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CIN : L24232MH2007PLC169354

April 29, 2026

To

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

Symbol: RPGLIFE

Scrip Code: 532983

Dear Sir/Madam,

**Sub: Investor Presentation**

In continuation of our intimation letter dated April 23, 2026, please find enclosed herewith a copy of Investor Presentation with respect to Audited Financial Results of the Company for the quarter ended on March 31, 2026.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For RPG Life Sciences Limited

Rajesh Shirambekar  
Head – Legal & Company Secretary

Encl: As above

# Q4 and 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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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

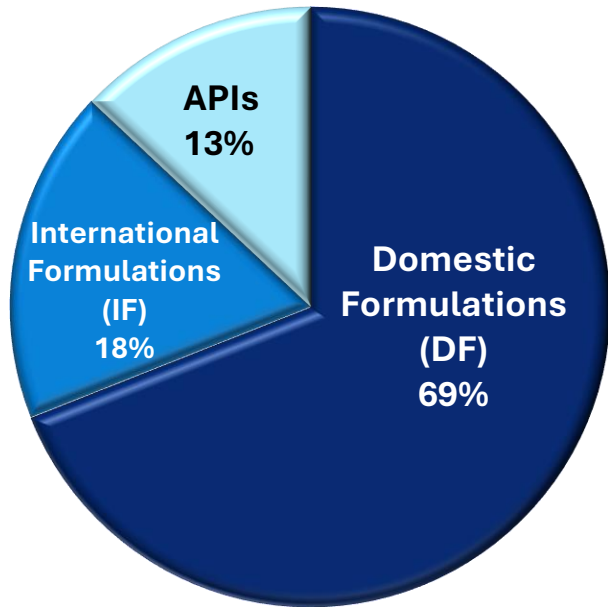


HARRISONS MALAYALAM LIMITED

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


































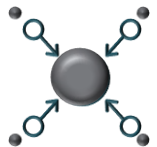
**3** Manufacturing  
Facilities



**1300+** Employees

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

Key Therapies	DF Key Products				
Nephrology	<b>Legacy Portfolio</b>		<b>New Portfolio</b>		
Rheumatology	<b>Immunosuppressants</b>  Azathioprine   Mycophenolate Mofetil   Cyclosporine   Tacrolimus	<b>Textbook Brands</b>  Azathioprine   Spironolactone   Diphenoxylate HCl   Naproxen   Haloperidol   Disopyramide Phosphate	<b>Specialty</b>  Trastuzumab   Adalimumab   Bevacizumab   Rituximab   Tofacitinib   Ferric Carboxymaltose   Denosumab	<b>Chronic</b>  Sacubitril+ Valsartan   Vildagliptin   Teneligliptin   Dapagliflozin   Solifenacin   More Smart...More Efficient!	<b>Life Cycle Management (Existing Products)</b>  Azathioprine 15 mg Tablet   Spironolactone 50 mg + Furosemide 20 mg   Spironolactone 50 mg + Furosemide 20 mg   Naproxen Sodium Tablet USP 275 mg + 550 mg   THE PAIN RELIEF EXPERT   Sumatriptan & Naproxen Sodium Tablets   Romipridine 1 mg + Lorazepam 1 mg   Proparacaine 0.1% + Benzocaine 2.0%
Oncology					
Pain Management					
Gastroenterology					
Neuropsychiatry					
Cardio- Diabeto					
Urology					



## 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



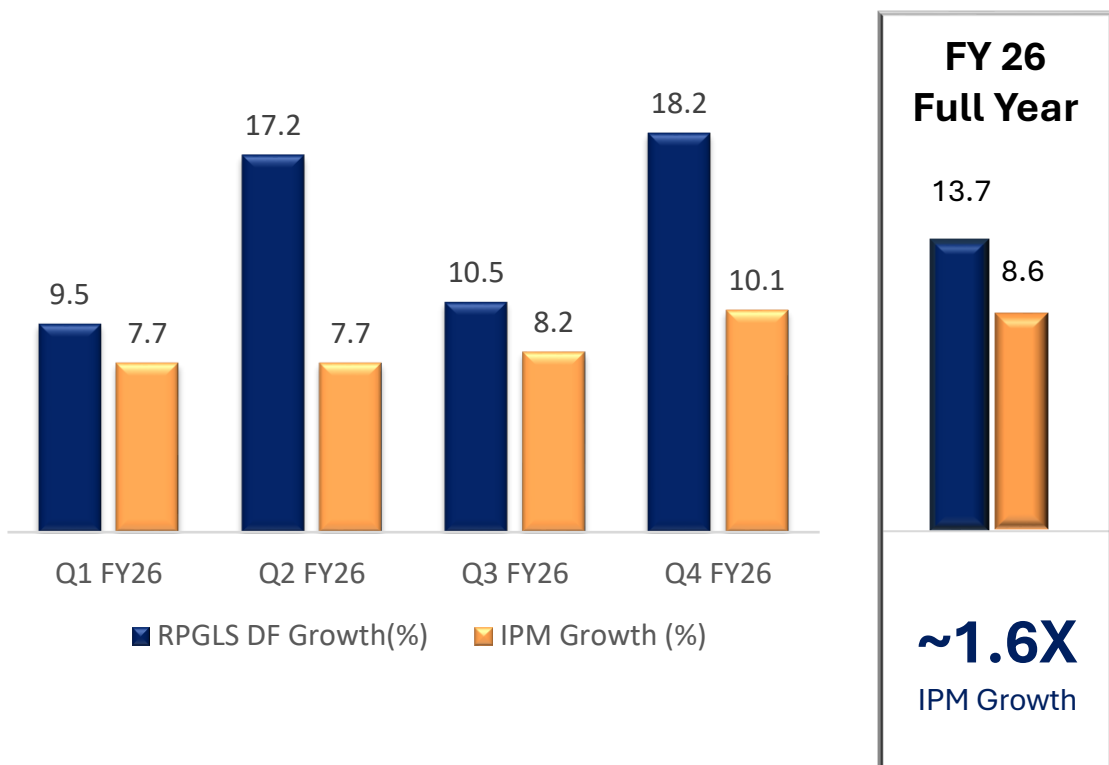
## APIs Key Products

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

**4<sup>th</sup>**  
fastest growing pharma company in Q4 FY26<sup>1</sup>

**52**  
Improved IPM ranking from 58 to 52<sup>1</sup>

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%** ↑

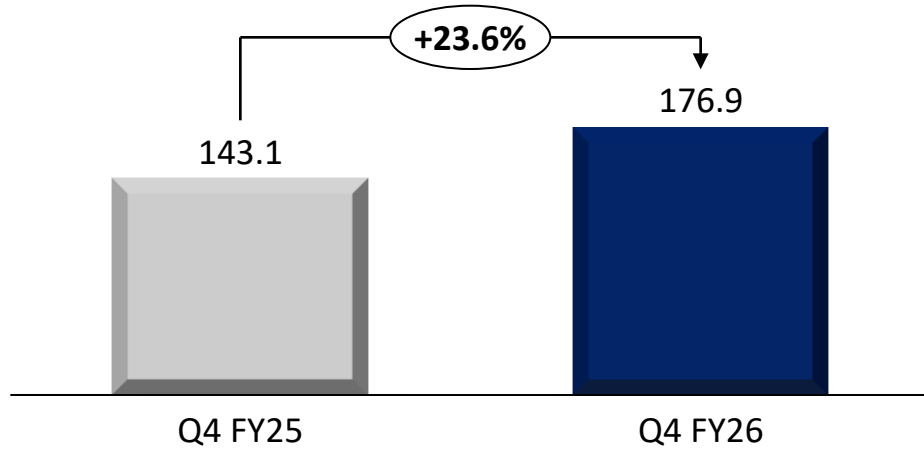
PAT (excl. exceptional  
items)  
Q4 FY26 v/s Q4 FY25

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

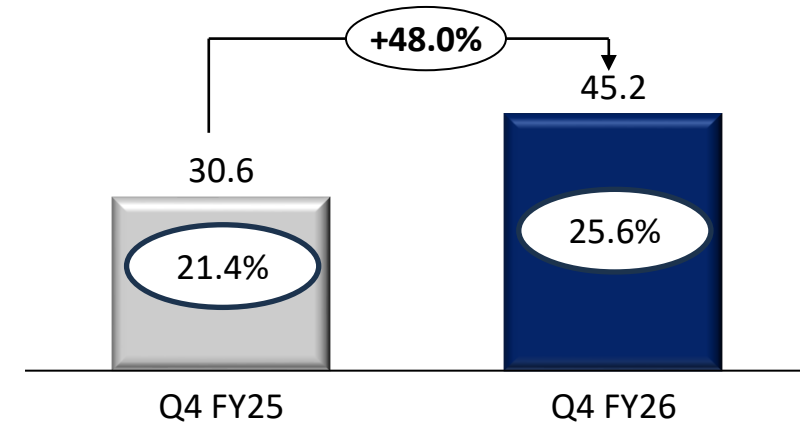
# Q4 FY26 Financial Performance Update: Revenue up by 23.6% with improved profitability

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

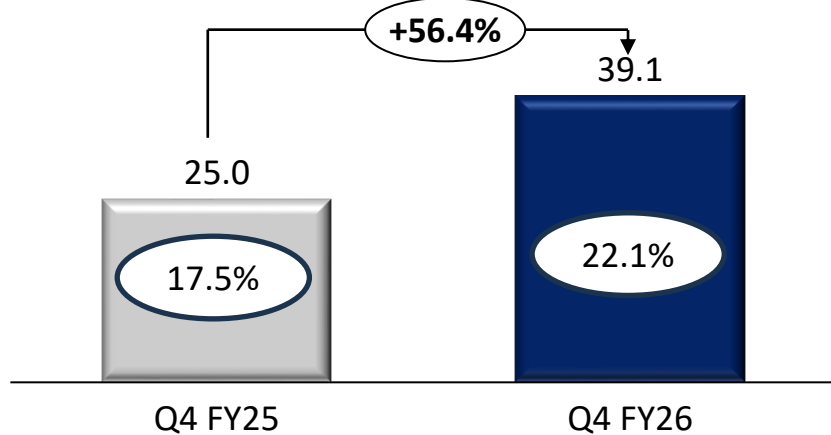
## Revenue from Operations



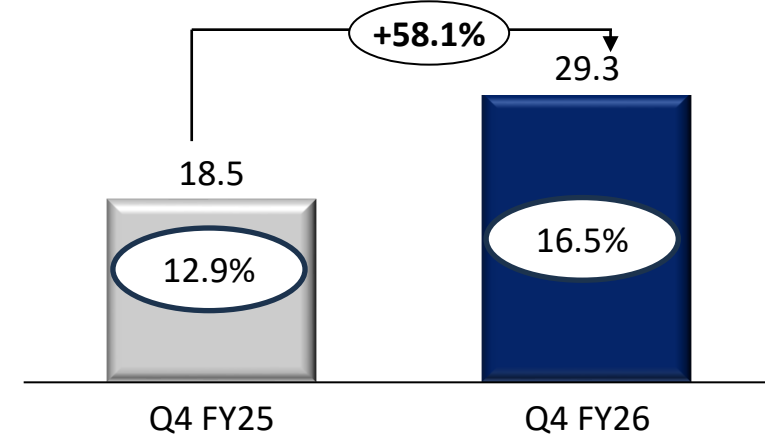
## EBITDA & EBITDA Margin



## PBT & PBT Margin (excluding exceptional items)

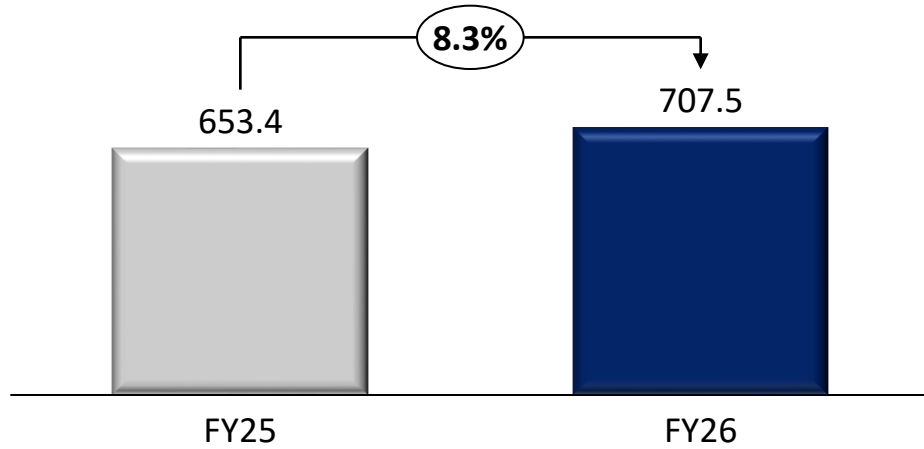


## PAT & PAT Margin (excluding exceptional items)



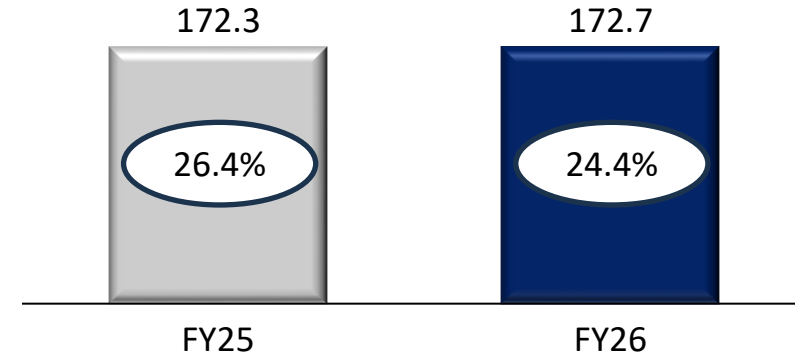
# FY26 v/s FY25: Financial Performance Update

## Revenue from Operations

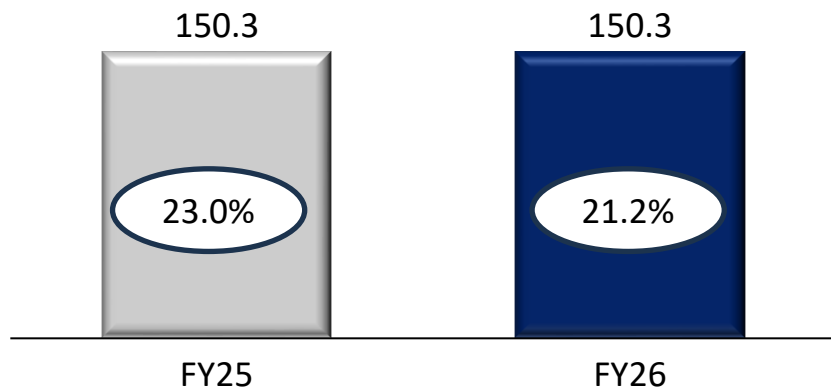


## EBITDA & EBITDA Margin

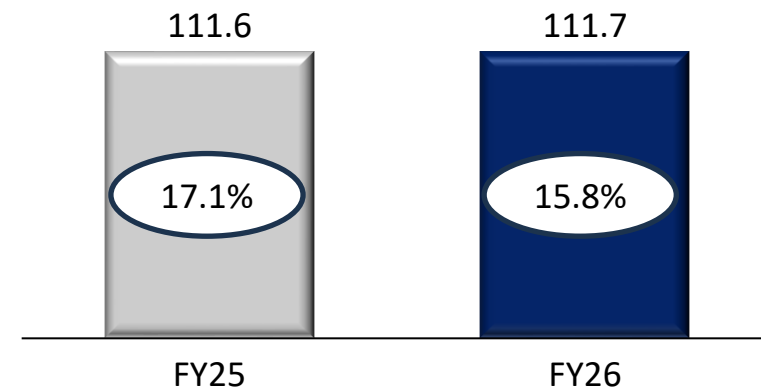
(All figures in Rs. Crores)  
Figures in circle are Margins



## PBT & PBT Margin (excluding exceptional items)



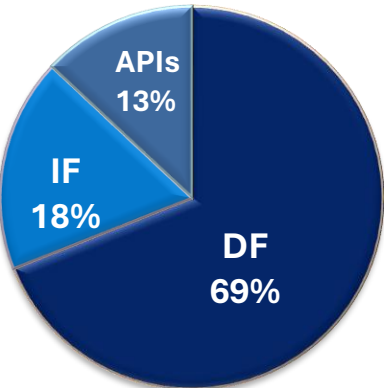
## PAT & PAT Margin (excluding exceptional items)



# FY26: Business Segment-wise Performance Update

All sales value in INR cr.

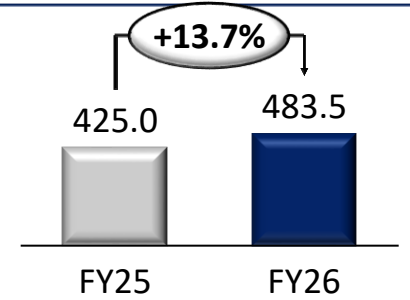
## Business Segments



### Domestic Formulations (DF)

**Domestic Formulations contributed 68.9% to total sales in FY26**

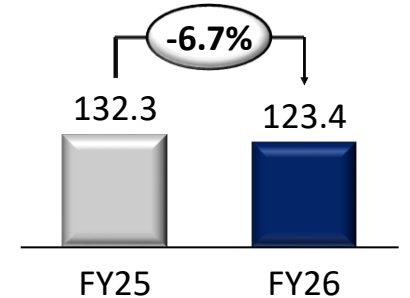
- Continue to deliver market beating growth
- New products contribution improving consistently on account of new launches in specialty & chronic segments
- Salesforce productivity consistently improving (currently >6.5 lakhs)
- Business driven by 5 Pillar strategy



### International Formulations (IF)

**International Formulations contributed 17.6% to total sale in FY26**

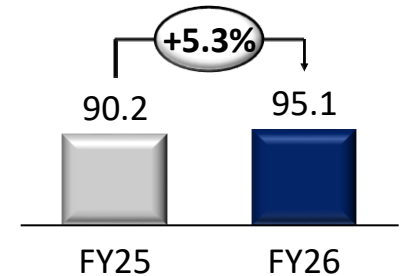
- Focus on long-term business development activities including adding new products, customers and markets
- Business driven by 4 Pillar strategy



### 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.

The image shows the exterior of a modern building with a large glass facade. The text "RPG LIFE SCIENCES" is prominently displayed on the upper part of the glass. The logo, consisting of a stylized blue and red wave, is positioned above the text. The building's reflection is visible in the glass. In the foreground, there is a landscaped area with green plants and a white stone structure with a blue and red wave design. A parking lot with several cars is visible in the background.

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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

- **Carbon emission reduction** ↓41.2 % in (FY25); FY26 Target- 50%; Actual - **48.5 % (FY26)**
- **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)**
- **Water Management:** Recycling of STP/ ZLD ETP water; Rainwater harvesting ↓7.0 % (FY25); FY26 Target- 20%; Actual – **18.0 % (FY26)**
- **Waste Management:** No landfill waste generation ↓52.0 % (FY25); FY26 Target- 40%; Actual - **40.0 % (FY26)**

### Social

- **Product Responsibility-** Adherence to stipulated mandates Strict Quality vigil through ongoing projects
- **Diversity-** Increase women deployment, occupational health ↑ 6.3 % (FY25 ); FY 26 Target: 7.5%; Actual - **7.3% (FY26)**
- **Tree Plantation** 100 Tree Plantation (FY25); FY26 Target: 150; Actual : **150 nos (FY26)**
- **Employee Well-being:** Comorbidity tracking Completed for all factory employees

### Governance

- **Data Integrity:** e-QMS, e-DMS, e-LMS Implemented across all sites
- **Cybersecurity:** IT assets security through EDR tool (Crowdstrike) Implemented across organization
- **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



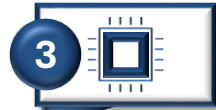
## Portfolio development and mega-brands building

- 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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