



Eris – M. J. Biopharm Pvt. Ltd.

Deal Announcement

3rd Dec 2021

- The **next decade** will see **diabetes care** emerge as an even more **crucial** therapy.
- The **therapy growth** will be driven by four key **categories**



- **DPP4** inhibitors, **SGLT2** inhibitors and **combinations**, on account of superior data around **glycemic control**, **cardio** and **renal protection**, and body **weight management**
- **Insulin Analogues**, which are fine-tuned to the body's natural process of glucose metabolism
- **GLP1 agonists**, with give **strong glycemic** control and promote a **reduction** in body **weight**

On the back of its **strong market position** in oral anti-diabetes and **blockbuster** brands **Zomelis** and **Gluxit**, **Eris** is well positioned to **ride the growth wave in DPP4 and SGLT2 inhibitors**

Eris now bridges an important gap in its diabetes care portfolio through the **joint venture with MJ Biopharm** in order to leverage the market opportunity in **Human Insulin, Insulin Analogues and GLP1 agonists**

Further Underscoring its Commitment as a Serious Stakeholder in Managing the Diabetes Burden of the Nation

Eris will set up a 10-year JV with MJ Biopharm. The 70:30 JV will primarily engage in the marketing and distribution of Human and Analogue Insulins (Glargine, Aspart, Lispro) and GLP-1 agonists (Liraglutide) among other biopharma products in India.

Eris enjoys a strong position in the Indian Oral Anti-Diabetes market

Eris ranks in Oral Anti-Diabetes therapy

By Revenue*



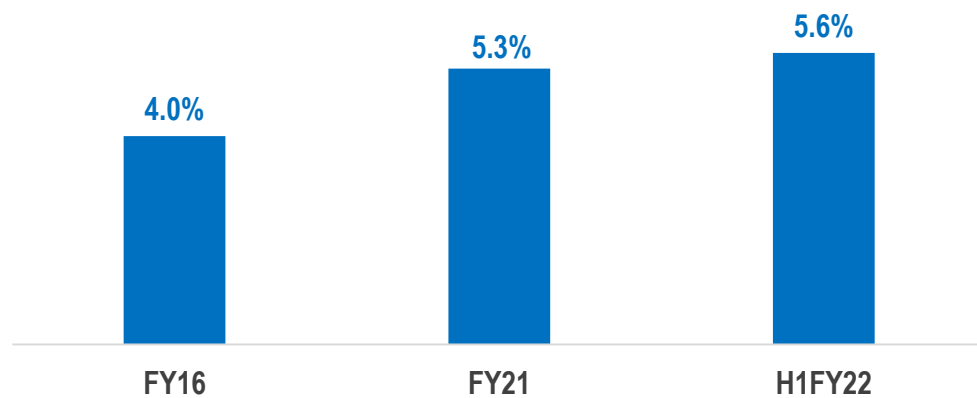
Total # Rx**



Rx Productivity**



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)

Sulfonylureas

<i>GlimiSave</i>	Rank 6
<i>GlimiSave MV</i>	Rank 2
<i>Cyblex</i>	Rank 5
<i>Cyblex MV</i>	Rank 1

DPP4 Inhibitors

<i>Zomelis</i>	Rank 1 among Gx
<i>Tendia</i>	Rank 5
<i>Zomelis SG</i>	Rank 2

SGLT 2 Inhibitors

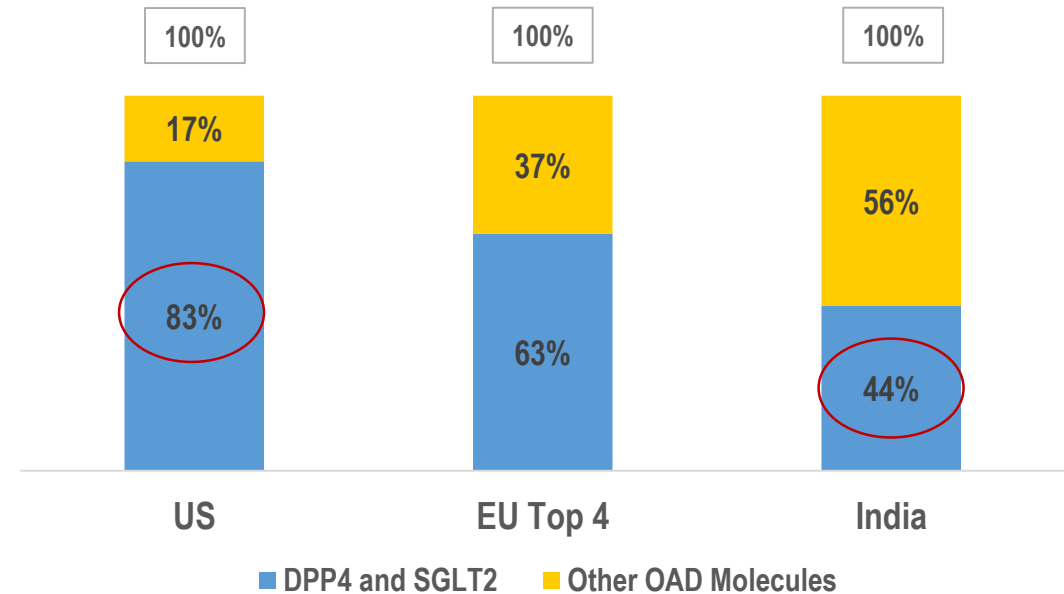
<i>Gluxit</i>	Rank 1 among Gx
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Eris is well-positioned to ride the growth in the DPP4 and SGLT2 segments, which will dominate the OAD space in the years to come

Key benefits of DPP4 and SGLT2 inhibitors

- **Cardiovascular protection** - SGLT2 inhibitors represent the first class of anti-diabetes drugs with compelling clinical evidence on cardio-vascular protection; to the extent that these are even prescribed to non-diabetic heart failure patients
- **Renal protection** - SGLT2 inhibitors represent the first class of anti-diabetes drugs with strong clinical evidence of renal protection
- **Body weight management**
 - Is an important lever in managing diabetes
 - Glimepiride is known to increase body weight, which is not the case with DPP4 and SGLT2 inhibitors

Penetration of DPP4/ SGLT2 inhibitors in various OAD markets



Blockbuster additions to Eris' DPP4 and SGLT2 portfolio

Zomelis

Gluxit

- Crossed **INR 54+ crore** of annual revenue; monthly run-rate **Rs 6 crore**
- **Rank #1** among 95+ Gx brands of Vildagliptin (MAT Oct 2021)
- Monthly **sales run-rate** scaled up **6x** in less than 2 years since acquisition

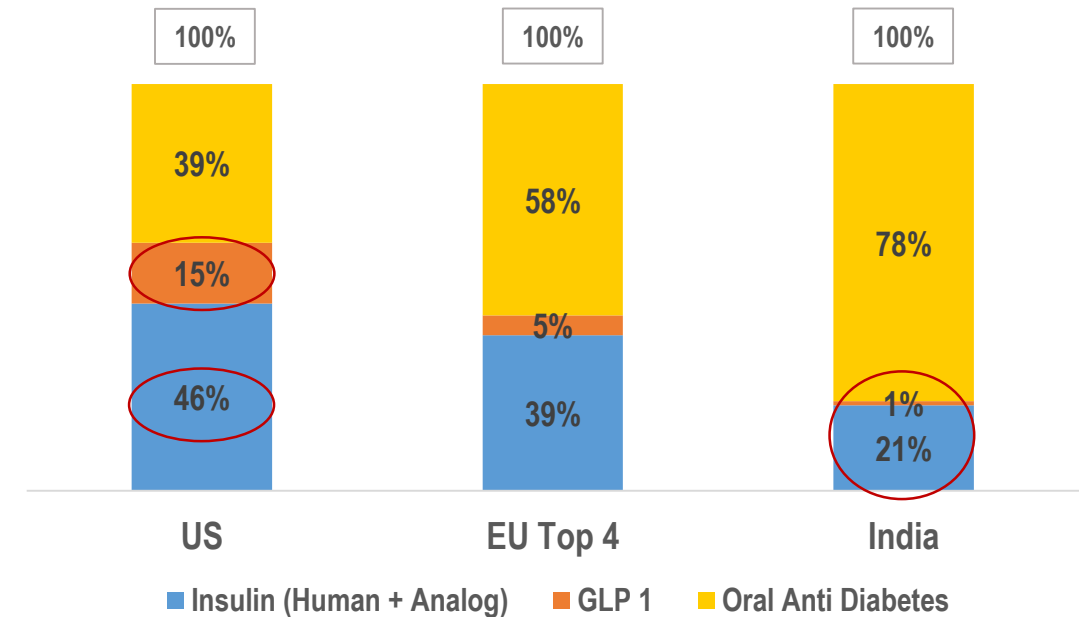
- Crossed **INR 25+ crore** revenue in **first** year of launch (Launched Oct '20)
- **Rank #1** among 60+ Gx brands of Dapagliflozin (MAT Oct 2021)
- Monthly **sales run-rate** at Rs. **3 crore** pm

Human Insulin, Analogues & GLP1 Agonists are bound to gain traction in India as our Diabetes treatment protocols align with western standards

The role of insulin and GLP-1 in diabetes management

- **Beta cell preservation** - Early initiation of insulin reduces the pressure on pancreas to produce insulin, thereby **preserving beta-cell** mass and function
- **Protection from hypoglycemia** - As insulin analogues are fine tuned to the **natural processes** of glucose metabolism in our body
- **Reduction in body weight** - GLP1 agonists **promote reduction** in **body weight**; this is highly relevant as over 90% of adults with Type-2 diabetes are overweight/ obese
- **Slowdown in disease progression** - A **combination** of **Insulin** and **GLP1 agonists** has been found to be **most optimal** in slowing down disease progression

Penetration of Insulin and GLP1 in various Diabetes markets



- India is known as the “Diabetes Capital of the World” with 77 mn cases at present and projected to double in the next 20-25 years
- The adoption of insulin analogues and GLP1 agonists has been relatively low in India due to supply constraints (limited suppliers for Insulin Analogues) and high price points - e.g., cost of Rs. 12,000 p.m. for GLP1 therapy vs. Rs. 1,200-1,800 p.m. for Glargine therapy vs. Rs 400-600 p.m. for oral anti-diabetics
- The availability of additional qualified suppliers will drive growth in India’s Human Insulin, Analogues and GLP1 segments; we expect this to grow to a USD 1+ billion market opportunity in India by 2025-26

“Eris MJ Biopharm” has been created to leverage the significant market opportunity in Human Insulin, Analogues and GLP1 Agonists



Key features of Eris MJ Biopharm Joint Venture

- Eris will hold a 70% stake in the venture; remaining 30% to be held by MJ Biopharm
- The initial contracted tenure of the joint venture will be 10 years
- The business of the joint venture will be kickstarted with Human Insulin; the scope of the venture covers the entire range of Insulin Analogues (Glargine, Aspart and Lispro) and GLP-1 agonists (e.g., Liraglutide) and potentially other Biopharmaceutical products
- Upon completion, MJ will be paid a one-time lumpsum licence fee of INR 150 mn
- Roles of the JV partners
 - Eris will be responsible for ongoing sales and marketing, distribution and pharmacovigilance
 - MJ Biopharm will be responsible for supplying products to the joint venture vide the terms of a 10-year supply agreement

Eris and MJ shall bring their complementary capabilities to bear to build a successful Biopharma business in India



- Leading position in the Indian oral anti-diabetes space
- Strong credibility with Diabetologists/ Endocrinologists and Key Opinion Leaders
- Deep coverage of specialists and consulting physicians in Metro and Tier-1 markets across the country
- Two blockbuster additions to diabetes product portfolio (in the DPP4 and SGLT2 segments) in the last 2 years with #1 market ranks
- Debt-free and cash-surplus balance sheet with the ability to invest for the long term



- Proven capabilities in the development of advanced biological formulations from preclinical through to Phase III and regulatory approval
- R&D team of 35+ members (including 3 PhDs) having developed biosimilar formulations of synthetic peptides and r-DNA peptides
- Two WHO-GMP/ PICS compliant manufacturing facilities in India for biologics bulk and formulations based on the microbial fermentation platform
- Track record of having manufactured and supplied 14+ million vials and 4+ million cartridges of human insulin to 25+ countries since the year 2015

THANK YOU

Eris Lifesciences