BETA DRUGS LTD.

Investor Presentation

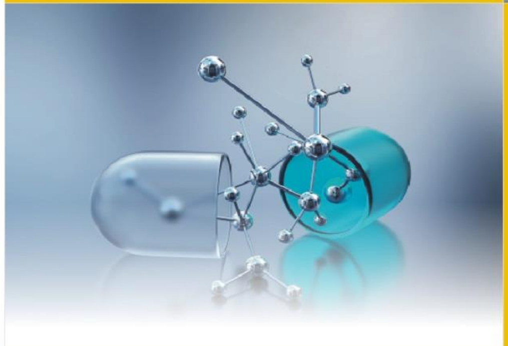
H1’ 2022-23

Dedicated to Oncology

12 years of Oncology experience

3 State of Art Oncology Manufacturing Units

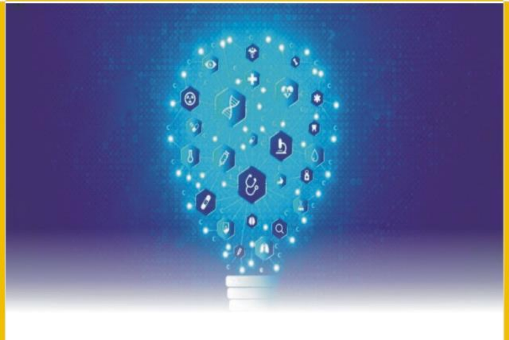
Manufacturer of widest range of Anti-Cancer products



API Manufacturer of Oncology products

Widest Oncology Distributor Network

Among few Indian Oncology Company working on NDDS



10 FFTLs in last 3 years

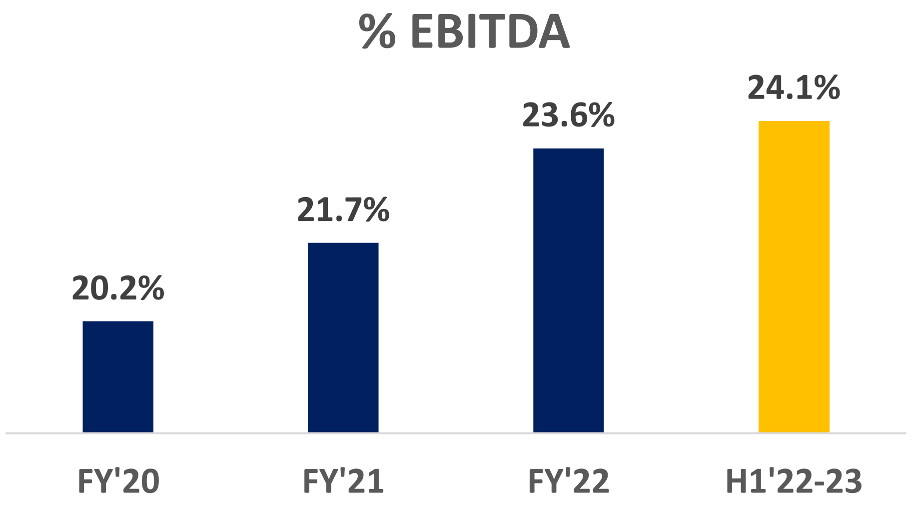
Present across the value chain of Oncology

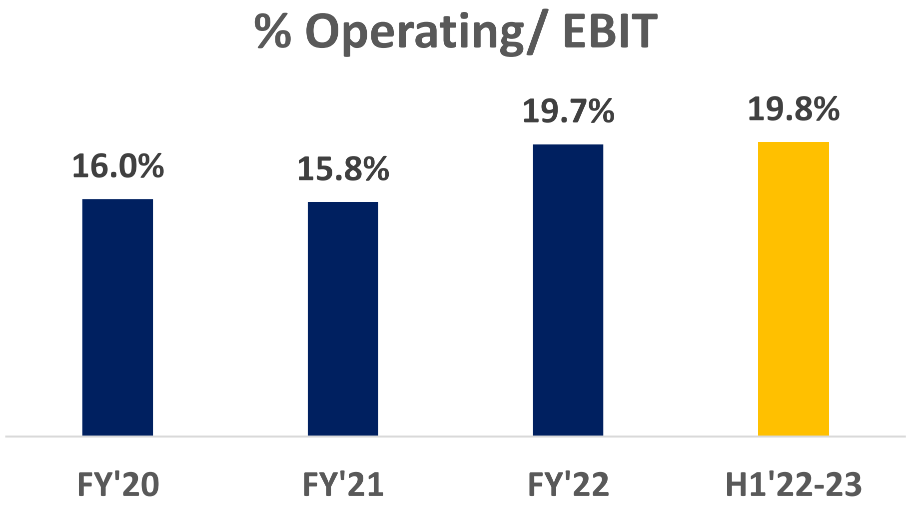
Healthy growth in Revenue & Profit

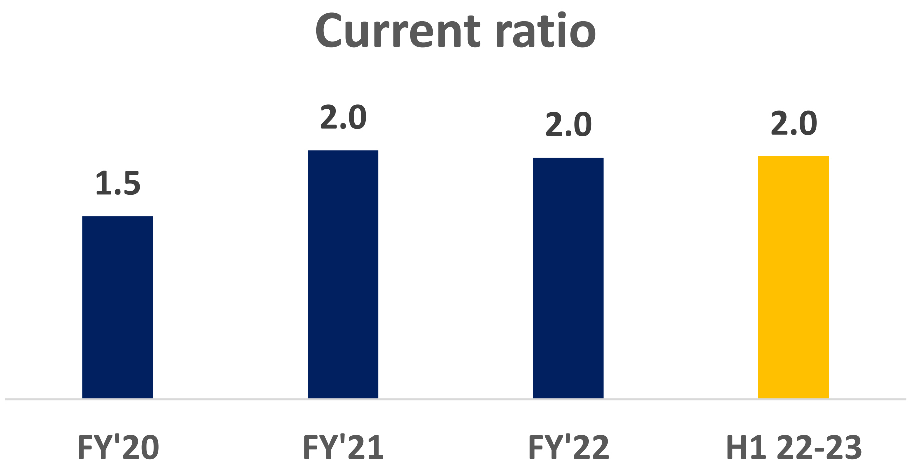
REVENUE

	FY'21	FY'22	H1'22 (Rs Cr)	H1'23 (Rs Cr)	Growth over H1'22
Total revenue	116.12	183.83	88.1	112.39	28%
EBITDA	25.24	43.46	20.50	27.13	32%
EBITDA %	21.7%	23.6%	23.3%	24.1%	87 bps
PAT	11.72	24.83	11.75	15.83	35%
PAT %	10.1%	13.5%	13.3%	14.1%	79 bps

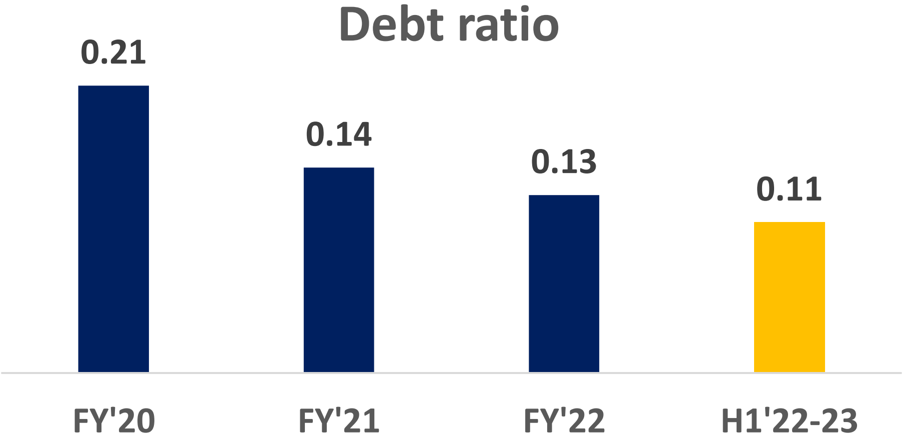
Financial Performance

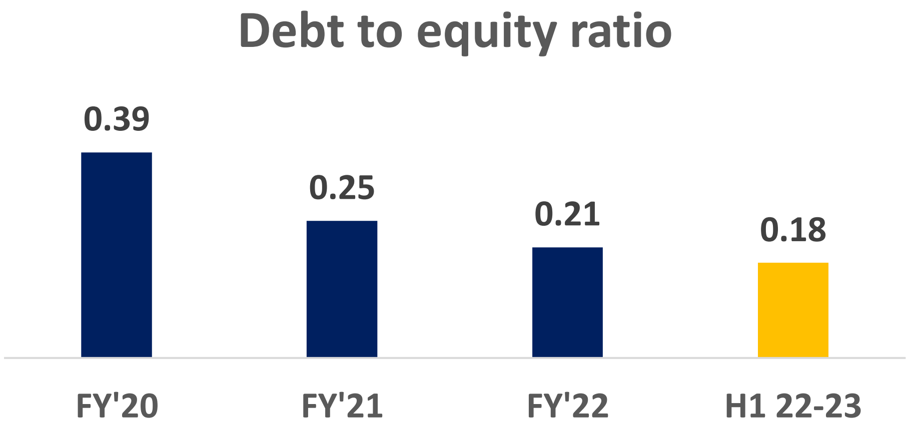


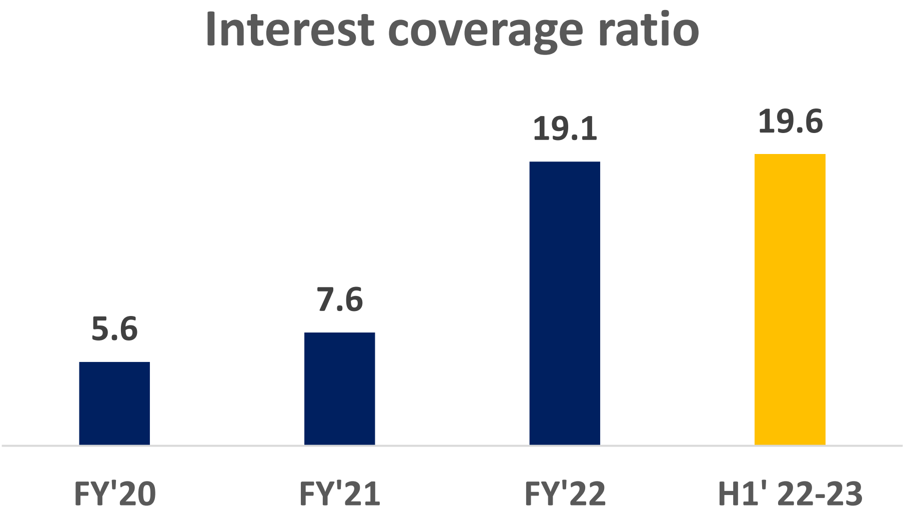




Solvency Ratio







Healthy Growth across all verticals in H1’23 (Y-O-Y)

BETA DRUGS LTD.

Domestic Own brand

42 % revenue growth

International

58 % revenue growth

API

119 % revenue growth

Contract Manufacturing

5 % revenue growth

Key Business Highlights in H1’23

Branded Prescription Business

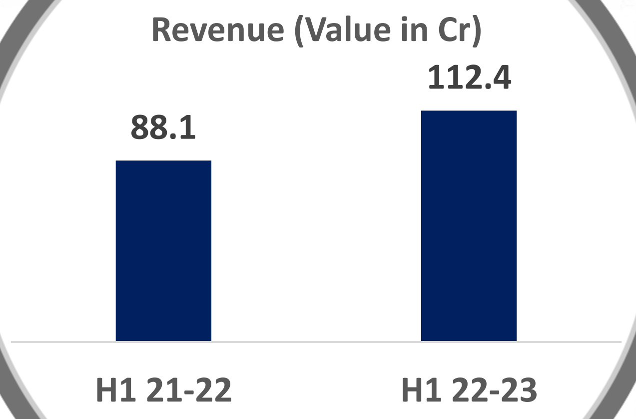
01

- ❖ Strengthening the Haematology basket with the launch of Carfimib (Carfilzomib)
- ❖ Top 10 brands contributing 50% of sales
- ❖ Added 200+ new prescribers

International Market

02

- ❖ Major breakthrough is **INVIMA** accreditation. It will open the doors for business opportunities in LatAm
- ❖ Increased number of product submission



API BUSINESS

04

- ❖ Received DCGI approval of Cabozantinib & Rucaparib
- ❖ Focus on API export in the non-regulated, semi-regulated & regulated market

CMO Business

03

- ❖ Added new customers & consolidated sales from existing customers
- ❖ Sales momentum supported by strong customer relationships

Unique value propositions give us competitive edge

BETA DRUGS LTD.

State of Art Manufacturing facilities

Manufacturing facilities dedicated to Oncology products

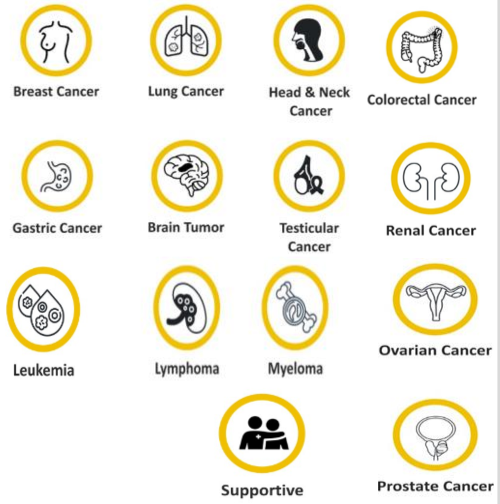
International accreditations from 12+ countries

Backwardly Integrated

BDL is among the few companies that work across the value chain

Developed API for 70% of own brands

Diversified Oncology portfolio



Strong Future pipeline

Rich product pipeline of 23 products

Working on

- NDDS
- TKIs
- PARP inhibitors

Formulations and API Plant

BETA DRUGS LTD.	ADLEY FORMULATION PVT LTD.	ADLEY LAB LTD. : API Plant
		
Address: KHARUNI-LODHI MAJRA ROAD,VILL.NANDPUR,BADDI-174101 DIST-SOLAN (HP) WHO- GMP plant. Received INVIMA (Colombia) Triggered for COFEPRIS, ANVISA & EuGMP	**Address:** VILLAGE KOTLA,P.O. BAROTIWALA,SOLAN (HP)-174103 WHO-GMP facility for tablets, capsules, Injection & Pre-Filled Syringes	**Address:** D-27 FOCAL POINT DERABASSI SAS Nagar PUNJAB WHO- GMP, API manufacturing facility.

Making complex Oncology products accessible to all Indian cancer patients

Building Healthier world	By providing affordable & quality Oncology medicines	With focus on R&D
With 2 formulations & 1 API state-of-the-art manufacturing facilities 12+ accreditations including INVIMA Triggered for COFEPRIS, ANVISA & EuGMP	**63 products** **110 SKUs** **35** Solid tumor **18** Haematology **10** Supportive care	**10 First few to launch (FFTL) products in last 3 years** **23 New products in the pipeline** **Developed NDDS formulations: MDS-O, Gem-RTU, Ab- Pacli, Peg- L- Asparaginase, Doce - RTU**

Domestic Own Brand

BETA DRUGS LTD.

Solid Tumor

ADSUNIB Sunitinib Capsules 12.5/25/50mg	ADLEAP Enzalutamide Capsules 40mg	BEXINIB Axitinib Tablets 1/5mg	CAPAD Capecitabine Tablets 500mg	ADOXI Docetaxel Inj 20/80/120mg	ADPLATIN Oxaliplatin Injection 50/100mg
Adlante Lenvatinib Capsules 4/10 Mg	Gem-RTU Gemcitabine Inj 200mg/1g/1.4g (Ready to Use)	AMGICIN Gemcitabine Inj 200/1000mg	ADGEF Gefitinib Tablets 250mg	ERLOTAD Erlotinib Tablets100/150mg	TEMOZAD Temozolomide Capsules 20/100/250 mg
HER-TINIB Lapatinib Tablets 250 mg	ADTRINIB Sorafenib Tablets 200 mg	RTU-DOCE Docetaxel Inj (Ready to Use)	ADPEM Pemetrexed Inj100/500 mg	ADCARB Carboplatin Inj 150/450mg	ADCIST Cisplatin Inj 10/50mg
AB-PACLI Paclitaxel Protein-Bound 100 mg	ADPAXIL Paclitaxel Inj 30/100/260/300mg	FISTENT Fulvestrant Inj (250 mg /5 ml)	LETRAFEM Letrazole Tablet 2.5mg	ADNAST Anastrozole Tablet 1mg	ADRICIN Epirubicin Inj 10/50mg
ADMIDE Bicalutamide Tablets 50mg	ARBAZ Cabazitaxel Inj 60mg	ADBIRON Abiraterone Tablets 250mg	ADSIDE Etoposide 50mg Cap/ 100mg Inj.	ADVIN Vinorelbine Inj 50 mg	INOTAD Irinotecan Inj 100mg/5ml
HERUCA Rucaparib Tablets 200/300mg	AFADEL Afatinib Tablets 20/30/40mg	KABONIB Cabozantinib Tablets 60/40/20mg	Pazotab Pazopanib Tablets 200/400mg	NINTAD Nintedanib Cap. 100/150mg	ADRIB Doxorubicin Inj 10/50mg

Hematological Care

BEEDAN Dasatinib Tablets 20/50/70/100mg	ADMINE Imatinib Tablets 100/400 mg	MDS PLUS Azacitidine Inj100mg	ADXATE Methotrexate 2.5mg Tablets	ADRICIN Epirubicin Inj 10/50mg	ADSIDE Etoposide 50mg Cap/ 100mg Inj.
PEG-LASGEN Peg L-asparaginase Inj 3750 IU	L-ASGEN L-Asparaginase Injection 5000/10000 IU	ADSTEM Plerixafor Inj 24 mg	ADTHAL Thalidomide Capsule 50/100mg	ADFLU Fludarabine Inj 50ml	BUSFAN Busulfan Inj 60mg
BORTIAD Bortezomib Inj 2mg	ADLINOD Lenalidomide 5/10/25mg.	ADBEN Bendamustine Inj 100mg	ADCYCLO Cyclophosphamide Tablets 50mg	MDS-O Azacitidine Tablets 200/300 mg	CARFIMIB Carfilzomib Inj 60mg/vial

Supportive Care

ADFILL Pegfilgrastim Inj 6mg	EMETANT-IV Fosaprepitant Inj 150mg	EMETANT Aprepitant Capsules 125/80mg	ADCUMIN ROYALE ORA-RINZ	ADDCURE Advanced Treatment Formula For Radiation Dermatitis
ADGRAM Granisetron Hydrochloride Inj	ALZIC Zoledronic Inj 4mg	Adcumin BIO-AVAILABLE NANOCURCUMIN	CAXFILA Megestrol Acetate Tablets IP	

Strong In-House API Development

Strong In-House API Development provides us the key competitive advantage

Solid Tumor

DOCETAXEL TRIHYDRATE
ERLOTINIB HYDROCHLORIDE
GEFITINIB
GEMCITABINE HYDROCHLORIDE
FLUDARABINE PHOSPHATE
LAPATANIB DITOSYLATE
PEMETREXED DISODIUM HEPTAHYDRATE
SORAFENIB TOSYLATE
TEMOZOLOMIDE
ENZALUTAMIDE
AXITINIB
SUNITINIB
LENVATINIB

Solid Tumor

METHOTREXATE
BICALUTAMIDE
IRINOTECAN
FULVESTRANT
ANASTROZOLE
NINTEDANIB
PAZOPANIB
RUCAPARIB

Hematology

AZACITIDINE
HYDROXYUREA
HYDROXYCARBAMIDE
IMATINIB MESYLATE
LENALIDOMIDE
BORTEZOMIB
DASATINIB
BENDAMUSTINE HYDROCHLORIDE
PLERIXAFOR
IBRUTINIB

Supportive

APREPITANT
HYDROXYCARBAMIDE
ZOLEDRONIC ACID
FOS-APREPITANT

DCGI approved - Cabozantinib
DCGI approved - Rucaparib

API UNDERDEVELOPMENT

ERIBULIN
CERITINIB
IBRUTINIB
PALBOCICLIB
ELTROMBOPAG OIAMINE

Established trust among CMO partners

BETA DRUGS LTD.

We value our CMO partners

Trusted Partners

Sustained growth

Important clients

INTAS

Zydus dedicated to life

CADILA PHARMACEUTICALS LIMITED The Care Continues...

RPG LIFE SCIENCES LIMITED

ALKEM

torrent PHARMA

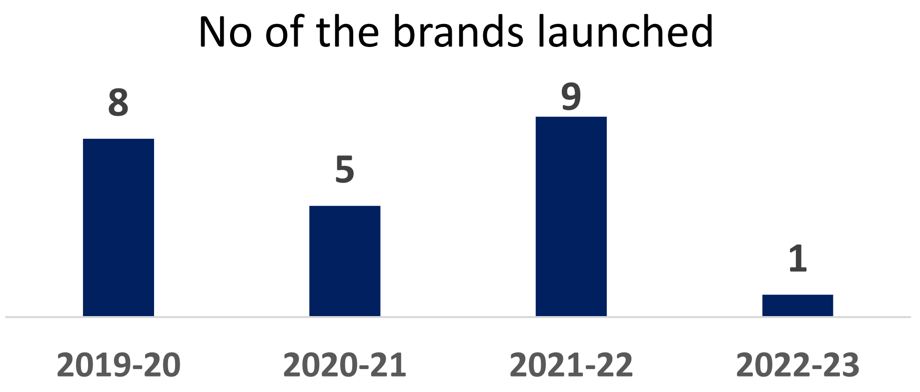
HETERO

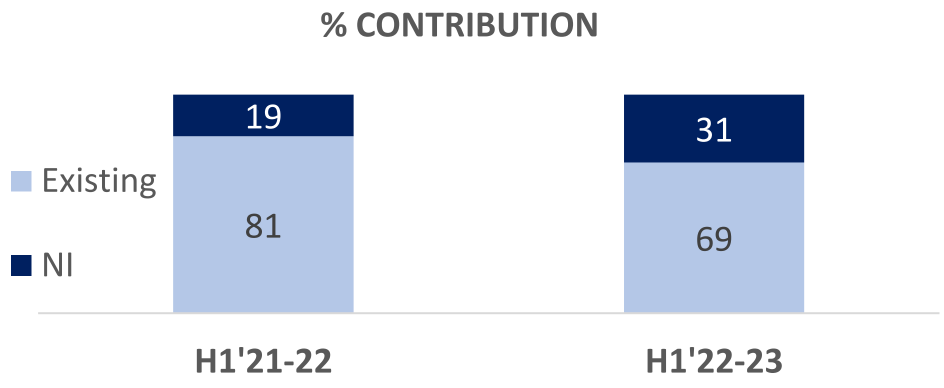
Glenmark A new way for a new world

Reliance LIFE SCIENCES

CAPLIN POINT LABORATORIES LTD.

New products development are pivotal to our growth





NI: New Introductions

- **3 brands are expected to launch in H2 2022-23**
- **Expertise in NDDS (New Drug Delivery System)**
- **Proven experience in managing complex product development- Azacitidine Oral, Ready to Use Gemcitabine & Docetaxel**
- **Working on FTLs- 1st product to be launched in Q2 FY'23**
- **Pipeline of 23 Products in next 4 Years**

FUTURE ROADMAP: ENTER, EXPAND & EXCEL

The Company aims to establish its presence and expand in Indian & international markets

FY' 21	FY' 22	FY' 23	FY' 24
116 Cr.	184 Cr.	Exp. 230 Cr.	Exp 25-30% Growth

ENTER

The management aims to foray into European, Latin American & CIS countries and successfully replicate the differentiated business model geographically.

Enter into new therapeutic areas

Expand

Keep on pursuing various opportunities to capture the incremental market share

Focus on offering a comprehensive product portfolio to fulfil consumer demand

EXCEL

Increase new product registration in the International business

Increase number of prescribers & product availability in hospitals

Consolidate institutional business

Road map for Domestic branded market

Strengthen product basket

	2023	2024	2025	2026
Solid	4	4	3	3
Hemat	1	6	1	1

NIB'S

New Drug Delivery System

PARP Inhibitors

Increase customer base

25 % increase in customer base through:

- New corporate & private hospital entries.
- Strengthening Hemato & Uro Oncology presence
- Focus on Millennial Dr's

Market penetration

- Increasing presence in tier 2 & tier 3 cities
- Entry into major Govt. institutes
- Entry into the Critical care segment and Cosmetic-Dermatology segment

Geographical Expansion

The first major breakthrough: Received INVIMA (Colombia) accreditation

Application filed

Mexico

Brazil

Beta aims to enter aggressively into Brazil, Mexico, Colombia, and other LatAm market. These are the top 3 largest markets in LatAm (constitute ~70% of the Oncology market)

Geographical Expansion

LatAm

No. of targeted countries: 18

Total dossiers submission plan in next 2 years: 110

ASIA

No. of targeted countries: 15

Total dossiers submission plan in next 2 years: 180

AFRICA

No. of targeted countries: 17

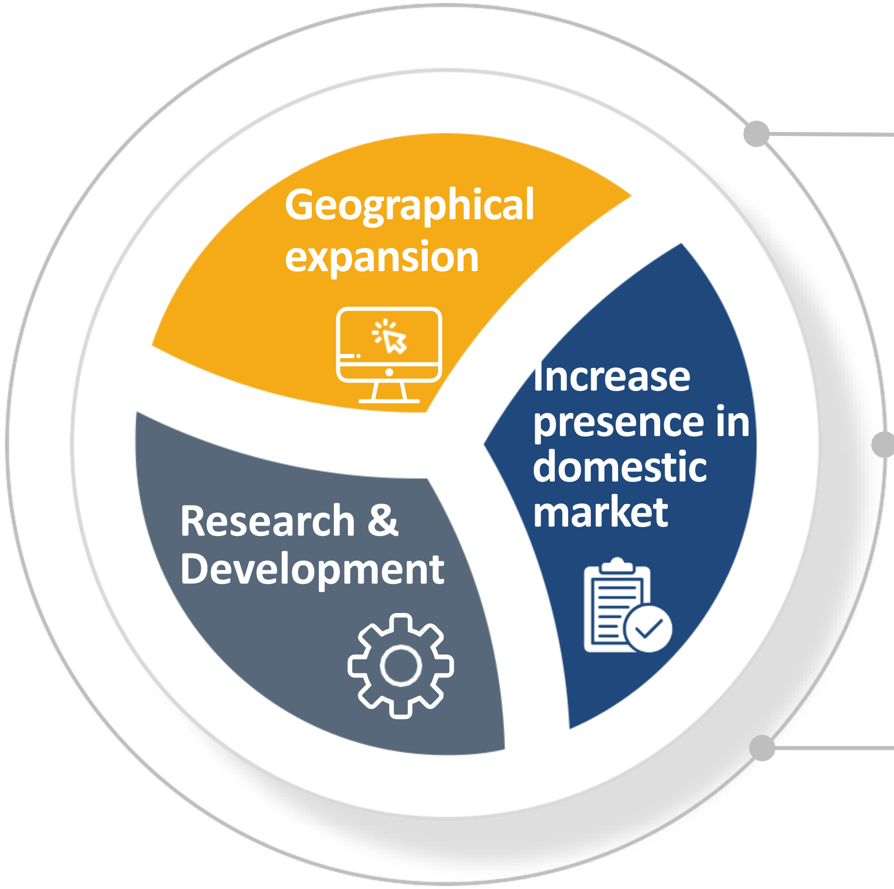
Total dossiers submission plan in next 2 years: 140

CIS

No. of targeted countries: 7

Total dossiers submission plan in next 2 years: 60

API Expansion Plan



- **Foraying into the European market**
- **1st CEP going to file by Jan’23**
- **In FY’24 planning to file 4 more CEPs**
- **Focus on export in the nonregulated, semi-regulated, and regulated market**

- Plant audit by major pharmaceutical companies for Indian business
- Increasing the capacity to meet future requirements

- New product developments
- Emphasis on developing non-infringing processes and achieving cost efficiency through process optimization

Foraying into Cosmetic Dermatology

Total Market :~ 12000 Cr.

Aesthetic
Market size: 9000Cr

Medical
Market size: 3000Cr

- Fast growing market: 11% CAGR
- Easy to fill market gap with innovative products
- Low entry barrier

Product differentiation	Product Acceptance	Future Plan
Science-based product differentiation to enhance efficacy & patient compliance	400+ Prescribers in first 3 months of division launch	Plan to establish new manufacturing facility of Cosmetic-Dermatology products in next 2 years

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