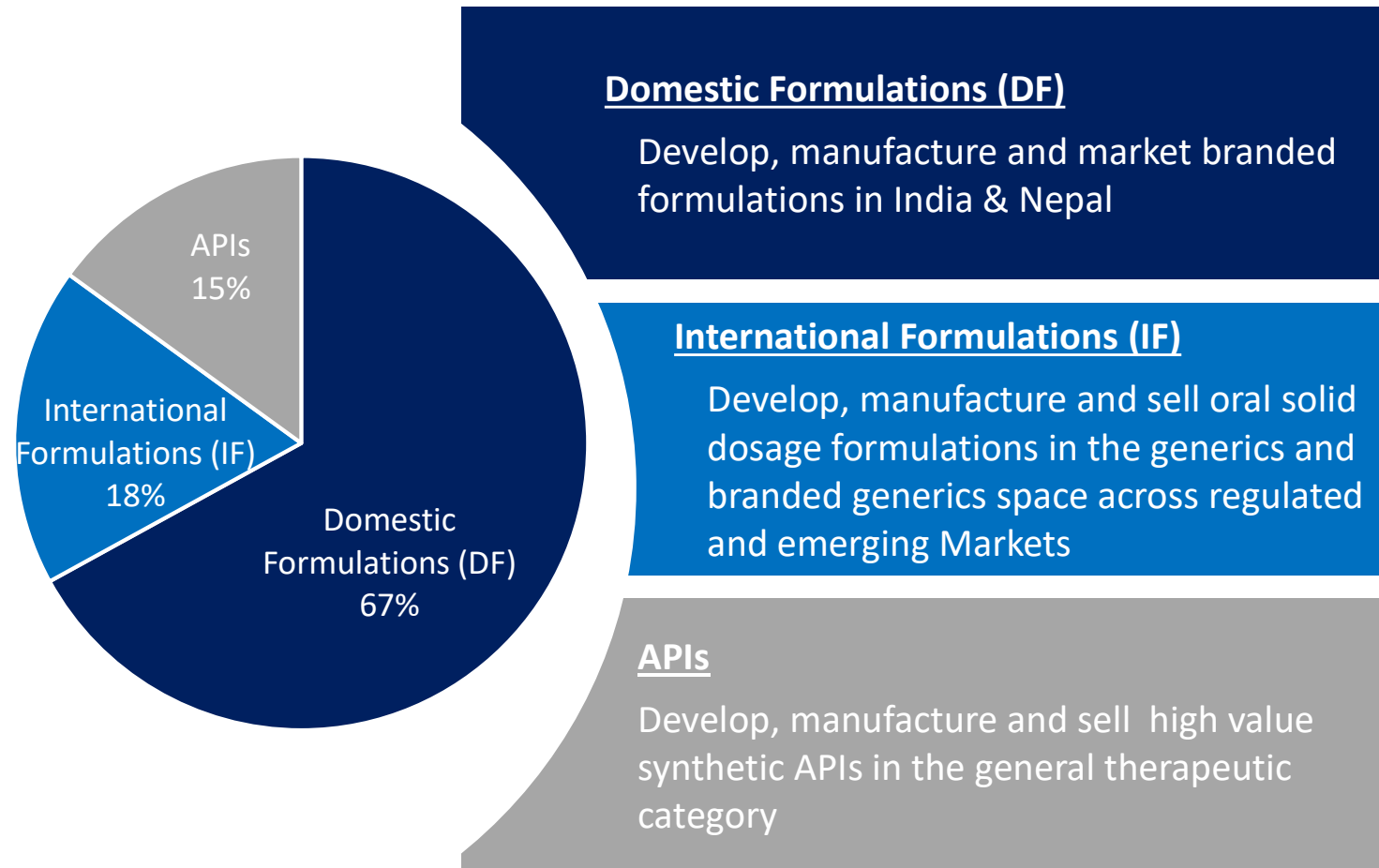
This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial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

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of RPG Life Sciences Limited Limited (the “Company”), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment, therefore. Any person/ party intending to provide finance / invest in the shares/businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By participating in this presentation or by accepting any copy of the slides presented, you agree to be bound by the foregoing limitations.

# RPG Life Sciences: An Integrated Pharmaceutical Company

RPG Life Sciences is an integrated research based pharmaceutical company operating in the domestic and international markets in the branded formulations, global generics and synthetic APIs space.



**Leader** in Immunosuppressants



**9** Therapies represented by High Equity Brands



**50+** Markets Presence



**3** Manufacturing Facilities



**1200+** Employees

## FY 2023-24 delivers A Strong All-Round Performance

↑ Sales Growth	↑ EBITDA Growth	↑ Margin	ROCE	ROE	EPS
14%	26%	+ 229 bps	31.0%	23.4%	Rs. 53.0

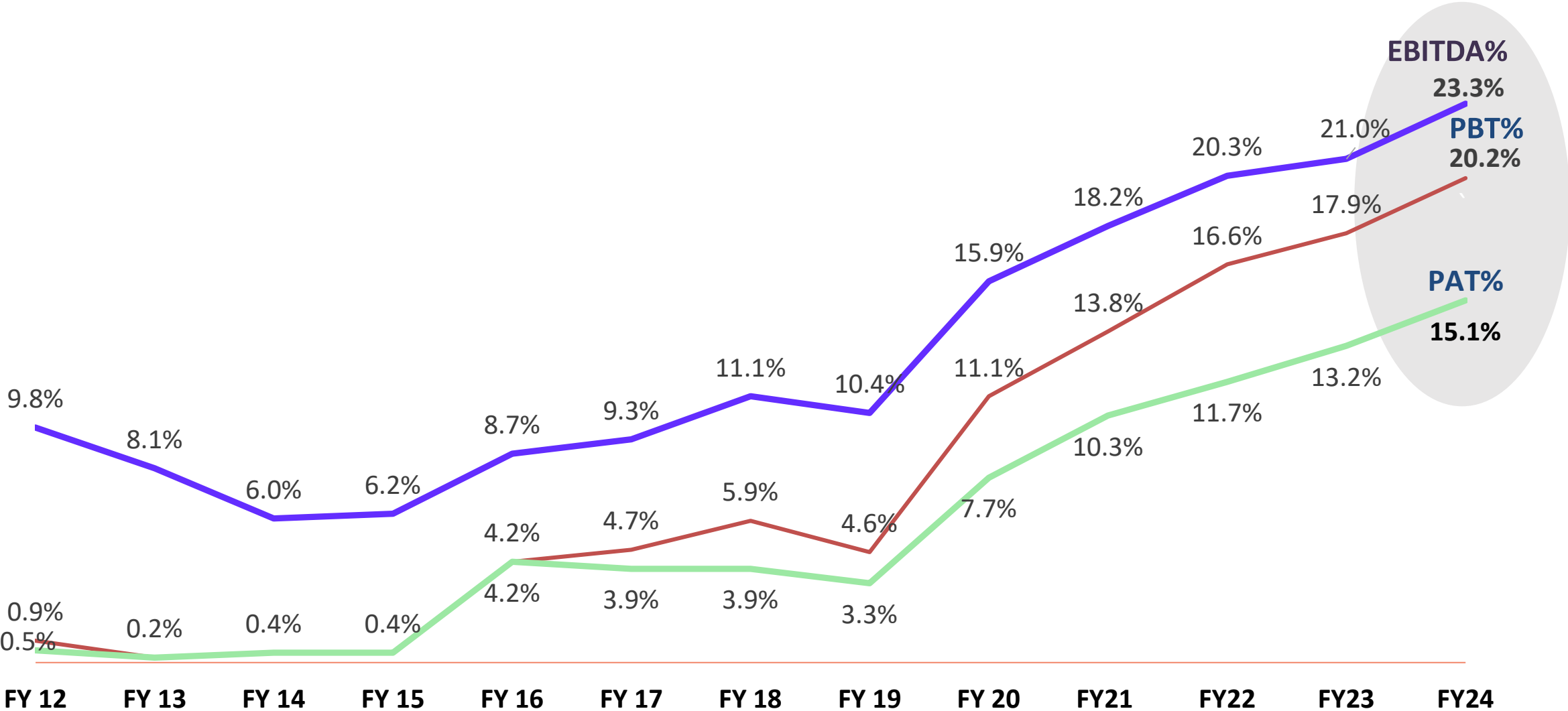
New Products Contribution**	↑ Volume Growth	Market Evolution	↑ Market Rank	↑ Market Capitalization
~30%	13.0%*	110%	+5	+118%

**7<sup>th</sup> Fastest growing Company in the Top 75 Companies of IPM\***

\* IQVIA TSA MAT Mar '24

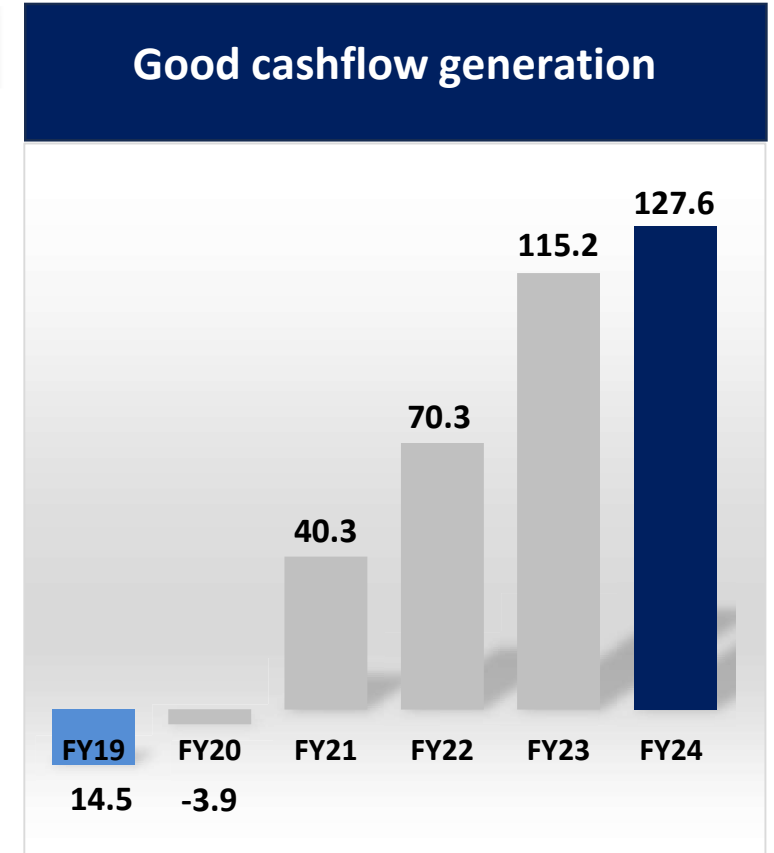
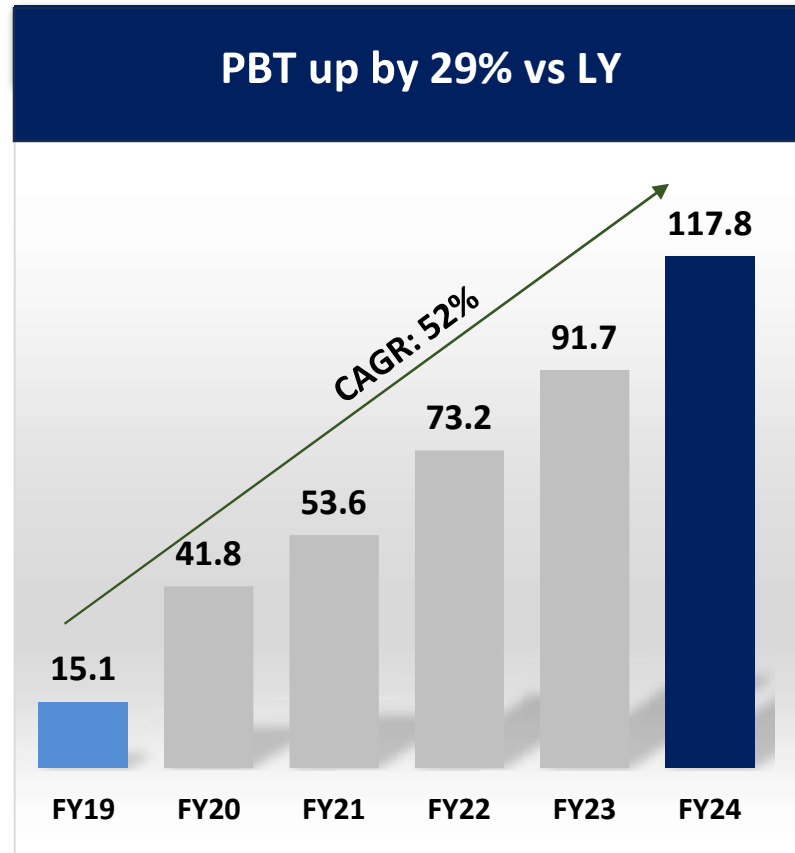
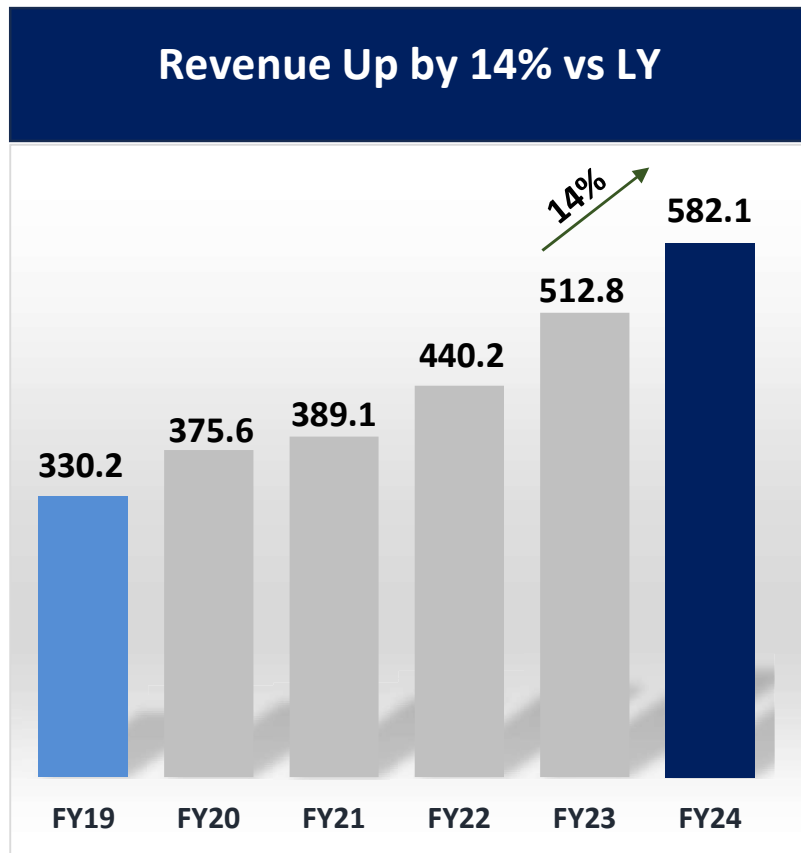
\*\* Launched onwards FY19

# Profit Margins: A Trajectory of y-o-y expansion continues un-interrupted



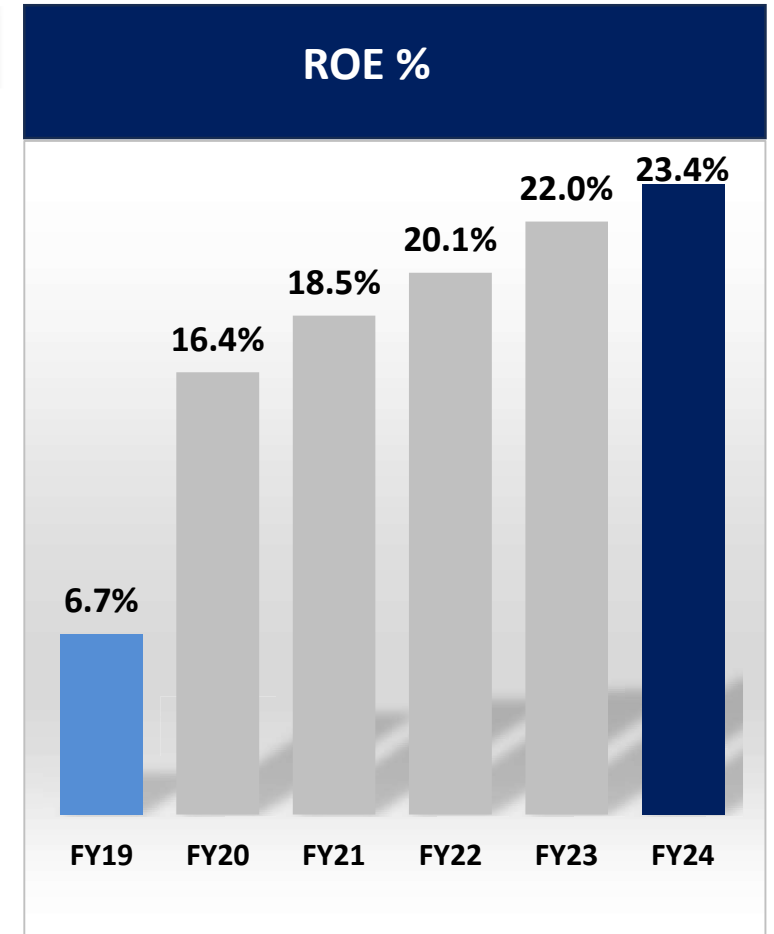
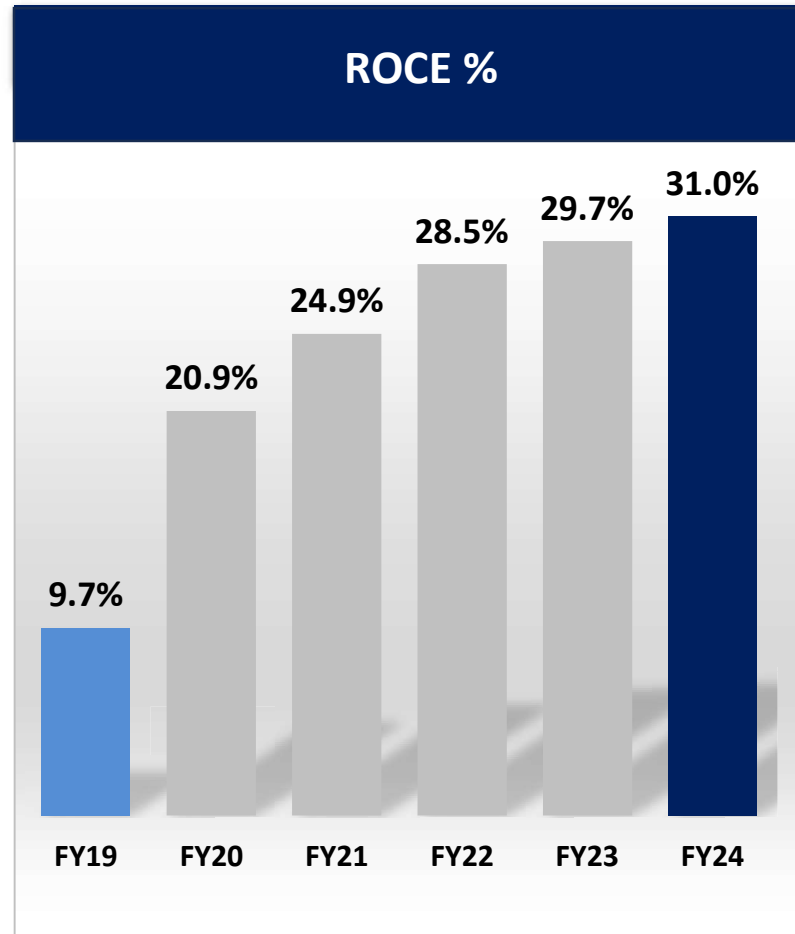
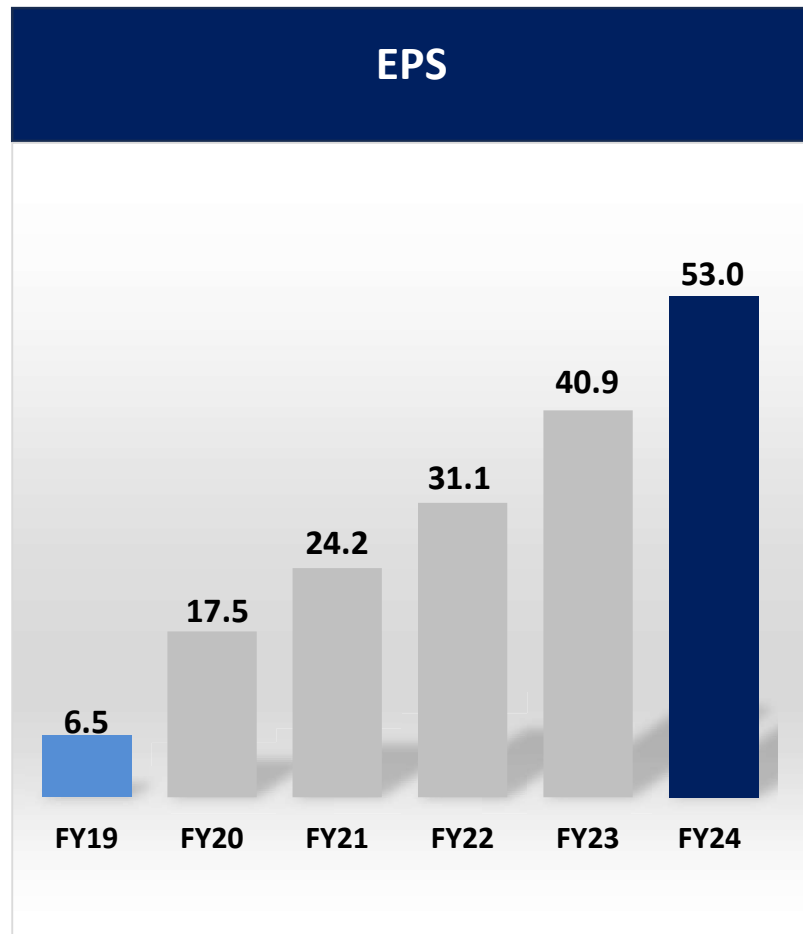
# Revenues, Profit, Cashflows: A strong y-o-y upward Trajectory continues un-abated

Rs Crores



**PBT ~8X  
vs FY19**

# Key Financial Ratios: A Trajectory of y-o-y uptrend continues un-abated

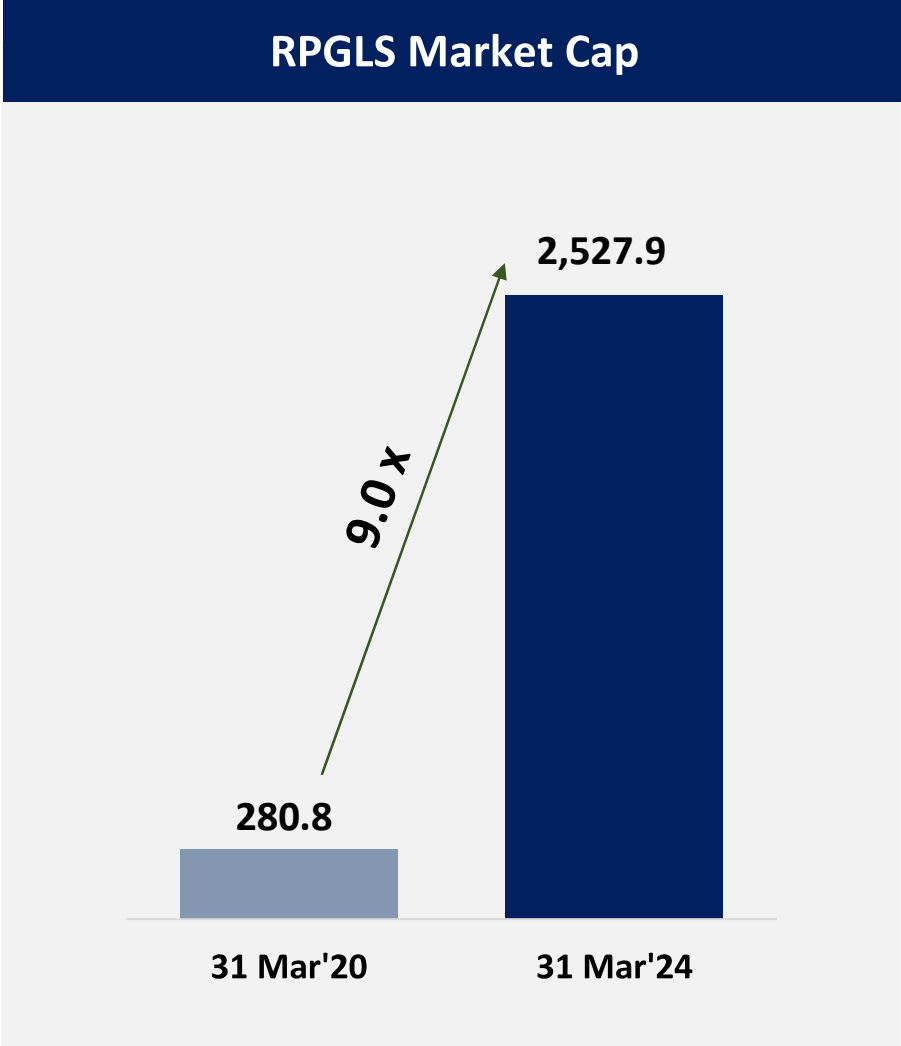
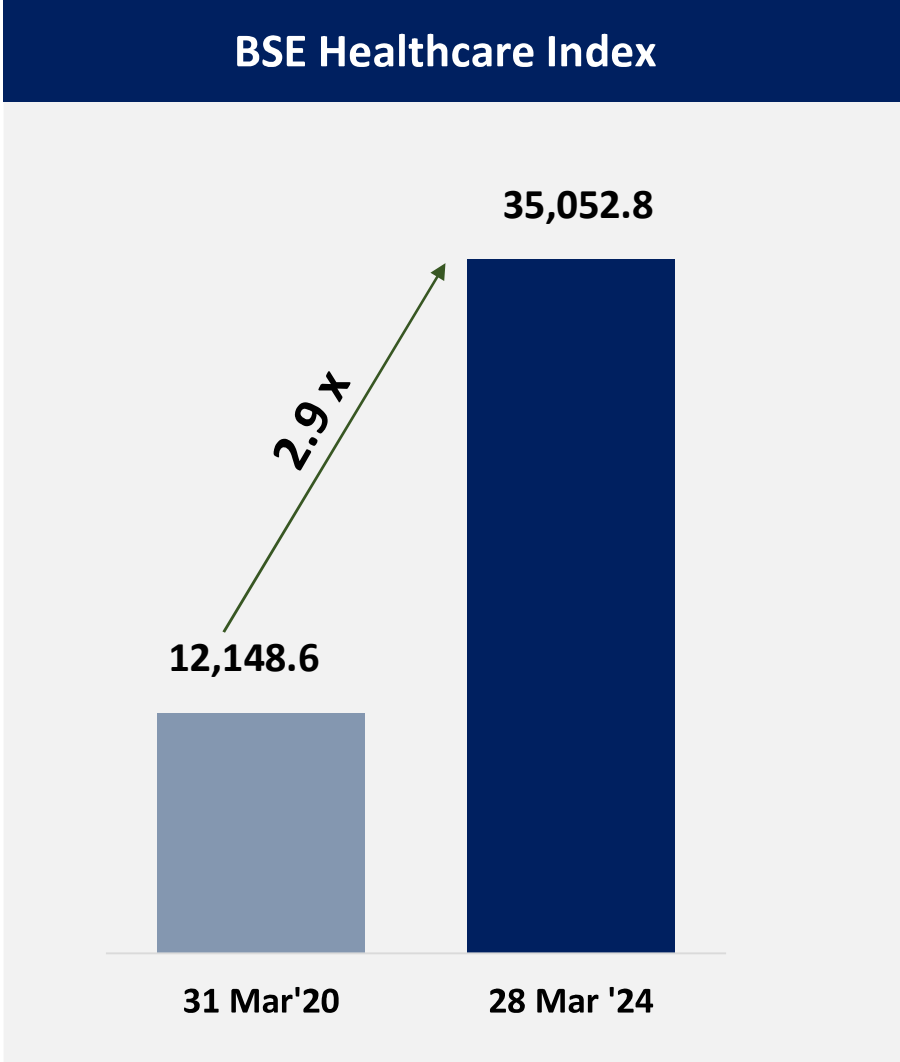


ROCE = (PBT + Finance Cost) / Capital Employed;

ROE = PAT / Total Equity (i.e. post tax)



# Consistent Operating Performance reflecting in Market Cap leapfrogging ~9X...



# Strategic Initiatives enabling Performance

1	<b>Comprehensive Life Cycle Management</b> of Legacy products	Naprosyn crosses Rs. 73 Cr in FY24 - on its way to become first 100 crore Brand
2	<b>New Product Launches</b> across segments	New Products contribute ~30% to Domestic Formulation Sales
3	<b>Foray into New Therapies</b>	The New Rheumatology Franchise grows to contribute >10% to Specialty business
4	<b>Multiple Initiatives Expanding Prescriber &amp; Patient base</b>	Multiple engagement initiatives driving SoV, depth and breadth of Rx support
5	<b>Revenue/Cost Optimization</b> projects driving top & bottom-line	Diligent execution of > 10 Projects driving Revenues and Costs optimisation
6	<b>Digitalisation &amp; Innovation</b> agenda impacting key areas	A Roadmap of >10 Initiatives to drive Topline, reduce Costs and increase Compliances
7	<b>Factories, R&amp;D, Regulatory Gearing Up</b> to support Frontend	Capex of ~ INR 140 crores to modernise plants and R&D infrastructure
8	<b>All round Performance Recognition</b>	Multiple Awards/Recognitions – Best Patent, Best CSR, Best Brand, Best Company, Best Values-in-action; Amongst Top 500 Value creators of India
9	<b>Happiness Initiatives</b> driving Happy Performance driven Culture	Happiness Score 86%   Ranked #2 amongst RPG group companies

# ESG Progress Update FY24

## Environment Goals



### Carbon Emission

27% reduction in FY24



### Energy Efficiency

26% reduction in FY24



### Waste Management

Hazardous Waste  
Reduction by 49% in FY24



### Water Management

16% reduction in water  
consumption FY24

## Social Goals



### Diversity & Inclusion

Roadmap to reach 10% -  
reached ~6% (FY24)



### Tree Plantation

1.5x increase over FY23



### Employee Well-being

Co-morbidity  
Screening/Control 100%  
Factory employees

## Governance Goals



### Data Integrity

Digitalization across Plants



### Cybersecurity

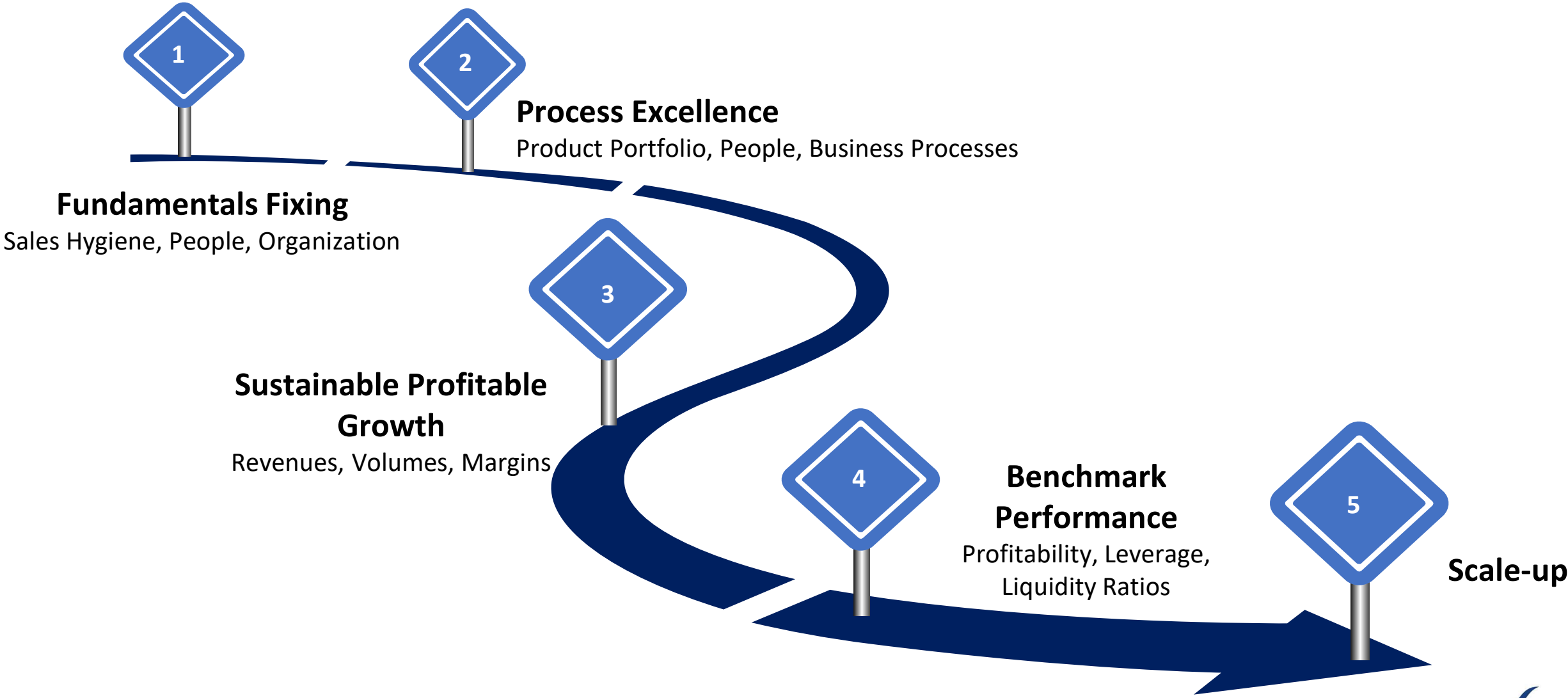
IT assets security through  
EDR tool



### Industry Best Practices

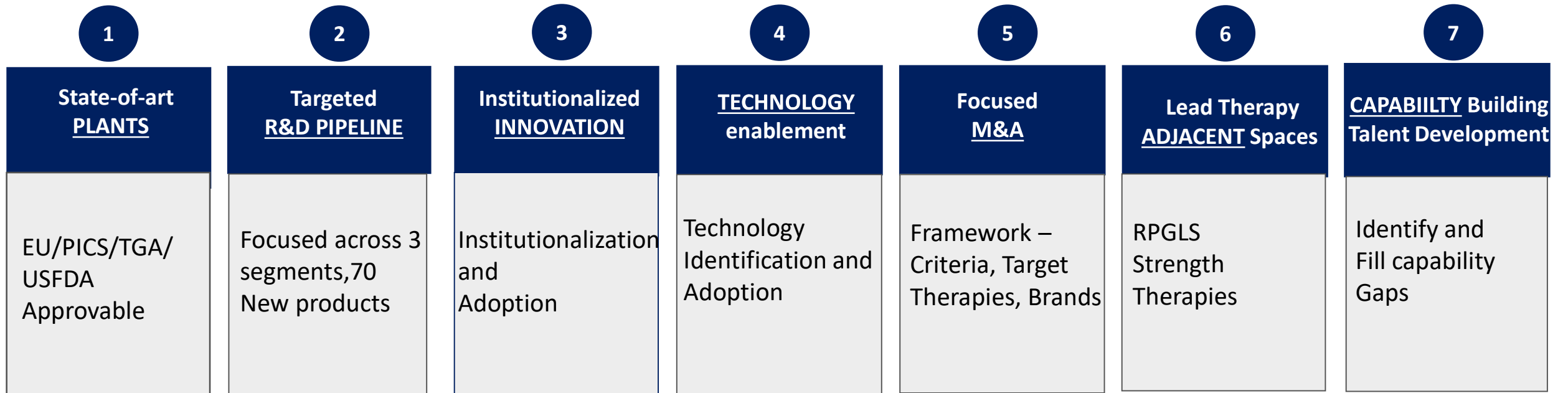
In Marketing, Sales,  
Quality, Procurement etc.

# Summarizing – The Journey of RPG Life Sciences so far...



# RPGLS Journey Ahead...

## 7 Strategic Pillars of Action





**hello happiness**