



# BETA DRUGS LIMITED

## NEW PRODUCT LAUNCHES TO DRIVE GROWTH FOR BETA DRUGS

Beta Drugs Ltd (BDL) is significantly expanding its covered market. In Dec/Jan'22 the company launched three products (Azacitidine Oral, Afatinib & Pazopanib). BDL is among very few companies globally to introduce Azacitidine oral which promises to be a block buster molecule in the treatment of Acute Myeloid Leukaemia (AML) i.e., a type of blood cancer.

Oral Azacitidine has huge scope in the Indian market considering high incidence of AML and the survival advantage it ensures, compared to existing chemotherapy drugs.

The company has also strengthened its presence in the Renal cell carcinoma and Lung Cancer portfolio by introducing FTL's of Pazopanib & Afatinib generic version. Both these drugs will make product portfolio very robust.

Additionally, company is developing Rucaparib and Carfilzomib which has a market size of 70 cr+. Rucaparib is a novel PARP inhibitor indicated in Ovarian Carcinoma and Carfilzomib is a proteasome inhibitor indicated in Multiple Myeloma. Scope of both the molecules is high because of high incidence in India as well as high entry barrier for competition.

Growth in domestic branded portfolio is primarily driven by new product launches and deeper penetration in Private, Corporate and Govt hospitals business. Moreover, company is enhancing its presence in blood cancer market with novel molecules.

The comprehensive range of Oncology portfolios not only helps the company to consolidate its business in domestic & International market but also leverage benefits in CRAM business.

Considering the current growth rate company expects to be among top five players in its covered market and among the top 10 Indian oncology companies in FY'23.

Internationally, BDL is expanding its wings in non-regulated, and semi regulated markets. Recently, the company has signed agreements with thirteen countries and shared the dossiers. These countries will start contributing significantly to growth from 3<sup>rd</sup> Qtr. of FY'23.



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