NEULAND
WHERE OPPORTUNITY BECOMES REALITY

Neuland Quarterly Investor Update
Addition of New Business Indicators

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Introduction

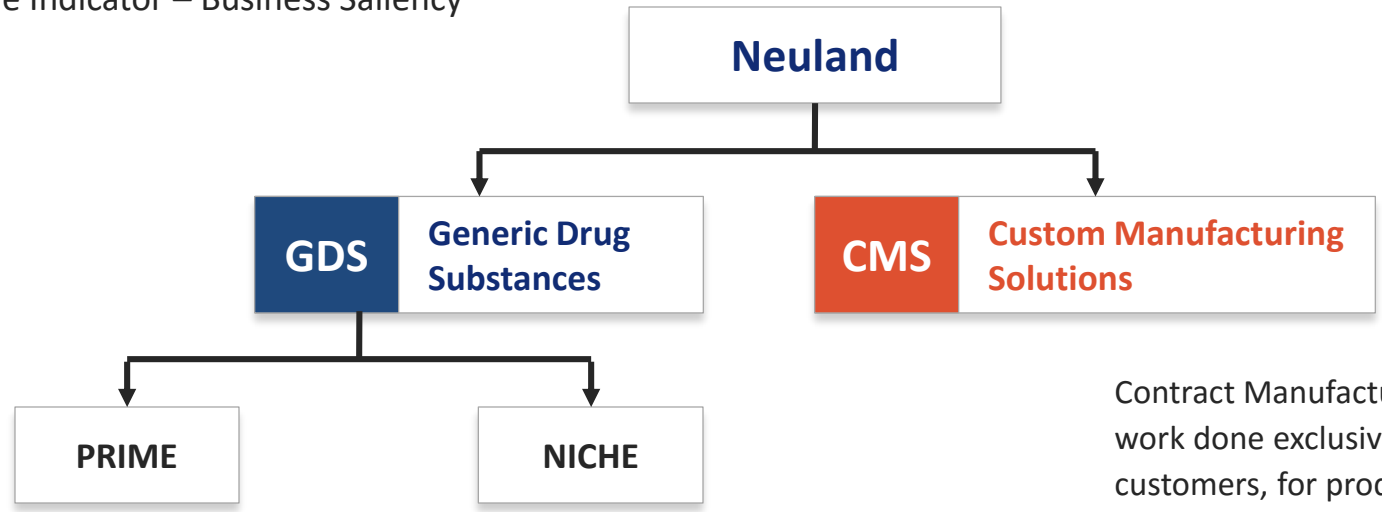
- In addition to the regular Financial information and qualitative updates, Neuland will also report two new Indicators which will give investors a deeper insight into the company's performance and the company's prospects

- The purpose of this presentation is to introduce those parameters:
  - Business Saliency
  - CMS Business Depth

Business Saliency

For the past few quarters, Neuland has engaged with the Investor community and talked about business in terms of Prime Products, Niche Products and the CMS business.

From here on, we will indicate the contribution of the respective Business segment to Neuland revenues under the Indicator – Business Saliency



This segment refers largely to the more mature products, usually large volume, and highly competitive in terms of the API landscape

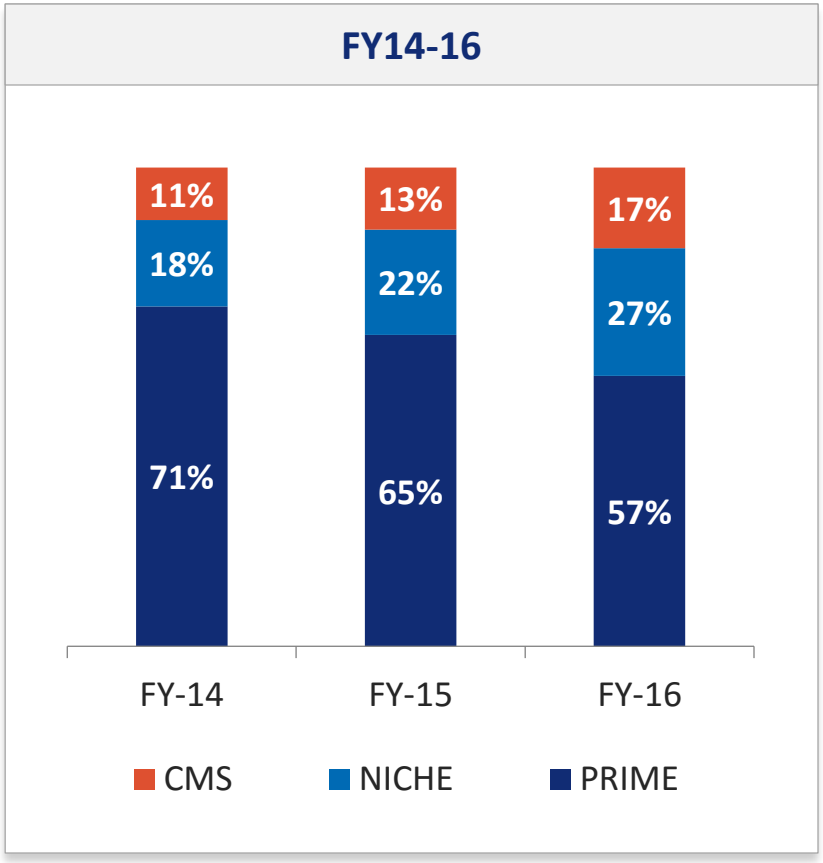
Products where the competition is lower due to the complex nature of the product or the lower volumes

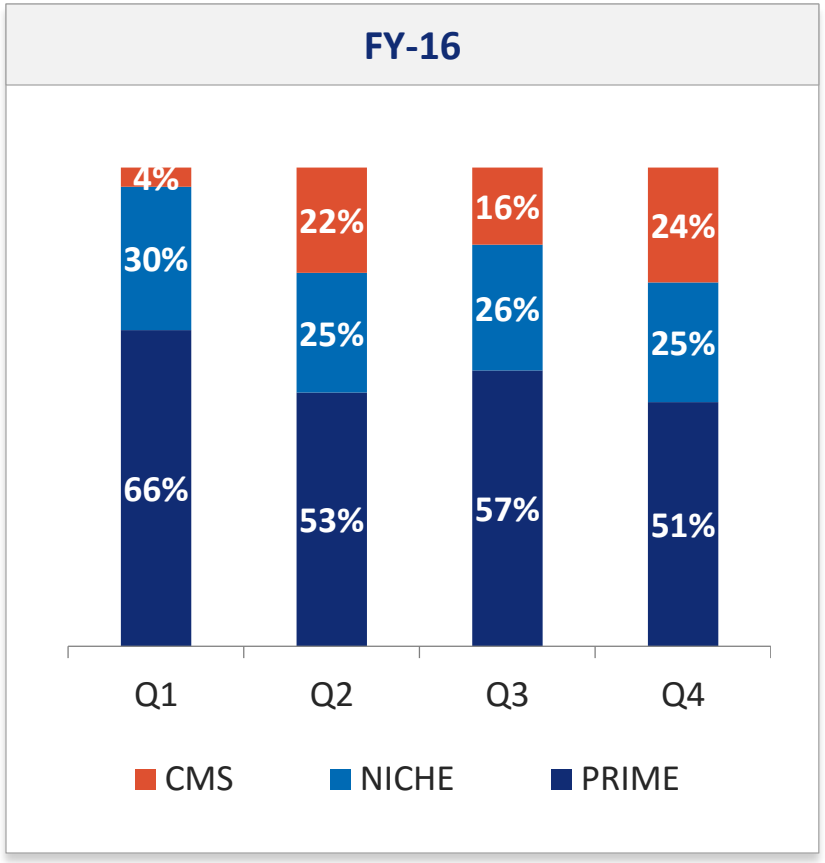
Contract Manufacturing business is work done exclusively for the customers, for products in various phases of their life-cycle. CMS Business originates in NPRPL, however NLL is the exclusive manufacturer for NPRPL

* - The classification of products as Less-differentiated/Niche is based on Neuland's understanding of the product and market. The classification of a product is liable to change based on changing market dynamics

Business Saliency

The graphs below show the Saliency of the Last 3 Financial Years and over the Last Four quarters.
Hence forth, we will reporting this Indicator for 4-quarters on a rolling-basis

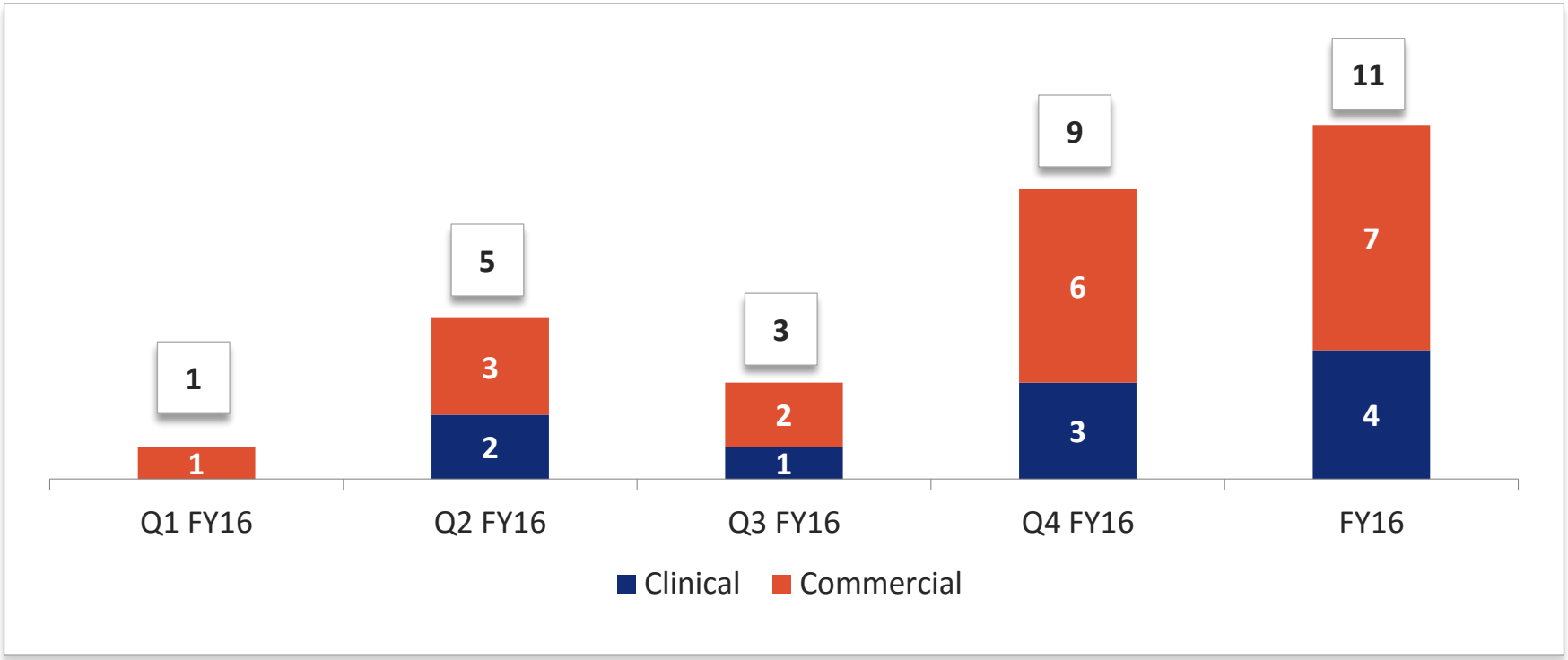




CMS Business Depth

This Indicator will give the number of molecules (APIs and Intermediates) contributing to the revenue in the Quarter. This number will be classified in two parts as Clinical & Commercial based on the status of the respective molecules. The intent here is to give an idea of the depth of the business in terms of projects and the pipeline.

The tables below indicate the numbers for the last 3 financial years and for the last 4 quarters



*- Quantities taken for validation and launch are considered as Commercial

Thank You