

Investor Presentation

2024-25



Creating Sustained Shareholder Value

Strong & establish
core business



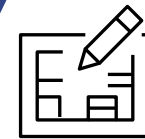
Diversified presence
across market



New product
development is growth
driver- Focus on R&D



Robust balance sheet to
support organic &
inorganic moves



Emphasis on
productivity & efficient
resource utilization



Strong focus on
compliance & quality



Core emphasis is on Domestic own
brands and scaling International
business



FY'25 Key Highlights

01

Healthy growth in Domestic own brand & International business

03

Domestic Oncology trade business surpasses ₹100 Cr milestone

05

Strong EBITA margin at 22.4%

07

Increased our International presence in 46+ countries

02

Strong cash flows from operating activities

04

New launches driving a growing share of overall business

06

COFEPRIS audit successfully cleared for formulations at Beta Drugs Ltd plant and APIs at Adley Lab plant

06

ZAZIBONA & EAEU approval for formulations at Beta Drugs Ltd plant

01



FY'25: Performance

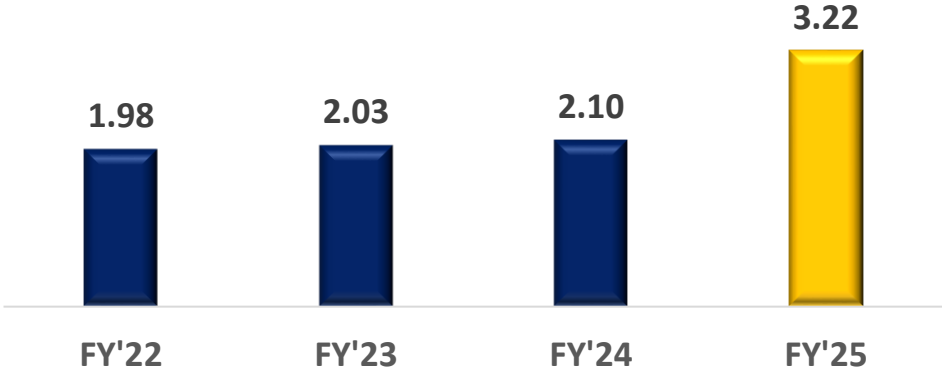
Financial Performance (FY'25 Year-over-Year)

	FY'22 (Rs Cr)	FY'23 (Rs Cr)	FY'24 (Rs Cr)	FY'25 (Rs Cr)	Growth over FY'24
Total revenue	183.84	227.11	295.71	362.36	23%
EBITDA (ignoring exceptional items)	43.45	53.88	61.36	81.04	32%
EBITDA (with exceptional items)	43.45	53.88	61.36	76.47	25%
PAT (ignoring exceptional items)	24.83	30.72	36.4	45.8	26%
PAT (with exceptional items)	24.83	30.72	36.4	42.4	16%

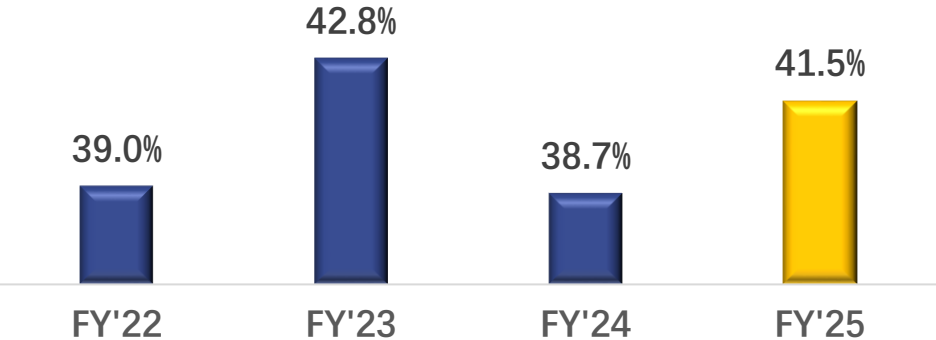
#Exceptional items include expenses related to preferential issue

Financial Performance (FY'25 Year-over-Year)

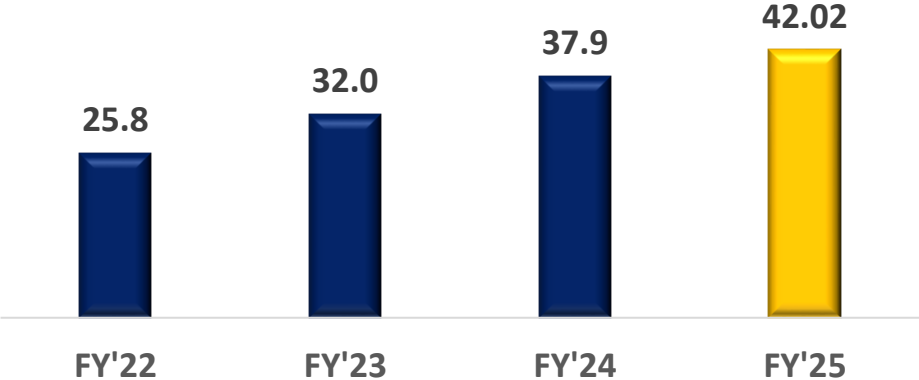
Current Ratio



% Gross Margin

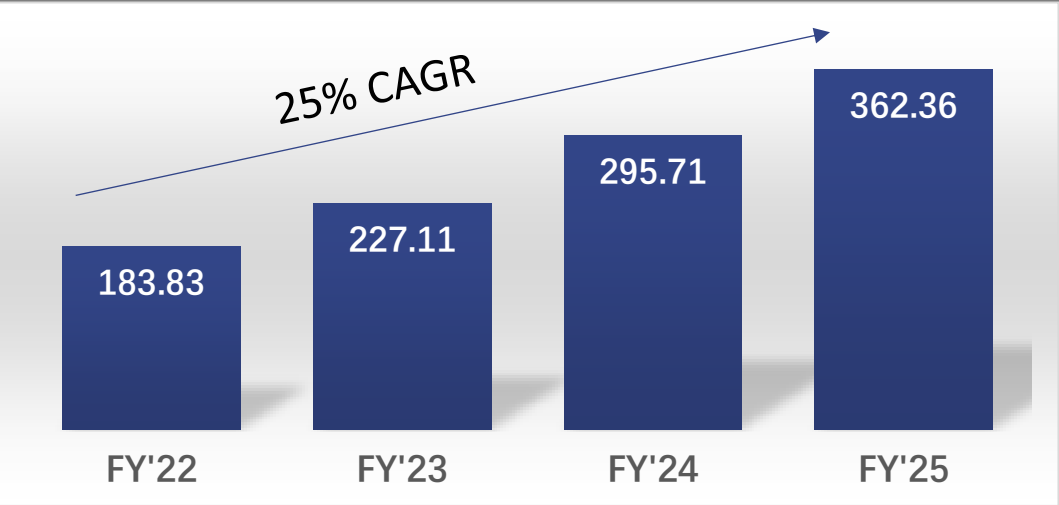


EPS



Sales Performance (FY'25 Year-over-Year)

Revenue growth



Growth has been driven by Domestic own Branded and International business



29% growth in Domestic Own Brand (including Cosmeceutical business)



73% growth in International Business

Domestic Own Brand Business

The company continues to outperform the Indian Oncology market



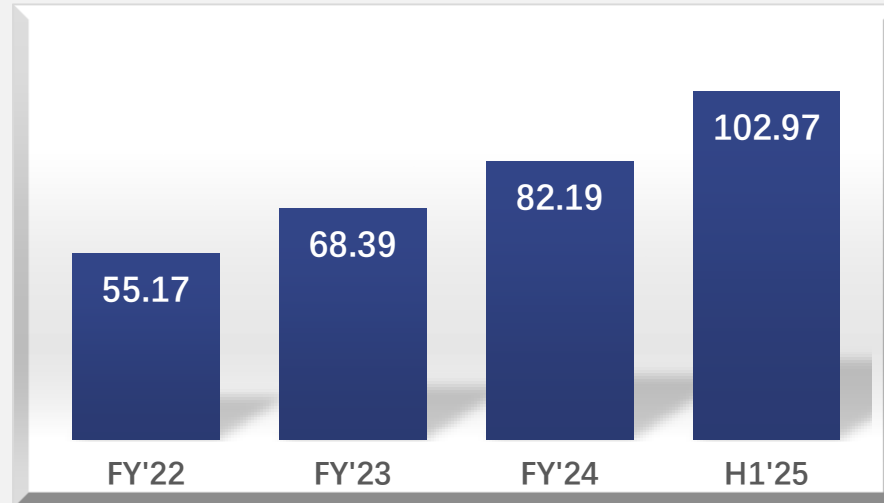
Domestic own brand Oncology business crossed 100 Cr milestone



Continuous growth with a 5-year CAGR of 30%



6 out of top 10 brands are ranked amongst Top 5 in domestic market



Domestic own brand Sales: Oncology



Sustainable growth- Increase Oral therapy contribution (48%)



Increased contribution from supportive care

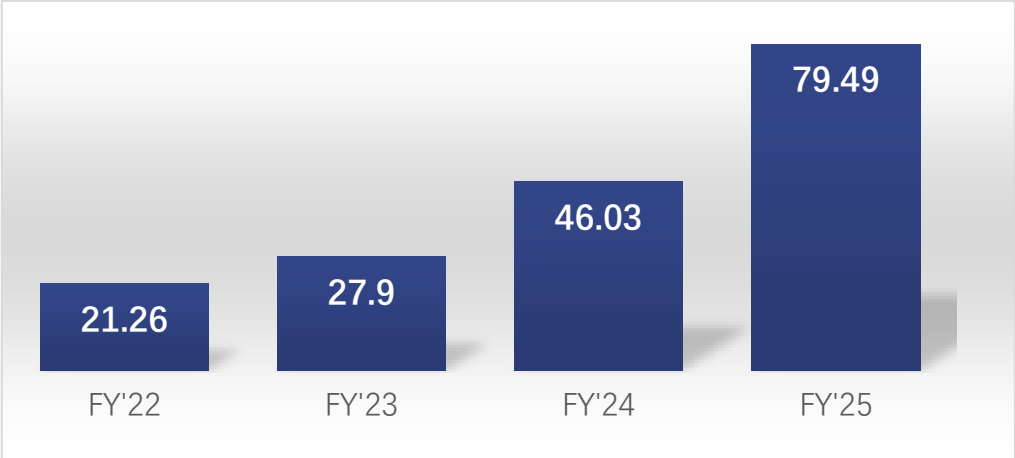


Added 5 new brands in this Financial Year

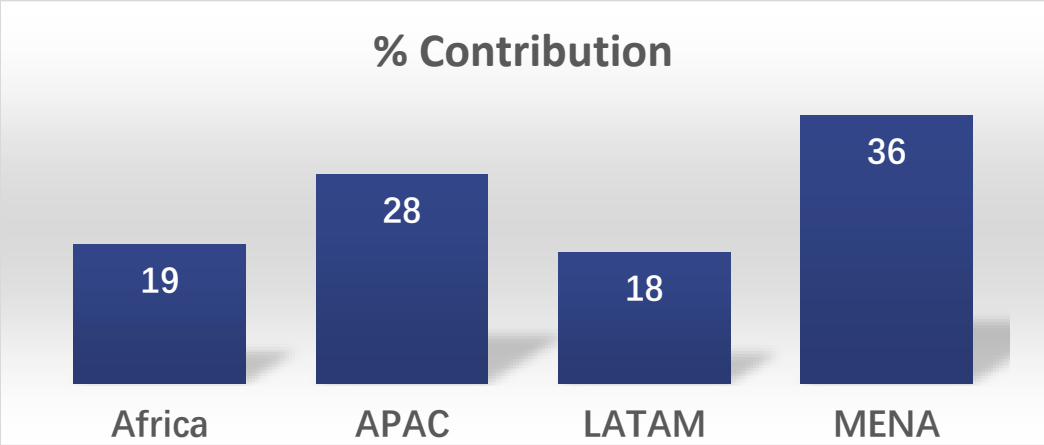
International Business



Revenue & growth



Market wise business contribution

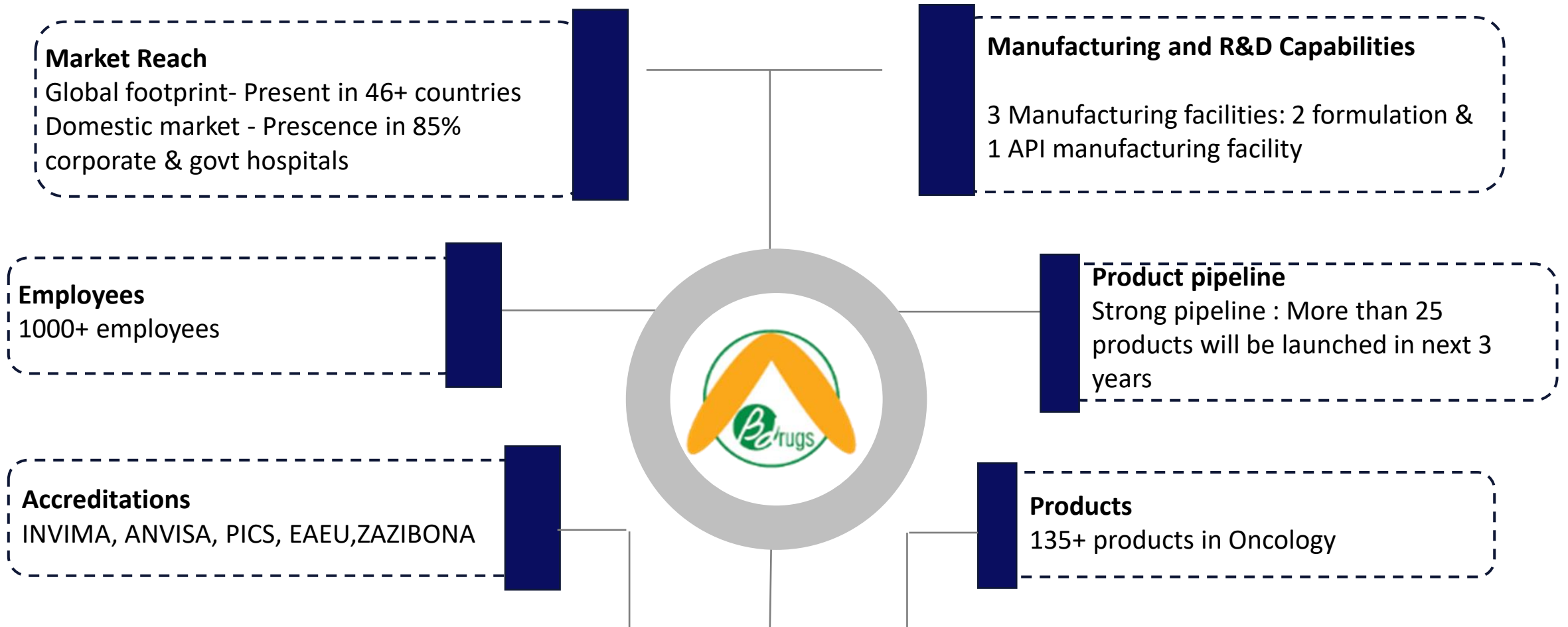


02



About Company

Fastest Growing Indian Oncology Company



Domestic Own Brand: Oncology



135 SKUs in our portfolio

Leading Brands in Oncology



Solid Tumor



Hematological Care



Supportive Care

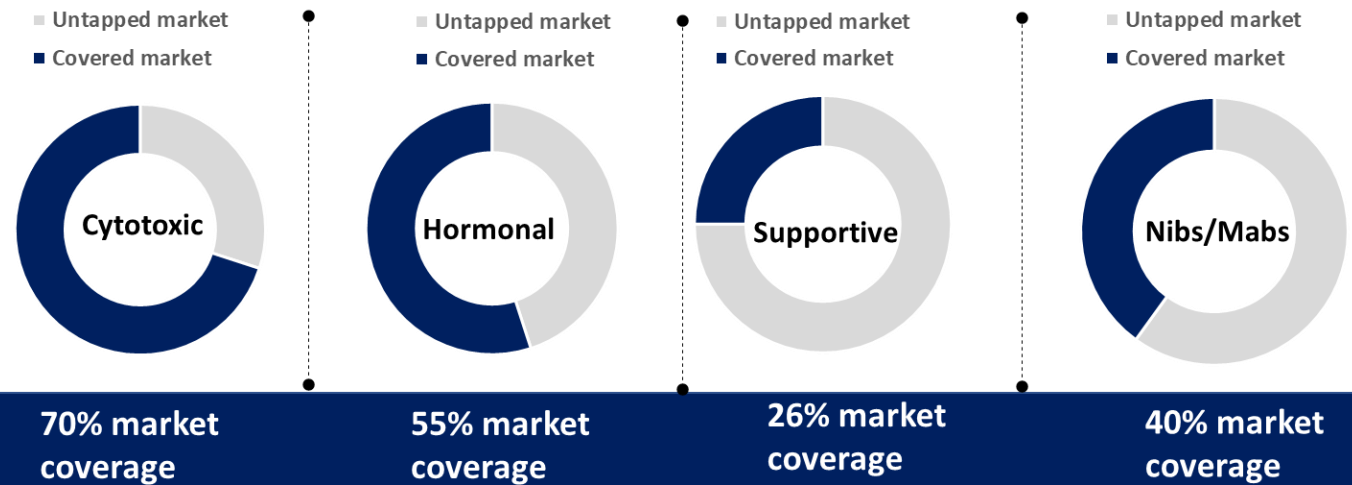


Offering Quality Affordable Healthcare Products



- Present in Oncology & Cosmeceutical therapeutic areas
- 135+ products in Oncology
- Products available in more 85% of corporate & Govt hospitals

Our coverage in different segments of Oncology



Our CDMO Partners



- ✓ Partnership with 50+ companies
- ✓ 20+ top pharma companies are associated with us since last 5 years

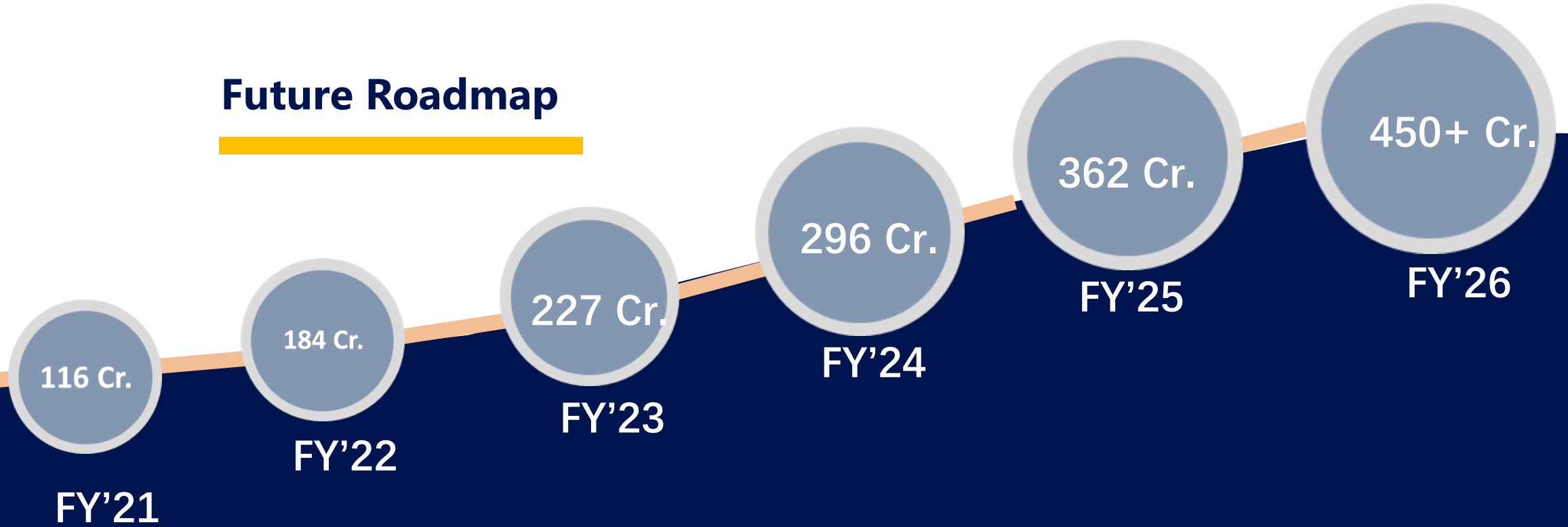


03



Future Road Map

Future Roadmap



The company plans to establish its presence and expand in Indian & international markets

Road Map



Focus on own brand sales

Increasing our presence in tier 2 & tier 3 cities

Our products are cost effective due backward integration. It is helping us to get entry in more number of Govt & corporate hospitals

Strengthening our product basket. It will help to get more business from each doctor



NDDS formulations are giving competitive edge to grow in domestic market

Strengthening Hemato & Uro Oncology presence

Making Inroads in Cosmeceutical Market



Agreement with the European company for the First to launch products in Indian Cosmeceutical market

PROMOITALIA
MEDICAL AESTHETICS



Focus on high end cosmetologist with the launch of fillers.



Reached to the average sales of 1 Cr sales /month



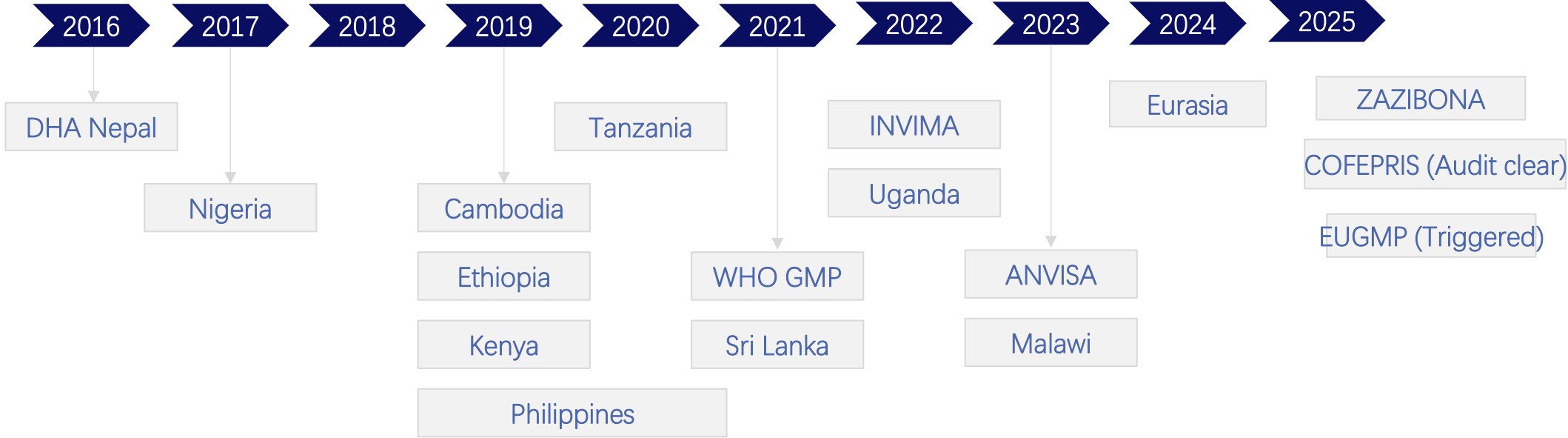
Increasing our covered market with the launch of new antifungals and steroids

Entering into the emerging Cosmeceutical market like: anti ageing, Depigmenting



Expanding in International Market

Global accreditations to expand the international business across the globe



Plans to expand in regulated markets with EUGMP audit

EAEU, ANVISA and INVIMA approvals to help cater to lucrative semi-regulated markets

Strong foothold in LATAM, Asia and African markets

Expanding in International Market



Regulatory approvals

EAEU approval

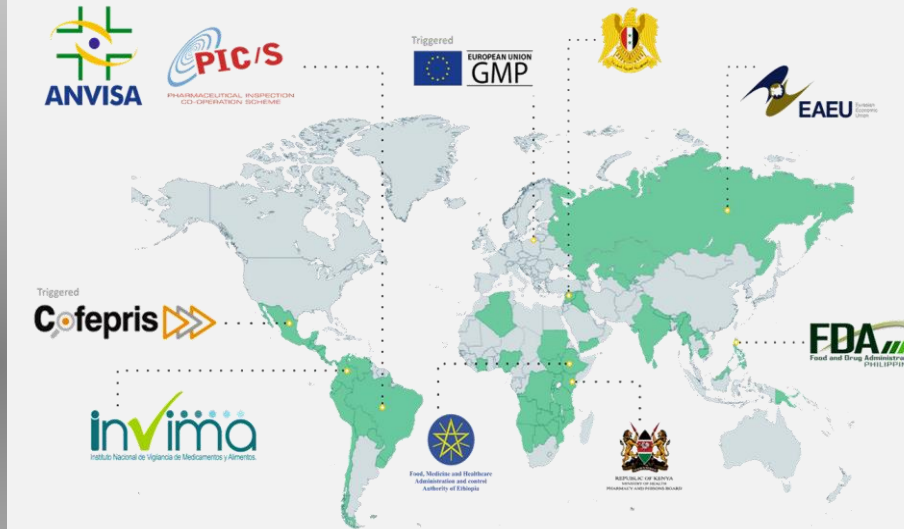
It will lead to geographical expansion in Russia, Kazakhstan, Kyrgyzstan, Belarus & Armenia

ZAZIBONA approval

It will lead to geographical expansion in Zambia, Zimbabwe, Botswana & Namibia

COFEPRIS approval

will pave the way for entry into Mexico's \$ 1.3 billion oncology formulation market



Joint Venture with IMGSA
For local manufacturing of
Oncology products



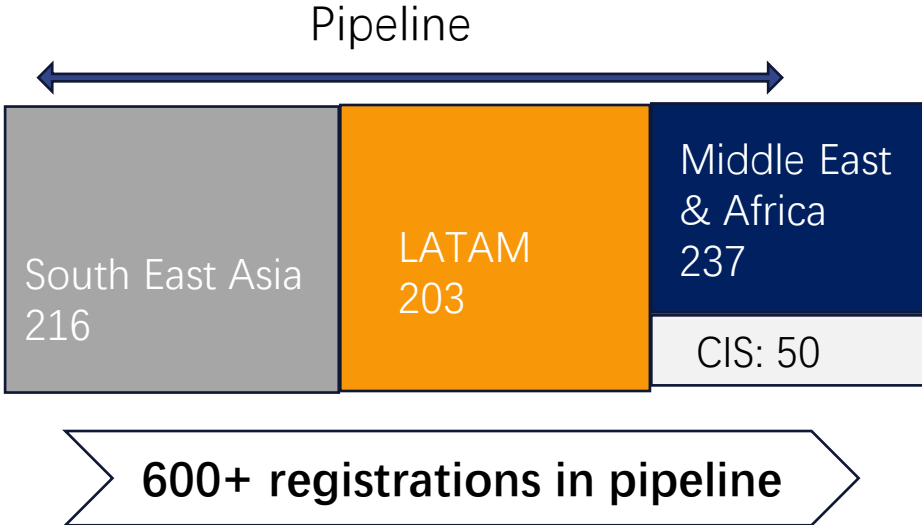
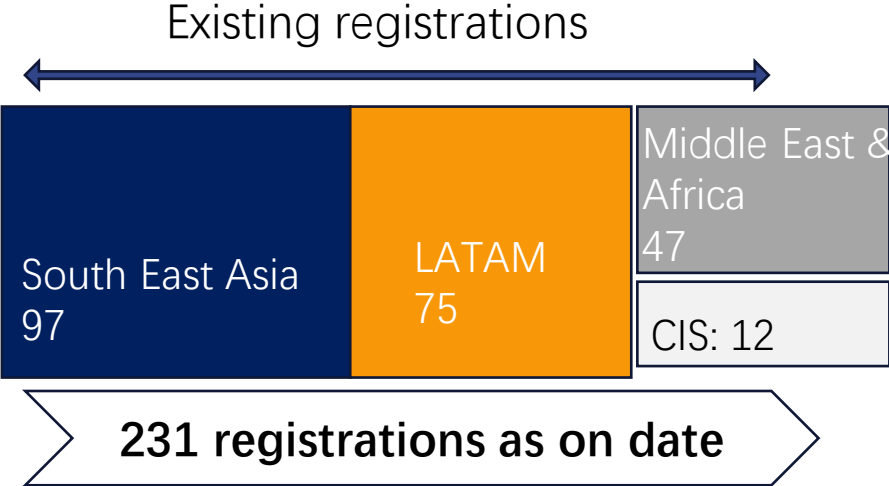
**Expansion in the Kingdom of
Saudi Arabia (KSA)**

International Business

Focus on product registrations

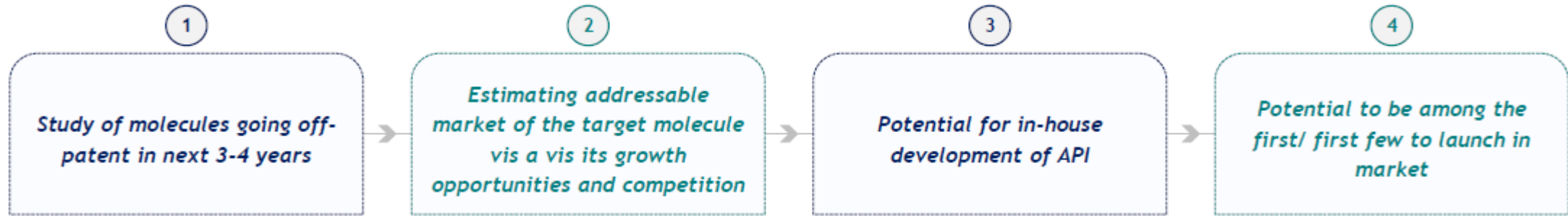
International Market

Robust pipeline ahead



Focus on R&D

R&D focused on NDDS/novel formulations & non infringing synthesis of off-patent products



Product selection strategy

Development of new molecules

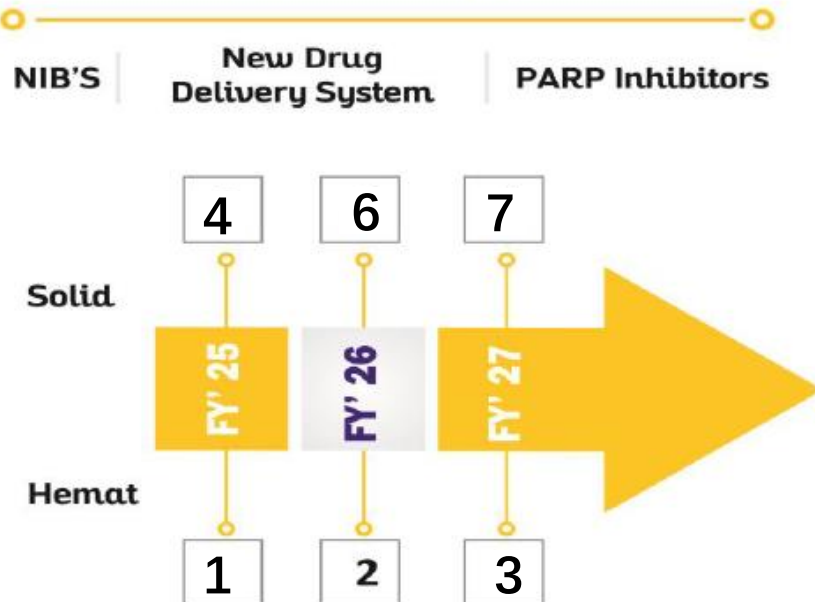
Development



Focus on R&D

Beta Drugs Ltd is amongst a handful of Indian Oncology companies to foresee the importance of R & D & invest in these activities.

Strong product pipeline



5 new brands launched in FY'25: Glushield, Adloid, Karezus, Adpomide, Agorif



Most Active in NDDS Formulations

With the help of our Research and Development

8

***New NDDS formulations
to be launched in next 2 years***

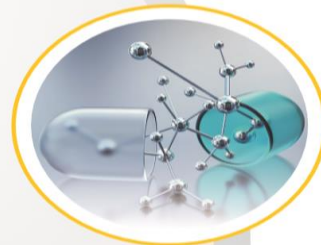


Patient's Compliance



Better Safety

**Focus of our Research
to meet patient's need...**



Efficacy

Imatinib
Oral Solution 80mg/ml



Methotrexate
Oral Solution 2mg/ml



We are extensively working on new drug delivery formulations like nano-particles, suspensions & dry syrups.

Focus on API Business

Wide portfolio of API related to Oncology drugs

70%
of API for formulations
manufactured in-house

API facility with a world-class
microbial lab with the latest
equipment

API business provides competitive advantage

Strategic business enabler for the manufacturing of cost –effective formulations

Strengthening portfolio: Developed 7 new products in FY 23-24

Line expansion to focus on EU GMP

Capacity improvement: Focus on increasing capacity and improving manufacturing processes to meet customer requirements

Strong external customer base including large generic companies

Initiated export of API in non- regulated market

Key Highlights

COFEPRIS audit successfully cleared for Aldley Lab (API Plant)

Demonstrates adherence to global regulatory and quality standards

Unlocks API export potential to Mexico & other PICS nations

Opens avenues to access the global API market

04



Balance sheet

Balance Sheet

	FY'22 (Rs Cr)	FY'23 (Rs Cr)	FY'24 (Rs Cr)	FY'25 (Rs Cr)
Share capital	9.61	9.61	9.61	10.09
Reserves	82.73	113.27	147.5	187.00
Borrowing (Long term & short term)	16.58	16.04	11.00	136.38
Other liabilities	48.93	59.5	85.98	102.75
Total liabilities	157.85	198.42	254.09	436.23
Fixed asset (Net of depreciation)	54.96	62.76	64.59	88.93
Non current investment	0.78	0.78	-	-
Cash & cash equivalent	17.32	19.16	28.63	147.02
Other assets	84.79	115.72	160.87	200.28
Total assets	157.85	198.42	254.09	436.23

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