



BETA DRUGS LTD



BETA DRUGS LTD.

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The Journey of Beta Drugs Limited began early 80's with the ardent efforts of **Late Shri Vijay Kumar Batra**.

He was a visionary and businessman par excellence. He had foreseen the scope in niche segment like Oncology and laid the foundation of Indian Pharma Multinational in Oncology segment

From the beginning, he realized that if medicine had to serve their purpose, they first has to affordable and accessible

As guided by him, company is focusing on new product development that includes NIBs, NDDS & PARP inhibitors

Milestones



Laid the foundation of Adley group by Late Shri Vijay Kumar Batra

1983

2007

Entered into the Oncology market

Set up 1st Oncology unit in M/s Adley formulations

2008

Foray into the international market

2011

Set up a new "state of art" manufacturing facility for Oncology formulations- Beta Drugs Limited

2014

Developed In-house Albumin bound Paclitaxel

2015

Received SME Excellence Award Listed in NSE, Commenced In-house API plant- Adley Labs

2017

Set up Oncology Plant in UZbekistan

2018

Launched 1st Indian Brand of Sunitinib **ADSUNIB**
Launched 5 more new brands: **ADXATE**, **CAXFILA**, **INOTAD**, **NINTAD** & **KABONIB**

Setup In-house PFS facility Launched GEM-RTU, ADLEAP (Enzalutamide), Launched 1st Indian Brand of Dasatinib **BEEDAN**

2020

2021

Formulations and API Plant

Beta Drugs Ltd



Adley Formulations Pvt Ltd



Beta Drugs Ltd

Capacity: 3.5 million injection & ampoules
50 million Tablets & 10 million capsules

WHO- GMP plant & other international accreditations. Triggered for INVIMA & PICS

Beta Drugs Ltd- UBK

Capacity: 43 million tablets & 29 million capsules

First Indian Oncology plant in Uzbekistan. Established in 2018 in JV with SILUJIN Pvt Ltd.

Adley Formulation Ltd

Capacity: 6 million inj, 1million lyophilized vials, 3.5 million tablets & 1.5 million caps

WHO-GMP facility for tablets, capsules, Injection & Pre-Filled Syringes

Adley Lab Ltd

Capacity: Line 1 : 5 metric Tonnes,
Line 2 : 60 metric tonnes

WHO- GMP,API manufacturing facility. Developed 2- DG API

All Plants are dedicated to Oncology products

Beta UBK International(P) Ltd.



Adley Lab Ltd



Our Market Reach- Domestic Market



Beta drugs Limited has strong position in Indian market with 101 SKUs. Products are available in major corporate & Govt hospitals

Corporate Hospitals



Government Institutes



Our Product Portfolio



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Solid Tumor

ADSUNIB Sunitinib Capsules 12.5/25/50mg	ADLEAP Enzalutamide Capsules 40mg	BEXINIB Axitinib Tablets 1/5mg	CAPAD Capecitabine Tablets 500mg	ADOXI Docetaxel Inj 20/80/120mg	ADPLATIN Oxaliplatin Injection 50/100mg	ADVIN Vinorelbine Inj 50 mg
Adlante Lenvatinib Capsules 4/10 Mg	Gem-RTU Gemcitabine Inj 200mg/1g/1.4g (Ready to Use)	AMGICIN Gemcitabine Inj 200/1000mg	ADGEF Gefitinib Tablets 250mg	ERLOTAD Erlotinib Tablets 100/150mg	TEMOZAD Temozolomide Capsules 20/100/250 mg	INOTAD Irinotecan Inj 100mg/5ml
HER-TINIB Lapatinib Tablets 250 mg	ADTRINIB Sorafenib Tablets 200 mg	RTU-DOCE Docetaxel Inj (Ready to Use)	ADPEM Pemetrexed Inj 100/500 mg	ADCARB Carboplatin Inj 150/450mg	ADCIST Cisplatin Inj 10/50mg	NINTAD Nintedanib Cap. 100/150mg
AB-PACLI Paclitaxel Protein-Bound 100 mg	ADPAXIL Paclitaxel Inj 30/100/260/300mg	FISTENT Fulvestrant Inj (250 mg /5 ml)	LETRAFEM Letrozole Tablet 2.5mg	ADNAST Anastrozole Tablet 1 mg	ADRICIN Epirubicin Inj 10/50mg	KABONIB™ Cabozantinib Tablets 60mg 40mg 20mg
ADMIDE Bicalutamide Tablets 50mg	ARBAZ Cabazitaxel Inj 60mg	ADBIRON Abiraterone Tablets 250mg	ADSIDE Etoposide 50mg Cap/ 100mg Inj.			

Hematological Care

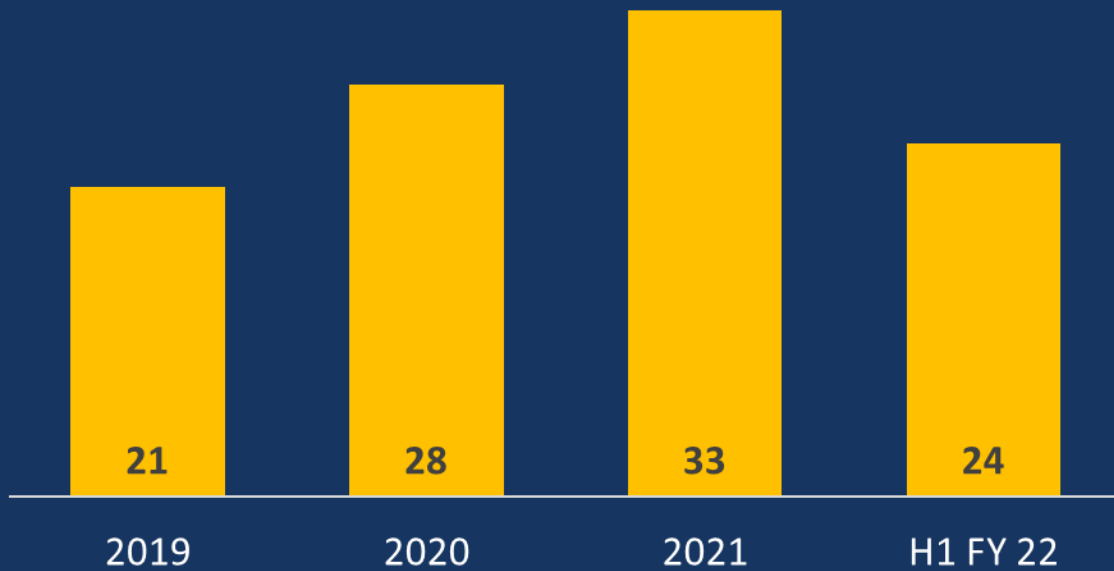
BEEDAN Dasatinib Tablets 20/50/70/100mg	ADMINE Imatinib Tablets 100/400 mg	MDS PLUS Azacitidine Inj 100mg	ADTRIB Doxorubicin Inj 10/50mg	ADRICIN Epirubicin Inj 10/50mg	ADSIDE Etoposide 50mg Cap/ 100mg Inj.
PEG-LASGEN Peg L-asparaginase Inj 3750 IU	L-ASGEN L-Asparaginase Injection 5000/10000 IU	ADSTEM Plerixafor Inj 24 mg	ADVIN Vinorelbine Inj 50 mg	ADFLU Fludarabine Inj 50ml	BUSFAN Busulfan Inj 60mg
BORTIAD Bortezomib Inj 2mg	ADLINOD Lenalidomide 5/10/25mg.	ADBEN Bendamustine Inj 100mg	ADCYCLO Cyclophosphamide Tablets 50mg	ADTHAL Thalidomide Capsule 50/100mg	ADXATE Methotrexate 2.5mg Tablets

Supportive Care

ADFILL Pegfilgrastim Inj 6mg	EMETANT-IV Fosaprepitant Inj 150mg	EMETANT Aprepitant Capsules 125/80mg	ADGUMIN ROYALE ORA-RINZ	ADDCURE Advanced Treatment Formula For Radiation Dermatitis
ADGRAM Granisetron Hydrochloride Inj	ALZIC Zoledronic Inj 4mg	Triodelta Tocotrienol Softgel Capsule 400 mg	Adcumin BIO-AVAILABLE NANOCURCUMIN	CAXFILA Megestrol Acetate Tablets IP

Finished Formulation Sales (Cr)

Domestic Formulation Sales



Leading position in Oncology

- 2 Brands occupy No 1 position in India
- 6 New brands launched in FY 21-22
- 4 New brands to be launched in 4th Qtr of FY 21-22 to strengthen Haematology basket

Exclusively dedicated to Oncology

Current Position in Own Brand Sales

Oncology division overview

- Currently operating with 58 Molecules & 101 SKUs
- Sales and Marketing of product is supported by 36 Sales representatives and strategically located logistics network of over 125 distributors in India
- Currently available in around 80% of Corporate and Private hospitals
- Strong base of more than 800 Doctors

Solid Tumor

34

Hematology

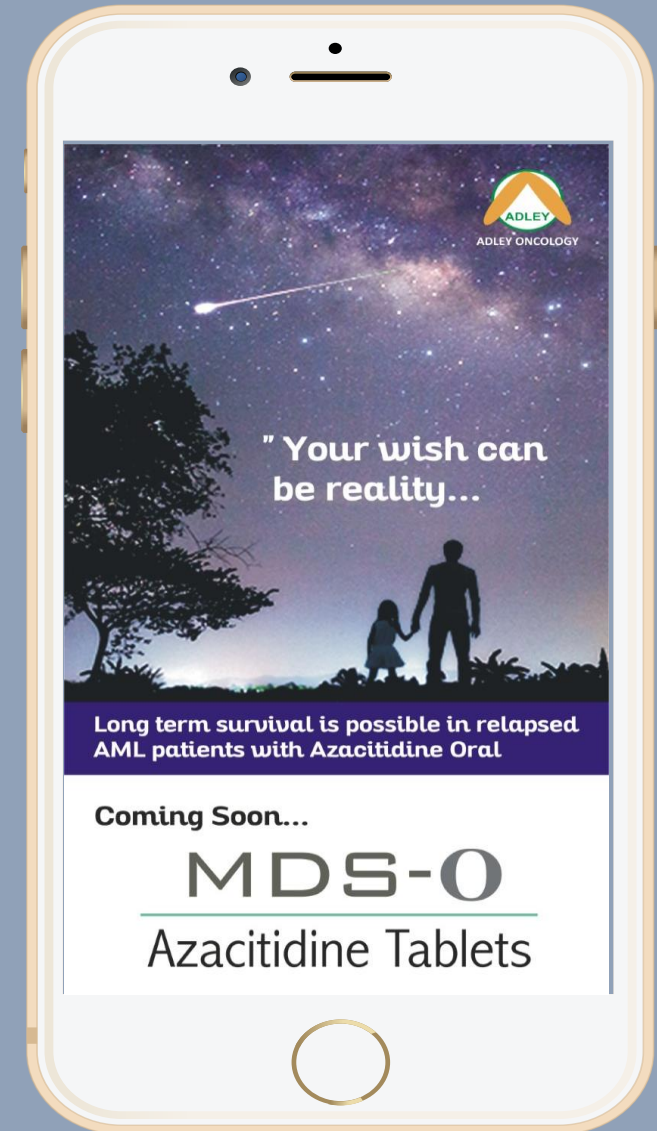
14

Supportive Care

10

Number Of Active Brands

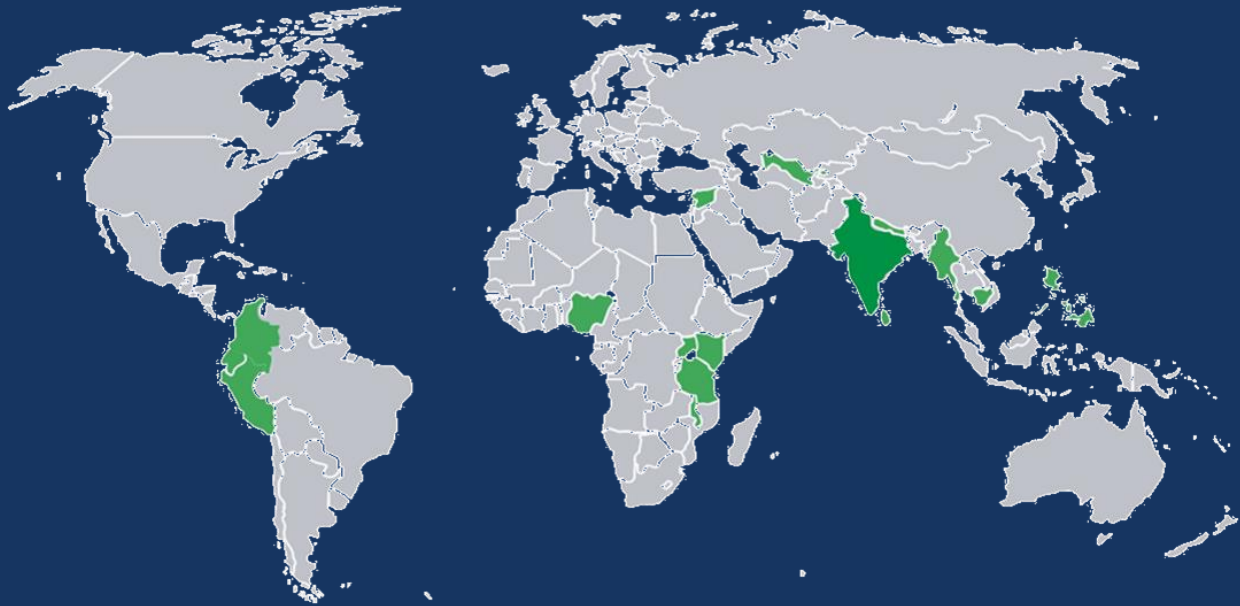
Inhouse developed NNDS of Inj Azacitidine



Our Market Reach- International Branded Markets



BETA DRUGS LTD.



BDL is first Indian company to manufacture Oncology drugs in Uzbekistan

Globally represented by our subsidiaries or sales partners in over 16 Countries

More than 50 products have been registered

BDL is also planning to file 1st DMF by October 2022 through its API Plant (Adley Lab Ltd.)

BDL is ready to file PICS , INVIMA by March'22 in its Formulations Plant

Our International Regulatory Accreditations



BETA DRUGS LTD.

Our regulatory department works on the guidelines of CTD and ICH. Our team is engaged in day to day development of dossiers - DMFs, interacting with all the manufacturing sites to keep updating them for regular regulatory developments and features in the international arena. Teams also upgrade day to day operations of the plant, making sure that everything works in sync with the regulatory requirements.

Our Regulatory is constantly and continuously engaged in product registrations in various markets (domestic, emerging and regulated) across continents.

Our Accreditations

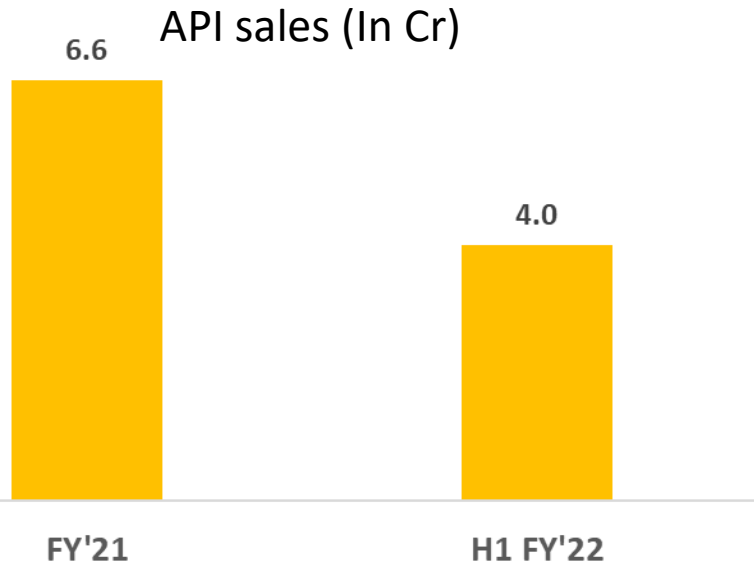


Our Strength – Strong In-House API Development

VERTICAL INTEGRATION

API STRENGTH

- Complex Multi-Step Synthesis & Scale Up
- Containment & High Potency APIs
- Scale up of production Capacity



COMPANY'S FOCUS:

- To launch APIs in the cytotoxic segment
- To be the first few players in the entry of new TKI's
- Enhancing the portfolio in Hematology segment
- Already launched 7 new APIs in this FY
- Company is aggressively working to file its first DMF (Europe) by October 2022

BDL is among very few companies to get DCGI nod to manufacture API of 2-DEOXY-D-GLUCOSE

Our Strength – Strong In-House API development



BETA DRUGS LTD.

PRODUCT LIST (API)

SOLID TUMOR

ANASTROZOLE
AXITINIB
BICALUTAMIDE
DOCETAXEL TRIHYDRATE
ENZALUTAMIDE
ERLOTINIB HYDROCHLORIDE
FULVESTRANT
GEFITINIB
LAPATINIB
LENVATINIB
METHOTREXATE
NINTEDANIB
PAZOPANIB
PEMETREXED
SORAFENIB
SUNITINIB
TEMOZOLOMIDE
2-DEOXY-D-GLUCOSE
IRINOTICAN

HEMATOLOGY

AZACITIDINE
AZACITIDINE- ORAL
BENDAMUSTINE
BORTEZOMIB
DASATINIB
HYDROXYUREA
IMATINIB
LENALIDOMIDE
PLERIXAFOR
CARFILZOMIB

SUPPORTIVE

APREPITANT
FOSAPREPITANT
ZOLEDRONIC ACID

API Under
Development

AFATINIB RUCAPARIB
CABOZANTINIB

Our Indian CMO Partners

BDL is acknowledged as a high quality manufacturing company by many leading pharmaceutical companies in India.

BDL has impressive clientele base of more than 70 Indian companies.



Our Strength – Strong Research & Development (R&D)

Strong R&D capabilities demonstrated by its complex oncology formulations & oncology APIs

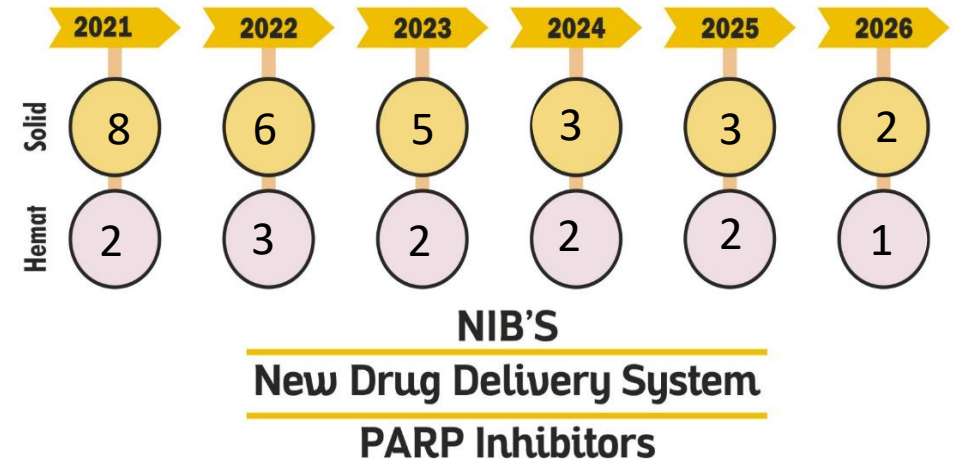
Highly accomplished team of dedicated scientists for process and analytical work, Pre-formulation studies, Physico-Chemical Characterization and Reverse Engineering

The R&D has ability to support small molecules, non-biological complex drugs.

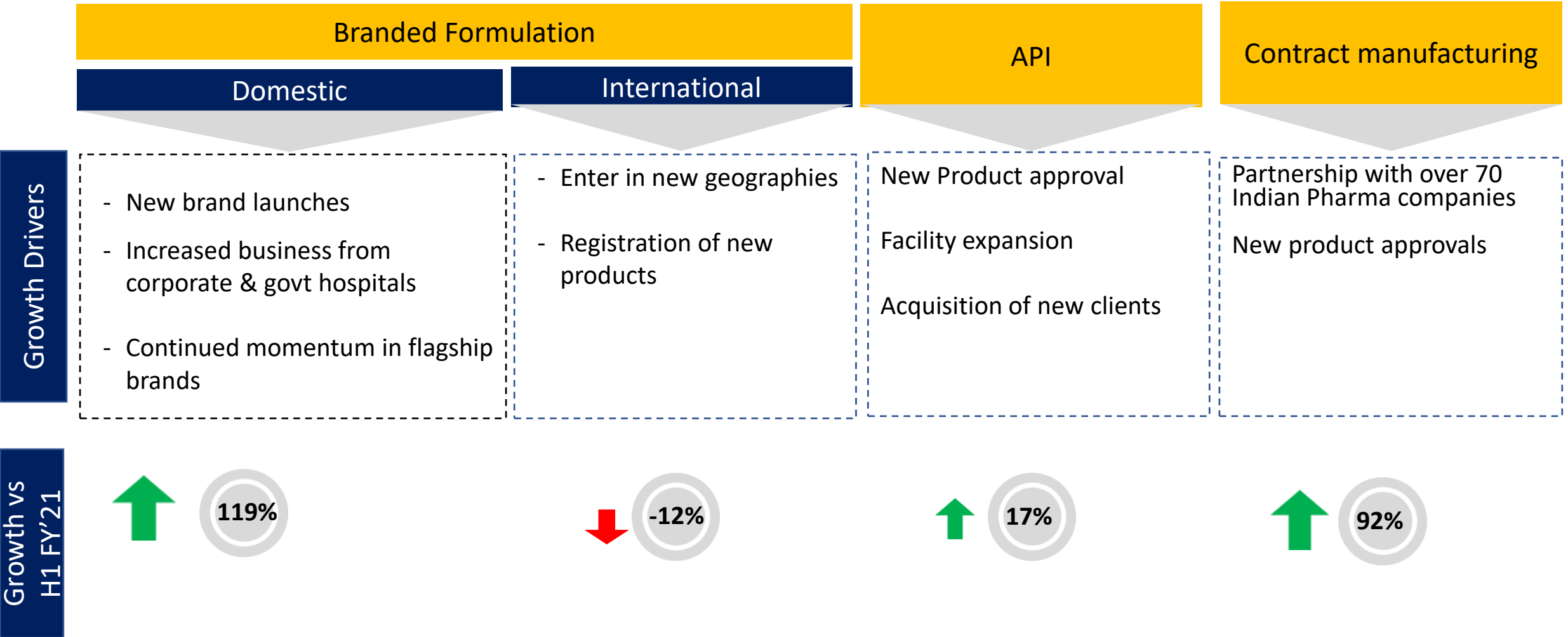
It has a wide range of chromatographic separation techniques and detection techniques to meet the requirement of different types of compounds.

It is in active collaboration with DCGI approved institutes for active bio-analytical studies to support preclinical and clinical studies during development phases.

New Product Pipeline



Growth Drivers





Continuous expansion in Oncology Portfolio

Brands launched in FY21-22

ADXATE
Methotrexate Inj. 500mg /1g

CAXFILA[®]
Megestrol Acetate Tablets 160 mg

INOTAD
Irinotecan Inj. 40/100mg

NINTAD
Nintedanib Cap. 100/150mg

KABONIB[™]
Cabozantinib Tablets
60mg | 40mg | 20mg

ADSUNIB
Sunitinib Capsules 12.5/25/50me



Emerging Brands

Brands which gained rank and became top 5 player

ADLEAP
Enzalutamide Capsules 40mg

FISTENT
Fulvestrant Inj (250 mg /5 ml)

Gem-RTU
Gemcitabine Inj 200mg/1g/1.4g
(Ready to Use)

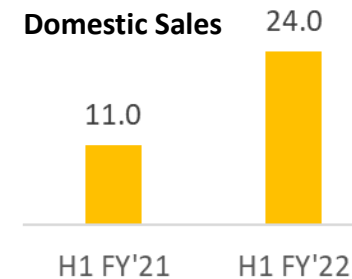
ADSUNIB
Sunitinib Capsules 12.5/25/50me

ADCARB
Carboplatin Inj 150/450mg

BEEDAN
Dasatinib Tablets 20/50/70/100mg



Pivotal growth in Domestic market



FY 20-21	FY 20-21 (Apr- Sep)	FY 21-22 (Apr- Sep)
33	11	24



New Approvals

WHO-GMP approval for API plant

In-house development of 2-DG API

Expected DCGI approval of Azacitidine-oral in Dec'21

Strategic Focus



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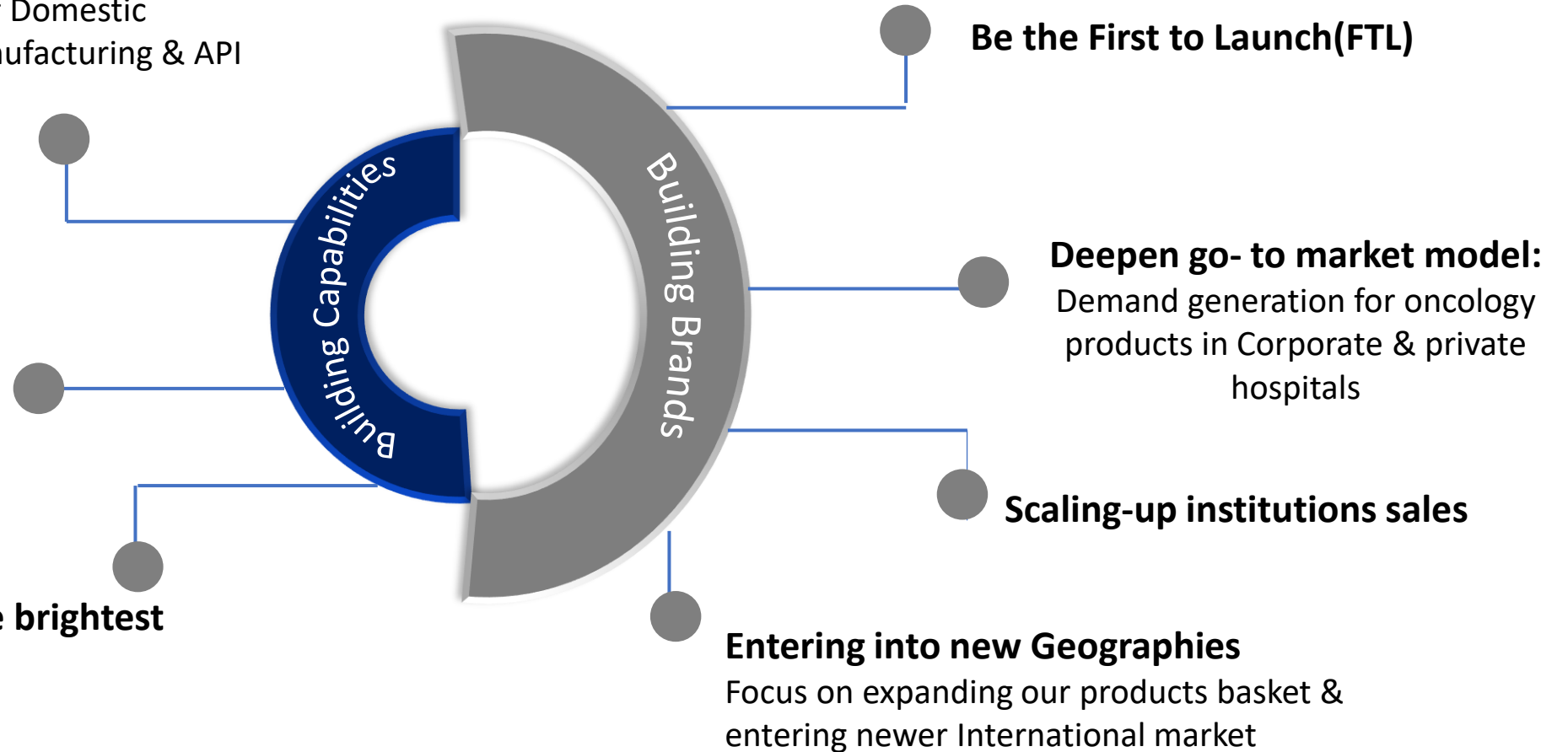
Expanding capacity

to meet future demand of Domestic formulation, contract manufacturing & API

Upgraded facilities

to get the international accreditations

Hiring the best and the brightest




REVENUE

INR 88.6 Cr  71% YoY

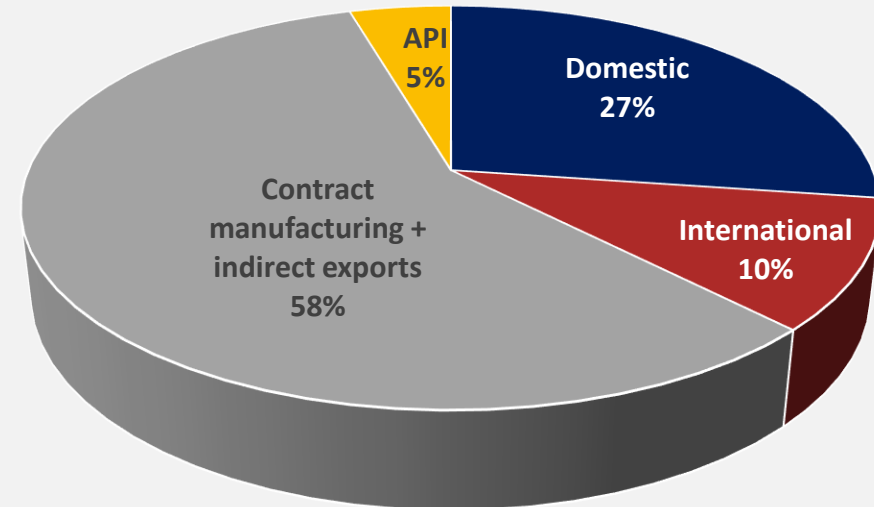
H1 FY 22 Consolidated

	Actual H1 FY'22(Rs Cr)	Vs H1 FY'21
Total revenue	88.6	71%
EBTIDA	20.5	87%
EBITA %	23.1 %	197 bps
PAT	11.8	127%
PAT %	13.3%	324 bps

EBITDA

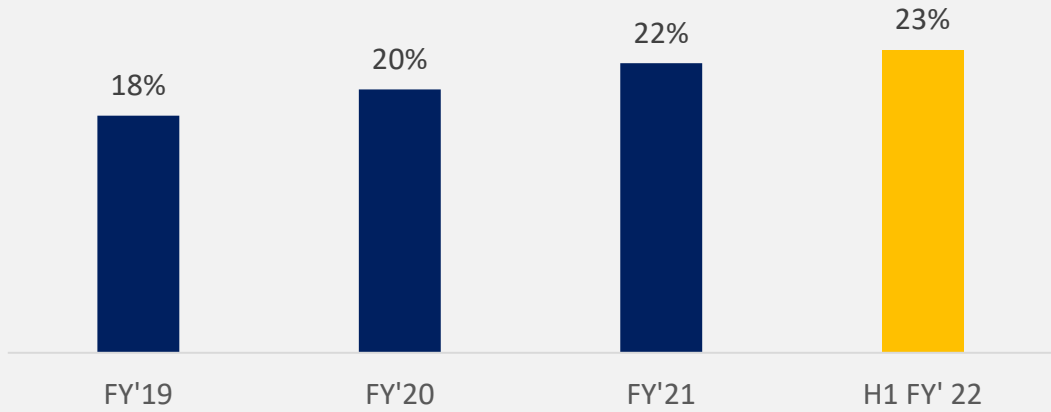
INR 20.5 Cr | 23% |  87% YoY

Revenue Break up

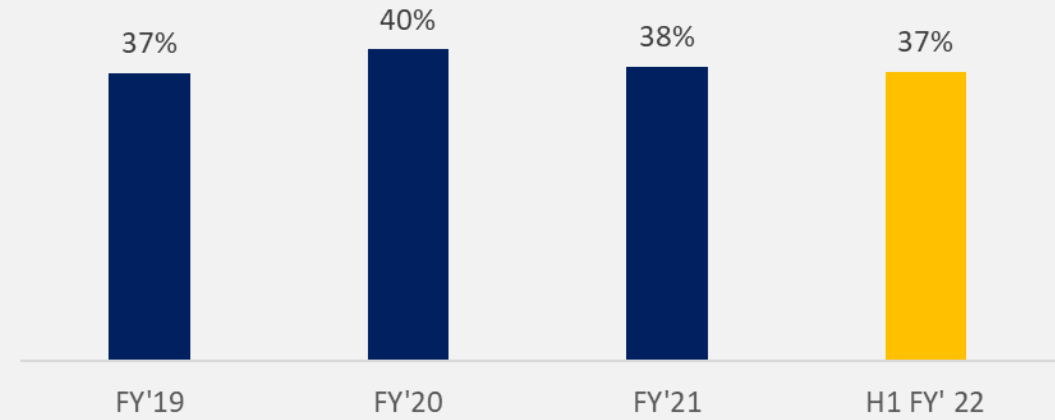


Sustainable Financial Performance over the years

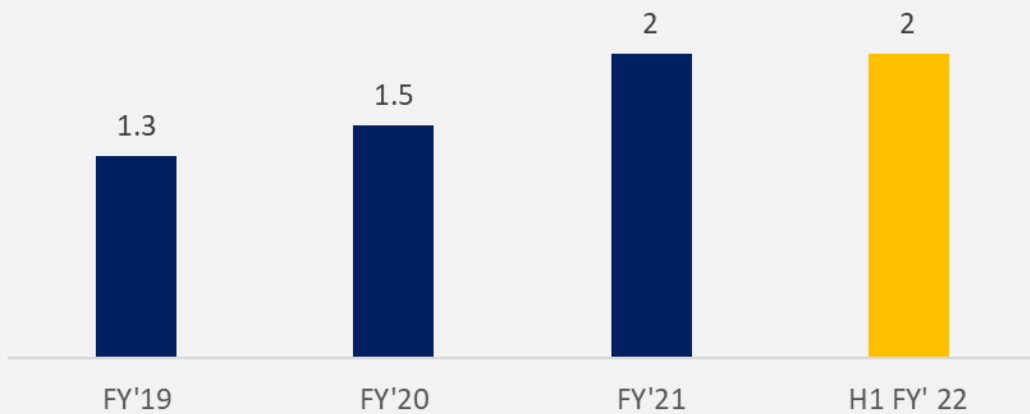
%EBITDA



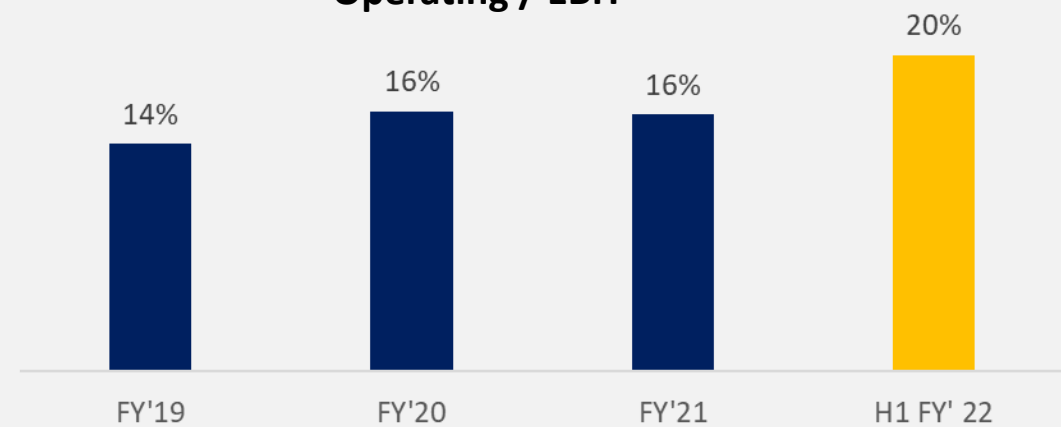
Gross Margin



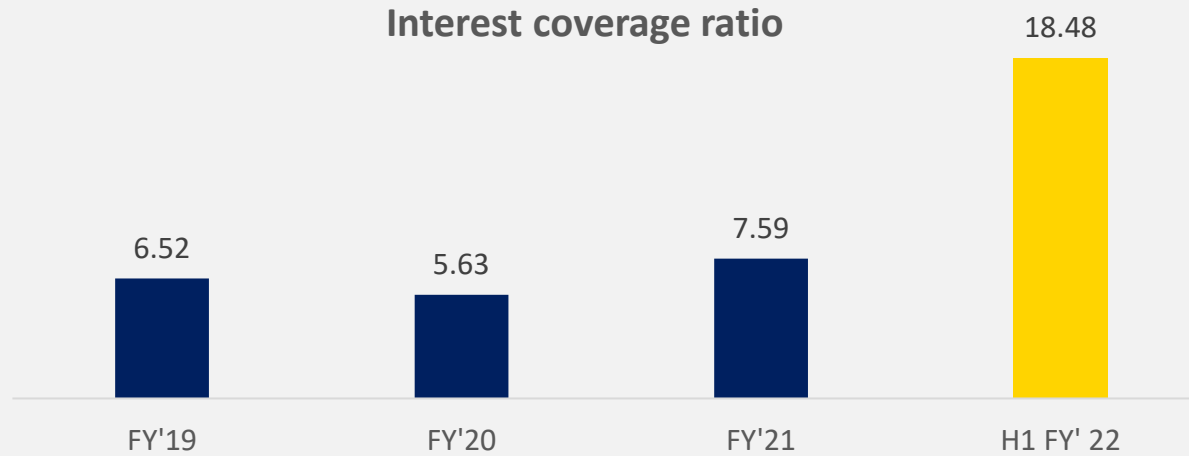
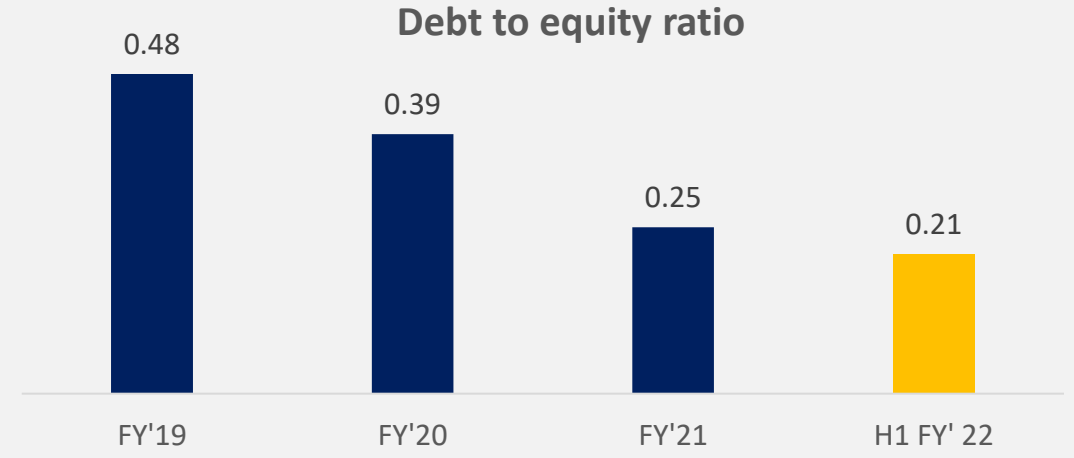
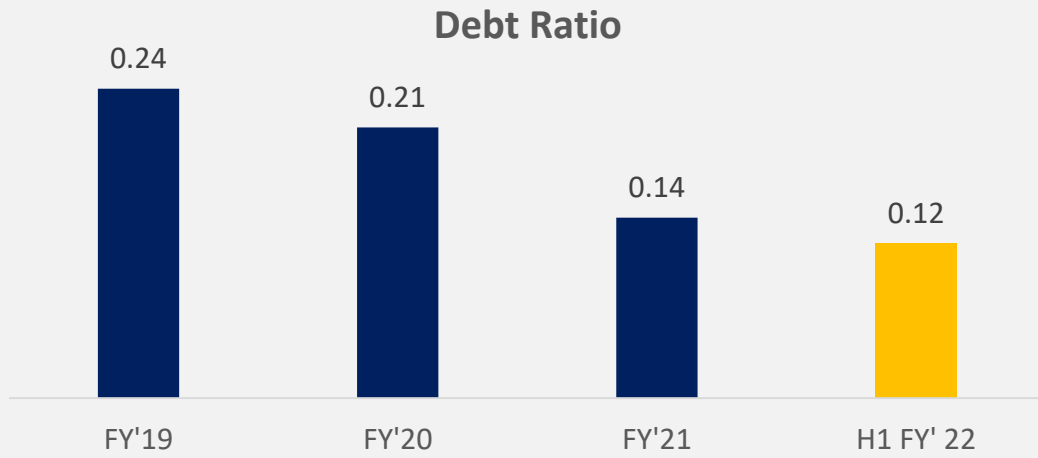
Current Ratio



Operating / EBIT



Sustainable Financial Performance over the years





**FY21-22
PRIORITIES**



Domestic Market

Launch of New products – Azacitidine Oral, Pazopanib , Afatinib & Carfilzomib

Focus on Railway, CGHS, Army to increase institutional sales

Maintain growth momentum in Domestic market by augmenting our presence in corporate hospitals

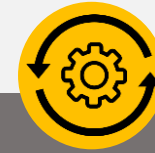


International market

Focus on new tie-up's in countries with existing business

Commercialization & expansion of business in new countries like Uzbekistan & Georgia

Audits by INVIMA (Columbia), ANVISA(Brazil), COFEPRIS (Mexico) & PICS (Thailand)



Operations

Strengthen quality management systems and processes

Enhance the infrastructure to meet the regulatory requirements of regulated market



BETA DRUGS LTD.

**Innovative product development is
a result of our sustained efforts.**

Contacts

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