RPG LIFE SCIENCES LIMITED
Unit No. 208-213, B Wing, Bezzola Complex, Sion-Trombay Road, Chembur, Mumbai 400071, India
Tel: +91-22-25292152-55 ♦ Fax: +91-22-25297423

November 15, 2016

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.

Dear Sirs,

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Presentation made to the Analyst/ Institutional Investor (Scrip Code: RPGLIFE/ 532983)

Further to our letter dated November 14, 2016, giving advance intimation of upcoming Analyst/ Institutional Investors meet in terms of Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company has conducted the Analyst/ Institutional Investors meet in Mumbai and the Presentation made to the analysts is enclosed herewith for your records.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For RPG Life Sciences Limited

Rajesh Shirambekar
Head – Legal & Company Secretary

RPG LIFE SCIENCES LIMITED MUMBAI 400 030.

Encl: as above

Investor Presentation

November 15, 2016

RPG LIFE SCIENCES LIMITED

Disclaimer

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Table of Contents

RPG Group

RPG LS : Overview, Performance and Strategic Direction

RPG LS : Financials

RPG Group: Powered by Passion, Driven by Ethics

UNLEASH**TALENT**
TOUCH**LIVES**
OUT**PERFORM**
AND☺

RPG Enterprises was founded in 1979 by Shri Rama Prasad Goenka, popularly known as RP Goenka, a pioneering fifth generation business leader from the Goenka family. The Goenkas have a history of business dating back to 1820 AD in banking, textiles, jute and tea. Under RP Goenka's dynamic leadership, the Group grew in size and strength with several acquisitions in the 1980s and 1990s, which is now one of India's fastest growing conglomerates with 20000+ employees, presence in 100+ countries and annual gross revenues of ~$3 Bn.

KEC International

World leader in Power Transmission EPC space

CEAT

One of India's leading manufacturer of automobile tyres

Zensar Technologies

Software services provider spread across 20 countries, 400+ customers.

RPG Life Sciences

Pharma company with wide range medicines in global generics and synthetic APIs.

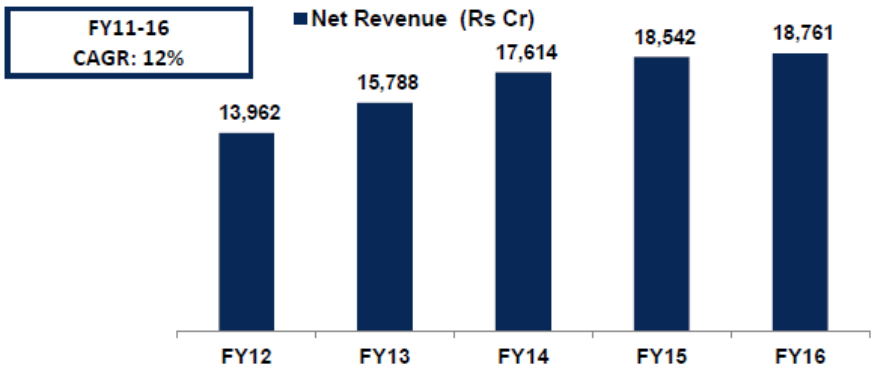
Raychem RPG

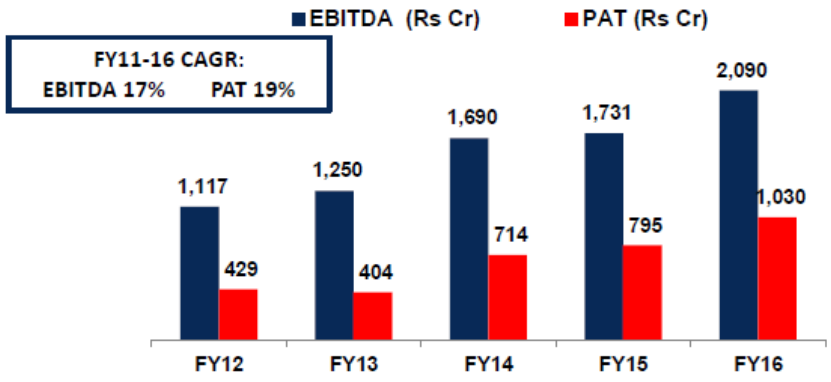
Engineering products and services catering to infrastructure segment of the economy.

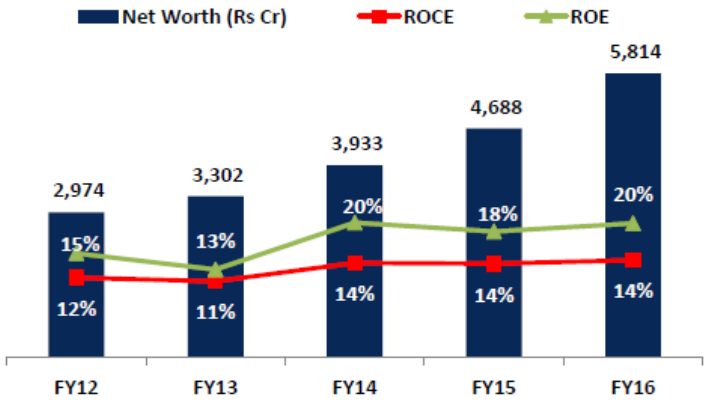
Harrisons Malayalam

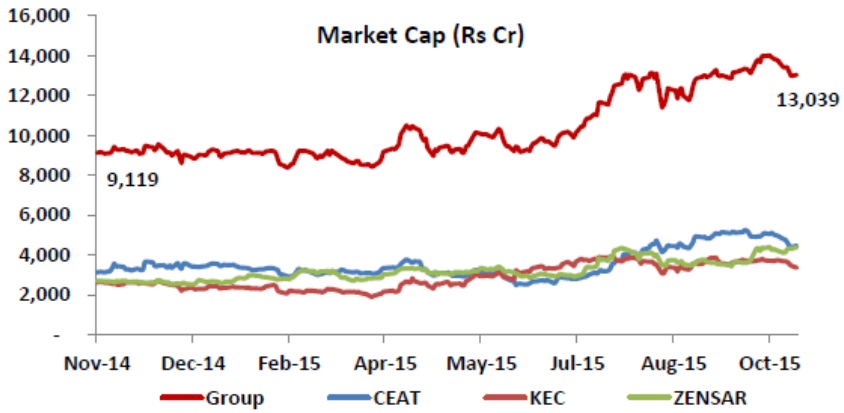
One of India's largest plantation companies with tea, rubber and other agro products.

RPG Group: Key Financials









Note:

1) ROCE is calculated by taking EBIT multiplied by (1 minus tax rate @ 33%) divided by Average Capital Employed
2) ROE is calculated by taking PAT divided by Average Net-worth
3) Market Cap updated till 4th Nov 2016

Table of Contents

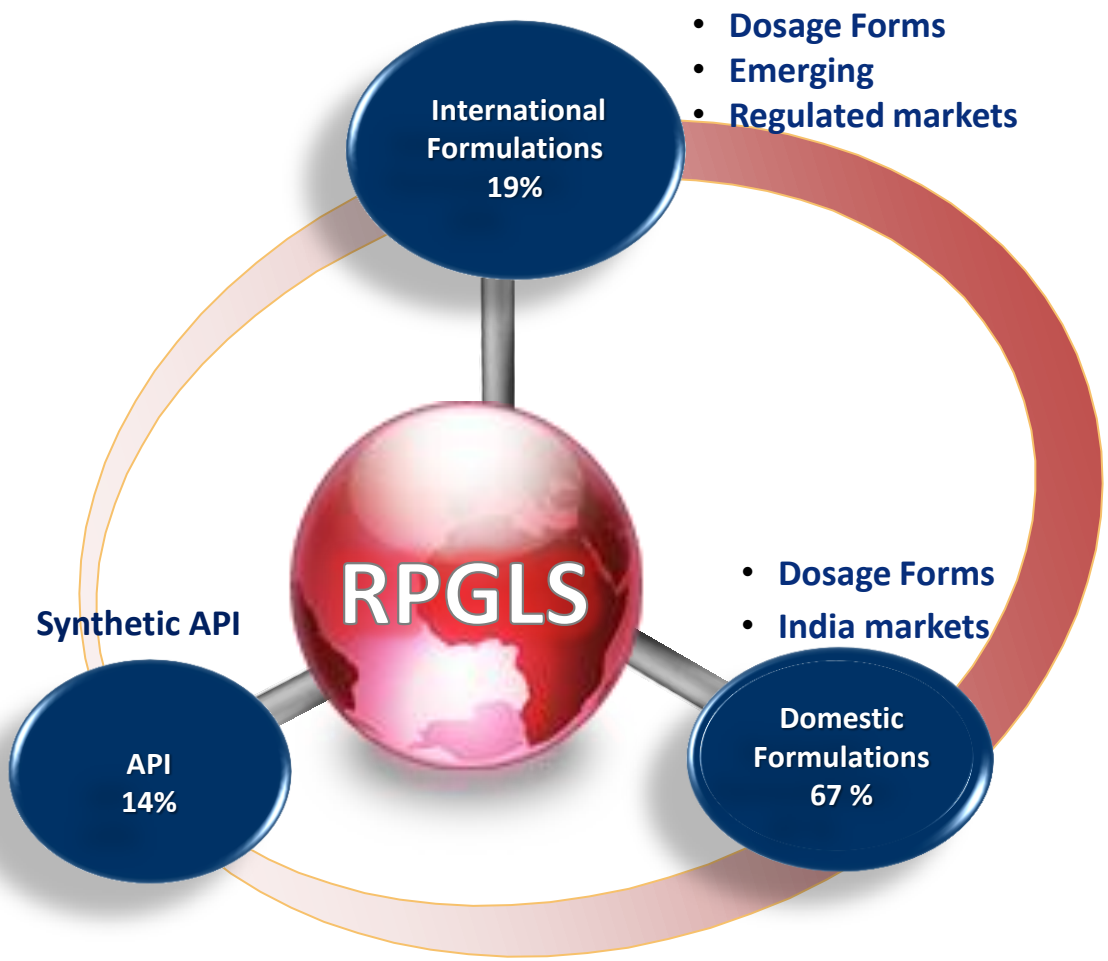
RPG Group

RPG LS : Overview, Performance and Strategic Direction

RPG LS : Financials

RPG LS: Business Overview

Our Business Segments



- Location: Head Office in Mumbai
- Manufacturing Locations: Navi Mumbai & Ankleshwar
- Distribution Spread: 19 CFA's and 1400 stockiest
- R&D: DSIR approved R&D centre at Navi Mumbai
- Employee Base: 1150 with a PAN India presence of Formulation field force
- Listed on NSE and BSE
- ICRA Rating: [ICRA] A- Term Loans, Working Capital Term Loans, Cash Credit and [ICRA]A1 for non-fund based bank limits

RPGLS-Management Team

CT. Renganathan

Managing Director

BM Sundaram

Head – International Business

Rajib Das

VP- Sales & Marketing (Speciality Business)

Satessh Siingh

VP - Sales & Marketing

Dr. Uday Bapat

Chief Scientific Officer

Mahesh Narayanaswamy

VP - Finance

Nitin Gore

Chief Quality Officer

Suchitra Tiwari

Head- Regulatory & Project Management

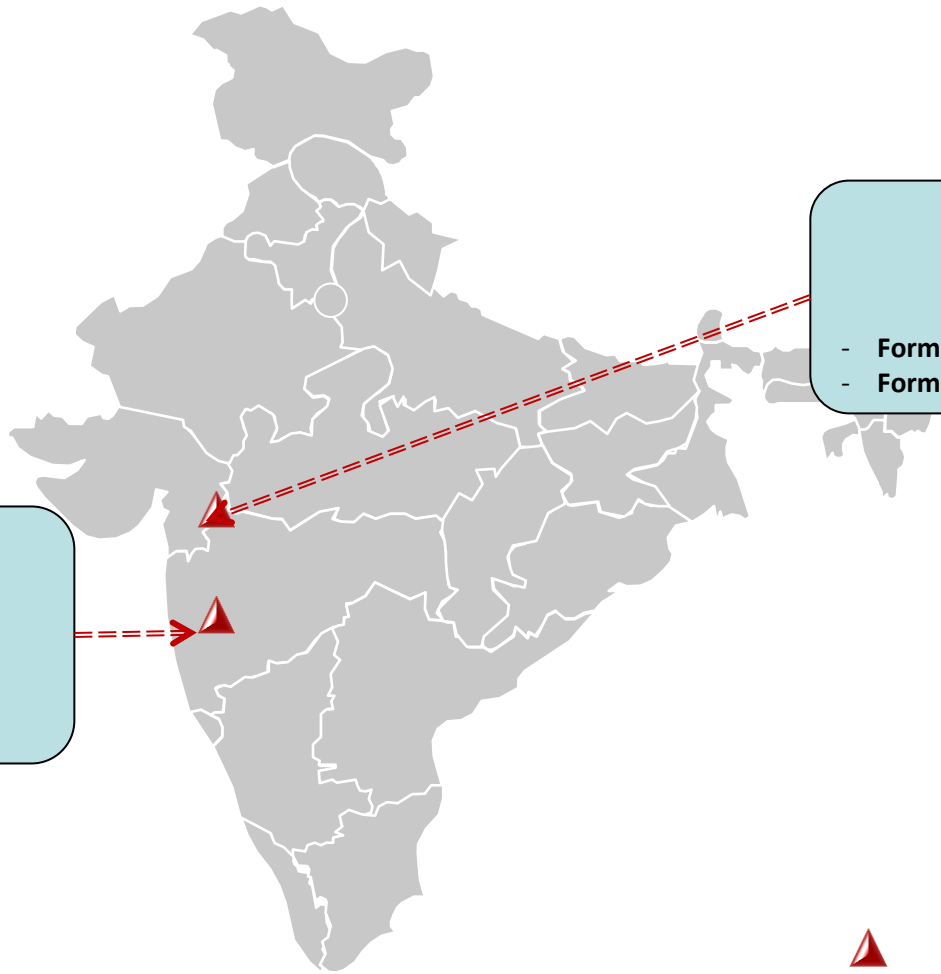
Ninad Rawle

Head Procurement

RPG LS: Board of Directors

Name	Designation
Harsh Vardhan Goenka	Chairman & Non-Executive Director
CT. Renganathan	Managing Director
Sachin Nandgaonkar	Non Executive Director & Non – Independent Director
C.L. Jain	Non Executive Non Independent Director
Dr. Lalit Kanodia	Non Executive Non Independent Director
Mahesh Gupta	Non Executive Independent Director
Manoj Kumar Maheshwari	Non Executive Independent Director
P.K.Mohapatra	Non Executive Independent Director
Narendra Ambwani	Non Executive Independent Director
Zahabiya Khorakiwala	Non Executive Independent Director
Yugal Sikri	Non Executive Independent Director

RPG LS: Manufacturing Facilities



Ankleshwar, Gujarat

- **Formulation Plant F 1** (WHO Approved)
- **Formulation Plant F2 (**EUGMP)

Navi Mumbai, Maharashtra

- **API Plant –** EUGMP/TGA/WHO approved

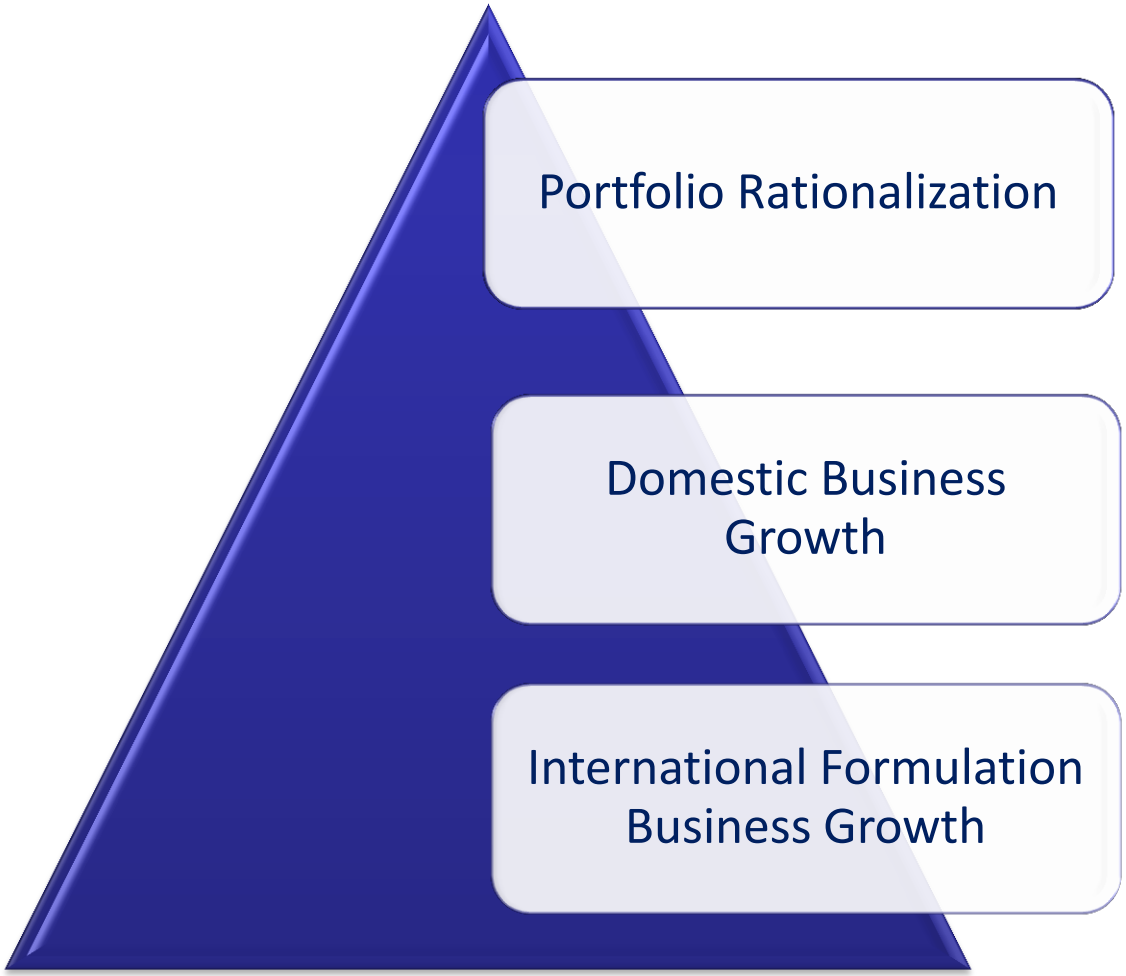
Operational

FY 16: Good beginning, lot of headroom

	FY 15	FY 16	
	Rs Cr	*Rs Cr*	*Growth*
Sales	233	275	18%
PAT	1	11	1000%
PAT %	0.4%	4%	
EPS	0.6	7.0	1067%
Share Price	63-123	140-342	159%
M Cap	104-203	232-566	160%

Actions underway to build a 1000 Crs business

Strategic Direction Going Forward



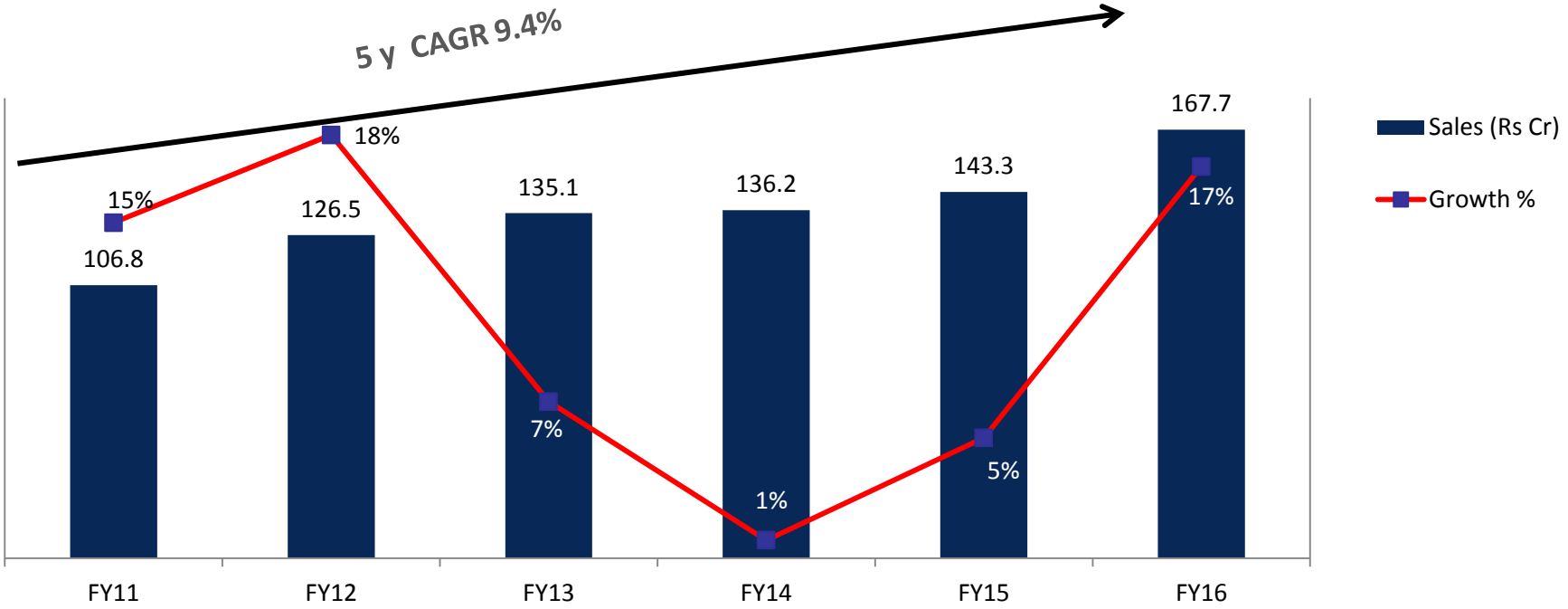
Portfolio Rationalization

To be at higher end of the value chain; focus on formulation domestic and international markets

Synthetic API would be majorly captive support to formulation

Biotech API unit hived off. Proceeds to be used to grow formulations business

Domestic Formulations business is back on a growth trajectory



Ranking has improved to 68th rank from 73rd in the previous year

19th fastest growing company among Top 100 companies FY 16

Ranked as 1st in Immunosuppressant by ORG IMS FY 16

Main Division: Focus Brands

Therapy : Antacid

Sales grew by 32 % to Rs.12 cr. 2nd largest brand in represented therapy

Therapy : Vitamins and Iron supplement

Sales grew by 90 % to Rs 8 cr. 12 nd largest brand in represented therapy

Therapy : Antacid

Sales grew by 16 % to Rs 4 cr.

Main Division : Growth in Legacy Brands

Therapy : Anti Diarrhoeal

Sales grew by 38 % to Rs 17.94 cr.

Therapy : CNS

Sales grew by 16 % to Rs 9 cr.

Therapy : Diuretic

Sales grew by 37 % to Rs 19 cr.

Main: New Product Introductions

Therapy : Platelet Booster

Launched in Dec 2015.
Sales clocked Rs 1 cr.

Therapy : Pain Management

Launched in Jan 16 . Sales clocked Rs 0.20 cr.

Main Division: New Product Launches

Evactive™ Lubricating Gel

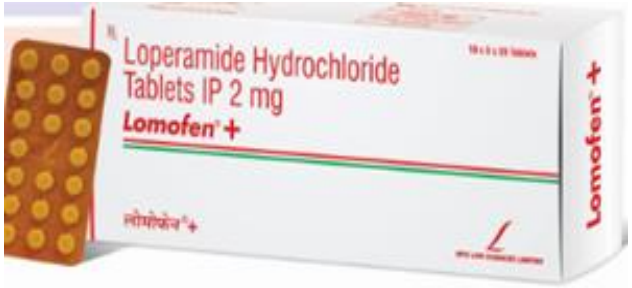
- Restores natural vaginal moisture
- Increases intimacy
- Patented formulation
- Hormone free natural ingredients

Evactive™ Vaginal Wash

- PH Hygiene Partner with added advantage of Cranberry
- Prevention & treatment of bacterial vaginosis

Lomofen® +

- Quick and Safe antidiarrhoeal
- Encash brand equity of Lomofen
- Snatch the market through switch technique



Specialty Division: Higher sales and prescription in Transplant

Transplant Segment Ranked 1 in ORG

Prescribe the power of 1

Rx Azoran

Azathioprine 50 mg tablets

India's No.1 Azathioprine

Sales grew by 25 % to Rs 28 cr
No 1 brand with 92 % market share.
Change in KDIGO guidelines helped in prescription sales increase.

ImunoTac™

Tacrolimus 0.5mg/1mg Capsules

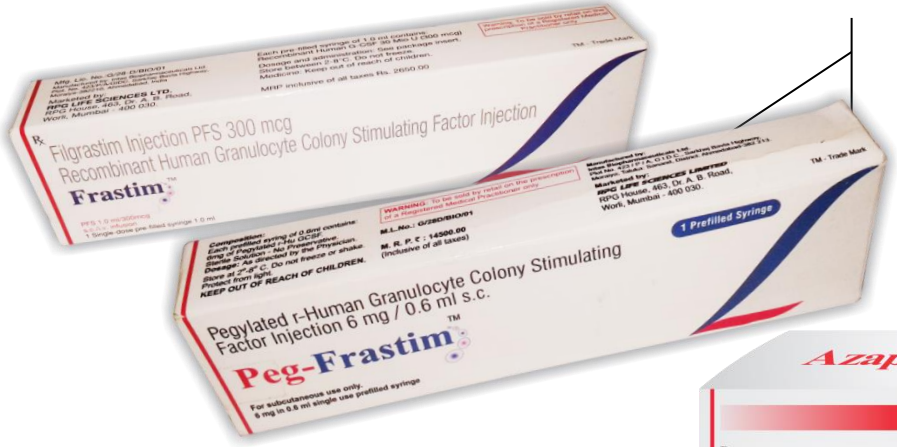
Sales grew by 37 % to Rs 1.5 cr

Mofetyl™

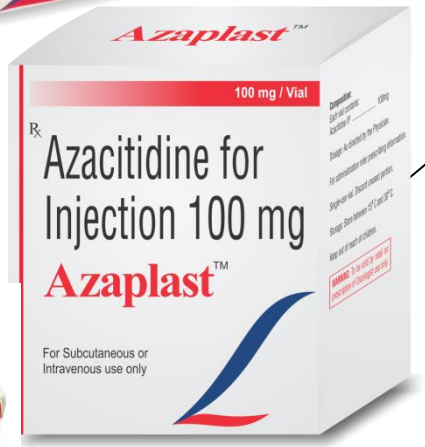
Mycophenolate Mofetil 250 / 500 mg tablets

Sales grew by 38 % to Rs 4 cr

RPG LS: Increase in ONCO Therapy Prescription



- Sales of Frastim and Pegfrastim was Rs.2 Crs
- Patient pool increased by 40



Sales of Azaplast was Rs 0.40 Crs
Patient pool increased by 100

Sales of Arpimune was Rs 0.50 Crs
Patient pool increased by 200

Way Forward: Specialty Division

Vision to be a dominate player in speciality, through product differentiation and patient service

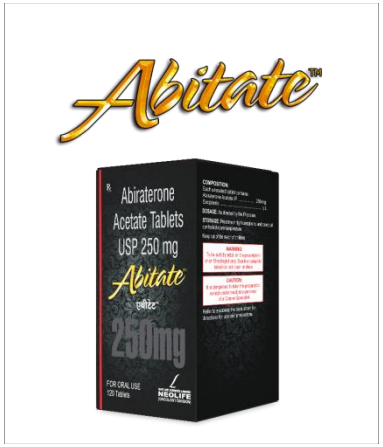
Revamp the Transplant portfolio with Targeted Therapy MaB (Mono Clonal Anti –Bodies) with In Licensing partners

Augment the Dialysis Portfolio with Bio similar Darbapoietin. In talks with Indian manufacturer

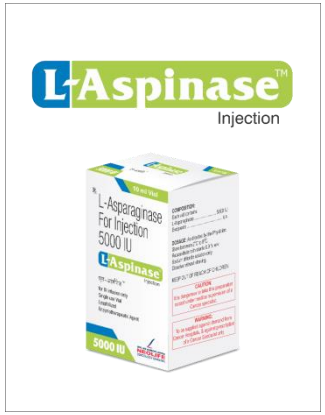
Relook to launch new Delivery mechanism with old molecules to create better patient compliance and better bioavailability

Connect and communicate to patients through a digital platform for better and enhanced patient care

RPGLS Specialty new product launches FY 17



SOLID TUMOR



HEMATOLOGY

SUPPORTIVE THERAPY

Anti Fungal

Rituximab

MAB's

Darbepoetin

Anaemia

Cosmo-dermatology focused Glodiance Division planned

RPGLS launching two research based products in Indian Cosmetic market in **July'16.** Product imported from Labo Italy.

CRESCINA

Therapy : Hair Re-growth

Highlights:

- Stem cells activated hair regrowth
- 9 patents worldwide
- Supported by international clinical trials

FILLERINA

Therapy : Anti-ageing

Highlights:

- First topical cosmetic fillers
- Swiss Patented
- Customized treatment for all grades of ageing

International Regulated Markets: Product Portfolio

Existing Products

- Azathioprine
- Lamotrigine (Tablet & OD)
- Mycophenolate Mofetil

Products Under Development

- Nicorandil – EUCTD
- Sodium Valproate - EUCTD
- Amlodipine - EUCTD

Regulated Market : Key actions taken in FY 16

Successfully passed customer orders of Apotex and Tillomed which resulted in higher orders from these customers

Received EU GMP certification for F 2 plant

Developed new molecule Nicorandil and tied up with Amneal UK. Received GBP of 150000 from them

Successfully commissioned the Hard gel and Low RH facility which are extension in F2

Way Forward : International Formulations for FY 17

Strengthening leadership position of Azathioprine in global markets

Penetrating more markets for Azathioprine in EU with multiple partners.

Filing new products for registrations in EU and Latin America

ROW – Grow existing business by smart outsourcing

ROW – Increasing Product offering in Nephro and Oncologicals

Table of Contents

RPG Group

RPG LS : Overview, Performance and Strategic Direction

RPG LS : Financials

RPG LS: Financial Performance Q2 and H 1 FY 17 (without Biotech)

Rs crs

Parameter	Q2FY16	Q1 FY17	Q2FY17	QoQ	YoY	H1FY16	H1FY17	YoY
Net Sales	**62.38**	**79.01**	**76.38**	**-3%**	**22.4%**	**124.80**	**155.39**	**25%**
Raw Material	20.41	29.27	28.42	-3%	39.2%	42.71	57.69	35%
Gross margin	**41.97**	**49.74**	**47.96**	**-4%**	**14.3%**	**82.09**	**97.70**	19%
Gross margin %	**67.3%**	**63.0%**	**62.8%**	**(20) bps**	**(450) bps**	**65.8%**	**62.9%**	**(290) bps**
Employee	16.89	17.10	18.69	9%	10.7%	33.66	35.79	6%
Other Expenses	20.49	23.77	24.91	5%	21.6%	39.45	48.69	23%
EBITDA	**5.54**	**10.86**	**6.58**	**-39%**	**18.8%**	**10.76**	**17.43**	**62.0%**
EBITDA %	**8.9%**	**13.7%**	**8.6%**	**(510)bps**	**(30) bps**	**8.6%**	**11.2%**	**260 bps**
Finance Cost	0.75	0.40	0.18	-55%	-76.0%	1.69	0.58	-66%
Depreciation	2.19	2.24	2.37	6%	8.2%	4.31	4.60	7%
Operating PBT	**2.60**	**8.22**	**4.03**	**-51%**	**55.0%**	**4.76**	**12.25**	**157%**
Exceptional Income	-		7.38		-	-	7.38	
Non-Operating income	0.45	0.18	0.18	0%	-60.0%	0.73	0.36	-51%
PBT	**3.05**	**8.40**	**11.59**	38%	**280.0%**	**5.49**	**19.99**	**264%**

RPG LS: Financial Performance Q2 and H 1 FY 17

Rs crs

Parameter	Q2FY16	Q1 FY17	Q2FY17	QoQ	YoY	H1FY16	H1FY17	YoY
Net Sales	**67.20**	**85.23**	**76.38**	**-10%**	**13.7%**	**133.70**	**161.61**	**21%**
Raw Material	22.44	30.70	28.36	(0.08)	26.4%	46.22	59.06	28%
Gross margin	**44.76**	**54.53**	**48.02**	**-12%**	**7.3%**	**87.48**	**102.55**	17%
Gross margin %	**66.6%**	**64.0%**	**62.9%**	**(110) bps**	**(370) bps**	**65.4%**	**63.5%**	**(190) bps**
Employee	17.97	18.19	18.63	2%	3.7%	35.74	36.82	3%
Other Expenses	22.52	25.77	24.94	-3%	10.7%	43.06	50.71	18%
EBITDA	**5.48**	**12.77**	**6.67**	**-48%**	**21.7%**	**10.83**	**19.44**	**79.5%**
EBITDA %	**8.2%**	**15.0%**	**8.7%**	**(630)bps**	**50 bps**	**8.1%**	**12.0%**	**390 bps**
Finance Cost	0.75	0.40	0.18	-55%	-76.0%	1.69	0.58	-66%
Depreciation	2.62	2.68	2.39	-11%	-8.8%	5.17	5.07	-2%
Operating PBT	**2.11**	**9.69**	**4.10**	**-58%**	**94.3%**	**3.97**	**13.79**	**247%**
Exceptional Income	-		7.38		-	-	7.38	
Non-Operating income	0.45	0.18	0.18	0%	-60.0%	0.73	0.36	-51%
PBT	**2.56**	**9.87**	**11.66**	18%	**355.5%**	**4.70**	**21.53**	**358%**
PAT	**2.56**	**9.87**	**10.25**	4%	**300.4%**	**4.70**	**20.12**	**328%**

THANK YOU