



Investor Presentation

FY ' 23



BETA
DRUGS LTD.



BETA DRUGS LTD.

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Making Complex Oncology products Accessible to Indian cancer patients



Building healthier world



With 2 formulations & 1 API state-of-the-art manufacturing facilities

15+ accreditations including ANVISA & INVIMA

EuGMP Triggered

By providing affordable & quality Oncology medicines



**64 products
112 SKUs**

- 36** Solid tumor
- 18** Haematology
- 10** Supportive care

With focus on R&D



22 new products launched in last 4 years

12 First few to launch (FFTL) products in last 4 years

22 New products in the pipeline

Developed NDDS formulations

Formulations and API Plant

BETA DRUGS LTD.



Address:
KHARUNI-LODHI MAJRA
ROAD,VILL.NANDPUR,BADD
I-174101 DIST-SOLAN (HP)



Facility for manufacturing of Oncology medicines
tablets, capsules & Injections

Capacity expansion: The capacity of lyophilized
injection has been increased to 2.5 times

ADLEY FORMULATIONS PVT LTD.



Address:
VILLAGE KOTLA,P.O.
BAROTIWALA,SOLAN
(HP)-174103



Facility for manufacturing of Oncology
medicines in various dosage forms like tablets,
capsules, Injections & Pre-Filled Syringes

Capacity expansion:

- Tablets increased by 2 times,
- Capsules 1.6 times,
- Liquid injections by 3.8 times &
- Lyophilized injection by 1.2 times

ADLEY LAB LTD. : API Plant



Address:
D-27 FOCAL POINT
DERABASSI SAS
Nagar PUNJAB



WHO- GMP, API manufacturing
facility.

Captive expansion- Added 1 new line
to focus on EU GMP.

- 5 GLR (3250 Litres capacity)
- 3 SSR (3200 Litres capacity)
- 6 Glass Flask Assemblies (200 Litres capacity)

Affordable Quality Medicine



Leading brands



Solid Tumor



Hematological Care

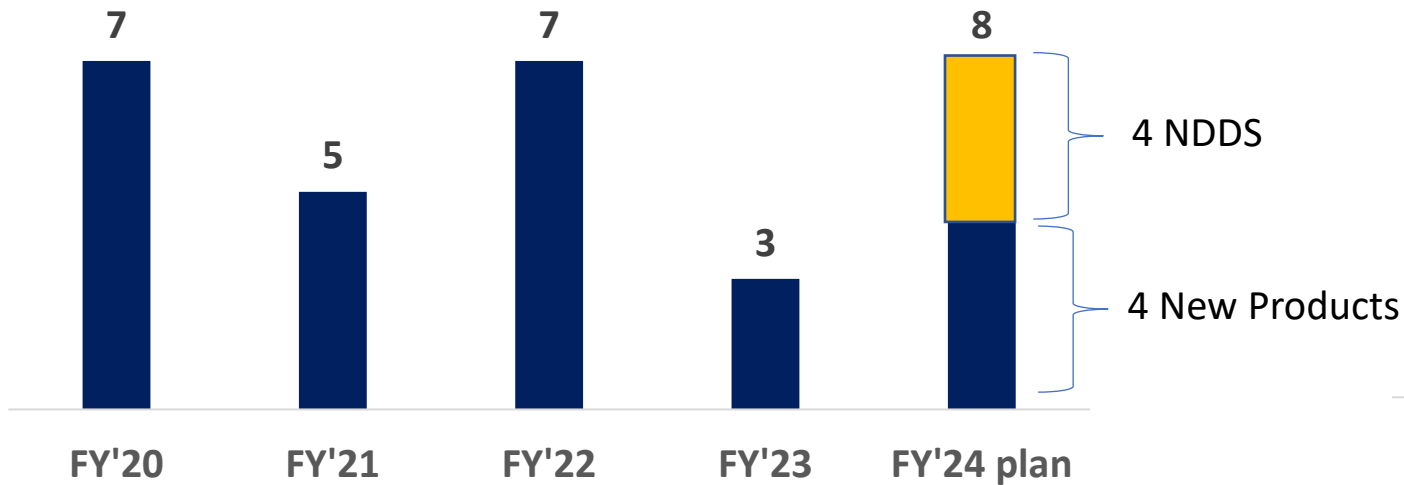


Supportive Care

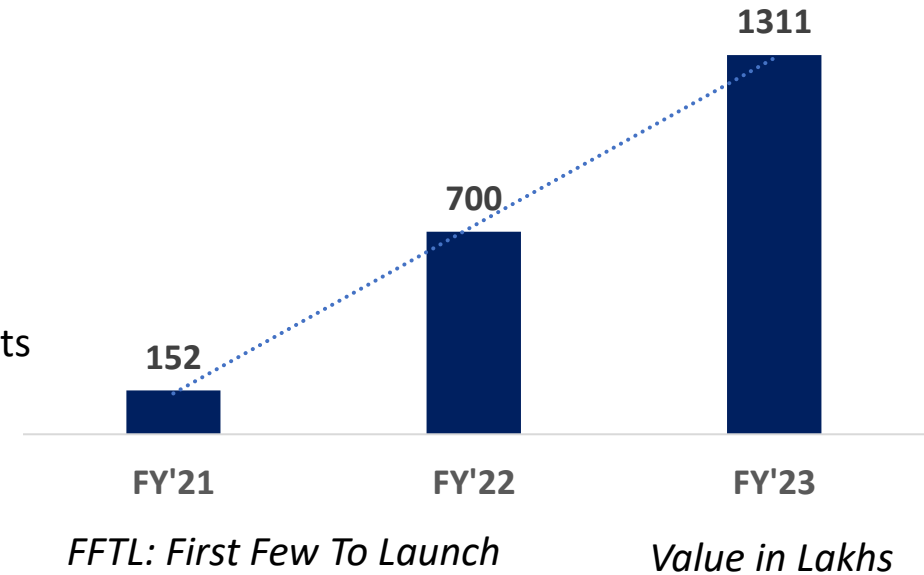


New product development are pivotal to our growth

No of the brands launched



Sales of FFTLs



FY 2019-20	FY 2020-21	FY 2021-22	FY 2022-23
DASATINIB	ENZALUTAMIDE	MEGESTROL	CARFILZOMIB
LAPATINIB	RTU-GEMCITABINE	CABOZANTINIB	PALBOCICLIB
SORAFENIB	LENVATINIB	PAZOPANIB	ENZALUTAMIDE 160 MG
PLERIXAFOR	SUNITINIB	IRINOTICAN	
VINORLEBINE	AXITINIB	AFATINIB	
BUSULFAN		NINTEDANIB	
MERCAPTOPYRINE		METHOTRAXATE	

Focus on R&D

3 new brands launched in FY 22-23: Carfimib , Adcilib & Adleap 160mg



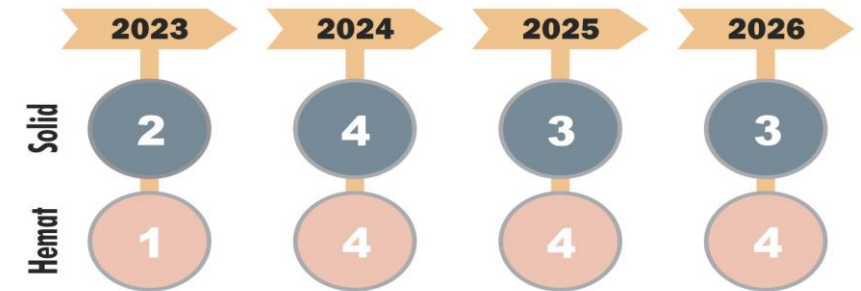
Working on NDDS (New Drug Delivery System). Recently got DCGI approval for Enzalutamide 160mg.

Working on FFTLs to be launched in FY'24



Strong product pipeline

NEW PRODUCT PIPELINE



NIB'S

New Drug Delivery System

PARP Inhibitors

Key Competitive Strengths

Market leadership

Among top 10 players in cytotoxic market

Infrastructure & quality

Robust track record of compliance and Quality



Management Team

Highly experienced management team across business segments



Financial performance

Strong financial performance with well-defined growth levers

Backward integration

BDL is among the few companies that work across the value chain. Developed API of 37 Oncology products



Healthy Growth Across All Segments in FY'23 (Y-O-Y)



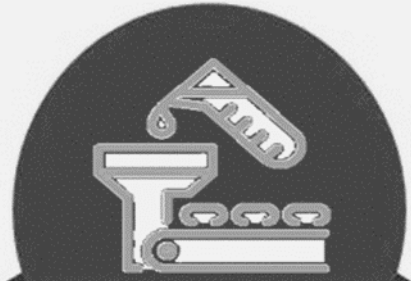
Domestic Own brand

24 % revenue growth



International

31 % revenue growth



API

64 % revenue growth

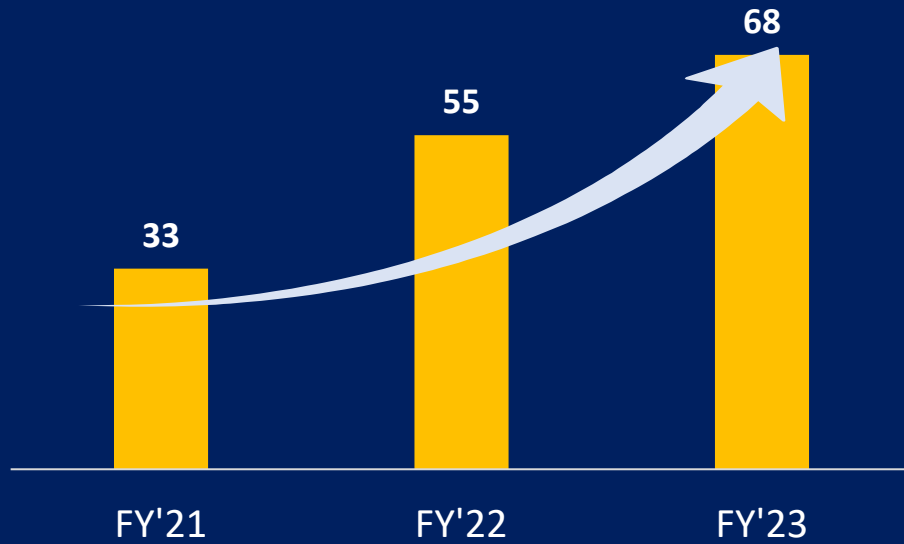


CDMO

13 % revenue growth

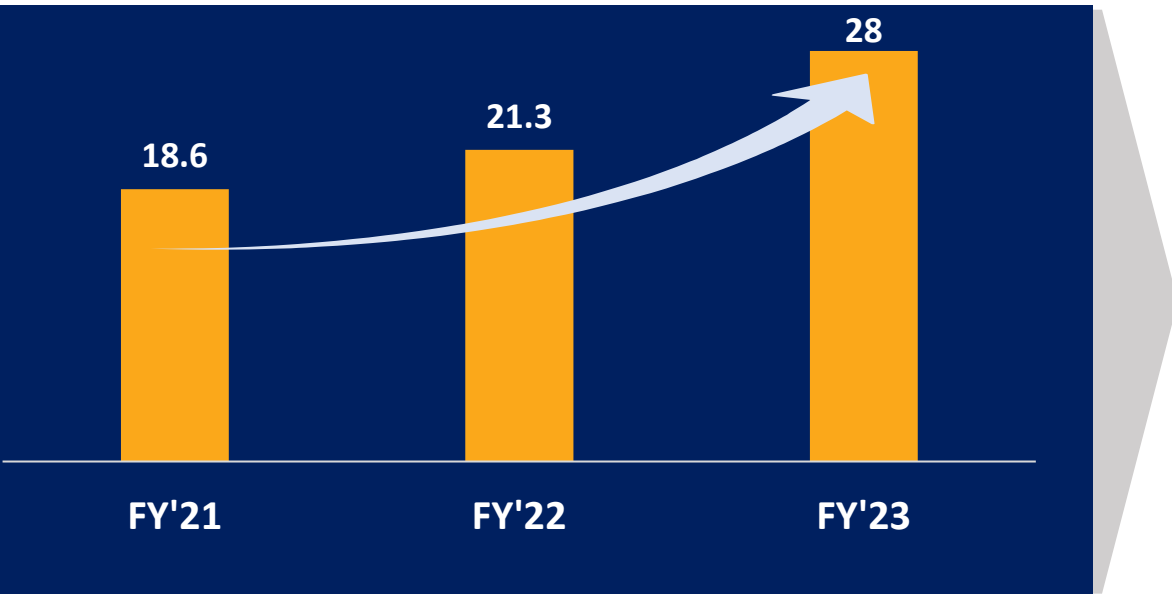
Domestic Own Brand Business

Finished formulation sales



- Penetration in tier 2 & 3 cities
- New product launches
- Field force expansion
- Deeper penetration in private, corporate & government hospitals

International business



Beta Drugs is expecting :

- EAEU (Eurasian Economic Union) audit in the month of June'23
- EuGMP audit in the month of December'23

3 major international accreditations



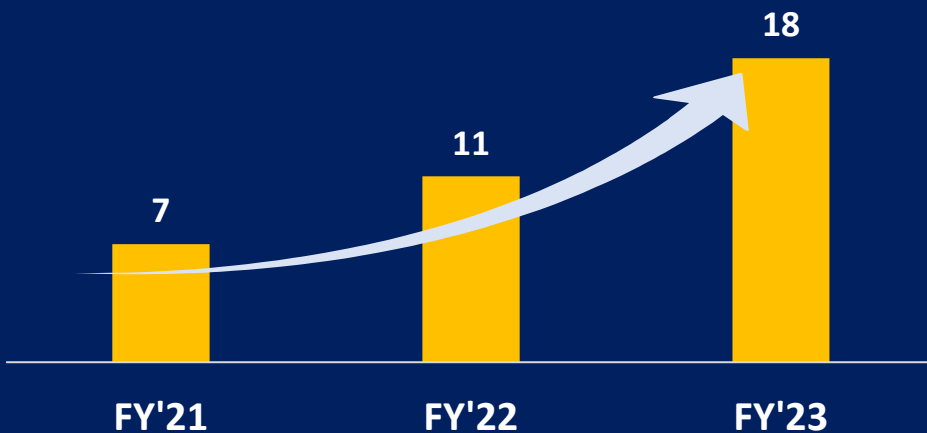
These accreditations lead to Geographical expansion in

- South Africa & Africa- Namibia, Botswana, Zimbabwe, Zambia, Uganda, Ivory Coast,
- North Africa- Morocco, Algeria,
- Middle East -Syria, Iraq, Jordan,
- Asia Pacific region- Malaysia, Thailand, Vietnam, Philippines, Singapore

	No of dossiers filed in FY'23	Registered	Planning to file
LATAM	23	41	86
MIDDLE EAST & AFRICA	44	30	127
ASIA	8	55	134
CIS	2	20	10

Strong In-House API Development

API Business



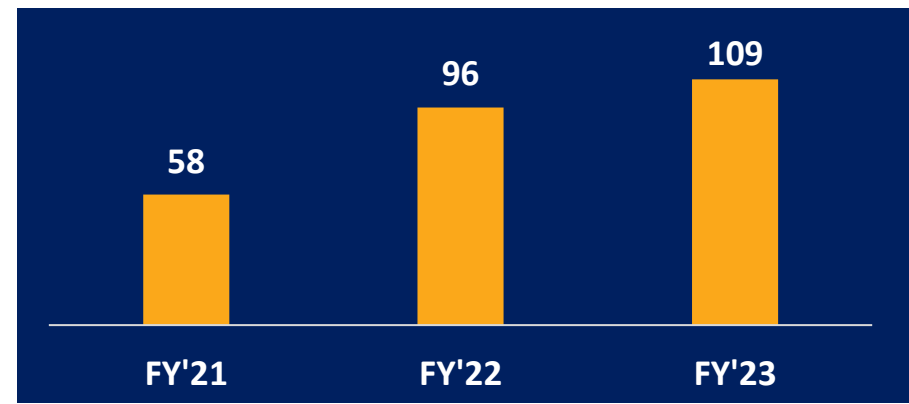
- The company is aggressively working to file its first CEP (Europe). In lieu of that, we have established a world-class microbial Lab with the latest equipment
- Captive expansion- Added 1 new line to focus on EU GMP.
 - 5 GLR (3250 Litres capacity) & 3 SSR (3200 Litres capacity)
 - 6 Glass Flask Assemblies (200 Litres capacity)
- **10** New products developed in FY'23
- BDL is among very few companies to develop API of Carfilzomib, Cabozantinib, Afatinib, Pazopanib & Rucaparib
- Initiated export of API in non-regulated markets
- Developed a new R&D laboratory with an analytical development lab

Strong In-House API Development provides us the key competitive advantage

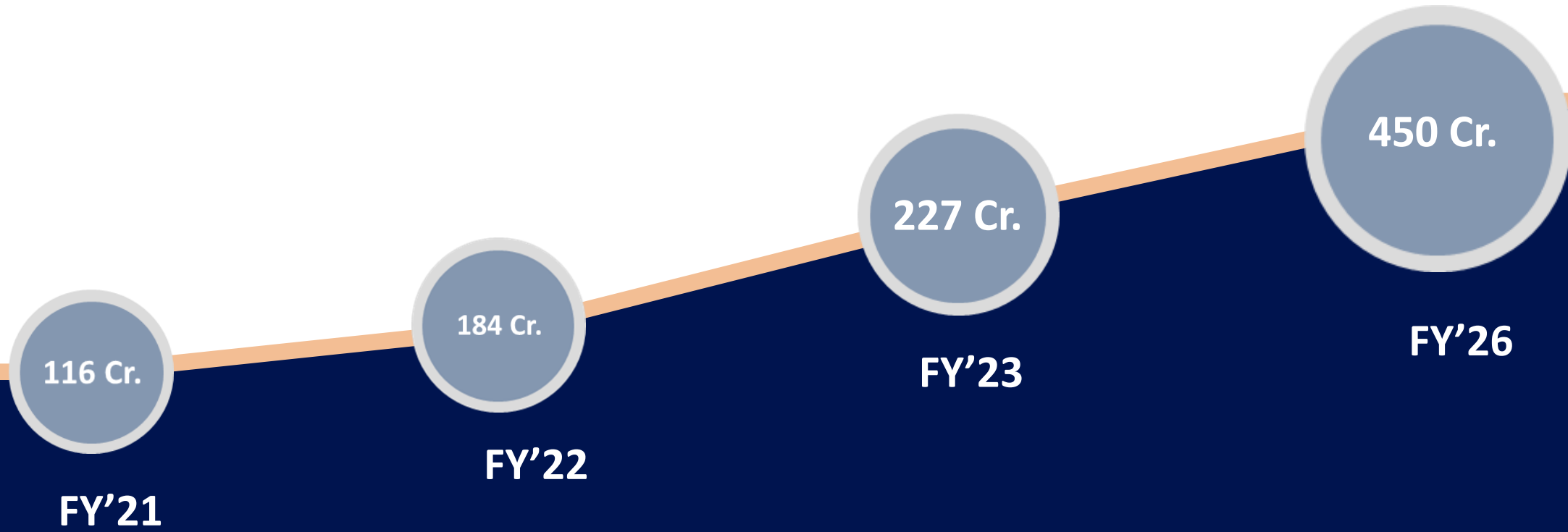
Solid Tumor	Solid Tumor	Hematology	Supportive
AFATINIB DOCETAXEL TRIHYDRATE ERLOTINIB HYDROCHLORIDE GEFITINIB GEMCITABINE HYDROCHLORIDE FLUDARABINE PHOSPHATE LAPATANIB DITOSYLATE PEMETREXED DISODIUM HEPTAHYDRATE SORAFENIB TOSYLATE TEMOZOLOMIDE ENZALUTAMIDE AXITINIB SUNITINIB LENVATINIB	METHOTREXATE BICALUTAMIDE IRINOTECAN FULVESTRANT ANASTROZOLE NINTEDANIB PAZOPANIB RUCAPARIB CABOZANTINIB	AZACITIDINE HYDROXYUREA HYDROXYCARBAMIDE IMATINIB MESYLATE LENALIDOMIDE BORTEZOMIB DASATINIB BENDAMUSTINE HYDROCHLORIDE PLERIXAFOR CARFILZOMIB	APREPITANT HYDROXYCARBAMIDE ZOLEDRONIC ACID FOS-APREPITANT ELTROMBOPAG OIAMINE <hr/> API UNDERDEVELOPMENT CERITINIB IBRUTINIB PALBOCICLIB
		DCGI approved - Cabozantinib DCGI approved - Rucaparib	

Our CDMO Partners

- ✓ Partnership with 50+ companies
- ✓ 20+ top pharma companies are associated with us since last 5 years
- ✓ Capacity of lyophilized products has increased. It helped to reduce lead time for order execution



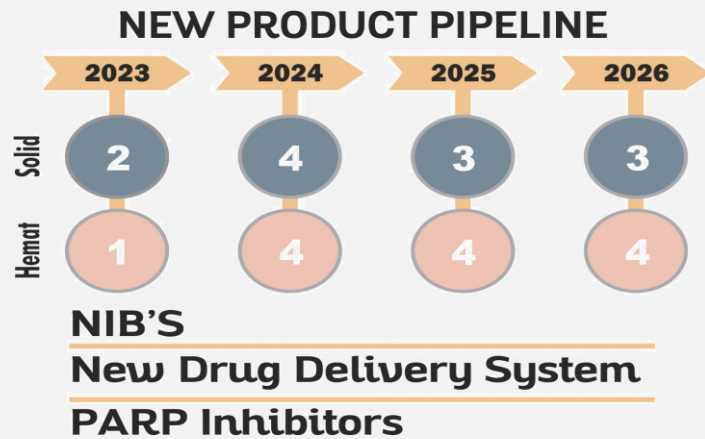
FUTURE ROADMAP



The company aims to establish its presence and expand in Indian & international markets

Road Map for Domestic Branded Market

Strengthen product basket



Increase customer base

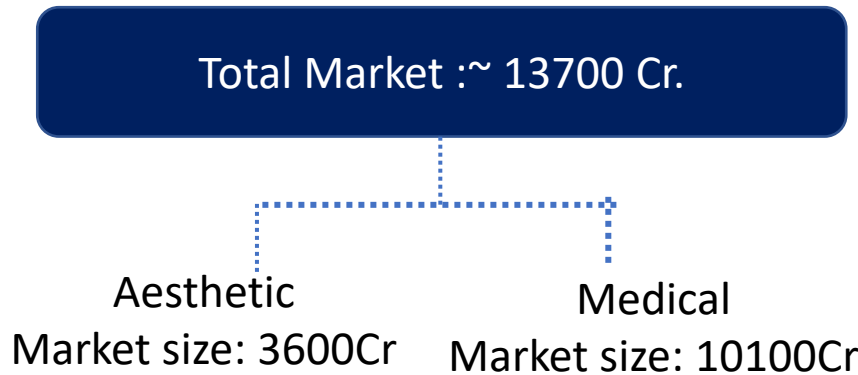
25 % increase in customer base through:

- New corporate & private hospital entries.
- Strengthening Hemato & Uro Oncology presence
- Focus on Millennial Dr's

Market penetration

- Increasing presence in tier 2 & tier 3 cities
- Entry into major Govt. institutes
- Enter in High end Cosmetic-Dermatology segment

Foraying into Cosmetic Dermatology



- Fast growing market: 15% Y-O-Y growth
- 20% growth of the aesthetic market & 12 % growth of the medical Dermatology market

First to launch product	Product Acceptance	Future Plan
Signed CDA with an European company to bring First to launch product in Indian dermatology market	700+ Prescribers in first 6 months of division launch	Plan to establish new manufacturing facility of Cosmetic-Dermatology products in next 2 years

Geographical Expansion



LatAm

No. of targeted countries: 15

Total dossiers submission plan in next 2 years: 86



ASIA

No. of targeted countries: 6

Total dossiers submission plan in next 2 years: 134



MIDDLE EAST & AFRICA

No. of targeted countries: 11

Total dossiers submission plan in next 2 years: 127

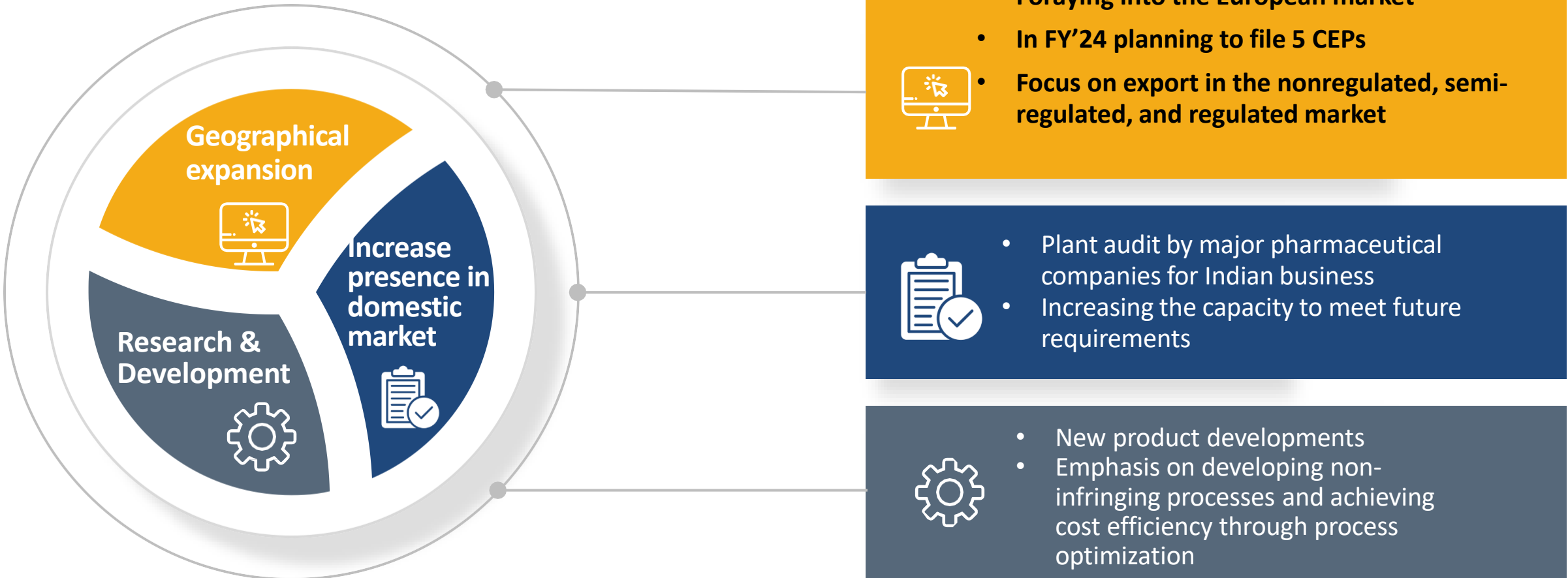


CIS

No. of targeted countries: 4

Total dossiers submission plan in next 2 years: 10

API Expansion Plan



Healthy Growth in Revenue & Profit

PERFORMANCE

FY'23 Consolidated				
	FY'21 (Rs Cr)	FY'22 (Rs Cr)	FY'23 (Rs Cr)	3 Yrs CAGR
Total revenue	116.12	183.84	227.11	25.1%
EBITDA	25.24	43.51	53.88	28.8%
EBITDA %	21.7%	23.6%	23.7%	
PAT	11.72	24.83	30.72	37.9%
PAT %	10.10%	13.51%	13.53%	

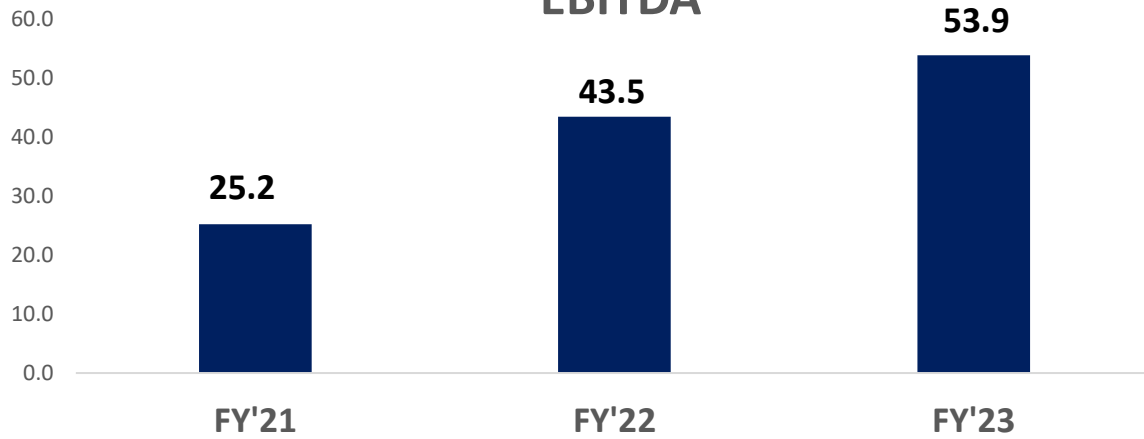
Balance Sheet

	FY'21 (Rs Cr)	FY'22 (Rs Cr)	FY'23 (Rs Cr)
Share capital	9.61	9.61	9.61
Reserves	59	82.73	113.27
Borrowing (Long term & short term)	14.7	16.58	16.04
Other liabilities	34.22	48.93	59.5
Total liabilities	117.5	157.85	198.42
Fixed asset (Net of depreciation)	42.78	54.96	62.76
Non current investment	0.78	0.78	0.78
Cash & cash equivalent	10.42	17.32	19.16
Other assets	63.52	84.79	115.72
Total assets	117.5	157.85	198.42

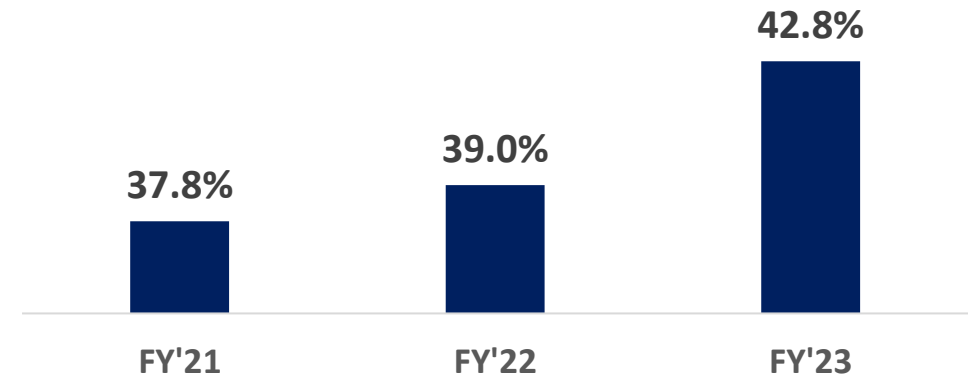
Financial Performance



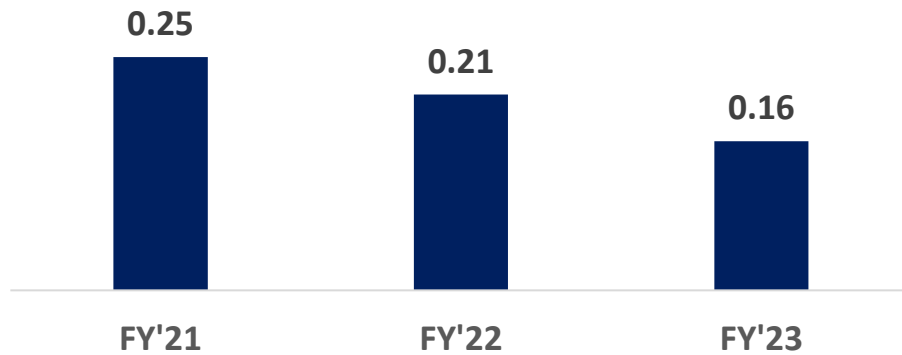
EBITDA



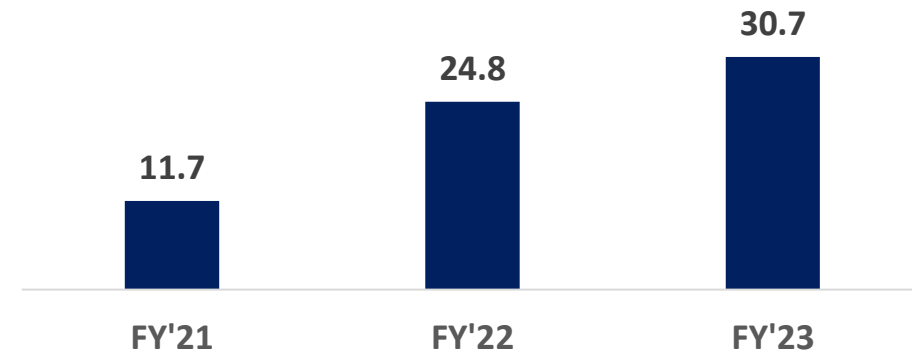
% Gross margin



Debt to equity ratio



PAT



THANK YOU

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