

January 28, 2026

To,

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 Sirs,

**Sub: Investor Presentation - Financial Results**

In furtherance to our letter dated January 27, 2026 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a revised Investor Presentation with respect to Unaudited Financial Results of the Company for the quarter ended December 31, 2025.

Kindly take the above on record.

Thanking you,

Yours faithfully,  
For RPG Life Sciences Limited

Rajesh Shirambekar  
Head – Legal & Company Secretary

Encl: as above

# 9M FY26 Performance

RPG Life Sciences

Investors' Presentation

# 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

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

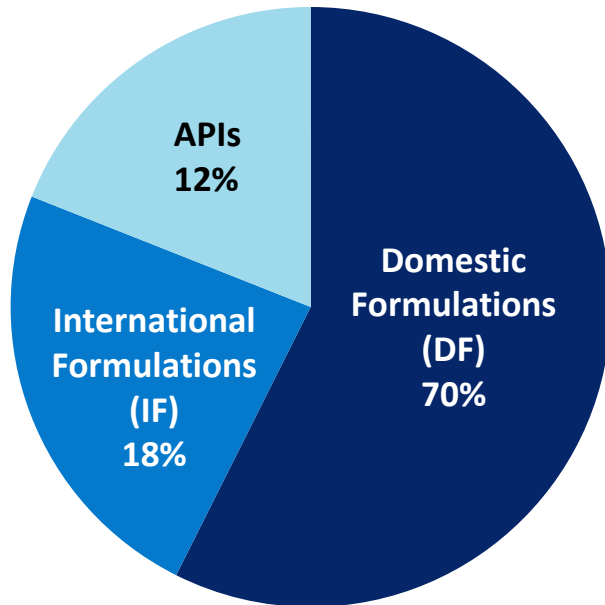


HARRISONS MALAYALAM LIMITED

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



















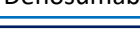














**3** Manufacturing Facilities

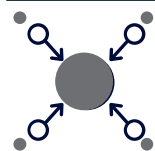


**1300+** Employees



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

Key Therapies	DF Key Products				
	<u>Legacy Portfolio</u>		<u>New Portfolio</u>		
Nephrology	<u>Immunosuppressants</u>   Azathioprine   Mycophenolate Mofetil   Cyclosporine   Tacrolimus	<u>Textbook Brands</u>   Azathioprine   Spironolactone   Diphenoxylate HCl   Naproxen   Haloperidol   Disopyramide Phosphate	<u>Specialty</u>   Trastuzumab   Adalimumab   Bevacizumab   Rituximab   Tofacitinib   Ferric Carboxymaltose Injection   Denosumab	<u>Chronic</u>   Sacubitril+ Valsartan   Vildagliptin   Teneligliptin   Dapagliflozin   Solifenacin   More Smart...More Efficient!	<u>Life Cycle Management (Existing Products)</u>   Azathioprine 75 mg Tablets   Spironolactone 50 mg + Furosemide 20 mg Tablets   Spironolactone 50mg + Furosemide 20mg   Naproxen Sodium Tablet USP 275 mg / 550 mg   Naproxen Sodium Tablet USP 275 mg / 550 mg   Sumatriptan & Naproxen Sodium Tablets   Risperidone 1 mg Tablets   Alprazolam 500 mg and Simethicone 25 mg Oral Suspension 15 ml



## 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

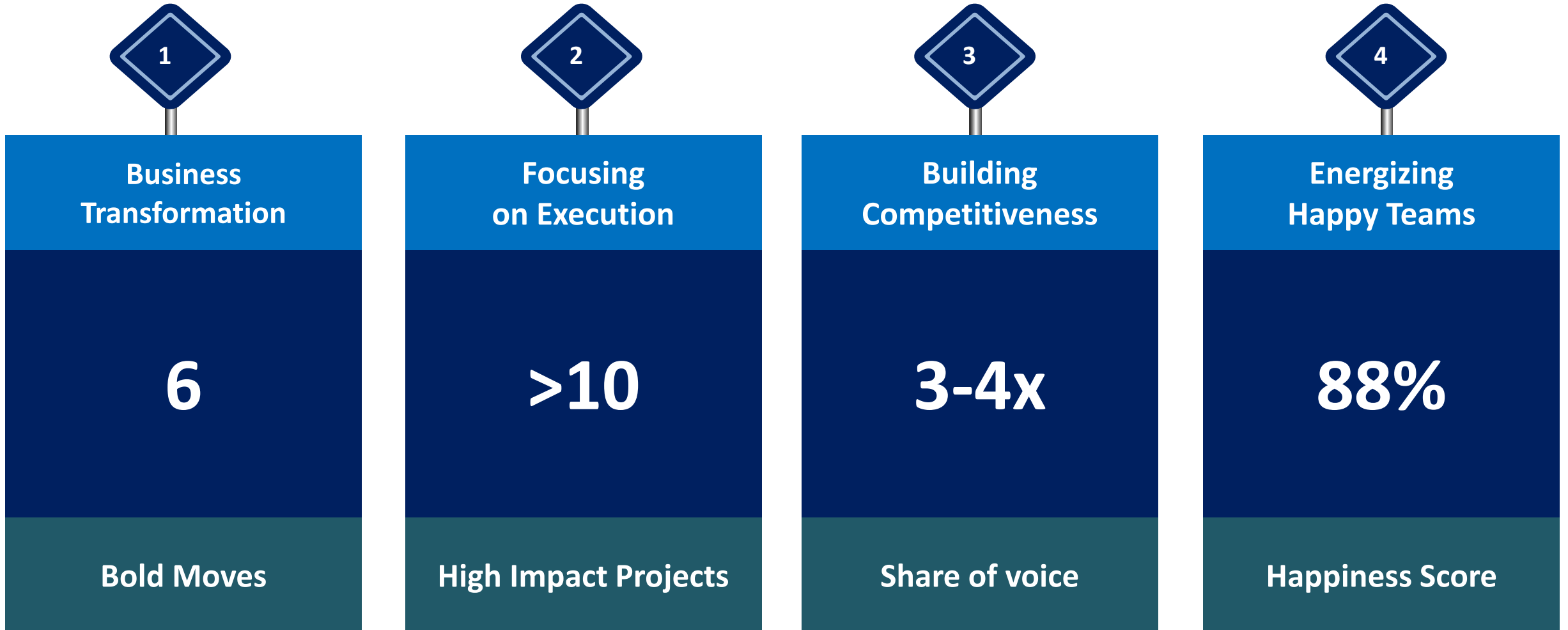
Quinfamide, Azathioprine, Haloperidol, Risperidone, Propantheline Bromide, Nicorandil, Pantoprazole and so on

A modern, multi-story building with a large glass facade. The building is identified by a sign on the upper left that reads "RPG LIFE SCIENCES" in blue and red letters, accompanied by a stylized logo. The glass reflects the surrounding greenery and sky. In the foreground, there is a landscaped area with green plants and a white, curved architectural element. A parking lot with several cars is visible in the background.

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# Business Operations

# Building a Strong-Consistent-Profitable Business





# 1 Business Transformation

## **Bold Move 1**

**Galvanizing Organization to an “Inspiring Purpose”: Framing and embedding in the organisation**

## **Bold Move 2**

**“Small Brands” to Building “Mega Brand of 100 cr +; future 500 cr OTC”: Naprosyn**

## **Bold Move 3**

**“Small Product” to Building “Mega Rx Portfolio of 100 cr +; Potential 200 cr” : Immunosuppressants**

## **Bold Move 4**

**“Small API” segment to Building “Formidable API Business”: Manthan**

## **Bold Move 5**

**Predominant “Domestic Play” to “Expanded Global Play” : Capex infusion ~140 cr**

## **Bold Move 6**

**“Operations” Focus to “Sustainable Operations” Focus: ESG**

**Multiple Projects targeted to transform business: ↓ Costs, ↑ Quality, ↑ 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**

## RPG Serv: ↑ Customer Coverage, ↑ SoV, ↑ Engagement



Current doctor reach of 1 Lakh+ doctors pan-India

## Smart Life cycle Management

Brands	New Combination	New Indication	New Patient Segment	New Dosage form	New Strength	New Customer/ Geography
<b>Naprosyn</b>	✓	✓	✓	✓		✓
<b>Tricaine</b>			✓	✓		✓
<b>Aldactone</b>	✓	✓	✓			✓
<b>Serenace</b>						✓
<b>Lomotil</b>						✓
<b>Lomofen +</b>	✓		✓	✓		✓
<b>Azoran</b>		✓	✓		✓	✓
<b>ROMILAST</b>	✓			✓		✓

# Energizing Happy Teams: Happiness Framework

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



A modern, multi-story building with a large glass facade. The building is identified by a logo and text on its upper left side. The glass reflects the surrounding greenery and sky. In the foreground, there is a landscaped area with green plants and a small white structure with a logo. Several cars are parked in a lot in front of the building.

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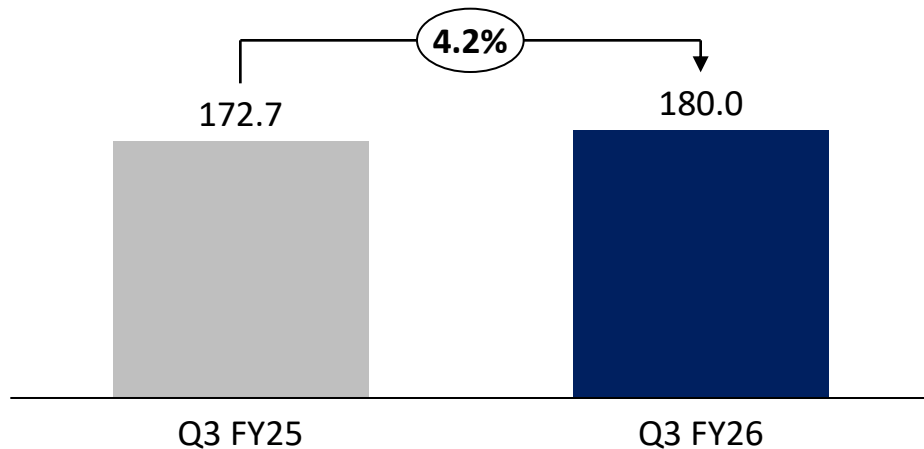
# Financial Performance

# Q3 FY26 versus Q3 FY25 Financial Performance

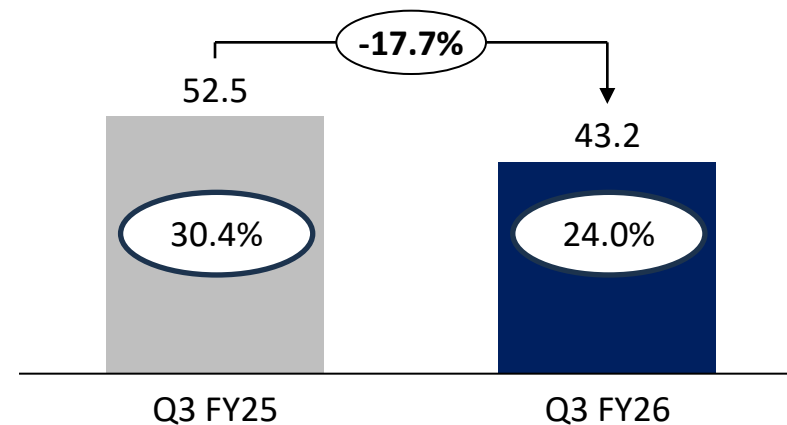
(All figures in Rs. Crores)

Figures in circle are Margins

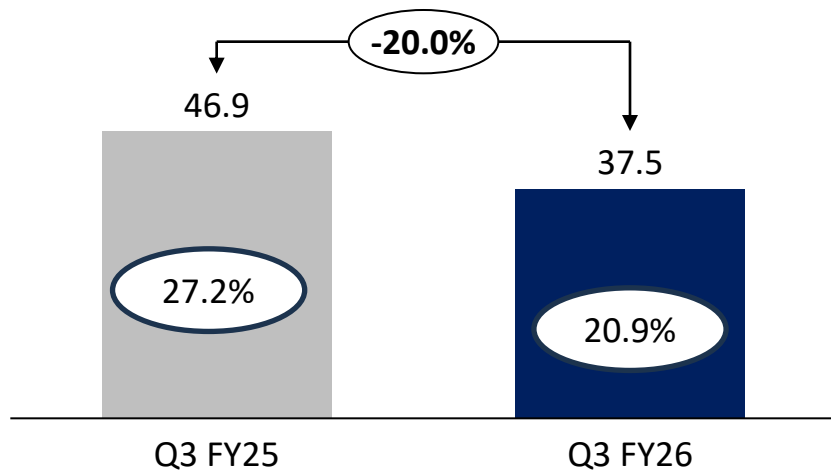
## Revenue from Operations



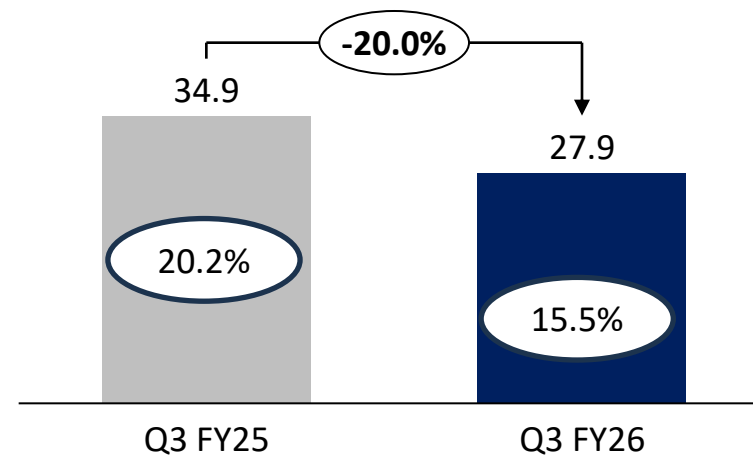
## EBITDA & EBITDA Margin



## PBT & PBT Margin (excluding exceptional items)



## PAT & PAT Margin (excluding exceptional items)

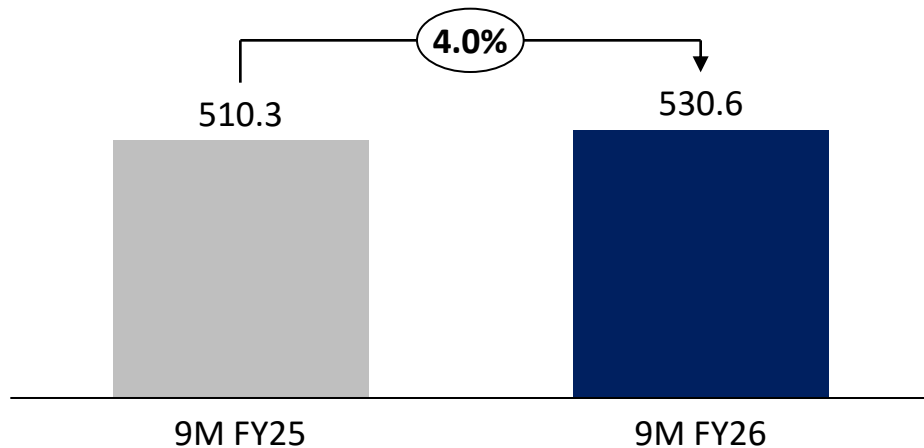


# 9M FY26 versus 9M FY25 Financial Performance

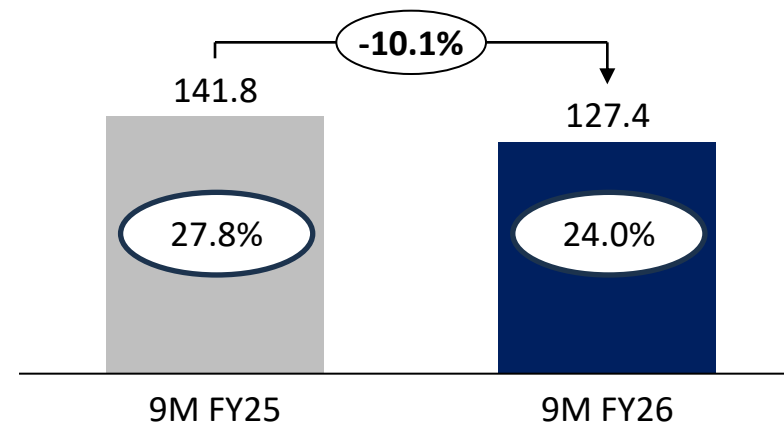
(All figures in Rs. Crores)

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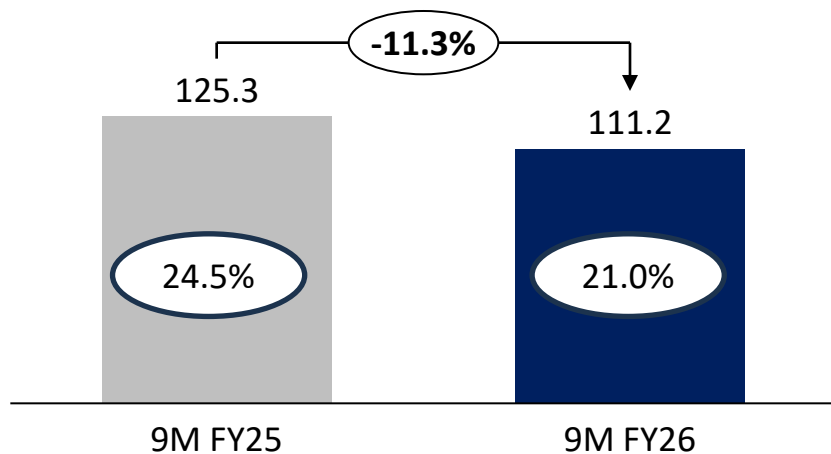
## Revenue from Operations



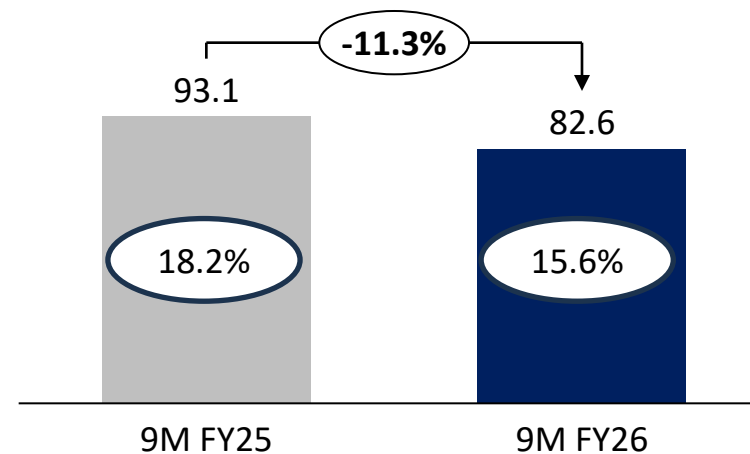
## EBITDA & EBITDA Margin



## PBT & PBT Margin (excluding exceptional items)

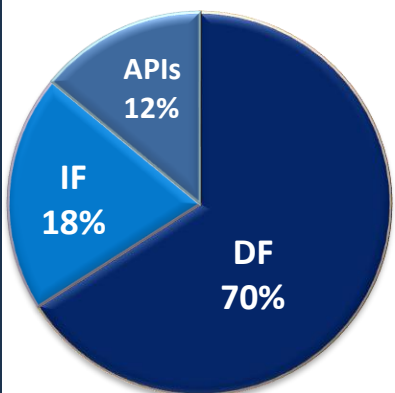


## PAT & PAT Margin (excluding exceptional items)



# 9M FY26: Business Segment-wise Performance

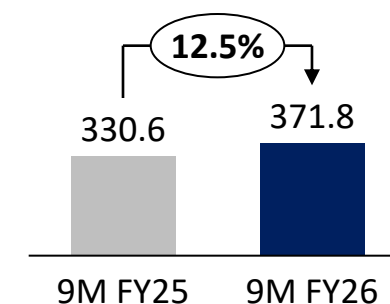
## Business Segments



### Domestic Formulations (DF)

#### Domestic Formulations contributed 70% to total sales of Q3 FY26

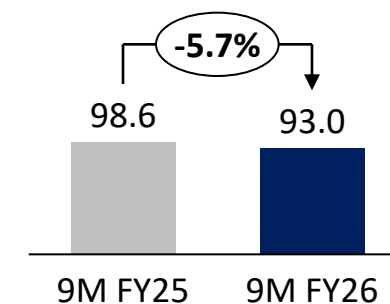
- Continue to deliver market beating growth
- New products contribution improving consistently on account of new launches in specialty & chronic segments
- Salesforce productivity consistently improving (currently >6.5 lakhs)
- Business driven by 5 Pillar strategy



### International Formulations (IF)

#### International Formulations contributed 18% to total sales of Q3 FY26

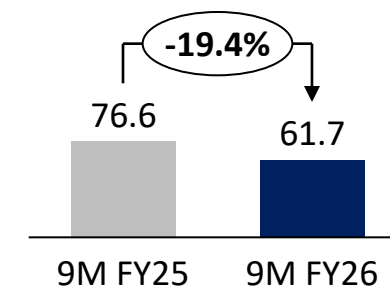
- New Products/Customers/Markets contribution continues to improve
- Business driven by 4 Pillar strategy



### API

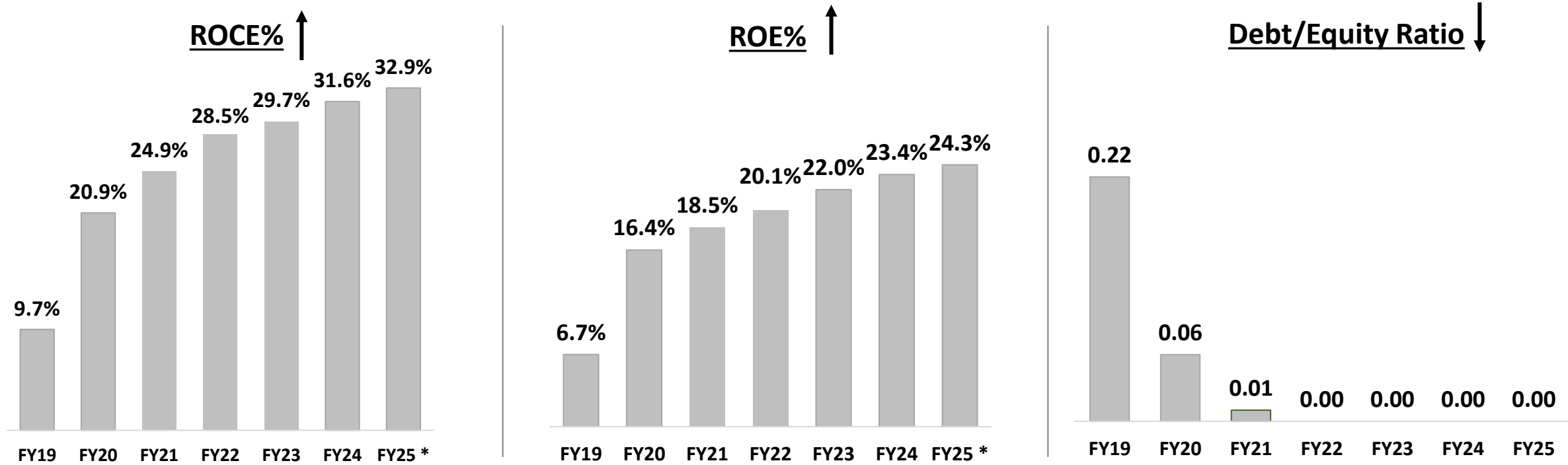
#### API contributed 12% to total sales of Q3 FY26

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





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



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%

# RPG Life Sciences ICRA Rating Reaffirmation in FY25

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

## Improvements recorded in ICRA Rating

- 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

## Business 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 coverage among top specialists: cardiologists, diabetologists, urologists, nephrologists, rheumatologists, oncologists.

## Business 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 operating expenses, optimizing manufacturing operations, maintaining sales hygiene, & focusing on a profitable product mix.



# International Formulations (IF) Business: Overview & Strategy

## Business Overview



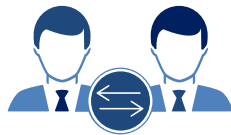
### Global Reach

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.

## Business 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.

## Business Strategy

### 3 Pillars of Strategic 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.

A photograph of a modern, multi-story building with a large glass facade. The building is identified by a sign on the upper left that reads "RPG LIFE SCIENCES" in blue and red letters, accompanied by a stylized logo. The glass reflects the surrounding greenery and sky. In the foreground, there is a landscaped area with green plants and a white, curved architectural element. A parking lot with several cars is visible in the background.

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# Infrastructure 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 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 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

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Journey Ahead



# RPGLS Journey Ahead: 7 strategic pillars of action



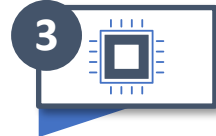
## **Portfolio development and mega-brands building**

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



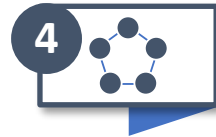
## **Growing our API business**

- 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

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THANK YOU