



EY Entrepreneur of the year-2013



FROST & SULLIVAN  
2013 BEST PRACTICES AWARD  
Competition Strategy Leadership Award, India



Business today/YES bank  
Excellence Awards-2013



**Date: 2<sup>nd</sup> February, 2022**

<b>To</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001	<b>To</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai-400051
<b>Security Code: 540596</b>	<b>Symbol: ERIS</b>

**SUBJECT: CORPORATE PRESENTATION**

Dear Sir/Madam,

Pursuant to the requirement of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached corporate presentation made by the Company.

Thanking you.

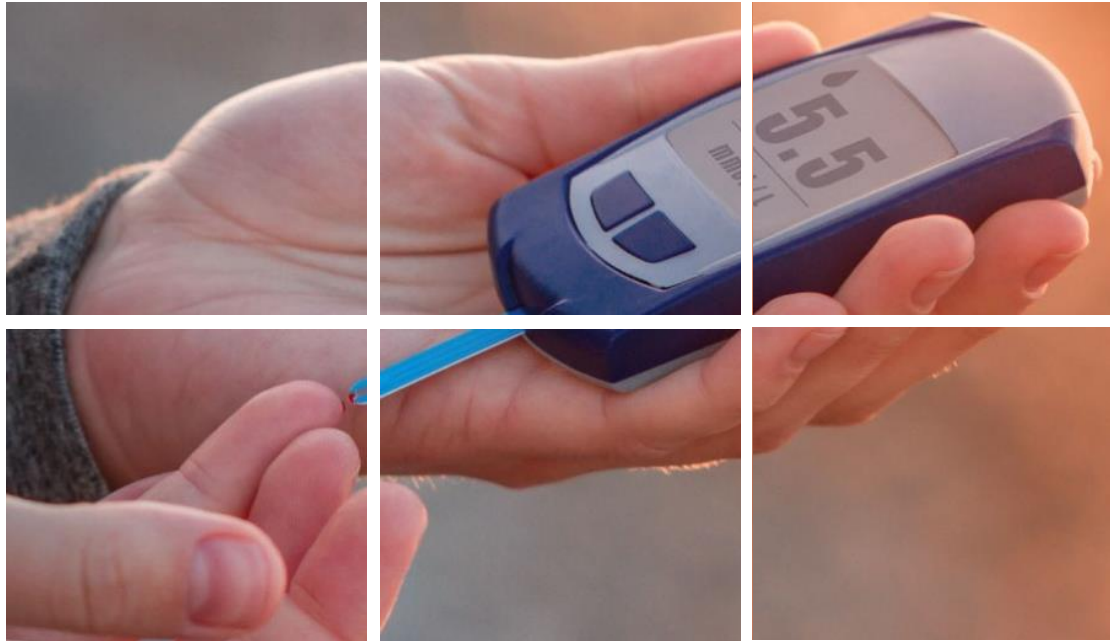
**For Eris Lifesciences Limited**

**Milind Talegaonkar**  
**Company Secretary and Compliance Officer**  
**Membership No.:- A26493**

**Encl.:a/a**

**Registered & Corporate Office:**

Shivarth Ambit, Plot No. 142/2, Ramdas Road, Off SBR, Near Swati Bungalows, Bodakdev, Ahmedabad – 380054  
Phone: +91-79-69661000/1001 • Email: eris@erislifesciences.com • Web Site: www.eris.co.in • CIN: L24232GJ2007PLC049867



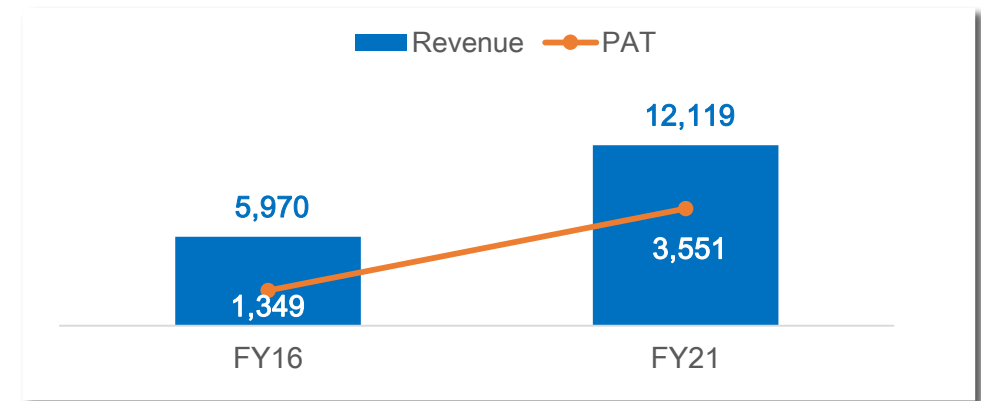
# Eris Lifesciences

## Corporate Presentation

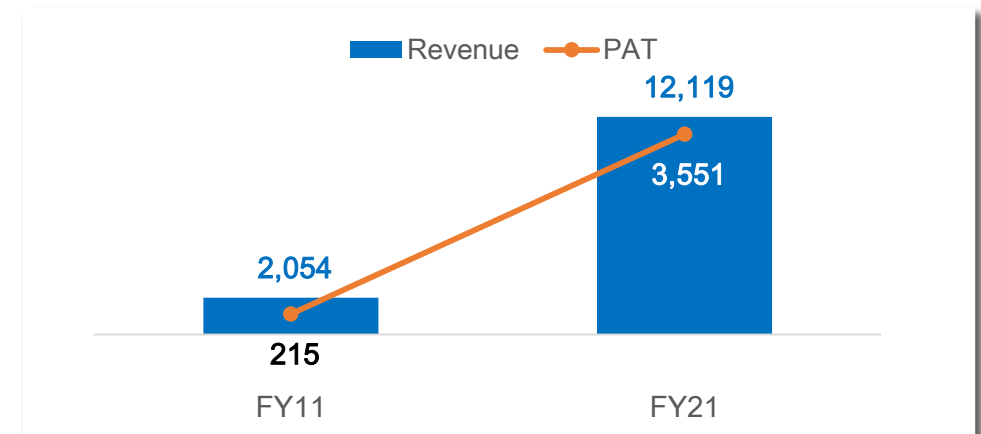
February 2022

- Only **Indian listed** pharma with a **pure-play Domestic Branded** Formulations model
- **Youngest** among India's **Top-25** domestic branded formulation pharma
- **Chronic** and **Sub-Chronic** therapies account for **92%** of business; contribution of Acute reduced from **16%** to **8%** in the last 5 years
- **Focused** portfolio with **Top 15 Mother Brands** accounting for **~73%** of revenue
- **Eight** out of Top-15 mother brands are ranked among the **Top-5** in respective segments
- **High prescription ranks** with super-specialists and high-end consulting physicians
- **NLEM** Exposure **~7%** (lowest among Top-25\* domestic branded pharma)
- **Fully integrated** business model; over **81%** of products sold are **manufactured in-house**
- **Pan-India sales and distribution** presence

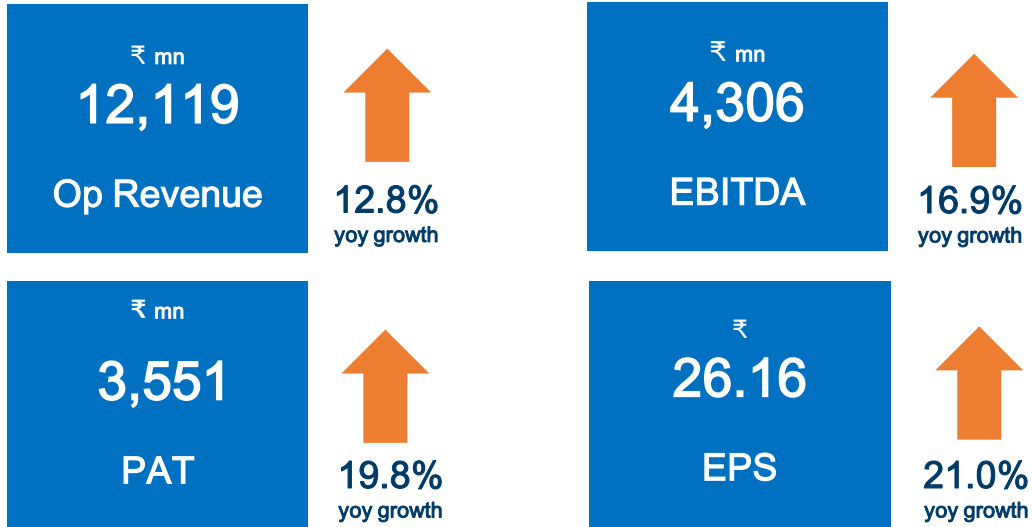
## Revenues up 2x and PAT up 2.6x in last 5 years



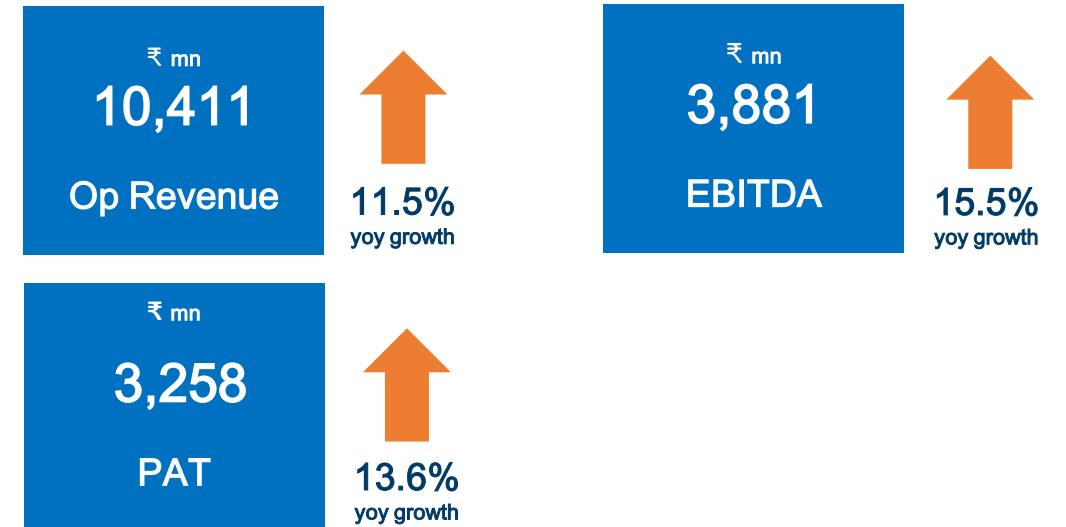
## Revenues up 6x and PAT up 17x in last 10 years



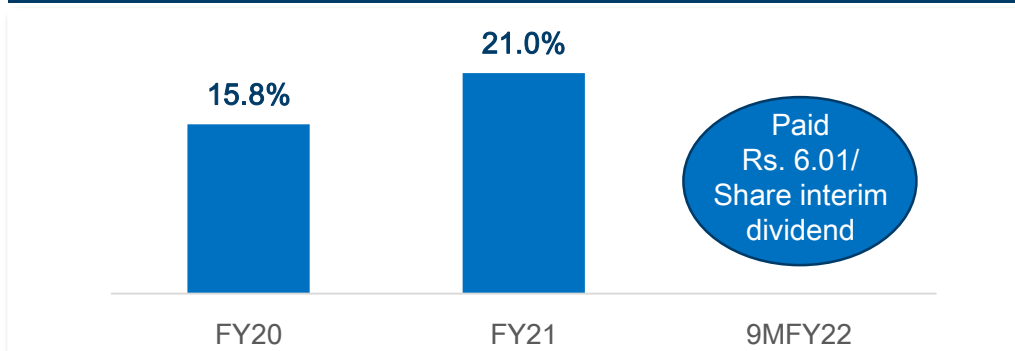
## FY 21



## 9M FY 22

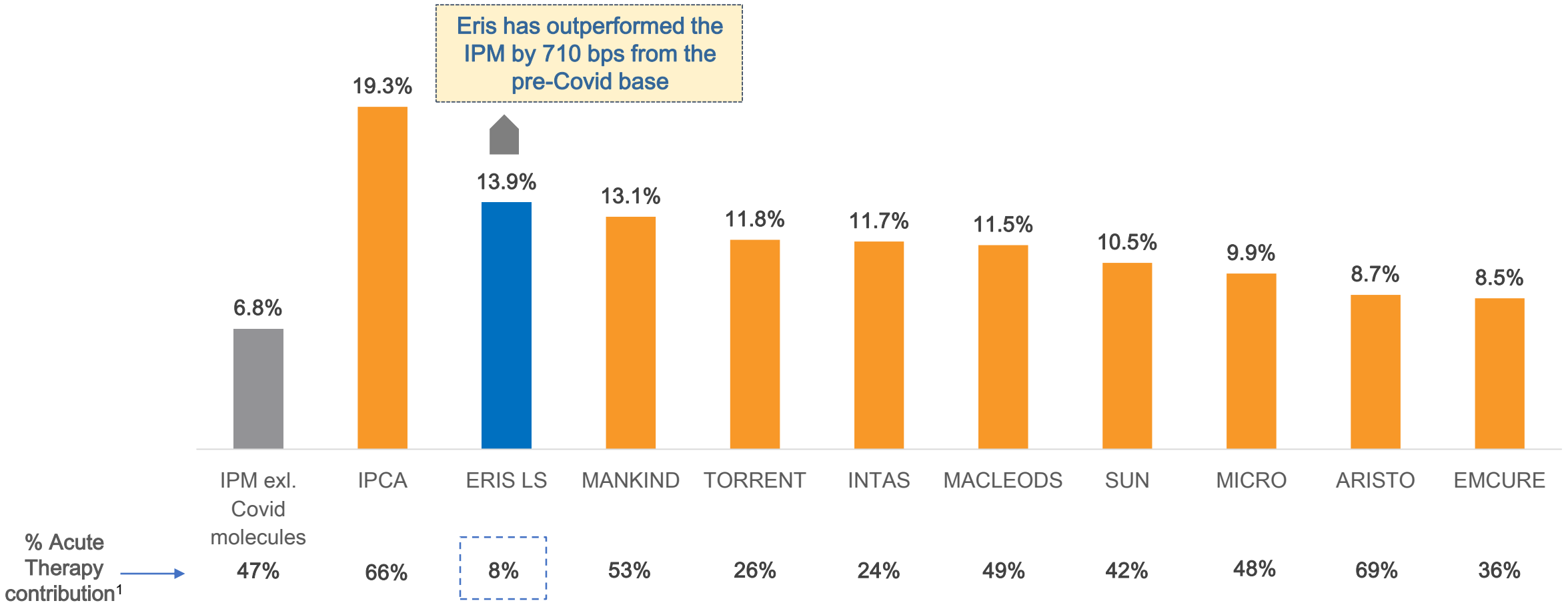


## Dividends as % of net profits



- **Net Debt free** since inception
- Maintained **ROIC at >= 30%** over **last 12 years**
- Among the highest **cash generating** cos in the industry; **OCF** stood at **81%** of EBITDA in FY21
- Tracking to an EPS growth of **14-15%** in **FY22**, on the back of a **21%** EPS growth in **FY21**
- Will endeavour to maintain a minimum **20%** DPR

# Eris has Grown at Twice the Market Rate from Pre-Covid Levels



**Eris continues to be the only company in the Top-10 companies (by growth) with a single-digit contribution from Acute therapies**

Source: AIOCD Pharmatrac data for the period Dec'19 – Dec'21  
 \*excluding Favipiravir and Remdesivir , <sup>1</sup> Acute contribution based on MAT Dec 21 Sales  
 Graph represents the 10 fastest growing peers for Dec'19 – Dec'21 from the IPM Top-25 companies (Exc. Himalaya)

# Sustained growth in core therapies accounting for 91% of Revenue



## ORAL ANTI-DIABETES : 32% of Eris

12.8% over IPM

6.0%

18.3%

IPM

Eris

## CARDIOLOGY : 27% of Eris

7.5% over IPM

9.1%

16.6%

IPM

Eris

## VMN: 20% of Eris

5.1% over IPM

7.2%

12.3%

IPM

Eris

## CNS: 8% of Eris

8.9% over IPM

8.3%

17.1%

IPM

Eris

## WOMEN'S HEALTH: 4% of Eris

4.6% over IPM

8.2%

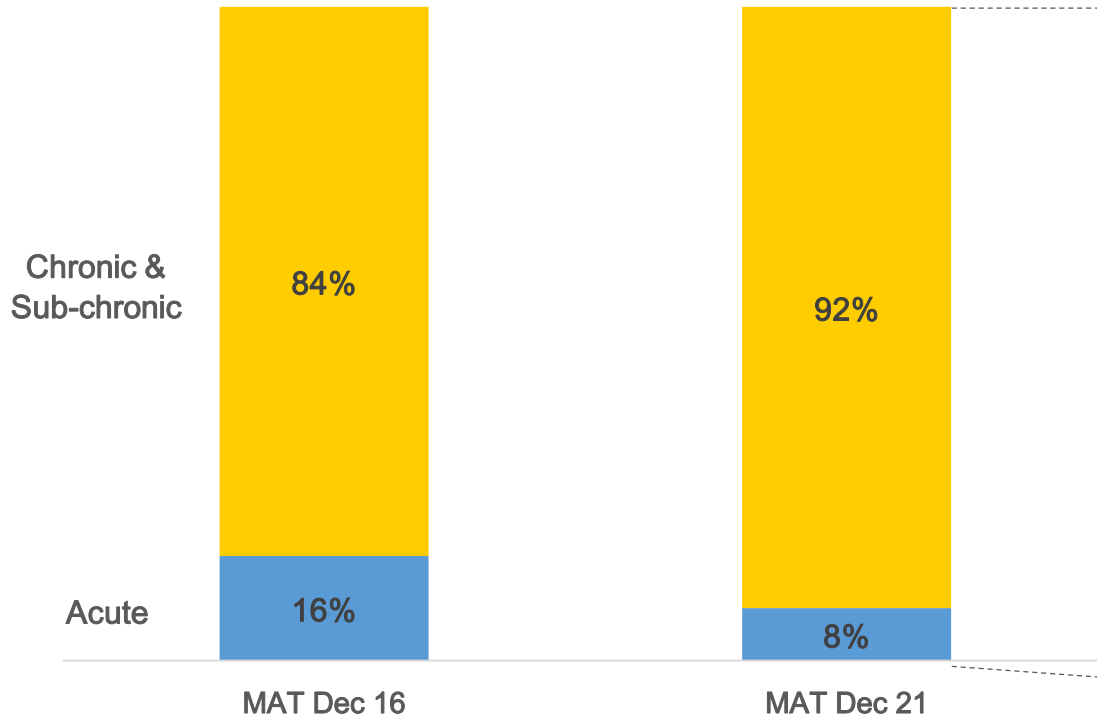
12.8%

IPM

Eris

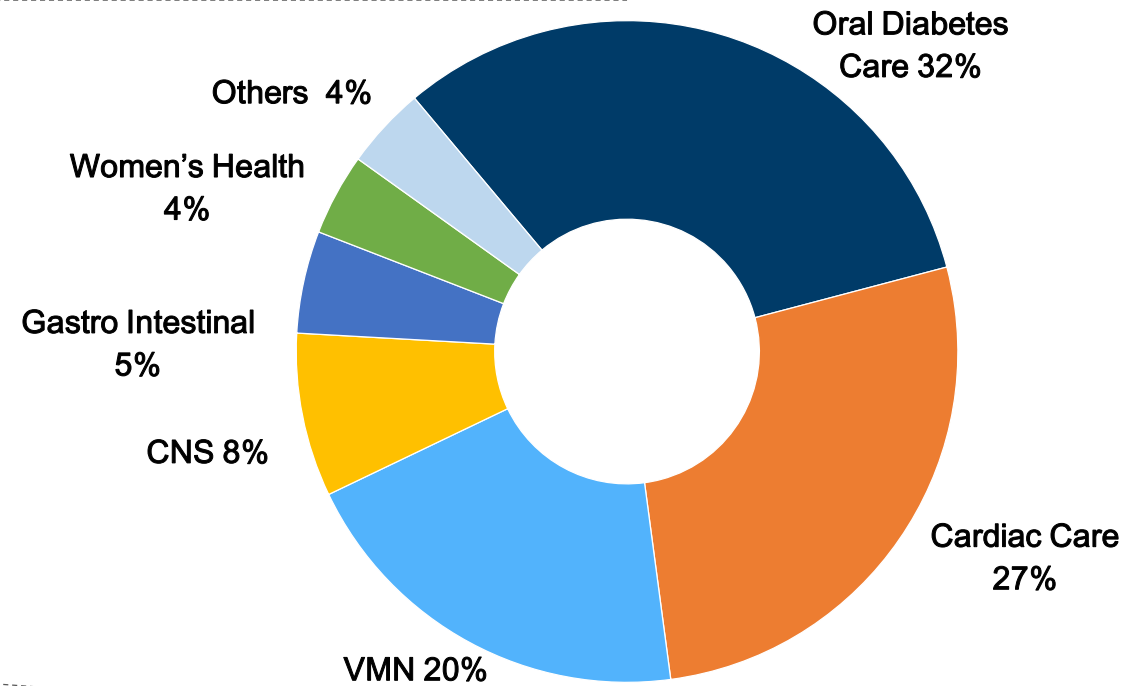
- Eris has grown significantly ahead of market (since pre-Covid levels) in its **Top-5** core therapies accounting for **91%** of revenue
- Key new product additions during this time – Zomelis, Gluxit, ZACD, Zomelis SG, Baga, Remylin DX, Sonaxa Trio

Contribution of Chronic + Subchronic vs. Acute



Contribution of **Chronic** and **Sub-chronic** to the portfolio has increased from **84%** to **92%** over the last 5 years

Therapy-wise composition of revenue



Strong focus on **KOLs**, **Specialists** and **Consulting Physicians** in Metro and Tier-1 markets

# Eris Enjoys a Strong Position in the ~ INR 9,000 Crore Oral Anti-Diabetes Market

## Eris ranks in Oral Anti-Diabetes therapy

By Revenue\*



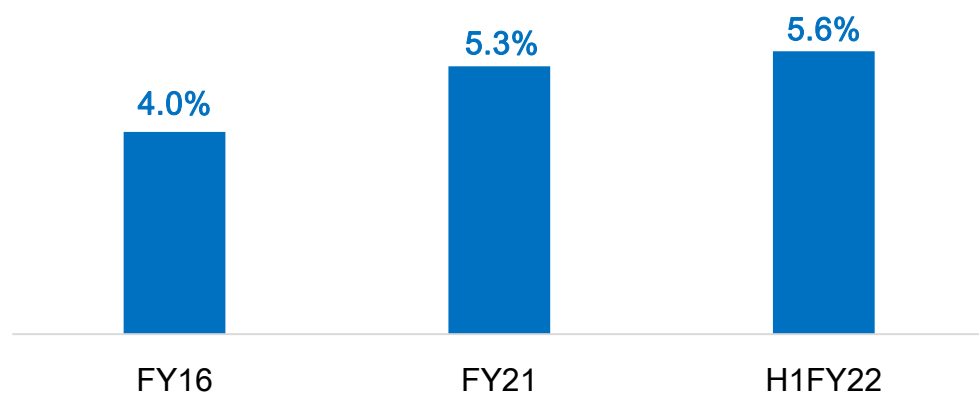
Total # Rx\*\*



Rx Productivity\*\*



## Growth of Eris market share in Oral Anti-Diabetes\*



Eris has built a full-service presence in Oral Anti-Diabetes therapy with high market ranks in latest generation molecules (DPP4 and SGLT2 inhibitors)

### Sulfonylureas

<i>GlimiSave</i>	Rank 6
<i>GlimiSave MV</i>	Rank 2
<i>Cyblex</i>	Rank 5
<i>Cyblex MV</i>	Rank 1

### DPP4 Inhibitors

<i>Zomelis</i>	Rank 1 among Gx
<i>Tendia</i>	Rank 5
<i>Zomelis SG</i>	Rank 4

### SGLT 2 Inhibitors

<i>Gluxit</i>	Rank 1 among Gx
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- Leading position in Indian oral anti-diabetes
- Strong credibility with Diabetologists/ Endocrinologists and Key Opinion Leaders
- Deep coverage of specialists and consulting physicians in Metro and Tier-1 markets
- Two blockbuster additions to DPP4/ SGLT2 portfolio in the last 2 years with #1 market ranks
- Unique patient care platform, through which we reach thousands of patients every year
- Debt-free and cash-surplus balance sheet with the ability to invest for the long term

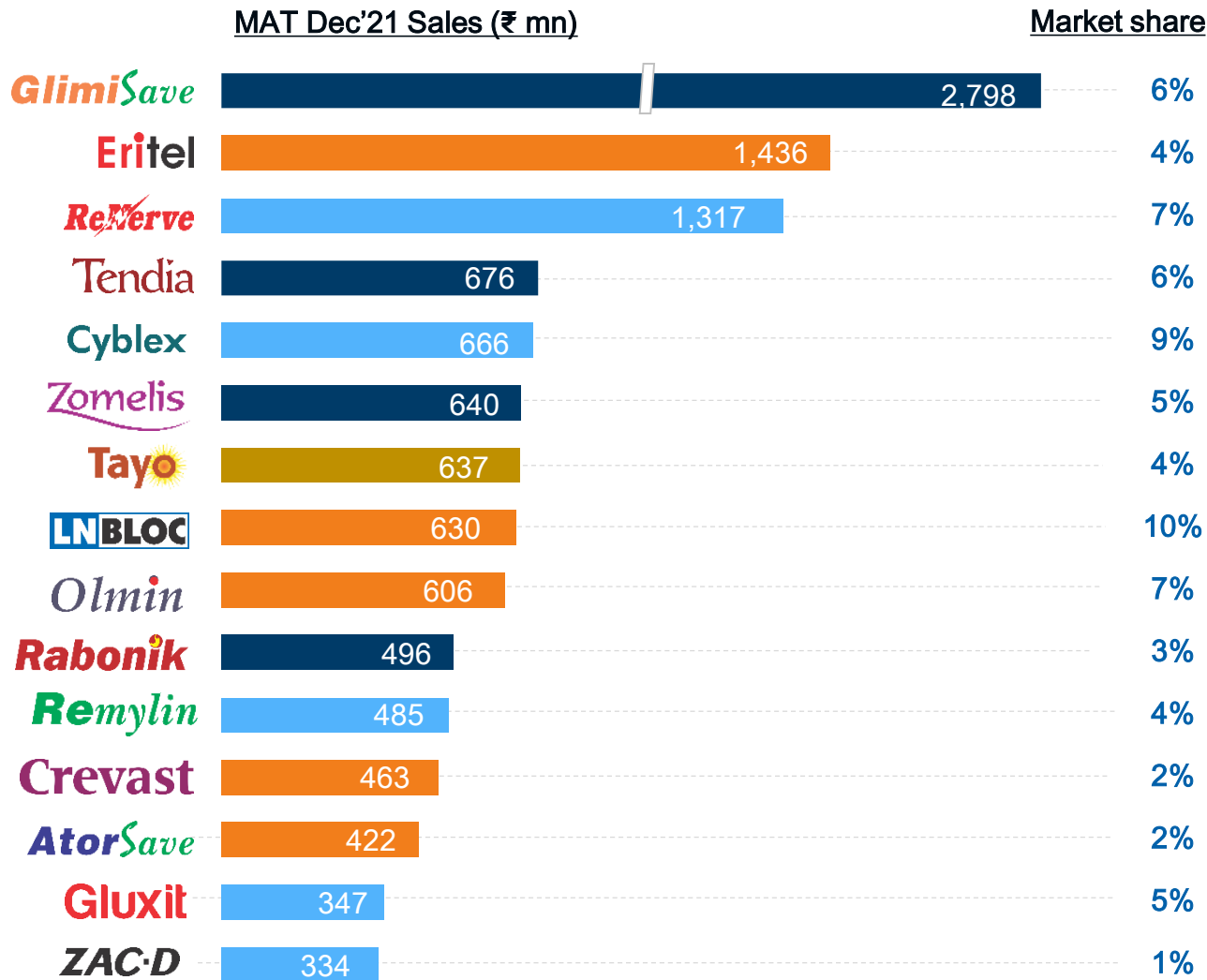


- Launching Human Insulin in Feb 2022
- Dedicated Division with 140 MRs; total strength 200
- Glargine – planned for 2023
- Other pipeline – Aspart, Lispro, Liraglutide

- Proven capabilities in developing advanced biological formulations from preclinical through to Phase III and regulatory approval
- R&D team of 35+ members (including 3 PhDs) having developed biosimilar formulations of synthetic peptides and r-DNA peptides
- Two WHO-GMP/ PICS compliant manufacturing facilities in India for biologics bulk and formulations based on the microbial fermentation platform
- Track record of having supplied 14+ mn vials p.a. and 4+ mn cartridges p.a. of human insulin to 25+ countries since the year 2015

# Top-15 Power Brands Portfolio Contribute ~ 73% of Revenue

Our Top 15 Mother Brands contribute ~ 73% of our revenue



Blockbuster additions to power brand portfolio in the last two years

## Zomelis

- Crossed **INR 60+ crore** of annual revenue
- **Rank #1** among 95+ Gx brands of Vildagliptin
- Monthly **sales run-rate** scaled up **7x** (to Rs. **7 crore pm**) since acquisition

## Gluxit

- Crossed **INR 32+ crore** revenue on a MAT basis (launched in Oct 2020)
- **Rank #1** among 60+ Gx brands of Dapagliflozin
- Monthly **sales run-rate** scaled up **5x** (to Rs. **3.3 crore pm**) in one year since launch

## ZAC-D

- **Convenient combination** of Zinc, Vit-A, Vit-C and Vit-D targeted at boosting **immunity**
- Crossed **INR 33+ crore** of annual revenue in 16 months from launch

## Eris Prescription Ranks\* among leading Doctor Specialties



DIABETOLOGISTS



CARDIOLOGISTS



NEUROLOGISTS



GASTROENTEROLOGISTS



CONSULTING  
PHYSICIANS

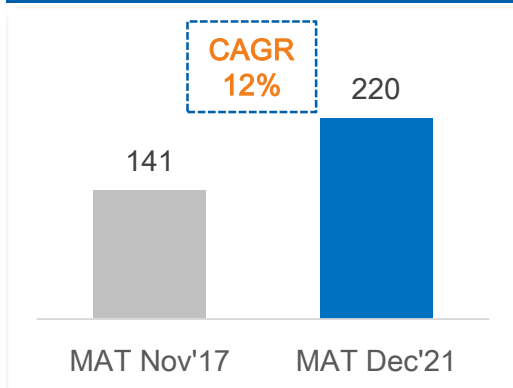
## Indian Branded Formulation Business of Strides Shasun (2017)

- Discontinued tail-end brands; focused attention on Top-5 brands in the portfolio (Renerve, Raricap, Ginkocer, Serlift & Desval)
- Optimized field force; ramped up field force productivity by ~ 2.5x in 3 years
- In-sourced manufacturing of key products to Guwahati facility – reducing portfolio COGS from 35% to 22%

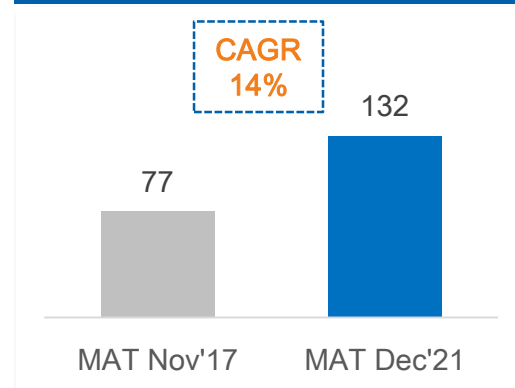
## Zomelis (2019)

- Consistently ranked #1 among all (95+) Gx versions of Vildagliptin; #3 including innovator brands
- 7x growth in monthly sales run rate since acquisition
- Exit market shares of ~ 11% (in Gx) and 6.2% (overall molecule) in December 2021
- Reduced Zomelis COGS by 500+ bps since acquisition, by insourcing manufacturing to Guwahati facility

### Top-5 brands revenue growth (₹ cr)

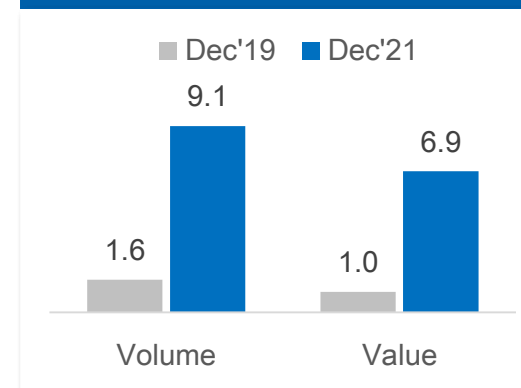


### Renerve revenue growth (₹ cr)



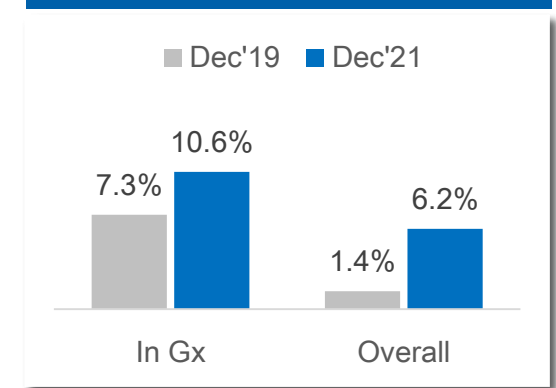
After absorbing a 7% degrowth on account of GST implementation

### Zomelis monthly sales run-rate



Zomelis Sales volume in mn tabs, sales value in ₹ Cr., market share by value

### Zomelis market share (%)





The core focus of our market engagement is to enable clinicians to **improve clinical outcomes in patients** through timely and precision diagnosis and treatment

1

Dissemination of latest **scientific knowledge** through CMEs and Webinars

2

Generation of **actionable scientific evidence** through India-centric studies

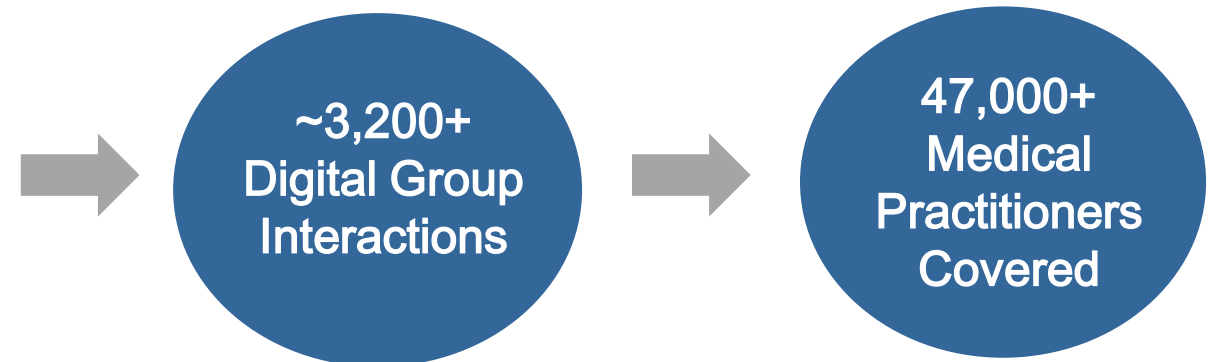
3

Patient Care initiatives for precision **diagnosis & treatment**

# 1. Leading the Digital Dissemination of Scientific Knowledge since the Start of the Pandemic

- As a prominent stakeholder in the enhancement of scientific knowledge, Eris has conducted ~3,200+ digital (group) interactions since the start of the pandemic covering 47,000+ doctors
- Discussion topics included developments in the **cardio-metabolic** segment, impact of **Covid** on heart health and metabolic disease, **epilepsy, anaemia, gastroenterology** and **overall immunity**
- Conducted seamlessly on **digital platforms, adapting** quickly to the demands of the situation

Topics of Discussion	#Digital Meetings	#Attendees
Dapagliflozin and Diabetes Care	853	9,164
Dapagliflozin and Heart Failure	115	9,344
Vildagliptin and Glycemic Variability	457	6,876
Immuno-Metabolism- the new paradigm in metabolic practice	162	1,461
Diabetes Prime Time	57	572
Brivaracetam and Epilepsy management	102	1,435
Psychiatry Expert Committee	47	468
Unmet needs in Iron Deficiency (Anaemia)	320	2,499
Pedia Expert	97	420
The Big Clinical Challenge – Building Immunity	102	1,937
Covid 19 and Gastroenterology	230	2,378



Eris is supporting a **first-of-its-kind initiative** called the **Metabolic Roadinar** featuring 18 well-known **Endocrinologists** and **Diabetologists** across the country over 9 episodes, discussing topics related to cardio-metabolic health

## 2. Pioneering India-Centric Studies to Generate Actionable Scientific Evidence – The India Heart Study



### IHS Methodology

The investigators examined the blood pressure of **18,918** participants with the help of 1,233 doctors



**62.7%**  
Male



**37.3%**  
Female

across **15** states  
over a period of **9** months.



### IHS Revealed

42% of the participants were misdiagnosed and were unaware of their actual health status



42% misdiagnosis - 23.7% of the respondents had **white-coat hypertension** and 18% of the respondents had **masked hypertension**



Indians have a higher average resting heart rate of **80 beats per minute**, higher than the desired rate of 72 beats per minute.



### Expert Speak

White-coat hypertensives get misdiagnosed as hypertensive and put on anti-hypertensives medication, which increases the risk of hypotension (low blood pressure, less than SBP 90/60 DBP) in such persons.

On the other hand, a **masked hypertensive** may go undiagnosed, running the risk of complications to the heart, kidney, and brain, leading to premature mortality.

- Dr. Willem Verberk, PhD.

*The study was accepted and published in the*

Journal of  
**Hypertension**

*the official journal of*



**International  
Society of  
Hypertension**



**European  
Society of  
Hypertension**



# 3. Patient Care – Driving Precision Diagnosis and Better Disease Management

<p>Number of Patients Screened <b>1,02,494</b></p>	<p>Number of Patients Screened <b>51,794</b></p>	<p>Number of Patients Screened <b>18,352</b></p>
<p>Number of Patients Screened <b>88,902</b></p>	<p>Number of Patients Screened <b>17,988</b></p>	<p>Number of Patients Screened <b>2,061</b></p>
<p>Number of Patients Screened <b>1,85,126</b></p>	<p>Number of Patients Screened <b>2,49,379</b></p>	<p>Number of Patients Screened <b>2,373</b></p>

- Our **Patient Care Initiatives (PCI) platform** enables us to bring **cutting-edge healthcare solutions** to our patients through the involvement and cooperation of **Key Opinion Leaders** in our specialty businesses
- Initiatives focused on bringing **state-of-the-art diagnostic facilities** and **subsequent treatment options**
- Helped **tens of thousands of patients** towards healthier lives through initiatives such as the **ABPM, HBPM, CGM, Sleep Studies, and Holter on Call**
- Took our Patient Care programme to newer highs after the pandemic, in terms of increased screenings and involvement of thousands of medical practitioners especially in **Diabetes**



# Our Manufacturing Infrastructure

WHO-GMP manufacturing facility in Guwahati, Assam

100,000 Built-up area (sq. ft)

345+ Products manufactured

74% of revenue (in FY21) and 81% of revenue (in 9M FY22) from products manufactured at The Guwahati facility

## Capacity utilization for Prescription Products

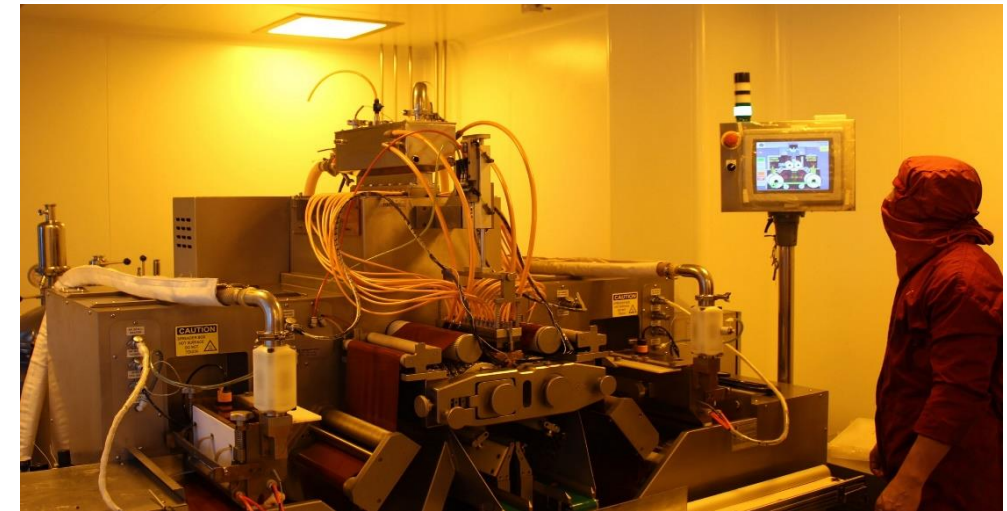
Products	Capacity* (in Mn units)	Output** (in Mn units)	Capacity Utilisation
Tablets	2000	1130	57%
Capsules	200	80	40%
Sachets	40	1	3%
Soft Gel Tablets	50	47	94%

## Capacity utilization for Supplements and Nutraceuticals

Products	Capacity* (in Mn units)	Output** (in Mn units)	Capacity Utilisation
Tablets	66	7	11%
Capsules	46	21	46%
Sachets	2	0	0%

The Guwahati facility enjoys Income tax exemption till FY 24 and GST subsidies till FY 25

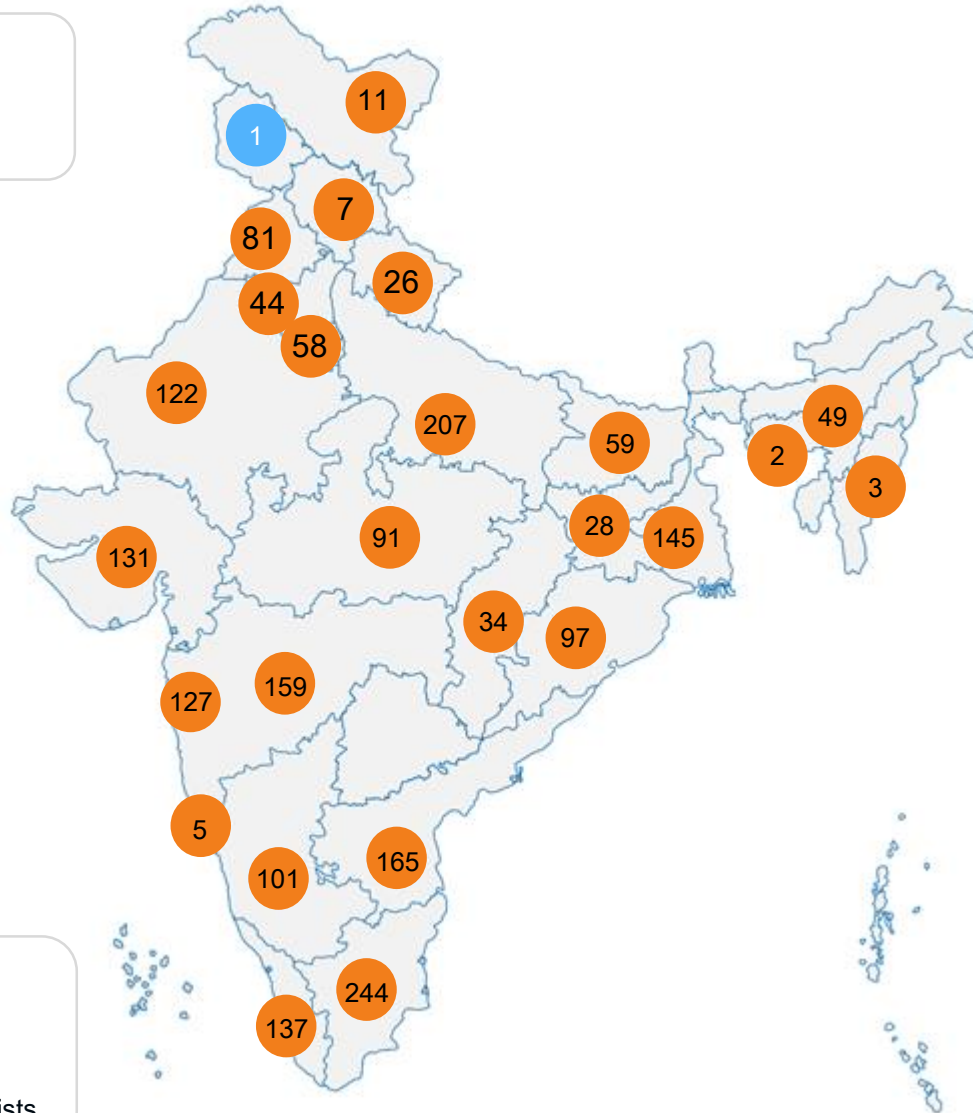
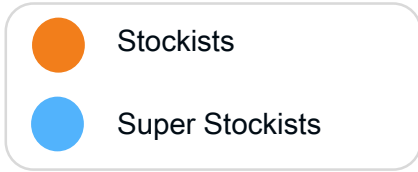
## WHO GMP facility in Guwahati, Assam



## Greenfield facility coming up in Gujarat (FY23)

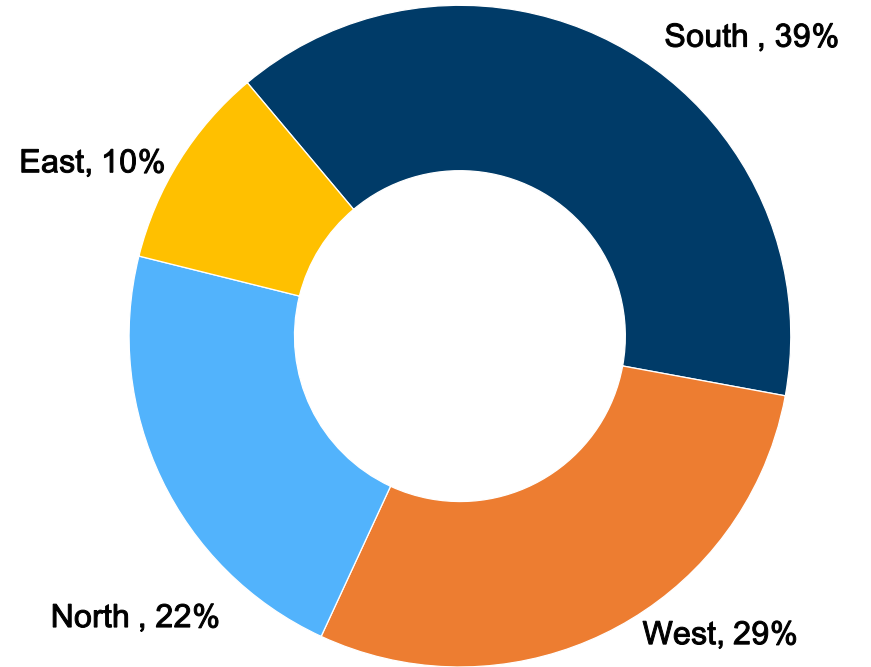
- Planning to commission before the end of FY23 in Gujarat; footprint 10-12x of that of Guwahati facility
- To consist of Oral Solid Dose, Sterile Injectables, Oral Liquids and a Pharma R&D Block
- Phase-I capex estimated at Rs. 130 cr of which Rs 100 cr will be deployed in FY22

# Pan-India Sales Presence and Distribution Network



**2** Central Warehouses  
**23** Sales Depots  
**2,133** Stockists  
**5,00,000+** Retail Chemists

Region-wise sales distribution (H1 FY22)





Amit Bakshi

Chairman and  
Managing Director



Krishnakumar V

Executive Director &  
Chief Operating Officer



Inderjit Singh Negi

Executive Director



Kaushal Shah

Executive Director



Rajeev Dalal

Independent Director



Vijaya Sampath

Independent Director



Prashant Gupta

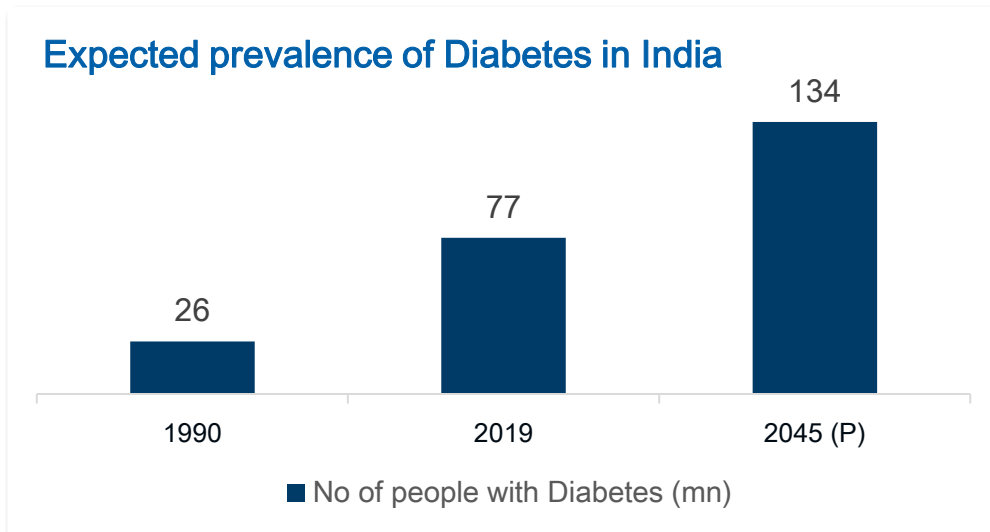
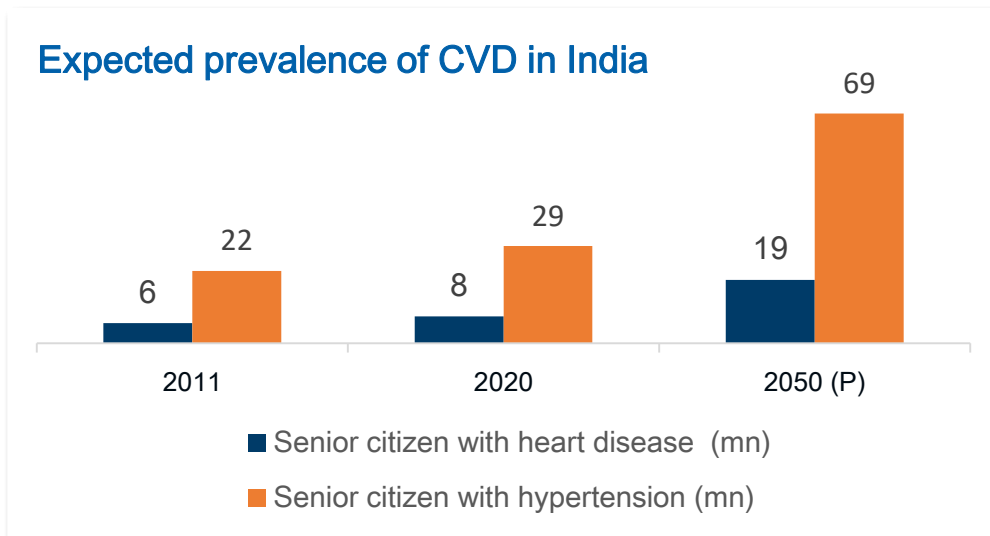
Independent Director



Kalpana Unadkat

Independent Director

- Eight-member Board of Directors, comprising of four Executive Directors and four Independent Directors, including two women directors
- We place significant emphasis on corporate governance, consistently striving to adopt best-in-class governance practices



- Significant increase in prevalence of non-communicable diseases (NCDs) in India; **share of heart disease** and **metabolic disorders** projected to **expand** in the years to come
- India is called the “**Diabetes capital of the world**” - **77 mn prevalent cases and projected at 134 mn by 2045** - not including the incidence of Covid-triggered Diabetes
- The Average **onset age** for **Diabetes** in India is **41** years – likely to be **preponed by a few years** due to use of **steroids in COVID** management
- Significant expansion projected in Diabetes patient pool on account of Covid; studies underway to determine impact of Covid on insulin-producing beta cells in the pancreas
- Prevalence of cardiac diseases projected to increase from **37 mn** cases in 2020 to **88 mn** cases by 2050

# Hence the Enduring Pillars of Our Business Strategy



**DOMESTIC  
BRANDED  
FORMULATIONS**

**CHRONIC AND  
SUB-CHRONIC  
THERAPIES**

**SPECIALISTS AND  
CONSULTING  
PHYSICIANS**

1

## Expansion of power-brands' franchise

- Our business model of building **strong and sustainable brands** has enabled us to significantly **outperform the market** during the pandemic period (**Eris** CAGR of **~14%** vs. **IPM** CAGR of **~7%\***) when MR-Doctor interactions were severely constrained for several months in a row
- There has been a clear shift in prescriber preference towards established brands over the last two years; this continues to work well for us with **8 of our Top-15 mother brands** being **ranked among the Top-5** in their respective categories

2

## New product pipeline

- We have an exciting **pipeline of patent expiration** opportunities coming up in the **cardio-metabolic segment** over the next 3-4 years
- We are **well-positioned** to gain significant leverage from these expirations; given our market leading brands in Vildagliptin (**Zomelis**) and Dapagliflozin (**Gluxit**)
- We will leverage the market opportunity in human insulin, insulin analogues and GLP1 agonists through our joint venture with MJ Biopharm; we are planning to launch **Human Insulin** in **Q4 of FY22** with a dedicated division consisting of **140 MRs**
- Of the **10** new launches planned for FY22, we launched **4** products till Q3; we have **6** launches lined up in Diabetes, CNS and Women's Health in Q4



- 3** Expansion of physician coverage
  - We continue to make good progress in expanding our coverage of **Specialists and Consulting Physicians** in line with our expectations
- 4** Therapeutic diversification
  - We are investing in **diversification opportunities** in high-growth areas like **CNS (Neuropsychiatry), Women's Health and Dermatology**; our CNS and Women's Health franchises are growing significantly ahead of the market
- 5** In-licensing and acquisitions
  - On the back of **value-accretive deals** (e.g., Strides, Zomelis), we continue to look for **high-return inorganic opportunities** to complement our organic growth initiatives

Tracking to deliver EPS growth of 14-15% in FY22, on the back of a 21% EPS growth delivered in FY21

This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions. Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and the underlying assumptions and statements, other than those based on historical facts, including, but not limited to, those that are identified by the use of words such as 'anticipates', 'believes', 'estimates', 'expects', 'intends', 'plans', 'predicts', 'projects' and similar expressions. Risks and uncertainties that could affect us include, without limitation:

- General economic and business conditions in the markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in the healthcare sector;
- Changes in the laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in the political conditions in India and in other global economies.

Should one or more of such risks and uncertainties materialise, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events, unless it is required by Law.





## Eris Lifesciences Ltd.

### CORPORATE OFFICE:

Plot No. 142/2, Ramdas Road, Off SBR,  
Near Swati Bungalows, Bodakdev,  
Ahmedabad, Gujarat 380054

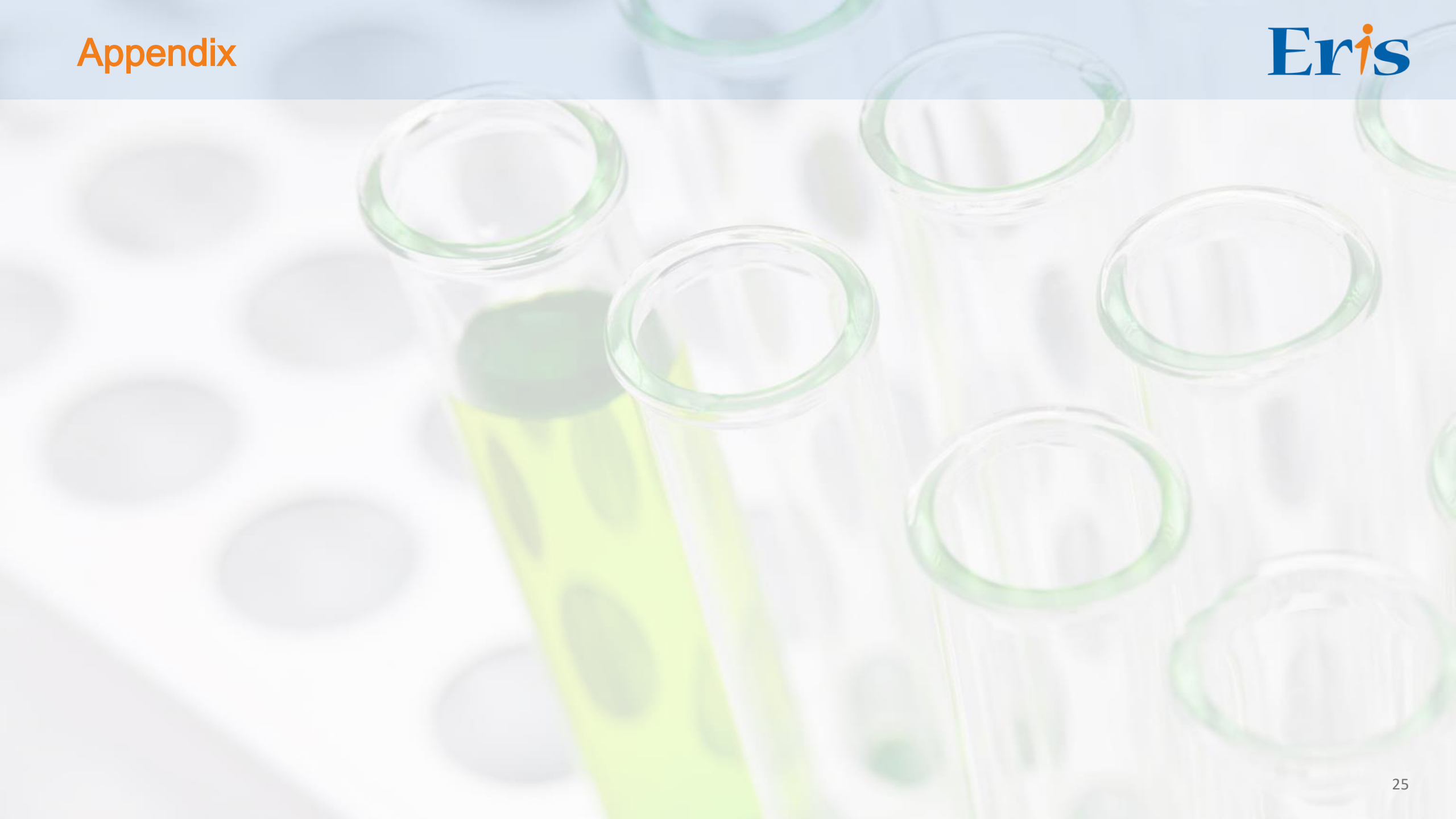
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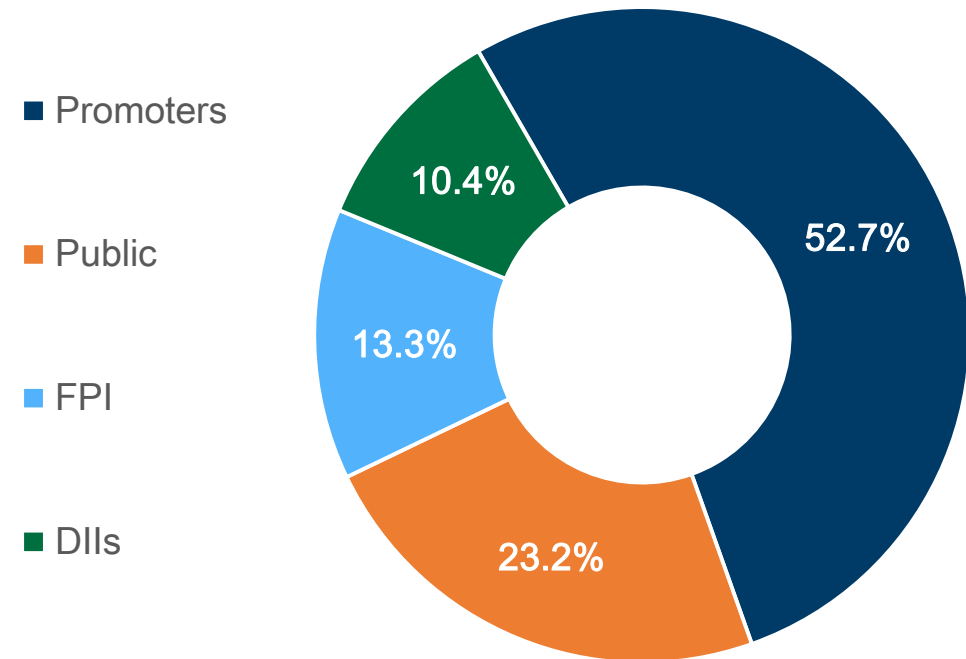
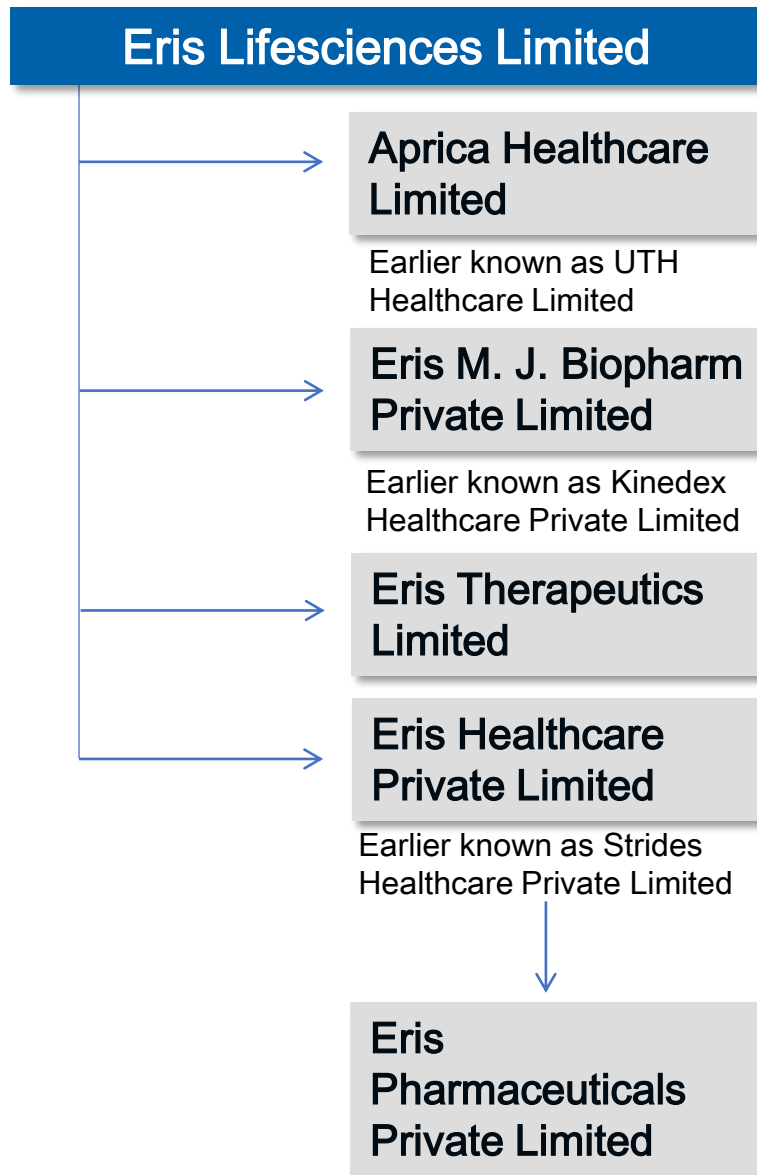
Website : [www.eris.co.in](http://www.eris.co.in)

### IR Contact

Kruti Raval

[kruti@erislifesciences.com](mailto:kruti@erislifesciences.com)





Promoter shares are unencumbered

**Shareholding pattern is as on 31 December 2021**

NSE Symbol	ERIS
BSE Ticker	540596
Market Cap (₹ Mn)	103,314
Shares Outstanding (Mn)	136
Industry	Pharmaceuticals

# Financial Summary (1/2)



P&L Summary	FY17	FY18	FY19	FY20	FY21	9M FY22
Revenue	7,495	8,556	9,822	10,741	12,119	10,411
Gross Profit	6,449	7,215	8,285	9,025	9,736	8,444
Gross Profit Margin (%)	86.0%	84.3%	84.4%	84.0%	80.3%	81.1%
Operating EBITDA	2,691	3,220	3,449	3,684	4,306	3,881
Operating EBITDA Margin (%)	35.9%	37.6%	35.1%	34.3%	35.5%	37.3%
PBT	2,704	3,122	3,174	3,314	3,945	3,569
PBT Margin (%)	36.1%	36.5%	32.3%	30.9%	32.6%	34.3%
PAT	2,466	2,950	2,911	2,965	3,551	3,258
PAT Margin (%)	32.9%	34.5%	29.6%	27.6%	29.3%	31.3%
EPS	17.95	21.39	21.15	21.61	26.16	23.98
Dividend (per share)	0	0	0	2.87	5.50	6.01
<b>Cash Flow Generation</b>						
Operating Cash Flow (OCF)	2,002	2,346	2,230	2,712	3,754	2,845
OCF as % of EBITDA	74.4%	72.9%	64.7%	73.6%	87.2%	73.3%

# Financial Summary (2/2)



	FY17	FY18	FY19	FY20	FY21	9M FY22
<b>Margin (%)</b>						
Gross Margin	86.0%	84.3%	84.4%	84.0%	80.3%	81.1%
EBITDA Margin	35.9%	37.6%	35.1%	34.3%	35.5%	37.3%
EBIT Margin	32.9%	34.6%	31.4%	29.6%	32.0%	32.8%
PAT Margin	32.9%	34.5%	29.6%	27.6%	29.3%	31.3%
<b>Return (%)</b>						
RoIC	127%	66%	39%	30%	34%	NA
RoE	126%	74%	44%	30%	31%	NA
<b>Others</b>						
Debt/Equity	0.0	0.4	0.2	0.0	0.0	0.0
EPS (₹)	17.95	21.39	21.15	21.61	26.16	23.98
<b>Working Capital (in days)</b>						
Receivables	24	28	31	53	42	45
Inventory	27	28	31	24	28	32
Payables	19	39	31	34	31	36
Net Working Capital	32	18	31	43	40	41

BS Summary	Mar'17	Mar'18	Mar'19	Mar'20	Mar'21	9M FY22
Share Capital	138	138	138	136	136	136
Reserves	5,534	8,476	11,368	12,828	15,628	18,135
<b>Shareholders Fund</b>	5,672	8,614	11,506	12,964	15,764	18,271
<b>Borrowed Funds *</b>	6	3,768	1,764	61	45	388
Tangible Assets	557	526	553	873	779	1,718
Intangible Assets	1,760	7,185	7,072	7,919	7,776	7,517
Treasury Investments + Cash & Bank Balances	3,057	3,760	3,634	1,453	4,166	5,538

Therapy wide presence in Oral Diabetes Care with power brands holding high ranks in newer generation fast-growing molecules (DPP4 and SGLT2 inhibitors)

## Sulfonylurea

**GlimiSave** rank 6 in the ~4,700 cr Glimepiride and combinations market

**Glimisave MV** rank 2 in Glimeperide + Voglibose + Metformin

**Cyblex** rank 5 in the ~700 cr Gliclazide and combinations market

**Cyblex MV** rank 1 in Gliclazide + Voglibose + Metformin

## DPP4 Inhibitors

**Zomelis** rank 1 among Gx and rank 3 incl innovator brands - in the ~1,200 cr Vildagliptin and combinations market

**Tendia** rank 5 - in the ~1,100 cr Teneligliptin and combinations market

**Zomelis<sup>®</sup> SG** Our newly launched brand in Remogliflozin + Vildagliptin combination

## SGLT 2 Inhibitors

**Gluxit** rank 1 - among Gx brands and rank 4 including innovator brands in the Dapagliflozin market

## High rank in Anti-Hypertensives: the largest segment of Cardiac Care

<b>Eritel</b>	rank 5 in the ~3,700 cr Telmisartan and combinations market
Eritel CH	rank 5 in the Telmisartan + Chlorthalidone market
Eritel LN	rank 2 in the Telmisartan + Cilnidipine market
<b>Olmin</b>	rank 5 in the ~900 cr Olmesartan and combinations market
Olmin Trio	rank 2 in Olmesartan + Cilnidipine + Chlorthalidone market
Olmin CH	rank 2 in Olmesartan + Chlorthalidone market
<b>LN BLOC</b>	rank 2 in the ~600 cr Cilnidipine and combinations market
LN Beta	rank 1 in Nebivolol + Cilnidipine market

## VMN: Specialty focus in core molecules leads to high ranks

<b>ReNerve</b>	rank 2 in the ~1,800 cr Methylcobalamin and combinations market
<b>Tayo</b>	rank 6 in the ~1,700 cr Cholecalciferol and combinations market
<b>GINKOCER</b>	rank 1 in the ~100 cr Ginkgo Biloba + combination market with 34% market share
<b>ZAC-D</b>	Convenient once-a-day combination of Zinc, Vit-A, Vit-C and Vit-D



**THANK YOU**

**Eris Lifesciences**