

Q4 and FY26 Performance

RPG Life Sciences

Investors' Presentation

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UNLEASHTALENT
TOUCHLIVES
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 5.2 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

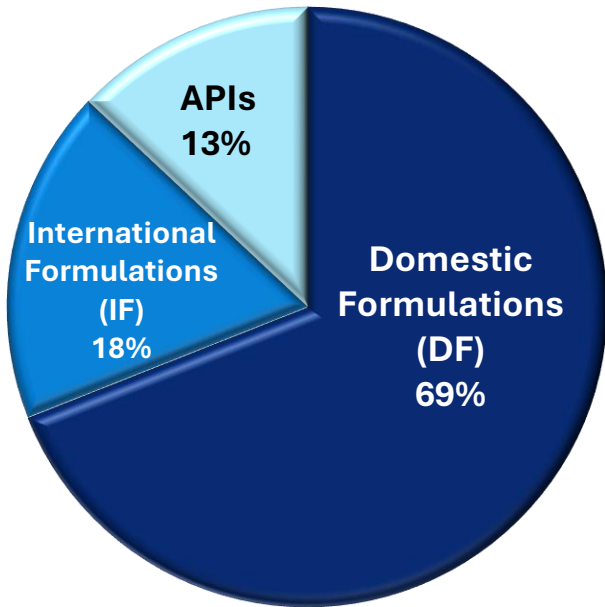


HARRISONS MALAYALAM LIMITED

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

RPG Life Sciences: An Integrated Pharmaceutical Company

RPG Life Sciences 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 market oral solid dosage formulations in the generics and branded generics space

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

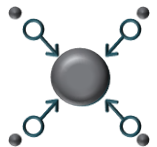
Facilities



1300+ Employees

RPG Life Sciences: Strong Product Portfolio, Textbook brands; focus on chronic & specialty therapies

Key Therapies	DF Key Products				
Nephrology	<u>Legacy Portfolio</u>		<u>New Portfolio</u>		
Rheumatology	Immunosuppressants	Textbook Brands	Specialty	Chronic	Life Cycle Management (Existing Products)
Oncology	 Azoran Azathioprine	 Azoran Azathioprine	 HerMab Trastuzumab	 SacuNew Sacubitril + Valsartan Tablets Sacubitril+ Valsartan	 Azoran 75 Azathioprine 75 mg Tablet
Pain Management	 Mofetyl Mycophenolate Mofetil	 Aldactone Spironolactone	 Adlumab Adalimumab	 NuGliptin Vildagliptin	 Aldactone T Spironolactone 50 mg + Furosemide 20 mg
Gastroenterology	 Arpimune ME Cyclosporine	 Lomotil Diphenoxylate HCl	 Ivzumab Bevacizumab	 GliptiNext Teneligliptin	 Aldactone F Spironolactone 50 mg + Furosemide 20 mg
Neuropsychiatry	 Imunotac Tacrolimus	 Naprosyn Naproxen	 Zestmab Rituximab	 DPO 10 Dapagliflozin	 Naprosyn 250+ Naproxen Sodium Tablet USP 275 mg + 550 mg
Cardio- Diabeto		 Serenace Haloperidol	 T-JAKI Tofacitinib	 Solifirst Solifenacin	 Naprosyn+ Naproxen Sodium Tablet USP 275 mg + 550 mg
Urology		 Norpace New Disopyramide Phosphate	 FC-IRO Ferric Carboxymaltose	 Mirasmart S Mirasartan	 Naprosyn M Sumatriptan & Naproxen Sodium Tablets
			 Denbri Denosumab		 ROMILAST-BL Romiprost
					 Tricaine Alma 2 Tricaine



IF Key Products

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



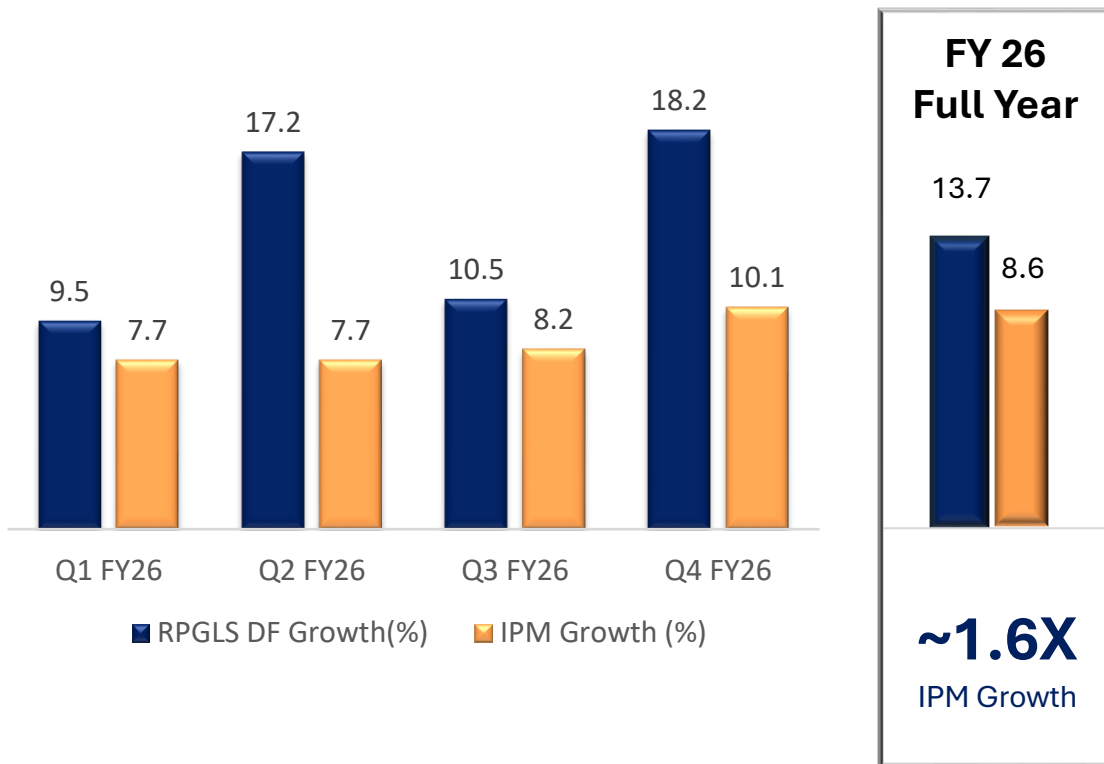
APIs Key Products

Quinfamide, Azathioprine, Haloperidol, Risperidone, Propantheline Bromide, Nicorandil, Pantoprazole and so on

Consistent Market Outperformance

Outperforming the market across all quarters; building momentum through the year

Sustained Outperformance vs IPM



1.8X
RPG Life Sciences grew 1.8x faster than IPM in Q4 FY26

1.6X
Outperformed IPM in all 4 quarters. ~1.6X for the full year

4th
fastest growing pharma company in Q4 FY26¹

52
Improved IPM ranking from 58 to 52¹

Consistent execution driving market-beating growth and share gains

1. Source: Pharmarack March 2026 database

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Business Operations

Key strategic priorities for our business

1

Driving a more purpose-led and performance-oriented organization with stronger alignment across teams

2

Scaling core brands with sustained double-digit growth like Naprosyn progressing towards becoming a ₹100 cr+ brand

3

Building a stronger specialty and chronic portfolio with increasing contribution from new launches

4

Strengthening the API business with improved operational resilience and recovery post disruption

5

Expanding global presence with focused investments and deeper engagement with key international customers

6

Embedding cost discipline and ESG-led practices to drive long-term sustainable operations

Focusing on execution to drive growth & efficiency

Driving improvement across cost, quality, growth & productivity

1



Strengthening Manufacturing & Capacity
Enhancing capacity and capabilities to support scalable and future-ready growth

2



Driving Cost Efficiency
Implementing cost optimization initiatives to improve productivity and operating margins

3



Enhancing Quality & Compliance
Strengthening quality systems and compliance to ensure consistent reliability

4




Accelerating New Products & Innovation
Investing in R&D and innovation to drive new launches and specialty expansion

5



Leveraging Digital & Productivity
Using digital initiatives to enhance execution, reach and overall productivity

6



Expanding Global Presence
Strengthening our footprint and partnerships to unlock opportunities in fast-growing global markets

Multiple initiatives underway with defined KPIs and strong review mechanisms


People initiatives for building a happy performance focussed culture

I Cherish our Culture




RPGLS Parivar
Tyohar-Utsav Shrankhla
Digital RPGLS family get-together

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 Feel Valued



You Excel. We Applaud.
Motivation continuum

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Financial Performance

Robust Q4 performance with 23.6% revenue growth and 58.1% PAT (excl. exception) growth

23.6% ↑

Revenue from
operations
Q4 FY26 v/s Q4 FY25

48.0% ↑

EBITDA
Q4 FY26 v/s Q4 FY25

58.1% ↑

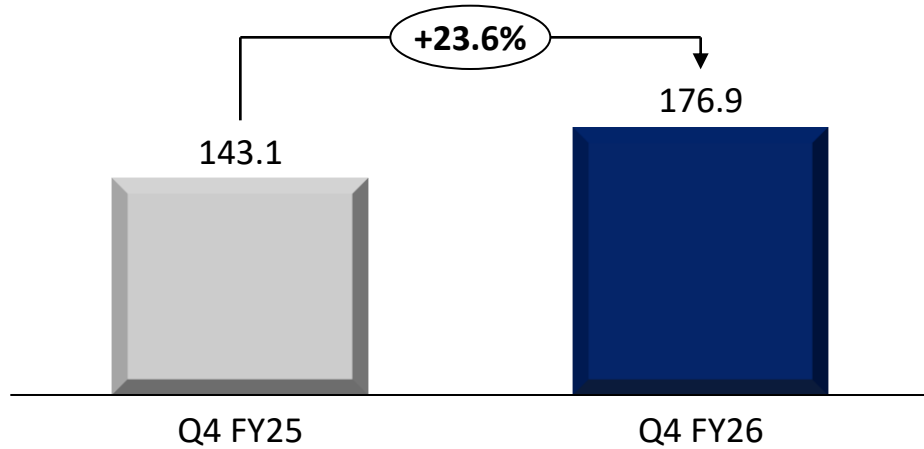
PAT (excl. exceptional
items)
Q4 FY26 v/s Q4 FY25

Note: Q4 FY25 included ₹110 crore of exceptional items.

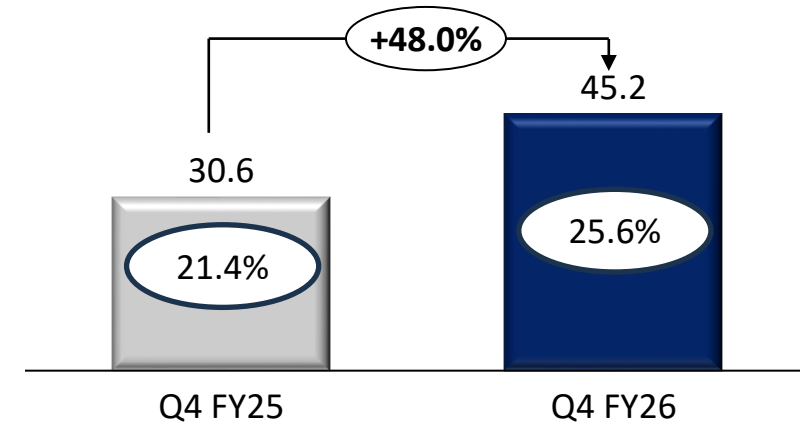
Q4 FY26 Financial Performance Update: Revenue up by 23.6% with improved profitability

(All figures in Rs. Crores)
 Figures in circle are Margins

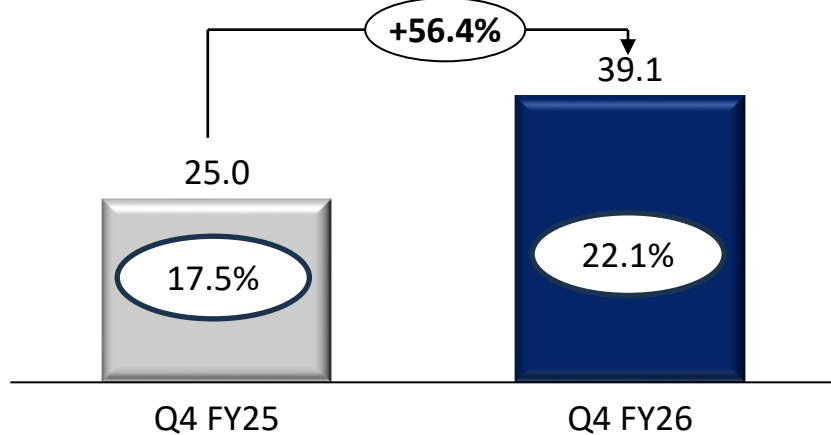
Revenue from Operations



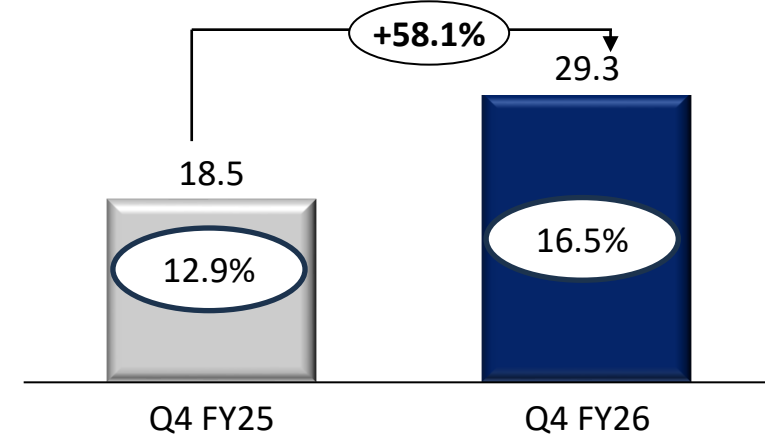
EBITDA & EBITDA Margin



PBT & PBT Margin (excluding exceptional items)

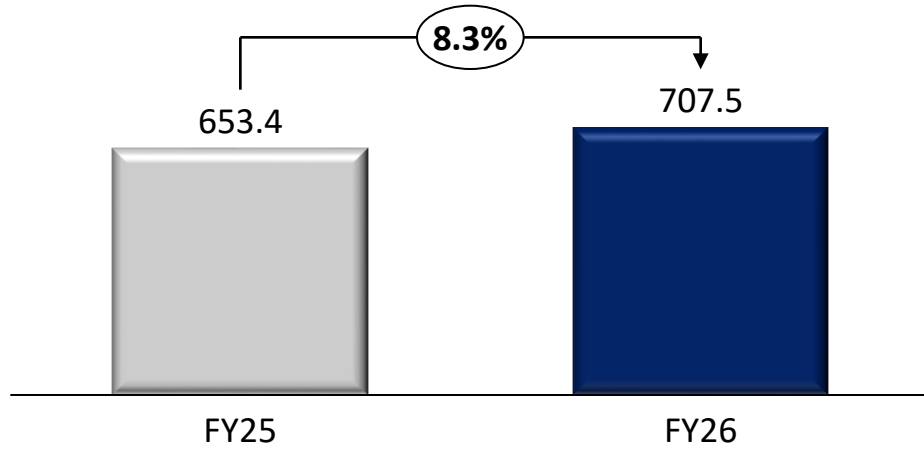


PAT & PAT Margin (excluding exceptional items)



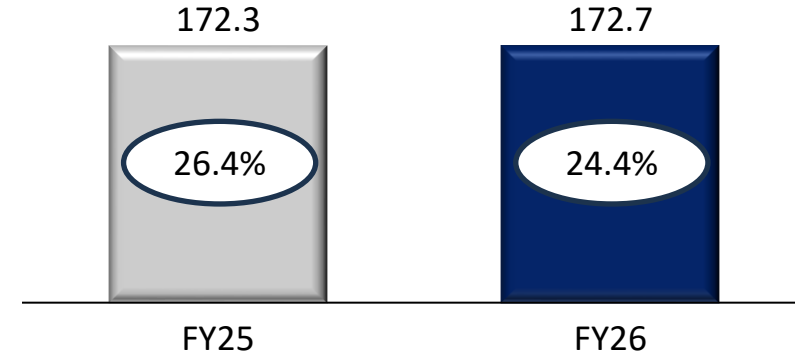
FY26 v/s FY25: Financial Performance Update

Revenue from Operations

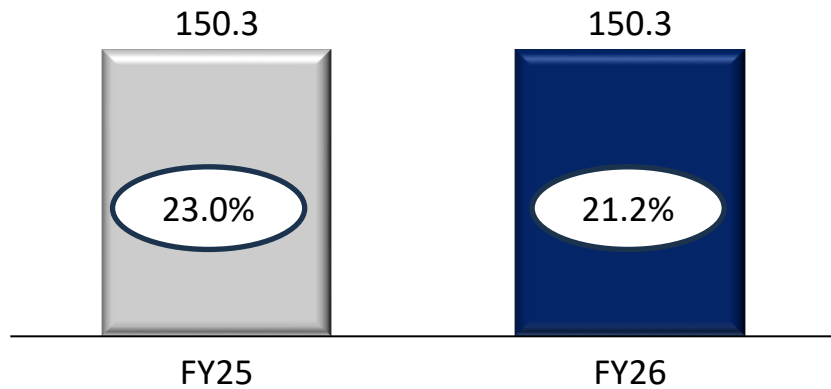


EBITDA & EBITDA Margin

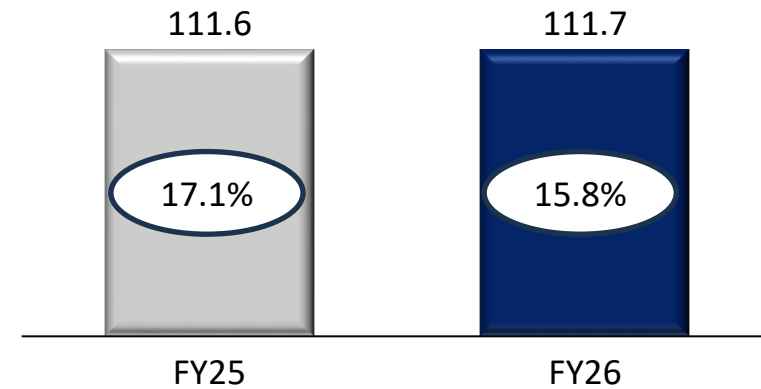
(All figures in Rs. Crores)
Figures in circle are Margins



PBT & PBT Margin (excluding exceptional items)



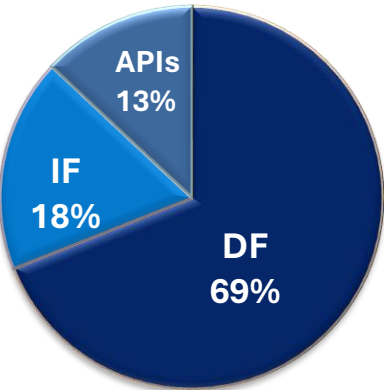
PAT & PAT Margin (excluding exceptional items)



FY26: Business Segment-wise Performance Update

All sales value in INR cr.

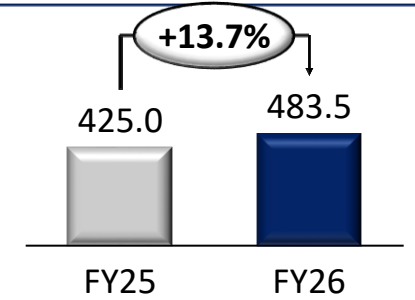
Business Segments



Domestic Formulations (DF)

Domestic Formulations contributed 68.9% to total sales in FY26

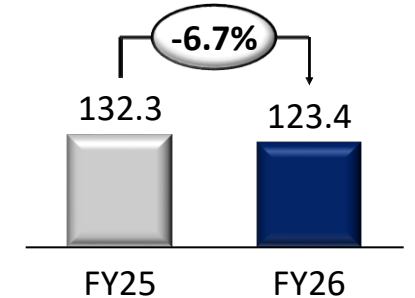
- Continue to deliver market beating growth
- New products contribution improving consistently on account of new launches in specialty & chronic segments
- Salesforce productivity consistently improving (currently >6.5 lakhs)
- Business driven by 5 Pillar strategy



International Formulations (IF)

International Formulations contributed 17.6% to total sale in FY26

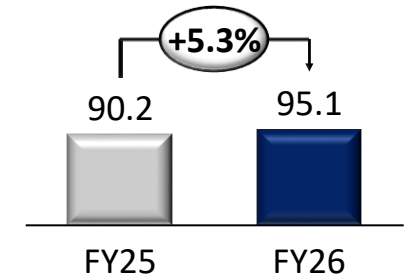
- Focus on long-term business development activities including adding new products, customers and markets
- Business driven by 4 Pillar strategy



API

API contributed 13.5% to total sales in FY26

- Growth impacted due to fire incident in one of the manufacturing blocks
- Continuous thrust on new customer development
- Business driven by 3 Pillar strategy



Improvements recorded in ICRA Rating- April'25

Long term rating reaffirmed
at **A+** and outlook retained
as stable

Short term rating reaffirmed
at **A1**



Factors affecting rating affirmation

- 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)
- Steady growth in Top-line and improving operating margins
- Strong brands in the Indian Pharmaceutical Industry
- Expansion of product portfolio and geographical presence augur well for growth prospects

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Business Strategy

Domestic Formulations (DF) Business: Overview & Strategy

Overview



Leading Textbook Brands

Azoran, Aldactone, Lomotil, Naprosyn, Serenace, Norpace



Diverse Portfolio

Operating across mass, mass-specialty, and specialty segments.



Innovation & Growth

New launches in biosimilars, chronic, and specialty segments.



Specialist Reach

Strong presence across key specialties (Cardio, Diabetes, Urology, Nephrology, Rheumatology, Oncology)

Strategy

5 pillars of profitable domestic business growth

1

Product Portfolio Rejuvenation:

Building chronic and specialty portfolios with new launches

2

Strategic Brand Asset Building:

Life cycle management through new line extensions, customer segments, & disease segments.

3

Customer Coverage Deepening:

Expanding field force & deploying digital solutions in targeted therapies

4

Sales Force Effectiveness Augmentation:

Enhancing competencies and productivity through targeted initiatives.

5

Profitability Improvement:

Controlling costs, improving efficiency, strengthening sales discipline, and focusing on profitable mix.

International Formulations (IF) Business: Overview & Strategy

Overview



Global Reach

Presence in regulated and emerging markets across Canada, UK, Germany, France, Australia, SE Asia, and Africa



Specialist Leadership

Strong position in immunosuppressants, with Azathioprine as a flagship product.



Trusted Partnerships

Impeccable supply track record and enduring relationships with leading global generic players.



Quality & Expansion

Preferred partner for high-quality, process-oriented manufacturing; ongoing investments in plant upgrades and capacity expansion.

Strategy

3 pillars of step-wise global business build up

1

Build Immunosuppressant Portfolio:

Expand leadership in immunosuppressants, anchored by flagship products like Azathioprine.

2

Focus on Products with Competitive Advantage:

Prioritize products requiring special manufacturing conditions (e.g., low RH/temperature), complex generics, and those with low competition

3

Expand Footprint in Emerging and Select Markets:

Grow presence in markets such as Myanmar, Vietnam, Philippines, Sri Lanka, Egypt, Sudan, Thailand, and South Africa.

APIs Business: Overview & Strategy

Business Overview



Niche API Focus

High-value, low-volume APIs and mature, stable molecules.



Global Presence

Presence across key geographies: LATAM, Germany, China, South Korea, Iran, Bangladesh, Egypt, India, and more.



Strategic Integration

Backward integration with International Formulations, strengthening supply chain resilience.



Trusted Partnerships

Enduring relationships with major pharma and leading generic companies.

Strategy

3 pillars of API growth

1

Market & Customer Expansion:

Grow reach for existing products in new and established markets.

2

Niche Product Pipeline:

Develop immunosuppressants, limited competition products, and support backward integration for IF/DF.

3

State-of-the-Art Manufacturing:

Operate EU/TGA-approved plant with enhanced capacity for quality and compliance.

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Infrastructure Capabilities & ESG Initiatives

Key highlighting from our 3 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 and 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 and 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 and capacity expansion underway

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 always enabled

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: Initiatives identified post industry mapping; good progress

	Initiatives	FY26 Update
Environmental	<ul style="list-style-type: none"> • Carbon emission reduction 	↓41.2 % in (FY25); FY26 Target- 50%; Actual - 48.5 % (FY26)
	<ul style="list-style-type: none"> • Energy Efficiency: Energy Efficient pumps ; Leakages rectification of compressed air system; High Efficiency chillers and Brine Plant 	↑ 41.0 % in (FY25); FY26 Target- 40%; Actual - 48.0 % (FY26)
	<ul style="list-style-type: none"> • Water Management: Recycling of STP/ ZLD ETP water; Rainwater harvesting 	↓7.0 % (FY25); FY26 Target- 20%; Actual – 18.0 % (FY26)
	<ul style="list-style-type: none"> • Waste Management: No landfill waste generation 	↓52.0 % (FY25); FY26 Target- 40%; Actual - 40.0 % (FY26)
Social	<ul style="list-style-type: none"> • Product Responsibility- Adherence to stipulated mandates 	Strict Quality vigil through ongoing projects
	<ul style="list-style-type: none"> • Diversity- Increase women deployment, occupational health 	↑ 6.3 % (FY25); FY 26 Target: 7.5%; Actual - 7.3% (FY26)
	<ul style="list-style-type: none"> • Tree Plantation 	100 Tree Plantation (FY25); FY26 Target: 150; Actual : 150 nos (FY26)
	<ul style="list-style-type: none"> • Employee Well-being: Comorbidity tracking 	Completed for all factory employees
Governance	<ul style="list-style-type: none"> • Data Integrity: e-QMS, e-DMS, e-LMS 	Implemented across all sites
	<ul style="list-style-type: none"> • Cybersecurity: IT assets security through EDR tool (Crowdstrike) 	Implemented across organization
	<ul style="list-style-type: none"> • Best Practices/Systems and Processes across Functions 	Function-wise implementation of Best Practices/Systems and Practices in Marketing/Sales, Quality, Procurement etc.

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Journey Ahead

RPGLS Journey Ahead: 7 strategic pillars of action



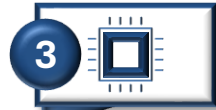
Portfolio development and mega-brands building

- Project underway to grow our immunosuppressant portfolio to 200+ crores
- Focused initiatives to grow Naprosyn to a 100+ crores brand; building our MABs portfolio



Growing our API business

- Focus on new geographies, new launch pipeline and enhancing manufacturing productivity
- Focus on strengthening customer relationships and onboarding new high-value customers



Strong Digital Roadmap

- Multiple digital initiatives designed to streamline front-end and backend operations
- Initiatives focus on improving efficiency & compliance, reducing costs and growing topline



Mergers & Acquisitions

- M&A Framework with criteria defined - target therapies, brands
- Evaluation of multiple proposals underway to identify opportunities for growth synergy



New products across segments, new therapies

- Focused new product pipeline; lab modernization and org expansion complete
- Strategy to evaluate and expand into adjacencies in RPGLS strength therapies



State-of-art capacity plants

- 140 crores capex infused since FY22 helped build modern plant with EU, TGA, PMDA, etc. approval
- Evaluation ongoing of varied opportunities for improving manufacturing productivity



Talent Development /Acquisition

- Org structure review & role/skill-gaps identification for strengthening
- Talent development and talent acquisition across all key business and support functions

THANK YOU



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