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CIN : L24232MH2007PLC169354

May 01, 2023

To,

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C1, 'G' Block, Bandra-Kurla Complex
Bandra (East), Mumbai 400 051.

BSE Limited
Corporate Relationship Department Floor
25, P.J. Towers
Dalal Street
Mumbai 400 001.

Symbol: RPGLIFE

Scrip code: 532983

Dear Sirs,

Sub: Investor Presentation - Financial Results

Please find enclosed herewith a copy of Investor Presentation with respect to Audited Financial Results of the Company for the quarter and year ended March 31, 2024.

Kindly take the above on record.

Thanking you,

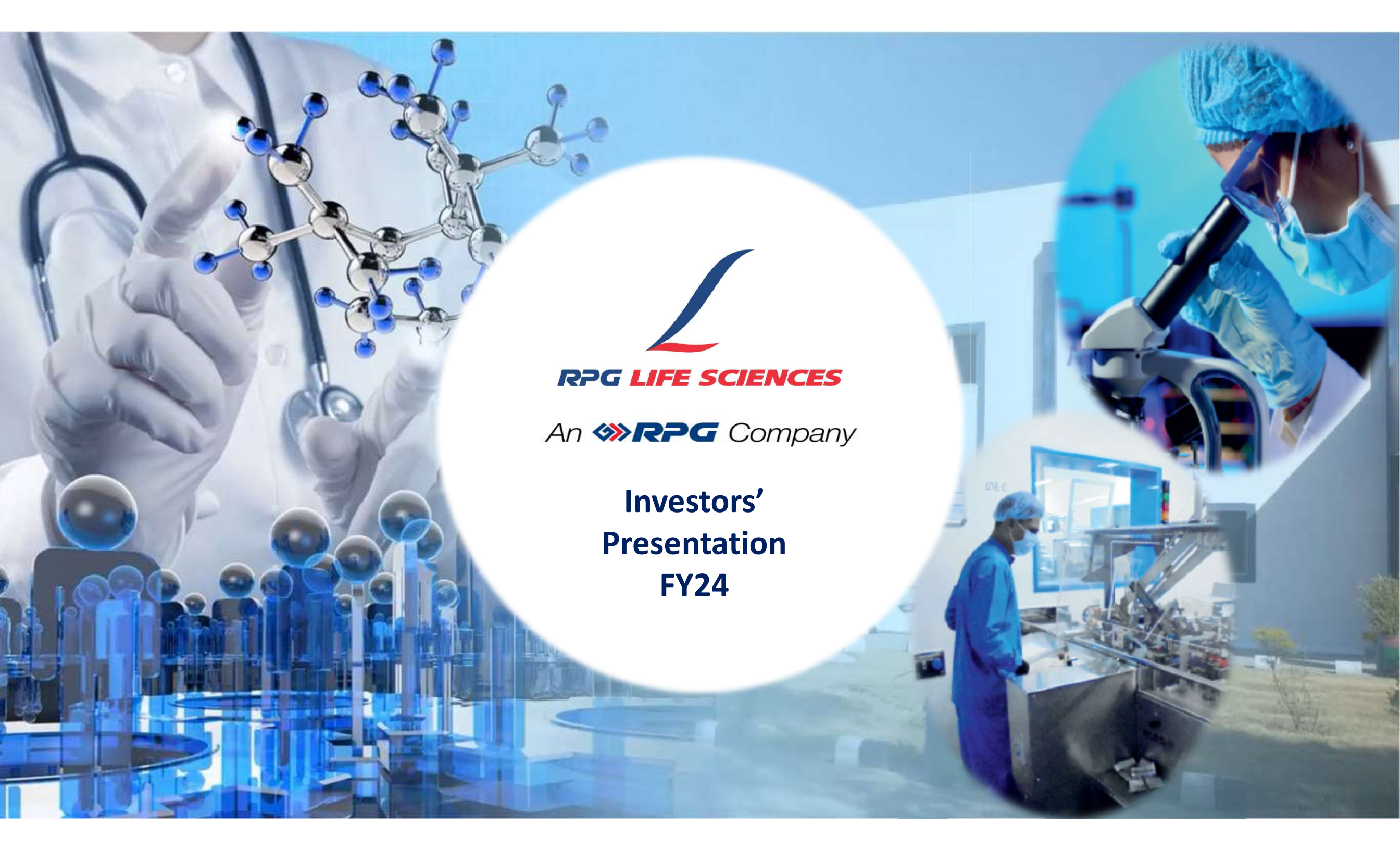
Yours faithfully,
For RPG Life Sciences Limited

RAJESH RAMESH SHIRAMBEKAR
Digitally signed by RAJESH RAMESH SHIRAMBEKAR
Date: 2024.05.01 22:13:50 +05'30'

Rajesh Shirambekar
Head – Legal & Company Secretary



Encl: as above



RPG LIFE SCIENCES

An  **RPG** Company

**Investors'
Presentation
FY24**

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.

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RPG Group: One of India's fastest-growing diversified conglomerates

UNLEASHTALENT
TOUCHLIVES
OUTPERFORM
AND😊

RPG Group has a business history dating back to 1820 AD in banking, textiles, jute, and tea. RPG Enterprises was founded in 1979 and currently operates in various businesses in Infrastructure, Technology, Tyres, Life Sciences, and plantation industries. Formerly known as Searle India, RPG Life Sciences was started as a joint venture with G.D Searle in 1968 and was rechristened to RPG Life Sciences in 1999 with G.D Searle withdrawing its India operations.

100+ years old Business Group

\$4.4 Bn+ Revenue

20000+ Employees

BSE Listed Companies



EPC major in infrastructure segments like T&D, Civil, Railways, Oil & Gas



One of India's leading tyre Manufacturers



Global Technology Consulting and IT services company



An Integrated Pharmaceutical company operating in Formulations and Synthetic APIs



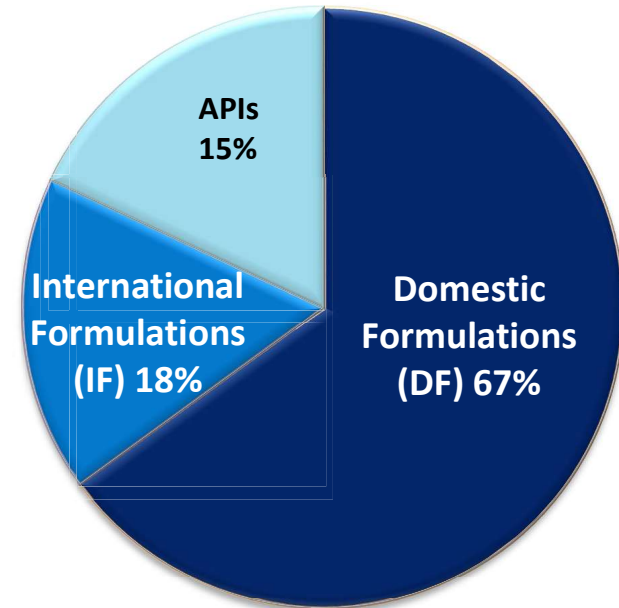
Technology Solutions company catering to energy and infrastructure



One of India's largest plantation companies producing tea, rubber etc

RPG Life Sciences: An Integrated Pharmaceutical Company – APIs to Formulations; R&D to Manufacturing to Marketing

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



Domestic Formulations (DF)

Develop, manufacture and market branded formulations in India & Nepal

International Formulations (IF)

Develop, manufacture and sell oral solid dosage formulations in the generics and branded generics space across regulated and emerging Markets

APIs

Develop, manufacture and sell high value synthetic APIs in the general therapeutic category



Leader in Immunosuppressants



9 Therapies represented by High Equity Brands



50+ Markets Presence

































3 Manufacturing Facilities

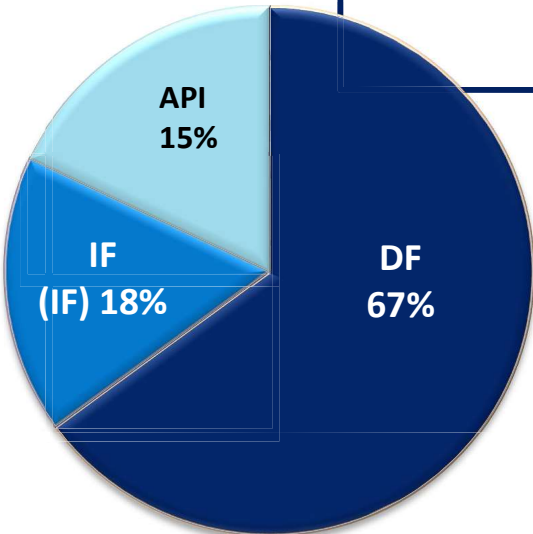


1200+ Employees

RPG Life Sciences Product Portfolio

Strong 'Textbook' brands ; ↑ Chronic and Specialty therapies

Key Therapies	DF Key Products				
Nephrology	Legacy Portfolio				
Rheumatology	Immunosuppressants  Azathioprine  Mycophenolate Mofetil  Cyclosporine  Tacrolimus	Text Book Brands  Azathioprine  Spironolactone  Diphenoxylate HCl  Naproxen  Haloperidol  Disopyramide Phosphate	Specialty  Trastuzumab  Adalimumab  Bevacizumab  Rituximab  Tofacitinib  Iron Isomaltoside  Denosumab	Chronic  Vildagliptin  Teneigliptin  Dapagliflozin  Azelinidipine  Solifenacin  More Smart...More Efficient!	Life Cycle Management (Existing Products)  Azathioprine 75 mg Tablets  Spironolactone 50 mg + Furosemide 5 mg / 10 mg Tablets  Spironolactone 50mg + Furosemide 20mg  Naproxen Sodium Tablet USP 275 mg / 550 mg  THE PAIN RELIEF EXPERT Naprosyn M Sumatriptan & Naproxen Sodium Tablets  Risperidone 1 mg and Mirtazapine 15 mg Oral Suspension 1.5 mg/ml  Amitriptyline 100 mg and Sertraline 25 mg Oral Suspension 1.5 mg/ml
Oncology					
Pain Management					
Gastroenterology					
Neuropsychiatry					
Cardio- Diabeto					
Urology					

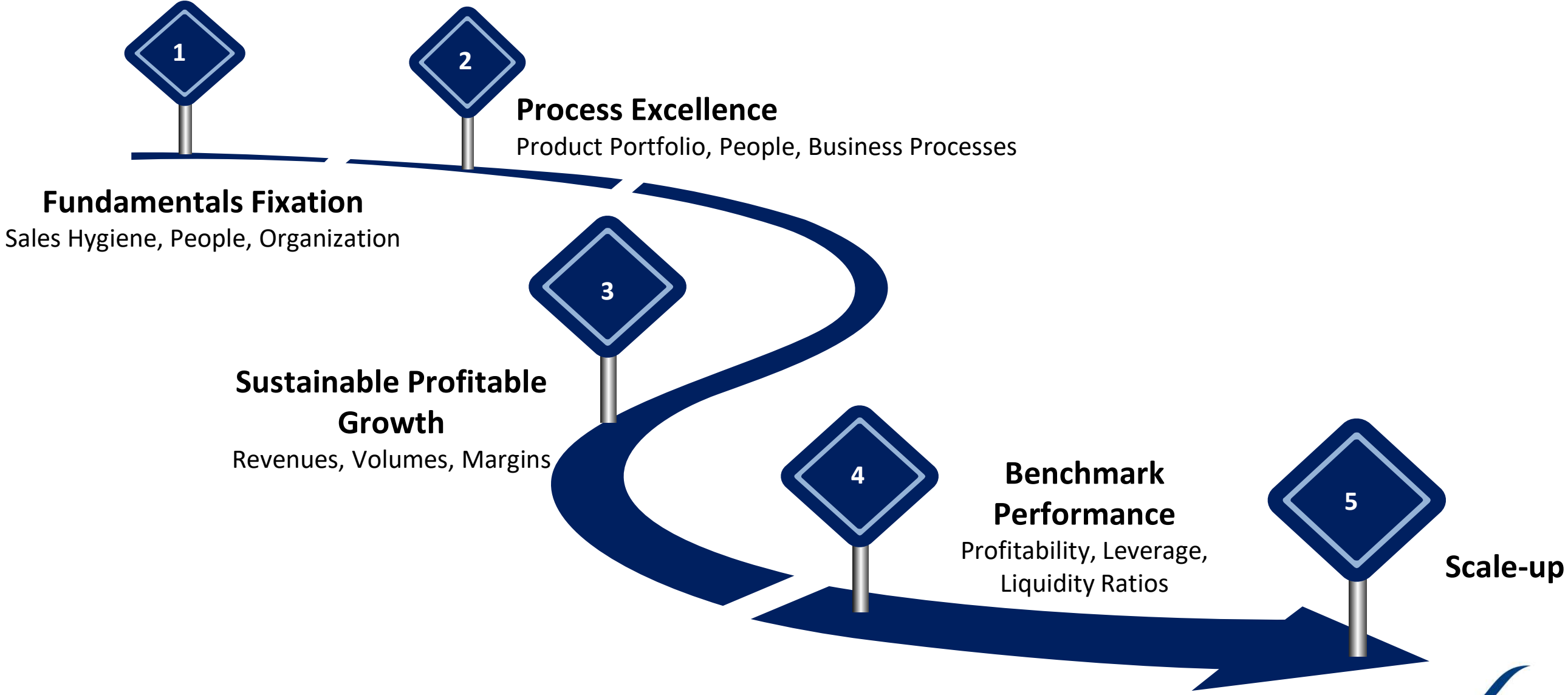


IF Key Products
 Generics - Azathioprine, Sodium Valproate PR, Nicorandil, Sertraline
 Branded Generics – Siloxogene, Azoran, Mofetyl, Arpimune ME, Dyzantil, Dipsope

API Key Products
 APIs - Quinfamide, Azathioprine, Haloperidol, Risperidone, Propantheline Bromide, Nicorandil, Pantoprazole, Diphenoxylate

Business Performance

Journey of RPG Life Sciences



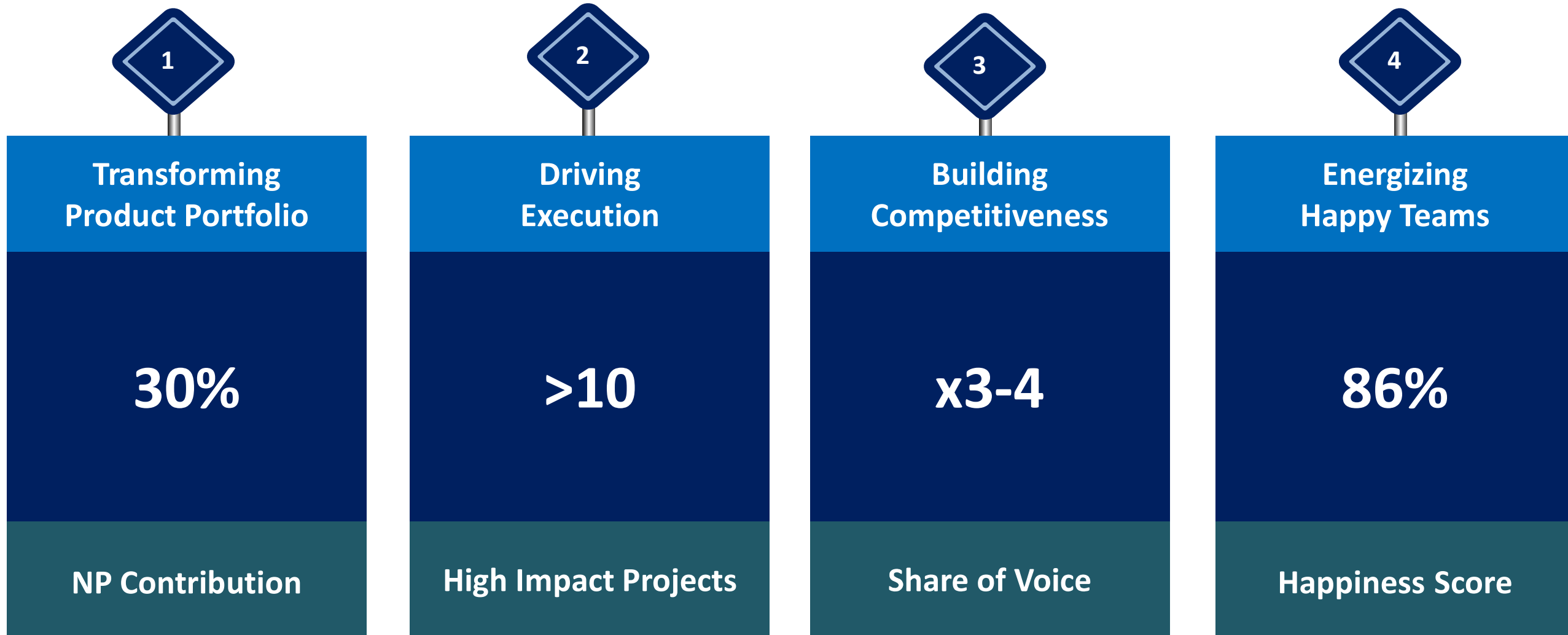
FY24 delivers A Strong All-Round Performance

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

New Products Contribution**	↑ Vol Gr	Mkt Evolution	↑ Market Rank	↑ Market Cap
~30%	13.0%*	110%	+5	+118%

7th Fastest growing Company in the Top 75 Companies of IPM*

Building a Strong-Consistent-Profitable Business



Building Legacy Products into Mega Brands via Smart Life Cycle Management

Goal 1

Naprosyn 100 Cr.

*New Line Extensions
3 New Customer Segments*

Goal 2

Immunosuppressants 100 Cr.

*12 Variants
4 New Customer Segments*

Building New Chronic/Specialty Franchises

Rheumatology

Urology

CVM

Derma/Gastro

Multiple Projects targeted to Transform Business, ↓ Costs, ↑ Quality and Add New Business

1 Comprehensive Business Transformation Project

2 Plants Infrastructure Modernization / Capacity Expansion Projects

3 COGS Reduction Projects

4 Products Reengineering Projects

5 ESG Projects

6 Innovation Projects

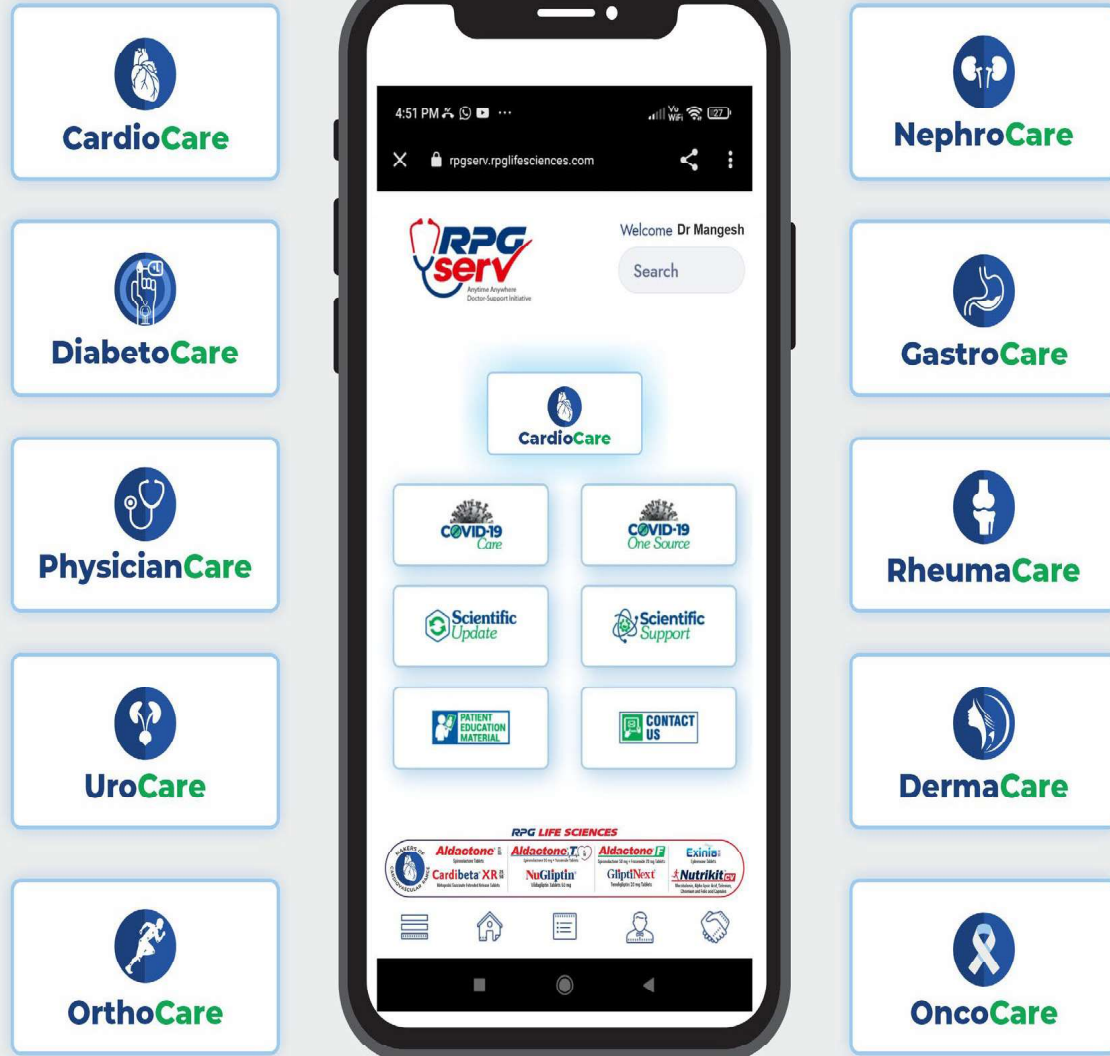
7 Digitalization Projects

Project Charters, Workstreams, Scope, Review, KPIs Measurement

Building Competitiveness : RPG Serv - A Phygital Innovation

Driving ↑ Customer Coverage, ↑ SoV, ↑ Engagement

RPG Serv: Anytime Anywhere Doctor Support Initiative



10 versions launched across 10 diverse Customer segments

Therapy customization across services to ensure engagement

>90K doctors enrolled - Excellent Feedback

LCM Strategy

New Strengths

New Dosage Forms

New Molecule Combinations

New Indications

New Customer Segments

New Patient Segments

New Geographies/Customers

LCM Application to Legacy Brand - Naprosyn

Rx **Naprosyn**[®] **250/500** +
Naproxen Sodium Tablet USP 275 mg / 550 mg

Rx **Naprosyn**[®] **SUSPENSION**
Naproxen 125 mg / 5 ml Suspension

Rx **Naprosyn**[®] **SR**
Naproxen Sustained Release Tablet 750 mg

Naprosyn[®] +
Gel 
THE PAIN RELIEF EXPERT

Rx **Naprosyn**[®] **M**
Sumatriptan & Naproxen Sodium Tablets

Rx **Naprosyn**[®] **D**
Naproxen Sodium eq. to Naproxen 250 mg / 500 mg
and Domperidone 10 mg Tablet

More
to
Follow

On its way to become the 1st 100 Cr Brand

Energizing Happy Teams: Happiness Framework

People Initiatives for Building Happy Performance focused Culture

I Feel Valued



You Excel. We Applaud.
Motivation continuum

I Love My Work



RPGLS Heroes
Outperformance
recognition

I am Growing



We Skill. You Grow.
Competency building
continuum



Akanksha
Career development

**High
Happiness Quotient**

I Live a Purposeful & Balanced Life



**RPGLS Values
Champions**
Living organizational
values

I Feel Connected



**RPGLS Happiness
Forums**
Leadership Connect –
Month & Quarter

I cherish our Culture



**RPGLS Parivar
Tyohar-Utsav
Shrankhla**
Digital RPGLS family
get-together

Energizing Happy Teams : Happiness Framework

People Initiatives for Building Happy Performance focused Culture - Glimpses



Hello Happiness Forums: Monthly Townhall for Connect, Recognition and Camaraderie

Rewards and Recognition

140+ Awards

Personal Moments Celebration

Entertainment

Performance by **Abhilash Tiwari**
R&D Delhi
Neptocare

Motivational Videos

Long Service Awards

100+ Recognitions

Info sharing and Open-House

1000+ colleagues Celebrated

to help me cope with anything

Parivar Tyohar Utsav Shrankhla: Virtual Celebration of Festivals with Families



Eid, Maharashtra



Onam, Chennai



Rakshabandhan, Mumbai



Dussehra, HO



Independence Day



Janmastami, Mumbai



Energizing Happy Teams : Happiness Framework

People Initiatives for Building Happy Performance focused Culture - Glimpses



Leadership Ensemble Workshop: Skilling



Rewards & Recognition: Hi-Flier Function



Employee engagement



Crowdsourcing Ideas from Field Force



Idea Generation

Employee Motivation: Happy Cards and Emailers

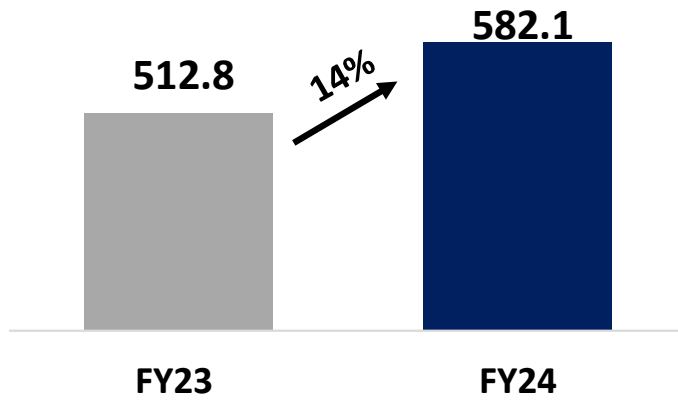


Financial Performance

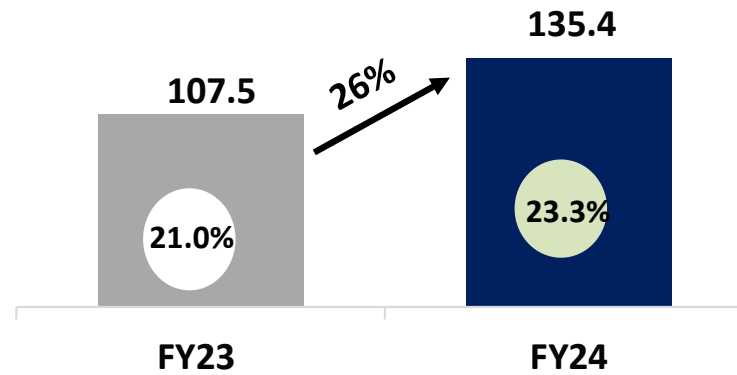
Full Year FY24 : Yet Another Strong Year of Performance

(All figures in Rs. Crores except EPS in Rs.)

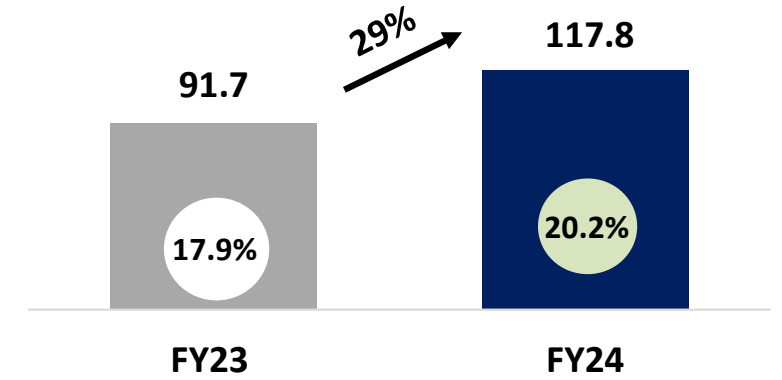
Revenue from Operations ↑



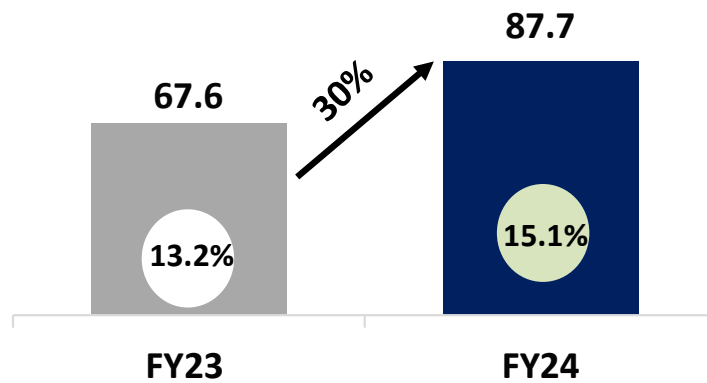
EBITDA & EBITDA Margin ↑



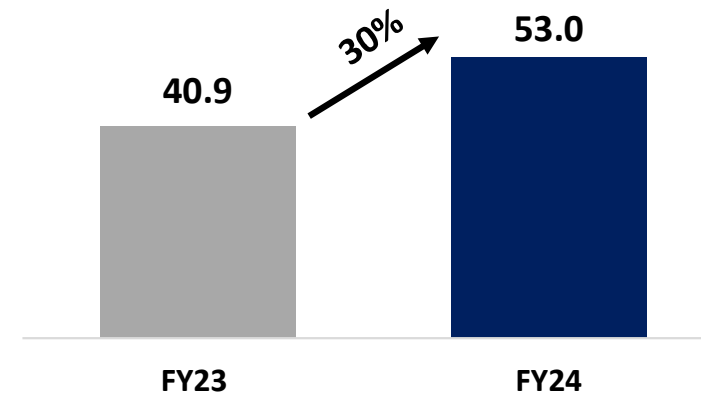
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑

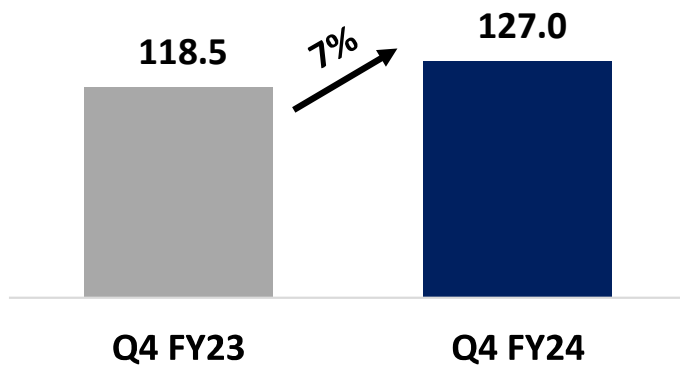


Figures in circle are Margins
An **RPG** Company

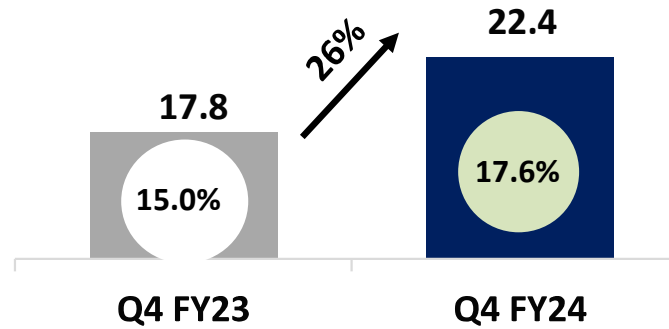
Q4 FY24 : Margin expansion continues unabated

(All figures in Rs. Crores except EPS in Rs.)

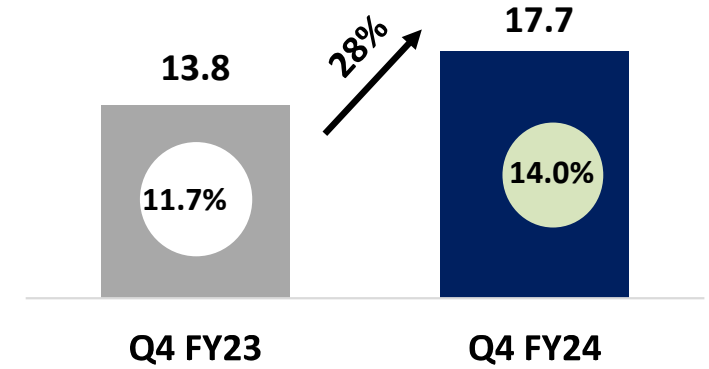
Revenue from Operations ↑



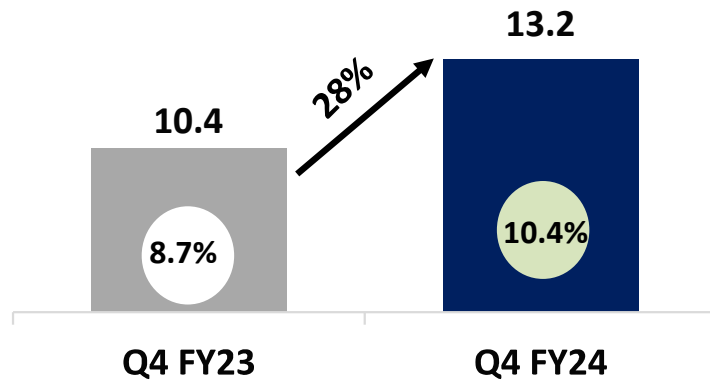
EBITDA & EBITDA Margin



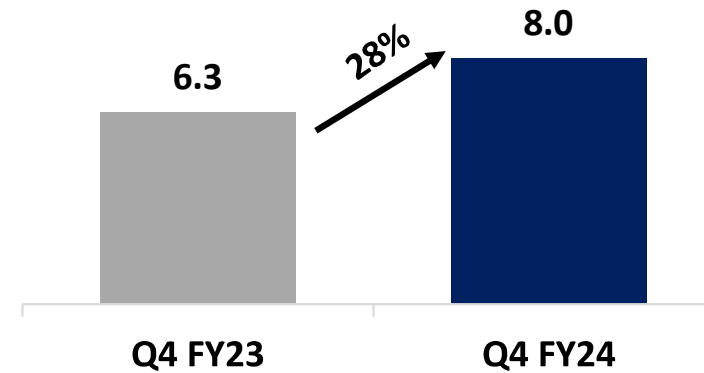
PBT & PBT Margin



PAT & PAT Margin ↑



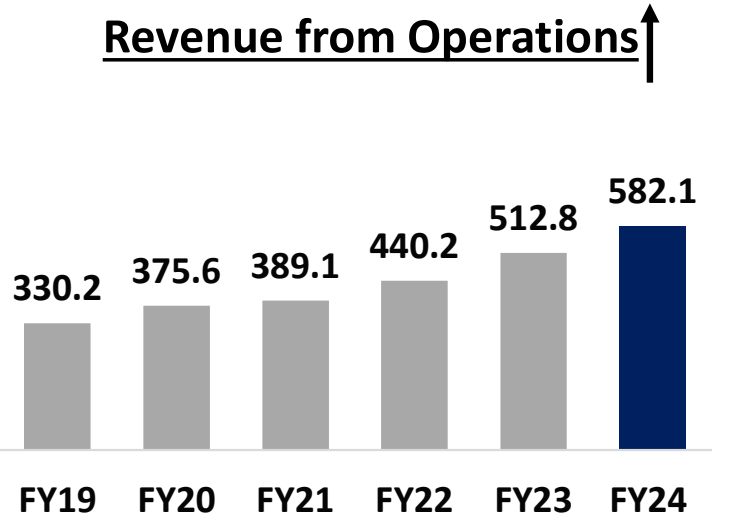
EPS ↑



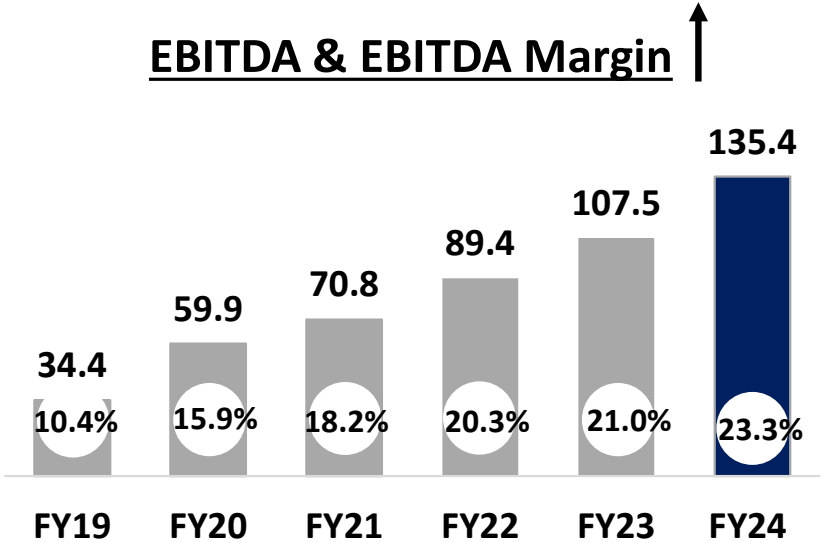
Key Financials Trends

(All figures in Rs. Crores except EPS in Rs.)

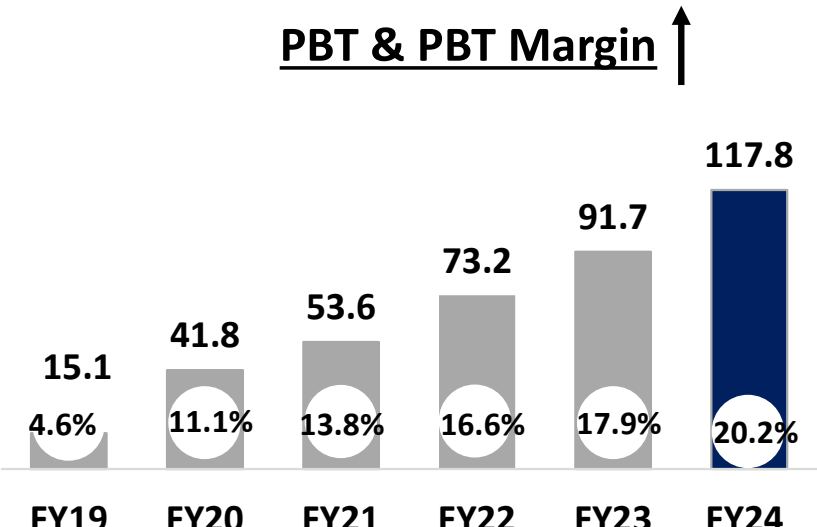
Revenue from Operations ↑



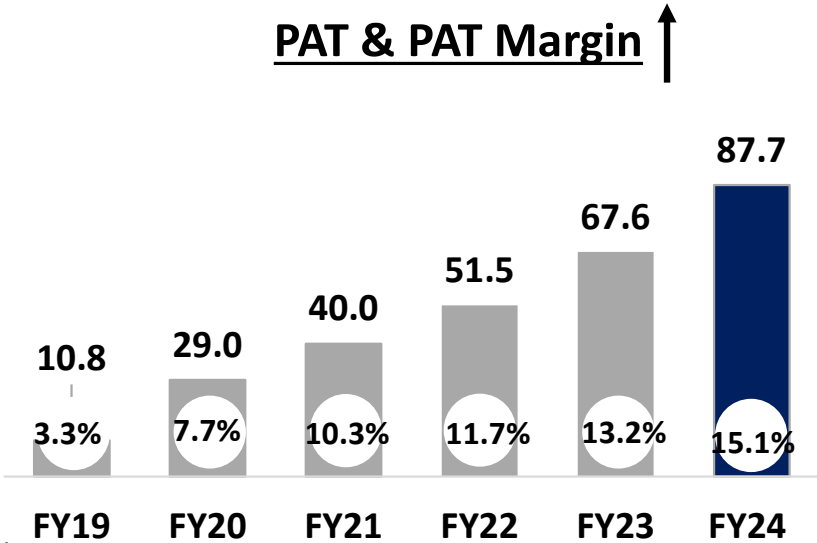
EBITDA & EBITDA Margin ↑



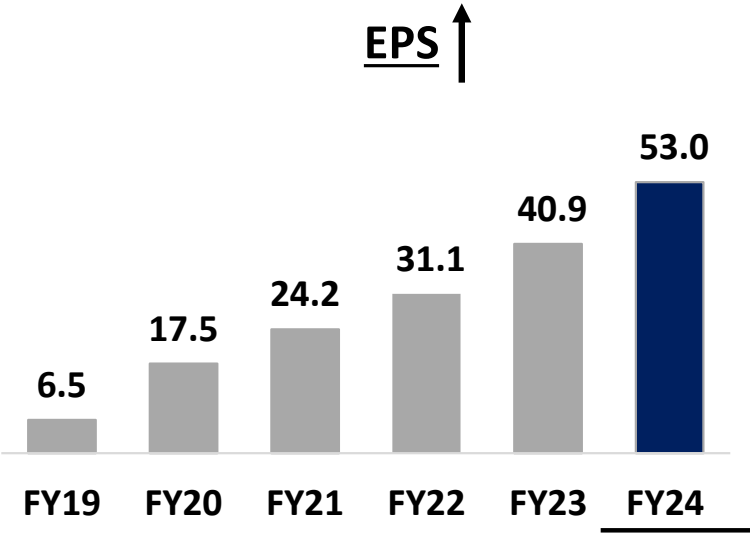
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑

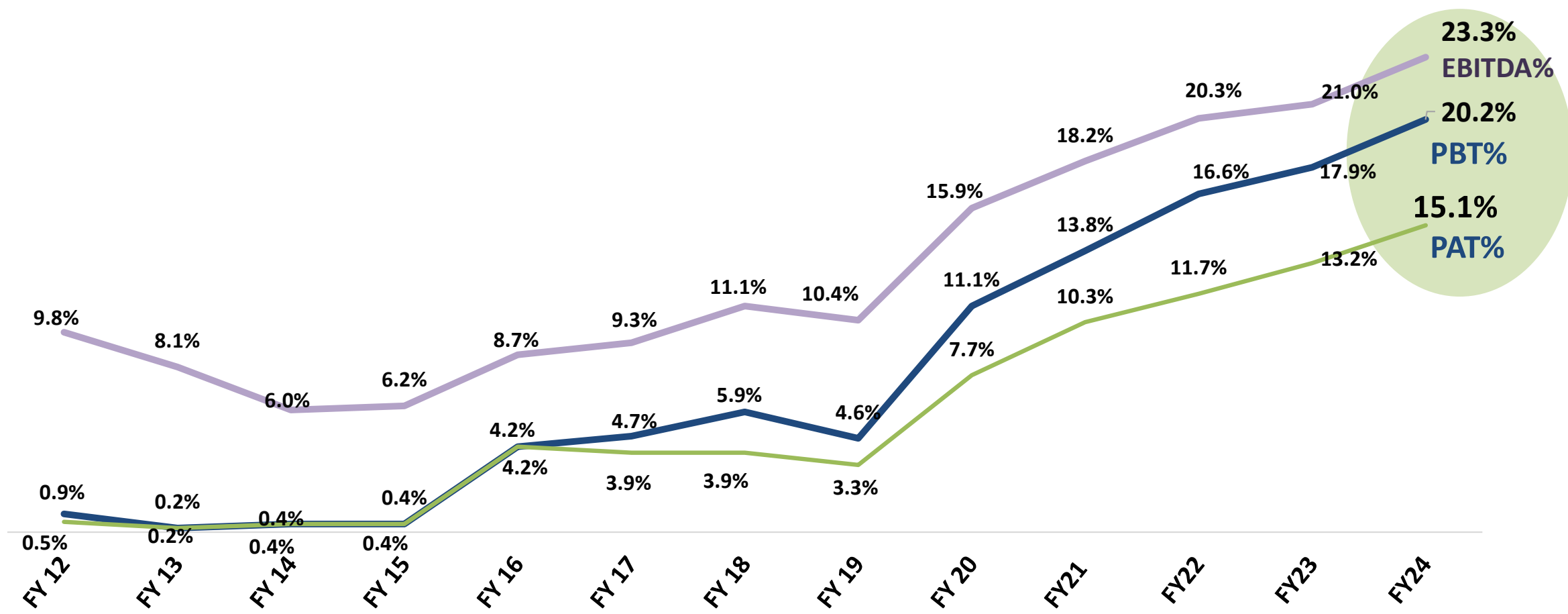


Figures in circle are Margins
An **RPG** Company

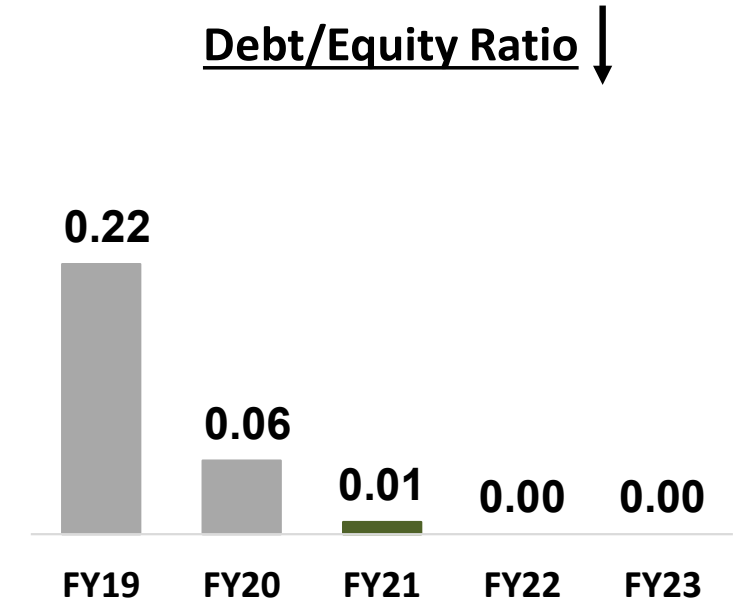
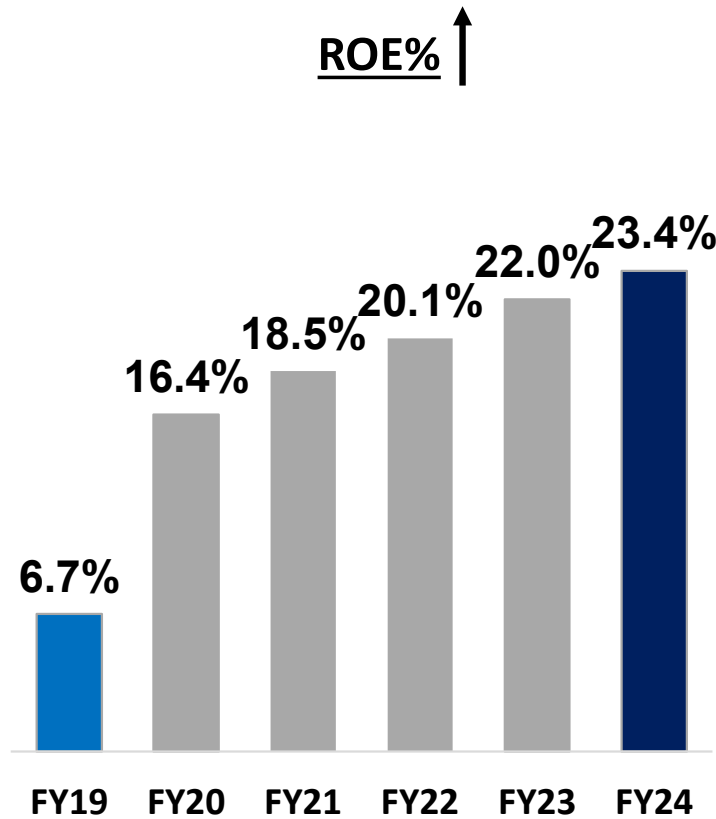
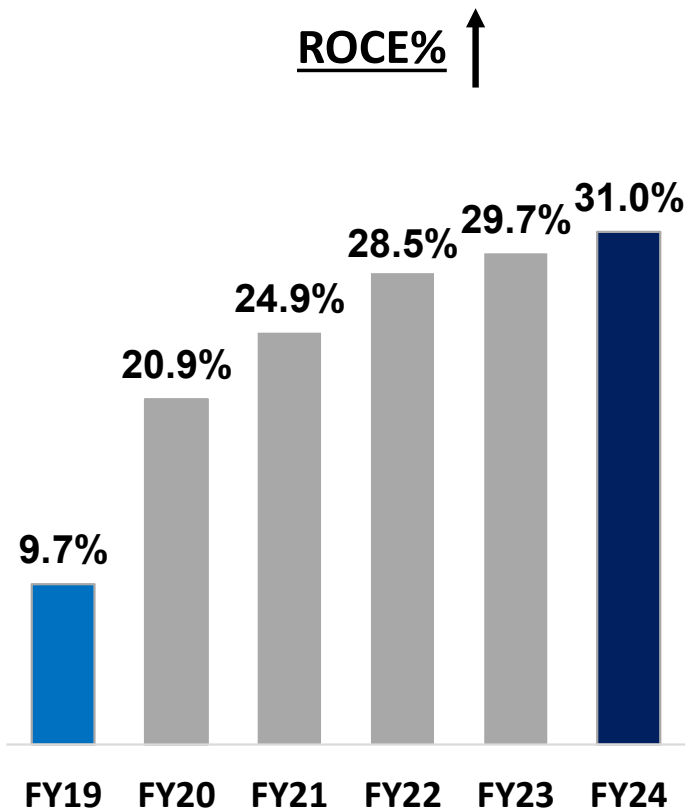


Margins: A Trajectory of y-o-y Expansion despite Market Challenges

EBITDA Margin :10.4% (FY19) to 23.3% (FY24);PBT Margin: 4.6% (FY19) to 20.2% (FY24); PAT Margin: 3.3% (FY19) to 15.1% (FY24)

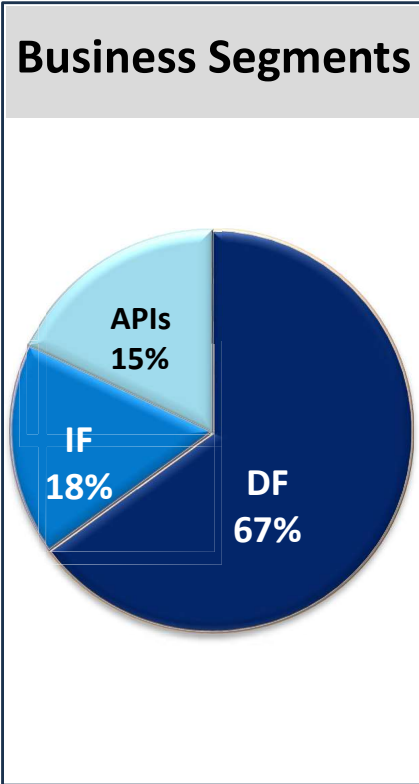


Key Ratios (ROCE, ROE, D/E) : A Trajectory of y-o-y uptrend



Company continues to remain Debt-free

FY24: Business Segment-wise Performance



Domestic Formulations (DF)

Domestic Formulations contributed 67% to total sales of FY24

- 15% sales growth driven by both Legacy and New products
- Growth consistently higher than the market
- New products* contribution improving consistently (currently >25%) on account of new launches in Specialty & Chronic segments and line extensions of legacy products
- Salesforce productivity consistently improving (currently >5 lakhs)
- Business driven by 5 Pillar strategy

FY	Sales
FY23	340.8
FY24	390.8

International Formulations (IF)

International Formulations contributed 18% to total sales of FY24

- Robust sales growth of 15%
- New Products/Customers/Markets contribution continues to improve (currently ~30%)
- Business driven by 4 Pillar strategy

FY	Sales
FY23	92.2
FY24	106.3

API

API contributed 15% to total sales of FY24

- Growth of 7%
- Continuous thrust on new customer development
- Business driven by 3 Pillar strategy

FY	Sales
FY23	79.8
FY24	85.0

*Launched FY19 Onwards

Long term rating recently upgraded to A+ from A
Short term rating reaffirmed at A1

Outlook on long-term rating has been retained as Stable

The rating upgradation factors:

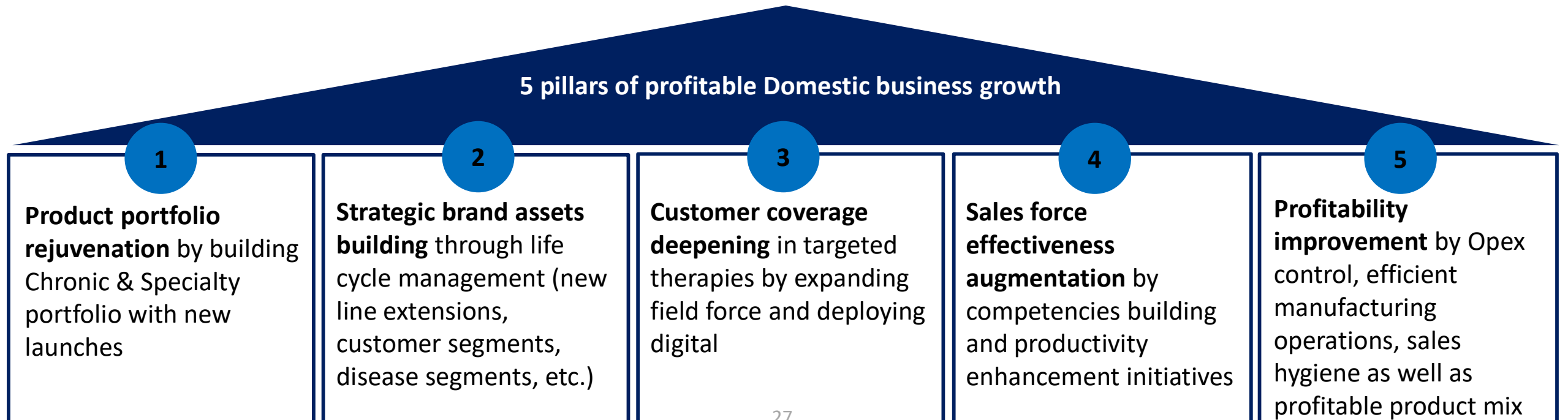
- Strong brands in the Indian Pharmaceutical Industry
- Steady growth in Top-line and improving operating margins
- A robust capital structure and strong debt servicing indicators based on
 - Healthy cash flows
 - Company continues to remain debt-free
 - No debt-funded capital expenditure (capex)
- Expansion of product portfolio and geographical presence augur well for growth prospects

Business Strategy

Domestic Formulations (DF)

- Operating in Mass/Mass-specialty and Specialty segments
- Presence in both Acute & Chronic therapy areas
- Leading Text Book Brands – Azoran, Aldactone, Lomotil, Naprosyn, Serenace, Norpace
- Leading player in Immunosuppressant category
- Good Customer Coverage - Cardiologists, Diabetologists, Urologists, Nephrologists, Rheumatologists, Oncologists
- New Product Launches in New Category – Biosimilars as well as Chronic and Specialty segments

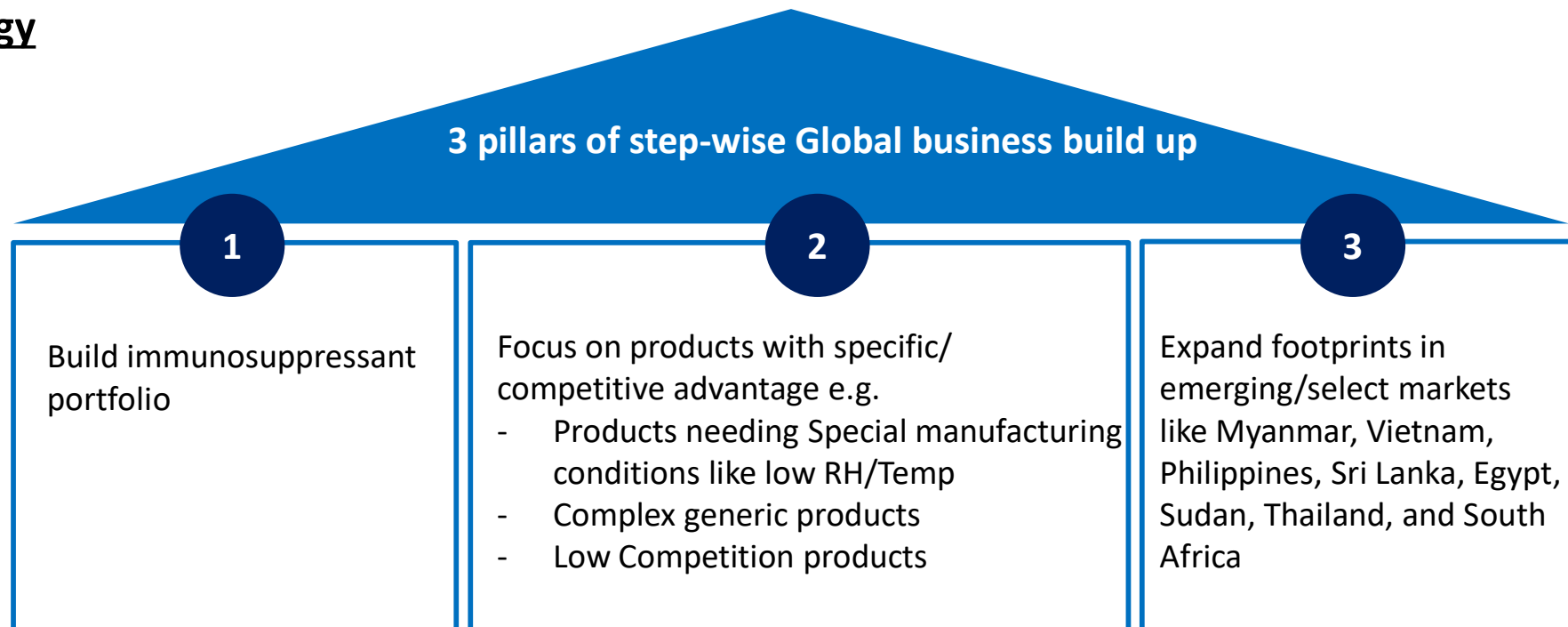
Business Strategy



International Formulations (IF) Business: Overview and Strategy

- Strong presence in immunosuppressant segment (Azathioprine)
- Footprints across Regulated and Emerging Markets - Canada, UK, Germany, France, Australia, South East Asia, Africa
- Long lasting, impeccable supply track record and business relationship with some of the leading generic players of the world
- High quality and process orientation making us a preferred partner
- Investments in plant upgradation and capacity expansion

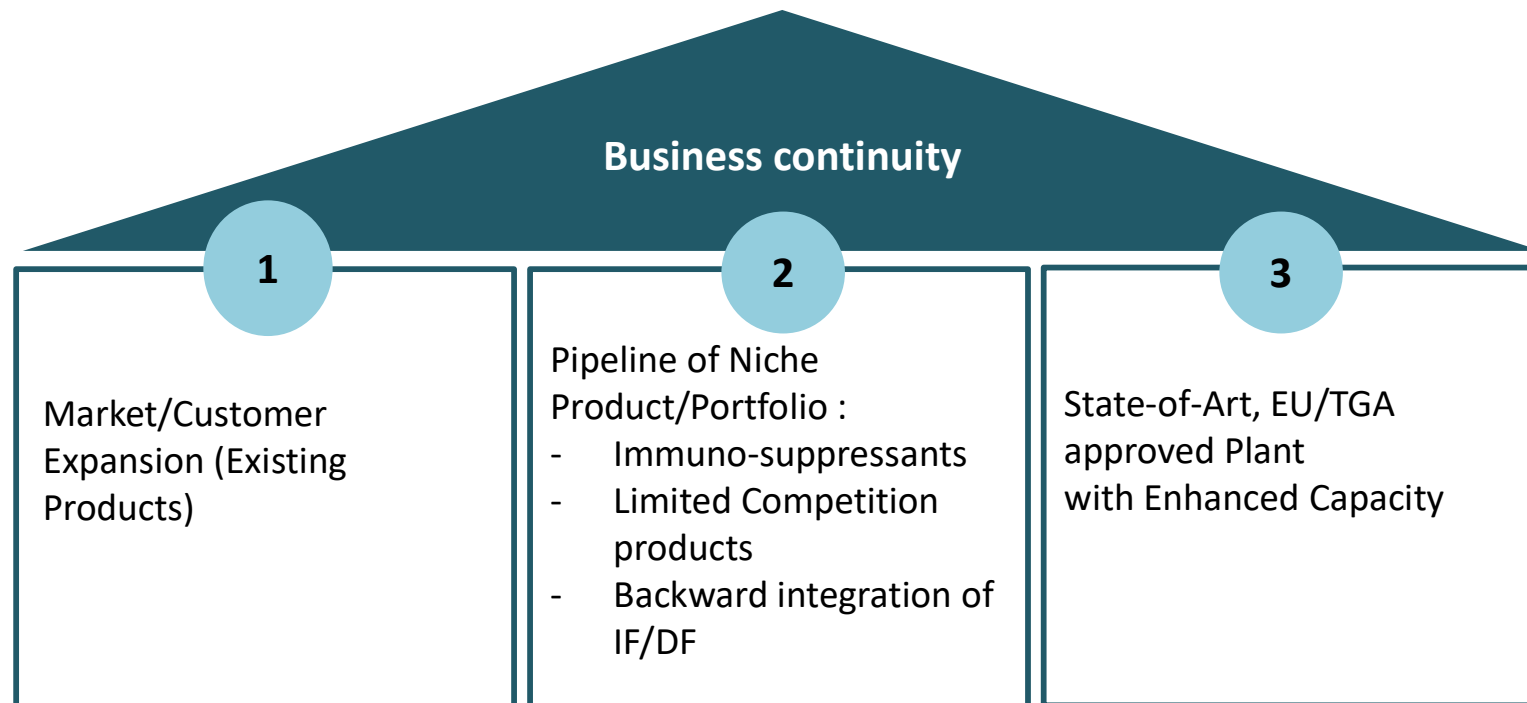
Business Strategy



APIs Business: Business Strategy and Way Forward

- High value, low volume, niche APIs
- Mature stable molecules
- Provides backward integration to International Formulations business
- Footprints across geographies - LATAM, Germany, China, South Korea, Iran, Bangladesh, Egypt, India, etc.
- Strong customer focus – long-lasting relationship with big pharma and leading generic firms.

Business Strategy



Infrastructure & Backend Capabilities

Manufacturing Facilities

Formulations Unit 1, Ankleshwar



- F1 unit caters to the domestic and emerging markets
- Multipurpose plant with dedicated product lines for oral dosage forms including tablets, liquids and powder
- WHO, Kenya, Nigeria approved
- Modernization cum Capacity Expansion underway

Formulations Unit 2, Ankleshwar



- F2 unit caters to the regulated markets
- Dedicated product lines for oral dosage (capsules & tablets)
- Equipped to handle low RH and low temperature conditions products
- WHO, EUGMP (from Hamburg Health authority), Canada, Ethiopia, Kenya, Sudan, Nigeria approved
- Modernization cum Capacity Expansion underway

API Unit, Navi Mumbai



- MF1: Multipurpose unit catering to emerging markets including India
- MF2: Dedicated immunosuppressant facility catering to regulated and emerging markets including India
- MF3: Multipurpose unit catering to regulated and emerging markets including India
- WHO, TGA Australia approved & Written Confirmation (WC) received from CDSCO
- Modernization cum Capacity Expansion underway

Strong Backend Capabilities



Quality

- All **critical SOPs** harmonized through CQA
- **Quarterly internal audit** of all plants by CQA
- All critical deviations, change controls and market complaints investigation approved by CQA



Regulatory

- Well established & evolved Regulatory function catering to **Canada, UK, EU, Australia and emerging markets**
- Expertise of **eCTD submissions**
- Integrated **project management** activities



Formulations R&D

- In addition to Formulations Development of IR, have capabilities to develop **modified release & complex generics**
- **Dossiers gap analysis and fulfilment**
- **Tech transfer/site transfer** activities
- **GLP compliant analytical lab** for Development and Validation of Analytical Methods



Digitalisation Focus Areas

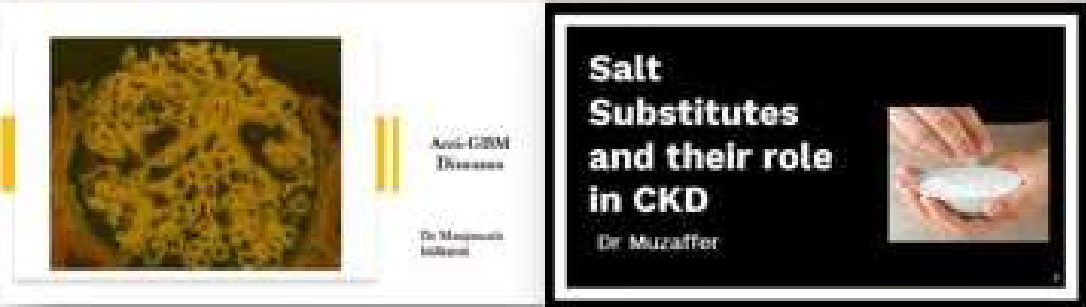
- Quality Management systems : **e-QMS, e-DMS, e-LMS.**
- Access to critical manufacturing equipment through **IRIS scanner**
- All QC instruments attached with **dedicated software and server**
- **All stability chambers with software control**
- Secondary packing Complies with EUFMD requirement for **Track and Trace.**

Digitalization, Innovation and ESG Highlights

Digitalization Glimpses: Sales & Marketing

LSAI: Using GenAI for Superior Customer Servicing and impactful Marketing

Gen AI for Physician Services



Gen AI for Campaign Dashboards



Gen AI for Marketing Communications

- Brand communication:
- Training Modules
- Personalized Communication
- Content Creation
- Feedback Analysis
- Scheduling and Reminders:
- Data Collection and Reporting
- Interactive Engagement

Gen AI for Customized Creatives



Digitalization Glimpses: Manufacturing and Quality

Roadmap of >20 Initiatives under various stages of Implementation



Digital Retina Scanner

- Biometric Access with IRIS/ Retina Scanner enables consistency of electronic records and signatures
- Access to only qualified professionals, Batch Management, Recipe Management, Audit logs

Intelligent Chilling Plant Manager

- Implementation of Utility Asset Management Systems with access over IoT, supported by Customized Algorithms for Efficient Monitoring, Control & Analytics

IOT based AHU monitoring system

- Operates Pumps & Chillers according to Operating Hours to maintain equal run time
- Automatically change over Working pump to Standby if Pump fails during operation

Power Management System

- Safe, reliable, efficient, and compliant operation of electrical distribution systems, and connected assets enabling at all times

Quality Functions

e-QMS: Digital platform to track all 6 quality parameters

e-DMS: Digital platform to manage manufacturing/quality documents

e-LMS: Digital platform to track training sessions on CGMP

Innovation Glimpses

Innovation Institutionalization across organization

Innovation Goals

↑ Revenue

↓ Cost

↑ Compliances

Innovation Themes

Customer-related Innovations:

Customer Connect/Experience ↑

Process Innovations: Process Redesign for ↑ Quality and ↓ Cost

Product Innovation: New products, features or services

New ideas with a good business case
(RPG Serv, Gen AI)

Innovation Projects

Innovation Institutionalization

Each department to have minimum 1 project

Number of Projects

127 (FY23)

201 (FY24)

Navigators (Fieldforce Engagement)

Quarterly sessions with Fieldforce

Illustrative Projects

NapRelief WOMAC Trial : One of the largest Trials ever conducted in India (10200 patients; 458 Doctors; 450 Centres- Naprosyn Gel)

India's Largest Long Term Survival Retrospective Study : Azoran

Key APIs Re-engineering

ESG Glimpses

Initiatives identified post Industry ESG mapping; Good progress

	Initiatives	FY24
Environmental	<ul style="list-style-type: none"> • Carbon emission reduction • Energy Efficiency: Energy Efficient pumps ; Leakages rectification of compressed air system; High Efficiency chillers/Brine Plant • Water Management: Recycling of STP water; Rainwater harvesting • Waste Management: No landfill waste generation 	<p>↓15% (FY23); ↓26.8% (FY24)</p> <p>↑8% (FY23); ↑26.0 % (FY24)</p> <p>↓7% (FY23); ↓16.0 % (FY24)</p> <p>↓ 10% (FY23); ↓49.0 % (FY24)</p>
Social	<ul style="list-style-type: none"> • Product Responsibility- Adherence to stipulated mandates • Diversity- women deployment, occupational health • Tree Plantation • Employee Well-being: Comorbidity tracking 	<p>Strict Quality vigil through Manthan 3 Project</p> <p>Targeted initiatives implementation</p> <p>360</p> <p>Done for all factory employees</p>
Governance	<ul style="list-style-type: none"> • Data Integrity: Digital initiatives e.g. e-QMS, e-DMS, e-LMS • Cybersecurity: IT assets security through EDR tool (Crowdstrike) • Best Practices/Systems and Processes across Functions 	<p>Implemented at Ankleshwar; Navi Mumbai</p> <p>Implemented</p> <p>Sales & Marketing</p>

Awards & Recognitions

RPG Life Sciences recognized as India's Top 500 Value Creators by Dun & Bradstreet

25 Evaluation Parameters

Duration 2019-2023

Companies from across 52 sectors



RPG Life Sciences Awarded with 'Jamnalal Bajaj Award for Fair Business Practices'

Jamnalal Bajaj Award for Fair Business Practices (2021-22)



RPG Life Sciences Bagged Top Awards from IDMA

Industry Recognition to RPG Life Sciences

Best Patent Award



Best Corporate Citizen Award



New Launch Naprosyn+ bags Brand Champion of the Year Award



Journey Ahead

We are Committed to our Transformation Agenda to continue our upward growth trajectory

Revenue Growth

Building Domestic Formulations Business via the identified 5 Pillars

Building Global Business through New Products/Markets/Customers

Formulations and API plants Modernization and Capacity expansion

R&D Pipeline in identified niche areas

New Opportunities : M&A

Profit Growth and Focus on Cashflows

Continued diligent thrust on cost control measures both in Opex and COGS

Product Re-engineering

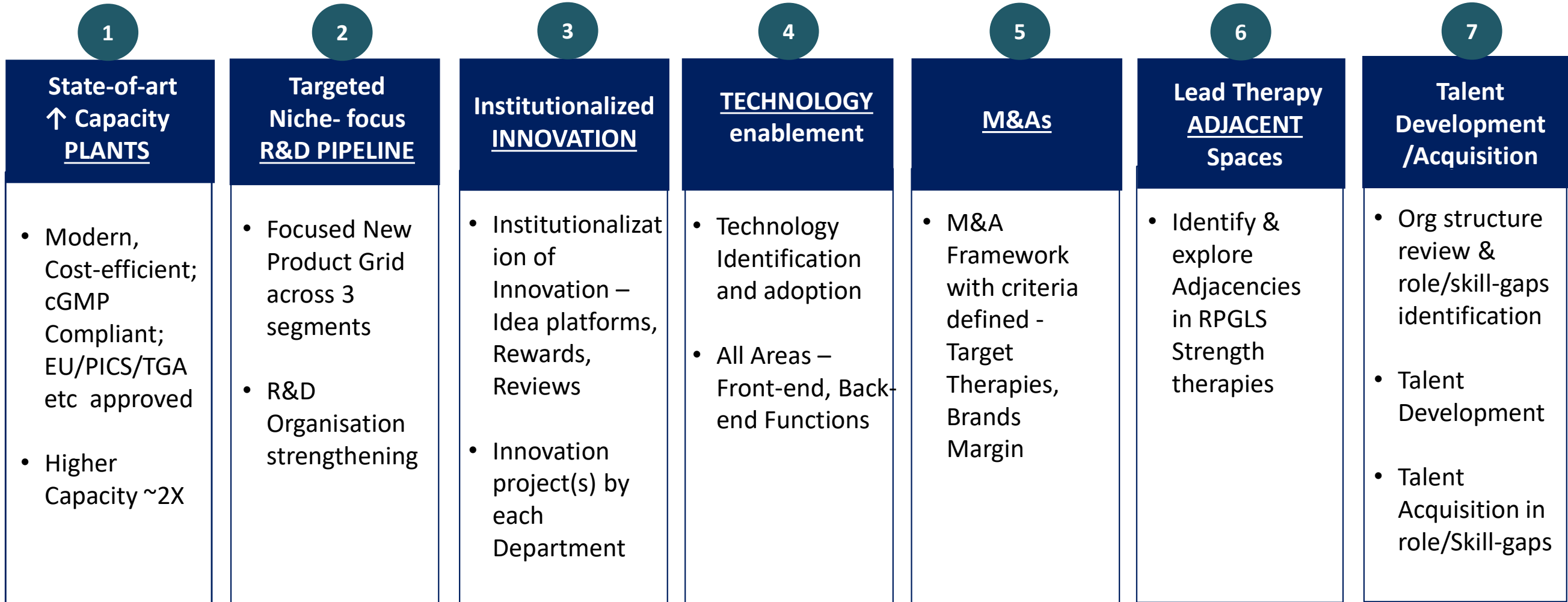
Process Efficiencies

Strong Governance

All operations within the Framework of strong Corporate Governance

The Journey Ahead: Diligent work on-going on 7 Pillars to “Scale-up” business

7 Pillars Identified



THANK YOU