



**RPG LIFE SCIENCES LIMITED**  
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CIN : L24232MH2007PLC169354

April 28, 2025

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 Sir/Madam,

**Sub: Investor Presentation**

In continuation of our intimation letter dated April 23, 2025, please find enclosed herewith a copy of Investor Presentation with respect to Audited Financial Results of the Company for the quarter ended on March 31, 2025.

Kindly take the same on record.

Yours faithfully,  
For RPG Life Sciences Limited

Rajesh Shirambekar  
Head – Legal & Company Secretary

Encl: as above



**RPG LIFE SCIENCES**

An  **RPG** Company

**Investors'  
Presentation  
FY25**

# Disclaimer

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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: Powered by Passion, Driven by Ethics

UNLEASH  
TALENT  
TOUCH  
LIVES  
OUTPERFORM  
AND😊

RPG Enterprises was founded in 1979. The group currently operates various businesses in Infrastructure, Technology, Life Sciences, Plantations and Tyre industries. The group has business history dating back to 1820 AD in banking, textiles, jute and tea. The Group grew in size and strength with several acquisitions in the 1980s and 1990s. RPG Group is one of India’s fastest growing conglomerates with 31,000+ employees, presence in 135+ countries and annual gross revenues of USD 4.8 Bn



EPC major in infrastructure segments like T&D, Civil, Transportation, Oil & Gas, Renewables & Cables



One of India’s leading tyre manufacturers



Global technology consulting and IT services company



Integrated pharma company in formulations and synthetic APIs



Technology solutions company catering to energy and infrastructure

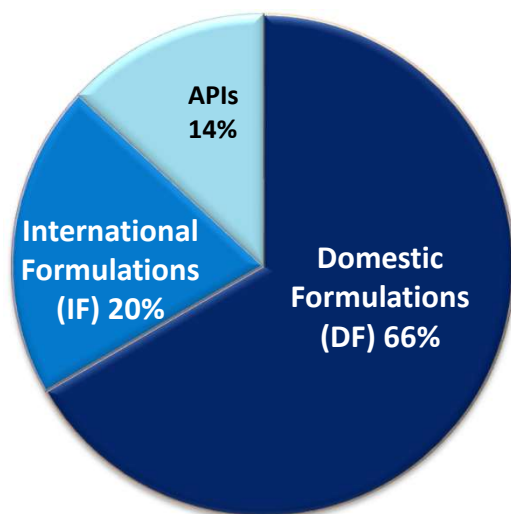


One of India’s largest plantation companies producing tea, rubber, etc.

# 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














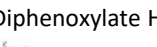



















**1300+** Employees

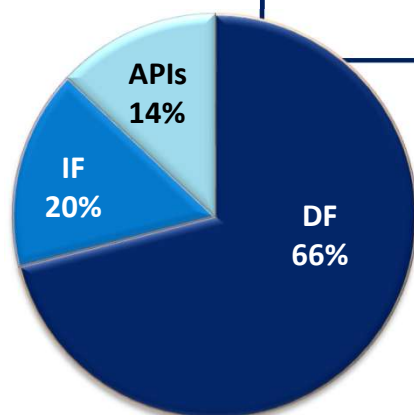


# RPG Life Sciences: Product Portfolio

Strong 'Textbook' brands ; ↑ Chronic and Specialty therapies

Key Therapies	DF Key Products				
Nephrology					
Rheumatology					
Oncology					
Pain Management					
Gastroenterology					
Neuropsychiatry					
Cardio- Diabeto					
Urology					

Legacy Portfolio		New Portfolio		
<b>Immunosuppressants</b>	<b>Textbook Brands</b>	<b>Specialty</b>	<b>Chronic</b>	<b>Life Cycle Management (Existing Products)</b>
 Azathioprine	 Azathioprine	 Trastuzumab	 Sacubitril+ Valsartan	 Azathioprine 75 mg Tablets
 Mycophenolate Mofetil	 Spironolactone	 Adalimumab	 Vildagliptin	 Spironolactone 50 mg + Furosemide 25 mg Tablets
 Cyclosporine	 Diphenoxylate HCl	 Bevacizumab	 Teneligliptin	 Spironolactone 60mg + Furosemide 25mg
 Tacrolimus	 Naproxen	 Rituximab	 Dapagliflozin	 Naproxen Sodium Tablet USP 275 mg / 550 mg
	 Haloperidol	 Tofacitinib	 Solifenacin	 Naproxen Sodium Tablet USP 275 mg / 550 mg
	 Disopyramide Phosphate	 Ferric Carboxymaltose Injection	 Miras smart S	 Sumatriptan & Naproxen Sodium Tablets
		 Denosumab		 Romilast-BL
				 Tricaine Alma 2



## IF Key Products

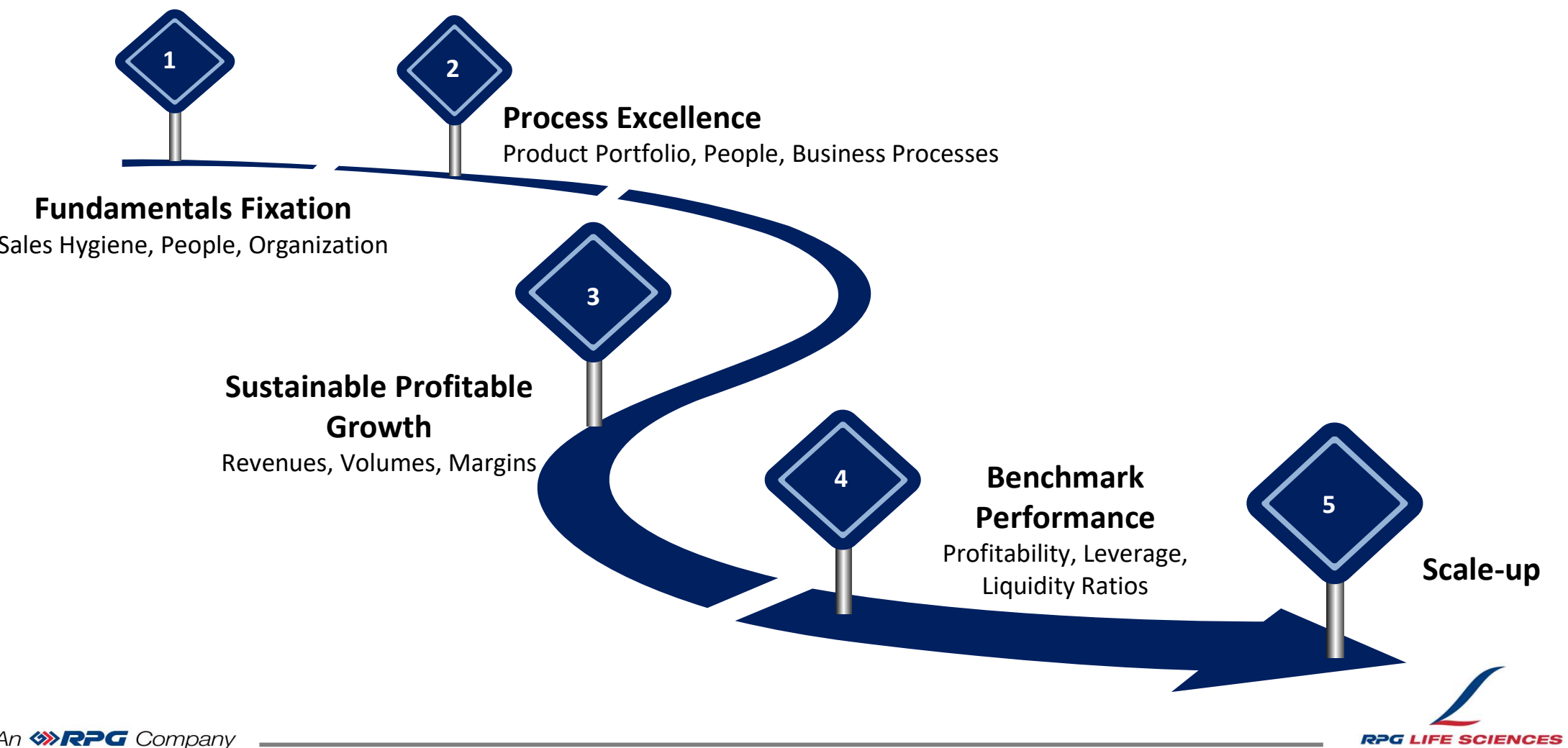
Generics - Azathioprine, Sodium Valproate PR, Nicorandil, Sertraline  
Branded Generics – Siloxogene, Azoran, Mofetyl, Arpimune ME, Dyzantil, Dipsope

## API Key Products

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

# Business Operations

# Journey of RPG Life Sciences





# Building a Strong-Consistent-Profitable Business



# 1 Driving Transformation Agenda

**Tenet 1**

**Propel growth of DF Business**

**Tenet 2**

**Accelerate Migration to Higher Margins**

**Tenet 3**

**Build Strategic Assets/ Footprints**

**Tenet 4**

**Accelerate IF Business**

**Tenet 5**

**Embrace Digitalisation to transform Business**

**Tenet 6**

**Strengthen organization to deliver core strategy**

**Multiple Projects targeted to Transform Business, ↓ Costs, ↑ Quality, Add New Business****1 Comprehensive Business Transformation Project****6 Innovation Projects****2 Plants Infra Modernization-Capacity Expansion Projects****7 Digitalization Projects****3 COGs Reduction Projects****8 M&A Projects****4 Product Re-engineering Projects****9 Med-tech Projects****5 Quality Enhancement Projects****10 ESG Projects****Project Charters, Workstreams, Scope, Review, KPIs Measurement**

### 3 Upticking Growth Trajectory

- |                    |  |
|--------------------|--|
| <b>Bold Move 1</b> | Galvanizing Organization to an “Inspiring Purpose”: Framing and embedding in the organisation      |
| <b>Bold Move 2</b> | “Small Brands” to Building “Mega Brand of 100 cr +; future 500 cr OTC”: Naprosyn                   |
| <b>Bold Move 3</b> | “Small Product” to Building “Mega Rx Portfolio of 100 cr +; Potential 200 cr” : Immunosuppressants |
| <b>Bold Move 4</b> | “Small API” segment to Building “Formidable API Business”: Manthan                                 |
| <b>Bold Move 5</b> | Predominant “Domestic Play” to “Expanded Global Play” : Capex infusion ~140 cr                     |
| <b>Bold Move 6</b> | “Operations” Focus to “Sustainable Operations” Focus: ESG  |

# Energizing Happy Teams: Happiness Framework

## People Initiatives for a Building Happy Performance focussed 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

## Glimpses of Actions

### Product Lifecycle Management- Naprosyn (Illustrative example)

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<sup>®</sup> 250/500 +**  
Naproxen Sodium Tablet USP 275 mg / 550 mg

**Rx Naprosyn<sup>®</sup> SUSPENSION**  
Naproxen 125 mg / 5 ml Suspension

**Rx Naprosyn<sup>®</sup> SR**  
Naproxen Sustained Release Tablet 750 mg

**Naprosyn<sup>®</sup> + Gel**  
THE PAIN RELIEF EXPERT

**Rx Naprosyn<sup>®</sup> M**  
Sumatriptan & Naproxen Sodium Tablets

**Rx Naprosyn<sup>®</sup> D**  
Naproxen Sodium eq. to Naproxen 250 mg / 500 mg and Domperidone 10 mg Tablet

More to Follow

On its way to become the 1<sup>st</sup> 100 Cr Brand



## Digital Initiatives

### Sales and Marketing: RPG Serv

#### 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

## Digital Initiatives

### Sales and Marketing : Deployment of Gen AI

#### 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



## Digital Initiatives Manufacturing and Quality



### 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

## ESG Update:

	Initiatives	FY25
Environmental	<ul style="list-style-type: none"> <li>• <b>Carbon emission reduction</b></li> <li>• <b>Energy Efficiency:</b> Energy Efficient pumps ; Leakages rectification of compressed air system; High Efficiency chillers/Brine Plant</li> <li>• <b>Water Management:</b> Recycling of STP water; Rainwater harvesting</li> <li>• <b>Waste Management:</b> No landfill waste generation</li> </ul>	<p>↓ FY24 : 26.8% ; FY25: 41.2 %</p> <p>↑ FY24: 26% ; FY25 : 41.0 %</p> <p>↓ FY 24: 6% ; FY25 : 7.0 %</p> <p>↓ FY24: 49% ; FY25 : 52.0 %</p>
Social	<ul style="list-style-type: none"> <li>• <b>Product Responsibility-</b> Adherence to stipulated mandates</li> <li>• <b>Diversity-</b> women deployment, occupational health</li> <li>• <b>Tree Plantation</b></li> <li>• <b>Employee Well-being:</b> Comorbidity tracking</li> </ul>	<p>Strict Quality vigil through Manthan 3 Project</p> <p>↑ to 6.3% from 4.8%</p> <p>100</p> <p>Done for all factory employees</p>
Governance	<ul style="list-style-type: none"> <li>• <b>Data Integrity:</b> Digital initiatives e.g. e-QMS, e-DMS, e-LMS</li> <li>• <b>Cybersecurity:</b> IT assets security through EDR tool (Crowdstrike)</li> <li>• <b>Best Practices/Systems and Processes across Functions</b></li> </ul>	<p>Implemented at Ankleshwar; Navi Mumbai</p> <p>Implemented</p> <p>Sales &amp; Marketing</p>



Happiness Initiatives

Engaging Teams ... beyond work via new happiness initiatives





# Happiness Initiatives

## Rewarding, Motivating and Engaging Teams



### Rewards and Recognition: Hi-Flier Function



### Employee Engagement



### Crowdsourcing Ideas



### Employee Motivation





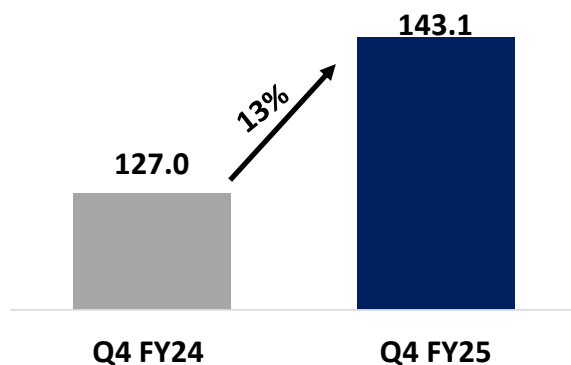
# Financial Performance

# Q4 FY25 Performance

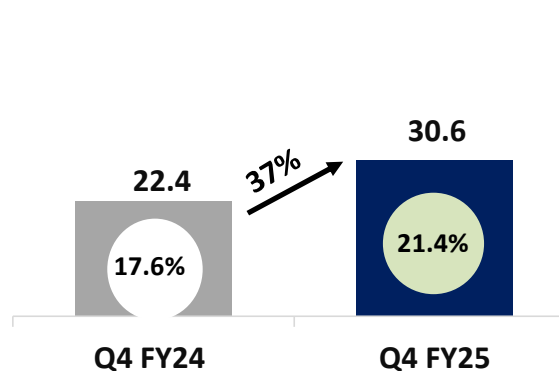
Figures in circle are Margins

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

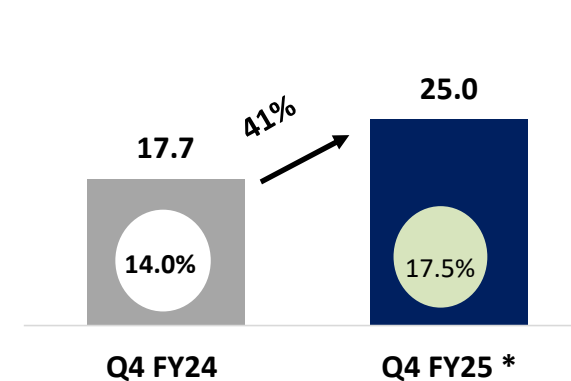
## Revenue from Operations



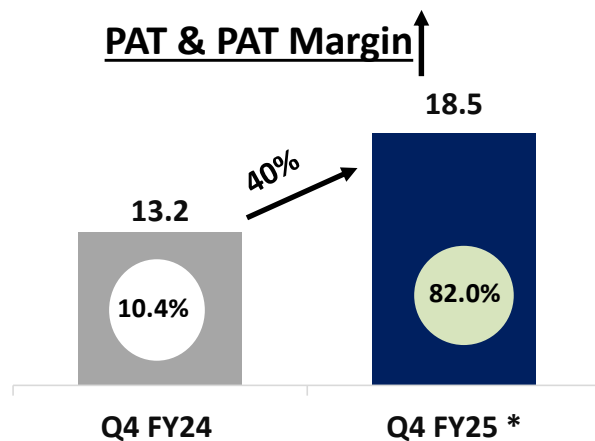
## EBITDA & EBITDA Margin



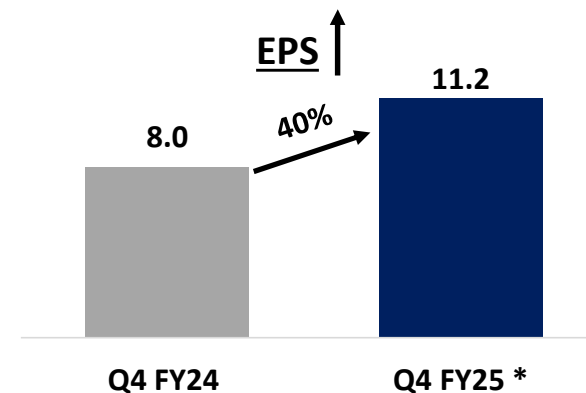
## PBT & PBT Margin



## PAT & PAT Margin



## EPS



\*Excluding impact of exceptional items: land assignment/fire; Including exceptional items, PBT is Rs 134.9 Cr (94.3% margin), PAT is Rs 117.4 Cr (82.0% margin), EPS is Rs. 71.0

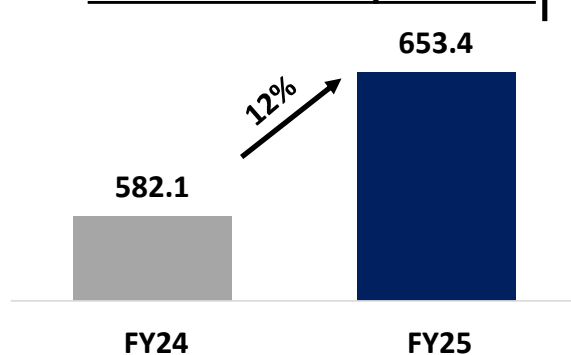
An **RPG** Company

# FY25 Performance

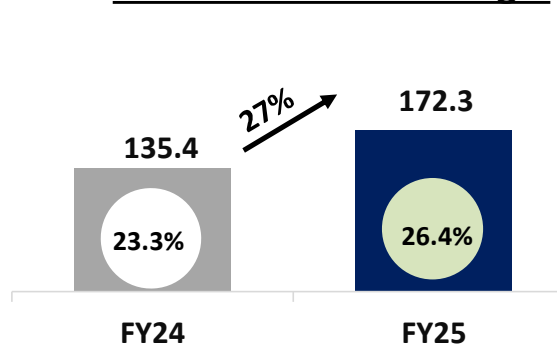
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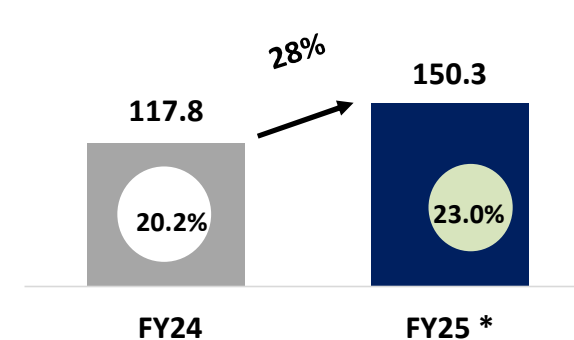
## Revenue from Operations ↑



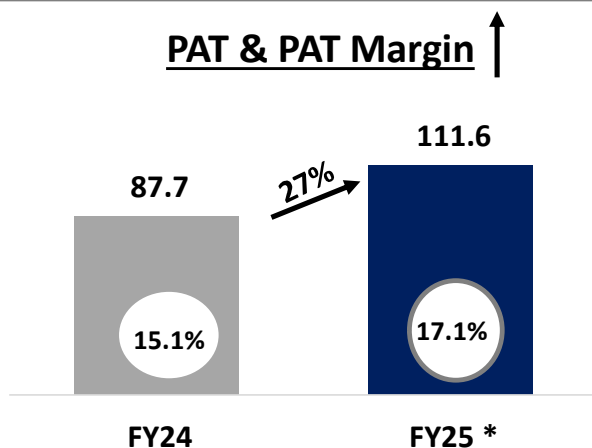
## EBITDA & EBITDA Margin



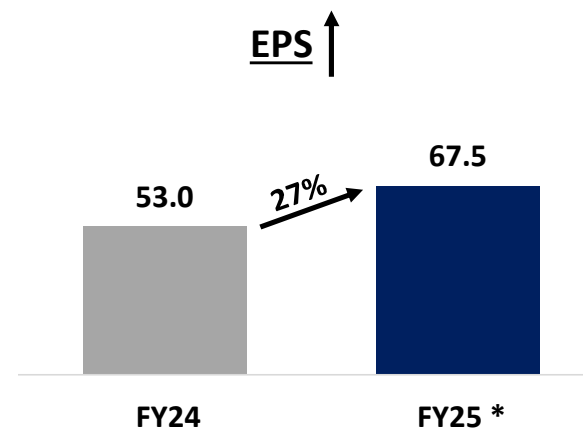
## PBT & PBT Margin



## PAT & PAT Margin ↑



## EPS ↑



\*Excluding impact of exceptional items: land assignment/fire; Including exceptional items, PBT is Rs 232.9 Cr (35.6% margin), PAT is Rs 183.2 Cr (28.0% margin), EPS is Rs. 110.8

An **RPG** Company

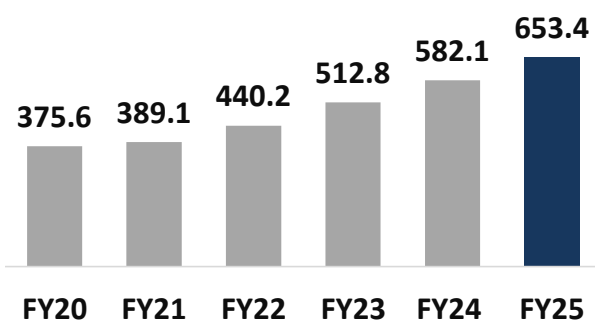
# Key Financials Yearly Trends

## An Un-interrupted Upward Trajectory Continues Unabated

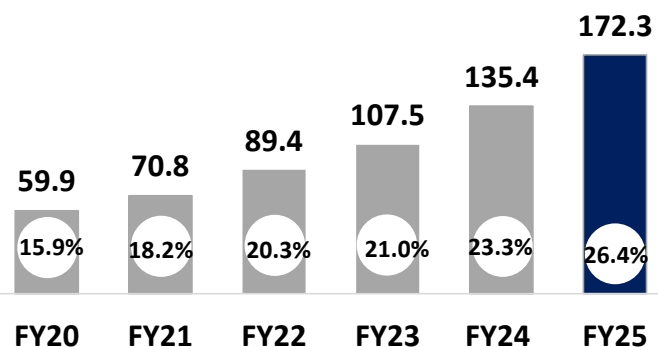
Figures in circle are Margins

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

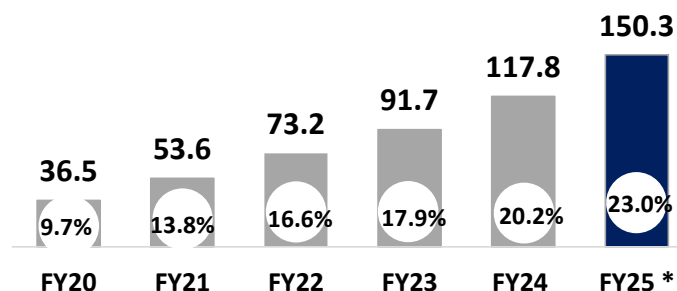
### Revenue from Operations ↑



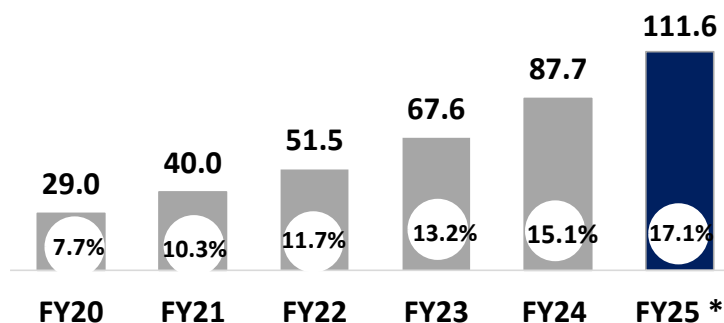
### EBITDA & EBITDA Margin ↑



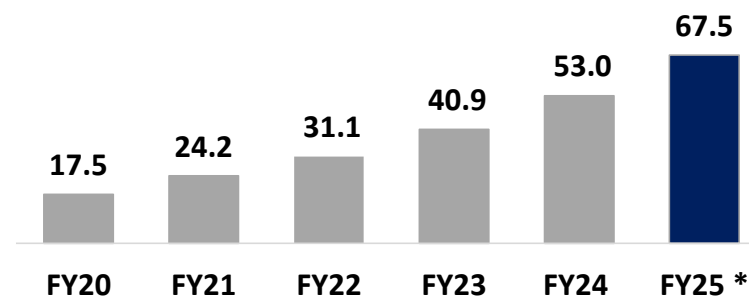
### PBT & PBT Margin ↑



### PAT & PAT Margin ↑



### EPS ↑



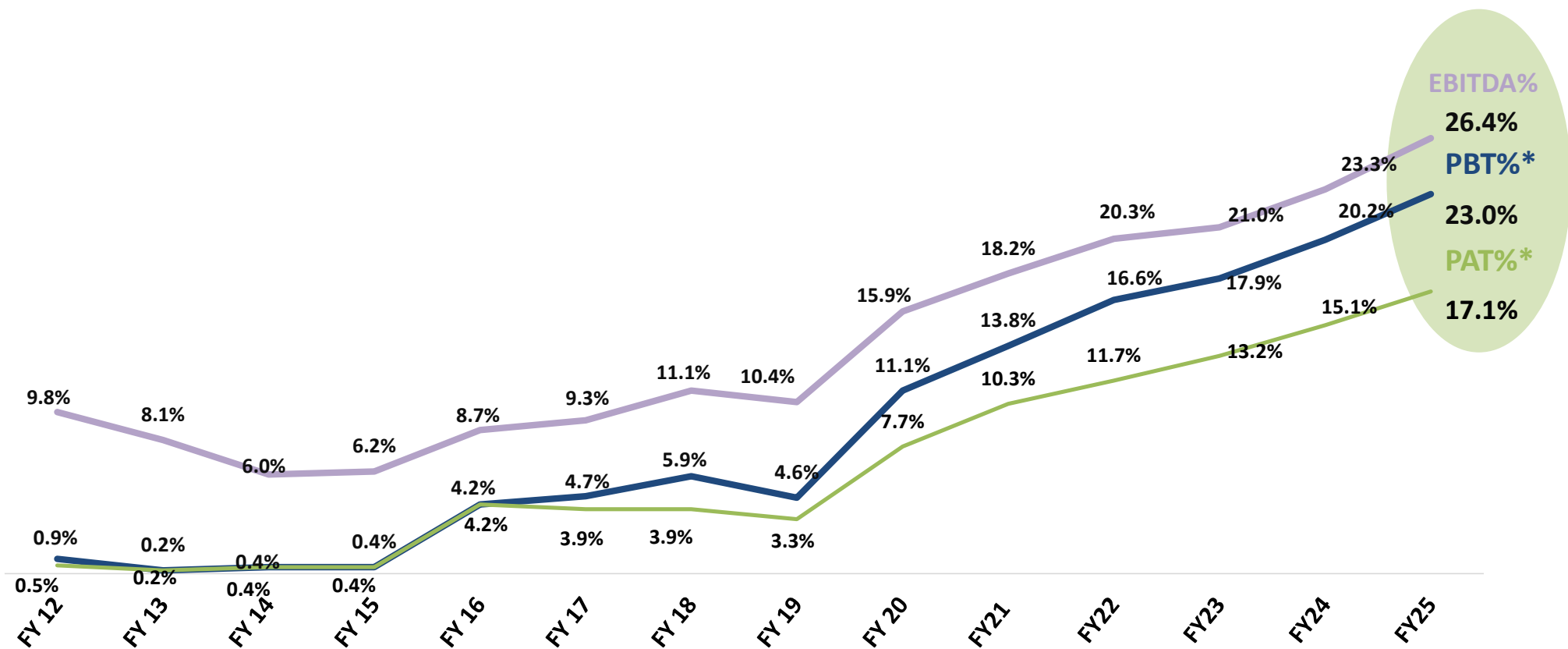
\*Excluding impact of exceptional items: land assignment/fire; Including exceptional items, PBT is Rs 232.9 Cr (35.6% margin), PAT is Rs 183.2 Cr (28.0% margin), EPS is Rs. 110.8

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# Margins Yearly Trends- at a glance

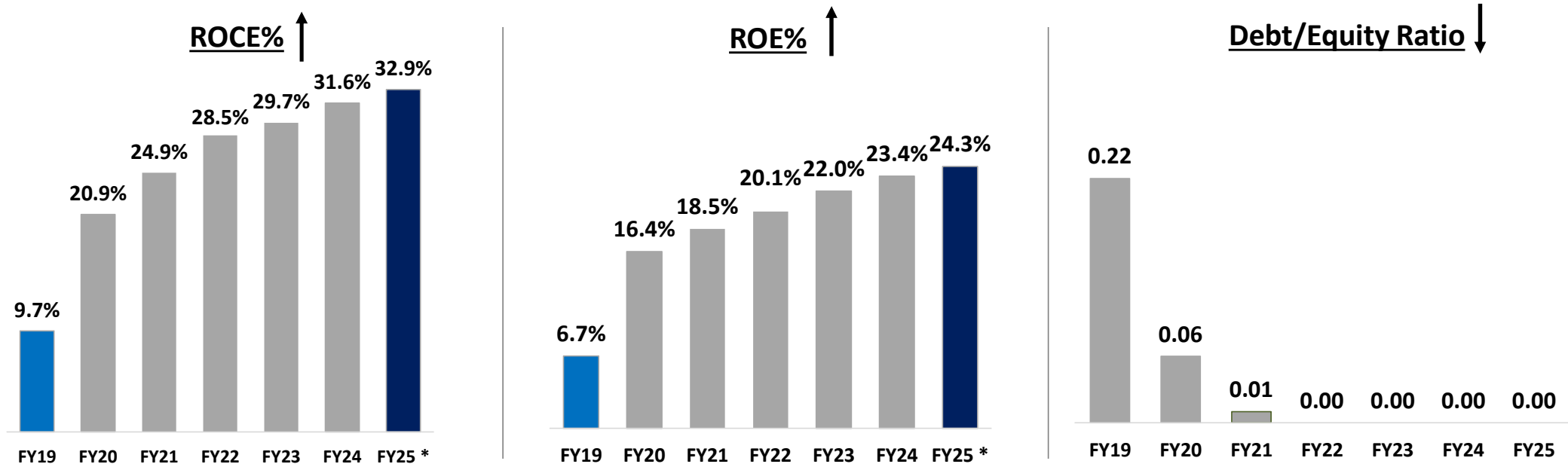
An Uninterrupted Upward Trajectory continues - EBITDA%; PBT% and PAT%



\* Excluding impact of exceptional items: land assignment/fire

# Key Financial Ratios Yearly Trends (ROCE, ROE, D/E)

Upward Trajectory continues



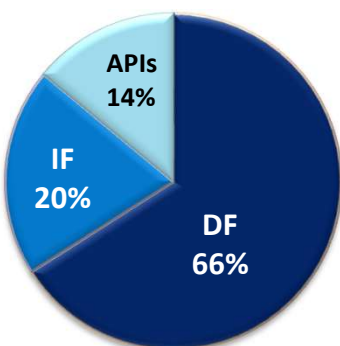
Company continues to remain Debt-free

\*Excluding impact of exceptional items: land assignment/fire; Including exceptional items, ROCE is 44.0%, ROE is 34.5%



# FY25: Business Segment-wise Performance

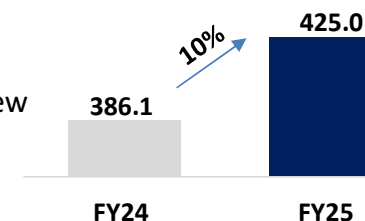
## Business Segments



### Domestic Formulations (DF)

#### Domestic Formulations contributed 66% to total sales of FY25

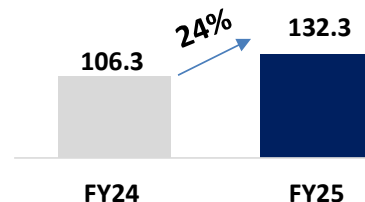
- 10% sales growth driven by both Legacy and New products
- Growth consistently higher than the market
- New products\* contribution improving consistently (currently ~31%) on account of new launches in Specialty & Chronic segments and line extensions of legacy products
- Salesforce productivity consistently improving (currently >6 lakhs)
- Business driven by 5 Pillar strategy



### International Formulations (IF)

#### International Formulations contributed 20% to total sales of FY25

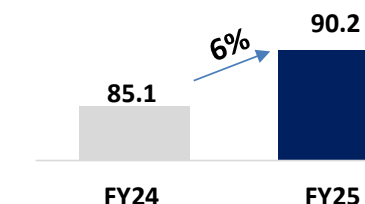
- Robust sales growth of 24%
- New Products/Customers/Markets contribution continues to improve
- Business driven by 4 Pillar strategy



### API

#### API contributed 14% to total sales of FY25

- Growth of 6%
- Continuous thrust on new customer development
- Business driven by 3 Pillar strategy



\*Launched FY19 Onwards

## **RPG Life Sciences ICRA Rating Reaffirmation in FY25**

### **A- (FY19) to A(FY21) to A+ (FY24)**

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**Long term rating reaffirmed at A+**  
**Short term rating reaffirmed at A1**

**Outlook on long-term rating has been retained as Stable**

#### **The rating reaffirmation factors:**

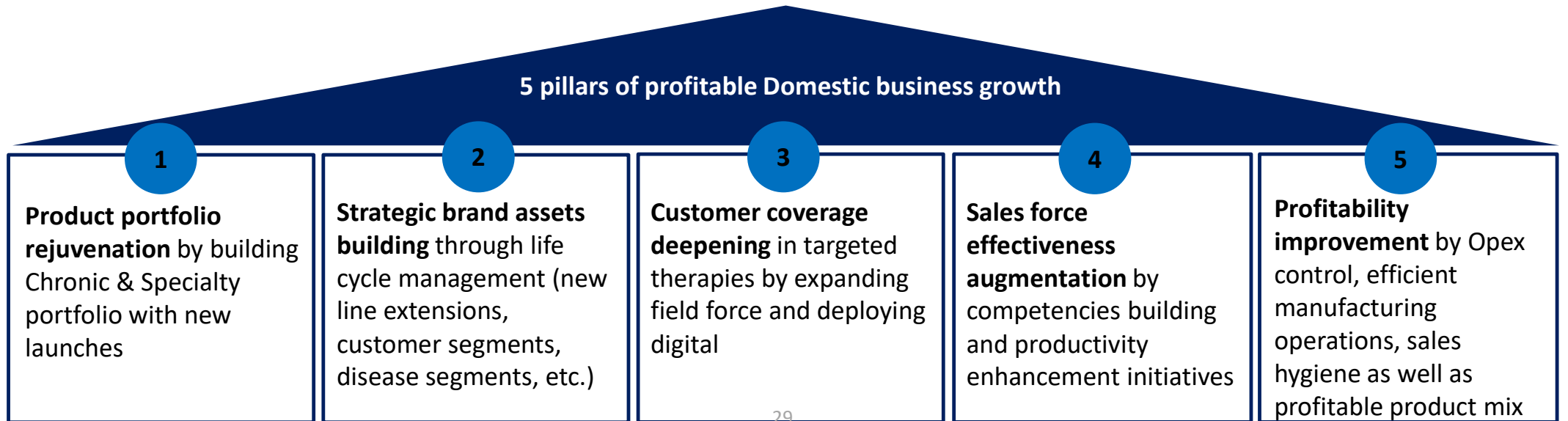
- Strong brands in the Indian Pharmaceutical Industry
- Steady growth in Top-line and improving operating margins
- A robust capital structure and strong debt servicing indicators based on
  - Healthy cash flows
  - Company continues to remain debt-free
  - No debt-funded capital expenditure (capex)
- 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 Textbook 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

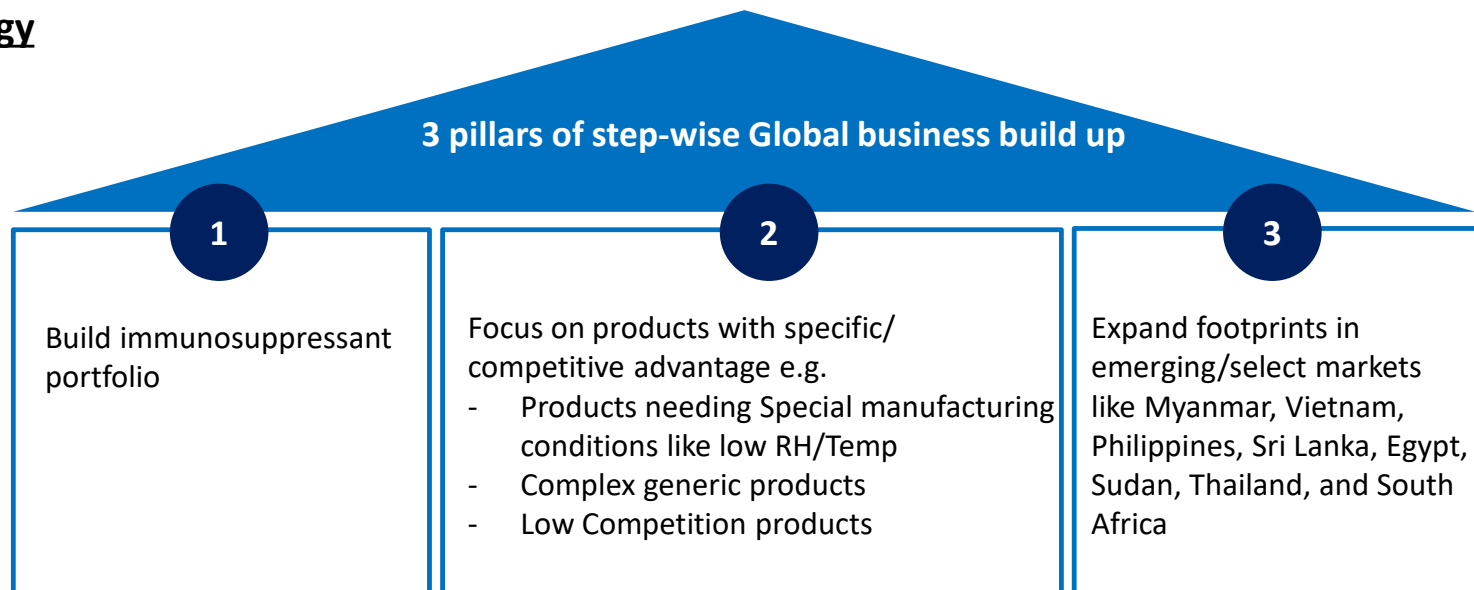
### Business Strategy



## 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

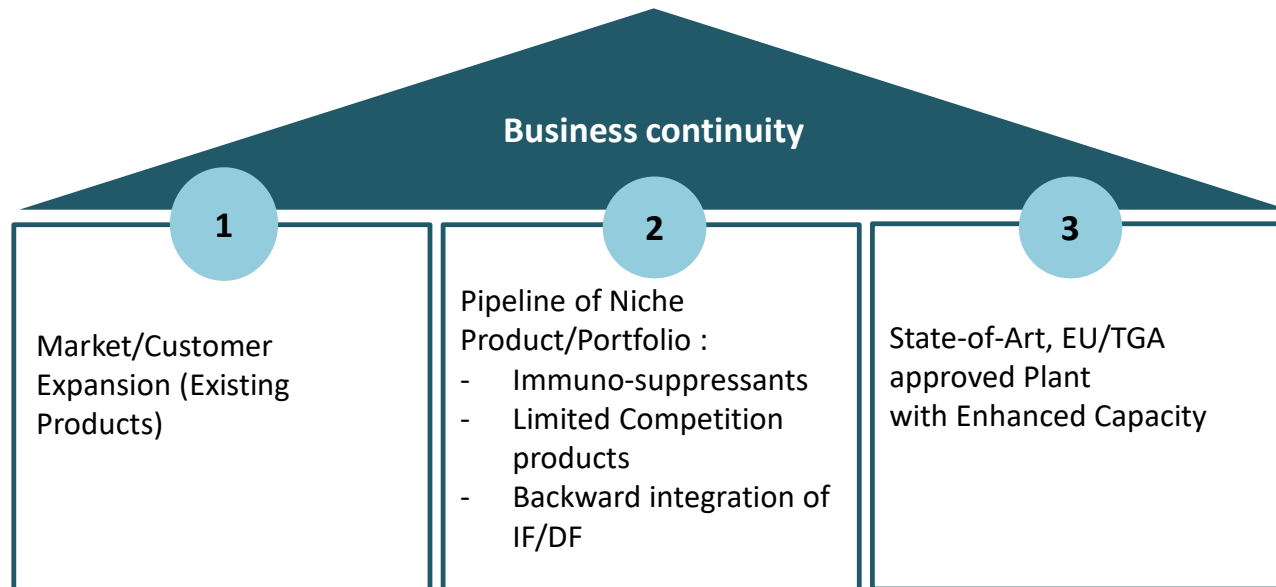
### Business Strategy



## 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



- MF2: Dedicated immunosuppressant facility for regulated and emerging markets including India
- MF3: Multipurpose unit catering to regulated and emerging markets including India
- MF4: Multipurpose unit catering to emerging markets including India
- WHO, TGA Australia approved & Written Confirmation (WC) received from CDSCO
- Approved by WHO GMP from Food and Drug Control Administration (FDCA) – Maharashtra, TGA (Australia), PMDA (Japan)
- 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.**

# 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 of the Industry

Best Patent Award



Best Corporate Citizen Award





# New Launch Naprosyn+ bags Brand Award





# Journey Ahead

## Transformation Agenda will continue to drive All-Round Performance

### 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**

## Diligent work on the Comprehensive 7 Pillars identified to Scale-up” business

1	2	3	4	5	6	7
State-of-art ↑ Capacity <u>PLANTS</u>	Targeted Niche- focus <u>R&amp;D PIPELINE</u>	Institutionalized <u>INNOVATION</u>	<u>TECHNOLOGY</u> enablement	<u>M&amp;As</u>	Lead Therapy <u>ADJACENT</u> Spaces	Talent Development /Acquisition
<ul style="list-style-type: none"> <li>• Modern, Cost-efficient; cGMP Compliant; EU/PICS/TGA, etc. approved</li> <li>• Higher Capacity ~2X</li> </ul>	<ul style="list-style-type: none"> <li>• Focused New Product Grid across 3 segments</li> <li>• R&amp;D Organisation strengthening</li> </ul>	<ul style="list-style-type: none"> <li>• Institutionalization of Innovation – Idea platforms, Rewards, Reviews</li> <li>• Innovation project(s) by each Department</li> </ul>	<ul style="list-style-type: none"> <li>• Technology Identification and adoption</li> <li>• All Areas – Front-end, Back-end Functions</li> </ul>	<ul style="list-style-type: none"> <li>• M&amp;A Framework with criteria defined - Target Therapies, Brands Margin</li> </ul>	<ul style="list-style-type: none"> <li>• Identify &amp; explore Adjacencies in RPGLS Strength therapies</li> </ul>	<ul style="list-style-type: none"> <li>• Org structure review &amp; role/skill-gaps identification</li> <li>• Talent Development</li> <li>• Talent Acquisition in role/Skill-gaps</li> </ul>

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THANK YOU