



Q3 FY24 Revenue from operations grew by 18% and PBT grew by 38% Y-o-Y
9M FY24 Revenue from operations grew by 15% and PBT grew by 29% Y-o-Y with EBITDA
margin expanding from 22.8% to 24.8% Y-o-Y.

Mumbai, 1 February, 2024: RPG Life Sciences Limited has announced its financial results for the third quarter and nine month ended December 31, 2023.

	Y-o-Y Revenue from operations	Y-o-Y PBT
Q3 FY24 Highlights	Rs 153.70 crores – up from Rs 130.60 crores	Rs 35.54 crores – up from Rs 25.74 crores
9M FY24 Highlights	Rs 455.06 crores – up from Rs 394.32 crores	Rs 100.10 crores – up from Rs 77.87 crores

RPG Life Sciences, engaged in the manufacturing and marketing of pharmaceutical products, posted a jump in PBT by 38% Y-o-Y and by 2% Q-o-Q for Q3 FY24, maintaining the upward trajectory in EBITDA margins, which improved from 22.8% to 25.9% Y-o-Y and from 25.5% to 25.9% Q-o-Q. Revenue from operations at Rs 153.70 crores registered a growth of 18% Y-o-Y and a flat growth Q-o-Q for Q3 FY24. For 9M FY24 too, the company posted a jump in PBT by 29% Y-o-Y and recorded EBITDA margin expansion from 22.8% to 24.8% Y-o-Y. Revenue from operations at Rs 455.06 crores registered a growth of 15% Y-o-Y for 9M FY24.

Mr. Yugal Sikri, Managing Director, RPG Life Sciences Ltd. said, “In Q3 FY24, the overall performance of the Company continued to be strong. Revenue and PBT grew by 18% and 38% respectively Y-o-Y. EBITDA margin retained its 5-year long upward trajectory growing from 22.8% to 25.9% Y-o-Y. The Company continues to remain debt-free.

We are well on course in executing all the tenets of our distinctive and smart Transformation agenda to achieve our strategic goal of consistent healthy profitable growth. Our top priority, Domestic Formulations, the biggest contributor to the Company’s business, recorded robust growth both in value and volume - significantly and consistently ahead of the market basis its 5 pillar-growth strategy. The comprehensive smart life cycle management program is shaping some of our ‘textbook’ legacy brands into mega brands and our niche specialty portfolio into mega portfolio. New launches in specialty and chronic therapies are helping us to shape our Specialty business. We are now working on replicating our smart and successful Rheumatology portfolio entry strategy to enter other specialties like Gastro and Derma to emerge as future growth drivers of Domestic Formulations business. Our MABs portfolio is continuing to post robust performance. Salesforce productivity continues to register healthy upward momentum, assisted by smart deployment of digital.

We are now shaping our International Formulations and API business basis their own 5 pillars, the key being plants modernization cum capacity expansion by infusion of capex and building a smart product pipeline to become strong future growth drivers. International Formulations business has been registering healthy double-digit growth. Modernization of our API Plant and building product pipeline, both currently underway, will make API also our third engine of growth.

Our structural approach of cost optimization has helped us to explore newer avenues in our operations on achieving cost efficiencies and thereby helping us to maintain 5-year un-interrupted Y-o-Y margin expansion trajectory for the past 5 consecutive years.”

RPG Life Sciences Ltd (www.rpglifesciences.com):

RPG Life Sciences Ltd, part of RPG Enterprises, is an integrated pharmaceutical company operating in the domestic and international markets in the branded formulations, global generics and synthetic APIs space. The company is a research-based pharmaceutical company, producing a wide range of quality, affordable medicines. Its brands are highly trusted by healthcare professionals and patients.

RPG Group (www.rpggroup.com):

RPG Group, established in 1979, is one of India’s fastest growing business groups with a turnover of US\$ 4.4 Billion. The group has diverse business interests in the areas of Infrastructure, Tyres, Pharma, IT and Specialty as well as in emerging innovation-led technology businesses.

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