



Aarti Drugs Limited

Manufacturers of : Bulk Drugs & Chemicals

Corporate Office : Mahendra Industrial Estate,
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CIN No.:L37060MH1984PLC055433

Ref: ADL/SE/2026-27/11
May 16, 2026

To,
Listing/ Compliance Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
BSE CODE: 524348

To,
Listing/ Compliance Department
National Stock Exchange of India Limited,
“Exchange Plaza”, Plot No. C/1,
G Block Bandra - Kurla Complex,
Bandra (East), Mumbai – 400051
NSE SYMBOL: AARTIDRUGS

Dear Sir/Madam,

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Sub: Investor Presentation

Please find attached herewith Q4 & FY26 Investor Presentation.

Kindly take the same on record.

Thanking you,

Yours faithfully,

FOR AARTI DRUGS LIMITED

RUSHIKESH DEOLE
COMPANY SECRETARY & COMPLIANCE OFFICER
ICSI M. No.: F12932



Aarti Drugs Ltd.

Aarti Drugs Limited

Q4 & FY26 Investor Presentation

May 2026



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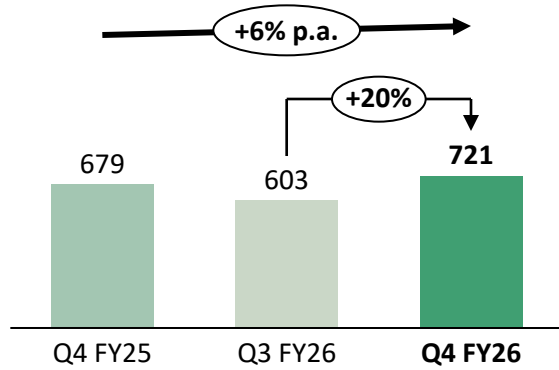
Q4 & FY26 Business & Financial Highlights



Q4 & FY26 Consolidated Financial Highlights

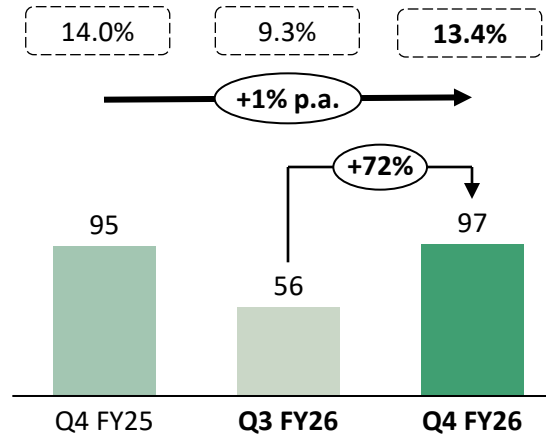
Total Revenue²

(Rs. Crs.)



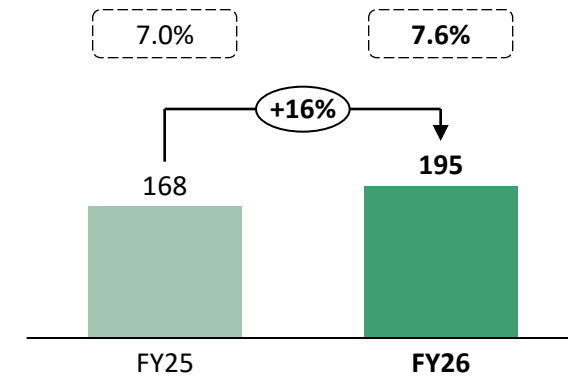
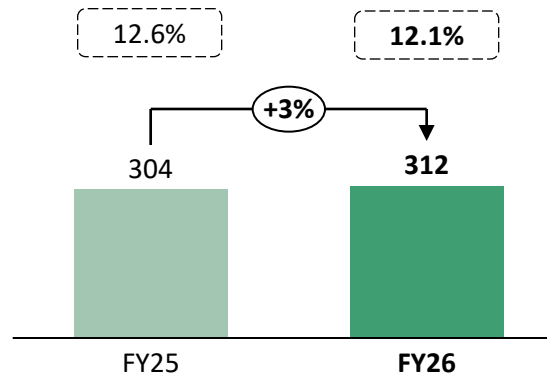
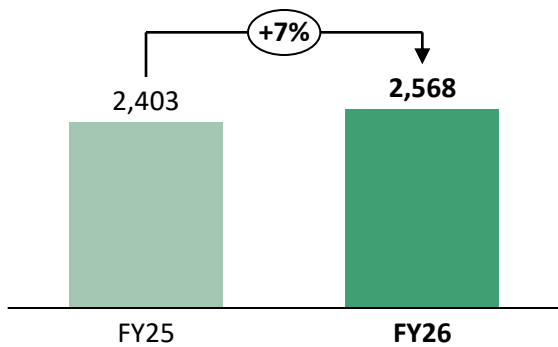
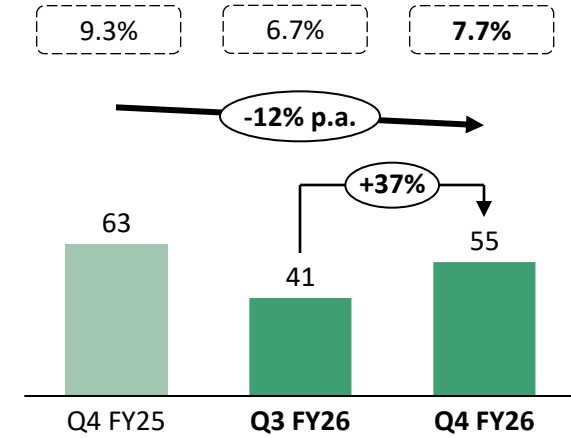
EBITDA & EBITDA Margin^{1,2}

(Rs. Crs.)



PAT & PAT Margin²

(Rs. Crs.)

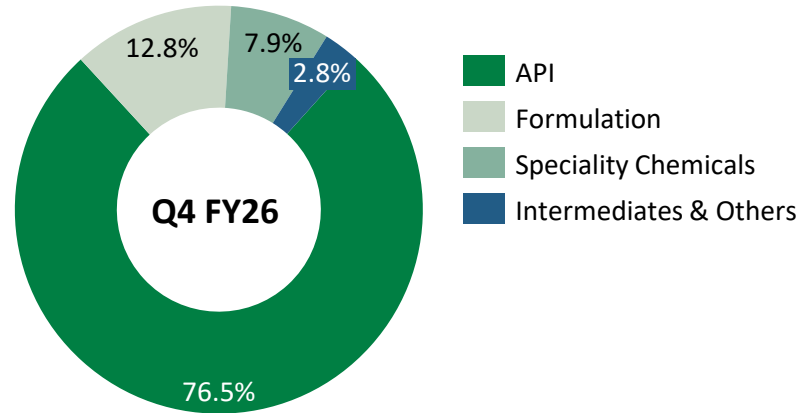


Note:

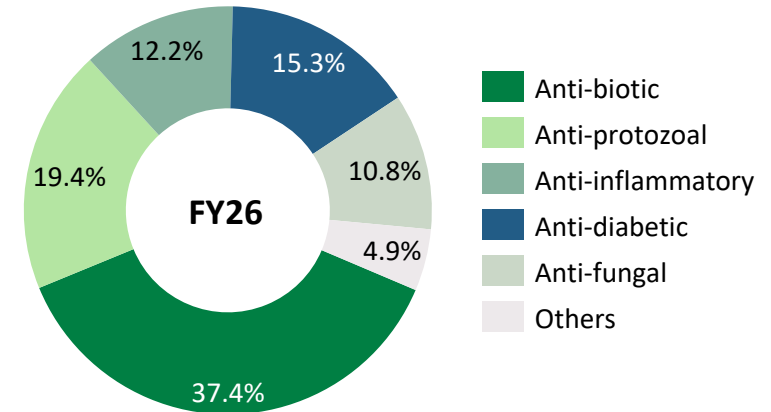
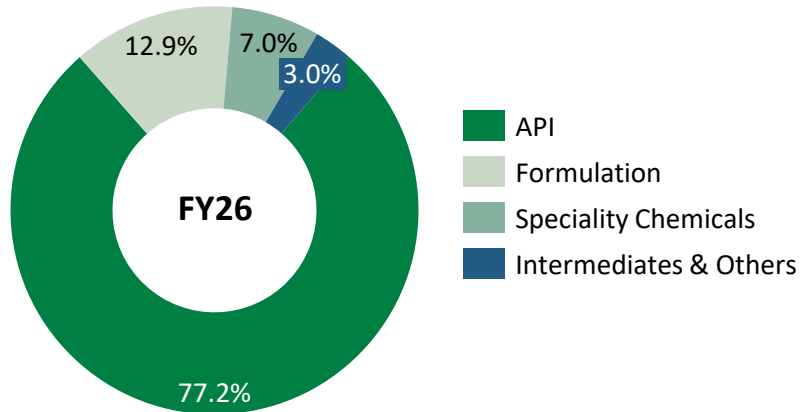
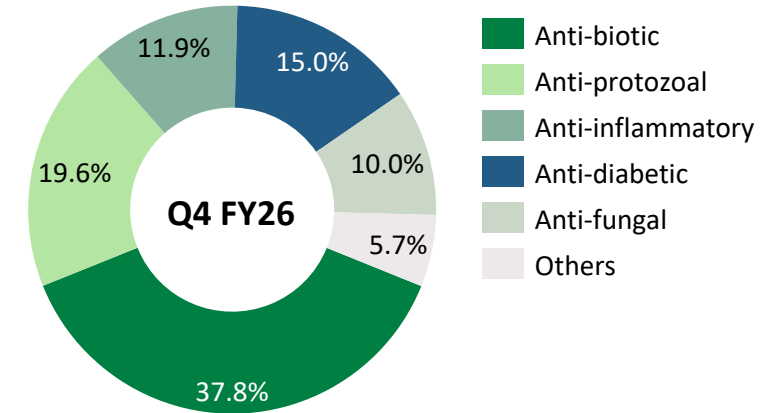
1. EBITDA includes other income
2. Total Revenue, EBITDA and PAT exclude Rs.11.34 crore of interest income on IT refunds receivable from the Income Tax Department for FY25
3. Q3FY26 tax figure includes IT Tax refund of ~Rs.16 crores

Q4 & FY26 Segment Breakup

Segmental Revenue



Therapeutic-wise Revenue¹ (Within API Segment)



Note:
1. As of FY26, Therapeutic revenue Includes sale to Pinnacle Life Science

Consolidated Profit & Loss Statement

Particulars (Rs. Crs.)	Q4 FY26	Q4 FY25	YoY	Q3 FY26	QoQ	FY26	FY25	YoY
Net Revenue from Operations	720.3	676.8	6%	601.7	20%	2,565.3	2,387.0	7%
Other Income	0.8	1.9		1.2		2.4	16.4	
Total Revenue	721.1	678.6	6%	602.9	20%	2,567.7	2,403.4	7%
COGS	450.4	436.9		386.6		1,618.7	1,542.1	
Gross Profit	270.7	241.7	12%	216.3	25%	949.0	861.3	10%
Gross Margin (%)	37.6%	35.7%	190 bps	35.9%	170 bps	37.0%	36.1%	90 bps
Employee Expenses	32.3	31.4		33.2		129.3	112.1	
Other Expenses	141.8	115.2		126.9		508.1	445.7	
EBITDA	96.6	95.2	1%	56.3	72%	311.6	303.5	3%
EBITDA Margin (%)	13.4%	14.0%	-60 bps	9.3%	410 bps	12.1%	12.6%	-50 bps
Finance Costs	8.2	9.2		9.3		33.7	35.8	
Depreciation	18.0	14.9		17.9		67.0	55.8	
Profit before Tax	70.4	71.1	-1%	29.0	142%	210.9	211.8	0%
Taxes	15.1	8.4		-11.5		16.0	43.7	
Profit after Tax	55.3	62.8	-12%	40.5	36%	194.9	168.2	16%
PAT Margin (%)	7.7%	9.3%	-160 bps	6.7%	100 bps	7.6%	7.0%	60 bps
Earnings Per Share (EPS)	6.05	6.90		4.44		21.36	18.44	

Note:

- Total Revenue, EBITDA and PAT exclude Rs.11.34 crore of interest income on IT refunds receivable from the Income Tax Department for FY25
- Q3FY26 tax figure includes IT Tax refund of Rs.16.38 crores

Consolidated Balance Sheet

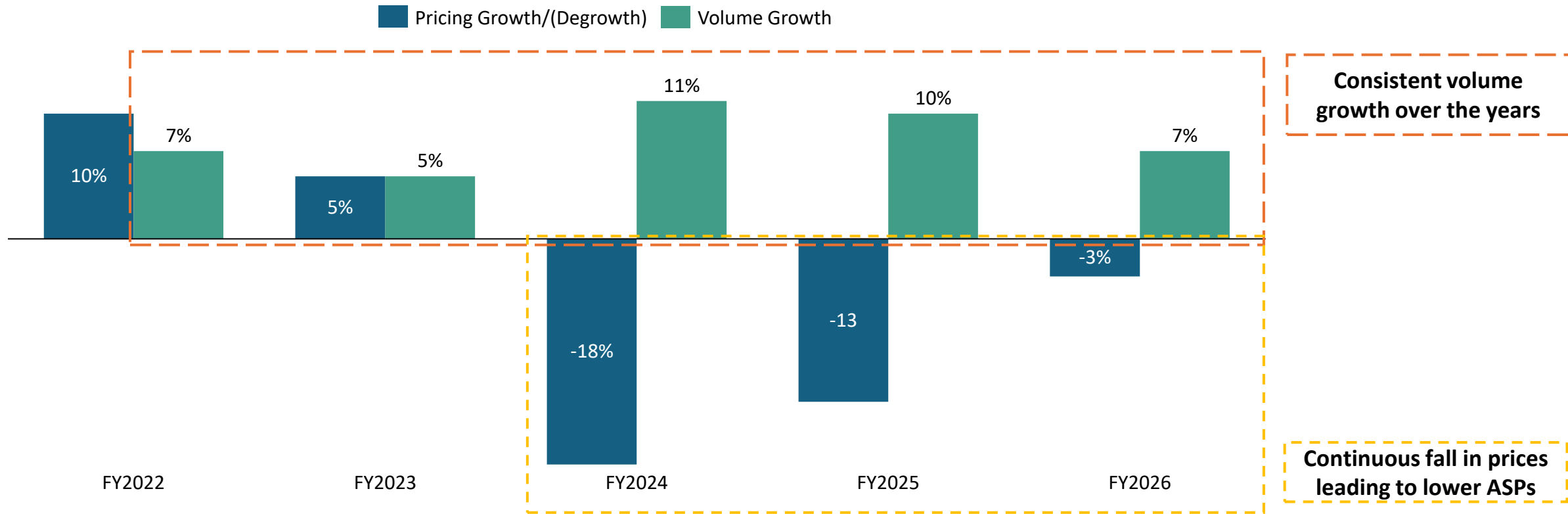
Equity & Liabilities (Rs. Crs.)	Mar-26	Mar-25
Equity		
Equity Share capital	91.3	91.3
Other Equity	1,457.6	1,277.7
Non-Controlling Interest	0.4	0.3
Total Equity	1,549.2	1,369.3
Financial liabilities		
(i) Borrowings	256.9	284.0
(ii) Lease Liabilities	0.9	1.7
(iii) Other Financial liabilities	0.2	0.2
Deferred tax liabilities (Net)	81.3	78.2
Provisions	4.6	4.3
Total Non-Current Liabilities	343.8	368.4
Financial liabilities		
(i) Borrowings	318.0	328.2
(ii) Lease Liabilities	0.9	1.2
(iii) Trade Payables	477.9	416.1
(iv) Other financial liabilities	22.8	20.2
Provisions	8.1	4.3
Other current liabilities	87.4	66.9
Total Current Liabilities	915.1	837.0
Total Equity and Liabilities	2,808.1	2,574.7

Assets (Rs. Crs.)	Mar-26	Mar-25
Non-Current assets		
Property, Plant and Equipment	1,068.3	856.3
Capital work in progress	213.8	330.2
Intangible assets	16.4	7.1
Right to use assets	1.7	2.7
Financial Assets		
(i) Investments	27.3	22.4
Other non-current assets	20.0	17.6
Total Non-Current Assets	1,347.5	1,236.3
Current Assets		
Inventories	490.8	472.9
Financial Assets		
(i) Trade receivables	829.9	751.2
(ii) Cash and Bank Balances	8.8	7.6
(iii) Other Financial Assets	15.5	15.1
(iv) Loans	0.7	0.8
Current Tax Assets	-7.1	10.0
Other current assets	122.1	80.9
Total Current Assets	1,460.6	1,338.4
Total Assets	2,808.1	2,574.7

Consolidated Cash Flow Statement

Particulars (Rs. Crs.)	Mar-26	Mar-25
Net Profit before Tax and Extraordinary items	210.9	211.8
Adjustments for: Non-Cash Items / Other Investment or Financial Items	102.8	84.3
Operating profit before working capital changes	313.7	296.1
Changes in working capital	-64.2	3.6
Cash generated from Operations	249.4	299.7
Direct taxes paid (net of refund)	4.1	-55.1
Net Cash from Operating Activities	253.5	244.6
Net Cash from Investing Activities	-173.4	-164.6
Net Cash from Financing Activities	-77.4	-82.1
Net Change in Cash and Cash equivalents	2.7	-2.2
Add: Cash & Cash equivalents at the beginning of the period	4.6	6.7
Cash & Cash equivalents at the end of the period	7.3	4.6

Consistent Volume Growth in the past 5 Years



✓ Revenue growth was impacted post Covid, primarily due to industry-wide oversupply and sharp API price erosion, led by the excessive dumping from China. Significant drop in realizations between FY24 and FY26 impacted company's topline.

✓ However, the company continued to gain volumes and sustain customer relationships. As pricing stabilizes, the strong volume base provides operating leverage and positions the company well for recovery in revenue and profitability.

Note:
1. Figures on standalone basis

Commenting on the results, Mr. Adhish Patil, CFO & COO, of Aarti Drugs Limited said,

“FY26 marked an important transition year for Aarti Drugs Limited, as the Company progressed through a major investment and commissioning cycle while navigating a challenging industry environment. Despite persistent macroeconomic headwinds, pricing pressure in select API segments, and elevated raw material volatility, our core business delivered a strong sequential recovery during Q4 FY26 supported by operational scale-up of the Sayakha facility, improving export traction and a better product mix.

Total revenue for Q4FY26 stood at Rs. 721.1 crore, reflecting growth of 6% YoY. EBITDA remained flat YoY to Rs. 96.6 crore, with margin at 13.4%, a decline of 60 bps. The year’s profitability remained impacted by two key factors — start-up losses associated with the new facilities, and continued weakness in the domestic antibiotics market.

On a sequential basis, however, performance improved sharply, with revenue and EBITDA rising 20% and 72% respectively, and margins expanding by 410 basis points compared to the previous quarter. This was primarily due to the strong execution progress in our Sayakha facility, which achieved a milestone run-rate of ~1,000 tonnes per month in March 2026. While the scale-up trajectory could have been faster, temporary ammonia shortages impacted production. Nevertheless, the project has now entered a more stable operating phase and is expected to progressively enhance margin resilience and backward integration benefits going forward.

We are also encouraged by the continued improvement in our business mix. Regulated market contribution increased from 66% in FY25 to 73% in FY26, while exports contribution rose from 35% to 38% over the same period. This shift toward regulated and export-oriented business continues to support margin quality and earnings stability. Diversification initiatives also gained momentum during the year, with the Formulations and Specialty Chemicals segments growing 33% and 37% YoY respectively.

From an industry perspective, FY26 witnessed sustained pressure on API realizations, especially during the first half of the year. However, pricing trends began stabilizing from September 2025 onwards, with the recovery trajectory strengthening further during Q4 FY26. At the same time, the sharp increase in key raw material prices and logistics costs — exacerbated by supply chain disruptions arising from geopolitical tensions in West Asia — created additional cost pressures across the industry. Despite these challenges, the Company was able to partially offset cost inflation through calibrated price increases and improved product mix across its core portfolio.

The Company’s broad product basket, diversified customer base, and increasing share of regulated market business continue to mitigate concentration risks while improving business resilience. Regulatory filings and approvals across the EU and US markets remain a strategic priority, as these markets offer significant realization and margin upside for several existing products. The foundations built over the last few years — including backward integration, expanded regulatory approvals, formulations capability, and specialty product development — position the Company favourably for a meaningful improvement in profitability and return ratios over FY27 and beyond.”

Company & Business Overview



Leadership in API Manufacturing

Over a decade, API manufacturing has transitioned towards highly regulated, specialized business

- 1 Largest producer of **Nimesulide** in the world
- 2 Largest producer of **Ketoconazole** in the world
- 3 Largest producer of **Metronidazole Benzoate** in the world
- 4 Largest producer of **Tinidazole** in the world
- 5 Largest producer in **Fluoroquinolones group** in the world
- 6 One of the leading producers of **Metformin** in the world
- 7 Largest producer of **Metronidazole** in India

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Manufacturing Facilities

6,876

MT/Monthly Capacity

80+

Finished Products

50+

API Molecules

2,200+

Employees

~38%

Export Revenue

1,59,500+

Sq.m. Plant Area

100+

Presence across countries

Presence Across APIs, Formulation, Specialty Chemicals, Intermediates Segments



Active Pharmaceuticals Ingredients (API)

- ✓ Leading API producer with 50+ molecules across therapeutic categories including antibiotics, antiprotozoals, anti-inflammatories, anti-diabetics, and anti-fungals
- ✓ Global Leader:
 - Largest manufacturer of 5 molecules globally
- ✓ API Infrastructure:
 - 9 manufacturing units contributing ~92% of total revenues
 - Installed capacity: 48,204 MTPA



Formulations

- ✓ Diversified into formulations in 2014 via wholly owned subsidiary.
- ✓ Flexible manufacturing model: In-house + outsourced production backed by strong R&D
- ✓ UKMHRA / PICS approved
- ✓ WHO-GMP approved plant in Baddi, Himachal Pradesh
- ✓ Oncology formulation is USFDA approved
- ✓ Installed capacity:
 - 3 billion tablets
 - 300 million capsules



Specialty Chemicals, Intermediates & Others

- ✓ Backward integrated to supply intermediates for antibiotics, antifungals, anti-inflammatories, and cardiovascular APIs.
- ✓ Manufacturer of specialty chemicals in Benzene and Chloro-sulphonic chemistries
- ✓ Installed capacity: 34,308 MTPA

Presence across Segments, Geographies, API Therapies & Customers to ensure Growth and Risk Minimization

Segmental Mix

- API business contributes 77% of sales in FY26
- Focus on increasing contribution from Speciality Chemicals, Intermediates & Others, going forward

Geographic Mix

- Domestic-Export mix at 62% for FY26
- Presence across 100+ countries
- None of the region contributes more than 2/3rd of the revenue with Asia contributing the highest at 49% of total sales

API Therapy Mix

- Top 5 therapies contributes 95% of API sales in FY26
- Anti-biotic products contributes highest at 37% to API sales in FY26
- Leaders in Domestic market in most of top 10 products

Customer Mix

- Domestic: Largest client contributes ~4% of domestic sales whereas top 10 clients contribute ~25%
- Exports: Largest client contributes ~7% of exports sales whereas top 10 clients contribute ~27%

Expanding Product Portfolio

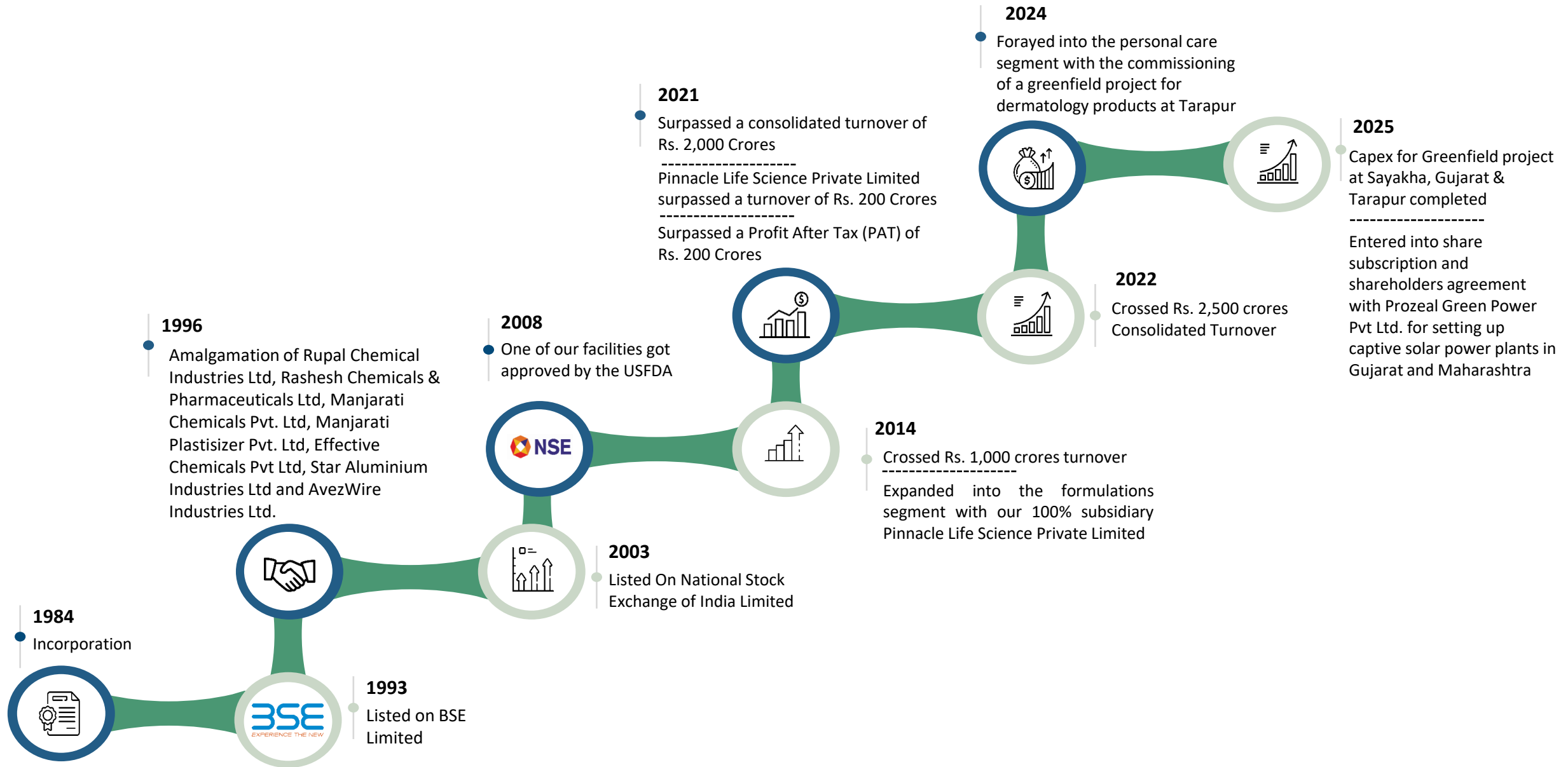
Geographic Expansion

Diversified Customer Base

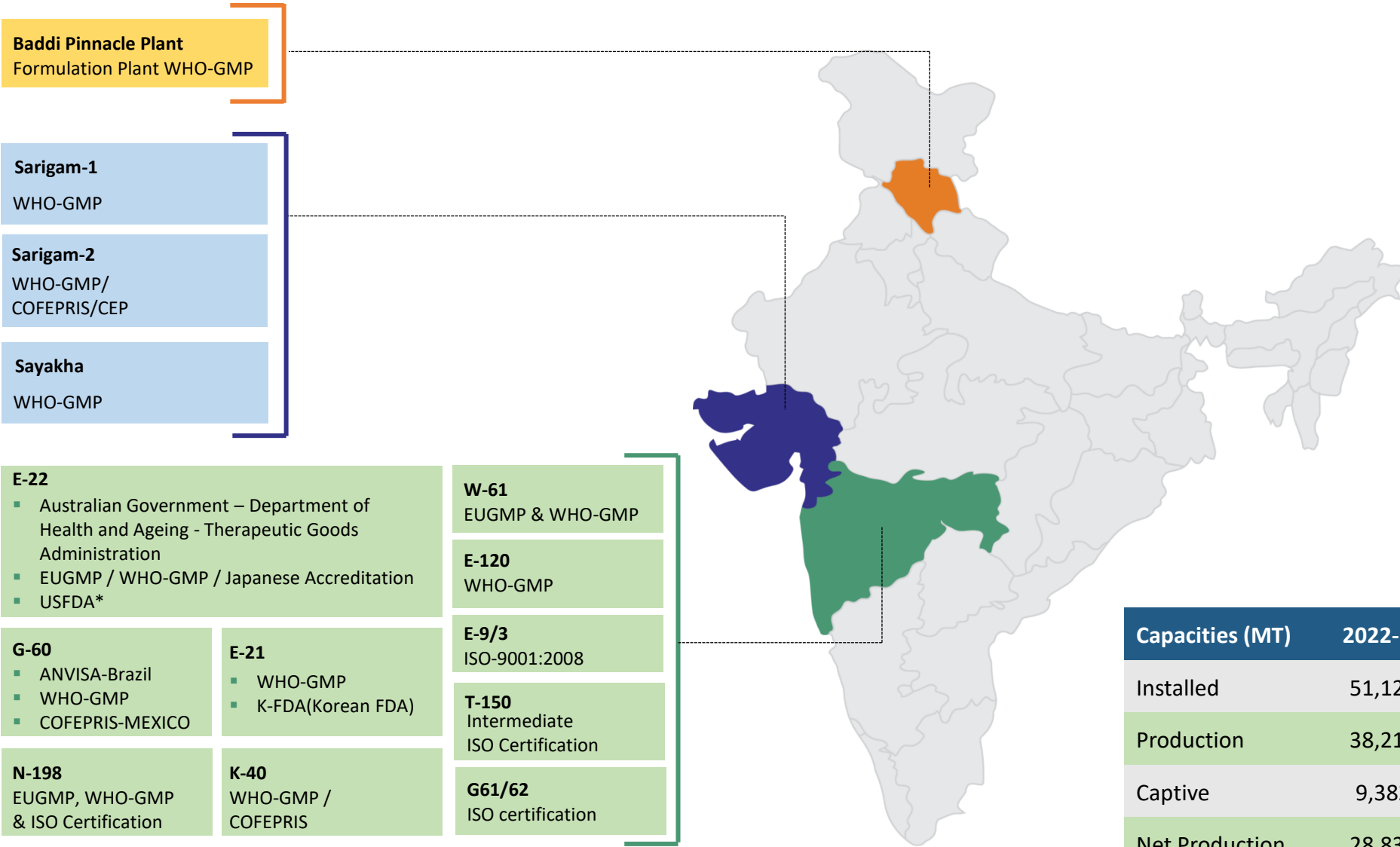
▪ **Growth**

▪ **Risk Minimization**

Journey



Manufacturing Footprint



- ✓ The capacity of Multi-purpose plant ranges from kilograms to multi tons levels
- ✓ Long term experience of Multi-step synthesis and fractionations at high temperatures
- ✓ **Total reaction capacity in excess of 1300 KL**, consisting of SS and GL reactors across its units, varying from 0.5 KL – 18 KL

Capacities (MT)	2022-23	2023-24	2024-25	2025-26
Installed	51,126	57,179	61,053	82,512
Production	38,215	41,116	44,915	53,139
Captive	9,382	9,864	11,621	13,208
Net Production	28,834	31,251	33,294	39,931

Maps not to scale . All data , information , and maps are provided " as is " without warranty or any representation of accuracy

Diversified Geographic Presence

North America

11% FY25 | 15% FY26

Latin America

14% FY25 | 12% FY26

Africa

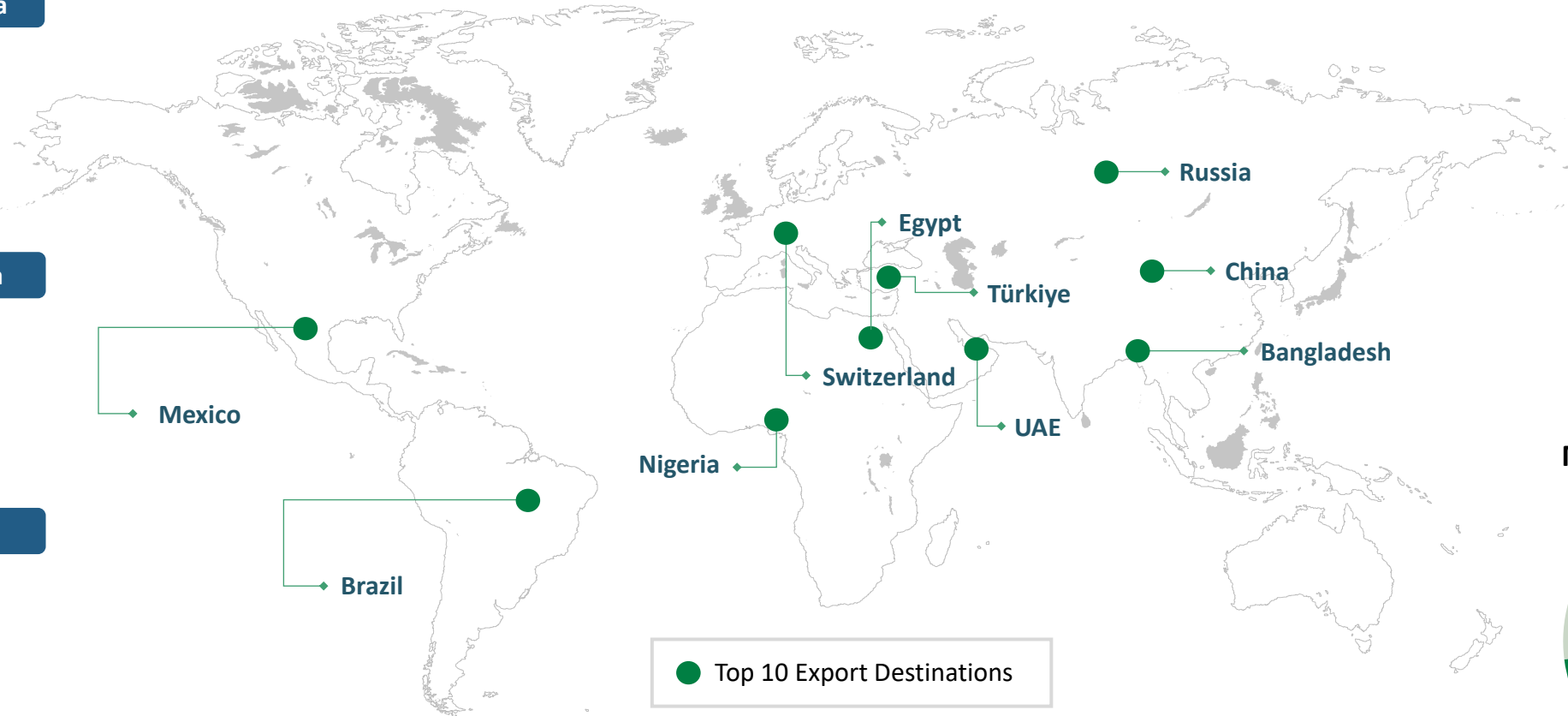
11% FY25 | 12% FY26

Europe

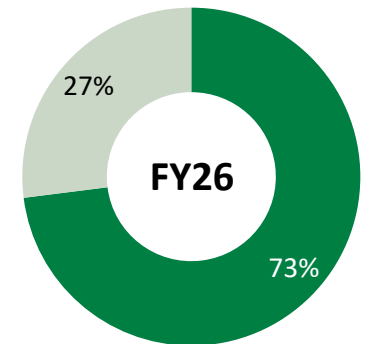
12% FY25 | 12% FY26

Asia

52% FY25 | 49% FY26



Market Segmentation



Regulated
Semi-Regulated

Presence in 100+ Countries across 6 Continents ensures diversification and risk minimization

Our Esteemed Clientele





VISION

To be the Preferred Global Supplier of Bulk Drugs by:

- ✓ Ensuring consistent quality, timely delivery, and competitive pricing
- ✓ Offering customized, customer-centric solutions
- ✓ Adopting cost-effective, safe, and flexible manufacturing practices
- ✓ Upholding high business ethics in all operations
- ✓ Continuously upgrading technology and developing new products



To achieve global market leadership by:

- ✓ Driving product growth and innovation
- ✓ Fostering a winning culture rooted in ethics, values, and collaborative competition
- ✓ Delivering excellence in customer service, quality, and R&D



MISSION

Aarti Drugs Limited has a strong presence across multiple segments with healthy financial standing

Key Executive Management



Shri Chandrakant V. Gogri
Chairman Emeritus

- One of the Founder Promoters of the Company
- Has 50+ years of experience across Projects, Operations, Process Development, and Marketing (domestic & international) in the Chemical and Pharma sectors
- Offering strategic guidance to the Board



Shri Prakash M. Patil
Chairman, MD & CEO

- Has over 25 years of experience in the chemical & pharmaceutical industry
- Instrumental in driving the company's strategic direction, project execution, and operational excellence
- Actively involved in business development, innovation, and expanding global reach



Shri Rashesh C. Gogri
Managing Director

- Brings over 21 years of experience in Production, Marketing, and Project Implementation in the Chemical and Pharma sectors
- Also serves as Vice Chairman & Managing Director of Aarti Industries Ltd and Chairman of Aarti Pharmed Labs Ltd



Shri Harshit M. Savla
Joint Managing Director

- Associated with the company since 1987
- Brings over 36 years of experience in Finance, Exports, and Administration
- Played a key role in expanding the Company's API and Formulation businesses



Shri Adhish P. Patil
Chief Financial Officer & Chief Operating Officer

- Has 18 years of experience across Manufacturing, Finance, Investor Relations, Compliance, Consulting, and IT in the Pharma and Consulting sectors
- Named among India's Top 100 CFOs in 2014 and Top 200 CFOs in 2023 by StartupLanes



Shri Vishwa H. Savla
Managing Director, Pinnacle Life Science Private Limited

- Actively involved in operations of Pinnacle and Aarti Drugs since the inception of the formulation business
- Specializes in Strategy Management, Export Business, and Market Research in the formulations segment



Shri Harit P. Shah
Executive Director

- Associated with Company since September 1995
- Has over 36 years of experience in Sales, Purchases, and Exports
- Oversees domestic sales and export operations
- Possesses deep knowledge of the pharmaceutical industry



Shri Uday M. Patil
Executive Director

- Associated with Company since October 2000
- Has over 36 years of experience in factory administration.
- Specializes in liaising with various Government and Semi-Government bodies



Shri Ankit V. Paleja
Independent Director

- A qualified lawyer with 16 years of legal experience
- Currently a Partner at Crawford Bayley & Co. (Advocates & Solicitors)
- Specializes in Equity Investments, M&A, Banking & Finance, and Corporate Transactions



Smt. Neha R. Gada
Independent Director

- Chartered Accountant and certified Insolvency Professional
- Brings over 21 years of experience in Securities Law and Corporate Law compliance
- Co-founder of Dhhanish Advisors Pvt. Ltd.



Shri Sandeep M. Joshi
Independent Director

- Holds a Chemistry degree from Mumbai University and an MBA from Symbiosis Institute of Business Management, Pune
- Has 25 years of experience in export marketing and business development in both Indian and international companies



Prof. Bhaskar N. Thorat
Independent Director

- Holds M. Chem. Engg. and Ph.D. in Chemical Engineering from the Institute of Chemical Technology (ICT), formerly UDCT
- Senior Professor of Chemical Engineering at ICT, Mumbai
- Has authored over 100 research publications in reputed international journals



Shri Hasmukh B. Dedhia
Independent Director

- Chartered Accountant with DISA (ICAI) certification
- Brings over 40 years of experience in Audits, Due Diligence, Consultancy, and Business Restructuring
- Expert in Internal Auditing and strengthening internal controls



Shri Ajit E. Venugopalan
Independent Director

- Chartered Accountant by qualification
- Banking professional with over 30 years of experience in the Banking and Finance domain



Environment

- Zero Liquid Discharge (ZLD)



- Carbon Footprint Reduction



- Eco-friendly Packaging



- Efficient Utilities & Green Technologies



Social

- Healthcare Initiatives



- Woman Empowerment



- Fair Trade Practices



- Gender Diversity



Governance

- Stakeholder Responsibility



- Risk Management Governance



- Adherence to Regulatory Compliance



- Board Composition and Governance



Awards and Accolades

1991

CHEMEXCIL

Outstanding Performance
in Export

2001

CHEMEXCIL

Outstanding Performance in
Export, Organization of
Pharmaceutical Product,
Best Vendor

2005-06

**AVAYA GLOBAL
CONNECT**

Customer Responsiveness

2009

CHEMEXCIL

Outstanding Performance
in Export

2012

CHEMEXCIL

Outstanding Performance
in Latin American Export

2013

ABBOTT

Best Vendor of the year

2014

CHEMEXCIL

Government of India (Ministry
of Commerce and Industry)
Certificate of Recognition -
Star Export House

2015-19

ABBOTT

Business partner of the
year

2020-23

PHARMEXCIL

Outstanding Performance
in Export

2024

EcoVadis assessment
score is 69, secured the
Silver Medal



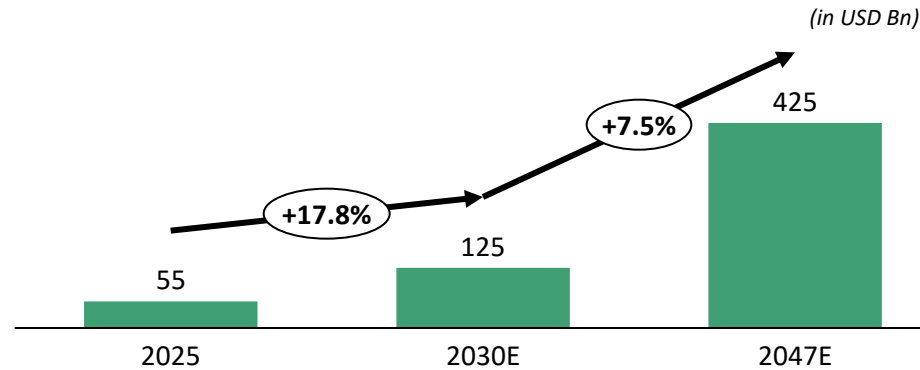
Industry Overview



Indian Pharmaceutical Industry

Indian Pharmaceutical Market Value

India produces 60,000+ generics drugs across 60 therapeutic categories and supplies 500+ APIs



Largest Supplier of Generic Drugs

- India remains the largest global supplier of generic medicines, catering to 20% of global generic drug demand and supplying 60% of the world's antiretroviral (ARV) drugs
- The country fulfills a significant share of demand from the US (40%), the UK (25%), and global health organizations like UNICEF (30%)

Exports Driven Growth

- Pharmaceutical exports grew to USD 30.5 billion in FY 2024–25, registering a 9.4% year-on-year increase
- This was supported by a diversified portfolio and expansion into new geographies
- Formulations and biologics continue to account for 75% of total exports
- The United States remains the largest export destination, followed by markets such as the UK, Brazil, France, and South Africa

API Leadership

- India is ranked as the third-largest API market in the Asia-Pacific region, enjoying an 8% market share in the global market

20%

India's Contribution to global generic drug exports

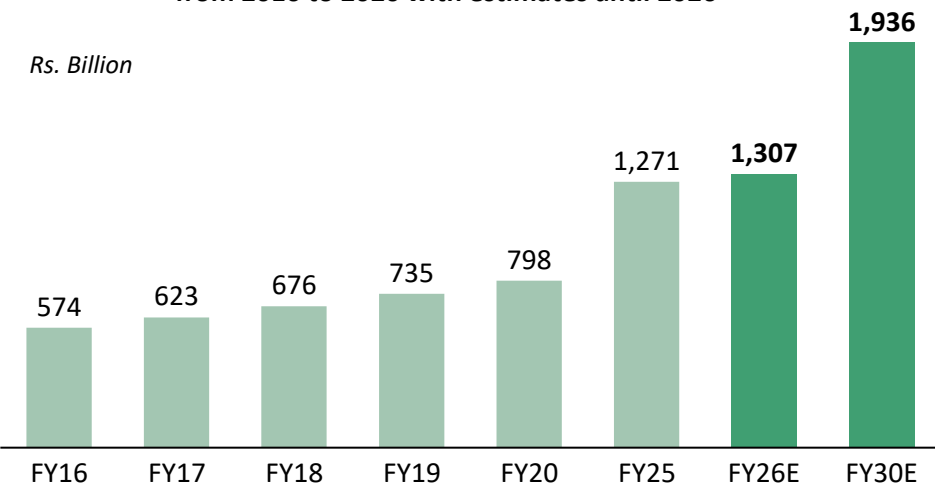
8% share

API market (third largest globally)

34%

Contribution to pharma market by cardiac, gastrointestinal and anti-diabetic segments

Market size of Active Pharmaceutical Ingredient (API) industry in India from 2016 to 2020 with estimates until 2026



Multiple Triggers will lead to high Growth Momentum



Robust Domestic Demand

- Rising domestic population
- Higher Insurance Coverage penetration



Increased Investments

- 100% FDI in the pharmaceutical sector under automatic route



Government Support

- Increased government spending on hospitals and healthcare
- Rs. 15,000 crores Production-Linked Incentive (PLI) Scheme for Enhancing India's Manufacturing Capabilities
- Atmanirbhar Bharat scheme for making India self reliant



Technology

- Artificial intelligence will help the pharmaceutical industry to design new and automated algorithms which will help to achieve faster, precise, accurate, and repeatable results



Innovation and R&D

- Focus to develop new complex generic drugs, supplemented by the New Drugs and Clinical Trial Rules, 2019 and the Atal Innovation Mission.



Cost Advantage

- Quality services at marginal costs compared to US, Europe, and South Asia
- Expertise in low-cost generic patented drugs and a movement towards end-to-end manufacturing

Key Strengths & Growth Drivers



Unique Competitive Position

Economies of Scale

Good Purchasing Power

Long-term relationship; repeat business from customers

4 decades of experience

Superior Quality

Client Diversification

Strong International presence

Less regional dependence

Known brand in API space



Process improvement R&D, cost leadership



Phase-Wise Capex to mitigate debt trap risks



Green field projects



High entry barriers

Reliable in terms of quality and timely deliveries. Honouring commitments in changing market conditions

Thus, fundamentals right from procurement, production till sales have a strong foundation and sound setup

Newer capacities established since last two years will help grow top-line

Sufficient land parcels in industrial zones in Maharashtra and Gujarat to take care of green field projects in next 3 to 4 years

- High regulatory standards
- Capex requirements
- Long gestation period
- R&D costs

Specialized player in the highly challenging Pharmaceutical Industry

Industry's Unique Challenges

- ✓ High R&D costs
- ✓ Long gestation period
- ✓ Time consuming approval procedures
- ✓ Demands large variety and small batch size orders
- ✓ Highly complex manufacturing
- ✓ Stringent quality & compliance requirements in developed markets
- ✓ Highly competitive industry



Aarti Drug's Core Competencies

- ✓ Demonstrated manufacturing excellence for 4 decades
- ✓ R&D focused, driven by continuous improvement and innovation
- ✓ Ability to consistently deliver high quality products on timely basis
- ✓ Meeting stringent regulatory & compliance requirements of domestic & international regulators
- ✓ Long standing relationships with leading pharmaceutical companies
- ✓ Fully integrated facilities – lower outside dependence for sourcing raw materials

Well placed to capitalize on future growth opportunities

Strategic pivot to scaling Regulated Market Sales through expansion of Formulations and Oncology Product Portfolio

- ✓ Aarti Drugs manufactures APIs but also has a formulation business (via Pinnacle Life Sciences) that makes oral solid dosage (OSD) products
- ✓ Now expanding into oncology and other therapeutic-area medicines
- ✓ OSD business already has EDQM approvals and the oncology facility has USFDA and UK-MHRA approvals
- ✓ Deeper penetration into regulated-markets with better realizations
- ✓ Aarti Drugs is currently pursuing expansion into new geographies
- ✓ Total ~330 regulatory filings submitted across 16 targeted geographies
- ✓ Commenced commercial operations in Latin America and a few African markets
- ✓ Continuing to undertake new registrations in export markets and government tenders

₹200 Crore Investment

Invested over last 24 months solely for oncology development and pipeline growth

Premium Pricing and Technical Moat

Shifting toward specialized chemistry products that carry premium pricing than standard APIs and may enjoy entry barriers

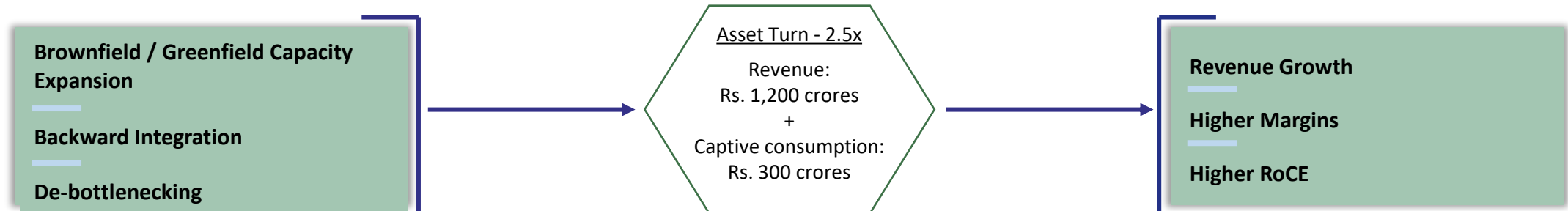
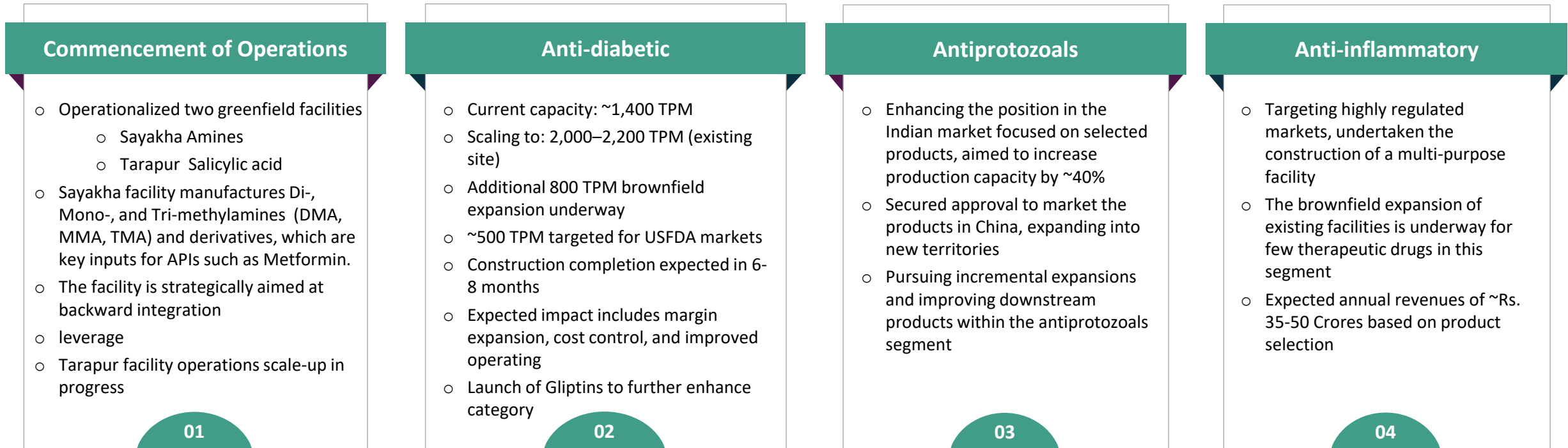
Regulated Market Sales

Developing a robust product pipeline for regulated global markets, leveraging USFDA, MHRA and EDQM approvals

Therapeutic Expansion

Expanding beyond traditional APIs into complex medicine categories for global patients

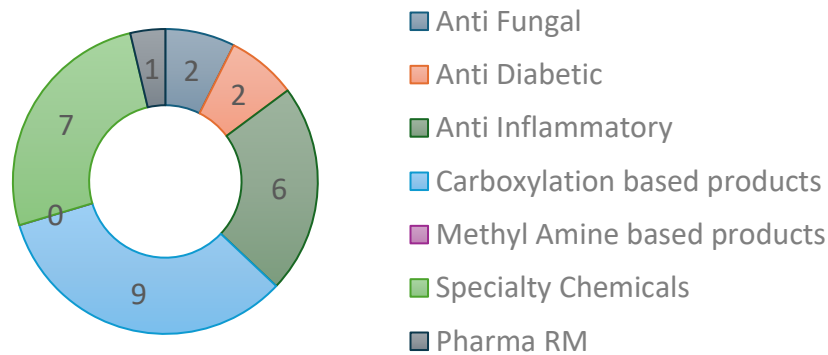
Capacity Expansion and Backward Integration leading to improved Asset turns



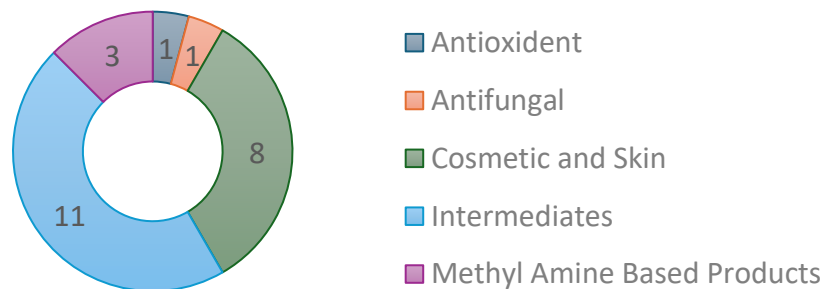
Capex of Rs. 600 crores complete; Boosting capacity, margins

API

Product Under Development



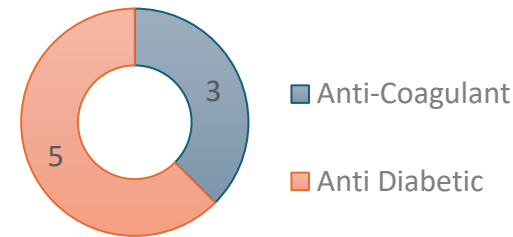
Product Under Pipeline



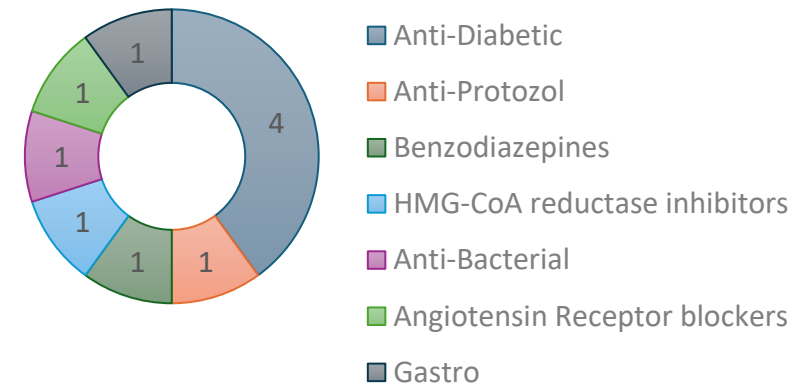
Number of Products

Finished Dosages

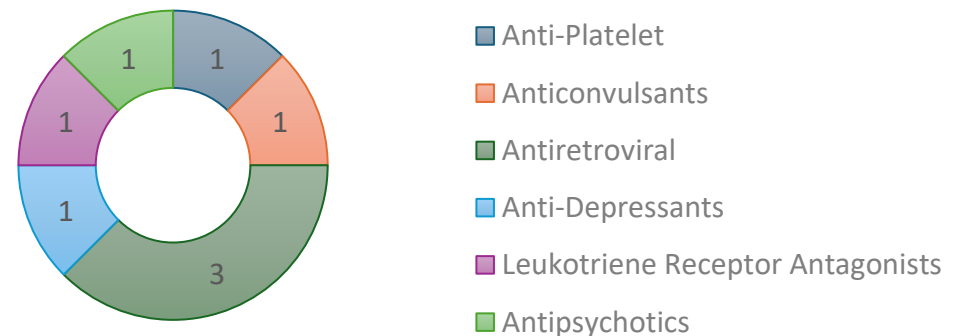
Product Under Development : New Age Molecules For regulated Markets



Product Under Development: LATAM & Emerging Markets



Product Under Development



Strong R&D thrust on continuous innovation

R&D Center at Tarapur

- Supports manufacturing facilities at Tarapur and Sarigam on API process development
- Pilot plant used for kilo scale manufacturing
- Recognized by Department by Science and Industrial Research (DSIR) Government of India
- Frequent visits of Experts and Professors from ICT and Council of Scientific and Industrial Research (CSIR) for guidance for product development

R&D Center at Turbhe

- Supports development of complex generics for in-house formulation business
- Developing complex oral solids for Regulated as well as Emerging markets

- ✓ Well supported by in-house project management team to ensure timely implementation of new products on commercial scale
- ✓ Developed 30+ APIs (new and existing) in last 5 years
- ✓ Developing new age Formulation products for Europe, USA, Australia, Brazil, Canada & Chile for Day 1 launches
- ✓ Plans to expand R&D capabilities to develop complex Semi solids (creams & ointments) as well as Oral liquids
- ✓ Majority of products developed with integrated API provides an end-to-end control

2

Doctorates

75

Master Graduated (M.Sc.)

3

Technicians

Rs. 66 Crores

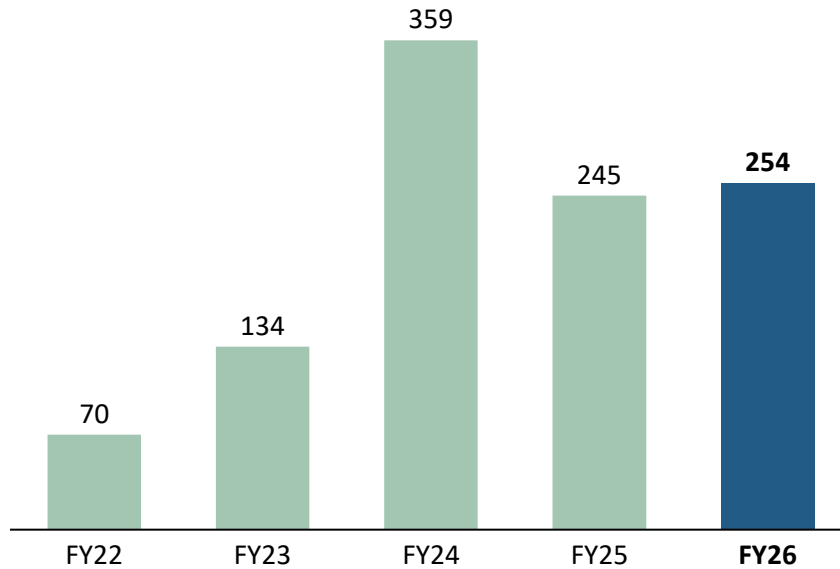
R&D Spends (FY26)

38

Graduates (B.Sc.) & Engineers

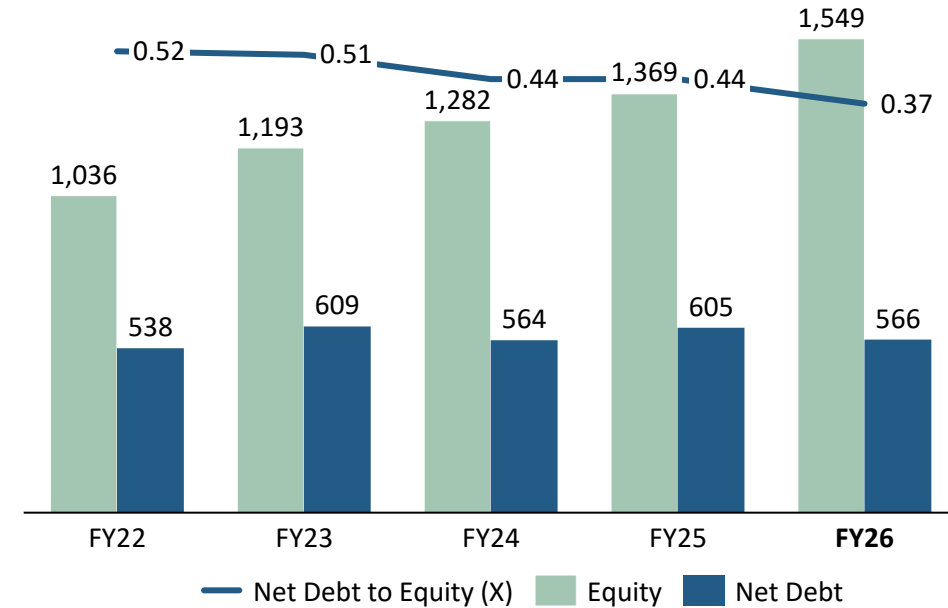
Net Operating Cashflow

(in Rs. Crore)



Debt to Equity Profile

(in Rs. Crore)



Strong cashflows led to robust Balance Sheet giving financial flexibility for Growth

Strong net operating cashflow generation

Low leverage provides Balance Sheet strength

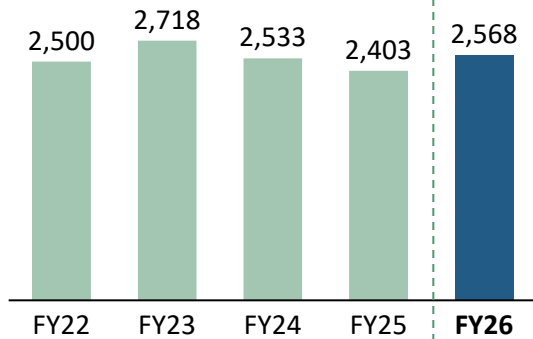
Historical Financial Performance



Historical Consolidated Performance

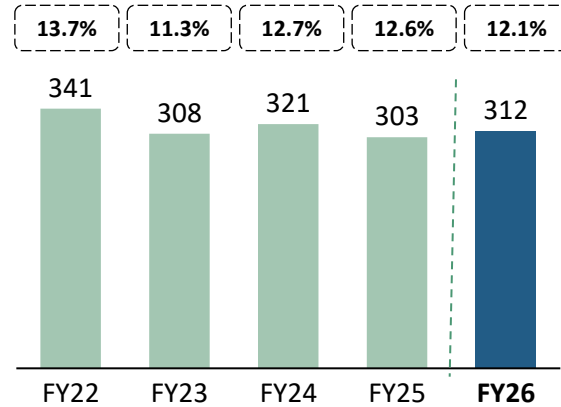
Total Revenue

(in Rs. Crore)



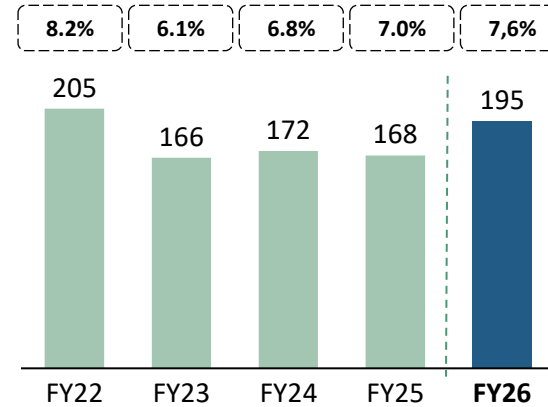
EBITDA & EBITDA Margin

(in Rs. Crore)



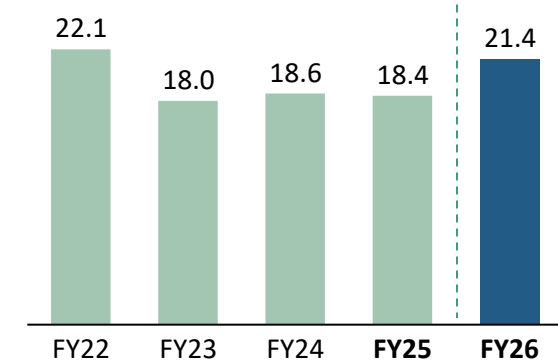
PAT & PAT Margin

(in Rs. Crore)



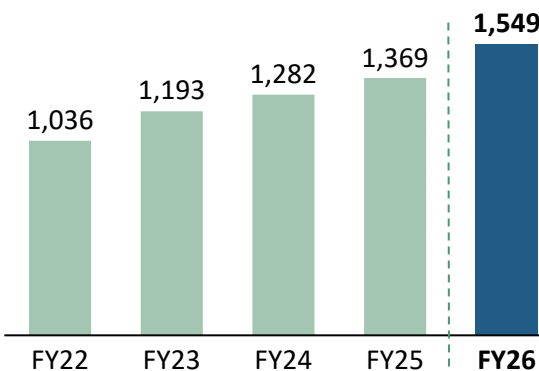
Earnings Per Share

(in Rs.)

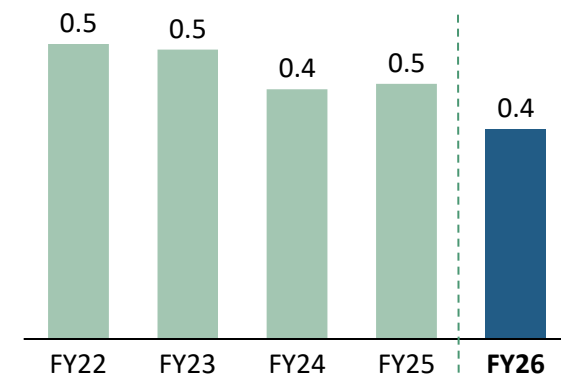


Net Worth

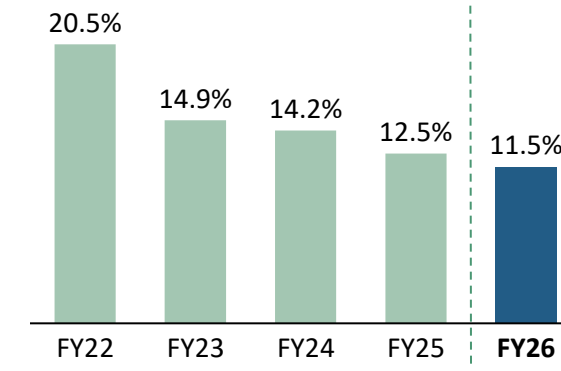
(in Rs. Crore)



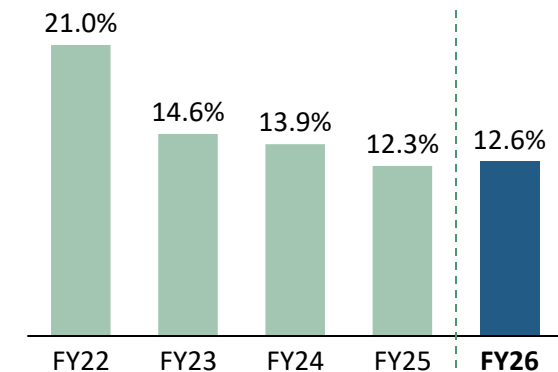
Leverage (X)



RoCE (%)



RoE (%)



Note: EBITDA includes other income

Historical Profit & Loss Statement

Particulars (Rs. Crore)	FY26	FY25	FY24	FY23	FY22
Net Revenue from Operations	2,565.3	2,387.0	2,528.6	2,716.1	2,488.6
Other Income	2.4	16.4	4.0	2.2	11.3
COGS	1,618.7	1,542.1	1,677.7	1,888.5	1,688.8
Gross Profit	949.0	861.3	854.9	829.8	811.1
Gross Margin (%)	37.0%	36.1%	33.8%	30.6%	32.6%
Employee Expenses	129.3	112.1	102.3	92.0	82.8
Other Expenses	508.1	445.8	432.1	429.9	387.5
EBITDA	311.6	303.4	320.5	307.9	340.8
EBITDA Margin (%)	12.1%	12.7%	12.7%	11.3%	13.7%
Finance Costs	33.7	35.9	33.5	33.3	20.7
Depreciation	67.0	55.8	51.4	50.3	50.0
PBT	210.9	211.8	235.5	224.2	270.0
Taxes	16.0	43.7	63.9	57.8	65.0
Profit After Tax	194.9	168.1	171.6	166.4	205.0
PAT Margin (%)	7.6%	7.0%	6.8%	6.1%	8.2%
Earnings Per Share (EPS)	21.36	18.35	18.56	17.97	22.12

Note:

1. Total Revenue, EBITDA and PAT exclude Rs.11.34 crore of interest income on IT refunds receivable from the Income Tax Department for FY25
2. FY26 tax figure includes IT Tax refund of Rs.16.38 crores

Consolidated Balance Sheet

Equities & Liabilities (Rs. Crore)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Equity					
Equity Share capital	91.3	91.3	91.9	92.6	92.6
Other Equity	1,457.6	1,277.7	1,189.6	1,099.8	943.8
Non Controlling Interest	0.4	0.3	0.4	0.2	-0.1
Total Equity	1,549.2	1,369.3	1,282.0	1,192.6	1,036.3
Financial liabilities					
(i) Borrowings	256.9	284.0	275.3	204.7	138.5
(ii) Lease Liabilities	0.9	1.7	0.9	0.4	1.9
(iii) Other Financial liabilities	0.2	0.2	0.2	12.4	9.6
Deferred tax liabilities (Net)	81.3	78.2	75.7	71.0	72.4
Provisions	4.6	4.3	2.7	3.0	9.2
Total Non Current Liabilities	343.8	368.4	354.9	279.3	231.6
Financial liabilities					
(i) Borrowings	318.0	328.2	287.1	401.8	399.8
(ii) Lease Liabilities	0.9	1.2	0.9	2.0	2.6
(iii) Trade Payables	477.9	416.1	425.5	480.3	468.7
(iv) Other financial liabilities	22.8	20.2	26.3	14.0	0.0
Provisions	8.1	4.3	3.0	4.4	3.7
Other current liabilities	87.4	66.9	51.6	42.8	65.2
Current tax liabilities (Net)	0.0	0.0	1.2	4.2	0.0
Total Current Liabilities	915.1	837.0	795.5	949.5	940.1
Total Equity and Liabilities	2,808.1	2,574.7	2,432.4	2,421.4	2,208.0

Assets (Rs. crores)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Non Current assets					
Property, Plant and Equipment	1,068.3	856.3	808.2	673.2	685.7
Capital work in progress	213.8	330.2	260.9	210.4	76.7
Intangible assets	16.4	7.1	1.2	0.8	0.2
Right to use assets	1.7	2.7	1.8	2.2	4.1
Financial Assets					
(i) Investments	27.3	22.4	20.0	18.8	19.5
Other non-current assets	20.0	17.6	19.7	23.7	28.4
Total Non Current Assets	1,347.5	1,236.3	1,111.6	929.1	814.6
Current Assets					
Inventories	490.8	472.9	485.9	516.3	525.9
Investments					
(i) Trade receivables	829.9	751.2	704.6	864.8	749.9
(ii) Cash and Bank Balances	8.8	7.6	9.4	9.0	22.3
(iii) Other Financial Assets	15.5	15.1	11.3	12.0	12.6
(iv) Loans	0.7	0.8	0.2	0.3	0.0
Current Tax Assets	-7.1	10.0	0.0	0.0	0.0
Other current assets	122.2	80.9	109.3	89.4	82.6
Total Current Assets	1,460.6	1,338.4	1,320.7	1,492.3	1,393.4
Total Assets	2,808.1	2,574.7	2,432.4	2,421.4	2,208.0

Consolidated Cash Flow statement

Particulars (Rs. Crore)	FY26	FY25	FY24	FY23	FY22
Net Profit before Tax and Extraordinary items	210.9	211.8	235.5	224.2	270.0
Adjustments for: Non-Cash Items / Other Investment or Financial Items	102.8	84.3	83.0	85.2	70.4
Operating profit before working capital changes	313.7	296.1	318.5	309.3	340.4
Changes in working capital	-64.2	3.6	102.8	-116.3	-187.4
Cash generated from Operations	249.4	299.7	421.3	193.0	153.0
Direct taxes paid (net of refund)	4.1	-55.1	-62.4	-59.7	-83.4
Net Cash from Operating Activities	253.5	244.6	358.9	133.3	69.6
Net Cash from Investing Activities	-173.4	-164.6	-223.7	-164.0	-148.9
Net Cash from Financing Activities	-77.4	-82.1	-136.0	16.5	92.0
Net Decrease in Cash and Cash equivalents	2.7	-2.2	-0.8	-14.1	12.8
Add: Cash & Cash equivalents at the beginning of the period	4.6	6.7	7.5	21.6	8.8
Cash & Cash equivalents at the end of the period	7.3	4.6	6.7	7.5	21.6

Distribution Policy

Considering various financial parameters, the Company may elect to distribute

~15% to 30%

of Consolidated Net Profits



Distributed ~Rs. 69.48 Crore as Dividend over last 7 years



Distributed ~ Rs. 229.15 Crore through buyback of shares over last 7 years



Distributed ~ Rs. 278 Crore in form of dividend & buyback of shares over last 7 years



Aarti Drugs Ltd.

Thank You

Company: Aarti Drugs Limited

CIN: L37060MH1984PLC055433



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