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The strategy for Domestic Formulations is built around five pillars:

- Product Portfolio Rejuvenation by building chronic and specialty
- Strategic Brand Assets Building through life cycle management of iconic brands
- Deepening Customer Coverage in targeted therapies by expanding salesforce and deploying digital
- Augmenting SFE by competencies building and productivity enhancement
- Improving Profitability by opex control, product re-engineering, efficient manufacturing operations, and business hygiene

The strategy for International Business - both API and Formulations, is stepwise profitable business build-up via a well-defined roadmap and carefully curated five pillars:

- Invest in state-of-art manufacturing/R&D infrastructure
- Build product-pipeline with 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

How is the company leveraging data and technology to improve its business resilience?

We have laid out a year-wise plan of technology adoption in our business processes from frontend to backend which is being pursued diligently.

In sales and marketing, company launched a digital platform for

comprehensive doctor engagement - RPGserv, which integrates physical and digital capabilities to provide an industry-first "Anytime, Anywhere Doctor Support" across therapies and supports features such as high-quality content delivery and premium contemporary services for doctors. We are deploying Generative AI to ensure customer-customized marketing.

In the backend, a host of digital interventions have been planned and are in various stages of implementation e.g., e-QMS, e-DMS, e-LMS, e-LIMS, e-APQR in Quality; e-BMR, e-PPR, e-IPOC, e-CAPS and Intelligent Chilling Plant Manager in Manufacturing and Electronic Notebook (ELN) in R&D.

These digital initiatives are targeted to improve efficiencies, optimize costs, and enhance quality as we move to the next leg of growth.

How has company made ESG principles a core part of its business strategy, and how does sustainability help the company create value for its stakeholders?

Recognizing the impact of climate change, we've established a robust ESG agenda, benchmarked comprehensively. Ongoing projects across Environmental, Social, and Governance goals include carbon emission reduction, energy efficiency, water consumption reduction, hazardous waste reduction, D&I implementation, tree plantation, comorbidity control, quality vigil, data integrity, and cybersecurity. Each initiative is meticulously monitored and regularly tracked for progress.

What are some of the key milestones in RPG Life Sciences' journey as a value creator?

RPG Life Sciences, an over five-decades-old pharma company is amongst the few mid-size pharma companies well-represented in all three segments viz. Domestic Formulations, International Formulations, and APIs having manufacturing infrastructure, experience and skill-set of an evolved organization.

Backed by a well-conceptualized transformation-agenda devised and diligently executed by a ~1200-strong team, we have emerged today as a benchmark mid-sized company with revenue growth significantly-and-consistently-higher-than-the-market, all 3 segments growing healthy double-digit, profitability and profits growing manifold, becoming debt-free - generating healthy cashflows - all eventually reflecting in our market cap leapfrogging >8x.

What are the key initiatives company is taking in terms of enhancing business productivity in the evolving global environment?

We aim to drive consistent profitable business growth across all business segments.