



ZIM LABORATORIES LIMITED

BUSINESS PRESENTATION

FEBRUARY 2023

SAFE HARBOUR



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SAFE HARBOUR



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OUR BUSINESS

PHARMACEUTICAL AND
NUTRACEUTICAL
PRODUCTS

DIFFERENTIATED
GENERICS

R&D AS CORE

- ZIM develops and supplies differentiated generic Pharmaceutical and Nutraceutical products; 73% of our business is in Pharmaceutical products and 27% in Nutraceutical products (9MFY23)
- Our differentiation and value proposition is in our ability to develop and supply combination / differentiated generic products in the oral solid dosage form, using drug delivery techniques and various non infringing proprietary manufacturing processes
- Our core capability is built on the foundation of a strong, experienced in-house R&D set up which provides various delivery solutions that are comprehensive and cover product conceptualisation, product development, clinical studies, dossiers, manufacturing & supplies

OUR BUSINESS

EXPORT FOCUS

- 85% of our business is through exports
 - Pharmaceutical : 81% of our products are exported across markets with focus on some key therapeutic categories
 - Nutraceutical : 99 % of our products are exported across markets

PRE FORMULATION AND FINISHED FORMULATION

- We are flexible in supplies of Pharmaceutical and Nutraceutical products in intermediates or finished formulation and follow a varied marketing strategy

VARIED MARKETING STRATEGY

- For Pre Formulation Intermediates (PFI) Exports - we partner with pharmaceutical manufacturers who seek solutions for development, sourcing and marketing of differentiated generic products
- For Finished Formulation Exports - we register our products in select markets with plans to enter into marketing tie up with local distributors and marketing companies for launch of our FF products as branded generics

OUR BUSINESS

NOW TARGETING KEY
DEVELOPED AND
PHARMERGING MARKETS

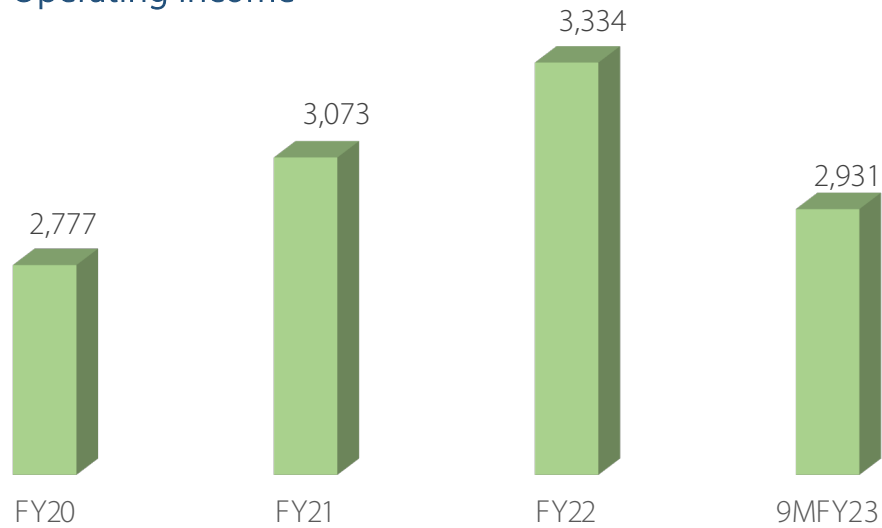
EXPERIENCED R&D TEAM

ONGOING INVESTMENTS
IN R&D AND
UPGRADATION

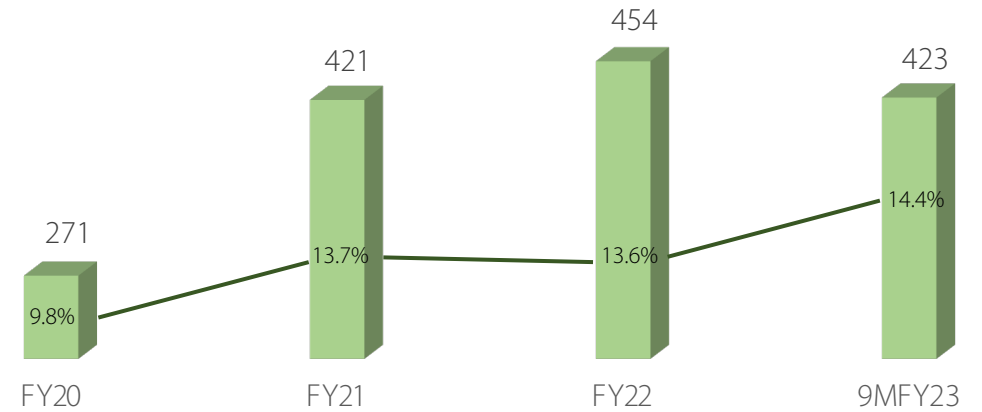
- Our focus is to enter into the Key Developed and Pharmerging markets with our Pharmaceutical and Nutraceutical products
 - We have enhanced our R&D capabilities by onboarding a very experienced team in ZIM Health Technologies Ltd (ZHTL -100% subsidiary); this team is responsible for guidance and execution of our strategy to enter the Key Developed and Pharmerging Markets
 - 900Mn INR (6-7% of Income) has been invested in the last 4.5 years for (i) operating costs on R&D (ii) upgrading R&D facility and (iii) various BE studies with an aim to have CTD dossiers for target markets
 - 560Mn INR invested over last 4.5 years in our gross block to upgrade our factory infrastructure and plant and equipment to meet required standards
- Our key manufacturing facility and our Oral Thin Film facility is EU GMP certified; in addition our OTF facility is NSF/ANSI 455-2 certified

FINANCIAL PERFORMANCE

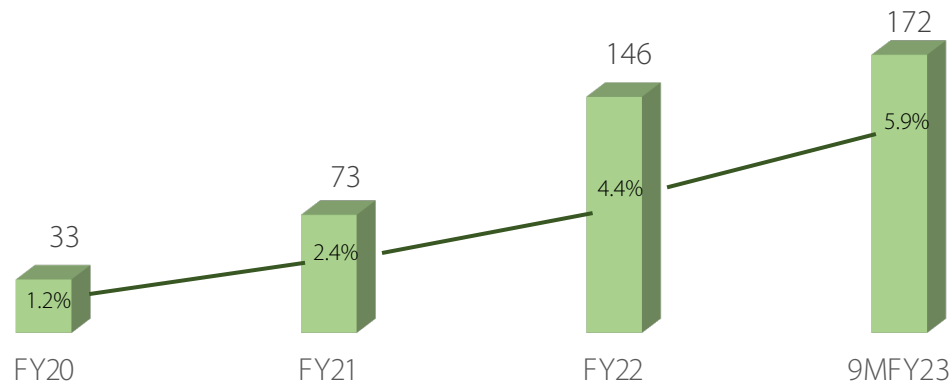
Total Operating Income



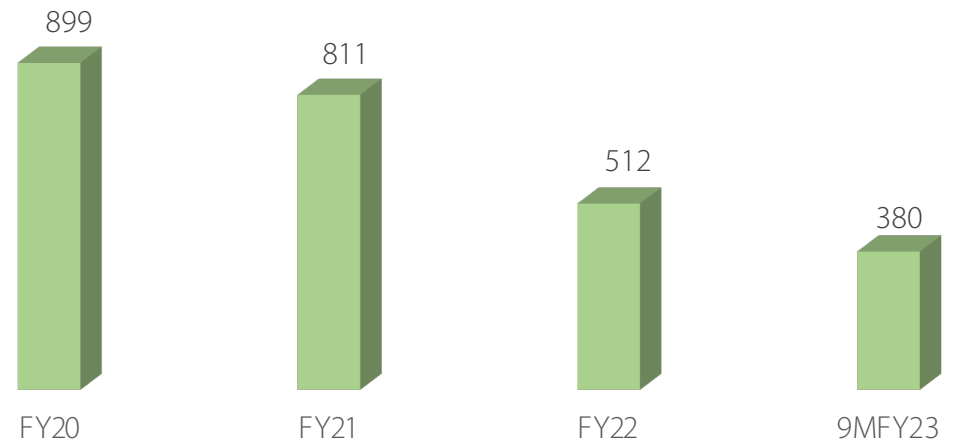
EBITDA : In Rs. Mn and as % of Total Operating Income



Profit After Tax : In Rs. Mn and as % of Total Operating Income



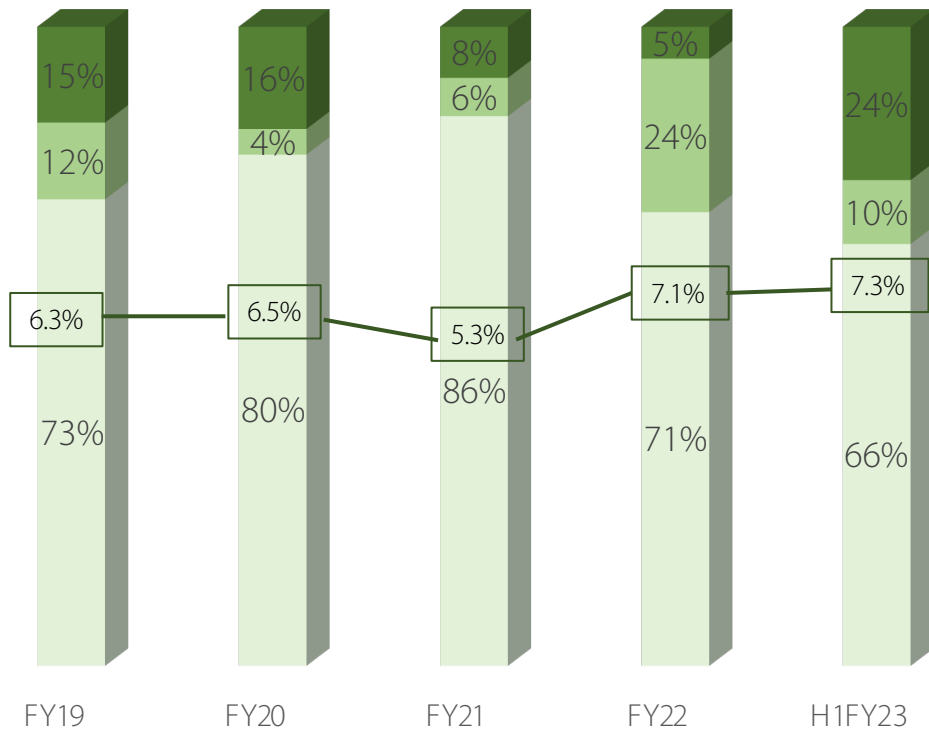
Total Borrowings



All numbers are in Rs. Mn unless otherwise stated

INVESTMENTS IN R&D AND GROSS BLOCK

Total R&D Spend as of % Total Operating Income



- % Total R&D Expenses to Total Operating Income
- Capital Expenses on BE Study
- Capital Expenses on Infrastructure and Equipment
- R&D Expenses in P&L(Employee; Material etc)

Gross Block Addition (In Rs Mn)



- Capex w/o R&D expenses
- R&D Capex
- WIP

*Total Gross Block Expenses for 4.5 years = Rs806Mn

*R&D Expenses Capitalized shown in the left graph

GROWTH PLANS : PHARMACEUTICAL

DIFFERENTIATED PRODUCTS IN RoW MARKETS

NIP PRODUCTS IN TARGET MARKETS AND ROW MARKETS

CO-DEVELOPMENT AND LICENSING FEES

Our R&D focus and investments, emphasise our aim of creating robust versatile technology platforms and a differentiated product pipeline (“New Innovative Products – NIP”) and other differentiated generic products to drive growth, particularly in the “Key Developed and Pharmerging markets”* (“Target Markets”).

- Growth from our existing differentiated generic pharmaceutical products in the RoW markets; 224 Finished Formulation(FF) products registered, several in pipeline to be added
- Registration and commercialisation of our NIP products in Target Markets; # 2 products targeted for registration by FY23 and #4 NIP registrations for FY24 ; commercial launch of these products expected thereafter, subject to regulatory approvals
- Co- development and licensing fees for NIP and OTF products

NEW INNOVATIVE PRODUCTS (NIP)

2 NIP FILINGS IN FY23
AND 4 EXPECTED IN
FY24 FOR EU

MULTIPLE NIP FILINGS
ACROSS TARGET
MARKETS PLANNED IN
FY24

VERY LARGE MARKET
POTENTIAL FOR NIP

- 2 NIP filings in FY23 for Market Authorisation under ZIM
 - Product 1 - Urology (market potential ex USA - USD405Mn) (Source: IQVIA)
 - Product 2 - Gastro-intestinal (market potential ex USA USD601Mn) (Source: IQVIA)
 - We are also entering into Co-Development, Licensing and Business Agreement with Pharmaceutical Companies in the EU and Target Markets
 - 4 NIP filings planned for FY24 (Product 3 to 6) are undergoing BE studies and Dossiers for these products are expected to be ready for filing in the EU and other Target Markets in FY24
 - Global market size of these 4 products is estimated at USD 3.722 BN (ex- USA) (Source: IQVIA)

REGISTRATION FILINGS



Products	Therapeutic Segment	Global Market Size (USD MN)	Ex USA Market Size (USD MN)	Remarks
Product 1	Urology	417	405	Filings for Registration planned in FY23 for EU; for other Target Markets thereafter
Product 2	Gastrointestinal	3,281	601	
Total		3,698	1,006	

Products	Therapeutic Segment	Global Market Size (USD MN)	Ex USA Market Size (USD MN)	Remarks
Product 3	Anti-Coagulant	1,631	1,176	Filings for Registration in EU and Other Target Markets planned in FY24
Product 4	CNS	2,944	1,445	
Product 5	Urology	2,710	448	
Product 6	Rheumatoid Arthritis	3,651	653	
Total		10,936	3,722	

ORAL THIN FILMS (OTF)

THINORAL® IS OUR
PATENTED
TECHNOLOGY

REGISTRATION ACROSS
TARGET MARKETS

ASPIRATION TO ENTER
THE USA – LARGEST
MARKET FOR FILMS

- Our Oral Thin Film Technology (Thinoral® patented) provides an alternate dosage form for high potent, low dosage pharmaceutical products and for various Nutraceutical and Over the Counter (OTC) products
- The Global OTF market is estimated at USD \$2.55 BN and expected to grow at CAGR 9% globally (Source: Fact.MR 2021). The largest share of the OTF products market is in the USA ; our aspiration will be to enter into USA over time
 - In Phase 1 , the focus is to register the OTF products in our Target markets with potential to sell in Rx and OTC basis through marketing partners
 - Simultaneously we will also attempt to launch the OTF Nutraceutical (non Rx) products in the USA alongside partners through marketing tie ups
 - In Phase 2 we have plans to endeavour and register our OTF products in the USA, likely in partnership with USA centric marketing Companies

ORAL THIN FILMS (OTF)

MARKETING
AUTHORISATION FOR 2
OTF PRODUCTS
RECEIVED FOR EU

SEVERAL OTF
PRODUCTS
COMMERCIALISED IN
RoW MARKETS

GROWING BUSINESS

- 8 patents granted ; additional 14 under examination
- 2 MA (Marketing Authorisations) received for EU; Rizatriptan and Sildenafil ; In addition Tadalafil OTF has also been filed for Registration in EU ; ZIM has received its first commercial order for OTF in Rx from EU in the current quarter
- 12 Pharmaceutical products have been developed using the OTF dosage form; they have been registered and commercialised in the RoW markets
- The OTF also provides a technology platform for developing Nutraceutical products, which may be marketed through retail distribution, online / e-commerce aggregator and own digital platform ; Melatonin in OTF strips already developed and commercialised
- The OTF business has grown at a CAGR of 33% from INR58Mn to INR 103Mn over the last 2 years (FY20 to FY22)

CLIENT CENTRIC PRODUCT DEVELOPMENT

- Our Nutraceutical business stems from our supply of certain unique PFIs developed specifically for our PFI clients to meet needs of their local markets; this business has been growing steadily and our supply of PFI for nutraceutical products will continue

DIFFERENTIATED PRODUCTS

- In addition to the PFI products, we have also developed Finished Nutraceutical Formulations – that are being targeted for exports and well as for sale in the domestic retail market
- We plan to develop Nutraceutical products that leverage on our various platform technologies to provide combination products that are unique and differentiated with healthy margins

HOLISTIC TREATMENT APPROACH

- Position our Nutraceutical products as supplement to some of the pharmaceutical products that we supply in key therapeutic areas. This will be a “total cure” approach for patients who may use these for products as after recovery support

25 NUTRACEUTICAL PRODUCTS

ONLINE + OFFLINE DISTRIBUTION

FOR USA - OVER THE COUNTER PRODUCTS

- Presently we have 25 products in Health Supplements/Nutraceuticals
- Revenues for 9MFY23 at Rs781Mn; includes exceptional surge during FY23
- Our marketing initiatives for our Nutraceutical products are :
 - Exports as PFI and FF products. The FF products will be marketed by our marketing team to distribution and marketing partners across markets
 - India - marketing will be through the on-line / e-commerce mode; a specific web portal is being developed under ZIM for integrating this business with aggregators and the online ecosystem; support of distributors may be taken as required
 - USA - through the Over The Counter (OTC) route (like Melatonin OTF) and also through channel partners



INITIATIVES TO SUPPORT OUR PLANS

RESEARCH & DEVELOPMENT

ZIM HEALTH
TECHNOLOGIES LTD.
100% SUBSIDIARY

LEADERSHIP TEAM
WITH EXTENSIVE
EXPERIENCE

LICENSE FEE AND CO-
DEVELOPMENT
EARNINGS

- A 100% subsidiary – ZIM Health Technologies Ltd. (ZHTL) has been incorporated to accelerate our R&D efforts in product development, manufacturing and marketing complex generic and high-end Pharmaceutical and Nutraceutical products
- Under the overall guidance of Dr. Anwar Daud, ZIM's R&D team is led by Dr. Chandrashekar Mainde, a veteran R&D professional with expertise in development and dossier submission for many pharmaceutical products in the USA and EU. He joined ZIM, along with few of his colleagues, from a leading Turkish Company where he had overall R&D responsibility for product development and submissions for USA / EU / Developed Markets
- The team has overall responsibility in ensuring transfer of technology for commercial production and business of all products and oversight key functions of QA, QC and Operations ; they also drive our co-development and license fee earnings initiative

RESEARCH & DEVELOPMENT

INVESTMENT IN TEAM AND PATENTS

- 91 R&D Team ; 5 PhDs ; 71 post graduate professionals (as on 31st Dec '22)
- 10 patents granted (for specific periods); 65 patent applications have been submitted in Key Developed and Pharmerging markets (including USA and Mexico) and are under examination; of these, some patents have been applied in multiple countries

FOCUS ON BUILDING NEW INNOVATIVE PRODUCT PIPELINE

- 10 New Innovative Products have been developed for EU / Regulated Markets
 - 2 NIP Dossier are ready for filing in FY23; discussions ongoing for obtaining Marketing Authorisation of these products within ZIM and also on non-exclusive basis with partners
 - 4 NIP are under process of various clinical / BE studies and Dossier readiness and expected to be ready for filing in FY24

SUPPORT BUSINESS GROWTH

- Several NIP with upcoming patent expiry also under development
- In addition, Dossiers of our top selling products in RoW markets are also in process of upgradation and several other products have also been identified for development, registration and launch in the RoW markets

MICRO EMULSION
COATING

PELLET COLD FORMING

RAPID GELATION DRUG
RELEASE

MATRIX PORE
FORMING

- Our New Innovative Products have been developed using our proprietary, non – infringing development and manufacturing processes using the following technology platforms
 - Micro- Emulsion Coating Technology (MECT) Used for solubilisation of oil soluble drug, liquids in oil phase and subsequently micro emulsifying with aqueous phase containing polymer to coat over the substrate
 - Pellet Cold Forming Technology (PCFT): Used for heat sensitive material which either loses its potency or transform into another form for processing at normal temperatures
 - Rapid Gelation Drug Release Technology (RGDRT): Used for release of drug in pseudo zero kinetics and is also an alternative to OROS® technology
 - Matrix Pore Forming Tablet Technology (MAPOTAB): Used for release of drug through pores into an aqueous media

MARKETING TEAM FOR SPECIFIC REGIONS

- Marketing Office in Mumbai and Nagpur; dedicated marketing teams for specific markets - Developed Markets, LATAM, CIS, Asia, Africa and Middle East
 - Pre Formulation products are registered by our clients for marketing in their respective markets with MA and Brands in their names
 - Finished Formulations products are registered in ZIM's name and we enter into marketing tie-ups with local distributors and marketing companies for launch of these products in local markets; brands may be registered by us or our partners on case by case basis
- International marketing offices in Latvia and Vietnam for registration, marketing, regulatory and administrative support for our marketing initiatives in EU and Vietnam respectively. We have plans to add more local marketing support for EU and some other key markets
- "Feet on street" marketing by local partners, marketing companies, distributors

INTERNATIONAL OFFICES TO SUPPORT

ON GROUND MARKETING BY LOCAL PARTNERS

PRODUCT REGISTRATIONS : ROW

- 224 Pharmaceutical Finished Formulation products are registered across RoW markets; these are in various strengths(excluding registration in multiple markets)
- In addition, 184 Pharmaceutical Finished Formulation products have been filed and are awaiting registration from various countries in RoW markets; these are in various strengths(excluding registration in multiple markets)

Particulars	Registrations	Filed Awaiting Registration	Total
Capsules / Tablets /Suspensions	182	141	323
Oral Thin Film (OTF)	42	43	85
Total	224	184	408

CAPACITY EXPANSION

EXISTING FACILITY UPGRADED

NEW UNITS FOR NIP

NEW FACILITY FOR NUTRACEUTICAL

ADEQUATE CAPACITY FOR GROWTH PLANS

- Over Rs560Mn has been invested in our Gross Block over the last 4.5 years to expand and upgrade manufacturing, utility and other support facilities to be capable of manufacturing leading pharmaceutical products. Plant and equipment of global quality have been adequately added to meet our plans
- A new warehouse and new NIP product manufacturing units are under construction; these are within our existing facility and will support our growing Finished Formulation business and be used to manufacture our planned NIP products
- A separate Nutraceutical facility in a separate location is also being added to meet growth in business; land has been acquired and specific permissions are being sought to start construction
- Our existing facility has been expanded and upgraded; it has spare capacity to cater to our requirements for growth in the ROW business; combined capacity from the above will be adequate for growth planned over the next few years

FUNDING THROUGH DEBT AND INTERNAL GENERATION

- We expect to meet the funding needed for the warehouse and the NIP manufacturing facility through internal generations
- Funding for the Nutraceutical facility will be met through a combination of debt and internal generation
- We do not estimate to have any equity dilution to meet the funding for the above planned projects

KEY RISKS

REGISTRATION DELAYS

- Delay in registration of our various NIP in the Key Developed and Pharmerging Markets

PLANT APPROVAL DELAYS

- Delays in accreditations and manufacturing approvals for Target Markets

WEAK MARKETING PARTNERSHIPS

- Delay in entering into Licensing Agreement for marketing of our products in the Target Markets; thereby delay in commercialisation of products

COMPETITION AND MARGIN PRESSURES

- Adverse geopolitical issues may delay our plans and disrupt supply chain management
- Competition from other pharmaceutical companies may make our products less attractive for commercialisation leading to margin pressures
- Demand slowdown in the Developed Markets

FINANCIALS

Particulars	FY20	FY21	FY22	9MFY23
Total Operating Income	2,777	3,073	3,334	2,931
EBITDA	271	421	454	423
EBITDA %	9.8%	13.7%	13.6%	14.4%
Profit After Tax (PAT)	33	73	146	172
PAT %	1.2%	2.4%	4.4%	5.9%
Net Worth	1,538	1,608	1,757	1,937
Borrowings	899	811	512	380
Net Fixed Assets	1,256	1,172	1,174	1,250
Net Current Assets	1,010	1,091	985	1,000
ROCE %	5.4%	10.8%	12.5%	17.3%
ROE%	2.2%	4.7%	8.6%	12.4%
Gearing %	58%	50%	29%	20%

All numbers are in Rs. Mn unless otherwise stated

Financial figures are as per Consolidated Financials unless otherwise stated in the Presentation

QUARTERLY FINANCIALS

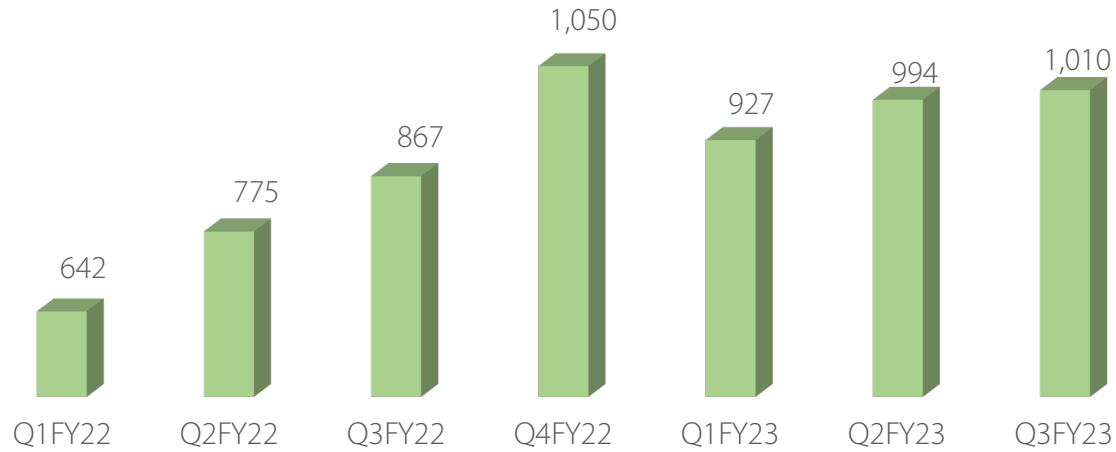
Particulars	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23
Total Operating Income	642	775	867	1,050	927	994	1,010
Other Income	12	9	7	17	19	14	24
Total Income	654	784	874	1,067	946	1,008	1,034
Net Contribution	261	341	359	452	397	410	431
Employee Costs	138	132	136	157	167	164	161
Operating Costs	70	107	116	148	118	123	139
EBITDA	65	111	114	164	131	137	155
EBITDA %	10.1%	14.4%	13.1%	15.6%	14.1%	13.8%	15.3%
Finance Costs	25	26	18	14	13	14	16
Depreciation	37	44	38	42	43	44	39
Profit Before Tax	3	42	57	108	75	79	100
PBT %	0.4%	5.4%	6.6%	10.3%	8.1%	7.9%	9.9%
Profit After Tax	2	33	41	70	51	55	66
PAT%	0.3%	4.3%	4.7%	6.7%	5.5%	5.5%	6.5%

All numbers are in Rs. Mn unless otherwise stated

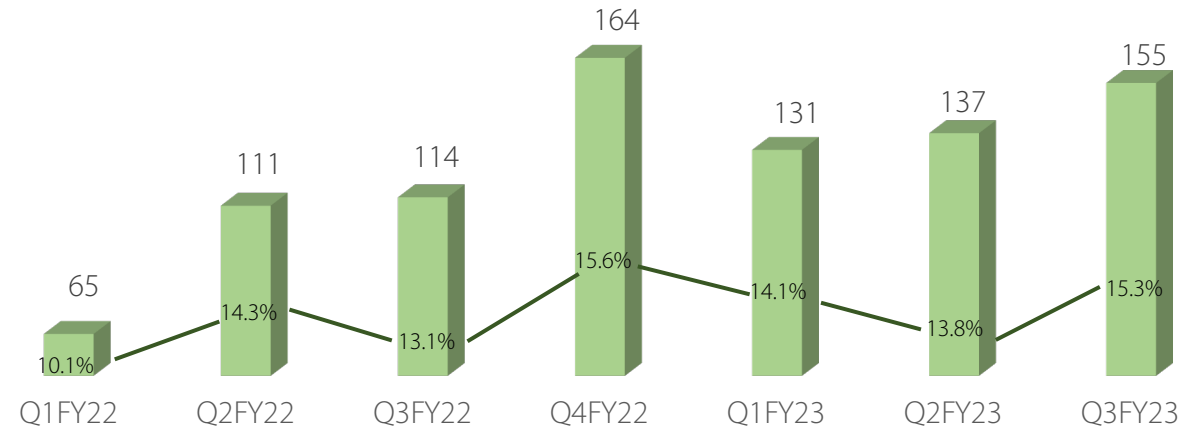
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HISTORIC PERFORMANCE

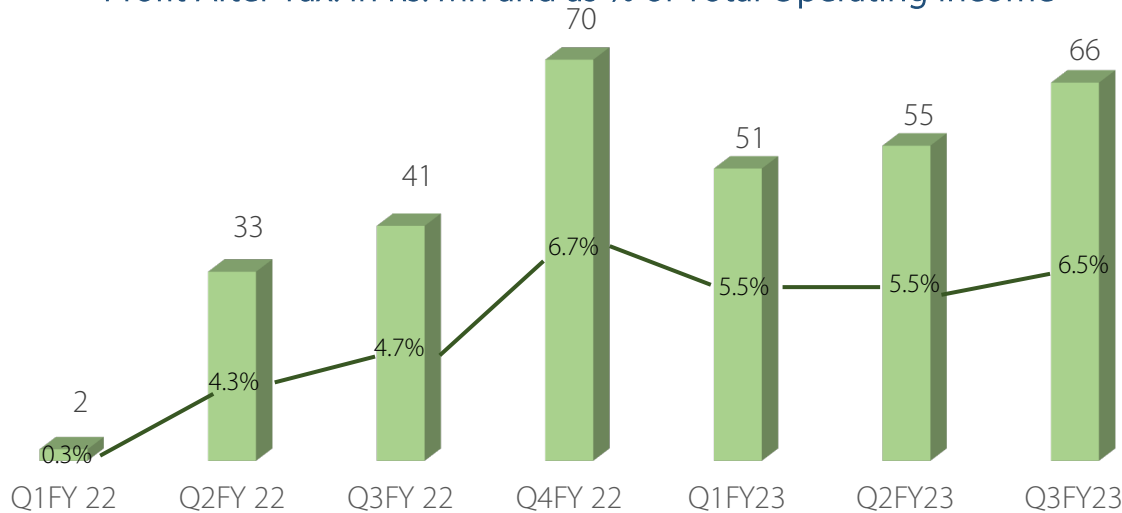
Total Operating Income



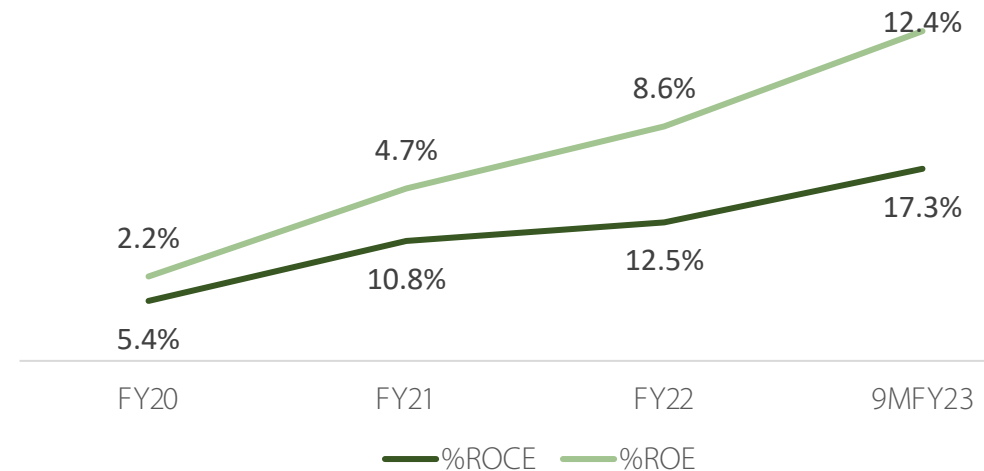
EBITDA : In Rs. Mn and as % of Total Operating Income



Profit After Tax: In Rs. Mn and as % of Total Operating Income



%ROCE and %ROE



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All numbers are in Rs. Mn unless otherwise stated

1984-93

- 1984: Company incorporated as Private Ltd Co
- 1993: Converted to Public Ltd Co

1994 - 2012

- 1994: IPO and Listing of the shares on Over The Counter Exchange of India (OTCEI)
- Funding of growth through preferential allotment of shares to promoters

2012- Till Date

- 2012: Equity Shares allotted to Private Equity Fund – AA Indian Development Capital Fund (launched by Ashmore group and Alchemy Partners, UK)
- 2014 : OTCEI Closed ; ZIM shares shifted to Dissemination Board.
- 2018 : ZIM Listed on BSE ; Bonus Issue - 1 share for 1 share held
- 2021 : PE Fund Exits; HNI Investor acquires PE position
- 2022 : ZIM Listed on NSE ; Bonus Issue - 2 shares for 1 held
- Total Share Capital of the Company - 4,87,25,814 Shares of Rs. 10/- each

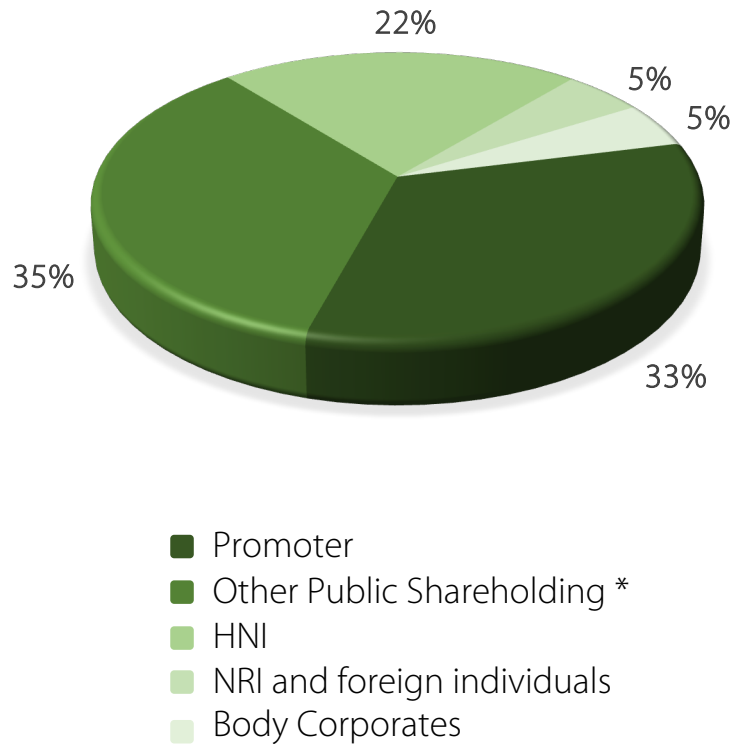
STRUCTURE



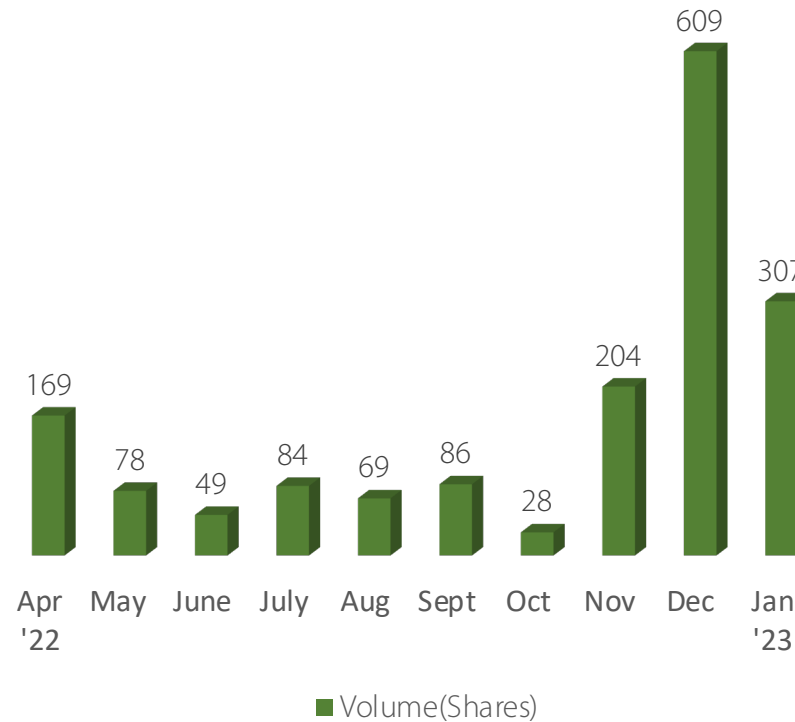
- We may enter into joint venture arrangements with local partners in target markets, as appropriate

SHARES

Ownership % (On Dec '22)



Traded Volume (In K) BSE+NSE



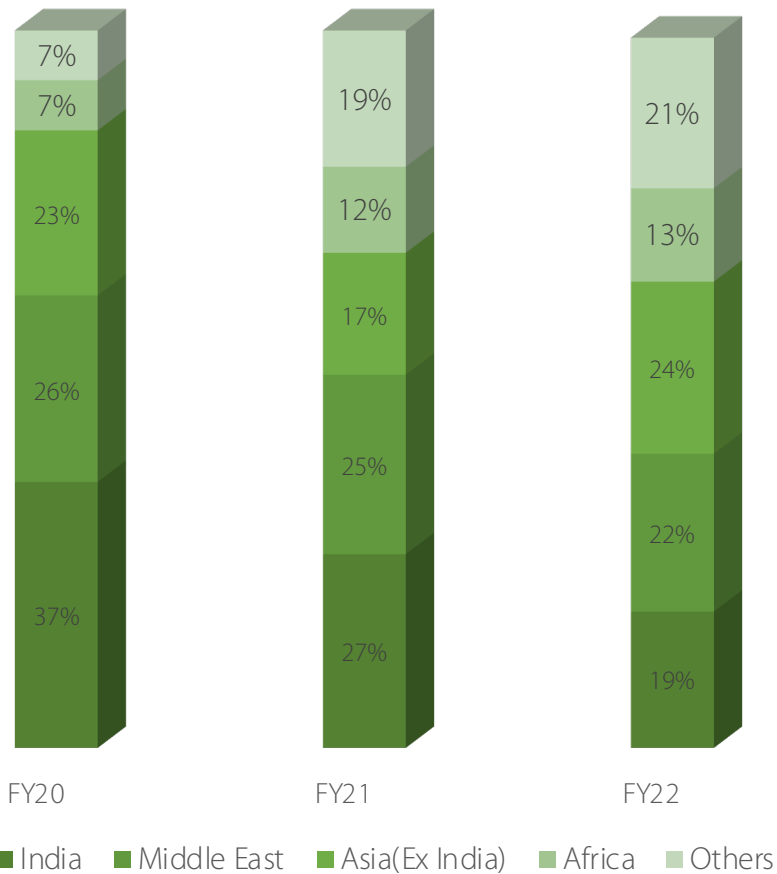
- During Q3, ZIM Laboratories Limited was listed on the National Stock Exchange of India (NSE)
- The company in Q3 issued Bonus Shares in the ratio of 2 (two) shares for 1 (one) existing share
- Promoter Group shareholding is free of any encumbrance

Percentage figures rounded off to show whole numbers

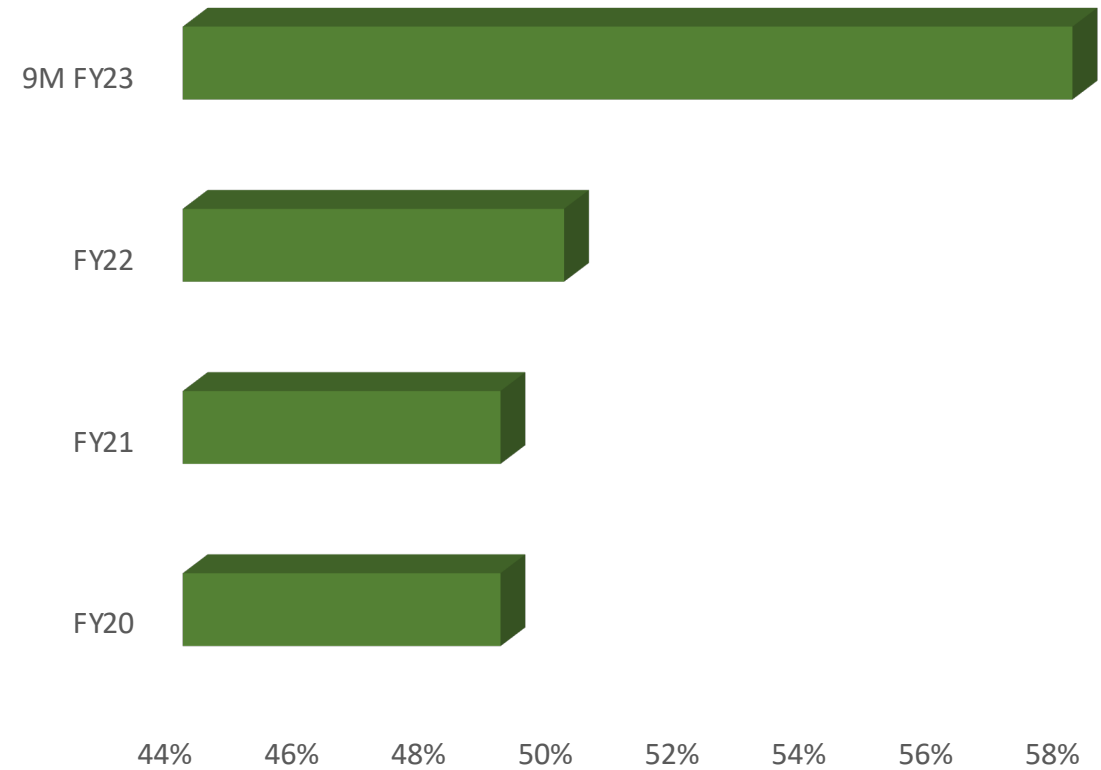
*Includes escrow shares; refer disclosure in published financial statements

HISTORIC PERFORMANCE

Revenue Mix : % Region wise



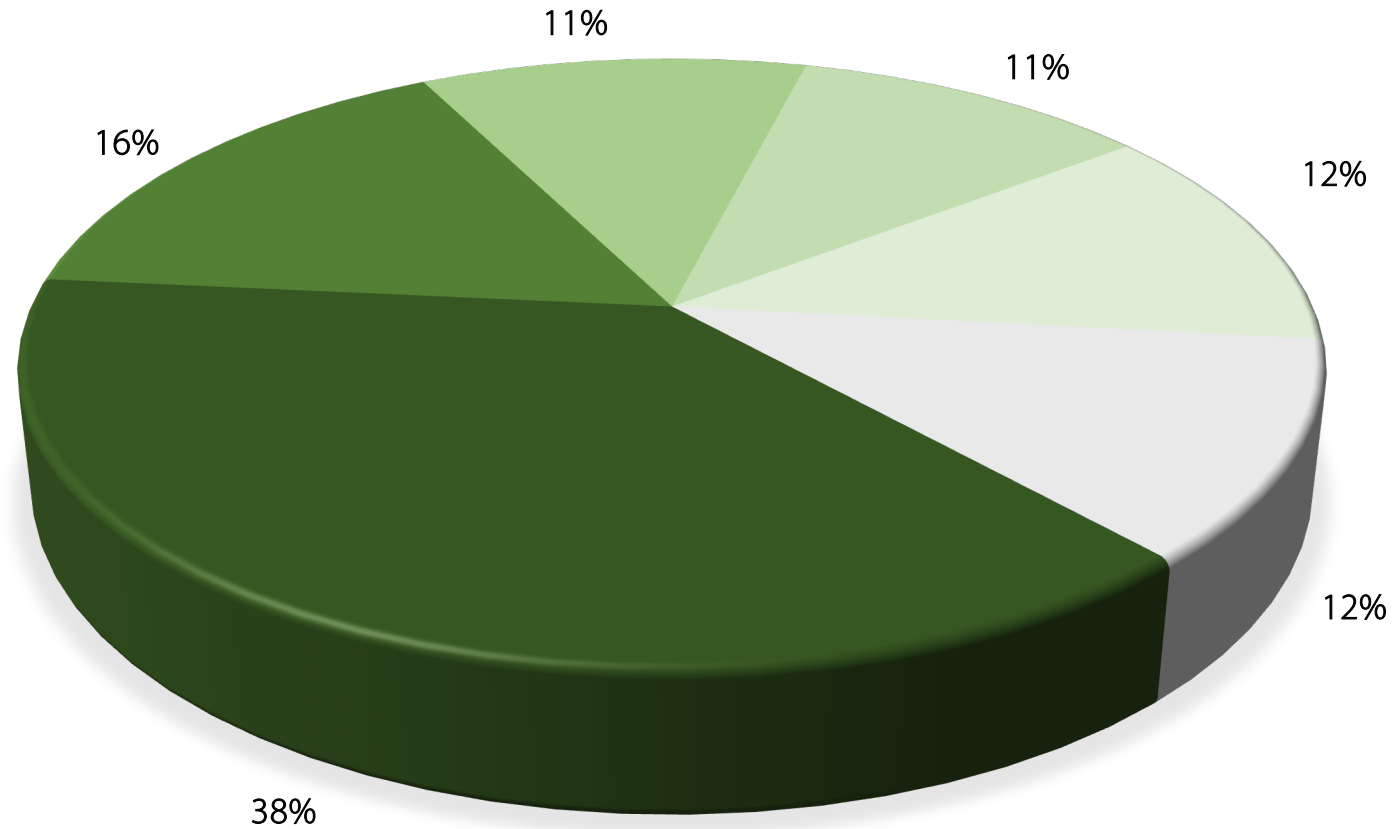
% Concentration of Top 10 Pharmaceutical Products



All numbers are in Rs. Mn unless otherwise stated

HISTORIC PERFORMANCE

Therapeutic category wise Pharma business mix %



- Antibiotic / Anti-Infective
- Gastrointestinal
- Analgesic / NSAID
- Respiratory System
- Cardiovascular
- Others

- ZIM Labs' OTF plant is now NSF-ANSI 455-2 accredited for Dietary Supplements
- ZIM has developed a product basket of Nutraceuticals which leverage on our technology platforms or complement pharmaceutical products in our focus therapeutic segment
- Our focus is to work with differentiated generic active ingredients which are sourced naturally and chemically to create higher efficacy products and product differentiation



Some Nutraceutical Products Developed / Under Development

- | | |
|--------------------------------------|---------------------|
| ■ Nootropic XR | Pellets in Capsules |
| ■ Blood Sugar Control | Pellets in Capsules |
| ■ Hangover Support | Pellets in Capsules |
| ■ Liver Protectant | Pellets in Capsules |
| ■ Anti Aging | Pellets in Capsules |
| ■ PMS support | OTF Thinoral® Tech |
| ■ Nausea and Motion Sickness Support | OTF Thinoral® Tech |
| ■ Eye Health Support | OTF Thinoral® Tech |
| ■ Melatonin | OTF Thinoral® Tech |
| ■ Vitamin B12 | OTF Thinoral® Tech |
| ■ Avocado Soy Unsaponifiable | Pellets in Capsules |



Zeal & Innovation in Medicine

THANK YOU