

27th September, 2022

The Dy. General Manager (Listing Dept.)
BSE Limited,
Corporate Relationship Dept.,
1st Floor, New Trading Ring,
P. J. Towers, Dalal Street, Fort,
Mumbai - 400 001
(BSE Scrip Code: 500420)

The Manager – Listing Dept.,
National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor,
Plot No. C/1, G. Block,
Bandra - Kurla Complex, Bandra (E),
Mumbai – 400 051
(NSE Scrip Code: TORNTPHARM)

Dear Sir,

Sub.: Presentation to analysts on acquisition of Curatio Health Care (I) Private Limited

The presentation on acquisition of Curatio Health Care (I) Private Limited to be made to Investors / Analyst is enclosed for your records.

Thanking you,

Yours sincerely,

For TORRENT PHARMACEUTICALS LIMITED

CHINTAN M. TRIVEDI
COMPANY SECRETARY

Encl: As above

TORRENT PHARMACEUTICALS LIMITED

CIN: L24230GJ1972PLC002126

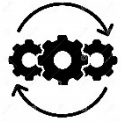
Reg. Office : Torrent House, Off Ashram Road, Ahmedabad- 380 009, India. Phone: +91 79 26599000, Fax: +91 79 26582100,
www.torrentpharma.com, Email : InvestorServices@TorrentPharma.com

Building Leadership in a High Growth Therapy Area

27th September 2022



Curatio At A Glance



17+
Year of operation



95%
Dermatology Sales



~Rs 224* Cr
FY'22 Sales



50+
Total Brands



13
Brands leader in the
covered market



~Rs 275 Cr
FY23E Sales



~600 MRs
Sales Force



900+
Distributors



Online sales channel

Key Brands



Acquisition Positions Torrent as Second largest player in Cosmetic Dermatology

Torrent pharma to acquire 100% of Curatio India Pvt Ltd. having operations in India, Nepal, Srilanka & Philippines

84% contribution from Cosmetic dermatology; non regulated market

Portfolio of 50+ brands in Dermatology therapy

Include leading brands like Tedibar, Atogla, Spoo, Permite, Perlice etc. Top 10 brands contribute 75% to the portfolio

Overlap limited to ~10%

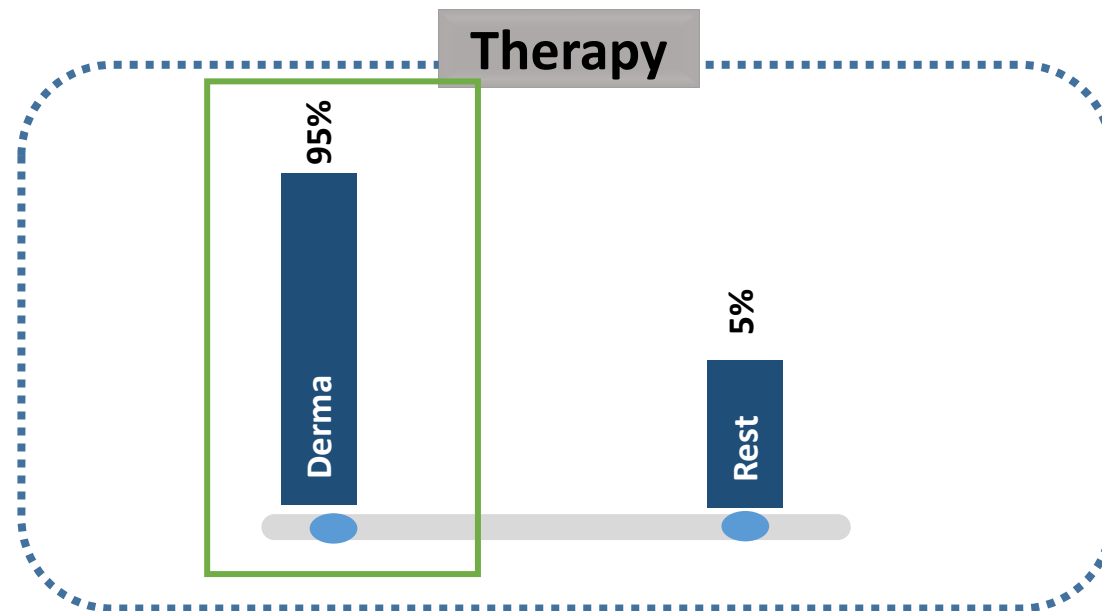
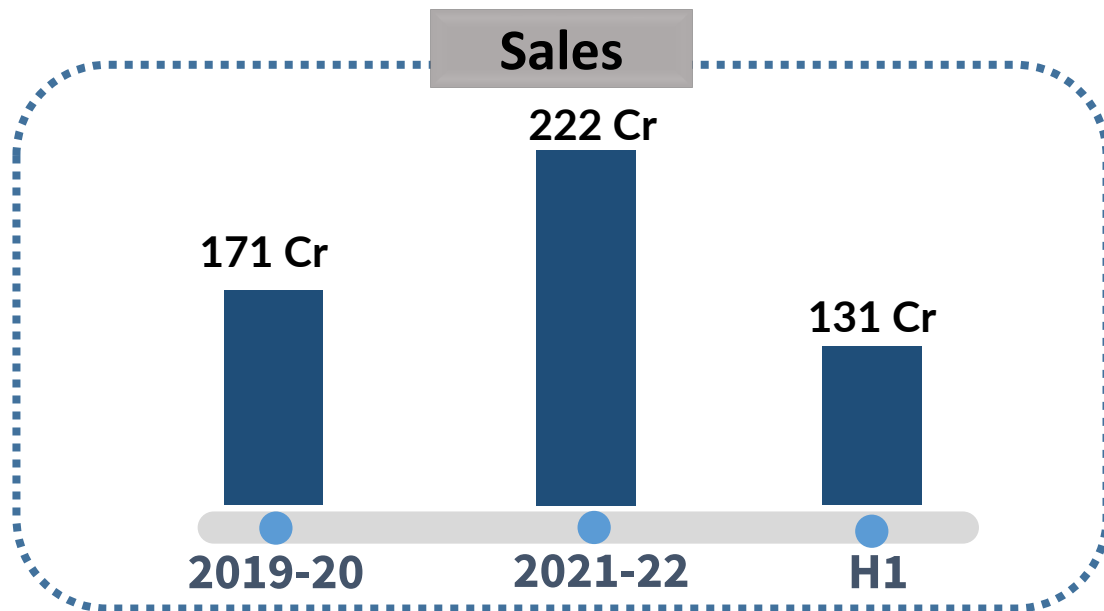
Supply extension of current manufacturing arrangements for 3 Years

79% contribution from Chronic/sub chronic portfolio (IPM 54%)

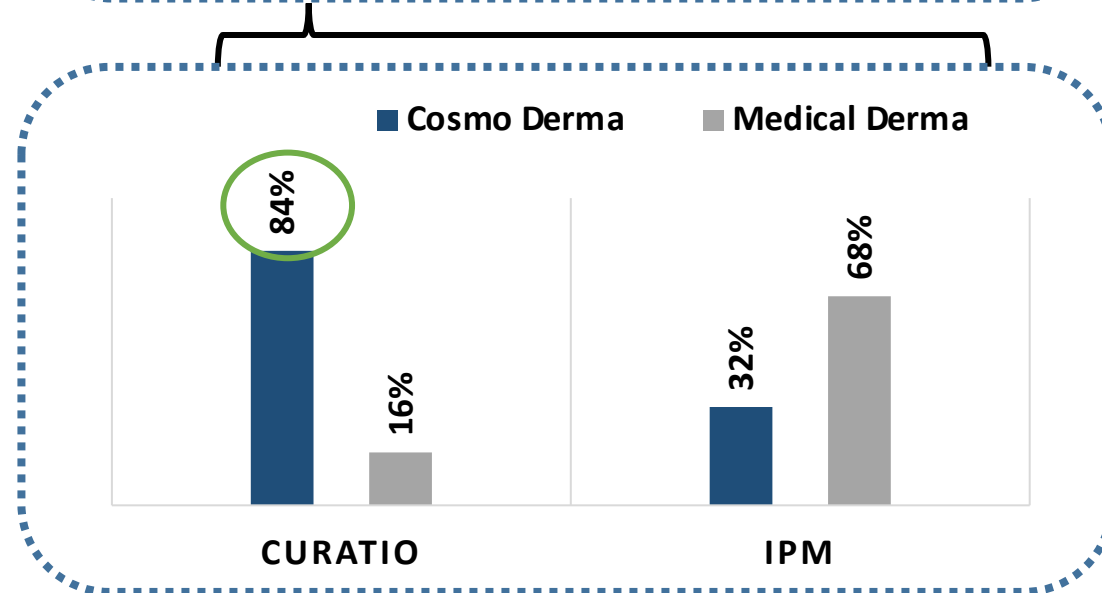
7% portfolio under NLEM (IPM 16%)

Potential access to OTx market through India's leading baby product brand Tedibar; Spoo & Atogla

Growth Opportunity: Derma is a High Growth Therapy Area



- As per FY'22 Curatio has registered sales of 222 Cr with 25% Gr
- Derma is the key therapy for Curatio contributing 95% in it's overall sales
- 84% of the derma therapy sales contributed by high growth cosmetic dermatology



Tedibar (Rs. 76 cr sales FY22, YTD August growth 15%)

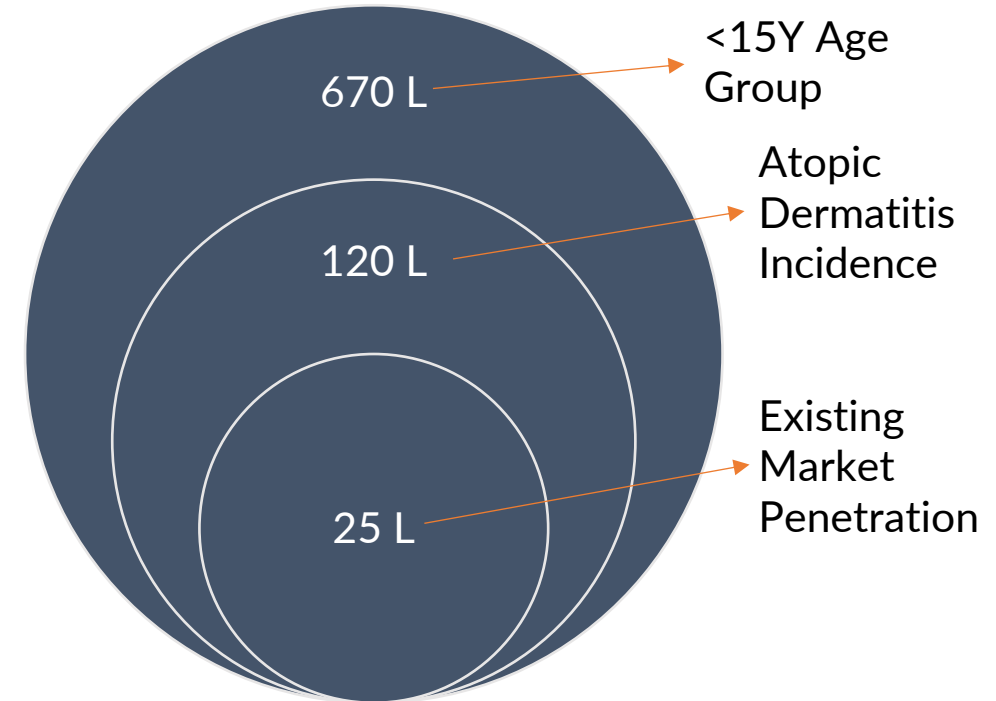


Condition addressed

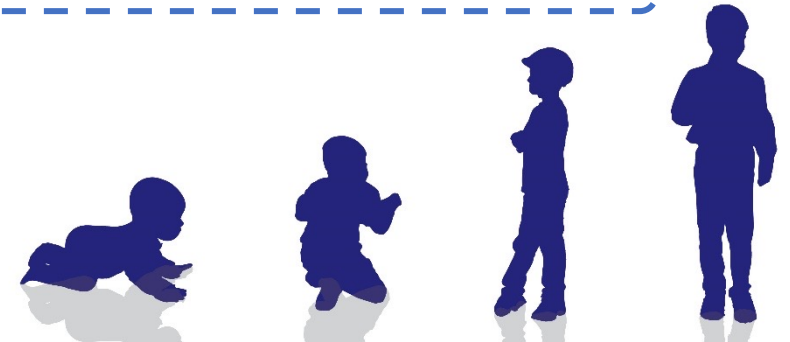
- Dryness and irritation associated with atopic dermatitis
- Maintains the pH balance of 5.5 which can get elevated to as high as 6.5 in atopic dermatitis

Key Differentiators

- India's leading low pH cleansing bar –made from synthetic detergent to maintain pH
- High Gross Contribution product with significant headroom for increase
- Long Term Usage - Typically start using as a toddler and may continue



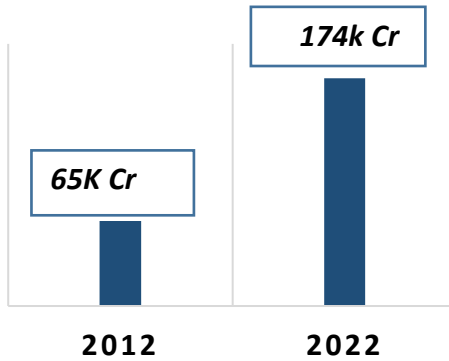
80% potential market is not yet served



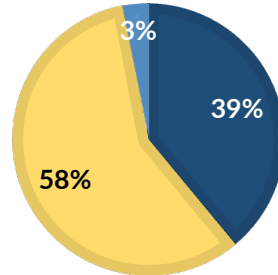
Growth Opportunity: Cosmetic Dermatology is the Key Driver of Derma Growth

IPM

CAGR : 10%

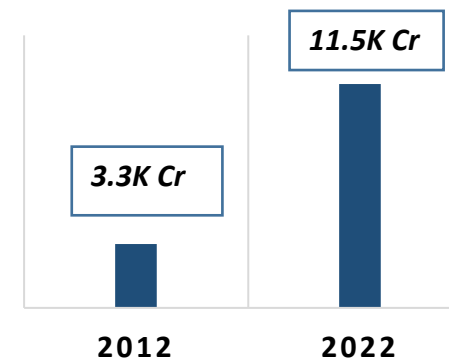


■ GP ■ Specialist ■ Dermat

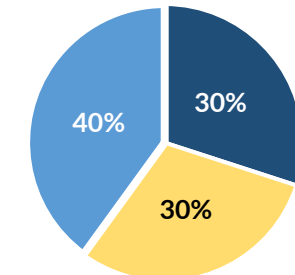


Derma

CAGR : 13%

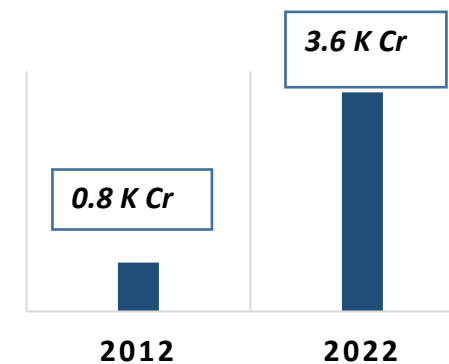


■ GP ■ Specialist ■ Dermat

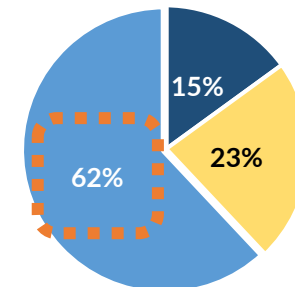


Cosmetic Dermatology

CAGR : 16%



■ GP ■ Specialist ■ Dermat



- CAGR of cosmetic dermatology is 1.6 times than IPM
 - Derma TA value grew by 3.5 times whereas cosmetic dermatology grew by 4.5 times vs IPM 2.7 times
- Expanding Torrent presence in high growth area
- Cosmetic dermatology is more specialist focus business; 62% dermatologist contribution in total Rx. Matching with Torrent current DNA

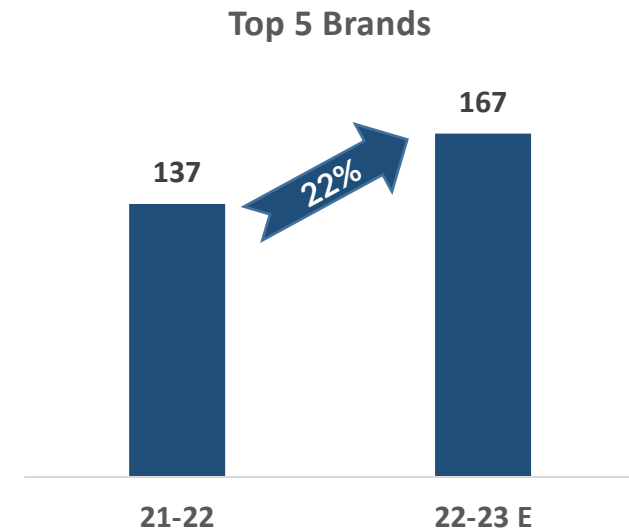
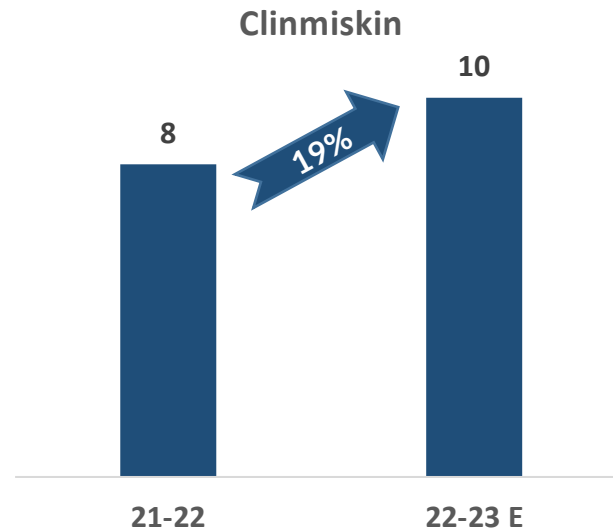
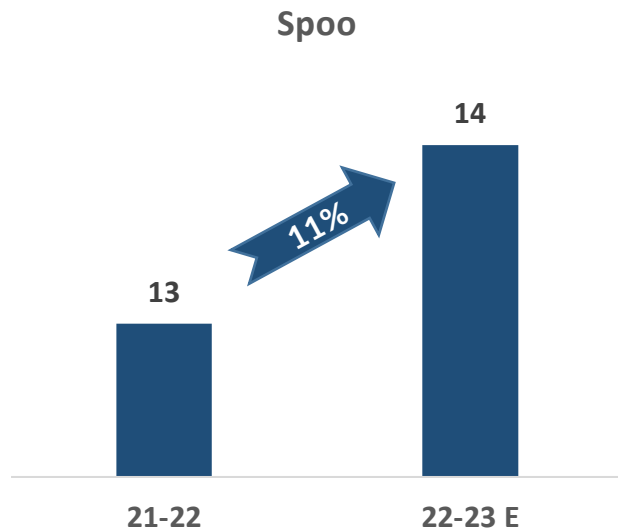
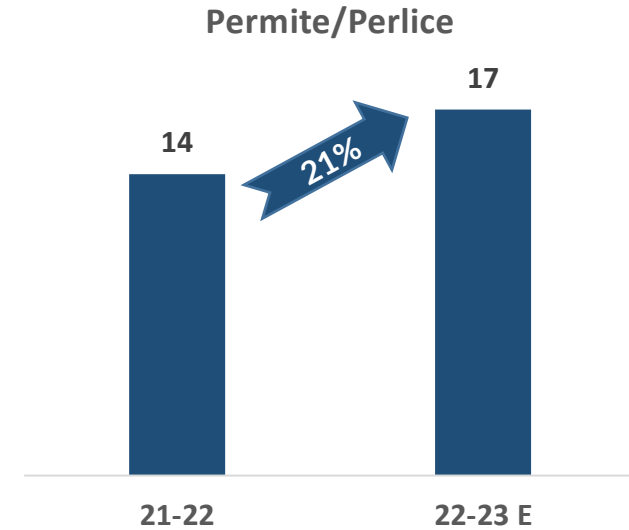
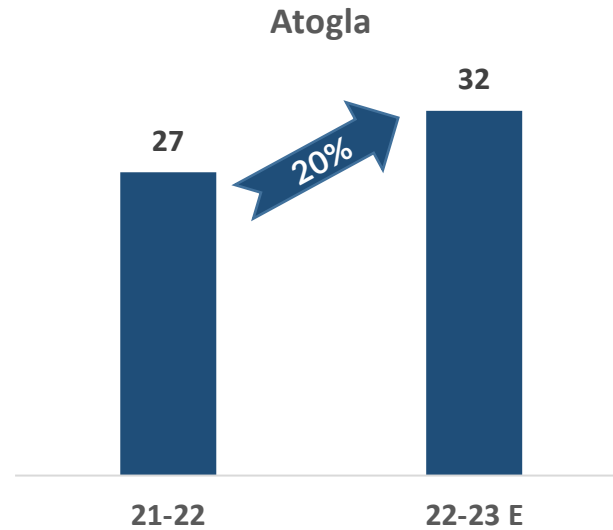
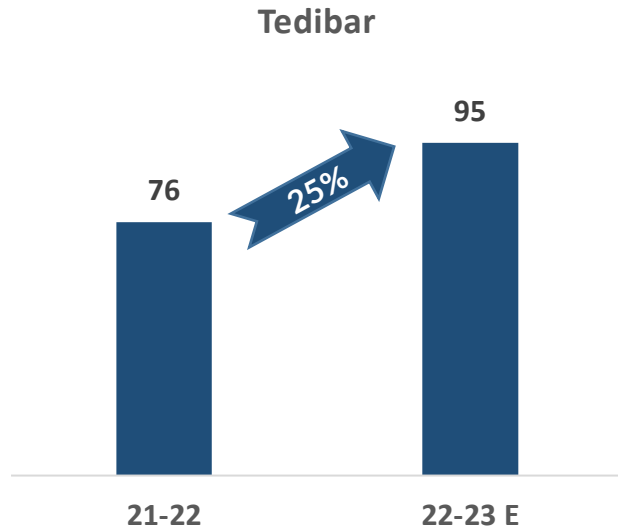
Overview: Curatio Brands can Expand the Covered Market



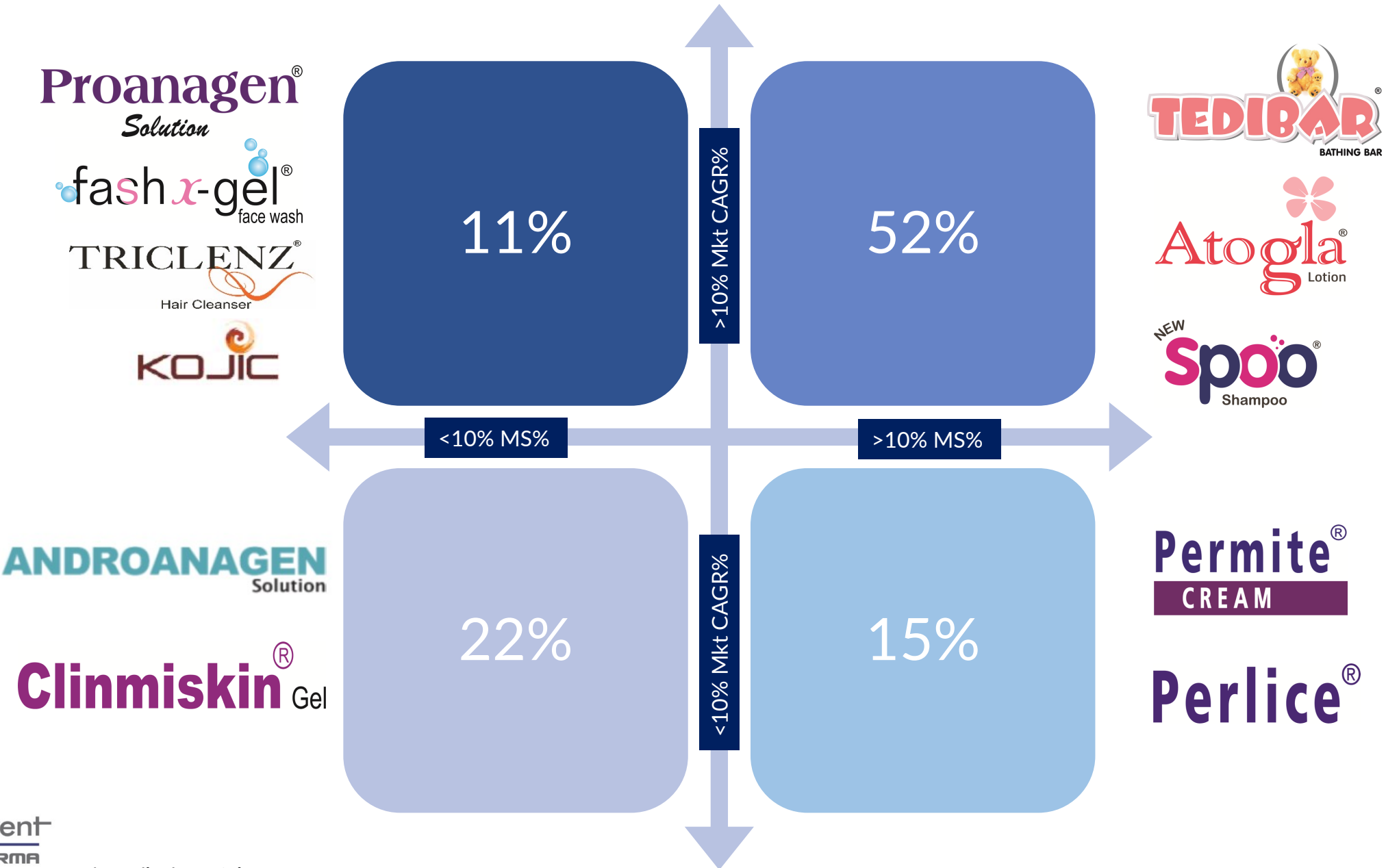
- Curatio India has reported sales of 222 Cr in FY22. FY23 E growth is 25%
- Top 10 brands contributing 74% of the total sales
- Top 3 brands contribute more than 50% of the total sales

Tedibar	Atogla	Spoo	B4 Nappi
<ul style="list-style-type: none">• Mkt Size: 1477 Cr CAGR 2Y: 11%• Rank 2nd	<ul style="list-style-type: none">• Mkt Size: 1300 Cr CAGR 2Y: 11%• Rank 5th	<ul style="list-style-type: none">• Mkt Size: 174 Cr CAGR 2Y: 10%• Rank 1st	<ul style="list-style-type: none">• Mkt Size: 1466 Cr CAGR 2Y: 11%• Rank 3rd

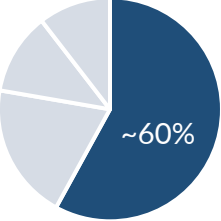
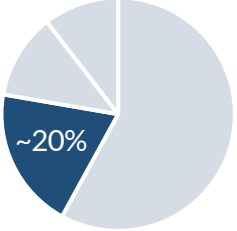
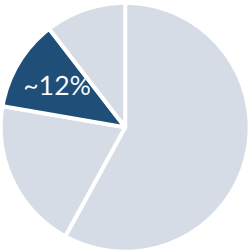
Top 5 brands contribute ~60% to the portfolio



Key Brands of Curatio part of high growth market with high market share



Top Brands on A High Growth Path

Portfolio	Revenue Cont.% FY 22	Key Products	3 YR CAGR
Pedia Products		Tedibar : Low Ph bathing bar for Atopic Dermatitis Atogla Lotion & Cream : Emollients for Atopic Dermatitis Spoo : Rx Driven shampoo for cradle cap	17%
Acne/Face care		Tracnil : Therapy resistant acne, excessive hair due to PCOS Acnemoist : Dryness of skin caused by acne medications Clinmiskin : Antibiotics used for treatment of acne Fash : Purifying face wash for sensitive skin	15%
Hair/Scalp care		Perlice : Lice infestation treatment Proanagen : Hair thinning /Shedding face by women Noskurf : Anti dandruff long contact lotion	9%

Torrent enters into the Top league in Dermatology

RANK	CORPORATE
	DERMA
1	GSK
2	GLENMARK
3	SUN*
4	HEGDE & HEGDE
5	ABBOTT*
6	DR. REDDYS
7	MANKIND
8	ZYDUS*
9	WIN-MEDICARE
10	TORRENT+CURATIO
11	MACLEODS
12	INTAS
13	CIPLA
14	USV
15	GALDERMA
18	CURATIO
21	TORRENT

Leadership

- Torrent will be ranked 10th in Derma therapy
- Amongst top 5 Rx players amongst Dermatologist

Leveraging Curatio's equity

- Concept selling through strong Medico Marketing
- Cosmetology driven portfolio in sync with TPL derma portfolio

Leveraging Torrent's equity

- Existing national prescriber equity
- Emphasis on In Clinic effectiveness

E-commerce business model

- Learnings from Curatio to be leveraged for TPL derma portfolio

Enhances Torrent’s presence in high growth high value TA’s of the market

Therapy Rank (Val)	Therapy	Torrent	Torrent + Curatio	Torrent Strength
---	IPM	8	7	√ √ √
1	CARDIAC	2	2	√ √ √ √
3	GI	4	4	√ √ √ √
9	CNS	4	4	√ √ √ √
5	VMN	4	4	√ √ √ √
4	AD (wo Ins)	9	9	√ √ √
7	PAIN	8	8	√ √ √
8	DERMA	21	10	√ √ √
10	GYNAE	17	17	√ √
2	A.I	21	21	√

Torrent will strengthen its position to enter top 5 corporates amongst dermatologist

Thank You