

June 11, 2019

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

Script Code:532983

Dear Sirs,

Sub: Investor conference participation - Reg. 30

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find below details of the investors conference along with the presentation to be made at the same:

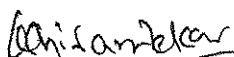
Date	Particulars	Location
June 12, 2019	RPG Annual Investors Conference	Mumbai

Kindly take the same on record.

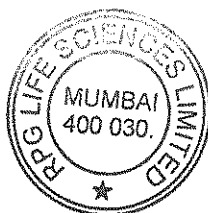
Thanking you,

Yours faithfully,

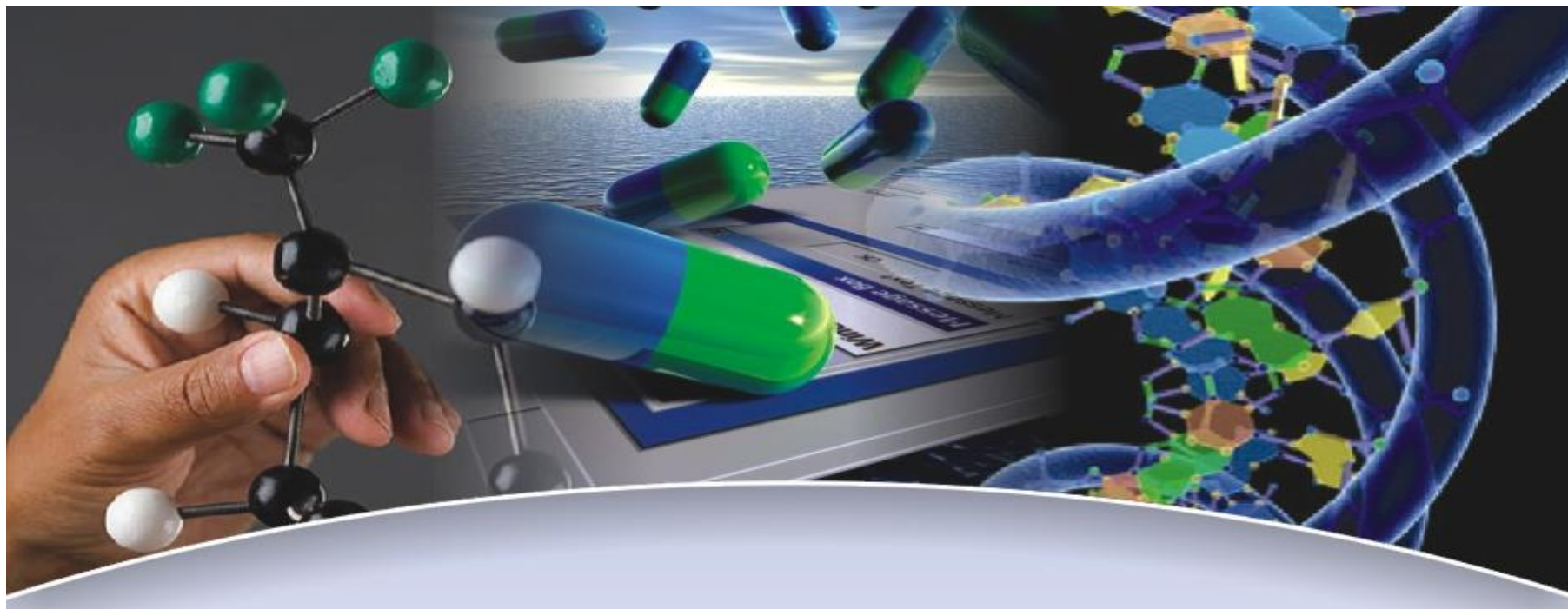
For RPG Life Sciences Limited



Rajesh Shirambekar
Head – Legal & Company Secretary



Encl: as above



Investor Presentation

June 2019



RPG LIFE SCIENCES

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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Way Forward

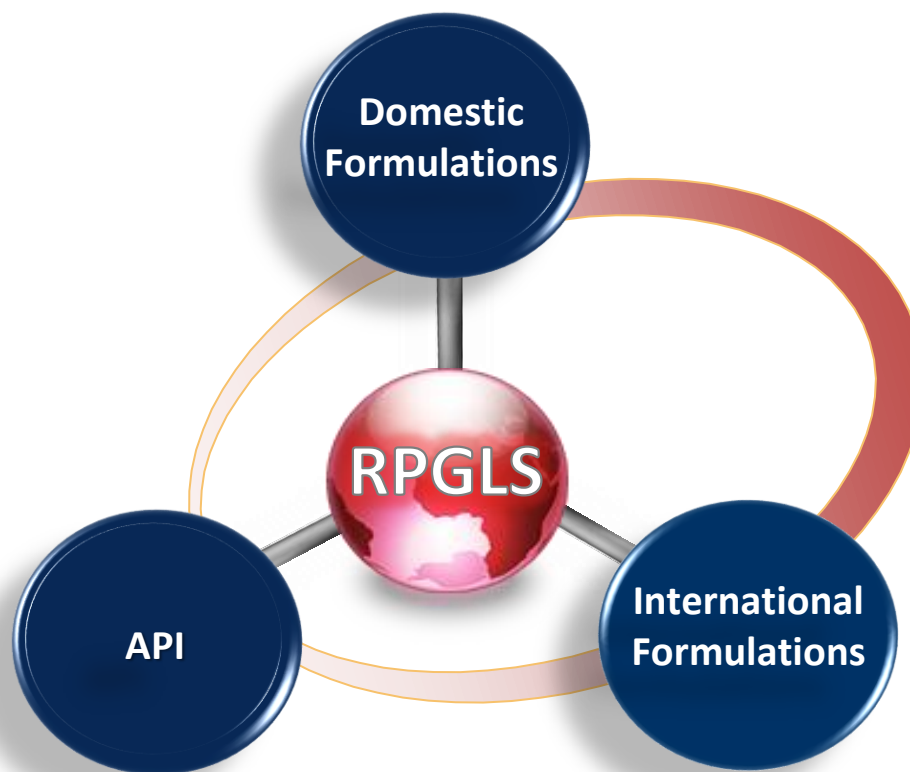
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Business Overview: Company

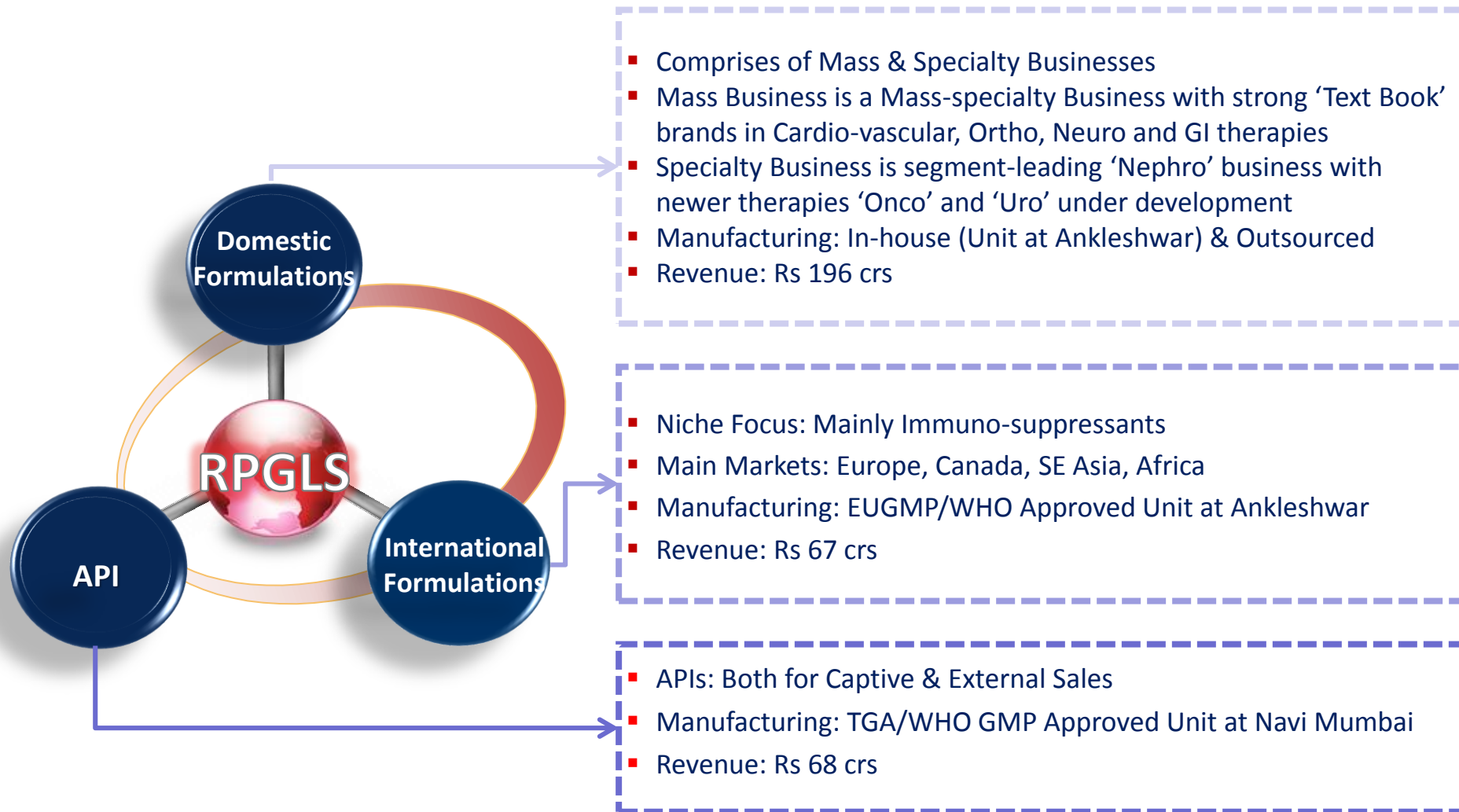


**Manufacturing: Both API &
Formulations (3 Units)
Employees: ~1160**

**Sales* : Rs 331 crs
EBIDTA : 34 crs
PBT : Rs 15 crs
Exports : 39%**

* Excludes other operating income

Business Overview: 3 Business Verticals



Management Team



Yugal Sikri

*Managing
Director*



BM Sundaram

*API, Intl. &
Specialty*



Recently
joined

Samir Rane

*Domestic –
Main*



Recently
joined

Milind Gujar

*Chief Quality
Officer*



Manoj Muthiyan

*New Product Dev.
& Regulatory Affairs*



Suchitra Tiwari

*Regulatory
Affairs*



Kartick Patra

*API Operations &
Procurement*



Rajesh Chopra

*Intl. Formulations
Manufacturing*



Himmat Patel

*Dom. Formulations
Manufacturing*



Mahesh Narayanaswamy

*Finance, IT,
Sec & Legal*



Tushar Joshi

*HR &
Admin*

Board of Directors

Name	Experience
Harsh Vardhan Goenka – Chairman	Chairman, RPG Group
Yugal Sikri - Managing Director	Ex-Ranbaxy, Novartis, Pfizer, GSK, RPG Life Sciences
Sachin Nandgaonkar - Non Executive Director	Ex-Senior Partner at BCG
C L Jain – Independent Director	Ex-CFO at Hoechst India
Dr Lalit Kanodia – Independent Director	Founder of Datamatics Global Services Limited
Mahesh Gupta – Independent Director	Group Managing Director of Ashok Piramal Group, Ex-CFO of RPG Group & Nicholas Piramal
Manoj Maheshwari – Independent Director	Ex-Geoffrey Manners, Wyeth Lederle, JF Laboratories
Narendra Ambwani – Independent Director	Ex-Johnson & Johnson
Zahabiya Khorakiwala – Independent Director	Managing Director at Wockhardt Hospitals

Manufacturing Facilities

Ankleshwar, Unit 1

- Formulations Plant
- WHO, Kenya, Nigeria approved

Ankleshwar, Unit 2

- Formulations Plant
- WHO, EUGMP, Ethiopia, Kenya, Sudan, Nigeria approved

Navi Mumbai

- API Plant
- WHO, TGA approved



Key Products: Domestic – Majorly ‘Text Book’ Brands

Therapy	Products
Cardiovascular	Aldactone, Cardibeta
Neuro-psychiatry	Serenace
Orthopedic	Naprosyn
Gastrointestinal	Lomotil, Lomofen+, Rabee, Tricaine
Nephrology	Azoran, Arpimmune ME, Mofetyl, RPO, Darba, X-Mab
Respiratory	Romilast
Nutritional	Minmin
Oncology	Hermab, Nabpac, PegFrastim
Urology	Sildura, Tamflo, Tamflo DFZ



Key Products: International Formulations

Existing Products

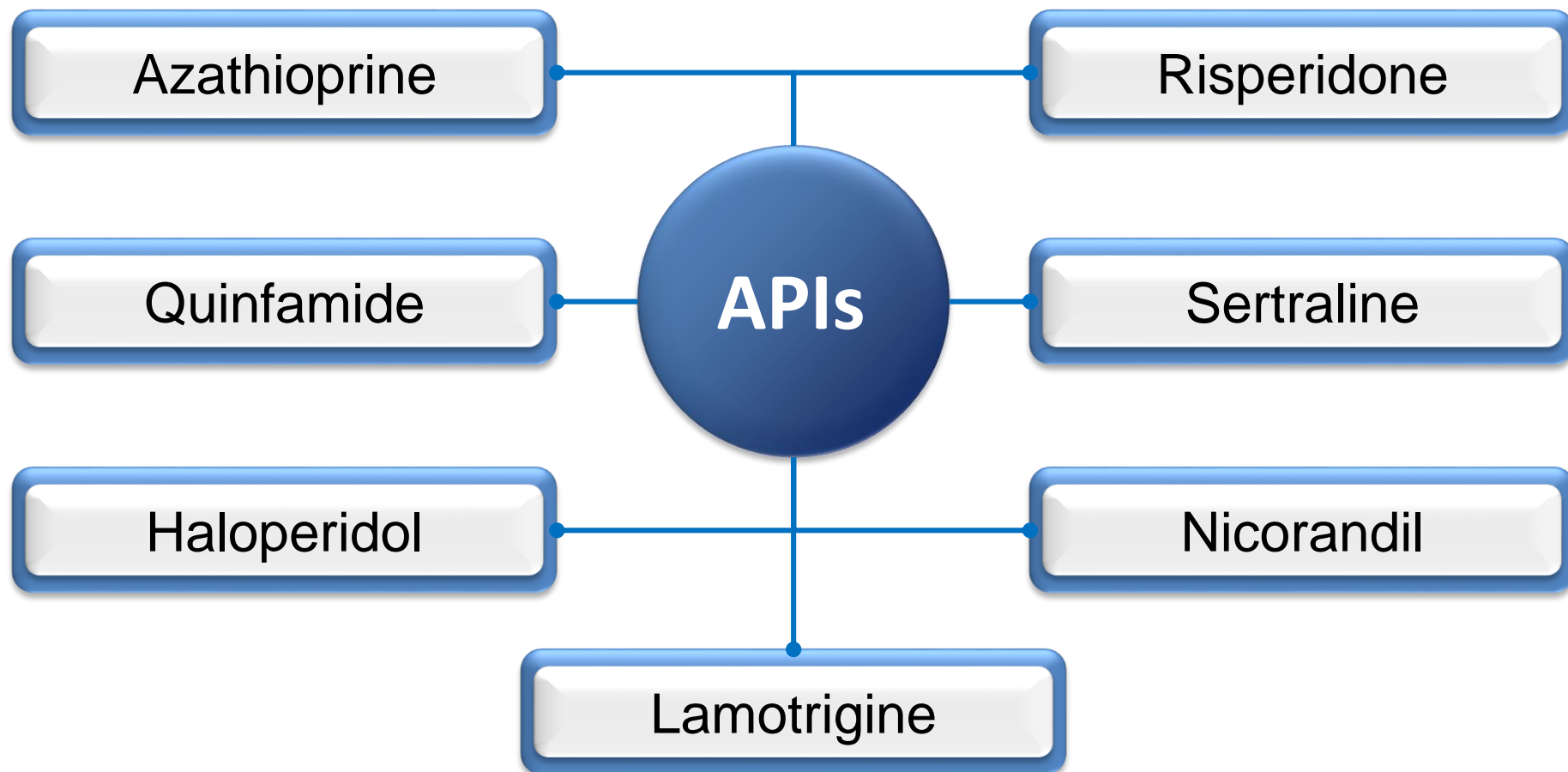
- Azathioprine
- Mycophenolate Mofetil (EU)
- Nicorandil – EUCTD
- Sertraline (Contract Mfg.)
- Clotrimazole (Contract Mfg.)
- Siloxogene

Products Under Development

- Sodium Valproate - EUCTD
- Aminocaproic Acid – ANDA
- Azathioprine – ANDA
- Mycophenolate Mofetil - ANDA



Key Products: API



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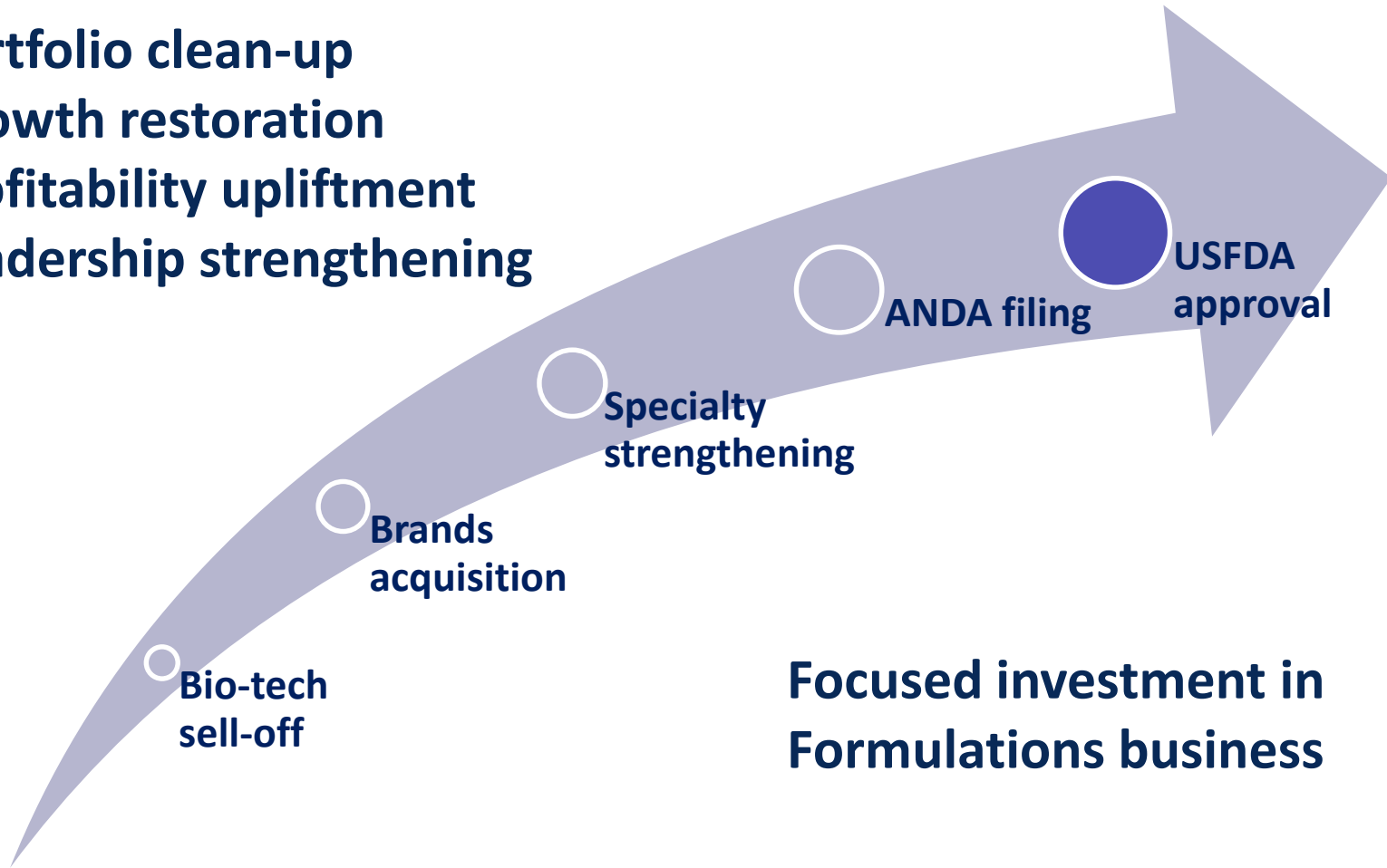
Company Overview

FY 19 Performance Highlights

Way Forward

RPGLS: A transformation journey in progress

Portfolio clean-up
Growth restoration
Profitability upliftment
Leadership strengthening

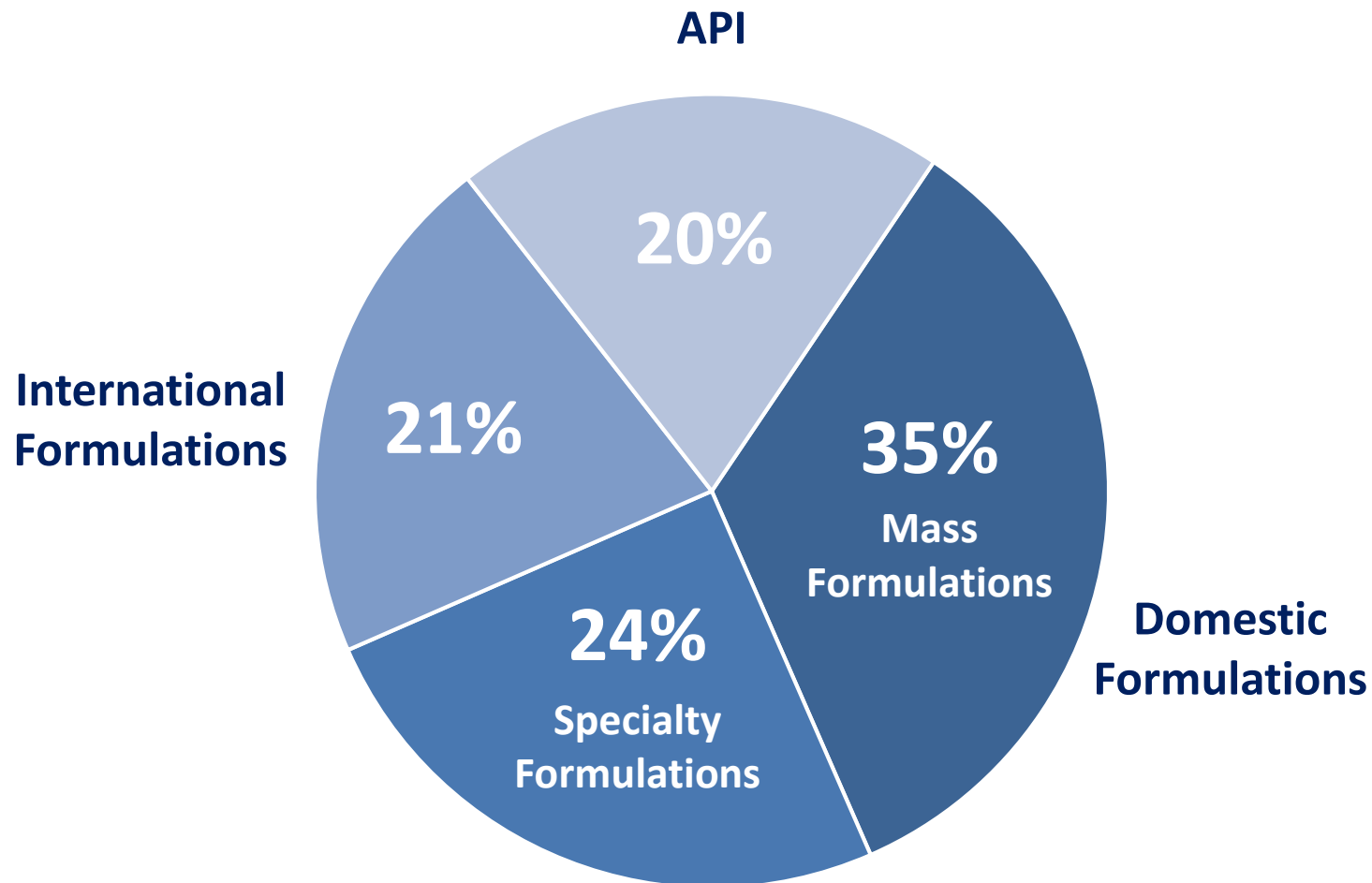


FY 19: A poor year, after 3 strong years

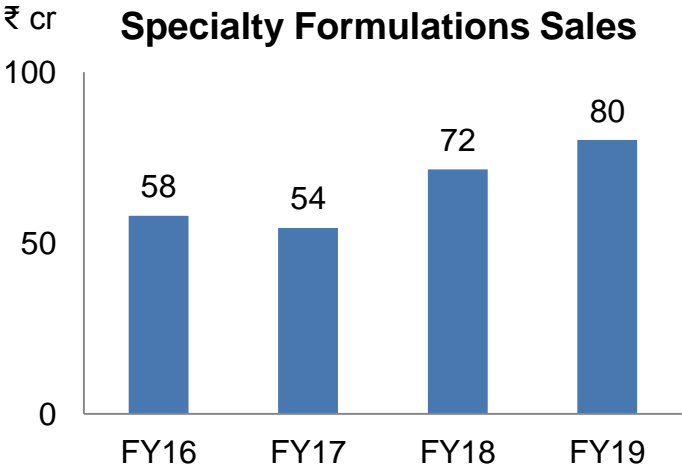
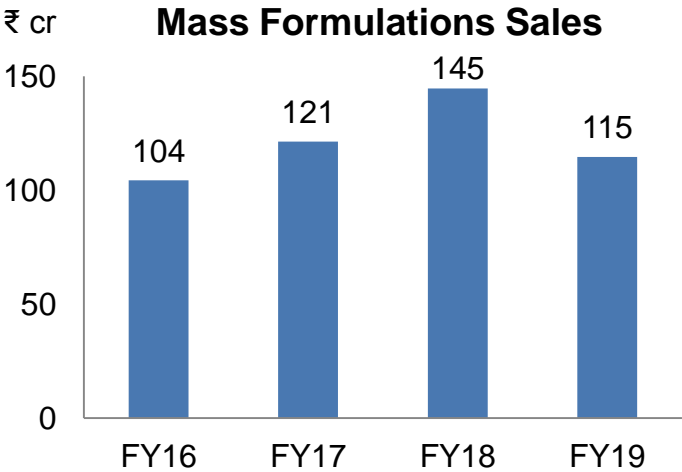
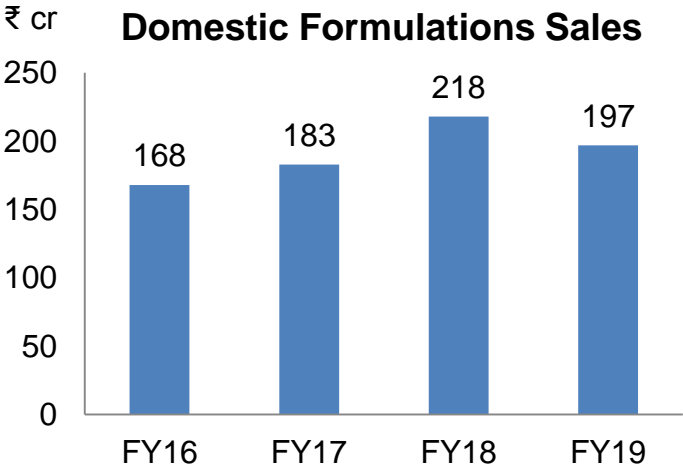
	FY 15-16	FY 16-17	FY 17-18	FY 18-19
	<i>Results</i>	<i>Results</i>	<i>Results</i>	<i>Results</i>
Sales (Rs cr.)	251	292	344	331
PBT (Rs cr.)	8.4	14.5	20.4	15.05
PBT %	3.3%	4.9%	5.9%	4.5%
PAT (Rs cr.)	8.4	12.09	13.45	10.81
PAT %	3.3%	4.1%	3.9%	3.3%

Note : Sales, PBT figures are excluding bio-tech business for all the two past years FY 16 and FY 17 to provide a like-to-like comparison. Sales excludes other operating income

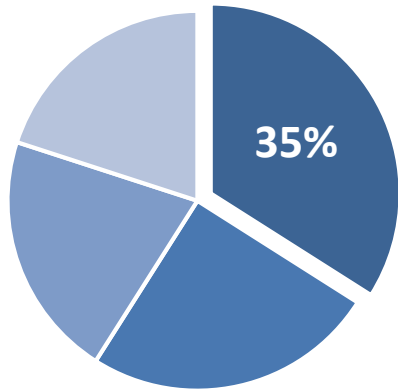
Domestic makes up ~60% of company business



Domestic: Setback in Mass Formulations



Challenges in Mass Business & Actions initiated



De-growth of 21%

Loss after 2 years of profits

Gross Margin maintained ~55%

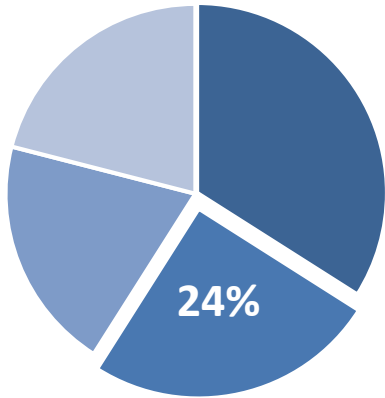
Challenges Faced

- Market slowdown in represented segments
- High reliance on trade; low focus on Rx generation
- High in-market inventories, expiries & returns

Actions Initiated

- Change in business leadership
- Renewed focus on Rx generation
- Discounts & promotion optimization
- Product Portfolio Augmentation : Chronic Therapies; Line Extensions of Legacy Products

Domestic: Specialty segment continues to grow



Growth of 12%

Improved profitability

**Continued investment
in Specialty**

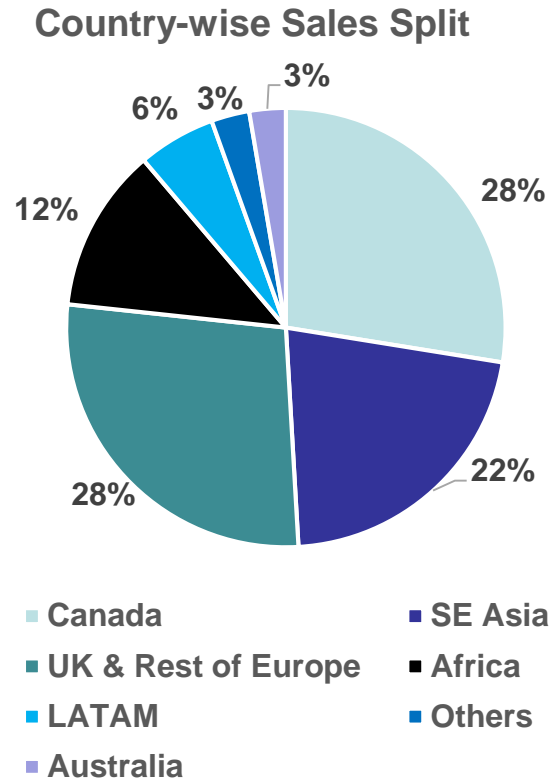
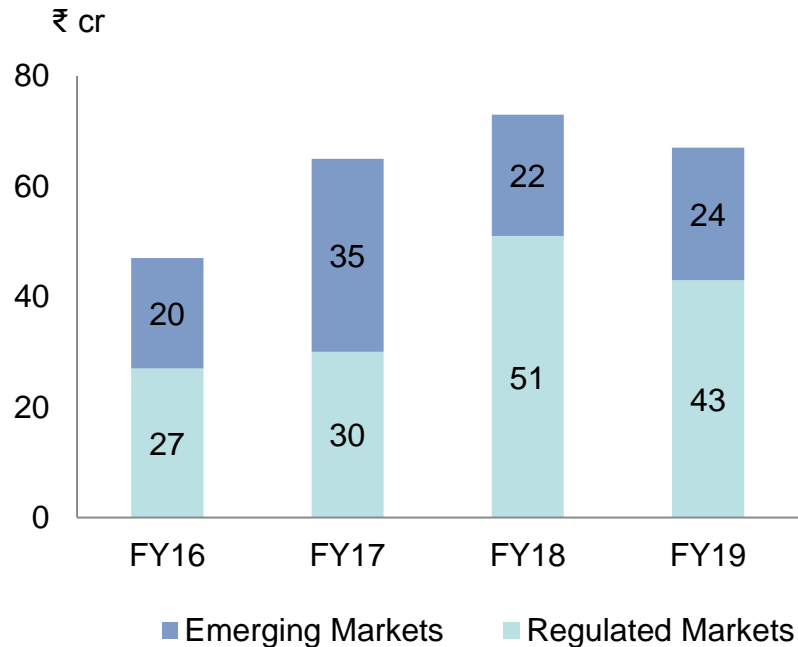
Challenges Faced

- Low volume growth in Nephrology business
- Price control and low margins in Oncology business
- Slower than targeted ramp-up in Urology business

Actions Initiated

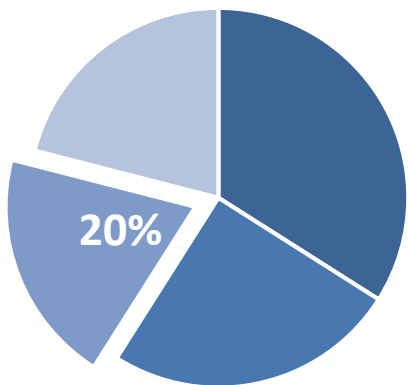
- Focus on new prescribers & new indications for Azoran
- Continued product portfolio augmentation (Bio-similars, Therapy gaps, Co-Rx products)
- Diligent Medico-Marketing engagement with target doctors especially in Urology

Intl. Formulations: Setback in Regulated Market Business



- **Growth in Emerging Markets by 11%**
- **Regulated Market business setback due to key customer Teva deciding to drop the product due to internal re-prioritisation**

Intl Formulations: Challenging year but investment continues



De-growth of 8%

Investment towards plant upgrade and product pipeline continues

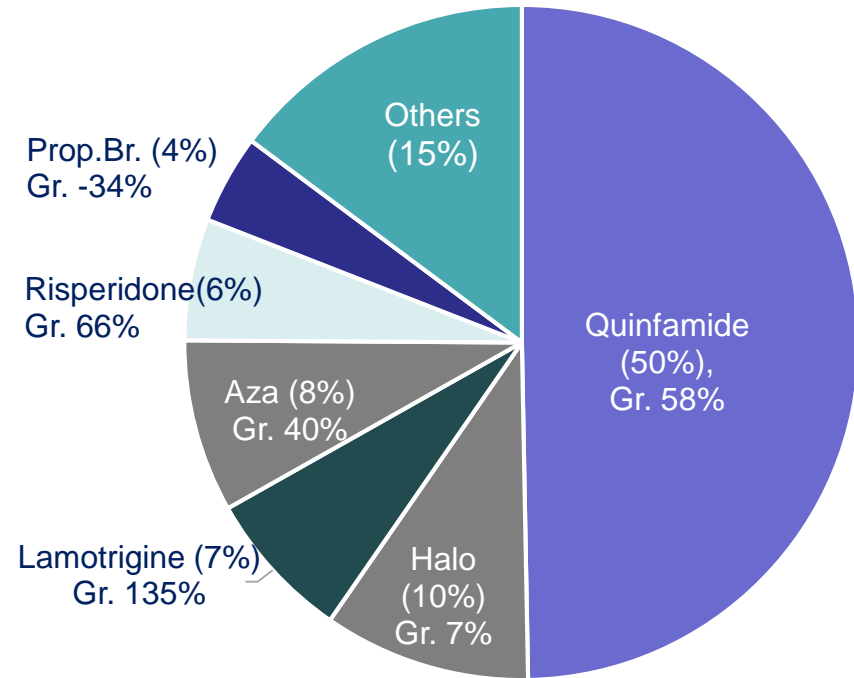
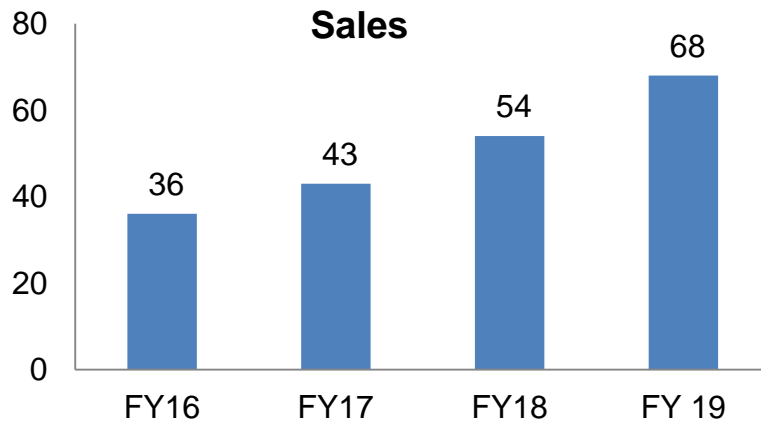
Challenges Faced

- Loss of 1 key customer in UK for Azathioprine
- Steep price corrections in UK market
- High dependence on tenders/ B2B in emerging countries

Actions Initiated

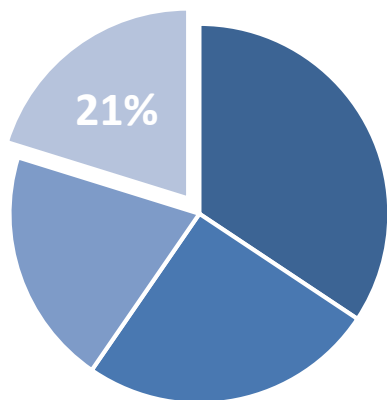
- Significant efforts to ensure 24X7 audit readiness
- Second plant being upgraded to regulated market standards
- ANDA filed for first product for the US market
- Dossier filed in UK for Sodium Valproate

API: Continues to be a strong cash cow



- Consistent Performance for the last 3 years
- Quinfamide is the key product and Latin America is the key market

API: Limited Customer & Molecule Base



Strong growth & profitability

Good demand momentum for exports

Challenges Faced

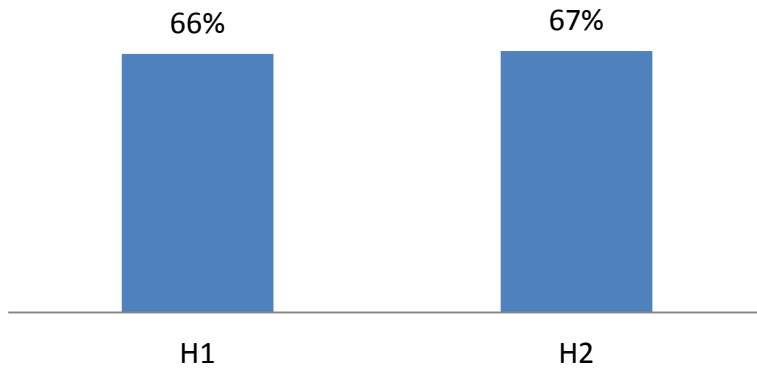
- Limited customer & molecule base
- Legacy plant not capable of upgradation to regulated market standards

Actions Initiated

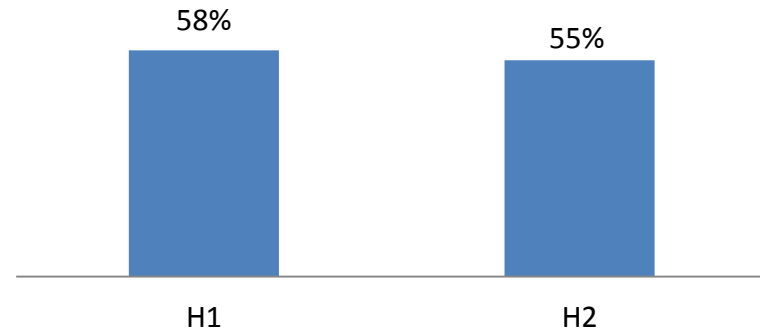
- Manufacturing Strategy optimisation - Outsourced manufacturing initiated with USFDA approved API suppliers for key molecules
- US DMF approval for Azathioprine received; source change process started

FY19: Improvements visible in H2

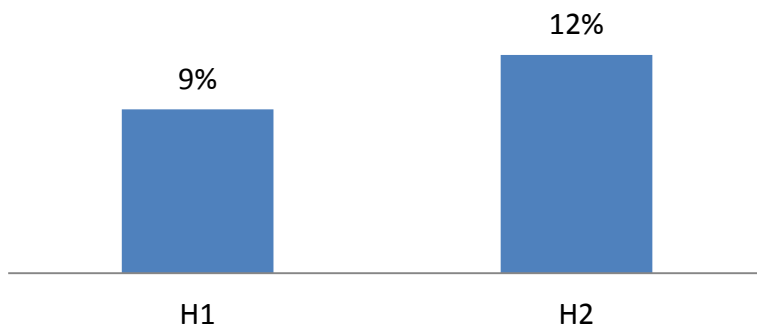
Gross Contribution (% to Sales)



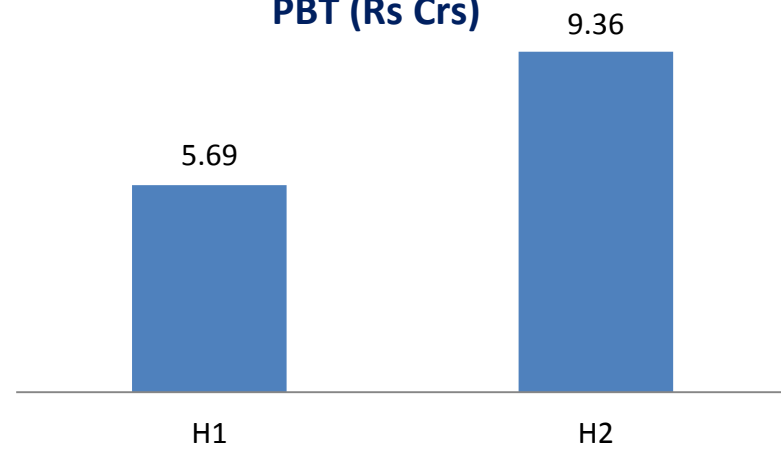
Opex (% to Sales)



EBDITA (% to Sales)



PBT (Rs Crs)



Contents

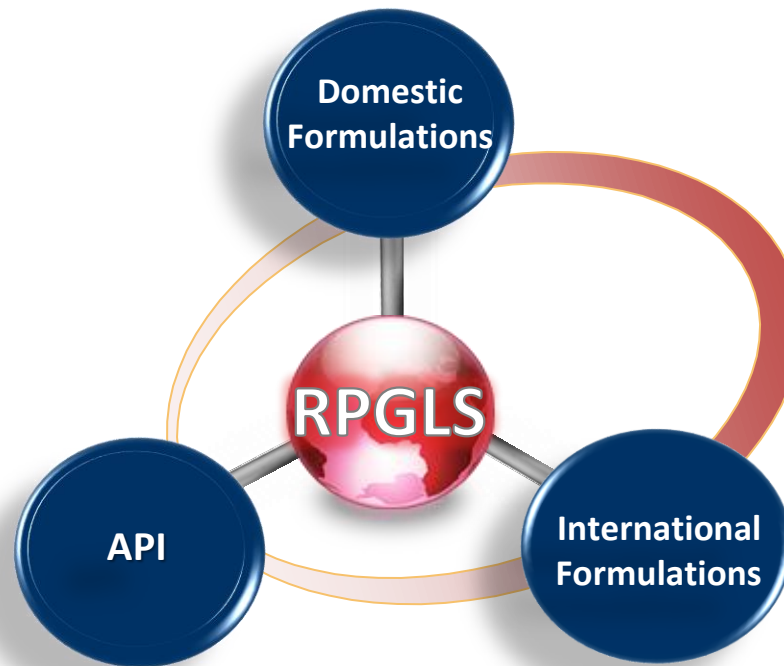
Company Overview

FY 19 Performance Highlights

Way Forward

Strategy Forward: Continued focus on Formulations

- Focus: Above market growth with strong profitability
- Strategy: Product portfolio augmentation, Prescriber base expansion, Field force capability building



- Focus : Downstream integration for formulation business; selective market expansion
- Strategy : Own technology; judicious mix of In house and outsourced manufacturing

- Focus: Growth/ Entry in regulated/B2C markets
- Strategy: Niche products pipeline, Partnership for NPD; USFDA approval of the plant

THANK YOU