



Mr. Yugal Sikri

Managing Director
RPG Life Sciences Limited



healthy, profitability and profits grown manifold, become debt-free - generating healthy positive cashflows, reached the top in key financial ratios - all eventually reflecting in our market cap leapfrogging >9x, significantly ahead of BSE Healthcare index growth.

efficiency, water consumption-reduction, hazardous waste-reduction, D&I, tree-plantation, comorbidity-control, quality-vigil, data-integrity, and cyber-security are underway.

What are some of the key milestones of the company in recent years?

RPG Life Sciences is an over five-decades-old pharma company - starting as a joint-venture with GD Searle, USA. With Searle exiting India, the company got rechristened as RPG Life Sciences, inheriting iconic/textbook brands, R&D/Manufacturing/Regulatory infrastructure, processes, and equity. It is amongst the few mid-size pharma companies - well-represented in all three segments viz. Domestic Formulations, International Formulations, and APIs having the manufacturing infrastructure, organization-structure, experience, and skill-set of an evolved organization with strong front-end and back-end capabilities.

Backed by a well-conceptualized Transformation-agenda devised and being diligently executed by a ~1200-strong team for the last 5 years, we have emerged today as a benchmark mid-size company with revenue growth significantly-and-consistently-higher-than-the-market, all 3 segments growing

What are some of the key products / services offered by the company?

The company has a strong customer base in all 3 segments & enjoys long-time-trusted relationship with some of the marquee pharma players. Key products offered in the International Formulations Business are:

- Immunosuppressants Portfolio
- Value-add products eg Sodium Valproate PR
- Products needing complex manufacturing conditions eg Nicorandil

In India, we have good presence in 9 therapies and our portfolio is uniquely placed with 6 Global/Textbook brands like Naprosyn, Aldactone, Azoran, Serenace, Lomitol and Norpace.

What are company's initiatives to drive sustainability practices for business operations?

We have charted out a well-defined ESG agenda through a comprehensive benchmarking exercise. A number of projects like carbon emission-reduction, energy-

What is your company's growth strategy for next 3-5 years?

The overall strategy of the company is to have a sustainable-profitable growth.

The Domestic Formulations business strategy is built around 5-pillars:

- Product-Portfolio Rejuvenation by building chronic and specialty portfolio with new launches
- Strategic Brand-Asset Building through Life-Cycle-Management
- Deepening Customer-Coverage in targeted therapies via phygital
- Augmentation of Salesforce-Effectiveness and productivity
- Profitability Improvement by cost-optimisation

The strategy for international business - both API and Formulations, is stepwise profitable business build-up via curated 5-pillars:

- Invest in building state-of-art Manufacturing/R&D infrastructure.
- Build product-pipeline with a specific competitive advantage
- Augment our strong niche - immunosuppressant portfolio
- Expand footprints in both emerging and regulated markets
- Grow existing products through New Line Extensions-New Customers-New Markets