



RPG LIFE SCIENCES LIMITED
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September 13, 2022

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 September 12, 2022, please find enclosed herewith the Investor's Presentation which will be made during RPG Annual Investor Conference 2022.

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: 2022.09.13 18:19:24
+05'30'



Rajesh Shirambekar
Head – Legal & Company Secretary

Encl: As above

 hello happiness

RPG Annual Investor Conference

RPG Life Sciences

September 14, 2022

Disclaimer

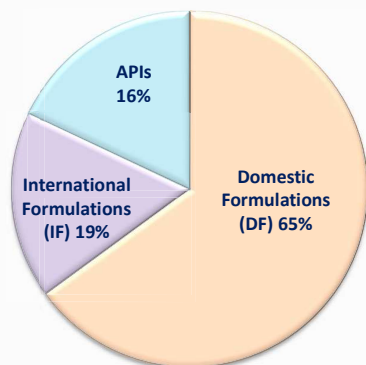
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RPG Life Sciences Overview

Product breakup



Domestic Formulations (DF)

Branded formulations in India & Nepal

International Formulations (IF)

Generics and branded generics in Regulated and Emerging Markets

APIs

Synthetic APIs



Leader in Immunosuppressants



6 Leading Text Book Brands



50+ Markets Presence



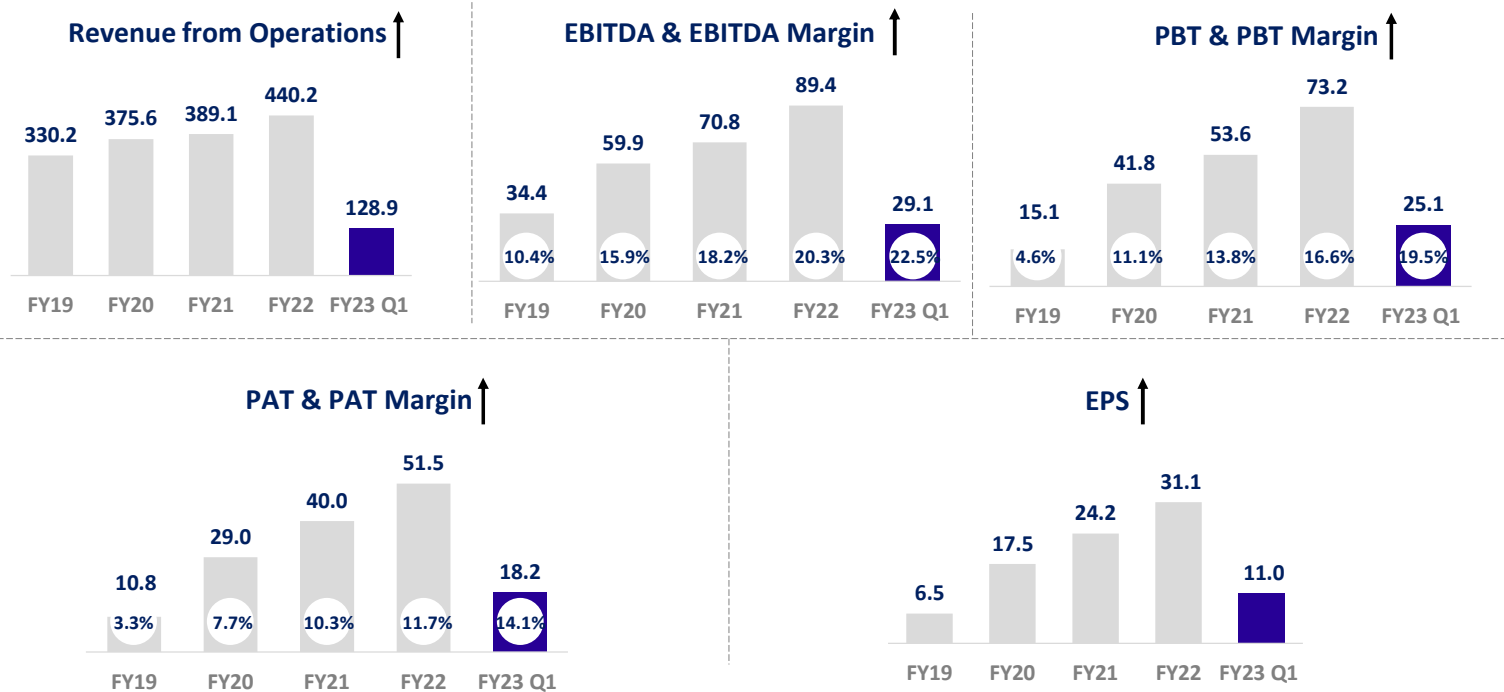
3 Manufacturing Facilities



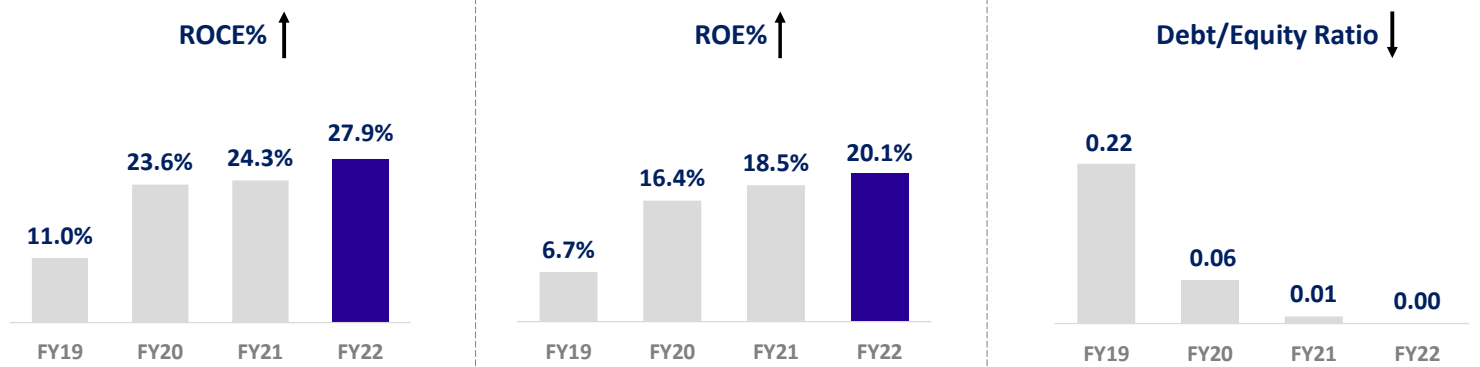
1,100+ Employees

Key Financial Trends

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



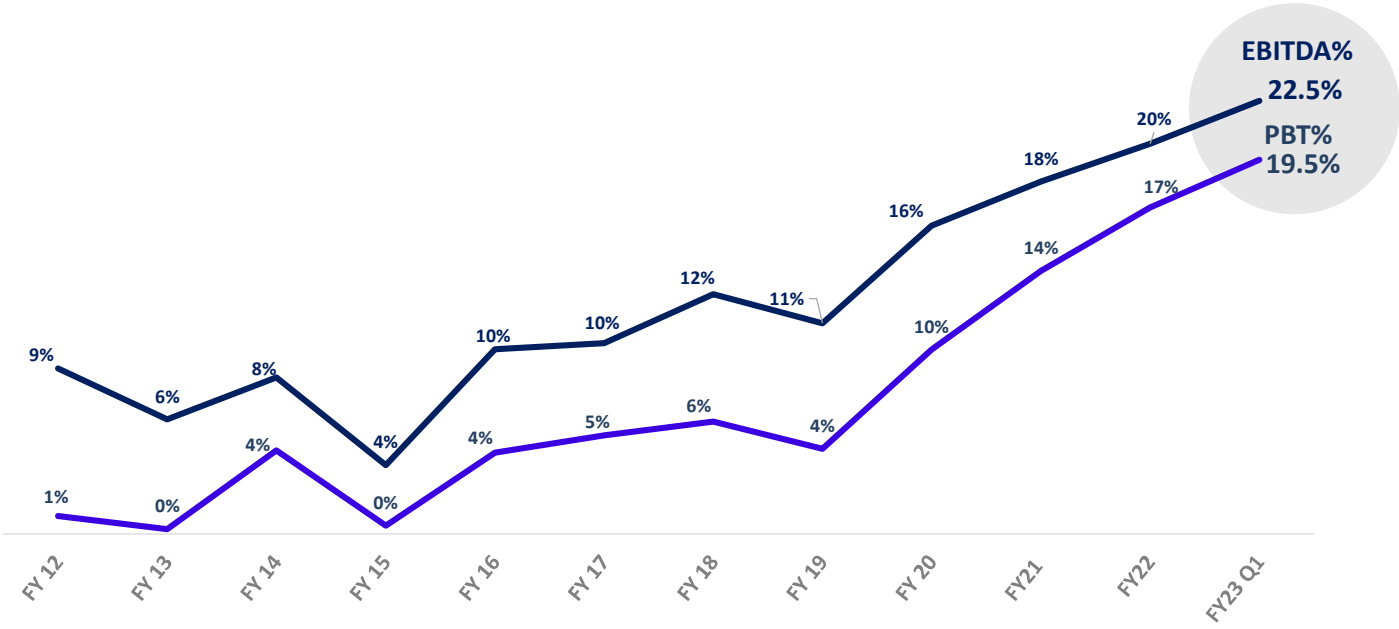
Key Financial Trends



Company continues to remain Debt-free

Company Financial Performance – Profit Margins

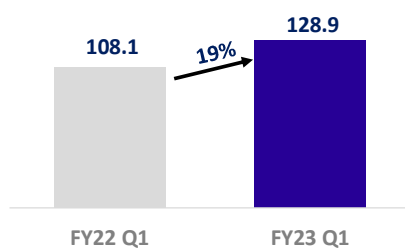
Consistent Trajectory – EBITDA Margin reaches 22.5% & PBT Margin 19.5%



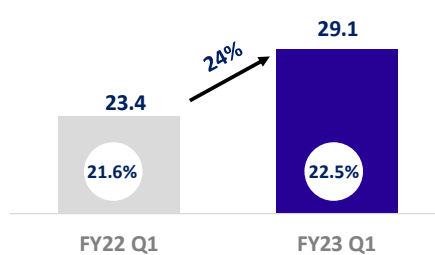
All historic numbers are rounded-off to full integers

Key Financials: Q1 FY 2022-23

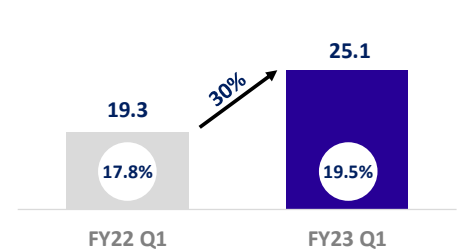
Revenue from Operations ↑



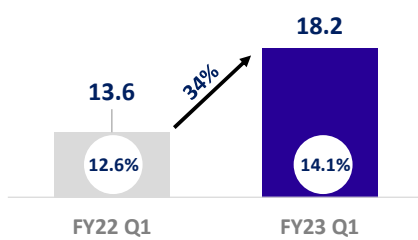
EBITDA & EBITDA Margin ↑



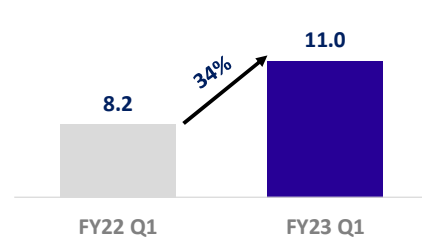
PBT & PBT Margin ↑



PAT & PAT Margin ↑



EPS ↑



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

Key Highlights of Q1 FY 2022-23



Faster than market growth - 20.9%* vs 6.6%**



30% PBT growth; despite inflation, geo-political stress



Highest ever EBITDA margin at 22.5%



Healthy, improving sales parameters



Debt free with healthy net cashflow



Well executed priorities in Domestic Formulations

1. Augment product portfolio
2. Build strategic brands/assets
3. Enhance productivity
4. Deepen customer coverage
5. Enhance margins



Building iconic brands into strategic assets; expanding new products and therapies (>20%)



Thrust on new PCM (products, customers, markets) in International Formulations



Prestigious “CFBP Jamnalal Bajaj Award” recognizing value driven business practices



People initiatives - happiness, capability development

RPG Life Sciences ICRA Rating Reaffirmed in FY22

- Long term rating reaffirmed at A
- Short term rating reaffirmed at A1
- Outlook on long term rating retained as Stable

Rating reaffirmation factors:

- Strong brands in the Indian Pharmaceutical Industry
- Significant improvement in operating performance
 - Improvement in sales hygiene
 - Cost rationalisation since FY20
- Robust capital structure and strong coverage indicators
 - Decline in the company's debt levels
 - Healthy cash flows
 - No major debt-funded capital expenditure (capex)
- Expansion of product portfolio and geographical presence augur well for growth prospects

ESG Targets and Initiatives

Environment Goals



Carbon Emission

33% reduction in FY23



Energy Consumption

15% reduction in FY23



Waste Management

Hazardous Waste Reduction by 10% in FY23



Water Management

5% reduction in FY23

Social Goals



Diversity & Inclusion

50% increase in gender diversity in FY23



Product Responsibility

Strict Quality Vigil



Employee Well-being

Co-morbidity control through a 40-point checklist

Governance Goals



Data Integrity

Digitalization across Plants



Cybersecurity

IT assets security through EDR tool



Industry Best Practices

Function-wise

FY 2022-23 priorities

- | | | | |
|--|--|---|--|
|  | Sustain growth momentum (top-line, bottom-line, all business segments) |  | Acquire new customers in IF and API |
|  | (Continue to) grow in chronic and specialty in DF (new product, new customer segments) |  | Accelerate digital transformation |
|  | (Continue to) build iconic/legacy brands into strategic assets |  | Sustain a happy, performance driven culture; augment organization capability |
|  | Further enhance salesforce productivity |  | Step up on sharing the RPG LS transformation underway |



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