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**07 November 2025**

| | |
|---|---|
| To<br>**National Stock Exchange of India Limited**<br>Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051<br>NSE Scrip Symbol: SaiLife | To<br>**BSE Limited**<br>Phiroze Jeejeebhoy Towers, Dalal Street Mumbai – 400001<br>BSE Scrip Code: 544306 |

**Sub: Investor Presentation for the quarter and half year ended on 30 September 2025.**

Dear Sir/ Madam,

With reference to the above subject, we enclose herewith the Investor Presentation for the quarter and half year ended on 30 September 2025.

We request you to take note of the same and oblige.

Thank you.

For **Sai Life Sciences Limited**

RUNA KARAN
Digitally signed by RUNA KARAN
Date: 2025.11.07 12:43:01 +05'30'

**Runa Karan**
**Company Secretary & Compliance Officer**
**Membership No.: A13721**

**Encl: As above**

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# Sai Life Sciences Limited

## Investor Presentation

November 07, 2025

# Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements", These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



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# The CRDMO industry is a Service Business with value drivers different from generic pharma companies


- R&D investments in drug discovery / development program translate to revenue opportunities for CRDMOs – irrespective of whether it receives approval or not
- Stage-gating decisions rest with the innovator (clients)
- Given the multitude of factors involved, the success or failure of a molecule is never directly attributed to the CRDMO.
- CRDMOs are purely judged by the quality of work they render within the scope of the defined project



"As a CRDMO, our value doesn't hinge on drug approvals - we're not in the business of binary outcomes. We generate consistent, scalable value through scientific depth, execution reliability, and long term client partnerships."

**- Krishna Kanumuri, MD & CEO**



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# Executive Summary

# Message from Managing Director & CEO

**Mr. Krishna Kanumuri**

*MD & CEO*

"We are pleased to report another strong quarter, supported by healthy demand across our discovery, development, and manufacturing services. The performance was driven by consistent execution, growing client relationships, and continued traction in late-stage and commercial programs.

As the industry evolves toward more complex and diversified science, we continue to invest in new modalities, advanced technologies, and capacity expansion to strengthen our long-term competitiveness. These investments are enabling us to address a broader range of client needs, enhance efficiency across the value chain, and build deeper scientific capabilities for the future.

Looking ahead, our priorities remain centered on scaling responsibly, advancing technology-led innovation, and deepening client collaborations. With a strong foundation, expanding infrastructure, and scientific excellence at the core of our strategy, Sai Life Sciences is well positioned to deliver sustainable growth and long-term value."

# Message from Whole-time Director and Chief Financial Officer

**Mr. Siva Chittor**

*Whole-time Director & CFO*

"We sustained our positive momentum this quarter, maintaining growth across our business and keeping Sai Life Sciences firmly on track toward its long-term aspirations.

Total revenue for Q2FY26 stood at ₹537 Cr, up 36% year-on-year, driven by healthy performance across both the CRO and CDMO services. EBITDA for the quarter was ₹156 Cr, with margins at 29%, supported by improved operating leverage, better utilization and continued cost discipline.

We incurred capex of ₹248 Cr during H1, primarily directed toward expanding our R&D capacity, and advancing our offerings in new modalities and technologies. These investments are aligned with our strategy to enhance scientific depth and build scalable capacity to support future growth.

We remain focused on maintaining financial discipline, driving margin improvement, and deploying capital effectively to sustain long-term, profitable growth."

# Business Highlights

## Deepening Capabilities In New Technologies and Modalities

- “Following-the-molecule” in peptides, the company is complementing existing discovery capability with development and scale-up capability.
- Successfully completed photo-flow chemistry scale-up at plant scale for a large pharma client
- Working on a large pharma collaboration on ADC chemistry & have completed bioconjugation at the discovery stage for a large pharma client; building OEB-6 labs for Discovery and CMC to strengthen ADC capabilities.
- Validating a phosphoramidite process for a commercial oligonucleotide molecule

## Quality and Compliance Excellence

- Successfully completed 35 customer and 3 regulatory audits across manufacturing and R&D units in the past 12 months, with zero data integrity deviations and zero critical observations

## Building R&D Capacity

- Completed phase 2 expansion of Vivarium, Hyderabad R&D Centre - added 12,000 sq. ft. (total 27,000 sq. ft.) with expanded preclinical and assay capabilities

## Integrated CMC Partnership

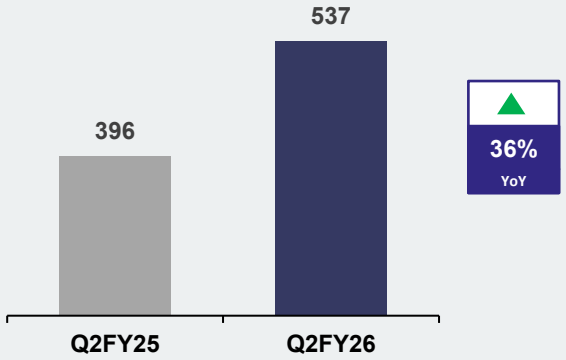
- Partnered with Agility Life Sciences (UK) and Centrix Pharma (UK) to provide end-to-end CMC services from API development to drug product manufacturing and first-in-human trials

## Sustainability & Inclusion Commitments

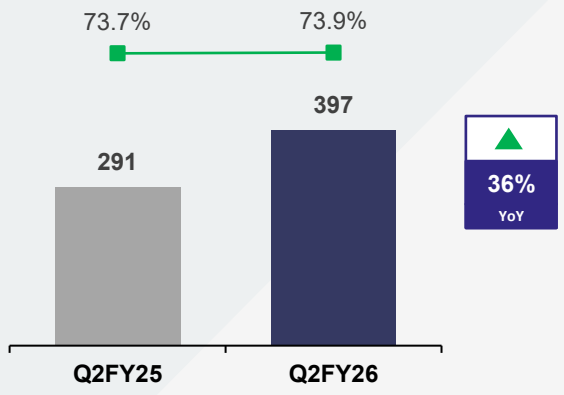
- Near-term GHG reduction targets were validated by SBTi reinforcing climate-aligned growth
- Signed UN Women’s Empowerment Principles (WEPs) - strengthens focus on gender equality and inclusive workplace practices

# Consolidated Financial Highlights (Quarterly)

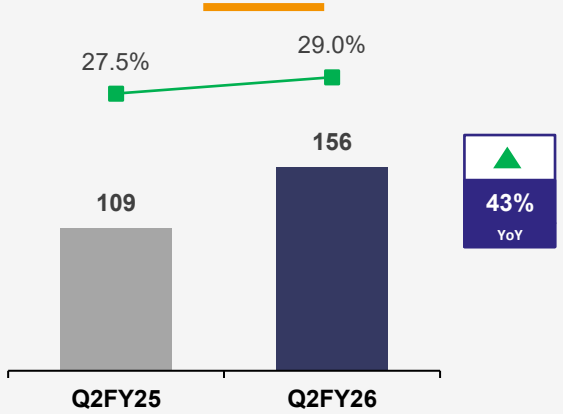
**Revenue (₹ Cr)**



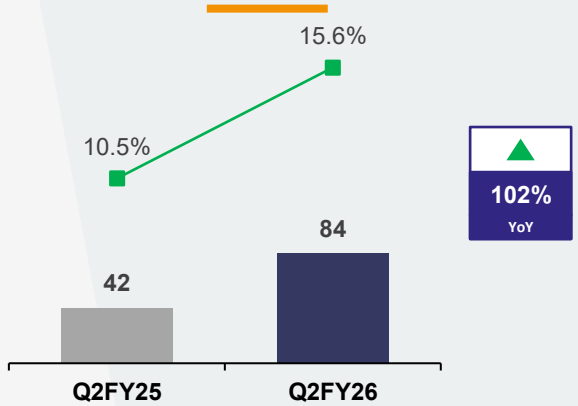

**Material Margin (₹ Cr) and Margin (%)**



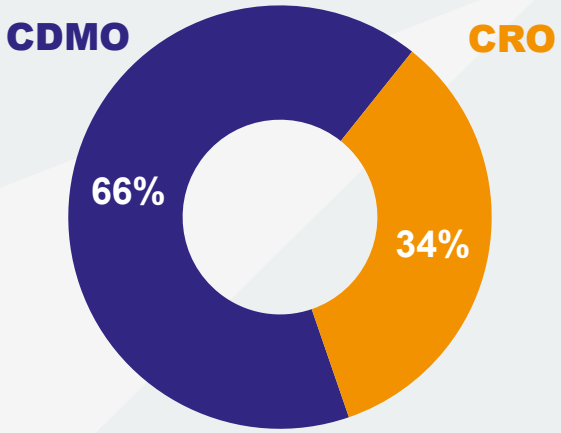

**EBITDA (₹ Cr) and Margin (%)**




**PAT (₹ Cr) and Margin (%)**




**Q2FY26 Revenue Contribution**




- Revenue for Q2FY26 was ₹537 crore, a 36% increase over ₹396 crore in Q2FY25, driven by strong growth both in CRO and CDMO services
- **CDMO** recorded revenues of **₹352 Cr in Q2FY26**, **up 37%** from ₹240 Cr in Q2FY25
- **CRO** recorded revenues of **₹185 Cr in Q2FY26, up 19%** from ₹156 Cr in Q2FY25
- EBITDA for Q2FY26 stood at ₹156 Cr compared to ₹109 Cr in Q2FY25, an increase of 43%
- EBITDA margin improved by 150 bps to 29% in Q2FY26
- PAT for Q2FY26 stood at ₹84 crore.



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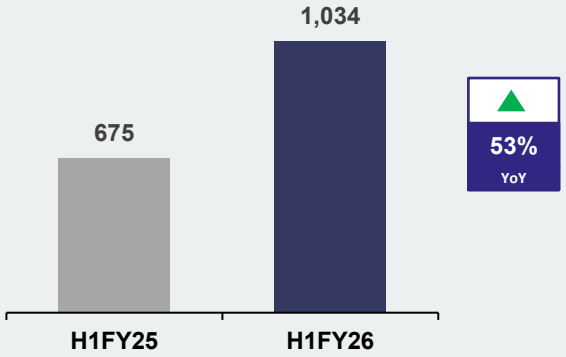
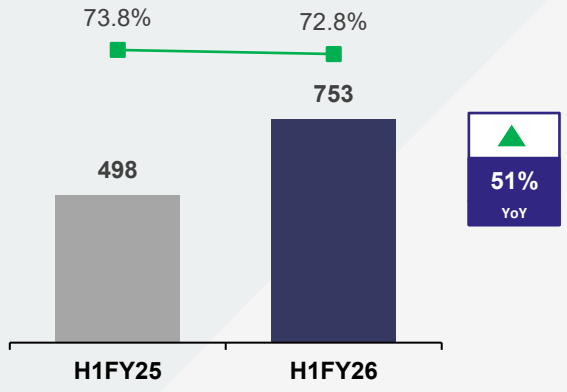
# Consolidated Financial Highlights (Half Yearly)

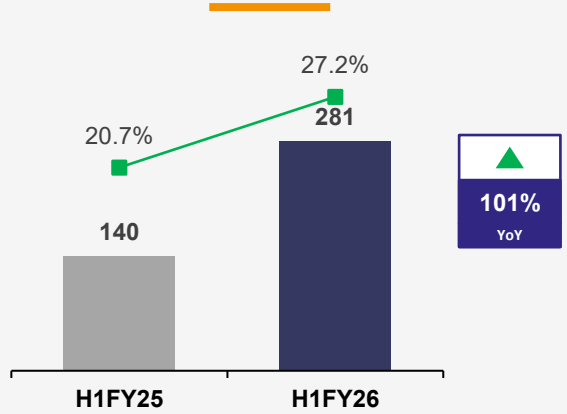
**Revenue (₹ Cr)**



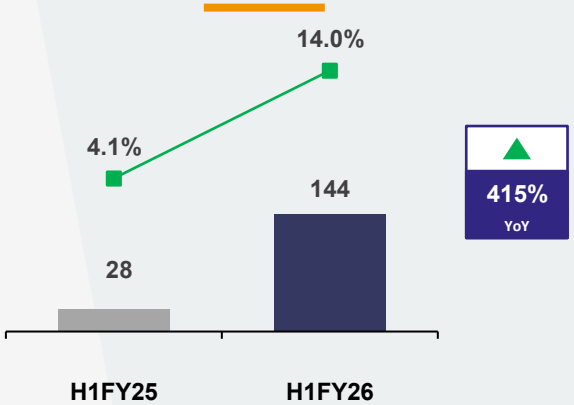

**Material Margin (₹ Cr) and Margin (%)**



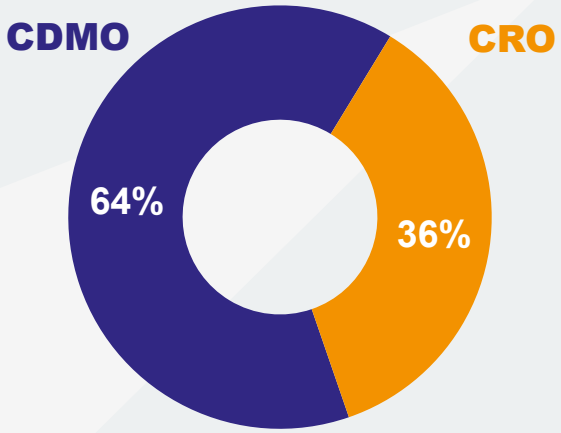

**EBITDA (₹ Cr) and Margin (%)**




**PAT (₹ Cr) and Margin (%)**




**H1FY26 Revenue Contribution**




- Revenue for H1FY26 was ₹1,034 crore, a 53% increase over ₹675 crore in H1FY25
- **CDMO** recorded revenues of **₹667 Cr in H1FY26**, **up 72%** from ₹387 Cr in H1FY25
- **CRO** recorded revenues of **₹367 Cr in H1FY26, up 28%** from ₹288 Cr in H1FY25
- EBITDA for H1FY26 stood at ₹281 Cr compared to ₹140 Cr in H1FY25, an increase of 101%
- EBITDA margin expanded by 652 bps YoY to 27.2% in H1FY26
- PAT for H1FY26 stood at ₹144 crore.
- Invested ₹248 crore in capital expenditure, against a plan of ₹700 Cr for FY26



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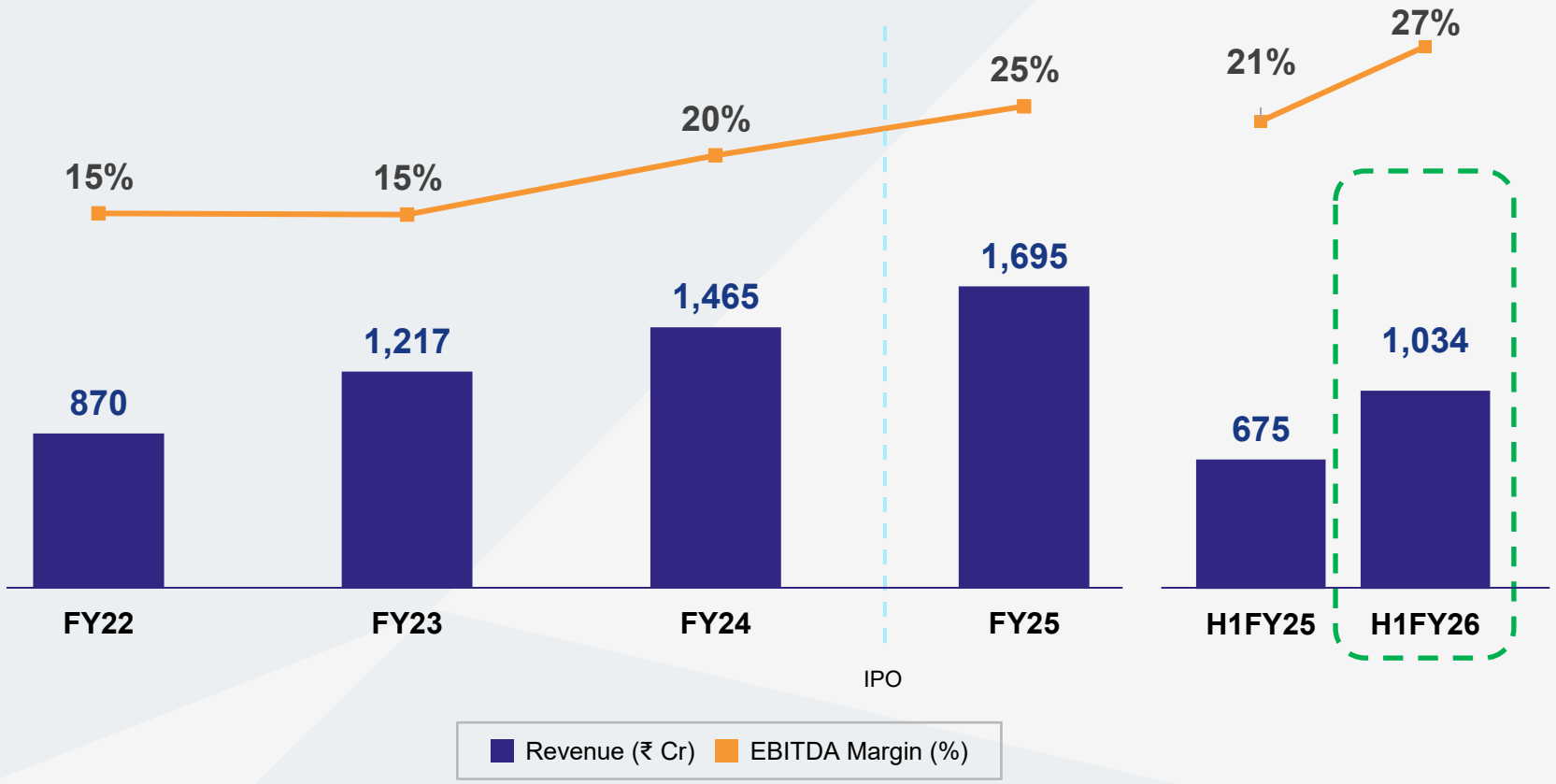
# Sustained Growth Momentum with Expanding Profitability

*(Consolidated)*




**Positioned to achieve 15-20% revenue CAGR over 3-5 years & 28 - 30% EBITDA margins in the next 2-3 years**

Delivered consistent revenue growth and expanding profitability, with EBITDA margins rising from 15% in FY22 to 25% by FY25 and maintaining positive momentum in H1FY26, keeping Sai on track towards its longer-term growth aspirations



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# Company Overview

# Sai Life Sciences: At a Glance

### 25+ Years of Expertise

Founded in 1999, Sai Life Sciences has transformed into an integrated CRDMO, delivering value across the pharma lifecycle from early discovery to commercial manufacturing

### Global Partner of Choice

Trusted by 300+ global clients, including 18 of the top 25 global pharma companies across the US, UK, EU, and Japan

### Expansive Infrastructure

World-class R&D and manufacturing facilities across Hyderabad, Bidar, Manchester, and Boston, with ~700 KL of installed capacity

### Innovation-Led Growth

Focused investments in next-gen modalities like Peptides, ADCs, Oligos and TPDs; empowered by digital transformation, automation, and AI/ML to accelerate delivery and differentiation

# Key Highlights

**25+**
Years of experience
(Incorporated in 1999)

**One-stop platform**
for discovery,
development and manufacturing

**3,400+**
Total employees

**300+**
Active customers across US, UK, EU, Japan

**USFDA, PMDA**
100% successful track record of regulatory inspections across our R&D and manufacturing facilities.

**Diverse therapy areas**
Oncology, CNS, Inflammation, Antivirals, Rare diseases and more

**10+**
Years: Enduring customer relationships

**18/25**
of the largest pharmaceutical companies are customers

**>65%**
Integrated Drug Discovery Services

**18 months**
Demonstrated time from Hit to IND

**30**
Commercial molecules

**6**
Phase III/ pre-registration

**40+**
Programs advanced to IND or Phase I/II/III

**5**
Molecules from discovery to market



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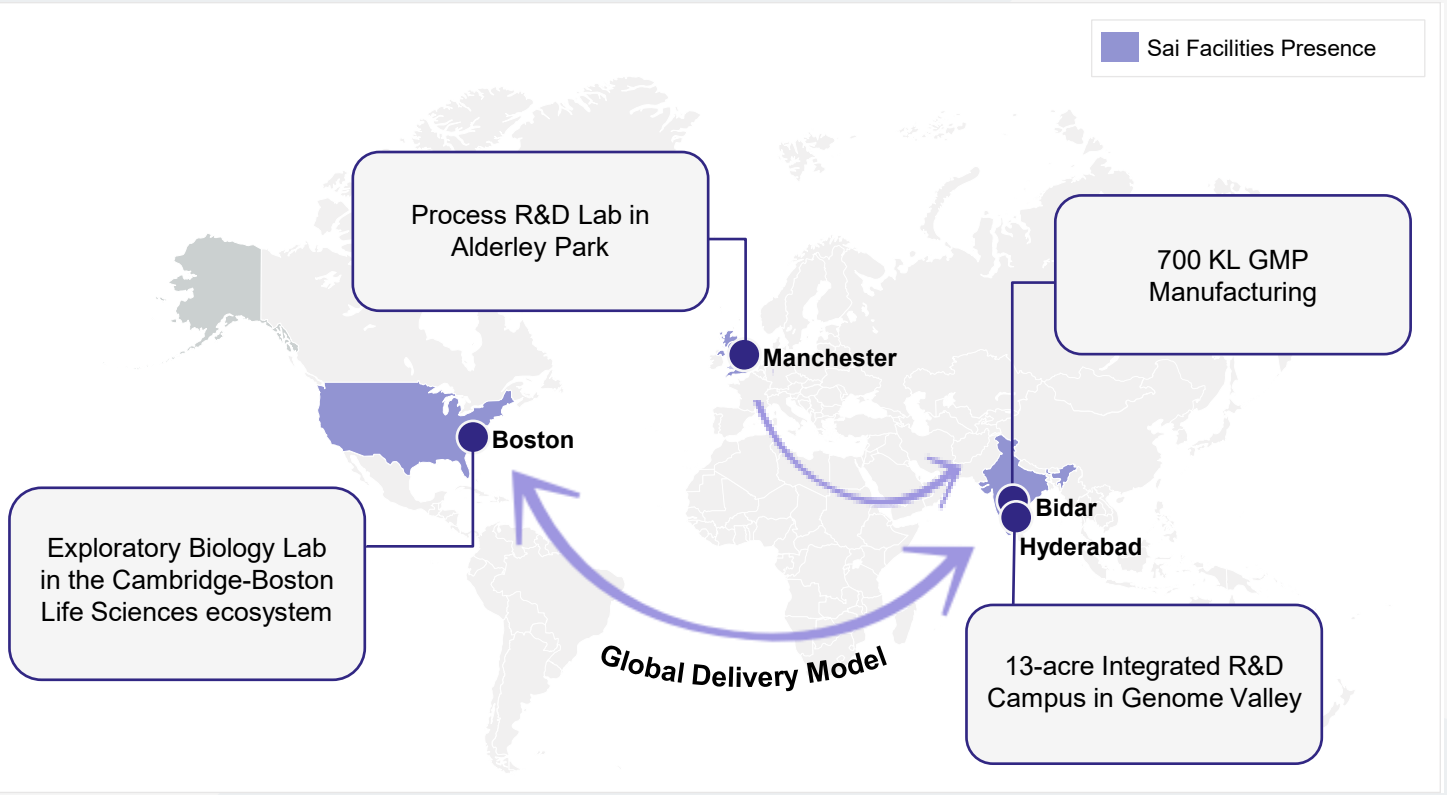
# Global Presence

**Research laboratories for discovery and development located near overseas innovation hubs in Greater Boston, US and Manchester, UK, complemented by large-scale research laboratories and manufacturing facilities in cost competitive locations in India**





**Strategically located to combine innovation access, client proximity, and cost efficiency**



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# Our Growth Journey

## 1999 - 2008

**Founding & Early Biotech Foray**

- Incorporated in 1999; began as a medicinal chemistry partner to US biotech firms
- Expanded into Process R&D and small-scale manufacturing aligned with the needs of Biotechs clients

## 2009 – 2013

**CDMO Pivot**

- First USFDA approval of Unit IV
- Expanded R&D (Unit II) to enable large-scale pharma CDMO services
- Added 100 KL capacity at Unit IV
- Animal facility received AAALAC accreditation

## 2014 – 2018

**CDMO Consolidation, Biology Foray**

- Cleared USFDA & PMDA audits at multiple sites
- Integrated Biology services; becoming end-to-end Discovery partner
- Added >120 KL (PB-07) and >170 KL (PB-08) blocks at Unit IV

## 2019 – 2023

**Globalization, Scaled-up Integrated CRDMO**

- Entered global markets: labs in Manchester & Boston
- Commissioned Clean Room, Amidites, and HPAPI blocks at Unit IV
- Strategic partnership with Schrödinger to enhance discovery science
- Continued regulatory track record and expansion of global footprint

## 2024 – Present

**Increasing Capacity & Strengthening New-Age Modalities**

- Listed on NSE & BSE
- Construction underway for new MedChem block with 200 fume hood capacity
- Broke ground for a new Process R&D Block at Unit 2 Hyderabad, nearly doubling PRD capacity and adding capabilities in early phase peptide development and clinical formulations
- Commenced work on building additional 200kL production capacity at Unit IV, Bidar



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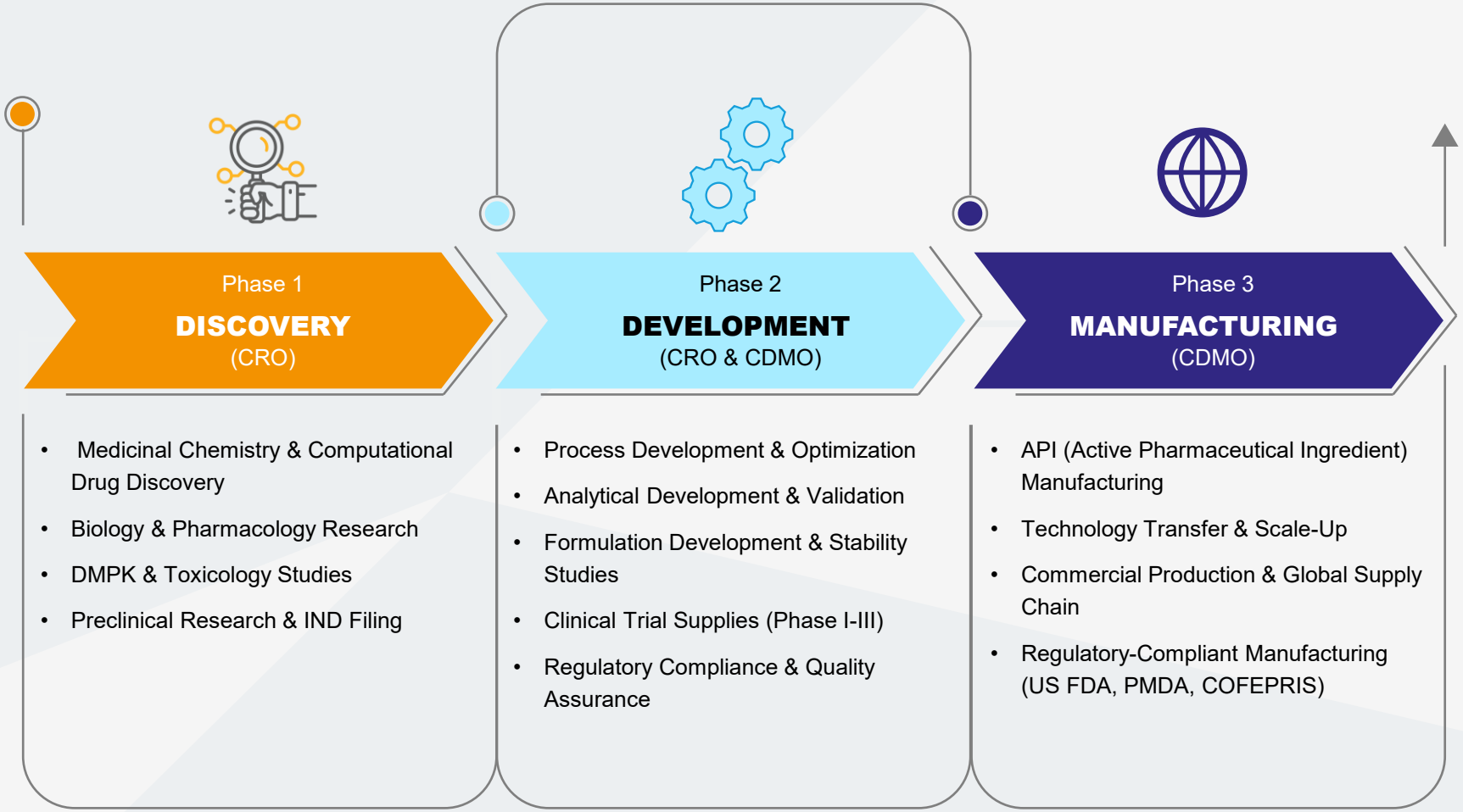
# A leading CRDMO with scaled operations across both verticals

Sai Life Sciences operates as both a CRO and a CDMO, offering an end-to-end platform for global pharmaceutical and biotech companies




- **Seamless Integration** – One-stop solution from research to commercial production
- **Regulatory Excellence** – Compliant with global standards (US FDA, PMDA, COFEPRIS)
- **Scalable & Flexible** – Supporting emerging biotech & leading pharma companies



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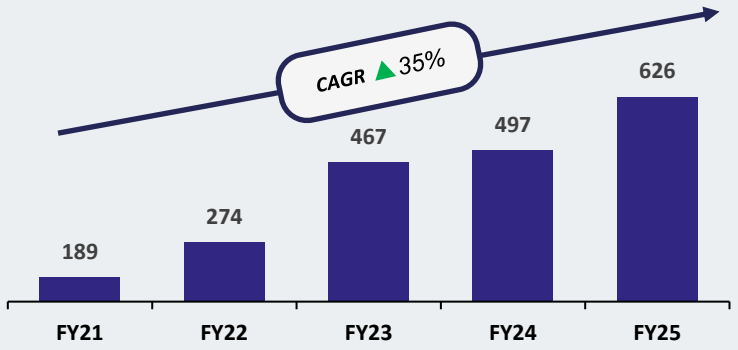
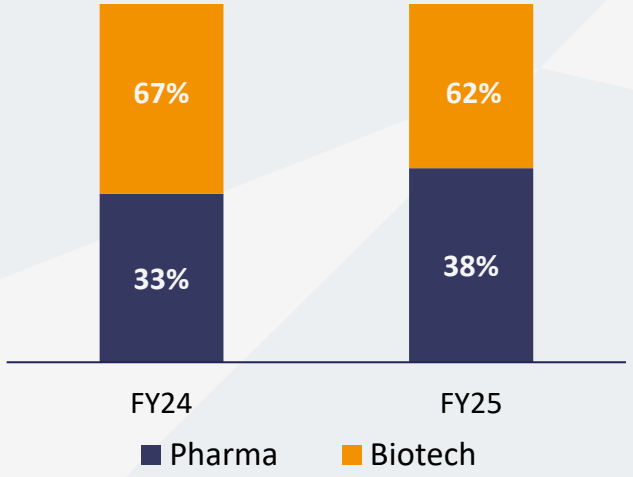
# Discovery Services (CRO)

## Consistent Revenue Growth (₹ Cr)




## Customer Split %




### Client Stickiness

**>65% Revenues** from customers in FY23-25 who availed more than one Discovery services(2)

### Dedicated Facility

Among the few CROs with a dedicated facility for a global innovator, now scaled up by 30% to support growing demand and deeper integration.

### Modalities Expansion

**Expanding capabilities** in ADCs, TPDs, Peptides, CGTs, Oligos, and more.



Notes: (1) Last 5 years (2) Discovery services (including chemistry, biology and/or DMPK services)

# Discovery Services: Scaling Innovation, Driving Impact

**>65% of Discovery programs are now integrated, with active use of next-gen biology, automation, and AI to accelerate development and improve outcomes**

**Expanded Core Capabilities**

Scaled Chemistry, Biology, DMPK, and In Vivo labs delivering faster, parallelized research

**Colocalized & Global Teams**

Hyderabad campus and Boston Biology Lab enable seamless collaboration and rapid tech transfer

**Tech-Enabled Drug Discovery**

AI-enabled retrosynthesis tools High-throughput Experimentation DMPK automation CADD in silico tools

**Specialized Modalities**

Peptides, ADC payloads, Oligos, TPDs and driving high-value Discovery growth

**Next-Gen Preclinical Models**

Organoids and spheroids enable predictive, FDA-aligned efficacy and toxicity testing

Technology advancements are transforming Sai's Discovery platform into a scalable, high-value growth engine



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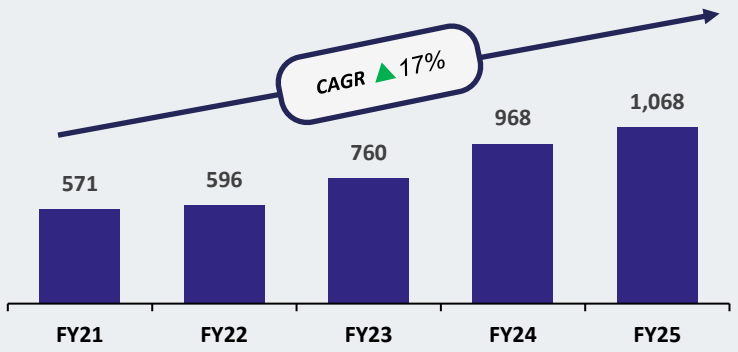
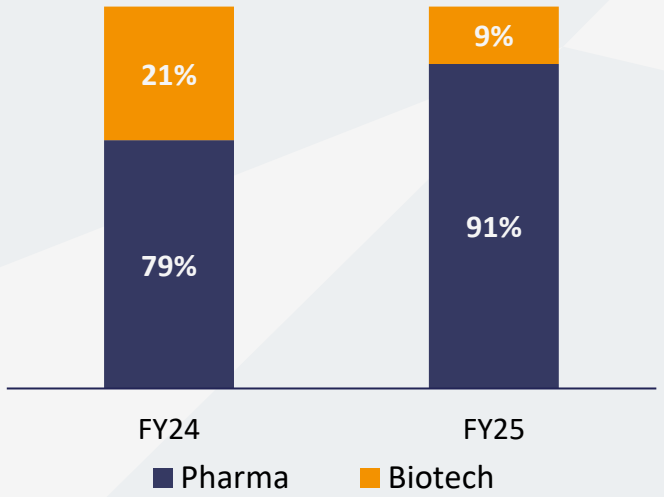
# CMC Services (CDMO)

## Consistent Revenue Growth (₹ Cr)

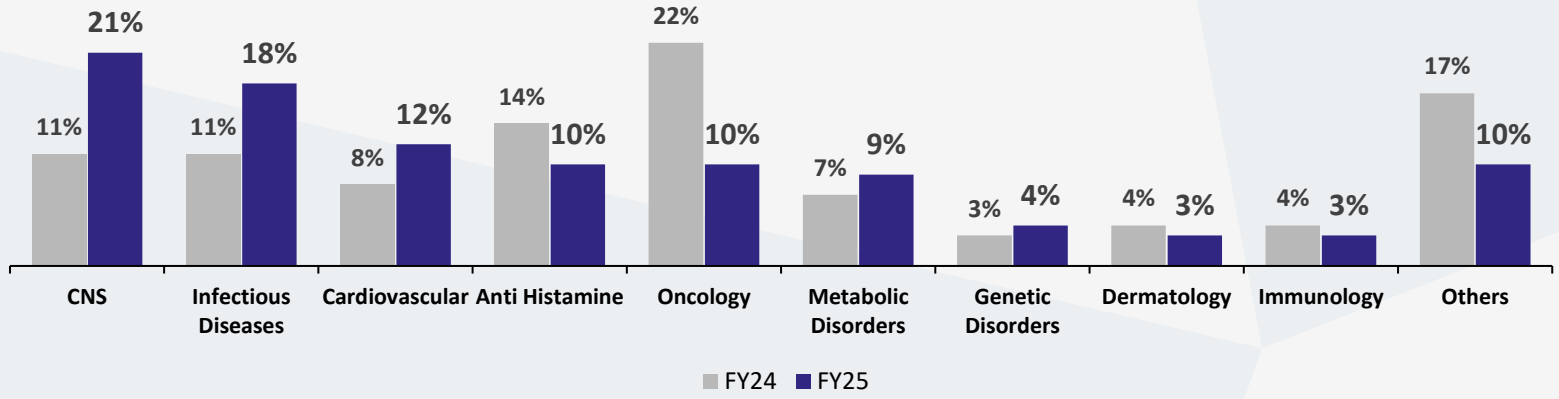



## Customer Split %




- End-to-End capabilities from **IND through to commercialization**
- Focus on **Complex Chemistry,** ADC Payloads & Linkers
- **Modern, GMP-compliant facilities** across UK and India
- **Flexibility** to support both small-scale clinical supplies and large-scale commercial production.
- Proven track record of **commercializing NCEs**
- **Robust regulatory record** with USFDA and PMDA
- **160 Programs** in the pipeline across multiple therapy areas
- **Clear Regulatory Record:** USFDA, PMDA
- At the forefront of **digitalization, automation and sustainability**

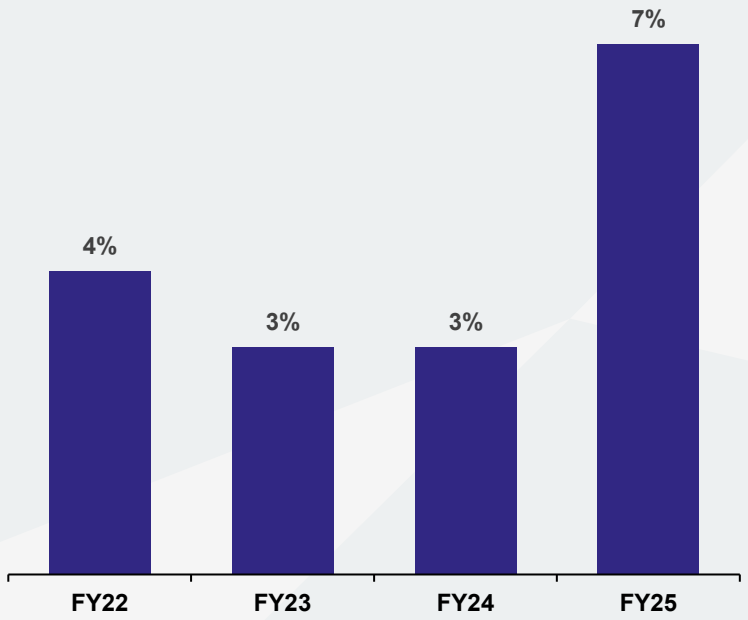
## Business Mix Revenue Contribution – By Therapy (%)




Note: Therapy area contribution varies year-to-year based on client portfolio mix and project timelines. Not indicative of overall market trends

# New Modalities: Fortifying foundation to build scale

## New Modalities Revenue Contribution (%)




### Peptides

Complement peptide discovery with process and scale-up facilities for clinical supplies; focus on commercial supply of fragments before evolving to full-scale peptide manufacturing.

### Antibody-Drug Conjugates

Enhancing conjugation in Discovery; upgrading to class 6 containment for end-to-end support. Evaluating clinical conjugation and fill-finish for clinical supply

### Oligonucleotides

Involved in multiple projects with Pharma from development to commercial; to focus only on making amidites.

### Lipids

Involved in supplying lipids for last few years; looking to expand capacity

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# Our Strengths

# Strategic Growth Levers & Competitive Edge




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# Information Technology - Driven Excellence: Digitization & Beyond

## Digitization
## 2017 onwards

Converting data, documents and processes from paper/ analog to digital

**R&D and Mfg processes progressively digitized to current levels of 85% digitization**

- GMP Pro and ELN implementation
- QR Code & Label Management
- Learning Management System
- Audit Management System
- Laboratory Information Management System
- Validation Life Cycle Management System

## Digitalization
## 2022 onwards

Use of digitized data for effective monitoring through visual interactive dashboards.

**Interactive Business Intelligence dashboards created using real-time data across functions and use cases.**

- Batch Quality, Yield, Experiments, Equipment Occupancy, Staffing status, QMS, etc.

## Digital Transformation
## 2023 onwards

integration of digital technologies into all aspects of business operations

**Leveraging large data sets with AIML models to create prediction models.**

- Digital Transformation Initiatives
- AI/ML - Manufacturing Process Prediction Model

## Looking Ahead

- Digitization process expected to be complete by 2027
- Continued adoption of BI models to aid faster decision-making
- AI/ML model proof-of-concept outcome to emerge in 2026.
- Based on results, further integration into operations will be undertaken.



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# Global-Standard Operations, End-to-End

## Quality Assurance

- 285+ QA/QC professionals across sites
- Integrated e-systems: LIMS, e-QMS
- QA independent; reports to CEO
- Audited by USFDA, EMA, PMDA, Indian regulators
- Focus on data integrity & global compliance

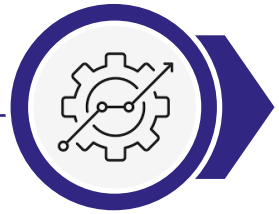
## Sustainability Leadership

- 89% renewable energy at Bidar site
- Zero Liquid Discharge: water-neutral ops
- Carbon roadmap approved by SBTi
- Low-emission logistics via DHL

## Safety & EHS Leadership

- Embedded Process Safety from quote to execution phase; rigorous lifecycle safety assessments.
- Plant Intermediates areas & lab fume cupboards validated down to 1 µcg/ $m^3$ containment
- First Indian company to join the PSCI membership; >30 PSCI Audits over the past 7 years
- Silver rating by EcoVadis

# Key Drivers for Growth



## Scaling Capacity & Infrastructure

- The company continue to make strategic capital investments in line with its annual capex plan of ~ ₹700 Cr for FY26 to enhance manufacturing and R&D infrastructure, including development of a second manufacturing site in Hyderabad.
- These strategic investments will nearly double Sai's overall manufacturing capacity by FY27, while diversifying its footprint and reducing concentration risk

## Diversifying Portfolio

- 36 active molecules* –30 commercial, with 6 Phase III / pre registration
- 160 in early phase development
- Established model for a dedicated partnerships
- Average tenure of large pharma relationships is ~10 years
- 200+ clients, 60+ integrated collaboration under discovery

## Scientific & Talent Leadership

- Driving global program transfers to India across discovery, development & manufacturing
- Rapidly expanding leadership bench with experts from top CDMOs and global pharma
- Strengthening capabilities in new modalities, enabling pipeline expansion and stickier client relationships
- Building future-ready teams aligned to Sai's scale-up and innovation roadmap

** Excluding molecules under destocking and low value molecules with limited potential*



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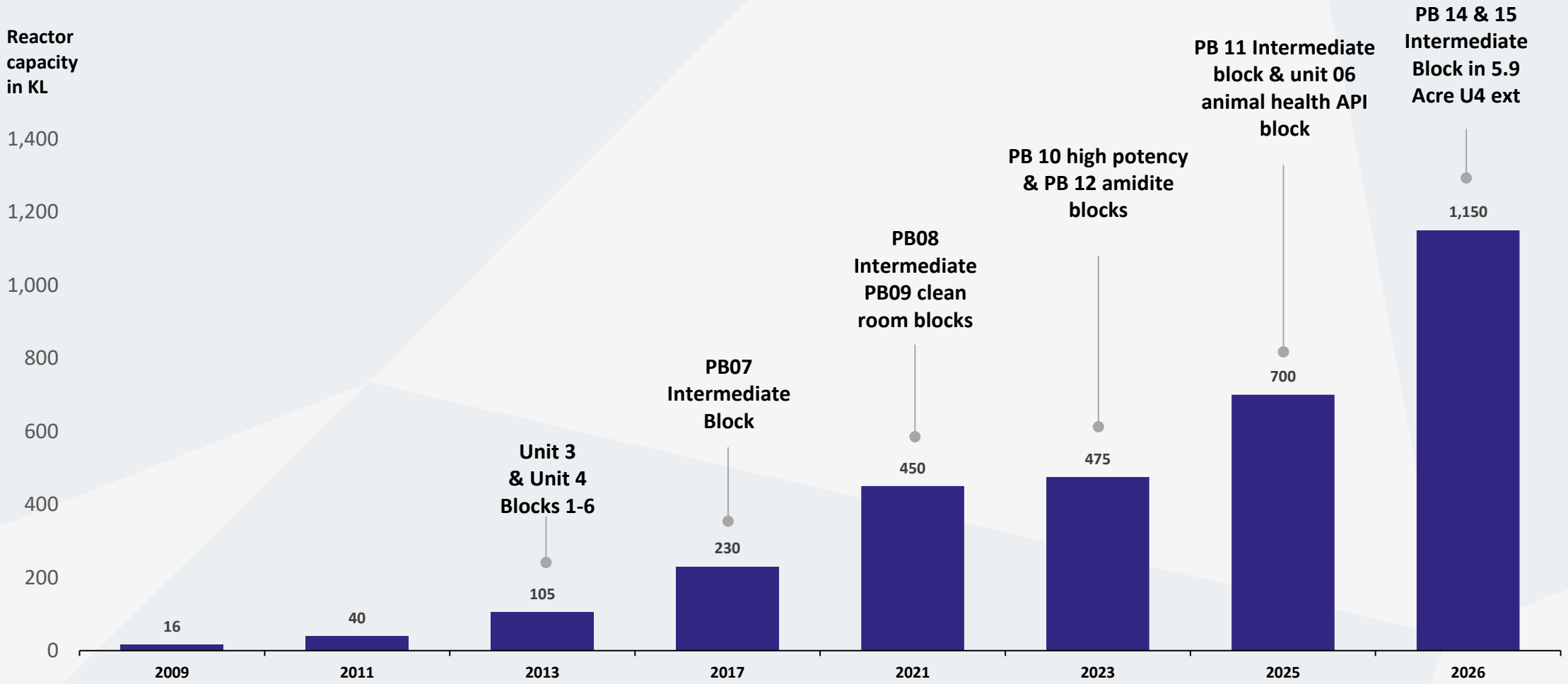
# Expansion Plans

# Capacity Expansion Underway: Scaling from 700 KL to 1,150 KL by 2026



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# CMC Process R&D Block

Sai Life Sciences has commenced construction of a new CMC Process R&D Center at its Hyderabad campus, targeted for completion by September 2026. The facility will **double Process R&D capacity.** Designed to support both **FTE and DPC engagement models**, it will offer flexible collaboration for global innovators across early to late-stage CMC programs.

- Specialized labs for peptides and Amidites
- Kilo Lab for early clinical supplies
- NCE Formulation Development & Early Phase Clinical Supplies
- Designed to meet OEL 4 (1 µg/m3) band
- Process R&D lab and Scale up Lab
- ~140 process chemistry fume hoods with satellite analytical lab
- Buildup area ~100K Sq.Ft across 5 floors with Green building Certification
- 25,000 sft of Analytical Lab under a single roof

*Note: FTE- Full Time Equivalent. DPC- Discovery Process Chemistry*

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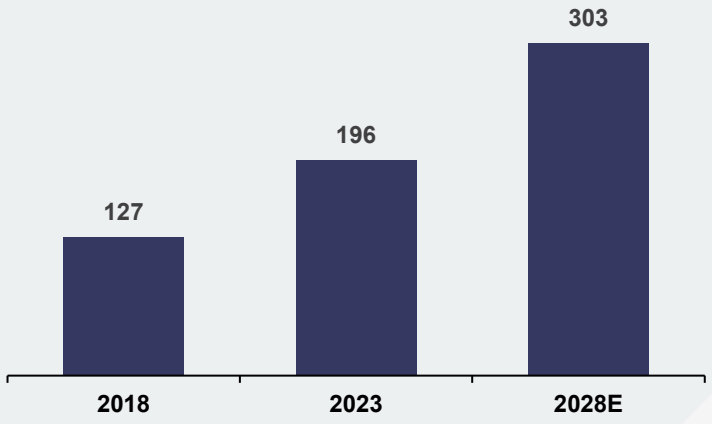
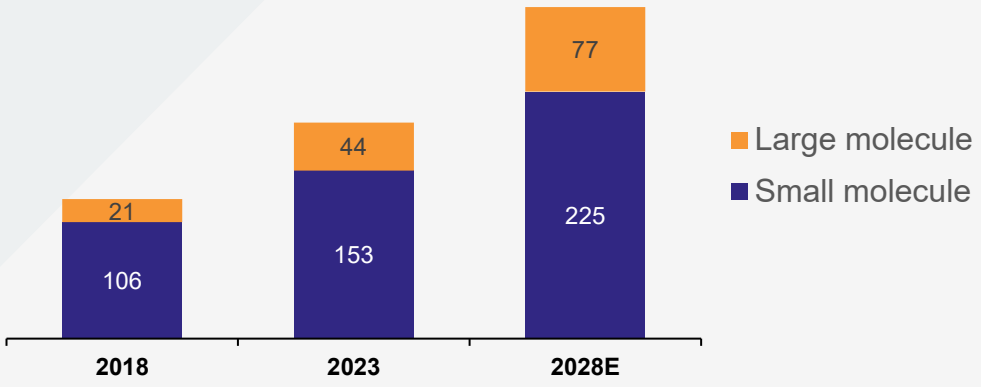
# Industry Overview

# Global CRDMO Industry Set to Cross USD 300 Bn by 2028

**Global CRDMO Market (USD Bn)**




**Global CRDMO Market by Modality (USD Bn)**



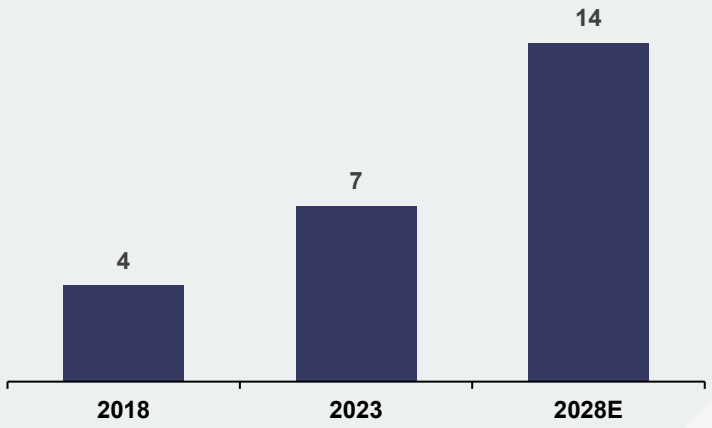

**With growing investments in Peptides, Oligos & ADCs, Sai Life Sciences is positioned to capture growth in the fastest-expanding CRDMO segments globally**

- Global CRDMO market projected to reach **USD 303 Bn by 2028 (9% CAGR 2023-2028)**
- **50%+ of pharma R&D budgets** outsourced to CRDMOs, driving structural growth
- **Biologics, peptides, and oligonucleotides** expected to drive ~40% of total growth by 2028
- **Large molecule CRDMO segment growing fastest (12% CAGR 2023 - 28),** supported by biologics demand
- Asia-Pacific market projected to grow **at 12% CAGR (2023–28) -** the fastest among all regions, **outpacing Europe (10%) and North America (5%)**

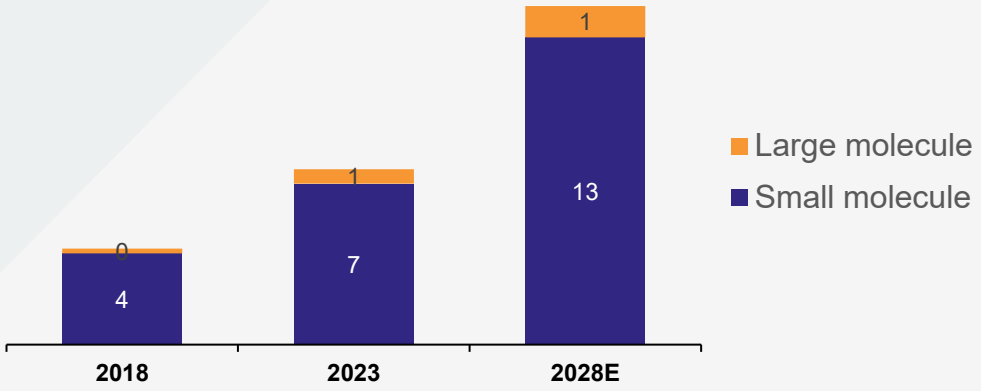

*Source: Frost & Sullivan*

# India Rising as a Strategic CRDMO Hub

**Indian CRDMO Market (USD Bn)**




**Global CRDMO Market by Modality (USD Bn)**




**Sai Life Sciences is scaling capacity, innovation, and specialty modalities to leverage India's rising global CRDMO share and China-to-India outsourcing shift.**

- **Indian CRDMO industry is among the fastest-growing worldwide**, projected to grow at 14% CAGR (2023–28)
- By 2028, **CDMO is expected to contribute ~75%** of India's USD 14 Bn CRDMO market, growing to USD 11 Bn, while CRO expands to USD 3 Bn
- **Cost efficiency (30–40%)** with global-standard quality is making India the **preferred outsourcing destination for pharma sponsors**


*Source: Frost & Sullivan*

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# Annexure

# Consolidated Statement of Profit and Loss

| Particulars (₹ Cr) | Q2FY26 | Q1FY26 | Q2FY25 | H1FY26 | H1FY25 | FY25 |
|---|---|---|---|---|---|---|
| Revenue from operations | 537 | 496 | 396 | 1,034 | 675 | 1695 |
| Other income | 5 | 6 | 4 | 11 | 7 | 18 |
| **Total income** | **543** | **502** | **399** | **1045** | **682** | **1712** |
| **Expenses** | | | | | | |
| Cost of materials consumed and changes in inventories | 140 | 141 | 104 | 281 | 177 | 466 |
| Employee benefits expense | 163 | 161 | 135 | 323 | 265 | 549 |
| Other expenses | 89 | 74 | 55 | 162 | 105 | 274 |
| Forex (gain)/loss | (10) | (4) | (6) | (14) | (11) | (19) |
| **EBITDA** | **156** | **125** | **109** | **281** | **140** | **425** |
| *EBITDA Margin* | *29%* | *25%* | *27%* | *27%* | *21%* | *25%* |
| Finance costs | 9 | 12 | 21 | 22 | 42 | 76 |
| Depreciation and amortisation expense | 40 | 38 | 36 | 77 | 67 | 139 |
| **Profit before tax** | **112** | **81** | **55** | **193** | **37** | **228** |
| Tax expense | 28 | 20 | 14 | 49 | 9 | 58 |
| **Profit after tax** | **84** | **60** | **42** | **144** | **28** | **170** |



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# Consolidated Balance Sheet

| Assets (₹ Cr) | Mar 25 | Sept 25 |
|---|---|---|
| **Non Current Assets** | | |
| Property, Plant, and Equipment | 1,185 | 1,337 |
| Right of Use of Assets | 292 | 276 |
| Capital Work in Progress | 124 | 115 |
| Intangible Assets | 11 | 9 |
| Financial assets | | |
| - Investments | 2 | 2 |
| - Other Financial Assets | 5 | 25 |
| Deferred Tax Assets | 14 | 14 |
| Non Current Tax Assets (Net) | 8 | 2 |
| Other Non-current Assets | 13 | 61 |
| **Total Non-current Assets** | **1,655** | **1,842** |
| | | |
| **Current Assets** | | |
| Inventories | 119 | 122 |
| Financial Assets | | |
| - Trade Receivables | 355 | *492* |
| - Cash and Bank Balances | 464 | 306 |
| - Other Financial Assets | 80 | 60 |
| Other Current Assets | 487 | 509 |
| **Total Current Assets** | **1,505** | **1,489** |
| **TOTAL Assets** | **3,160** | **3,331** |

| Equity and Liabilities (₹ Cr) | Mar 25 | Sept 25 |
|---|---|---|
| **Equity** | | |
| Equity Share Capital | 21 | 21 |
| Reserves and Surplus | 2,108 | 2,249 |
| **Total Equity** | **2,128** | **2,270** |
| | | |
| **Non Current Liabilities** | | |
| Financial Liabilities | | |
| - Lease Liabilities | 165 | `146 |
| Provisions | 23 | 30 |
| Deferred Tax Liabilities (Net) | 111 | 110 |
| **Total Non-current Liabilities** | **299** | **286** |
| | | |
| **Current Liabilities** | | |
| Financial Liabilities | | |
| - Borrowings | 129 | 215 |
| - Lease Liabilities | 59 | *56* |
| - Trade Payables | 323 | 245 |
| - Other Current Financial Liabilities | 75 | 90 |
| Other Current Liabilities | 128 | 133 |
| Provisions | 11 | 19 |
| Current Tax Liabilities (Net) | 8 | 17 |
| **Total Current Liabilities** | **732** | **775** |
| **TOTAL Equity and Liabilities** | **3,160** | **3,331** |



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# Awards Certificates & Accreditations

**ISO 14001:2015, ISO 45001:2018 & ISO 50001:2018 certification**

**Certificate of Registration: Information Security Management System – ISO/IEC 27001:2013**

**Affiliations with Leading Industry organizations:**

PSCI PHARMACEUTICAL SUPPLY CHAIN INITIATIVE
Building responsible supply chains

ACS Green Chemistry Institute Pharmaceutical Roundtable

**Signatory of United Nations Global Compact (UNGC)**

WE SUPPORT UN GLOBAL COMPACT

**Eco Vadis Silver Medal for Sustainability**

SILVER | Top 15%
ecovadis
Sustainability Rating
JUL 2025

**CII-SR EHS Excellence Award for 5 Years**

**GSK's Environmental Sustainability Supplier award 2021 in 'Primary Manufacturing' category**



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# Glossary

| | |
|---|---|
| **APIs** | Active pharmaceutical ingredients |
| **Biotechs** | Biotechnology companies, often referred to as biotech companies, are largely startups in the pharmaceutical sector which typically focus on developing innovative drugs and drug development technologies to address unmet medical needs |
| **Blockbuster End Molecules** | Blockbusters are drug products with annual sales of over US$1 billion in the Financial Year 2023 |
| **CDSCO** | Central Drug Standards Control Organization, India |
| **CMC / CDMO** | Chemistry, Manufacturing and Control / Contract Development and Manufacturing Organization |
| **CMO** | Contract Manufacturing Organization |
| **COFEPRIS Mexico** | Federal Commission for the Protection against Sanitary Risk of Mexico |
| **CRDMO** | Contract Research, Development, And Manufacturing Organization |
| **CRO** | Contract Research Organization |
| **DMPK** | Drug metabolism and pharmacokinetics |
| **GATT** | General Agreement on Tariffs and Trade |
| **Generic drugs** | Refer to pharmaceutical drugs that have the same chemical composition as the original innovator drug and can be sold by companies after the patent on the original drug expires |
| **Innovation Clusters/Hubs** | Nine regions identified by Frost and Sullivan including Boston/Cambridge in Massachusetts, Manchester/London/Cambridge in UK, Chicago in Illinois, New Jersey, New York, Paris in France, Switzerland and Japan. In 2022, approximately 57% of global R&D spending were in these nine pharma hubs |
| **Innovator Drugs** | Refer to first drugs created containing specific active ingredients and undergo approval or patent process for use |
| **Large Molecule** | Have a large molecular weight and made of proteins that are complex in structure compared to small molecule drugs. Costly to manufacture and, at this time, in most cases can only be administered by injection or infusion. Typically manufactured biologically, i.e. extracted from living organisms, but often include certain synthetic chemistry processes |
| **Large Pharma Companies** | Pharma companies with revenues > USD 10 billion |
| **Mid Pharma Companies** | Pharma companies with revenues in range of USD 500 million to USD 10 billion |
| **NCE** | New chemical entities |
| **PMDA** | Pharmaceuticals and Medical Devices Agency, Japan |
| **Small Molecule** | Organic compound with low molecular weight, small molecule drugs are known for their affordability, ease of administration (largely orally), and broad therapeutic coverage. Typically manufactured using synthetic chemistry processes |
| **Small Pharma Companies** | Pharma companies with revenues lower than USD 500 million |
| **TRIPS** | Trade-Related Aspects of Intellectual Property Rights |
| **UNIT IV** | Manufacturing facility at Bidar |
| **USFDA** | United States Food and Drug Administration |



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# Thank You

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