

**November 15, 2024**

To,

**NATIONAL STOCK EXCHANGE OF INDIA LIMITED,**  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G Block, Bandra-Kurla Complex,  
Bandra (East), Mumbai 400 051

**SYMBOL: REMUS**

Dear Sir/Madam,

**Sub: Compliance under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 –Investor Presentation**

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and our intimation dated November 11, 2024, we enclose herewith the Investor Presentation for HI FY25.

The aforesaid information is also being hosted on the Company's website at [www.remuspharma.com](http://www.remuspharma.com).

This is for your information and records.

**Thanking you**  
**Yours Sincerely,**  
**For, Remus Pharmaceuticals Limited**

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**Deval Patel**  
**Company Secretary & Compliance Officer**  
**Membership No.: A60090**

**Encl.: As Above**

## **Remus Pharmaceuticals Limited**

**REGISTERED OFFICE:** 1101 to 1103, South Tower, One42, B/H Ashok Vatika, Nr. Jayantilal Park BRTS,  
Ambli Bopal Road, Ahmedabad-380054, Gujarat, India.  
P: 079 2999 9857

E. [remus@remuspharma.com](mailto:remus@remuspharma.com) | W. [www.remuspharma.com](http://www.remuspharma.com)  
GST NO: 24AAHCR4771P2ZQ | CIN NO: L24232GJ2015PLC084536

# Investor Presentation

**H1 FY 2025**

We believe in creating a positive  
difference in people's lives.

This presentation is to provide the general background information about the Company's activities as on September 30, 2024. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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Certain statements in this presentation may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

Financial numbers are mentioned as on 30<sup>th</sup> September, 2024. Other data is as on date.

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# Group Structure

# Group Structure



Remus Pharmaceuticals Limited



Relius Pharma SRL  
(Bolivia)

(99% held by Remus)



Relius Pharmaceuticals Limitada  
(Guatemala)

(99% held by Remus)



ESPEE Global Holdings LLC  
(USA)

(56.67% held by Remus)



## Comprehensive Pharmaceutical Solution

- Remus specializes in the **Complex Specialty and Niche Products Branding, Marketing and Distribution of approved finished formulations** in various countries



## Expanding Portfolio

- A growing portfolio of **580+ registered products, 550+ MOH submitted/under evaluation & 750+ dossiers prepared** for registration of products in major geographies
- Aiming for **2000 new filings** in the next **3 years**



## Global Reach

- With the focus in the **semi-regulated** market, we have a strong presence in Latin America, CIS, Africa and the South East Asia countries



## Expanding Market Reach

- Working with channel partners to participate in **large government & institutional tenders** and **strategic partnership with dominant organizations for private markets**
- Signed **multi-country agreements** for biosimilars
- **Special focus** on **stringent countries** like Mexico and East Europe



- **Strategic Positioning:** Relius, as a brand, enhances last-mile distribution, ensuring direct reach to consumers, with a differentiated product portfolio
- **D2C & Pharmacy Channels:** By utilizing both direct-to-consumer (D2C) and pharmacy supply channels, we are enhancing convenience and accessibility for our customers
- **Commitment to Safety & Efficacy:** Our approach prioritizes the highest standards of safety and efficacy for the benefit of end users
- **Brand Strengthening:** Relius Pharma is focused on building and reinforcing its brand presence in the market
- **Trademark Registration:** As part of our brand strategy, Relius is securing trademark and product registration
- **Geographical Expansion:** Strategic expansion planned starting with Bolivia and will be extended to Guatemala and other Latin American countries
- **Government and institution tie ups:** Participation in National Tenders, leveraging competitive pricing and strategic opportunities to win large contracts and hospital supplies



- Espee is a US based WDD service provider that provide supports to innovators, multinational generic manufacturers, **CMOs, Biopharmaceutical companies, CROs, and government bodies** and various other entities in more than **25 countries** across 6 continents.
- Our primary focus is to provide Finished Pharmaceutical products and services for **R&D, clinical trials, and bioequivalence studies**
- We have **FDA approved warehouse** and best in class storage facilities

## We provide services to the following



World leader generic pharma companies



Innovators working on generic/  
505B2 opportunities



CDMO and Other contract services



Global institutions and Research centres



Clinical Trial service provider



# The Board



# Board of Directors



**Mr. Arpit Shah**  
Managing Director



**Mr. Swapnil Shah**  
Chairman & Whole-time Director



**Ms. Roma Shah**  
Whole-time Director



**Ms. Anar Shah**  
Whole-time Director



**Mr. Vishrut Pathak**  
Non-Executive Independent Director



**Ms. Sanjana Shah**  
Non-Executive Independent Director



**Mr. Balwant Purohit**  
Non-Executive Independent Director

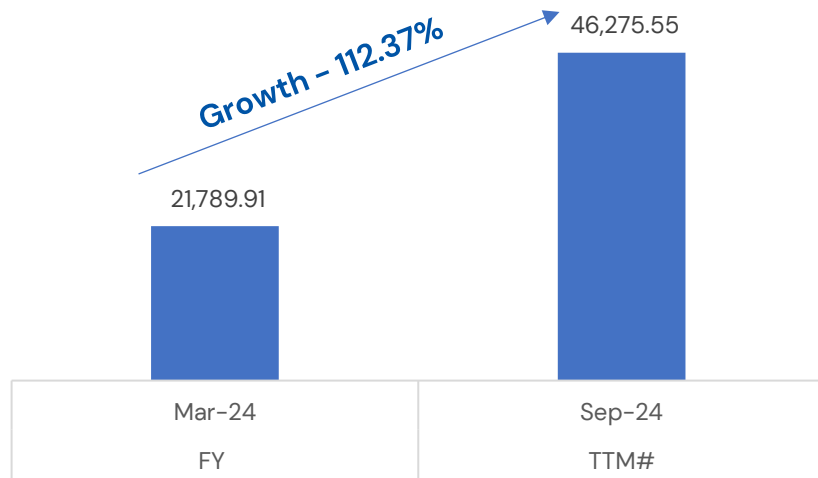
# Financial Highlights



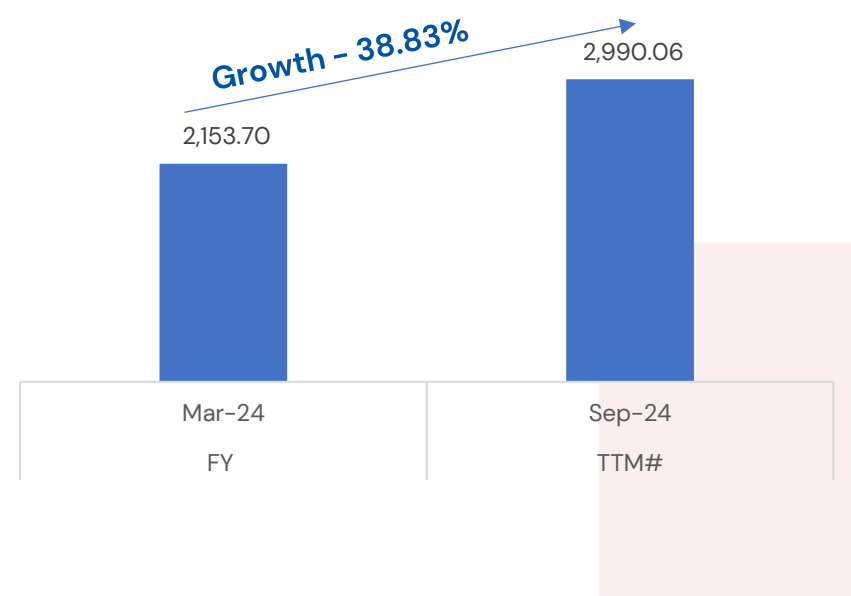
# Financial Highlights

INR in Lakhs

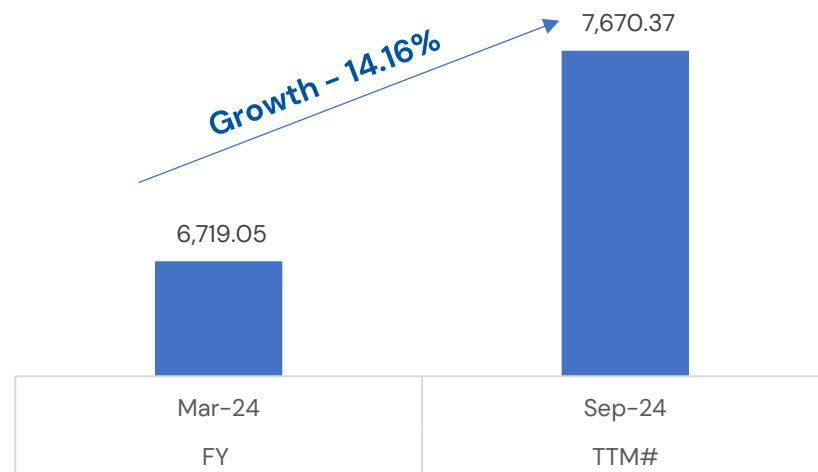
## Total Revenue - Consolidated



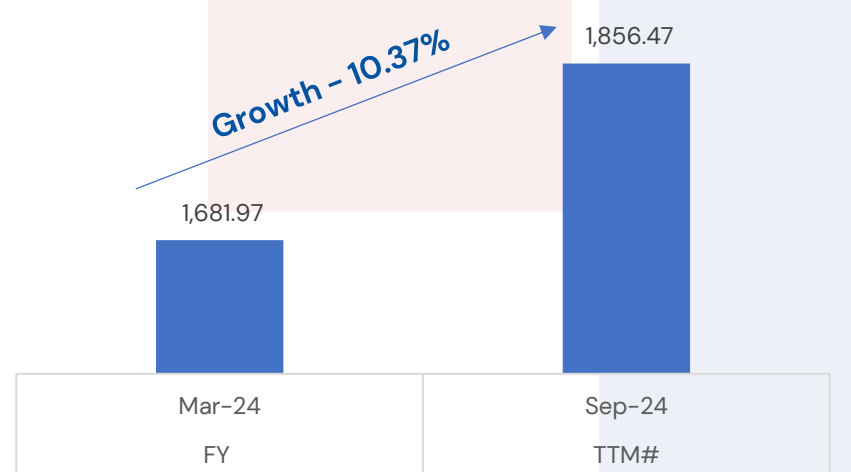
## PAT - Consolidated



## Total Revenue - Standalone

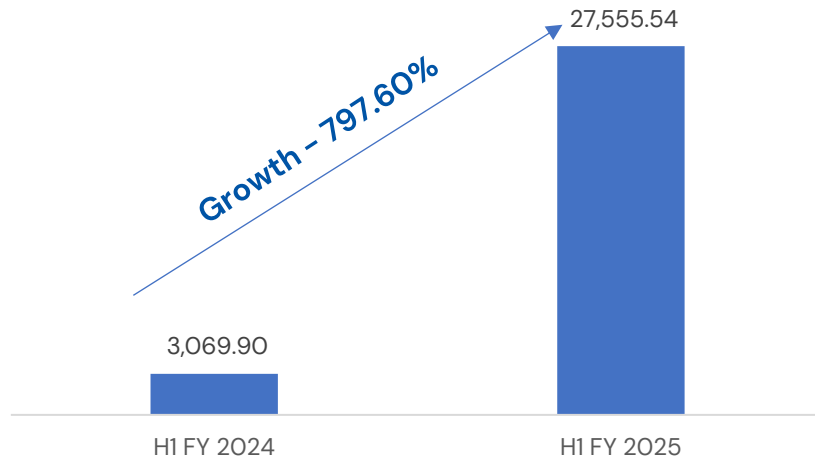


## PAT - Standalone

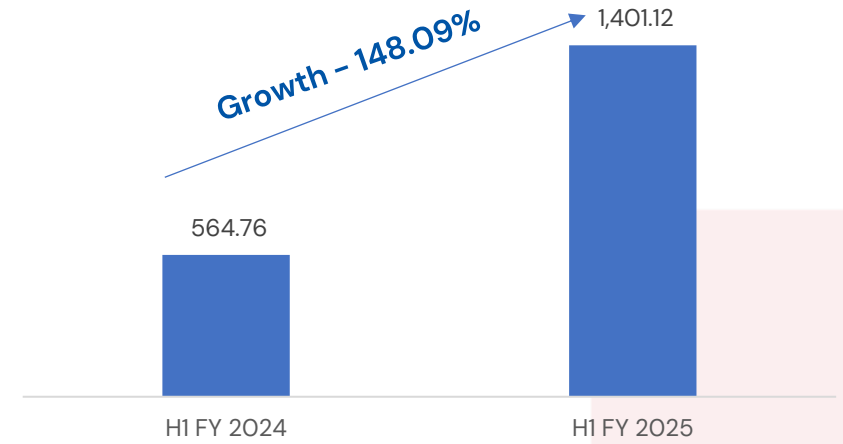


# Financial Highlights

## Total Revenue – Consolidated

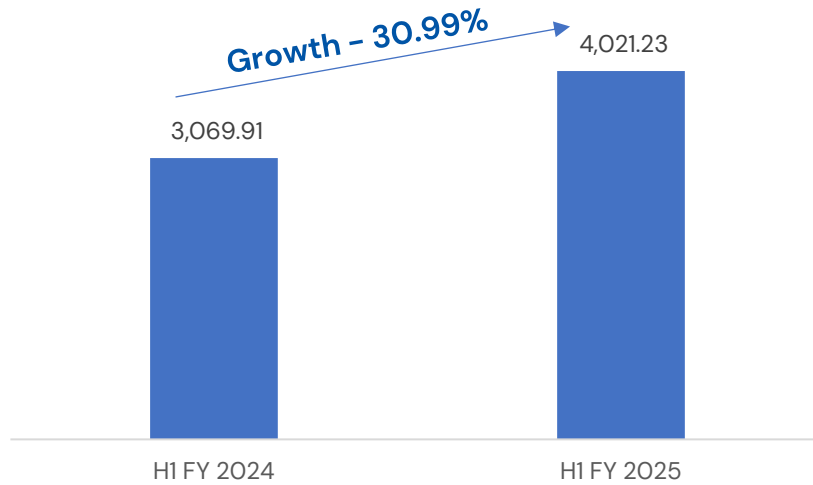


## PAT – Consolidated

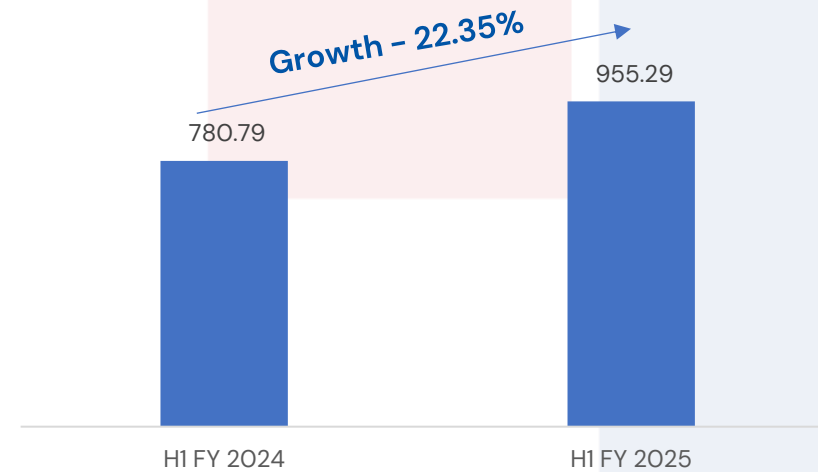


INR in Lakhs

## Total Revenue – Standalone

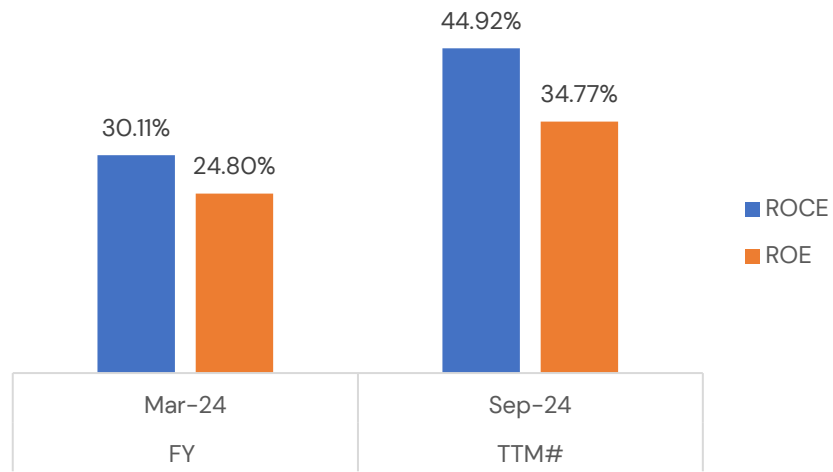


## PAT – Standalone

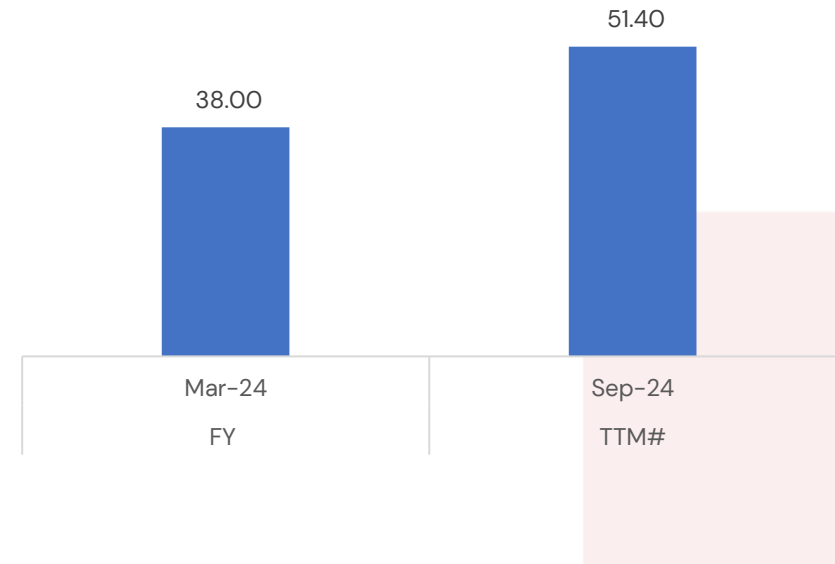


# Financial Highlights

## ROCE & ROE - Consolidated

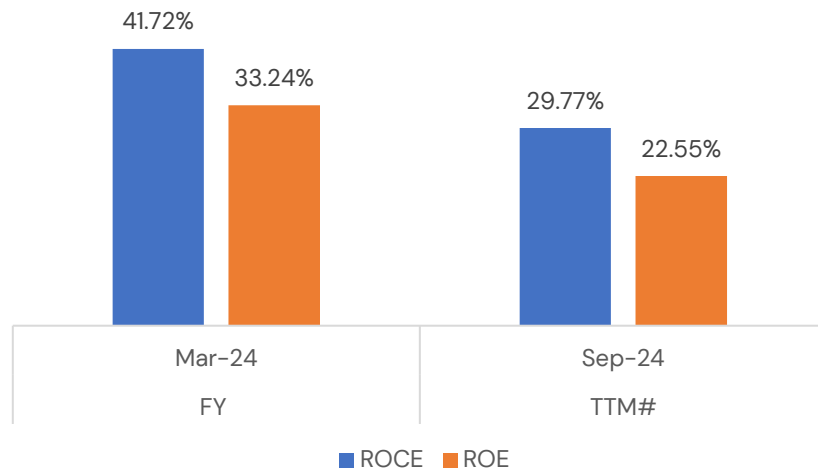


## EPS - Consolidated

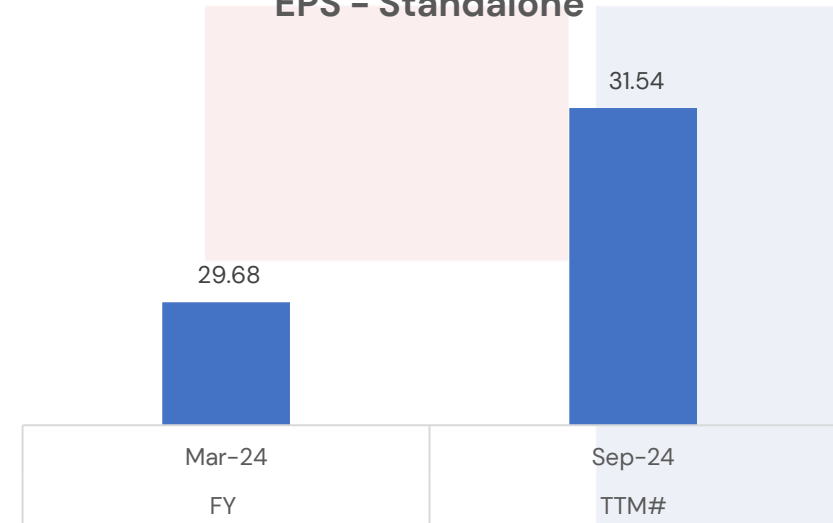


INR in Lakhs

## ROCE & ROE - Standalone



## EPS - Standalone



# Business Highlights



# Our Products



Tablets



Capsules



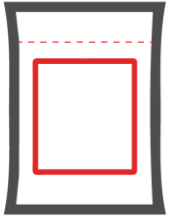
Injections  
(liquid & lyophilized,  
pre-filled syringes)



Ophthalmic



Liquid Orals



Sachets



Soft Gel  
Capsules



Ointments,  
Creams &  
Gels



Powder for  
Injections



Inhalers &  
Sprays

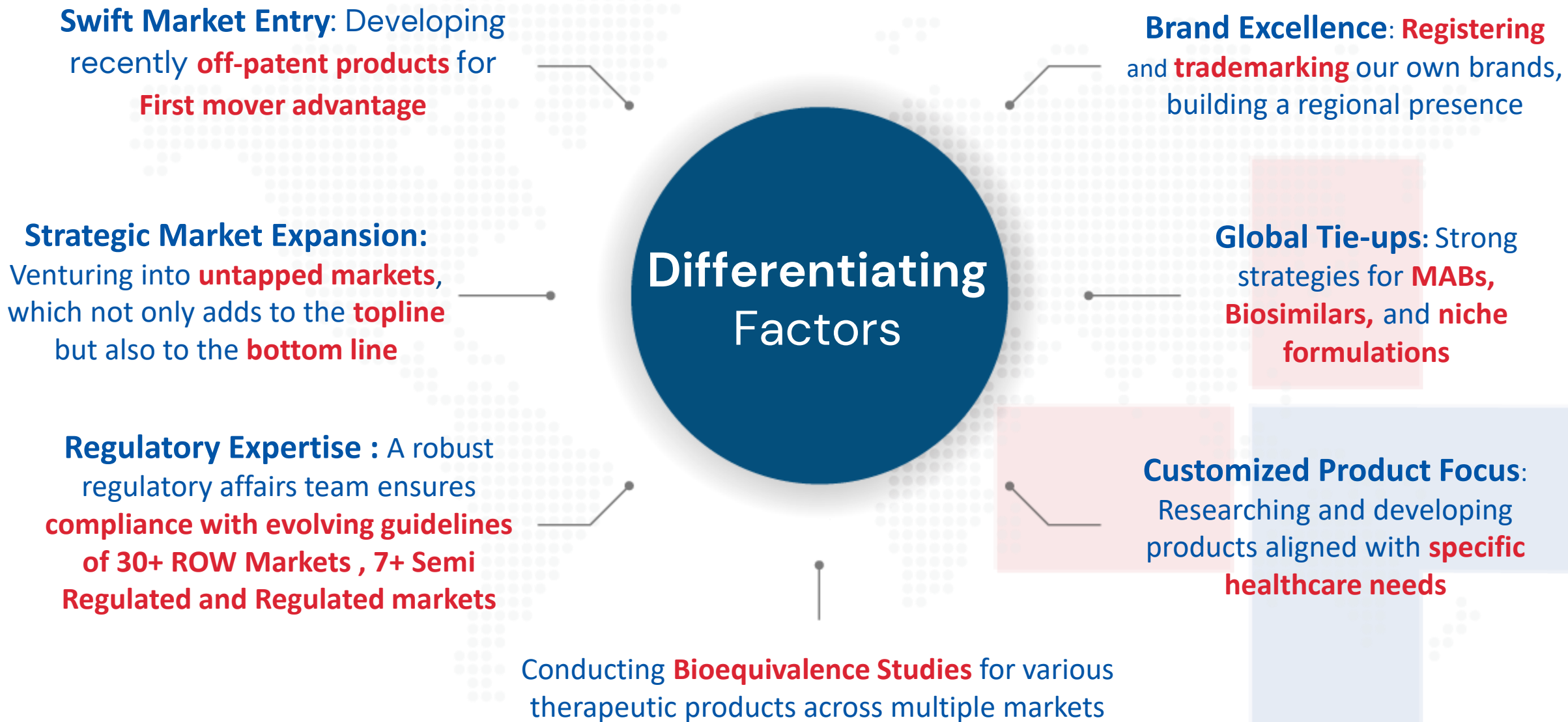


Biosimilars



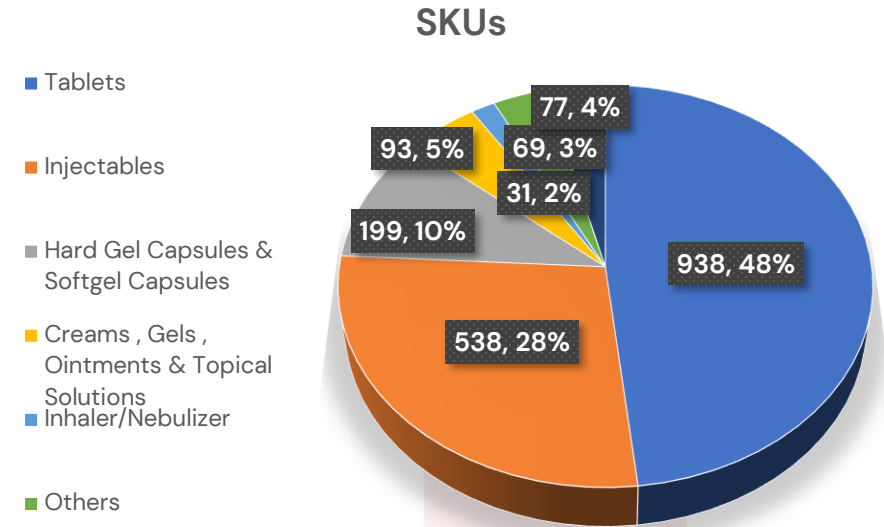
Oncology



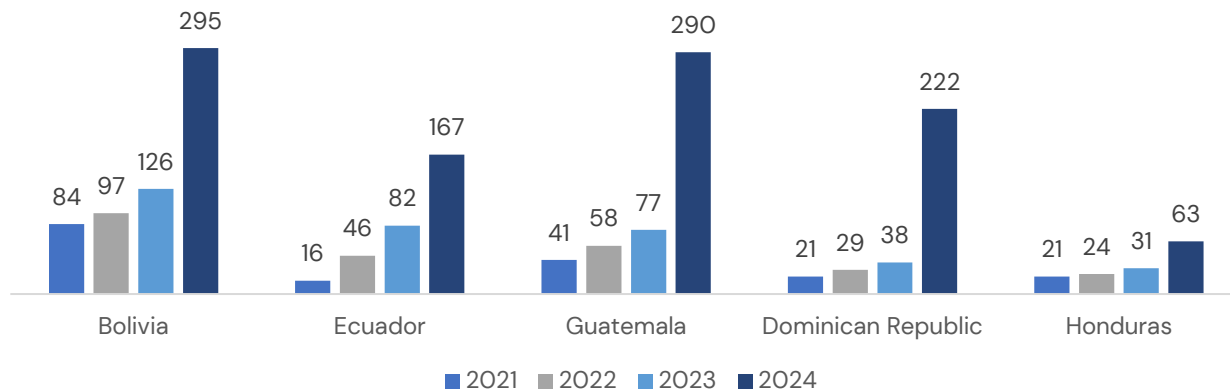


# Performance Highlights

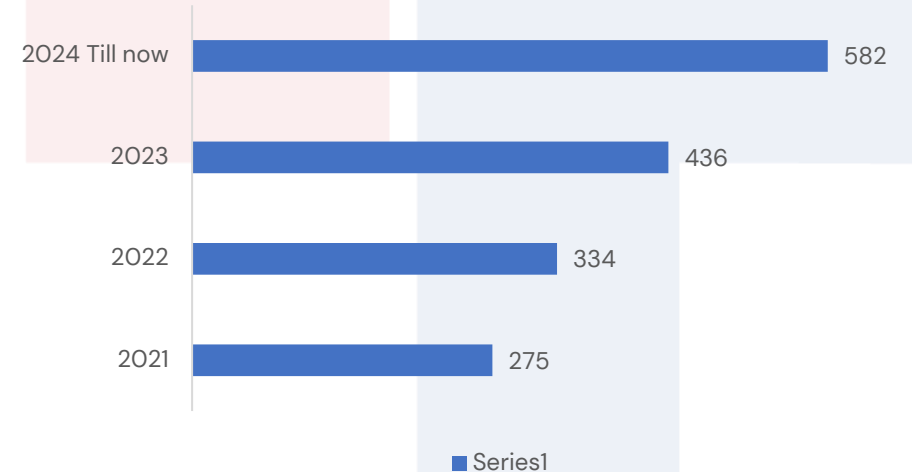
Dosage Form	SKUs (Nov-24)
Tablets	938
Injectables	538
Hard Gel Capsules & Softgel Capsules	199
Creams , Gels , Ointments & Topical Solutions	93
Inhaler/Nebulizers	31
Others	69
Syrups & Oral Suspensions	77
<b>Total</b>	<b>1945</b>



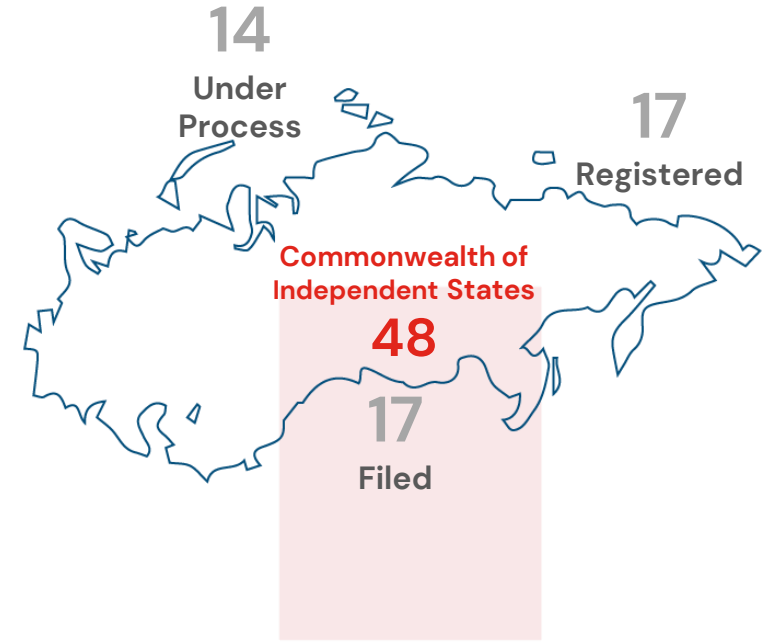
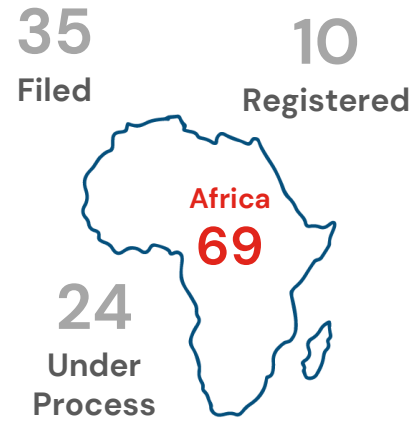
## Top countries Growth



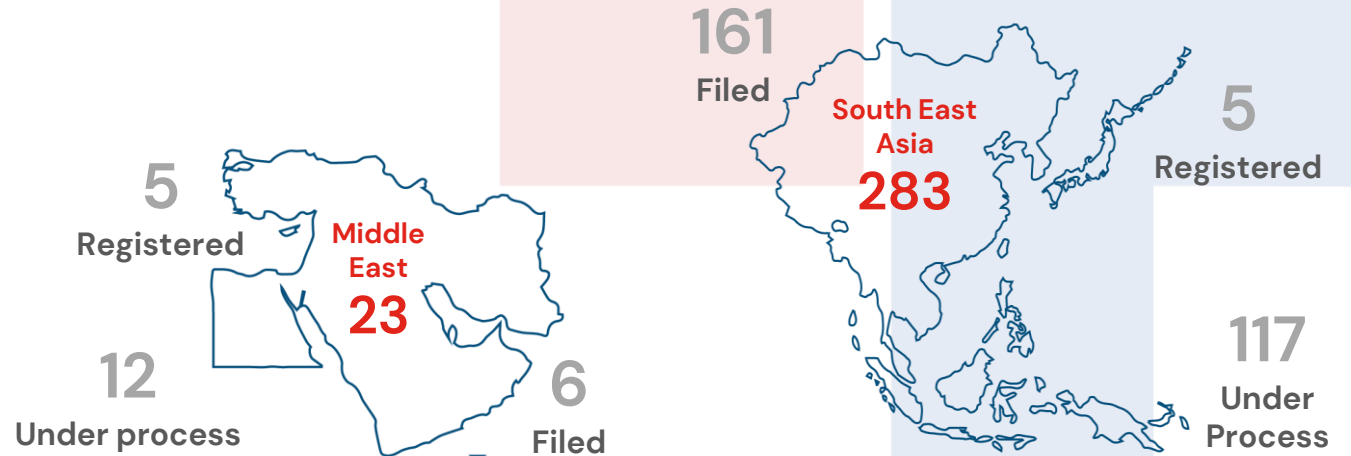
## Registered Products



# Global Reach



**Total 1925+**



**Global Trademark Expansion:** Established strong brand presence with 170 products trademarked globally

**Eastern Europe Growth:** Entered the Balkan region with critical care products in tenders, submitted over 5 dossiers to strengthen market position in 2024

**El Salvador Market Entry:** Successfully entered El Salvador, winning national tenders for 6+ products in the first year

**Peru Market Expansion:** Triggered Peru DIGEMID Inspection and filed 75+ products to strategically expand in Peru

**Bolivia Relius Brand Growth:** Expanded the Relius brand in Bolivia by filing 150+ products

**Product Launches in Bolivia (2023–2024):** Launched 50 new products in Bolivia to expand market reach under our own brands

**Tender Success in Oncology and Orphan Drugs:** Secured significant tenders, showcasing expertise in these specialized markets.

**Private Market Expansion in Costa Rica and Georgia:** Established new private market business in Costa Rica and Georgia to broaden the presence.

**Venezuela Market Milestone:** Achieved 115+ commercialized products in the Venezuelan market.

**Oncology Product Approvals:** Secured approvals for 15+ oncology products with commercialization set for Q4.

**Saudi Arabia Business Initiation:** Initiated business in Saudi Arabia with multiple filings through different strategic partners in Q3–2024

## Expert Regulatory Affairs Team

A highly skilled team of 30+ professionals, each specializing in key regions and complex products, including Oncology, Biosimilars, and Monoclonal Antibodies (MAB).

## Dossier Submission Excellence

Submitting 50+ dossiers monthly, with strong compliance to country-specific regulations.

## Bioequivalence, Clinical, and Non-Clinical Research:

Performing bioequivalence and clinical studies for compliance, and preparing non-clinical research to meet regulatory standards.

## Dynamic & Adaptive Team

Young professionals driving innovation and complex molecule development to meet global market demands.

## Timely & Strategic Assessment

Conducting up-to-date studies to ensure products are market-ready and strategically aligned.

## Quality Assurance & Control

Multi-step quality checks including IPQC, Batch Testing, Stability and Visual Inspections, Lab Testing, and Packaging Integrity to ensure safety and compliance.

**20+ Analytical Researchers** excelling in method development, Analytical Method Validation (AMV), and method transfer for **Chromatography, Spectroscopy, and Dissolution techniques.**

**10+ Packaging and Development Scientists** ensuring cost-effective, secure, and visually appealing primary, secondary, and tertiary packaging materials. **Expertise in customization for Blisters, Strips, Ampoules, Bottles, Sachets,** and various other packaging material types.

**30+ Formulation and Development Researchers** specializing in sustained release, bi-layered oral solids, liposomal injections, fixed-dose combinations, and absorption enhancement techniques, including Tech Transfer proficiency.



Through **market research** and **patent analysis**, we track molecules going **off-patent in the next 5 years**, developing even niche and complex formulations in our R&D facility and pursuing **multi-country registrations.**

**Capacity to formulate 200+ products annually**, encompassing both niche and recently off-patent pharmaceuticals.

A robust **team of 60+ Research Scientists** spearheading innovative pharmaceutical research.



# Our Products





- **National Tender Wins:** Secured national tenders, providing a competitive edge in pricing and opening new opportunities to win large-scale tenders in the market
- **Strategic Partnerships with Pharmacy Chain:** Collaborating with leading pharmacy chains across the countries to enhance market access and improve price competitiveness in the private sectors
- **Engagement with Healthcare Professionals:** Establishing strong connections with top-tier 60+ doctors to gather valuable insights on current market needs, with a focus on launching high-quality molecules that deliver superior health benefits and faster relief to consumers

## Bolivia



Registered 27  
Under Reg. 120

## Guatemala



## Ecuador







## Key Services Management, Regulatory, Storage & Logistics

Fully backward integrated distributors of RLDs  
(Reference Listed Drugs | Innovator Samples).  
One stop solution provider for the entire supply chain

Full Support on Specialty, REMS, Controlled  
Substance & Difficult to Source Products

**Document Support:** COA, COO, SITES certificate,  
batch release certificate, pedigree certificate etc.

**Biosimilars:** Screening of multiple lots/expiry &  
sourcing from different geographical areas. Lot  
rotation & dashboard for product aging

Global dashboard system for full traceability for  
clinical supplies (origin specific)

**Logistic Support:** Distribution of all temperature  
range products (2-8° C / 15-25° C)

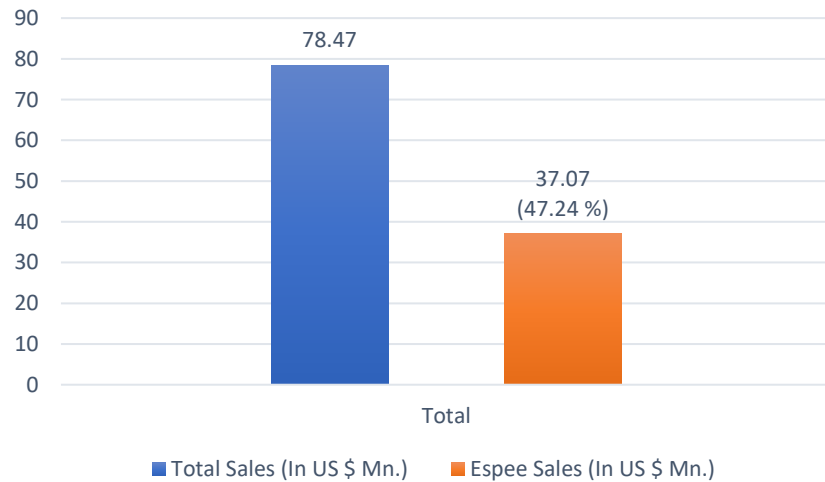
**Trend Analysis:** Behavioral patterns of lot/expiry  
rotations and batch release history

**Regulatory support:** Guidance on CPA (Covered Product  
Authorization), CREATES, Product supply agreement, End  
use declaration & Non-binding agreement

# Market Share Report 2023

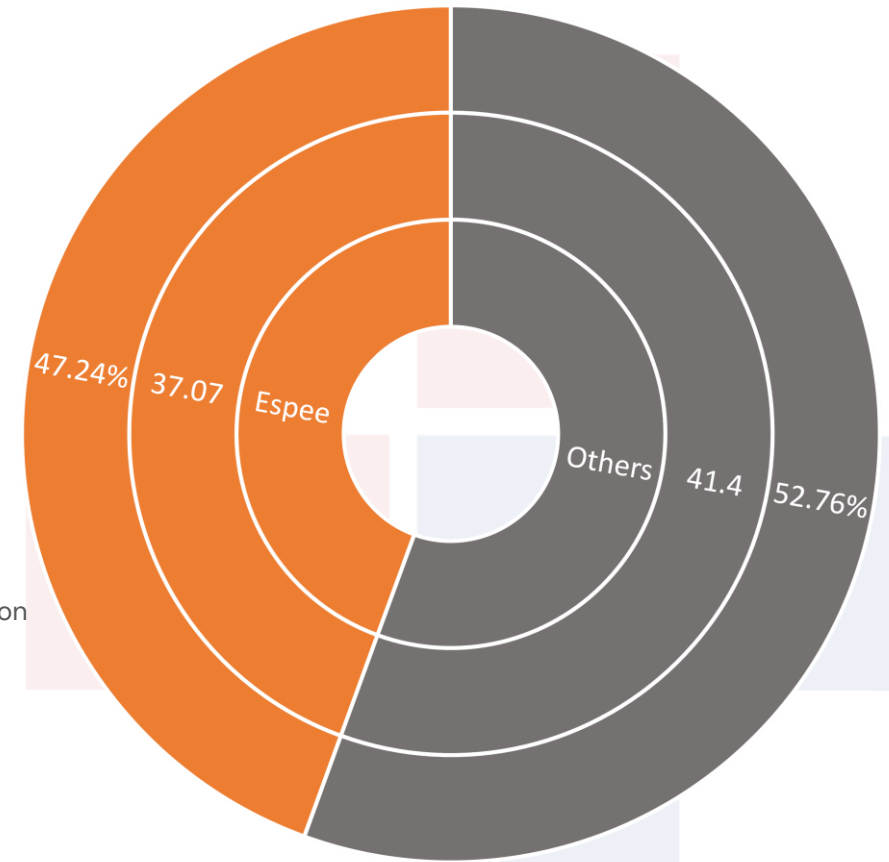
Years	# Invoices Shipped	Sales (Invoicing)	% Growth
2020-2021	1760	US \$ 43.42	44%
2021-2022	2105	US \$ 47.19	9%
2022-2023	1905	US \$ 47.76	1%
2023-2024	1728	US \$ 55.9	17%

Comparison of Import of Reference products in India 2023



Graphical Representation

Total Import of Reference Products in India in 2023: (US \$78.47 Mn.)





# Milestones



# Milestones

Initiated the export of finished formulations and began marketing efforts to introduce Remus as a competitive player in the global pharmaceutical market

**2015**

**Business Consolidation**

**2017–2019**

**Collaboration & Partnership Building**

Established strategic partnerships with leading multinational pharmaceutical companies to boost brand credibility and enhance product distribution

Initiated a focused presence in select international markets, building a foundation for increased market penetration

**2022**

**Strategic Market Presence**

**2023**

**Subsidiary Expansion**

- Successfully incorporated subsidiaries in Bolivia and Guatemala
- Created a subsidiary in Ecuador to establish strategic presence of Relius

- **Acquired Espee USA**
- **LATAM Expansion:** Continue incorporating subsidiaries in additional LATAM countries to deepen regional influence
- **Partnership Network:** Build a strong network of partnerships with local distributors and pharmaceutical firms.
- **New Market Growth:** Pursue strategic alliances and joint ventures in new regions, prioritizing long-term market sustainability

**2024**

and Beyond

**Strengthening LATAM Presence and Exploring New Markets**

**Registered Office**

1101 to 1103, South Tower, One 42,  
B/H Ashok Vatika, Nr. Jayantilal Park BRTS,  
Ambli –Bopal Road, Ahmedabad,  
Gujarat, India, 380054

**CIN**

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**ISIN**

INE005T01011

 **NSE** : REMUS

**Thank You**