

Investor Presentation

FY 2021-22





BETA DRUGS LTD.

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Address:

KHARUNI-LODHI MAJRA
ROAD,VILL.NANDPUR,BADDI-
174101 DIST-SOLAN (HP)

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

BETA DRUGS LTD.

01

02

**“State of Art”
manufacturing facilities**

Dedicated to Oncology

Address:

Tashkent region, Bekabad
city, Uzbekistan MSG,
Sirdarya street, 8

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



Beta UBK International(P) Ltd.

ADLEY FORMULATION PVT LTD.



Address:

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

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

04

03

Address:

D-27 FOCAL POINT DERA
BASSI SAS Nagar PUNJAB

WHO- GMP, API
manufacturing facility.



ADLEY LAB LTD. : API Plant



Differentiated Science/Innovation

Working on

- NDDS
- TKIs
- Proteasome inhibitors
- PARP inhibitors



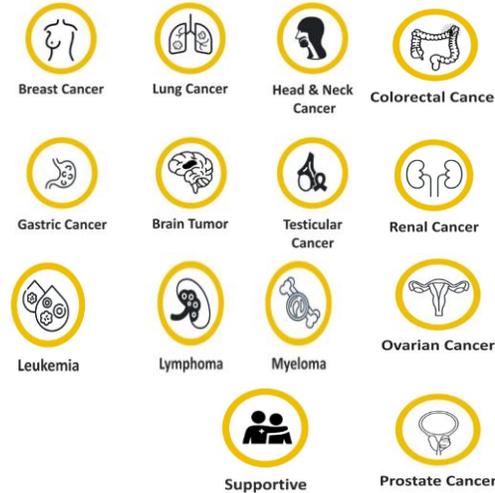
Backwardly Integrated

BDL is among the few companies that work across the value chain

Developed API of 90% of own brands

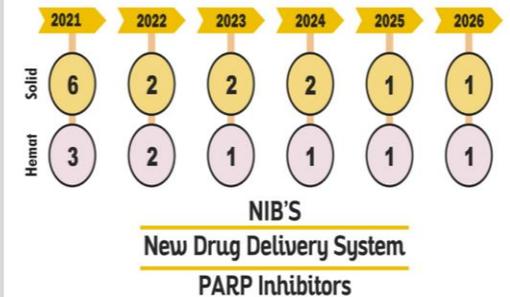


Diversified Oncology portfolio



Strong Future pipeline

Rich product pipeline of 23 products



Innovation is driving growth- New product development is our core competency

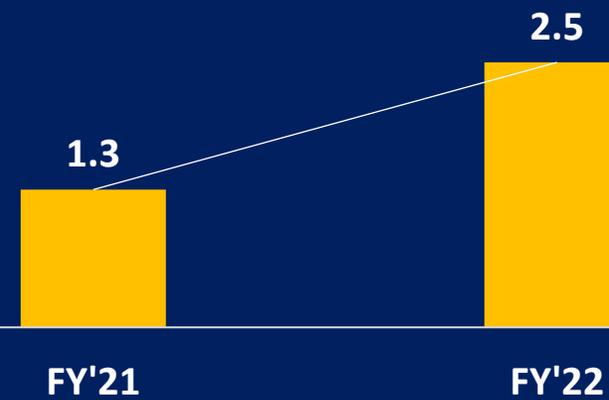
Expertise in NDDS (New Drug Delivery System)

Proven experience in managing complex product development- Azacitidine Oral, Ready to Use Gemcitabine & Docetaxel

Working on FTLs- 1st product to be launched in Q2 FY'22

Pipeline of 23 Products which are going to be off-patent in next 5 Years

R&D expenditure (Value in Crs)



Healthy Growth across all verticals in FY'22



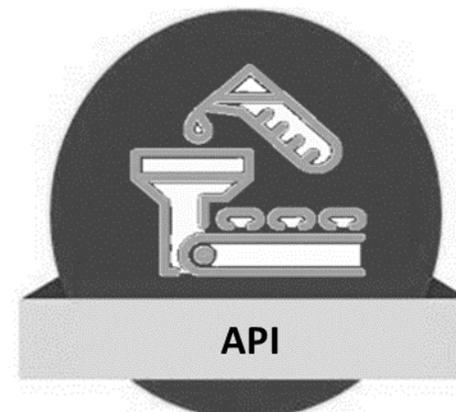
67% revenue growth

- 9 New product launches
- New key accounts conversions



15% revenue growth

- Geographical expansion
- Consolidation of existing business



65% revenue growth

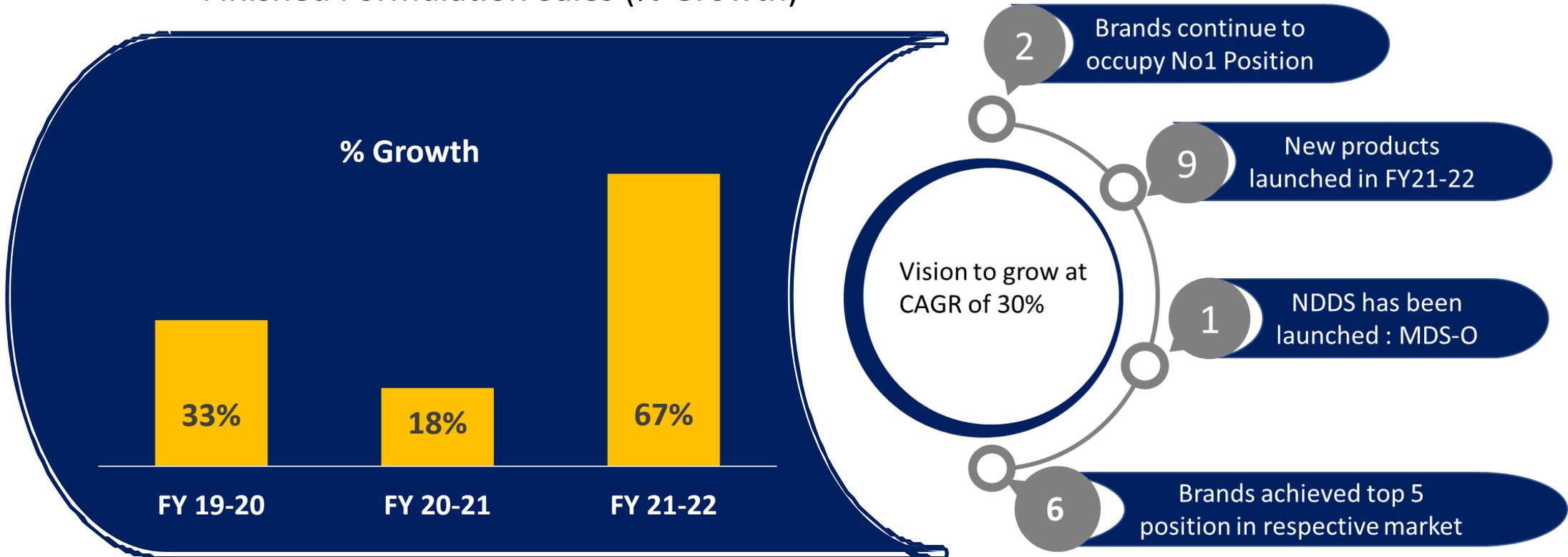
- New product launches
- New customer addition & consolidate sales from existing customers



67% revenue growth

- New formulations
- Added new logos & consolidated sales from existing customers

Finished Formulation Sales (% Growth)



Beta drugs Limited has strong position in the Indian market with 110 SKUs.

Products are available in major Corporate & Govt hospitals

<p>Solid Tumor</p> <p>35</p>	 Breast Cancer	 Lung Cancer	 Head & Neck Cancer	 Colorectal Cancer	 Ovarian Cancer
<p>Hematology</p> <p>18</p>	 Leukemia	 Lymphoma	 Myeloma		
<p>Supportive</p> <p>10</p>	 Supportive				



New Brands Launched in 2021-22

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

Pazotab
Pazopanib Tablets 200/400mg

AFADEL
Afinatinib Tablets 20/30/40mg

MDS-O
Azacitidine Tablets 200/300 mg

CARFIMIB
Carfilzomib Inj 60mg/vial

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

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

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

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 1mg

ADRICIN
Epirubicin Inj 10/50mg

ADMIDE
Bicalutamide Tablets 50mg

ARBAZ
Cabazitaxel Inj 60mg

ADBIRON
Abiraterone Tablets 250mg

ADSIDE
Etoposide 50mg Cap/ 100mg Inj.

ADVIN
Vinorelbine Inj 50 mg

INOTAD
Irinotecan Inj 100mg/5ml

HERUCA
Rucaparib Tablets 200/300mg

AFADEL
Afinatinib Tablets 20/30/40mg

KABONIB
Cabozantinib Tablets 60/40/20mg

Pazotab
Pazopanib Tablets 200/400mg

NINTAD
Nintedanib Cap. 100/150mg

ADTRIB
Doxorubicin Inj 10/50mg

Hematological Care

BEEDAN
Dasatinib Tablets 20/50/70/100mg

ADMINE
Imatinib Tablets 100/400 mg

MDS PLUS
Azacitidine Inj 100mg

ADXATE
Methotrexate 2.5mg Tablets

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

ADTHAL
Thalidomide Capsule 50/100mg

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

MDS-O
Azacitidine Tablets 200/300 mg

CARFIMIB
Carfilzomib Inj 60mg/vial

Supportive Care

ADFILL
Pegfilgrastim Inj 6mg

EMETANT-IV
Fosaprepitant Inj 150mg

EMETANT
Aprepitant Capsules 125/80mg

ADCUMIN ROYALE
DRA-RINZ

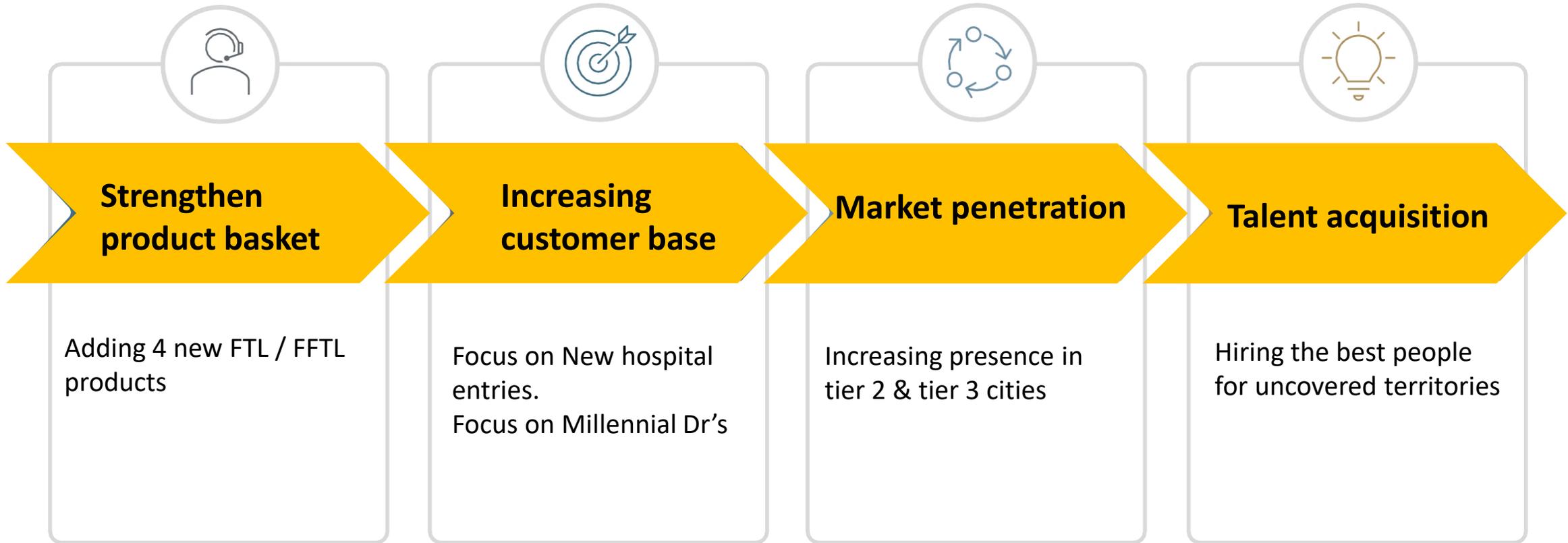
ADDCURE
Advanced Treatment Formula
For Radiation Dermatitis

ADGRAM
Granisetron Hydrochloride Inj

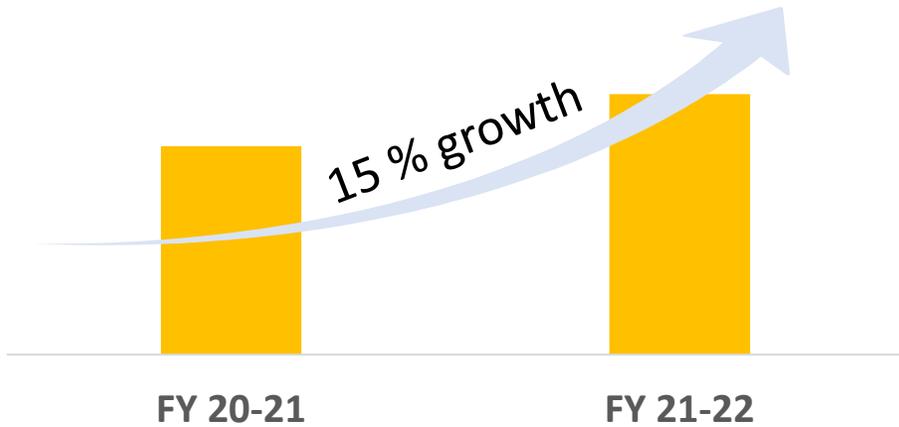
ALZIC
Zoledronic Inj 4mg

Adcumin
BIO-AVAILABLE NANOCURCUMIN

CAXFILA
Megestrol Acetate Tablets IP



International Market



Our Accreditations



Triggered for ...



Globally represented by our subsidiaries or sales partners in 18 Countries

More than 50 products registered

Geographical expansion Plan by FY'25



LatAm

No. of targeted countries: 9

Total market size: ~ \$30 mn

Expected business by FY'25:
\$4 mn



ASIA

No. of targeted countries: 5

Total market size: ~ \$15 mn

Expected business by FY'25:
\$ 2 mn

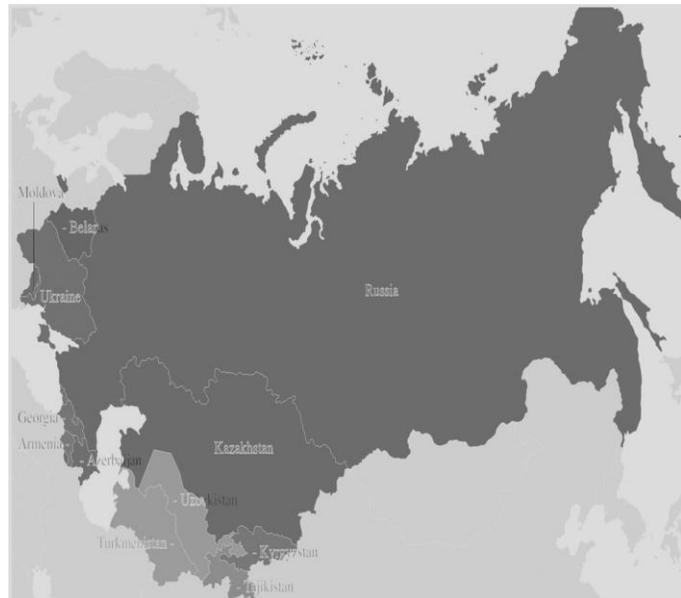


AFRICA

No. of targeted countries: 8

Total market size: ~ \$ 15 mn

Expected business by FY'25:
\$2 mn



CIS

No. of targeted countries: 5

Total market size: ~ \$6 mn

Expected business by FY'25:
\$2 mn



BDL has got an allotment of 14 Acres of land on 95 years lease in a special area allocated for API & intermediates, where there is a single-window approval from the pollution department.

The company has a plan to expand its API business along with new formulations in the coming years

Highlights of FY 2021-22

- Received WHO-GMP approval
- The company is aggressively working to file its first CEP (Europe) by October 2022
- Captive expansion- Adding 1 more line by Aug'22 and focusing on EU GMP.
- 13 New products developed in FY21-22

BDL is among very few companies to develop API of Carfilzomib, Cabozantinib, Afatinib, Pazopanib & Rucaparib

Received DCGI approval of Cabozantinib

DCGI approval is expected for Rucaparib

SOLID TUMOR

ANASTROZOLE
AXITINIB
BICALUTAMIDE
DOCETAXEL TRIHYDRATE
ENZALUTAMIDE
ERLOTINIB HYDROCHLORIDE
FULVESTRANT
GEFITINIB
LAPATINIB
LENVATINIB
METHOTREXATE
NINTEDANIB
PAZOPANIB
PEMETREXED
SORAFENIB
SUNITINIB
TEMOZOLOMIDE
IRINOTICAN
AFATINIB
CABOZANTINIB

HEMATOLOGY

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

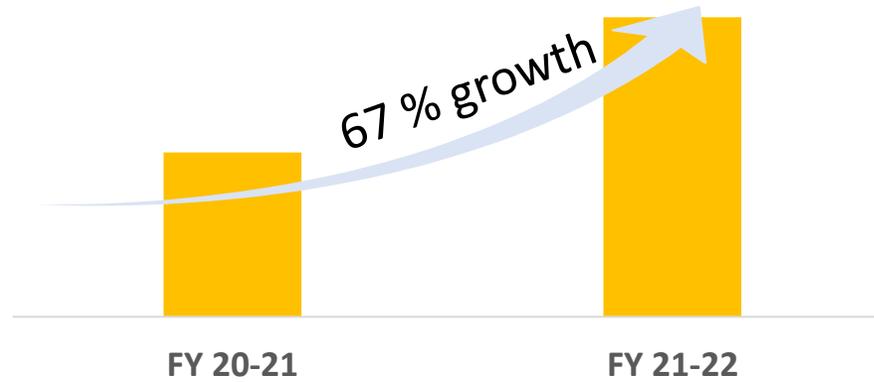
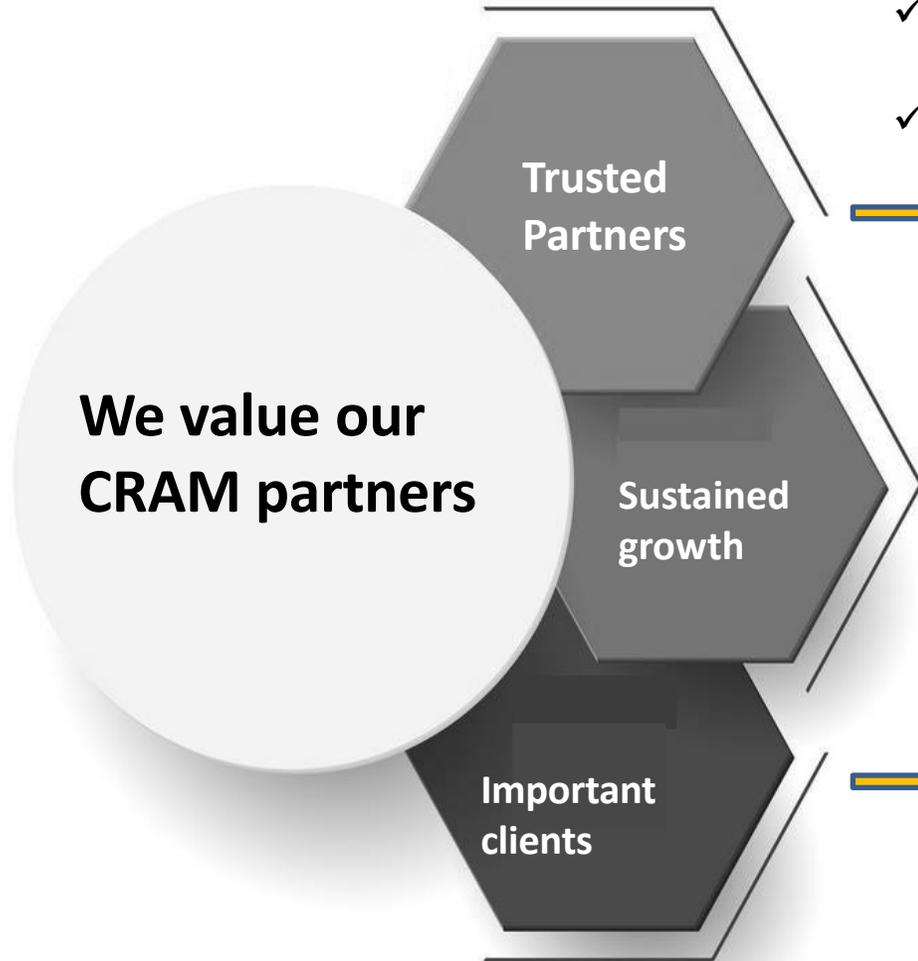
SUPPORTIVE

APREPITANT
FOSAPREPITANT
ZOLEDRONIC ACID

API Under Development

PALBOCICLIB ERIBULIN
CERITINIB ELTROMBOPAG
RUCAPARIB

- ✓ Partnership with 50+ companies
- ✓ Partnership expected with 3 more Indian MNC in FY'23



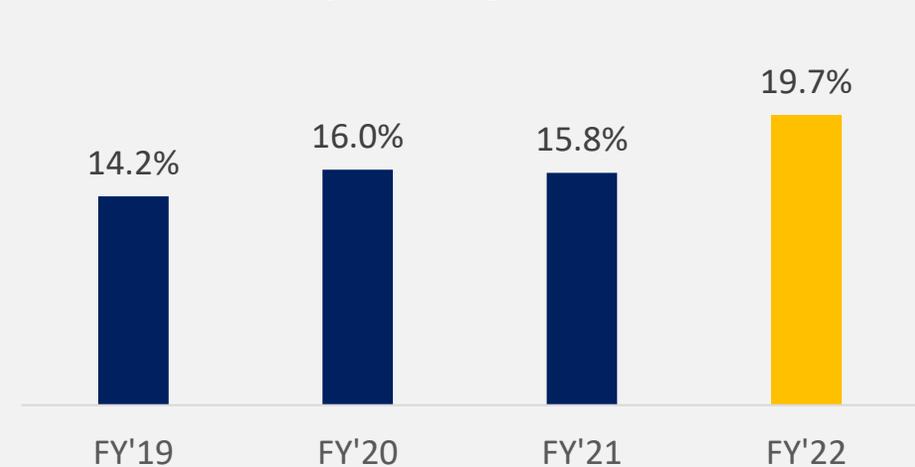
REVENUE

FY'22 Consolidated			
	FY'21 (Rs Cr)	FY'22 (Rs Cr)	growth
Total revenue	116.12	183.84	58%
EBITDA	25.24	43.46	72%
EBITDA %	21.7%	23.6%	190 bps
PAT	11.7	24.8	112%
PAT %	10.10%	13.51%	341 bps

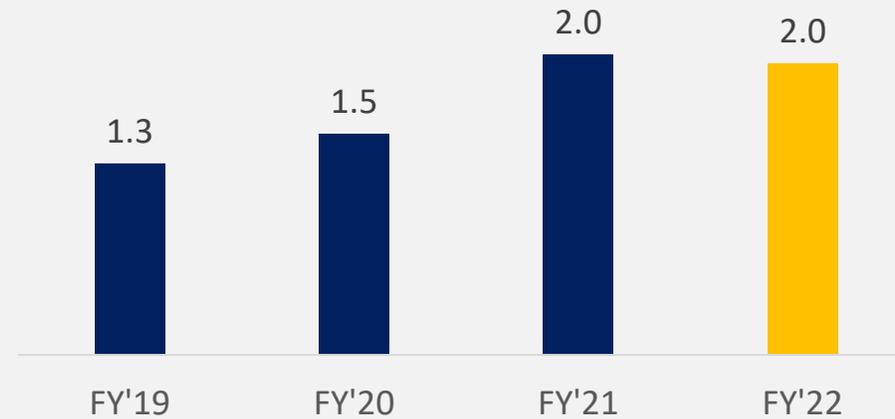
% EBITDA



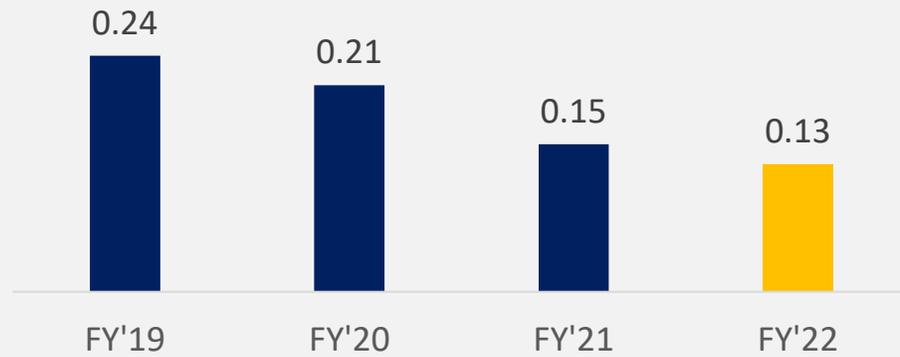
% Operating/ EBITDA



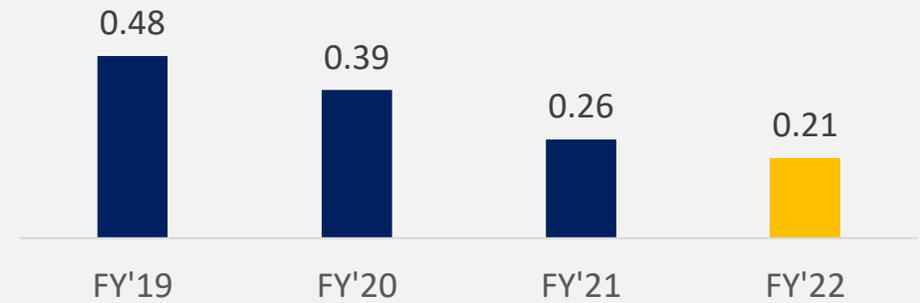
Current ratio



Debt ratio



Debt to equity ratio



Interest coverage ratio





Capacity expansion:

- Lypholizer capacity increased to 3 folds in Beta drugs plant
- Separate lypholized injectable manufacturing facility for general injectable in Adley formulations plant (Cardiovascular, Antifungal, immunosuppressant)



Domestic Market

- Plan to launch 4 new products
- Untapped market
- Improving PCPM
- Consolidate institutional business



International market

- FGMP accreditations
- Geographical expansion
- Commercialization of products under registration



API

- 5 New developments
- Planning to file CEP by Oct 2022
- New partnerships



CMO

- Consolidating existing business
- New product addition with existing partners
- Partnership with 3 new Indian MNC



BETA DRUGS LTD.

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

Contacts

Email: info@betadrugslimited.com

